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Krista Manss Sales (970) 203-4685 kmanss@ltgc.com



Dan Medeiros Sales (970) 218-8877 dmedeiros@ltgc.com

Colorado is your backyard - and ours. That's why you can trust your investment to our 50+ years of local expertise and experience.





Monthly Indicators



April 2020

New Listings were down 30.9 percent for single family homes and 41.8 percent for townhouse-condo properties. Pending Sales landed at 158 for single family homes and 46 for townhouse-condo properties.

The Median Sales Price was up 4.7 percent to \$445,000 for single family homes and 1.3 percent to \$308,700 for townhouse-condo properties. Days on Market increased 12.3 percent for single family homes and 8.1 percent for townhouse-condo properties.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Activity Snapshot

Otra alla Farratti i Alaktiviki i Ovrani david

- 24.1% + 12.3% + 4.7%

One-Year Change in Single Family Sold Listings One-Year Change in Single Family Days On Market One-Year Change in Single Familly Median Sales Price

Residential real estate activity in Area 9 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings	4-2017 4-2018 4-2019 4-2020	391	270	- 30.9%	1,214	1,062	- 12.5%
Pending Sales	4-2017 4-2018 4-2019 4-2020	311	158	- 49.2%	976	823	- 15.7%
Under Contract	Not enough historical data for chart						
Sold Listings	4-2017 4-2018 4-2019 4-2020	249	189	- 24.1%	755	723	- 4.2%
Median Sales Price	4-2017 4-2018 4-2019 4-2020	\$425,000	\$445,000	+ 4.7%	\$420,000	\$432,000	+ 2.9%
Avg. Sales Price	4-2017 4-2018 4-2019 4-2020	\$467,890	\$505,782	+ 8.1%	\$468,816	\$483,359	+ 3.1%
Pct. of List Price Received	4-2017 4-2018 4-2019 4-2020	99.3%	99.8%	+ 0.5%	99.0%	99.4%	+ 0.4%
Days on Market	4-2017 4-2018 4-2019 4-2020	65	73	+ 12.3%	72	85	+ 18.1%
Affordability Index	4-2017 4-2018 4-2019 4-2020	83	86	+ 3.6%	84	89	+ 6.0%
Active Listings	4-2017 4-2018 4-2019 4-2020	455	466	+ 2.4%			
Months Supply	4-2017 4-2018 4-2019 4-2020	1.9	2.0	+ 5.3%			

Townhouse-Condo Activity Overview



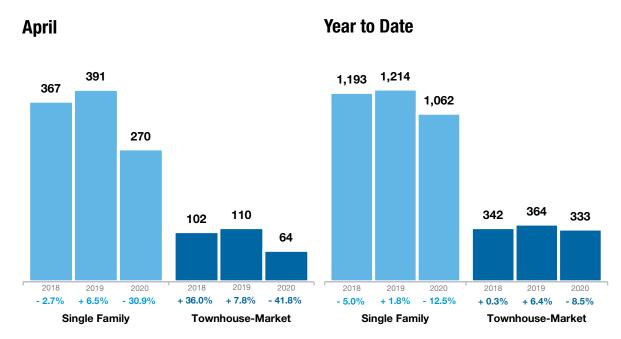
Key metrics for Townhouse-Condo by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		110	64	- 41.8%	364	333	- 8.5%
Pending Sales	4-2017 4-2018 4-2019 4-2020 4-2017 4-2018 4-2019 4-2020	97	46	- 52.6%	317	273	- 13.9%
Under Contract	Not enough historical data for chart						
Sold Listings	4-2017 4-2018 4-2019 4-2020	90	62	- 31.1%	250	279	+ 11.6%
Median Sales Price	4-2017 4-2018 4-2019 4-2020	\$304,613	\$308,700	+ 1.3%	\$298,600	\$305,500	+ 2.3%
Avg. Sales Price	4-2017 4-2018 4-2019 4-2020	\$318,276	\$317,568	- 0.2%	\$310,635	\$333,192	+ 7.3%
Pct. of List Price Received	4-2017 4-2018 4-2019 4-2020	99.3%	99.1%	- 0.2%	99.0%	99.2%	+ 0.2%
Days on Market	4-2017 4-2018 4-2019 4-2020	74	80	+ 8.1%	87	118	+ 35.6%
Affordability Index	4-2017 4-2018 4-2019 4-2020	115	124	+ 7.8%	118	126	+ 6.8%
Active Listings	4-2017 4-2018 4-2019 4-2020	111	171	+ 54.1%			
Months Supply	4-2017 4-2018 4-2019 4-2020	1.5	2.3	+ 53.3%			

New Listings

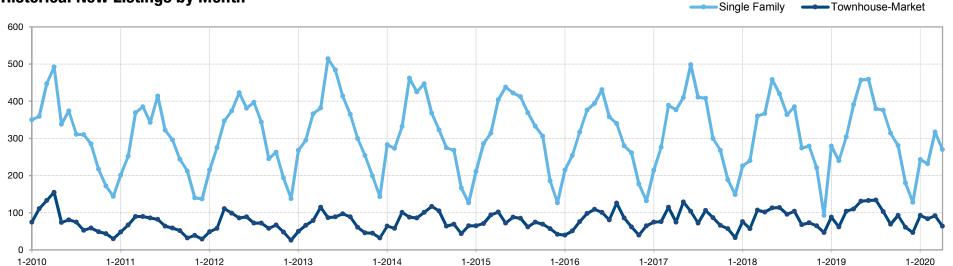
A count of the properties that have been newly listed on the market in a given month.





New Listings	Single Family	Year-Over-Year Change	Townhouse- Market	Year-Over-Year Change
May-2019	457	-0.2%	131	+15.9%
Jun-2019	459	+9.3%	133	+16.7%
Jul-2019	380	+4.4%	134	+39.6%
Aug-2019	376	-2.3%	103	-1.0%
Sep-2019	314	+14.6%	69	+1.5%
Oct-2019	281	+0.7%	93	+27.4%
Nov-2019	180	-18.6%	61	-6.2%
Dec-2019	128	+37.6%	47	0.0%
Jan-2020	243	-12.9%	93	+5.7%
Feb-2020	232	-3.3%	84	+35.5%
Mar-2020	317	+4.3%	92	-11.5%
Apr-2020	270	-30.9%	64	-41.8%
12-Month Avg	303	-1.9%	92	+5.7%

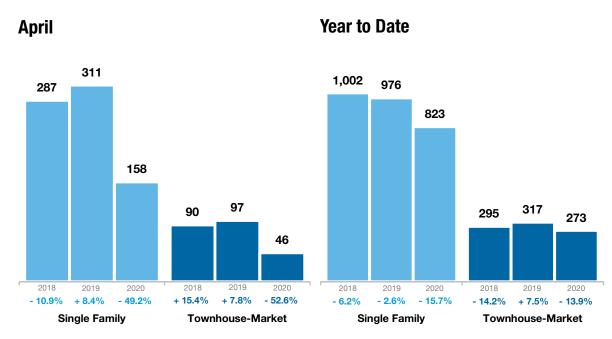
Historical New Listings by Month



Pending Sales

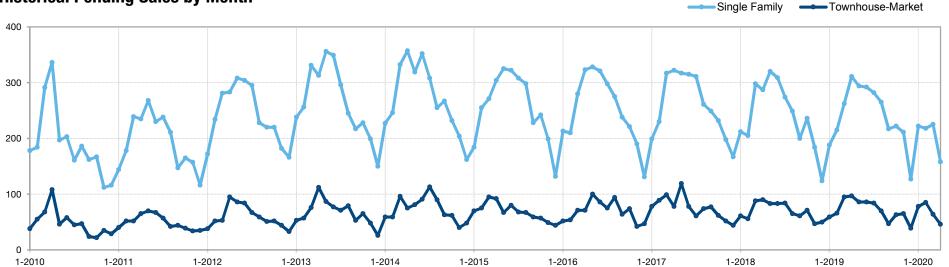
A count of the properties on which offers have been accepted in a given month.





Pending Sales	Single Family	Year-Over-Year Change	Townhouse- Market	Year-Over-Year Change
May-2019	294	-8.1%	86	+3.6%
Jun-2019	292	-5.5%	86	+3.6%
Jul-2019	282	+2.9%	84	0.0%
Aug-2019	265	+6.4%	70	+7.7%
Sep-2019	217	+8.5%	47	-23.0%
Oct-2019	222	-5.9%	63	-11.3%
Nov-2019	211	+14.7%	65	+38.3%
Dec-2019	127	+2.4%	39	-22.0%
Jan-2020	222	+18.1%	78	+32.2%
Feb-2020	218	+1.4%	85	+28.8%
Mar-2020	225	-14.1%	64	-32.6%
Apr-2020	158	-49.2%	46	-52.6%
12-Month Avg	228	-4.8%	68	-5.6%

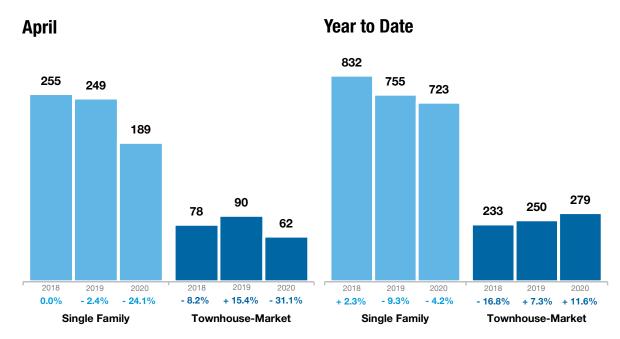
Historical Pending Sales by Month



Sold Listings

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





Sold Listings	Single Family	Year-Over-Year Change	Townhouse- Market	Year-Over-Year Change
May-2019	303	+2.4%	89	-19.8%
Jun-2019	302	-13.0%	88	-10.2%
Jul-2019	287	-5.6%	91	-2.2%
Aug-2019	310	+3.3%	87	-4.4%
Sep-2019	236	-3.7%	68	+21.4%
Oct-2019	235	+10.3%	53	-19.7%
Nov-2019	215	-2.7%	54	-19.4%
Dec-2019	234	+18.2%	67	+28.8%
Jan-2020	134	+13.6%	57	+29.5%
Feb-2020	166	+1.2%	75	+59.6%
Mar-2020	234	+4.5%	85	+23.2%
Apr-2020	189	-24.1%	62	-31.1%
12-Month Avg	237	-1.2%	73	-0.9%

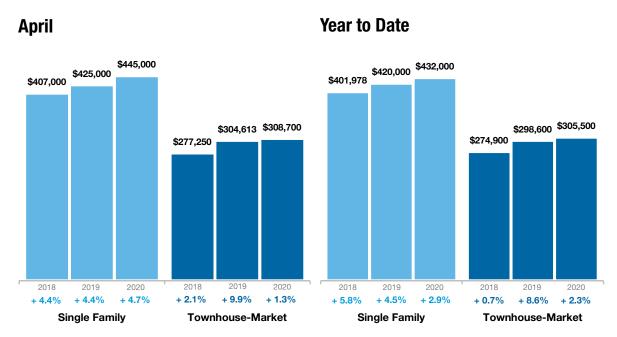
Historical Sold Listings by Month



Median Sales Price



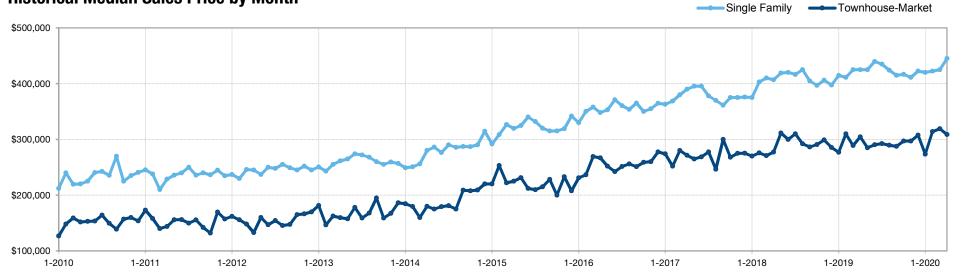




Median Sales Price	Single Family	Year-Over-Year Change	Townhouse- Market	Year-Over-Year Change
May-2019	\$425,000	+1.4%	\$285,000	-8.5%
Jun-2019	\$439,500	+4.6%	\$290,314	-3.2%
Jul-2019	\$435,000	+4.5%	\$292,500	-5.6%
Aug-2019	\$423,963	-0.2%	\$289,500	-0.9%
Sep-2019	\$415,000	+2.5%	\$287,500	+0.3%
Oct-2019	\$416,687	+5.0%	\$297,000	+2.2%
Nov-2019	\$411,300	+1.3%	\$297,000	-0.7%
Dec-2019	\$422,273	+6.3%	\$307,500	+7.7%
Jan-2020	\$420,000	+1.3%	\$273,500	-1.3%
Feb-2020	\$422,500	+2.7%	\$314,000	+1.3%
Mar-2020	\$425,000	0.0%	\$319,000	+10.4%
Apr-2020	\$445,000	+4.7%	\$308,700	+1.3%
12-Month Avg*	\$425,000	+2.4%	\$296,300	-0.7%

^{*} Median Sales Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

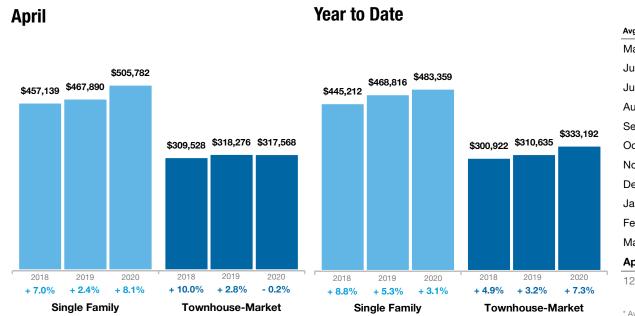
Historical Median Sales Price by Month



Average Sales Price

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

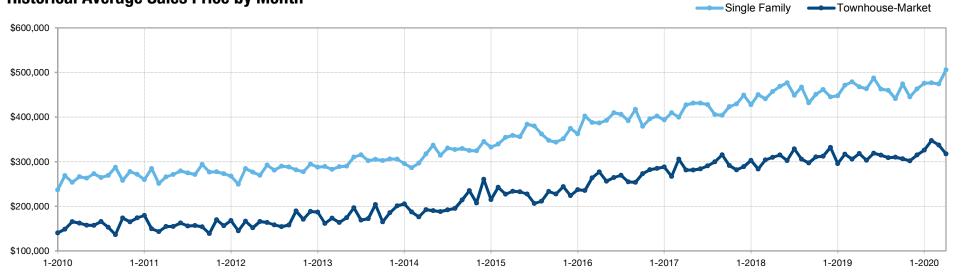




Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse- Market	Year-Over-Year Change
May-2019	\$463,380	-1.2%	\$303,377	-3.7%
Jun-2019	\$487,558	+2.3%	\$318,911	+5.5%
Jul-2019	\$462,630	+3.1%	\$314,797	-4.3%
Aug-2019	\$460,068	-1.5%	\$309,001	+1.1%
Sep-2019	\$441,356	+2.1%	\$309,908	+4.3%
Oct-2019	\$474,439	+5.2%	\$306,536	-1.3%
Nov-2019	\$445,320	-3.5%	\$301,862	-3.3%
Dec-2019	\$463,132	+4.0%	\$315,142	-5.0%
Jan-2020	\$475,651	+6.2%	\$325,684	+10.1%
Feb-2020	\$476,861	+1.2%	\$347,331	+9.6%
Mar-2020	\$474,273	-1.0%	\$337,148	+10.2%
Apr-2020	\$505,782	+8.1%	\$317,568	-0.2%
12-Month Avg*	\$468,298	+1.6%	\$317,683	+1.8%

^{*} Avg. Sales Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

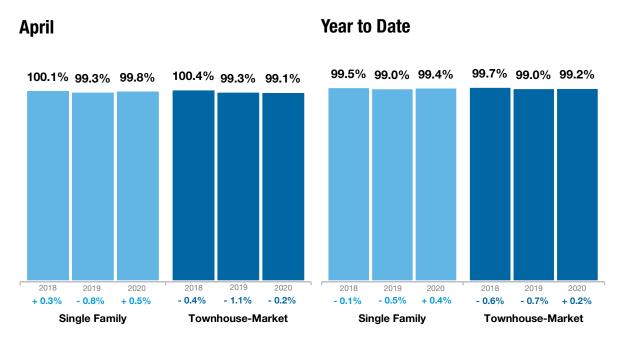
Historical Average Sales Price by Month



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.



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse- Market	Year-Over-Year Change
May-2019	99.6%	-0.6%	99.6%	-1.1%
Jun-2019	99.6%	-0.6%	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	98.7%	-0.2%	98.1%	-1.1%
Nov-2019	98.7%	-0.1%	98.3%	-0.1%
Dec-2019	99.0%	+1.1%	99.0%	0.0%
Jan-2020	98.9%	+0.2%	98.8%	+0.2%
Feb-2020	99.4%	+0.7%	98.7%	+0.3%
Mar-2020	99.2%	+0.1%	99.8%	+0.3%
Apr-2020	99.8%	+0.5%	99.1%	-0.2%
12-Month Avg*	99.3%	-0.1%	99.6%	-0.5%

^{*} Pct. of List Price Received for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

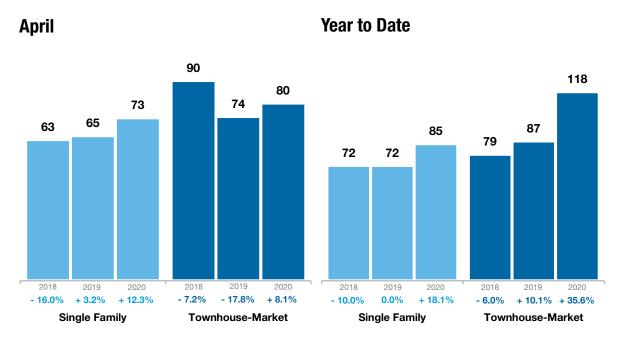
Historical Percent of List Price Received by Month



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.

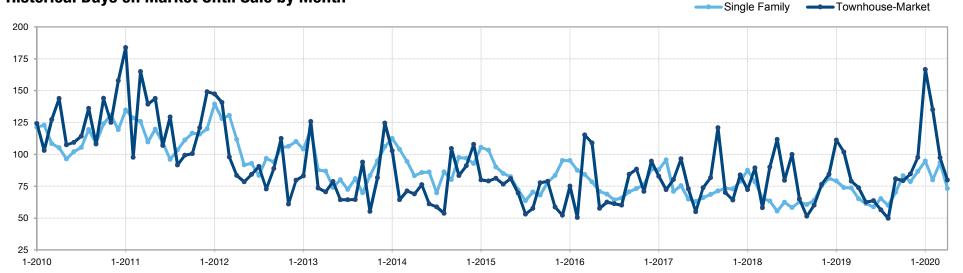




Days on Market	Single Family	Year-Over-Year Change	Townhouse- Market	Year-Over-Year Change
May-2019	61	+10.9%	62	-44.6%
Jun-2019	59	-4.8%	64	-20.0%
Jul-2019	65	+12.1%	56	-44.0%
Aug-2019	60	-4.8%	50	-23.1%
Sep-2019	70	+14.8%	81	+55.8%
Oct-2019	83	+29.7%	79	+31.7%
Nov-2019	79	+5.3%	85	+11.8%
Dec-2019	87	+7.4%	98	+16.7%
Jan-2020	95	+20.3%	167	+50.5%
Feb-2020	80	+8.1%	135	+32.4%
Mar-2020	93	+25.7%	97	+22.8%
Apr-2020	73	+12.3%	80	+8.1%
12-Month Avg	73	+11.1%	85	+2.0%

^{*} Days on Market for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

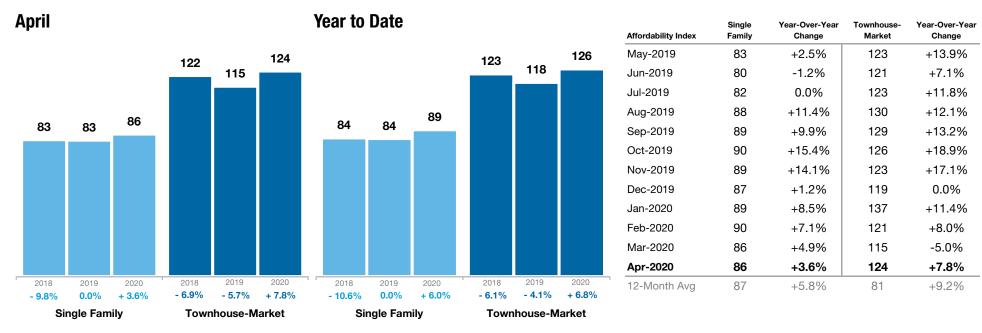
Historical Days on Market Until Sale by Month



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.



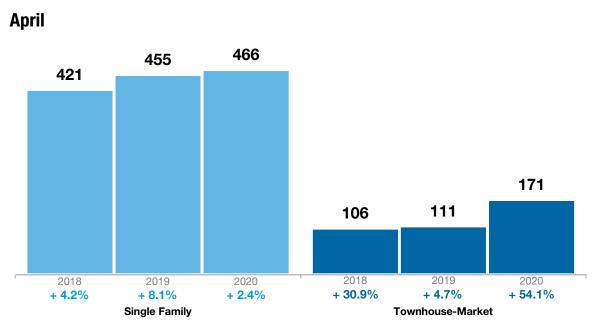




Inventory of Active Listings

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

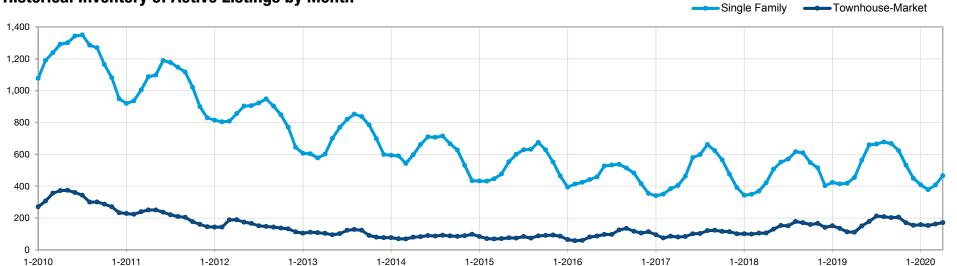




Active Listings	Single Family	Year-Over-Year Change	Townhouse- Market	Year-Over-Year Change
May-2019	563	+11.0%	150	+15.4%
Jun-2019	659	+19.6%	179	+17.0%
Jul-2019	664	+16.5%	213	+41.1%
Aug-2019	677	+9.9%	209	+16.8%
Sep-2019	667	+9.5%	203	+19.4%
Oct-2019	623	+13.7%	206	+29.6%
Nov-2019	532	+3.1%	170	+2.4%
Dec-2019	450	+11.7%	154	+9.2%
Jan-2020	408	-3.5%	158	+4.6%
Feb-2020	378	-8.7%	153	+13.3%
Mar-2020	407	-2.6%	162	+43.4%
Apr-2020	466	+2.4%	171	+54.1%
12-Month Avg*	541	+7.7%	177	+21.0%

^{*} Active Listings for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

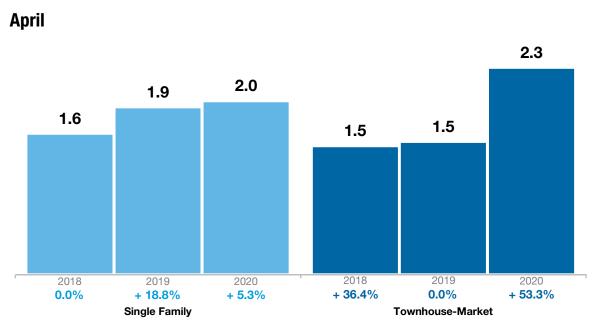
Historical Inventory of Active Listings by Month



Months Supply of Inventory



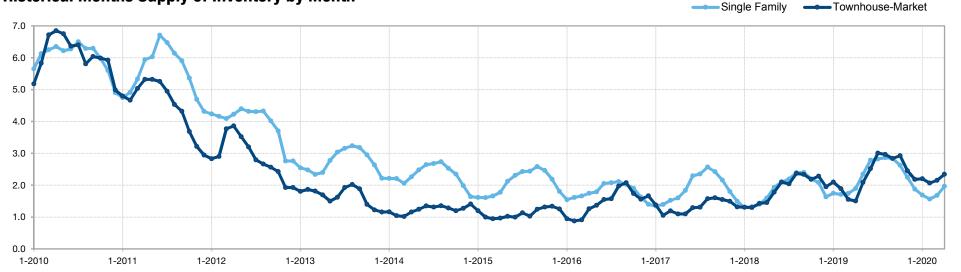




Months Supply	Single Family	Year-Over-Year Change	Townhouse- Market	Year-Over-Year Change
May-2019	2.3	+21.1%	2.1	+16.7%
Jun-2019	2.8	+33.3%	2.5	+19.0%
Jul-2019	2.8	+27.3%	3.0	+50.0%
Aug-2019	2.9	+20.8%	3.0	+25.0%
Sep-2019	2.8	+16.7%	2.8	+21.7%
Oct-2019	2.6	+18.2%	2.9	+31.8%
Nov-2019	2.2	+4.8%	2.5	+8.7%
Dec-2019	1.9	+18.8%	2.2	+10.0%
Jan-2020	1.7	0.0%	2.2	+4.8%
Feb-2020	1.6	-5.9%	2.1	+10.5%
Mar-2020	1.7	0.0%	2.2	+37.5%
Apr-2020	2.0	+5.3%	2.3	+53.3%
12-Month Avg*	2.3	+13.6%	2.5	+23.5%

^{*} Months Supply for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview



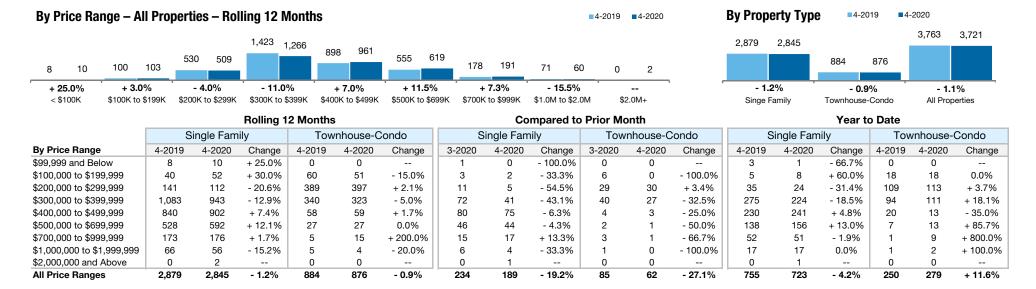


Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings	4-2017 4-2018 4-2019 4-2020	501	334	- 33.3%	1,578	1,395	- 11.6%
Pending Sales	4-2017 4-2018 4-2019 4-2020	408	204	- 50.0%	317	273	- 13.9%
Under Contract	Not enough historical data for chart						
Sold Listings	4-2017 4-2018 4-2019 4-2020	339	251	- 26.0%	1,005	1,002	- 0.3%
Median Sales Price	4-2017 4-2018 4-2019 4-2020	\$390,500	\$420,000	+ 7.6%	\$388,900	\$400,000	+ 2.9%
Avg. Sales Price	4-2017 4-2018 4-2019 4-2020	\$428,170	\$459,291	+ 2.8%	\$429,467	\$441,546	+ 2.8%
Pct. of List Price Received	4-2017 4-2018 4-2019 4-2020	99.3%	99.7%	+ 0.3%	99.0%	99.3%	+ 0.3%
Days on Market	4-2017 4-2018 4-2019 4-2020	67	75	+ 23.7%	76	94	+ 23.7%
Affordability Index	4-2017 4-2018 4-2019 4-2020	90	91	+ 6.4%	90	96	+ 6.4%
Active Listings	4-2017 4-2018 4-2019 4-2020	566	637	+ 12.5%			
Months Supply	4-2017 4-2018 4-2019 4-2020	1.8	2.1	+ 13.8%			

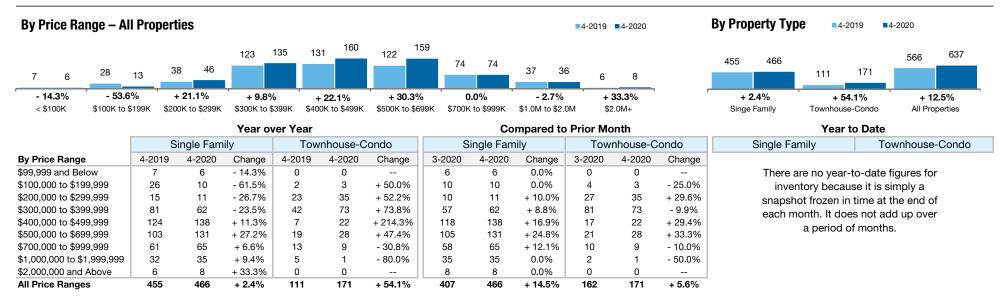
Sold Listings

Actual sales that have closed in a given guarter





Inventory of Active Listings



Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers (e.g., Q3 New Listings are those listings with a system list date from July 1 through September 30).
Pending Sales	A count of all the listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Under Contract Activity	A count of all listings Under Contract during the reported period. Listings that go Under Contract are counted each day. There is no maximum number of times a listing can be counted as Under Contract. For example, if a listing goes into Under Contract, out of Under Contract, then back into Under Contract all in one reported period, this listing would be counted twice.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.



Boulder

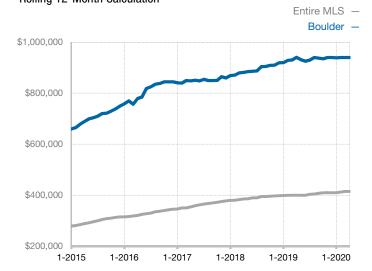
Single Family		April		Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	179	91	- 49.2%	529	426	- 19.5%	
Closed Sales	90	44	- 51.1%	257	235	- 8.6%	
Median Sales Price*	\$1,209,500	\$1,076,250	- 11.0%	\$990,000	\$975,000	- 1.5%	
Average Sales Price*	\$1,334,113	\$1,104,376	- 17.2%	\$1,282,582	\$1,196,684	- 6.7%	
Percent of List Price Received*	99.2%	99.0%	- 0.2%	98.7%	97.8%	- 0.9%	
Days on Market Until Sale	69	54	- 21.7%	70	75	+ 7.1%	
Inventory of Homes for Sale	241	201	- 16.6%				
Months Supply of Inventory	3.1	2.6	- 16.1%				

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

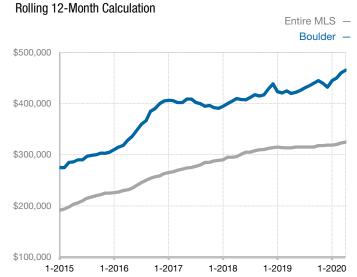
Townhouse/Condo	April			Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	108	66	- 38.9%	348	313	- 10.1%	
Closed Sales	51	33	- 35.3%	173	193	+ 11.6%	
Median Sales Price*	\$411,500	\$490,000	+ 19.1%	\$415,000	\$550,000	+ 32.5%	
Average Sales Price*	\$551,769	\$577,633	+ 4.7%	\$505,256	\$675,596	+ 33.7%	
Percent of List Price Received*	100.2%	98.8%	- 1.4%	99.6%	98.7%	- 0.9%	
Days on Market Until Sale	80	71	- 11.3%	70	83	+ 18.6%	
Inventory of Homes for Sale	155	132	- 14.8%				
Months Supply of Inventory	2.9	2.4	- 17.2%				

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

Median Sales Price - Single Family Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo





Loveland

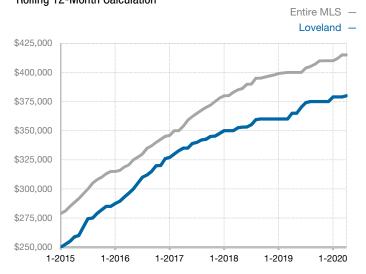
Single Family		April		Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	193	120	- 37.8%	565	574	+ 1.6%	
Closed Sales	124	113	- 8.9%	384	402	+ 4.7%	
Median Sales Price*	\$376,250	\$387,716	+ 3.0%	\$374,448	\$385,000	+ 2.8%	
Average Sales Price*	\$424,507	\$410,956	- 3.2%	\$429,395	\$426,113	- 0.8%	
Percent of List Price Received*	99.7%	100.6%	+ 0.9%	99.2%	99.6%	+ 0.4%	
Days on Market Until Sale	48	66	+ 37.5%	65	68	+ 4.6%	
Inventory of Homes for Sale	198	207	+ 4.5%				
Months Supply of Inventory	1.7	1.8	+ 5.9%				

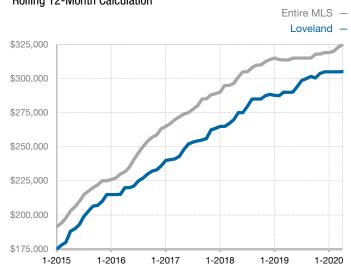
^{*} Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo	April			Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	28	27	- 3.6%	115	108	- 6.1%	
Closed Sales	34	28	- 17.6%	87	83	- 4.6%	
Median Sales Price*	\$289,950	\$303,849	+ 4.8%	\$290,000	\$305,000	+ 5.2%	
Average Sales Price*	\$296,213	\$312,544	+ 5.5%	\$304,082	\$323,751	+ 6.5%	
Percent of List Price Received*	99.7%	100.8%	+ 1.1%	99.8%	100.4%	+ 0.6%	
Days on Market Until Sale	108	149	+ 38.0%	122	129	+ 5.7%	
Inventory of Homes for Sale	55	77	+ 40.0%				
Months Supply of Inventory	2.1	2.9	+ 38.1%				

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Median Sales Price - Single Family Rolling 12-Month Calculation







Berthoud

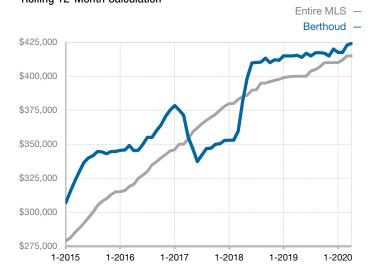
Single Family		April		Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	74	52	- 29.7%	199	241	+ 21.1%	
Closed Sales	44	23	- 47.7%	129	91	- 29.5%	
Median Sales Price*	\$416,900	\$469,610	+ 12.6%	\$420,000	\$435,000	+ 3.6%	
Average Sales Price*	\$421,109	\$570,141	+ 35.4%	\$452,221	\$527,804	+ 16.7%	
Percent of List Price Received*	99.4%	98.5%	- 0.9%	99.1%	98.4%	- 0.7%	
Days on Market Until Sale	104	99	- 4.8%	116	86	- 25.9%	
Inventory of Homes for Sale	104	132	+ 26.9%				
Months Supply of Inventory	3.3	4.0	+ 21.2%				

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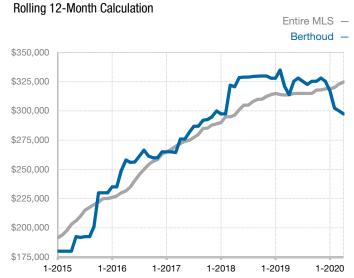
Townhouse/Condo	April			Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	6	1	- 83.3%	25	50	+ 100.0%	
Closed Sales	1	2	+ 100.0%	8	29	+ 262.5%	
Median Sales Price*	\$310,256	\$299,000	- 3.6%	\$307,392	\$289,250	- 5.9%	
Average Sales Price*	\$310,256	\$299,000	- 3.6%	\$291,879	\$308,591	+ 5.7%	
Percent of List Price Received*	100.0%	100.5%	+ 0.5%	101.0%	100.2%	- 0.8%	
Days on Market Until Sale	210	114	- 45.7%	110	92	- 16.4%	
Inventory of Homes for Sale	13	24	+ 84.6%				
Months Supply of Inventory	5.6	5.1	- 8.9%				

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Median Sales Price - Single Family Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo





Fort Collins

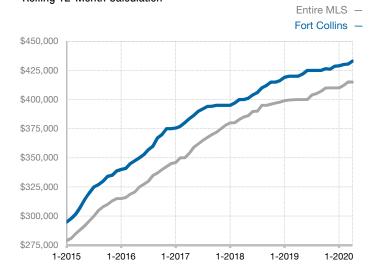
Single Family	April			Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	264	200	- 24.2%	837	780	- 6.8%	
Closed Sales	182	142	- 22.0%	558	536	- 3.9%	
Median Sales Price*	\$436,000	\$445,000	+ 2.1%	\$425,000	\$436,125	+ 2.6%	
Average Sales Price*	\$475,520	\$516,694	+ 8.7%	\$467,767	\$489,576	+ 4.7%	
Percent of List Price Received*	99.4%	99.6%	+ 0.2%	99.0%	99.1%	+ 0.1%	
Days on Market Until Sale	57	59	+ 3.5%	62	71	+ 14.5%	
Inventory of Homes for Sale	253	287	+ 13.4%				
Months Supply of Inventory	1.4	1.7	+ 21.4%				

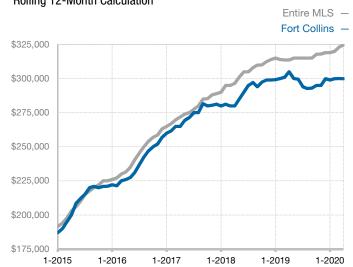
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Townhouse/Condo	April			Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	100	60	- 40.0%	323	291	- 9.9%	
Closed Sales	81	50	- 38.3%	226	246	+ 8.8%	
Median Sales Price*	\$315,000	\$323,750	+ 2.8%	\$310,000	\$309,500	- 0.2%	
Average Sales Price*	\$324,236	\$323,798	- 0.1%	\$315,439	\$336,911	+ 6.8%	
Percent of List Price Received*	99.2%	99.1%	- 0.1%	99.0%	99.0%	0.0%	
Days on Market Until Sale	70	66	- 5.7%	83	114	+ 37.3%	
Inventory of Homes for Sale	93	143	+ 53.8%				
Months Supply of Inventory	1.4	2.2	+ 57.1%				

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Median Sales Price - Single Family Rolling 12-Month Calculation







Windsor

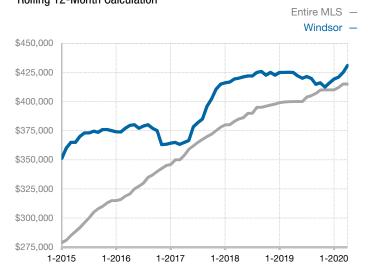
Single Family		April		Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	131	92	- 29.8%	480	359	- 25.2%	
Closed Sales	81	56	- 30.9%	274	234	- 14.6%	
Median Sales Price*	\$415,995	\$469,939	+ 13.0%	\$419,587	\$457,000	+ 8.9%	
Average Sales Price*	\$455,387	\$507,631	+ 11.5%	\$462,739	\$502,212	+ 8.5%	
Percent of List Price Received*	99.5%	99.3%	- 0.2%	99.2%	99.4%	+ 0.2%	
Days on Market Until Sale	95	98	+ 3.2%	99	96	- 3.0%	
Inventory of Homes for Sale	220	200	- 9.1%				
Months Supply of Inventory	2.9	2.3	- 20.7%				

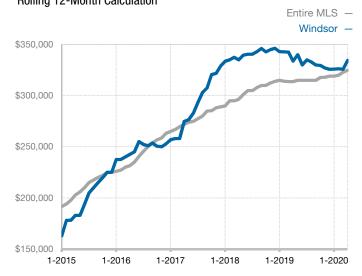
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Townhouse/Condo	April			Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	10	12	+ 20.0%	70	50	- 28.6%	
Closed Sales	14	18	+ 28.6%	38	37	- 2.6%	
Median Sales Price*	\$303,850	\$337,814	+ 11.2%	\$314,594	\$336,627	+ 7.0%	
Average Sales Price*	\$299,748	\$339,608	+ 13.3%	\$312,926	\$337,143	+ 7.7%	
Percent of List Price Received*	99.7%	102.3%	+ 2.6%	100.0%	100.7%	+ 0.7%	
Days on Market Until Sale	131	217	+ 65.6%	135	178	+ 31.9%	
Inventory of Homes for Sale	58	58	0.0%				
Months Supply of Inventory	5.2	5.8	+ 11.5%				

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Median Sales Price - Single Family Rolling 12-Month Calculation







Longmont

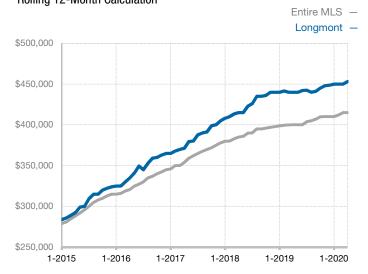
Single Family	April			•	Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year		
New Listings	212	119	- 43.9%	578	477	- 17.5%		
Closed Sales	116	82	- 29.3%	361	369	+ 2.2%		
Median Sales Price*	\$440,500	\$470,000	+ 6.7%	\$445,000	\$474,000	+ 6.5%		
Average Sales Price*	\$500,188	\$504,542	+ 0.9%	\$498,675	\$530,359	+ 6.4%		
Percent of List Price Received*	98.9%	100.5%	+ 1.6%	98.8%	99.2%	+ 0.4%		
Days on Market Until Sale	58	53	- 8.6%	61	70	+ 14.8%		
Inventory of Homes for Sale	241	195	- 19.1%					
Months Supply of Inventory	2.2	1.7	- 22.7%					

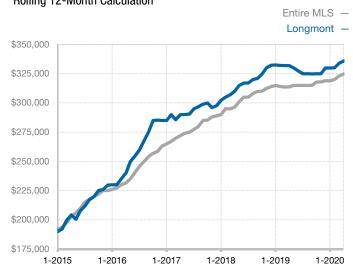
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Townhouse/Condo	April			Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	50	30	- 40.0%	155	121	- 21.9%	
Closed Sales	35	22	- 37.1%	97	100	+ 3.1%	
Median Sales Price*	\$319,900	\$343,200	+ 7.3%	\$325,000	\$352,488	+ 8.5%	
Average Sales Price*	\$343,343	\$341,151	- 0.6%	\$349,510	\$354,416	+ 1.4%	
Percent of List Price Received*	100.2%	99.8%	- 0.4%	99.9%	99.4%	- 0.5%	
Days on Market Until Sale	92	44	- 52.2%	84	67	- 20.2%	
Inventory of Homes for Sale	71	31	- 56.3%				
Months Supply of Inventory	2.5	1.0	- 60.0%				

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Median Sales Price - Single Family Rolling 12-Month Calculation







Johnstown

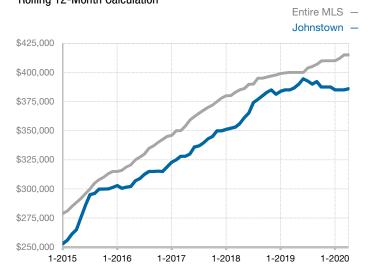
Single Family	April			•	Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year		
New Listings	46	43	- 6.5%	168	156	- 7.1%		
Closed Sales	36	28	- 22.2%	110	101	- 8.2%		
Median Sales Price*	\$376,759	\$391,750	+ 4.0%	\$390,000	\$385,000	- 1.3%		
Average Sales Price*	\$400,516	\$449,875	+ 12.3%	\$411,116	\$409,431	- 0.4%		
Percent of List Price Received*	100.4%	98.5%	- 1.9%	99.7%	99.7%	0.0%		
Days on Market Until Sale	82	63	- 23.2%	88	71	- 19.3%		
Inventory of Homes for Sale	61	63	+ 3.3%					
Months Supply of Inventory	1.8	2.0	+ 11.1%					

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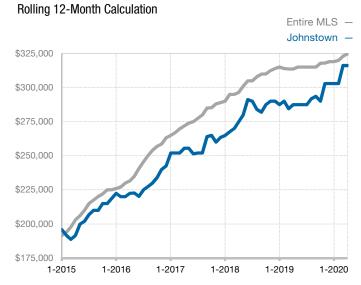
Townhouse/Condo	April			Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	7	4	- 42.9%	8	13	+ 62.5%	
Closed Sales	1	1	0.0%	4	5	+ 25.0%	
Median Sales Price*	\$303,000	\$282,000	- 6.9%	\$283,950	\$322,500	+ 13.6%	
Average Sales Price*	\$303,000	\$282,000	- 6.9%	\$278,225	\$330,900	+ 18.9%	
Percent of List Price Received*	97.7%	98.9%	+ 1.2%	97.9%	99.6%	+ 1.7%	
Days on Market Until Sale	10	42	+ 320.0%	52	47	- 9.6%	
Inventory of Homes for Sale	3	5	+ 66.7%				
Months Supply of Inventory	1.4	2.8	+ 100.0%				

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Median Sales Price - Single Family Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo





Greeley

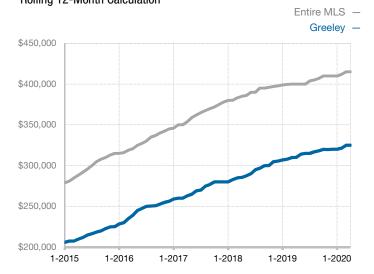
Single Family	April			•	Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year		
New Listings	193	125	- 35.2%	662	497	- 24.9%		
Closed Sales	155	82	- 47.1%	487	384	- 21.1%		
Median Sales Price*	\$320,000	\$344,500	+ 7.7%	\$314,296	\$330,000	+ 5.0%		
Average Sales Price*	\$337,787	\$353,185	+ 4.6%	\$322,569	\$345,093	+ 7.0%		
Percent of List Price Received*	99.9%	99.1%	- 0.8%	99.4%	99.2%	- 0.2%		
Days on Market Until Sale	58	57	- 1.7%	60	64	+ 6.7%		
Inventory of Homes for Sale	147	163	+ 10.9%					
Months Supply of Inventory	1.1	1.3	+ 18.2%					

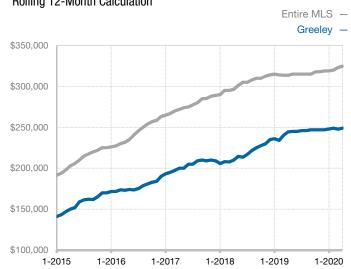
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Townhouse/Condo	April			Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	25	31	+ 24.0%	111	101	- 9.0%	
Closed Sales	16	18	+ 12.5%	89	71	- 20.2%	
Median Sales Price*	\$253,000	\$255,450	+ 1.0%	\$245,000	\$249,900	+ 2.0%	
Average Sales Price*	\$262,175	\$271,217	+ 3.4%	\$243,799	\$250,415	+ 2.7%	
Percent of List Price Received*	100.8%	99.0%	- 1.8%	99.5%	99.4%	- 0.1%	
Days on Market Until Sale	43	41	- 4.7%	50	62	+ 24.0%	
Inventory of Homes for Sale	21	42	+ 100.0%				
Months Supply of Inventory	0.9	1.9	+ 111.1%				

^{*} 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







Wellington

Single Family		April		Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	49	30	- 38.8%	148	118	- 20.3%	
Closed Sales	35	19	- 45.7%	97	88	- 9.3%	
Median Sales Price*	\$357,500	\$365,000	+ 2.1%	\$347,058	\$365,000	+ 5.2%	
Average Sales Price*	\$365,095	\$391,309	+ 7.2%	\$377,753	\$380,672	+ 0.8%	
Percent of List Price Received*	99.5%	99.4%	- 0.1%	99.9%	100.6%	+ 0.7%	
Days on Market Until Sale	84	94	+ 11.9%	77	102	+ 32.5%	
Inventory of Homes for Sale	50	46	- 8.0%				
Months Supply of Inventory	2.1	1.7	- 19.0%				

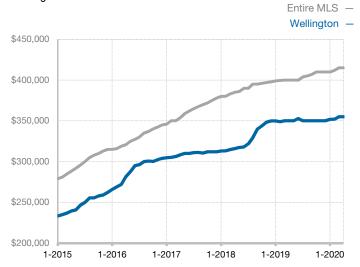
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Townhouse/Condo	April			Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year	
New Listings	9	4	- 55.6%	30	23	- 23.3%	
Closed Sales	9	6	- 33.3%	23	19	- 17.4%	
Median Sales Price*	\$266,100	\$280,743	+ 5.5%	\$265,900	\$284,485	+ 7.0%	
Average Sales Price*	\$264,636	\$280,781	+ 6.1%	\$265,423	\$280,614	+ 5.7%	
Percent of List Price Received*	100.2%	99.9%	- 0.3%	99.6%	99.6%	0.0%	
Days on Market Until Sale	109	101	- 7.3%	127	99	- 22.0%	
Inventory of Homes for Sale	5	7	+ 40.0%				
Months Supply of Inventory	1.0	1.3	+ 30.0%				

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Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo



