

Monthly Indicators

March 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 7.8 percent for single family homes and 1.6 percent for townhouse-condo properties. Pending Sales landed at 610 for single family homes and 49 for townhouse-condo properties.

The Median Sales Price was up 8.1 percent to \$340,611 for single family homes but decreased 8.1 percent to \$213,250 for townhouse-condo properties. Days on Market decreased 10.3 percent for single family homes and 16.1 percent for townhouse-condo properties.

The Federal Reserve raised its key short-term interest rate by .25 percent in March, citing concerns about inflation. It is the sixth rate increase by the Fed since December 2015, and at least two more rate increases are expected this year. Borrowing money will be more expensive, particularly for home equity loans, credit cards and adjustable rate mortgages, but rising wages and a low national unemployment rate that has been at 4.1 percent for five months in a row would seem to indicate that we are prepared for this. And although mortgage rates have risen to their highest point in four years, they have been quite low for several years.

Activity Snapshot

+ 10.0%	+ 11.0%	- 10.4%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Days on Market All Properties

Residential real estate activity in Weld County, the cities of Brush, Fort Morgan, Log Lane Village and Wiggins in Morgan County, and zip codes 80550, 80534 and 80543, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		639	689	+ 7.8%	1,511	1,687	+ 11.6%
Pending / Under Contract		471	610	+ 29.5%	1,208	1,533	+ 26.9%
Sold Listings		402	452	+ 12.4%	1,030	1,101	+ 6.9%
Median Sales Price		\$315,000	\$340,611	+ 8.1%	\$307,250	\$335,000	+ 9.0%
Average Sales Price		\$341,539	\$381,813	+ 11.8%	\$332,377	\$370,696	+ 11.5%
Pct. of List Price Received		99.7%	100.1%	+ 0.4%	99.7%	99.9%	+ 0.2%
Days on Market		78	70	- 10.3%	80	76	- 5.0%
Affordability Index		111	101	- 9.0%	114	103	- 9.6%
Active Listings		721	685	- 5.0%	--	--	--
Months Supply		1.6	1.5	- 6.3%	--	--	--

Townhouse-Condo Market Overview

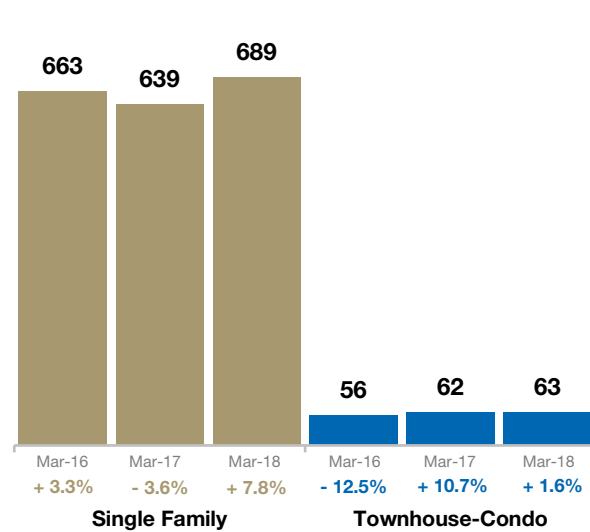
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



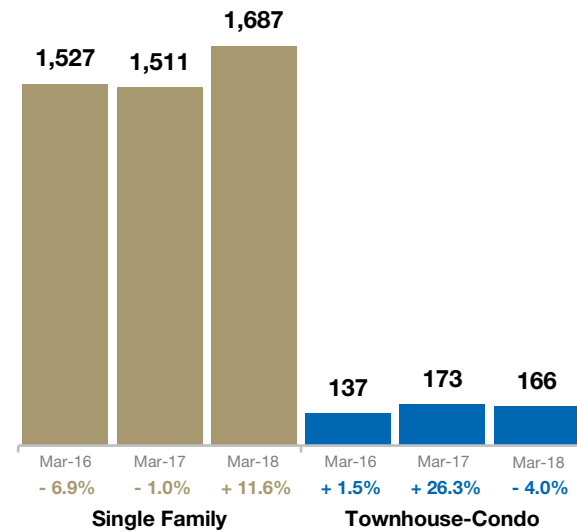
Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		62	63	+ 1.6%	173	166	- 4.0%
Pending / Under Contract		52	49	- 5.8%	154	138	- 10.4%
Sold Listings		49	44	- 10.2%	134	106	- 20.9%
Median Sales Price		\$232,000	\$213,250	- 8.1%	\$230,000	\$233,000	+ 1.3%
Average Sales Price		\$230,633	\$238,329	+ 3.3%	\$232,040	\$245,050	+ 5.6%
Pct. of List Price Received		100.4%	100.1%	- 0.3%	100.0%	100.1%	+ 0.1%
Days on Market		62	52	- 16.1%	76	65	- 14.5%
Affordability Index		151	161	+ 6.6%	152	147	- 3.3%
Active Listings		55	74	+ 34.5%	--	--	--
Months Supply		1.1	1.6	+ 45.5%	--	--	--

New Listings

March

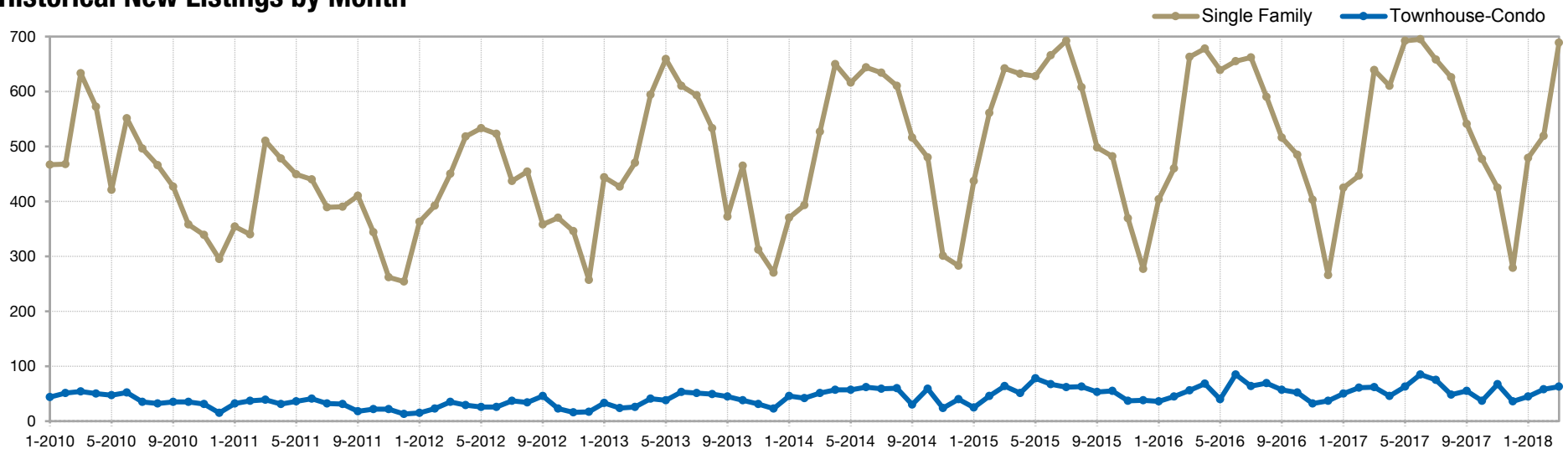


Year to Date



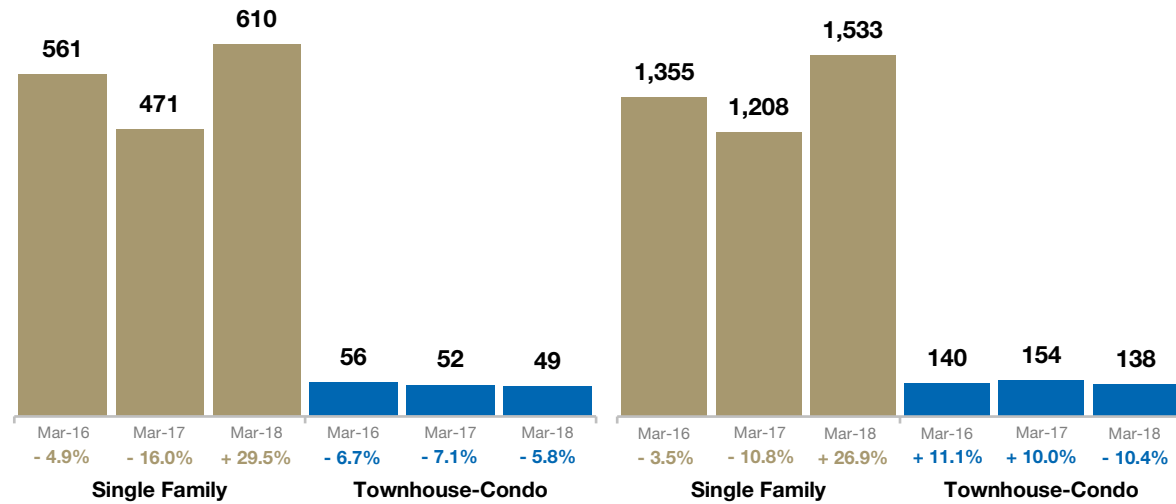
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	610	-10.0%	46	-32.4%
May-2017	692	+8.3%	63	+57.5%
Jun-2017	695	+6.1%	85	0.0%
Jul-2017	658	-0.6%	75	+17.2%
Aug-2017	626	+6.1%	48	-30.4%
Sep-2017	541	+4.8%	55	-3.5%
Oct-2017	477	-1.6%	37	-28.8%
Nov-2017	425	+5.5%	67	+109.4%
Dec-2017	279	+4.9%	36	-2.7%
Jan-2018	479	+12.7%	45	-10.0%
Feb-2018	519	+16.1%	58	-4.9%
Mar-2018	689	+7.8%	63	+1.6%

Historical New Listings by Month

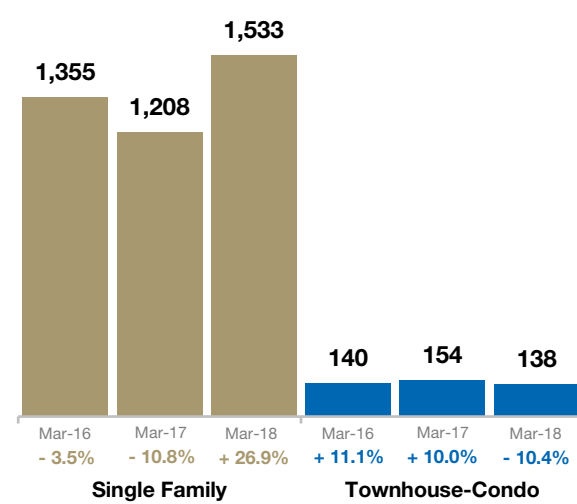


Pending / Under Contract

March

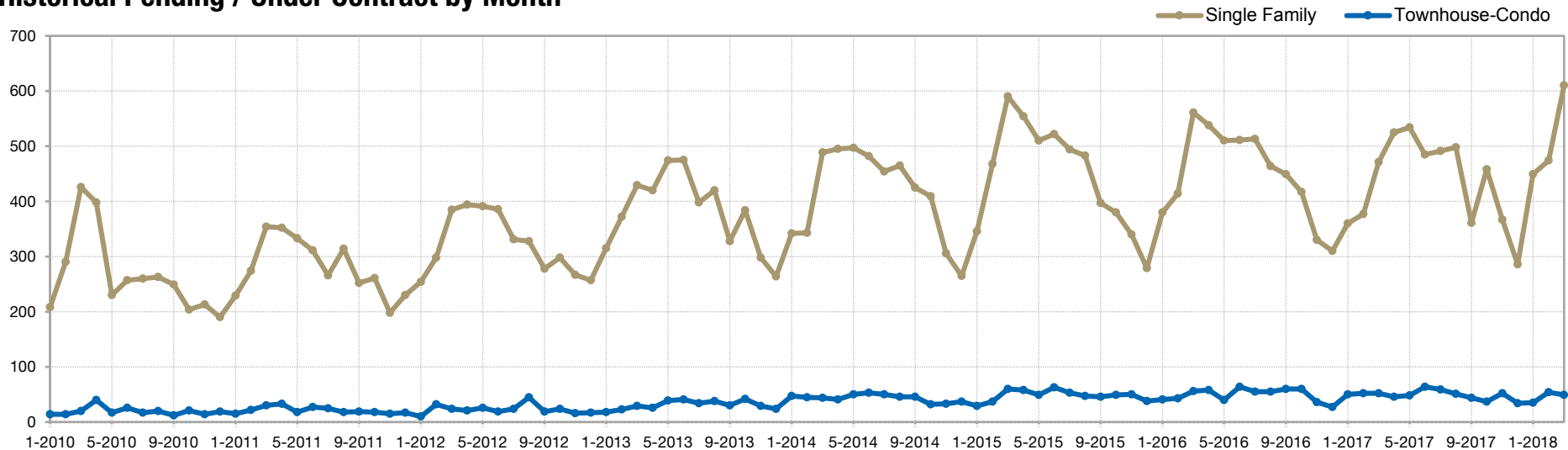


Year to Date



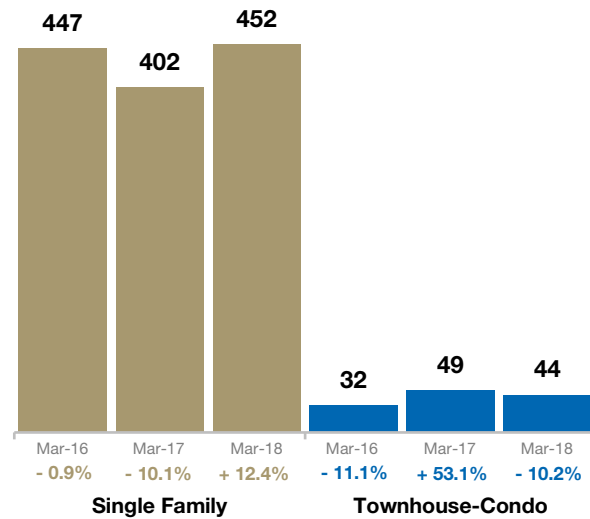
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	525	-2.4%	46	-20.7%
May-2017	534	+4.7%	48	+20.0%
Jun-2017	485	-5.1%	64	0.0%
Jul-2017	491	-4.3%	59	+7.3%
Aug-2017	498	+7.3%	51	-7.3%
Sep-2017	361	-19.6%	44	-26.7%
Oct-2017	458	+9.8%	37	-38.3%
Nov-2017	367	+11.2%	52	+44.4%
Dec-2017	286	-7.7%	34	+25.9%
Jan-2018	449	+24.7%	35	-30.0%
Feb-2018	474	+25.7%	54	+3.8%
Mar-2018	610	+29.5%	49	-5.8%

Historical Pending / Under Contract by Month

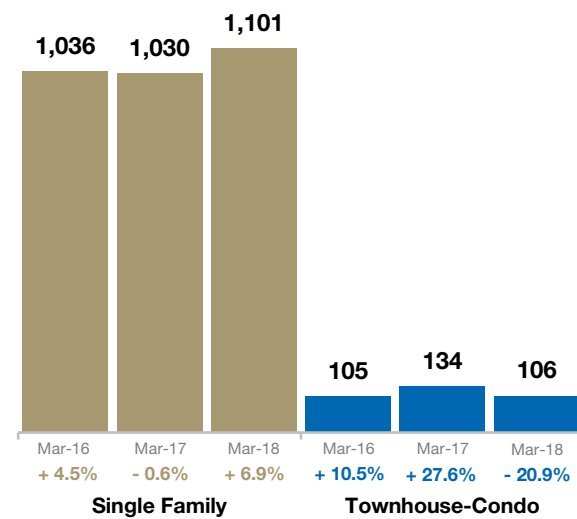


Sold Listings

March

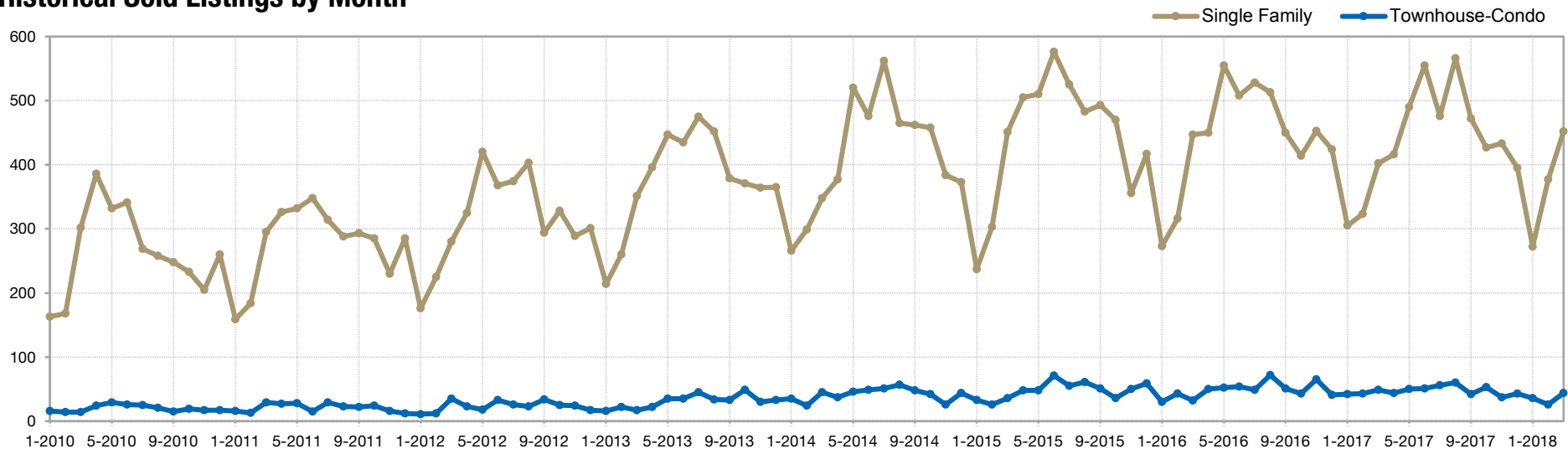


Year to Date



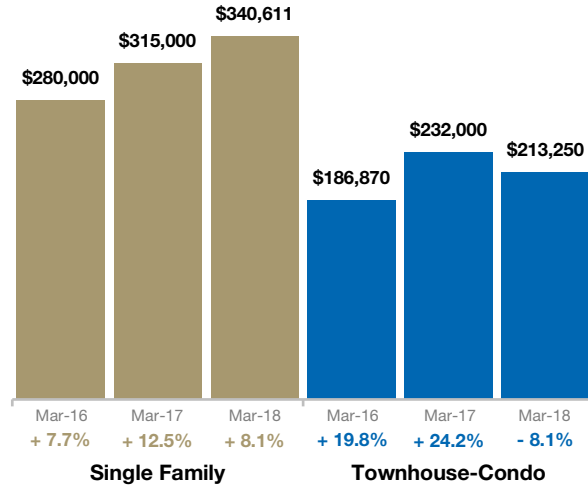
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	416	-7.6%	44	-12.0%
May-2017	490	-11.7%	50	-3.8%
Jun-2017	555	+9.3%	51	-5.6%
Jul-2017	476	-9.8%	56	+14.3%
Aug-2017	566	+10.3%	60	-16.7%
Sep-2017	472	+4.9%	42	-17.6%
Oct-2017	427	+3.1%	53	+23.3%
Nov-2017	433	-4.4%	37	-43.1%
Dec-2017	395	-6.8%	43	+4.9%
Jan-2018	272	-10.8%	36	-14.3%
Feb-2018	377	+16.7%	26	-39.5%
Mar-2018	452	+12.4%	44	-10.2%

Historical Sold Listings by Month

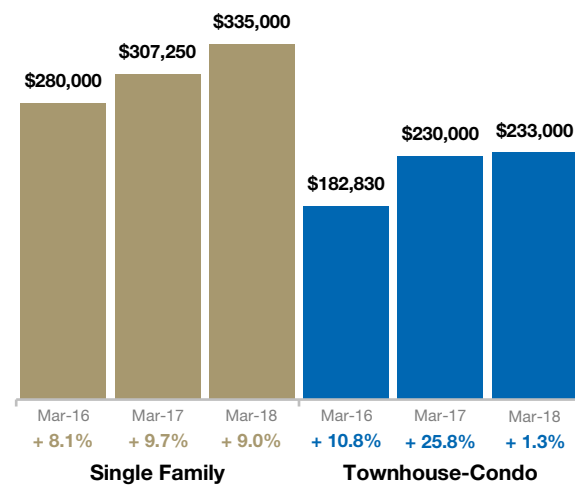


Median Sales Price

March

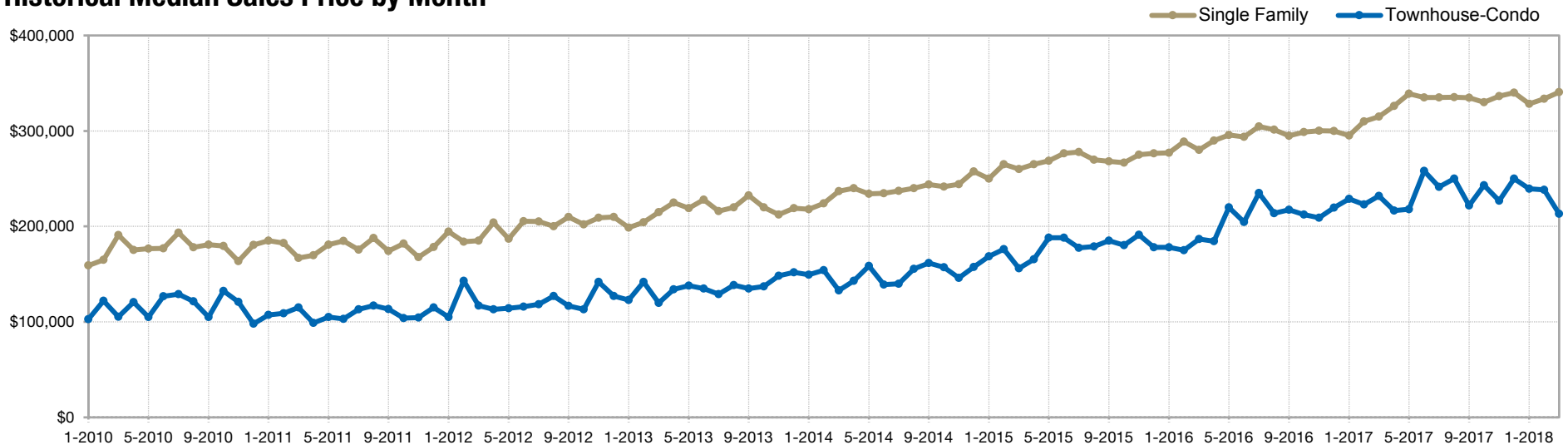


Year to Date



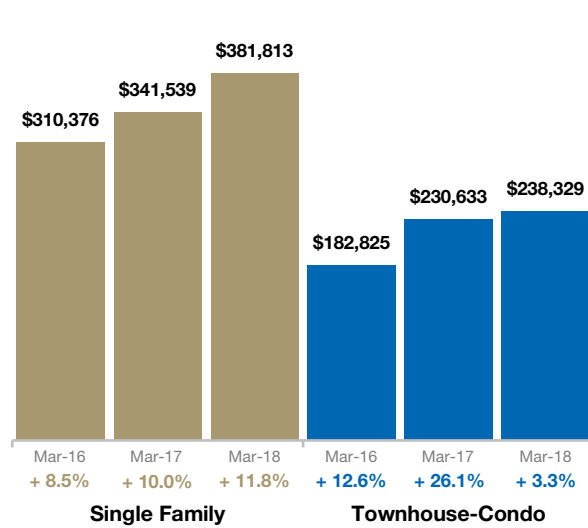
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	\$326,250	+12.5%	\$216,693	+17.4%
May-2017	\$338,890	+14.6%	\$218,000	-0.9%
Jun-2017	\$335,000	+14.0%	\$258,000	+26.2%
Jul-2017	\$335,000	+10.0%	\$241,500	+2.8%
Aug-2017	\$335,255	+11.3%	\$250,000	+17.0%
Sep-2017	\$334,900	+13.6%	\$222,000	+2.1%
Oct-2017	\$329,900	+10.4%	\$243,000	+14.4%
Nov-2017	\$336,500	+12.1%	\$227,000	+8.6%
Dec-2017	\$340,000	+13.3%	\$250,000	+13.9%
Jan-2018	\$328,250	+11.2%	\$239,500	+4.7%
Feb-2018	\$333,627	+7.6%	\$238,250	+6.9%
Mar-2018	\$340,611	+8.1%	\$213,250	-8.1%

Historical Median Sales Price by Month

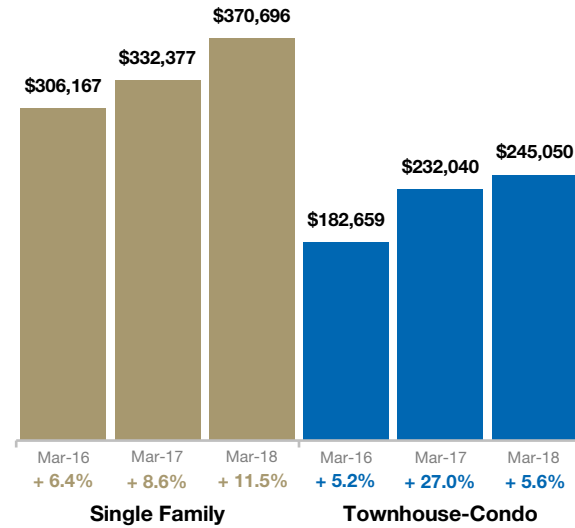


Average Sales Price

March

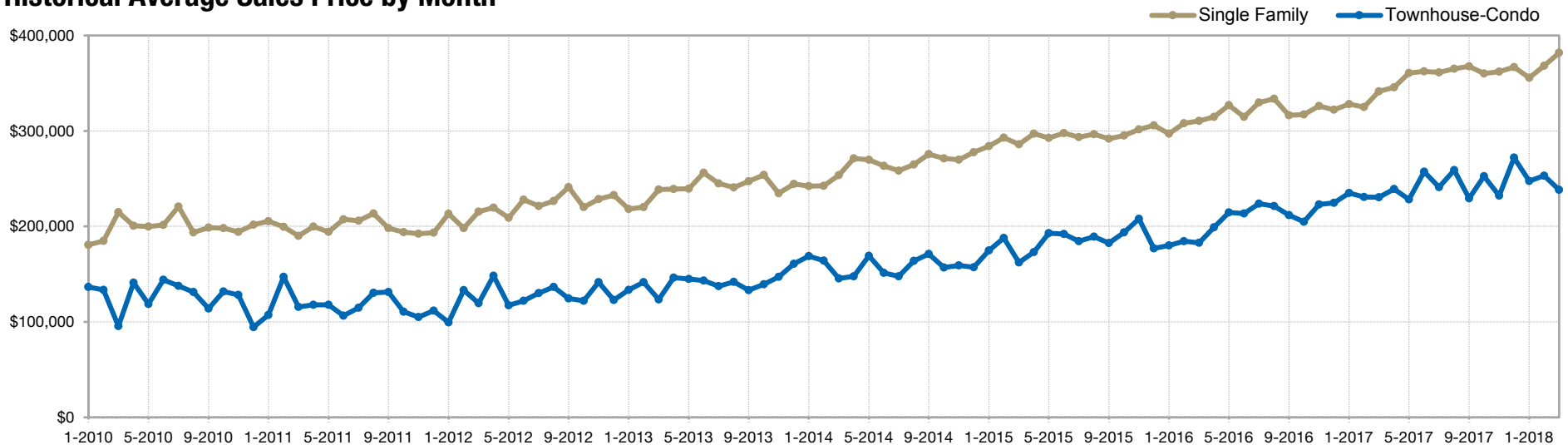


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	\$345,768	+9.9%	\$239,186	+20.3%
May-2017	\$360,811	+10.4%	\$228,330	+6.4%
Jun-2017	\$362,448	+15.2%	\$257,134	+20.5%
Jul-2017	\$361,224	+9.5%	\$240,977	+7.7%
Aug-2017	\$365,259	+9.5%	\$258,993	+17.1%
Sep-2017	\$367,705	+16.2%	\$229,445	+8.3%
Oct-2017	\$360,212	+13.6%	\$252,495	+23.2%
Nov-2017	\$362,144	+11.0%	\$232,229	+4.1%
Dec-2017	\$366,692	+13.8%	\$271,903	+21.0%
Jan-2018	\$355,732	+8.4%	\$247,534	+5.3%
Feb-2018	\$368,164	+13.3%	\$252,985	+9.6%
Mar-2018	\$381,813	+11.8%	\$238,329	+3.3%

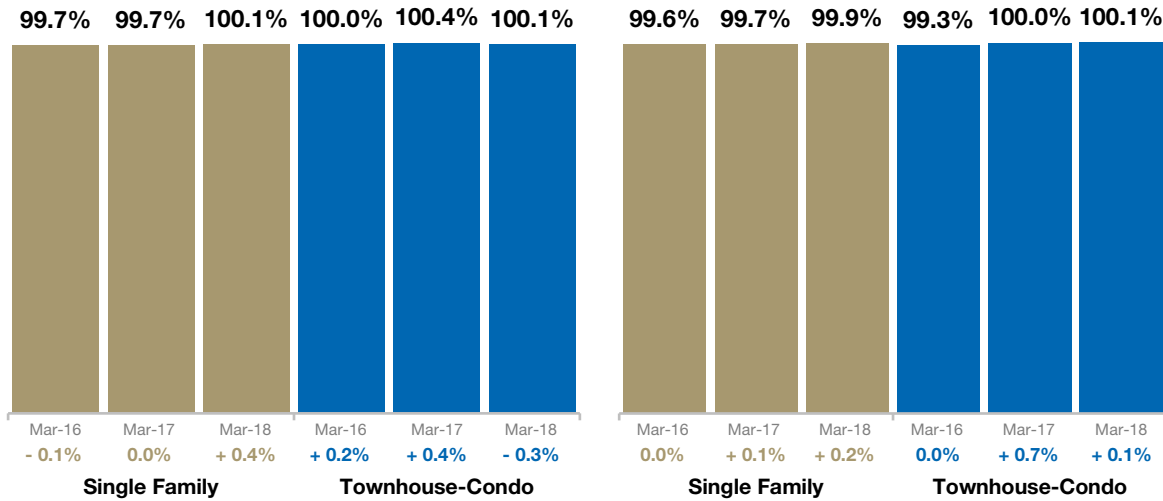
Historical Average Sales Price by Month



Percent of List Price Received

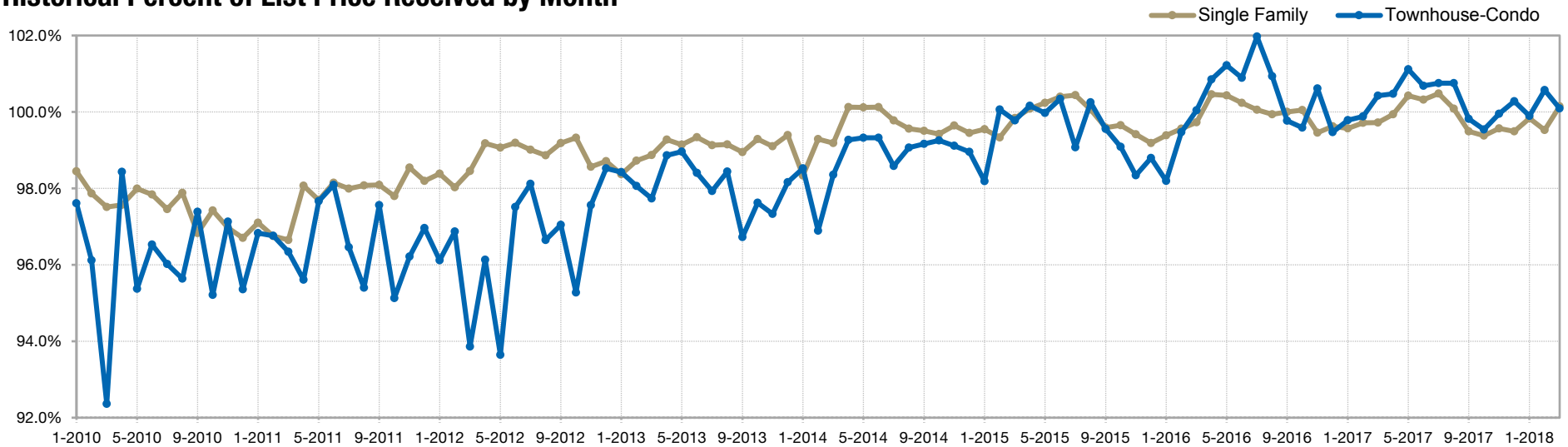
March

Year to Date



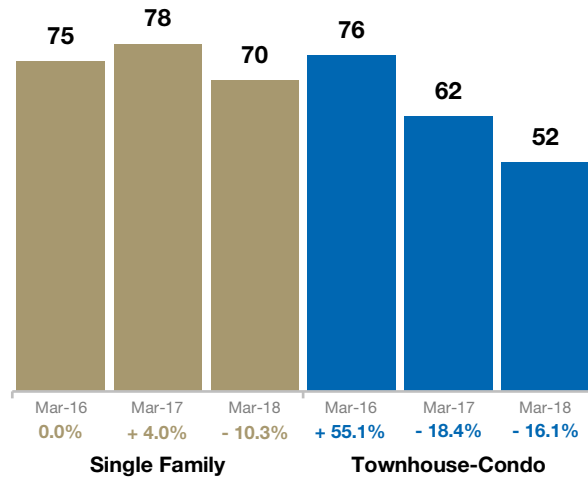
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	99.9%	-0.6%	100.5%	-0.3%
May-2017	100.4%	0.0%	101.1%	-0.1%
Jun-2017	100.3%	+0.1%	100.7%	-0.2%
Jul-2017	100.5%	+0.4%	100.8%	-1.2%
Aug-2017	100.1%	+0.2%	100.8%	-0.1%
Sep-2017	99.5%	-0.5%	99.8%	0.0%
Oct-2017	99.4%	-0.7%	99.5%	-0.1%
Nov-2017	99.6%	+0.1%	100.0%	-0.6%
Dec-2017	99.5%	-0.1%	100.3%	+0.8%
Jan-2018	99.8%	+0.2%	99.9%	+0.1%
Feb-2018	99.5%	-0.2%	100.6%	+0.7%
Mar-2018	100.1%	+0.4%	100.1%	-0.3%

Historical Percent of List Price Received by Month

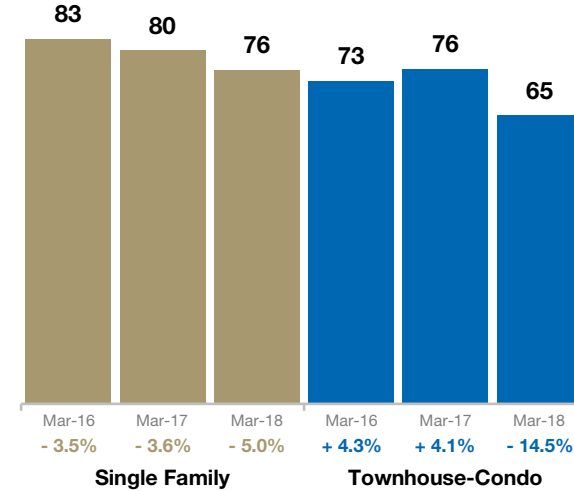


Days on Market Until Sale

March

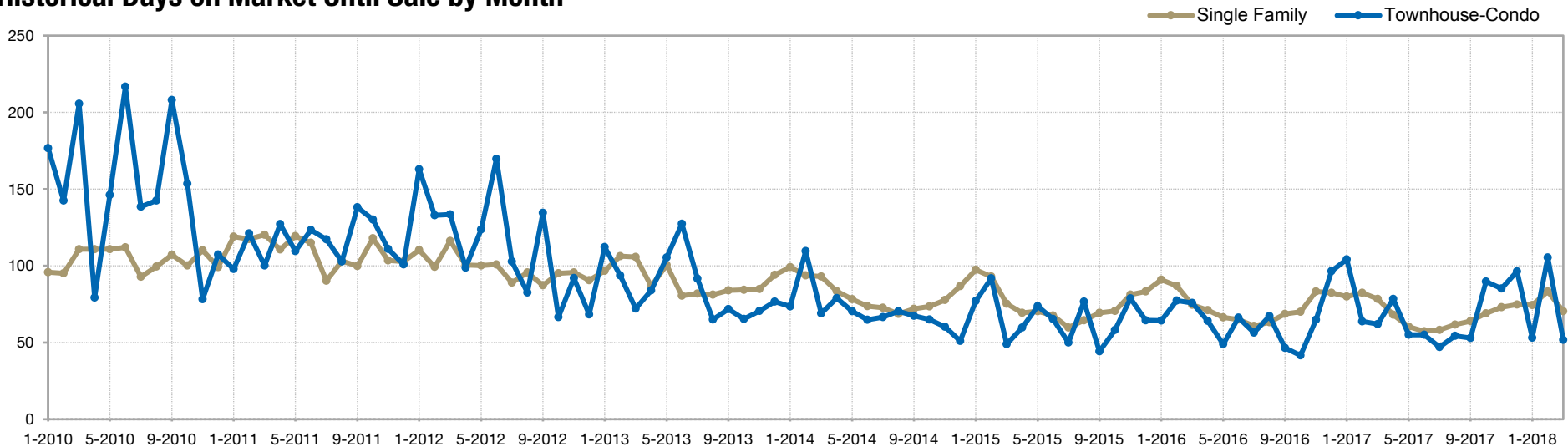


Year to Date



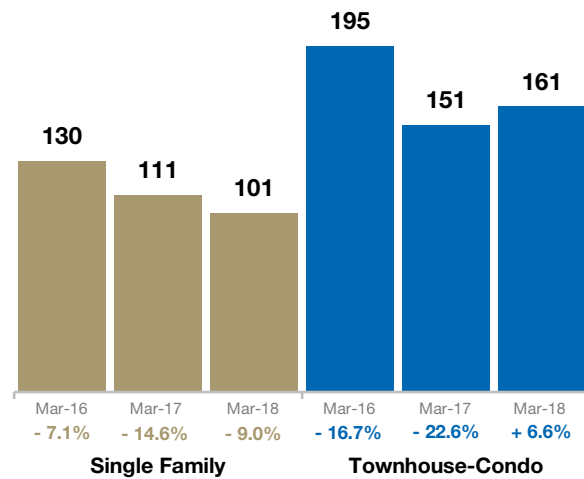
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	68	-4.2%	78	+21.9%
May-2017	60	-9.1%	55	+12.2%
Jun-2017	57	-12.3%	55	-16.7%
Jul-2017	58	-4.9%	47	-16.1%
Aug-2017	62	-1.6%	54	-19.4%
Sep-2017	64	-7.2%	53	+15.2%
Oct-2017	69	-1.4%	90	+114.3%
Nov-2017	73	-12.0%	85	+30.8%
Dec-2017	75	-8.5%	96	-1.0%
Jan-2018	74	-7.5%	53	-49.0%
Feb-2018	83	+1.2%	105	+64.1%
Mar-2018	70	-10.3%	52	-16.1%

Historical Days on Market Until Sale by Month

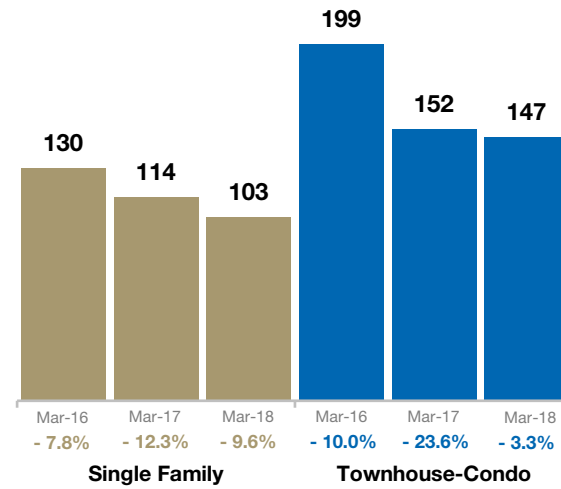


Housing Affordability Index

March

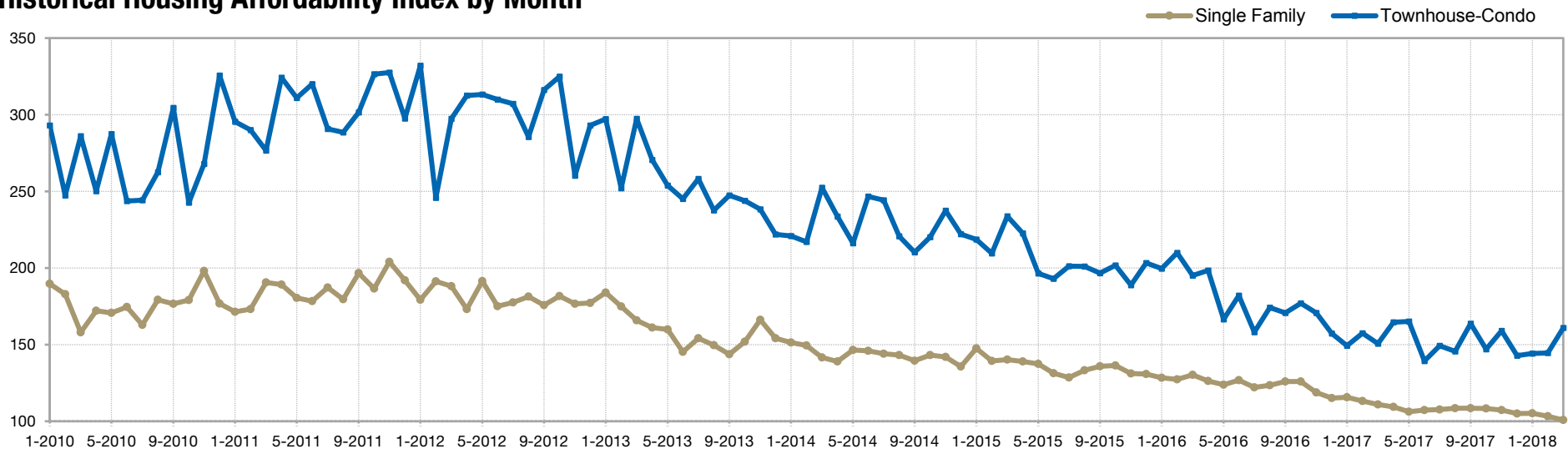


Year to Date



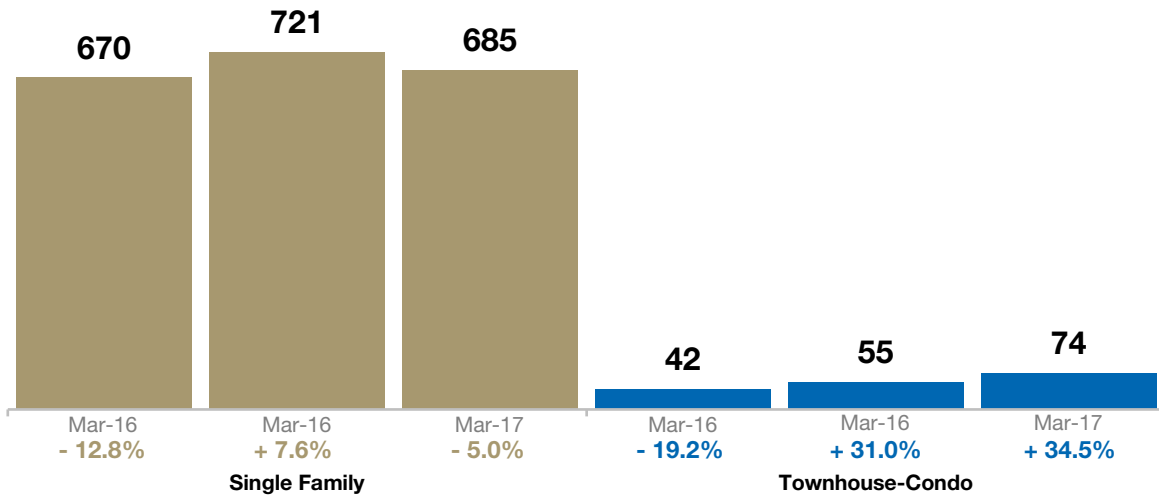
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	109	-13.5%	165	-16.7%
May-2017	106	-14.5%	165	-1.2%
Jun-2017	107	-15.7%	139	-23.6%
Jul-2017	108	-11.5%	149	-5.7%
Aug-2017	109	-12.1%	146	-16.1%
Sep-2017	109	-13.5%	164	-4.1%
Oct-2017	108	-14.3%	147	-16.9%
Nov-2017	107	-10.1%	159	-7.0%
Dec-2017	105	-8.7%	143	-8.9%
Jan-2018	105	-9.5%	144	-3.4%
Feb-2018	103	-8.8%	145	-7.6%
Mar-2018	101	-9.0%	161	+6.6%

Historical Housing Affordability Index by Month



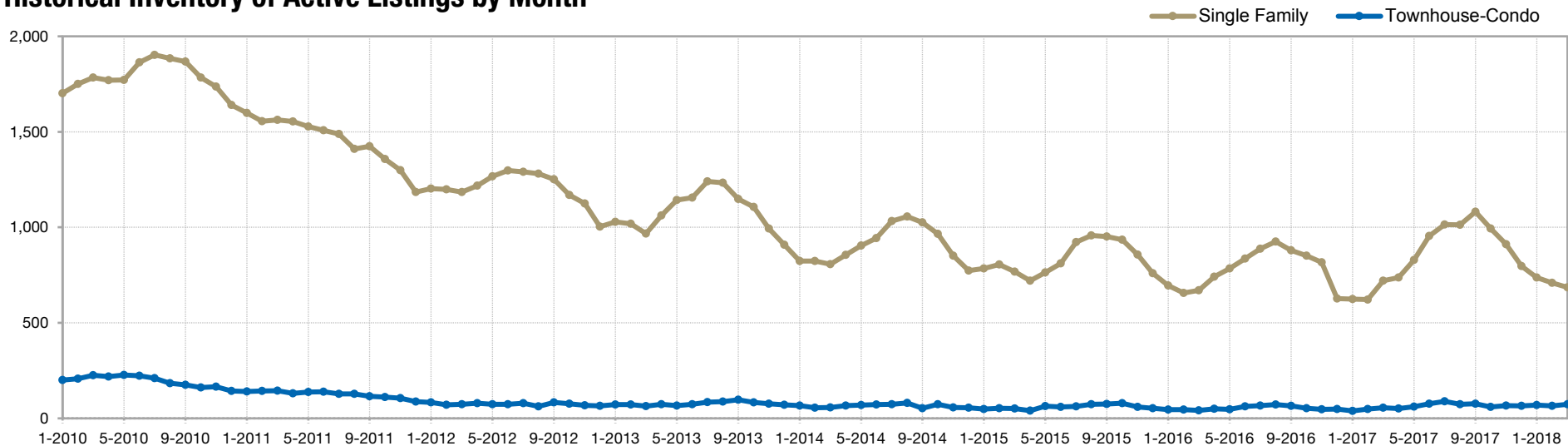
Inventory of Active Listings

March



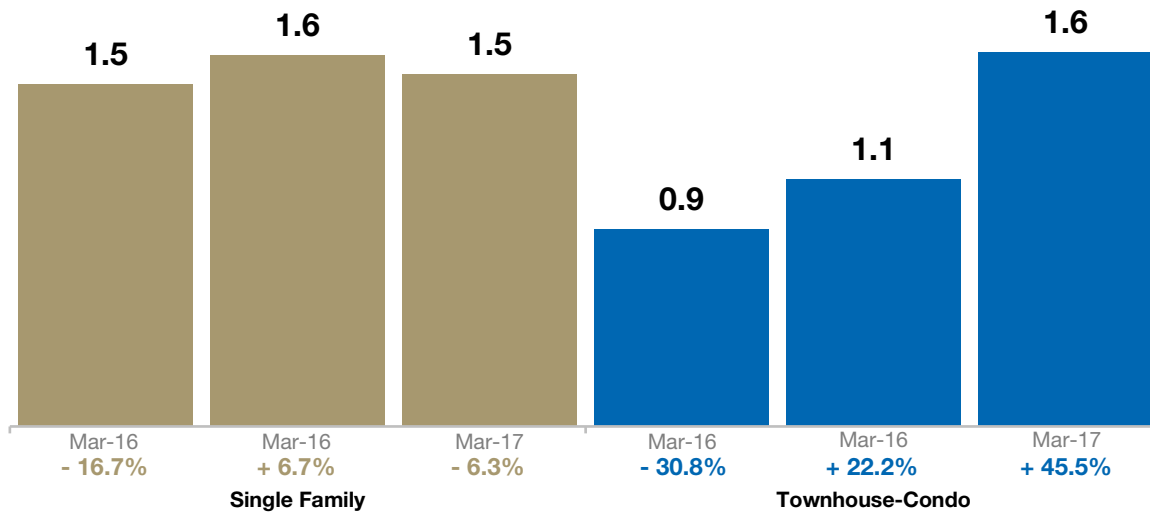
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	737	-0.5%	52	+4.0%
May-2017	829	+5.6%	61	+29.8%
Jun-2017	955	+14.2%	77	+22.2%
Jul-2017	1,015	+14.4%	89	+32.8%
Aug-2017	1,013	+9.5%	74	+2.8%
Sep-2017	1,081	+23.0%	76	+16.9%
Oct-2017	994	+16.8%	59	+11.3%
Nov-2017	912	+11.8%	66	+40.4%
Dec-2017	797	+27.1%	65	+32.7%
Jan-2018	737	+18.1%	69	+76.9%
Feb-2018	709	+14.0%	65	+35.4%
Mar-2018	685	-5.0%	74	+34.5%

Historical Inventory of Active Listings by Month



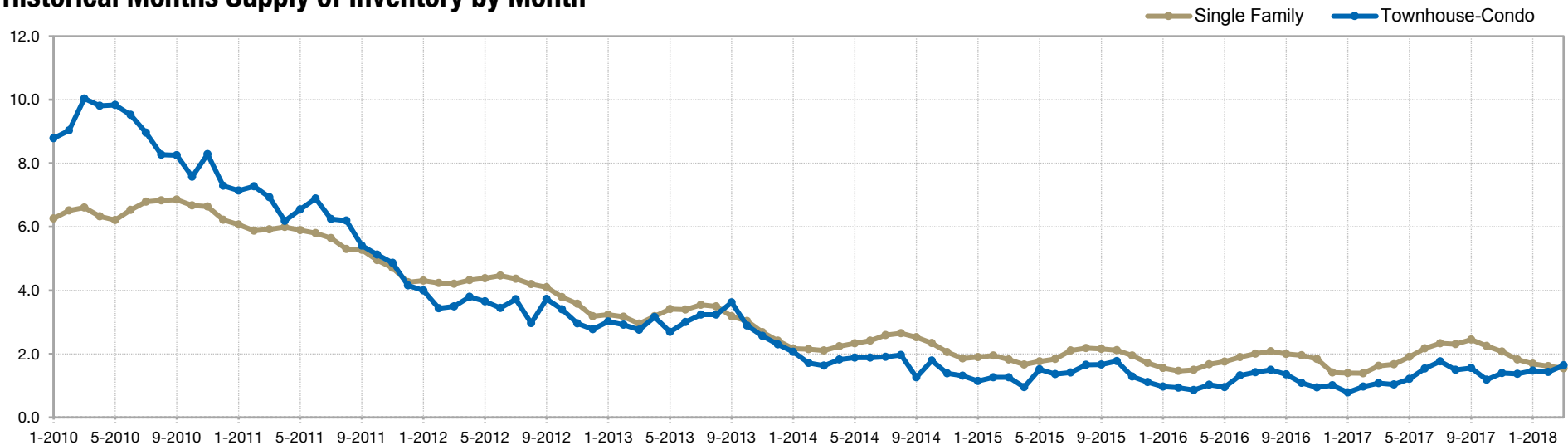
Months Supply of Inventory

March



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	1.7	0.0%	1.0	0.0%
May-2017	1.9	+5.6%	1.2	+20.0%
Jun-2017	2.2	+15.8%	1.5	+15.4%
Jul-2017	2.3	+15.0%	1.8	+28.6%
Aug-2017	2.3	+9.5%	1.5	0.0%
Sep-2017	2.4	+20.0%	1.6	+23.1%
Oct-2017	2.2	+10.0%	1.2	+9.1%
Nov-2017	2.1	+16.7%	1.4	+55.6%
Dec-2017	1.8	+28.6%	1.4	+40.0%
Jan-2018	1.7	+21.4%	1.5	+87.5%
Feb-2018	1.6	+14.3%	1.4	+40.0%
Mar-2018	1.5	-6.3%	1.6	+45.5%

Historical Months Supply of Inventory by Month



Total Market Overview

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

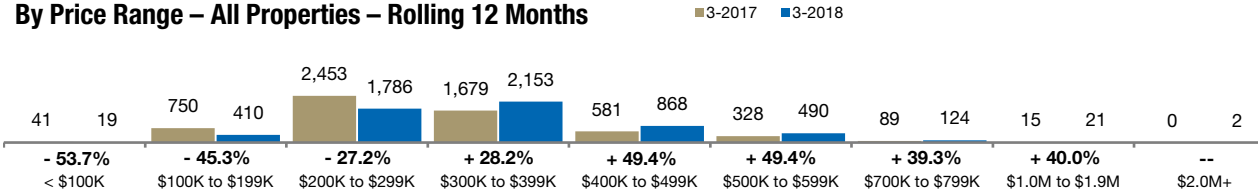


Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		701	752	+ 7.3%	1,684	1,853	+ 10.0%
Pending / Under Contract		523	659	+ 26.0%	1,362	1,671	+ 22.7%
Sold Listings		451	496	+ 10.0%	1,164	1,207	+ 3.7%
Median Sales Price		\$299,900	\$332,868	+ 11.0%	\$295,872	\$328,685	+ 11.1%
Average Sales Price		\$329,489	\$369,084	+ 12.0%	\$320,826	\$359,662	+ 12.1%
Pct. of List Price Received		99.8%	100.1%	+ 0.3%	99.7%	99.9%	+ 0.2%
Days on Market		77	69	- 10.4%	80	75	- 6.3%
Affordability Index		117	103	- 12.0%	118	104	- 11.9%
Active Listings		776	759	- 2.2%	--	--	--
Months Supply		1.6	1.6	0.0%	--	--	--

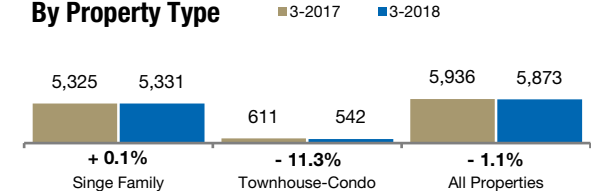
Sold Listings

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	3-2017	3-2018	Change	3-2017	3-2018	Change
\$99,999 and Below	37	17	-54.1%	4	2	-50.0%
\$100,000 to \$199,999	520	258	-50.4%	230	152	-33.9%
\$200,000 to \$299,999	2,125	1,500	-29.4%	328	286	-12.8%
\$300,000 to \$399,999	1,635	2,067	+26.4%	44	86	+95.5%
\$400,000 to \$499,999	577	852	+47.7%	4	16	+300.0%
\$500,000 to \$699,999	327	490	+49.8%	1	0	-100.0%
\$700,000 to \$999,999	89	124	+39.3%	0	0	--
\$1,000,000 to \$1,999,999	15	21	+40.0%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
All Price Ranges	5,325	5,331	+0.1%	611	542	-11.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2018	3-2018	Change	2-2018	3-2018	Change
\$99,999 and Below	0	2	--	0	1	--
\$100,000 to \$199,999	14	12	-14.3%	2	9	+350.0%
\$200,000 to \$299,999	96	115	+19.8%	19	28	+47.4%
\$300,000 to \$399,999	171	181	+5.8%	5	5	0.0%
\$400,000 to \$499,999	58	79	+36.2%	0	1	--
\$500,000 to \$699,999	23	54	+134.8%	0	0	--
\$700,000 to \$999,999	12	6	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	3	1	-66.7%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
All Price Ranges	377	452	+19.9%	26	44	+69.2%

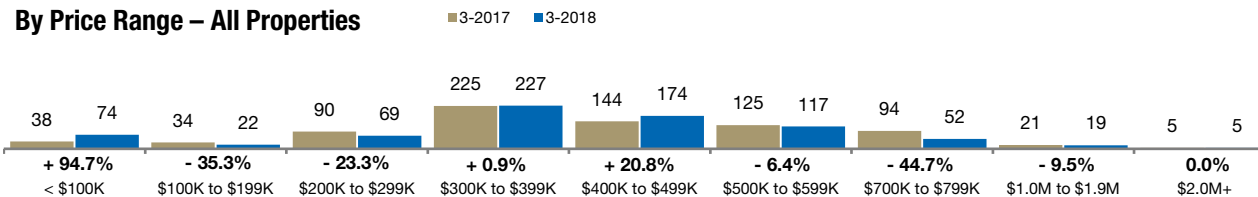
Year to Date

By Price Range	Single Family			Condo		
	3-2017	3-2018	Change	3-2017	3-2018	Change
\$99,999 and Below	6	4	-33.3%	1	1	0.0%
\$100,000 to \$199,999	82	36	-56.1%	37	22	-40.5%
\$200,000 to \$299,999	393	292	-25.7%	81	66	-18.5%
\$300,000 to \$399,999	344	458	+33.1%	14	14	0.0%
\$400,000 to \$499,999	120	183	+52.5%	1	3	+200.0%
\$500,000 to \$699,999	57	99	+73.7%	0	0	--
\$700,000 to \$999,999	25	22	-12.0%	0	0	--
\$1,000,000 to \$1,999,999	3	5	+66.7%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
All Price Ranges	1,030	1,101	+6.9%	134	106	-20.9%

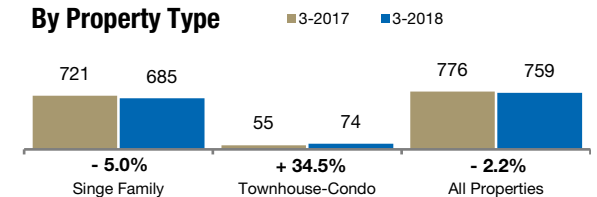
Inventory of Active Listings

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			Condo		
	3-2017	3-2018	Change	3-2017	3-2018	Change
\$99,999 and Below	37	72	+94.6%	1	2	+100.0%
\$100,000 to \$199,999	23	20	-13.0%	11	2	-81.8%
\$200,000 to \$299,999	73	40	-45.2%	17	29	+70.6%
\$300,000 to \$399,999	203	191	-5.9%	22	36	+63.6%
\$400,000 to \$499,999	140	173	+23.6%	4	1	-75.0%
\$500,000 to \$699,999	125	115	-8.0%	0	2	--
\$700,000 to \$999,999	94	51	-45.7%	0	1	--
\$1,000,000 to \$1,999,999	21	18	-14.3%	0	1	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	721	685	-5.0%	55	74	+34.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2018	3-2018	Change	2-2018	3-2018	Change
\$99,999 and Below	66	72	+9.1%	2	2	0.0%
\$100,000 to \$199,999	22	20	-9.1%	5	2	-60.0%
\$200,000 to \$299,999	49	40	-18.4%	21	29	+38.1%
\$300,000 to \$399,999	199	191	-4.0%	33	36	+9.1%
\$400,000 to \$499,999	187	173	-7.5%	2	1	-50.0%
\$500,000 to \$699,999	111	115	+3.6%	2	2	0.0%
\$700,000 to \$999,999	55	51	-7.3%	0	1	--
\$1,000,000 to \$1,999,999	15	18	+20.0%	0	1	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	709	685	-3.4%	65	74	+13.8%

Year to Date

By Price Range	Single Family			Condo		
	3-2017	3-2018	Change	3-2017	3-2018	Change
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.
Pending / Under Contract	A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. 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. The Pending/Under Contract metric includes Pending, Active/Backup and Active/First Right.
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.