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Monthly Indicators



April 2019

New Listings were up 3.3 percent for single family homes and 5.9 percent for townhouse-condo properties. Pending Sales landed at 306 for single family homes and 101 for townhouse-condo properties.

The Median Sales Price was up 4.7 percent to \$426,250 for single family homes and 9.3 percent to \$302,998 for townhouse-condo properties. Days on Market increased 4.8 percent for single family homes but decreased 16.7 percent for townhouse-condo properties.

The national unemployment rate dropped to 3.6 percent during April 2019, the lowest level since 1969. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, yet inventory is straining to keep pace in the most competitive price ranges.

Activity Snapshot

- 4.3%	+ 4.8%	+ 4.7%
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	4-2018	4-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		367	379	+ 3.3%	1,193	1,195	+ 0.2%
Pending Sales		287	306	+ 6.6%	1,004	969	- 3.5%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		255	244	- 4.3%	832	746	- 10.3%
Median Sales Price		\$407,000	\$426,250	+ 4.7%	\$401,978	\$420,000	+ 4.5%
Avg. Sales Price		\$457,139	\$469,687	+ 2.7%	\$445,212	\$468,029	+ 5.1%
Pct. of List Price Received		100.1%	99.3%	- 0.8%	99.5%	99.0%	- 0.5%
Days on Market		63	66	+ 4.8%	72	72	0.0%
Affordability Index		83	82	- 1.2%	84	84	0.0%
Active Listings		420	436	+ 3.8%	--	--	--
Months Supply		1.6	1.8	+ 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.



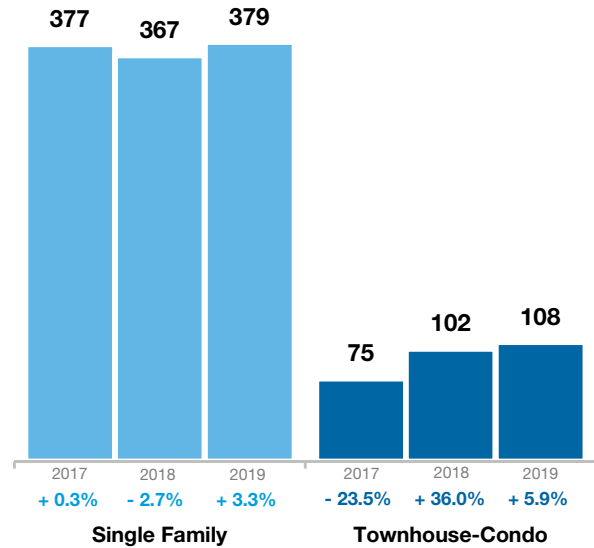
Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		102	108	+ 5.9%	342	358	+ 4.7%
Pending Sales		90	101	+ 12.2%	296	320	+ 8.1%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		78	88	+ 12.8%	233	247	+ 6.0%
Median Sales Price		\$277,250	\$302,998	+ 9.3%	\$274,900	\$297,300	+ 8.1%
Avg. Sales Price		\$309,528	\$317,293	+ 2.5%	\$300,922	\$310,368	+ 3.1%
Pct. of List Price Received		100.4%	99.3%	- 1.1%	99.7%	99.0%	- 0.7%
Days on Market		90	75	- 16.7%	79	88	+ 11.4%
Affordability Index		122	116	- 4.9%	123	118	- 4.1%
Active Listings		105	97	- 7.6%	--	--	--
Months Supply		1.4	1.3	- 7.1%	--	--	--

New Listings

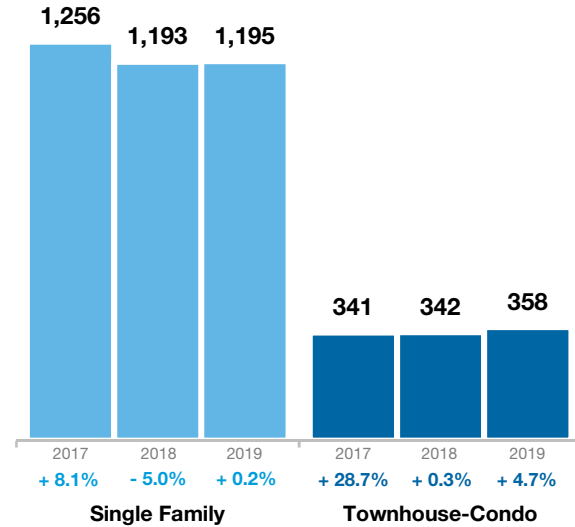
A count of the properties that have been newly listed on the market in a given month.



April

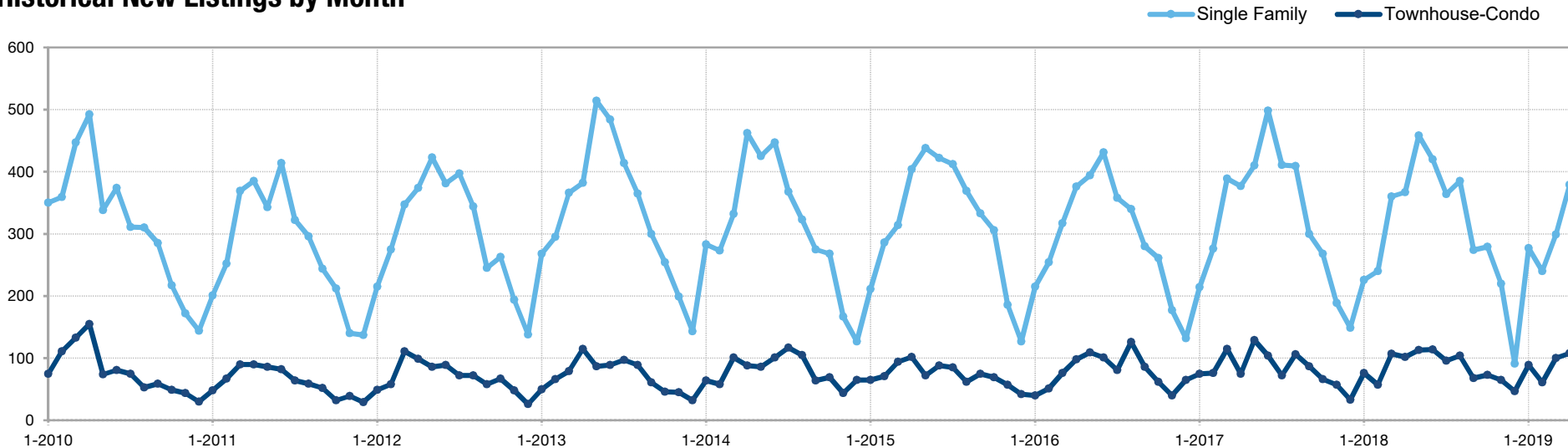


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	385	-5.9%	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	277	+22.6%	89	+17.1%
Feb-2019	240	0.0%	61	+7.0%
Mar-2019	299	-16.9%	100	-6.5%
Apr-2019	379	+3.3%	108	+5.9%
12-Month Avg	307	-3.7%	87	+4.2%

Historical New Listings by Month

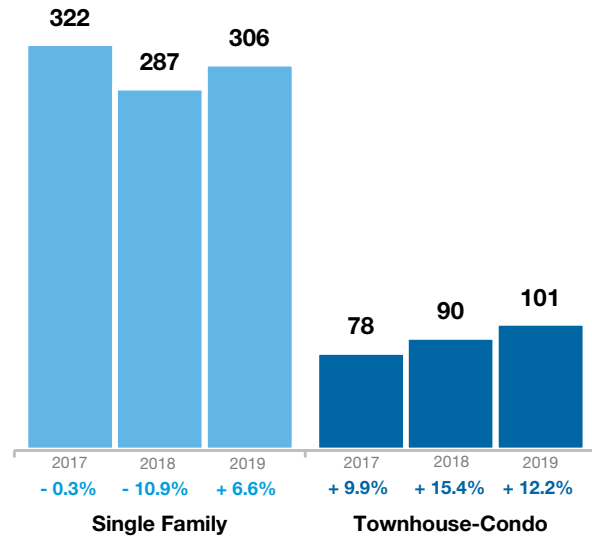


Pending Sales

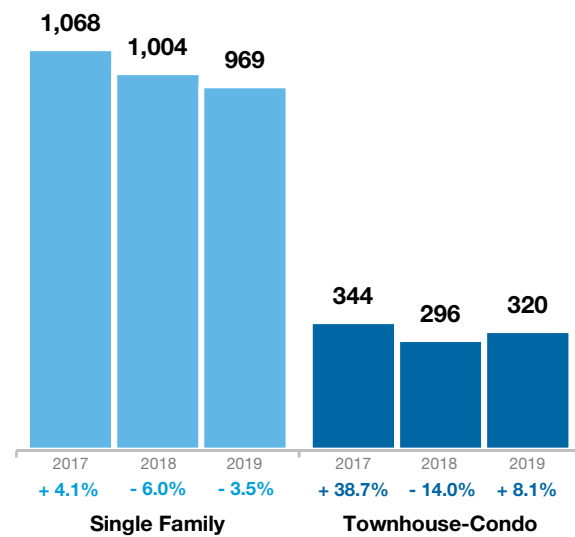
A count of the properties on which offers have been accepted in a given month.



April

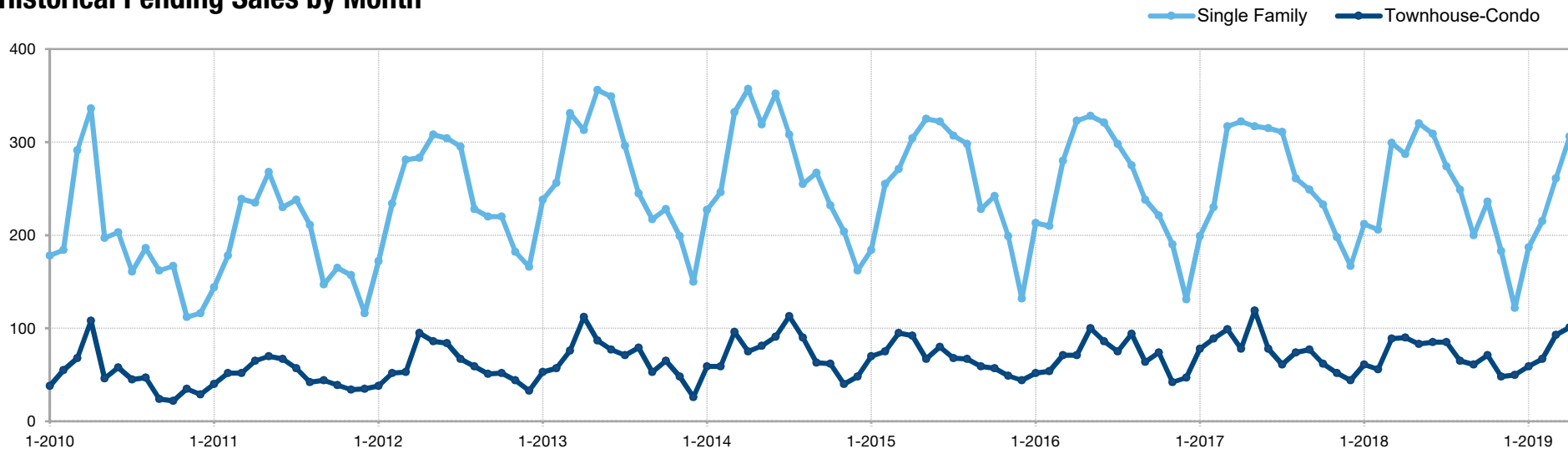


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-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	249	-4.6%	65	-12.2%
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%	50	+13.6%
Jan-2019	187	-11.8%	59	-3.3%
Feb-2019	215	+4.4%	67	+19.6%
Mar-2019	261	-12.7%	93	+4.5%
Apr-2019	306	+6.6%	101	+12.2%
12-Month Avg	239	-6.3%	72	+0.6%

Historical Pending Sales by Month

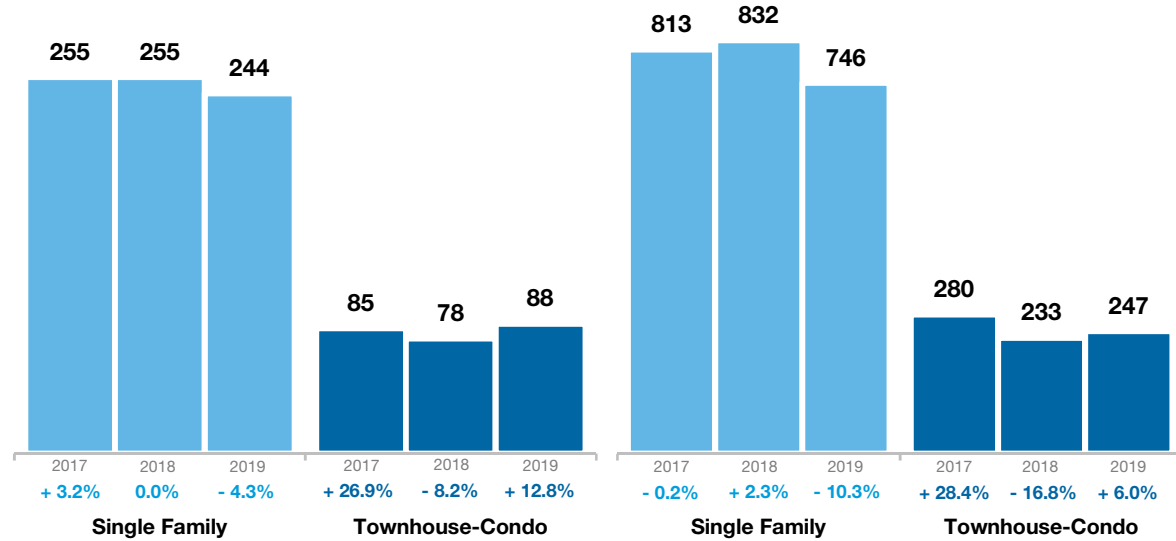


Sold Listings

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

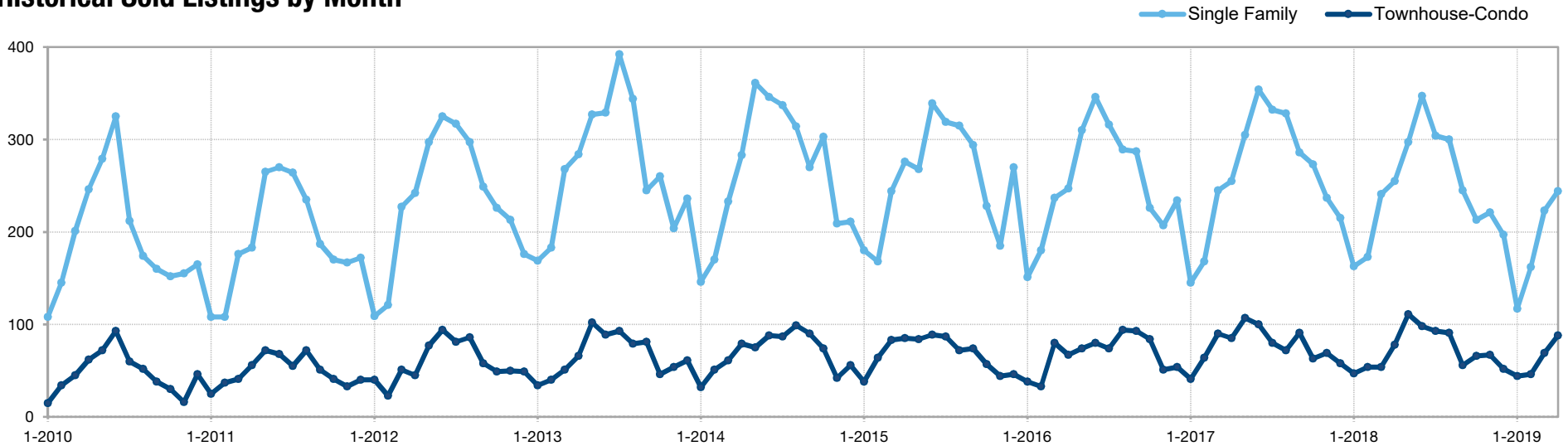


April



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	117	-28.2%	44	-6.4%
Feb-2019	162	-6.4%	46	-14.8%
Mar-2019	223	-7.5%	69	+27.8%
Apr-2019	244	-4.3%	88	+12.8%
12-Month Avg	239	-9.2%	73	+0.9%

Historical Sold Listings by Month

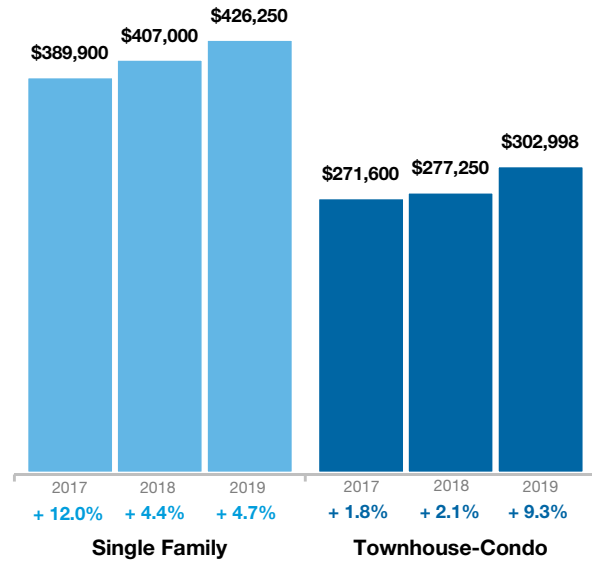


Median Sales Price

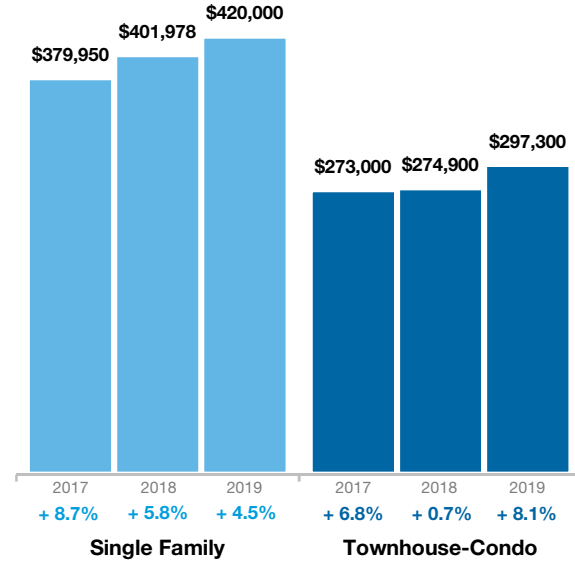
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



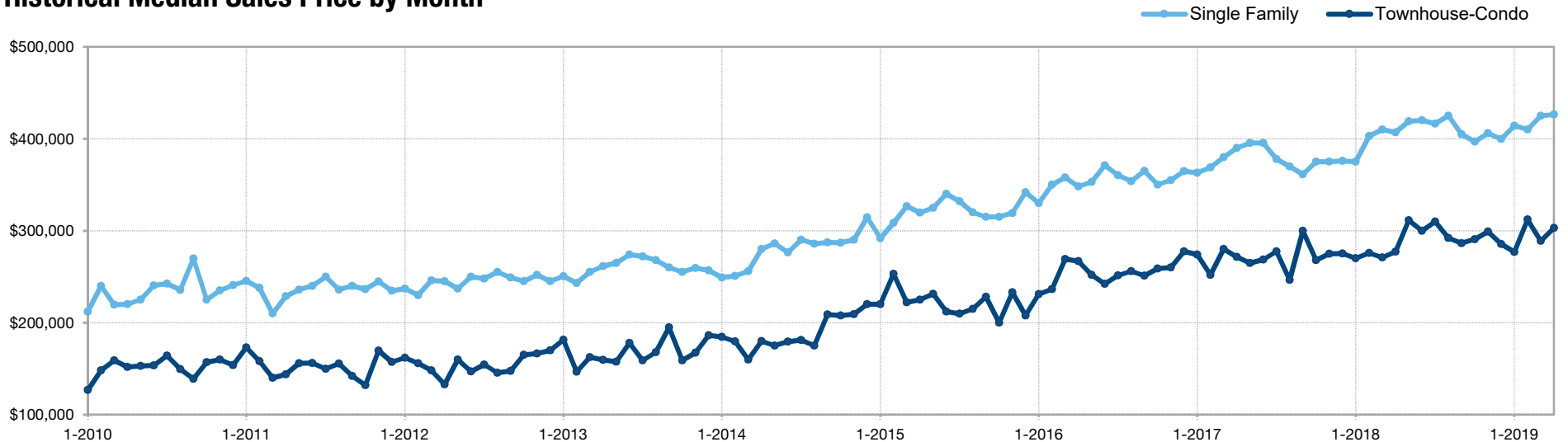
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-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	\$414,000	+10.4%	\$277,000	+2.6%
Feb-2019	\$410,000	+1.7%	\$312,125	+13.1%
Mar-2019	\$425,000	+3.7%	\$289,000	+6.6%
Apr-2019	\$426,250	+4.7%	\$302,998	+9.3%
12-Month Avg*	\$415,000	+7.8%	\$298,000	+8.4%

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

Historical Median Sales Price by Month

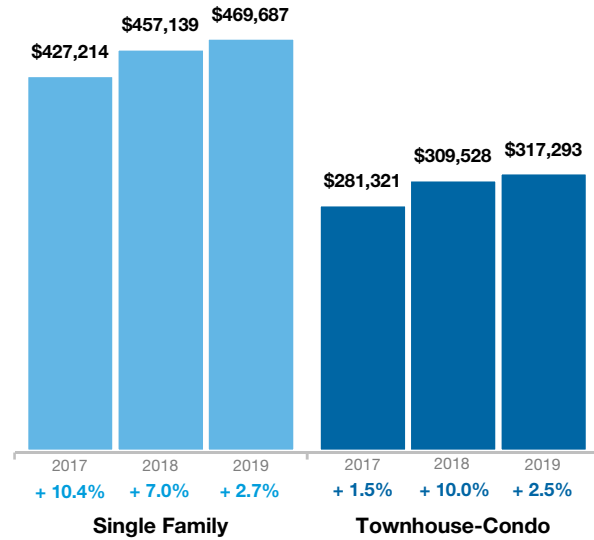


Average Sales Price

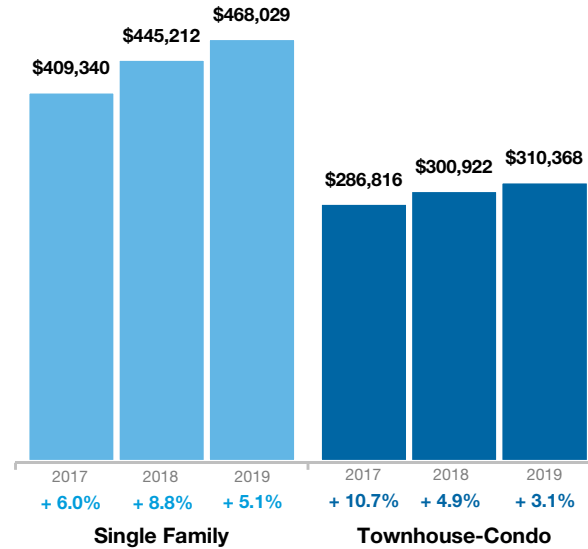
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



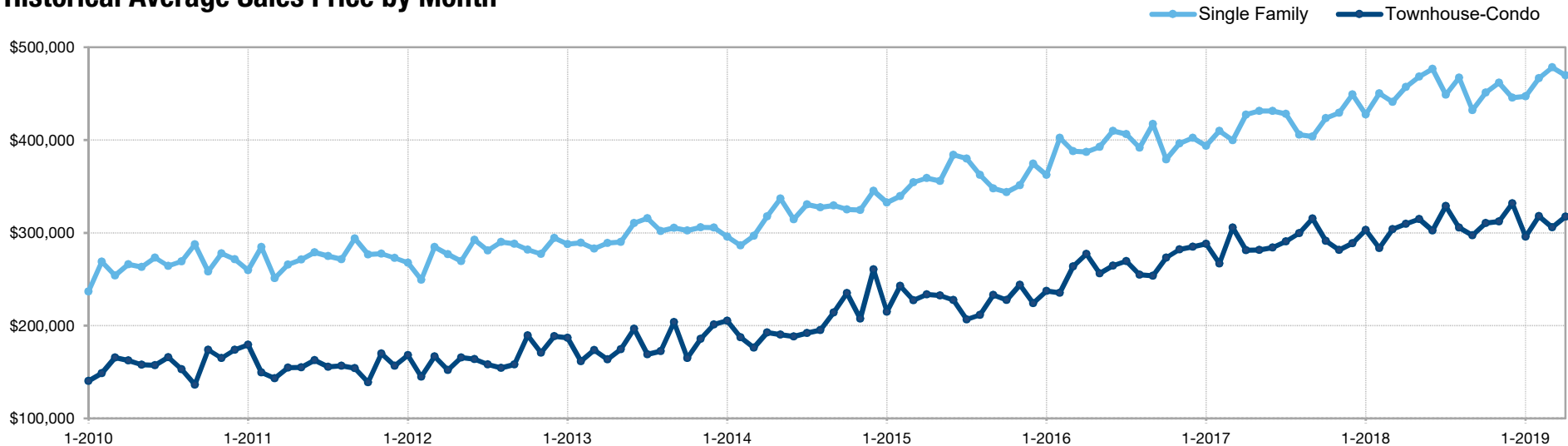
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$447,112	+4.6%	\$295,785	-2.4%
Feb-2019	\$466,667	+3.7%	\$317,825	+12.1%
Mar-2019	\$478,178	+8.5%	\$305,863	+0.6%
Apr-2019	\$469,687	+2.7%	\$317,293	+2.5%
12-Month Avg*	\$460,633	+7.2%	\$312,113	+6.2%

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

Historical Average Sales Price by Month



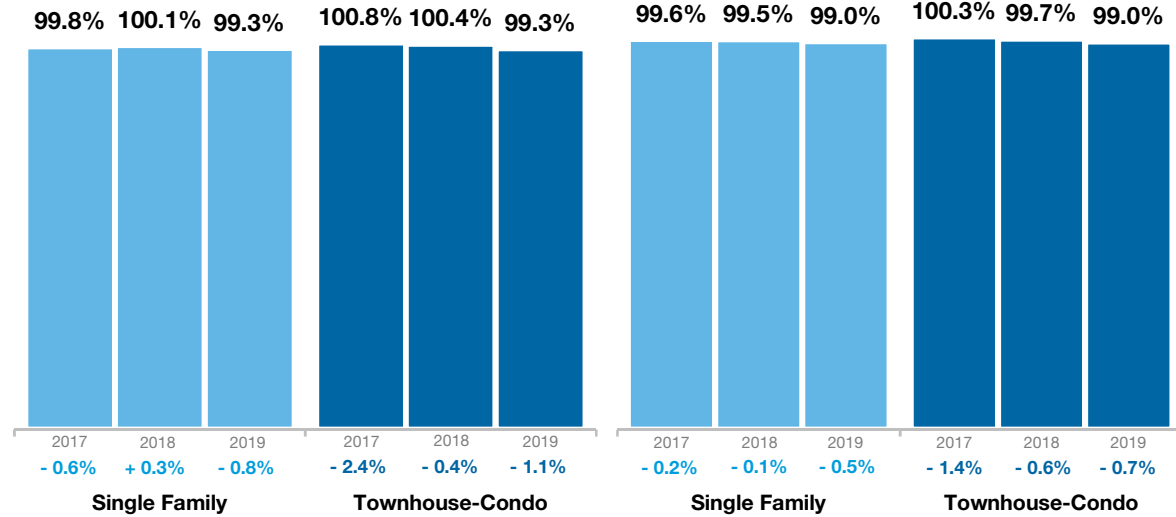
Percent of List Price Received

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.



April

Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Apr-2019	99.3%	-0.8%	99.3%	-1.1%
12-Month Avg*	99.5%	-0.2%	100.0%	-0.4%

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

Historical Percent of List Price Received by Month



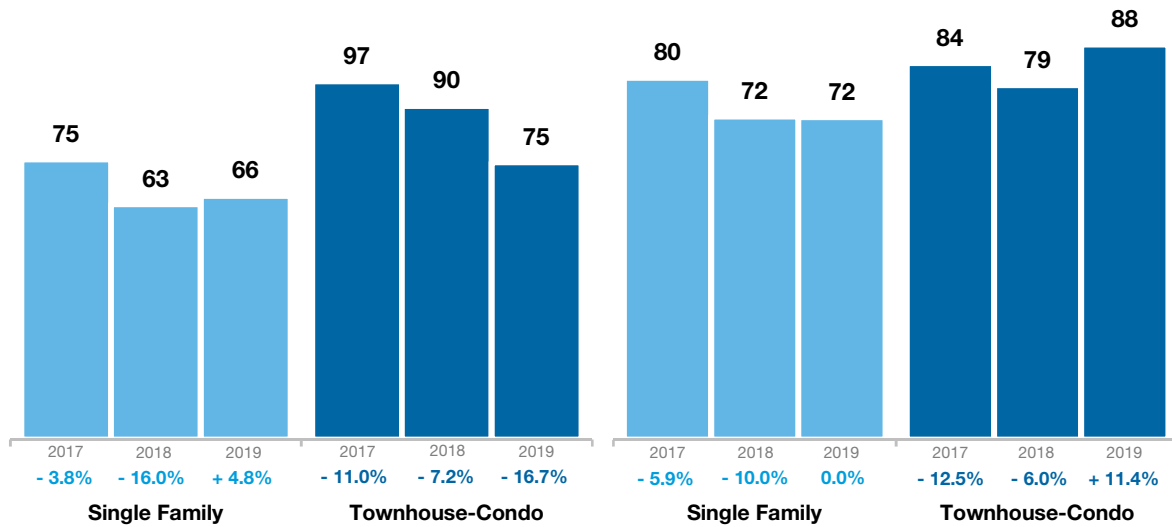
Days on Market Until Sale

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



April

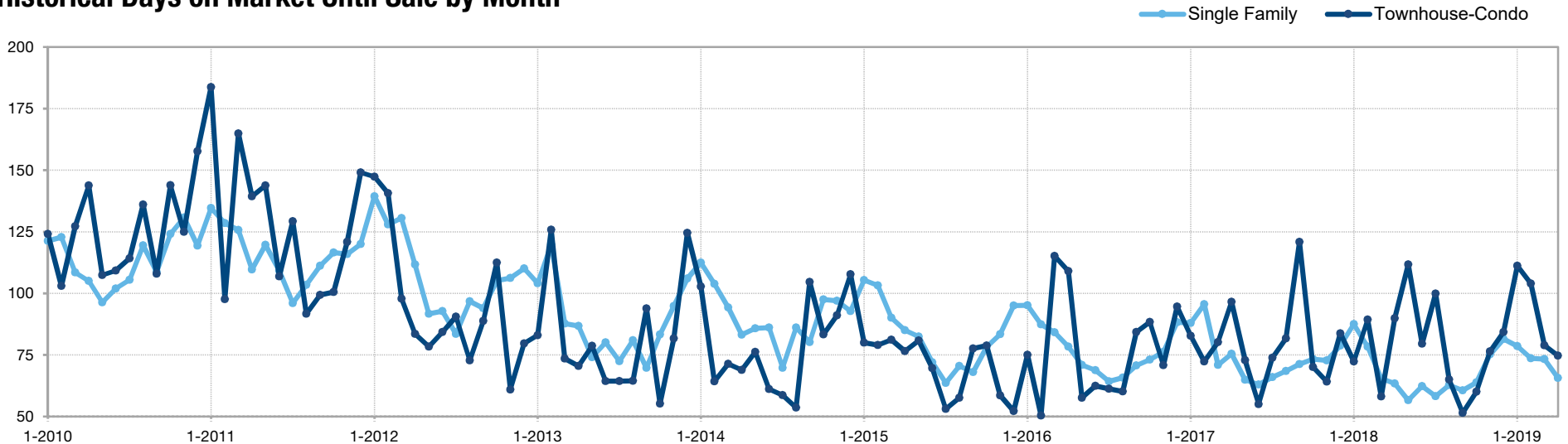
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	104	+16.9%
Mar-2019	73	+12.3%	79	+36.2%
Apr-2019	66	+4.8%	75	-16.7%
12-Month Avg	66	-5.4%	83	+6.8%

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

Historical Days on Market Until Sale by Month



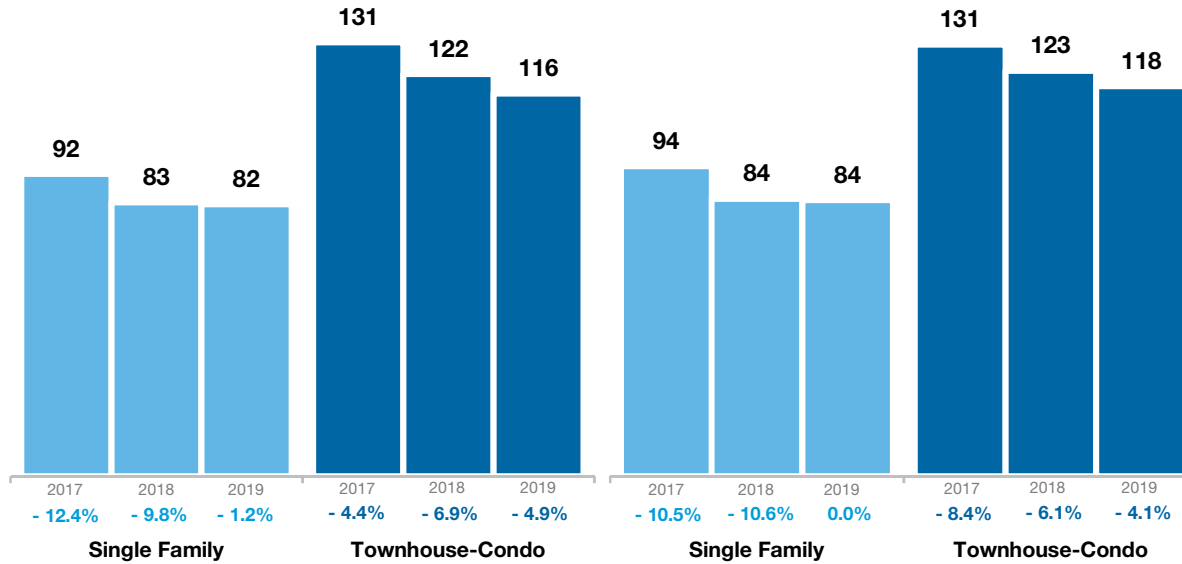
Housing Affordability Index

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.



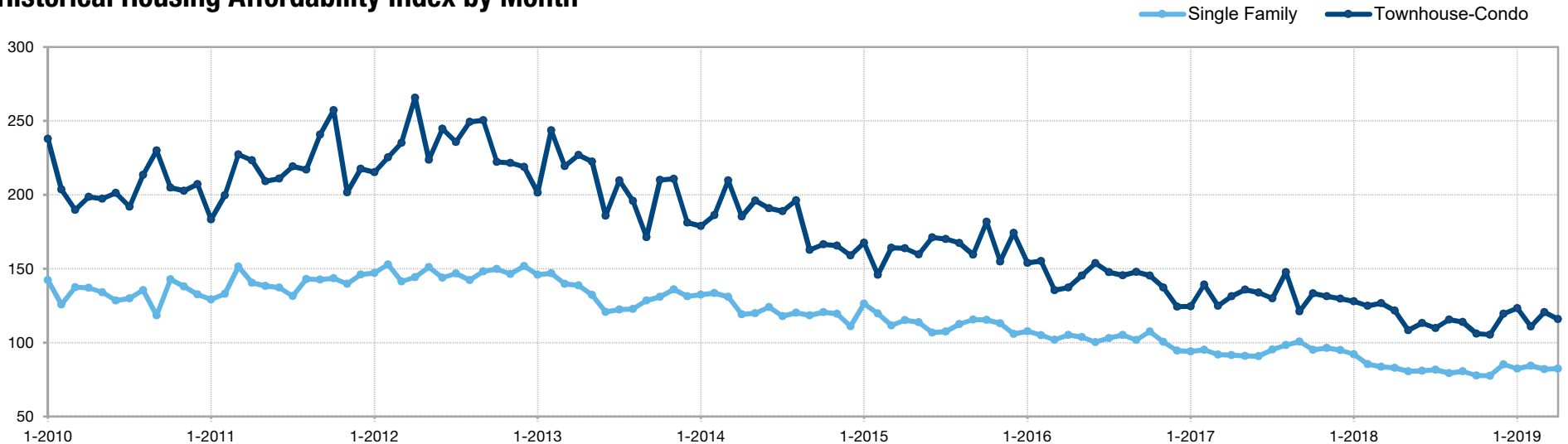
April

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	111	-11.2%
Mar-2019	82	-2.4%	121	-4.7%
Apr-2019	82	-1.2%	116	-4.9%
12-Month Avg	81	-11.1%	92	-11.0%

Historical Housing Affordability Index by Month

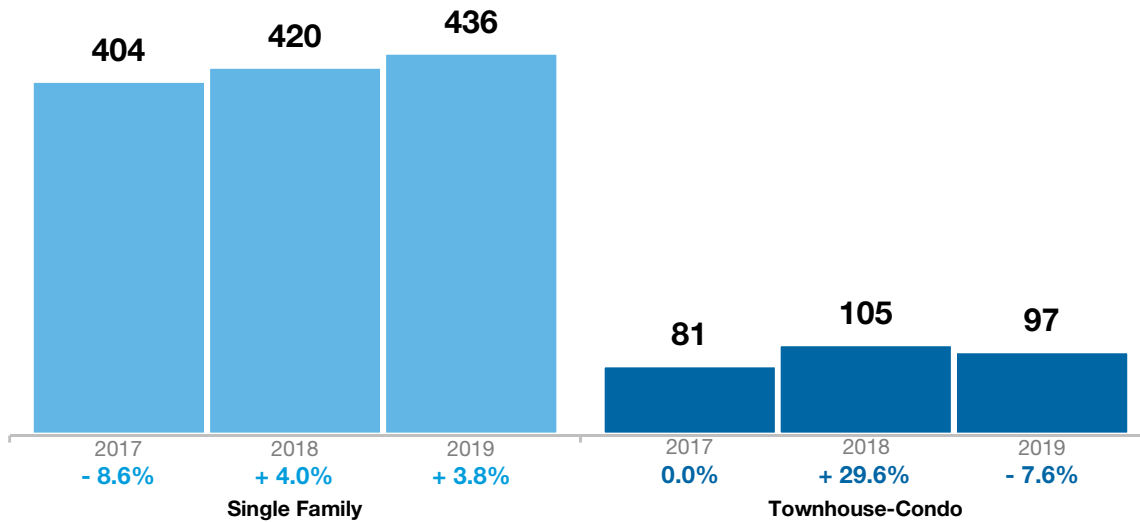


Inventory of Active Listings

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



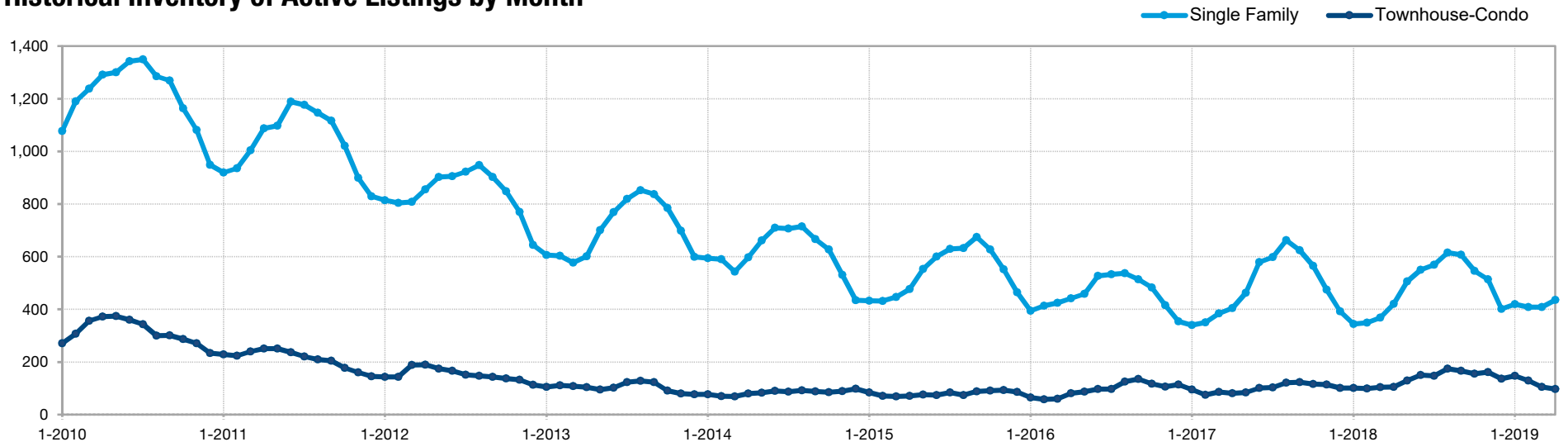
April



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2018	506	+9.3%	129	+53.6%
Jun-2018	550	-5.0%	150	+48.5%
Jul-2018	569	-4.8%	147	+42.7%
Aug-2018	615	-7.1%	175	+44.6%
Sep-2018	607	-2.7%	166	+35.0%
Oct-2018	546	-3.4%	155	+33.6%
Nov-2018	514	+8.2%	161	+41.2%
Dec-2018	401	+2.3%	136	+34.7%
Jan-2019	419	+21.8%	147	+45.5%
Feb-2019	408	+16.9%	129	+30.3%
Mar-2019	408	+10.9%	105	+1.0%
Apr-2019	436	+3.8%	97	-7.6%
12-Month Avg*	498	+2.4%	141	+33.4%

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

Historical Inventory of Active Listings by Month

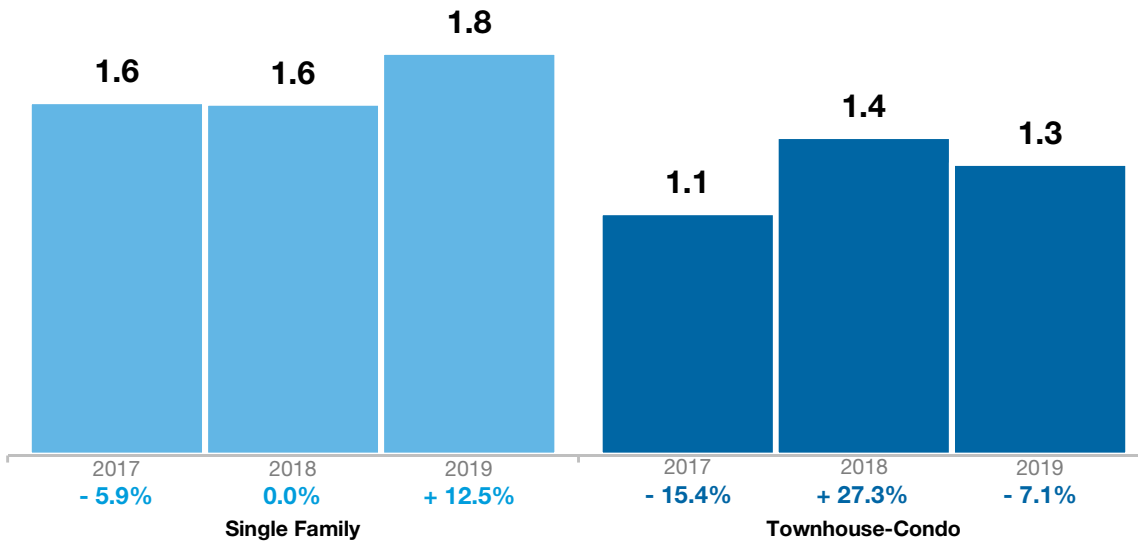


Months Supply of Inventory

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.



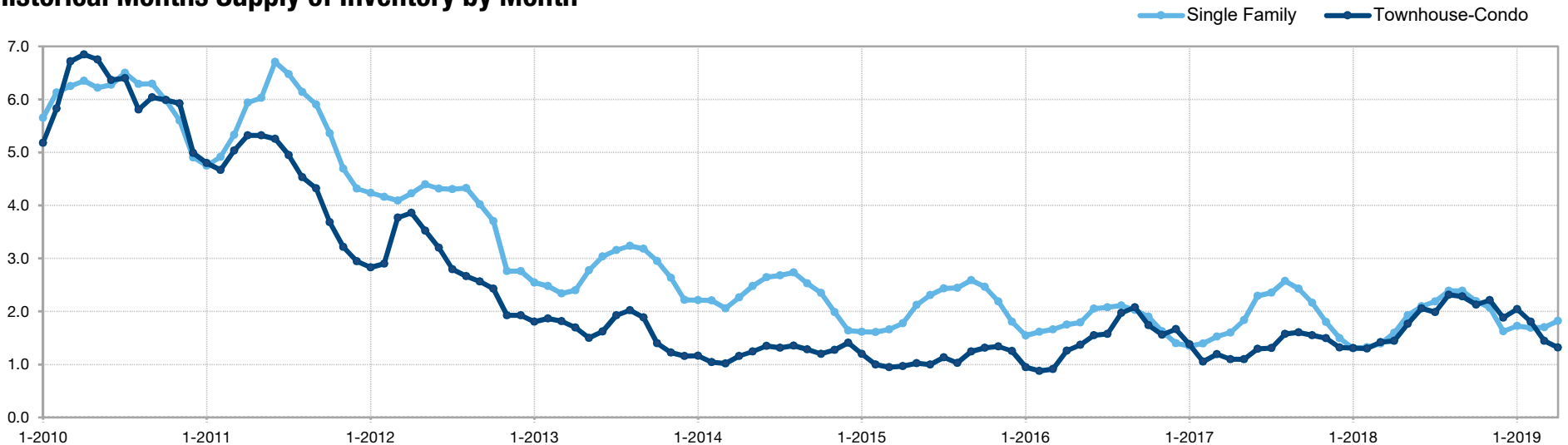
April



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	1.7	+21.4%	1.4	0.0%
Apr-2019	1.8	+12.5%	1.3	-7.1%
12-Month Avg*	2.0	+5.5%	1.9	+39.1%

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



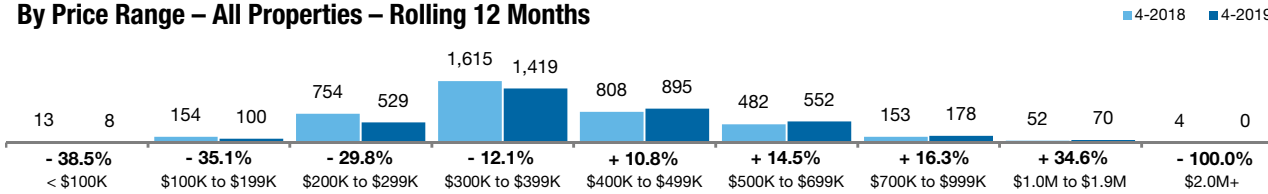
Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		469	487	+ 3.8%	1,535	1,553	+ 1.2%
Pending Sales		377	407	+ 8.0%	296	320	+ 8.1%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		333	332	- 0.3%	1,065	993	- 6.8%
Median Sales Price		\$385,000	\$390,300	+ 1.4%	\$378,000	\$387,500	+ 2.5%
Avg. Sales Price		\$422,564	\$429,293	+ 3.7%	\$413,644	\$428,812	+ 3.7%
Pct. of List Price Received		100.2%	99.3%	- 0.6%	99.6%	99.0%	- 0.6%
Days on Market		70	68	+ 4.1%	73	76	+ 4.1%
Affordability Index		88	90	+ 1.5%	89	91	+ 1.5%
Active Listings		525	533	+ 1.5%	--	--	--
Months Supply		1.6	1.7	+ 9.2%	--	--	--

Sold Listings

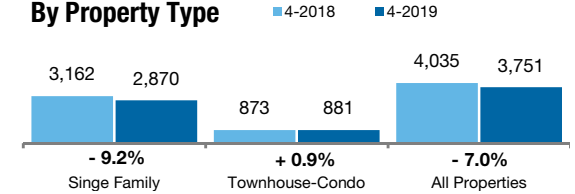
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	13	8	-38.5%	0	0	--
\$100,000 to \$199,999	69	40	-42.0%	85	60	-29.4%
\$200,000 to \$299,999	308	141	-54.2%	446	388	-13.0%
\$300,000 to \$399,999	1,342	1,081	-19.4%	273	338	+23.8%
\$400,000 to \$499,999	768	837	+9.0%	40	58	+45.0%
\$500,000 to \$699,999	465	525	+12.9%	17	27	+58.8%
\$700,000 to \$999,999	146	173	+18.5%	7	5	-28.6%
\$1,000,000 to \$1,999,999	47	65	+38.3%	5	5	0.0%
\$2,000,000 and Above	4	0	-100.0%	0	0	--
All Price Ranges	3,162	2,870	-9.2%	873	881	+0.9%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	3-2019	4-2019	Change	3-2019	4-2019	Change
\$99,999 and Below	1	2	+100.0%	0	0	--
\$100,000 to \$199,999	0	0	--	5	4	-20.0%
\$200,000 to \$299,999	6	10	+66.7%	33	37	+12.1%
\$300,000 to \$399,999	81	89	+9.9%	22	34	+54.5%
\$400,000 to \$499,999	69	75	+8.7%	6	11	+83.3%
\$500,000 to \$699,999	41	46	+12.2%	3	1	-66.7%
\$700,000 to \$999,999	19	19	0.0%	0	0	--
\$1,000,000 to \$1,999,999	6	3	-50.0%	0	1	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	223	244	+9.4%	69	88	+27.5%

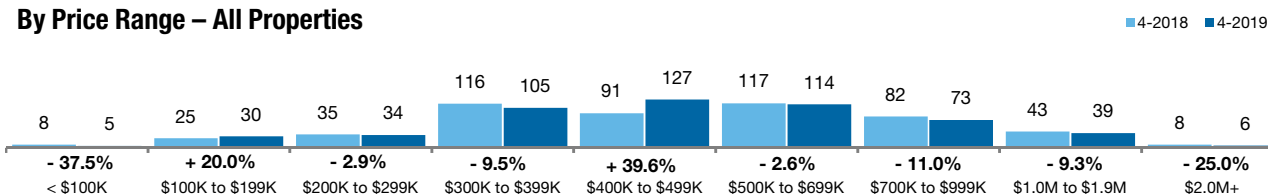
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	0	3	--	0	0	--
\$100,000 to \$199,999	11	5	-54.5%	25	18	-28.0%
\$200,000 to \$299,999	55	34	-38.2%	114	108	-5.3%
\$300,000 to \$399,999	336	274	-18.5%	70	92	+31.4%
\$400,000 to \$499,999	226	227	+0.4%	12	20	+66.7%
\$500,000 to \$699,999	152	135	-11.2%	9	7	-22.2%
\$700,000 to \$999,999	39	52	+33.3%	1	1	0.0%
\$1,000,000 to \$1,999,999	12	16	+33.3%	2	1	-50.0%
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	832	746	-10.3%	233	247	+6.0%

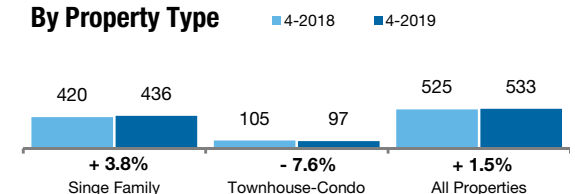
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	8	5	-37.5%	0	0	--
\$100,000 to \$199,999	20	28	+40.0%	5	2	-60.0%
\$200,000 to \$299,999	13	15	+15.4%	22	19	-13.6%
\$300,000 to \$399,999	70	70	0.0%	46	35	-23.9%
\$400,000 to \$499,999	83	120	+44.6%	8	7	-12.5%
\$500,000 to \$699,999	105	98	-6.7%	12	16	+33.3%
\$700,000 to \$999,999	75	59	-21.3%	7	14	+100.0%
\$1,000,000 to \$1,999,999	38	35	-7.9%	5	4	-20.0%
\$2,000,000 and Above	8	6	-25.0%	0	0	--
All Price Ranges	420	436	+3.8%	105	97	-7.6%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	3-2019	4-2019	Change	3-2019	4-2019	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	21	28	+33.3%	6	2	-66.7%
\$200,000 to \$299,999	16	15	-6.3%	26	19	-26.9%
\$300,000 to \$399,999	67	70	+4.5%	43	35	-18.6%
\$400,000 to \$499,999	117	120	+2.6%	10	7	-30.0%
\$500,000 to \$699,999	91	98	+7.7%	11	16	+45.5%
\$700,000 to \$999,999	54	59	+9.3%	9	14	+55.6%
\$1,000,000 to \$1,999,999	31	35	+12.9%	0	4	--
\$2,000,000 and Above	6	6	0.0%	0	0	--
All Price Ranges	408	436	+6.9%	105	97	-7.6%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	0	3	--	0	0	--
\$100,000 to \$199,999	11	5	-54.5%	25	18	-28.0%
\$200,000 to \$299,999	55	34	-38.2%	114	108	-5.3%
\$300,000 to \$399,999	336	274	-18.5%	70	92	+31.4%
\$400,000 to \$499,999	226	227	+0.4%	12	20	+66.7%
\$500,000 to \$699,999	152	135	-11.2%	9	7	-22.2%
\$700,000 to \$999,999	39	52	+33.3%	1	1	0.0%
\$1,000,000 to \$1,999,999	12	16	+33.3%	2	1	-50.0%
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	832	746	-10.3%	233	247	+6.0%

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

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 April 2019

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Berthoud

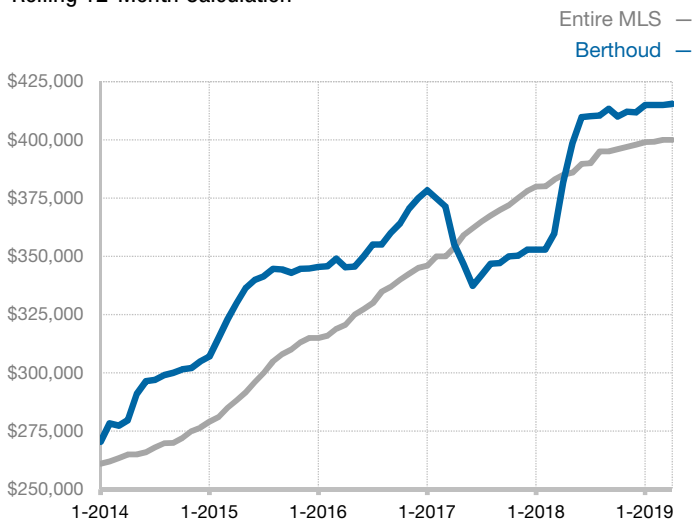
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	63	73	+ 15.9%	156	196	+ 25.6%
Closed Sales	26	42	+ 61.5%	77	127	+ 64.9%
Median Sales Price*	\$398,860	\$416,900	+ 4.5%	\$404,369	\$420,000	+ 3.9%
Average Sales Price*	\$480,915	\$421,856	- 12.3%	\$461,759	\$452,958	- 1.9%
Percent of List Price Received*	99.4%	99.5%	+ 0.1%	99.8%	99.1%	- 0.7%
Days on Market Until Sale	76	102	+ 34.2%	92	115	+ 25.0%
Inventory of Homes for Sale	82	91	+ 11.0%	--	--	--
Months Supply of Inventory	2.6	2.9	+ 11.5%	--	--	--

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

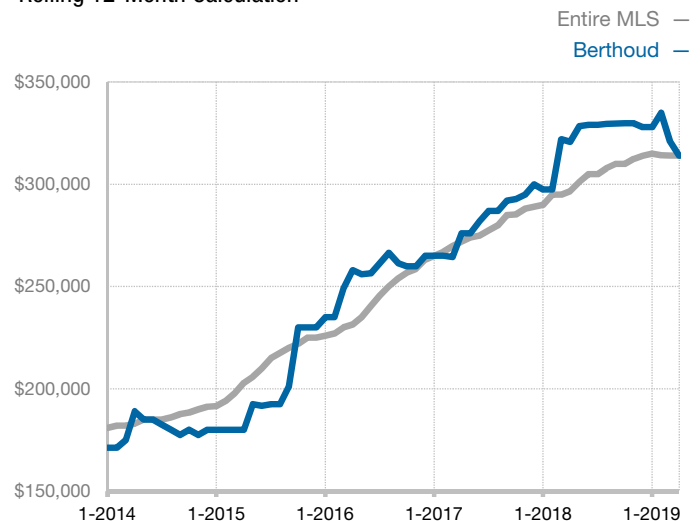
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	0	6	--	13	25	+ 92.3%
Closed Sales	5	1	- 80.0%	9	8	- 11.1%
Median Sales Price*	\$320,970	\$310,256	- 3.3%	\$320,600	\$307,392	- 4.1%
Average Sales Price*	\$326,374	\$310,256	- 4.9%	\$324,727	\$291,879	- 10.1%
Percent of List Price Received*	99.7%	100.0%	+ 0.3%	99.7%	101.0%	+ 1.3%
Days on Market Until Sale	81	210	+ 159.3%	66	110	+ 66.7%
Inventory of Homes for Sale	4	11	+ 175.0%	--	--	--
Months Supply of Inventory	1.8	4.7	+ 161.1%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2019

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Boulder

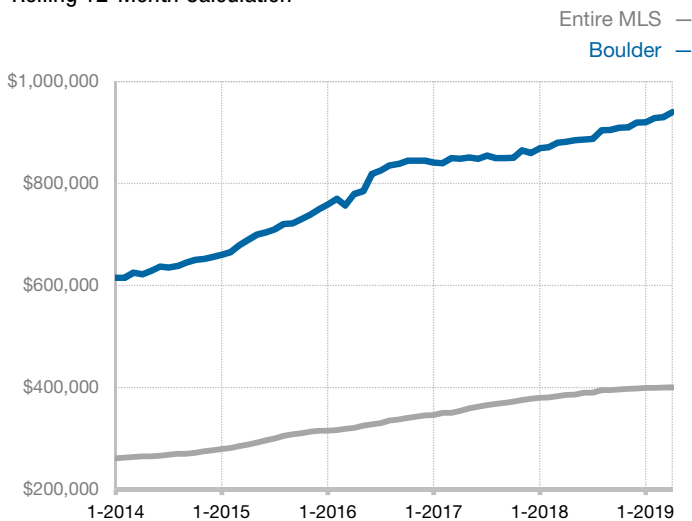
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	174	175	+ 0.6%	484	521	+ 7.6%
Closed Sales	72	86	+ 19.4%	269	252	- 6.3%
Median Sales Price*	\$977,500	\$1,227,500	+ 25.6%	\$905,000	\$987,500	+ 9.1%
Average Sales Price*	\$1,281,796	\$1,339,316	+ 4.5%	\$1,188,391	\$1,282,737	+ 7.9%
Percent of List Price Received*	100.2%	99.0%	- 1.2%	98.9%	98.7%	- 0.2%
Days on Market Until Sale	55	71	+ 29.1%	70	71	+ 1.4%
Inventory of Homes for Sale	191	224	+ 17.3%	--	--	--
Months Supply of Inventory	2.3	2.9	+ 26.1%	--	--	--

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

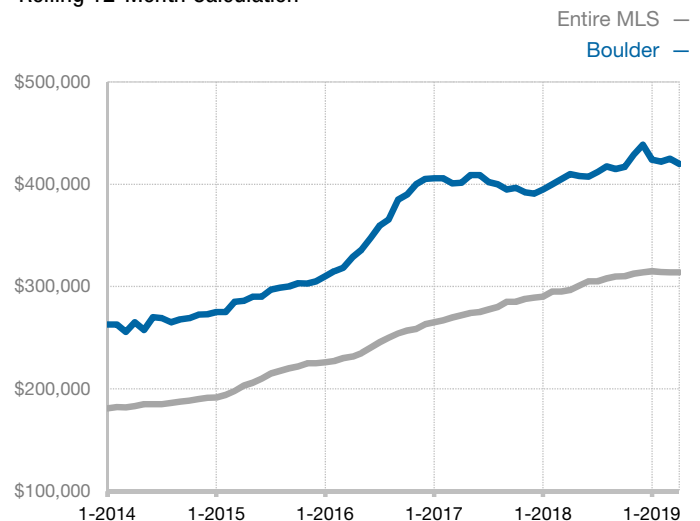
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	91	107	+ 17.6%	324	341	+ 5.2%
Closed Sales	67	50	- 25.4%	215	169	- 21.4%
Median Sales Price*	\$525,000	\$409,500	- 22.0%	\$489,000	\$415,000	- 15.1%
Average Sales Price*	\$576,366	\$552,254	- 4.2%	\$558,655	\$505,940	- 9.4%
Percent of List Price Received*	100.4%	100.2%	- 0.2%	100.1%	99.6%	- 0.5%
Days on Market Until Sale	73	81	+ 11.0%	58	68	+ 17.2%
Inventory of Homes for Sale	109	136	+ 24.8%	--	--	--
Months Supply of Inventory	1.9	2.5	+ 31.6%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Fort Collins

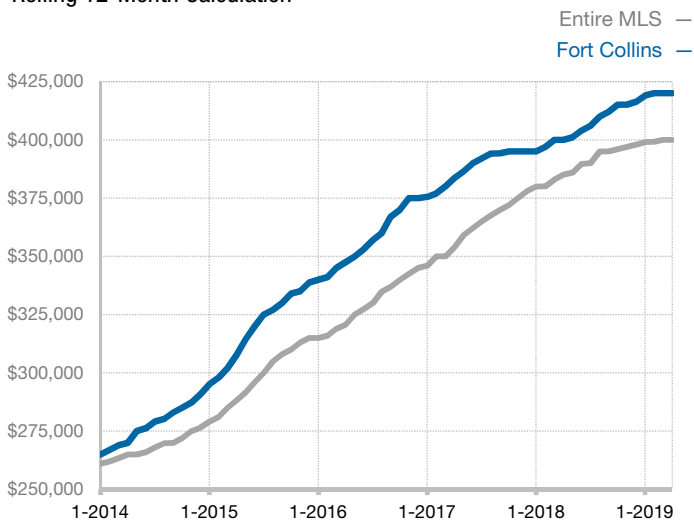
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	264	254	- 3.8%	886	822	- 7.2%
Closed Sales	211	179	- 15.2%	676	551	- 18.5%
Median Sales Price*	\$414,237	\$435,500	+ 5.1%	\$408,750	\$424,000	+ 3.7%
Average Sales Price*	\$469,998	\$476,359	+ 1.4%	\$458,108	\$466,121	+ 1.7%
Percent of List Price Received*	100.3%	99.4%	- 0.9%	99.7%	99.1%	- 0.6%
Days on Market Until Sale	58	57	- 1.7%	68	62	- 8.8%
Inventory of Homes for Sale	244	237	- 2.9%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--

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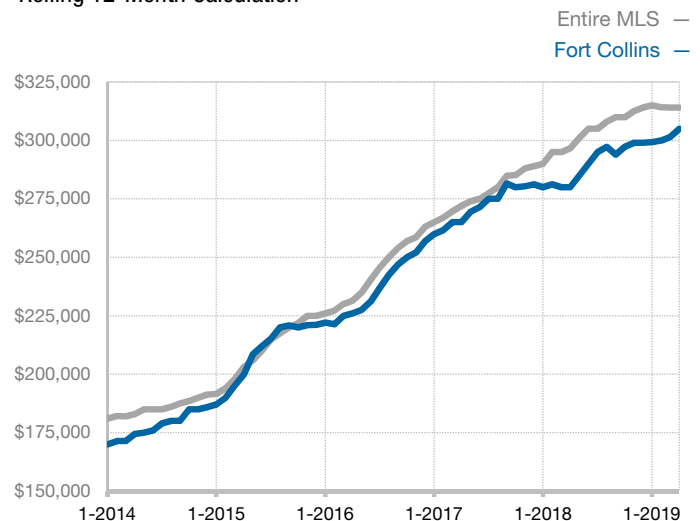
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	91	99	+ 8.8%	311	318	+ 2.3%
Closed Sales	73	79	+ 8.2%	217	223	+ 2.8%
Median Sales Price*	\$280,000	\$314,000	+ 12.1%	\$275,000	\$310,000	+ 12.7%
Average Sales Price*	\$313,907	\$323,292	+ 3.0%	\$305,079	\$315,207	+ 3.3%
Percent of List Price Received*	100.5%	99.2%	- 1.3%	99.8%	99.0%	- 0.8%
Days on Market Until Sale	91	71	- 22.0%	78	84	+ 7.7%
Inventory of Homes for Sale	96	80	- 16.7%	--	--	--
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 April 2019

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Greeley

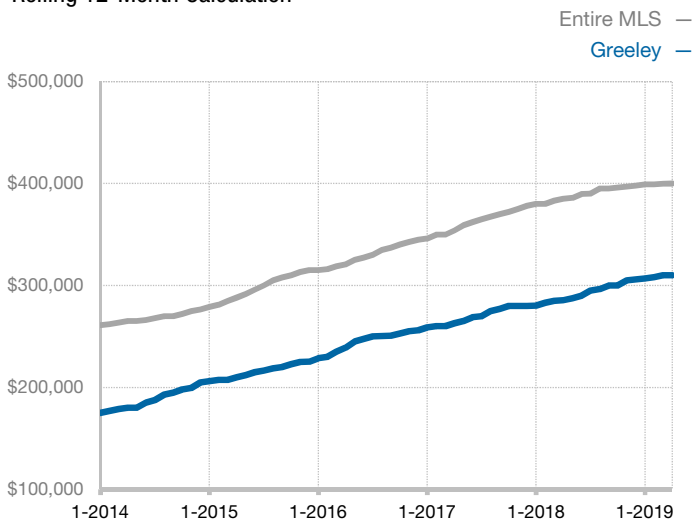
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	193	190	- 1.6%	634	657	+ 3.6%
Closed Sales	121	149	+ 23.1%	406	481	+ 18.5%
Median Sales Price*	\$303,000	\$320,000	+ 5.6%	\$292,250	\$314,296	+ 7.5%
Average Sales Price*	\$310,197	\$339,019	+ 9.3%	\$321,815	\$322,588	+ 0.2%
Percent of List Price Received*	100.3%	99.9%	- 0.4%	100.0%	99.4%	- 0.6%
Days on Market Until Sale	48	58	+ 20.8%	50	60	+ 20.0%
Inventory of Homes for Sale	150	127	- 15.3%	--	--	--
Months Supply of Inventory	1.2	0.9	- 25.0%	--	--	--

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

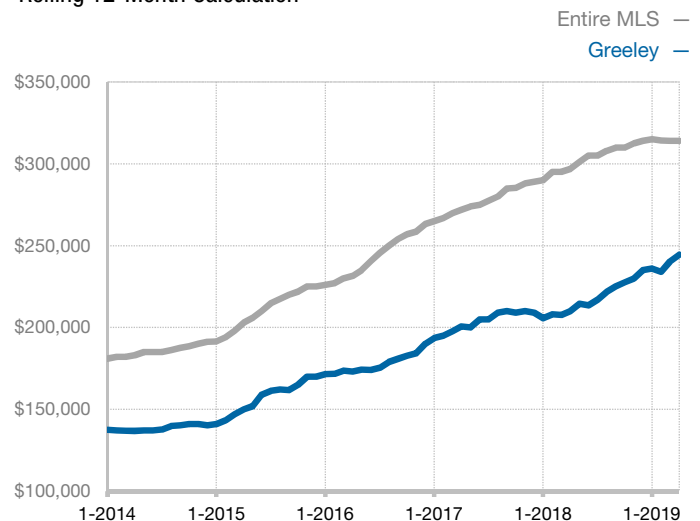
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	30	25	- 16.7%	100	111	+ 11.0%
Closed Sales	22	16	- 27.3%	70	89	+ 27.1%
Median Sales Price*	\$220,250	\$253,000	+ 14.9%	\$210,500	\$245,000	+ 16.4%
Average Sales Price*	\$229,341	\$262,175	+ 14.3%	\$223,531	\$243,799	+ 9.1%
Percent of List Price Received*	99.8%	100.8%	+ 1.0%	100.0%	99.5%	- 0.5%
Days on Market Until Sale	50	43	- 14.0%	44	50	+ 13.6%
Inventory of Homes for Sale	16	20	+ 25.0%	--	--	--
Months Supply of Inventory	0.7	0.9	+ 28.6%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2019

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Johnstown

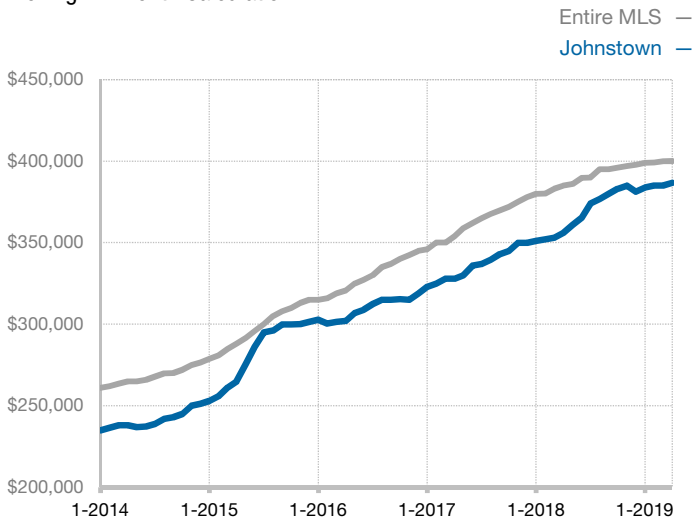
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	51	46	- 9.8%	185	168	- 9.2%
Closed Sales	43	33	- 23.3%	124	106	- 14.5%
Median Sales Price*	\$359,000	\$375,000	+ 4.5%	\$374,950	\$390,000	+ 4.0%
Average Sales Price*	\$384,338	\$401,936	+ 4.6%	\$396,218	\$412,406	+ 4.1%
Percent of List Price Received*	100.2%	100.5%	+ 0.3%	100.3%	99.7%	- 0.6%
Days on Market Until Sale	59	77	+ 30.5%	60	88	+ 46.7%
Inventory of Homes for Sale	56	59	+ 5.4%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--

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

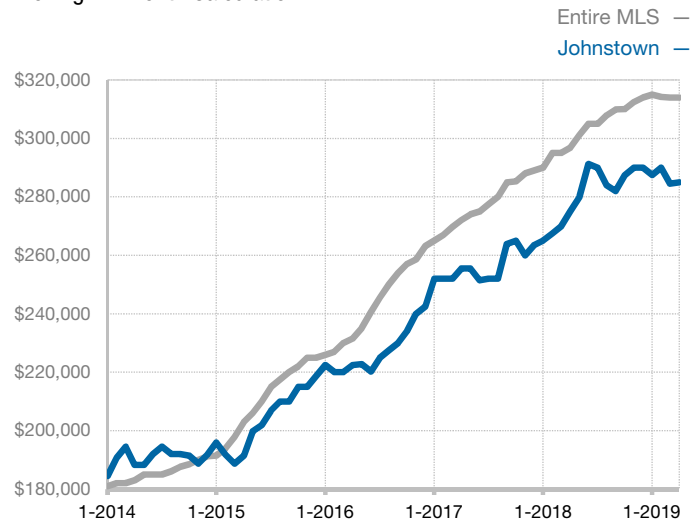
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	2	7	+ 250.0%	13	8	- 38.5%
Closed Sales	1	0	- 100.0%	6	3	- 50.0%
Median Sales Price*	\$280,000	\$0	- 100.0%	\$296,385	\$264,900	- 10.6%
Average Sales Price*	\$280,000	\$0	- 100.0%	\$299,628	\$269,967	- 9.9%
Percent of List Price Received*	98.2%	0.0%	- 100.0%	98.4%	98.0%	- 0.4%
Days on Market Until Sale	44	0	- 100.0%	39	66	+ 69.2%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--

* 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 April 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Longmont

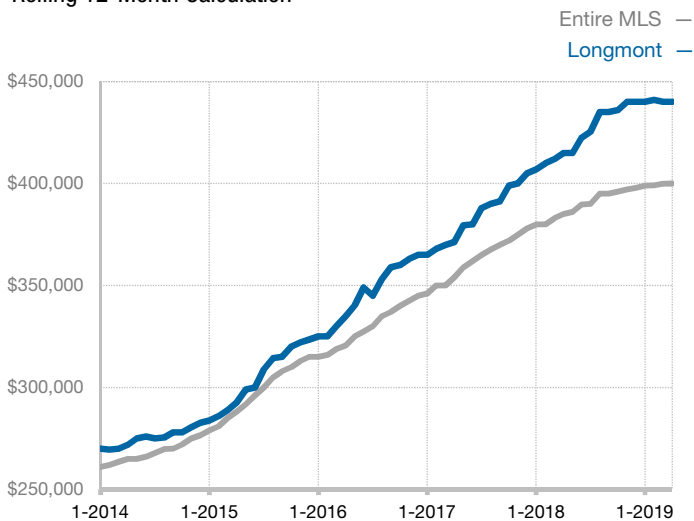
Single Family	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
Key Metrics						
New Listings	178	209	+ 17.4%	513	567	+ 10.5%
Closed Sales	106	115	+ 8.5%	364	358	- 1.6%
Median Sales Price*	\$467,500	\$440,000	- 5.9%	\$448,450	\$443,000	- 1.2%
Average Sales Price*	\$552,217	\$500,191	- 9.4%	\$501,069	\$496,652	- 0.9%
Percent of List Price Received*	100.5%	98.9%	- 1.6%	99.8%	98.8%	- 1.0%
Days on Market Until Sale	50	59	+ 18.0%	65	62	- 4.6%
Inventory of Homes for Sale	197	226	+ 14.7%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

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

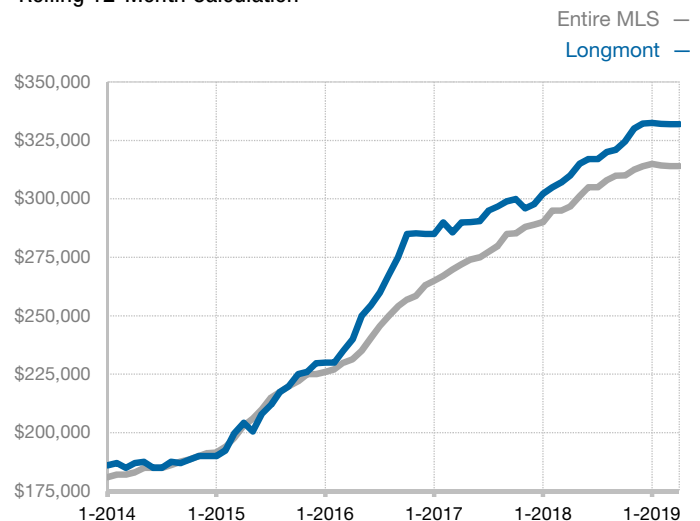
Townhouse-Condo	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
Key Metrics						
New Listings	40	49	+ 22.5%	127	154	+ 21.3%
Closed Sales	31	33	+ 6.5%	96	95	- 1.0%
Median Sales Price*	\$324,900	\$313,700	- 3.4%	\$328,181	\$325,000	- 1.0%
Average Sales Price*	\$363,056	\$343,473	- 5.4%	\$352,153	\$349,685	- 0.7%
Percent of List Price Received*	102.3%	100.2%	- 2.1%	101.2%	99.9%	- 1.3%
Days on Market Until Sale	45	92	+ 104.4%	55	84	+ 52.7%
Inventory of Homes for Sale	27	62	+ 129.6%	--	--	--
Months Supply of Inventory	0.9	2.2	+ 144.4%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2019

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Loveland

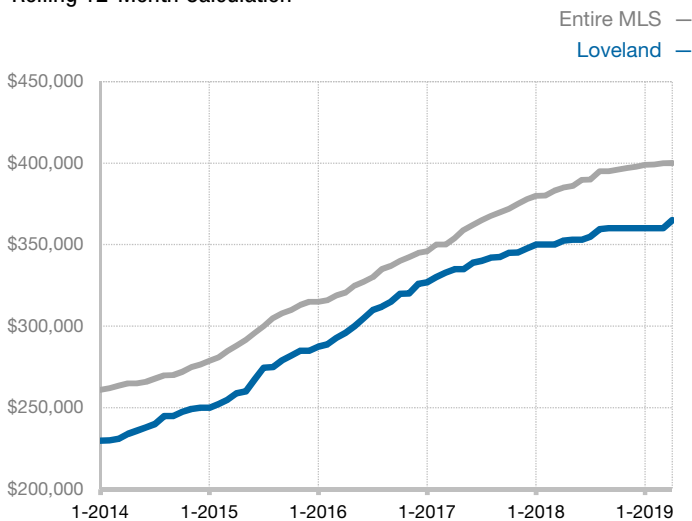
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	196	190	- 3.1%	547	561	+ 2.6%
Closed Sales	104	120	+ 15.4%	358	379	+ 5.9%
Median Sales Price*	\$360,150	\$376,250	+ 4.5%	\$360,000	\$374,950	+ 4.2%
Average Sales Price*	\$387,532	\$425,804	+ 9.9%	\$406,030	\$430,056	+ 5.9%
Percent of List Price Received*	100.1%	99.6%	- 0.5%	99.7%	99.1%	- 0.6%
Days on Market Until Sale	74	47	- 36.5%	78	65	- 16.7%
Inventory of Homes for Sale	169	189	+ 11.8%	--	--	--
Months Supply of Inventory	1.3	1.6	+ 23.1%	--	--	--

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

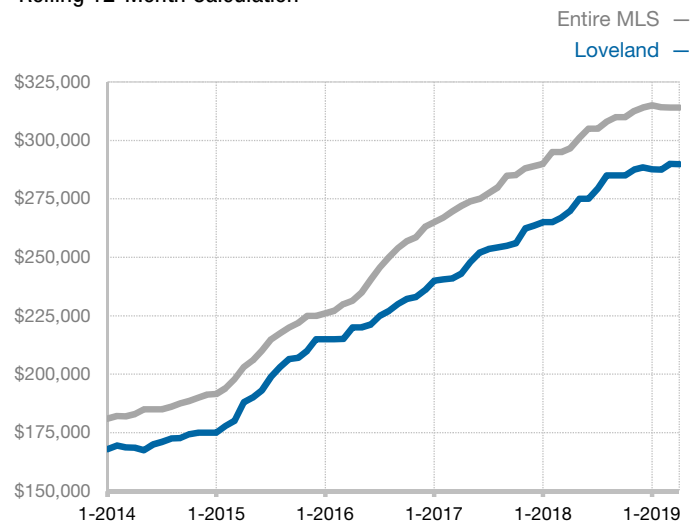
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	43	29	- 32.6%	129	115	- 10.9%
Closed Sales	30	33	+ 10.0%	93	86	- 7.5%
Median Sales Price*	\$305,000	\$289,900	- 5.0%	\$290,000	\$290,000	0.0%
Average Sales Price*	\$300,898	\$294,756	- 2.0%	\$303,996	\$303,614	- 0.1%
Percent of List Price Received*	100.9%	99.8%	- 1.1%	100.2%	99.8%	- 0.4%
Days on Market Until Sale	118	101	- 14.4%	118	120	+ 1.7%
Inventory of Homes for Sale	62	56	- 9.7%	--	--	--
Months Supply of Inventory	2.6	2.1	- 19.2%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

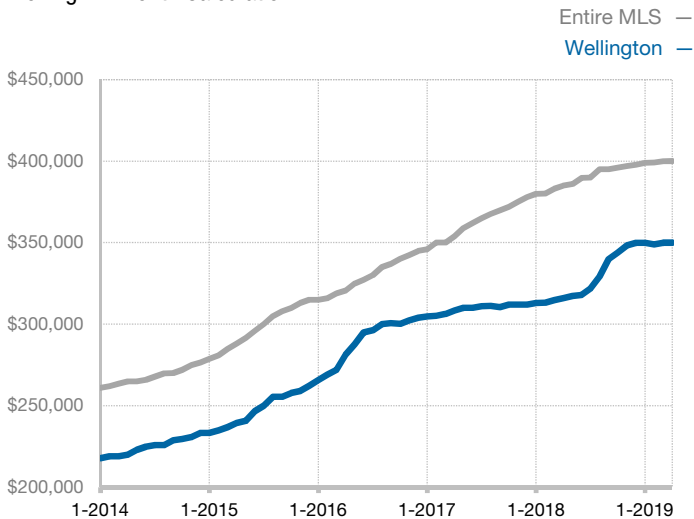
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	37	47	+ 27.0%	104	145	+ 39.4%
Closed Sales	25	34	+ 36.0%	76	96	+ 26.3%
Median Sales Price*	\$359,900	\$367,055	+ 2.0%	\$341,465	\$347,529	+ 1.8%
Average Sales Price*	\$386,395	\$366,130	- 5.2%	\$368,608	\$378,252	+ 2.6%
Percent of List Price Received*	99.2%	99.5%	+ 0.3%	99.5%	99.9%	+ 0.4%
Days on Market Until Sale	66	85	+ 28.8%	66	78	+ 18.2%
Inventory of Homes for Sale	29	49	+ 69.0%	--	--	--
Months Supply of Inventory	0.9	2.0	+ 122.2%	--	--	--

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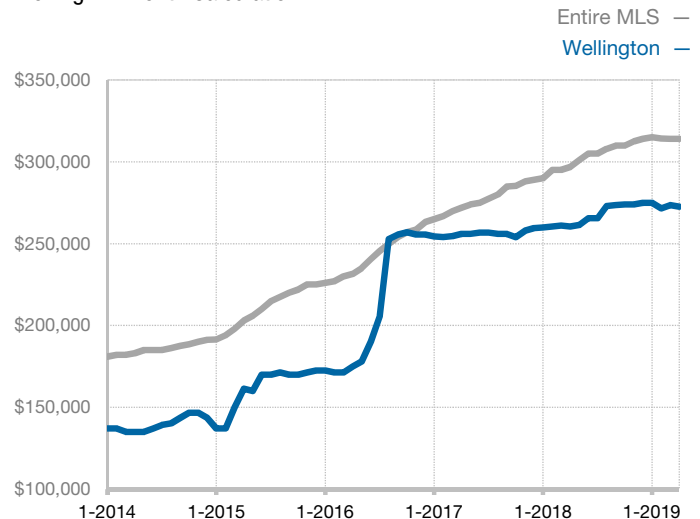
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	10	8	- 20.0%	27	28	+ 3.7%
Closed Sales	3	9	+ 200.0%	10	23	+ 130.0%
Median Sales Price*	\$255,000	\$266,100	+ 4.4%	\$264,950	\$265,900	+ 0.4%
Average Sales Price*	\$246,667	\$264,636	+ 7.3%	\$247,970	\$265,423	+ 7.0%
Percent of List Price Received*	101.7%	100.2%	- 1.5%	100.5%	99.6%	- 0.9%
Days on Market Until Sale	24	109	+ 354.2%	71	127	+ 78.9%
Inventory of Homes for Sale	8	4	- 50.0%	--	--	--
Months Supply of Inventory	2.0	0.8	- 60.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

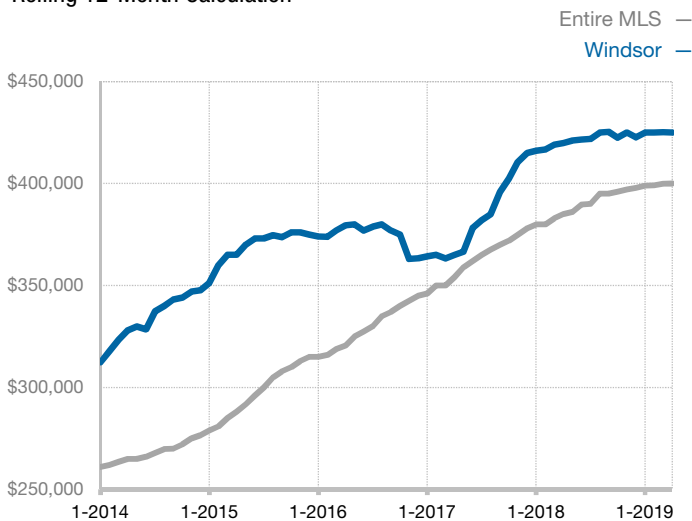
Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	121	121	0.0%	391	466	+ 19.2%
Closed Sales	76	78	+ 2.6%	227	268	+ 18.1%
Median Sales Price*	\$418,269	\$406,904	- 2.7%	\$407,000	\$418,837	+ 2.9%
Average Sales Price*	\$439,456	\$455,547	+ 3.7%	\$452,262	\$462,674	+ 2.3%
Percent of List Price Received*	99.7%	99.5%	- 0.2%	99.7%	99.2%	- 0.5%
Days on Market Until Sale	94	96	+ 2.1%	103	100	- 2.9%
Inventory of Homes for Sale	188	206	+ 9.6%	--	--	--
Months Supply of Inventory	2.8	2.8	0.0%	--	--	--

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Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	20	10	- 50.0%	69	69	0.0%
Closed Sales	4	13	+ 225.0%	23	37	+ 60.9%
Median Sales Price*	\$325,250	\$282,700	- 13.1%	\$320,500	\$305,000	- 4.8%
Average Sales Price*	\$329,206	\$297,695	- 9.6%	\$304,169	\$312,561	+ 2.8%
Percent of List Price Received*	100.4%	99.6%	- 0.8%	101.4%	100.0%	- 1.4%
Days on Market Until Sale	74	128	+ 73.0%	103	134	+ 30.1%
Inventory of Homes for Sale	77	47	- 39.0%	--	--	--
Months Supply of Inventory	10.9	4.2	- 61.5%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

