



FCBR 2023

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Monthly Indicators



August 2023

New Listings were up 9.3 percent for single family homes and 42.1 percent for townhouse-condo properties. Pending Sales landed at 209 for single family homes and 83 for townhouse-condo properties.

The Median Sales Price was up 3.5 percent to \$595,000 for single family homes and 14.3 percent to \$440,000 for townhouse-condo properties. Days on Market increased 12.8 percent for single family homes and 7.0 percent for townhouse-condo properties.

Falling home sales have done little to cool home prices, however, which have continued to sit at record high levels nationally thanks to a limited supply of homes for sale. According to NAR, there were 1.11 million homes for sale heading into August, 14.6% fewer homes than the same period last year, for a 3.3 months' supply at the current sales pace. The shortage of homes for sale has boosted competition for available properties and is driving sales prices higher, with NAR reporting a national median existing-home price of \$406,700, a 1.9% increase from a year earlier.

Activity Snapshot

- 10.5% **+ 12.8%** **+ 3.5%**

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
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Residential real estate activity in Area 9 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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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	8-2022	8-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		257	281	+ 9.3%	2,221	2,041	- 8.1%
Pending Sales		226	209	- 7.5%	1,717	1,515	- 11.8%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		238	213	- 10.5%	1,647	1,425	- 13.5%
Median Sales Price		\$575,000	\$595,000	+ 3.5%	\$609,000	\$603,370	- 0.9%
Avg. Sales Price		\$635,873	\$675,016	+ 6.2%	\$682,166	\$686,036	+ 0.6%
Pct. of List Price Received		99.6%	99.5%	- 0.1%	102.9%	99.9%	- 2.9%
Days on Market		47	53	+ 12.8%	42	59	+ 40.5%
Affordability Index		54	45	- 16.7%	51	45	- 11.8%
Active Listings		386	444	+ 15.0%	--	--	--
Months Supply		1.8	2.6	+ 44.4%	--	--	--

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.



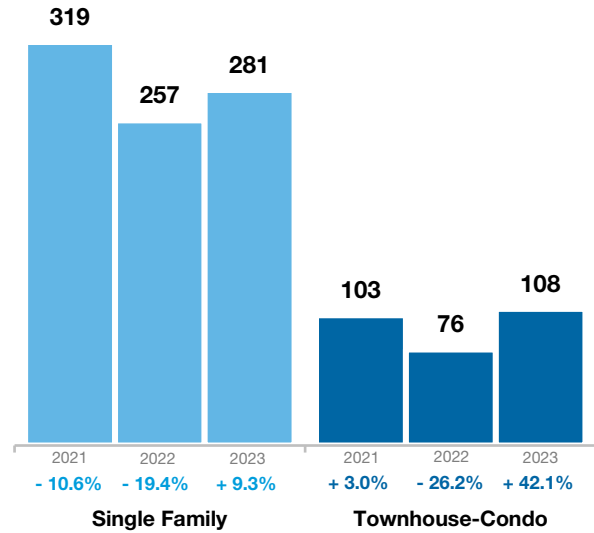
Key Metrics	Historical Sparkbars	8-2022	8-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		76	108	+ 42.1%	625	676	+ 8.2%
Pending Sales		51	83	+ 62.7%	534	499	- 6.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		71	78	+ 9.9%	539	475	- 11.9%
Median Sales Price		\$385,000	\$440,000	+ 14.3%	\$399,500	\$415,000	+ 3.9%
Avg. Sales Price		\$390,774	\$473,176	+ 21.1%	\$416,081	\$437,563	+ 5.2%
Pct. of List Price Received		99.9%	99.4%	- 0.5%	103.4%	99.8%	- 3.5%
Days on Market		43	46	+ 7.0%	51	69	+ 35.3%
Affordability Index		81	61	- 24.7%	78	65	- 16.7%
Active Listings		101	163	+ 61.4%	--	--	--
Months Supply		1.4	2.9	+ 107.1%	--	--	--

New Listings

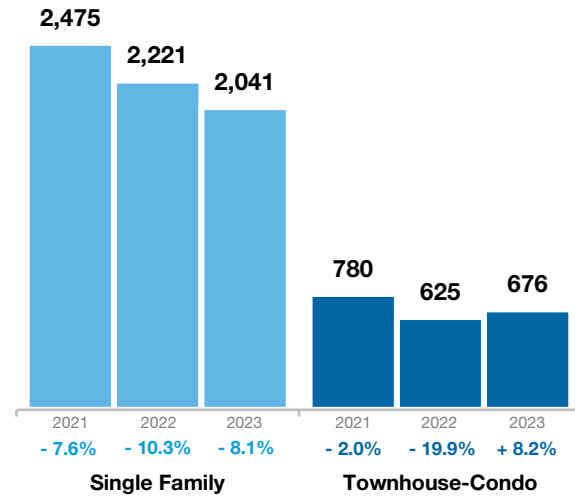
A count of the properties that have been newly listed on the market in a given month.



August

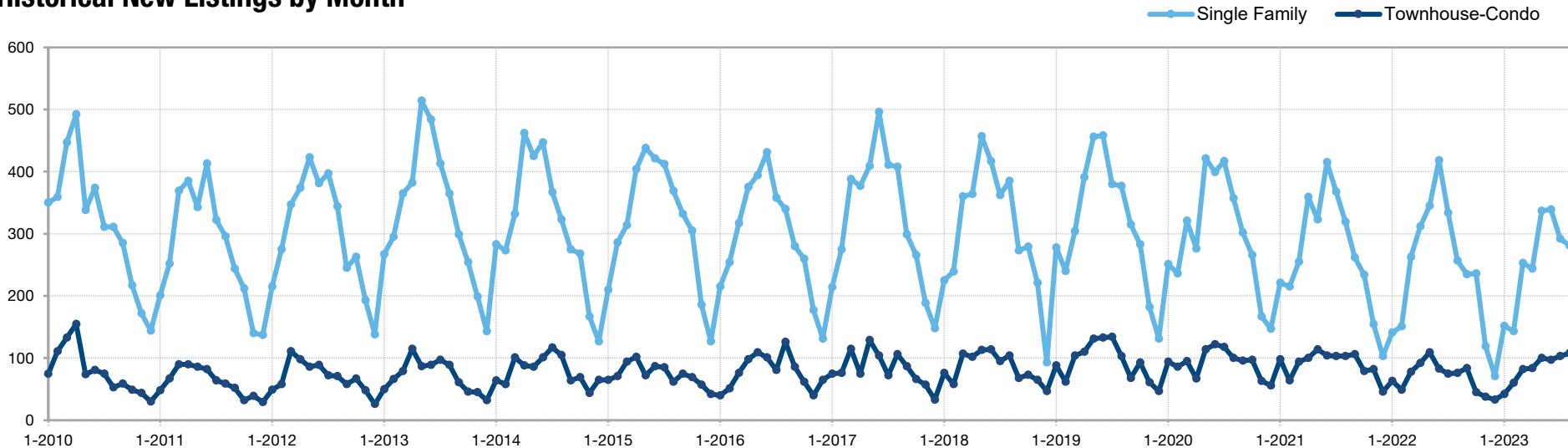


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2022	235	-10.3%	84	-20.8%
Oct-2022	236	+0.9%	45	-43.0%
Nov-2022	119	-23.2%	38	-53.7%
Dec-2022	71	-31.1%	33	-28.3%
Jan-2023	152	+7.8%	42	-33.3%
Feb-2023	143	-5.3%	60	+22.4%
Mar-2023	253	-3.8%	82	+5.1%
Apr-2023	244	-21.8%	84	-8.7%
May-2023	337	-2.3%	100	-8.3%
Jun-2023	339	-18.9%	97	+16.9%
Jul-2023	292	-12.6%	103	+37.3%
Aug-2023	281	+9.3%	108	+42.1%
12-Month Avg	225	-9.2%	73	-6.6%

Historical New Listings by Month

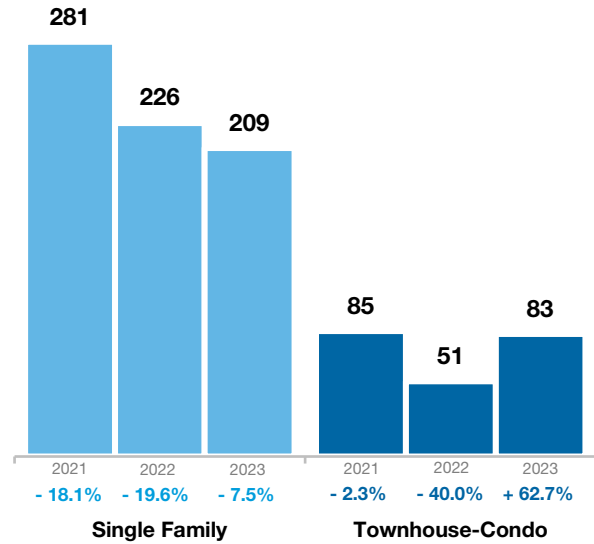


Pending Sales

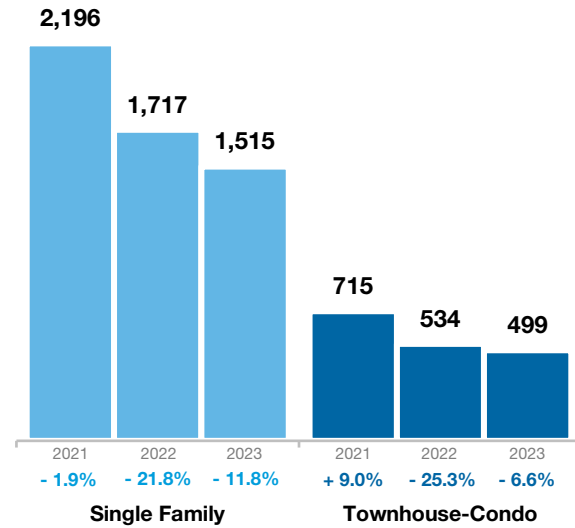
A count of the properties on which offers have been accepted in a given month.



August

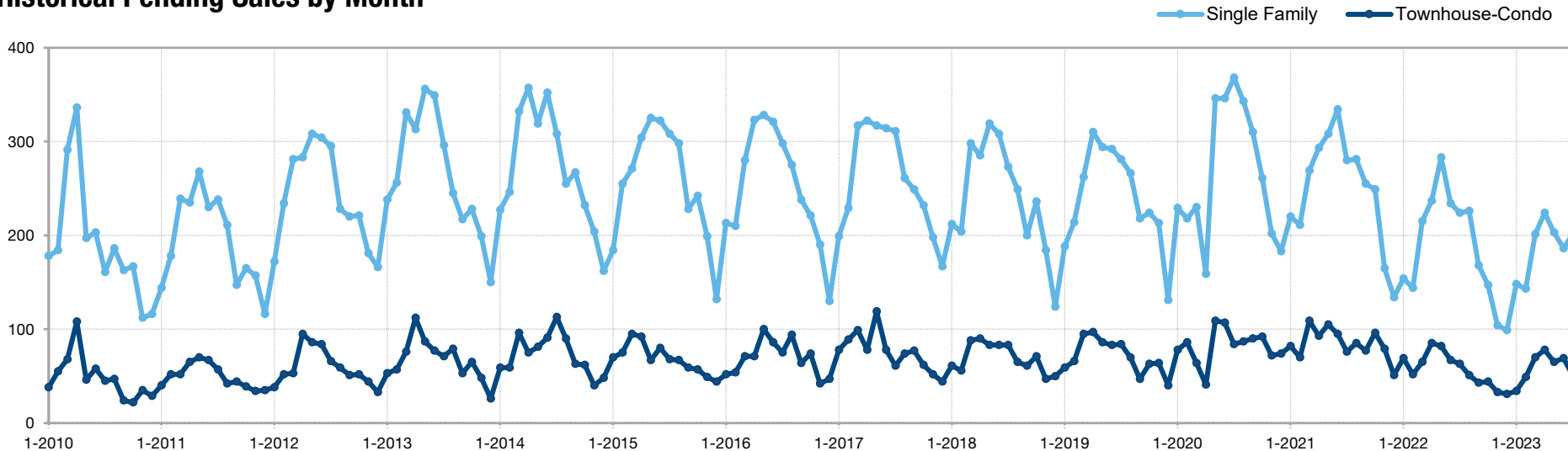


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2022	168	-34.1%	43	-44.2%
Oct-2022	147	-41.0%	44	-54.2%
Nov-2022	104	-37.0%	33	-58.2%
Dec-2022	99	-26.1%	31	-39.2%
Jan-2023	148	-3.9%	34	-50.7%
Feb-2023	143	-0.7%	49	-5.8%
Mar-2023	201	-6.5%	70	+7.7%
Apr-2023	224	-5.5%	78	-8.2%
May-2023	203	-28.3%	65	-20.7%
Jun-2023	186	-20.5%	69	+3.0%
Jul-2023	201	-10.3%	51	-19.0%
Aug-2023	209	-7.5%	83	+62.7%
12-Month Avg	169	-19.3%	54	-22.3%

Historical Pending Sales by Month

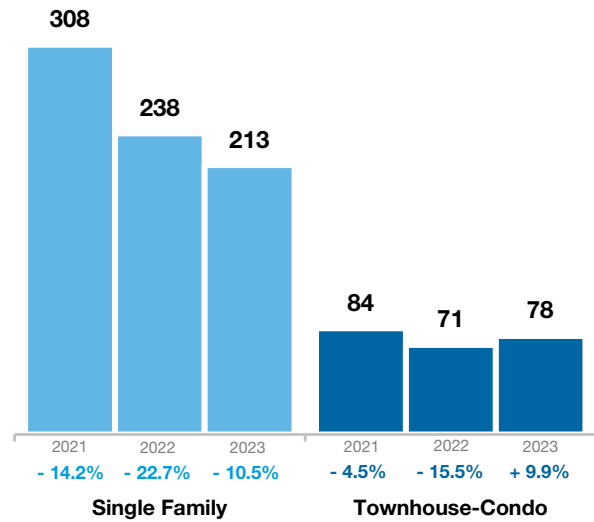


Sold Listings

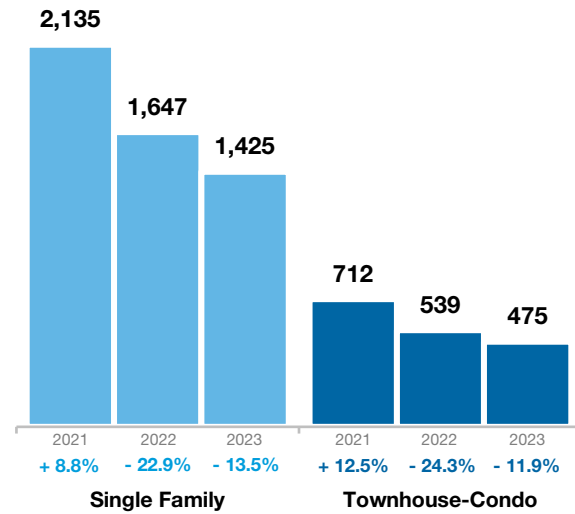
A count of the actual sales that closed in a given month.



August

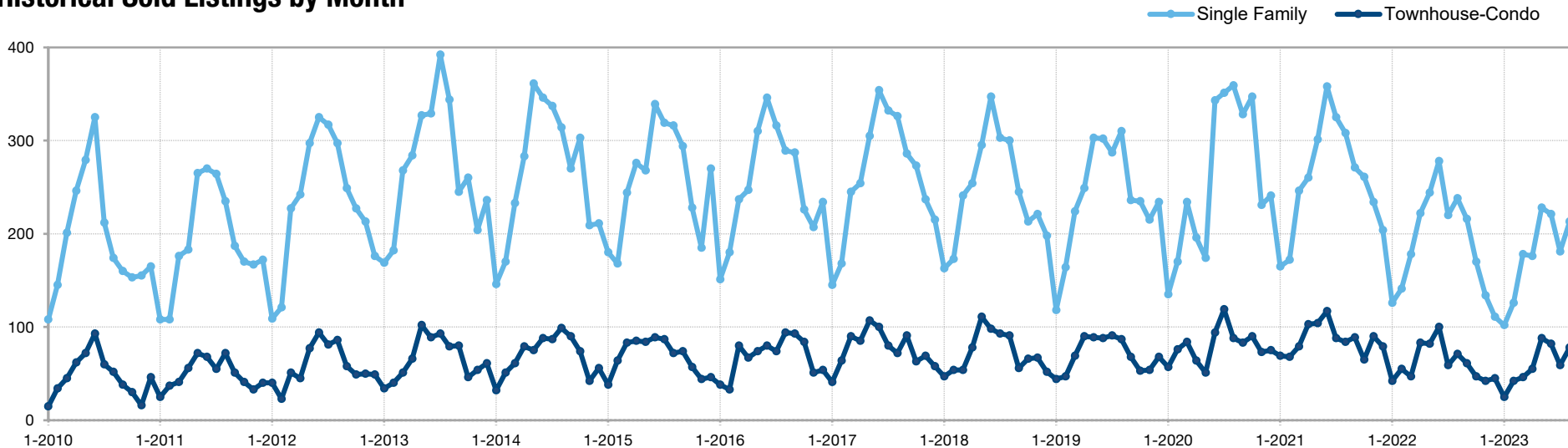


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2022	216	-20.3%	61	-31.5%
Oct-2022	170	-34.9%	47	-27.7%
Nov-2022	134	-42.7%	42	-53.3%
Dec-2022	111	-45.6%	45	-43.0%
Jan-2023	102	-19.0%	25	-40.5%
Feb-2023	126	-10.6%	42	-23.6%
Mar-2023	178	0.0%	46	-2.1%
Apr-2023	176	-20.7%	55	-33.7%
May-2023	228	-6.6%	88	+7.3%
Jun-2023	221	-20.5%	82	-18.0%
Jul-2023	181	-17.7%	59	0.0%
Aug-2023	213	-10.5%	78	+9.9%
12-Month Avg	171	-21.4%	56	-22.3%

Historical Sold Listings by Month

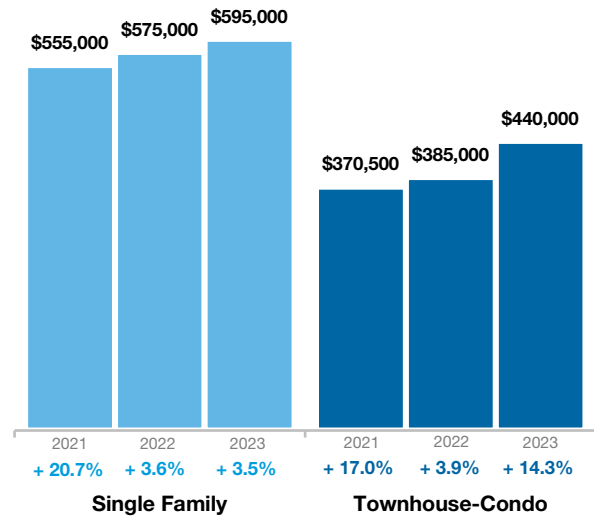


Median Sales Price

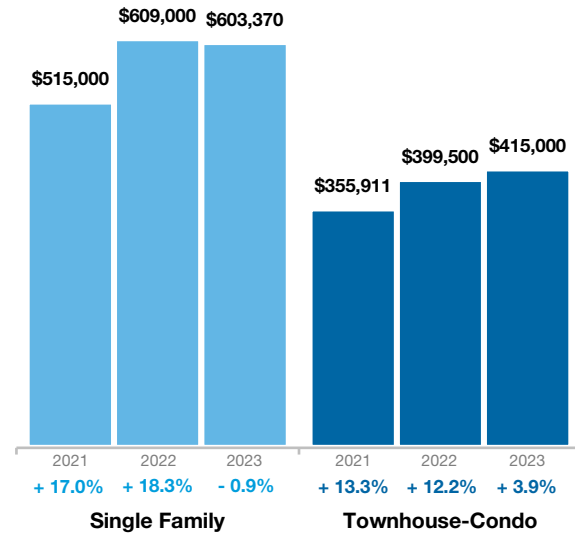
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



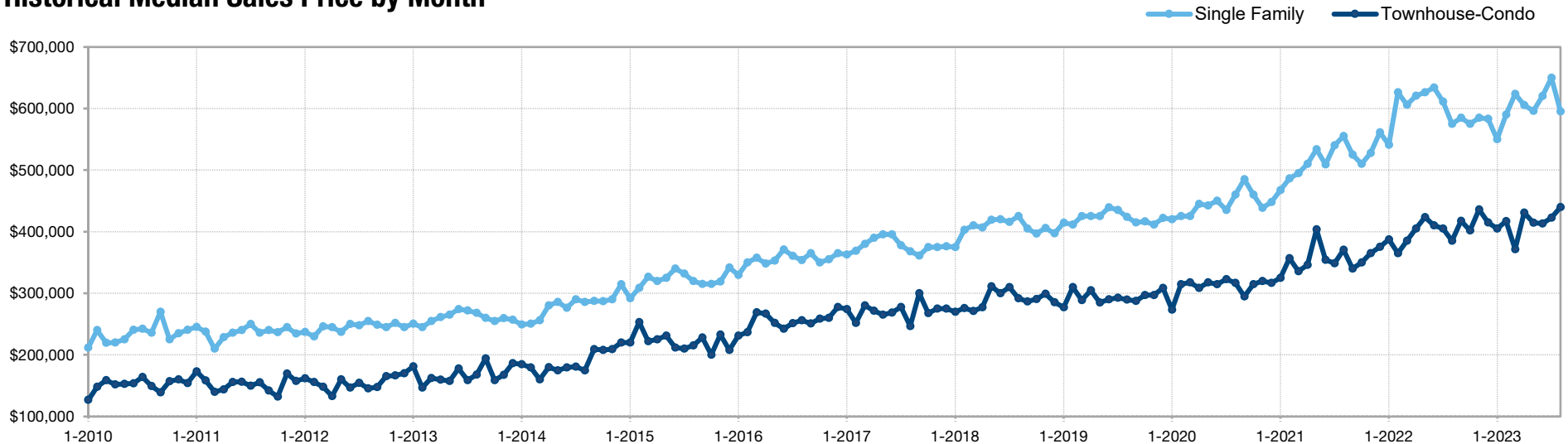
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2022	\$585,000	+11.4%	\$417,585	+22.8%
Oct-2022	\$575,000	+12.7%	\$402,000	+14.9%
Nov-2022	\$585,000	+10.9%	\$436,000	+19.5%
Dec-2022	\$583,000	+3.9%	\$415,000	+10.6%
Jan-2023	\$550,000	+1.7%	\$405,000	+4.5%
Feb-2023	\$590,000	-5.8%	\$417,153	+14.3%
Mar-2023	\$623,522	+2.9%	\$371,500	-3.5%
Apr-2023	\$605,500	-2.4%	\$430,750	+6.4%
May-2023	\$596,000	-4.8%	\$414,500	-2.1%
Jun-2023	\$620,000	-2.2%	\$413,250	+0.8%
Jul-2023	\$650,000	+6.3%	\$422,500	+4.3%
Aug-2023	\$595,000	+3.5%	\$440,000	+14.3%
12-Month Avg*	\$600,000	+3.2%	\$415,000	+7.8%

* Median Sales Price for all properties from September 2022 through August 2023. This is not the average of the individual figures above.

Historical Median Sales Price by Month

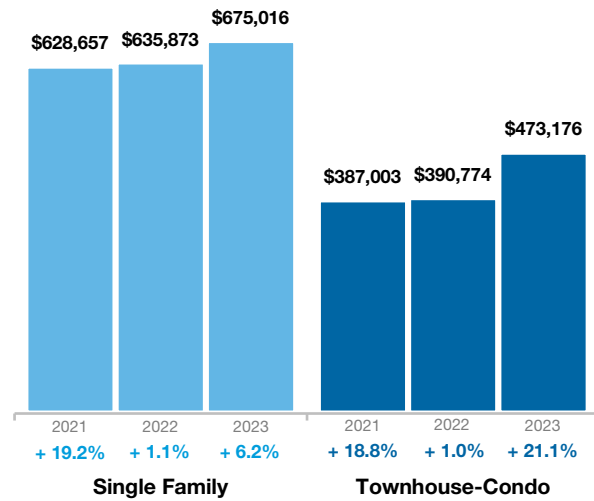


Average Sales Price

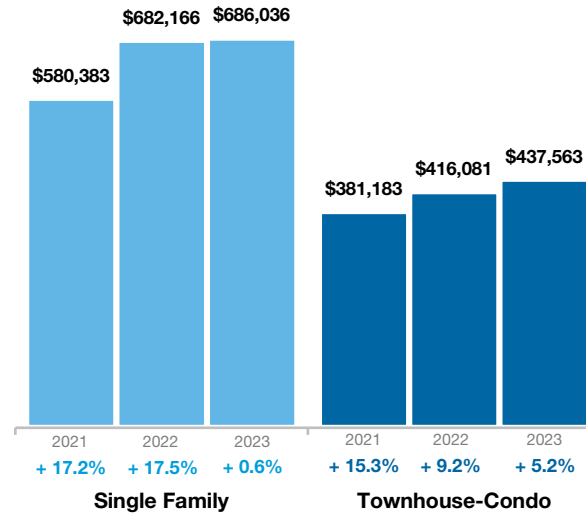
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



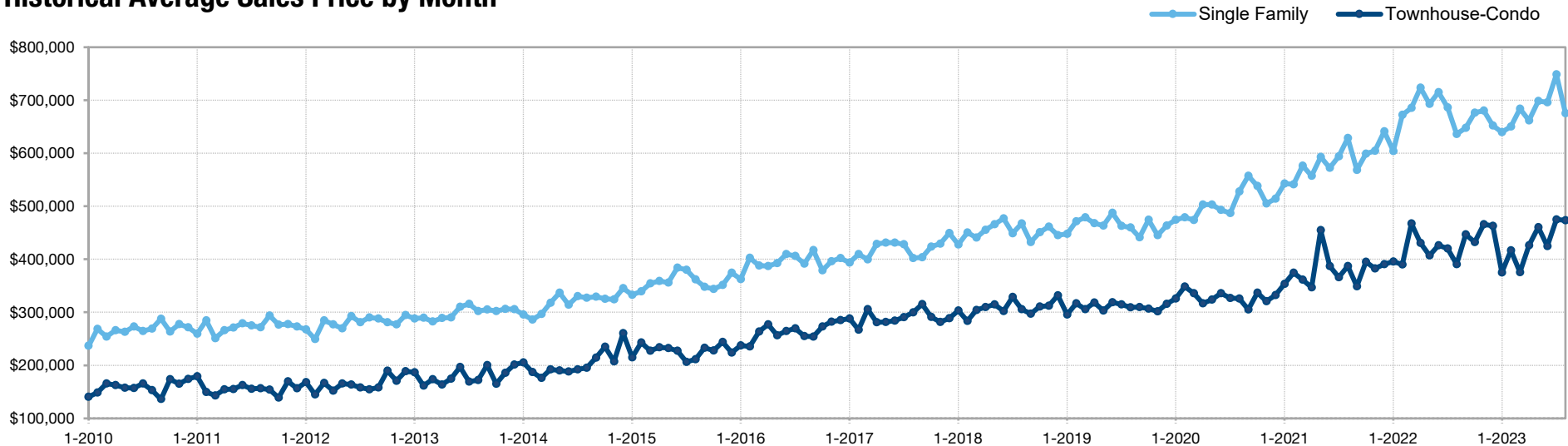
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2022	\$647,725	+14.0%	\$446,661	+28.0%
Oct-2022	\$676,165	+12.9%	\$432,385	+9.4%
Nov-2022	\$680,114	+12.5%	\$465,734	+21.8%
Dec-2022	\$652,037	+1.7%	\$462,687	+18.5%
Jan-2023	\$639,738	+5.9%	\$374,963	-5.2%
Feb-2023	\$650,327	-3.3%	\$416,494	+6.8%
Mar-2023	\$683,838	-0.2%	\$375,411	-19.6%
Apr-2023	\$661,632	-8.5%	\$426,298	-1.0%
May-2023	\$698,113	+0.8%	\$460,253	+13.1%
Jun-2023	\$695,832	-2.7%	\$424,626	-0.4%
Jul-2023	\$748,669	+9.1%	\$475,105	+13.1%
Aug-2023	\$675,016	+6.2%	\$473,176	+21.1%
12-Month Avg*	\$678,973	+4.2%	\$441,482	+9.9%

* Avg. Sales Price for all properties from September 2022 through August 2023. This is not the average of the individual figures above.

Historical Average Sales Price by Month

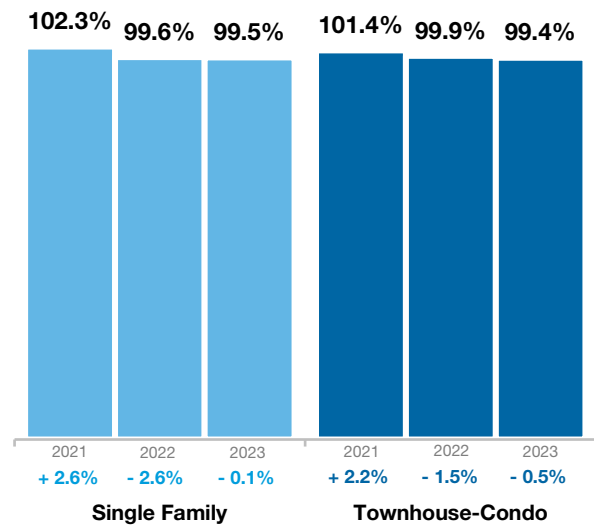


Percent of List Price Received

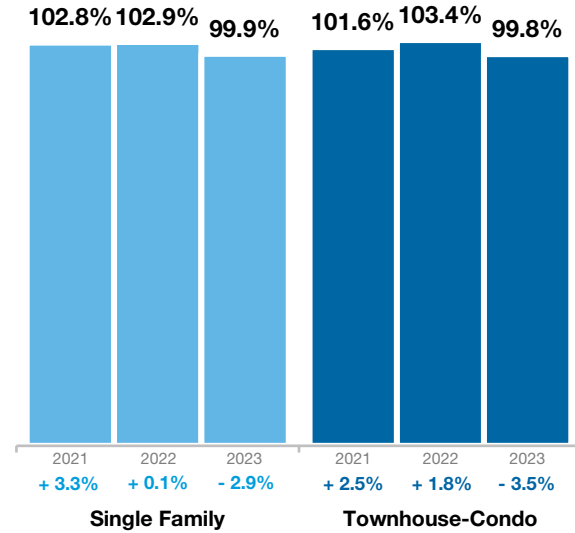
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



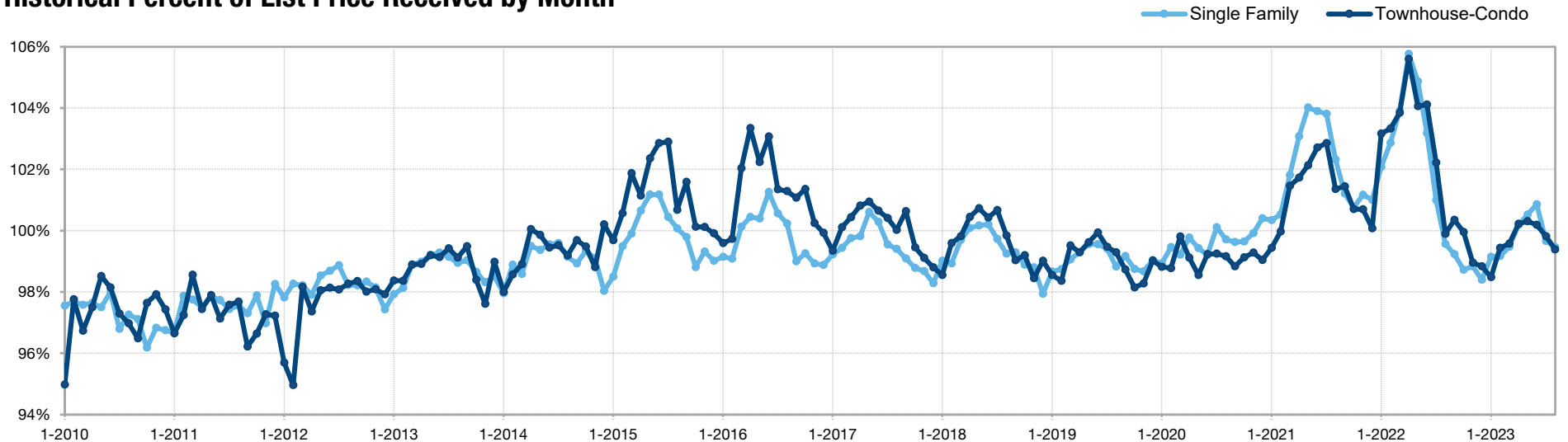
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2022	99.2%	-2.0%	100.4%	-1.0%
Oct-2022	98.7%	-2.1%	99.9%	-0.8%
Nov-2022	98.8%	-2.4%	99.0%	-1.7%
Dec-2022	98.4%	-2.6%	98.8%	-1.3%
Jan-2023	99.1%	-2.9%	98.5%	-4.6%
Feb-2023	99.2%	-3.6%	99.4%	-3.8%
Mar-2023	99.5%	-4.2%	99.6%	-4.0%
Apr-2023	100.2%	-5.3%	100.2%	-5.1%
May-2023	100.5%	-4.2%	100.3%	-3.7%
Jun-2023	100.9%	-2.2%	100.2%	-3.7%
Jul-2023	99.7%	-1.3%	99.8%	-2.3%
Aug-2023	99.5%	-0.1%	99.4%	-0.5%
12-Month Avg*	99.6%	-2.6%	99.8%	-2.6%

* Pct. of List Price Received for all properties from September 2022 through August 2023. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

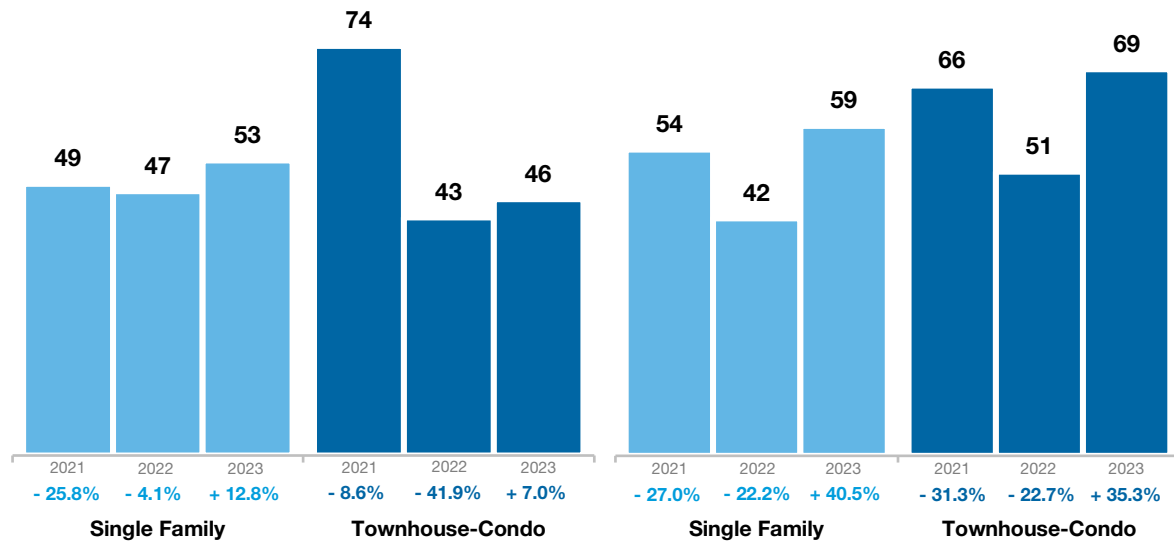


Days on Market Until Sale



August

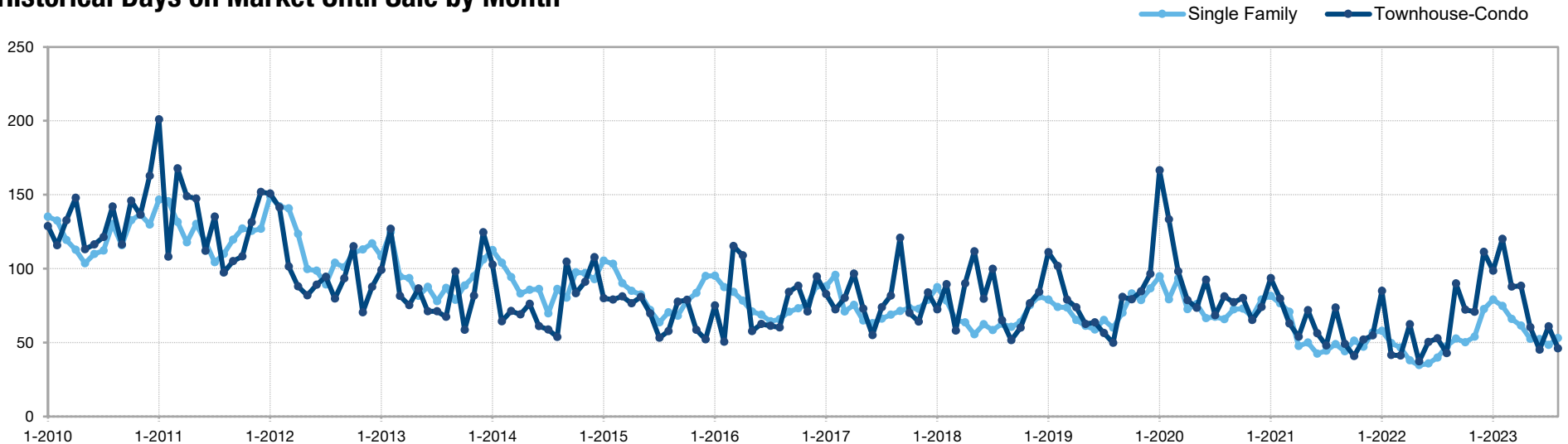
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2022	53	+20.5%	90	+83.7%
Oct-2022	50	-2.0%	72	+75.6%
Nov-2022	54	+14.9%	71	+36.5%
Dec-2022	73	+28.1%	111	+101.8%
Jan-2023	79	+36.2%	99	+16.5%
Feb-2023	75	+50.0%	120	+192.7%
Mar-2023	66	+40.4%	88	+114.6%
Apr-2023	61	+60.5%	88	+41.9%
May-2023	52	+48.6%	60	+62.2%
Jun-2023	52	+44.4%	45	-10.0%
Jul-2023	48	+20.0%	61	+15.1%
Aug-2023	53	+12.8%	46	+7.0%
12-Month Avg	58	+28.8%	74	+47.2%

* Days on Market for all properties from September 2022 through August 2023. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



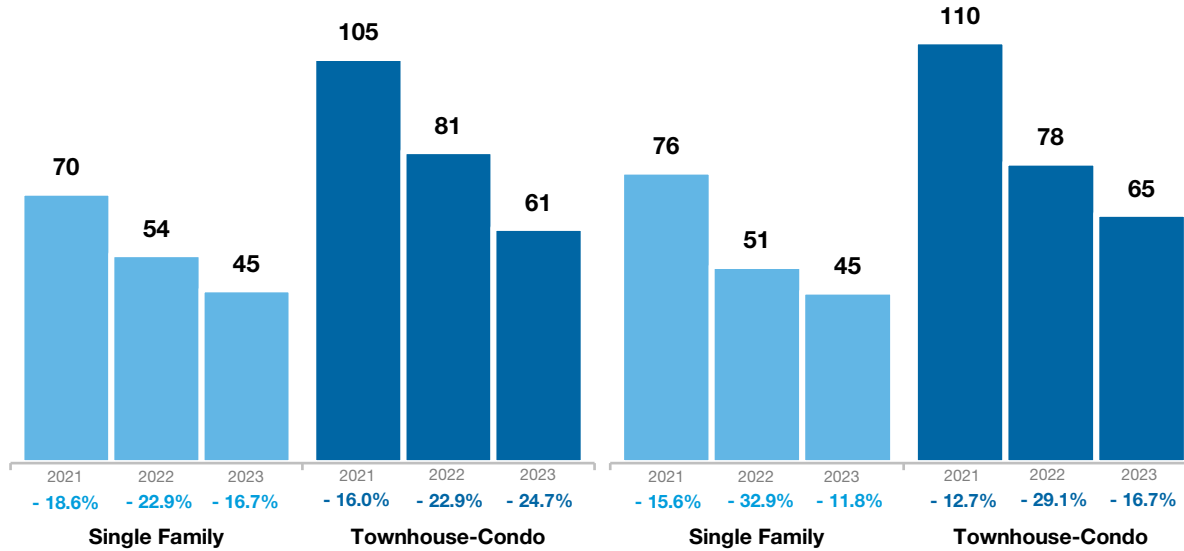
Housing Affordability Index

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.



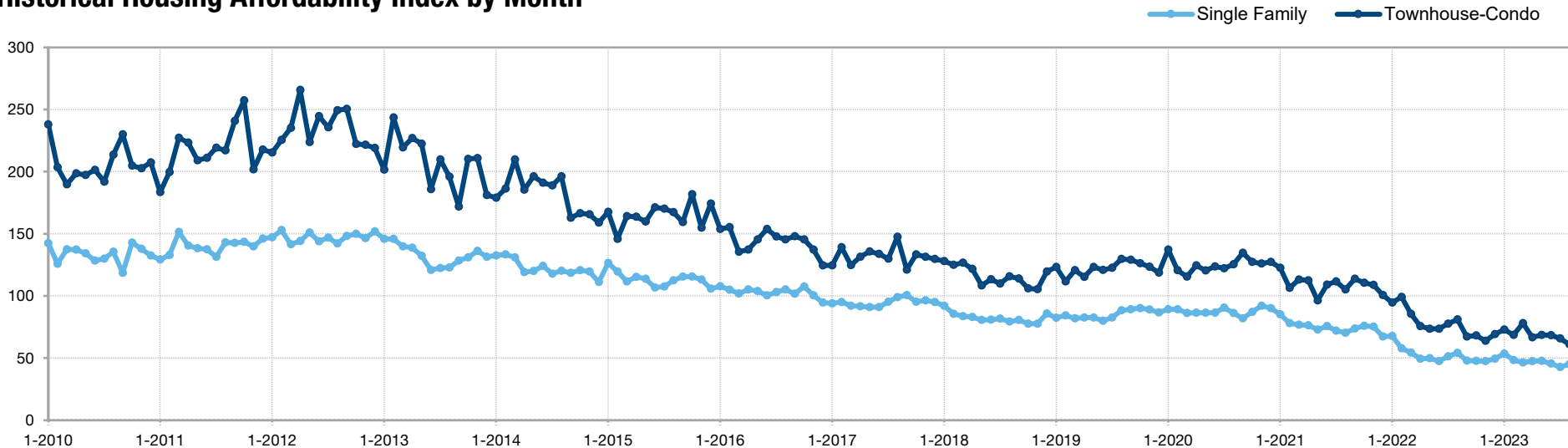
August

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2022	48	-35.1%	67	-41.2%
Oct-2022	48	-36.8%	68	-38.7%
Nov-2022	48	-36.0%	64	-41.3%
Dec-2022	49	-26.9%	69	-31.7%
Jan-2023	54	-20.6%	73	-23.2%
Feb-2023	48	-17.2%	68	-31.3%
Mar-2023	47	-13.0%	78	-9.3%
Apr-2023	47	-4.1%	67	-11.8%
May-2023	48	-4.0%	69	-6.8%
Jun-2023	46	-4.2%	68	-6.8%
Jul-2023	43	-15.7%	66	-15.4%
Aug-2023	45	-16.7%	61	-24.7%
12-Month Avg	47	-25.5%	60	-33.1%

Historical Housing Affordability Index by Month

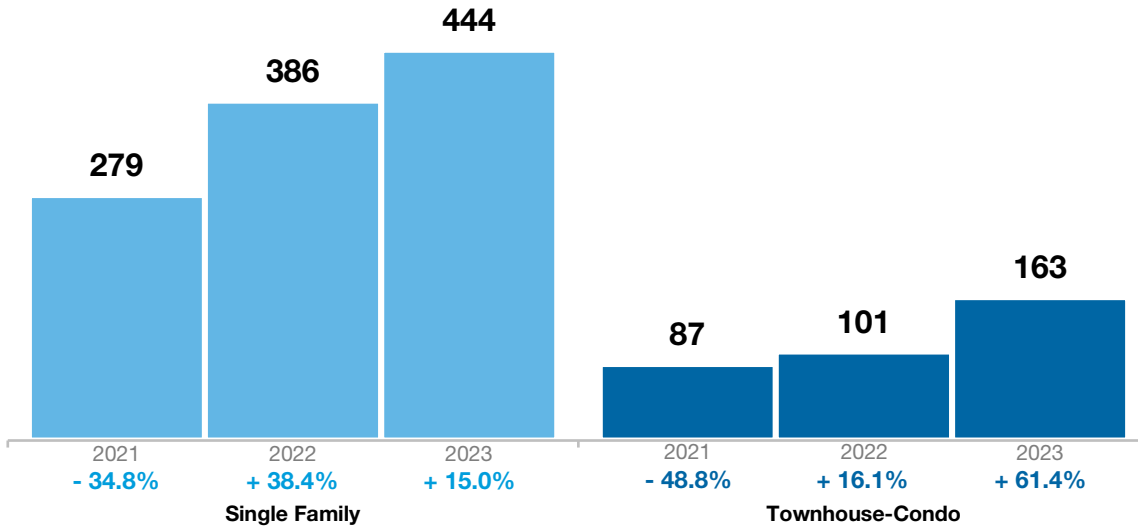


Inventory of Active Listings

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



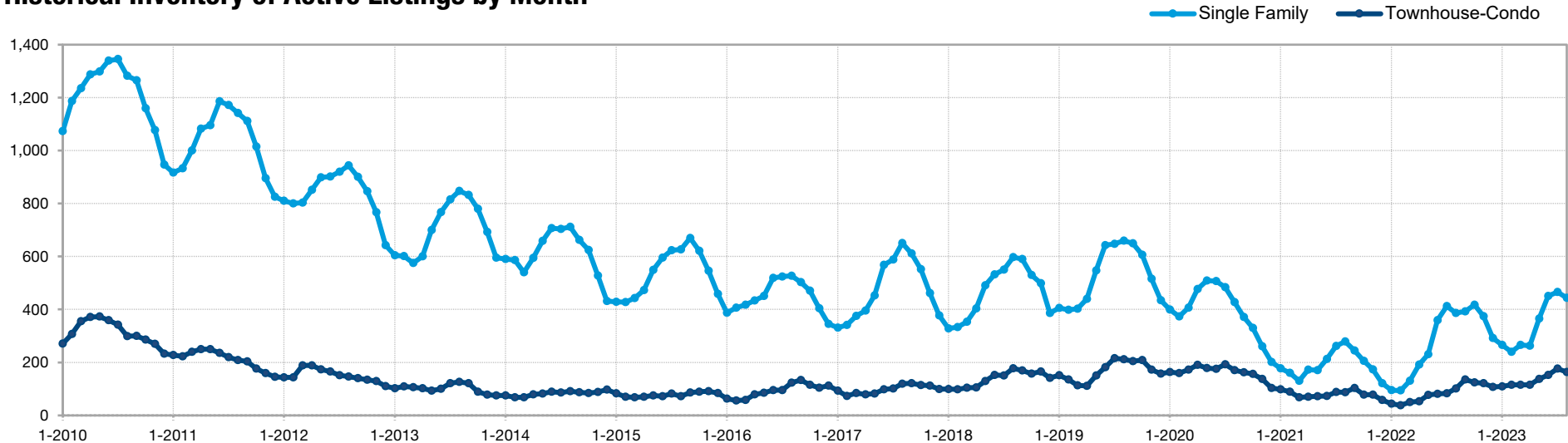
August



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2022	392	+60.0%	135	+31.1%
Oct-2022	417	+102.4%	124	+59.0%
Nov-2022	374	+114.9%	121	+55.1%
Dec-2022	292	+141.3%	107	+84.5%
Jan-2023	266	+180.0%	109	+147.7%
Feb-2023	240	+155.3%	115	+202.6%
Mar-2023	266	+104.6%	115	+130.0%
Apr-2023	263	+37.0%	115	+117.0%
May-2023	365	+58.0%	137	+77.9%
Jun-2023	451	+25.6%	152	+87.7%
Jul-2023	466	+13.1%	177	+113.3%
Aug-2023	444	+15.0%	163	+61.4%
12-Month Avg*	353	+60.2%	131	+86.0%

* Active Listings for all properties from September 2022 through August 2023. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

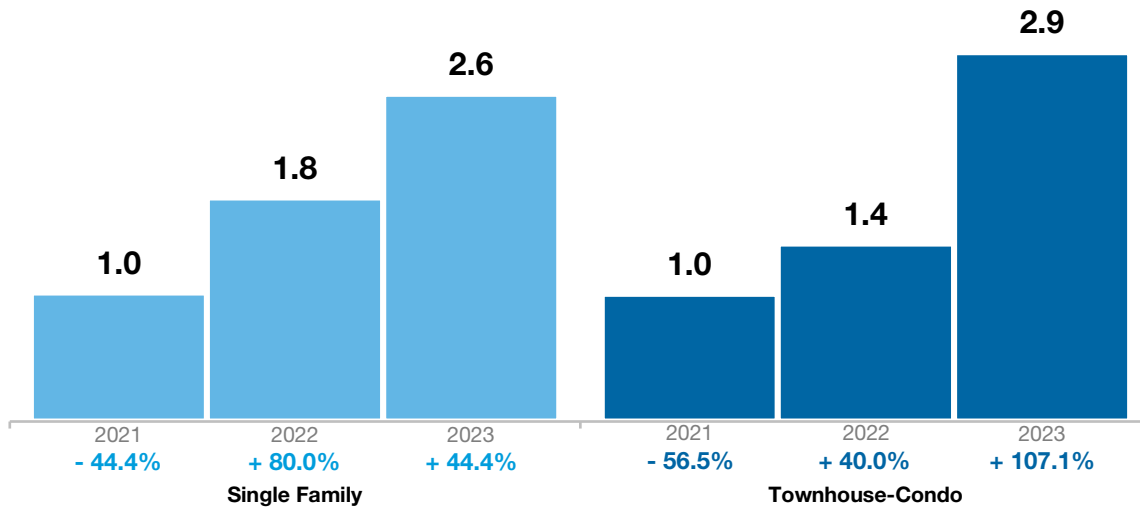


Months Supply of Inventory

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.



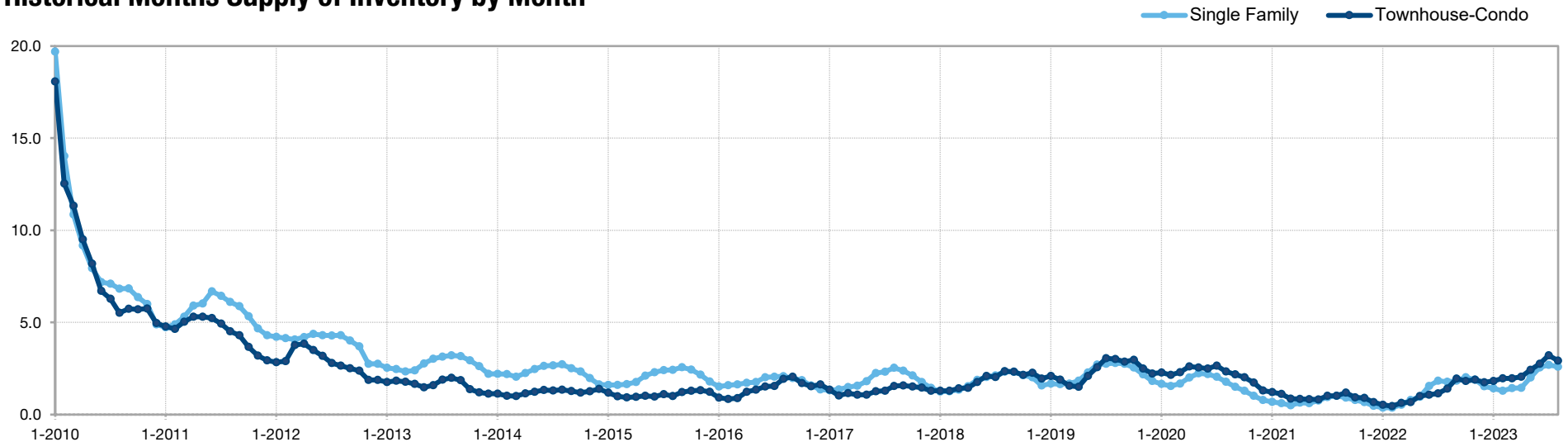
August



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2022	1.8	+100.0%	1.9	+58.3%
Oct-2022	2.0	+150.0%	1.8	+100.0%
Nov-2022	1.9	+171.4%	1.9	+111.1%
Dec-2022	1.5	+200.0%	1.7	+142.9%
Jan-2023	1.4	+250.0%	1.8	+260.0%
Feb-2023	1.3	+225.0%	2.0	+300.0%
Mar-2023	1.4	+180.0%	2.0	+233.3%
Apr-2023	1.4	+75.0%	2.0	+185.7%
May-2023	2.0	+100.0%	2.4	+140.0%
Jun-2023	2.6	+73.3%	2.8	+154.5%
Jul-2023	2.7	+50.0%	3.2	+190.9%
Aug-2023	2.6	+44.4%	2.9	+107.1%
12-Month Avg*	1.9	+106.3%	2.2	+150.0%

* Months Supply for all properties from September 2022 through August 2023. 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.



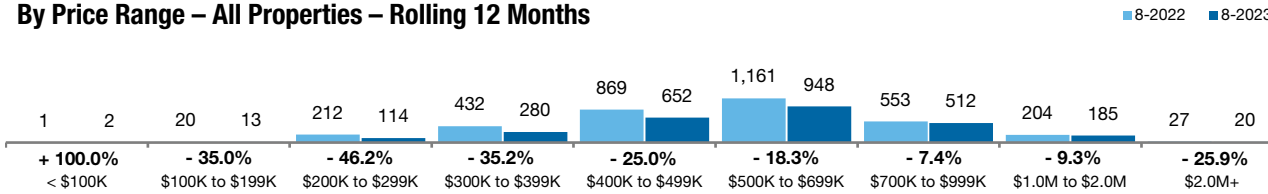
Key Metrics	Historical Sparkbars	8-2022	8-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		333	389	+ 16.8%	2,846	2,717	- 4.5%
Pending Sales		277	292	+ 5.4%	534	499	- 6.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		309	291	- 5.8%	2,186	1,900	- 13.1%
Median Sales Price		\$527,500	\$537,000	+ 1.8%	\$552,000	\$550,000	- 0.4%
Avg. Sales Price		\$579,555	\$620,914	+ 1.2%	\$616,558	\$623,918	+ 1.2%
Pct. of List Price Received		99.6%	99.4%	- 3.0%	103.0%	99.9%	- 3.0%
Days on Market		46	51	+ 38.6%	44	61	+ 38.6%
Affordability Index		61	52	- 14.4%	58	50	- 14.4%
Active Listings		487	607	+ 24.6%	--	--	--
Months Supply		1.7	2.7	+ 59.1%	--	--	--

Sold Listings

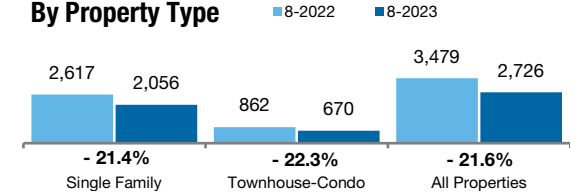
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	8-2022	8-2023	Change	8-2022	8-2023	Change
\$99,999 and Below	1	2	+100.0%	0	0	--
\$100,000 to \$199,999	14	10	-28.6%	6	3	-50.0%
\$200,000 to \$299,999	36	26	-27.8%	176	88	-50.0%
\$300,000 to \$399,999	131	88	-32.8%	301	192	-36.2%
\$400,000 to \$499,999	608	385	-36.7%	261	267	+2.3%
\$500,000 to \$699,999	1,085	874	-19.4%	76	74	-2.6%
\$700,000 to \$999,999	523	483	-7.6%	30	29	-3.3%
\$1,000,000 to \$1,999,999	195	168	-13.8%	9	17	+88.9%
\$2,000,000 and Above	24	20	-16.7%	3	0	-100.0%
All Price Ranges	2,617	2,056	-21.4%	862	670	-22.3%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	7-2023	8-2023	Change	7-2023	8-2023	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	1	--	0	0	--
\$200,000 to \$299,999	4	2	-50.0%	7	6	-14.3%
\$300,000 to \$399,999	4	9	+125.0%	16	19	+18.8%
\$400,000 to \$499,999	23	44	+91.3%	22	38	+72.7%
\$500,000 to \$699,999	70	90	+28.6%	8	8	0.0%
\$700,000 to \$999,999	53	51	-3.8%	3	3	0.0%
\$1,000,000 to \$1,999,999	25	14	-44.0%	3	4	+33.3%
\$2,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	181	213	+17.7%	59	78	+32.2%

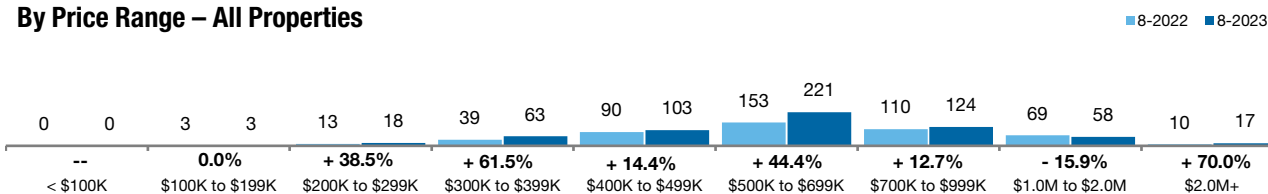
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	8-2022	8-2023	Change	8-2022	8-2023	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	9	6	-33.3%	1	0	-100.0%
\$200,000 to \$299,999	16	17	+6.3%	97	64	-34.0%
\$300,000 to \$399,999	52	47	-9.6%	173	141	-18.5%
\$400,000 to \$499,999	303	256	-15.5%	174	187	+7.5%
\$500,000 to \$699,999	726	615	-15.3%	63	53	-15.9%
\$700,000 to \$999,999	389	348	-10.5%	25	18	-28.0%
\$1,000,000 to \$1,999,999	132	122	-7.6%	5	12	+140.0%
\$2,000,000 and Above	20	13	-35.0%	1	0	-100.0%
All Price Ranges	1,647	1,425	-13.5%	539	475	-11.9%

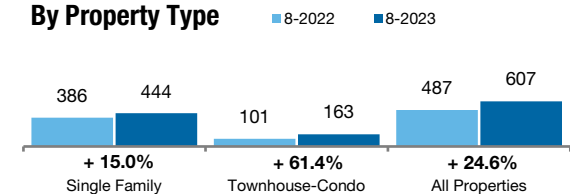
Inventory of Active Listings

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		
	8-2022	8-2023	Change	8-2022	8-2023	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	3	0.0%	0	0	--
\$200,000 to \$299,999	6	3	-50.0%	7	15	+114.3%
\$300,000 to \$399,999	18	20	+11.1%	21	43	+104.8%
\$400,000 to \$499,999	40	49	+22.5%	50	54	+8.0%
\$500,000 to \$699,999	139	179	+28.8%	14	42	+200.0%
\$700,000 to \$999,999	105	119	+13.3%	5	5	0.0%
\$1,000,000 to \$1,999,999	65	54	-16.9%	4	4	0.0%
\$2,000,000 and Above	10	17	+70.0%	0	0	--
All Price Ranges	386	444	+15.0%	101	163	+61.4%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	7-2023	8-2023	Change	7-2023	8-2023	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	6	3	-50.0%	0	0	--
\$200,000 to \$299,999	6	3	-50.0%	10	15	+50.0%
\$300,000 to \$399,999	25	20	-20.0%	40	43	+7.5%
\$400,000 to \$499,999	49	49	0.0%	71	54	-23.9%
\$500,000 to \$699,999	186	179	-3.8%	46	42	-8.7%
\$700,000 to \$999,999	122	119	-2.5%	5	5	0.0%
\$1,000,000 to \$1,999,999	56	54	-3.6%	5	4	-20.0%
\$2,000,000 and Above	16	17	+6.3%	0	0	--
All Price Ranges	466	444	-4.7%	177	163	-7.9%

Year to Date

Property Type	8-2022	8-2023	Change
Single Family	386	444	+15.0%
Townhouse-Condo	101	163	+61.4%
All Properties	487	607	+24.6%

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 2023

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Berthoud

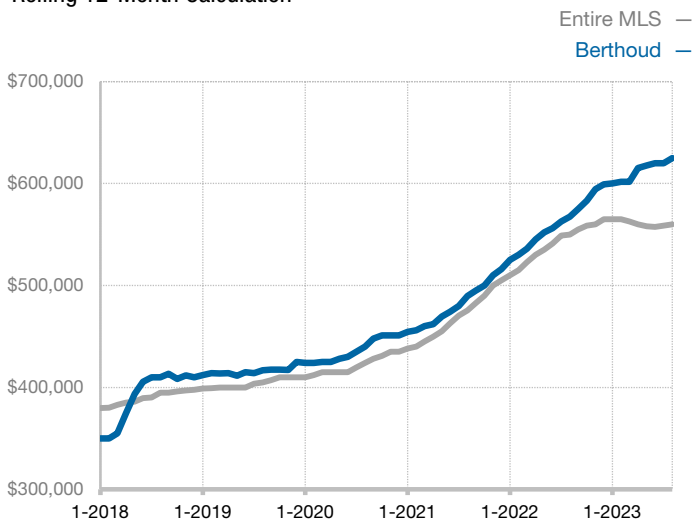
Single Family	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
Key Metrics						
New Listings	52	48	- 7.7%	422	413	- 2.1%
Closed Sales	37	42	+ 13.5%	372	264	- 29.0%
Median Sales Price*	\$615,000	\$628,500	+ 2.2%	\$599,000	\$632,500	+ 5.6%
Average Sales Price*	\$662,951	\$749,903	+ 13.1%	\$687,218	\$791,722	+ 15.2%
Percent of List Price Received*	100.1%	98.1%	- 2.0%	102.5%	99.0%	- 3.4%
Days on Market Until Sale	48	54	+ 12.5%	66	74	+ 12.1%
Inventory of Homes for Sale	96	111	+ 15.6%	--	--	--
Months Supply of Inventory	2.0	3.4	+ 70.0%	--	--	--

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

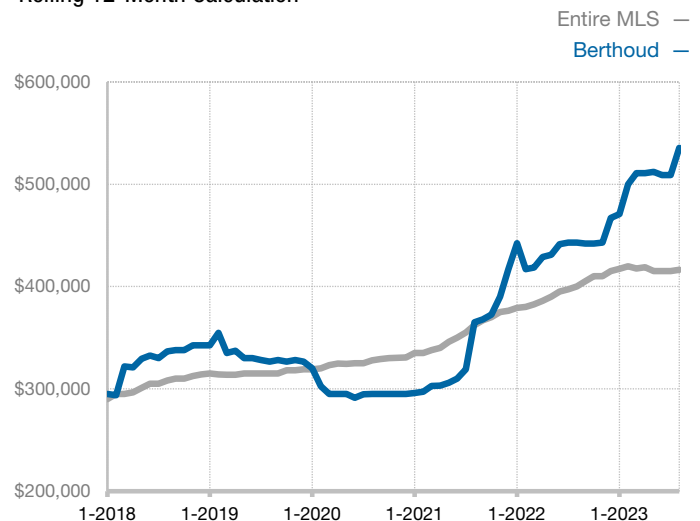
Townhouse/Condo	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
Key Metrics						
New Listings	3	6	+ 100.0%	43	42	- 2.3%
Closed Sales	9	2	- 77.8%	55	36	- 34.5%
Median Sales Price*	\$425,000	\$569,950	+ 34.1%	\$443,100	\$507,000	+ 14.4%
Average Sales Price*	\$441,922	\$569,950	+ 29.0%	\$481,085	\$537,690	+ 11.8%
Percent of List Price Received*	102.2%	99.4%	- 2.7%	103.4%	101.3%	- 2.0%
Days on Market Until Sale	73	105	+ 43.8%	173	135	- 22.0%
Inventory of Homes for Sale	6	12	+ 100.0%	--	--	--
Months Supply of Inventory	1.0	2.9	+ 190.0%	--	--	--

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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 2023

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Boulder

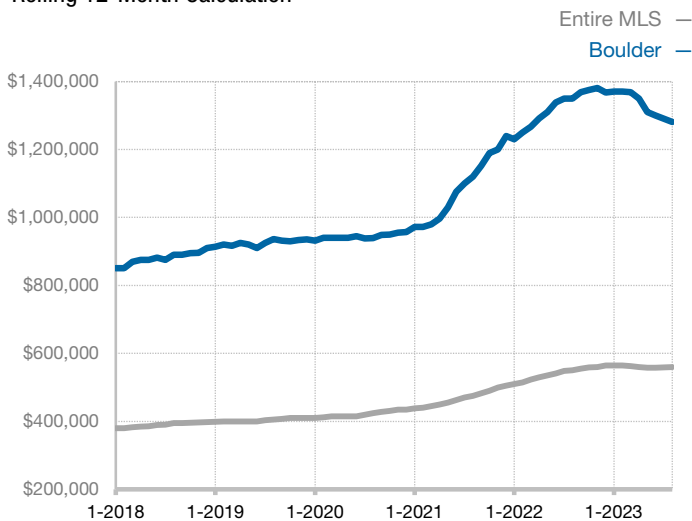
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	129	145	+ 12.4%	1,096	1,132	+ 3.3%
Closed Sales	105	74	- 29.5%	719	624	- 13.2%
Median Sales Price*	\$1,367,000	\$1,262,250	- 7.7%	\$1,406,000	\$1,300,000	- 7.5%
Average Sales Price*	\$1,704,308	\$1,686,812	- 1.0%	\$1,684,473	\$1,696,215	+ 0.7%
Percent of List Price Received*	98.5%	98.7%	+ 0.2%	104.4%	98.4%	- 5.7%
Days on Market Until Sale	46	58	+ 26.1%	37	53	+ 43.2%
Inventory of Homes for Sale	222	281	+ 26.6%	--	--	--
Months Supply of Inventory	2.3	3.7	+ 60.9%	--	--	--

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

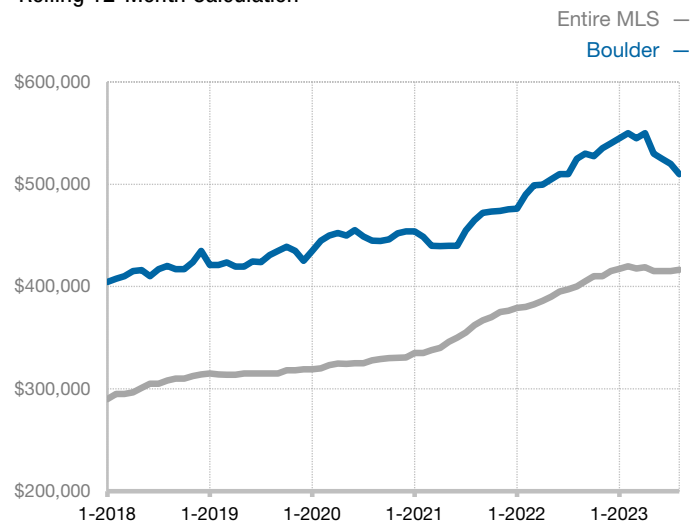
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	83	93	+ 12.0%	707	649	- 8.2%
Closed Sales	87	72	- 17.2%	571	420	- 26.4%
Median Sales Price*	\$581,900	\$535,000	- 8.1%	\$545,000	\$505,000	- 7.3%
Average Sales Price*	\$766,857	\$634,527	- 17.3%	\$704,861	\$600,132	- 14.9%
Percent of List Price Received*	98.7%	99.4%	+ 0.7%	102.5%	99.6%	- 2.8%
Days on Market Until Sale	81	53	- 34.6%	55	45	- 18.2%
Inventory of Homes for Sale	114	136	+ 19.3%	--	--	--
Months Supply of Inventory	1.5	2.6	+ 73.3%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for August 2023

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Fort Collins

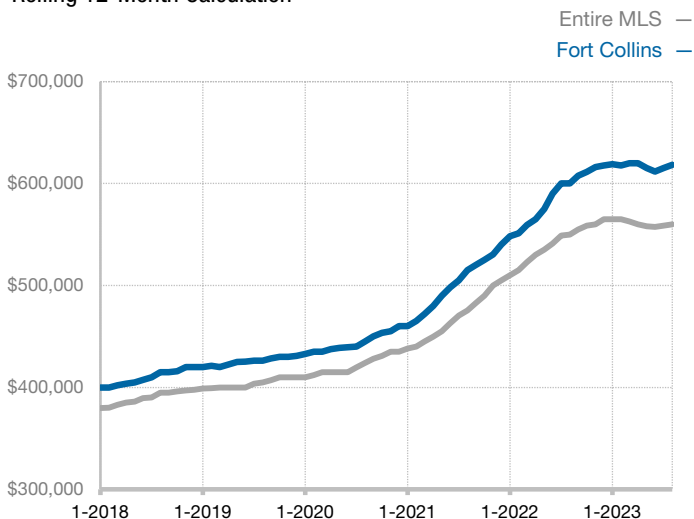
Single Family	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
Key Metrics						
New Listings	254	227	- 10.6%	2,259	1,674	- 25.9%
Closed Sales	234	166	- 29.1%	1,751	1,186	- 32.3%
Median Sales Price*	\$585,000	\$606,495	+ 3.7%	\$626,250	\$632,000	+ 0.9%
Average Sales Price*	\$646,183	\$664,565	+ 2.8%	\$696,987	\$710,249	+ 1.9%
Percent of List Price Received*	99.5%	99.3%	- 0.2%	103.4%	100.0%	- 3.3%
Days on Market Until Sale	37	46	+ 24.3%	31	49	+ 58.1%
Inventory of Homes for Sale	323	332	+ 2.8%	--	--	--
Months Supply of Inventory	1.4	2.2	+ 57.1%	--	--	--

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

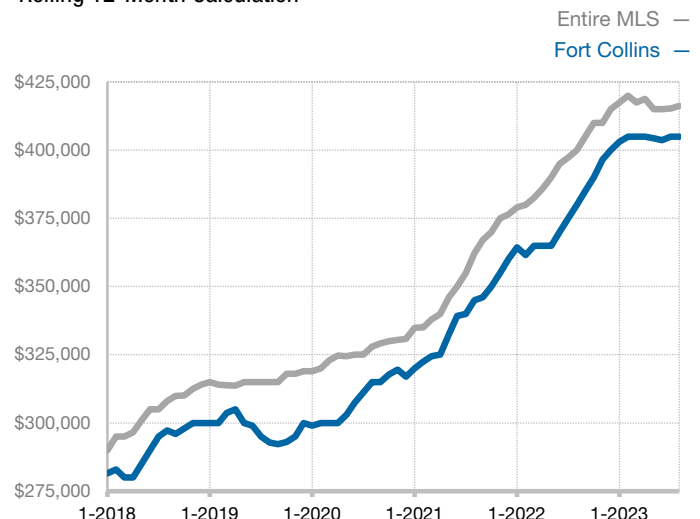
Townhouse/Condo	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
Key Metrics						
New Listings	92	82	- 10.9%	745	651	- 12.6%
Closed Sales	88	63	- 28.4%	653	476	- 27.1%
Median Sales Price*	\$390,000	\$420,000	+ 7.7%	\$395,500	\$405,000	+ 2.4%
Average Sales Price*	\$385,881	\$449,735	+ 16.5%	\$410,570	\$416,039	+ 1.3%
Percent of List Price Received*	100.0%	99.2%	- 0.8%	103.4%	99.8%	- 3.5%
Days on Market Until Sale	29	44	+ 51.7%	28	60	+ 114.3%
Inventory of Homes for Sale	105	153	+ 45.7%	--	--	--
Months Supply of Inventory	1.2	2.7	+ 125.0%	--	--	--

* 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 2023

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Greeley

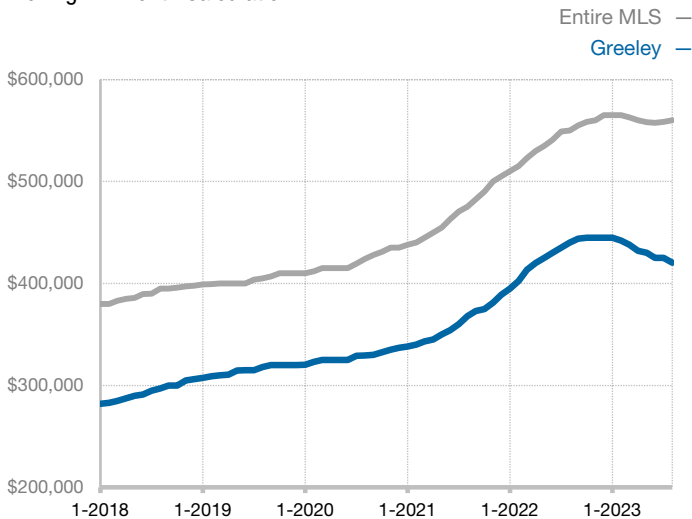
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	178	153	- 14.0%	1,510	964	- 36.2%
Closed Sales	154	69	- 55.2%	1,235	743	- 39.8%
Median Sales Price*	\$453,210	\$435,000	- 4.0%	\$450,100	\$422,000	- 6.2%
Average Sales Price*	\$453,142	\$455,129	+ 0.4%	\$458,029	\$445,419	- 2.8%
Percent of List Price Received*	100.3%	99.7%	- 0.6%	102.0%	99.9%	- 2.1%
Days on Market Until Sale	46	52	+ 13.0%	45	57	+ 26.7%
Inventory of Homes for Sale	257	200	- 22.2%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

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

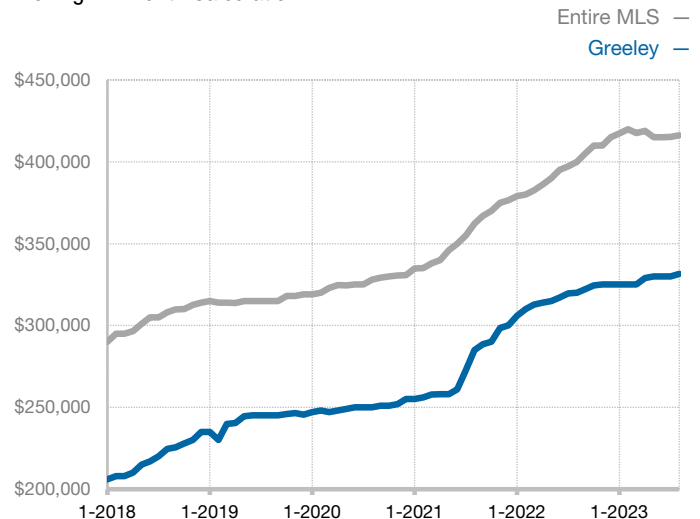
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	27	30	+ 11.1%	224	227	+ 1.3%
Closed Sales	25	21	- 16.0%	244	168	- 31.1%
Median Sales Price*	\$330,000	\$345,000	+ 4.5%	\$322,709	\$335,000	+ 3.8%
Average Sales Price*	\$329,826	\$365,110	+ 10.7%	\$327,685	\$343,680	+ 4.9%
Percent of List Price Received*	100.5%	99.4%	- 1.1%	101.3%	99.3%	- 2.0%
Days on Market Until Sale	28	67	+ 139.3%	71	60	- 15.5%
Inventory of Homes for Sale	33	52	+ 57.6%	--	--	--
Months Supply of Inventory	1.1	2.6	+ 136.4%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for August 2023

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Johnstown

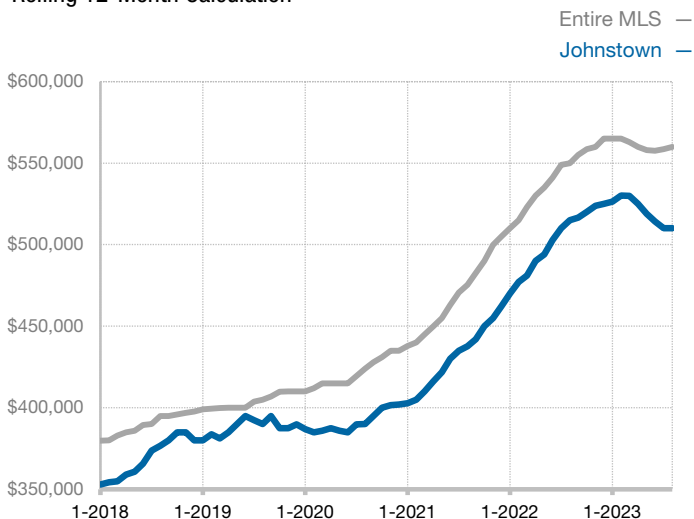
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	72	50	- 30.6%	561	458	- 18.4%
Closed Sales	56	35	- 37.5%	428	380	- 11.2%
Median Sales Price*	\$542,935	\$525,000	- 3.3%	\$525,963	\$507,450	- 3.5%
Average Sales Price*	\$544,247	\$534,670	- 1.8%	\$553,172	\$530,787	- 4.0%
Percent of List Price Received*	99.4%	99.1%	- 0.3%	102.0%	99.7%	- 2.3%
Days on Market Until Sale	38	44	+ 15.8%	34	57	+ 67.6%
Inventory of Homes for Sale	110	87	- 20.9%	--	--	--
Months Supply of Inventory	2.1	1.9	- 9.5%	--	--	--

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

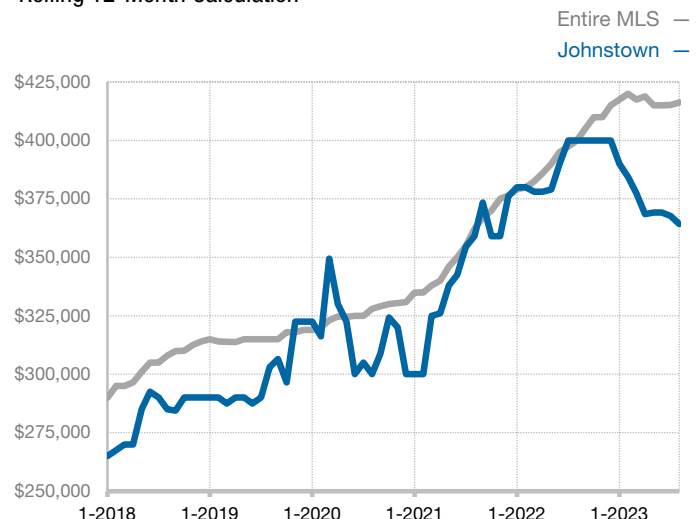
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	3	7	+ 133.3%	15	42	+ 180.0%
Closed Sales	5	5	0.0%	11	25	+ 127.3%
Median Sales Price*	\$400,000	\$380,600	- 4.9%	\$400,000	\$351,150	- 12.2%
Average Sales Price*	\$421,980	\$382,840	- 9.3%	\$410,891	\$369,653	- 10.0%
Percent of List Price Received*	100.5%	99.4%	- 1.1%	102.8%	100.0%	- 2.7%
Days on Market Until Sale	14	56	+ 300.0%	16	74	+ 362.5%
Inventory of Homes for Sale	2	12	+ 500.0%	--	--	--
Months Supply of Inventory	0.8	4.3	+ 437.5%	--	--	--

* 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 2023

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Longmont

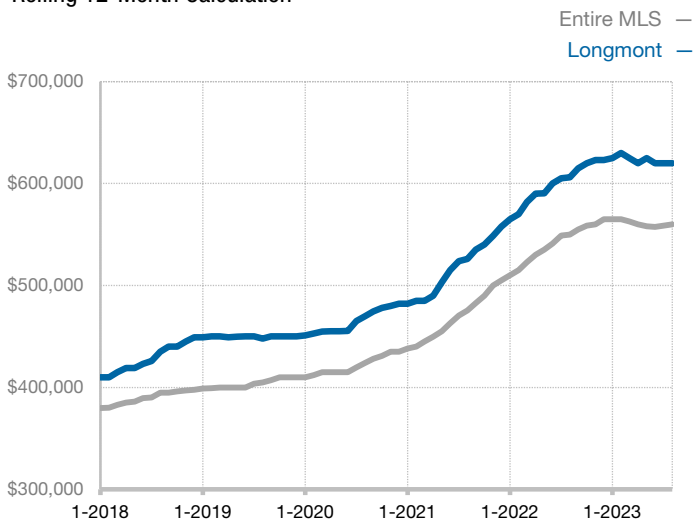
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	154	134	- 13.0%	1,289	1,029	- 20.2%
Closed Sales	116	103	- 11.2%	936	755	- 19.3%
Median Sales Price*	\$600,000	\$623,000	+ 3.8%	\$633,903	\$630,000	- 0.6%
Average Sales Price*	\$681,560	\$705,467	+ 3.5%	\$732,188	\$740,724	+ 1.2%
Percent of List Price Received*	100.4%	99.6%	- 0.8%	104.5%	99.7%	- 4.6%
Days on Market Until Sale	32	45	+ 40.6%	26	49	+ 88.5%
Inventory of Homes for Sale	248	206	- 16.9%	--	--	--
Months Supply of Inventory	1.9	2.2	+ 15.8%	--	--	--

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

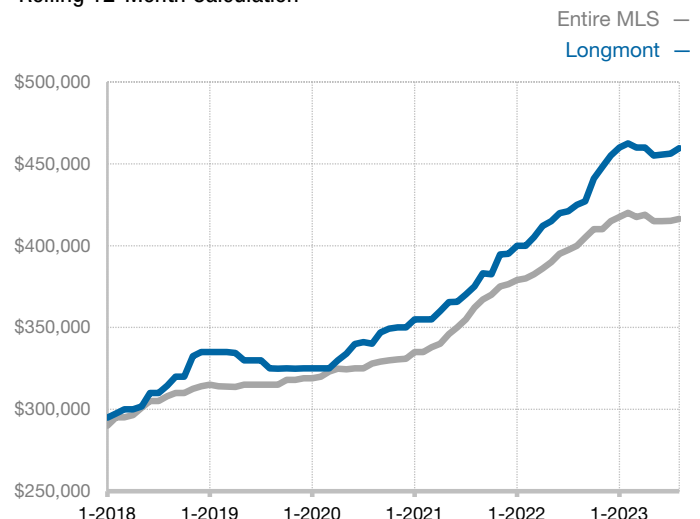
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	59	33	- 44.1%	377	292	- 22.5%
Closed Sales	30	35	+ 16.7%	220	214	- 2.7%
Median Sales Price*	\$407,250	\$430,000	+ 5.6%	\$449,000	\$457,088	+ 1.8%
Average Sales Price*	\$445,307	\$464,670	+ 4.3%	\$468,415	\$470,468	+ 0.4%
Percent of List Price Received*	100.4%	100.4%	0.0%	103.9%	100.0%	- 3.8%
Days on Market Until Sale	33	46	+ 39.4%	22	63	+ 186.4%
Inventory of Homes for Sale	94	89	- 5.3%	--	--	--
Months Supply of Inventory	3.1	3.3	+ 6.5%	--	--	--

* 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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Loveland

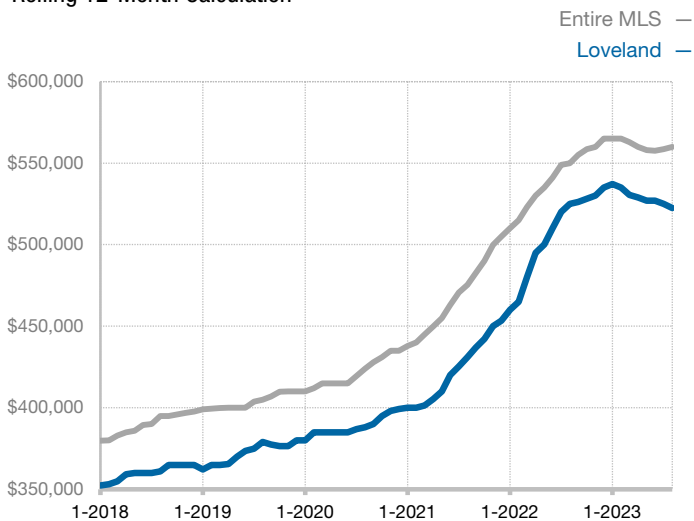
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	213	144	- 32.4%	1,616	1,102	- 31.8%
Closed Sales	166	129	- 22.3%	1,221	901	- 26.2%
Median Sales Price*	\$550,000	\$525,000	- 4.5%	\$545,000	\$527,000	- 3.3%
Average Sales Price*	\$599,478	\$563,691	- 6.0%	\$607,152	\$611,002	+ 0.6%
Percent of List Price Received*	99.4%	99.2%	- 0.2%	102.6%	99.3%	- 3.2%
Days on Market Until Sale	37	47	+ 27.0%	29	55	+ 89.7%
Inventory of Homes for Sale	275	190	- 30.9%	--	--	--
Months Supply of Inventory	1.7	1.6	- 5.9%	--	--	--

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

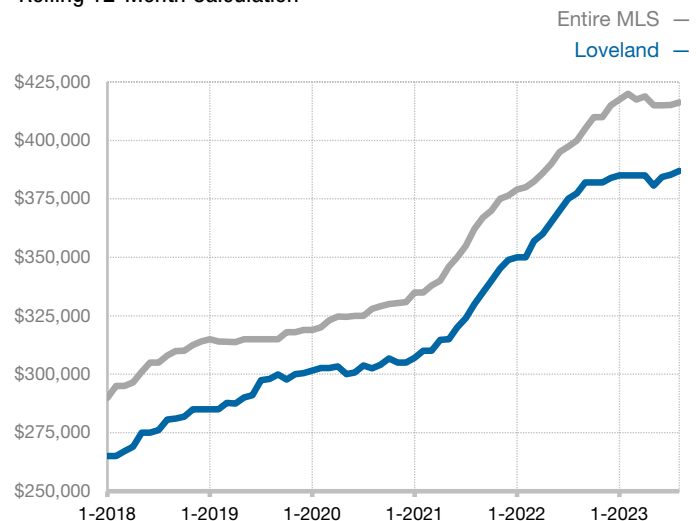
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	50	56	+ 12.0%	281	267	- 5.0%
Closed Sales	46	31	- 32.6%	297	222	- 25.3%
Median Sales Price*	\$388,851	\$439,950	+ 13.1%	\$389,002	\$398,928	+ 2.6%
Average Sales Price*	\$409,110	\$436,402	+ 6.7%	\$403,699	\$417,040	+ 3.3%
Percent of List Price Received*	102.4%	99.8%	- 2.5%	104.2%	100.7%	- 3.4%
Days on Market Until Sale	178	58	- 67.4%	141	111	- 21.3%
Inventory of Homes for Sale	58	62	+ 6.9%	--	--	--
Months Supply of Inventory	1.5	2.4	+ 60.0%	--	--	--

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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 2023

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Wellington

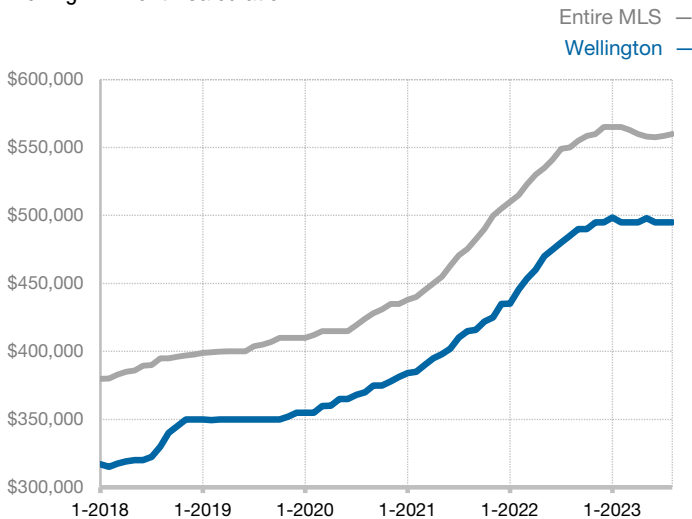
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	28	34	+ 21.4%	312	236	- 24.4%
Closed Sales	33	14	- 57.6%	253	209	- 17.4%
Median Sales Price*	\$495,000	\$457,500	- 7.6%	\$495,000	\$497,500	+ 0.5%
Average Sales Price*	\$510,123	\$463,323	- 9.2%	\$530,194	\$510,232	- 3.8%
Percent of List Price Received*	100.5%	100.4%	- 0.1%	103.1%	99.7%	- 3.3%
Days on Market Until Sale	54	60	+ 11.1%	46	71	+ 54.3%
Inventory of Homes for Sale	64	47	- 26.6%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--

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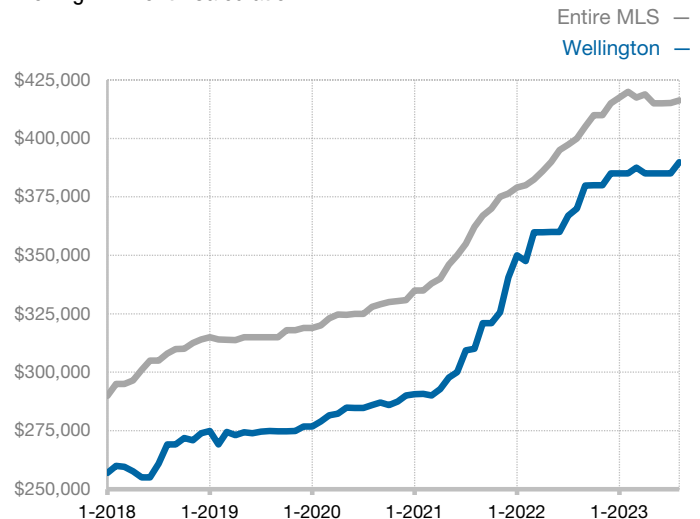
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	5	3	- 40.0%	38	28	- 26.3%
Closed Sales	3	2	- 33.3%	28	14	- 50.0%
Median Sales Price*	\$385,000	\$402,500	+ 4.5%	\$382,500	\$392,500	+ 2.6%
Average Sales Price*	\$378,333	\$402,500	+ 6.4%	\$375,269	\$382,615	+ 2.0%
Percent of List Price Received*	101.5%	99.4%	- 2.1%	102.5%	98.8%	- 3.6%
Days on Market Until Sale	47	123	+ 161.7%	29	56	+ 93.1%
Inventory of Homes for Sale	7	7	0.0%	--	--	--
Months Supply of Inventory	1.4	3.0	+ 114.3%	--	--	--

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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 2023

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Windsor

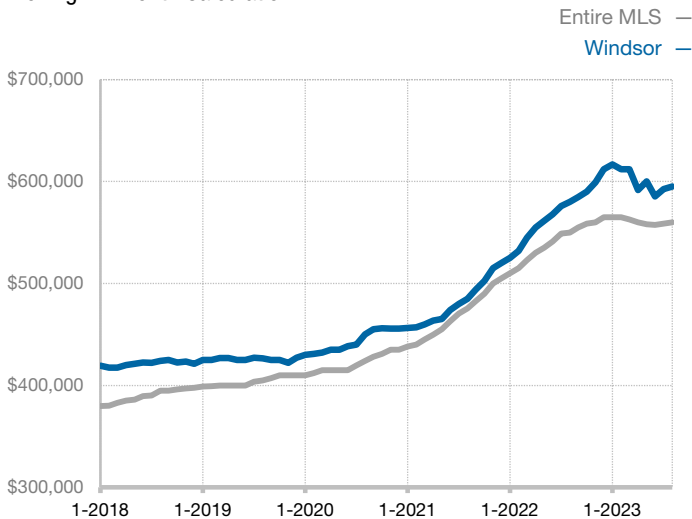
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	93	77	- 17.2%	987	748	- 24.2%
Closed Sales	79	61	- 22.8%	769	615	- 20.0%
Median Sales Price*	\$595,000	\$595,000	0.0%	\$600,000	\$572,500	- 4.6%
Average Sales Price*	\$664,108	\$663,170	- 0.1%	\$665,199	\$646,776	- 2.8%
Percent of List Price Received*	99.3%	99.5%	+ 0.2%	101.6%	99.6%	- 2.0%
Days on Market Until Sale	37	57	+ 54.1%	49	91	+ 85.7%
Inventory of Homes for Sale	263	139	- 47.1%	--	--	--
Months Supply of Inventory	2.6	2.0	- 23.1%	--	--	--

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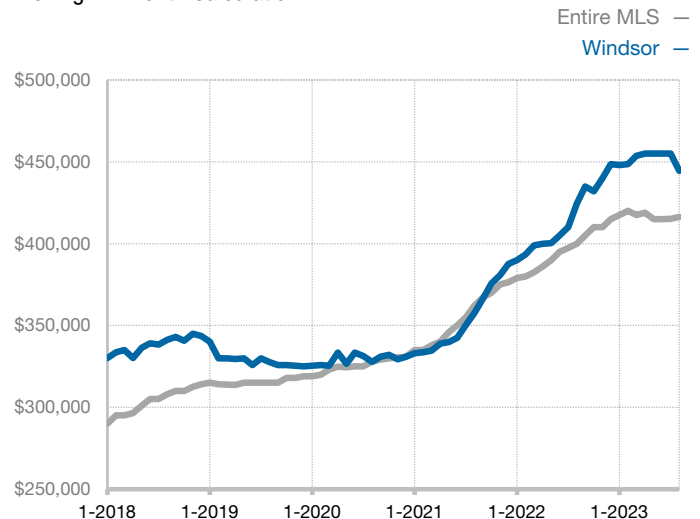
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	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	7	29	+ 314.3%	100	122	+ 22.0%
Closed Sales	16	13	- 18.8%	102	83	- 18.6%
Median Sales Price*	\$494,048	\$409,000	- 17.2%	\$438,250	\$440,000	+ 0.4%
Average Sales Price*	\$490,723	\$458,630	- 6.5%	\$455,405	\$463,808	+ 1.8%
Percent of List Price Received*	100.9%	100.0%	- 0.9%	103.2%	100.2%	- 2.9%
Days on Market Until Sale	42	39	- 7.1%	136	98	- 27.9%
Inventory of Homes for Sale	16	30	+ 87.5%	--	--	--
Months Supply of Inventory	1.2	2.8	+ 133.3%	--	--	--

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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 2023

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Fort Collins

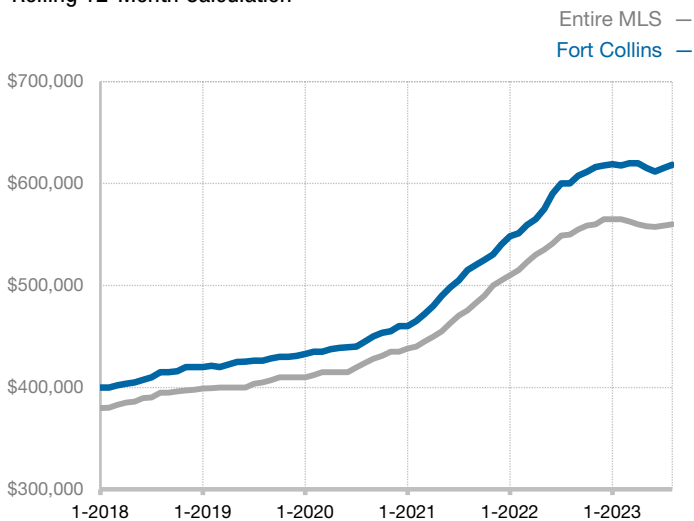
Single Family	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
Key Metrics						
New Listings	254	227	- 10.6%	2,259	1,674	- 25.9%
Closed Sales	234	166	- 29.1%	1,751	1,186	- 32.3%
Median Sales Price*	\$585,000	\$606,495	+ 3.7%	\$626,250	\$632,000	+ 0.9%
Average Sales Price*	\$646,183	\$664,565	+ 2.8%	\$696,987	\$710,249	+ 1.9%
Percent of List Price Received*	99.5%	99.3%	- 0.2%	103.4%	100.0%	- 3.3%
Days on Market Until Sale	37	46	+ 24.3%	31	49	+ 58.1%
Inventory of Homes for Sale	323	332	+ 2.8%	--	--	--
Months Supply of Inventory	1.4	2.2	+ 57.1%	--	--	--

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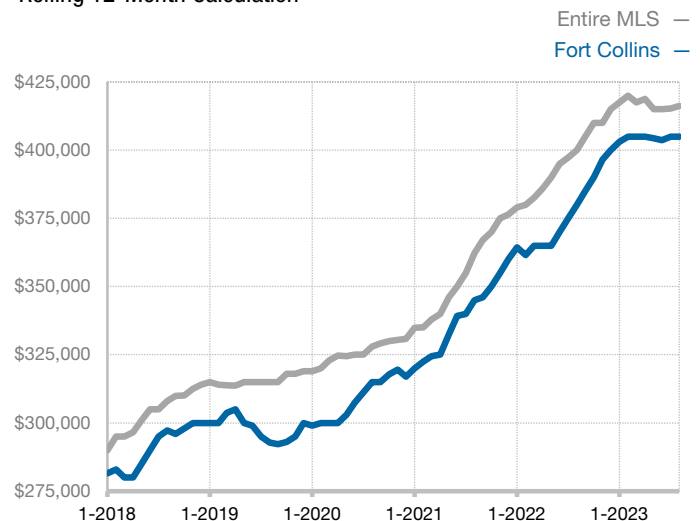
Townhouse/Condo	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
Key Metrics						
New Listings	92	82	- 10.9%	745	651	- 12.6%
Closed Sales	88	63	- 28.4%	653	476	- 27.1%
Median Sales Price*	\$390,000	\$420,000	+ 7.7%	\$395,500	\$405,000	+ 2.4%
Average Sales Price*	\$385,881	\$449,735	+ 16.5%	\$410,570	\$416,039	+ 1.3%
Percent of List Price Received*	100.0%	99.2%	- 0.8%	103.4%	99.8%	- 3.5%
Days on Market Until Sale	29	44	+ 51.7%	28	60	+ 114.3%
Inventory of Homes for Sale	105	153	+ 45.7%	--	--	--
Months Supply of Inventory	1.2	2.7	+ 125.0%	--	--	--

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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 2023

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Wellington

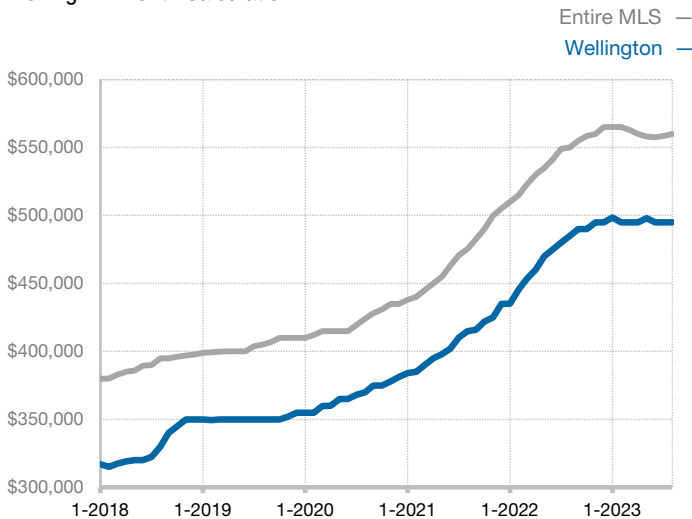
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	28	34	+ 21.4%	312	236	- 24.4%
Closed Sales	33	14	- 57.6%	253	209	- 17.4%
Median Sales Price*	\$495,000	\$457,500	- 7.6%	\$495,000	\$497,500	+ 0.5%
Average Sales Price*	\$510,123	\$463,323	- 9.2%	\$530,194	\$510,232	- 3.8%
Percent of List Price Received*	100.5%	100.4%	- 0.1%	103.1%	99.7%	- 3.3%
Days on Market Until Sale	54	60	+ 11.1%	46	71	+ 54.3%
Inventory of Homes for Sale	64	47	- 26.6%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--

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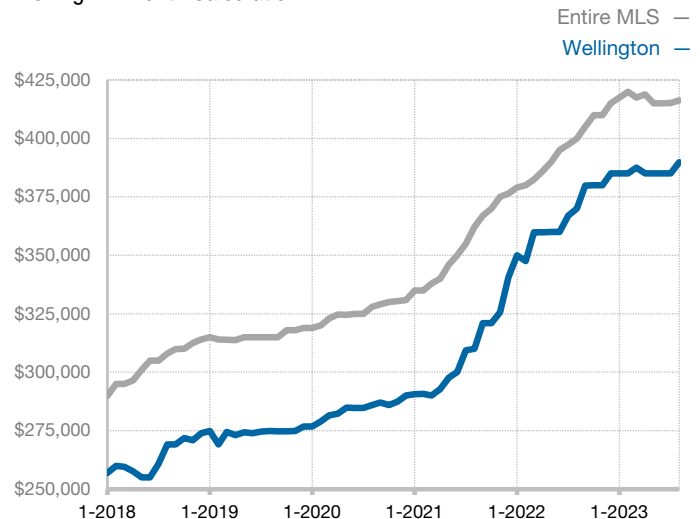
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	5	3	- 40.0%	38	28	- 26.3%
Closed Sales	3	2	- 33.3%	28	14	- 50.0%
Median Sales Price*	\$385,000	\$402,500	+ 4.5%	\$382,500	\$392,500	+ 2.6%
Average Sales Price*	\$378,333	\$402,500	+ 6.4%	\$375,269	\$382,615	+ 2.0%
Percent of List Price Received*	101.5%	99.4%	- 2.1%	102.5%	98.8%	- 3.6%
Days on Market Until Sale	47	123	+ 161.7%	29	56	+ 93.1%
Inventory of Homes for Sale	7	7	0.0%	--	--	--
Months Supply of Inventory	1.4	3.0	+ 114.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Boulder

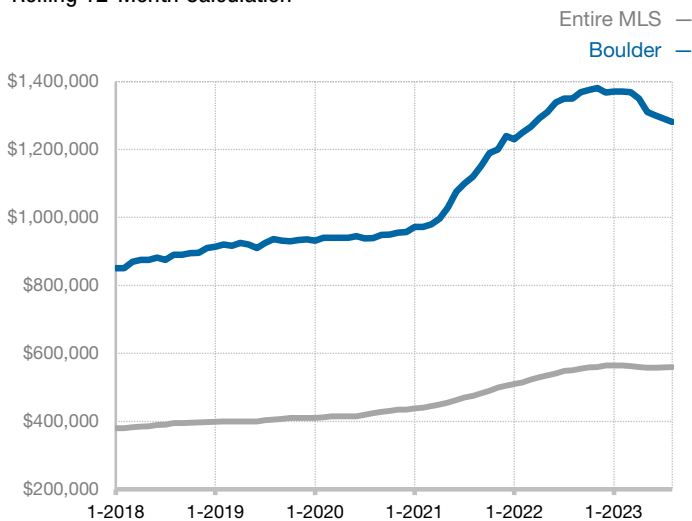
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	129	145	+ 12.4%	1,096	1,132	+ 3.3%
Closed Sales	105	74	- 29.5%	719	624	- 13.2%
Median Sales Price*	\$1,367,000	\$1,262,250	- 7.7%	\$1,406,000	\$1,300,000	- 7.5%
Average Sales Price*	\$1,704,308	\$1,686,812	- 1.0%	\$1,684,473	\$1,696,215	+ 0.7%
Percent of List Price Received*	98.5%	98.7%	+ 0.2%	104.4%	98.4%	- 5.7%
Days on Market Until Sale	46	58	+ 26.1%	37	53	+ 43.2%
Inventory of Homes for Sale	222	281	+ 26.6%	--	--	--
Months Supply of Inventory	2.3	3.7	+ 60.9%	--	--	--

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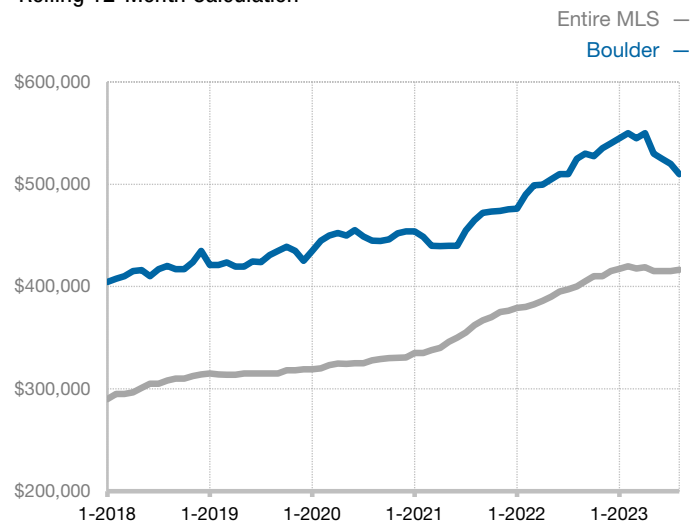
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	83	93	+ 12.0%	707	649	- 8.2%
Closed Sales	87	72	- 17.2%	571	420	- 26.4%
Median Sales Price*	\$581,900	\$535,000	- 8.1%	\$545,000	\$505,000	- 7.3%
Average Sales Price*	\$766,857	\$634,527	- 17.3%	\$704,861	\$600,132	- 14.9%
Percent of List Price Received*	98.7%	99.4%	+ 0.7%	102.5%	99.6%	- 2.8%
Days on Market Until Sale	81	53	- 34.6%	55	45	- 18.2%
Inventory of Homes for Sale	114	136	+ 19.3%	--	--	--
Months Supply of Inventory	1.5	2.6	+ 73.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Longmont

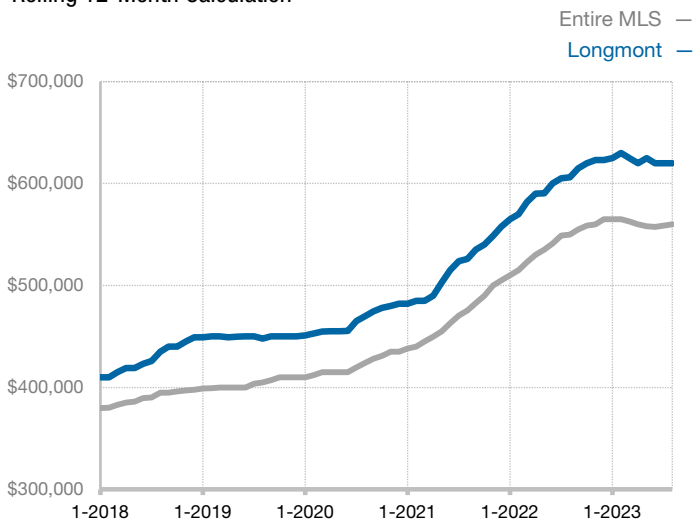
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	154	134	- 13.0%	1,289	1,029	- 20.2%
Closed Sales	116	103	- 11.2%	936	755	- 19.3%
Median Sales Price*	\$600,000	\$623,000	+ 3.8%	\$633,903	\$630,000	- 0.6%
Average Sales Price*	\$681,560	\$705,467	+ 3.5%	\$732,188	\$740,724	+ 1.2%
Percent of List Price Received*	100.4%	99.6%	- 0.8%	104.5%	99.7%	- 4.6%
Days on Market Until Sale	32	45	+ 40.6%	26	49	+ 88.5%
Inventory of Homes for Sale	248	206	- 16.9%	--	--	--
Months Supply of Inventory	1.9	2.2	+ 15.8%	--	--	--

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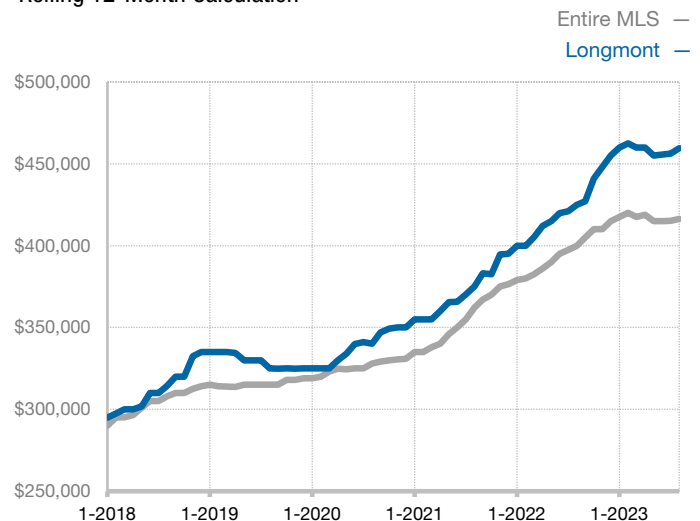
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	59	33	- 44.1%	377	292	- 22.5%
Closed Sales	30	35	+ 16.7%	220	214	- 2.7%
Median Sales Price*	\$407,250	\$430,000	+ 5.6%	\$449,000	\$457,088	+ 1.8%
Average Sales Price*	\$445,307	\$464,670	+ 4.3%	\$468,415	\$470,468	+ 0.4%
Percent of List Price Received*	100.4%	100.4%	0.0%	103.9%	100.0%	- 3.8%
Days on Market Until Sale	33	46	+ 39.4%	22	63	+ 186.4%
Inventory of Homes for Sale	94	89	- 5.3%	--	--	--
Months Supply of Inventory	3.1	3.3	+ 6.5%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Johnstown

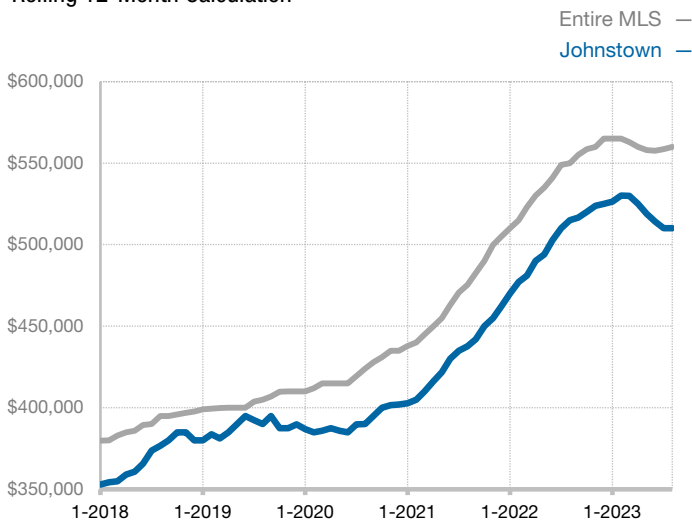
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	72	50	- 30.6%	561	458	- 18.4%
Closed Sales	56	35	- 37.5%	428	380	- 11.2%
Median Sales Price*	\$542,935	\$525,000	- 3.3%	\$525,963	\$507,450	- 3.5%
Average Sales Price*	\$544,247	\$534,670	- 1.8%	\$553,172	\$530,787	- 4.0%
Percent of List Price Received*	99.4%	99.1%	- 0.3%	102.0%	99.7%	- 2.3%
Days on Market Until Sale	38	44	+ 15.8%	34	57	+ 67.6%
Inventory of Homes for Sale	110	87	- 20.9%	--	--	--
Months Supply of Inventory	2.1	1.9	- 9.5%	--	--	--

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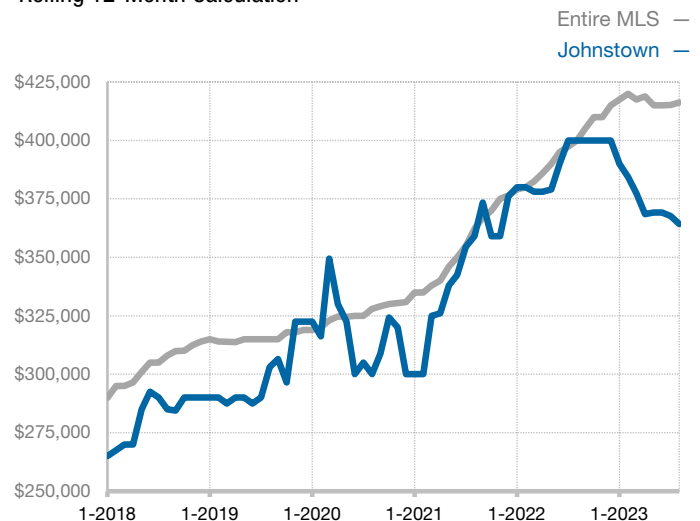
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	3	7	+ 133.3%	15	42	+ 180.0%
Closed Sales	5	5	0.0%	11	25	+ 127.3%
Median Sales Price*	\$400,000	\$380,600	- 4.9%	\$400,000	\$351,150	- 12.2%
Average Sales Price*	\$421,980	\$382,840	- 9.3%	\$410,891	\$369,653	- 10.0%
Percent of List Price Received*	100.5%	99.4%	- 1.1%	102.8%	100.0%	- 2.7%
Days on Market Until Sale	14	56	+ 300.0%	16	74	+ 362.5%
Inventory of Homes for Sale	2	12	+ 500.0%	--	--	--
Months Supply of Inventory	0.8	4.3	+ 437.5%	--	--	--

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Median Sales Price – Single Family
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Median Sales Price – Townhouse-Condo
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Local Market Update for August 2023

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Windsor

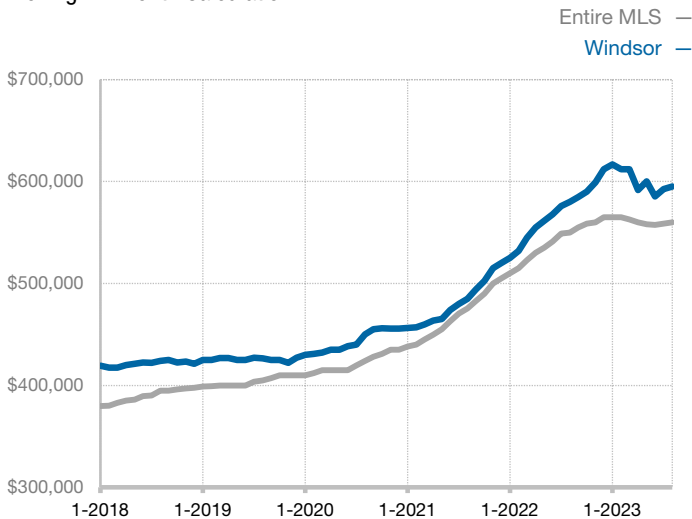
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Days on Market Until Sale	37	57	+ 54.1%	49	91	+ 85.7%
Inventory of Homes for Sale	263	139	- 47.1%	--	--	--
Months Supply of Inventory	2.6	2.0	- 23.1%	--	--	--

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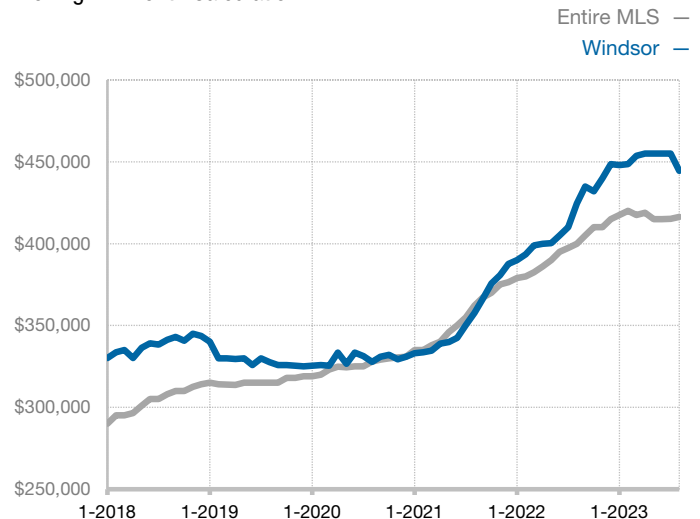
Key Metrics	August			Year to Date		
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Percent of List Price Received*	100.9%	100.0%	- 0.9%	103.2%	100.2%	- 2.9%
Days on Market Until Sale	42	39	- 7.1%	136	98	- 27.9%
Inventory of Homes for Sale	16	30	+ 87.5%	--	--	--
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Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Greeley

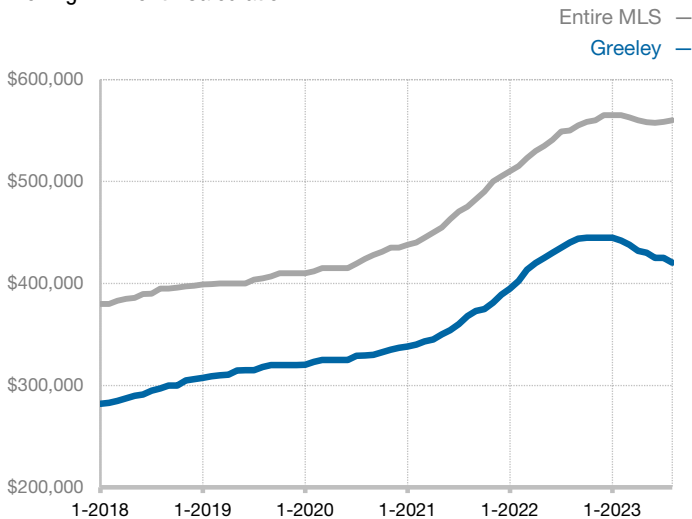
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	178	153	- 14.0%	1,510	964	- 36.2%
Closed Sales	154	69	- 55.2%	1,235	743	- 39.8%
Median Sales Price*	\$453,210	\$435,000	- 4.0%	\$450,100	\$422,000	- 6.2%
Average Sales Price*	\$453,142	\$455,129	+ 0.4%	\$458,029	\$445,419	- 2.8%
Percent of List Price Received*	100.3%	99.7%	- 0.6%	102.0%	99.9%	- 2.1%
Days on Market Until Sale	46	52	+ 13.0%	45	57	+ 26.7%
Inventory of Homes for Sale	257	200	- 22.2%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

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

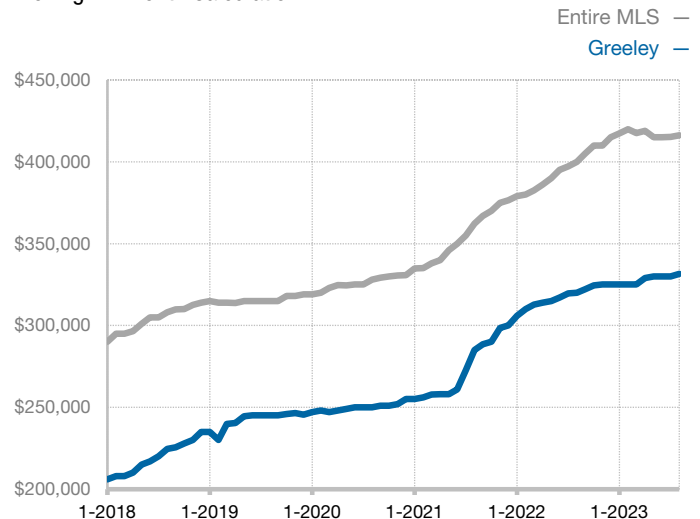
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	27	30	+ 11.1%	224	227	+ 1.3%
Closed Sales	25	21	- 16.0%	244	168	- 31.1%
Median Sales Price*	\$330,000	\$345,000	+ 4.5%	\$322,709	\$335,000	+ 3.8%
Average Sales Price*	\$329,826	\$365,110	+ 10.7%	\$327,685	\$343,680	+ 4.9%
Percent of List Price Received*	100.5%	99.4%	- 1.1%	101.3%	99.3%	- 2.0%
Days on Market Until Sale	28	67	+ 139.3%	71	60	- 15.5%
Inventory of Homes for Sale	33	52	+ 57.6%	--	--	--
Months Supply of Inventory	1.1	2.6	+ 136.4%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Loveland

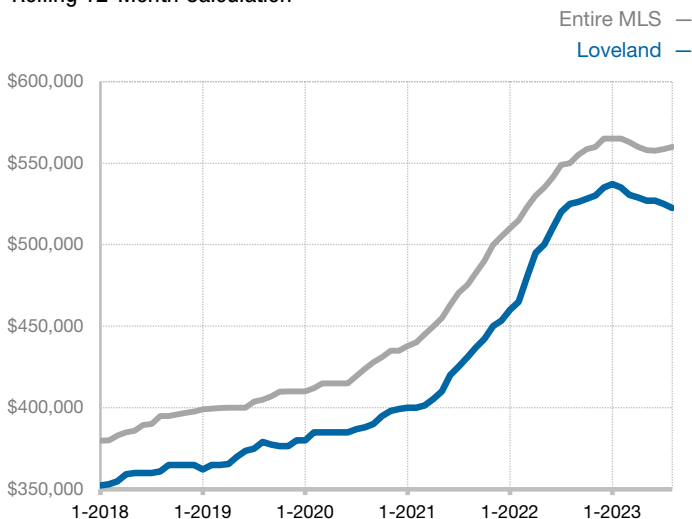
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	213	144	- 32.4%	1,616	1,102	- 31.8%
Closed Sales	166	129	- 22.3%	1,221	901	- 26.2%
Median Sales Price*	\$550,000	\$525,000	- 4.5%	\$545,000	\$527,000	- 3.3%
Average Sales Price*	\$599,478	\$563,691	- 6.0%	\$607,152	\$611,002	+ 0.6%
Percent of List Price Received*	99.4%	99.2%	- 0.2%	102.6%	99.3%	- 3.2%
Days on Market Until Sale	37	47	+ 27.0%	29	55	+ 89.7%
Inventory of Homes for Sale	275	190	- 30.9%	--	--	--
Months Supply of Inventory	1.7	1.6	- 5.9%	--	--	--

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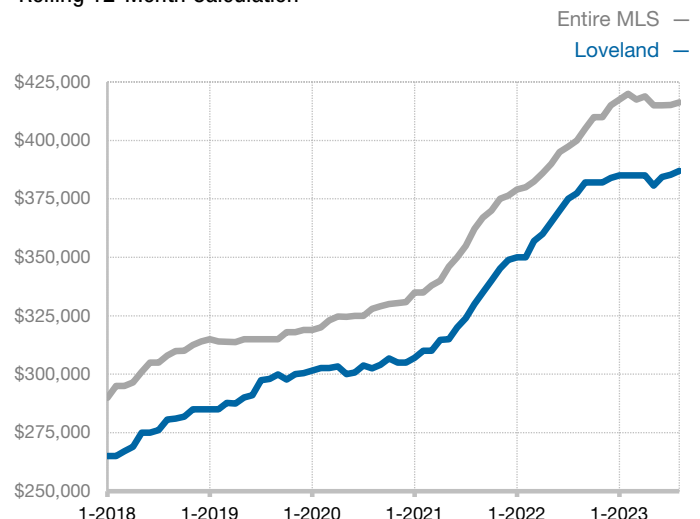
Key Metrics	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	50	56	+ 12.0%	281	267	- 5.0%
Closed Sales	46	31	- 32.6%	297	222	- 25.3%
Median Sales Price*	\$388,851	\$439,950	+ 13.1%	\$389,002	\$398,928	+ 2.6%
Average Sales Price*	\$409,110	\$436,402	+ 6.7%	\$403,699	\$417,040	+ 3.3%
Percent of List Price Received*	102.4%	99.8%	- 2.5%	104.2%	100.7%	- 3.4%
Days on Market Until Sale	178	58	- 67.4%	141	111	- 21.3%
Inventory of Homes for Sale	58	62	+ 6.9%	--	--	--
Months Supply of Inventory	1.5	2.4	+ 60.0%	--	--	--

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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 2023

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Berthoud

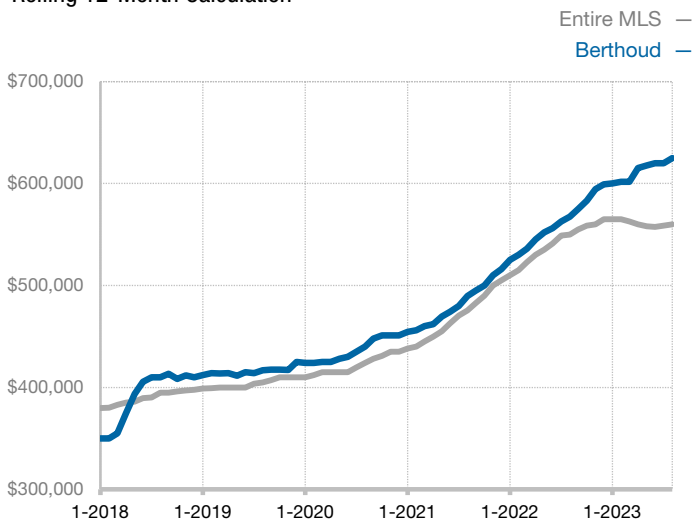
Single Family	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
Key Metrics						
New Listings	52	48	- 7.7%	422	413	- 2.1%
Closed Sales	37	42	+ 13.5%	372	264	- 29.0%
Median Sales Price*	\$615,000	\$628,500	+ 2.2%	\$599,000	\$632,500	+ 5.6%
Average Sales Price*	\$662,951	\$749,903	+ 13.1%	\$687,218	\$791,722	+ 15.2%
Percent of List Price Received*	100.1%	98.1%	- 2.0%	102.5%	99.0%	- 3.4%
Days on Market Until Sale	48	54	+ 12.5%	66	74	+ 12.1%
Inventory of Homes for Sale	96	111	+ 15.6%	--	--	--
Months Supply of Inventory	2.0	3.4	+ 70.0%	--	--	--

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

Townhouse/Condo	August			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
Key Metrics						
New Listings	3	6	+ 100.0%	43	42	- 2.3%
Closed Sales	9	2	- 77.8%	55	36	- 34.5%
Median Sales Price*	\$425,000	\$569,950	+ 34.1%	\$443,100	\$507,000	+ 14.4%
Average Sales Price*	\$441,922	\$569,950	+ 29.0%	\$481,085	\$537,690	+ 11.8%
Percent of List Price Received*	102.2%	99.4%	- 2.7%	103.4%	101.3%	- 2.0%
Days on Market Until Sale	73	105	+ 43.8%	173	135	- 22.0%
Inventory of Homes for Sale	6	12	+ 100.0%	--	--	--
Months Supply of Inventory	1.0	2.9	+ 190.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

