



FCBR 2019

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Monthly Indicators



October 2019

New Listings remained flat for single family homes but increased 24.7 percent for townhouse condo properties. Pending Sales landed at 225 for single family homes and 67 for townhouse-condo properties.

The Median Sales Price was up 4.7 percent to \$415,433 for single family homes and 1.2 percent to \$294,000 for townhouse-condo properties. Days on Market increased 31.3 percent for single family homes and 30.0 percent for townhouse-condo properties.

As we begin the slower time of year for home sales, historically low mortgage rates will continue to support buyer demand and may create additional lift to home prices as excellent affordability gives buyers the ability to offer more to secure their dream home. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced market.

Activity Snapshot

+ 7.5%	+ 31.3%	+ 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	10-2018	10-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		279	279	0.0%	3,373	3,468	+ 2.8%
Pending Sales		236	225	- 4.7%	2,590	2,545	- 1.7%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		213	229	+ 7.5%	2,537	2,412	- 4.9%
Median Sales Price		\$396,900	\$415,433	+ 4.7%	\$410,000	\$425,000	+ 3.7%
Avg. Sales Price		\$451,021	\$474,434	+ 5.2%	\$454,547	\$466,454	+ 2.6%
Pct. of List Price Received		98.9%	98.8%	- 0.1%	99.6%	99.2%	- 0.4%
Days on Market		64	84	+ 31.3%	64	68	+ 6.3%
Affordability Index		78	90	+ 15.4%	75	88	+ 17.3%
Active Listings		547	600	+ 9.7%	--	--	--
Months Supply		2.2	2.5	+ 13.6%	--	--	--

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.



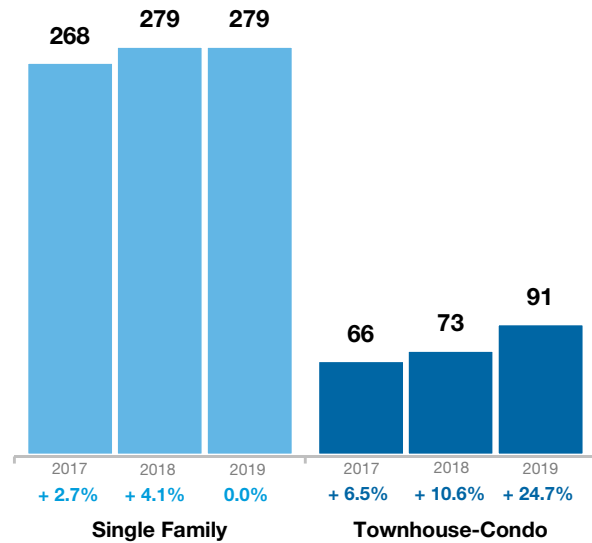
Key Metrics	Historical Sparkbars	10-2018	10-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		73	91	+ 24.7%	910	1,021	+ 12.2%
Pending Sales		71	67	- 5.6%	744	757	+ 1.7%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		66	52	- 21.2%	748	721	- 3.6%
Median Sales Price		\$290,588	\$294,000	+ 1.2%	\$293,500	\$290,000	- 1.2%
Avg. Sales Price		\$310,596	\$306,712	- 1.3%	\$307,825	\$310,264	+ 0.8%
Pct. of List Price Received		99.2%	98.1%	- 1.1%	100.0%	99.2%	- 0.8%
Days on Market		60	78	+ 30.0%	81	72	- 11.1%
Affordability Index		106	128	+ 20.8%	105	129	+ 22.9%
Active Listings		157	192	+ 22.3%	--	--	--
Months Supply		2.2	2.7	+ 22.7%	--	--	--

New Listings

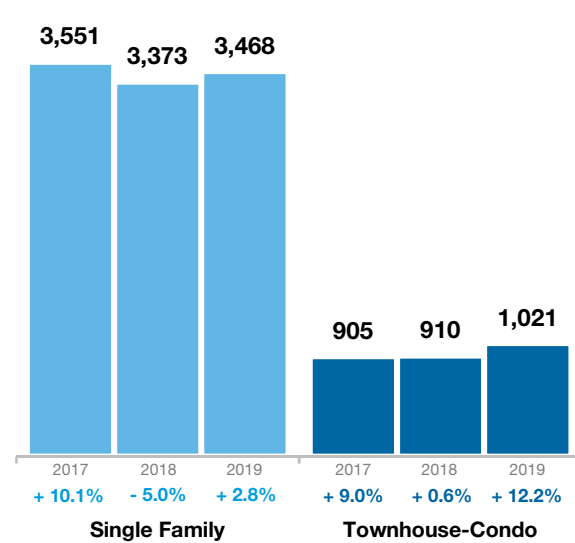
A count of the properties that have been newly listed on the market in a given month.



October

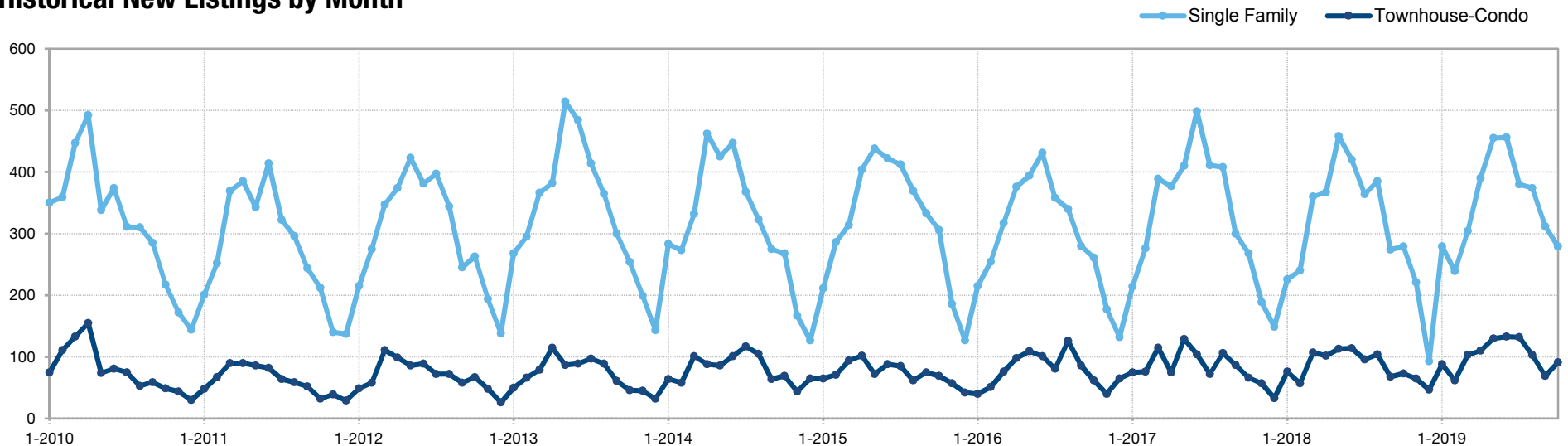


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	221	+16.9%	65	+14.0%
Dec-2018	93	-37.6%	47	+42.4%
Jan-2019	279	+23.5%	88	+15.8%
Feb-2019	239	-0.4%	62	+8.8%
Mar-2019	304	-15.6%	103	-3.7%
Apr-2019	390	+6.3%	110	+7.8%
May-2019	455	-0.7%	130	+15.0%
Jun-2019	456	+8.6%	133	+16.7%
Jul-2019	380	+4.4%	132	+37.5%
Aug-2019	374	-2.9%	103	-1.0%
Sep-2019	312	+13.9%	69	+1.5%
Oct-2019	279	0.0%	91	+24.7%
12-Month Avg	315	+1.9%	94	+13.3%

Historical New Listings by Month

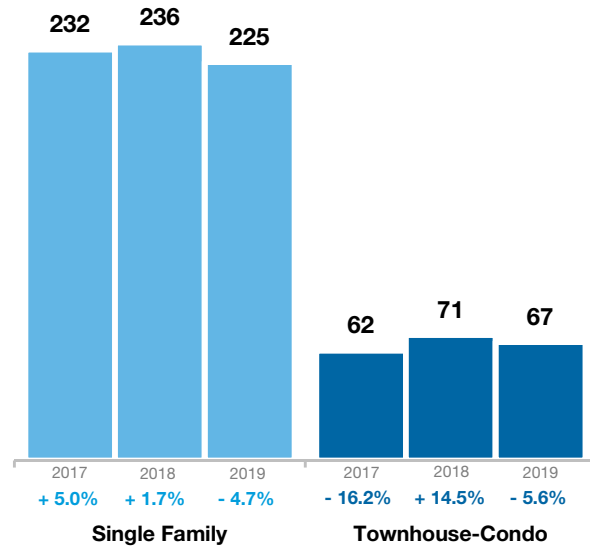


Pending Sales

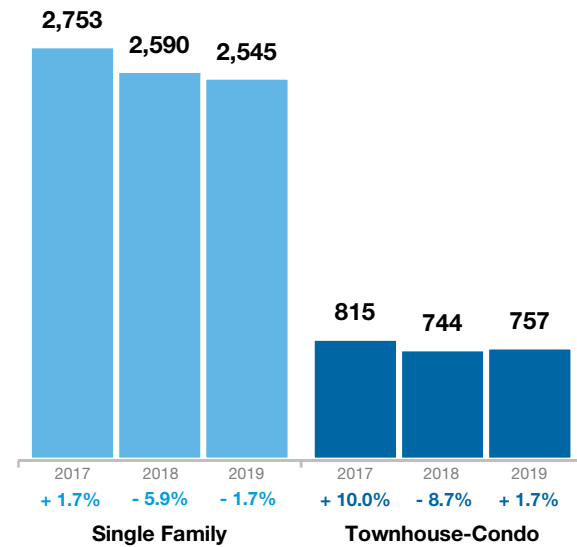
A count of the properties on which offers have been accepted in a given month.



October

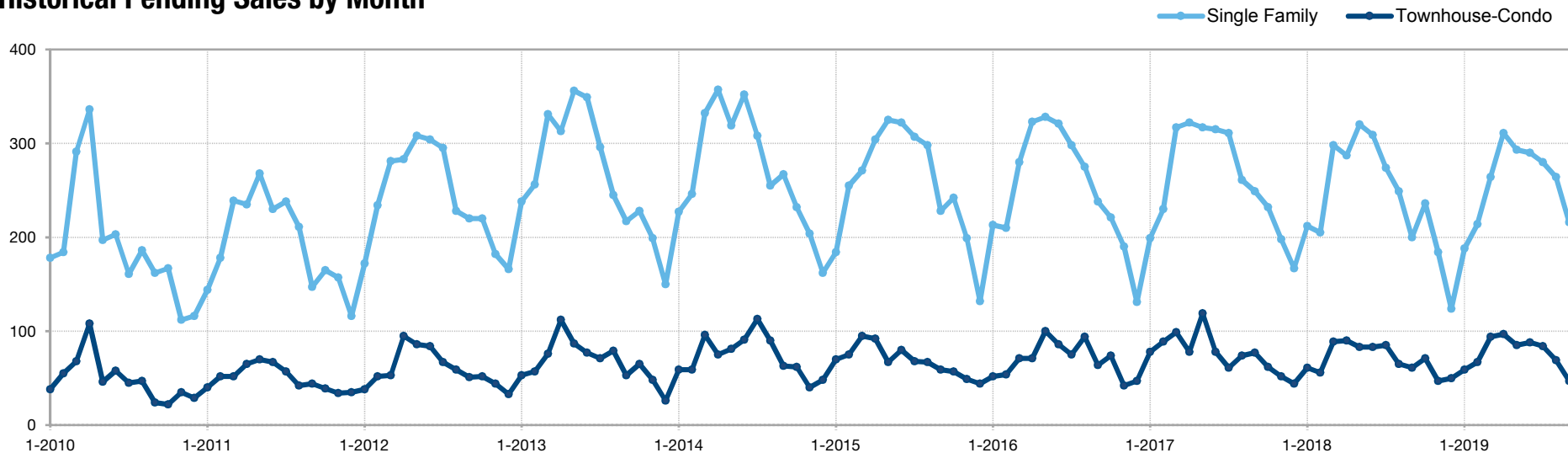


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	184	-7.1%	47	-9.6%
Dec-2018	124	-25.7%	50	+13.6%
Jan-2019	188	-11.3%	59	-3.3%
Feb-2019	214	+4.4%	67	+19.6%
Mar-2019	264	-11.4%	94	+5.6%
Apr-2019	311	+8.4%	97	+7.8%
May-2019	293	-8.4%	85	+2.4%
Jun-2019	290	-6.1%	88	+6.0%
Jul-2019	280	+2.2%	84	-1.2%
Aug-2019	264	+6.0%	69	+6.2%
Sep-2019	216	+8.0%	47	-23.0%
Oct-2019	225	-4.7%	67	-5.6%
12-Month Avg	238	-3.5%	71	+1.7%

Historical Pending Sales by Month

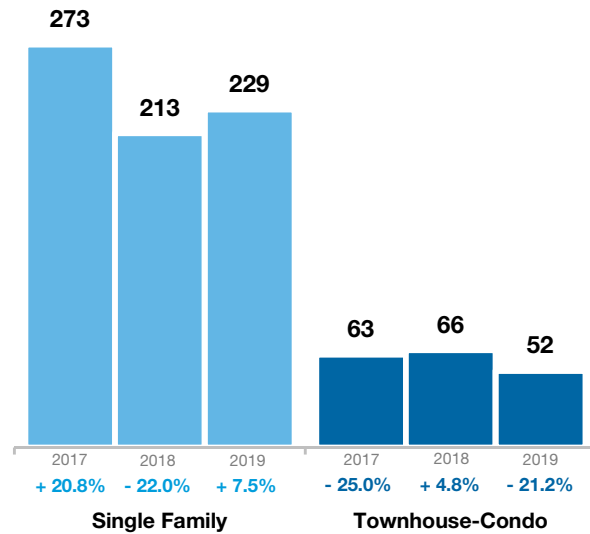


Sold Listings

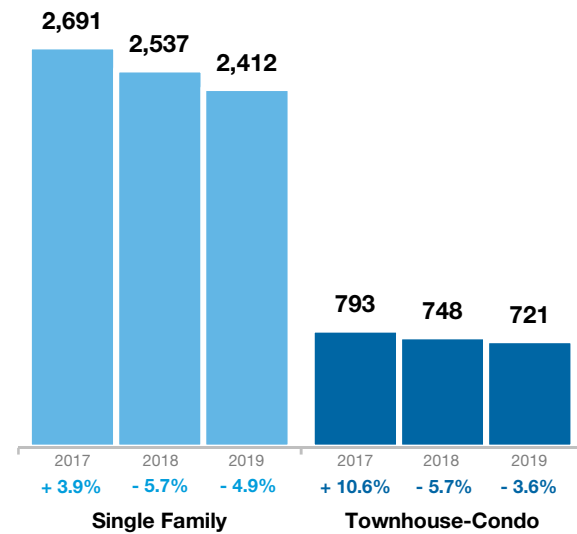
A count of the actual sales that closed in a given month.



October

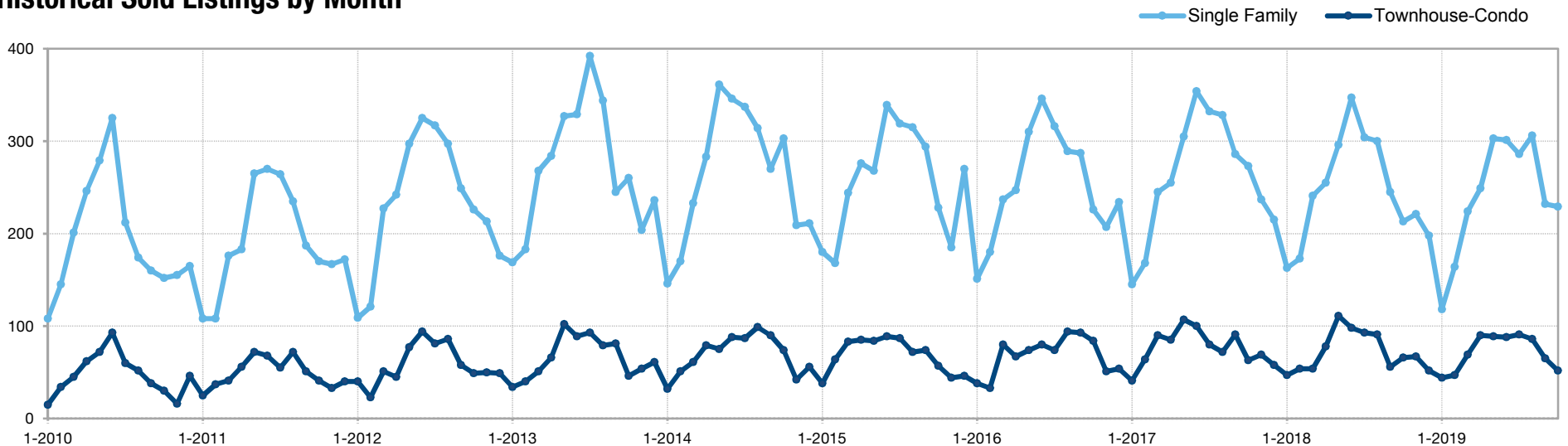


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	221	-6.8%	67	-2.9%
Dec-2018	198	-7.9%	52	-10.3%
Jan-2019	118	-27.6%	44	-6.4%
Feb-2019	164	-5.2%	47	-13.0%
Mar-2019	224	-7.1%	69	+27.8%
Apr-2019	249	-2.4%	90	+15.4%
May-2019	303	+2.4%	89	-19.8%
Jun-2019	301	-13.3%	88	-10.2%
Jul-2019	286	-5.9%	91	-2.2%
Aug-2019	306	+2.0%	86	-5.5%
Sep-2019	232	-5.3%	65	+16.1%
Oct-2019	229	+7.5%	52	-21.2%
12-Month Avg	236	-5.3%	70	-4.0%

Historical Sold Listings by Month

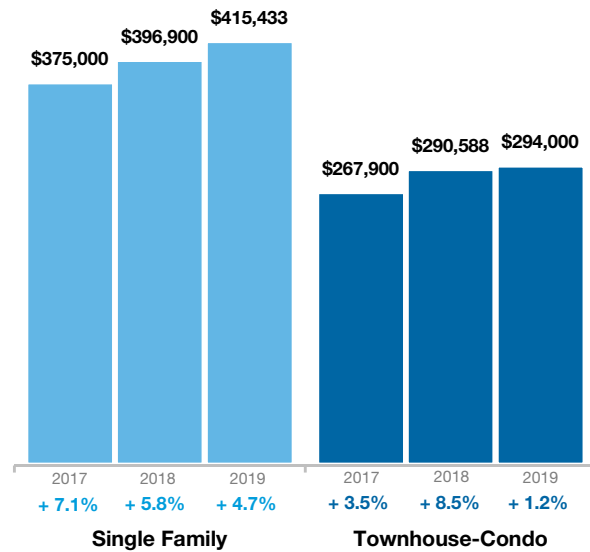


Median Sales Price

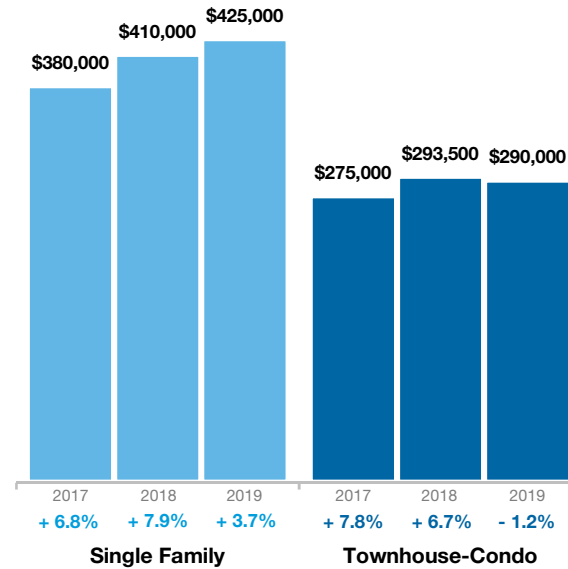
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



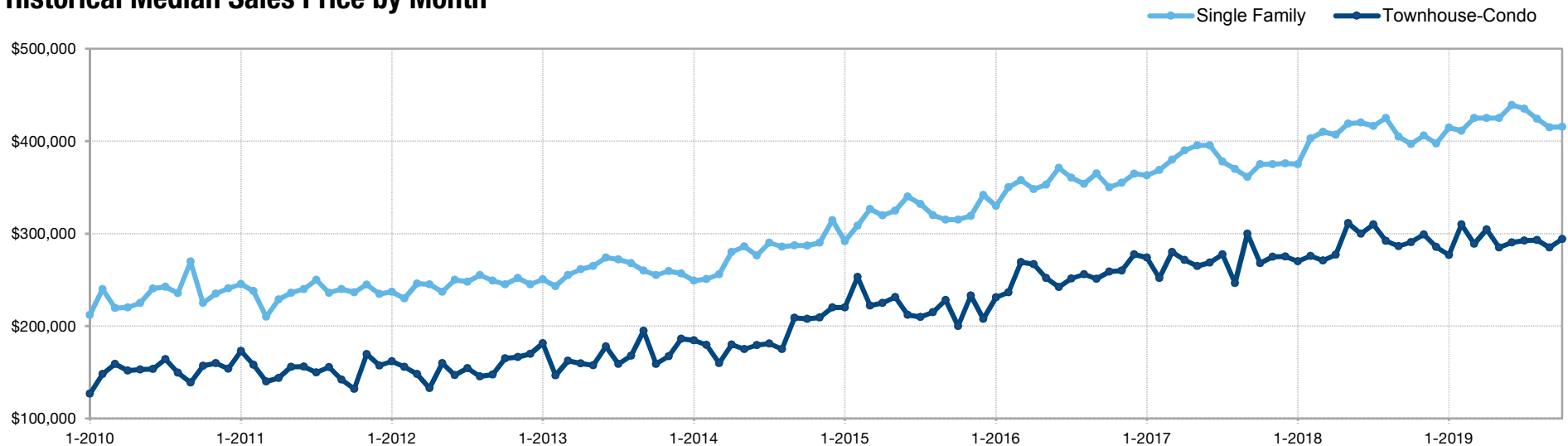
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	\$406,000	+8.3%	\$299,000	+8.7%
Dec-2018	\$397,325	+5.7%	\$285,550	+3.8%
Jan-2019	\$414,500	+10.5%	\$277,000	+2.6%
Feb-2019	\$411,250	+2.0%	\$310,000	+12.4%
Mar-2019	\$425,000	+3.7%	\$289,000	+6.6%
Apr-2019	\$425,000	+4.4%	\$304,613	+9.9%
May-2019	\$425,000	+1.4%	\$285,000	-8.5%
Jun-2019	\$439,000	+4.5%	\$290,314	-3.2%
Jul-2019	\$434,901	+4.5%	\$292,500	-5.6%
Aug-2019	\$423,963	-0.2%	\$293,000	+0.3%
Sep-2019	\$415,000	+2.5%	\$285,000	-0.5%
Oct-2019	\$415,433	+4.7%	\$294,000	+1.2%
12-Month Avg*	\$422,000	+4.2%	\$290,150	+0.1%

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

Historical Median Sales Price by Month

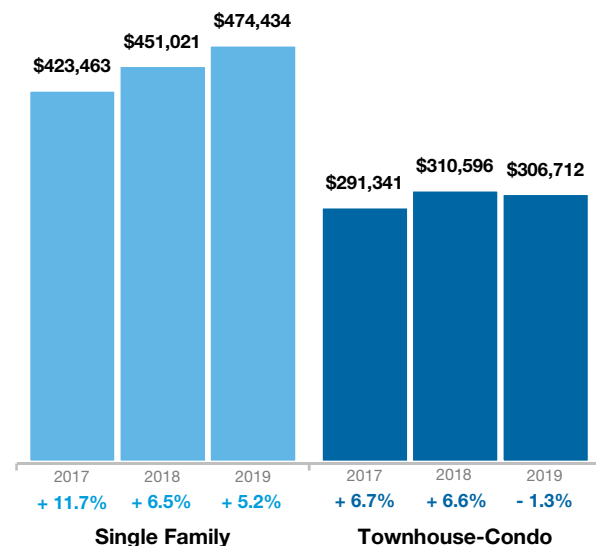


Average Sales Price

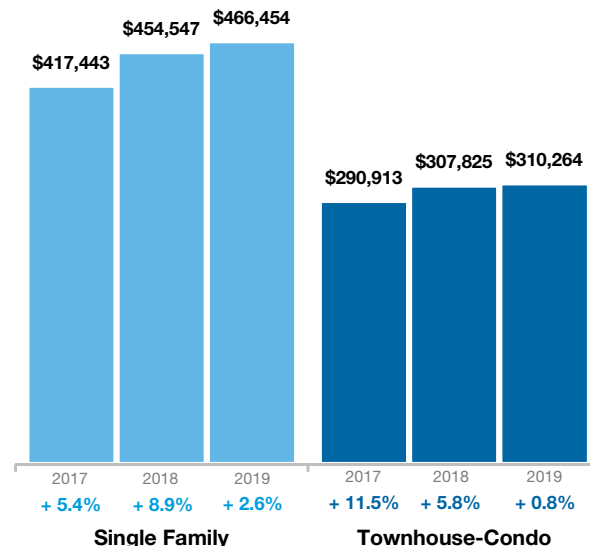
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



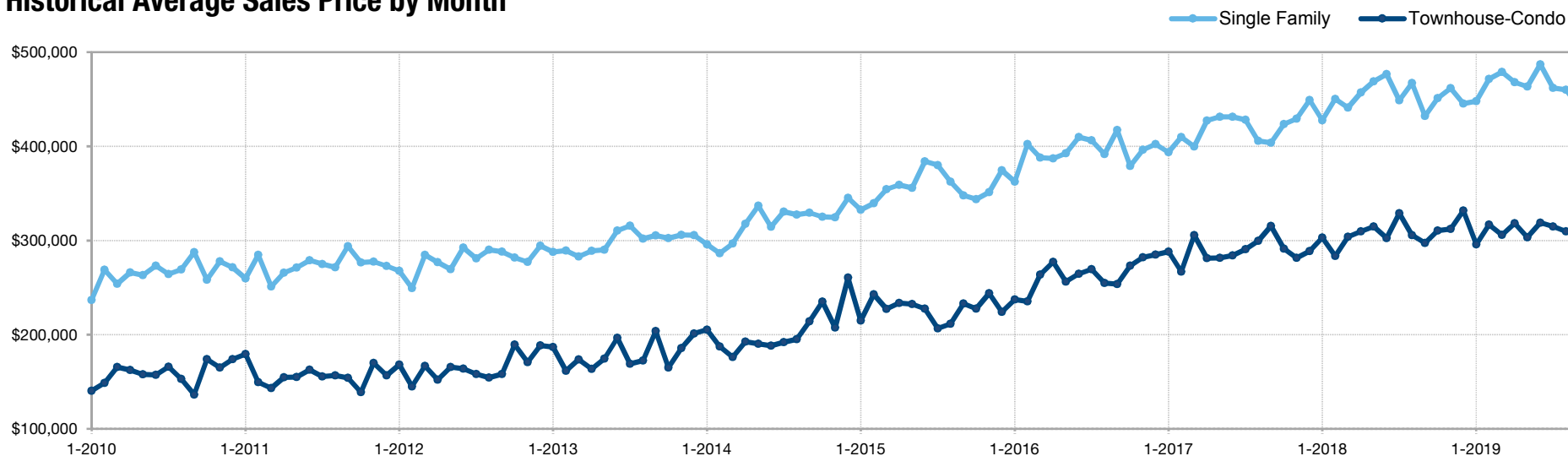
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	\$461,573	+7.5%	\$312,247	+10.9%
Dec-2018	\$445,357	-0.8%	\$331,756	+14.9%
Jan-2019	\$447,888	+4.7%	\$295,785	-2.4%
Feb-2019	\$471,399	+4.7%	\$316,914	+11.8%
Mar-2019	\$478,978	+8.6%	\$305,863	+0.6%
Apr-2019	\$467,890	+2.4%	\$318,276	+2.8%
May-2019	\$463,380	-1.2%	\$303,377	-3.7%
Jun-2019	\$487,001	+2.2%	\$318,871	+5.4%
Jul-2019	\$461,814	+2.9%	\$314,797	-4.3%
Aug-2019	\$460,069	-1.5%	\$309,687	+1.3%
Sep-2019	\$442,281	+2.3%	\$303,876	+2.2%
Oct-2019	\$474,434	+5.2%	\$306,712	-1.3%
12-Month Avg*	\$464,596	+2.8%	\$311,753	+2.4%

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

Historical Average Sales Price by Month



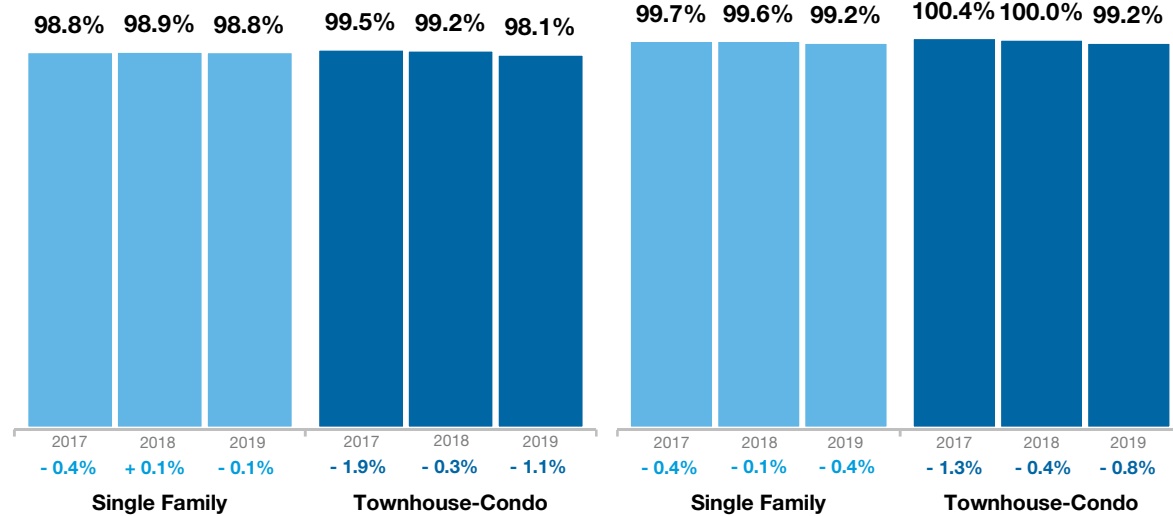
Percent of List Price Received

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.



October

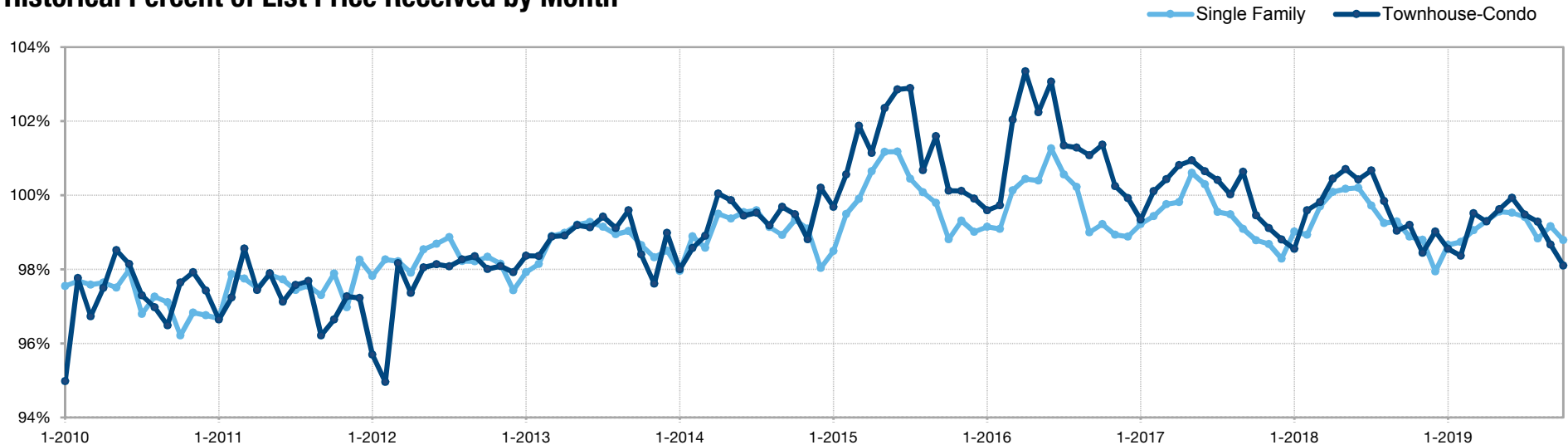
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	98.8%	+0.1%	98.4%	-0.7%
Dec-2018	97.9%	-0.4%	99.0%	+0.2%
Jan-2019	98.7%	-0.3%	98.6%	0.0%
Feb-2019	98.7%	-0.2%	98.4%	-1.2%
Mar-2019	99.1%	-0.6%	99.5%	-0.3%
Apr-2019	99.3%	-0.8%	99.3%	-1.1%
May-2019	99.6%	-0.6%	99.6%	-1.1%
Jun-2019	99.5%	-0.7%	99.9%	-0.5%
Jul-2019	99.4%	-0.3%	99.5%	-1.2%
Aug-2019	98.8%	-0.4%	99.3%	-0.5%
Sep-2019	99.2%	-0.1%	98.7%	-0.3%
Oct-2019	98.8%	-0.1%	98.1%	-1.1%
12-Month Avg*	99.4%	-0.4%	99.8%	-0.7%

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

Historical Percent of List Price Received by Month

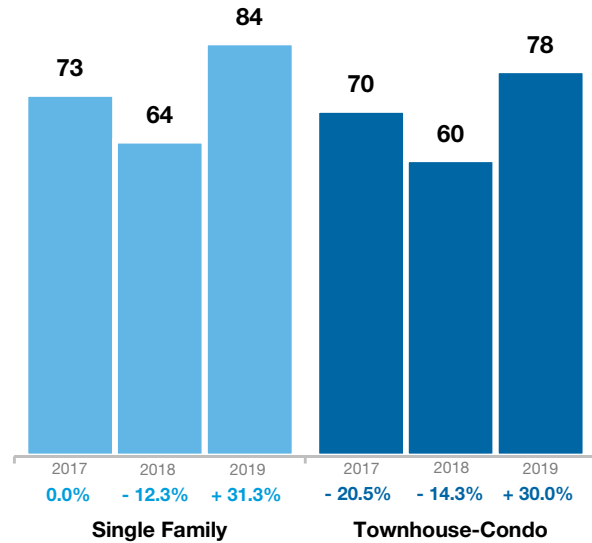


Days on Market Until Sale

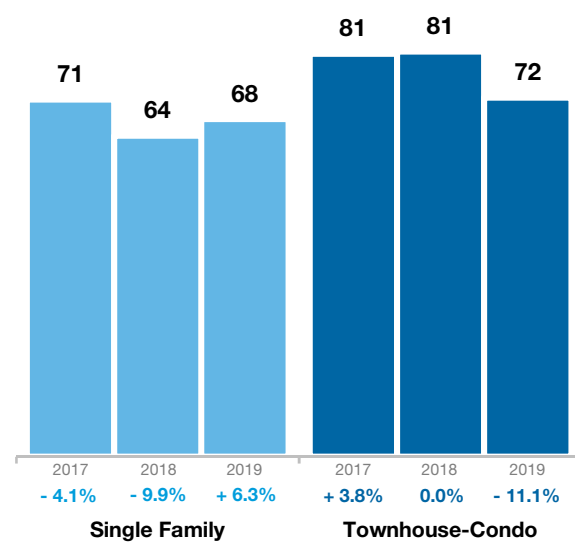
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



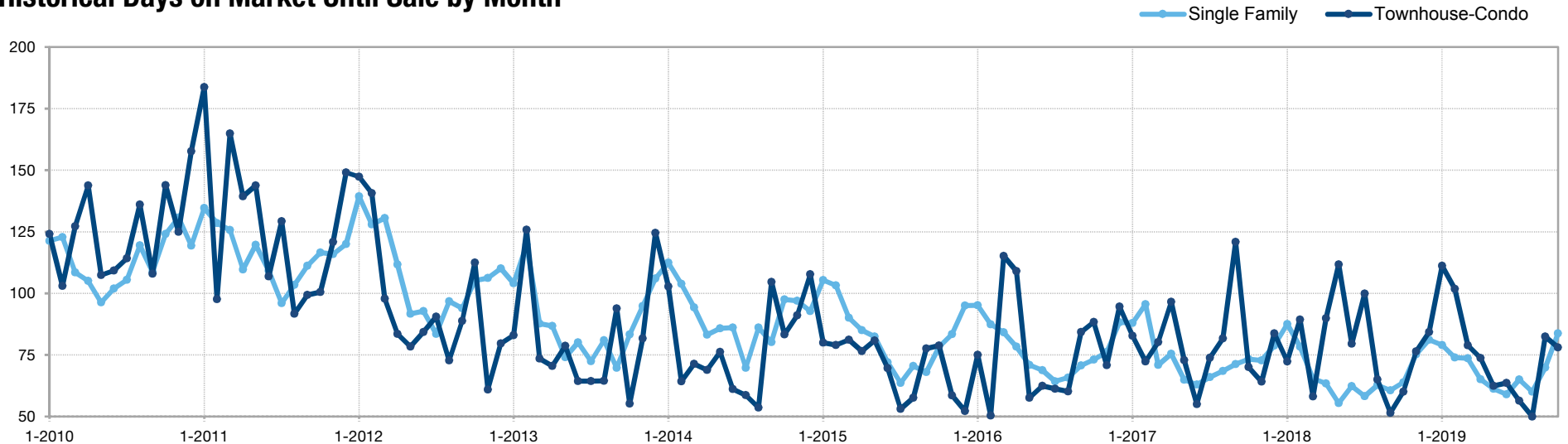
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	102	+14.6%
Mar-2019	74	+13.8%	79	+36.2%
Apr-2019	65	+3.2%	74	-17.8%
May-2019	61	+10.9%	62	-44.6%
Jun-2019	59	-4.8%	64	-20.0%
Jul-2019	65	+12.1%	56	-44.0%
Aug-2019	60	-4.8%	50	-23.1%
Sep-2019	70	+14.8%	82	+57.7%
Oct-2019	84	+31.3%	78	+30.0%
12-Month Avg	69	+4.8%	73	-8.7%

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

Historical Days on Market Until Sale by Month

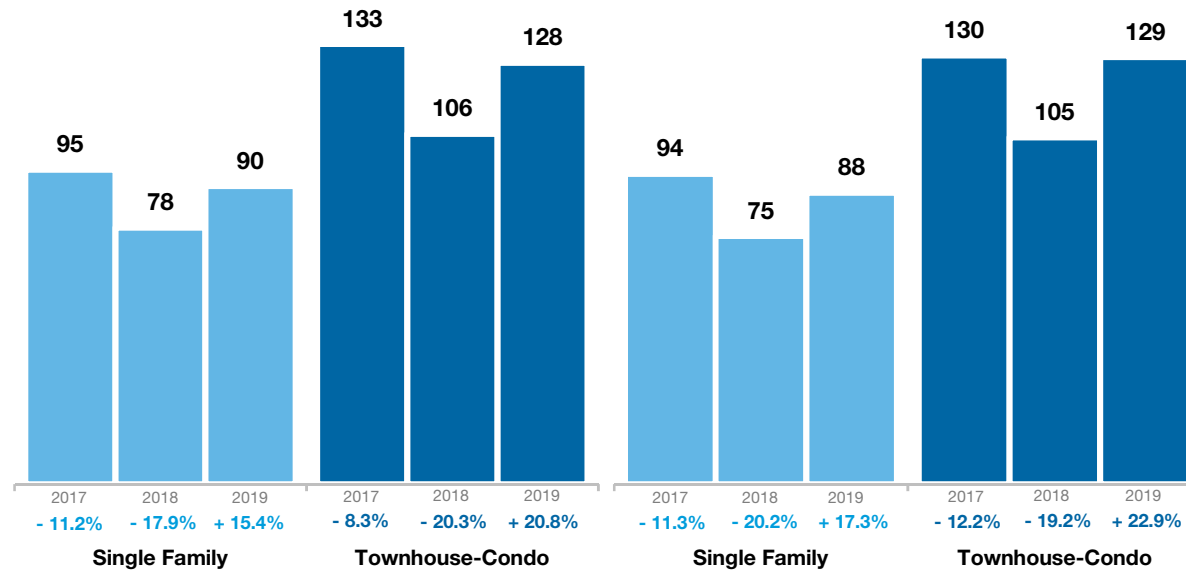


Housing Affordability Index

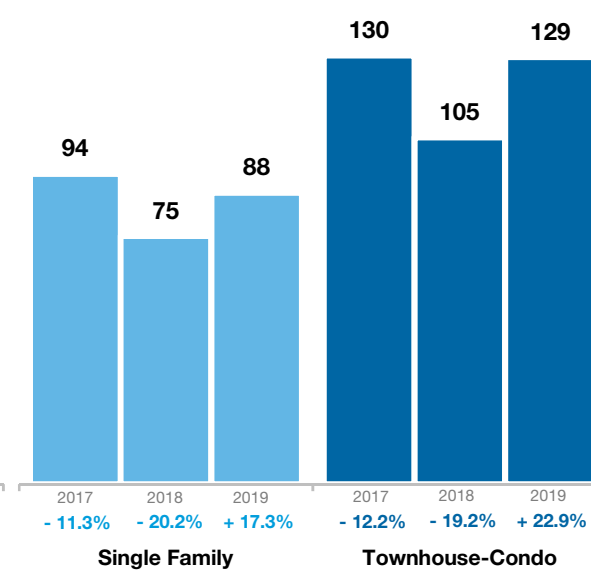
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

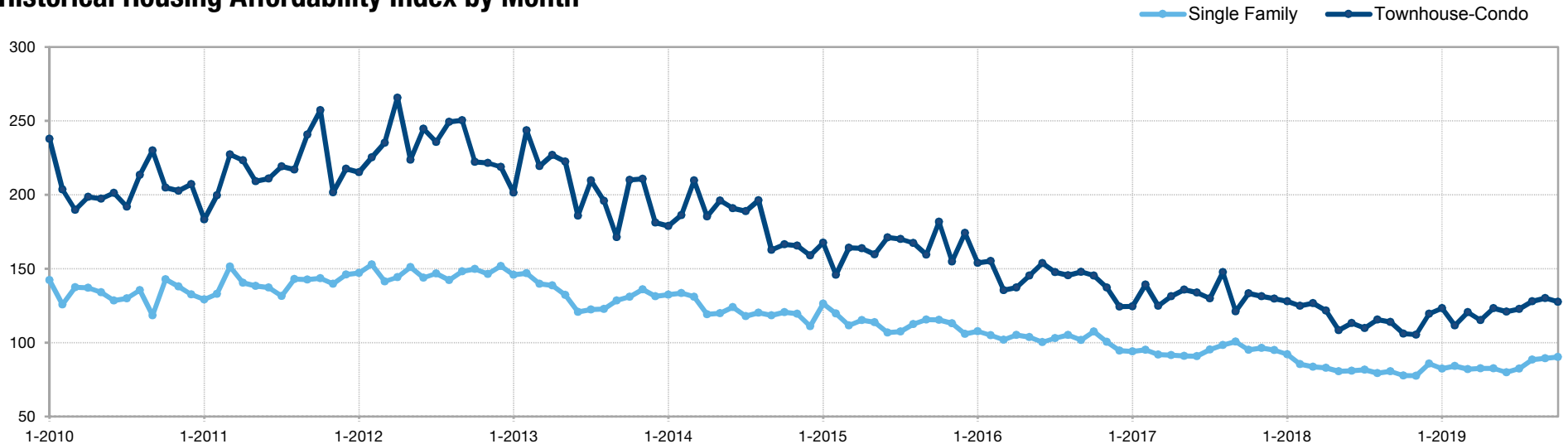


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	78	-18.8%	105	-19.8%
Dec-2018	86	-9.5%	119	-8.5%
Jan-2019	82	-10.9%	123	-3.9%
Feb-2019	84	-2.3%	112	-10.4%
Mar-2019	82	-2.4%	121	-4.7%
Apr-2019	83	0.0%	115	-5.7%
May-2019	83	+2.5%	123	+13.9%
Jun-2019	80	-1.2%	121	+7.1%
Jul-2019	83	+1.2%	123	+11.8%
Aug-2019	88	+11.4%	128	+10.3%
Sep-2019	89	+9.9%	130	+14.0%
Oct-2019	90	+15.4%	128	+20.8%
12-Month Avg	84	+6.2%	85	+7.4%

Historical Housing Affordability Index by Month

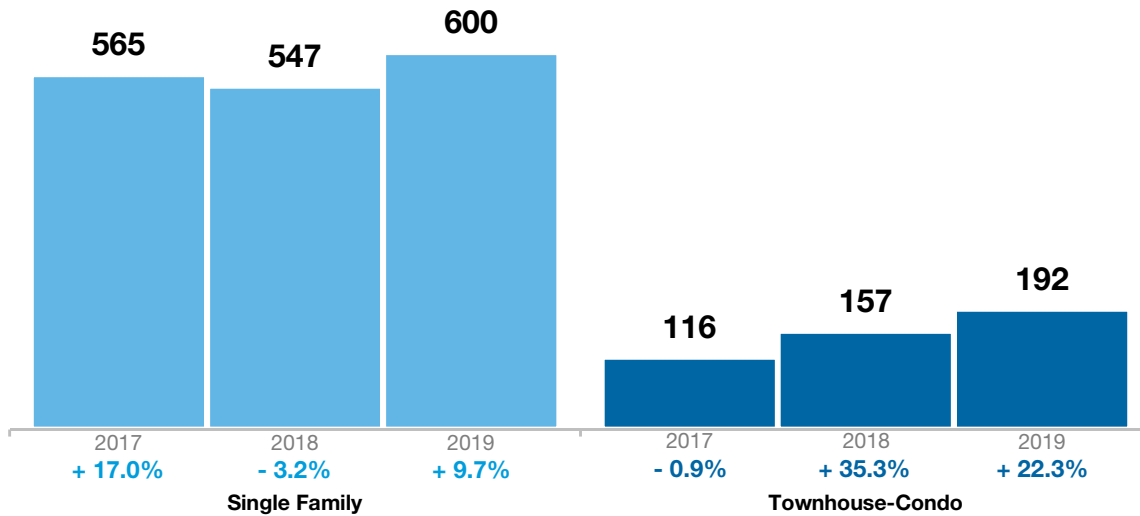


Inventory of Active Listings

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



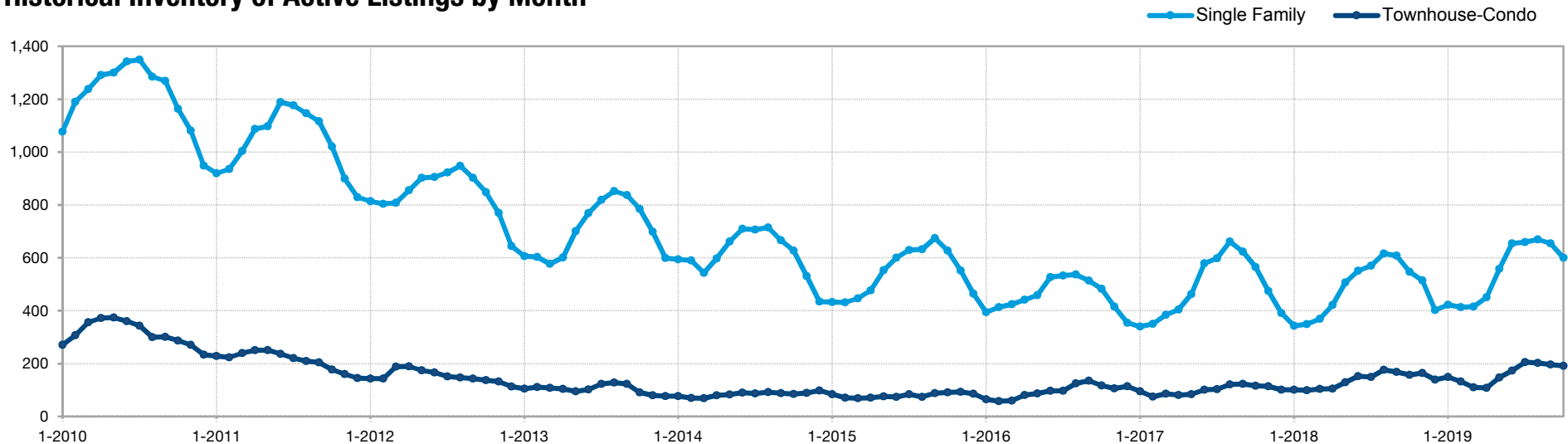
October



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	515	+8.4%	164	+43.9%
Dec-2018	402	+2.8%	139	+37.6%
Jan-2019	422	+23.0%	149	+47.5%
Feb-2019	413	+18.3%	132	+33.3%
Mar-2019	415	+12.5%	110	+5.8%
Apr-2019	451	+7.1%	108	+2.9%
May-2019	558	+10.1%	147	+14.0%
Jun-2019	654	+18.7%	174	+14.5%
Jul-2019	659	+15.6%	206	+38.3%
Aug-2019	669	+8.6%	203	+14.7%
Sep-2019	654	+7.6%	197	+17.3%
Oct-2019	600	+9.7%	192	+22.3%
12-Month Avg*	534	+11.6%	160	+23.5%

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

Historical Inventory of Active Listings by Month

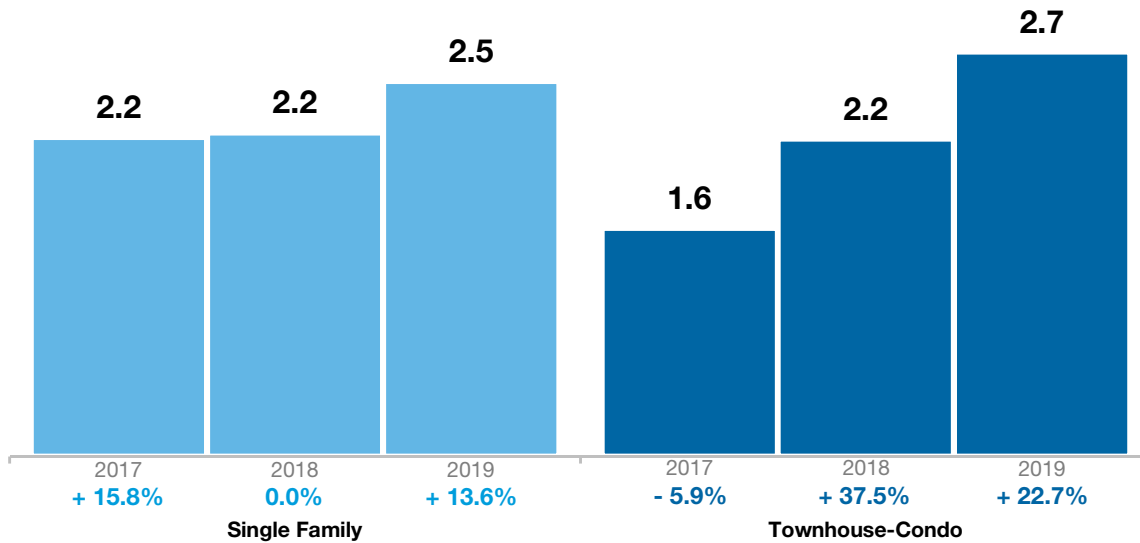


Months Supply of Inventory

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.



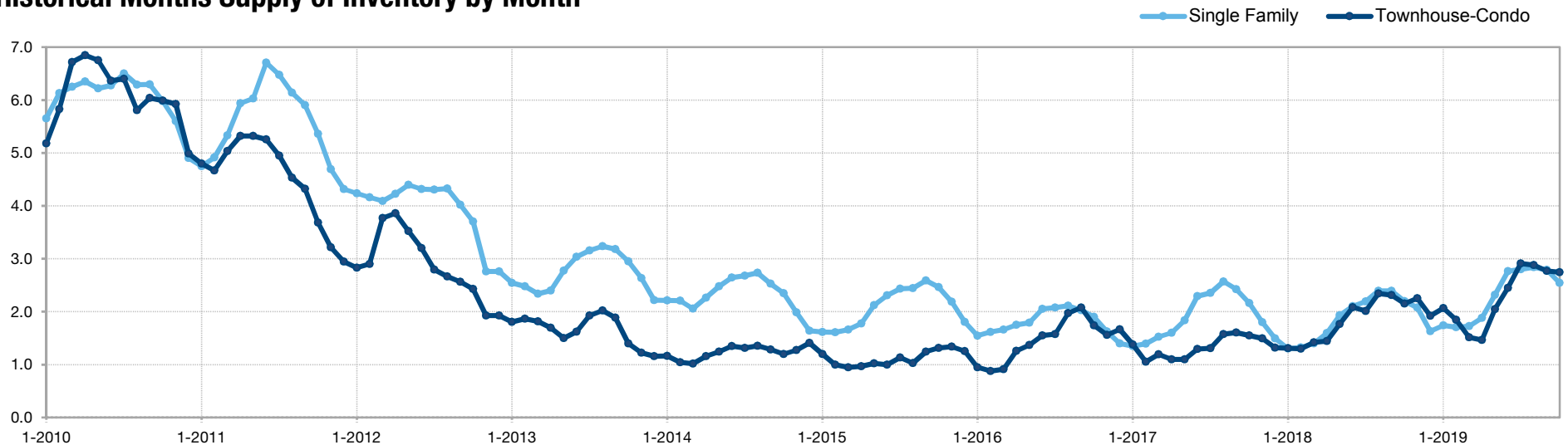
October



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	2.1	+16.7%	2.3	+53.3%
Dec-2018	1.6	+6.7%	1.9	+46.2%
Jan-2019	1.7	+30.8%	2.1	+61.5%
Feb-2019	1.7	+30.8%	1.8	+38.5%
Mar-2019	1.7	+21.4%	1.5	+7.1%
Apr-2019	1.9	+18.8%	1.5	+7.1%
May-2019	2.3	+21.1%	2.0	+11.1%
Jun-2019	2.8	+33.3%	2.5	+19.0%
Jul-2019	2.8	+27.3%	2.9	+45.0%
Aug-2019	2.8	+16.7%	2.9	+26.1%
Sep-2019	2.8	+16.7%	2.8	+21.7%
Oct-2019	2.5	+13.6%	2.7	+22.7%
12-Month Avg*	2.2	+21.2%	2.2	+28.3%

* Months Supply for all properties from November 2018 through October 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.



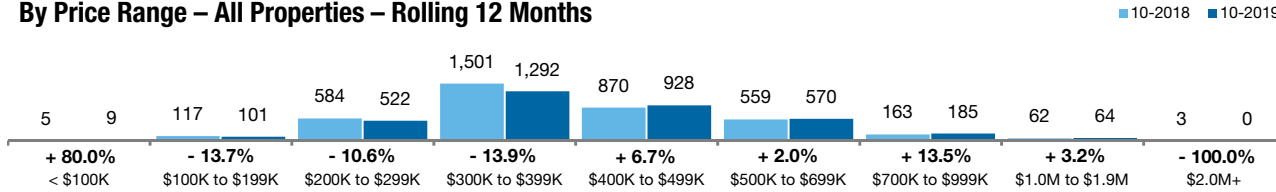
Key Metrics	Historical Sparkbars	10-2018	10-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		352	370	+ 5.1%	4,283	4,489	+ 4.8%
Pending Sales		307	292	- 4.9%	744	757	+ 1.7%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		279	281	+ 0.7%	3,285	3,133	- 4.6%
Median Sales Price		\$375,000	\$396,000	+ 5.6%	\$385,000	\$395,000	+ 2.6%
Avg. Sales Price		\$417,802	\$443,396	+ 2.2%	\$421,138	\$430,498	+ 2.2%
Pct. of List Price Received		99.0%	98.7%	- 0.5%	99.7%	99.2%	- 0.5%
Days on Market		63	83	+ 1.5%	68	69	+ 1.5%
Affordability Index		82	95	+ 18.6%	80	95	+ 18.6%
Active Listings		704	792	+ 12.5%	--	--	--
Months Supply		2.2	2.6	+ 18.4%	--	--	--

Sold Listings

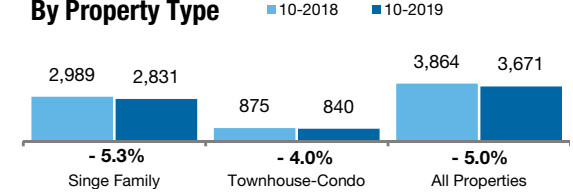
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	5	9	+ 80.0%	0	0	--
\$100,000 to \$199,999	50	46	- 8.0%	67	55	- 17.9%
\$200,000 to \$299,999	176	129	- 26.7%	408	393	- 3.7%
\$300,000 to \$399,999	1,184	996	- 15.9%	317	296	- 6.6%
\$400,000 to \$499,999	820	867	+ 5.7%	50	61	+ 22.0%
\$500,000 to \$699,999	532	550	+ 3.4%	27	20	- 25.9%
\$700,000 to \$999,999	161	175	+ 8.7%	2	10	+ 400.0%
\$1,000,000 to \$1,999,999	58	59	+ 1.7%	4	5	+ 25.0%
\$2,000,000 and Above	3	0	- 100.0%	0	0	--
All Price Ranges	2,989	2,831	- 5.3%	875	840	- 4.0%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	9-2019	10-2019	Change	9-2019	10-2019	Change
	2	1	- 50.0%	0	0	--
	7	3	- 57.1%	5	5	0.0%
	13	6	- 53.8%	30	24	- 20.0%
	83	87	+ 4.8%	23	18	- 21.7%
	69	66	- 4.3%	3	2	- 33.3%
	45	41	- 8.9%	4	1	- 75.0%
	10	19	+ 90.0%	0	2	--
	3	6	+ 100.0%	0	0	--
	0	0	--	0	0	--
All Price Ranges	232	229	- 1.3%	65	52	- 20.0%

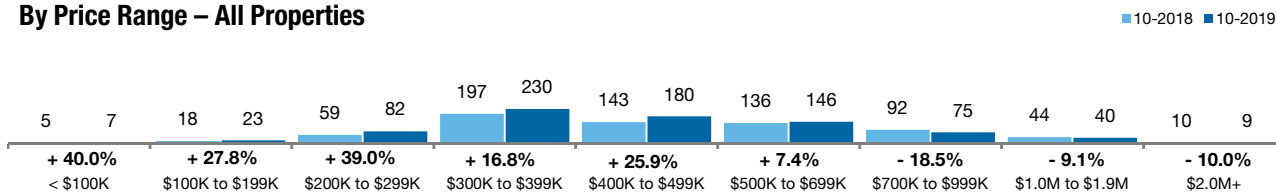
Year to Date

	Single Family			Townhouse-Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
	4	8	+ 100.0%	0	0	--
	42	42	0.0%	56	44	- 21.4%
	133	101	- 24.1%	340	339	- 0.3%
	972	824	- 15.2%	276	256	- 7.2%
	724	755	+ 4.3%	44	55	+ 25.0%
	473	481	+ 1.7%	26	17	- 34.6%
	138	153	+ 10.9%	2	7	+ 250.0%
	50	48	- 4.0%	4	3	- 25.0%
	1	0	- 100.0%	0	0	--
All Price Ranges	2,537	2,412	- 4.9%	748	721	- 3.6%

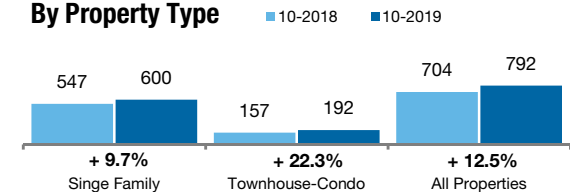
Inventory of Active Listings

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		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	5	7	+ 40.0%	0	0	--
\$100,000 to \$199,999	13	15	+ 15.4%	5	8	+ 60.0%
\$200,000 to \$299,999	23	18	- 21.7%	36	64	+ 77.8%
\$300,000 to \$399,999	139	152	+ 9.4%	58	78	+ 34.5%
\$400,000 to \$499,999	129	168	+ 30.2%	14	12	- 14.3%
\$500,000 to \$699,999	117	130	+ 11.1%	19	16	- 15.8%
\$700,000 to \$999,999	72	62	- 13.9%	20	13	- 35.0%
\$1,000,000 to \$1,999,999	39	39	0.0%	5	1	- 80.0%
\$2,000,000 and Above	10	9	- 10.0%	0	0	--
All Price Ranges	547	600	+ 9.7%	157	192	+ 22.3%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	9-2019	10-2019	Change	9-2019	10-2019	Change
	7	7	0.0%	0	0	--
	19	15	- 21.1%	10	8	- 20.0%
	23	18	- 21.7%	64	64	0.0%
	167	152	- 9.0%	77	78	+ 1.3%
	183	168	- 8.2%	12	12	0.0%
	135	130	- 3.7%	18	16	- 11.1%
	69	62	- 10.1%	13	13	0.0%
	38	39	+ 2.6%	3	1	- 66.7%
	13	9	- 30.8%	0	0	--
All Price Ranges	654	600	- 8.3%	197	192	- 2.5%

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 October 2019

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Berthoud

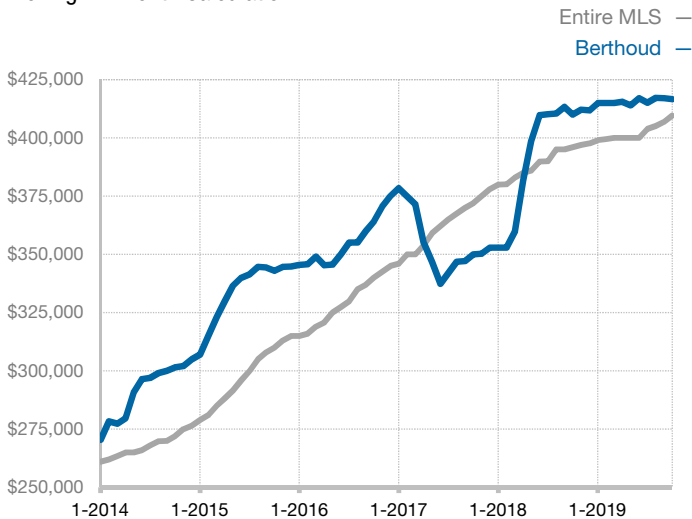
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	28	37	+ 32.1%	419	467	+ 11.5%
Closed Sales	24	24	0.0%	275	374	+ 36.0%
Median Sales Price*	\$389,900	\$370,085	- 5.1%	\$407,250	\$415,000	+ 1.9%
Average Sales Price*	\$412,193	\$417,739	+ 1.3%	\$455,367	\$459,138	+ 0.8%
Percent of List Price Received*	99.2%	99.7%	+ 0.5%	99.7%	99.5%	- 0.2%
Days on Market Until Sale	101	75	- 25.7%	86	96	+ 11.6%
Inventory of Homes for Sale	127	84	- 33.9%	--	--	--
Months Supply of Inventory	4.7	2.4	- 48.9%	--	--	--

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

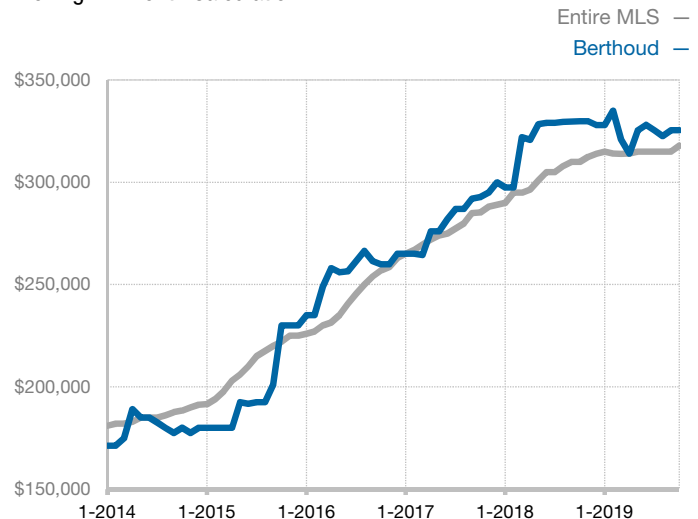
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	2	1	- 50.0%	35	62	+ 77.1%
Closed Sales	2	4	+ 100.0%	22	27	+ 22.7%
Median Sales Price*	\$331,000	\$415,077	+ 25.4%	\$327,985	\$325,397	- 0.8%
Average Sales Price*	\$331,000	\$415,013	+ 25.4%	\$336,995	\$348,238	+ 3.3%
Percent of List Price Received*	99.5%	100.2%	+ 0.7%	100.9%	101.3%	+ 0.4%
Days on Market Until Sale	49	109	+ 122.4%	69	94	+ 36.2%
Inventory of Homes for Sale	9	12	+ 33.3%	--	--	--
Months Supply of Inventory	4.0	4.0	0.0%	--	--	--

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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 October 2019

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Boulder

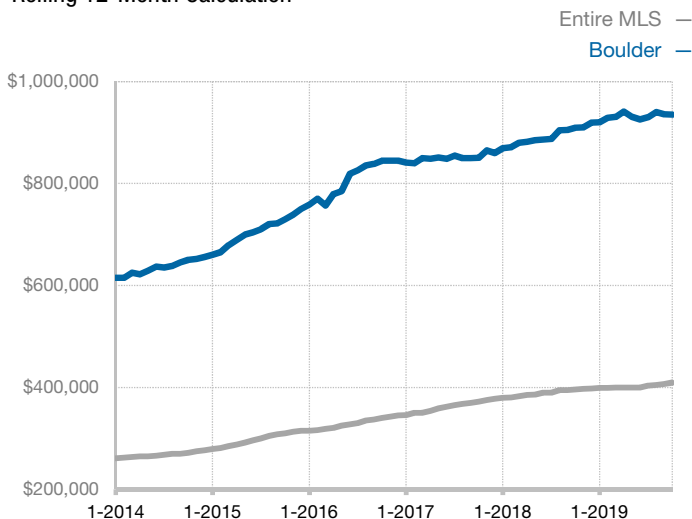
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	97	130	+ 34.0%	1,246	1,455	+ 16.8%
Closed Sales	78	79	+ 1.3%	812	780	- 3.9%
Median Sales Price*	\$922,000	\$910,000	- 1.3%	\$925,000	\$941,000	+ 1.7%
Average Sales Price*	\$1,181,772	\$1,124,169	- 4.9%	\$1,180,752	\$1,203,422	+ 1.9%
Percent of List Price Received*	97.9%	96.8%	- 1.1%	98.9%	98.2%	- 0.7%
Days on Market Until Sale	63	85	+ 34.9%	63	65	+ 3.2%
Inventory of Homes for Sale	227	301	+ 32.6%	--	--	--
Months Supply of Inventory	2.8	4.0	+ 42.9%	--	--	--

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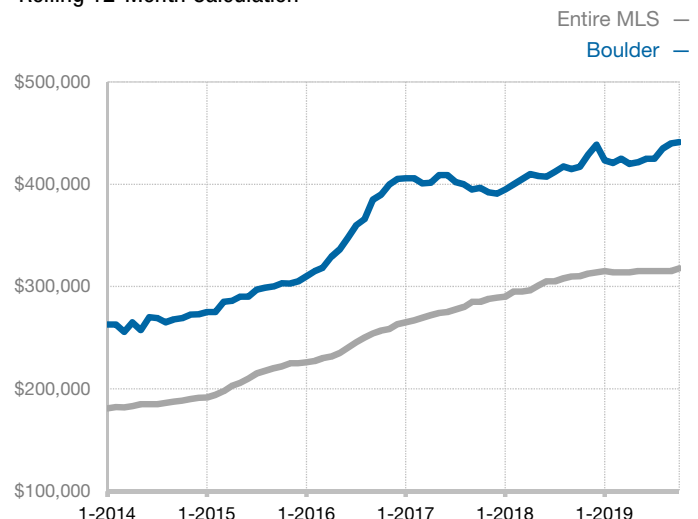
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	89	74	- 16.9%	868	913	+ 5.2%
Closed Sales	51	56	+ 9.8%	605	559	- 7.6%
Median Sales Price*	\$420,000	\$472,500	+ 12.5%	\$425,000	\$434,900	+ 2.3%
Average Sales Price*	\$478,561	\$526,300	+ 10.0%	\$500,908	\$516,117	+ 3.0%
Percent of List Price Received*	99.4%	98.5%	- 0.9%	100.0%	99.0%	- 1.0%
Days on Market Until Sale	49	68	+ 38.8%	48	76	+ 58.3%
Inventory of Homes for Sale	162	160	- 1.2%	--	--	--
Months Supply of Inventory	2.7	3.0	+ 11.1%	--	--	--

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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 October 2019

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Fort Collins

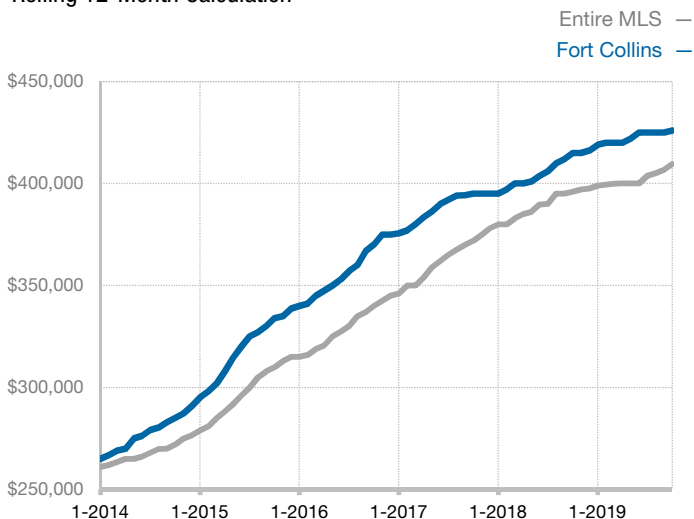
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	204	206	+ 1.0%	2,498	2,471	- 1.1%
Closed Sales	165	164	- 0.6%	1,968	1,763	- 10.4%
Median Sales Price*	\$415,000	\$425,750	+ 2.6%	\$418,573	\$430,000	+ 2.7%
Average Sales Price*	\$476,945	\$487,417	+ 2.2%	\$464,093	\$475,739	+ 2.5%
Percent of List Price Received*	98.6%	98.5%	- 0.1%	99.7%	99.2%	- 0.5%
Days on Market Until Sale	65	77	+ 18.5%	58	59	+ 1.7%
Inventory of Homes for Sale	339	371	+ 9.4%	--	--	--
Months Supply of Inventory	1.8	2.2	+ 22.2%	--	--	--

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

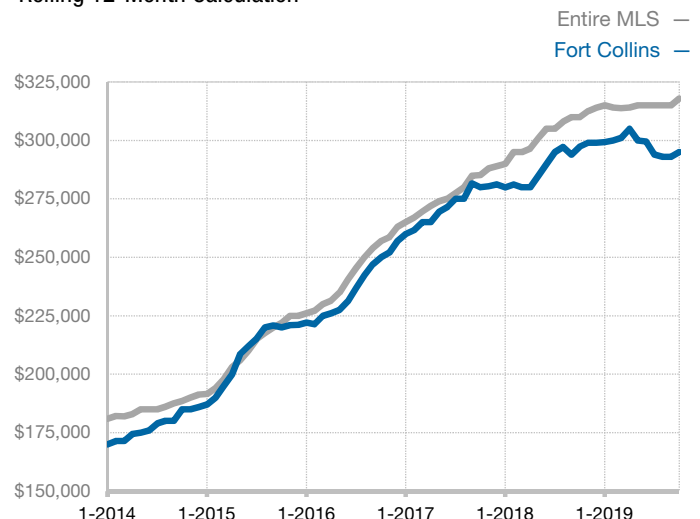
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	63	78	+ 23.8%	845	916	+ 8.4%
Closed Sales	59	47	- 20.3%	704	646	- 8.2%
Median Sales Price*	\$290,000	\$297,000	+ 2.4%	\$299,900	\$295,000	- 1.6%
Average Sales Price*	\$314,875	\$309,255	- 1.8%	\$311,193	\$311,590	+ 0.1%
Percent of List Price Received*	99.1%	97.9%	- 1.2%	100.0%	99.1%	- 0.9%
Days on Market Until Sale	55	75	+ 36.4%	82	67	- 18.3%
Inventory of Homes for Sale	138	159	+ 15.2%	--	--	--
Months Supply of Inventory	2.0	2.5	+ 25.0%	--	--	--

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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 October 2019

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Greeley

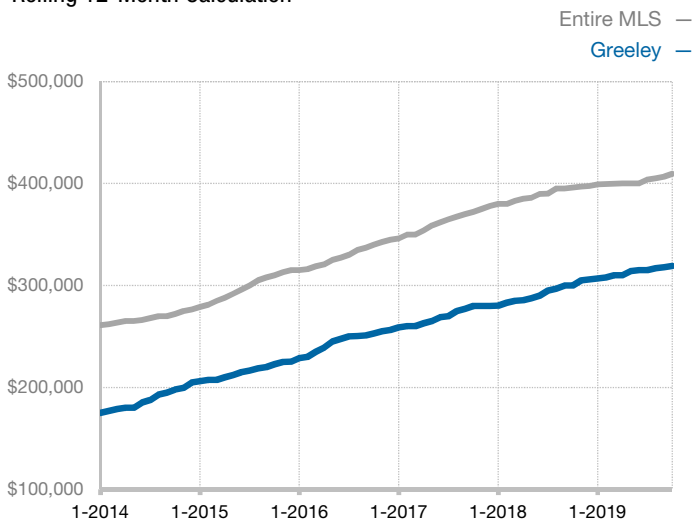
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	138	121	- 12.3%	1,672	1,677	+ 0.3%
Closed Sales	159	130	- 18.2%	1,335	1,376	+ 3.1%
Median Sales Price*	\$305,000	\$309,950	+ 1.6%	\$305,000	\$319,900	+ 4.9%
Average Sales Price*	\$318,921	\$318,820	- 0.0%	\$319,872	\$330,192	+ 3.2%
Percent of List Price Received*	100.1%	100.2%	+ 0.1%	100.3%	99.7%	- 0.6%
Days on Market Until Sale	56	61	+ 8.9%	56	55	- 1.8%
Inventory of Homes for Sale	191	163	- 14.7%	--	--	--
Months Supply of Inventory	1.5	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.

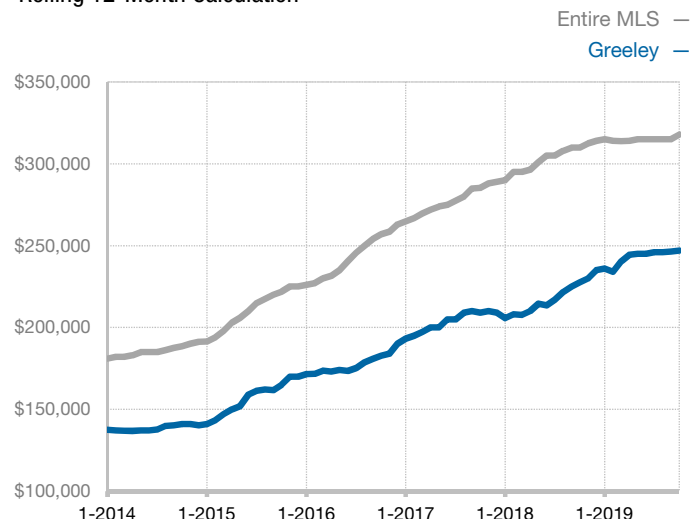
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	23	24	+ 4.3%	270	300	+ 11.1%
Closed Sales	31	20	- 35.5%	231	241	+ 4.3%
Median Sales Price*	\$247,500	\$251,000	+ 1.4%	\$235,000	\$247,000	+ 5.1%
Average Sales Price*	\$250,000	\$253,195	+ 1.3%	\$237,870	\$248,835	+ 4.6%
Percent of List Price Received*	99.3%	99.6%	+ 0.3%	100.0%	99.3%	- 0.7%
Days on Market Until Sale	57	55	- 3.5%	44	53	+ 20.5%
Inventory of Homes for Sale	33	33	0.0%	--	--	--
Months Supply of Inventory	1.5	1.5	0.0%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2019

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Johnstown

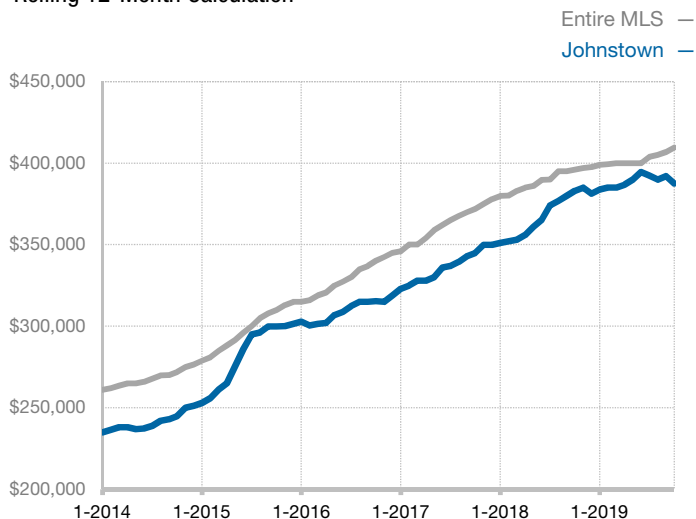
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	54	36	- 33.3%	496	474	- 4.4%
Closed Sales	33	38	+ 15.2%	377	334	- 11.4%
Median Sales Price*	\$425,000	\$375,500	- 11.6%	\$385,000	\$389,950	+ 1.3%
Average Sales Price*	\$433,734	\$395,368	- 8.8%	\$400,744	\$413,156	+ 3.1%
Percent of List Price Received*	99.3%	99.6%	+ 0.3%	99.9%	99.6%	- 0.3%
Days on Market Until Sale	71	74	+ 4.2%	63	72	+ 14.3%
Inventory of Homes for Sale	85	76	- 10.6%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--

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

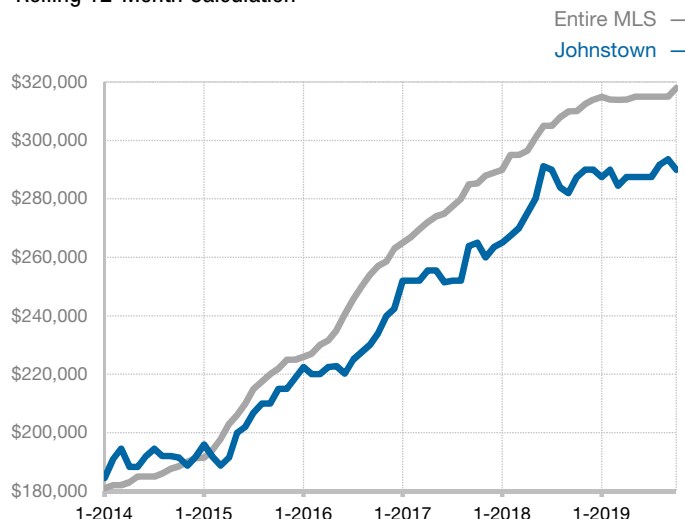
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	2	2	0.0%	24	17	- 29.2%
Closed Sales	2	1	- 50.0%	20	16	- 20.0%
Median Sales Price*	\$329,800	\$277,000	- 16.0%	\$290,000	\$296,500	+ 2.2%
Average Sales Price*	\$329,800	\$277,000	- 16.0%	\$292,089	\$312,805	+ 7.1%
Percent of List Price Received*	100.6%	99.0%	- 1.6%	99.3%	99.5%	+ 0.2%
Days on Market Until Sale	131	54	- 58.8%	53	67	+ 26.4%
Inventory of Homes for Sale	4	4	0.0%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 11.1%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2019

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Longmont

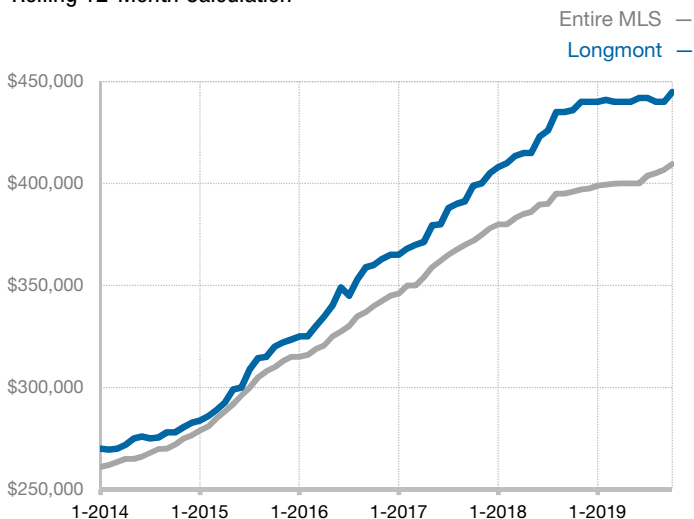
	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	136	132	- 2.9%	1,561	1,656	+ 6.1%
Closed Sales	103	106	+ 2.9%	1,127	1,173	+ 4.1%
Median Sales Price*	\$425,000	\$435,600	+ 2.5%	\$440,000	\$446,000	+ 1.4%
Average Sales Price*	\$465,917	\$507,299	+ 8.9%	\$507,762	\$505,553	- 0.4%
Percent of List Price Received*	98.7%	98.4%	- 0.3%	99.9%	99.1%	- 0.8%
Days on Market Until Sale	53	59	+ 11.3%	54	58	+ 7.4%
Inventory of Homes for Sale	252	282	+ 11.9%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--

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

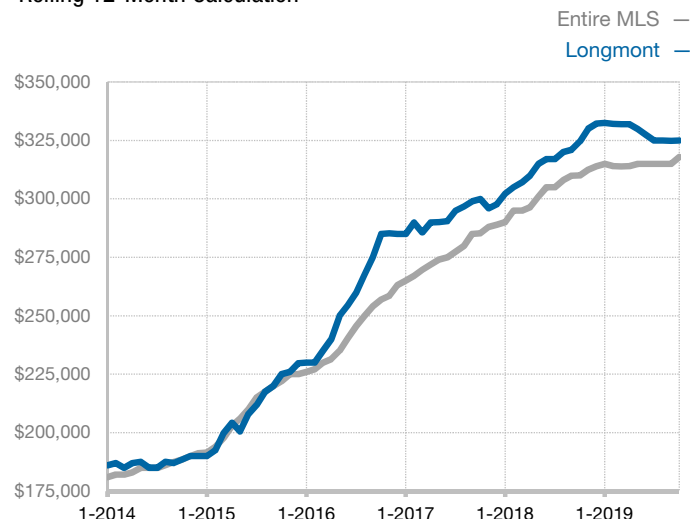
	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	35	35	0.0%	371	414	+ 11.6%
Closed Sales	27	36	+ 33.3%	276	313	+ 13.4%
Median Sales Price*	\$307,250	\$352,000	+ 14.6%	\$332,350	\$325,000	- 2.2%
Average Sales Price*	\$343,794	\$351,500	+ 2.2%	\$357,611	\$344,691	- 3.6%
Percent of List Price Received*	99.5%	98.9%	- 0.6%	100.6%	99.6%	- 1.0%
Days on Market Until Sale	35	60	+ 71.4%	51	76	+ 49.0%
Inventory of Homes for Sale	76	55	- 27.6%	--	--	--
Months Supply of Inventory	2.7	1.8	- 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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2019

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Loveland

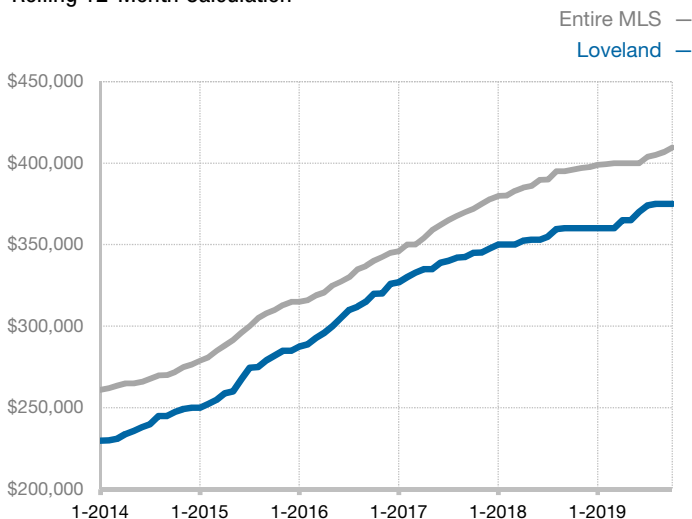
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	148	122	- 17.6%	1,586	1,676	+ 5.7%
Closed Sales	121	127	+ 5.0%	1,205	1,177	- 2.3%
Median Sales Price*	\$365,000	\$361,350	- 1.0%	\$360,000	\$379,700	+ 5.5%
Average Sales Price*	\$409,602	\$421,053	+ 2.8%	\$408,518	\$432,791	+ 5.9%
Percent of List Price Received*	99.3%	99.0%	- 0.3%	100.0%	99.2%	- 0.8%
Days on Market Until Sale	64	64	0.0%	68	60	- 11.8%
Inventory of Homes for Sale	239	219	- 8.4%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--

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

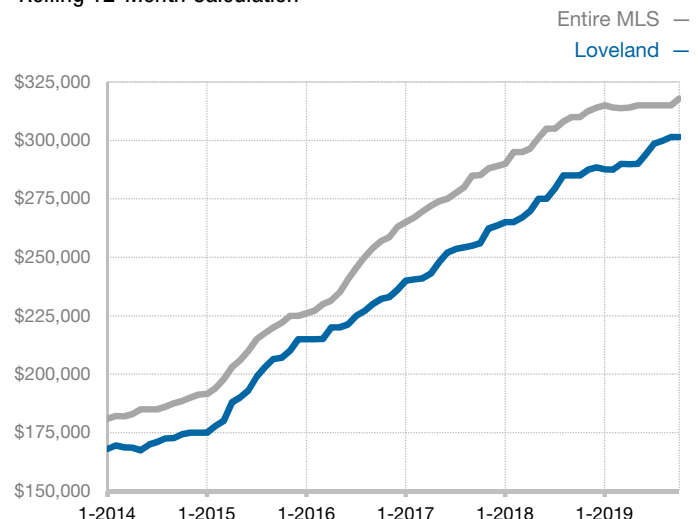
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	31	37	+ 19.4%	323	344	+ 6.5%
Closed Sales	17	23	+ 35.3%	275	267	- 2.9%
Median Sales Price*	\$300,000	\$298,000	- 0.7%	\$287,500	\$305,000	+ 6.1%
Average Sales Price*	\$313,166	\$318,628	+ 1.7%	\$299,089	\$314,318	+ 5.1%
Percent of List Price Received*	100.0%	99.0%	- 1.0%	100.4%	100.1%	- 0.3%
Days on Market Until Sale	111	101	- 9.0%	103	128	+ 24.3%
Inventory of Homes for Sale	63	87	+ 38.1%	--	--	--
Months Supply of Inventory	2.4	3.3	+ 37.5%	--	--	--

* 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 October 2019

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Wellington

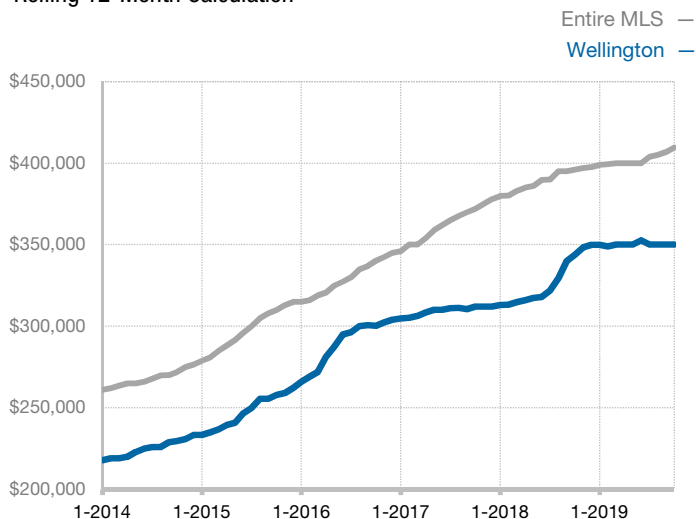
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	33	29	- 12.1%	310	392	+ 26.5%
Closed Sales	22	30	+ 36.4%	222	276	+ 24.3%
Median Sales Price*	\$351,000	\$347,260	- 1.1%	\$349,900	\$350,000	+ 0.0%
Average Sales Price*	\$350,944	\$362,570	+ 3.3%	\$365,316	\$373,108	+ 2.1%
Percent of List Price Received*	99.7%	100.2%	+ 0.5%	99.7%	99.7%	0.0%
Days on Market Until Sale	47	97	+ 106.4%	53	78	+ 47.2%
Inventory of Homes for Sale	52	73	+ 40.4%	--	--	--
Months Supply of Inventory	2.2	2.7	+ 22.7%	--	--	--

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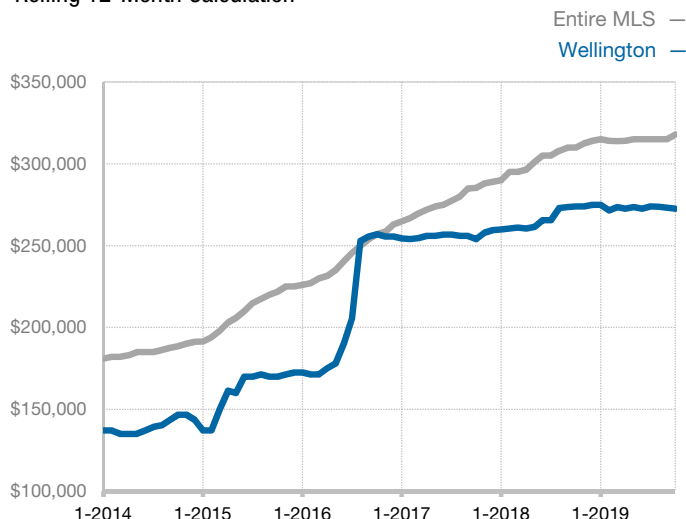
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	9	6	- 33.3%	50	71	+ 42.0%
Closed Sales	6	5	- 16.7%	37	54	+ 45.9%
Median Sales Price*	\$292,028	\$289,900	- 0.7%	\$274,900	\$271,600	- 1.2%
Average Sales Price*	\$287,776	\$282,800	- 1.7%	\$263,437	\$270,581	+ 2.7%
Percent of List Price Received*	99.8%	100.0%	+ 0.2%	100.7%	99.8%	- 0.9%
Days on Market Until Sale	121	109	- 9.9%	65	97	+ 49.2%
Inventory of Homes for Sale	12	13	+ 8.3%	--	--	--
Months Supply of Inventory	3.3	2.4	- 27.3%	--	--	--

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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 October 2019

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Windsor

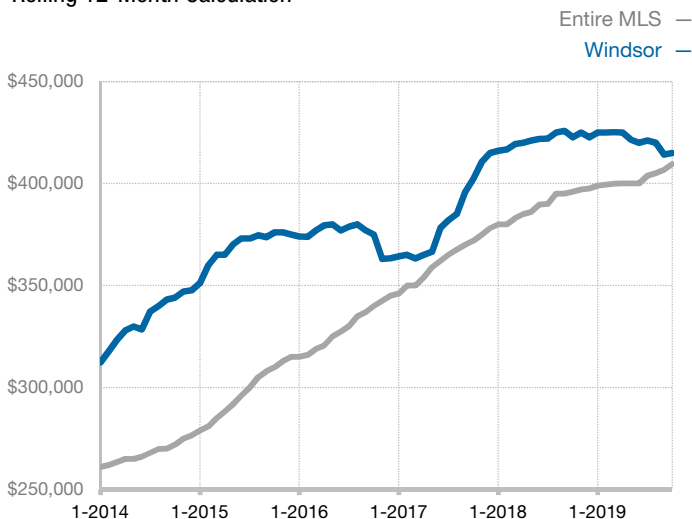
	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	107	96	- 10.3%	1,048	1,208	+ 15.3%
Closed Sales	76	85	+ 11.8%	718	922	+ 28.4%
Median Sales Price*	\$395,829	\$410,000	+ 3.6%	\$422,600	\$412,700	- 2.3%
Average Sales Price*	\$456,829	\$443,352	- 3.0%	\$464,178	\$462,899	- 0.3%
Percent of List Price Received*	99.9%	99.7%	- 0.2%	99.7%	99.6%	- 0.1%
Days on Market Until Sale	86	81	- 5.8%	89	86	- 3.4%
Inventory of Homes for Sale	259	221	- 14.7%	--	--	--
Months Supply of Inventory	3.7	2.5	- 32.4%	--	--	--

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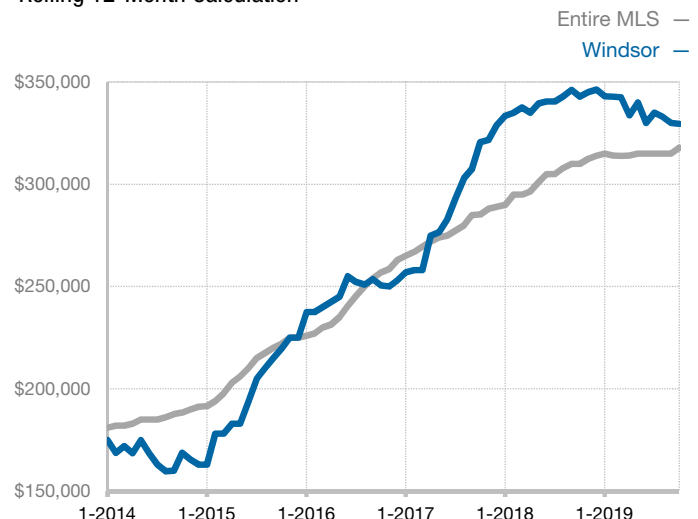
	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	13	13	0.0%	133	174	+ 30.8%
Closed Sales	12	15	+ 25.0%	93	109	+ 17.2%
Median Sales Price*	\$268,288	\$319,948	+ 19.3%	\$340,000	\$325,000	- 4.4%
Average Sales Price*	\$289,229	\$316,281	+ 9.4%	\$327,066	\$332,073	+ 1.5%
Percent of List Price Received*	108.8%	100.9%	- 7.3%	102.0%	100.3%	- 1.7%
Days on Market Until Sale	56	183	+ 226.8%	129	153	+ 18.6%
Inventory of Homes for Sale	53	40	- 24.5%	--	--	--
Months Supply of Inventory	5.9	3.6	- 39.0%	--	--	--

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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 October 2019

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Berthoud

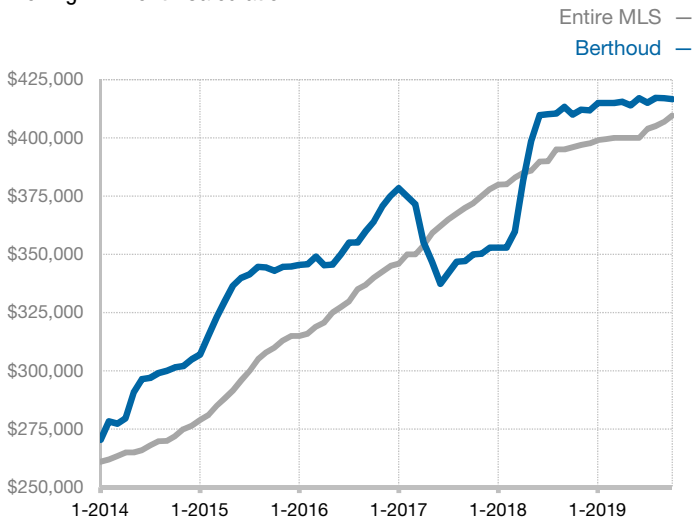
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	28	37	+ 32.1%	419	467	+ 11.5%
Closed Sales	24	24	0.0%	275	374	+ 36.0%
Median Sales Price*	\$389,900	\$370,085	- 5.1%	\$407,250	\$415,000	+ 1.9%
Average Sales Price*	\$412,193	\$417,739	+ 1.3%	\$455,367	\$459,138	+ 0.8%
Percent of List Price Received*	99.2%	99.7%	+ 0.5%	99.7%	99.5%	- 0.2%
Days on Market Until Sale	101	75	- 25.7%	86	96	+ 11.6%
Inventory of Homes for Sale	127	84	- 33.9%	--	--	--
Months Supply of Inventory	4.7	2.4	- 48.9%	--	--	--

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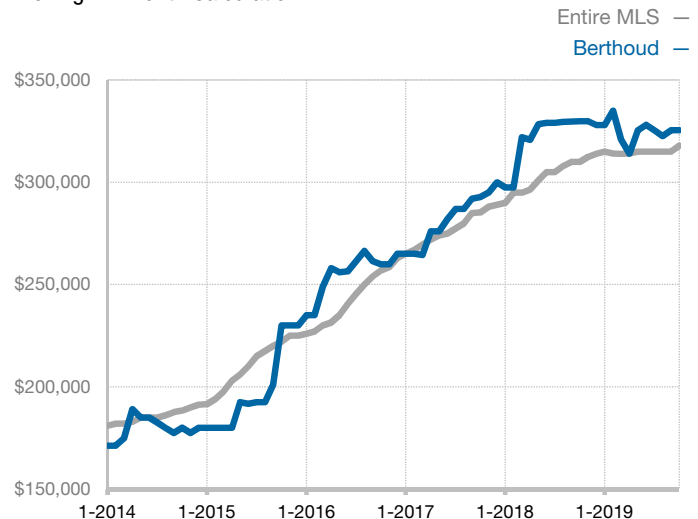
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	2	1	- 50.0%	35	62	+ 77.1%
Closed Sales	2	4	+ 100.0%	22	27	+ 22.7%
Median Sales Price*	\$331,000	\$415,077	+ 25.4%	\$327,985	\$325,397	- 0.8%
Average Sales Price*	\$331,000	\$415,013	+ 25.4%	\$336,995	\$348,238	+ 3.3%
Percent of List Price Received*	99.5%	100.2%	+ 0.7%	100.9%	101.3%	+ 0.4%
Days on Market Until Sale	49	109	+ 122.4%	69	94	+ 36.2%
Inventory of Homes for Sale	9	12	+ 33.3%	--	--	--
Months Supply of Inventory	4.0	4.0	0.0%	--	--	--

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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 October 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Boulder

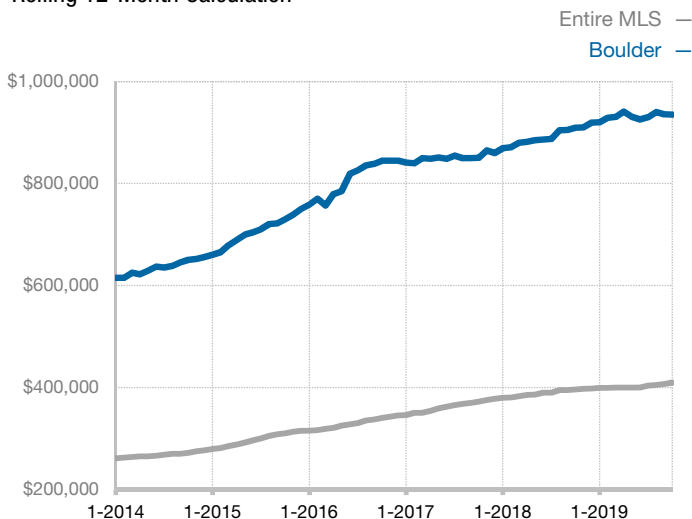
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	97	130	+ 34.0%	1,246	1,455	+ 16.8%
Closed Sales	78	79	+ 1.3%	812	780	- 3.9%
Median Sales Price*	\$922,000	\$910,000	- 1.3%	\$925,000	\$941,000	+ 1.7%
Average Sales Price*	\$1,181,772	\$1,124,169	- 4.9%	\$1,180,752	\$1,203,422	+ 1.9%
Percent of List Price Received*	97.9%	96.8%	- 1.1%	98.9%	98.2%	- 0.7%
Days on Market Until Sale	63	85	+ 34.9%	63	65	+ 3.2%
Inventory of Homes for Sale	227	301	+ 32.6%	--	--	--
Months Supply of Inventory	2.8	4.0	+ 42.9%	--	--	--

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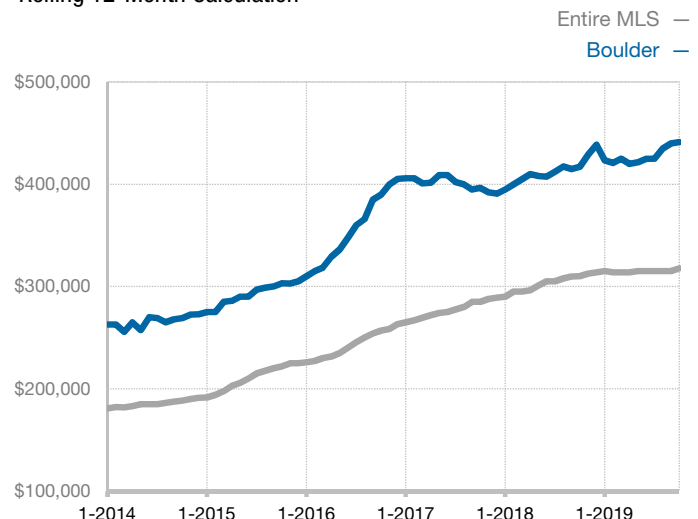
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	89	74	- 16.9%	868	913	+ 5.2%
Closed Sales	51	56	+ 9.8%	605	559	- 7.6%
Median Sales Price*	\$420,000	\$472,500	+ 12.5%	\$425,000	\$434,900	+ 2.3%
Average Sales Price*	\$478,561	\$526,300	+ 10.0%	\$500,908	\$516,117	+ 3.0%
Percent of List Price Received*	99.4%	98.5%	- 0.9%	100.0%	99.0%	- 1.0%
Days on Market Until Sale	49	68	+ 38.8%	48	76	+ 58.3%
Inventory of Homes for Sale	162	160	- 1.2%	--	--	--
Months Supply of Inventory	2.7	3.0	+ 11.1%	--	--	--

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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 October 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Fort Collins

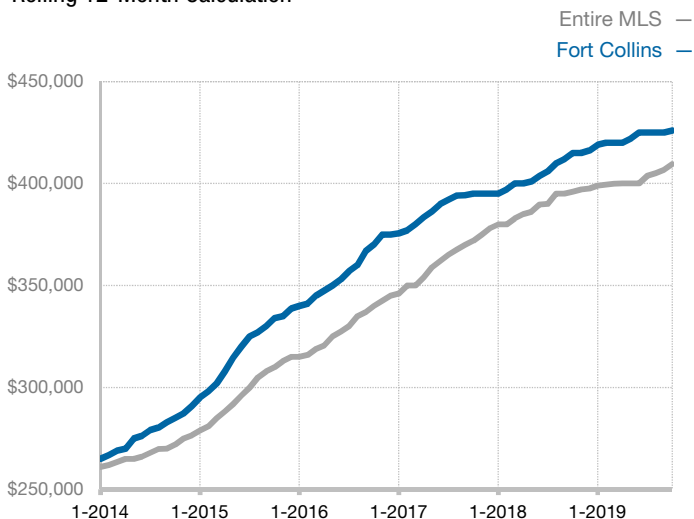
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	204	206	+ 1.0%	2,498	2,471	- 1.1%
Closed Sales	165	164	- 0.6%	1,968	1,763	- 10.4%
Median Sales Price*	\$415,000	\$425,750	+ 2.6%	\$418,573	\$430,000	+ 2.7%
Average Sales Price*	\$476,945	\$487,417	+ 2.2%	\$464,093	\$475,739	+ 2.5%
Percent of List Price Received*	98.6%	98.5%	- 0.1%	99.7%	99.2%	- 0.5%
Days on Market Until Sale	65	77	+ 18.5%	58	59	+ 1.7%
Inventory of Homes for Sale	339	371	+ 9.4%	--	--	--
Months Supply of Inventory	1.8	2.2	+ 22.2%	--	--	--

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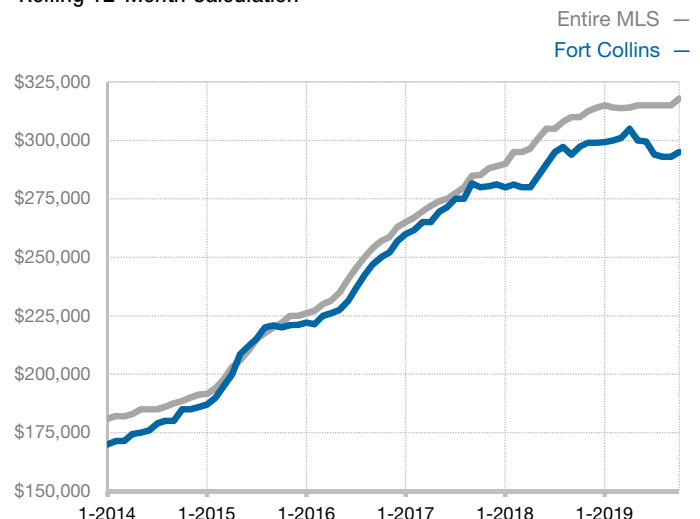
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	63	78	+ 23.8%	845	916	+ 8.4%
Closed Sales	59	47	- 20.3%	704	646	- 8.2%
Median Sales Price*	\$290,000	\$297,000	+ 2.4%	\$299,900	\$295,000	- 1.6%
Average Sales Price*	\$314,875	\$309,255	- 1.8%	\$311,193	\$311,590	+ 0.1%
Percent of List Price Received*	99.1%	97.9%	- 1.2%	100.0%	99.1%	- 0.9%
Days on Market Until Sale	55	75	+ 36.4%	82	67	- 18.3%
Inventory of Homes for Sale	138	159	+ 15.2%	--	--	--
Months Supply of Inventory	2.0	2.5	+ 25.0%	--	--	--

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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 October 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Greeley

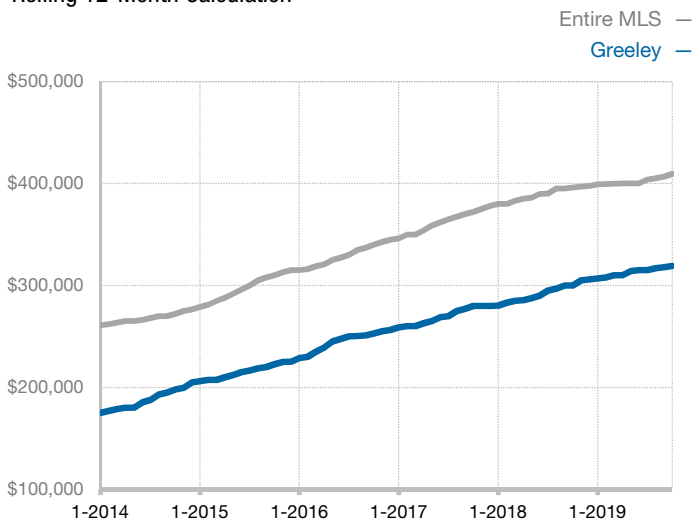
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	138	121	- 12.3%	1,672	1,677	+ 0.3%
Closed Sales	159	130	- 18.2%	1,335	1,376	+ 3.1%
Median Sales Price*	\$305,000	\$309,950	+ 1.6%	\$305,000	\$319,900	+ 4.9%
Average Sales Price*	\$318,921	\$318,820	- 0.0%	\$319,872	\$330,192	+ 3.2%
Percent of List Price Received*	100.1%	100.2%	+ 0.1%	100.3%	99.7%	- 0.6%
Days on Market Until Sale	56	61	+ 8.9%	56	55	- 1.8%
Inventory of Homes for Sale	191	163	- 14.7%	--	--	--
Months Supply of Inventory	1.5	1.2	- 20.0%	--	--	--

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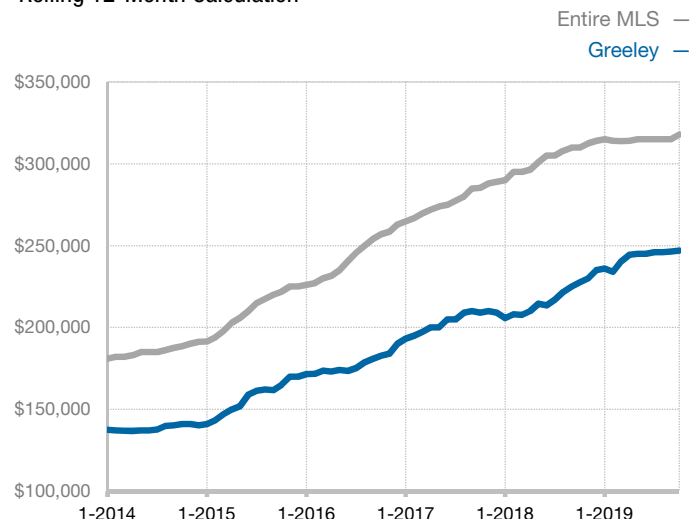
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	23	24	+ 4.3%	270	300	+ 11.1%
Closed Sales	31	20	- 35.5%	231	241	+ 4.3%
Median Sales Price*	\$247,500	\$251,000	+ 1.4%	\$235,000	\$247,000	+ 5.1%
Average Sales Price*	\$250,000	\$253,195	+ 1.3%	\$237,870	\$248,835	+ 4.6%
Percent of List Price Received*	99.3%	99.6%	+ 0.3%	100.0%	99.3%	- 0.7%
Days on Market Until Sale	57	55	- 3.5%	44	53	+ 20.5%
Inventory of Homes for Sale	33	33	0.0%	--	--	--
Months Supply of Inventory	1.5	1.5	0.0%	--	--	--

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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 October 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Johnstown

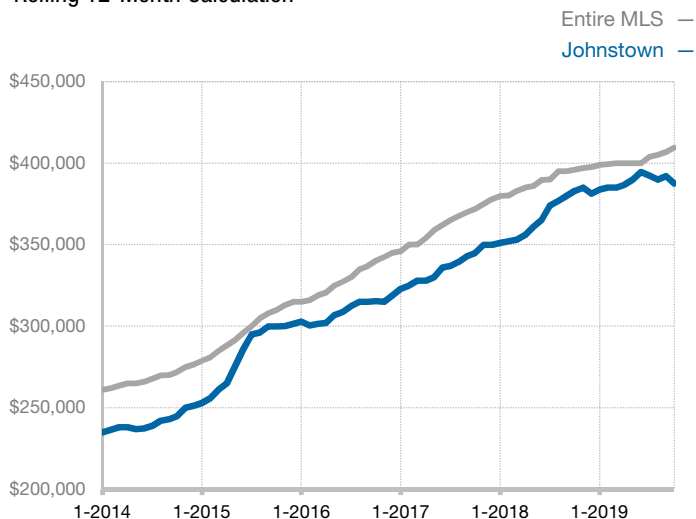
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	54	36	- 33.3%	496	474	- 4.4%
Closed Sales	33	38	+ 15.2%	377	334	- 11.4%
Median Sales Price*	\$425,000	\$375,500	- 11.6%	\$385,000	\$389,950	+ 1.3%
Average Sales Price*	\$433,734	\$395,368	- 8.8%	\$400,744	\$413,156	+ 3.1%
Percent of List Price Received*	99.3%	99.6%	+ 0.3%	99.9%	99.6%	- 0.3%
Days on Market Until Sale	71	74	+ 4.2%	63	72	+ 14.3%
Inventory of Homes for Sale	85	76	- 10.6%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--

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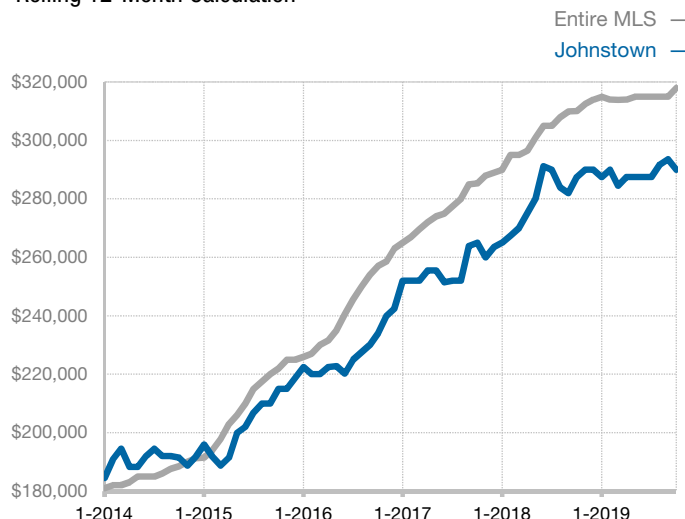
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	2	2	0.0%	24	17	- 29.2%
Closed Sales	2	1	- 50.0%	20	16	- 20.0%
Median Sales Price*	\$329,800	\$277,000	- 16.0%	\$290,000	\$296,500	+ 2.2%
Average Sales Price*	\$329,800	\$277,000	- 16.0%	\$292,089	\$312,805	+ 7.1%
Percent of List Price Received*	100.6%	99.0%	- 1.6%	99.3%	99.5%	+ 0.2%
Days on Market Until Sale	131	54	- 58.8%	53	67	+ 26.4%
Inventory of Homes for Sale	4	4	0.0%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 11.1%	--	--	--

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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 October 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Longmont

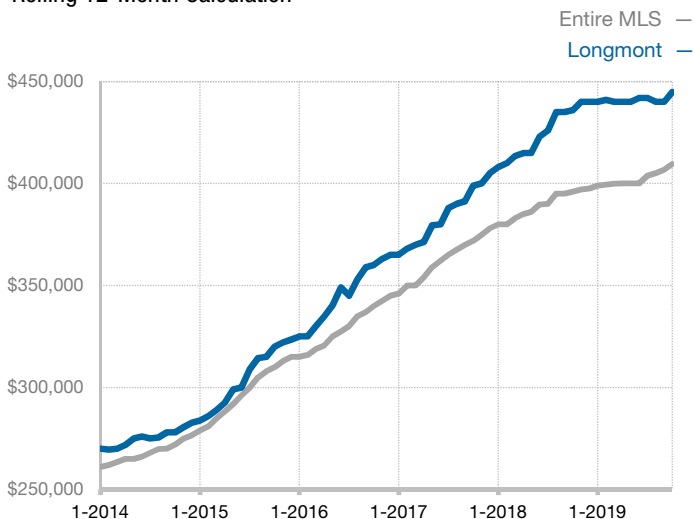
	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	136	132	- 2.9%	1,561	1,656	+ 6.1%
Closed Sales	103	106	+ 2.9%	1,127	1,173	+ 4.1%
Median Sales Price*	\$425,000	\$435,600	+ 2.5%	\$440,000	\$446,000	+ 1.4%
Average Sales Price*	\$465,917	\$507,299	+ 8.9%	\$507,762	\$505,553	- 0.4%
Percent of List Price Received*	98.7%	98.4%	- 0.3%	99.9%	99.1%	- 0.8%
Days on Market Until Sale	53	59	+ 11.3%	54	58	+ 7.4%
Inventory of Homes for Sale	252	282	+ 11.9%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--

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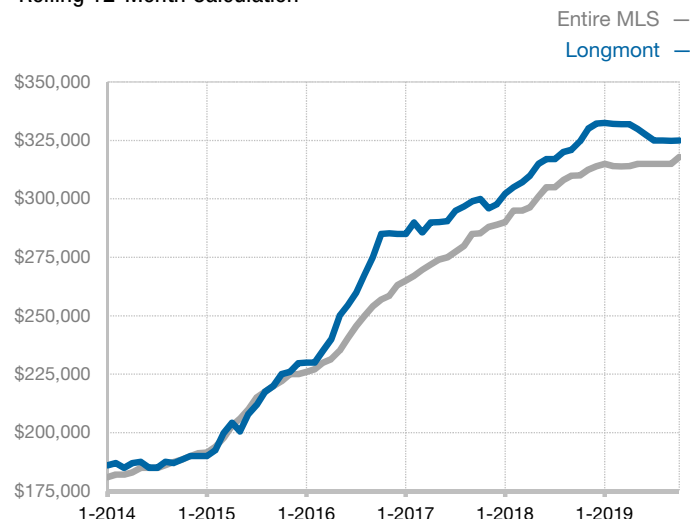
	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	35	35	0.0%	371	414	+ 11.6%
Closed Sales	27	36	+ 33.3%	276	313	+ 13.4%
Median Sales Price*	\$307,250	\$352,000	+ 14.6%	\$332,350	\$325,000	- 2.2%
Average Sales Price*	\$343,794	\$351,500	+ 2.2%	\$357,611	\$344,691	- 3.6%
Percent of List Price Received*	99.5%	98.9%	- 0.6%	100.6%	99.6%	- 1.0%
Days on Market Until Sale	35	60	+ 71.4%	51	76	+ 49.0%
Inventory of Homes for Sale	76	55	- 27.6%	--	--	--
Months Supply of Inventory	2.7	1.8	- 33.3%	--	--	--

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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 October 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Loveland

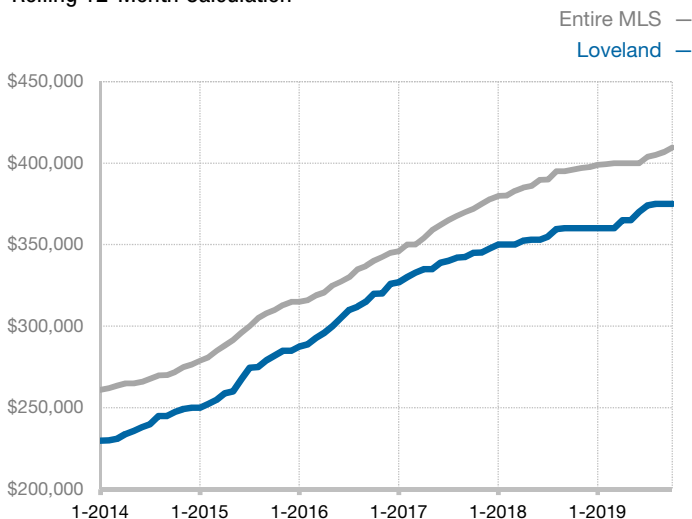
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	148	122	- 17.6%	1,586	1,676	+ 5.7%
Closed Sales	121	127	+ 5.0%	1,205	1,177	- 2.3%
Median Sales Price*	\$365,000	\$361,350	- 1.0%	\$360,000	\$379,700	+ 5.5%
Average Sales Price*	\$409,602	\$421,053	+ 2.8%	\$408,518	\$432,791	+ 5.9%
Percent of List Price Received*	99.3%	99.0%	- 0.3%	100.0%	99.2%	- 0.8%
Days on Market Until Sale	64	64	0.0%	68	60	- 11.8%
Inventory of Homes for Sale	239	219	- 8.4%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--

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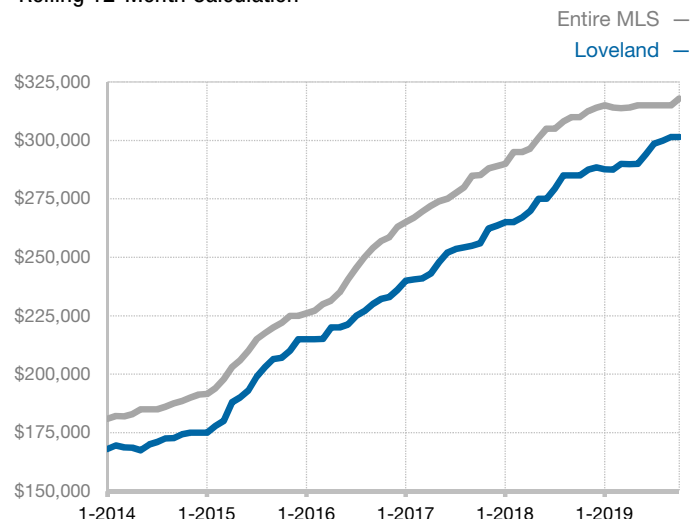
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	31	37	+ 19.4%	323	344	+ 6.5%
Closed Sales	17	23	+ 35.3%	275	267	- 2.9%
Median Sales Price*	\$300,000	\$298,000	- 0.7%	\$287,500	\$305,000	+ 6.1%
Average Sales Price*	\$313,166	\$318,628	+ 1.7%	\$299,089	\$314,318	+ 5.1%
Percent of List Price Received*	100.0%	99.0%	- 1.0%	100.4%	100.1%	- 0.3%
Days on Market Until Sale	111	101	- 9.0%	103	128	+ 24.3%
Inventory of Homes for Sale	63	87	+ 38.1%	--	--	--
Months Supply of Inventory	2.4	3.3	+ 37.5%	--	--	--

* 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 October 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

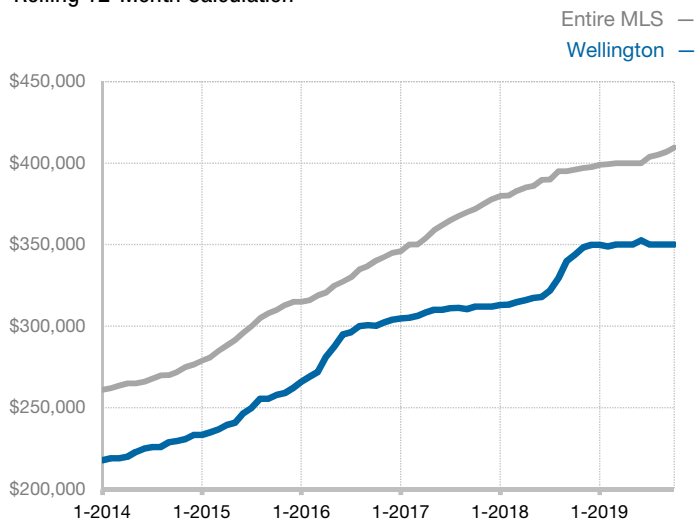
Single Family	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	33	29	- 12.1%	310	392	+ 26.5%
Closed Sales	22	30	+ 36.4%	222	276	+ 24.3%
Median Sales Price*	\$351,000	\$347,260	- 1.1%	\$349,900	\$350,000	+ 0.0%
Average Sales Price*	\$350,944	\$362,570	+ 3.3%	\$365,316	\$373,108	+ 2.1%
Percent of List Price Received*	99.7%	100.2%	+ 0.5%	99.7%	99.7%	0.0%
Days on Market Until Sale	47	97	+ 106.4%	53	78	+ 47.2%
Inventory of Homes for Sale	52	73	+ 40.4%	--	--	--
Months Supply of Inventory	2.2	2.7	+ 22.7%	--	--	--

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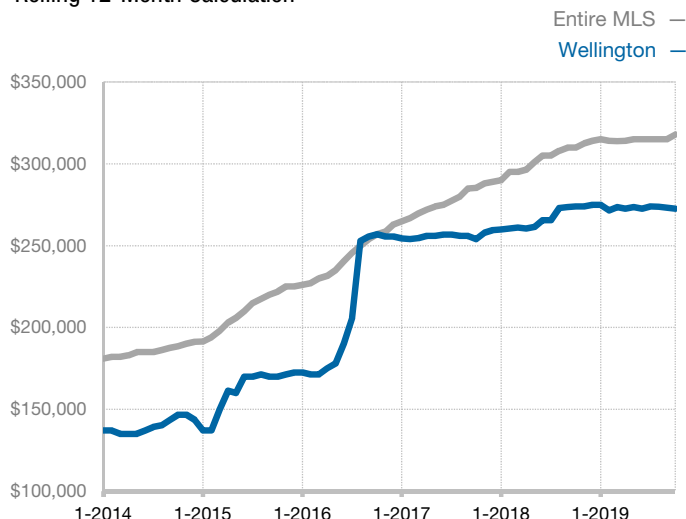
Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	9	6	- 33.3%	50	71	+ 42.0%
Closed Sales	6	5	- 16.7%	37	54	+ 45.9%
Median Sales Price*	\$292,028	\$289,900	- 0.7%	\$274,900	\$271,600	- 1.2%
Average Sales Price*	\$287,776	\$282,800	- 1.7%	\$263,437	\$270,581	+ 2.7%
Percent of List Price Received*	99.8%	100.0%	+ 0.2%	100.7%	99.8%	- 0.9%
Days on Market Until Sale	121	109	- 9.9%	65	97	+ 49.2%
Inventory of Homes for Sale	12	13	+ 8.3%	--	--	--
Months Supply of Inventory	3.3	2.4	- 27.3%	--	--	--

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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 October 2019

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Windsor

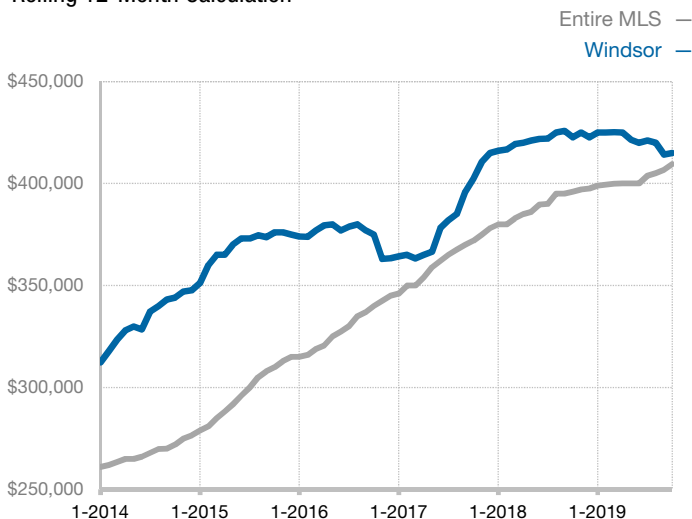
	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	107	96	- 10.3%	1,048	1,208	+ 15.3%
Closed Sales	76	85	+ 11.8%	718	922	+ 28.4%
Median Sales Price*	\$395,829	\$410,000	+ 3.6%	\$422,600	\$412,700	- 2.3%
Average Sales Price*	\$456,829	\$443,352	- 3.0%	\$464,178	\$462,899	- 0.3%
Percent of List Price Received*	99.9%	99.7%	- 0.2%	99.7%	99.6%	- 0.1%
Days on Market Until Sale	86	81	- 5.8%	89	86	- 3.4%
Inventory of Homes for Sale	259	221	- 14.7%	--	--	--
Months Supply of Inventory	3.7	2.5	- 32.4%	--	--	--

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

	October			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	13	13	0.0%	133	174	+ 30.8%
Closed Sales	12	15	+ 25.0%	93	109	+ 17.2%
Median Sales Price*	\$268,288	\$319,948	+ 19.3%	\$340,000	\$325,000	- 4.4%
Average Sales Price*	\$289,229	\$316,281	+ 9.4%	\$327,066	\$332,073	+ 1.5%
Percent of List Price Received*	108.8%	100.9%	- 7.3%	102.0%	100.3%	- 1.7%
Days on Market Until Sale	56	183	+ 226.8%	129	153	+ 18.6%
Inventory of Homes for Sale	53	40	- 24.5%	--	--	--
Months Supply of Inventory	5.9	3.6	- 39.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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