

Monthly Indicators

April 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 16.1 percent for single family homes and 69.6 percent for townhouse-condo properties. Pending Sales landed at 665 for single family homes and 81 for townhouse-condo properties.

The Median Sales Price was up 4.2 percent to \$339,950 for single family homes and 10.5 percent to \$239,500 for townhouse-condo properties. Days on Market decreased 5.9 percent for single family homes and 37.2 percent for townhouse-condo properties.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

Activity Snapshot

+ 11.7%	+ 4.5%	- 8.7%
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.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending / Under Contract	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

Single Family Market Overview

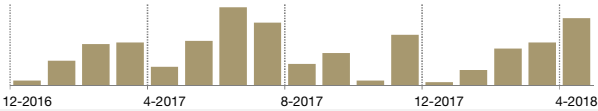
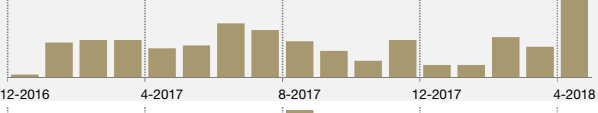
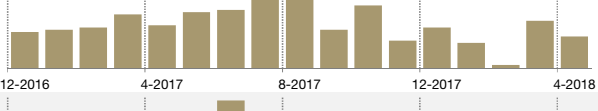
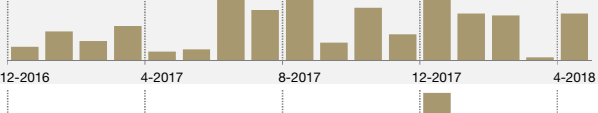
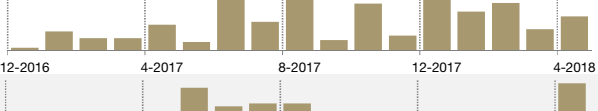
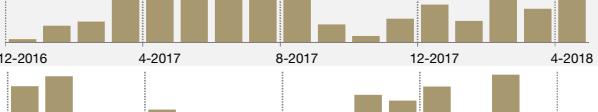
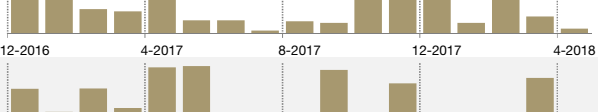
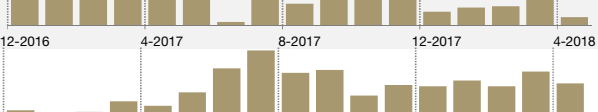
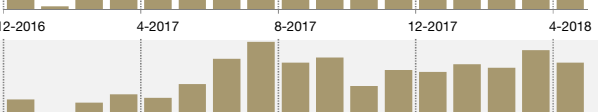

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		610	708	+ 16.1%	2,121	2,402	+ 13.2%
Pending / Under Contract		525	665	+ 26.7%	1,735	2,175	+ 25.4%
Sold Listings		416	475	+ 14.2%	1,447	1,605	+ 10.9%
Median Sales Price		\$326,250	\$339,950	+ 4.2%	\$313,250	\$338,000	+ 7.9%
Average Sales Price		\$345,768	\$374,044	+ 8.2%	\$336,229	\$371,647	+ 10.5%
Pct. of List Price Received		99.9%	100.3%	+ 0.4%	99.7%	100.0%	+ 0.3%
Days on Market		68	64	- 5.9%	77	72	- 6.5%
Affordability Index		109	99	- 9.2%	114	100	- 12.3%
Active Listings		735	695	- 5.4%	--	--	--
Months Supply		1.7	1.5	- 11.8%	--	--	--

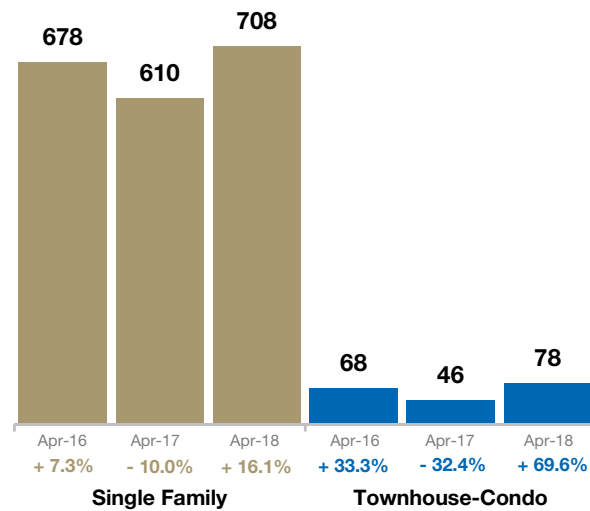
Townhouse-Condo Market Overview

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

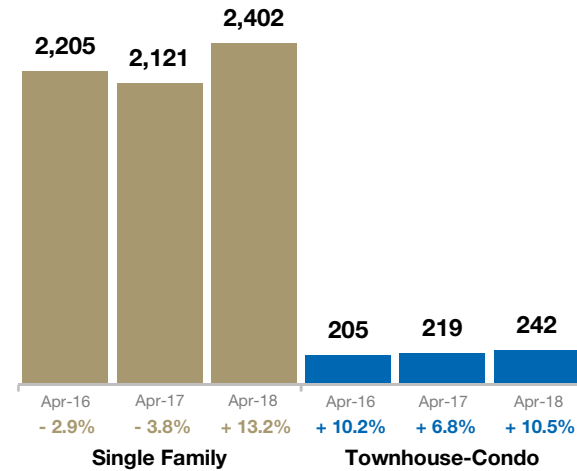
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		46	78	+ 69.6%	219	242	+ 10.5%
Pending / Under Contract		46	81	+ 76.1%	200	216	+ 8.0%
Sold Listings		44	39	- 11.4%	178	147	- 17.4%
Median Sales Price		\$216,693	\$239,500	+ 10.5%	\$226,950	\$235,000	+ 3.5%
Average Sales Price		\$239,186	\$244,486	+ 2.2%	\$233,806	\$244,203	+ 4.4%
Pct. of List Price Received		100.5%	101.2%	+ 0.7%	100.2%	100.5%	+ 0.3%
Days on Market		78	49	- 37.2%	76	63	- 17.1%
Affordability Index		165	141	- 14.5%	157	144	- 8.3%
Active Listings		52	67	+ 28.8%	--	--	--
Months Supply		1.0	1.5	+ 50.0%	--	--	--

New Listings

April

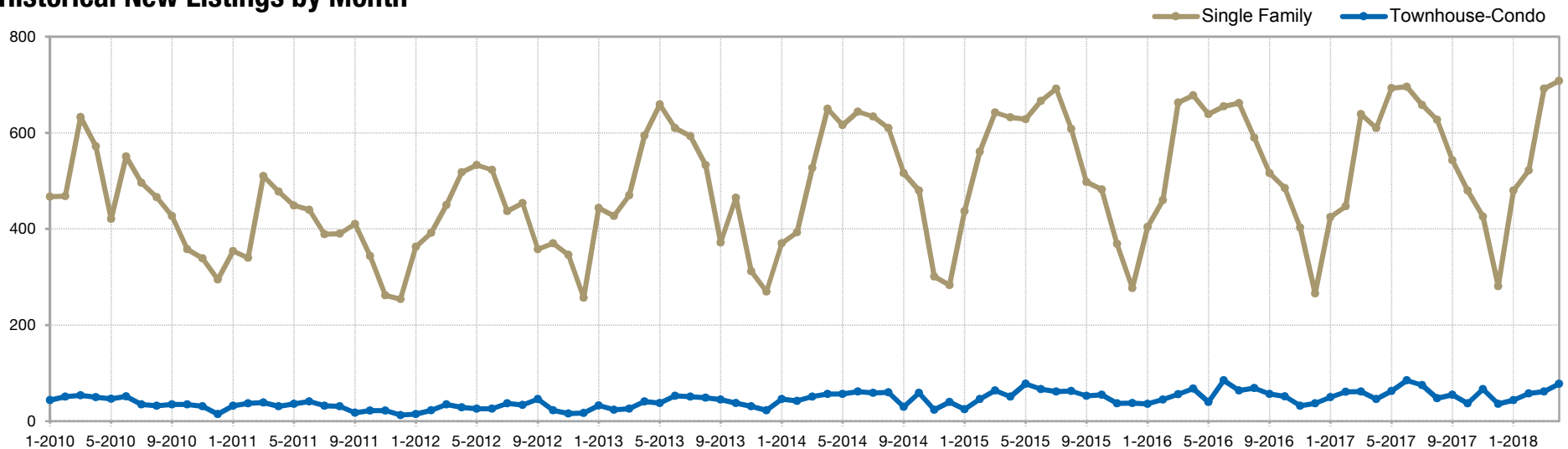


Year to Date



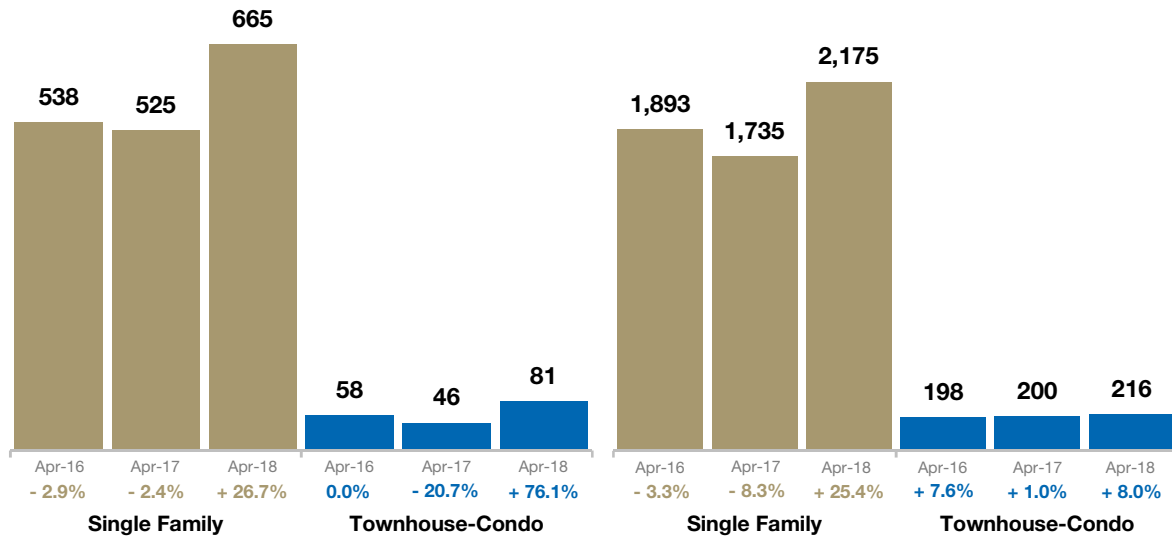
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	693	+8.5%	63	+57.5%
Jun-2017	696	+6.3%	85	0.0%
Jul-2017	658	-0.6%	75	+17.2%
Aug-2017	627	+6.3%	48	-30.4%
Sep-2017	543	+5.2%	55	-3.5%
Oct-2017	480	-1.0%	37	-28.8%
Nov-2017	426	+5.7%	67	+109.4%
Dec-2017	281	+5.6%	36	-2.7%
Jan-2018	480	+12.9%	44	-12.0%
Feb-2018	522	+16.8%	58	-4.9%
Mar-2018	692	+8.3%	62	0.0%
Apr-2018	708	+16.1%	78	+69.6%

Historical New Listings by Month

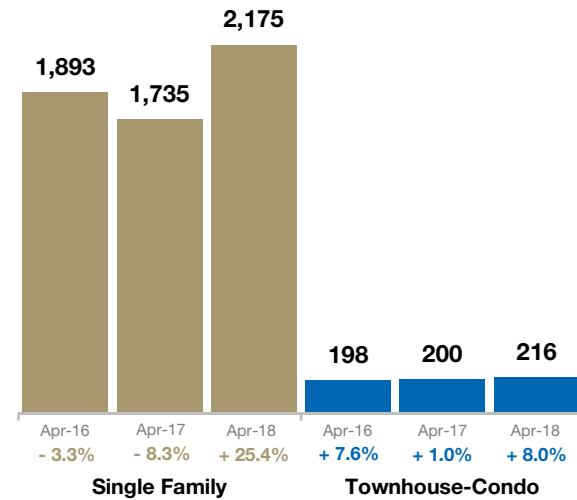


Pending / Under Contract

April

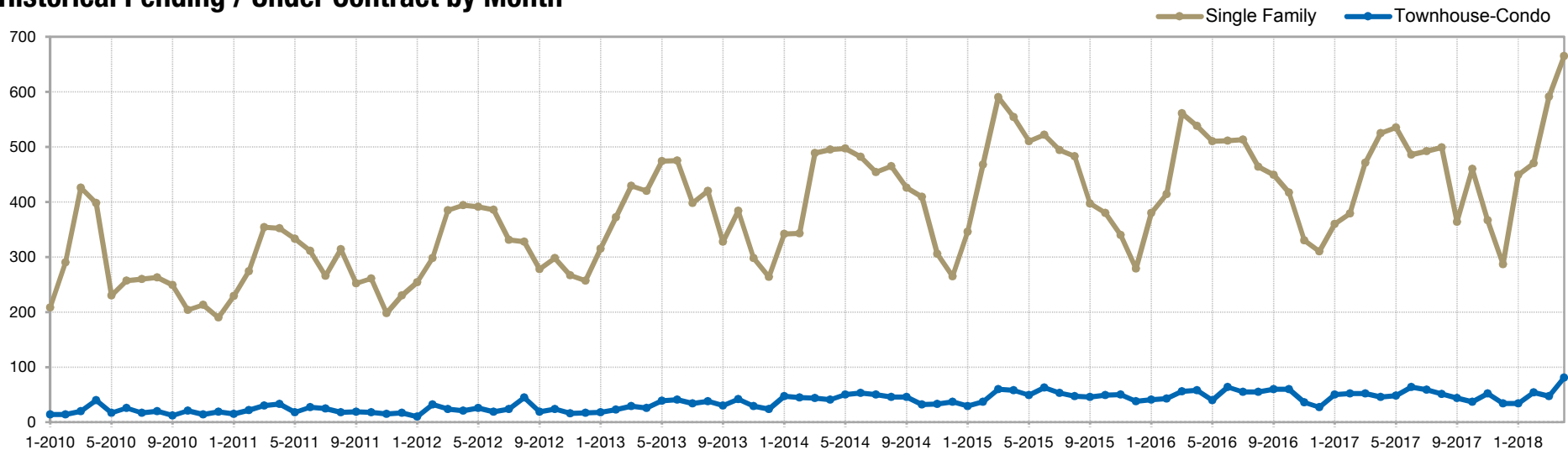


Year to Date



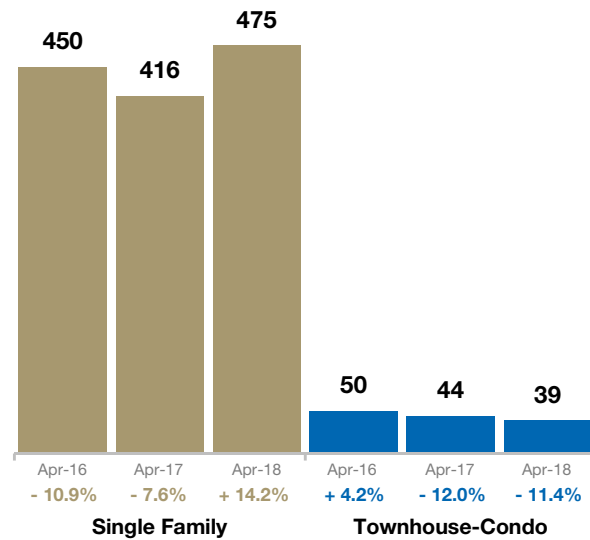
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	535	+4.9%	48	+20.0%
Jun-2017	486	-4.9%	64	0.0%
Jul-2017	492	-4.1%	59	+7.3%
Aug-2017	499	+7.5%	51	-7.3%
Sep-2017	364	-18.9%	44	-26.7%
Oct-2017	460	+10.3%	37	-38.3%
Nov-2017	367	+11.2%	52	+44.4%
Dec-2017	287	-7.4%	34	+25.9%
Jan-2018	449	+24.7%	34	-32.0%
Feb-2018	470	+24.0%	54	+3.8%
Mar-2018	591	+25.5%	47	-9.6%
Apr-2018	665	+26.7%	81	+76.1%

Historical Pending / Under Contract by Month

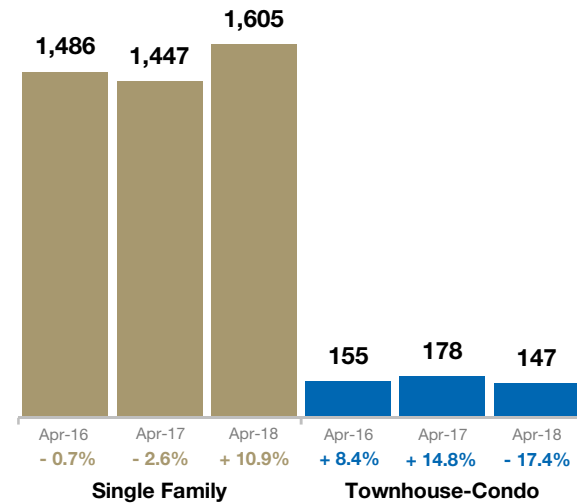


Sold Listings

April

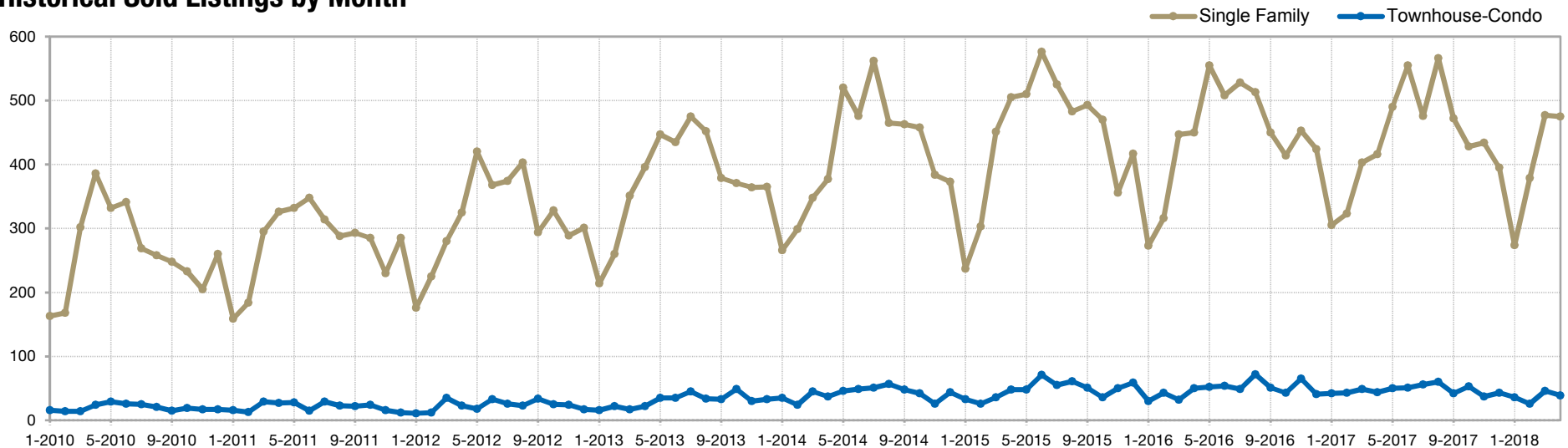


Year to Date



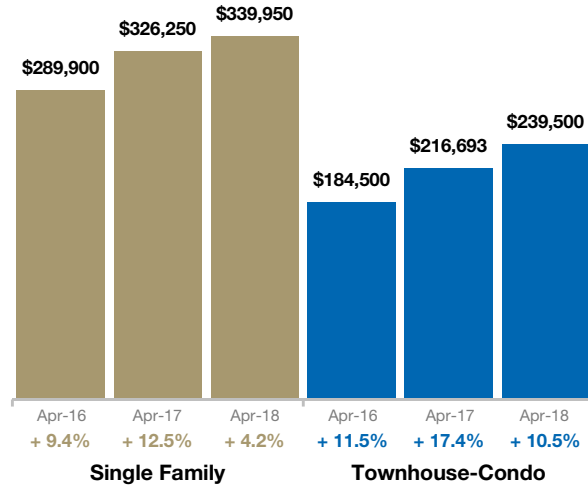
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	490	-11.7%	50	-3.8%
Jun-2017	555	+9.3%	51	-5.6%
Jul-2017	476	-9.8%	56	+14.3%
Aug-2017	566	+10.3%	60	-16.7%
Sep-2017	472	+4.9%	42	-17.6%
Oct-2017	428	+3.4%	53	+23.3%
Nov-2017	434	-4.2%	37	-43.1%
Dec-2017	395	-6.8%	43	+4.9%
Jan-2018	274	-10.2%	36	-14.3%
Feb-2018	379	+17.3%	26	-39.5%
Mar-2018	477	+18.4%	46	-6.1%
Apr-2018	475	+14.2%	39	-11.4%

Historical Sold Listings by Month

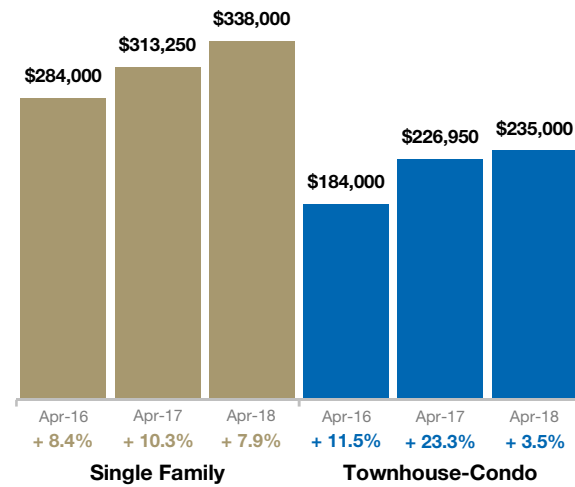


Median Sales Price

April

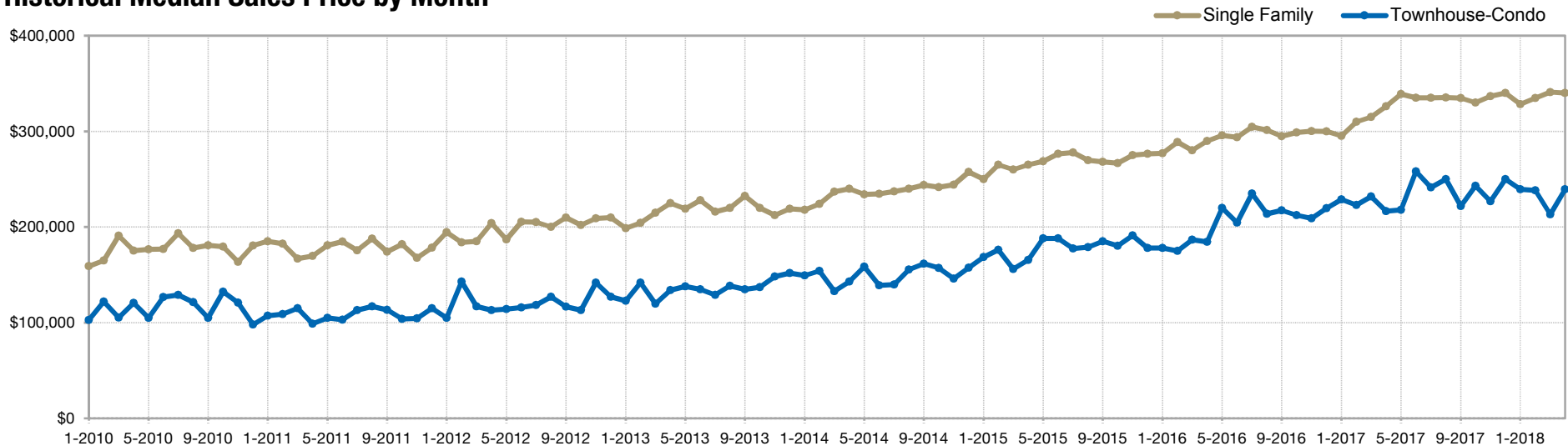


Year to Date



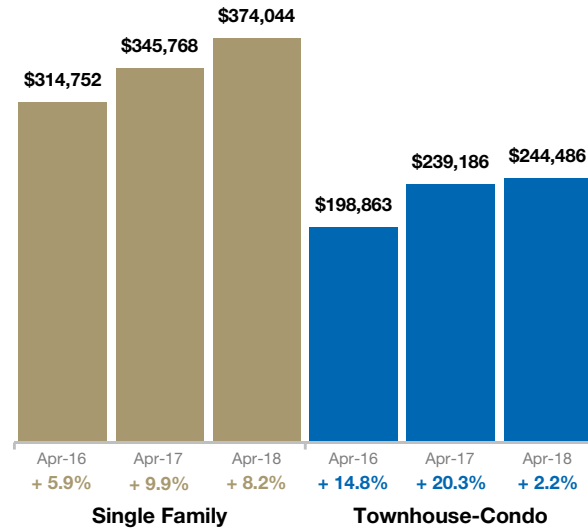
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	\$338,890	+14.6%	\$218,000	-0.9%
Jun-2017	\$335,000	+14.0%	\$258,000	+26.2%
Jul-2017	\$335,000	+10.0%	\$241,500	+2.8%
Aug-2017	\$335,255	+11.3%	\$250,000	+17.0%
Sep-2017	\$334,900	+13.6%	\$222,000	+2.1%
Oct-2017	\$329,950	+10.4%	\$243,000	+14.4%
Nov-2017	\$336,750	+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	\$334,900	+8.0%	\$238,250	+6.9%
Mar-2018	\$341,000	+8.3%	\$213,250	-8.1%
Apr-2018	\$339,950	+4.2%	\$239,500	+10.5%

Historical Median Sales Price by Month

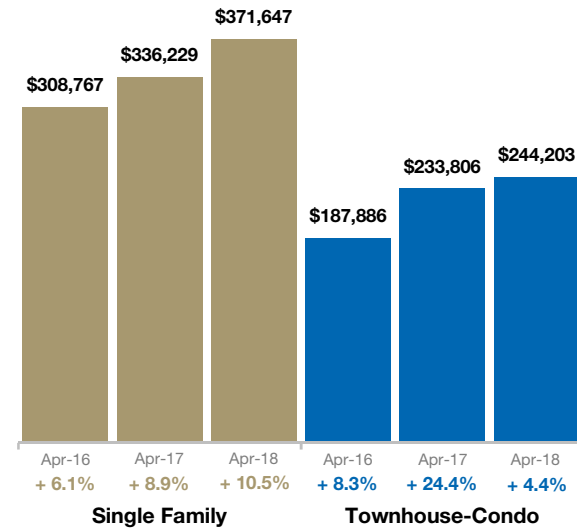


Average Sales Price

April

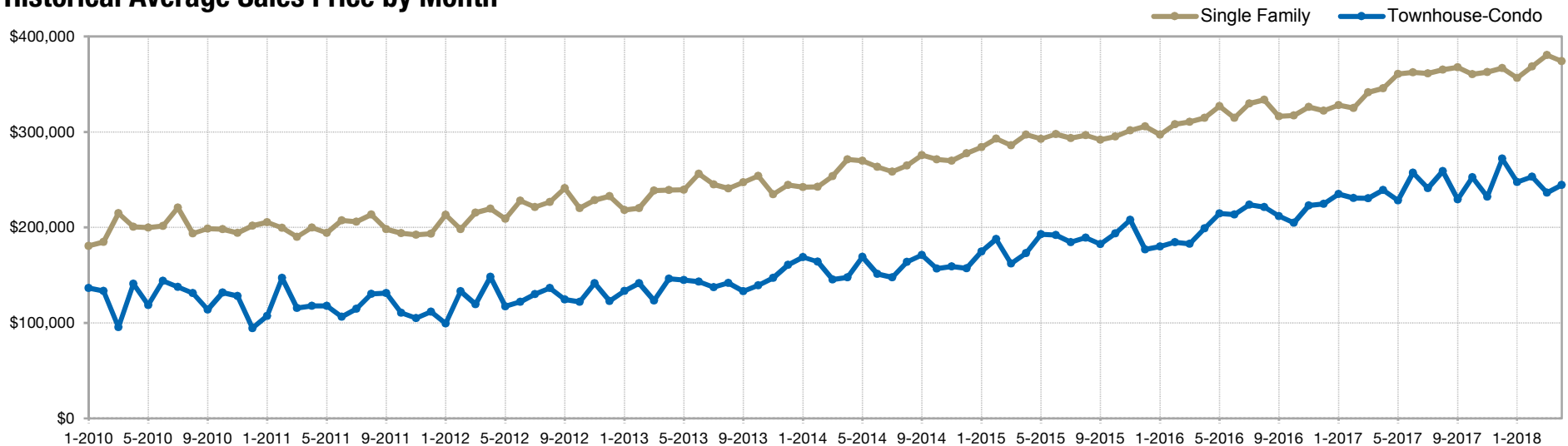


Year to Date



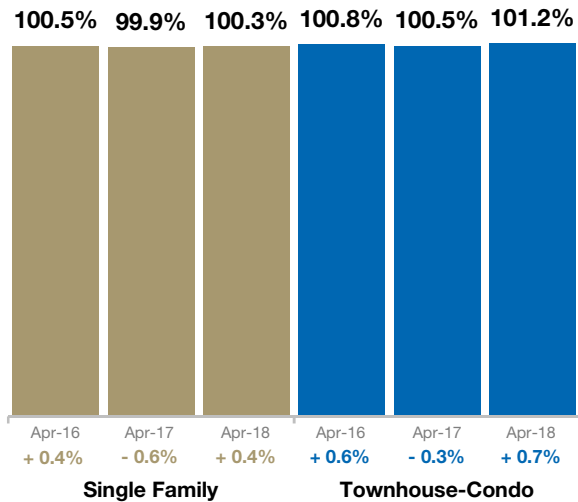
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	\$360,811	+10.4%	\$228,330	+6.4%
Jun-2017	\$362,448	+15.2%	\$257,134	+20.5%
Jul-2017	\$361,224	+9.5%	\$240,977	+7.7%
Aug-2017	\$365,264	+9.5%	\$258,993	+17.1%
Sep-2017	\$367,705	+16.2%	\$229,445	+8.3%
Oct-2017	\$360,459	+13.6%	\$252,495	+23.2%
Nov-2017	\$362,711	+11.2%	\$232,229	+4.1%
Dec-2017	\$366,692	+13.8%	\$271,903	+21.0%
Jan-2018	\$356,454	+8.6%	\$247,534	+5.3%
Feb-2018	\$368,585	+13.4%	\$252,985	+9.6%
Mar-2018	\$380,426	+11.4%	\$236,391	+2.5%
Apr-2018	\$374,044	+8.2%	\$244,486	+2.2%

Historical Average Sales Price by Month

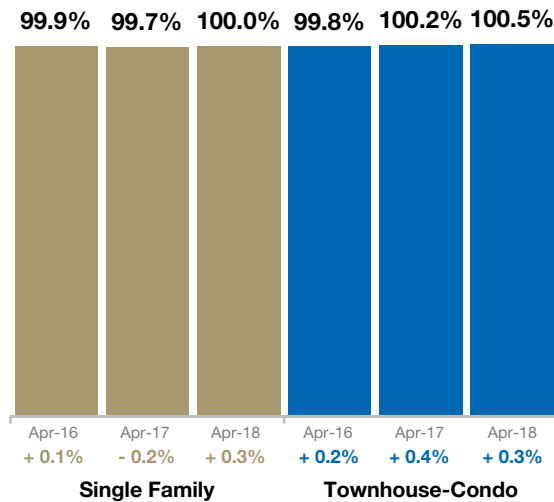


Percent of List Price Received

April

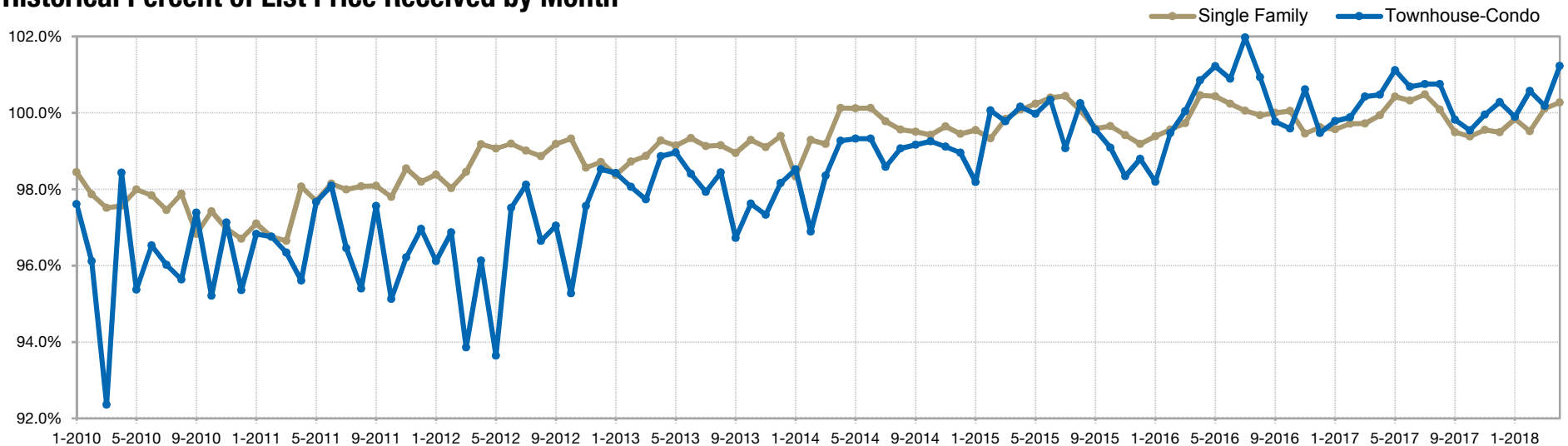


Year to Date



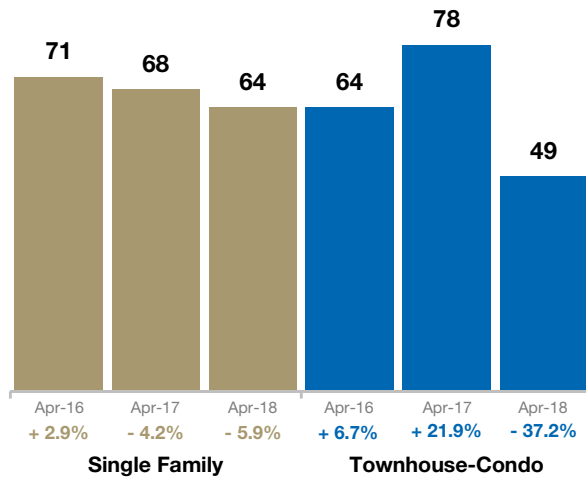
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	100.4%	0.0%	101.1%	-0.1%
Jun-2017	100.3%	+0.1%	100.7%	-0.2%
Jul-2017	100.5%	+0.4%	100.8%	-1.2%
Aug-2017	100.1%	+0.2%	100.8%	-0.1%
Sep-2017	99.5%	-0.5%	99.8%	0.0%
Oct-2017	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%	100.2%	-0.2%
Apr-2018	100.3%	+0.4%	101.2%	+0.7%

Historical Percent of List Price Received by Month

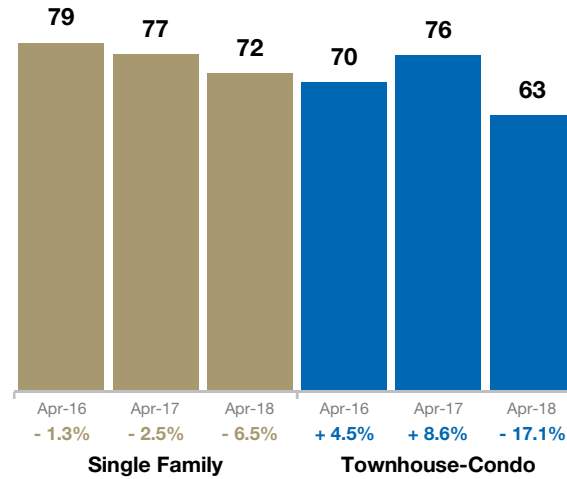


Days on Market Until Sale

April

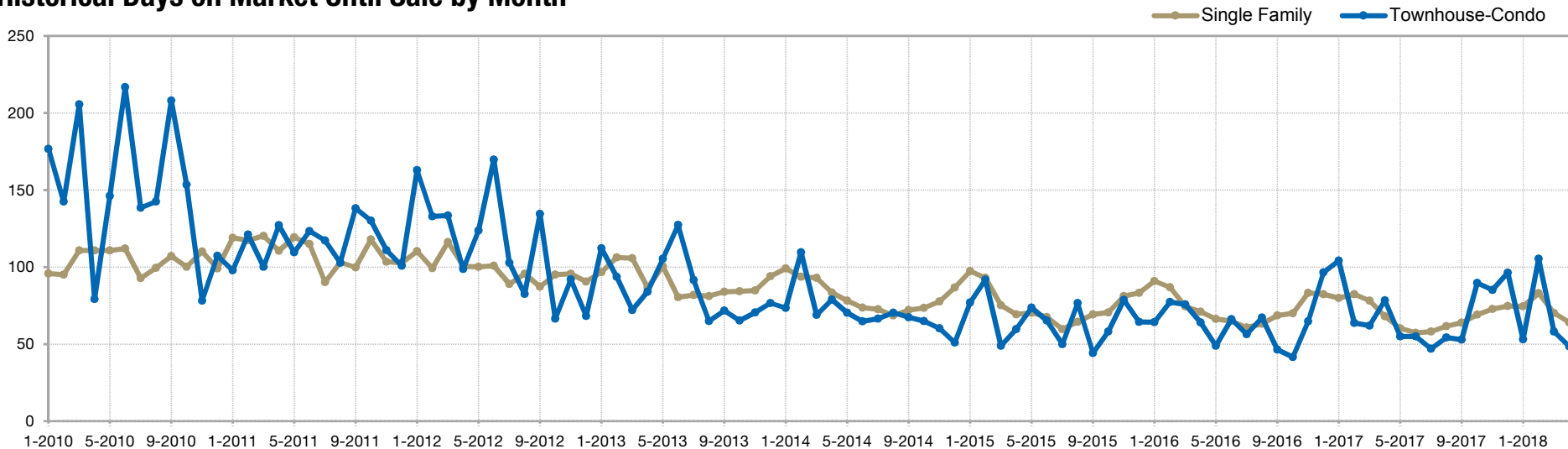


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	75	-6.3%	53	-49.0%
Feb-2018	83	+1.2%	105	+64.1%
Mar-2018	70	-10.3%	58	-6.5%
Apr-2018	64	-5.9%	49	-37.2%

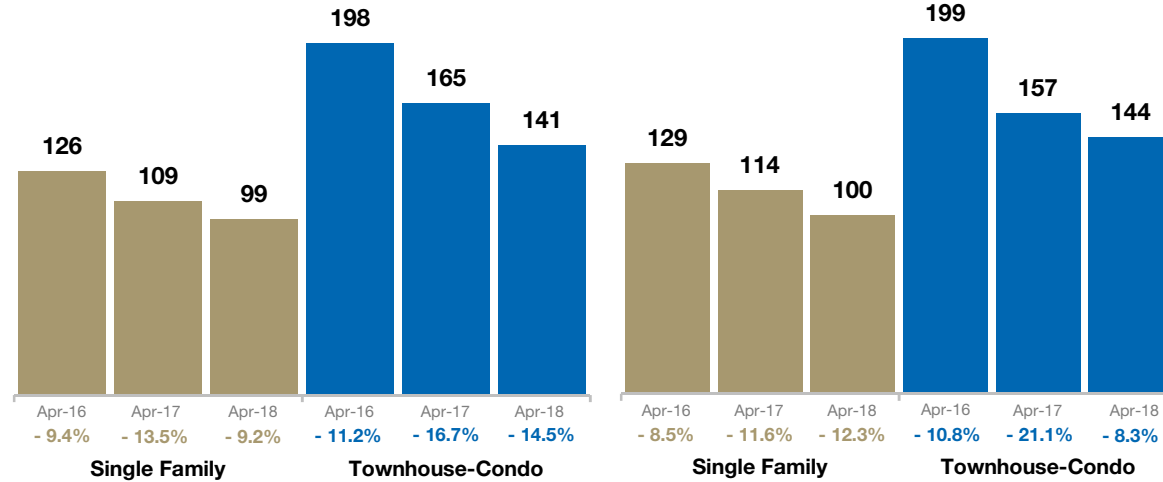
Historical Days on Market Until Sale by Month



Housing Affordability Index

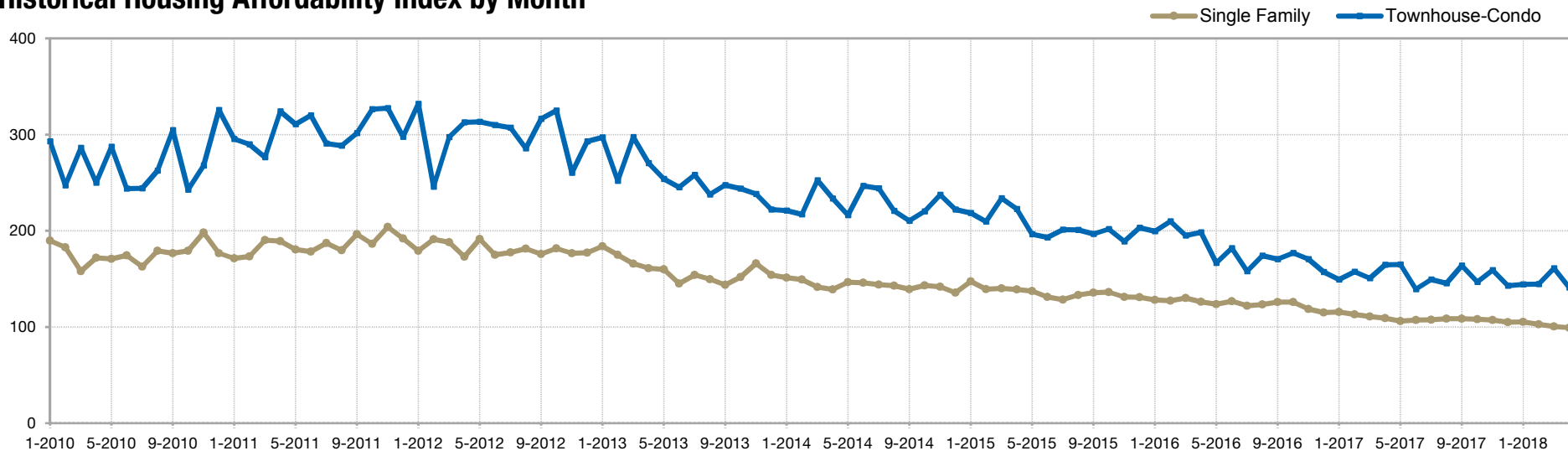
April

Year to Date



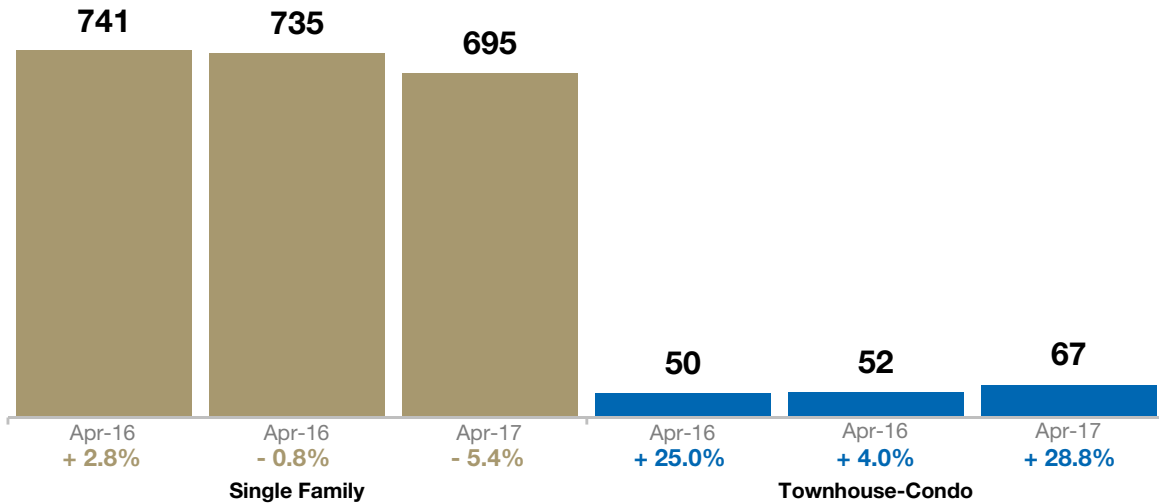
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	106	-14.5%	165	-1.2%
Jun-2017	107	-15.7%	139	-23.6%
Jul-2017	108	-11.5%	149	-5.7%
Aug-2017	109	-12.1%	146	-16.1%
Sep-2017	109	-13.5%	164	-4.1%
Oct-2017	108	-14.3%	147	-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%
Apr-2018	99	-9.2%	141	-14.5%

Historical Housing Affordability Index by Month



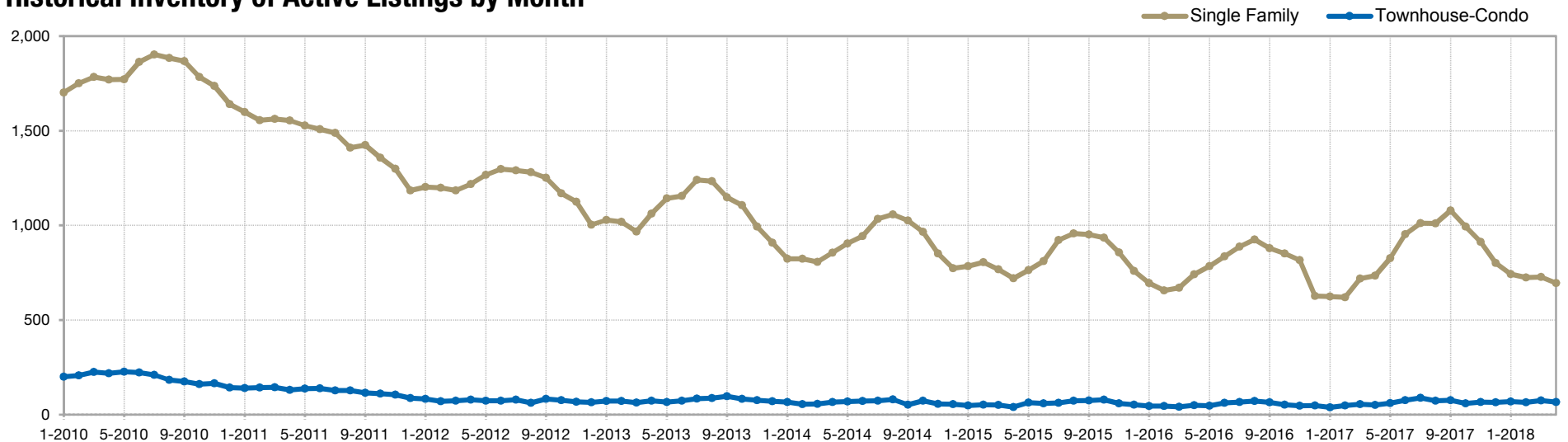
Inventory of Active Listings

April



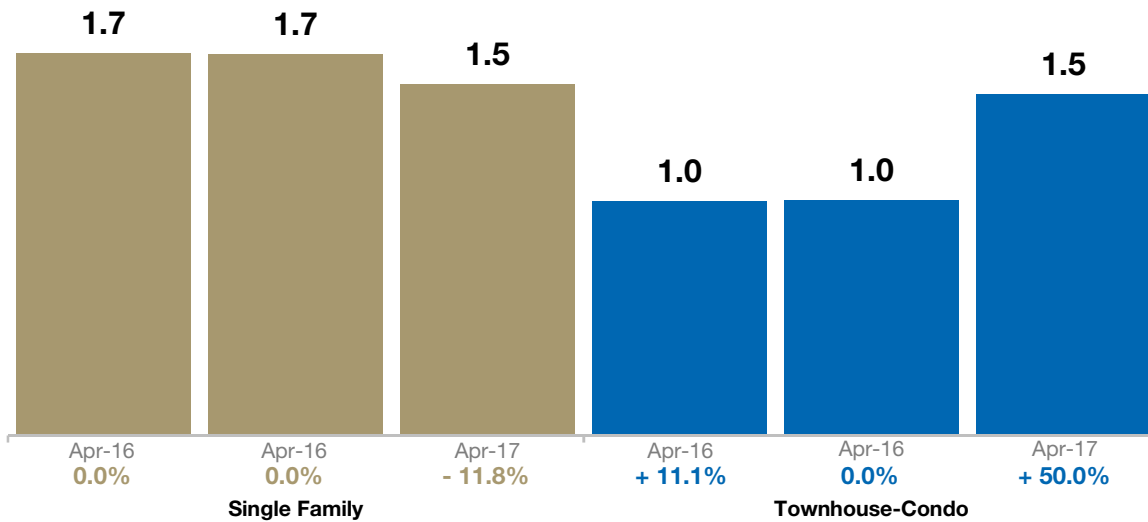
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	827	+5.4%	61	+29.8%
Jun-2017	953	+14.0%	77	+22.2%
Jul-2017	1,012	+14.1%	89	+32.8%
Aug-2017	1,010	+9.2%	74	+2.8%
Sep-2017	1,078	+22.6%	76	+16.9%
Oct-2017	993	+16.7%	59	+11.3%
Nov-2017	913	+11.9%	66	+40.4%
Dec-2017	801	+27.8%	65	+32.7%
Jan-2018	743	+19.1%	69	+76.9%
Feb-2018	724	+16.8%	65	+35.4%
Mar-2018	727	+1.1%	75	+36.4%
Apr-2018	695	-5.4%	67	+28.8%

Historical Inventory of Active Listings by Month



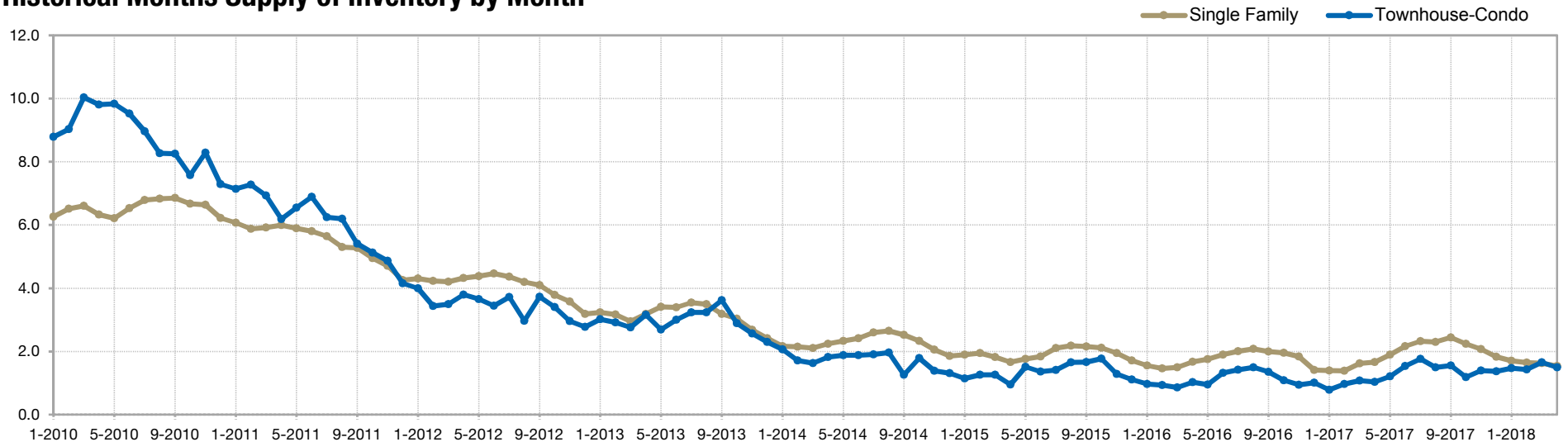
Months Supply of Inventory

April



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	1.6	0.0%	1.7	+54.5%
Apr-2018	1.5	-11.8%	1.5	+50.0%

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.

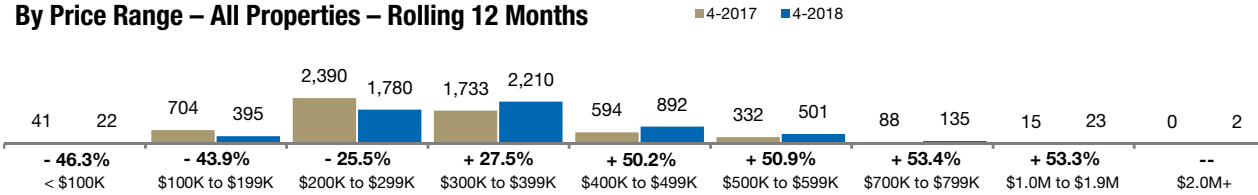


Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		656	786	+ 19.8%	2,340	2,644	+ 13.0%
Pending / Under Contract		571	746	+ 30.6%	1,935	2,391	+ 23.6%
Sold Listings		460	514	+ 11.7%	1,625	1,752	+ 7.8%
Median Sales Price		\$320,000	\$334,374	+ 4.5%	\$301,542	\$330,000	+ 9.4%
Average Sales Price		\$335,573	\$364,194	+ 8.5%	\$325,003	\$360,948	+ 11.1%
Pct. of List Price Received		100.0%	100.3%	+ 0.3%	99.8%	100.0%	+ 0.2%
Days on Market		69	63	- 8.7%	77	71	- 7.8%
Affordability Index		111	101	- 9.0%	118	102	- 13.6%
Active Listings		787	762	- 3.2%	--	--	--
Months Supply		1.6	1.5	- 6.3%	--	--	--

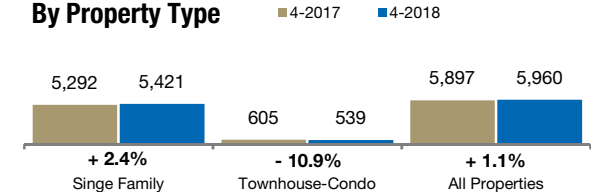
Sold Listings

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		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	37	20	-45.9%	4	2	-50.0%
\$100,000 to \$199,999	485	247	-49.1%	219	148	-32.4%
\$200,000 to \$299,999	2,067	1,491	-27.9%	323	289	-10.5%
\$300,000 to \$399,999	1,679	2,125	+26.6%	54	85	+57.4%
\$400,000 to \$499,999	590	877	+48.6%	4	15	+275.0%
\$500,000 to \$699,999	331	501	+51.4%	1	0	-100.0%
\$700,000 to \$999,999	88	135	+53.4%	0	0	--
\$1,000,000 to \$1,999,999	15	23	+53.3%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
All Price Ranges	5,292	5,421	+2.4%	605	539	-10.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	2	5	+150.0%	1	0	-100.0%
\$100,000 to \$199,999	13	13	0.0%	10	11	+10.0%
\$200,000 to \$299,999	120	116	-3.3%	29	19	-34.5%
\$300,000 to \$399,999	194	199	+2.6%	5	9	+80.0%
\$400,000 to \$499,999	84	80	-4.8%	1	0	-100.0%
\$500,000 to \$699,999	54	45	-16.7%	0	0	--
\$700,000 to \$999,999	7	15	+114.3%	0	0	--
\$1,000,000 to \$1,999,999	1	2	+100.0%	0	0	--
\$2,000,000 and Above	2	0	-100.0%	0	0	--
All Price Ranges	477	475	-0.4%	46	39	-15.2%

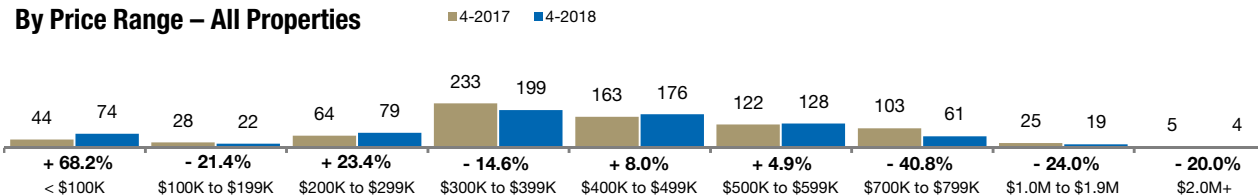
Year to Date

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	9	9	0.0%	1	1	0.0%
\$100,000 to \$199,999	107	50	-53.3%	53	34	-35.8%
\$200,000 to \$299,999	524	414	-21.0%	98	86	-12.2%
\$300,000 to \$399,999	498	670	+34.5%	24	23	-4.2%
\$400,000 to \$499,999	183	270	+47.5%	2	3	+50.0%
\$500,000 to \$699,999	93	145	+55.9%	0	0	--
\$700,000 to \$999,999	30	38	+26.7%	0	0	--
\$1,000,000 to \$1,999,999	3	7	+133.3%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
All Price Ranges	1,447	1,605	+10.9%	178	147	-17.4%

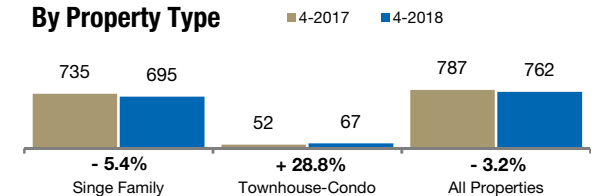
Inventory of Active Listings

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		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	43	72	+67.4%	1	2	+100.0%
\$100,000 to \$199,999	18	20	+11.1%	10	2	-80.0%
\$200,000 to \$299,999	50	57	+14.0%	14	22	+57.1%
\$300,000 to \$399,999	211	163	-22.7%	22	36	+63.6%
\$400,000 to \$499,999	158	173	+9.5%	5	3	-40.0%
\$500,000 to \$699,999	122	128	+4.9%	0	0	--
\$700,000 to \$999,999	103	60	-41.7%	0	1	--
\$1,000,000 to \$1,999,999	25	18	-28.0%	0	1	--
\$2,000,000 and Above	5	4	-20.0%	0	0	--
All Price Ranges	735	695	-5.4%	52	67	+28.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	72	72	0.0%	2	2	0.0%
\$100,000 to \$199,999	23	20	-13.0%	2	2	0.0%
\$200,000 to \$299,999	54	57	+5.6%	31	22	-29.0%
\$300,000 to \$399,999	205	163	-20.5%	37	36	-2.7%
\$400,000 to \$499,999	180	173	-3.9%	1	3	+200.0%
\$500,000 to \$699,999	116	128	+10.3%	1	0	-100.0%
\$700,000 to \$999,999	53	60	+13.2%	0	1	--
\$1,000,000 to \$1,999,999	19	18	-5.3%	1	1	0.0%
\$2,000,000 and Above	5	4	-20.0%	0	0	--
All Price Ranges	727	695	-4.4%	75	67	-10.7%

Year to Date

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	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.