

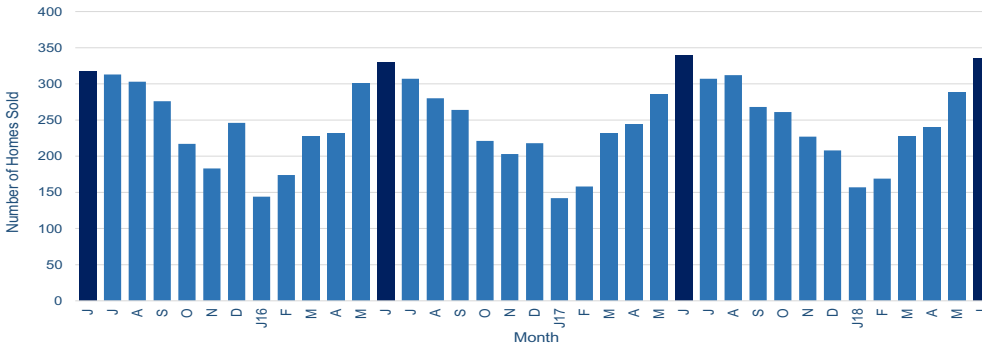


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## Market Trends Report Fort Collins CO June 2015 - June 2018

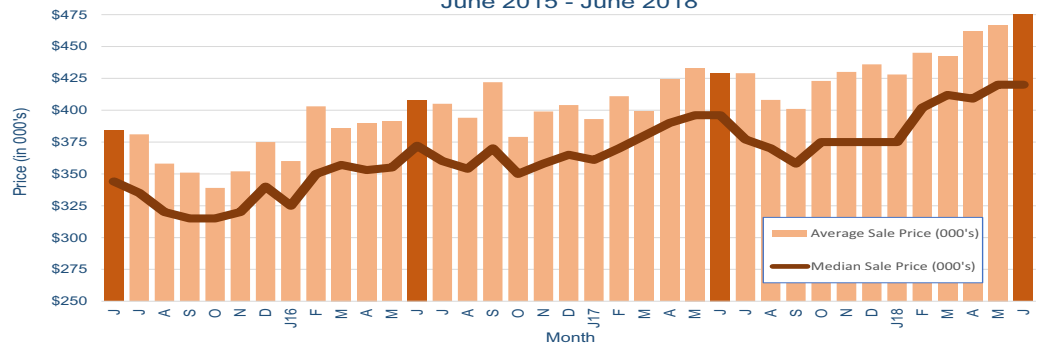
Homes Sold  
 Fort Collins  
 June 2015 - June 2018



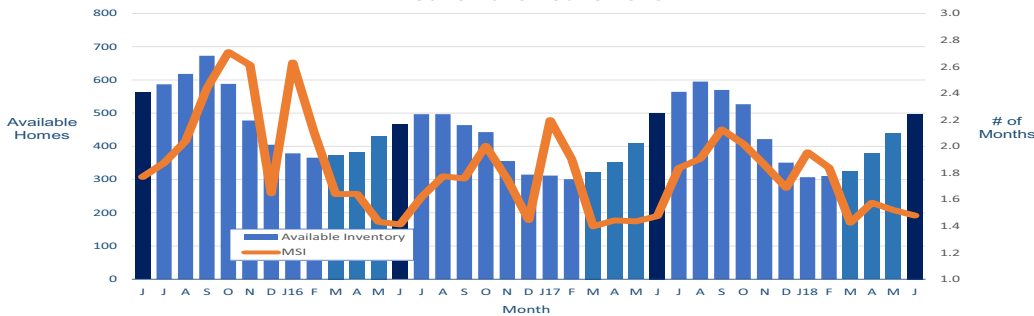
As expected for June, home sales rose 16.7% to 336 sold, from 288 sales in May 2018, and were almost on par with the 339 sales of June 2017. So far, 2018 home sales have closely followed the sales pattern of 2017, as can be seen in the chart on the left, and we're not expecting much deviation from that pattern for the coming months.

Home prices didn't change much in June 2018 - the median price held steady at \$420K from May 2018, while the average price rose 2.3% to \$478K from \$467K in May 2018. A slightly calmer market, perhaps, but we still see rising home values in the long-term trend line.

Median Price & Average Price of Homes Sold  
 Fort Collins  
 June 2015 - June 2018



Inventory & Months Supply of Inventory (MSI)  
 Fort Collins  
 June 2018 - June 2018



There was a welcome rise in homes available for sale in June 2018 - inventory grew 13.5% to 497 homes on the market at the end of the month, up from 438 for sale at the end of May 2018, But the Month's Supply of Inventory (MSI) only rose to 1.5 months, and is still showing a seller's market.

### Summary:

We always expect June to be one of the most active months of the year, and true to form, sales, prices and inventory all gained. A bit more inventory has helped to calm the market a bit for buyers, but we're still well short of seeing a balanced market. There simply aren't enough homes for sale to meet the strong demand for homes that comes from a growing regional economy that continues to attract new residents to northern Colorado. And long-term, we remain concerned about the structural changes in the market, particularly in the case of affordable housing, the lack of which has the potential to impact the social structure of northern Colorado communities.