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FCBR 2020

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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



August 2020

New Listings were down 8.5 percent for single family homes and 4.9 percent for townhouse-condo properties. Pending Sales landed at 355 for single family homes and 95 for townhouse-condo properties.

The Median Sales Price was up 8.5 percent to \$460,000 for single family homes and 10.4 percent to \$319,750 for townhouse-condo properties. Days on Market increased 10.0 percent for single family homes and 64.0 percent for townhouse-condo properties.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

Activity Snapshot

+ 10.6%	+ 10.0%	+ 8.5%
One-Year Change in Single Family Sold Listings	One-Year Change in Single Family Days On Market	One-Year Change in Single Family 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.

Single Family Activity Overview	2
Townhouse-Condo Activity Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Active Listings	12
Months Supply of Inventory	13
All Properties Activity Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

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	8-2019	8-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		377	345	- 8.5%	2,886	2,635	- 8.7%
Pending Sales		266	355	+ 33.5%	2,108	2,224	+ 5.5%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		310	343	+ 10.6%	1,957	1,942	- 0.8%
Median Sales Price		\$423,963	\$460,000	+ 8.5%	\$425,000	\$440,000	+ 3.5%
Avg. Sales Price		\$460,068	\$526,155	+ 14.4%	\$468,573	\$494,350	+ 5.5%
Pct. of List Price Received		98.8%	99.6%	+ 0.8%	99.2%	99.5%	+ 0.3%
Days on Market		60	66	+ 10.0%	65	74	+ 13.8%
Affordability Index		88	86	- 2.3%	88	90	+ 2.3%
Active Listings		678	399	- 41.2%	--	--	--
Months Supply		2.9	1.7	- 41.4%	--	--	--

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.



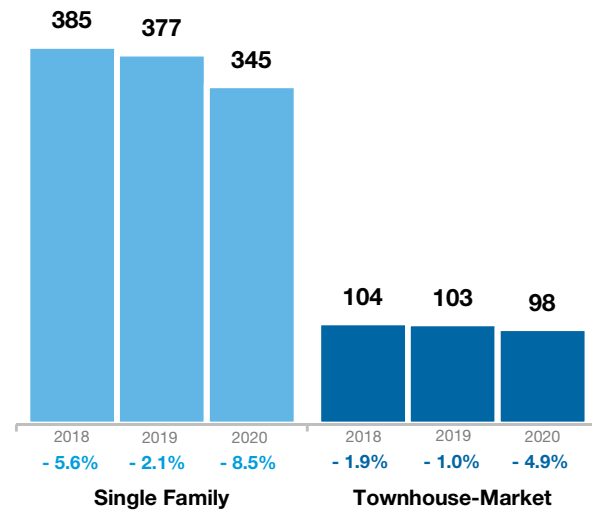
Key Metrics	Historical Sparkbars	8-2019	8-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		103	98	- 4.9%	865	786	- 9.1%
Pending Sales		70	95	+ 35.7%	643	661	+ 2.8%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		87	84	- 3.4%	605	623	+ 3.0%
Median Sales Price		\$289,500	\$319,750	+ 10.4%	\$290,000	\$313,000	+ 7.9%
Avg. Sales Price		\$309,001	\$328,991	+ 6.5%	\$311,162	\$330,714	+ 6.3%
Pct. of List Price Received		99.3%	99.1%	- 0.2%	99.4%	99.1%	- 0.3%
Days on Market		50	82	+ 64.0%	70	96	+ 37.1%
Affordability Index		130	124	- 4.6%	129	127	- 1.6%
Active Listings		211	151	- 28.4%	--	--	--
Months Supply		3.0	2.1	- 30.0%	--	--	--

New Listings

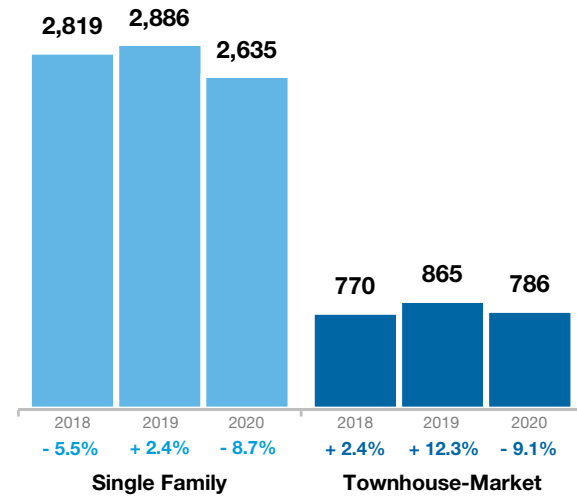
A count of the properties that have been newly listed on the market in a given month.



August

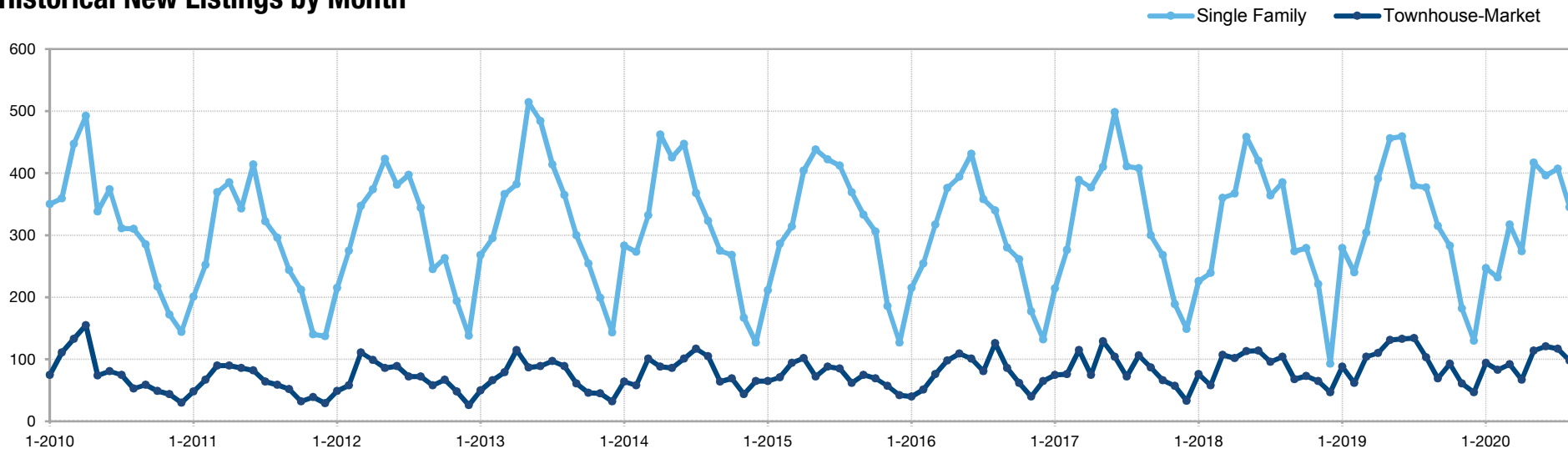


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2019	315	+15.0%	69	+1.5%
Oct-2019	283	+1.4%	93	+27.4%
Nov-2019	182	-17.6%	61	-6.2%
Dec-2019	130	+39.8%	47	0.0%
Jan-2020	247	-11.5%	94	+6.8%
Feb-2020	232	-3.3%	83	+33.9%
Mar-2020	317	+4.3%	92	-11.5%
Apr-2020	274	-29.9%	67	-39.1%
May-2020	417	-8.6%	114	-13.0%
Jun-2020	396	-13.7%	121	-9.0%
Jul-2020	407	+7.1%	117	-12.7%
Aug-2020	345	-8.5%	98	-4.9%
12-Month Avg	295	-5.5%	88	-5.5%

Historical New Listings by Month

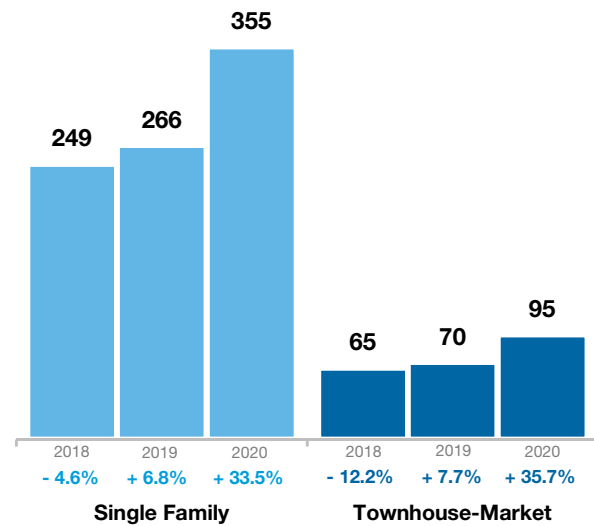


Pending Sales

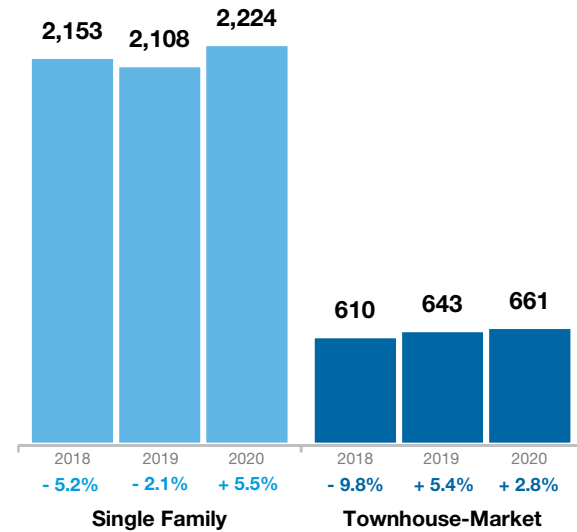
A count of the properties on which offers have been accepted in a given month.



August

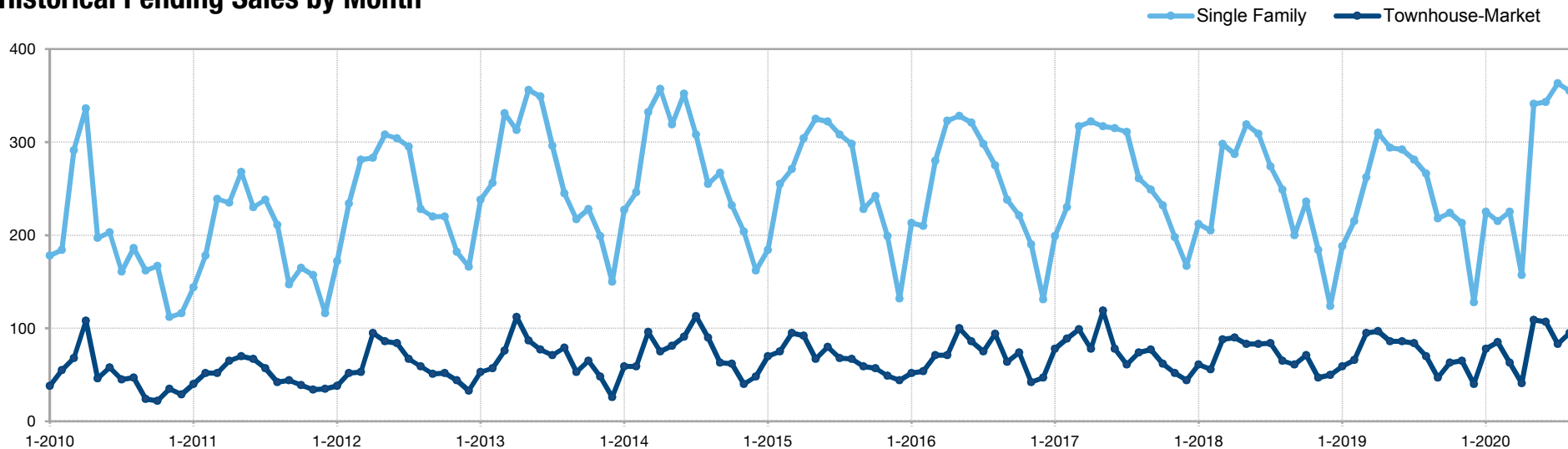


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2019	218	+9.0%	47	-23.0%
Oct-2019	224	-5.1%	63	-11.3%
Nov-2019	213	+15.8%	65	+38.3%
Dec-2019	128	+3.2%	40	-20.0%
Jan-2020	225	+19.7%	78	+32.2%
Feb-2020	215	0.0%	85	+28.8%
Mar-2020	225	-14.1%	63	-33.7%
Apr-2020	157	-49.4%	41	-57.7%
May-2020	341	+16.0%	109	+26.7%
Jun-2020	343	+17.5%	107	+24.4%
Jul-2020	363	+29.2%	83	-1.2%
Aug-2020	355	+33.5%	95	+35.7%
12-Month Avg	251	+5.4%	73	+0.5%

Historical Pending Sales by Month

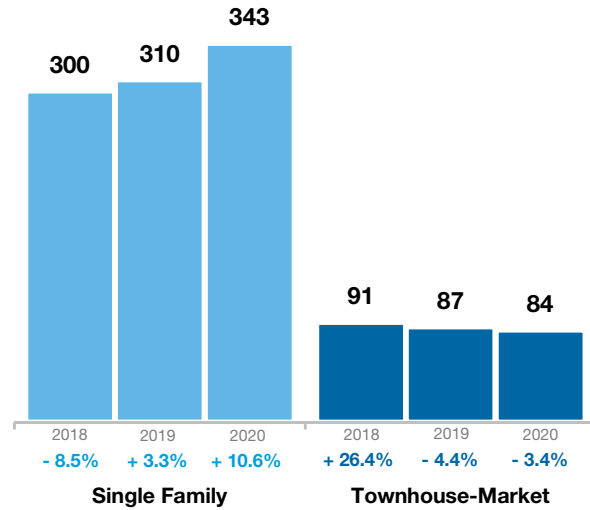


Sold Listings

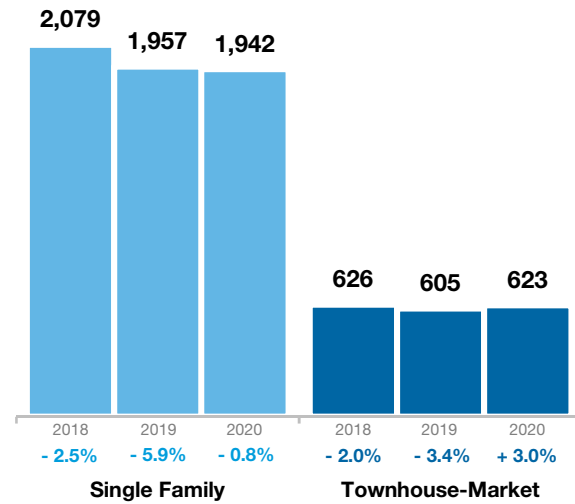
A count of the actual sales that closed in a given month.



August

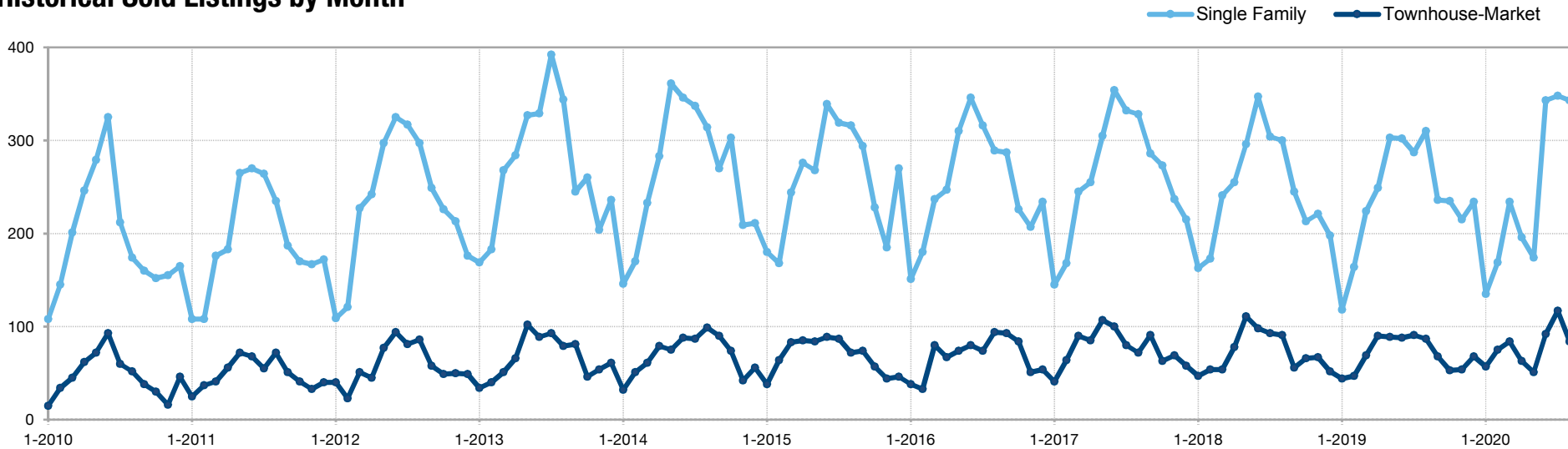


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
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%	68	+30.8%
Jan-2020	135	+14.4%	57	+29.5%
Feb-2020	169	+3.0%	75	+59.6%
Mar-2020	234	+4.5%	84	+21.7%
Apr-2020	196	-21.3%	63	-30.0%
May-2020	174	-42.6%	51	-42.7%
Jun-2020	343	+13.6%	92	+4.5%
Jul-2020	348	+21.3%	117	+28.6%
Aug-2020	343	+10.6%	84	-3.4%
12-Month Avg	239	+1.0%	72	+2.4%

Historical Sold Listings by Month

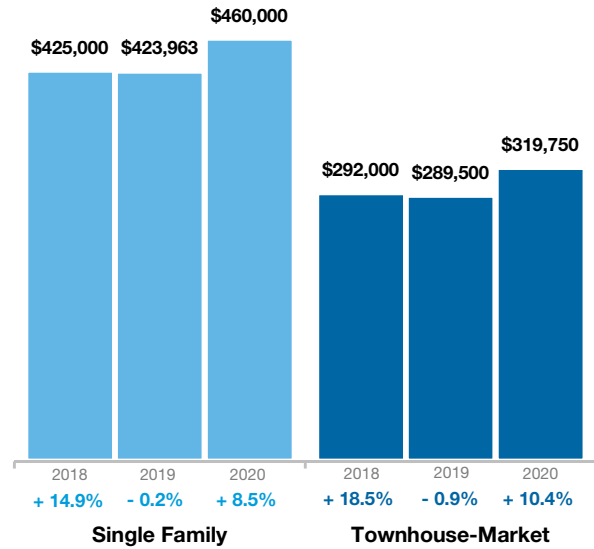


Median Sales Price

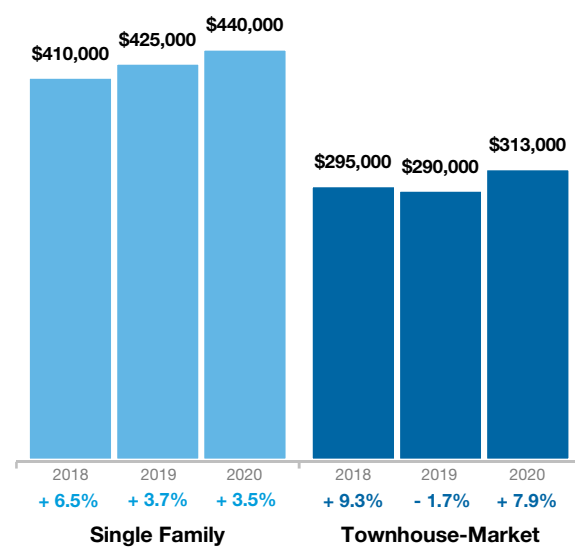
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



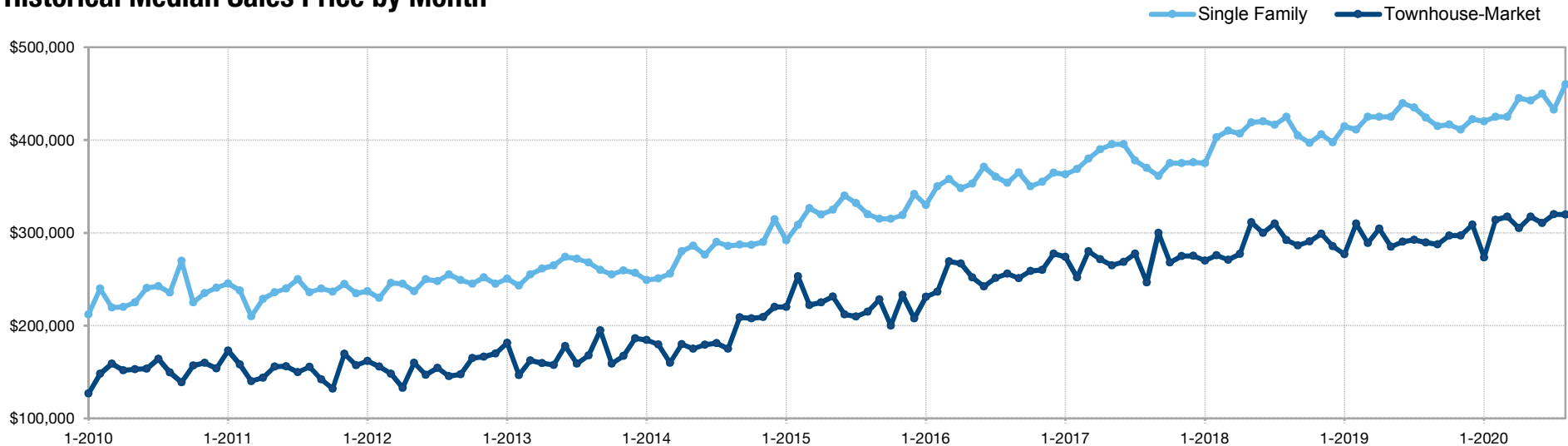
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
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%	\$308,750	+8.1%
Jan-2020	\$420,000	+1.3%	\$273,500	-1.3%
Feb-2020	\$425,000	+3.3%	\$314,000	+1.3%
Mar-2020	\$425,000	0.0%	\$317,500	+9.9%
Apr-2020	\$445,000	+4.7%	\$305,000	+0.1%
May-2020	\$442,500	+4.1%	\$317,500	+11.4%
Jun-2020	\$449,975	+2.4%	\$310,500	+7.0%
Jul-2020	\$432,650	-0.5%	\$320,000	+9.4%
Aug-2020	\$460,000	+8.5%	\$319,750	+10.4%
12-Month Avg*	\$431,875	+2.8%	\$307,750	+6.1%

* Median Sales Price for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

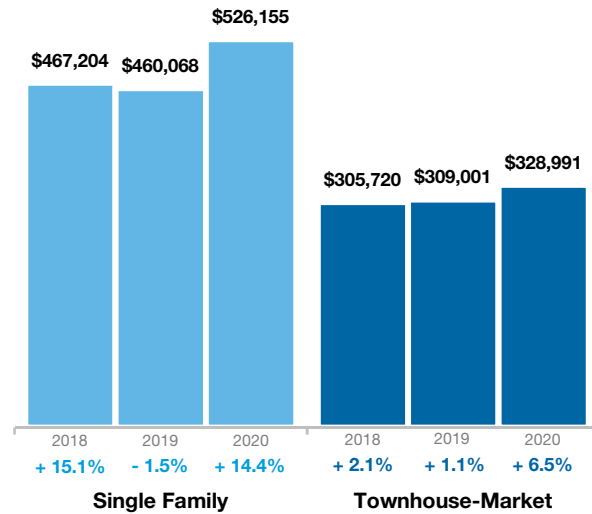


Average Sales Price

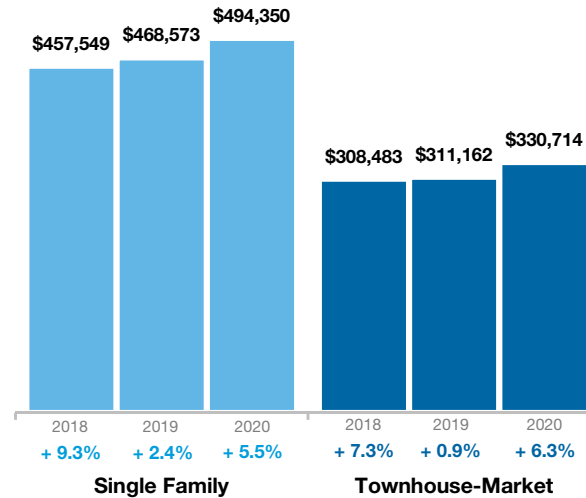
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



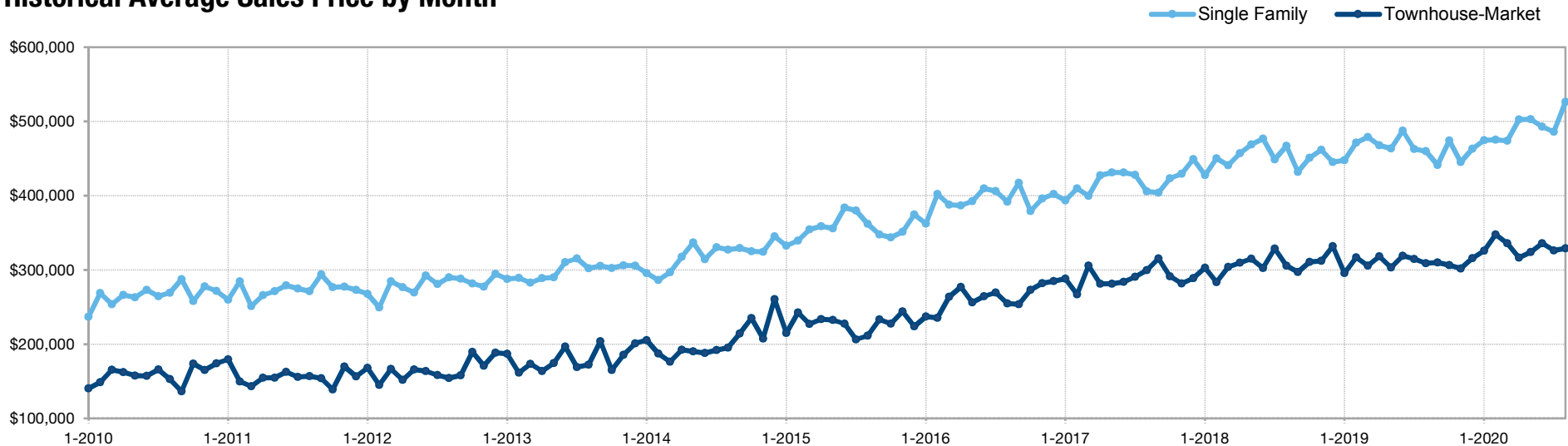
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
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%	\$315,728	-4.8%
Jan-2020	\$474,535	+5.9%	\$325,684	+10.1%
Feb-2020	\$475,401	+0.8%	\$347,561	+9.7%
Mar-2020	\$473,909	-1.1%	\$336,044	+9.9%
Apr-2020	\$502,568	+7.4%	\$316,575	-0.5%
May-2020	\$502,825	+8.5%	\$324,022	+6.8%
Jun-2020	\$492,814	+1.1%	\$335,816	+5.3%
Jul-2020	\$486,278	+5.1%	\$326,294	+3.7%
Aug-2020	\$526,155	+14.4%	\$328,991	+6.5%
12-Month Avg*	\$482,119	+4.4%	\$324,625	+4.2%

* Avg. Sales Price for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month



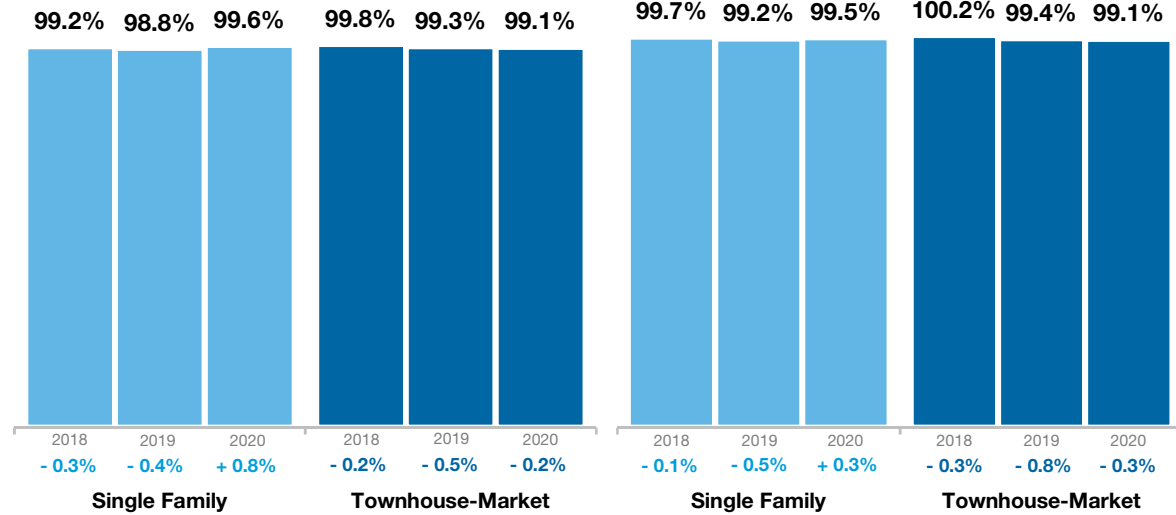
Percent of List Price Received

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.



August

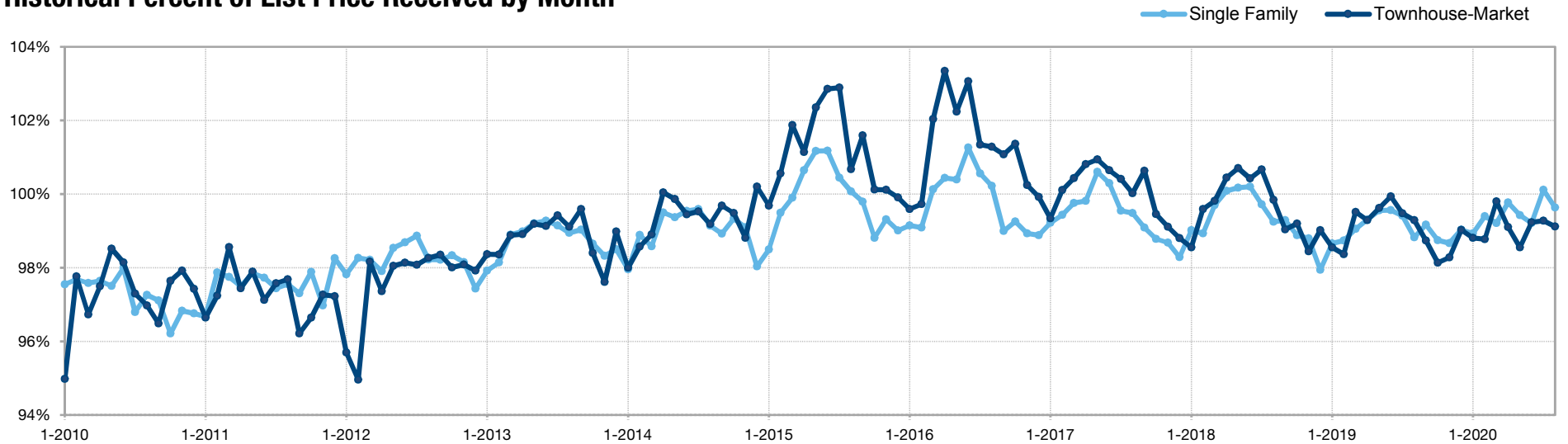
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
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%	98.8%	+0.4%
Mar-2020	99.2%	+0.1%	99.8%	+0.3%
Apr-2020	99.8%	+0.5%	99.1%	-0.2%
May-2020	99.4%	-0.2%	98.6%	-1.0%
Jun-2020	99.2%	-0.4%	99.2%	-0.7%
Jul-2020	100.1%	+0.7%	99.3%	-0.2%
Aug-2020	99.6%	+0.8%	99.1%	-0.2%
12-Month Avg*	99.1%	+0.3%	99.2%	-0.3%

* Pct. of List Price Received for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



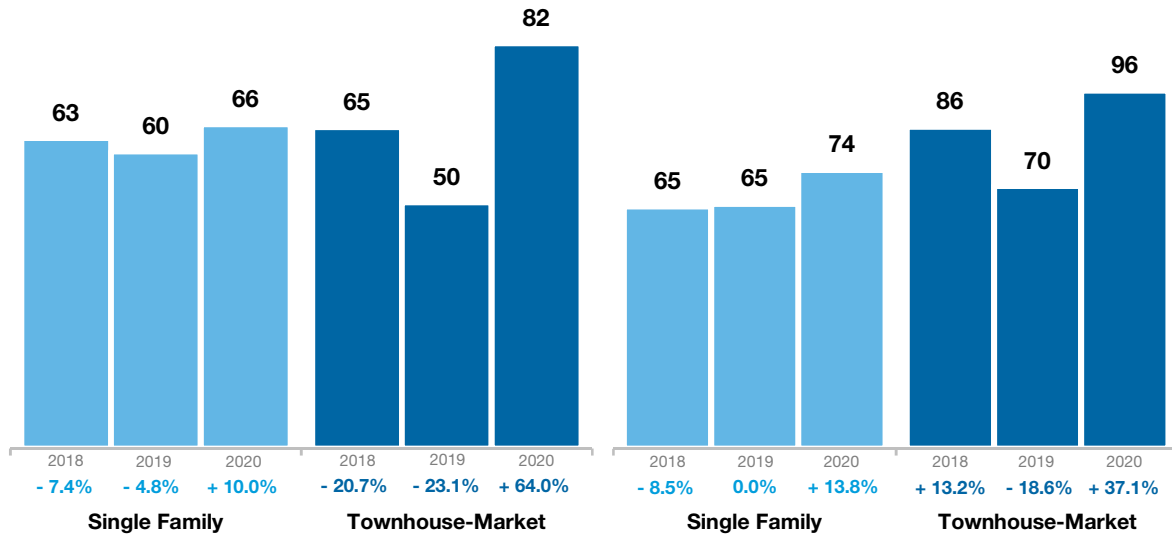
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



August

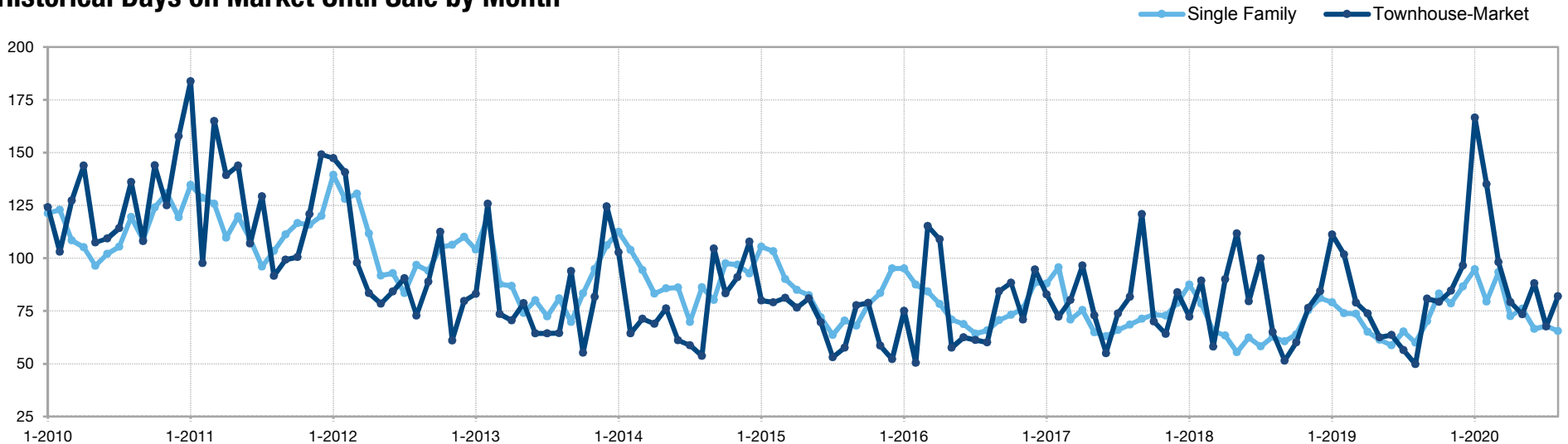
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
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%	96	+14.3%
Jan-2020	95	+20.3%	167	+50.5%
Feb-2020	79	+6.8%	135	+32.4%
Mar-2020	93	+25.7%	98	+24.1%
Apr-2020	73	+12.3%	79	+6.8%
May-2020	76	+24.6%	73	+17.7%
Jun-2020	67	+13.6%	88	+37.5%
Jul-2020	68	+4.6%	68	+21.4%
Aug-2020	66	+10.0%	82	+64.0%
12-Month Avg	76	+14.0%	93	+33.6%

* Days on Market for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



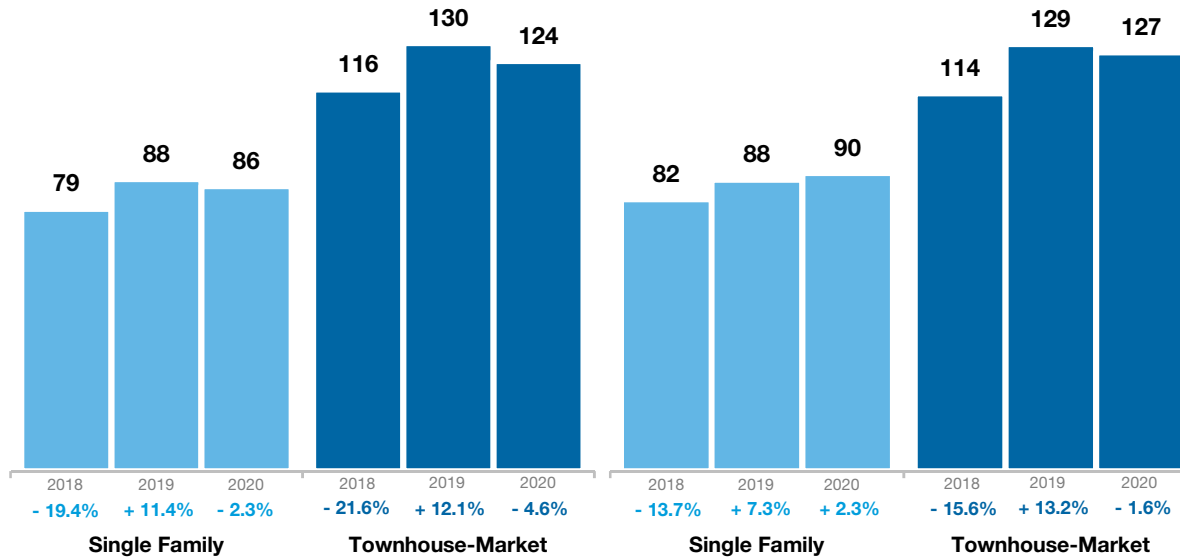
Housing Affordability Index

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.



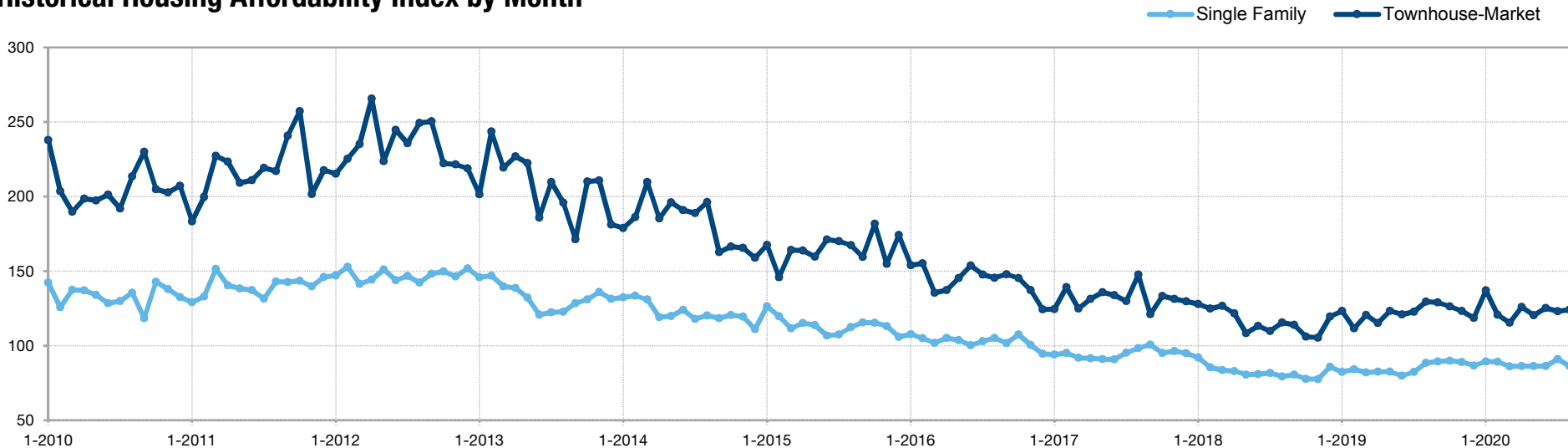
August

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2019	89	+9.9%	129	+13.2%
Oct-2019	90	+15.4%	126	+18.9%
Nov-2019	89	+14.1%	123	+17.1%
Dec-2019	87	+1.2%	119	0.0%
Jan-2020	89	+8.5%	137	+11.4%
Feb-2020	89	+6.0%	121	+8.0%
Mar-2020	86	+4.9%	115	-5.0%
Apr-2020	86	+3.6%	126	+9.6%
May-2020	86	+3.6%	120	-2.4%
Jun-2020	86	+7.5%	125	+3.3%
Jul-2020	91	+11.0%	123	0.0%
Aug-2020	86	-2.3%	124	-4.6%
12-Month Avg	88	+4.6%	82	+5.4%

Historical Housing Affordability Index by Month

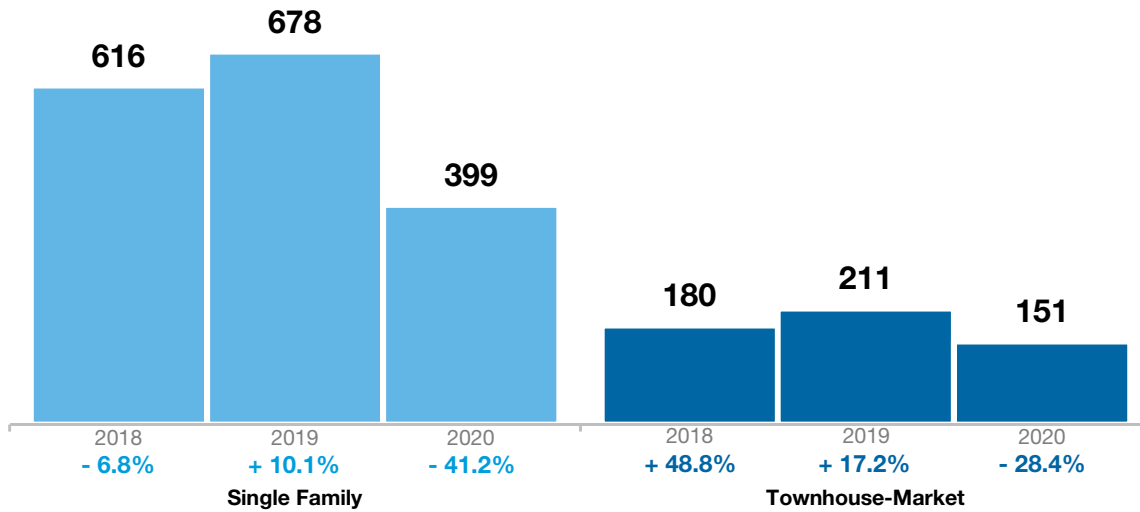


Inventory of Active Listings

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



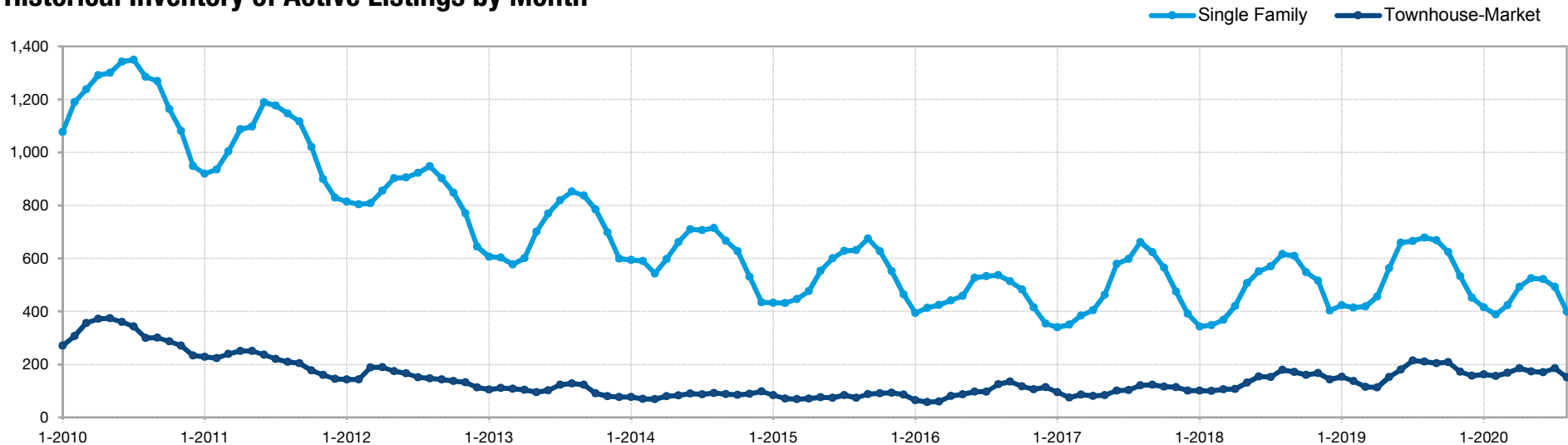
August



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2019	668	+9.7%	205	+19.9%
Oct-2019	624	+13.9%	209	+30.6%
Nov-2019	533	+3.3%	173	+3.6%
Dec-2019	452	+12.2%	157	+9.8%
Jan-2020	415	-1.9%	162	+5.9%
Feb-2020	388	-6.3%	156	+13.9%
Mar-2020	423	+1.2%	168	+46.1%
Apr-2020	493	+8.1%	186	+64.6%
May-2020	525	-6.7%	174	+14.5%
Jun-2020	522	-20.8%	170	-6.1%
Jul-2020	493	-25.9%	186	-13.5%
Aug-2020	399	-41.2%	151	-28.4%
12-Month Avg*	495	-6.6%	175	+9.3%

* Active Listings for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

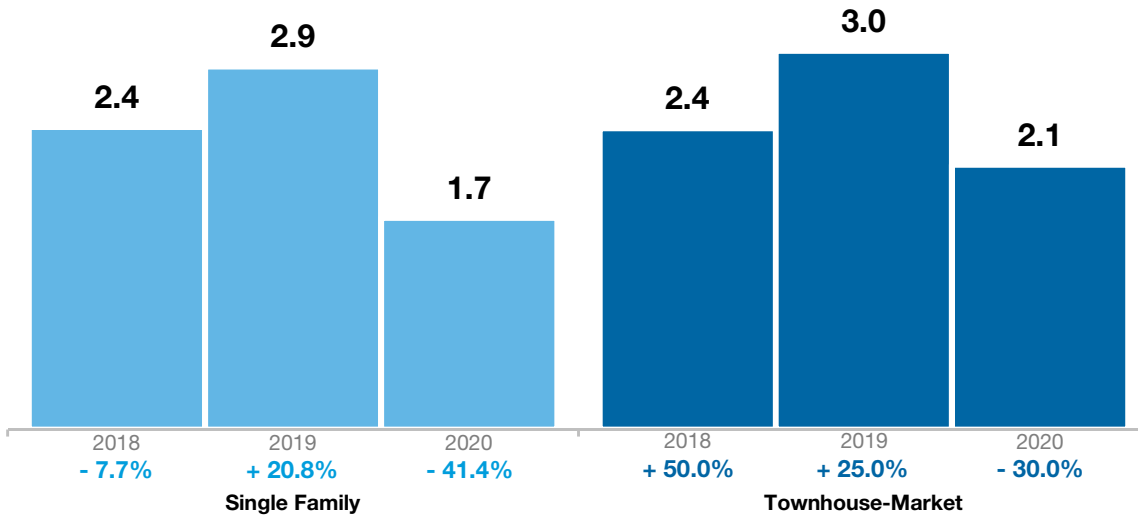


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



August



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2019	2.8	+16.7%	2.9	+20.8%
Oct-2019	2.6	+18.2%	3.0	+36.4%
Nov-2019	2.3	+9.5%	2.5	+8.7%
Dec-2019	1.9	+18.8%	2.2	+10.0%
Jan-2020	1.7	0.0%	2.3	+9.5%
Feb-2020	1.6	-5.9%	2.1	+10.5%
Mar-2020	1.7	0.0%	2.2	+37.5%
Apr-2020	2.1	+10.5%	2.5	+66.7%
May-2020	2.3	0.0%	2.5	+19.0%
Jun-2020	2.3	-17.9%	2.4	-4.0%
Jul-2020	2.1	-25.0%	2.6	-13.3%
Aug-2020	1.7	-41.4%	2.1	-30.0%
12-Month Avg*	2.1	-4.4%	2.4	+9.7%

* Months Supply for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview

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



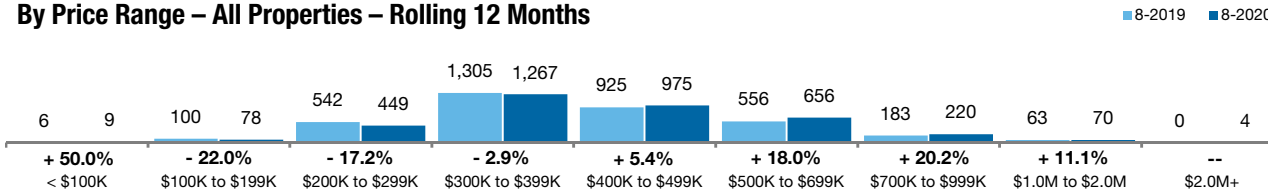
Key Metrics	Historical Sparkbars	8-2019	8-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		480	443	- 7.7%	3,751	3,421	- 8.8%
Pending Sales		336	450	+ 33.9%	643	661	+ 2.8%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		397	427	+ 7.6%	2,562	2,565	+ 0.1%
Median Sales Price		\$397,000	\$433,000	+ 9.1%	\$395,923	\$409,653	+ 3.5%
Avg. Sales Price		\$426,963	\$487,368	+ 5.4%	\$431,402	\$454,590	+ 5.4%
Pct. of List Price Received		98.9%	99.5%	+ 0.2%	99.2%	99.4%	+ 0.2%
Days on Market		58	69	+ 21.2%	66	80	+ 21.2%
Affordability Index		94	92	+ 2.3%	95	97	+ 2.3%
Active Listings		889	550	- 38.1%	--	--	--
Months Supply		2.9	1.8	- 38.9%	--	--	--

Sold Listings

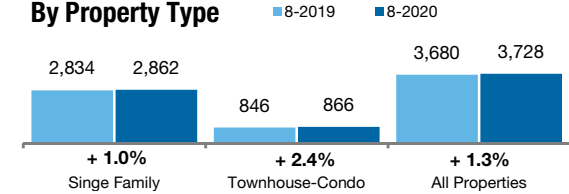
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$99,999 and Below	6	9	+ 50.0%	0	0	--
\$100,000 to \$199,999	47	33	- 29.8%	53	45	- 15.1%
\$200,000 to \$299,999	141	96	- 31.9%	401	353	- 12.0%
\$300,000 to \$399,999	1,011	907	- 10.3%	294	360	+ 22.4%
\$400,000 to \$499,999	859	914	+ 6.4%	66	61	- 7.6%
\$500,000 to \$699,999	538	627	+ 16.5%	18	29	+ 61.1%
\$700,000 to \$999,999	175	205	+ 17.1%	8	15	+ 87.5%
\$1,000,000 to \$1,999,999	57	67	+ 17.5%	6	3	- 50.0%
\$2,000,000 and Above	0	4	--	0	0	--
All Price Ranges	2,834	2,862	+ 1.0%	846	866	+ 2.4%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	7-2020	8-2020	Change	7-2020	8-2020	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	3	+ 50.0%	3	5	+ 66.7%
\$200,000 to \$299,999	7	9	+ 28.6%	45	28	- 37.8%
\$300,000 to \$399,999	108	82	- 24.1%	57	38	- 33.3%
\$400,000 to \$499,999	123	106	- 13.8%	10	9	- 10.0%
\$500,000 to \$699,999	77	89	+ 15.6%	1	2	+ 100.0%
\$700,000 to \$999,999	24	41	+ 70.8%	0	2	--
\$1,000,000 to \$1,999,999	7	12	+ 71.4%	1	0	- 100.0%
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	348	343	- 1.4%	117	84	- 28.2%

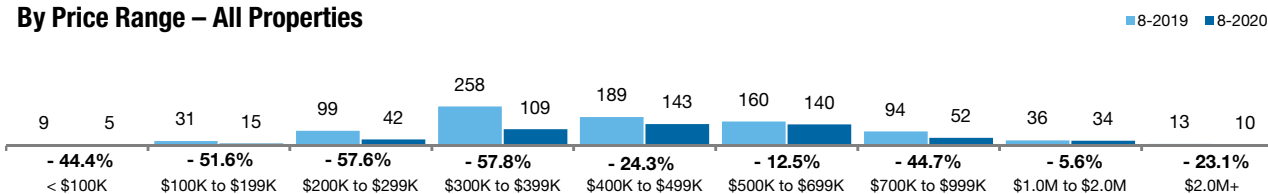
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$99,999 and Below	5	2	- 60.0%	0	0	--
\$100,000 to \$199,999	32	16	- 50.0%	34	28	- 17.6%
\$200,000 to \$299,999	83	56	- 32.5%	286	246	- 14.0%
\$300,000 to \$399,999	655	568	- 13.3%	215	268	+ 24.7%
\$400,000 to \$499,999	620	643	+ 3.7%	50	45	- 10.0%
\$500,000 to \$699,999	398	451	+ 13.3%	12	20	+ 66.7%
\$700,000 to \$999,999	125	153	+ 22.4%	5	13	+ 160.0%
\$1,000,000 to \$1,999,999	39	50	+ 28.2%	3	3	0.0%
\$2,000,000 and Above	0	3	--	0	0	--
All Price Ranges	1,957	1,942	- 0.8%	605	623	+ 3.0%

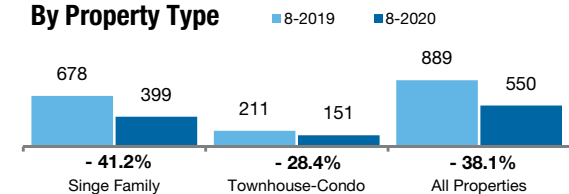
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$99,999 and Below	9	5	- 44.4%	0	0	--
\$100,000 to \$199,999	21	10	- 52.4%	10	5	- 50.0%
\$200,000 to \$299,999	26	10	- 61.5%	73	32	- 56.2%
\$300,000 to \$399,999	181	50	- 72.4%	77	59	- 23.4%
\$400,000 to \$499,999	178	118	- 33.7%	11	25	+ 127.3%
\$500,000 to \$699,999	138	118	- 14.5%	22	22	0.0%
\$700,000 to \$999,999	79	47	- 40.5%	15	5	- 66.7%
\$1,000,000 to \$1,999,999	33	31	- 6.1%	3	3	0.0%
\$2,000,000 and Above	13	10	- 23.1%	0	0	--
All Price Ranges	678	399	- 41.2%	211	151	- 28.4%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	7-2020	8-2020	Change	7-2020	8-2020	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	11	10	- 9.1%	5	5	0.0%
\$200,000 to \$299,999	11	10	- 9.1%	45	32	- 28.9%
\$300,000 to \$399,999	63	50	- 20.6%	72	59	- 18.1%
\$400,000 to \$499,999	140	118	- 15.7%	23	25	+ 8.7%
\$500,000 to \$699,999	152	118	- 22.4%	28	22	- 21.4%
\$700,000 to \$999,999	70	47	- 32.9%	8	5	- 37.5%
\$1,000,000 to \$1,999,999	31	31	0.0%	5	3	- 40.0%
\$2,000,000 and Above	10	10	0.0%	0	0	--
All Price Ranges	493	399	- 19.1%	186	151	- 18.8%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$99,999 and Below	5	2	- 60.0%	0	0	--
\$100,000 to \$199,999	32	16	- 50.0%	34	28	- 17.6%
\$200,000 to \$299,999	83	56	- 32.5%	286	246	- 14.0%
\$300,000 to \$399,999	655	568	- 13.3%	215	268	+ 24.7%
\$400,000 to \$499,999	620	643	+ 3.7%	50	45	- 10.0%
\$500,000 to \$699,999	398	451	+ 13.3%	12	20	+ 66.7%
\$700,000 to \$999,999	125	153	+ 22.4%	5	13	+ 160.0%
\$1,000,000 to \$1,999,999	39	50	+ 28.2%	3	3	0.0%
\$2,000,000 and Above	0	3	--	0	0	--
All Price Ranges	1,957	1,942	- 0.8%	605	623	+ 3.0%

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

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.

Local Market Update for August 2020

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Johnstown

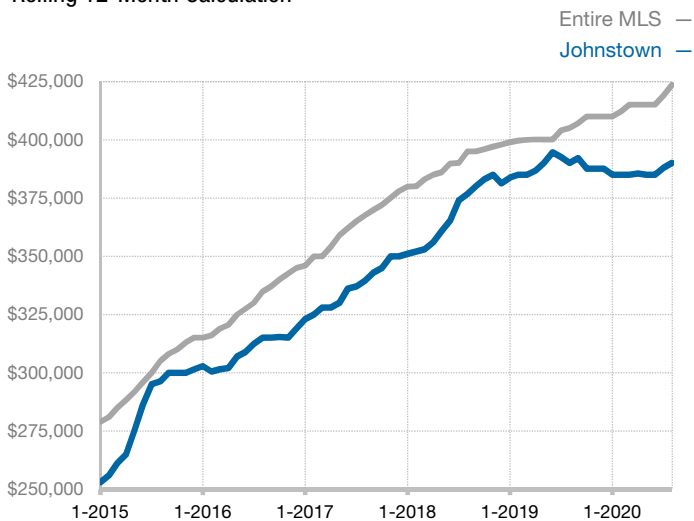
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	56	37	- 33.9%	386	338	- 12.4%
Closed Sales	27	38	+ 40.7%	259	262	+ 1.2%
Median Sales Price*	\$360,000	\$436,250	+ 21.2%	\$390,000	\$395,000	+ 1.3%
Average Sales Price*	\$378,256	\$462,575	+ 22.3%	\$408,835	\$423,087	+ 3.5%
Percent of List Price Received*	99.4%	100.0%	+ 0.6%	99.8%	99.8%	0.0%
Days on Market Until Sale	67	49	- 26.9%	72	63	- 12.5%
Inventory of Homes for Sale	95	38	- 60.0%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

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

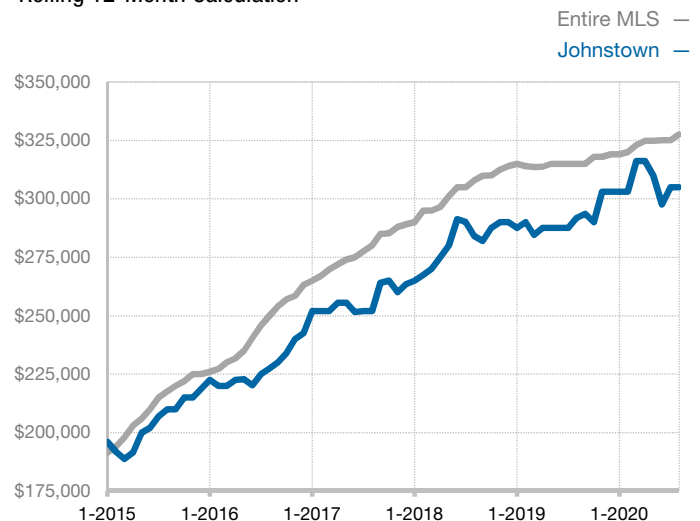
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	2	4	+ 100.0%	13	27	+ 107.7%
Closed Sales	1	1	0.0%	13	16	+ 23.1%
Median Sales Price*	\$389,780	\$326,000	- 16.4%	\$303,000	\$308,750	+ 1.9%
Average Sales Price*	\$389,780	\$326,000	- 16.4%	\$317,998	\$316,156	- 0.6%
Percent of List Price Received*	100.5%	100.3%	- 0.2%	99.4%	98.4%	- 1.0%
Days on Market Until Sale	136	39	- 71.3%	71	50	- 29.6%
Inventory of Homes for Sale	1	4	+ 300.0%	--	--	--
Months Supply of Inventory	0.5	2.0	+ 300.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for August 2020

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Boulder

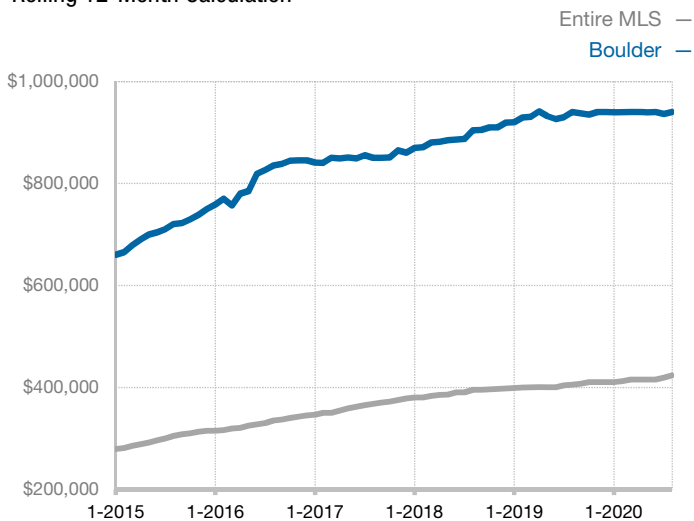
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	151	149	- 1.3%	1,195	1,089	- 8.9%
Closed Sales	88	128	+ 45.5%	634	641	+ 1.1%
Median Sales Price*	\$1,037,500	\$1,100,000	+ 6.0%	\$956,250	\$955,000	- 0.1%
Average Sales Price*	\$1,308,790	\$1,273,047	- 2.7%	\$1,222,843	\$1,191,746	- 2.5%
Percent of List Price Received*	97.2%	97.8%	+ 0.6%	98.4%	98.4%	0.0%
Days on Market Until Sale	60	60	0.0%	62	64	+ 3.2%
Inventory of Homes for Sale	343	227	- 33.8%	--	--	--
Months Supply of Inventory	4.5	2.9	- 35.6%	--	--	--

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

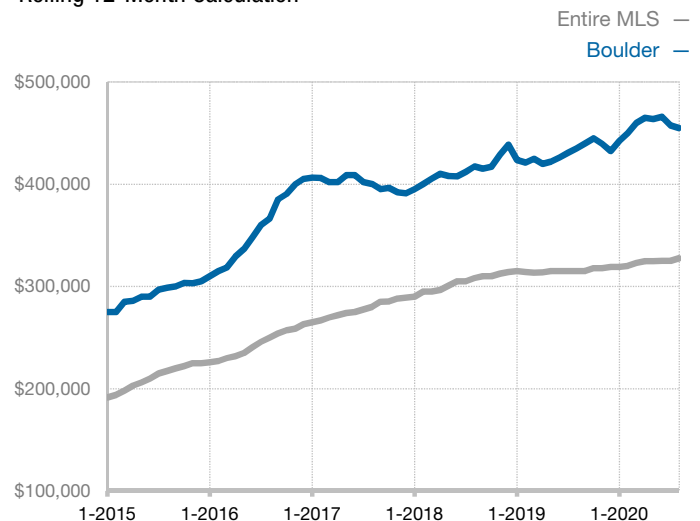
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	85	118	+ 38.8%	771	804	+ 4.3%
Closed Sales	66	77	+ 16.7%	461	466	+ 1.1%
Median Sales Price*	\$444,950	\$425,000	- 4.5%	\$435,000	\$470,000	+ 8.0%
Average Sales Price*	\$476,471	\$533,479	+ 12.0%	\$519,553	\$564,496	+ 8.7%
Percent of List Price Received*	98.6%	98.7%	+ 0.1%	99.2%	98.7%	- 0.5%
Days on Market Until Sale	65	52	- 20.0%	79	65	- 17.7%
Inventory of Homes for Sale	177	193	+ 9.0%	--	--	--
Months Supply of Inventory	3.3	3.5	+ 6.1%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for August 2020

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Fort Collins

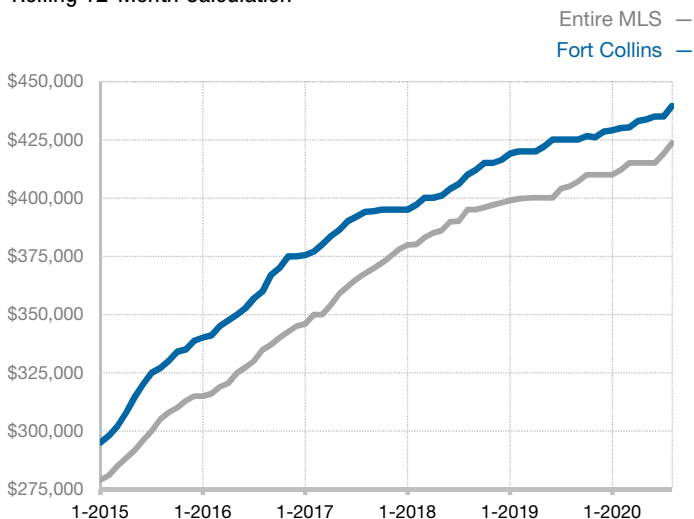
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	249	245	- 1.6%	2,049	1,958	- 4.4%
Closed Sales	218	265	+ 21.6%	1,442	1,427	- 1.0%
Median Sales Price*	\$425,000	\$460,000	+ 8.2%	\$430,750	\$445,000	+ 3.3%
Average Sales Price*	\$471,611	\$527,698	+ 11.9%	\$476,596	\$502,384	+ 5.4%
Percent of List Price Received*	98.8%	99.4%	+ 0.6%	99.3%	99.3%	0.0%
Days on Market Until Sale	53	56	+ 5.7%	56	61	+ 8.9%
Inventory of Homes for Sale	409	253	- 38.1%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--

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

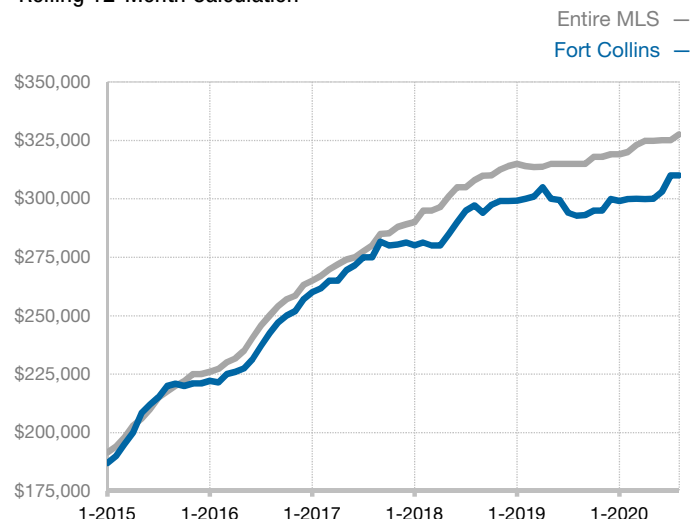
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	97	89	- 8.2%	777	687	- 11.6%
Closed Sales	82	73	- 11.0%	537	541	+ 0.7%
Median Sales Price*	\$298,250	\$314,000	+ 5.3%	\$295,000	\$315,000	+ 6.8%
Average Sales Price*	\$311,377	\$315,818	+ 1.4%	\$312,263	\$331,472	+ 6.2%
Percent of List Price Received*	99.3%	98.9%	- 0.4%	99.3%	99.0%	- 0.3%
Days on Market Until Sale	51	68	+ 33.3%	64	88	+ 37.5%
Inventory of Homes for Sale	182	124	- 31.9%	--	--	--
Months Supply of Inventory	2.9	2.0	- 31.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for August 2020

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Windsor

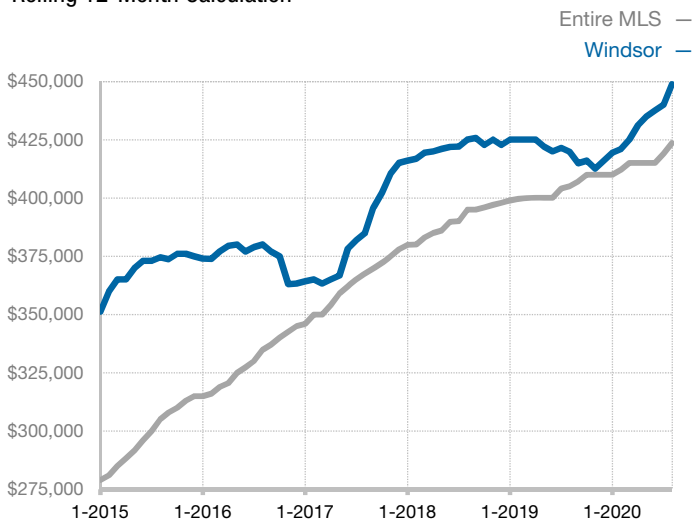
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	129	109	- 15.5%	1,026	868	- 15.4%
Closed Sales	104	90	- 13.5%	732	589	- 19.5%
Median Sales Price*	\$404,500	\$468,750	+ 15.9%	\$418,837	\$460,000	+ 9.8%
Average Sales Price*	\$455,318	\$557,144	+ 22.4%	\$467,699	\$510,804	+ 9.2%
Percent of List Price Received*	99.7%	99.5%	- 0.2%	99.6%	99.5%	- 0.1%
Days on Market Until Sale	72	83	+ 15.3%	87	83	- 4.6%
Inventory of Homes for Sale	253	159	- 37.2%	--	--	--
Months Supply of Inventory	3.0	2.1	- 30.0%	--	--	--

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

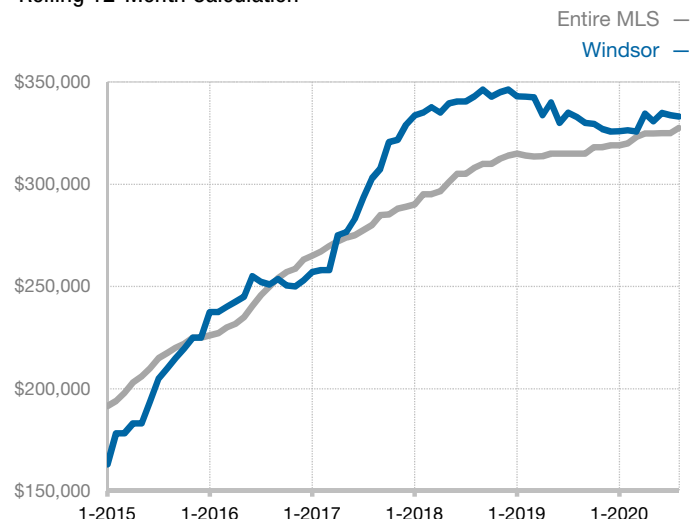
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	9	13	+ 44.4%	151	119	- 21.2%
Closed Sales	4	15	+ 275.0%	84	93	+ 10.7%
Median Sales Price*	\$369,950	\$312,000	- 15.7%	\$326,276	\$334,000	+ 2.4%
Average Sales Price*	\$382,146	\$321,757	- 15.8%	\$335,517	\$340,536	+ 1.5%
Percent of List Price Received*	99.6%	99.3%	- 0.3%	100.2%	100.4%	+ 0.2%
Days on Market Until Sale	197	196	- 0.5%	157	164	+ 4.5%
Inventory of Homes for Sale	71	40	- 43.7%	--	--	--
Months Supply of Inventory	6.6	3.7	- 43.9%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for August 2020

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Wellington

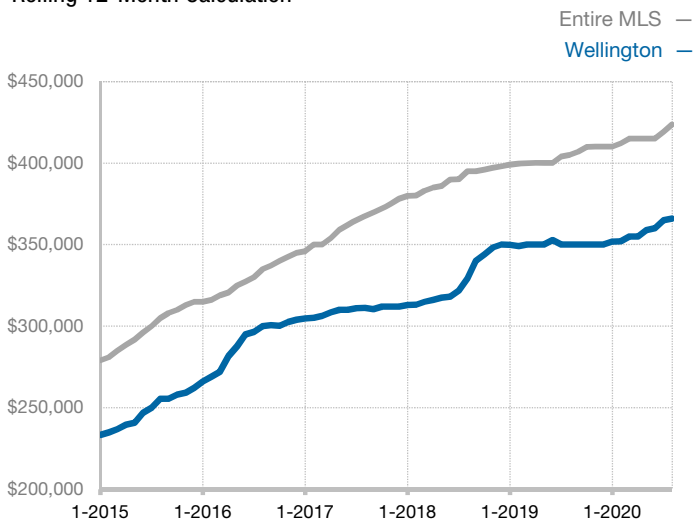
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	60	46	- 23.3%	337	288	- 14.5%
Closed Sales	33	25	- 24.2%	221	222	+ 0.5%
Median Sales Price*	\$347,000	\$383,000	+ 10.4%	\$350,000	\$370,000	+ 5.7%
Average Sales Price*	\$371,849	\$393,494	+ 5.8%	\$376,618	\$396,465	+ 5.3%
Percent of List Price Received*	99.3%	101.2%	+ 1.9%	99.6%	100.9%	+ 1.3%
Days on Market Until Sale	57	68	+ 19.3%	76	92	+ 21.1%
Inventory of Homes for Sale	91	48	- 47.3%	--	--	--
Months Supply of Inventory	3.6	1.7	- 52.8%	--	--	--

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

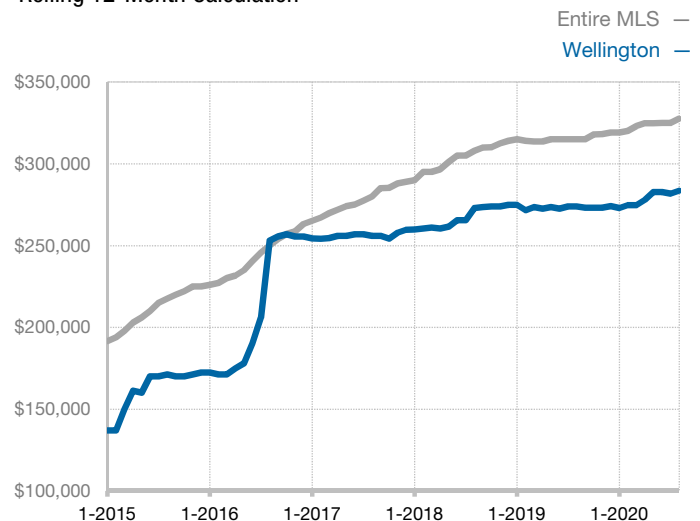
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	6	6	0.0%	62	57	- 8.1%
Closed Sales	4	4	0.0%	47	47	0.0%
Median Sales Price*	\$283,080	\$316,713	+ 11.9%	\$272,100	\$286,000	+ 5.1%
Average Sales Price*	\$286,288	\$317,773	+ 11.0%	\$271,603	\$284,262	+ 4.7%
Percent of List Price Received*	99.7%	100.7%	+ 1.0%	99.8%	99.7%	- 0.1%
Days on Market Until Sale	39	103	+ 164.1%	98	89	- 9.2%
Inventory of Homes for Sale	14	10	- 28.6%	--	--	--
Months Supply of Inventory	2.6	1.7	- 34.6%	--	--	--

* 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
Rolling 12-Month Calculation



Local Market Update for August 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Longmont

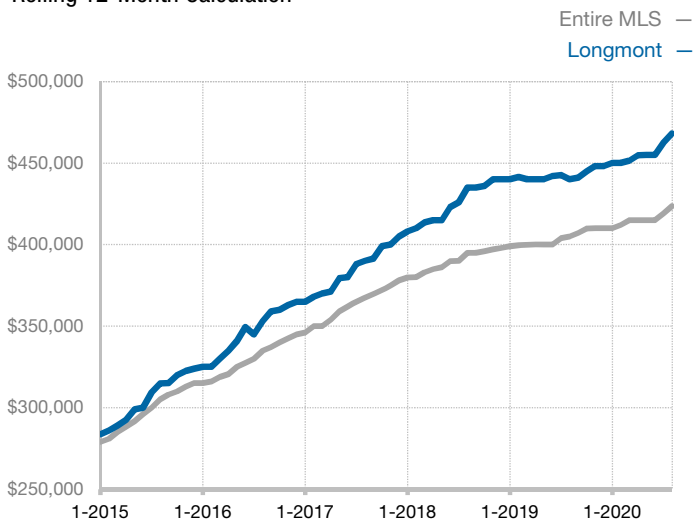
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	176	139	- 21.0%	1,382	1,153	- 16.6%
Closed Sales	143	152	+ 6.3%	939	943	+ 0.4%
Median Sales Price*	\$454,961	\$510,050	+ 12.1%	\$449,000	\$475,500	+ 5.9%
Average Sales Price*	\$538,853	\$607,937	+ 12.8%	\$503,918	\$546,988	+ 8.5%
Percent of List Price Received*	99.2%	100.2%	+ 1.0%	99.2%	99.6%	+ 0.4%
Days on Market Until Sale	57	51	- 10.5%	57	61	+ 7.0%
Inventory of Homes for Sale	289	163	- 43.6%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.2%	--	--	--

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

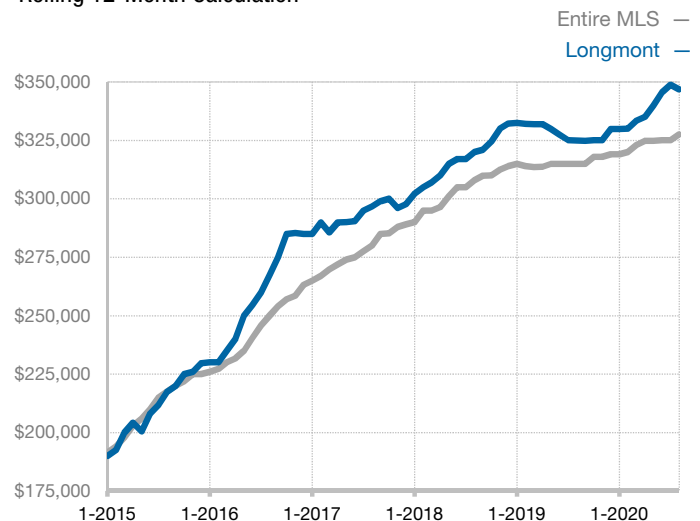
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	45	32	- 28.9%	339	247	- 27.1%
Closed Sales	28	27	- 3.6%	237	214	- 9.7%
Median Sales Price*	\$332,500	\$328,000	- 1.4%	\$324,900	\$348,625	+ 7.3%
Average Sales Price*	\$354,449	\$362,162	+ 2.2%	\$341,368	\$354,386	+ 3.8%
Percent of List Price Received*	99.8%	99.9%	+ 0.1%	99.8%	99.5%	- 0.3%
Days on Market Until Sale	97	38	- 60.8%	78	56	- 28.2%
Inventory of Homes for Sale	72	26	- 63.9%	--	--	--
Months Supply of Inventory	2.5	0.9	- 64.0%	--	--	--

* 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
Rolling 12-Month Calculation



Local Market Update for August 2020

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Greeley

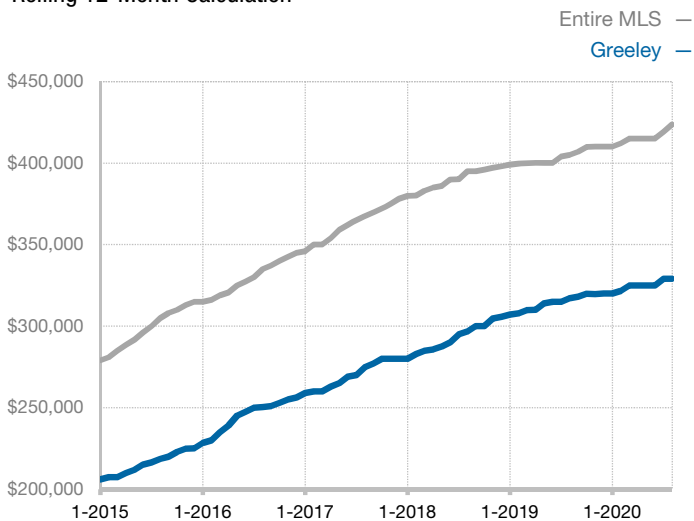
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	181	144	- 20.4%	1,414	1,186	- 16.1%
Closed Sales	158	145	- 8.2%	1,124	925	- 17.7%
Median Sales Price*	\$330,125	\$335,000	+ 1.5%	\$319,950	\$330,000	+ 3.1%
Average Sales Price*	\$350,568	\$346,892	- 1.0%	\$329,894	\$346,364	+ 5.0%
Percent of List Price Received*	99.4%	100.0%	+ 0.6%	99.7%	99.5%	- 0.2%
Days on Market Until Sale	52	49	- 5.8%	54	57	+ 5.6%
Inventory of Homes for Sale	195	132	- 32.3%	--	--	--
Months Supply of Inventory	1.4	1.1	- 21.4%	--	--	--

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

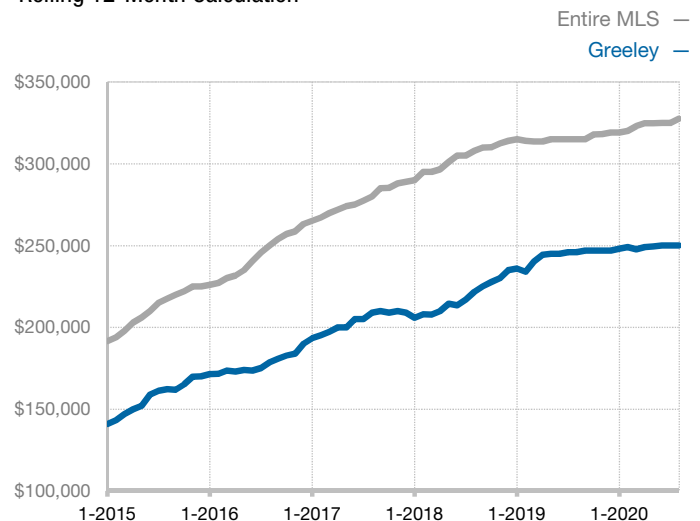
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	38	19	- 50.0%	243	213	- 12.3%
Closed Sales	27	29	+ 7.4%	196	171	- 12.8%
Median Sales Price*	\$247,999	\$238,000	- 4.0%	\$245,900	\$252,900	+ 2.8%
Average Sales Price*	\$258,793	\$246,741	- 4.7%	\$249,216	\$256,760	+ 3.0%
Percent of List Price Received*	99.6%	98.5%	- 1.1%	99.4%	98.9%	- 0.5%
Days on Market Until Sale	69	47	- 31.9%	50	57	+ 14.0%
Inventory of Homes for Sale	40	25	- 37.5%	--	--	--
Months Supply of Inventory	1.7	1.2	- 29.4%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for August 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Berthoud

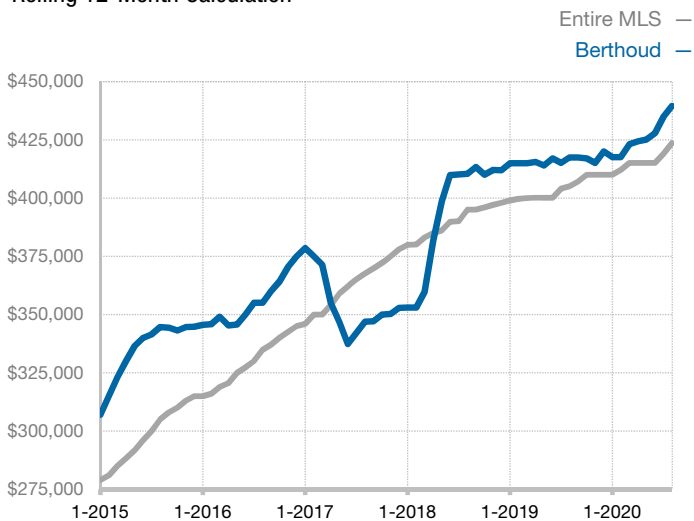
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	49	47	- 4.1%	396	480	+ 21.2%
Closed Sales	48	65	+ 35.4%	328	310	- 5.5%
Median Sales Price*	\$419,548	\$449,950	+ 7.2%	\$416,810	\$440,000	+ 5.6%
Average Sales Price*	\$493,119	\$530,064	+ 7.5%	\$461,253	\$512,331	+ 11.1%
Percent of List Price Received*	98.8%	99.5%	+ 0.7%	99.5%	99.2%	- 0.3%
Days on Market Until Sale	100	91	- 9.0%	100	85	- 15.0%
Inventory of Homes for Sale	104	94	- 9.6%	--	--	--
Months Supply of Inventory	2.9	2.7	- 6.9%	--	--	--

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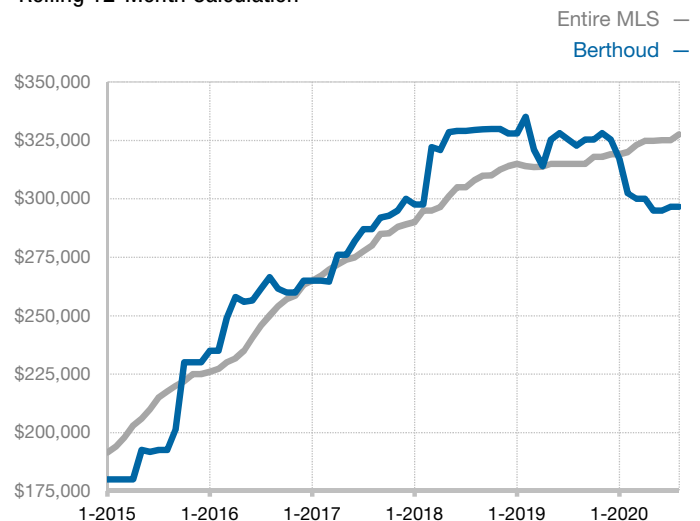
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	5	1	- 80.0%	58	60	+ 3.4%
Closed Sales	1	12	+ 1100.0%	21	54	+ 157.1%
Median Sales Price*	\$303,000	\$303,375	+ 0.1%	\$325,397	\$295,000	- 9.3%
Average Sales Price*	\$303,000	\$370,241	+ 22.2%	\$329,542	\$336,766	+ 2.2%
Percent of List Price Received*	101.0%	100.3%	- 0.7%	101.6%	100.5%	- 1.1%
Days on Market Until Sale	5	217	+ 4240.0%	90	138	+ 53.3%
Inventory of Homes for Sale	21	2	- 90.5%	--	--	--
Months Supply of Inventory	7.9	0.4	- 94.9%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for August 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Loveland

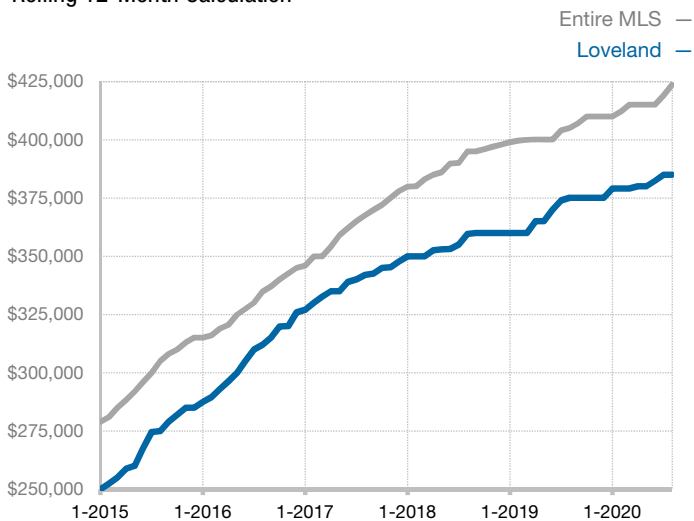
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	201	154	- 23.4%	1,399	1,346	- 3.8%
Closed Sales	147	149	+ 1.4%	938	1,068	+ 13.9%
Median Sales Price*	\$387,000	\$390,000	+ 0.8%	\$380,000	\$389,500	+ 2.5%
Average Sales Price*	\$456,921	\$455,271	- 0.4%	\$437,917	\$434,625	- 0.8%
Percent of List Price Received*	99.3%	99.8%	+ 0.5%	99.3%	99.8%	+ 0.5%
Days on Market Until Sale	62	59	- 4.8%	60	65	+ 8.3%
Inventory of Homes for Sale	328	129	- 60.7%	--	--	--
Months Supply of Inventory	2.8	1.0	- 64.3%	--	--	--

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

Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	36	37	+ 2.8%	277	256	- 7.6%
Closed Sales	23	34	+ 47.8%	216	213	- 1.4%
Median Sales Price*	\$305,000	\$302,500	- 0.8%	\$305,000	\$310,000	+ 1.6%
Average Sales Price*	\$309,815	\$319,172	+ 3.0%	\$313,134	\$324,481	+ 3.6%
Percent of List Price Received*	99.9%	100.1%	+ 0.2%	100.2%	100.1%	- 0.1%
Days on Market Until Sale	118	118	0.0%	130	125	- 3.8%
Inventory of Homes for Sale	96	66	- 31.3%	--	--	--
Months Supply of Inventory	3.9	2.5	- 35.9%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation

