

**Regional Snapshot 2019 - Loveland/Berthoud Residential Detached**

<b>LOVELAND/BERTHOUD RES</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>
<b>Monthly Active Listing Snapshot</b>	<b>353</b>	<b>382</b>	<b>407</b>	<b>474</b>	<b>542</b>	<b>585</b>
Previous Year Active	289	331	387	441	485	469
% Difference Previous Yr	22.1%	15.4%	5.2%	7.5%	11.8%	24.7%
<b>Monthly # of Sold Listings</b>	<b>104</b>	<b>106</b>	<b>176</b>	<b>191</b>	<b>214</b>	<b>205</b>
<b>Monthly Median Sales Price</b>	<b>\$379,950</b>	<b>\$400,000</b>	<b>\$399,975</b>	<b>\$397,000</b>	<b>\$417,500</b>	<b>\$406,000</b>
Previous Year Median	\$399,500	\$385,815	\$380,465	\$387,500	\$406,500	\$389,577
% Difference Previous Yr	-4.9%	3.7%	5.1%	2.5%	2.7%	4.2%
<b>Monthly \$ Volume</b>	<b>\$45,870,666</b>	<b>\$50,786,794</b>	<b>\$77,005,647</b>	<b>\$83,548,854</b>	<b>\$99,086,861</b>	<b>\$95,158,504</b>
Previous Year Monthly \$ Volume	\$56,056,119	\$42,550,490	\$59,458,840	\$64,211,903	\$102,842,220	\$103,484,691
% Difference Previous Yr	-18.2%	19.4%	29.5%	30.1%	-3.7%	-8.0%
<b>YTD # of Listings Sold</b>	<b>104</b>	<b>210</b>	<b>386</b>	<b>577</b>	<b>791</b>	<b>996</b>
Previous Year # Sold	122	218	363	516	748	986
% Difference Previous Yr	-14.8%	-3.7%	6.3%	11.8%	5.7%	1.0%
<b>Monthly Avg Days on Market (ADOM)</b>	<b>82</b>	<b>89</b>	<b>93</b>	<b>67</b>	<b>72</b>	<b>60</b>
<b>YTD ADOM</b>	<b>86</b>	<b>86</b>	<b>88</b>	<b>82</b>	<b>79</b>	<b>76</b>
Previous Year ADOM	90	91	86	84	78	74
% Difference Previous Yr	-4.4%	-5.5%	2.3%	-2.4%	1.3%	2.7%
<b>YTD \$ Volume</b>	<b>\$45,870,666</b>	<b>\$96,657,460</b>	<b>\$173,663,107</b>	<b>\$257,211,961</b>	<b>\$356,298,822</b>	<b>\$451,457,326</b>
Previous Year YTD \$ Volume	\$56,056,119	\$98,606,609	\$158,065,449	\$222,277,352	\$325,119,572	\$428,604,263
% Difference Previous Yr	-18.2%	-2.0%	9.9%	15.7%	9.6%	5.3%

<b>LOVELAND/BERTHOUD RES (cont'd)</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>
<b>Monthly Active Listing Snapshot</b>	<b>570</b>	<b>559</b>	<b>500</b>	<b>459</b>	<b>380</b>
Previous Year Active	484	475	429	432	372
% Difference Previous Yr	17.8%	17.7%	16.6%	6.3%	2.2%
<b>Monthly # of Sold Listings</b>	<b>218</b>	<b>214</b>	<b>153</b>	<b>176</b>	<b>152</b>
<b>Monthly Median Sales Price</b>	<b>\$403,000</b>	<b>\$410,000</b>	<b>\$394,000</b>	<b>\$370,250</b>	<b>\$388,450</b>
Previous Year Median	\$380,000	\$400,000	\$387,200	\$389,900	\$408,326
% Difference Previous Yr	6.1%	2.5%	1.8%	-5.0%	-4.9%
<b>Monthly \$ Volume</b>	<b>\$101,973,319</b>	<b>\$101,990,106</b>	<b>\$69,832,043</b>	<b>\$75,491,950</b>	<b>\$71,610,540</b>
Previous Year Monthly \$ Volume	\$92,699,932	\$93,135,216	\$77,524,769	\$71,872,834	\$61,209,728
% Difference Previous Yr	10.0%	9.5%	-9.9%	5.0%	17.0%
<b>YTD # of Listings Sold</b>	<b>1,214</b>	<b>1,428</b>	<b>1,581</b>	<b>1,757</b>	<b>1,909</b>
Previous Year # Sold	1197	1402	1582	1745	1883
% Difference Previous Yr	1.4%	1.9%	-0.1%	0.7%	1.4%
<b>Monthly Avg Days on Market (ADOM)</b>	<b>66</b>	<b>68</b>	<b>60</b>	<b>69</b>	<b>77</b>
<b>YTD ADOM</b>	<b>74</b>	<b>73</b>	<b>72</b>	<b>72</b>	<b>72</b>
Previous Year ADOM	74	74	74	74	74
% Difference Previous Yr	0.0%	-1.4%	-2.7%	-2.7%	-2.7%
<b>YTD \$ Volume</b>	<b>\$553,430,645</b>	<b>\$655,420,751</b>	<b>\$725,252,794</b>	<b>\$800,744,744</b>	<b>\$872,355,284</b>
Previous Year YTD \$ Volume	\$521,304,195	\$614,439,411	\$691,964,180	\$763,837,014	\$825,046,742
% Difference Previous Yr	6.2%	6.7%	4.8%	4.8%	5.7%

Statistics refer to the Loveland/Berthoud area (IRES Area 8), single family, detached properties and excludes mobile homes and timeshares. ADOM refers to Average Days on Market, which is calculated from the list date to the "Pending" or "Under Contract". To Be Builts & Under Construction are excluded from active results as of 3/2012.

**Regional Snapshot 2019 - Loveland/Berthoud Attached Dwelling**

<b>LOVELAND/BERTHOUD ATD DWELL</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>
<b>Monthly Active Listing Snapshot</b>	<b>63</b>	<b>61</b>	<b>63</b>	<b>69</b>	<b>68</b>	<b>89</b>
Previous Year Active	38	57	53	62	51	50
% Difference Previous Yr	65.8%	7.0%	18.9%	11.3%	33.3%	78.0%
<b>Monthly # of Sold Listings</b>	<b>9</b>	<b>20</b>	<b>42</b>	<b>36</b>	<b>59</b>	<b>27</b>
<b>Monthly Median Sales Price</b>	<b>\$284,000</b>	<b>\$302,500</b>	<b>\$315,000</b>	<b>\$289,950</b>	<b>\$330,770</b>	<b>\$329,097</b>
Previous Year Median	\$293,750	\$287,950	\$290,000	\$306,000	\$305,912	\$293,000
% Difference Previous Yr	-3.3%	5.1%	8.6%	-5.2%	8.1%	12.3%
<b>Monthly \$ Volume</b>	<b>\$2,755,865</b>	<b>\$6,180,494</b>	<b>\$13,410,937</b>	<b>\$10,705,009</b>	<b>\$19,797,314</b>	<b>\$8,992,075</b>
Previous Year Monthly \$ Volume	\$5,435,727	\$7,022,689	\$7,575,301	\$10,658,798	\$14,560,051	\$15,818,377
% Difference Previous Yr	-49.3%	-12.0%	77.0%	0.4%	36.0%	-43.2%
<b>YTD # of Listings Sold</b>	<b>9</b>	<b>29</b>	<b>71</b>	<b>107</b>	<b>166</b>	<b>193</b>
Previous Year # Sold	18	40	65	100	147	199
% Difference Previous Yr	-50.0%	-27.5%	9.2%	7.0%	12.9%	-3.0%
<b>Monthly Avg Days on Market (ADOM)</b>	<b>177</b>	<b>156</b>	<b>119</b>	<b>115</b>	<b>165</b>	<b>130</b>
<b>YTD ADOM</b>	<b>138</b>	<b>162</b>	<b>136</b>	<b>130</b>	<b>144</b>	<b>143</b>
Previous Year ADOM	116	123	119	117	119	120
% Difference Previous Yr	19.0%	31.7%	14.3%	11.1%	21.0%	19.2%
<b>YTD \$ Volume</b>	<b>\$2,755,865</b>	<b>\$8,936,359</b>	<b>\$22,347,296</b>	<b>\$33,052,305</b>	<b>\$52,849,619</b>	<b>\$61,841,694</b>
Previous Year YTD \$ Volume	\$5,435,727	\$12,458,416	\$20,033,717	\$30,692,515	\$45,252,566	\$61,070,943
% Difference Previous Yr	-49.3%	-28.3%	11.5%	7.7%	16.8%	1.3%

<b>LOVELAND/BERTHOUD ATD DWELL (cont'd)</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>
<b>Monthly Active Listing Snapshot</b>	<b>86</b>	<b>94</b>	<b>85</b>	<b>91</b>	<b>68</b>
Previous Year Active	48	39	41	53	43
% Difference Previous Yr	79.2%	141.0%	107.3%	71.7%	58.1%
<b>Monthly # of Sold Listings</b>	<b>43</b>	<b>27</b>	<b>31</b>	<b>34</b>	<b>38</b>
<b>Monthly Median Sales Price</b>	<b>\$309,243</b>	<b>\$305,000</b>	<b>\$326,900</b>	<b>\$307,364</b>	<b>\$316,250</b>
Previous Year Median	\$287,500	\$305,000	\$299,000	\$305,000	\$341,285
% Difference Previous Yr	7.6%	0.0%	9.3%	0.8%	-7.3%
<b>Monthly \$ Volume</b>	<b>\$13,843,690</b>	<b>\$8,632,333</b>	<b>\$10,350,887</b>	<b>\$11,288,195</b>	<b>\$12,810,589</b>
Previous Year Monthly \$ Volume	\$9,483,661	\$14,303,114	\$7,423,924	\$6,399,970	\$9,920,251
% Difference Previous Yr	46.0%	-39.6%	39.4%	76.4%	29.1%
<b>YTD # of Listings Sold</b>	<b>236</b>	<b>263</b>	<b>294</b>	<b>328</b>	<b>366</b>
Previous Year # Sold	231	276	300	320	349
% Difference Previous Yr	2.2%	-4.7%	-2.0%	2.5%	4.9%
<b>Monthly Avg Days on Market (ADOM)</b>	<b>138</b>	<b>86</b>	<b>133</b>	<b>136</b>	<b>153</b>
<b>YTD ADOM</b>	<b>141</b>	<b>139</b>	<b>139</b>	<b>138</b>	<b>140</b>
Previous Year ADOM	116	114	113	112	115
% Difference Previous Yr	21.6%	21.9%	23.0%	23.2%	21.7%
<b>YTD \$ Volume</b>	<b>\$75,685,384</b>	<b>\$84,317,717</b>	<b>\$94,668,604</b>	<b>\$105,956,799</b>	<b>\$118,767,388</b>
Previous Year YTD \$ Volume	\$70,554,604	\$84,857,718	\$92,281,642	\$98,681,612	\$108,601,863
% Difference Previous Yr	7.3%	-0.6%	2.6%	7.4%	9.4%

Statistics refer to the Loveland/Berthoud area (IRES Area 8), attached dwelling properties and excludes mobile homes and timeshares. ADOM refers to Average Days on Market, which is calculated from the list date to the "Pending" or "Under Contract" date. To Be Builts & Under Construction are excluded from active results as of 3/2012.