

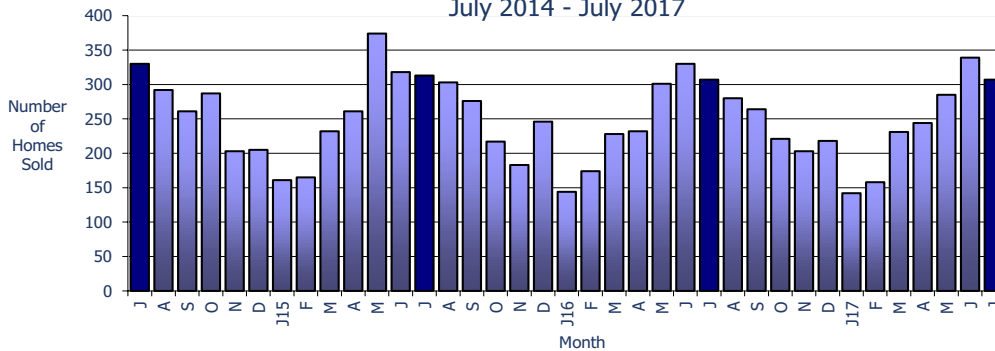


Mary & Dick Greenberg
 New Paradigm Partners LLC
 970-689-4663, 970-689-6279
 richardg@maryanddick.com
 maryg@maryanddick.com
 www.maryanddick.com



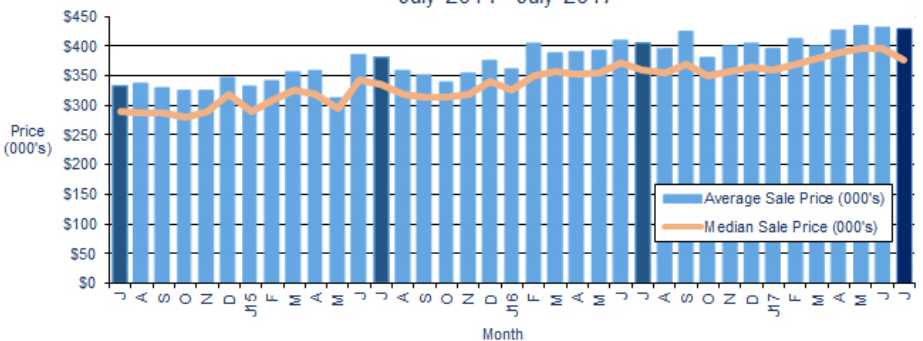
Market Trends Report Fort Collins CO July 2014 - July 2017

Homes Sold
 Fort Collins
 July 2014 - July 2017



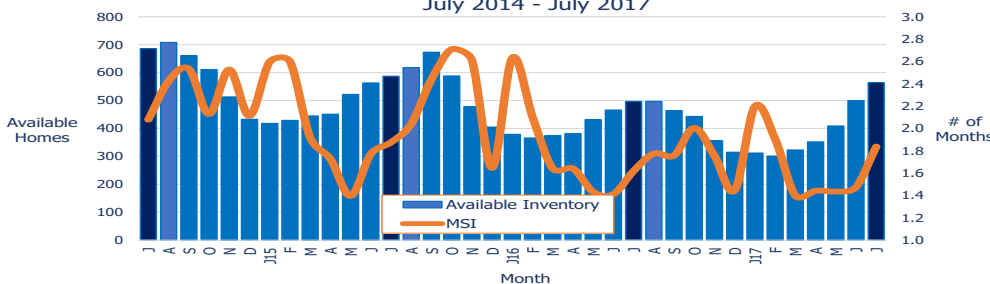
Home sales declined in Fort Collins in July 2017 to 307 sold, down 9.7% from 339 sold in June 2017, and unchanged from 307 in July 2016. So far, sales performance in 2017 is looking remarkably similar in both pattern and number to that of 2016.

Median Price & Average Price of Homes Sold
 Fort Collins
 July 2014 - July 2017



Home prices provided a mixed result in July 2017, with the median price falling to \$377K, down 5.0% from the \$396K reported in June 2017, and the average price remaining unchanged at \$429K. Please note that the monthly price data we report here reflect only those homes that sold during the month, and are subject to regular fluctuation. Our best sense of what's happening to home values is the long-term trend line, and that continues to indicate a continuing increase.

Inventory & Months Supply of Inventory (MSI)
 Fort Collins
 July 2014 - July 2017



Inventory rose again in June 2017, up 12.8% to 564 homes for sale from 500 at the end of June 2017. While still below the levels needed to support a balanced market, the Month's Supply of Inventory (MSI) showed some easing, rising only to 1.8 months, though still very much a very strong seller's market.

Summary:

July 2017's numbers were mixed, with very little real change in the market. Sales were down, even though demand remains high - rising prices and still-insufficient inventory levels continue to constrain the market. Even though inventory rose to the highest level in the last 20 months, it still falls short of providing market balance. But it is rising prices that are providing the largest damper in market performance, as buyers struggle to adjust. And the affordable home segment of the market has all but disappeared. With a very strong regional economy continuing to provide growth and no real structural disruptions in sight, the current situation is starting to look like the new normal, at least for the immediate future.