

Monthly Indicators



March 2019

New Listings were down 17.5 percent for single family homes and 9.3 percent for townhouse-condo properties. Pending Sales landed at 269 for single family homes and 96 for townhouse-condo properties.

The Median Sales Price was up 3.7 percent to \$425,000 for single family homes and 7.0 percent to \$290,000 for townhouse-condo properties. Days on Market increased 12.3 percent for single family homes and 36.2 percent for townhouse-condo properties.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

Activity Snapshot

- 7.5%	+ 12.3%	+ 3.7%
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

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	3-2018	3-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		359	296	- 17.5%	825	808	- 2.1%
Pending Sales		299	269	- 10.0%	717	671	- 6.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		241	223	- 7.5%	577	501	- 13.2%
Median Sales Price		\$410,000	\$425,000	+ 3.7%	\$400,000	\$417,500	+ 4.4%
Avg. Sales Price		\$440,913	\$478,178	+ 8.5%	\$439,941	\$467,716	+ 6.3%
Pct. of List Price Received		99.7%	99.1%	- 0.6%	99.3%	98.9%	- 0.4%
Days on Market		65	73	+ 12.3%	76	75	- 1.3%
Affordability Index		84	82	- 2.4%	86	83	- 3.5%
Active Listings		367	388	+ 5.7%	--	--	--
Months Supply		1.4	1.6	+ 14.3%	--	--	--

Townhouse-Condo Activity Overview

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



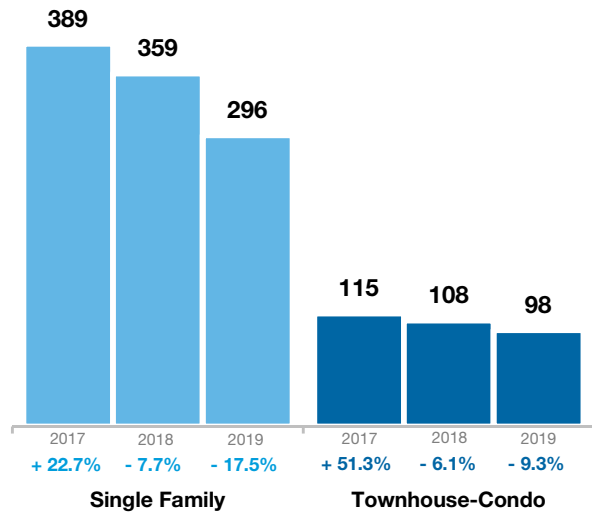
Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		108	98	- 9.3%	241	248	+ 2.9%
Pending Sales		89	96	+ 7.9%	206	221	+ 7.3%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		54	68	+ 25.9%	155	157	+ 1.3%
Median Sales Price		\$271,000	\$290,000	+ 7.0%	\$272,000	\$287,000	+ 5.5%
Avg. Sales Price		\$303,988	\$306,942	+ 1.0%	\$296,591	\$302,621	+ 2.0%
Pct. of List Price Received		99.8%	99.5%	- 0.3%	99.4%	98.9%	- 0.5%
Days on Market		58	79	+ 36.2%	73	94	+ 28.8%
Affordability Index		127	120	- 5.5%	126	121	- 4.0%
Active Listings		105	97	- 7.6%	--	--	--
Months Supply		1.4	1.3	- 7.1%	--	--	--

New Listings

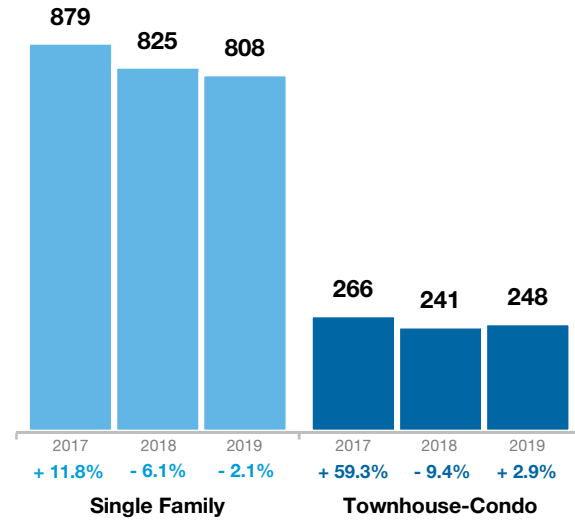
A count of the properties that have been newly listed on the market in a given month.



March

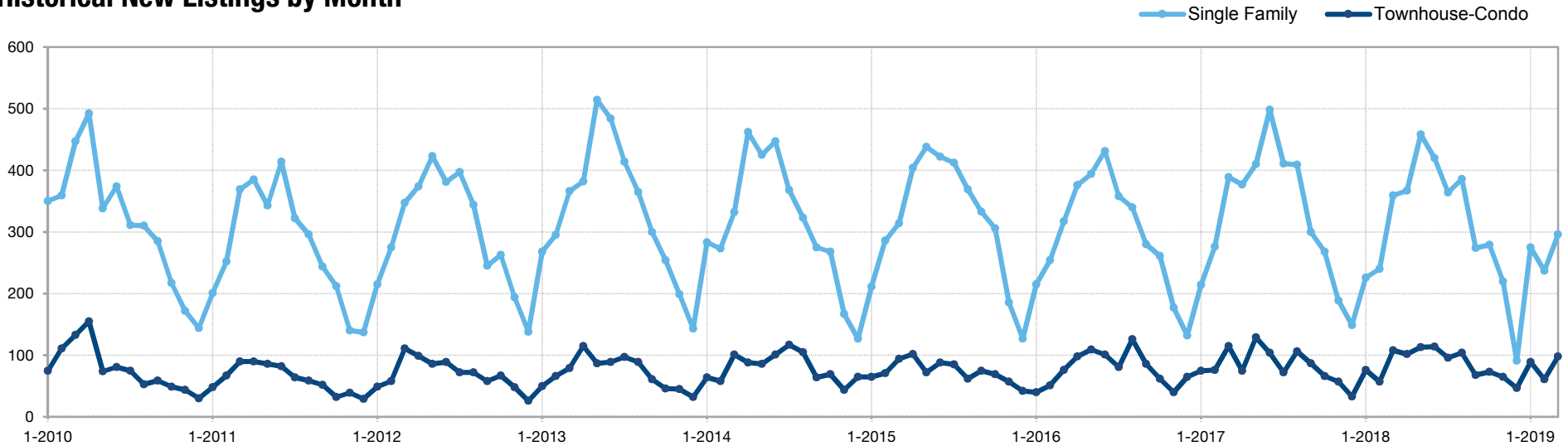


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2018	367	-2.7%	102	+36.0%
May-2018	458	+11.7%	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	274	-8.7%	68	-21.8%
Oct-2018	279	+4.1%	73	+10.6%
Nov-2018	220	+16.4%	65	+14.0%
Dec-2018	91	-38.9%	47	+42.4%
Jan-2019	275	+21.7%	89	+17.1%
Feb-2019	237	-1.3%	61	+7.0%
Mar-2019	296	-17.5%	98	-9.3%
12-Month Avg	306	-4.4%	86	+6.2%

Historical New Listings by Month

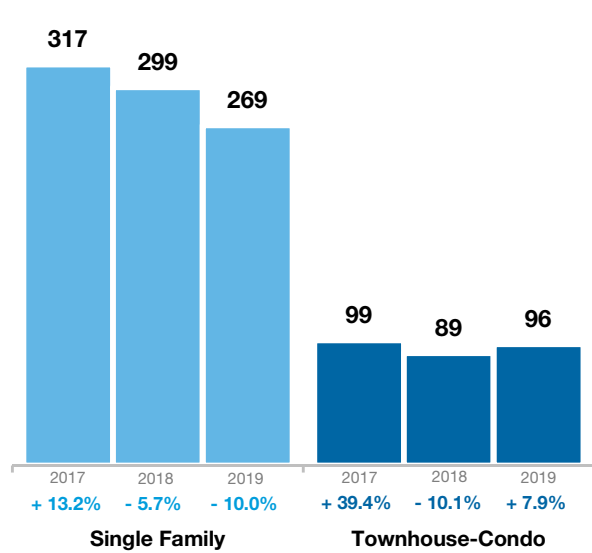


Pending Sales

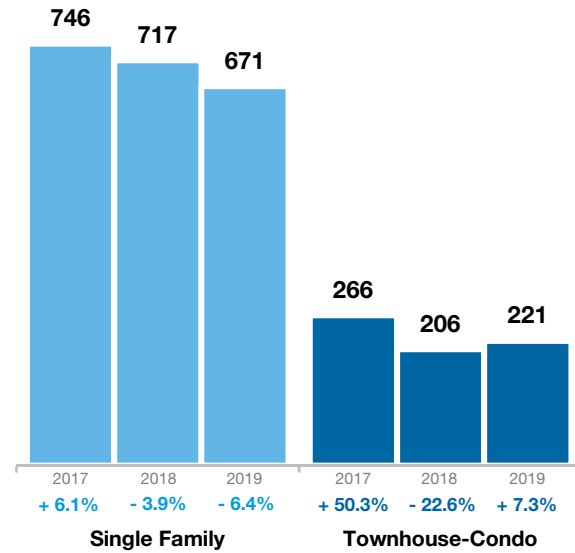
A count of the properties on which offers have been accepted in a given month.



March

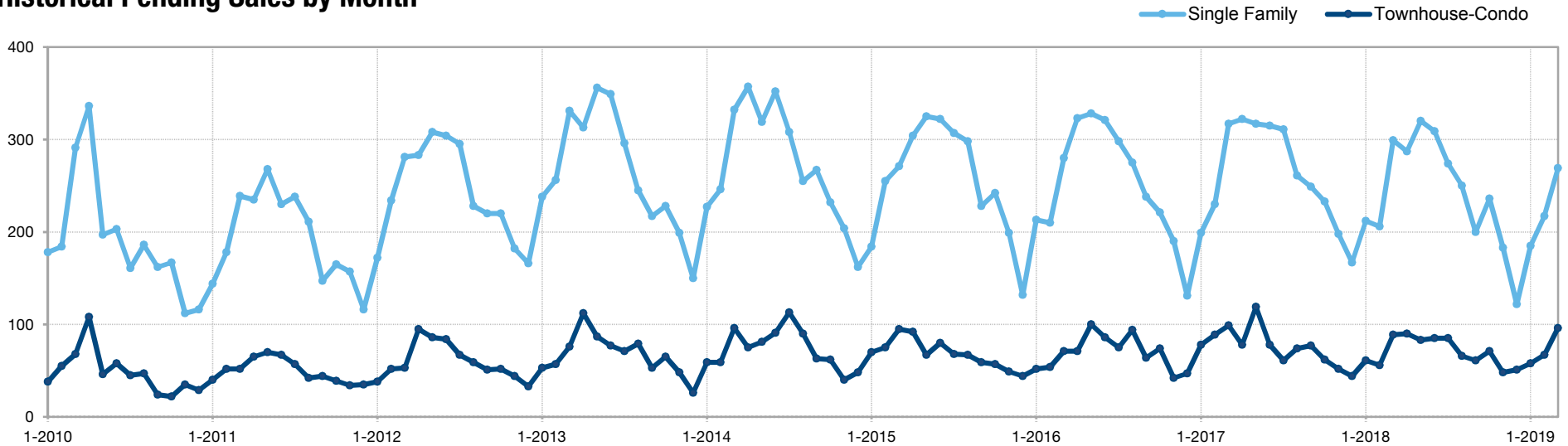


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2018	287	-10.9%	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	200	-19.7%	61	-20.8%
Oct-2018	236	+1.3%	71	+14.5%
Nov-2018	183	-7.6%	48	-7.7%
Dec-2018	122	-26.9%	51	+15.9%
Jan-2019	185	-12.7%	58	-4.9%
Feb-2019	217	+5.3%	67	+19.6%
Mar-2019	269	-10.0%	96	+7.9%
12-Month Avg	238	-7.7%	72	+1.2%

Historical Pending Sales by Month

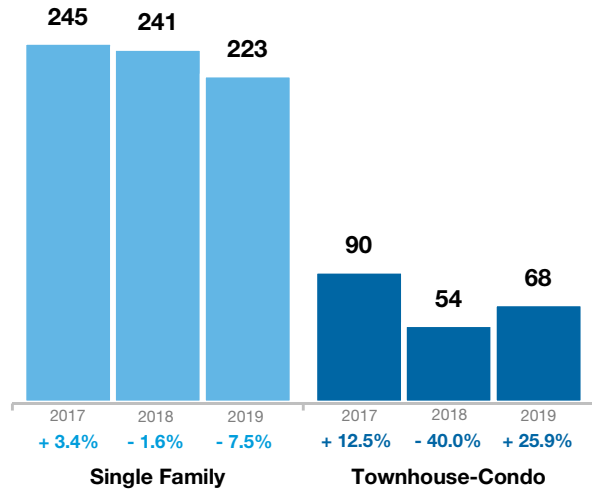


Sold Listings

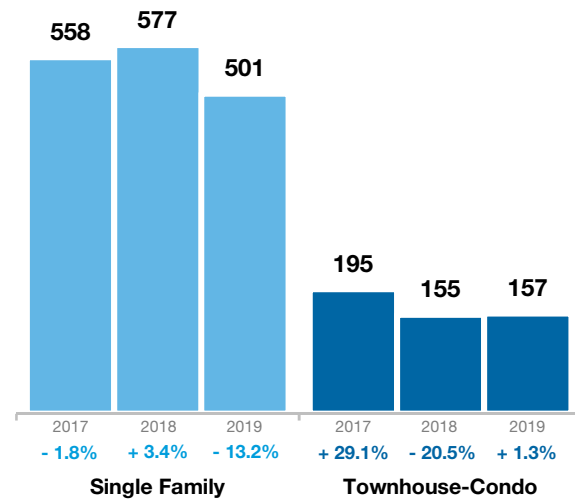
A count of the actual sales that closed in a given month.



March

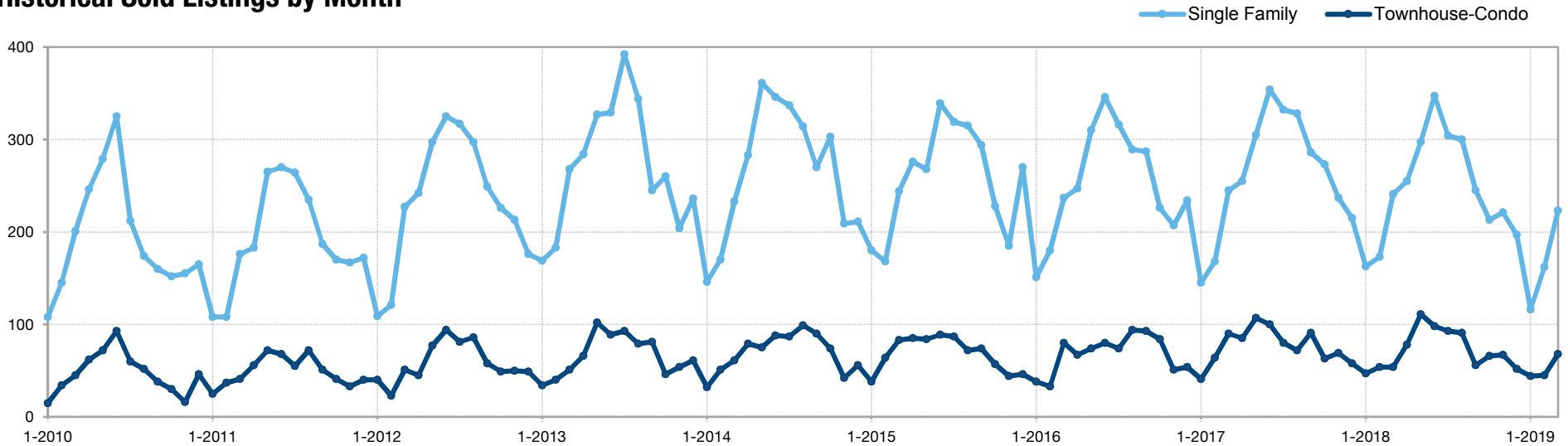


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	116	-28.8%	44	-6.4%
Feb-2019	162	-6.4%	45	-16.7%
Mar-2019	223	-7.5%	68	+25.9%
12-Month Avg	240	-8.9%	72	-1.3%

Historical Sold Listings by Month

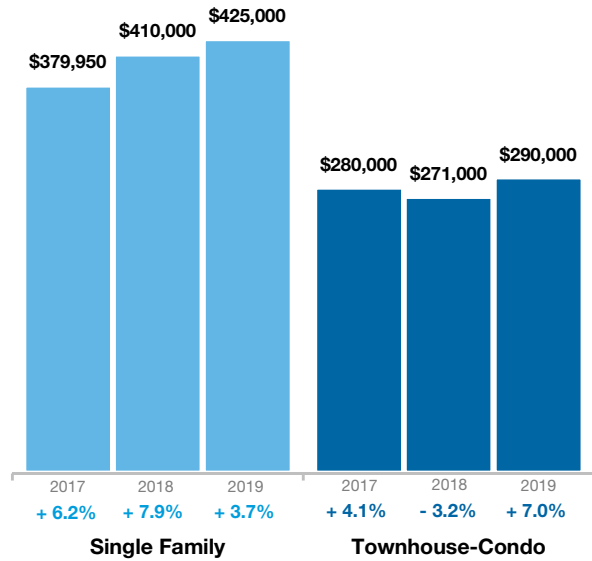


Median Sales Price

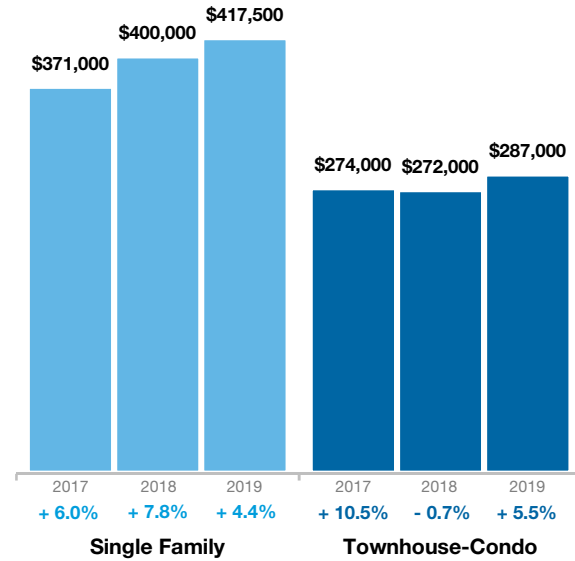
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



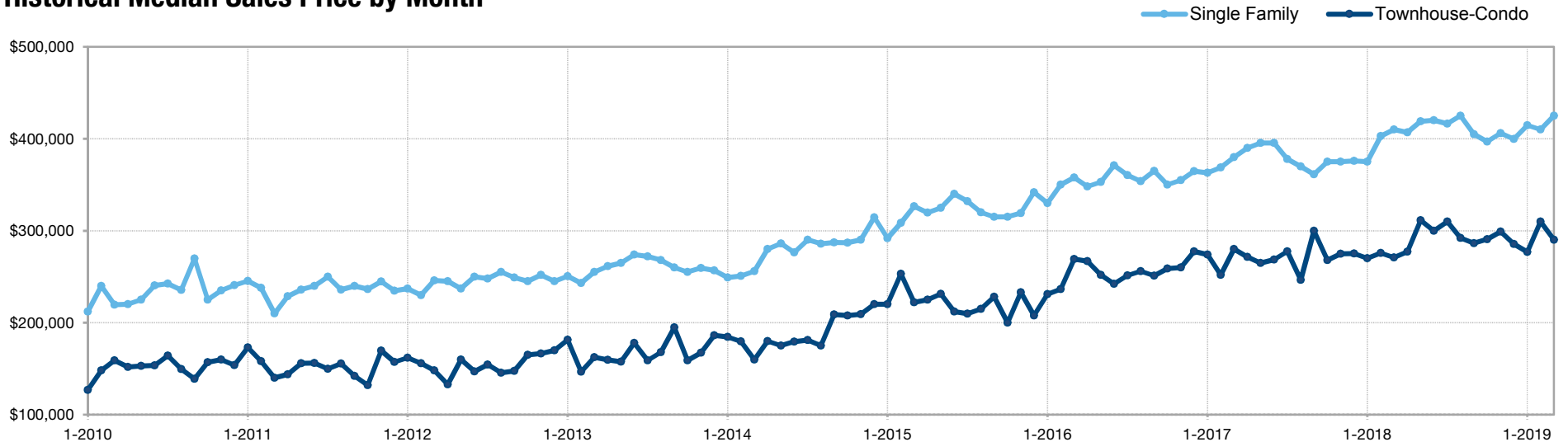
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$414,500	+10.5%	\$277,000	+2.6%
Feb-2019	\$410,000	+1.7%	\$310,000	+12.4%
Mar-2019	\$425,000	+3.7%	\$290,000	+7.0%
12-Month Avg*	\$413,671	+7.4%	\$296,000	+7.6%

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

Historical Median Sales Price by Month

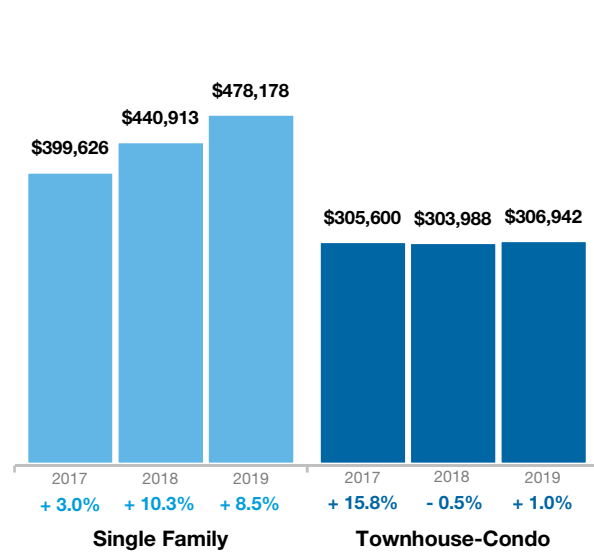


Average Sales Price

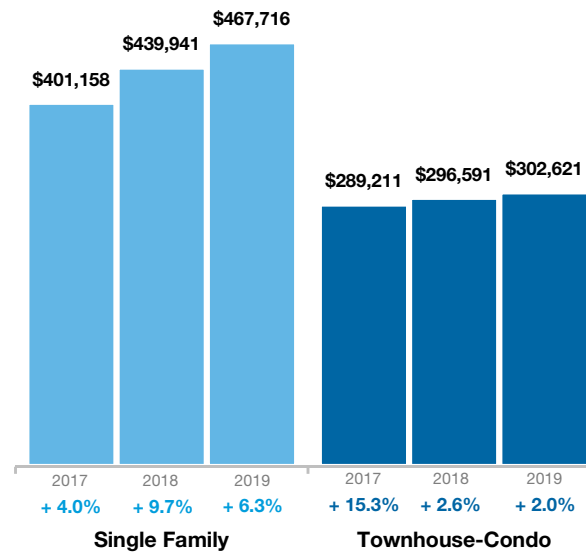
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



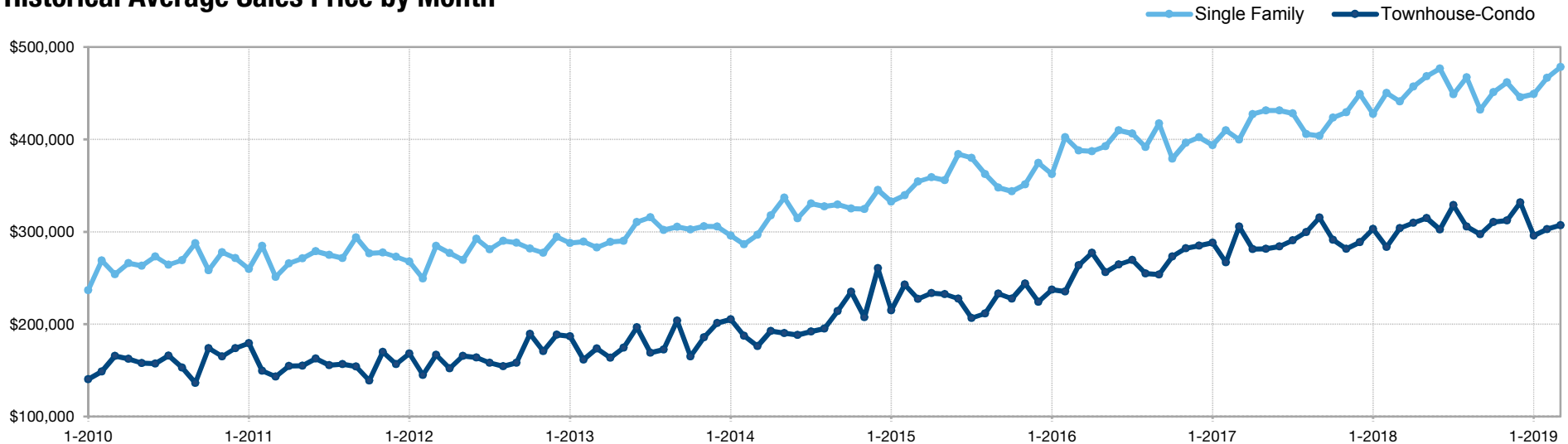
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$449,069	+5.0%	\$295,785	-2.4%
Feb-2019	\$466,667	+3.7%	\$302,777	+6.8%
Mar-2019	\$478,178	+8.5%	\$306,942	+1.0%
12-Month Avg*	\$459,640	+7.5%	\$310,662	+6.6%

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

Historical Average Sales Price by Month



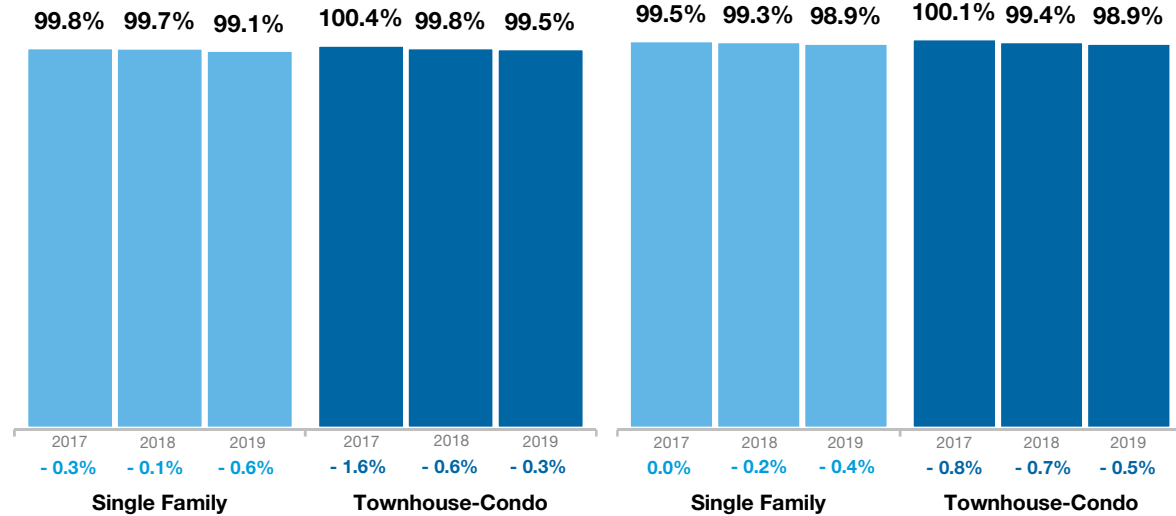
Percent of List Price Received

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.



March

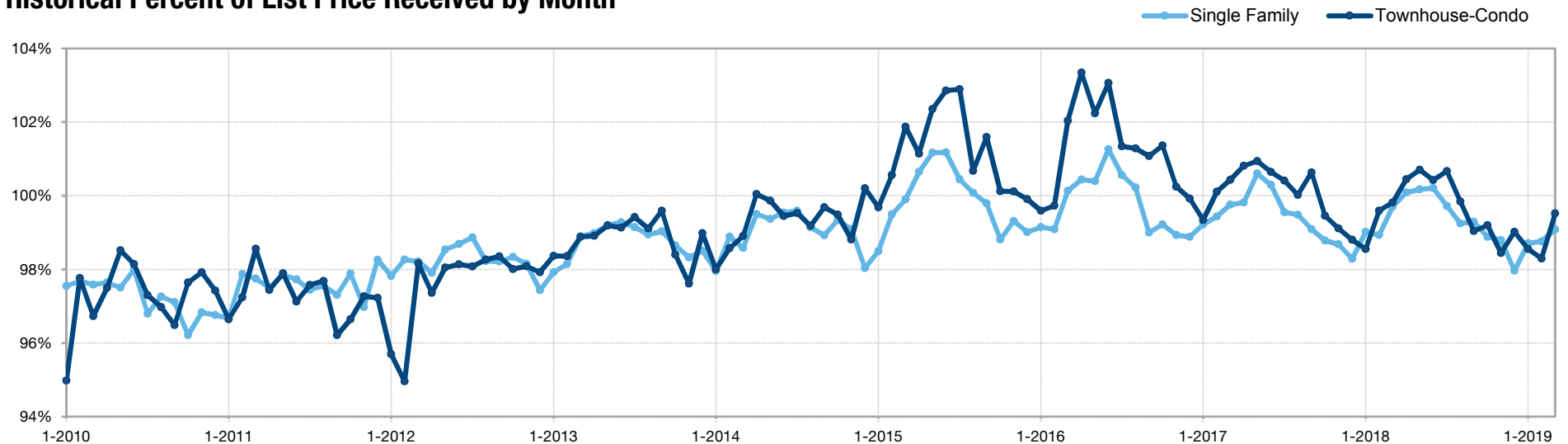
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	98.6%	0.0%
Feb-2019	98.8%	-0.1%	98.3%	-1.3%
Mar-2019	99.1%	-0.6%	99.5%	-0.3%
12-Month Avg*	99.4%	-0.1%	100.1%	-0.3%

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

Historical Percent of List Price Received by Month



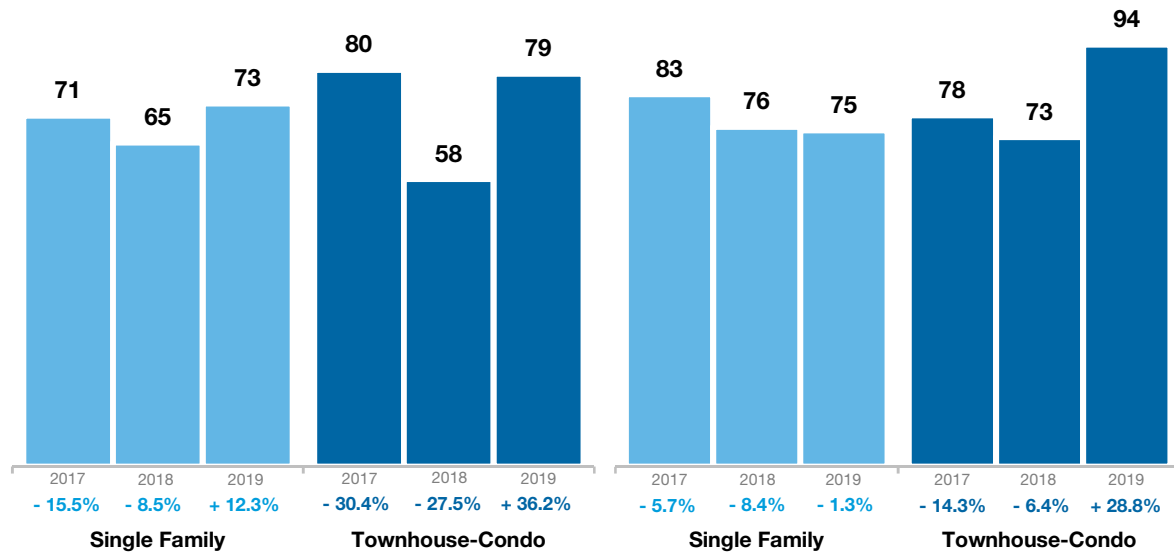
Days on Market Until Sale

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



March

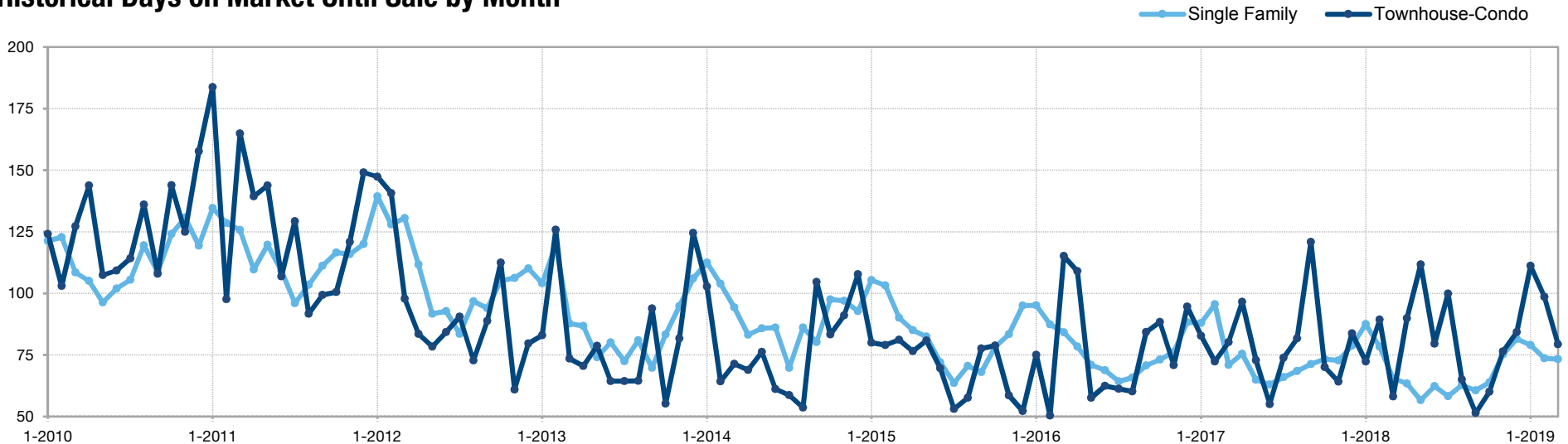
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	111	+54.2%
Feb-2019	74	-5.1%	99	+11.2%
Mar-2019	73	+12.3%	79	+36.2%
12-Month Avg	66	-6.9%	85	+7.3%

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

Historical Days on Market Until Sale by Month

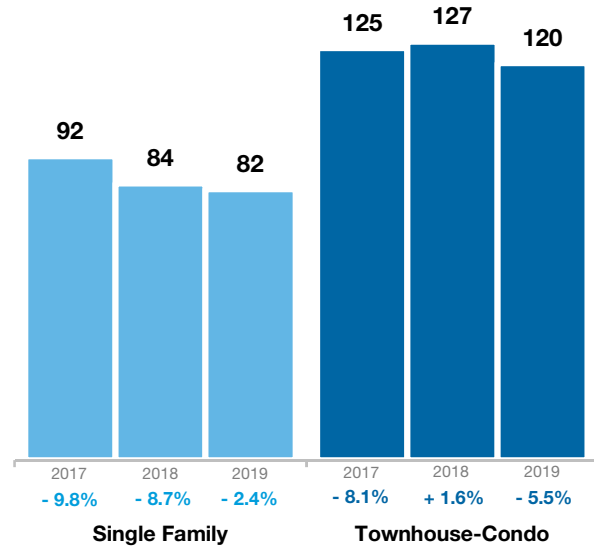


Housing Affordability Index

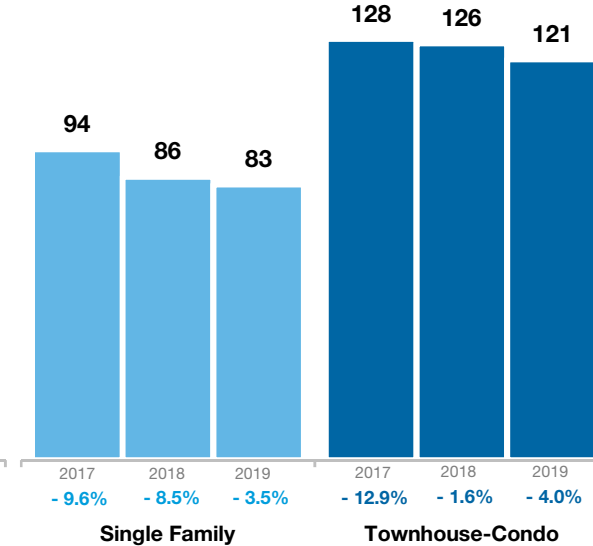
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March

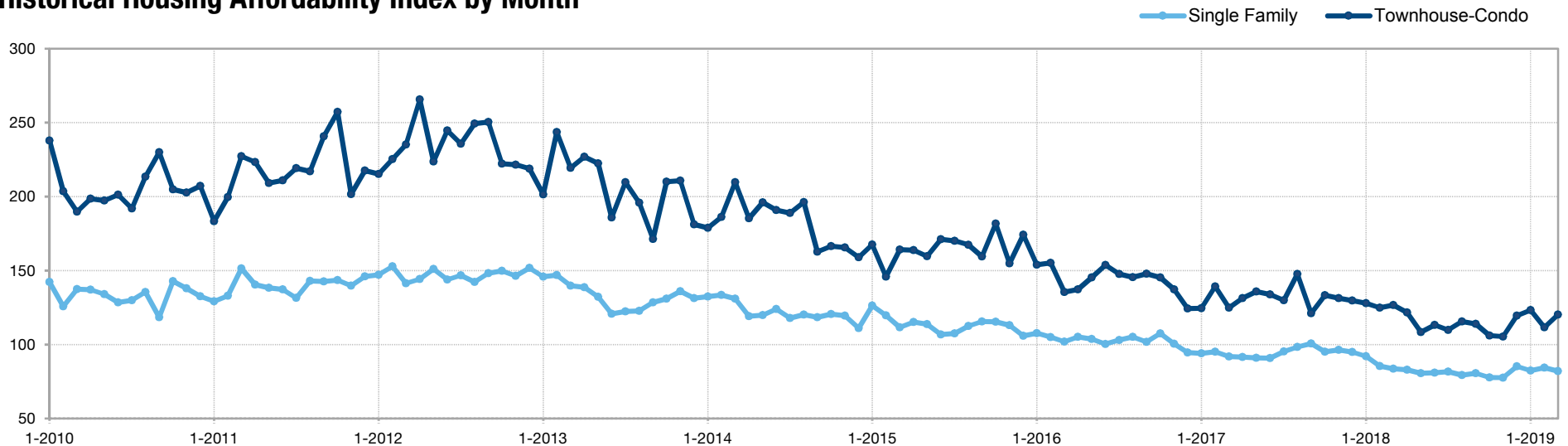


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	82	-10.9%	123	-3.9%
Feb-2019	84	-2.3%	112	-10.4%
Mar-2019	82	-2.4%	120	-5.5%
12-Month Avg	81	-11.8%	93	-8.5%

Historical Housing Affordability Index by Month

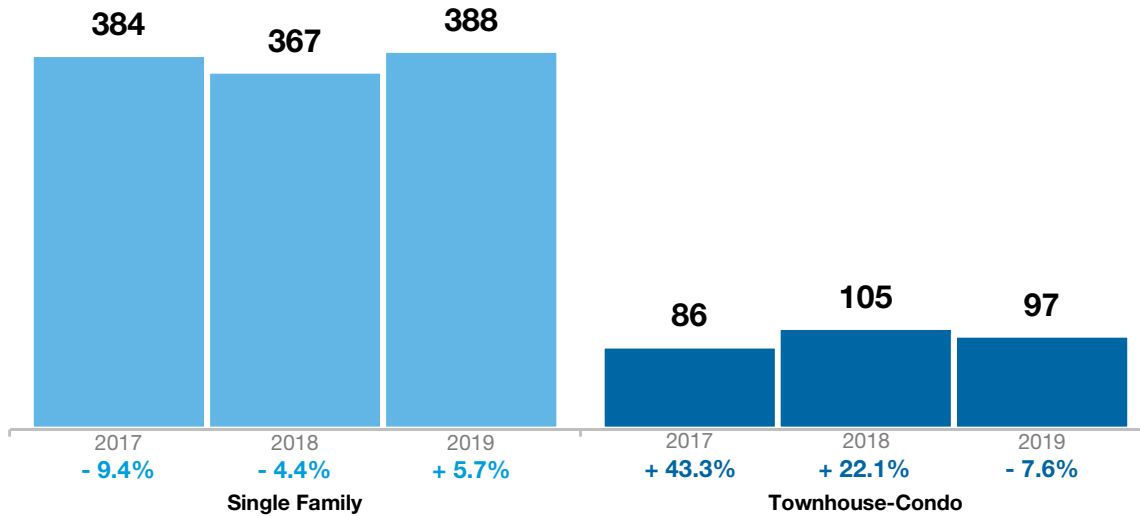


Inventory of Active Listings

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



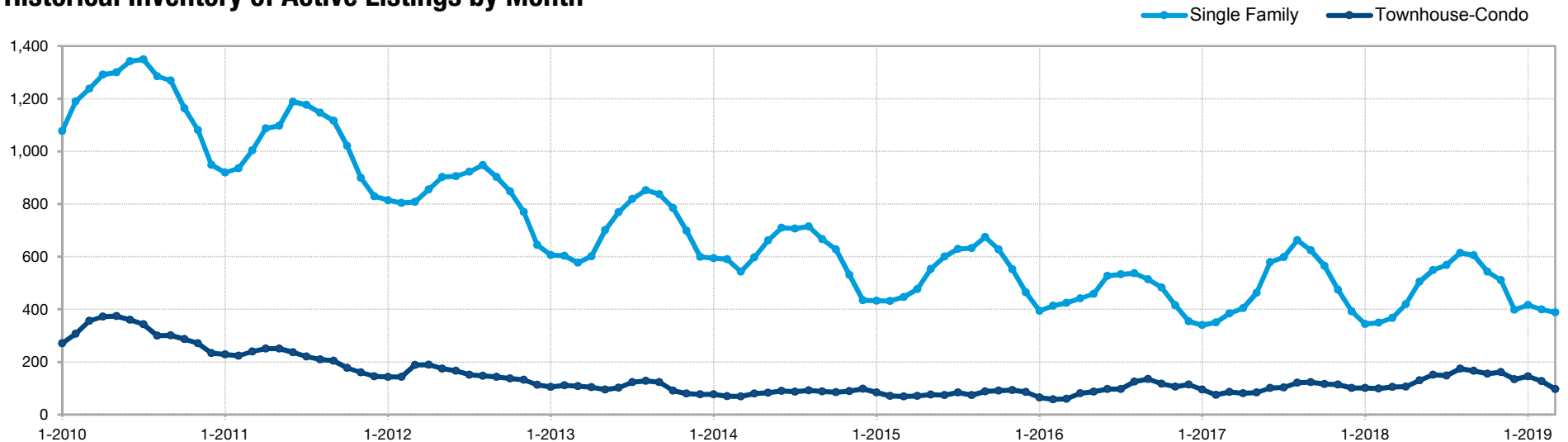
March



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2018	419	+3.7%	106	+30.9%
May-2018	505	+9.1%	130	+54.8%
Jun-2018	549	-5.2%	151	+49.5%
Jul-2018	568	-5.0%	148	+43.7%
Aug-2018	614	-7.3%	175	+44.6%
Sep-2018	605	-3.0%	166	+35.0%
Oct-2018	543	-3.9%	155	+33.6%
Nov-2018	511	+7.6%	161	+41.2%
Dec-2018	398	+1.5%	134	+32.7%
Jan-2019	416	+20.9%	145	+43.6%
Feb-2019	399	+14.3%	127	+28.3%
Mar-2019	388	+5.7%	97	-7.6%
12-Month Avg*	493	+1.6%	141	+35.7%

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

Historical Inventory of Active Listings by Month

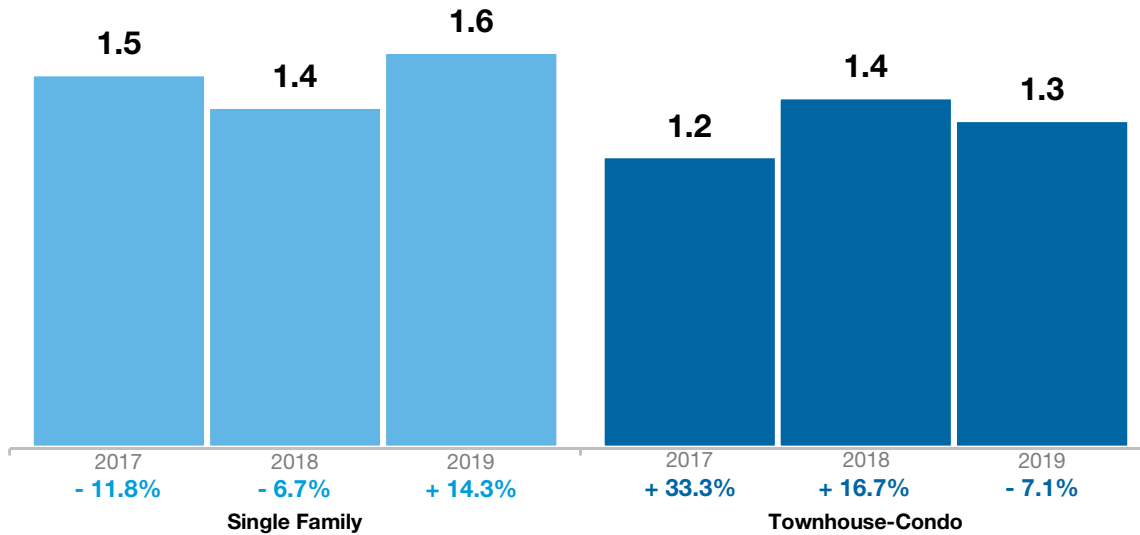


Months Supply of Inventory

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.



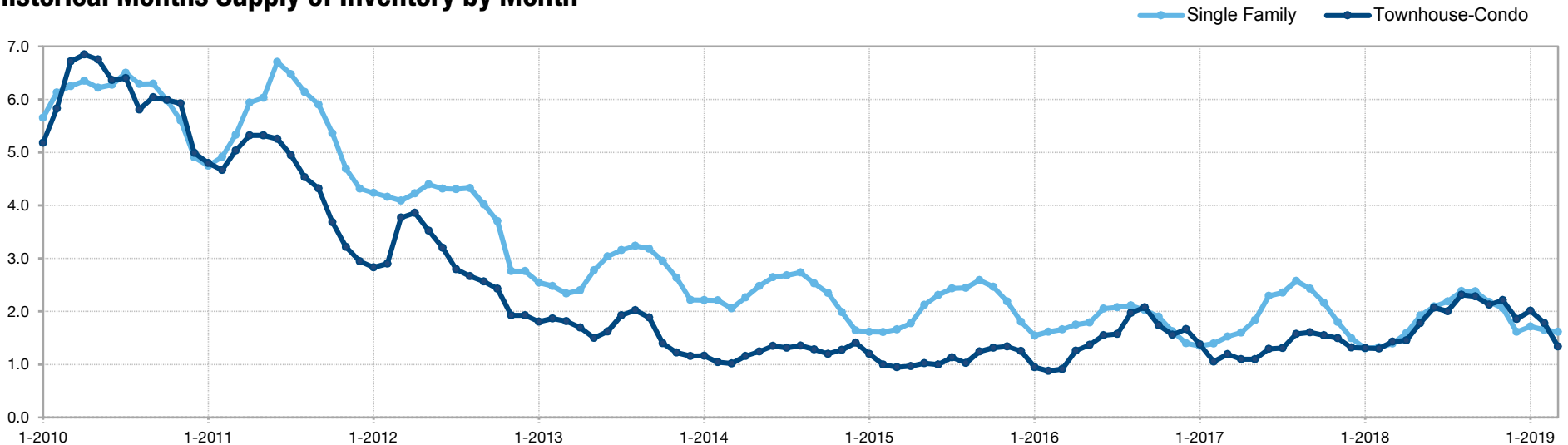
March



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	2.1	+16.7%	2.2	+46.7%
Dec-2018	1.6	+6.7%	1.9	+46.2%
Jan-2019	1.7	+30.8%	2.0	+53.8%
Feb-2019	1.7	+30.8%	1.8	+38.5%
Mar-2019	1.6	+14.3%	1.3	-7.1%
12-Month Avg*	1.9	+3.6%	1.9	+41.8%

* Months Supply for all properties from April 2018 through March 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.



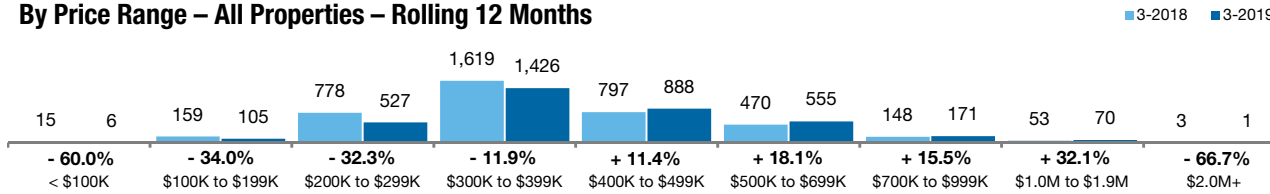
Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		467	394	- 15.6%	1,066	1,056	- 0.9%
Pending Sales		388	365	- 5.9%	206	221	+ 7.3%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		295	291	- 1.4%	732	658	- 10.1%
Median Sales Price		\$390,000	\$397,500	+ 1.9%	\$375,000	\$385,000	+ 2.7%
Avg. Sales Price		\$415,849	\$438,164	+ 4.6%	\$409,587	\$428,324	+ 4.6%
Pct. of List Price Received		99.7%	99.2%	- 0.4%	99.3%	98.9%	- 0.4%
Days on Market		64	75	+ 5.3%	75	79	+ 5.3%
Affordability Index		88	88	- 1.1%	92	91	- 1.1%
Active Listings		472	485	+ 2.8%	--	--	--
Months Supply		1.4	1.6	+ 10.8%	--	--	--

Sold Listings

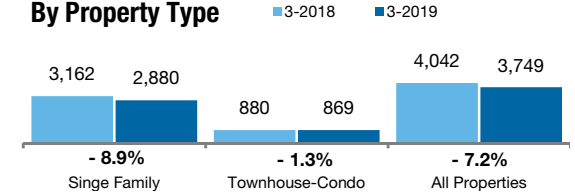
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	3-2018	3-2019	Change	3-2018	3-2019	Change
\$99,999 and Below	15	6	-60.0%	0	0	--
\$100,000 to \$199,999	72	43	-40.3%	87	62	-28.7%
\$200,000 to \$299,999	325	140	-56.9%	453	387	-14.6%
\$300,000 to \$399,999	1,343	1,097	-18.3%	276	329	+19.2%
\$400,000 to \$499,999	757	836	+10.4%	40	52	+30.0%
\$500,000 to \$699,999	457	525	+14.9%	13	30	+130.8%
\$700,000 to \$999,999	141	167	+18.4%	7	4	-42.9%
\$1,000,000 to \$1,999,999	49	65	+32.7%	4	5	+25.0%
\$2,000,000 and Above	3	1	-66.7%	0	0	--
All Price Ranges	3,162	2,880	-8.9%	880	869	-1.3%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2019	3-2019	Change	2-2019	3-2019	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	2	0	-100.0%	2	5	+150.0%
\$200,000 to \$299,999	10	6	-40.0%	19	32	+68.4%
\$300,000 to \$399,999	62	81	+30.6%	22	22	0.0%
\$400,000 to \$499,999	47	69	+46.8%	2	6	+200.0%
\$500,000 to \$699,999	26	41	+57.7%	0	3	--
\$700,000 to \$999,999	10	19	+90.0%	0	0	--
\$1,000,000 to \$1,999,999	5	6	+20.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	162	223	+37.7%	45	68	+51.1%

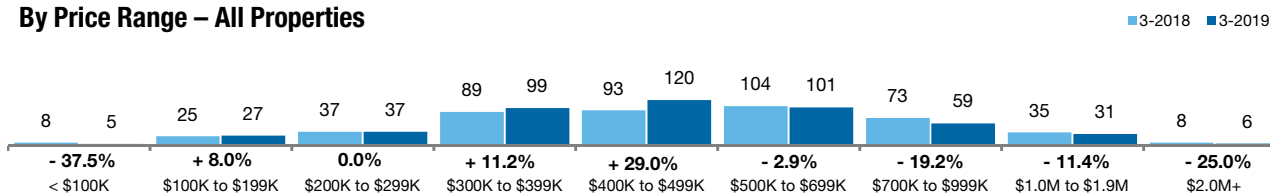
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	3-2018	3-2019	Change	3-2018	3-2019	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	8	5	-37.5%	19	14	-26.3%
\$200,000 to \$299,999	45	23	-48.9%	77	70	-9.1%
\$300,000 to \$399,999	231	185	-19.9%	45	58	+28.9%
\$400,000 to \$499,999	152	152	0.0%	7	9	+28.6%
\$500,000 to \$699,999	106	89	-16.0%	5	6	+20.0%
\$700,000 to \$999,999	26	33	+26.9%	1	0	-100.0%
\$1,000,000 to \$1,999,999	9	13	+44.4%	1	0	-100.0%
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	577	501	-13.2%	155	157	+1.3%

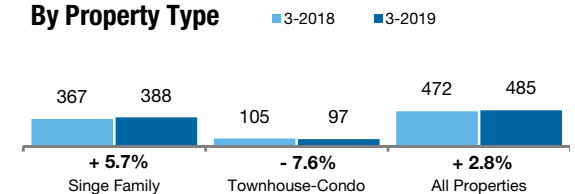
Inventory of Active Listings

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		
	3-2018	3-2019	Change	3-2018	3-2019	Change
\$99,999 and Below	8	5	-37.5%	0	0	--
\$100,000 to \$199,999	19	21	+10.5%	6	6	0.0%
\$200,000 to \$299,999	12	15	+25.0%	25	22	-12.0%
\$300,000 to \$399,999	54	58	+7.4%	35	41	+17.1%
\$400,000 to \$499,999	84	112	+33.3%	9	8	-11.1%
\$500,000 to \$699,999	88	90	+2.3%	16	11	-31.3%
\$700,000 to \$999,999	63	50	-20.6%	10	9	-10.0%
\$1,000,000 to \$1,999,999	31	31	0.0%	4	0	-100.0%
\$2,000,000 and Above	8	6	-25.0%	0	0	--
All Price Ranges	367	388	+5.7%	105	97	-7.6%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2019	3-2019	Change	2-2019	3-2019	Change
\$99,999 and Below	7	5	-28.6%	0	0	--
\$100,000 to \$199,999	19	21	+10.5%	6	6	0.0%
\$200,000 to \$299,999	15	15	0.0%	17	22	+29.4%
\$300,000 to \$399,999	71	58	-18.3%	48	41	-14.6%
\$400,000 to \$499,999	100	112	+12.0%	11	8	-27.3%
\$500,000 to \$699,999	99	90	-9.1%	22	11	-50.0%
\$700,000 to \$999,999	55	50	-9.1%	20	9	-55.0%
\$1,000,000 to \$1,999,999	28	31	+10.7%	3	0	-100.0%
\$2,000,000 and Above	5	6	+20.0%	0	0	--
All Price Ranges	399	388	-2.8%	127	97	-23.6%

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 March 2019

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Berthoud

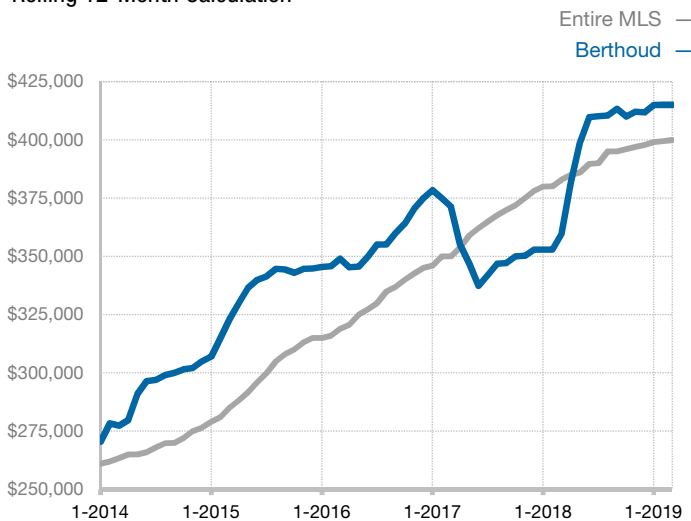
Single Family	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
Key Metrics						
New Listings	33	40	+ 21.2%	93	120	+ 29.0%
Closed Sales	22	42	+ 90.9%	51	84	+ 64.7%
Median Sales Price*	\$402,185	\$410,075	+ 2.0%	\$406,545	\$426,225	+ 4.8%
Average Sales Price*	\$457,327	\$426,720	- 6.7%	\$451,993	\$469,080	+ 3.8%
Percent of List Price Received*	99.5%	99.2%	- 0.3%	100.0%	98.9%	- 1.1%
Days on Market Until Sale	78	133	+ 70.5%	101	121	+ 19.8%
Inventory of Homes for Sale	79	92	+ 16.5%	--	--	--
Months Supply of Inventory	2.3	3.1	+ 34.8%	--	--	--

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

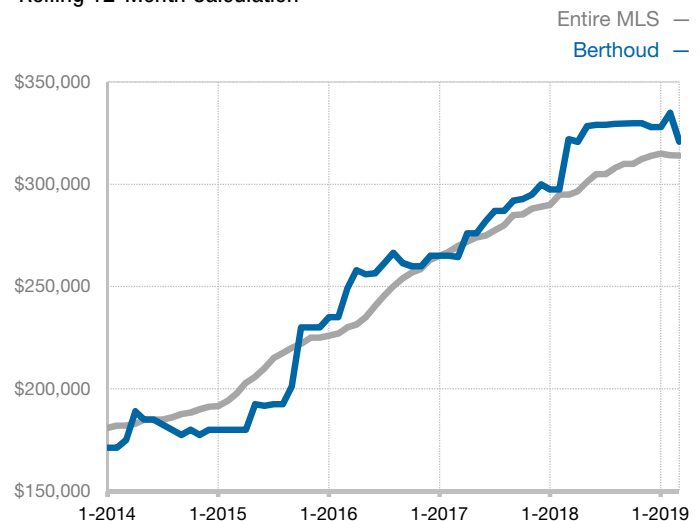
Townhouse-Condo	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
Key Metrics						
New Listings	4	13	+ 225.0%	13	18	+ 38.5%
Closed Sales	2	6	+ 200.0%	4	7	+ 75.0%
Median Sales Price*	\$352,338	\$292,264	- 17.1%	\$316,300	\$304,528	- 3.7%
Average Sales Price*	\$352,338	\$285,130	- 19.1%	\$322,669	\$289,254	- 10.4%
Percent of List Price Received*	100.4%	101.3%	+ 0.9%	99.8%	101.1%	+ 1.3%
Days on Market Until Sale	37	107	+ 189.2%	48	96	+ 100.0%
Inventory of Homes for Sale	6	15	+ 150.0%	--	--	--
Months Supply of Inventory	3.0	5.4	+ 80.0%	--	--	--

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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 March 2019

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Boulder

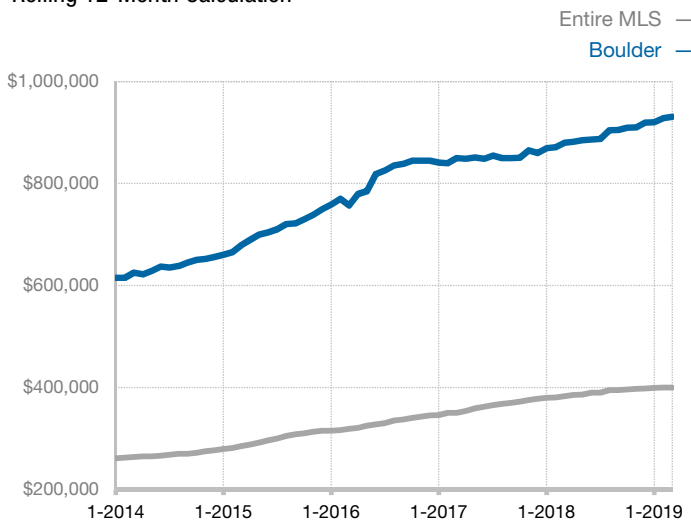
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	128	132	+ 3.1%	310	343	+ 10.6%
Closed Sales	87	85	- 2.3%	197	165	- 16.2%
Median Sales Price*	\$940,000	\$955,000	+ 1.6%	\$885,000	\$960,000	+ 8.5%
Average Sales Price*	\$1,237,283	\$1,236,500	- 0.1%	\$1,154,254	\$1,256,491	+ 8.9%
Percent of List Price Received*	98.5%	99.6%	+ 1.1%	98.4%	98.5%	+ 0.1%
Days on Market Until Sale	63	61	- 3.2%	76	71	- 6.6%
Inventory of Homes for Sale	152	186	+ 22.4%	--	--	--
Months Supply of Inventory	1.8	2.5	+ 38.9%	--	--	--

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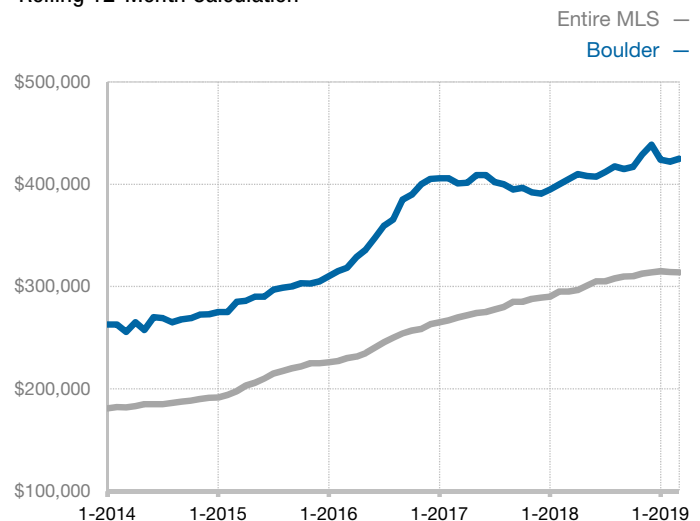
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	95	84	- 11.6%	233	234	+ 0.4%
Closed Sales	57	56	- 1.8%	148	118	- 20.3%
Median Sales Price*	\$435,000	\$473,750	+ 8.9%	\$473,000	\$417,190	- 11.8%
Average Sales Price*	\$614,553	\$536,470	- 12.7%	\$550,637	\$485,971	- 11.7%
Percent of List Price Received*	100.1%	99.7%	- 0.4%	99.9%	99.4%	- 0.5%
Days on Market Until Sale	47	53	+ 12.8%	52	64	+ 23.1%
Inventory of Homes for Sale	97	118	+ 21.6%	--	--	--
Months Supply of Inventory	1.7	2.2	+ 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 March 2019

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Fort Collins

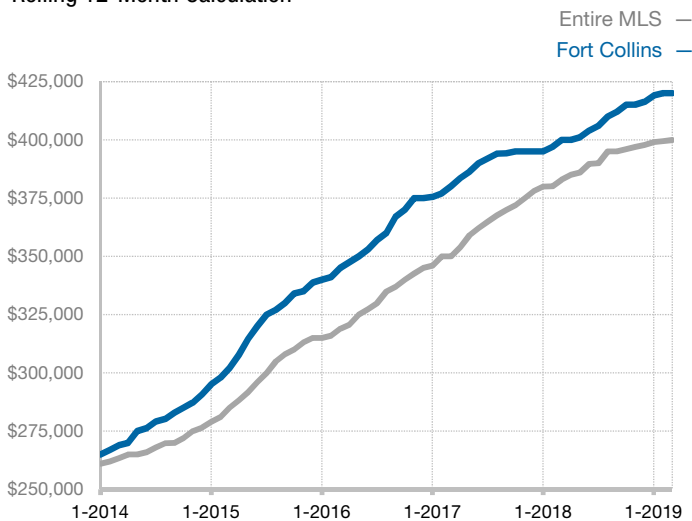
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	269	208	- 22.7%	621	563	- 9.3%
Closed Sales	190	160	- 15.8%	465	371	- 20.2%
Median Sales Price*	\$424,500	\$425,000	+ 0.1%	\$405,314	\$420,000	+ 3.6%
Average Sales Price*	\$453,383	\$467,964	+ 3.2%	\$452,713	\$461,844	+ 2.0%
Percent of List Price Received*	99.9%	99.2%	- 0.7%	99.4%	98.9%	- 0.5%
Days on Market Until Sale	62	58	- 6.5%	72	64	- 11.1%
Inventory of Homes for Sale	217	220	+ 1.4%	--	--	--
Months Supply of Inventory	1.1	1.2	+ 9.1%	--	--	--

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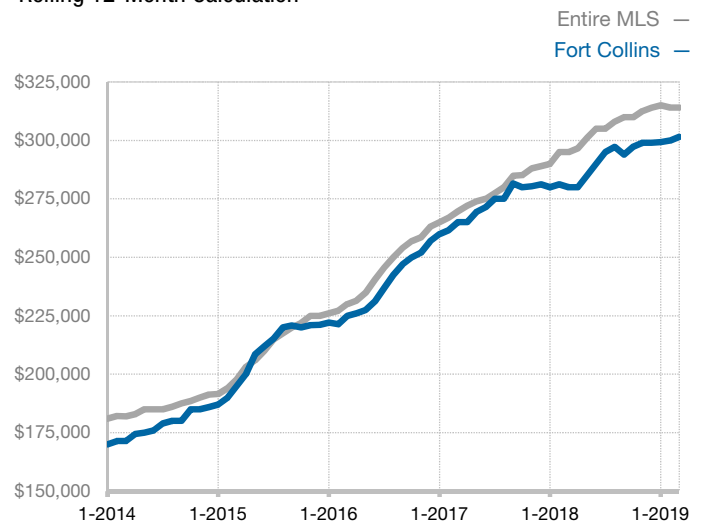
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	101	89	- 11.9%	221	217	- 1.8%
Closed Sales	52	58	+ 11.5%	144	142	- 1.4%
Median Sales Price*	\$272,250	\$313,425	+ 15.1%	\$273,750	\$310,000	+ 13.2%
Average Sales Price*	\$306,468	\$313,365	+ 2.3%	\$300,605	\$306,504	+ 2.0%
Percent of List Price Received*	99.9%	99.6%	- 0.3%	99.4%	98.9%	- 0.5%
Days on Market Until Sale	55	73	+ 32.7%	71	90	+ 26.8%
Inventory of Homes for Sale	96	79	- 17.7%	--	--	--
Months Supply of Inventory	1.4	1.2	- 14.3%	--	--	--

* 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 March 2019

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Greeley

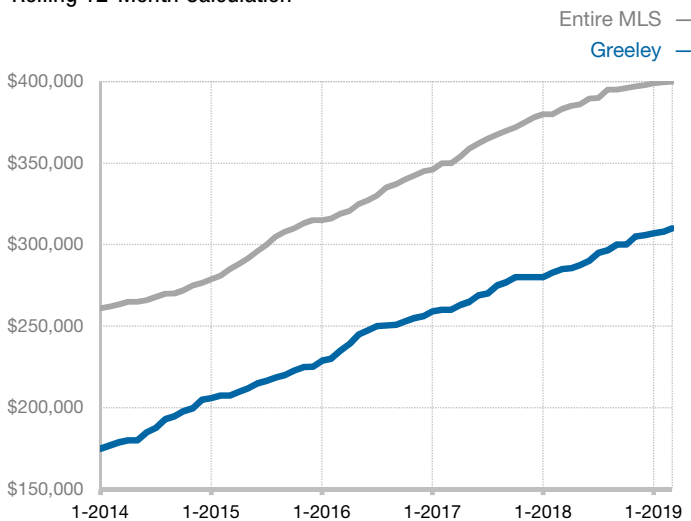
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	196	172	- 12.2%	441	465	+ 5.4%
Closed Sales	115	137	+ 19.1%	285	326	+ 14.4%
Median Sales Price*	\$295,000	\$314,826	+ 6.7%	\$288,000	\$311,896	+ 8.3%
Average Sales Price*	\$364,818	\$315,516	- 13.5%	\$326,748	\$315,834	- 3.3%
Percent of List Price Received*	100.0%	99.2%	- 0.8%	99.9%	99.1%	- 0.8%
Days on Market Until Sale	48	64	+ 33.3%	51	62	+ 21.6%
Inventory of Homes for Sale	121	140	+ 15.7%	--	--	--
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--

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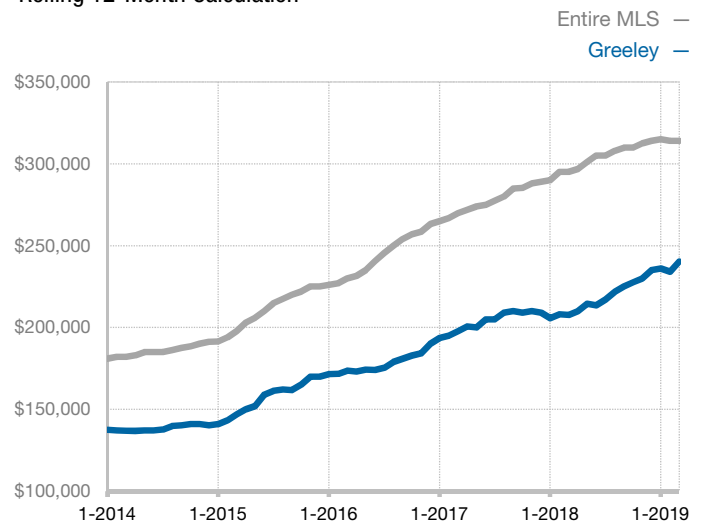
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	24	27	+ 12.5%	70	86	+ 22.9%
Closed Sales	25	29	+ 16.0%	48	71	+ 47.9%
Median Sales Price*	\$208,000	\$249,900	+ 20.1%	\$209,000	\$245,000	+ 17.2%
Average Sales Price*	\$217,152	\$254,124	+ 17.0%	\$220,869	\$240,492	+ 8.9%
Percent of List Price Received*	100.5%	99.1%	- 1.4%	100.1%	99.1%	- 1.0%
Days on Market Until Sale	43	55	+ 27.9%	41	53	+ 29.3%
Inventory of Homes for Sale	20	19	- 5.0%	--	--	--
Months Supply of Inventory	0.9	0.8	- 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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for March 2019

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Johnstown

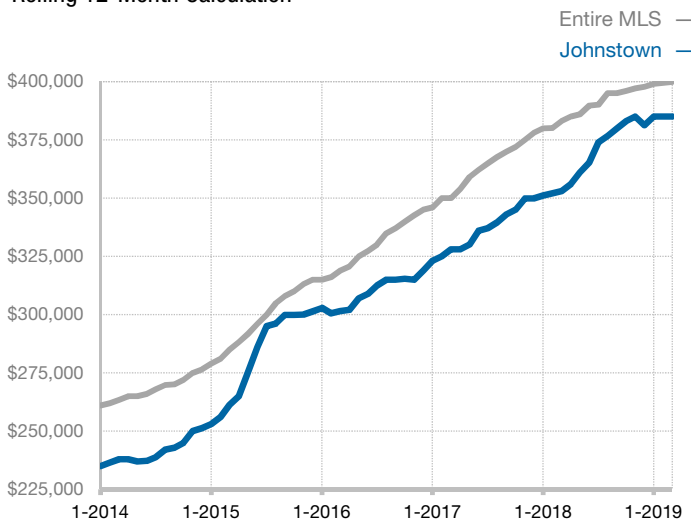
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	62	45	- 27.4%	134	122	- 9.0%
Closed Sales	39	39	0.0%	81	69	- 14.8%
Median Sales Price*	\$385,000	\$385,000	0.0%	\$388,500	\$400,000	+ 3.0%
Average Sales Price*	\$389,770	\$410,649	+ 5.4%	\$402,524	\$419,633	+ 4.3%
Percent of List Price Received*	99.9%	99.2%	- 0.7%	100.3%	99.3%	- 1.0%
Days on Market Until Sale	63	79	+ 25.4%	60	94	+ 56.7%
Inventory of Homes for Sale	63	65	+ 3.2%	--	--	--
Months Supply of Inventory	1.6	1.9	+ 18.8%	--	--	--

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

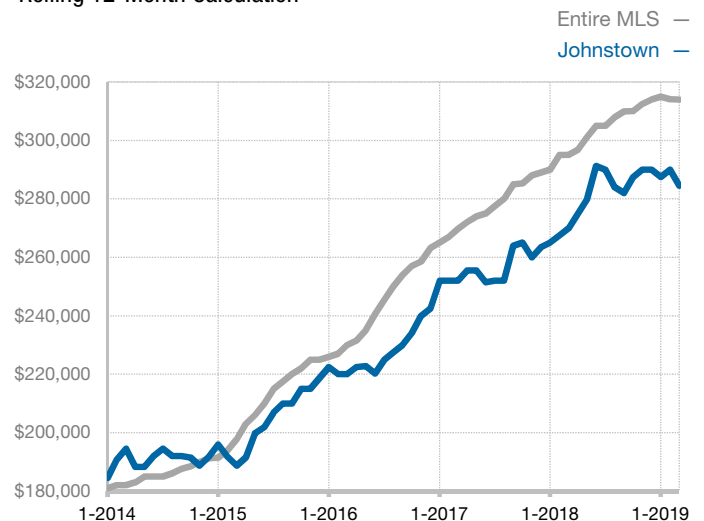
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	4	1	- 75.0%	11	1	- 90.9%
Closed Sales	1	2	+ 100.0%	5	3	- 40.0%
Median Sales Price*	\$320,000	\$237,450	- 25.8%	\$298,770	\$264,900	- 11.3%
Average Sales Price*	\$320,000	\$237,450	- 25.8%	\$303,554	\$269,967	- 11.1%
Percent of List Price Received*	94.1%	95.6%	+ 1.6%	98.4%	98.0%	- 0.4%
Days on Market Until Sale	44	99	+ 125.0%	37	66	+ 78.4%
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	1.9	0.5	- 73.7%	--	--	--

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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 March 2019

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Longmont

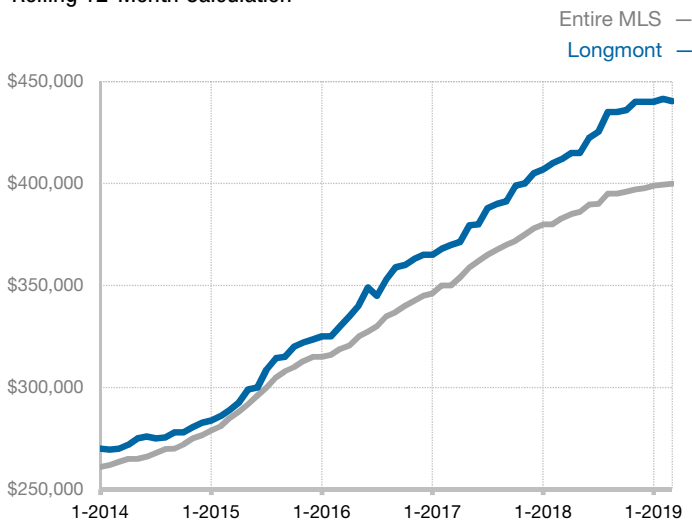
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	148	127	- 14.2%	335	359	+ 7.2%
Closed Sales	111	94	- 15.3%	258	241	- 6.6%
Median Sales Price*	\$445,000	\$442,950	- 0.5%	\$440,500	\$449,900	+ 2.1%
Average Sales Price*	\$490,971	\$477,800	- 2.7%	\$480,054	\$496,072	+ 3.3%
Percent of List Price Received*	100.3%	99.1%	- 1.2%	99.5%	98.8%	- 0.7%
Days on Market Until Sale	72	54	- 25.0%	72	63	- 12.5%
Inventory of Homes for Sale	172	197	+ 14.5%	--	--	--
Months Supply of Inventory	1.5	1.8	+ 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.

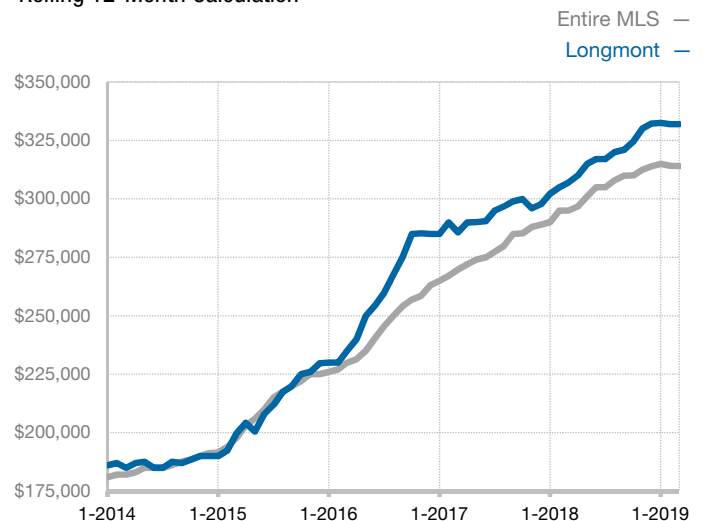
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	42	41	- 2.4%	87	105	+ 20.7%
Closed Sales	24	28	+ 16.7%	65	60	- 7.7%
Median Sales Price*	\$342,500	\$331,900	- 3.1%	\$331,050	\$329,950	- 0.3%
Average Sales Price*	\$359,999	\$391,796	+ 8.8%	\$346,954	\$352,445	+ 1.6%
Percent of List Price Received*	101.1%	100.0%	- 1.1%	100.7%	99.7%	- 1.0%
Days on Market Until Sale	45	90	+ 100.0%	60	75	+ 25.0%
Inventory of Homes for Sale	25	55	+ 120.0%	--	--	--
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 March 2019

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Loveland

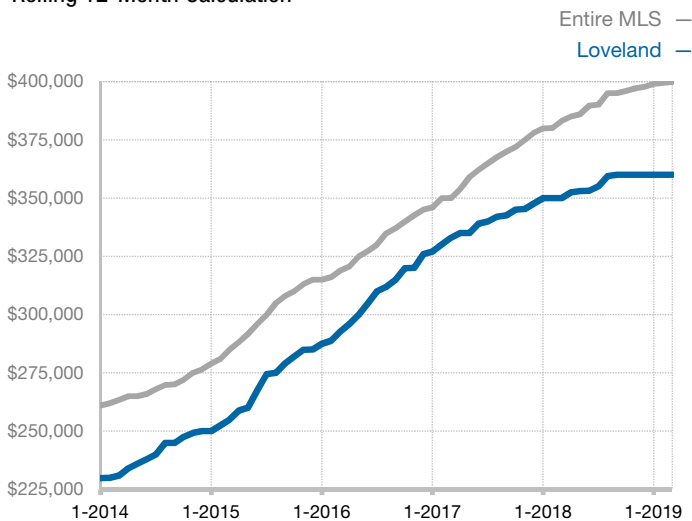
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	140	138	- 1.4%	351	366	+ 4.3%
Closed Sales	103	108	+ 4.9%	254	258	+ 1.6%
Median Sales Price*	\$360,000	\$380,000	+ 5.6%	\$359,925	\$370,975	+ 3.1%
Average Sales Price*	\$395,456	\$421,659	+ 6.6%	\$413,603	\$429,995	+ 4.0%
Percent of List Price Received*	100.1%	99.1%	- 1.0%	99.5%	98.9%	- 0.6%
Days on Market Until Sale	76	78	+ 2.6%	80	74	- 7.5%
Inventory of Homes for Sale	148	147	- 0.7%	--	--	--
Months Supply of Inventory	1.1	1.3	+ 18.2%	--	--	--

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

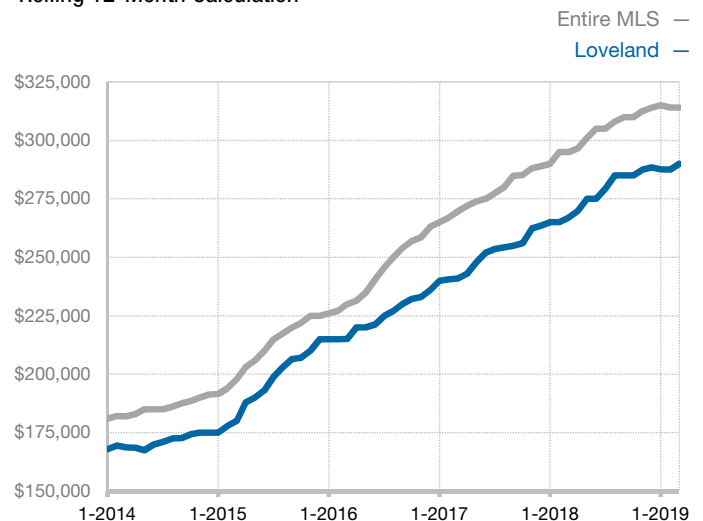
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	36	29	- 19.4%	86	85	- 1.2%
Closed Sales	24	31	+ 29.2%	63	54	- 14.3%
Median Sales Price*	\$278,550	\$315,000	+ 13.1%	\$281,000	\$290,500	+ 3.4%
Average Sales Price*	\$297,568	\$315,696	+ 6.1%	\$305,471	\$308,090	+ 0.9%
Percent of List Price Received*	100.0%	100.0%	0.0%	99.9%	99.8%	- 0.1%
Days on Market Until Sale	108	115	+ 6.5%	118	129	+ 9.3%
Inventory of Homes for Sale	53	57	+ 7.5%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--

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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 March 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

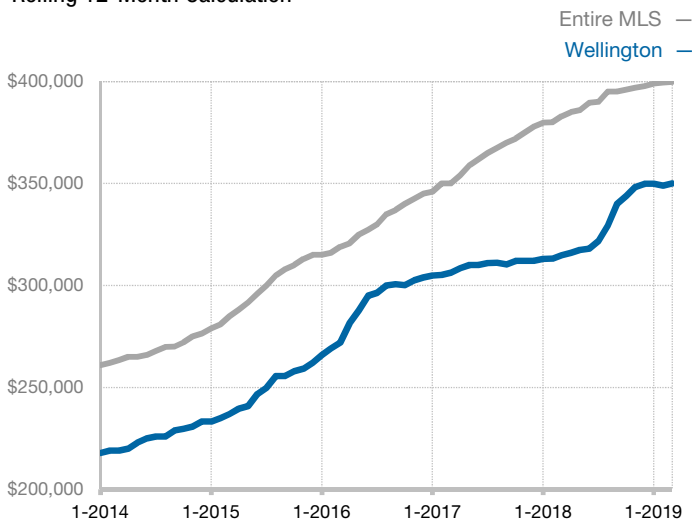
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	27	29	+ 7.4%	67	97	+ 44.8%
Closed Sales	22	28	+ 27.3%	51	62	+ 21.6%
Median Sales Price*	\$335,000	\$351,500	+ 4.9%	\$340,000	\$343,000	+ 0.9%
Average Sales Price*	\$365,266	\$369,369	+ 1.1%	\$359,889	\$384,899	+ 6.9%
Percent of List Price Received*	99.7%	100.2%	+ 0.5%	99.6%	100.1%	+ 0.5%
Days on Market Until Sale	51	61	+ 19.6%	66	74	+ 12.1%
Inventory of Homes for Sale	19	42	+ 121.1%	--	--	--
Months Supply of Inventory	0.6	1.8	+ 200.0%	--	--	--

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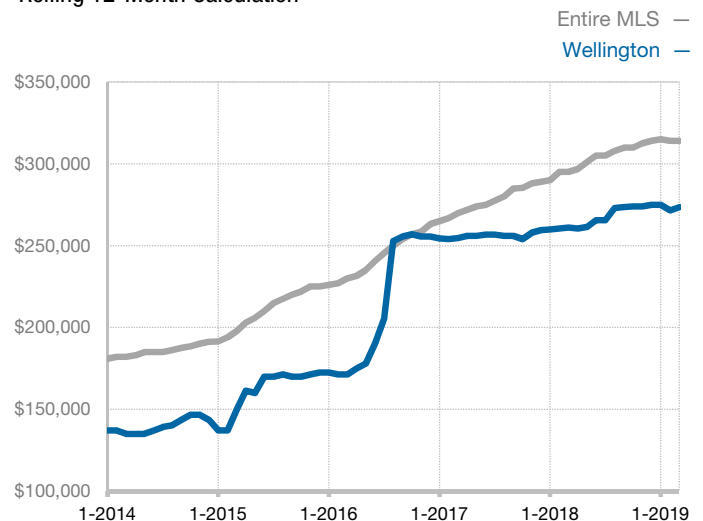
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	6	9	+ 50.0%	17	20	+ 17.6%
Closed Sales	1	9	+ 800.0%	7	14	+ 100.0%
Median Sales Price*	\$214,000	\$274,900	+ 28.5%	\$274,900	\$263,500	- 4.1%
Average Sales Price*	\$214,000	\$270,211	+ 26.3%	\$248,529	\$265,929	+ 7.0%
Percent of List Price Received*	100.9%	99.2%	- 1.7%	100.0%	99.3%	- 0.7%
Days on Market Until Sale	43	124	+ 188.4%	92	140	+ 52.2%
Inventory of Homes for Sale	8	4	- 50.0%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--

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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 March 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

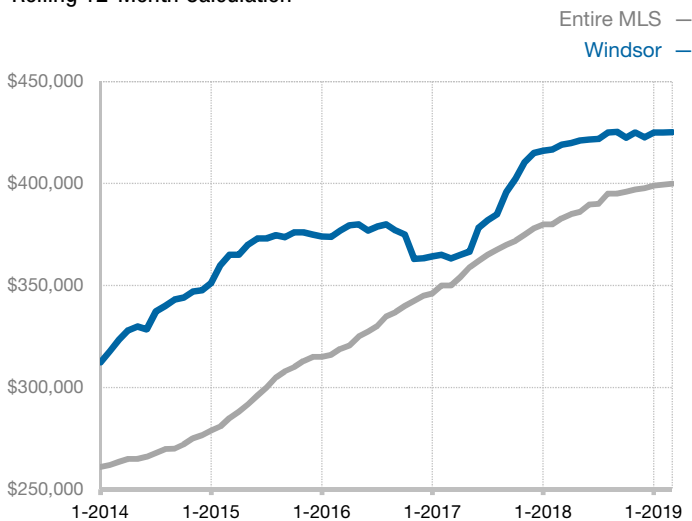
Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	104	125	+ 20.2%	270	343	+ 27.0%
Closed Sales	60	75	+ 25.0%	151	190	+ 25.8%
Median Sales Price*	\$415,550	\$427,495	+ 2.9%	\$399,850	\$422,500	+ 5.7%
Average Sales Price*	\$474,112	\$443,345	- 6.5%	\$458,707	\$465,601	+ 1.5%
Percent of List Price Received*	100.3%	99.1%	- 1.2%	99.8%	99.0%	- 0.8%
Days on Market Until Sale	114	91	- 20.2%	108	101	- 6.5%
Inventory of Homes for Sale	181	221	+ 22.1%	--	--	--
Months Supply of Inventory	2.8	3.0	+ 7.1%	--	--	--

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Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	16	4	- 75.0%	49	59	+ 20.4%
Closed Sales	7	12	+ 71.4%	19	24	+ 26.3%
Median Sales Price*	\$281,500	\$329,306	+ 17.0%	\$281,500	\$314,594	+ 11.8%
Average Sales Price*	\$283,471	\$328,721	+ 16.0%	\$298,899	\$320,613	+ 7.3%
Percent of List Price Received*	101.0%	100.9%	- 0.1%	101.6%	100.2%	- 1.4%
Days on Market Until Sale	89	123	+ 38.2%	110	137	+ 24.5%
Inventory of Homes for Sale	78	56	- 28.2%	--	--	--
Months Supply of Inventory	10.1	5.4	- 46.5%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

