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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



December 2020

New Listings were up 2.3 percent for single family homes and 14.9 percent for townhouse-condo properties. Pending Sales landed at 177 for single family homes and 74 for townhouse-condo properties.

The Median Sales Price was up 6.2 percent to \$448,250 for single family homes and 2.6 percent to \$316,885 for townhouse-condo properties. Days on Market decreased 9.2 percent for single family homes and 25.0 percent for townhouse-condo properties.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

Activity Snapshot

+ 0.9%	- 9.2%	+ 6.2%
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.

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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	12-2019	12-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		132	135	+ 2.3%	3,798	3,524	- 7.2%
Pending Sales		131	177	+ 35.1%	2,893	3,159	+ 9.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		234	236	+ 0.9%	2,877	3,098	+ 7.7%
Median Sales Price		\$422,273	\$448,250	+ 6.2%	\$423,750	\$447,000	+ 5.5%
Avg. Sales Price		\$463,132	\$511,743	+ 10.5%	\$464,647	\$508,653	+ 9.5%
Pct. of List Price Received		99.0%	100.6%	+ 1.6%	99.1%	99.7%	+ 0.6%
Days on Market		87	79	- 9.2%	70	74	+ 5.7%
Affordability Index		87	90	+ 3.4%	86	90	+ 4.7%
Active Listings		454	196	- 56.8%	--	--	--
Months Supply		1.9	0.8	- 57.9%	--	--	--

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.



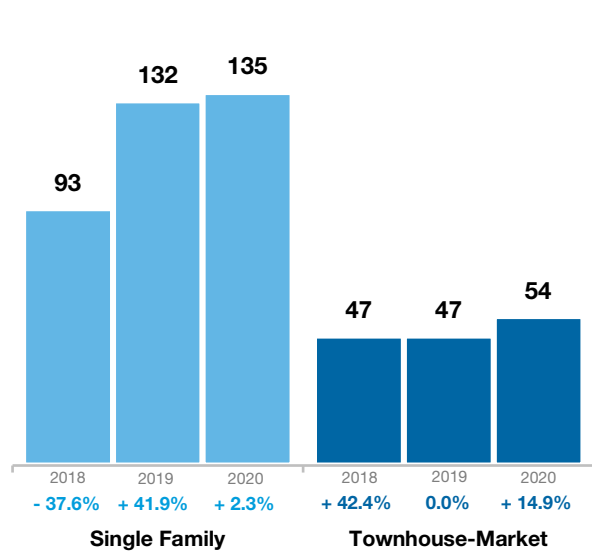
Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		47	54	+ 14.9%	1,135	1,101	- 3.0%
Pending Sales		40	74	+ 85.0%	857	982	+ 14.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		68	73	+ 7.4%	848	951	+ 12.1%
Median Sales Price		\$308,750	\$316,885	+ 2.6%	\$293,050	\$312,750	+ 6.7%
Avg. Sales Price		\$315,728	\$332,054	+ 5.2%	\$310,547	\$328,403	+ 5.7%
Pct. of List Price Received		99.0%	99.0%	0.0%	99.1%	99.1%	0.0%
Days on Market		96	72	- 25.0%	75	89	+ 18.7%
Affordability Index		119	127	+ 6.7%	125	129	+ 3.2%
Active Listings		157	95	- 39.5%	--	--	--
Months Supply		2.2	1.2	- 45.5%	--	--	--

New Listings

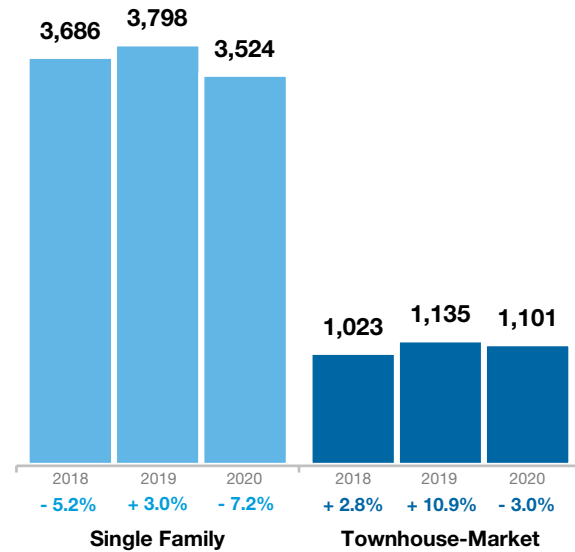
A count of the properties that have been newly listed on the market in a given month.



December

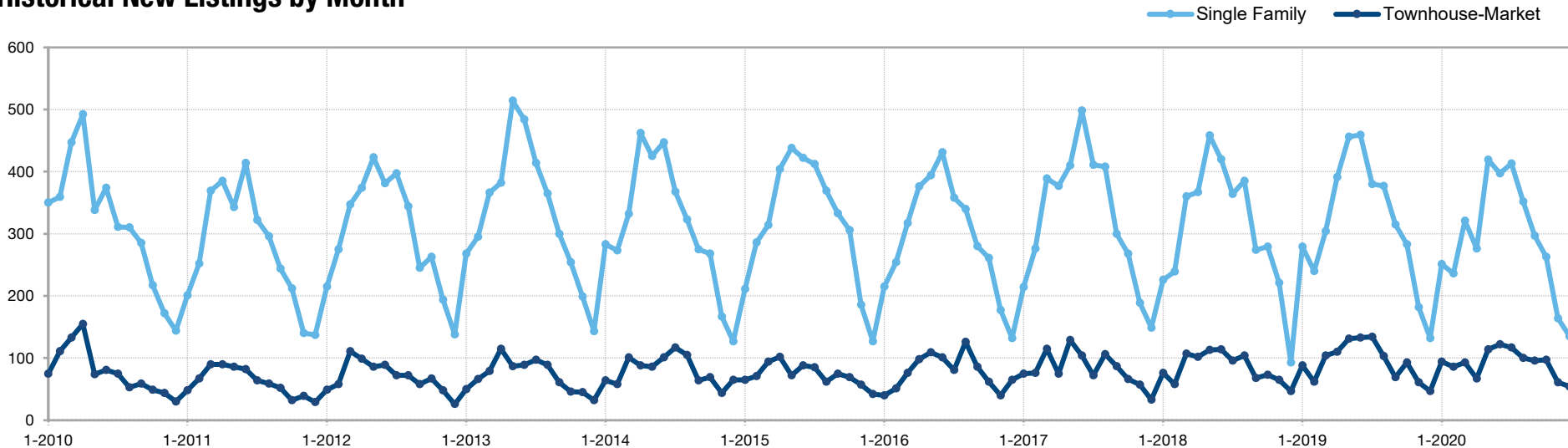


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2020	251	-10.0%	94	+6.8%
Feb-2020	236	-1.7%	86	+38.7%
Mar-2020	321	+5.6%	93	-10.6%
Apr-2020	276	-29.4%	67	-39.1%
May-2020	419	-8.1%	114	-13.0%
Jun-2020	397	-13.5%	122	-8.3%
Jul-2020	413	+8.7%	117	-12.7%
Aug-2020	352	-6.6%	100	-2.9%
Sep-2020	297	-5.7%	96	+39.1%
Oct-2020	263	-7.1%	97	+4.3%
Nov-2020	164	-9.9%	61	0.0%
Dec-2020	135	+2.3%	54	+14.9%
12-Month Avg	294	-7.2%	92	-3.0%

Historical New Listings by Month

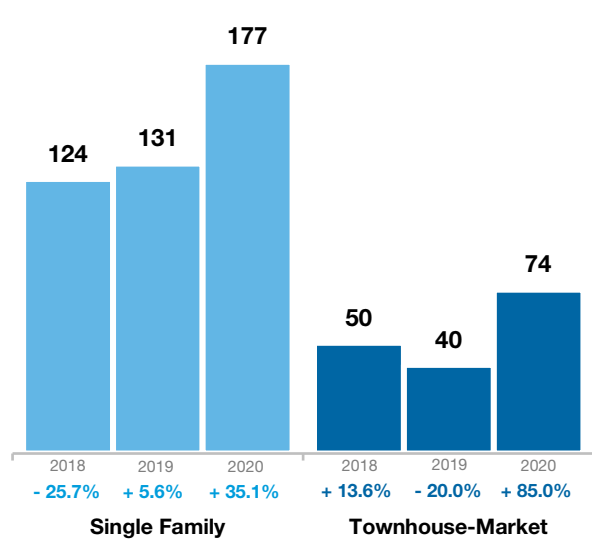


Pending Sales

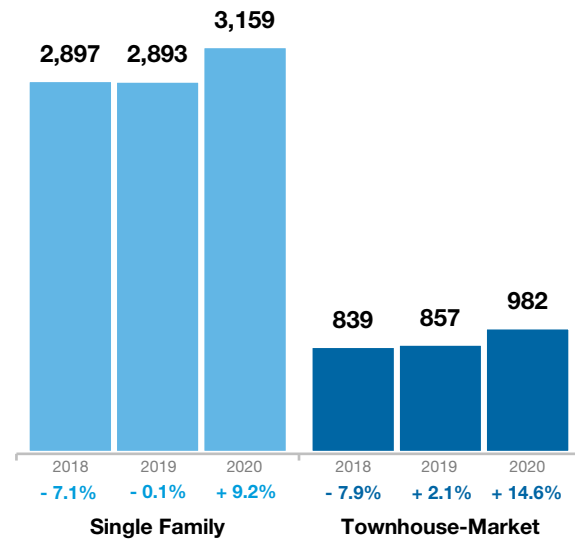
A count of the properties on which offers have been accepted in a given month.



December

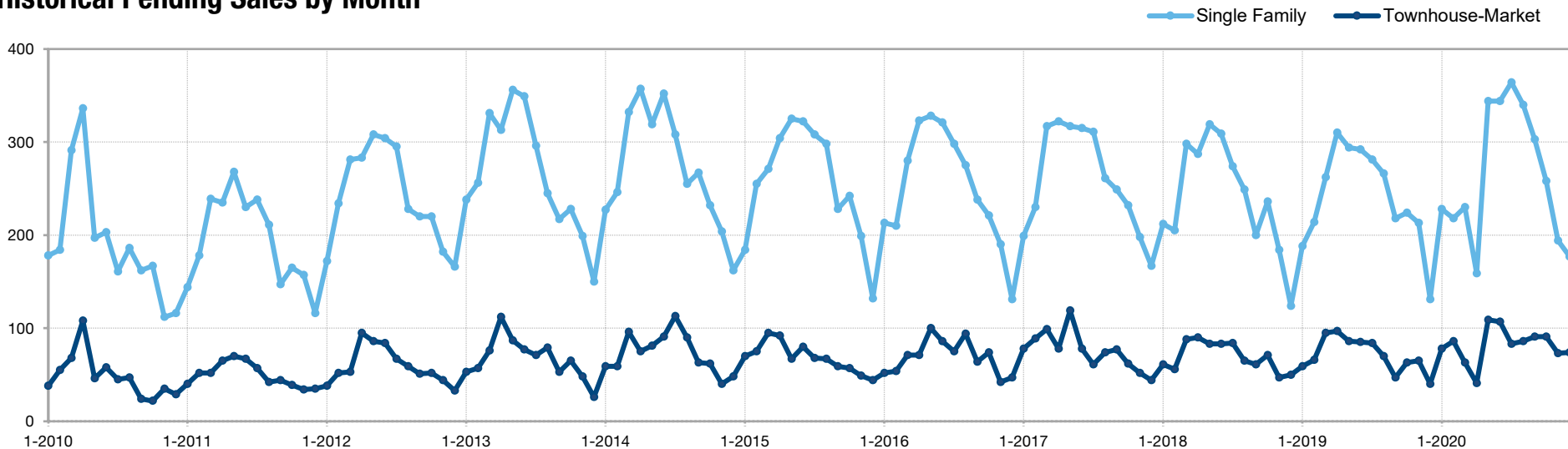


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2020	228	+21.3%	78	+32.2%
Feb-2020	218	+1.9%	86	+30.3%
Mar-2020	230	-12.2%	63	-33.7%
Apr-2020	159	-48.7%	41	-57.7%
May-2020	344	+17.0%	109	+26.7%
Jun-2020	344	+17.8%	107	+25.9%
Jul-2020	364	+29.5%	83	-1.2%
Aug-2020	340	+27.8%	86	+22.9%
Sep-2020	303	+39.0%	91	+93.6%
Oct-2020	258	+15.2%	91	+44.4%
Nov-2020	194	-8.9%	73	+12.3%
Dec-2020	177	+35.1%	74	+85.0%
12-Month Avg	263	+9.2%	82	+14.6%

Historical Pending Sales by Month

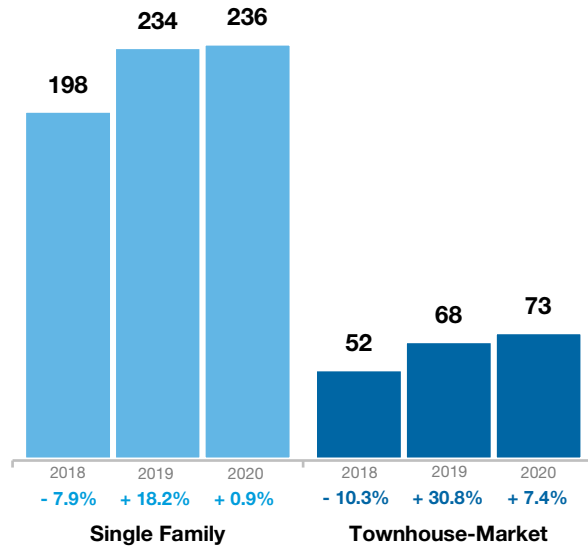


Sold Listings

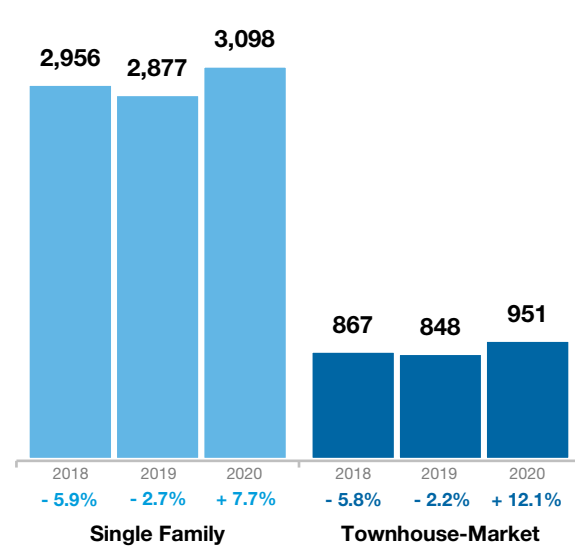
A count of the actual sales that closed in a given month.



December

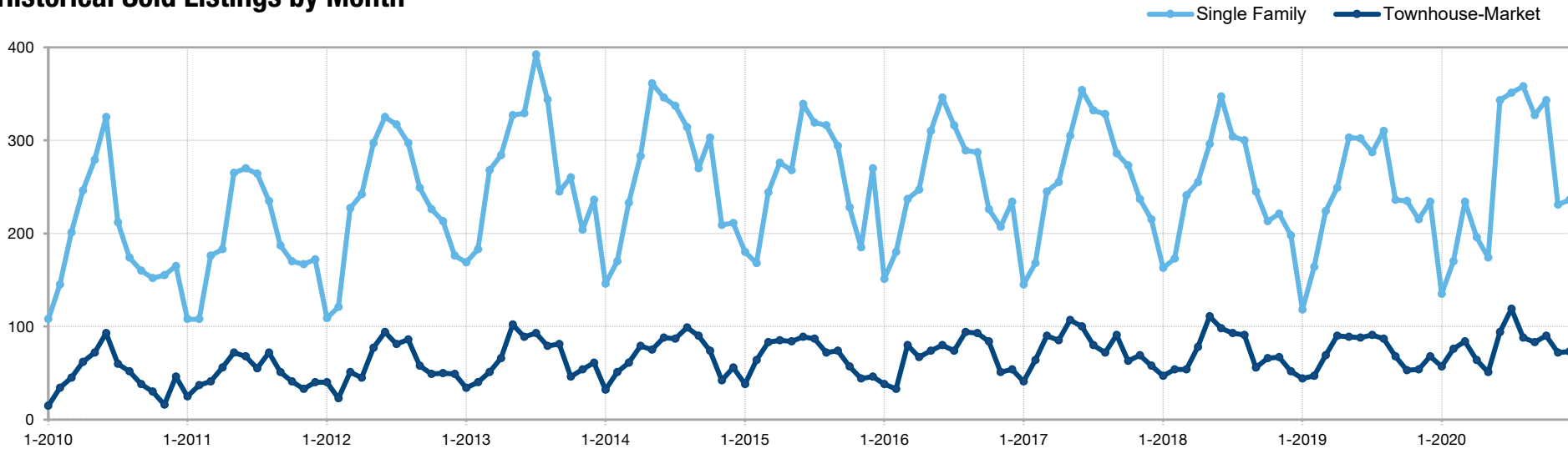


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2020	135	+14.4%	57	+29.5%
Feb-2020	170	+3.7%	76	+61.7%
Mar-2020	234	+4.5%	84	+21.7%
Apr-2020	196	-21.3%	64	-28.9%
May-2020	174	-42.6%	51	-42.7%
Jun-2020	343	+13.6%	94	+6.8%
Jul-2020	351	+22.3%	119	+30.8%
Aug-2020	358	+15.5%	88	+1.1%
Sep-2020	327	+38.6%	83	+22.1%
Oct-2020	343	+46.0%	90	+69.8%
Nov-2020	231	+7.4%	72	+33.3%
Dec-2020	236	+0.9%	73	+7.4%
12-Month Avg	258	+7.7%	79	+12.1%

Historical Sold Listings by Month

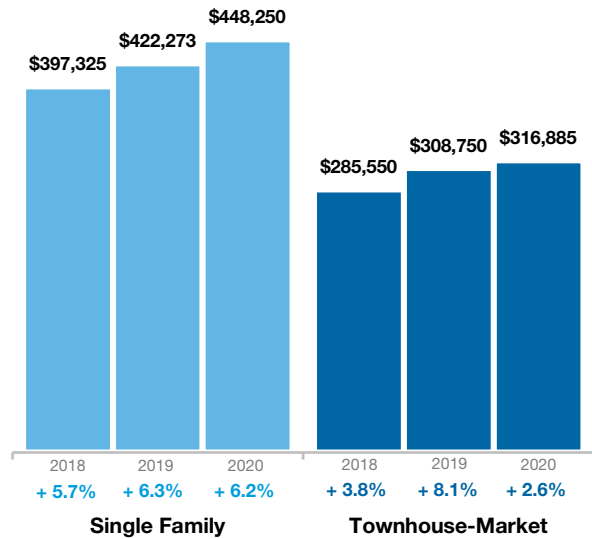


Median Sales Price

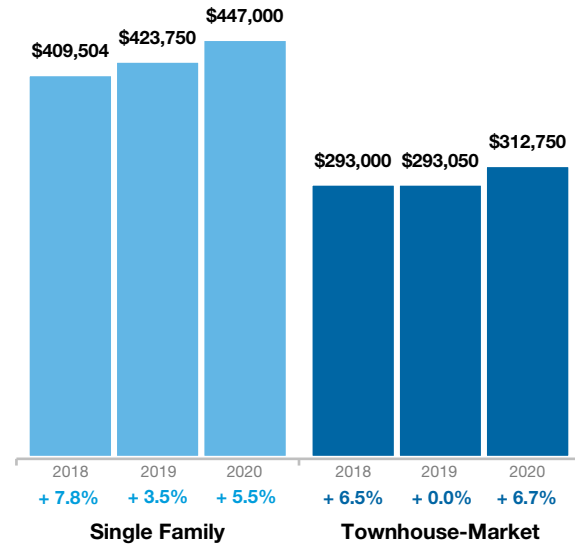
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



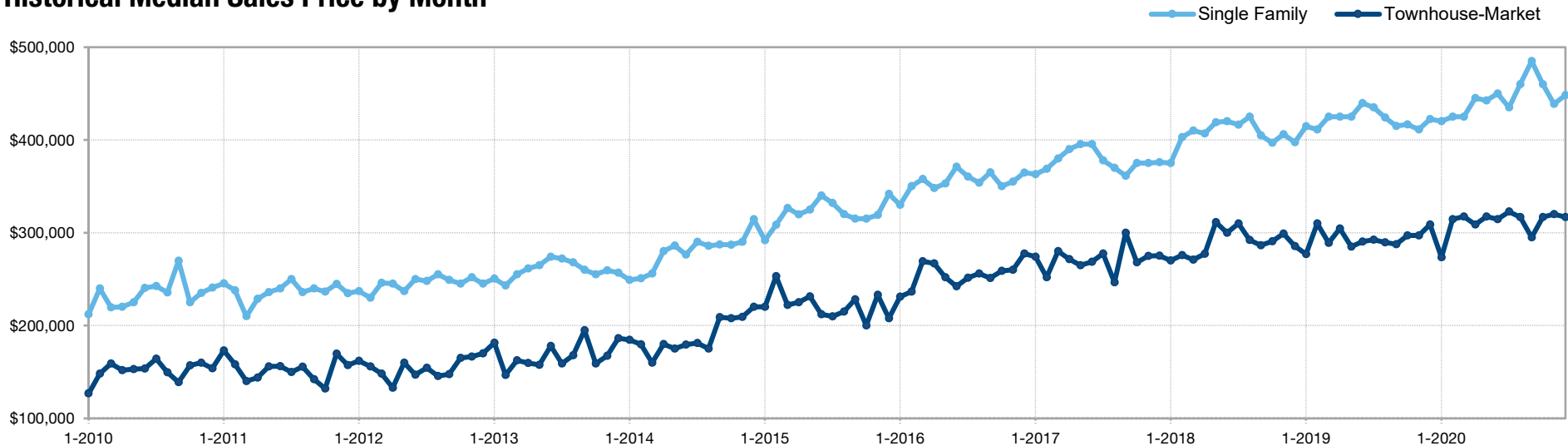
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2020	\$420,000	+1.3%	\$273,500	-1.3%
Feb-2020	\$425,000	+3.3%	\$314,500	+1.5%
Mar-2020	\$425,000	0.0%	\$317,500	+9.9%
Apr-2020	\$445,000	+4.7%	\$308,700	+1.3%
May-2020	\$442,500	+4.1%	\$317,500	+11.4%
Jun-2020	\$449,975	+2.4%	\$314,500	+8.3%
Jul-2020	\$435,000	0.0%	\$322,750	+10.3%
Aug-2020	\$460,000	+8.5%	\$316,713	+9.4%
Sep-2020	\$485,000	+16.9%	\$295,000	+2.6%
Oct-2020	\$460,000	+10.4%	\$316,900	+6.7%
Nov-2020	\$438,700	+6.7%	\$320,000	+7.7%
Dec-2020	\$448,250	+6.2%	\$316,885	+2.6%
12-Month Avg*	\$447,000	+5.5%	\$312,750	+6.7%

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

Historical Median Sales Price by Month

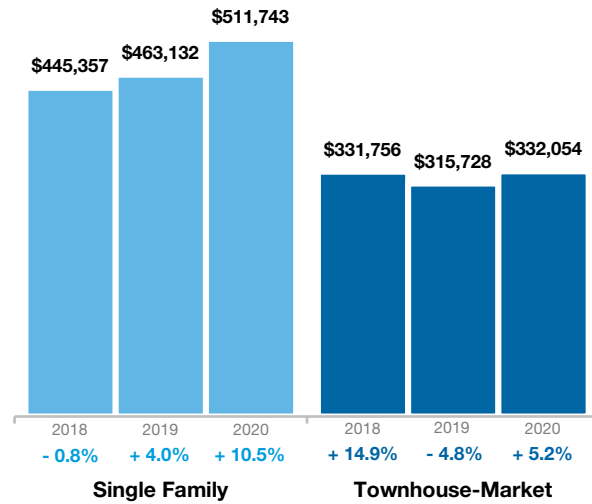


Average Sales Price

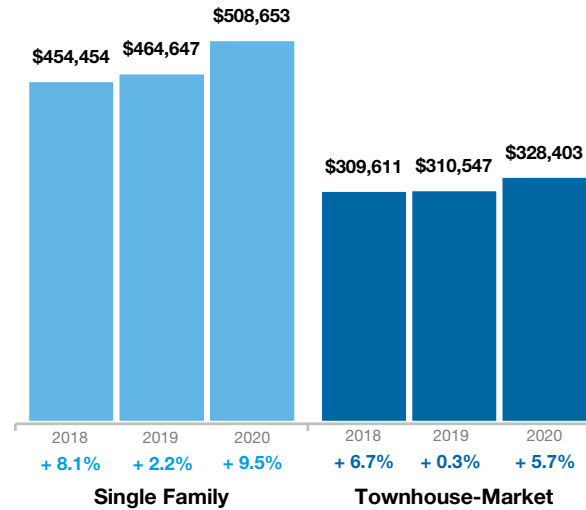
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



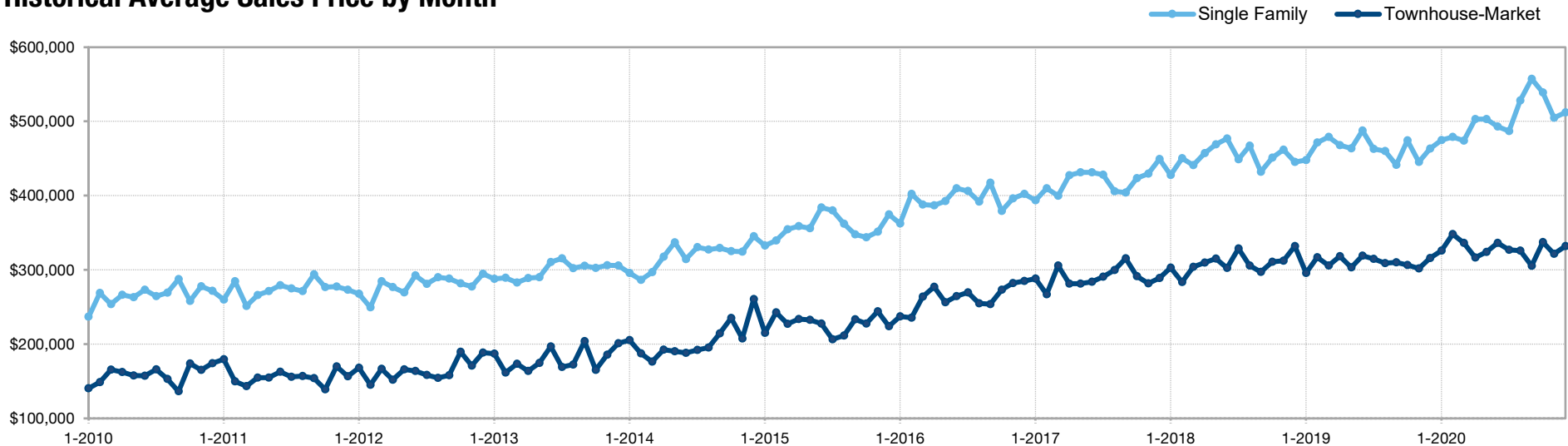
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2020	\$474,535	+5.9%	\$325,684	+10.1%
Feb-2020	\$479,033	+1.6%	\$348,212	+9.9%
Mar-2020	\$473,909	-1.1%	\$336,050	+9.9%
Apr-2020	\$502,813	+7.5%	\$316,628	-0.5%
May-2020	\$502,825	+8.5%	\$324,022	+6.8%
Jun-2020	\$492,801	+1.1%	\$336,088	+5.4%
Jul-2020	\$486,830	+5.2%	\$326,866	+3.8%
Aug-2020	\$528,019	+14.8%	\$325,879	+5.5%
Sep-2020	\$557,149	+26.2%	\$305,411	-1.5%
Oct-2020	\$538,875	+13.6%	\$337,352	+10.0%
Nov-2020	\$504,870	+13.4%	\$321,627	+6.5%
Dec-2020	\$511,743	+10.5%	\$332,054	+5.2%
12-Month Avg*	\$508,653	+9.5%	\$328,403	+5.7%

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

Historical Average Sales Price by Month

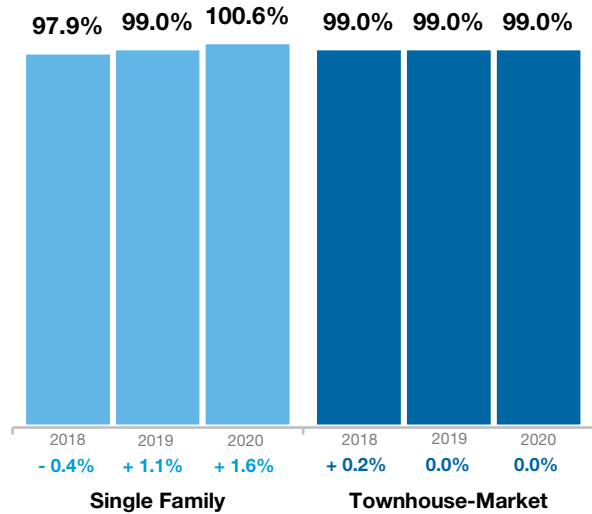


Percent of List Price Received

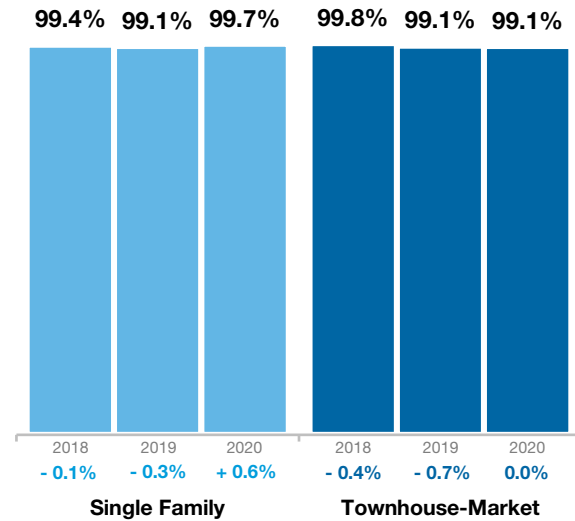
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2020	98.9%	+0.2%	98.8%	+0.2%
Feb-2020	99.5%	+0.8%	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%	99.2%	-0.3%
Aug-2020	99.7%	+0.9%	99.2%	-0.1%
Sep-2020	99.6%	+0.4%	98.8%	+0.1%
Oct-2020	99.7%	+1.0%	99.1%	+1.0%
Nov-2020	99.9%	+1.2%	99.3%	+1.0%
Dec-2020	100.6%	+1.6%	99.0%	0.0%
12-Month Avg*	99.1%	+0.6%	99.1%	-0.0%

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

Historical Percent of List Price Received by Month



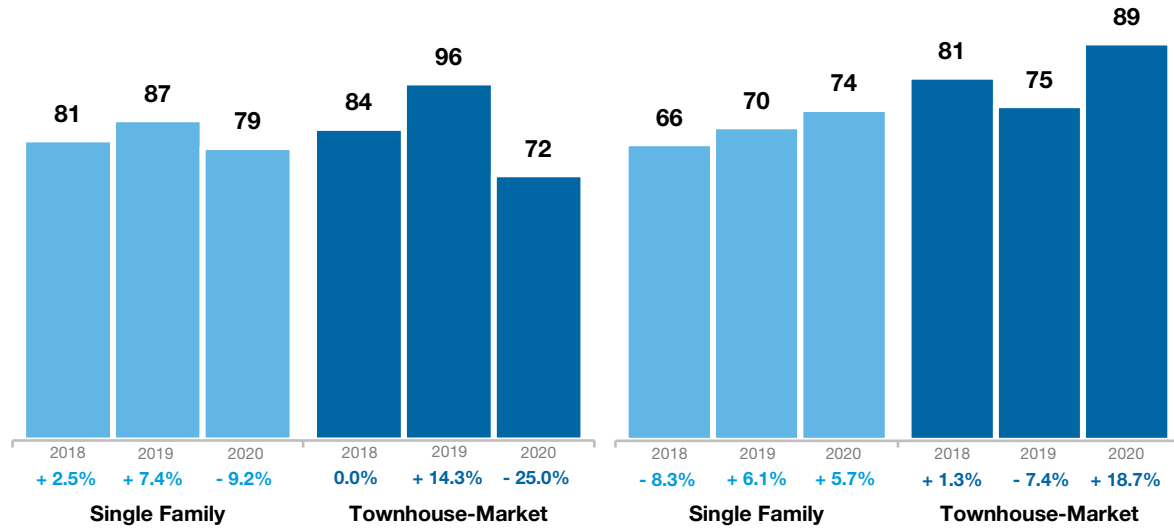
Days on Market Until Sale

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



December

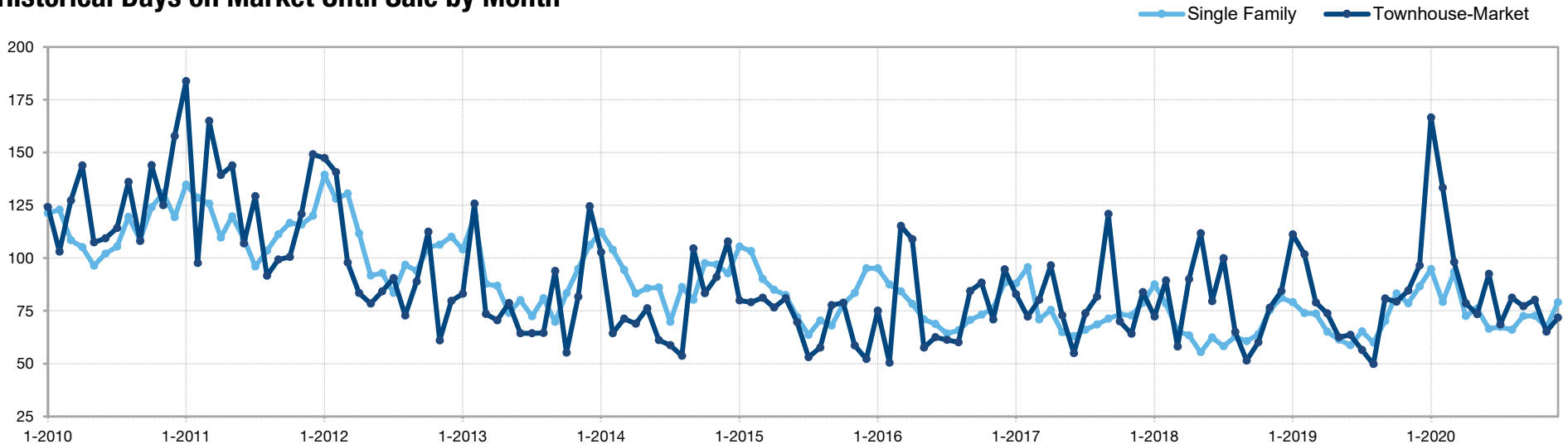
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2020	95	+20.3%	167	+50.5%
Feb-2020	79	+6.8%	133	+30.4%
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%	92	+43.8%
Jul-2020	67	+3.1%	68	+21.4%
Aug-2020	66	+10.0%	81	+62.0%
Sep-2020	73	+4.3%	77	-4.9%
Oct-2020	73	-12.0%	80	+1.3%
Nov-2020	67	-15.2%	65	-23.5%
Dec-2020	79	-9.2%	72	-25.0%
12-Month Avg	74	+5.5%	89	+18.7%

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

Historical Days on Market Until Sale by Month

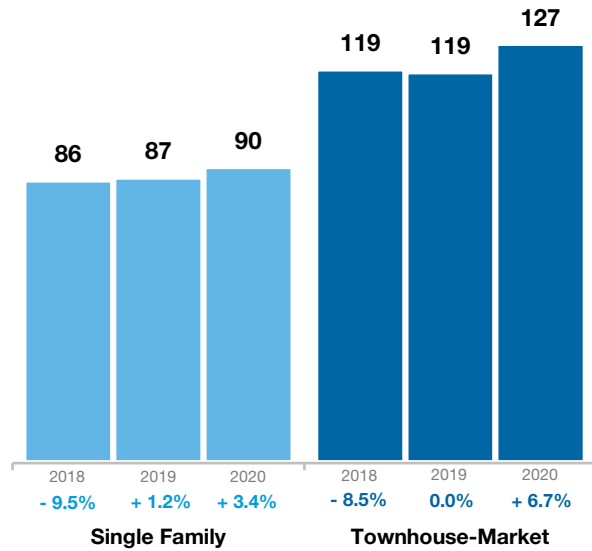


Housing Affordability Index

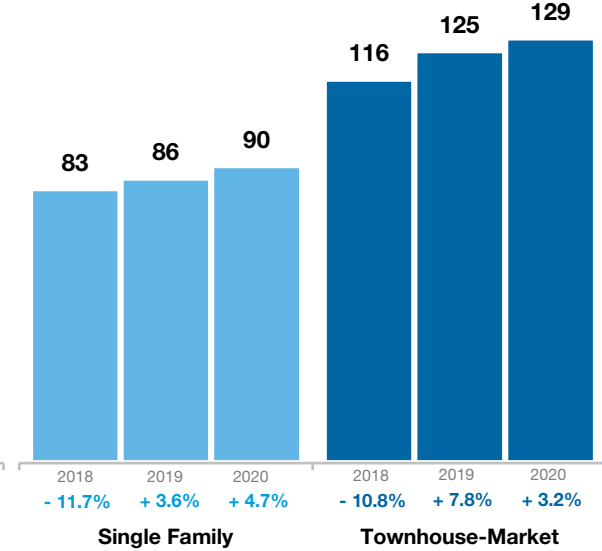
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

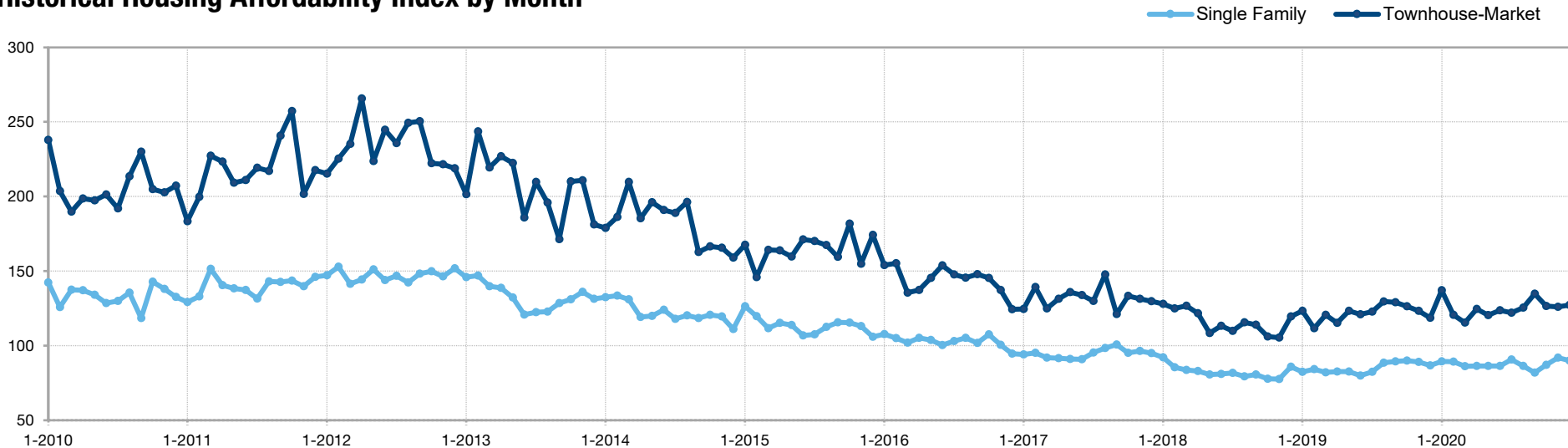


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
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%	124	+7.8%
May-2020	86	+3.6%	120	-2.4%
Jun-2020	86	+7.5%	124	+2.5%
Jul-2020	91	+11.0%	122	-0.8%
Aug-2020	86	-2.3%	125	-3.8%
Sep-2020	82	-7.9%	135	+4.7%
Oct-2020	87	-3.3%	127	+0.8%
Nov-2020	92	+3.4%	126	+2.4%
Dec-2020	90	+3.4%	127	+6.7%
12-Month Avg	88	+5.9%	85	+4.1%

Historical Housing Affordability Index by Month

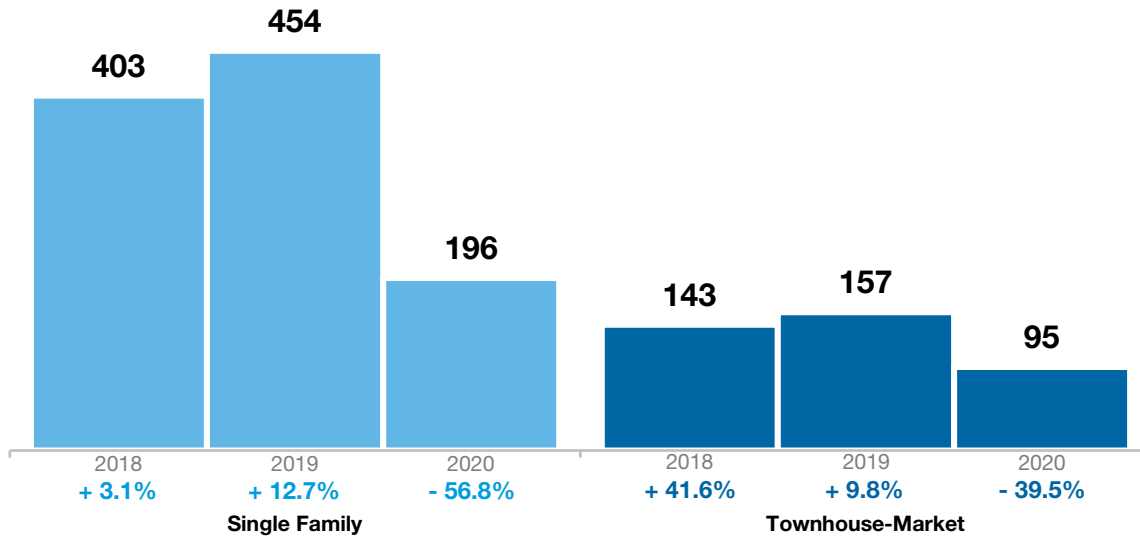


Inventory of Active Listings

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



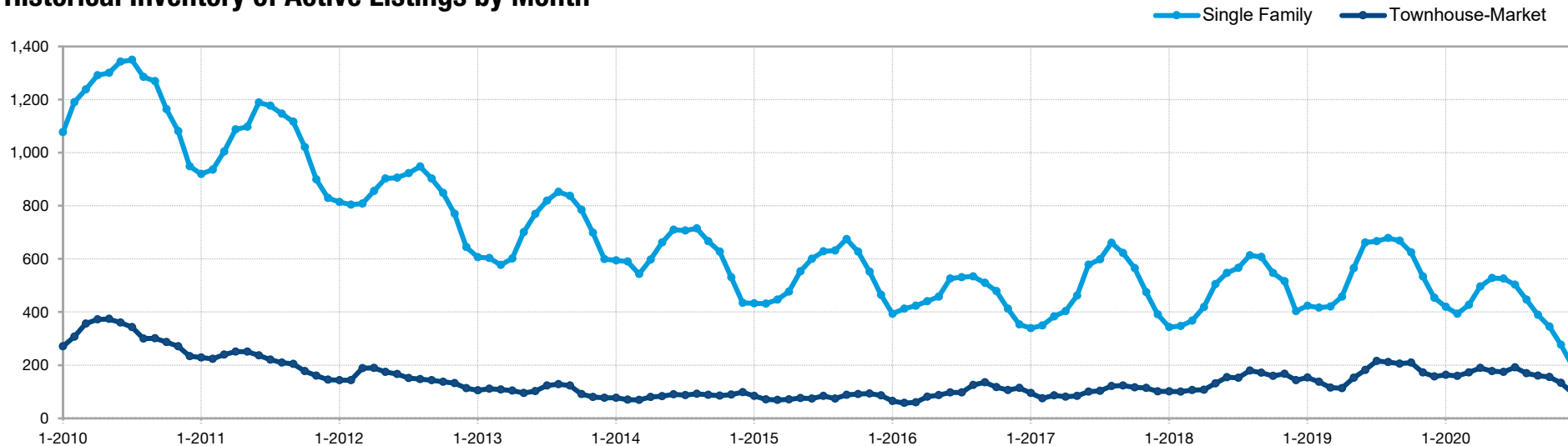
December



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2020	419	-0.9%	163	+6.5%
Feb-2020	393	-5.5%	159	+16.1%
Mar-2020	426	+1.4%	172	+49.6%
Apr-2020	496	+8.3%	190	+68.1%
May-2020	528	-6.5%	178	+17.1%
Jun-2020	526	-20.4%	175	-3.8%
Jul-2020	503	-24.5%	192	-11.1%
Aug-2020	447	-34.1%	169	-20.3%
Sep-2020	389	-41.8%	160	-22.3%
Oct-2020	345	-44.7%	155	-26.2%
Nov-2020	277	-48.1%	133	-23.1%
Dec-2020	196	-56.8%	95	-39.5%
12-Month Avg*	412	-24.7%	162	-4.2%

* Active Listings for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

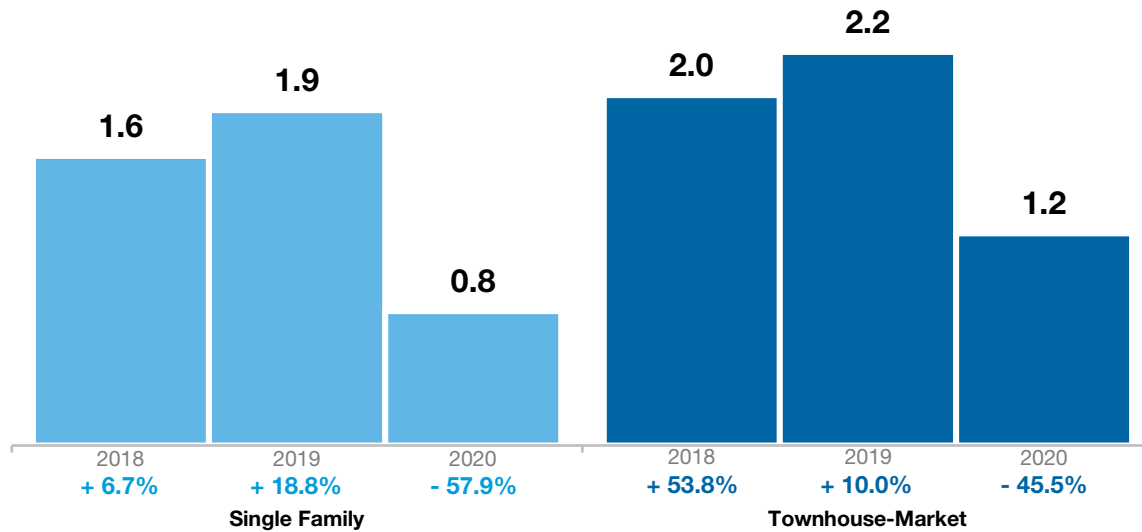


Months Supply of Inventory

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.



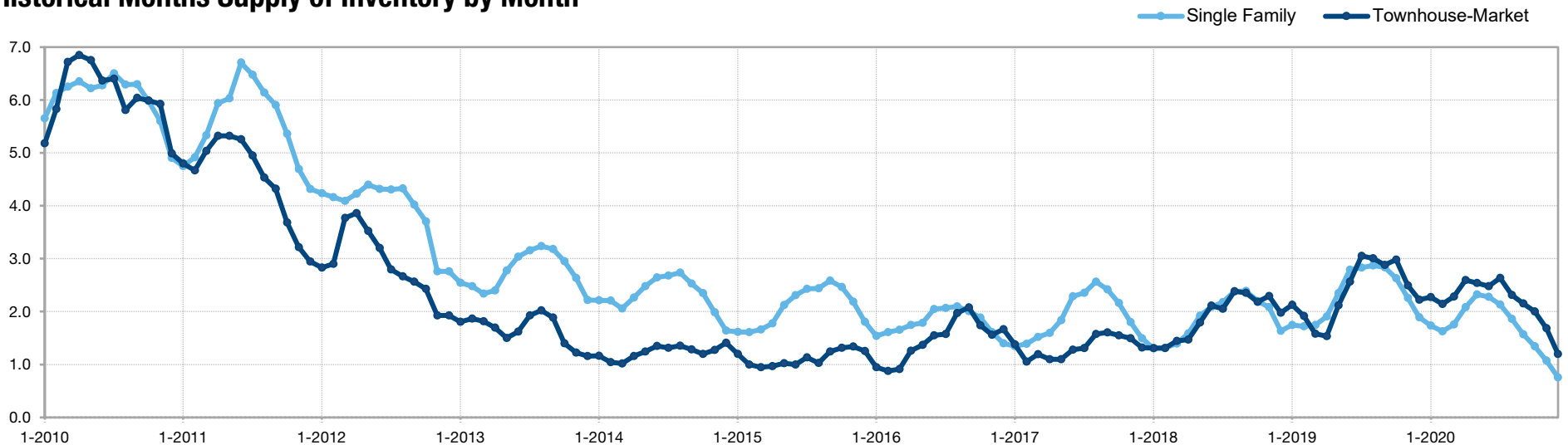
December



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2020	1.7	0.0%	2.3	+9.5%
Feb-2020	1.6	-5.9%	2.1	+10.5%
Mar-2020	1.8	+5.9%	2.3	+43.8%
Apr-2020	2.1	+10.5%	2.6	+73.3%
May-2020	2.3	0.0%	2.5	+19.0%
Jun-2020	2.3	-17.9%	2.5	-3.8%
Jul-2020	2.1	-25.0%	2.6	-13.3%
Aug-2020	1.9	-34.5%	2.3	-23.3%
Sep-2020	1.6	-42.9%	2.2	-24.1%
Oct-2020	1.3	-50.0%	2.0	-33.3%
Nov-2020	1.1	-52.2%	1.7	-32.0%
Dec-2020	0.8	-57.9%	1.2	-45.5%
12-Month Avg*	1.7	-25.5%	2.2	-7.6%

* Months Supply for all properties from January 2020 through December 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.



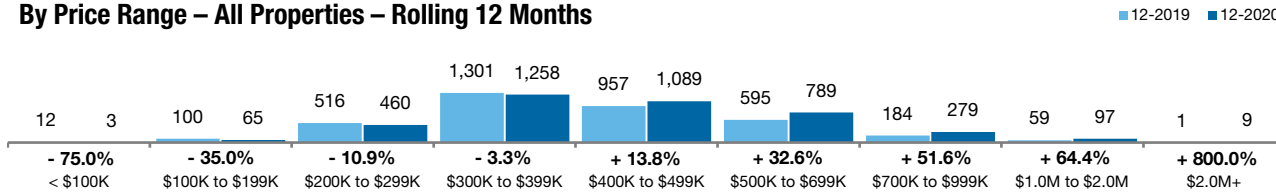
Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		179	189	+ 5.6%	4,933	4,625	- 6.2%
Pending Sales		171	251	+ 46.8%	857	982	+ 14.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		302	309	+ 2.3%	3,725	4,049	+ 8.7%
Median Sales Price		\$394,950	\$413,000	+ 4.6%	\$395,000	\$415,000	+ 5.1%
Avg. Sales Price		\$429,942	\$469,292	+ 8.6%	\$429,557	\$466,341	+ 8.6%
Pct. of List Price Received		99.0%	100.2%	+ 0.4%	99.1%	99.5%	+ 0.4%
Days on Market		89	77	+ 8.5%	71	77	+ 8.5%
Affordability Index		93	98	+ 4.8%	93	97	+ 4.8%
Active Listings		611	291	- 52.4%	--	--	--
Months Supply		2.0	0.9	- 56.2%	--	--	--

Sold Listings

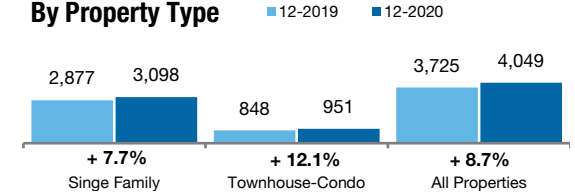
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$99,999 and Below	12	2	-83.3%	0	1	--
\$100,000 to \$199,999	49	25	-49.0%	51	40	-21.6%
\$200,000 to \$299,999	123	86	-30.1%	393	374	-4.8%
\$300,000 to \$399,999	994	836	-15.9%	307	422	+37.5%
\$400,000 to \$499,999	891	1,024	+14.9%	66	65	-1.5%
\$500,000 to \$699,999	574	760	+32.4%	21	29	+38.1%
\$700,000 to \$999,999	177	262	+48.0%	7	17	+142.9%
\$1,000,000 to \$1,999,999	56	94	+67.9%	3	3	0.0%
\$2,000,000 and Above	1	9	+800.0%	0	0	--
All Price Ranges	2,877	3,098	+7.7%	848	951	+12.1%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2020	12-2020	Change	11-2020	12-2020	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	1	-66.7%	1	4	+300.0%
\$200,000 to \$299,999	6	10	+66.7%	29	20	-31.0%
\$300,000 to \$399,999	51	65	+27.5%	37	38	+2.7%
\$400,000 to \$499,999	85	76	-10.6%	3	9	+200.0%
\$500,000 to \$699,999	65	56	-13.8%	1	1	0.0%
\$700,000 to \$999,999	15	17	+13.3%	1	1	0.0%
\$1,000,000 to \$1,999,999	5	11	+120.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	231	236	+2.2%	72	73	+1.4%

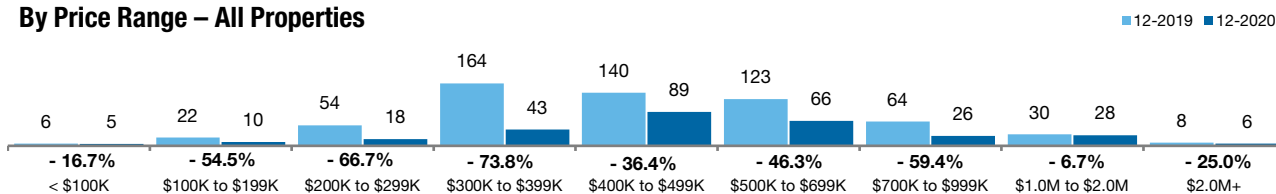
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$99,999 and Below	12	2	-83.3%	0	1	--
\$100,000 to \$199,999	49	25	-49.0%	51	40	-21.6%
\$200,000 to \$299,999	123	86	-30.1%	393	374	-4.8%
\$300,000 to \$399,999	994	836	-15.9%	307	422	+37.5%
\$400,000 to \$499,999	891	1,024	+14.9%	66	65	-1.5%
\$500,000 to \$699,999	574	760	+32.4%	21	29	+38.1%
\$700,000 to \$999,999	177	262	+48.0%	7	17	+142.9%
\$1,000,000 to \$1,999,999	56	94	+67.9%	3	3	0.0%
\$2,000,000 and Above	1	9	+800.0%	0	0	--
All Price Ranges	2,877	3,098	+7.7%	848	951	+12.1%

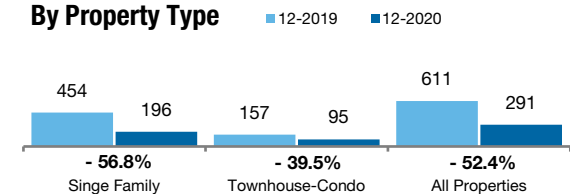
Inventory of Active Listings

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		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$99,999 and Below	6	5	-16.7%	0	0	--
\$100,000 to \$199,999	12	8	-33.3%	10	2	-80.0%
\$200,000 to \$299,999	16	4	-75.0%	38	14	-63.2%
\$300,000 to \$399,999	93	12	-87.1%	71	31	-56.3%
\$400,000 to \$499,999	130	64	-50.8%	10	25	+150.0%
\$500,000 to \$699,999	104	51	-51.0%	19	15	-21.1%
\$700,000 to \$999,999	55	22	-60.0%	9	4	-55.6%
\$1,000,000 to \$1,999,999	30	24	-20.0%	0	4	--
\$2,000,000 and Above	8	6	-25.0%	0	0	--
All Price Ranges	454	196	-56.8%	157	95	-39.5%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2020	12-2020	Change	11-2020	12-2020	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	9	8	-11.1%	3	2	-33.3%
\$200,000 to \$299,999	6	4	-33.3%	23	14	-39.1%
\$300,000 to \$399,999	15	12	-20.0%	41	31	-24.4%
\$400,000 to \$499,999	100	64	-36.0%	34	25	-26.5%
\$500,000 to \$699,999	75	51	-32.0%	20	15	-25.0%
\$700,000 to \$999,999	35	22	-37.1%	6	4	-33.3%
\$1,000,000 to \$1,999,999	26	24	-7.7%	6	4	-33.3%
\$2,000,000 and Above	6	6	0.0%	0	0	--
All Price Ranges	277	196	-29.2%	133	95	-28.6%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$99,999 and Below	6	5	-16.7%	0	0	--
\$100,000 to \$199,999	12	8	-33.3%	10	2	-80.0%
\$200,000 to \$299,999	16	4	-75.0%	38	14	-63.2%
\$300,000 to \$399,999	93	12	-87.1%	71	31	-56.3%
\$400,000 to \$499,999	130	64	-50.8%	10	25	+150.0%
\$500,000 to \$699,999	104	51	-51.0%	19	15	-21.1%
\$700,000 to \$999,999	55	22	-60.0%	9	4	-55.6%
\$1,000,000 to \$1,999,999	30	24	-20.0%	0	4	--
\$2,000,000 and Above	8	6	-25.0%	0	0	--
All Price Ranges	454	196	-56.8%	157	95	-39.5%

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 December 2020

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Windsor

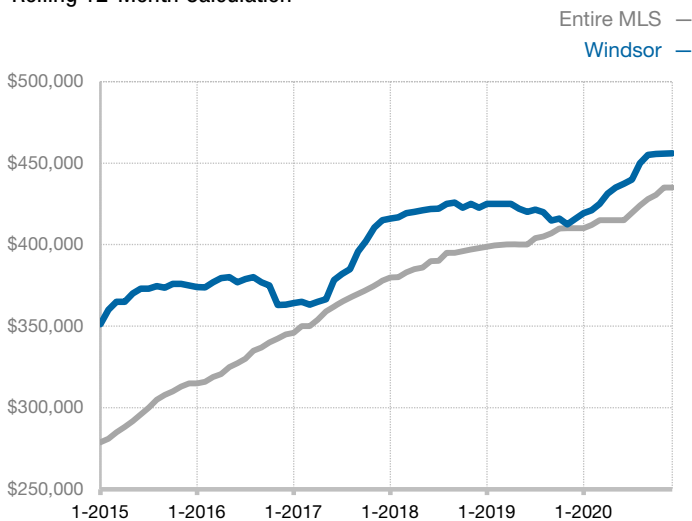
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	50	52	+ 4.0%	1,345	1,248	- 7.2%
Closed Sales	66	99	+ 50.0%	1,063	1,015	- 4.5%
Median Sales Price*	\$457,495	\$462,500	+ 1.1%	\$415,995	\$456,000	+ 9.6%
Average Sales Price*	\$489,674	\$483,100	- 1.3%	\$467,145	\$505,368	+ 8.2%
Percent of List Price Received*	99.2%	100.5%	+ 1.3%	99.6%	99.7%	+ 0.1%
Days on Market Until Sale	88	74	- 15.9%	85	80	- 5.9%
Inventory of Homes for Sale	195	105	- 46.2%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--

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

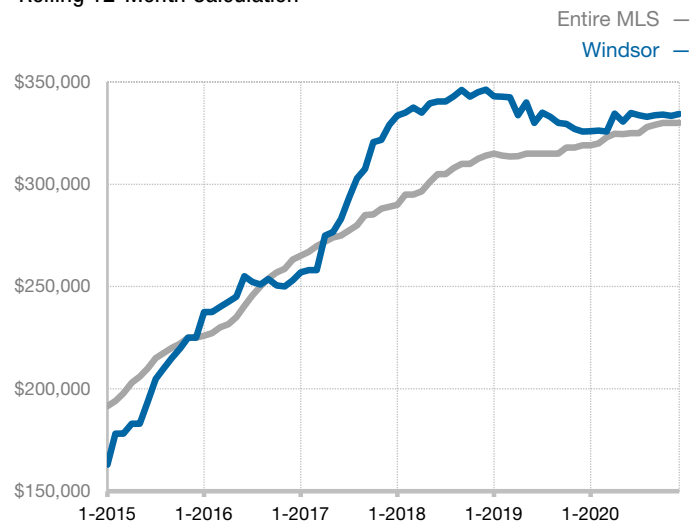
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	3	17	+ 466.7%	183	187	+ 2.2%
Closed Sales	3	16	+ 433.3%	122	156	+ 27.9%
Median Sales Price*	\$345,000	\$354,361	+ 2.7%	\$325,750	\$334,385	+ 2.7%
Average Sales Price*	\$352,000	\$346,906	- 1.4%	\$332,904	\$340,335	+ 2.2%
Percent of List Price Received*	99.2%	100.2%	+ 1.0%	100.2%	100.2%	0.0%
Days on Market Until Sale	132	171	+ 29.5%	156	163	+ 4.5%
Inventory of Homes for Sale	44	29	- 34.1%	--	--	--
Months Supply of Inventory	4.3	2.2	- 48.8%	--	--	--

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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 December 2020

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Berthoud

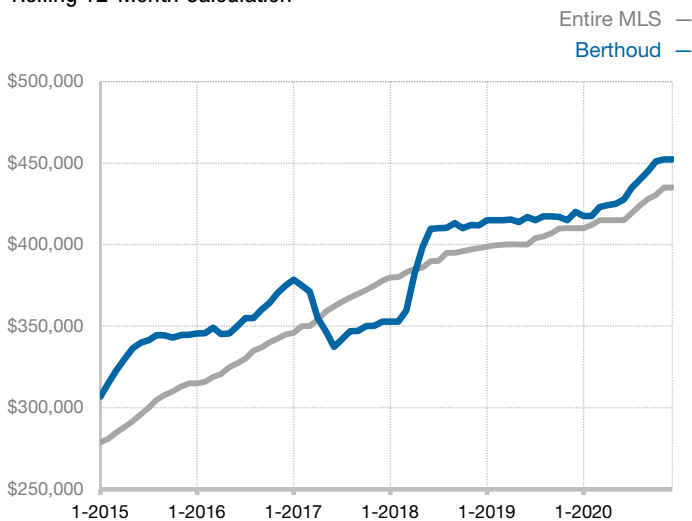
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	19	32	+ 68.4%	539	640	+ 18.7%
Closed Sales	23	33	+ 43.5%	436	502	+ 15.1%
Median Sales Price*	\$518,000	\$475,000	- 8.3%	\$420,000	\$452,319	+ 7.7%
Average Sales Price*	\$528,771	\$534,114	+ 1.0%	\$472,803	\$517,269	+ 9.4%
Percent of List Price Received*	99.4%	100.1%	+ 0.7%	99.5%	99.6%	+ 0.1%
Days on Market Until Sale	65	102	+ 56.9%	93	87	- 6.5%
Inventory of Homes for Sale	96	61	- 36.5%	--	--	--
Months Supply of Inventory	2.6	1.5	- 42.3%	--	--	--

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

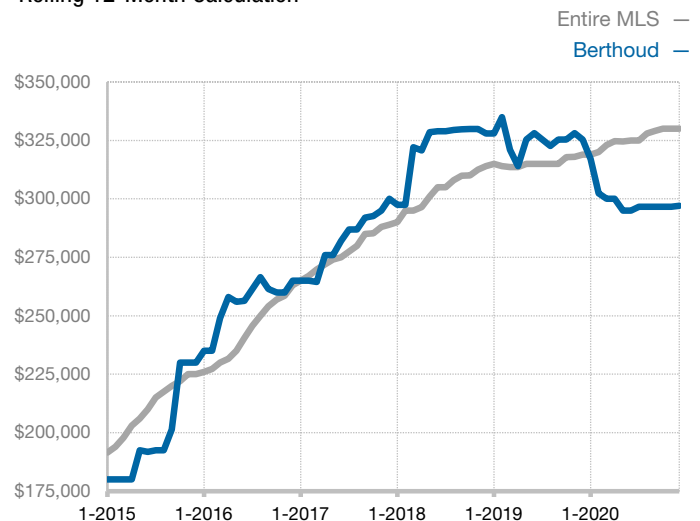
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	9	4	- 55.6%	85	75	- 11.8%
Closed Sales	4	4	0.0%	35	82	+ 134.3%
Median Sales Price*	\$271,000	\$310,058	+ 14.4%	\$325,397	\$297,000	- 8.7%
Average Sales Price*	\$295,098	\$323,129	+ 9.5%	\$354,170	\$334,027	- 5.7%
Percent of List Price Received*	99.9%	102.1%	+ 2.2%	101.0%	100.7%	- 0.3%
Days on Market Until Sale	24	140	+ 483.3%	98	141	+ 43.9%
Inventory of Homes for Sale	18	3	- 83.3%	--	--	--
Months Supply of Inventory	5.7	0.4	- 93.0%	--	--	--

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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 December 2020

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Loveland

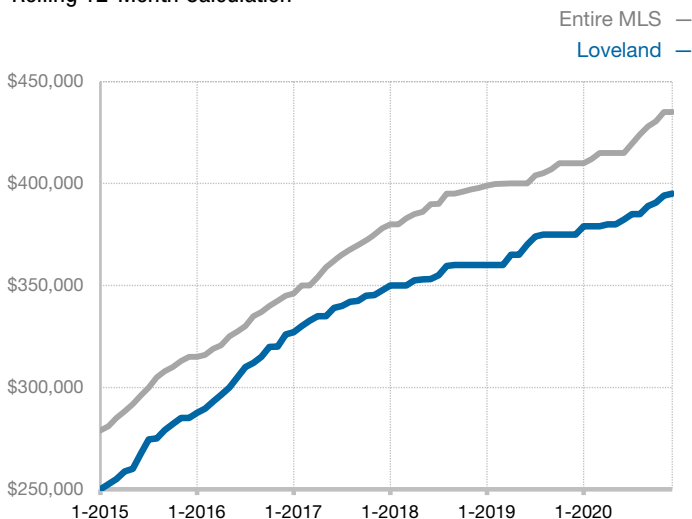
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	73	69	- 5.5%	1,858	1,827	- 1.7%
Closed Sales	107	119	+ 11.2%	1,392	1,647	+ 18.3%
Median Sales Price*	\$375,000	\$400,000	+ 6.7%	\$375,000	\$395,000	+ 5.3%
Average Sales Price*	\$434,871	\$453,273	+ 4.2%	\$431,121	\$445,780	+ 3.4%
Percent of List Price Received*	98.8%	99.8%	+ 1.0%	99.1%	99.8%	+ 0.7%
Days on Market Until Sale	80	56	- 30.0%	62	61	- 1.6%
Inventory of Homes for Sale	170	85	- 50.0%	--	--	--
Months Supply of Inventory	1.5	0.6	- 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.

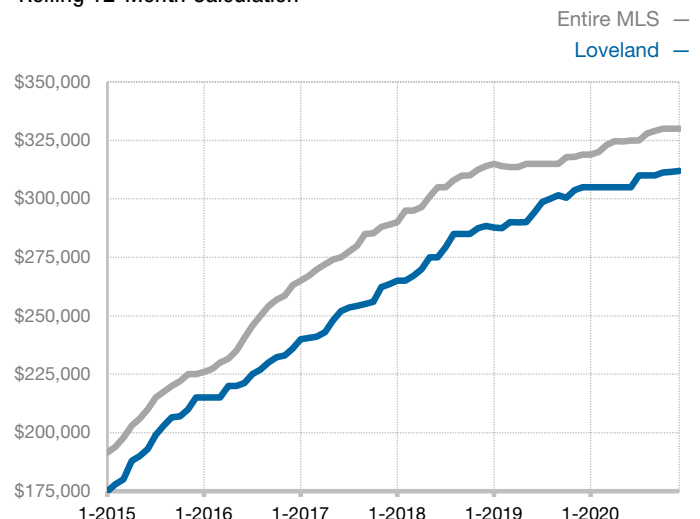
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	27	28	+ 3.7%	385	404	+ 4.9%
Closed Sales	26	25	- 3.8%	322	332	+ 3.1%
Median Sales Price*	\$302,250	\$318,000	+ 5.2%	\$304,950	\$312,000	+ 2.3%
Average Sales Price*	\$309,359	\$323,270	+ 4.5%	\$313,853	\$325,261	+ 3.6%
Percent of List Price Received*	99.4%	99.7%	+ 0.3%	99.9%	99.9%	0.0%
Days on Market Until Sale	88	51	- 42.0%	123	104	- 15.4%
Inventory of Homes for Sale	73	52	- 28.8%	--	--	--
Months Supply of Inventory	2.7	1.9	- 29.6%	--	--	--

* 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 December 2020

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Boulder

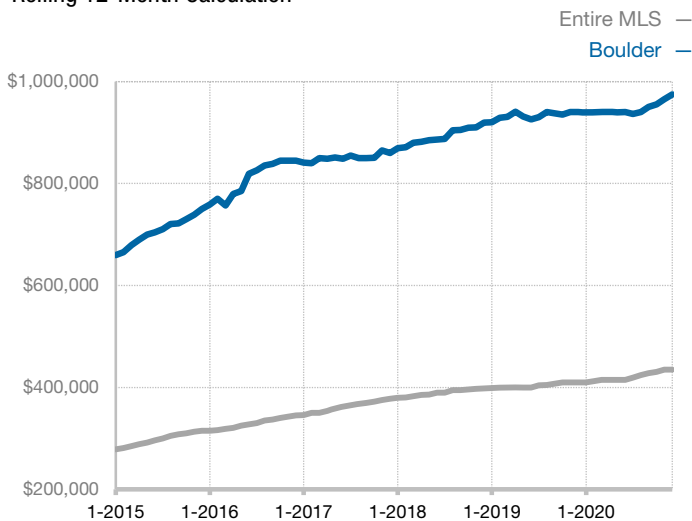
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	36	39	+ 8.3%	1,539	1,434	- 6.8%
Closed Sales	74	75	+ 1.4%	935	1,035	+ 10.7%
Median Sales Price*	\$933,763	\$1,018,000	+ 9.0%	\$940,000	\$975,000	+ 3.7%
Average Sales Price*	\$1,156,660	\$1,382,951	+ 19.6%	\$1,207,396	\$1,239,437	+ 2.7%
Percent of List Price Received*	96.5%	98.7%	+ 2.3%	98.0%	98.6%	+ 0.6%
Days on Market Until Sale	81	70	- 13.6%	67	63	- 6.0%
Inventory of Homes for Sale	162	102	- 37.0%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--

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

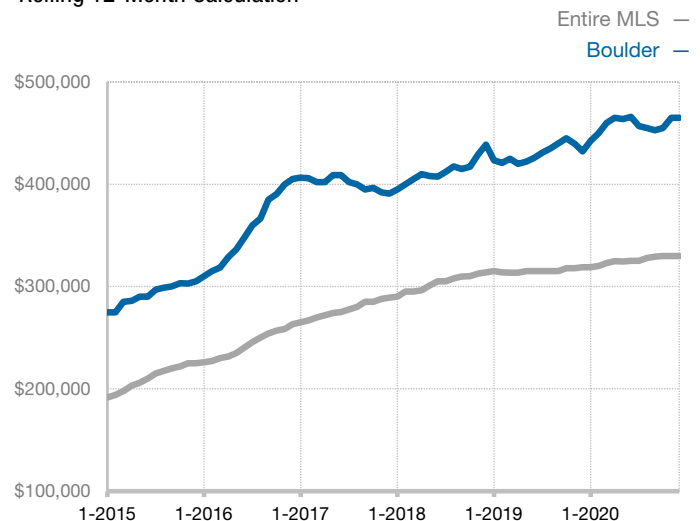
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	24	25	+ 4.2%	986	1,121	+ 13.7%
Closed Sales	41	60	+ 46.3%	652	731	+ 12.1%
Median Sales Price*	\$415,000	\$455,000	+ 9.6%	\$432,250	\$465,000	+ 7.6%
Average Sales Price*	\$550,790	\$519,041	- 5.8%	\$516,674	\$544,997	+ 5.5%
Percent of List Price Received*	98.3%	98.6%	+ 0.3%	98.9%	98.8%	- 0.1%
Days on Market Until Sale	114	76	- 33.3%	80	64	- 20.0%
Inventory of Homes for Sale	111	104	- 6.3%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--

* 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 December 2020

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Johnstown

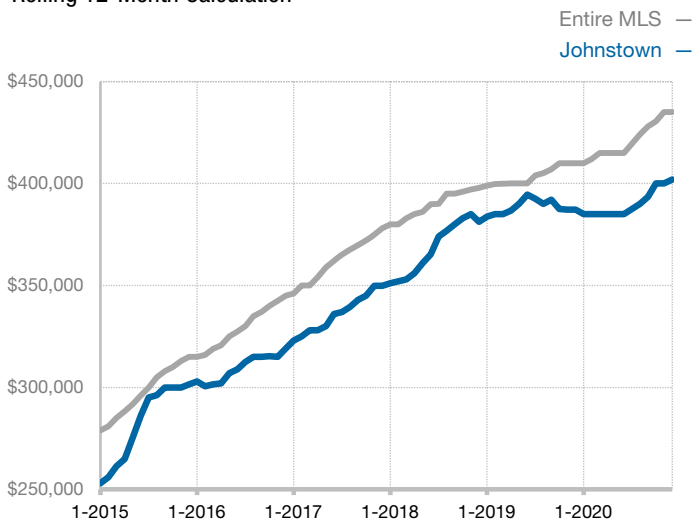
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	13	21	+ 61.5%	504	455	- 9.7%
Closed Sales	28	30	+ 7.1%	392	400	+ 2.0%
Median Sales Price*	\$375,500	\$417,500	+ 11.2%	\$387,250	\$402,000	+ 3.8%
Average Sales Price*	\$407,073	\$414,095	+ 1.7%	\$414,872	\$422,978	+ 2.0%
Percent of List Price Received*	99.1%	100.4%	+ 1.3%	99.6%	99.9%	+ 0.3%
Days on Market Until Sale	87	65	- 25.3%	74	59	- 20.3%
Inventory of Homes for Sale	56	20	- 64.3%	--	--	--
Months Supply of Inventory	1.7	0.6	- 64.7%	--	--	--

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

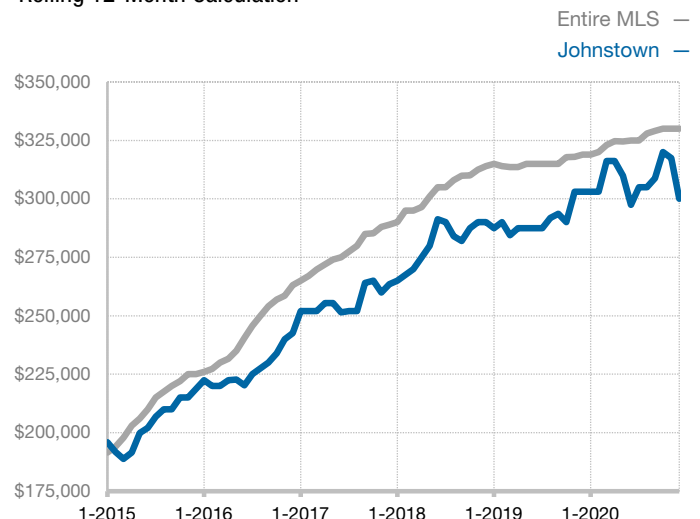
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	0	2	--	18	31	+ 72.2%
Closed Sales	0	2	--	17	21	+ 23.5%
Median Sales Price*	\$0	\$282,000	--	\$303,000	\$300,000	- 1.0%
Average Sales Price*	\$0	\$282,000	--	\$316,603	\$316,471	- 0.0%
Percent of List Price Received*	0.0%	100.9%	--	99.6%	98.8%	- 0.8%
Days on Market Until Sale	0	51	--	70	51	- 27.1%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.2	0.5	- 58.3%	--	--	--

* 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 December 2020

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Fort Collins

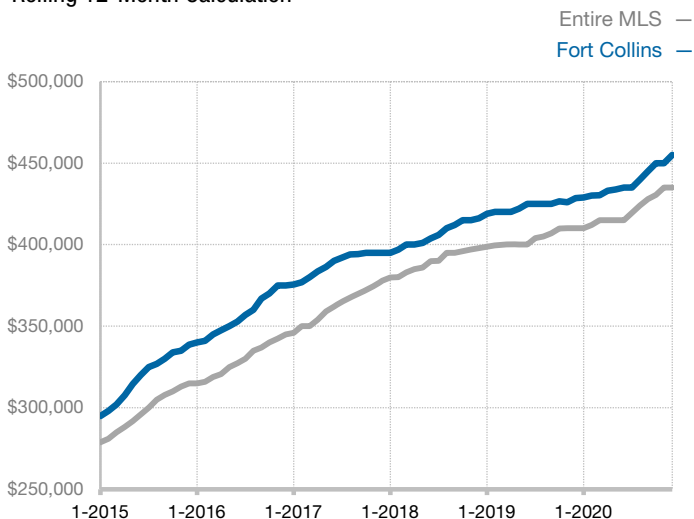
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	85	96	+ 12.9%	2,685	2,578	- 4.0%
Closed Sales	160	160	0.0%	2,087	2,272	+ 8.9%
Median Sales Price*	\$426,000	\$471,000	+ 10.6%	\$428,500	\$455,000	+ 6.2%
Average Sales Price*	\$469,268	\$551,938	+ 17.6%	\$474,159	\$519,355	+ 9.5%
Percent of List Price Received*	99.0%	99.7%	+ 0.7%	99.1%	99.4%	+ 0.3%
Days on Market Until Sale	74	67	- 9.5%	61	62	+ 1.6%
Inventory of Homes for Sale	252	106	- 57.9%	--	--	--
Months Supply of Inventory	1.4	0.6	- 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.

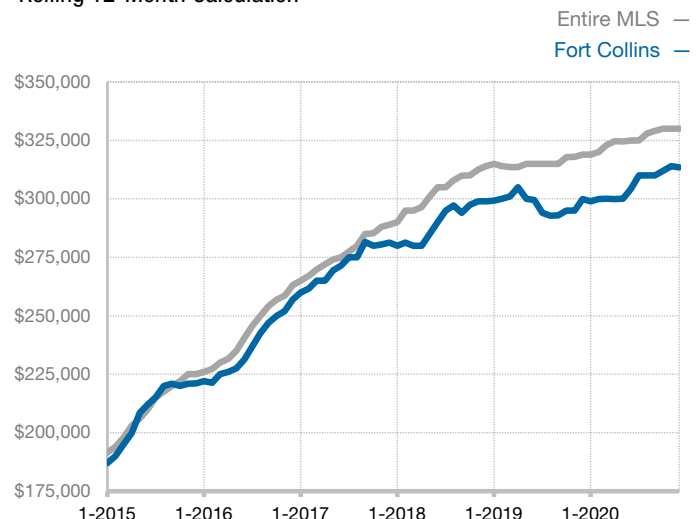
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	43	36	- 16.3%	1,016	956	- 5.9%
Closed Sales	55	62	+ 12.7%	755	823	+ 9.0%
Median Sales Price*	\$330,000	\$315,000	- 4.5%	\$299,900	\$313,500	+ 4.5%
Average Sales Price*	\$323,299	\$333,680	+ 3.2%	\$312,336	\$328,315	+ 5.1%
Percent of List Price Received*	98.8%	98.9%	+ 0.1%	99.0%	99.0%	0.0%
Days on Market Until Sale	87	67	- 23.0%	69	82	+ 18.8%
Inventory of Homes for Sale	124	78	- 37.1%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--

* 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 December 2020

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Wellington

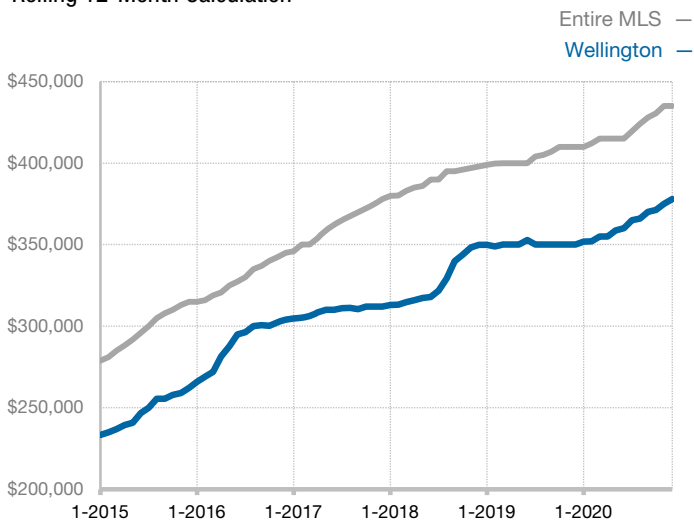
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	20	20	0.0%	446	405	- 9.2%
Closed Sales	39	36	- 7.7%	341	363	+ 6.5%
Median Sales Price*	\$356,000	\$389,948	+ 9.5%	\$350,000	\$378,000	+ 8.0%
Average Sales Price*	\$372,495	\$400,576	+ 7.5%	\$372,739	\$401,924	+ 7.8%
Percent of List Price Received*	99.8%	101.6%	+ 1.8%	99.7%	101.0%	+ 1.3%
Days on Market Until Sale	96	86	- 10.4%	82	91	+ 11.0%
Inventory of Homes for Sale	62	35	- 43.5%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--

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

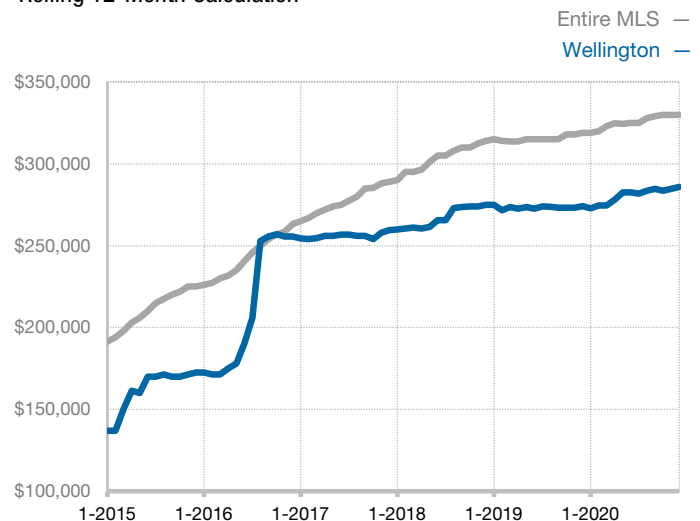
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	2	0	- 100.0%	81	65	- 19.8%
Closed Sales	11	4	- 63.6%	70	67	- 4.3%
Median Sales Price*	\$276,785	\$278,043	+ 0.5%	\$274,100	\$286,000	+ 4.3%
Average Sales Price*	\$279,617	\$276,993	- 0.9%	\$273,078	\$284,441	+ 4.2%
Percent of List Price Received*	99.7%	99.8%	+ 0.1%	99.8%	99.7%	- 0.1%
Days on Market Until Sale	119	34	- 71.4%	104	81	- 22.1%
Inventory of Homes for Sale	10	2	- 80.0%	--	--	--
Months Supply of Inventory	1.7	0.4	- 76.5%	--	--	--

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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 December 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Greeley

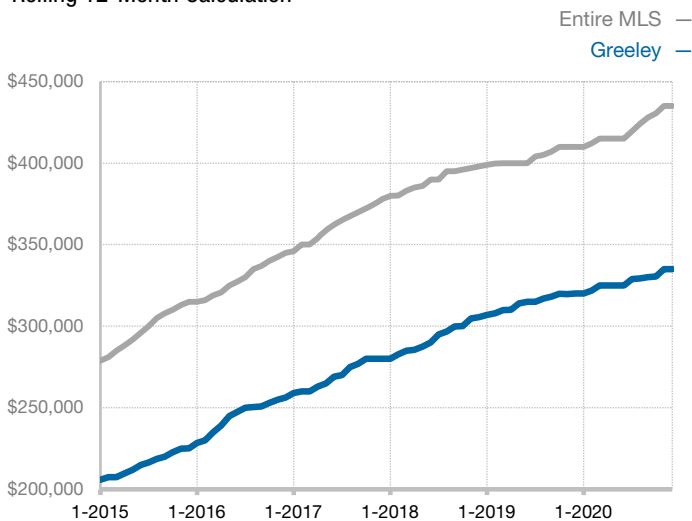
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	69	86	+ 24.6%	1,865	1,622	- 13.0%
Closed Sales	104	118	+ 13.5%	1,589	1,461	- 8.1%
Median Sales Price*	\$324,000	\$347,138	+ 7.1%	\$320,000	\$335,000	+ 4.7%
Average Sales Price*	\$327,421	\$365,492	+ 11.6%	\$330,487	\$353,410	+ 6.9%
Percent of List Price Received*	99.2%	99.8%	+ 0.6%	99.6%	99.7%	+ 0.1%
Days on Market Until Sale	68	50	- 26.5%	56	56	0.0%
Inventory of Homes for Sale	146	96	- 34.2%	--	--	--
Months Supply of Inventory	1.1	0.8	- 27.3%	--	--	--

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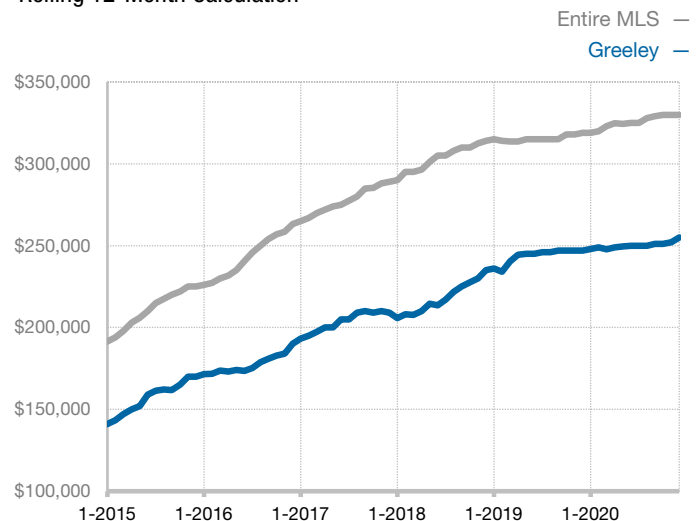
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	8	15	+ 87.5%	327	303	- 7.3%
Closed Sales	22	26	+ 18.2%	284	255	- 10.2%
Median Sales Price*	\$235,250	\$273,750	+ 16.4%	\$247,000	\$255,000	+ 3.2%
Average Sales Price*	\$244,070	\$264,817	+ 8.5%	\$247,749	\$257,876	+ 4.1%
Percent of List Price Received*	98.8%	98.6%	- 0.2%	99.2%	99.0%	- 0.2%
Days on Market Until Sale	61	72	+ 18.0%	55	56	+ 1.8%
Inventory of Homes for Sale	21	16	- 23.8%	--	--	--
Months Supply of Inventory	0.9	0.8	- 11.1%	--	--	--

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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 December 2020

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Longmont

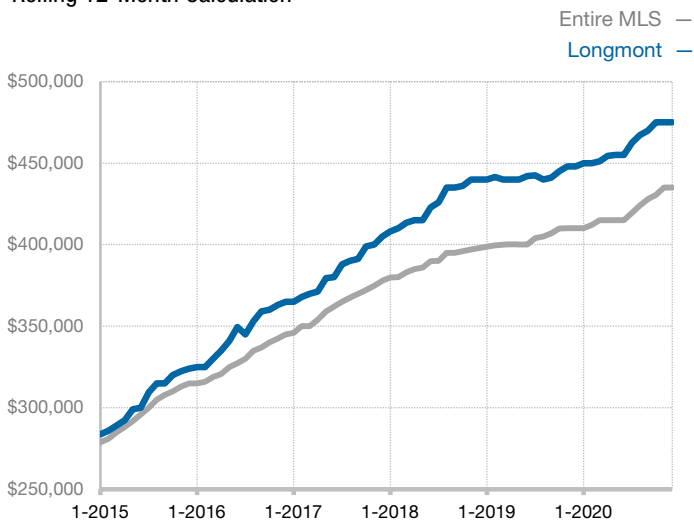
Key Metrics	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	70	53	- 24.3%	1,829	1,560	- 14.7%
Closed Sales	115	100	- 13.0%	1,387	1,478	+ 6.6%
Median Sales Price*	\$460,000	\$478,600	+ 4.0%	\$448,000	\$475,000	+ 6.0%
Average Sales Price*	\$510,947	\$625,721	+ 22.5%	\$508,225	\$562,773	+ 10.7%
Percent of List Price Received*	98.9%	99.7%	+ 0.8%	99.0%	99.7%	+ 0.7%
Days on Market Until Sale	64	55	- 14.1%	59	59	0.0%
Inventory of Homes for Sale	219	92	- 58.0%	--	--	--
Months Supply of Inventory	1.9	0.7	- 63.2%	--	--	--

* 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	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
New Listings	12	12	0.0%	454	322	- 29.1%
Closed Sales	33	14	- 57.6%	375	314	- 16.3%
Median Sales Price*	\$350,000	\$331,000	- 5.4%	\$329,900	\$352,488	+ 6.8%
Average Sales Price*	\$363,561	\$334,036	- 8.1%	\$346,065	\$367,041	+ 6.1%
Percent of List Price Received*	99.3%	99.9%	+ 0.6%	99.6%	99.5%	- 0.1%
Days on Market Until Sale	100	40	- 60.0%	77	53	- 31.2%
Inventory of Homes for Sale	39	10	- 74.4%	--	--	--
Months Supply of Inventory	1.2	0.4	- 66.7%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

