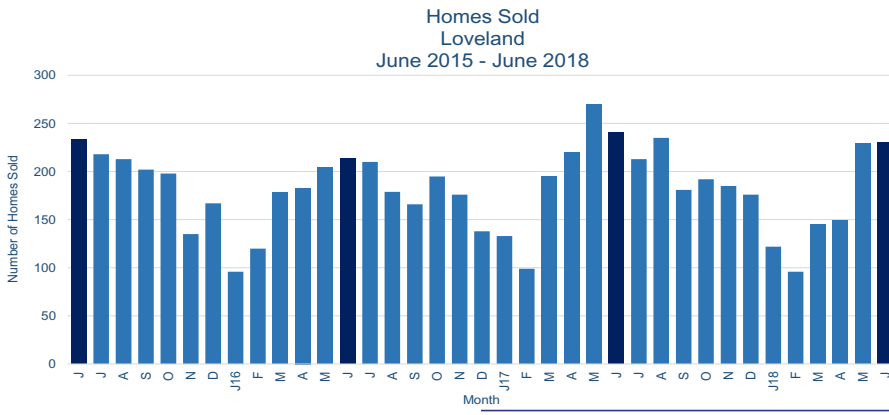




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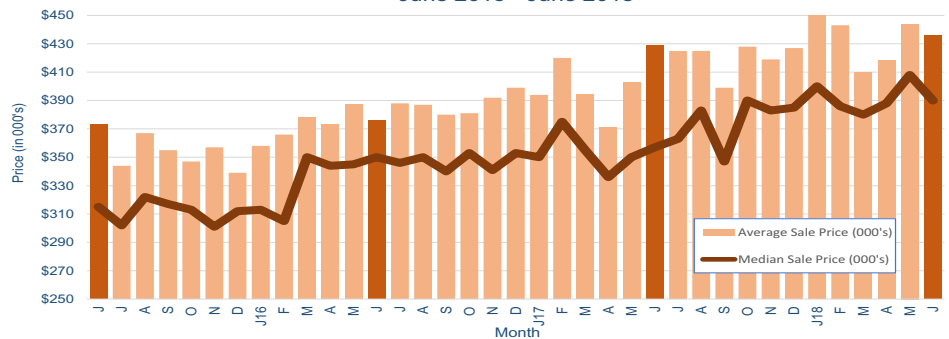


## Market Trends Report Loveland CO June 2015 - June 2018



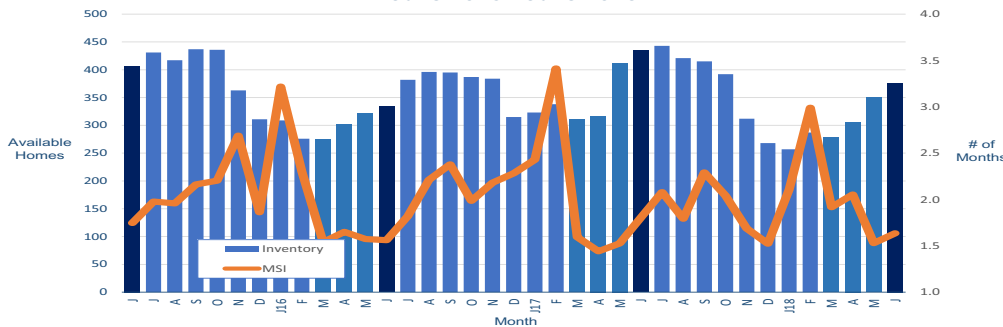
Contrary to our expectations for one of the year's normally busier months, Loveland CO home sales were stagnant in June 2018, with 230 sold, compared to 229 in May 2018, and were down 4.7% from the 241 sales in June 2017. So far this year, sales have lagged well behind last year, with 971 sales, compared to 1,158 in 2017, a decrease of 19.3%.

Median Price & Average Price of Homes Sold  
 Loveland  
 June 2015 - June 2018



Home prices fell in June 2018, with the median price dropping 4.6% to \$390K from \$408K in May 2018. Average price dropped 1.8% to \$436K from \$444K in May 2018. The long-term trend line hasn't shown consistent movement over the last year, with prices varying erratically - overall, the median price gained 9.2% while the average price rose only 1.6%.

Inventory & Months Supply of Inventory (MSI)  
 Loveland  
 June 2015 - June 2018



Inventory was up 7.4% in June 2018 in Loveland CO, rising to 376 homes on the market at the end of the month, from 350 homes for sale at the end of May 2018. The Month's Supply of Inventory (MSI) rose slightly to 1.6 months, showing an on-going seller's market.

### Summary:

The Loveland CO real estate market is having a slow 2018 so far, with overall sales down, prices unsettled, and inventory running behind previous years. While we believe that housing demand remains high, due to the strong performance of the regional economy, buyers seem to lack the aggressiveness we have seen during the last two years - perhaps they are fatigued by a market that does not favor them or are unsatisfied with the market's current offerings and pricing. We'll be monitoring this market closely in coming months, looking for further enlightenment.