

Monthly Indicators



January 2019

New Listings were up 19.9 percent for single family homes and 17.1 percent for townhouse-condo properties. Pending Sales landed at 189 for single family homes and 62 for townhouse-condo properties.

The Median Sales Price was up 6.8 percent to \$400,370 for single family homes and 2.6 percent to \$277,000 for townhouse-condo properties. Days on Market decreased 10.2 percent for single family homes but increased 58.3 percent for townhouse-condo properties.

While the home affordability topic will continue to set the tone for the 2019 housing market, early signs point to an improving inventory situation, including in several markets that are beginning to show regular year-over-year percentage increases. As motivated sellers attempt to get a jump on annual goals, many new listings enter the market immediately after the turn of a calendar year. If home price appreciation falls more in line with wage growth, and rates can hold firm, consumer confidence and affordability are likely to improve.

Activity Snapshot

- 33.1% **- 10.2%** **+ 6.8%**

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 composed 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	1-2018	1-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		226	271	+ 19.9%	226	271	+ 19.9%
Pending Sales		212	189	- 10.8%	212	189	- 10.8%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		163	109	- 33.1%	163	109	- 33.1%
Median Sales Price		\$375,000	\$400,370	+ 6.8%	\$375,000	\$400,370	+ 6.8%
Avg. Sales Price		\$427,592	\$446,351	+ 4.4%	\$427,592	\$446,351	+ 4.4%
Pct. of List Price Received		99.0%	98.7%	- 0.3%	99.0%	98.7%	- 0.3%
Days on Market		88	79	- 10.2%	88	79	- 10.2%
Affordability Index		92	85	- 7.6%	92	85	- 7.6%
Active Listings		345	399	+ 15.7%	--	--	--
Months Supply		1.3	1.6	+ 23.1%	--	--	--

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.



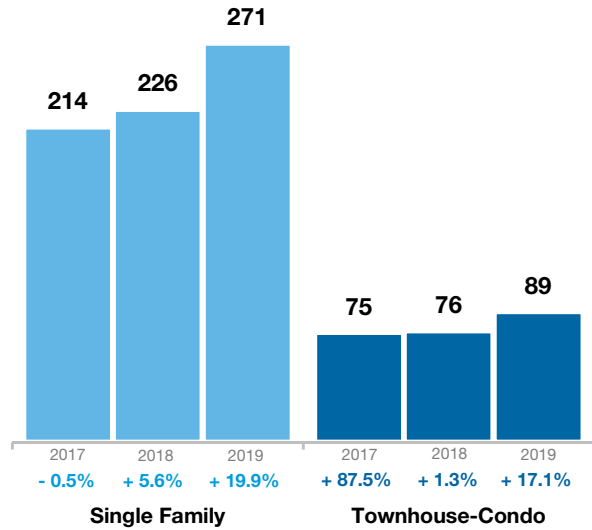
Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		76	89	+ 17.1%	76	89	+ 17.1%
Pending Sales		61	62	+ 1.6%	61	62	+ 1.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		47	43	- 8.5%	47	43	- 8.5%
Median Sales Price		\$270,000	\$277,000	+ 2.6%	\$270,000	\$277,000	+ 2.6%
Avg. Sales Price		\$303,051	\$297,919	- 1.7%	\$303,051	\$297,919	- 1.7%
Pct. of List Price Received		98.6%	98.7%	+ 0.1%	98.6%	98.7%	+ 0.1%
Days on Market		72	114	+ 58.3%	72	114	+ 58.3%
Affordability Index		128	123	- 3.9%	128	123	- 3.9%
Active Listings		101	141	+ 39.6%	--	--	--
Months Supply		1.3	2.0	+ 53.8%	--	--	--

New Listings

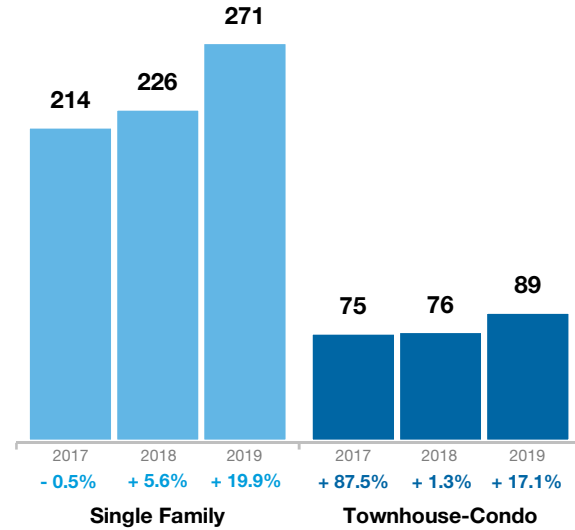
A count of the properties that have been newly listed on the market in a given month.



January

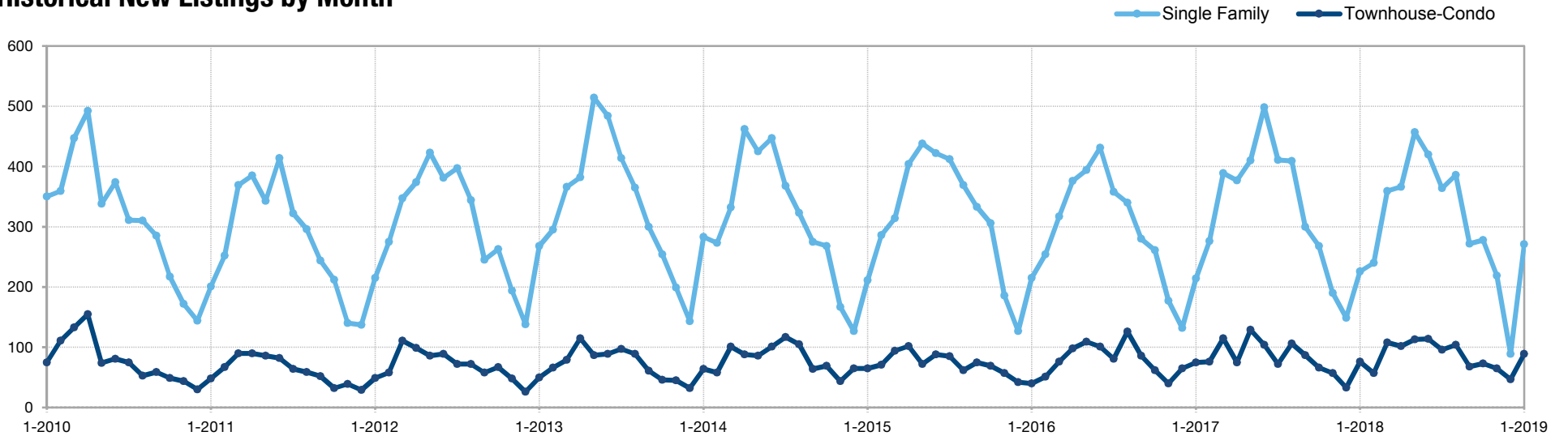


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	240	-13.0%	57	-25.0%
Mar-2018	359	-7.7%	108	-6.1%
Apr-2018	366	-2.9%	102	+36.0%
May-2018	457	+11.5%	113	-12.4%
Jun-2018	420	-15.7%	114	+9.6%
Jul-2018	364	-11.4%	96	+33.3%
Aug-2018	386	-5.6%	104	-1.9%
Sep-2018	272	-9.3%	68	-21.8%
Oct-2018	278	+3.7%	73	+10.6%
Nov-2018	219	+15.3%	65	+14.0%
Dec-2018	89	-40.3%	47	+42.4%
Jan-2019	271	+19.9%	89	+17.1%
12-Month Avg	310	-4.7%	86	+4.0%

Historical New Listings by Month

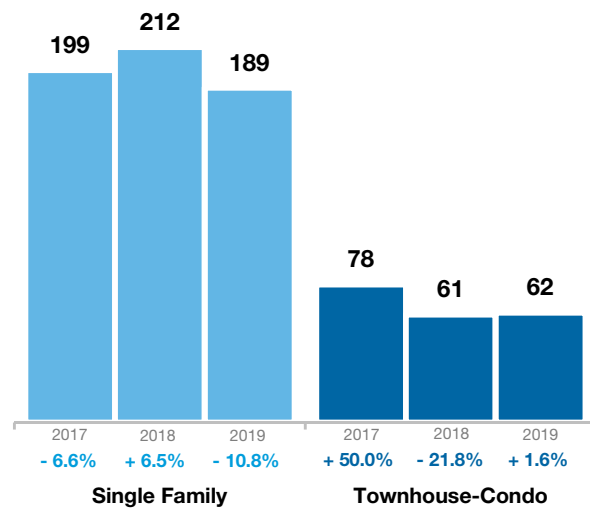


Pending Sales

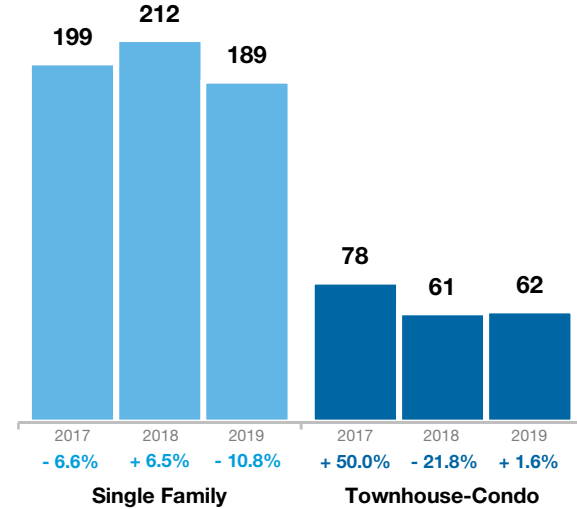
A count of the properties on which offers have been accepted in a given month.



January

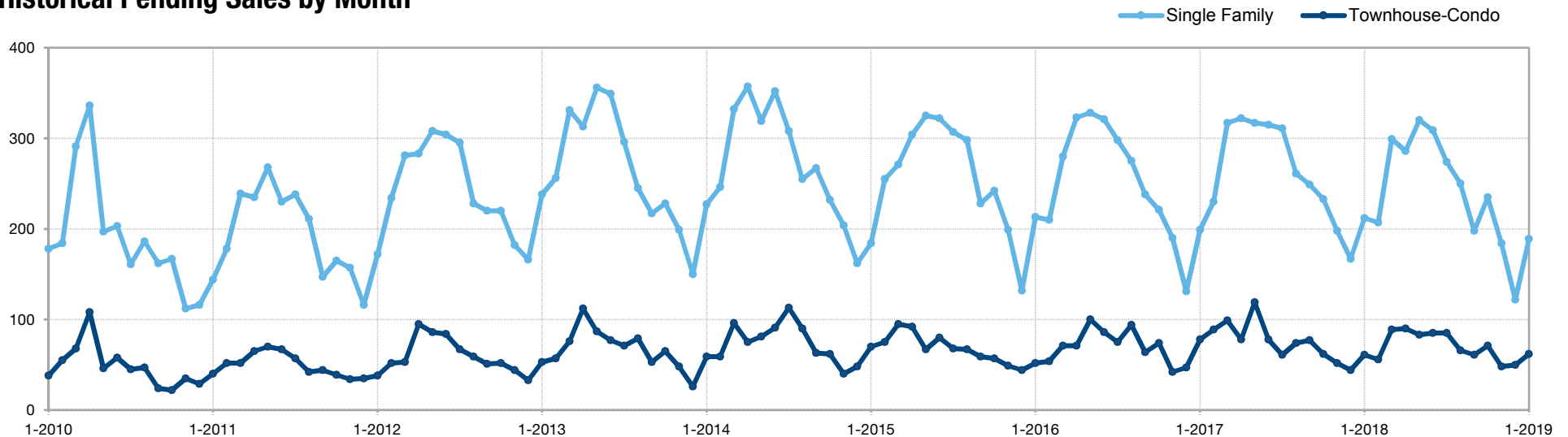


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	207	-10.0%	56	-37.1%
Mar-2018	299	-5.7%	89	-10.1%
Apr-2018	286	-11.2%	90	+15.4%
May-2018	320	+0.9%	83	-30.3%
Jun-2018	309	-1.9%	85	+9.0%
Jul-2018	274	-11.9%	85	+39.3%
Aug-2018	250	-4.2%	66	-10.8%
Sep-2018	198	-20.5%	61	-20.8%
Oct-2018	235	+0.9%	71	+14.5%
Nov-2018	184	-7.1%	48	-7.7%
Dec-2018	122	-26.9%	50	+13.6%
Jan-2019	189	-10.8%	62	+1.6%
12-Month Avg	239	-8.3%	71	-5.4%

Historical Pending Sales by Month

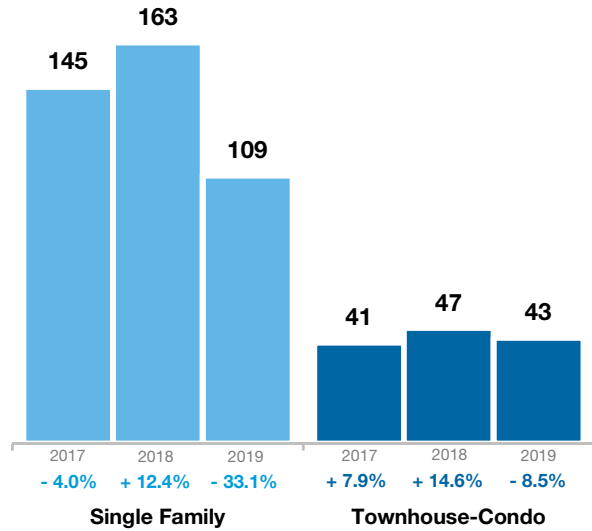


Sold Listings

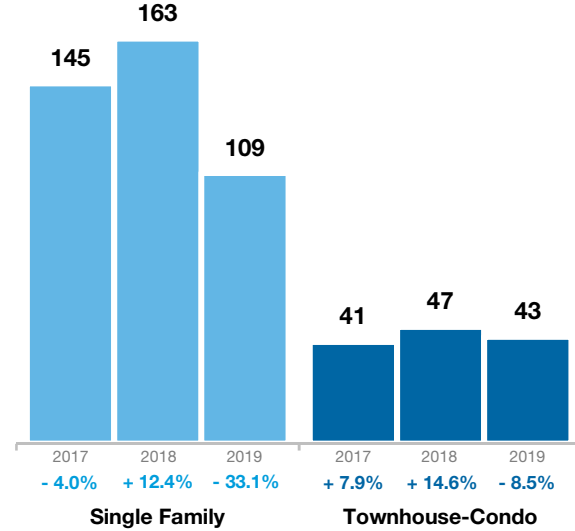
A count of the actual sales that closed in a given month.



January

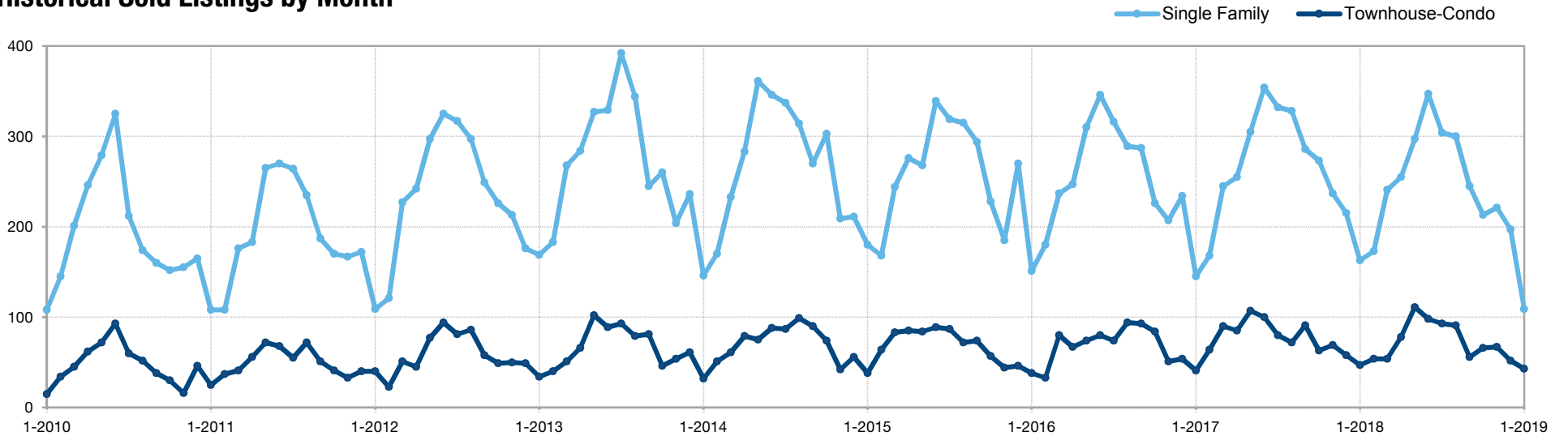


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	173	+3.0%	54	-15.6%
Mar-2018	241	-1.6%	54	-40.0%
Apr-2018	255	0.0%	78	-8.2%
May-2018	297	-2.6%	111	+3.7%
Jun-2018	347	-2.0%	98	-2.0%
Jul-2018	304	-8.4%	93	+16.3%
Aug-2018	300	-8.5%	91	+26.4%
Sep-2018	245	-14.3%	56	-38.5%
Oct-2018	213	-22.0%	66	+4.8%
Nov-2018	221	-6.8%	67	-2.9%
Dec-2018	197	-8.4%	52	-10.3%
Jan-2019	109	-33.1%	43	-8.5%
12-Month Avg	242	-8.2%	72	-6.8%

Historical Sold Listings by Month

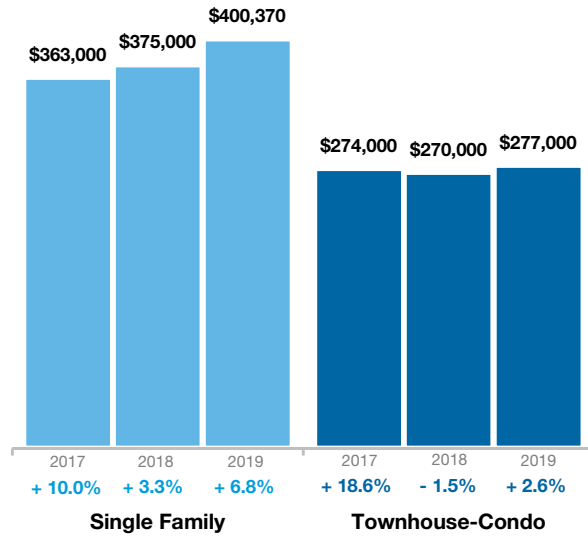


Median Sales Price

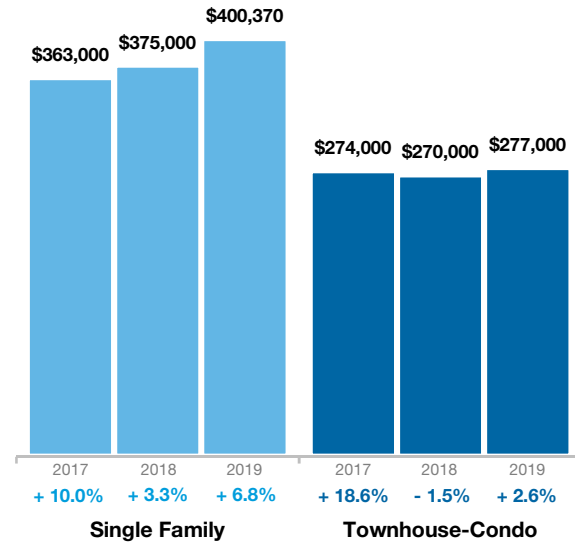
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



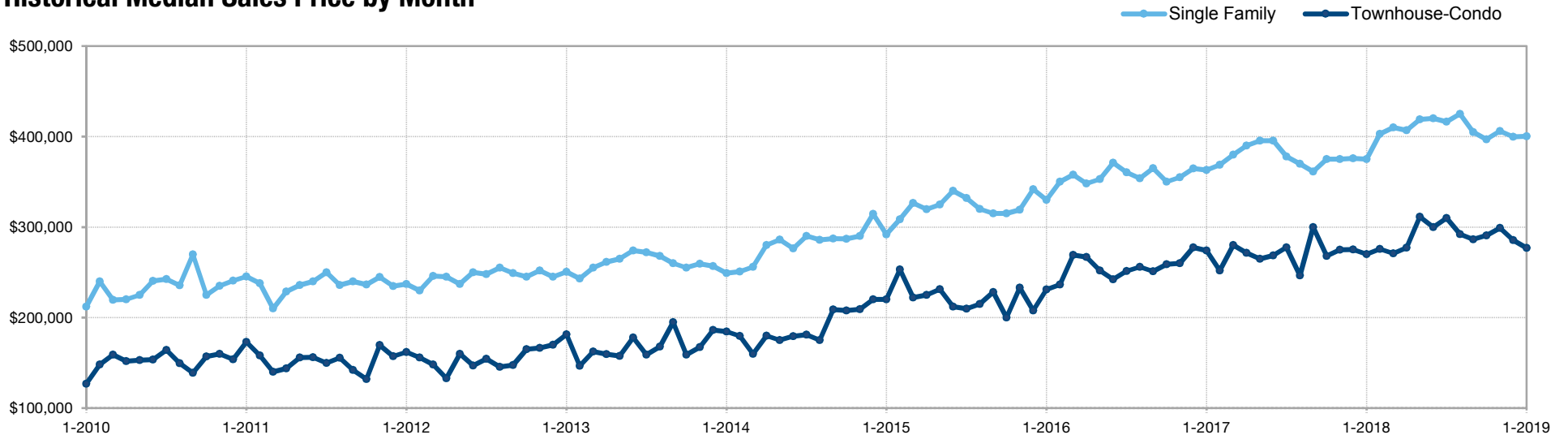
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$299,950	+11.7%
Jul-2018	\$416,228	+10.1%	\$309,812	+11.7%
Aug-2018	\$425,000	+14.9%	\$292,000	+18.5%
Sep-2018	\$405,000	+12.1%	\$286,500	-4.5%
Oct-2018	\$396,900	+5.8%	\$290,588	+8.5%
Nov-2018	\$406,000	+8.3%	\$299,000	+8.7%
Dec-2018	\$399,650	+6.3%	\$285,550	+3.8%
Jan-2019	\$400,370	+6.8%	\$277,000	+2.6%
12-Month Avg*	\$410,000	+7.9%	\$293,000	+6.5%

* Median Sales Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month

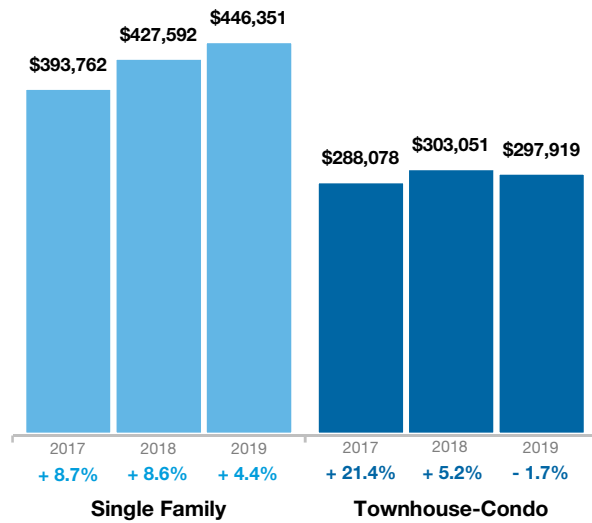


Average Sales Price

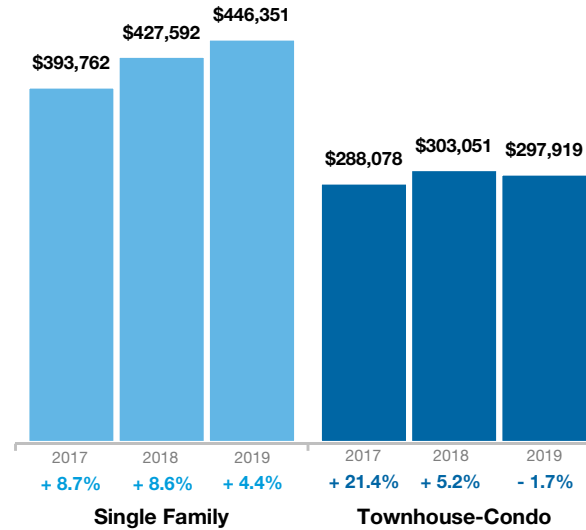
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



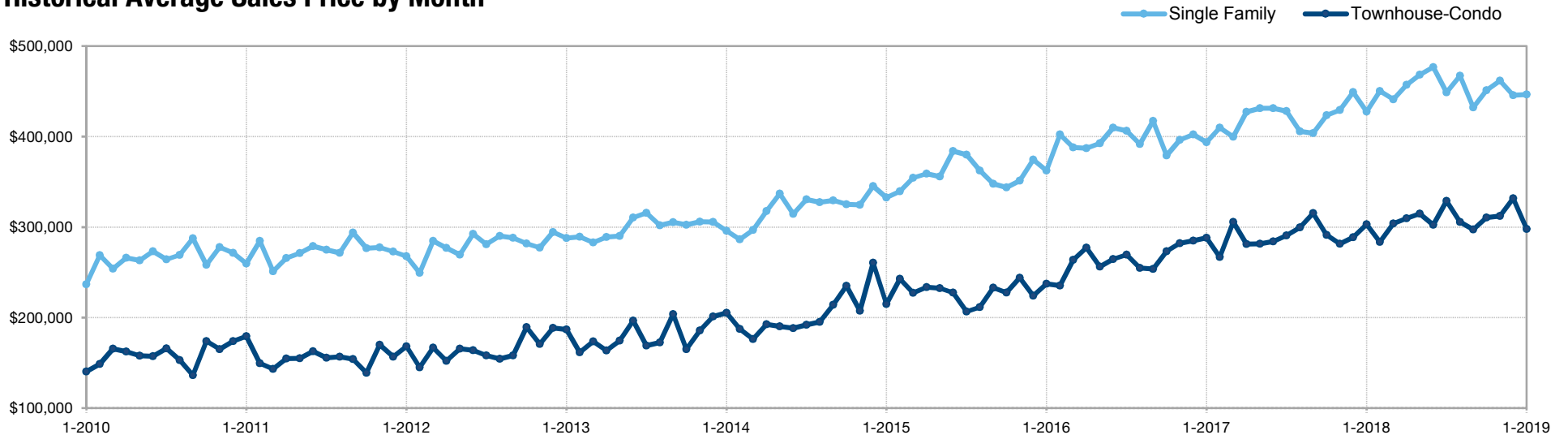
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	\$450,222	+9.9%	\$283,573	+6.3%
Mar-2018	\$440,913	+10.3%	\$303,988	-0.5%
Apr-2018	\$457,139	+7.0%	\$309,528	+10.0%
May-2018	\$468,290	+8.6%	\$314,937	+11.9%
Jun-2018	\$476,713	+10.6%	\$302,410	+6.5%
Jul-2018	\$448,891	+4.8%	\$328,824	+13.2%
Aug-2018	\$467,204	+15.1%	\$305,720	+2.1%
Sep-2018	\$432,135	+7.0%	\$297,213	-5.8%
Oct-2018	\$451,021	+6.5%	\$310,596	+6.6%
Nov-2018	\$461,573	+7.5%	\$312,247	+10.9%
Dec-2018	\$445,646	-0.8%	\$331,756	+14.9%
Jan-2019	\$446,351	+4.4%	\$297,919	-1.7%
12-Month Avg*	\$455,630	+7.9%	\$309,377	+6.4%

* Avg. Sales Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month



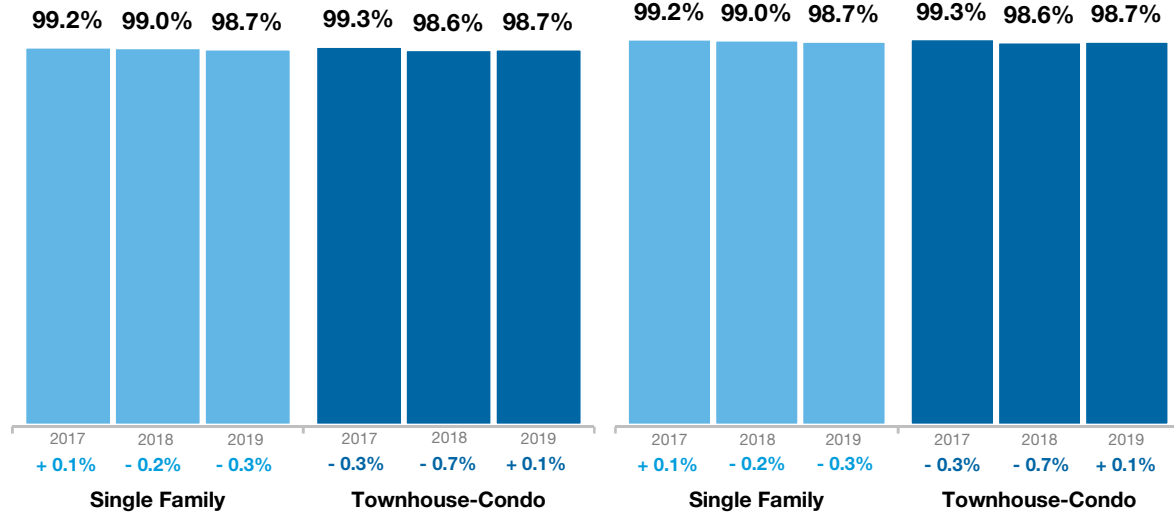
Percent of List Price Received

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.



January

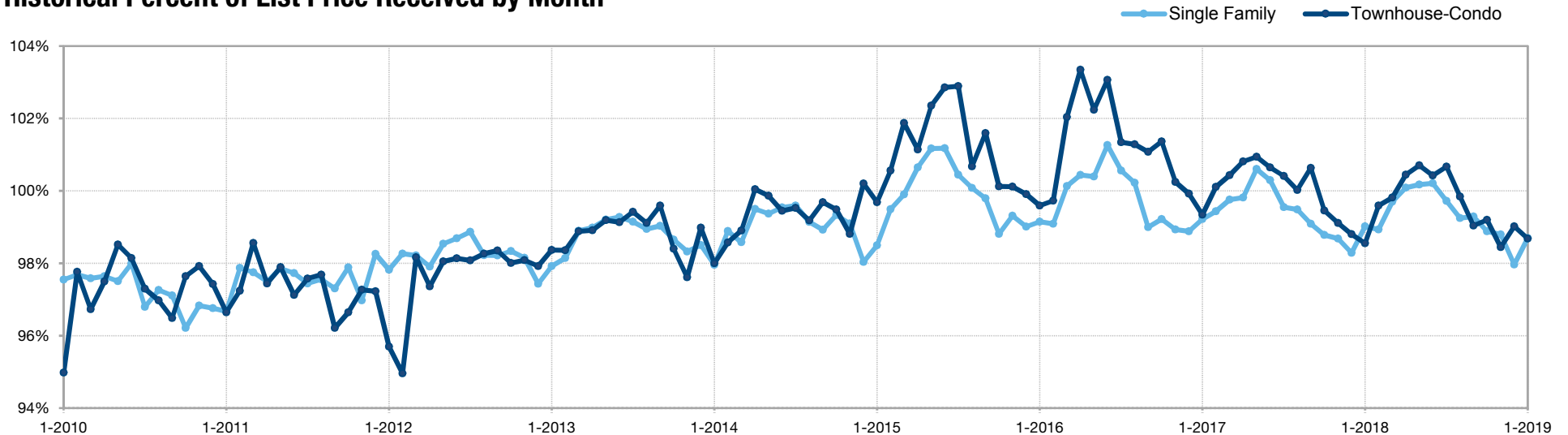
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	98.9%	-0.5%	99.6%	-0.5%
Mar-2018	99.7%	-0.1%	99.8%	-0.6%
Apr-2018	100.1%	+0.3%	100.4%	-0.4%
May-2018	100.2%	-0.4%	100.7%	-0.2%
Jun-2018	100.2%	-0.1%	100.4%	-0.2%
Jul-2018	99.7%	+0.1%	100.7%	+0.3%
Aug-2018	99.2%	-0.3%	99.8%	-0.2%
Sep-2018	99.3%	+0.2%	99.0%	-1.6%
Oct-2018	98.9%	+0.1%	99.2%	-0.3%
Nov-2018	98.8%	+0.1%	98.4%	-0.7%
Dec-2018	98.0%	-0.3%	99.0%	+0.2%
Jan-2019	98.7%	-0.3%	98.7%	+0.1%
12-Month Avg*	99.5%	-0.0%	100.2%	-0.3%

* Pct. of List Price Received for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

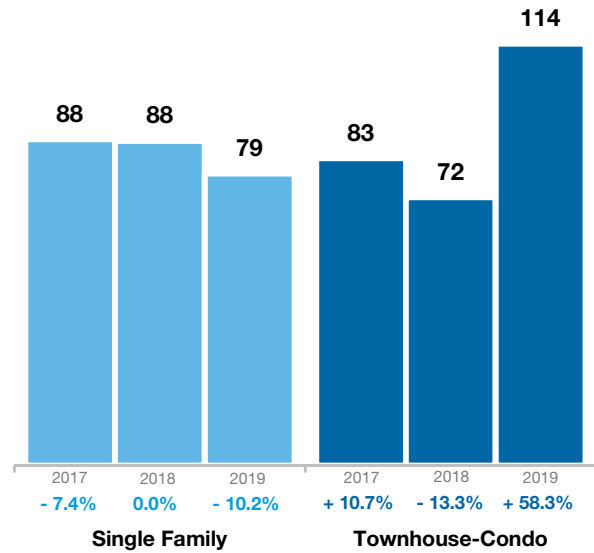


Days on Market Until Sale

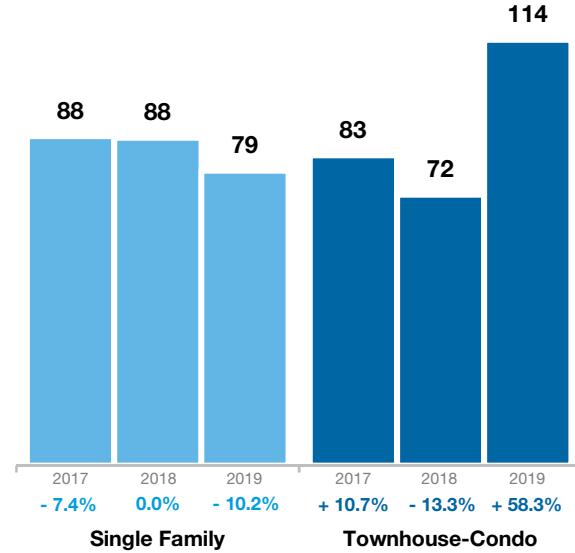
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



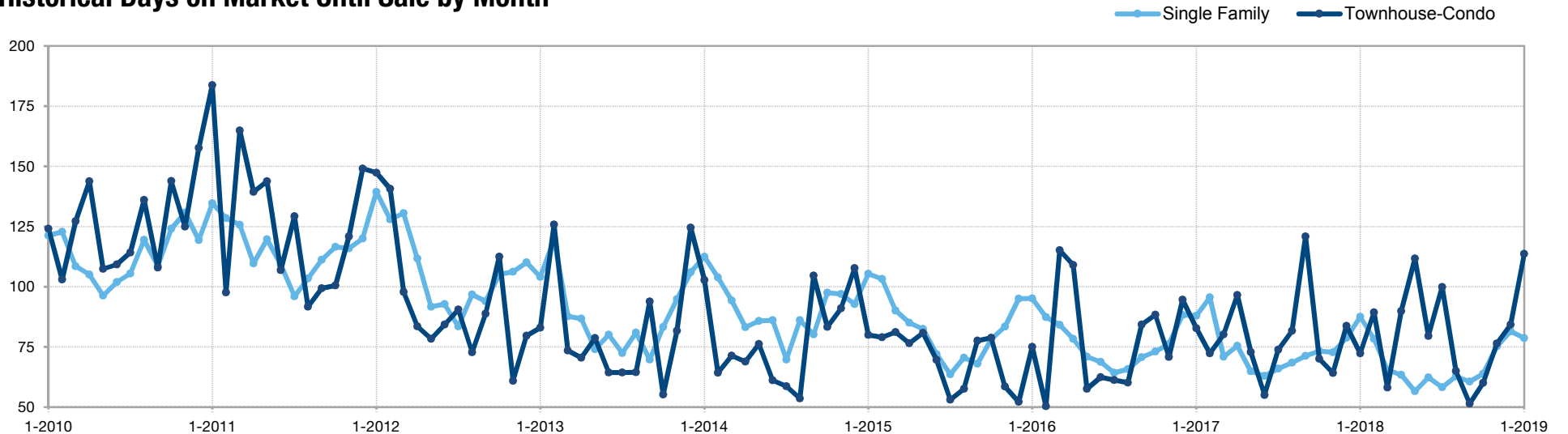
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	78	-18.8%	89	+23.6%
Mar-2018	65	-8.5%	58	-27.5%
Apr-2018	63	-16.0%	90	-7.2%
May-2018	57	-12.3%	112	+53.4%
Jun-2018	62	-1.6%	80	+45.5%
Jul-2018	58	-12.1%	100	+35.1%
Aug-2018	63	-7.4%	65	-20.7%
Sep-2018	61	-14.1%	52	-57.0%
Oct-2018	64	-12.3%	60	-14.3%
Nov-2018	75	+2.7%	76	+18.8%
Dec-2018	81	+2.5%	84	0.0%
Jan-2019	79	-10.2%	114	+58.3%
12-Month Avg	66	-9.1%	83	+4.9%

* Days on Market for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

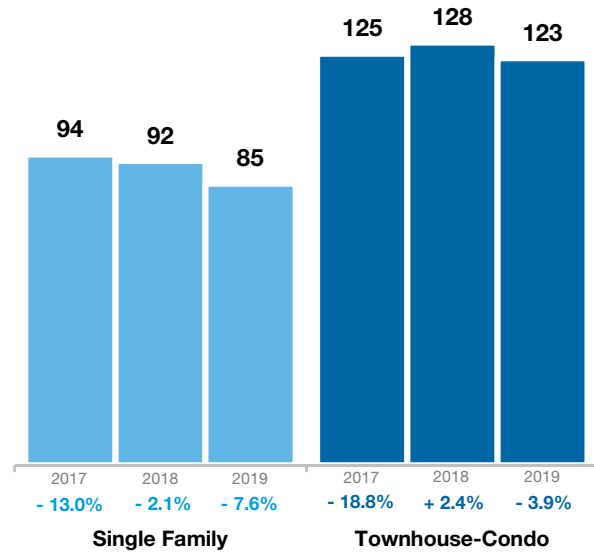


Housing Affordability Index

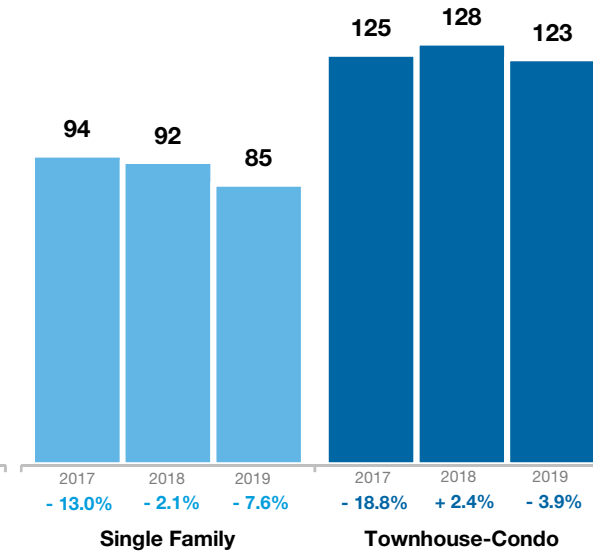
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

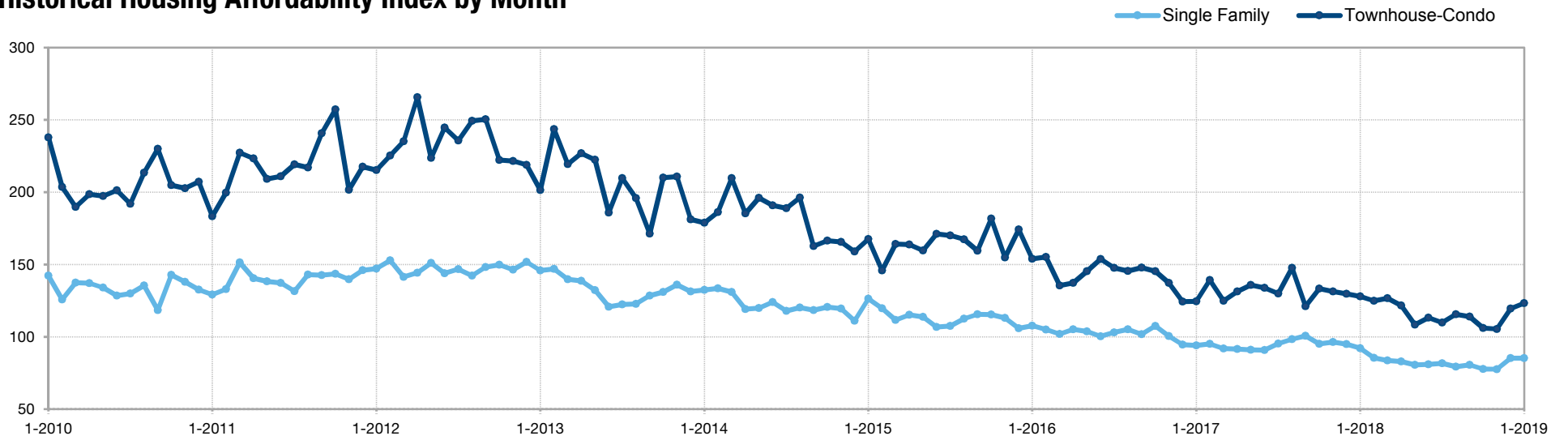


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	113	-15.7%
Jul-2018	82	-13.7%	110	-15.4%
Aug-2018	79	-19.4%	116	-21.6%
Sep-2018	81	-19.8%	114	-5.8%
Oct-2018	78	-17.9%	106	-20.3%
Nov-2018	78	-18.8%	105	-19.8%
Dec-2018	85	-10.5%	119	-8.5%
Jan-2019	85	-7.6%	123	-3.9%
12-Month Avg	82	-10.0%	94	-6.9%

Historical Housing Affordability Index by Month

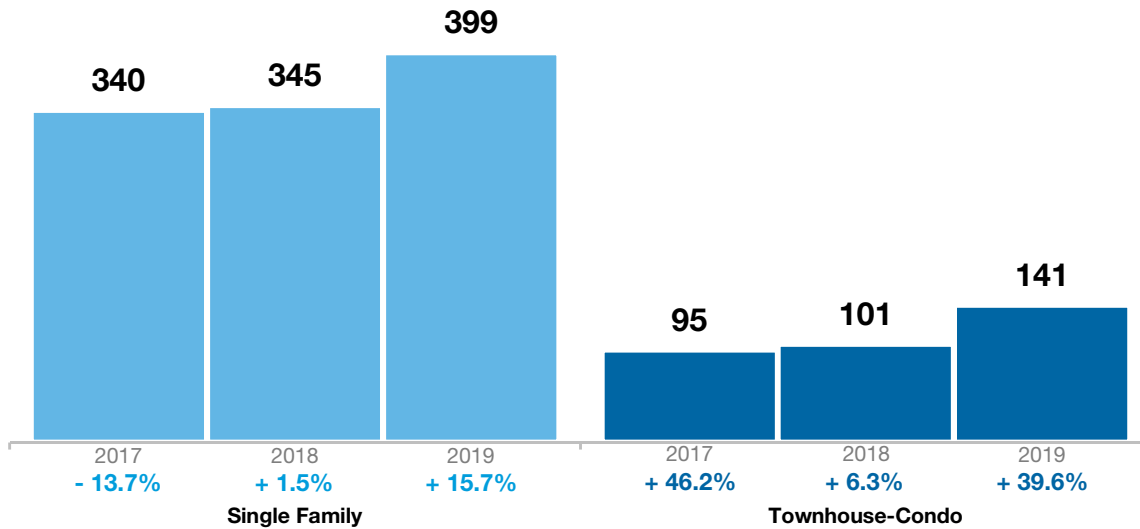


Inventory of Active Listings

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



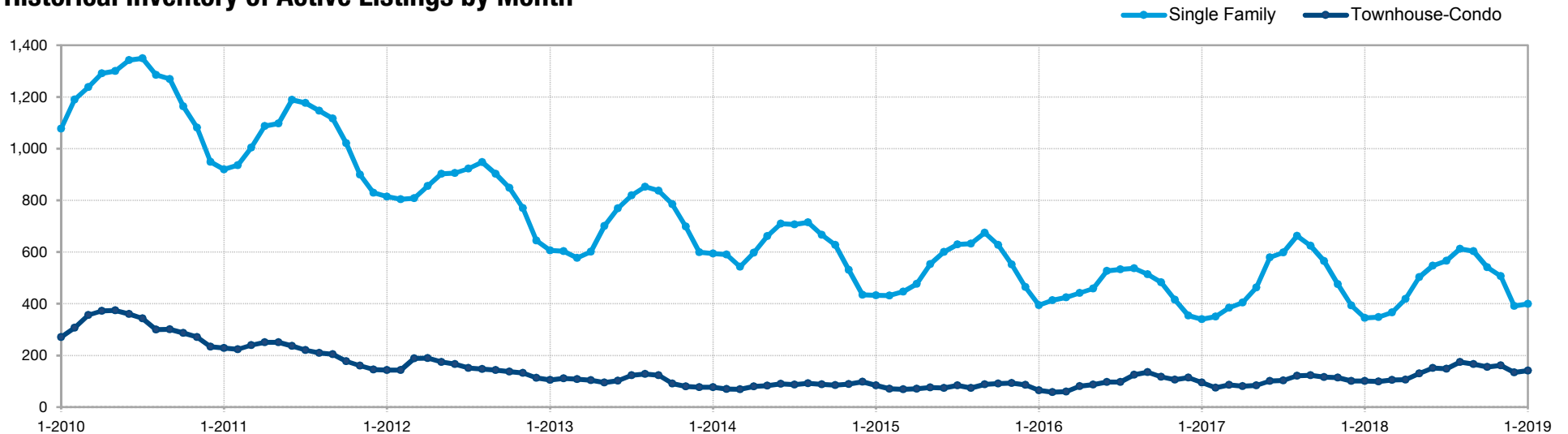
January



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	348	-0.6%	99	+32.0%
Mar-2018	366	-4.7%	105	+22.1%
Apr-2018	418	+3.5%	106	+30.9%
May-2018	503	+8.6%	130	+54.8%
Jun-2018	547	-5.5%	151	+49.5%
Jul-2018	566	-5.4%	148	+43.7%
Aug-2018	612	-7.6%	175	+44.6%
Sep-2018	603	-3.4%	166	+35.0%
Oct-2018	541	-4.2%	155	+33.6%
Nov-2018	507	+6.5%	161	+41.2%
Dec-2018	391	-0.5%	134	+32.7%
Jan-2019	399	+15.7%	141	+39.6%
12-Month Avg*	483	-0.7%	139	+38.6%

* Active Listings for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

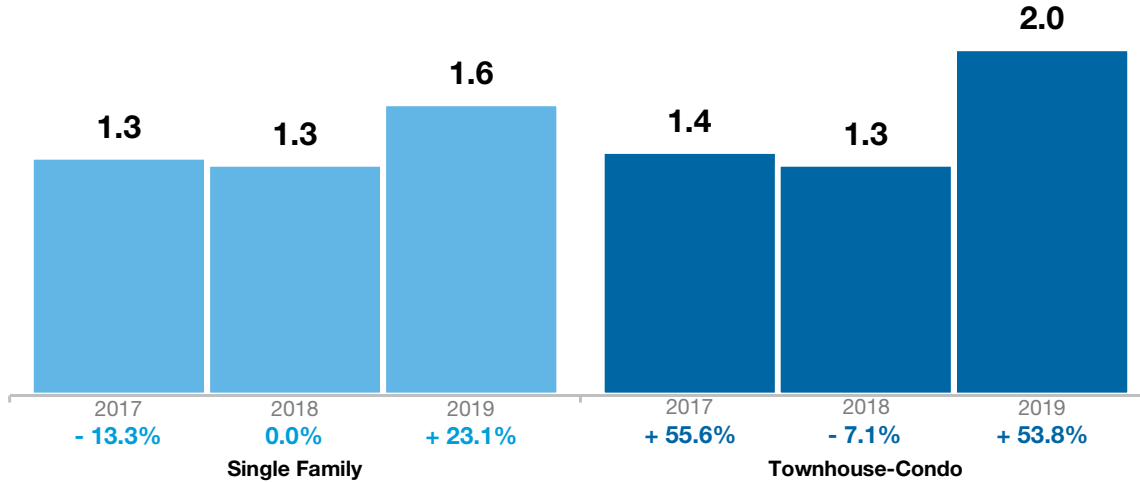


Months Supply of Inventory

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.



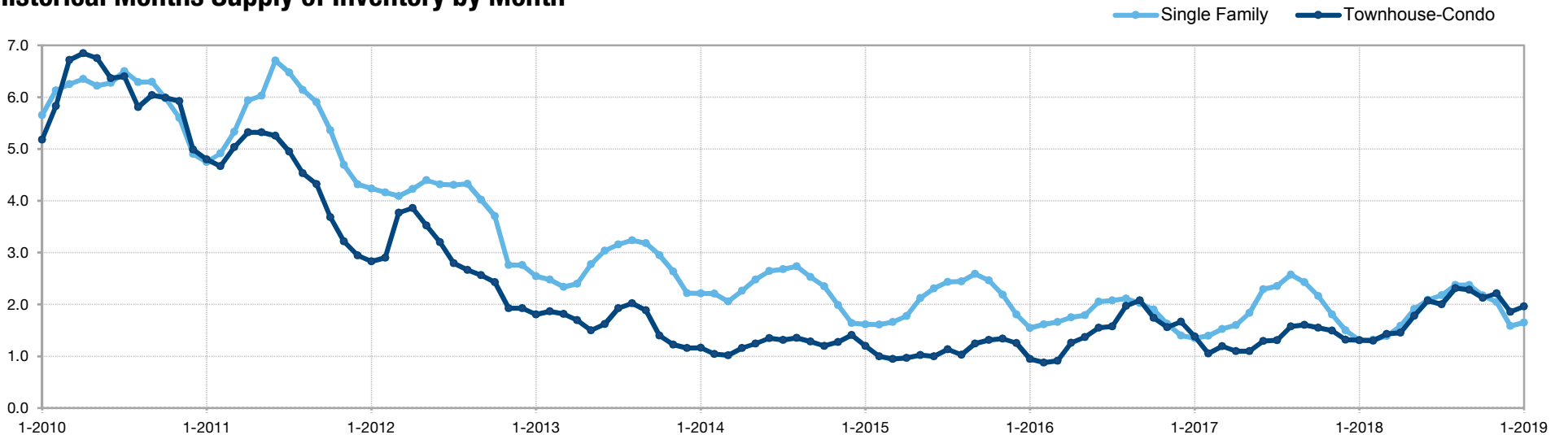
January



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	1.3	-7.1%	1.3	+18.2%
Mar-2018	1.4	-6.7%	1.4	+16.7%
Apr-2018	1.6	0.0%	1.5	+36.4%
May-2018	1.9	+5.6%	1.8	+63.6%
Jun-2018	2.1	-8.7%	2.1	+61.5%
Jul-2018	2.2	-8.3%	2.0	+53.8%
Aug-2018	2.4	-7.7%	2.3	+43.8%
Sep-2018	2.4	0.0%	2.3	+43.8%
Oct-2018	2.2	0.0%	2.1	+31.3%
Nov-2018	2.0	+11.1%	2.2	+46.7%
Dec-2018	1.6	+6.7%	1.9	+46.2%
Jan-2019	1.6	+23.1%	2.0	+53.8%
12-Month Avg*	1.9	-0.5%	1.9	+43.3%

* Months Supply for all properties from February 2018 through January 2019. 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.



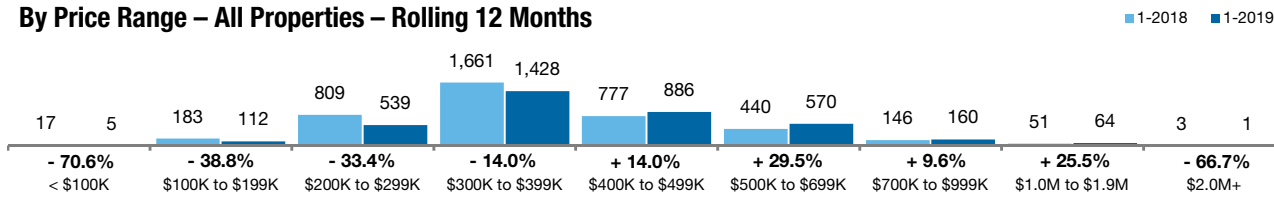
Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		302	360	+ 19.2%	302	360	+ 19.2%
Pending Sales		273	251	- 8.1%	61	62	+ 1.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		210	152	- 27.6%	210	152	- 27.6%
Median Sales Price		\$361,450	\$370,950	+ 2.6%	\$361,450	\$370,950	+ 2.6%
Avg. Sales Price		\$399,719	\$404,360	+ 1.2%	\$399,719	\$404,360	+ 1.2%
Pct. of List Price Received		98.9%	98.7%	- 0.2%	98.9%	98.7%	- 0.2%
Days on Market		84	89	+ 6.0%	84	89	+ 6.0%
Affordability Index		96	92	- 3.7%	96	92	- 3.7%
Active Listings		446	540	+ 21.1%	--	--	--
Months Supply		1.3	1.7	+ 31.4%	--	--	--

Sold Listings

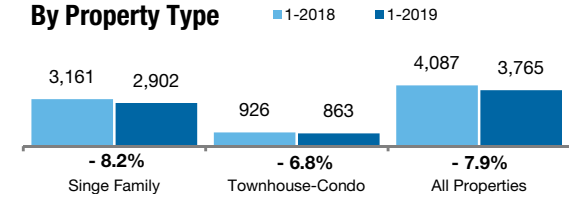
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	17	5	-70.6%	0	0	--
\$100,000 to \$199,999	79	44	-44.3%	104	68	-34.6%
\$200,000 to \$299,999	344	150	-56.4%	465	389	-16.3%
\$300,000 to \$399,999	1,370	1,111	-18.9%	291	317	+8.9%
\$400,000 to \$499,999	737	837	+13.6%	40	49	+22.5%
\$500,000 to \$699,999	426	540	+26.8%	14	30	+114.3%
\$700,000 to \$999,999	139	155	+11.5%	7	5	-28.6%
\$1,000,000 to \$1,999,999	46	59	+28.3%	5	5	0.0%
\$2,000,000 and Above	3	1	-66.7%	0	0	--
All Price Ranges	3,161	2,902	-8.2%	926	863	-6.8%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	3	+200.0%	3	7	+133.3%
\$200,000 to \$299,999	16	7	-56.3%	27	18	-33.3%
\$300,000 to \$399,999	82	41	-50.0%	14	14	0.0%
\$400,000 to \$499,999	51	33	-35.3%	3	1	-66.7%
\$500,000 to \$699,999	32	20	-37.5%	2	3	+50.0%
\$700,000 to \$999,999	12	3	-75.0%	2	0	-100.0%
\$1,000,000 to \$1,999,999	3	2	-33.3%	1	0	-100.0%
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	197	109	-44.7%	52	43	-17.3%

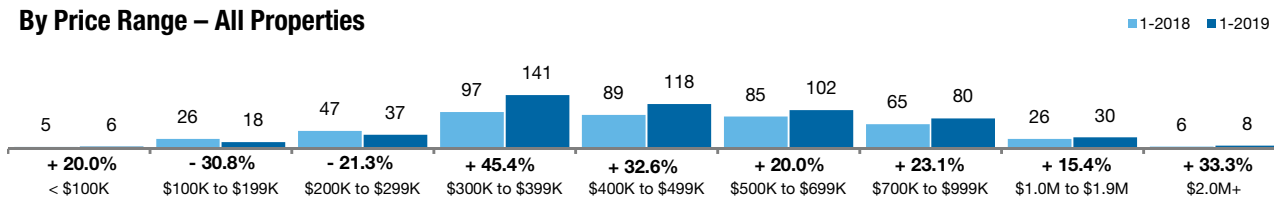
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	5	3	-40.0%	6	7	+16.7%
\$200,000 to \$299,999	19	7	-63.2%	23	18	-21.7%
\$300,000 to \$399,999	73	41	-43.8%	13	14	+7.7%
\$400,000 to \$499,999	32	33	+3.1%	2	1	-50.0%
\$500,000 to \$699,999	22	20	-9.1%	2	3	+50.0%
\$700,000 to \$999,999	8	3	-62.5%	0	0	--
\$1,000,000 to \$1,999,999	4	2	-50.0%	1	0	-100.0%
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	163	109	-33.1%	47	43	-8.5%

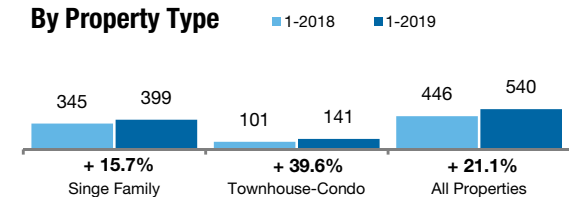
Inventory of Active Listings

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		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	5	6	+20.0%	0	0	--
\$100,000 to \$199,999	21	15	-28.6%	5	3	-40.0%
\$200,000 to \$299,999	22	15	-31.8%	25	22	-12.0%
\$300,000 to \$399,999	58	85	+46.6%	39	56	+43.6%
\$400,000 to \$499,999	76	102	+34.2%	13	16	+23.1%
\$500,000 to \$699,999	77	86	+11.7%	8	16	+100.0%
\$700,000 to \$999,999	56	55	-1.8%	9	25	+177.8%
\$1,000,000 to \$1,999,999	24	27	+12.5%	2	3	+50.0%
\$2,000,000 and Above	6	8	+33.3%	0	0	--
All Price Ranges	345	399	+15.7%	101	141	+39.6%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
\$99,999 and Below	6	6	0.0%	0	0	--
\$100,000 to \$199,999	15	15	0.0%	3	3	0.0%
\$200,000 to \$299,999	18	15	-16.7%	26	22	-15.4%
\$300,000 to \$399,999	82	85	+3.7%	45	56	+24.4%
\$400,000 to \$499,999	84	102	+21.4%	16	16	0.0%
\$500,000 to \$699,999	95	86	-9.5%	19	16	-15.8%
\$700,000 to \$999,999	55	55	0.0%	23	25	+8.7%
\$1,000,000 to \$1,999,999	27	27	0.0%	2	3	+50.0%
\$2,000,000 and Above	9	8	-11.1%	0	0	--
All Price Ranges	391	399	+2.0%	134	141	+5.2%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	0	--	0	0	--
\$200,000 to \$299,999	0	0	--	0	0	--
\$300,000 to \$399,999	0	0	--	0	0	--
\$400,000 to \$499,999	0	0	--	0	0	--
\$500,000 to \$699,999	0	0	--	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	0	0	--	0	0	--

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 January 2019

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Berthoud

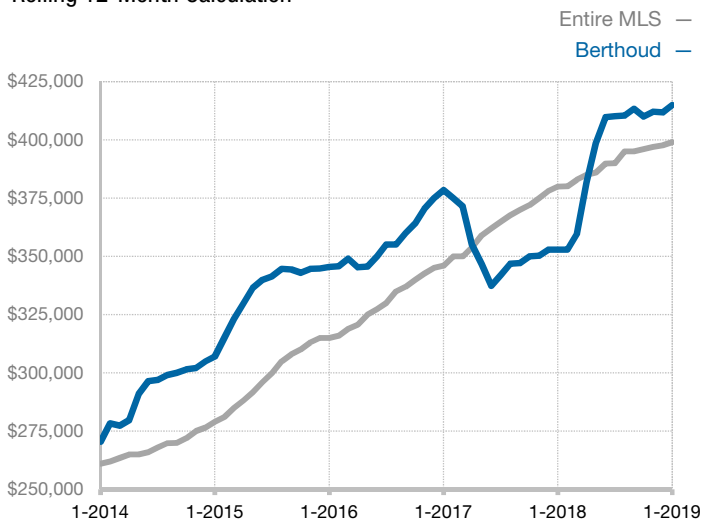
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	35	45	+ 28.6%	35	45	+ 28.6%
Closed Sales	16	21	+ 31.3%	16	21	+ 31.3%
Median Sales Price*	\$393,650	\$439,973	+ 11.8%	\$393,650	\$439,973	+ 11.8%
Average Sales Price*	\$416,061	\$495,119	+ 19.0%	\$416,061	\$495,119	+ 19.0%
Percent of List Price Received*	101.0%	98.9%	- 2.1%	101.0%	98.9%	- 2.1%
Days on Market Until Sale	94	110	+ 17.0%	94	110	+ 17.0%
Inventory of Homes for Sale	75	112	+ 49.3%	--	--	--
Months Supply of Inventory	2.1	4.0	+ 90.5%	--	--	--

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

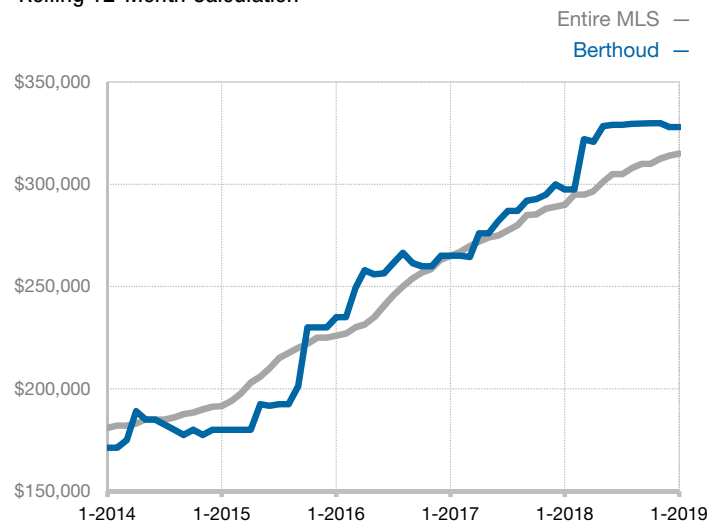
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	7	3	- 57.1%	7	3	- 57.1%
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	8	8	0.0%	--	--	--
Months Supply of Inventory	3.6	3.3	- 8.3%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2019

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Boulder

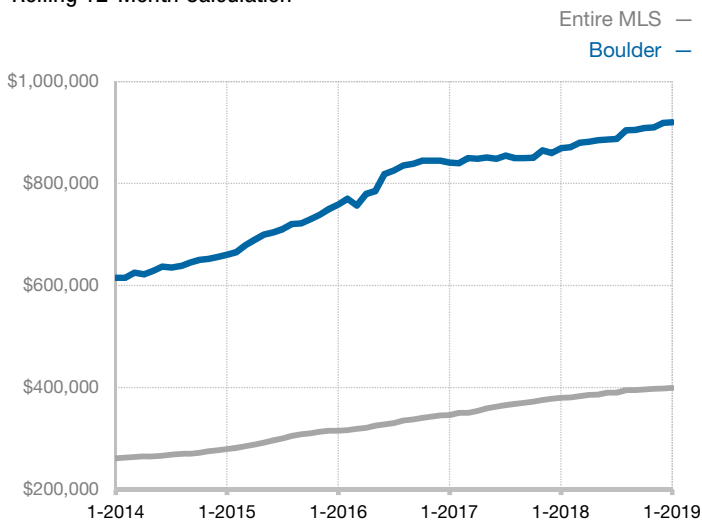
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	85	94	+ 10.6%	85	94	+ 10.6%
Closed Sales	50	36	- 28.0%	50	36	- 28.0%
Median Sales Price*	\$950,000	\$1,077,500	+ 13.4%	\$950,000	\$1,077,500	+ 13.4%
Average Sales Price*	\$1,195,474	\$1,273,800	+ 6.6%	\$1,195,474	\$1,273,800	+ 6.6%
Percent of List Price Received*	96.6%	96.3%	- 0.3%	96.6%	96.3%	- 0.3%
Days on Market Until Sale	111	88	- 20.7%	111	88	- 20.7%
Inventory of Homes for Sale	104	145	+ 39.4%	--	--	--
Months Supply of Inventory	1.3	1.9	+ 46.2%	--	--	--

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

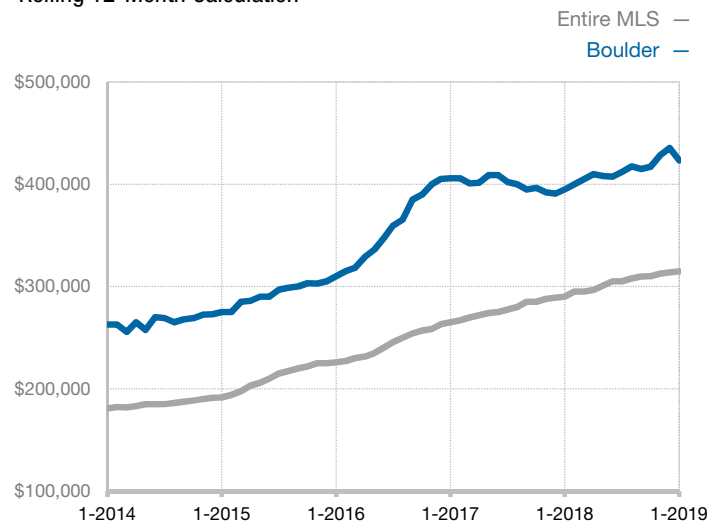
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	71	67	- 5.6%	71	67	- 5.6%
Closed Sales	46	29	- 37.0%	46	29	- 37.0%
Median Sales Price*	\$492,500	\$368,000	- 25.3%	\$492,500	\$368,000	- 25.3%
Average Sales Price*	\$536,260	\$391,770	- 26.9%	\$536,260	\$391,770	- 26.9%
Percent of List Price Received*	99.4%	99.0%	- 0.4%	99.4%	99.0%	- 0.4%
Days on Market Until Sale	58	72	+ 24.1%	58	72	+ 24.1%
Inventory of Homes for Sale	80	101	+ 26.3%	--	--	--
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 January 2019

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Fort Collins

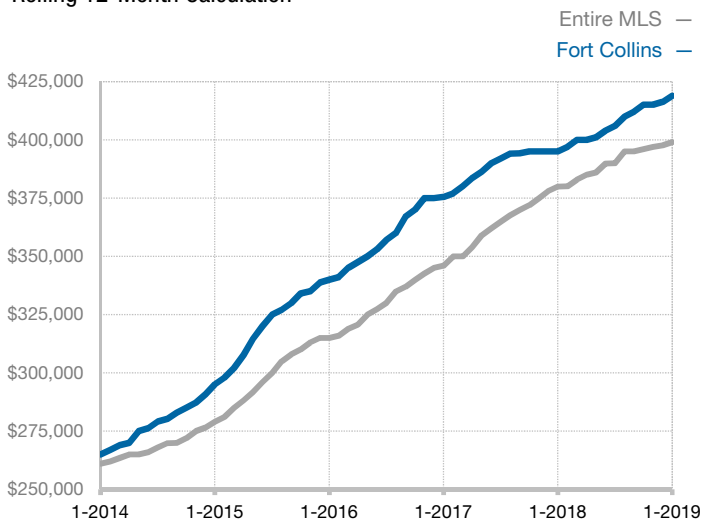
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	165	189	+ 14.5%	165	189	+ 14.5%
Closed Sales	136	84	- 38.2%	136	84	- 38.2%
Median Sales Price*	\$380,385	\$416,500	+ 9.5%	\$380,385	\$416,500	+ 9.5%
Average Sales Price*	\$452,132	\$456,212	+ 0.9%	\$452,132	\$456,212	+ 0.9%
Percent of List Price Received*	99.0%	98.4%	- 0.6%	99.0%	98.4%	- 0.6%
Days on Market Until Sale	89	76	- 14.6%	89	76	- 14.6%
Inventory of Homes for Sale	201	239	+ 18.9%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--

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

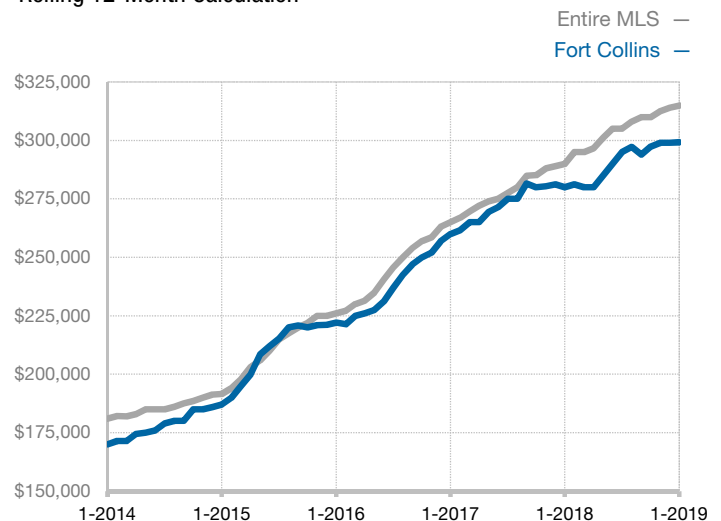
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	65	73	+ 12.3%	65	73	+ 12.3%
Closed Sales	43	40	- 7.0%	43	40	- 7.0%
Median Sales Price*	\$272,000	\$277,000	+ 1.8%	\$272,000	\$277,000	+ 1.8%
Average Sales Price*	\$308,707	\$298,413	- 3.3%	\$308,707	\$298,413	- 3.3%
Percent of List Price Received*	98.6%	98.7%	+ 0.1%	98.6%	98.7%	+ 0.1%
Days on Market Until Sale	71	110	+ 54.9%	71	110	+ 54.9%
Inventory of Homes for Sale	91	119	+ 30.8%	--	--	--
Months Supply of Inventory	1.3	1.8	+ 38.5%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2019

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Greeley

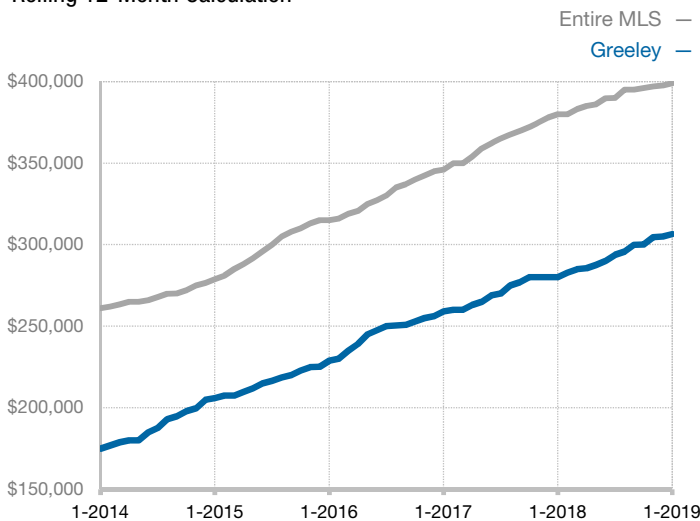
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	121	165	+ 36.4%	121	165	+ 36.4%
Closed Sales	81	70	- 13.6%	81	70	- 13.6%
Median Sales Price*	\$283,000	\$295,000	+ 4.2%	\$283,000	\$295,000	+ 4.2%
Average Sales Price*	\$295,899	\$316,741	+ 7.0%	\$295,899	\$316,741	+ 7.0%
Percent of List Price Received*	99.9%	99.3%	- 0.6%	99.9%	99.3%	- 0.6%
Days on Market Until Sale	57	62	+ 8.8%	57	62	+ 8.8%
Inventory of Homes for Sale	110	152	+ 38.2%	--	--	--
Months Supply of Inventory	0.9	1.2	+ 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.

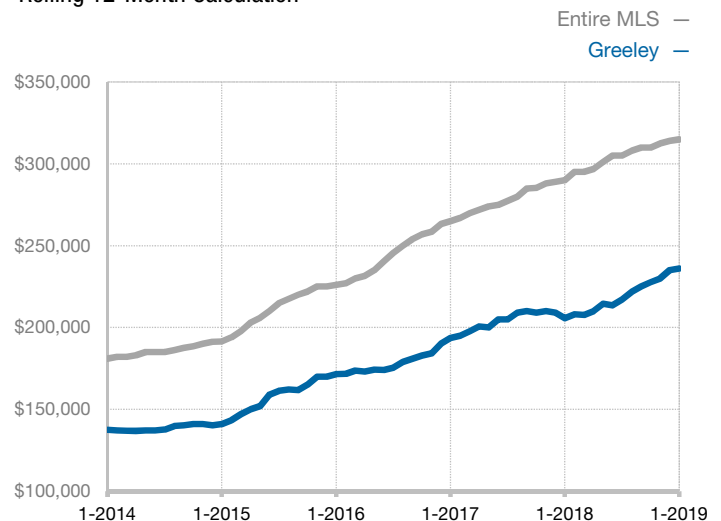
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	23	36	+ 56.5%	23	36	+ 56.5%
Closed Sales	15	19	+ 26.7%	15	19	+ 26.7%
Median Sales Price*	\$197,900	\$230,000	+ 16.2%	\$197,900	\$230,000	+ 16.2%
Average Sales Price*	\$210,893	\$241,205	+ 14.4%	\$210,893	\$241,205	+ 14.4%
Percent of List Price Received*	99.7%	99.2%	- 0.5%	99.7%	99.2%	- 0.5%
Days on Market Until Sale	37	48	+ 29.7%	37	48	+ 29.7%
Inventory of Homes for Sale	18	29	+ 61.1%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2019

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Johnstown

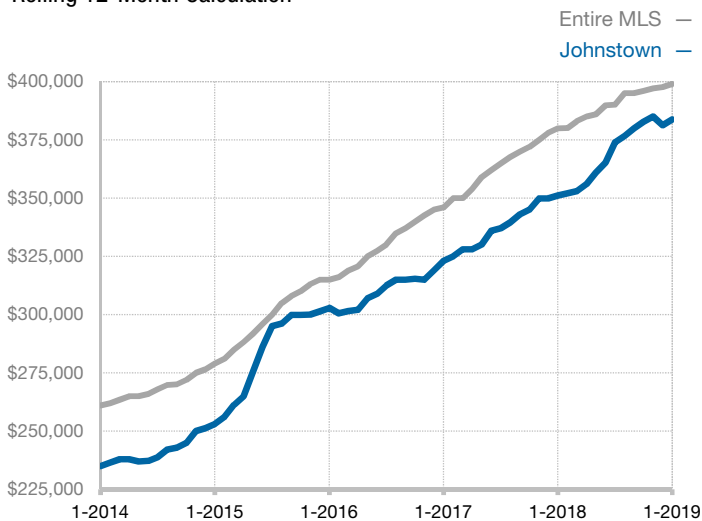
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	29	46	+ 58.6%	29	46	+ 58.6%
Closed Sales	20	16	- 20.0%	20	16	- 20.0%
Median Sales Price*	\$406,350	\$432,495	+ 6.4%	\$406,350	\$432,495	+ 6.4%
Average Sales Price*	\$424,883	\$416,579	- 2.0%	\$424,883	\$416,579	- 2.0%
Percent of List Price Received*	101.9%	99.5%	- 2.4%	101.9%	99.5%	- 2.4%
Days on Market Until Sale	69	148	+ 114.5%	69	148	+ 114.5%
Inventory of Homes for Sale	45	74	+ 64.4%	--	--	--
Months Supply of Inventory	1.1	2.1	+ 90.9%	--	--	--

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

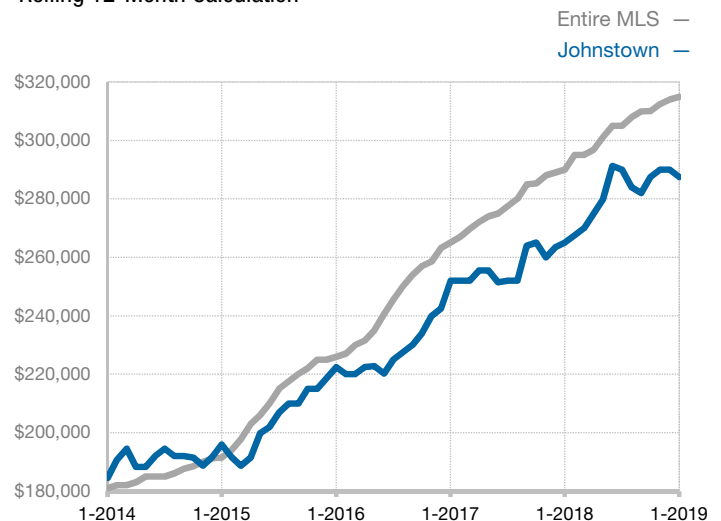
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	4	0	- 100.0%	4	0	- 100.0%
Median Sales Price*	\$296,385	\$0	- 100.0%	\$296,385	\$0	- 100.0%
Average Sales Price*	\$299,443	\$0	- 100.0%	\$299,443	\$0	- 100.0%
Percent of List Price Received*	99.5%	0.0%	- 100.0%	99.5%	0.0%	- 100.0%
Days on Market Until Sale	36	0	- 100.0%	36	0	- 100.0%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	0.9	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2019

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Longmont

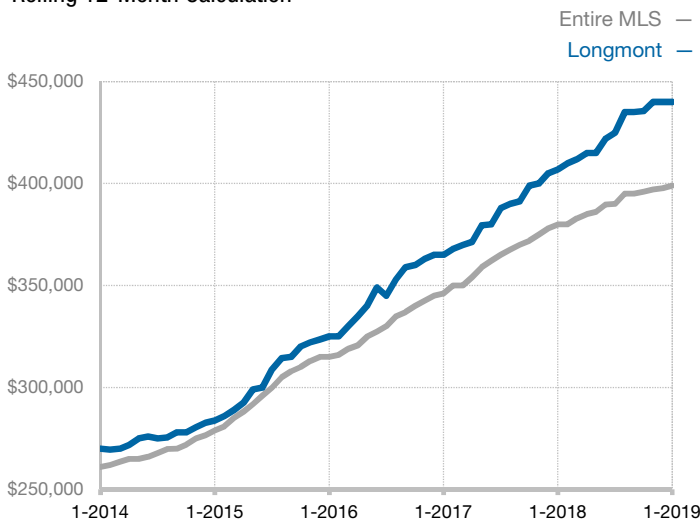
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	97	122	+ 25.8%	97	122	+ 25.8%
Closed Sales	73	59	- 19.2%	73	59	- 19.2%
Median Sales Price*	\$453,500	\$427,000	- 5.8%	\$453,500	\$427,000	- 5.8%
Average Sales Price*	\$452,978	\$473,297	+ 4.5%	\$452,978	\$473,297	+ 4.5%
Percent of List Price Received*	98.5%	98.3%	- 0.2%	98.5%	98.3%	- 0.2%
Days on Market Until Sale	73	71	- 2.7%	73	71	- 2.7%
Inventory of Homes for Sale	156	195	+ 25.0%	--	--	--
Months Supply of Inventory	1.4	1.8	+ 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.

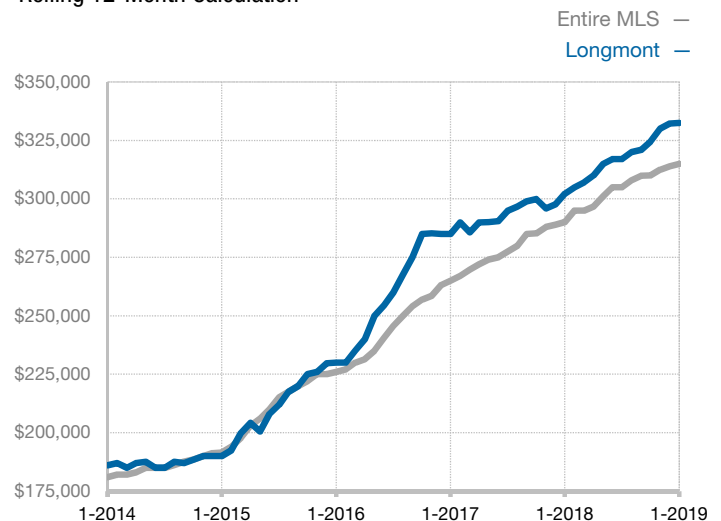
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	23	29	+ 26.1%	23	29	+ 26.1%
Closed Sales	19	16	- 15.8%	19	16	- 15.8%
Median Sales Price*	\$318,495	\$331,973	+ 4.2%	\$318,495	\$331,973	+ 4.2%
Average Sales Price*	\$346,885	\$330,837	- 4.6%	\$346,885	\$330,837	- 4.6%
Percent of List Price Received*	101.0%	99.9%	- 1.1%	101.0%	99.9%	- 1.1%
Days on Market Until Sale	61	53	- 13.1%	61	53	- 13.1%
Inventory of Homes for Sale	26	57	+ 119.2%	--	--	--
Months Supply of Inventory	0.9	2.0	+ 122.2%	--	--	--

* 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 January 2019

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Loveland

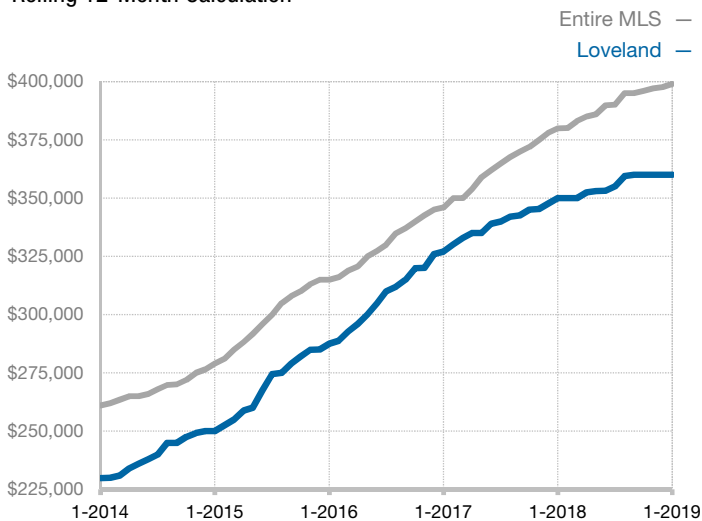
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	98	109	+ 11.2%	98	109	+ 11.2%
Closed Sales	84	70	- 16.7%	84	70	- 16.7%
Median Sales Price*	\$366,250	\$352,500	- 3.8%	\$366,250	\$352,500	- 3.8%
Average Sales Price*	\$440,960	\$414,839	- 5.9%	\$440,960	\$414,839	- 5.9%
Percent of List Price Received*	99.0%	98.8%	- 0.2%	99.0%	98.8%	- 0.2%
Days on Market Until Sale	83	66	- 20.5%	83	66	- 20.5%
Inventory of Homes for Sale	140	142	+ 1.4%	--	--	--
Months Supply of Inventory	1.0	1.2	+ 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.

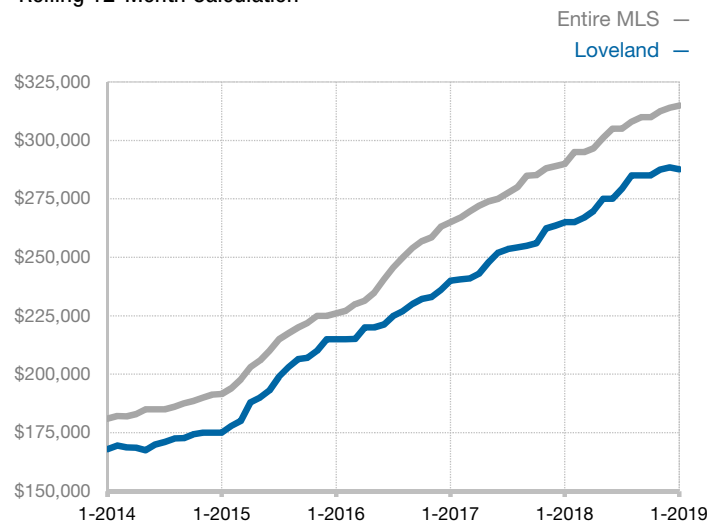
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	18	37	+ 105.6%	18	37	+ 105.6%
Closed Sales	17	7	- 58.8%	17	7	- 58.8%
Median Sales Price*	\$292,500	\$277,000	- 5.3%	\$292,500	\$277,000	- 5.3%
Average Sales Price*	\$294,381	\$294,297	- 0.0%	\$294,381	\$294,297	- 0.0%
Percent of List Price Received*	100.5%	99.0%	- 1.5%	100.5%	99.0%	- 1.5%
Days on Market Until Sale	116	124	+ 6.9%	116	124	+ 6.9%
Inventory of Homes for Sale	53	70	+ 32.1%	--	--	--
Months Supply of Inventory	2.6	2.7	+ 3.8%	--	--	--

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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 January 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

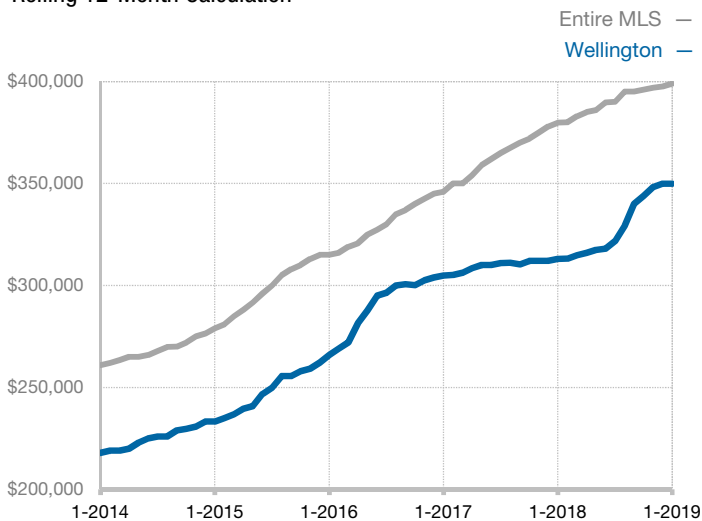
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	24	37	+ 54.2%	24	37	+ 54.2%
Closed Sales	13	13	0.0%	13	13	0.0%
Median Sales Price*	\$340,000	\$326,000	- 4.1%	\$340,000	\$326,000	- 4.1%
Average Sales Price*	\$325,769	\$385,151	+ 18.2%	\$325,769	\$385,151	+ 18.2%
Percent of List Price Received*	99.6%	100.6%	+ 1.0%	99.6%	100.6%	+ 1.0%
Days on Market Until Sale	77	68	- 11.7%	77	68	- 11.7%
Inventory of Homes for Sale	25	53	+ 112.0%	--	--	--
Months Supply of Inventory	0.7	2.4	+ 242.9%	--	--	--

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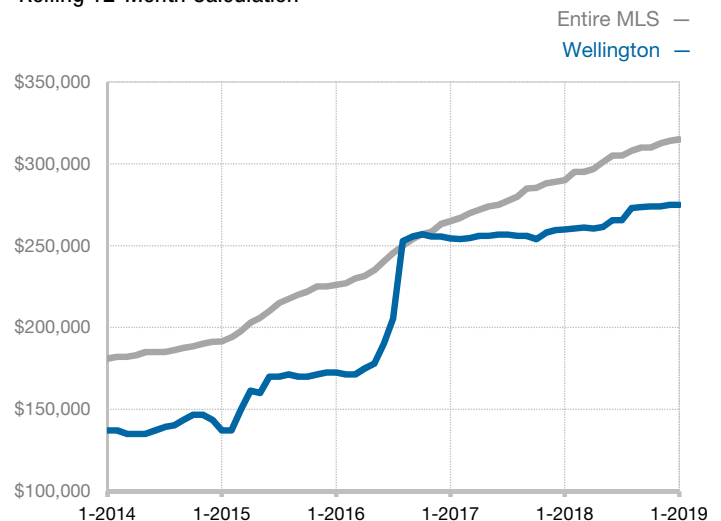
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	10	9	- 10.0%	10	9	- 10.0%
Closed Sales	3	2	- 33.3%	3	2	- 33.3%
Median Sales Price*	\$214,000	\$269,550	+ 26.0%	\$214,000	\$269,550	+ 26.0%
Average Sales Price*	\$233,000	\$269,550	+ 15.7%	\$233,000	\$269,550	+ 15.7%
Percent of List Price Received*	99.8%	98.5%	- 1.3%	99.8%	98.5%	- 1.3%
Days on Market Until Sale	47	202	+ 329.8%	47	202	+ 329.8%
Inventory of Homes for Sale	7	8	+ 14.3%	--	--	--
Months Supply of Inventory	1.2	2.1	+ 75.0%	--	--	--

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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 January 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

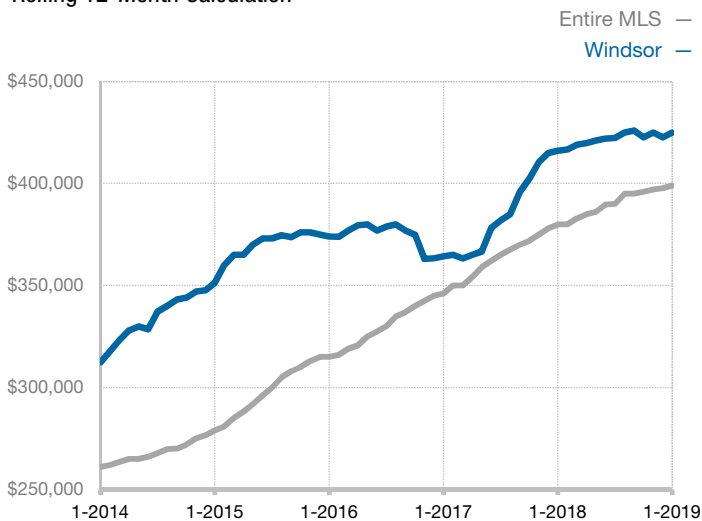
Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	77	117	+ 51.9%	77	117	+ 51.9%
Closed Sales	42	57	+ 35.7%	42	57	+ 35.7%
Median Sales Price*	\$397,250	\$425,000	+ 7.0%	\$397,250	\$425,000	+ 7.0%
Average Sales Price*	\$463,414	\$461,204	- 0.5%	\$463,414	\$461,204	- 0.5%
Percent of List Price Received*	99.2%	99.9%	+ 0.7%	99.2%	99.9%	+ 0.7%
Days on Market Until Sale	101	100	- 1.0%	101	100	- 1.0%
Inventory of Homes for Sale	195	193	- 1.0%	--	--	--
Months Supply of Inventory	3.0	2.7	- 10.0%	--	--	--

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Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	10	49	+ 390.0%	10	49	+ 390.0%
Closed Sales	5	7	+ 40.0%	5	7	+ 40.0%
Median Sales Price*	\$390,000	\$300,000	- 23.1%	\$390,000	\$300,000	- 23.1%
Average Sales Price*	\$333,351	\$319,691	- 4.1%	\$333,351	\$319,691	- 4.1%
Percent of List Price Received*	102.5%	100.1%	- 2.3%	102.5%	100.1%	- 2.3%
Days on Market Until Sale	119	167	+ 40.3%	119	167	+ 40.3%
Inventory of Homes for Sale	53	74	+ 39.6%	--	--	--
Months Supply of Inventory	7.1	7.3	+ 2.8%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

