



FCBR 2021

FORT COLLINS BOARD OF REALTORS®

Jennifer Harms
970-204-1100
jenniferharms@allstate.com
allstate.com/jenniferharms

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Monthly Indicators



December 2021

New Listings were down 34.7 percent for single family homes and 17.9 percent for townhouse-condo properties. Pending Sales landed at 128 for single family homes and 60 for townhouse-condo properties.

The Median Sales Price was up 25.0 percent to \$559,950 for single family homes and 18.4 percent to \$375,135 for townhouse-condo properties. Days on Market decreased 29.1 percent for single family homes and 25.7 percent for townhouse-condo properties.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

Activity Snapshot

- 17.0% **- 29.1%** **+ 25.0%**

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	12-2020	12-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		147	96	- 34.7%	3,560	3,223	- 9.5%
Pending Sales		183	128	- 30.1%	3,195	3,006	- 5.9%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		241	200	- 17.0%	3,109	3,103	- 0.2%
Median Sales Price		\$448,000	\$559,950	+ 25.0%	\$446,901	\$519,805	+ 16.3%
Avg. Sales Price		\$513,859	\$636,539	+ 23.9%	\$508,741	\$586,426	+ 15.3%
Pct. of List Price Received		100.4%	101.0%	+ 0.6%	99.7%	102.2%	+ 2.5%
Days on Market		79	56	- 29.1%	74	53	- 28.4%
Affordability Index		90	67	- 25.6%	90	73	- 18.9%
Active Listings		222	122	- 45.0%	--	--	--
Months Supply		0.9	0.5	- 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.



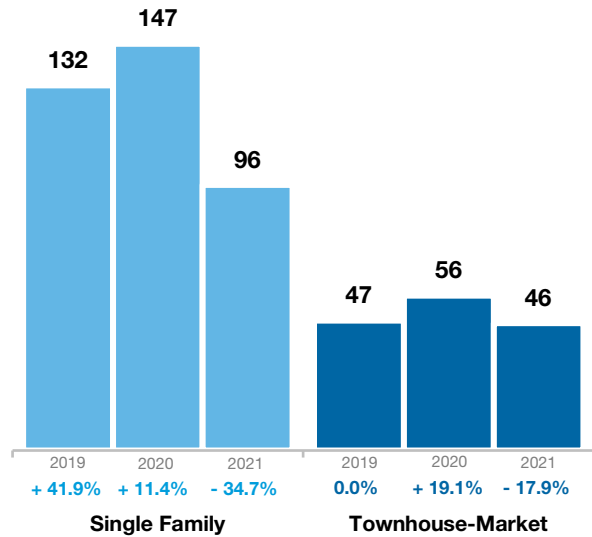
Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		56	46	- 17.9%	1,108	1,091	- 1.5%
Pending Sales		74	60	- 18.9%	984	1,031	+ 4.8%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		75	79	+ 5.3%	954	1,033	+ 8.3%
Median Sales Price		\$316,885	\$375,135	+ 18.4%	\$312,450	\$358,293	+ 14.7%
Avg. Sales Price		\$332,438	\$390,490	+ 17.5%	\$328,345	\$379,497	+ 15.6%
Pct. of List Price Received		99.0%	100.1%	+ 1.1%	99.1%	101.4%	+ 2.3%
Days on Market		74	55	- 25.7%	89	61	- 31.5%
Affordability Index		127	101	- 20.5%	129	105	- 18.6%
Active Listings		105	40	- 61.9%	--	--	--
Months Supply		1.3	0.5	- 61.5%	--	--	--

New Listings

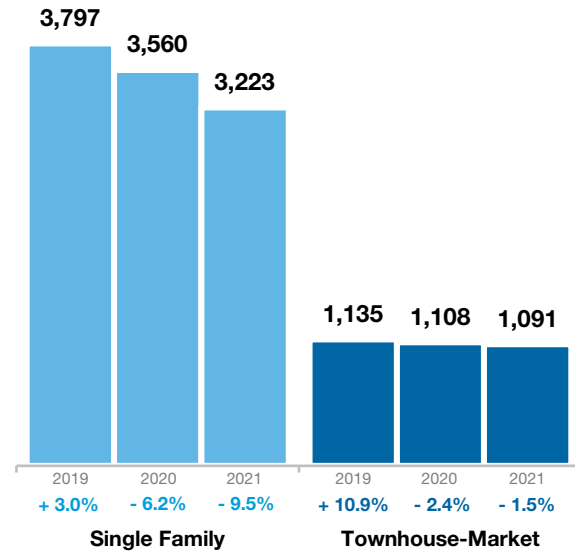
A count of the properties that have been newly listed on the market in a given month.



December

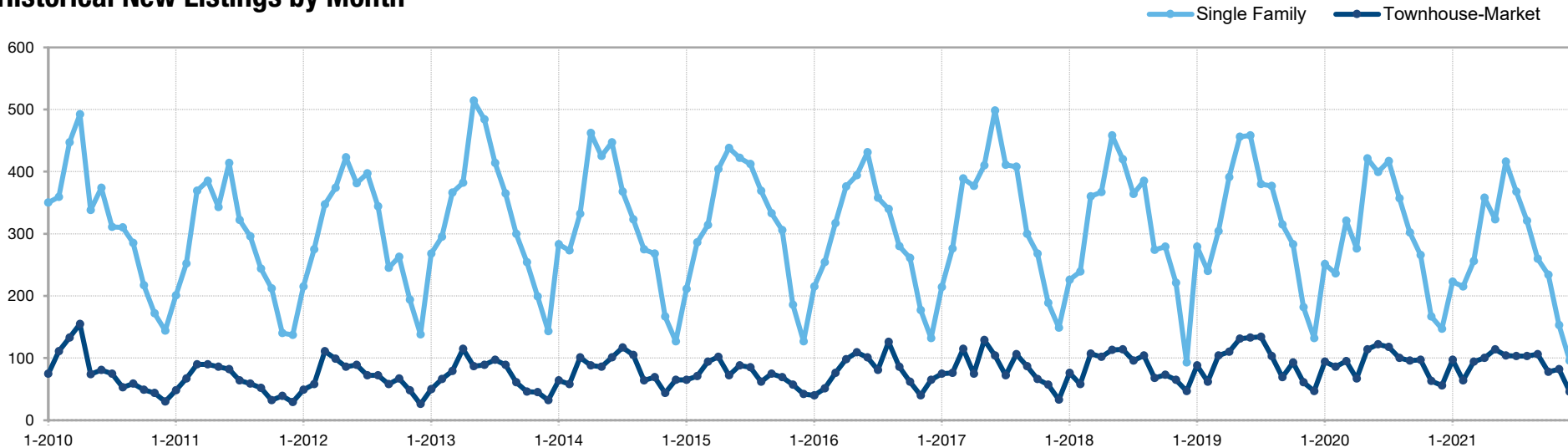


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2021	223	-11.2%	97	+3.2%
Feb-2021	215	-8.9%	64	-25.6%
Mar-2021	256	-20.2%	94	-1.1%
Apr-2021	358	+29.7%	100	+49.3%
May-2021	323	-23.3%	114	0.0%
Jun-2021	416	+4.3%	104	-14.8%
Jul-2021	368	-11.8%	103	-12.7%
Aug-2021	321	-10.1%	103	+3.0%
Sep-2021	260	-13.9%	106	+10.4%
Oct-2021	234	-12.0%	78	-19.6%
Nov-2021	153	-8.4%	82	+30.2%
Dec-2021	96	-34.7%	46	-17.9%
12-Month Avg	269	-9.5%	91	-1.5%

Historical New Listings by Month

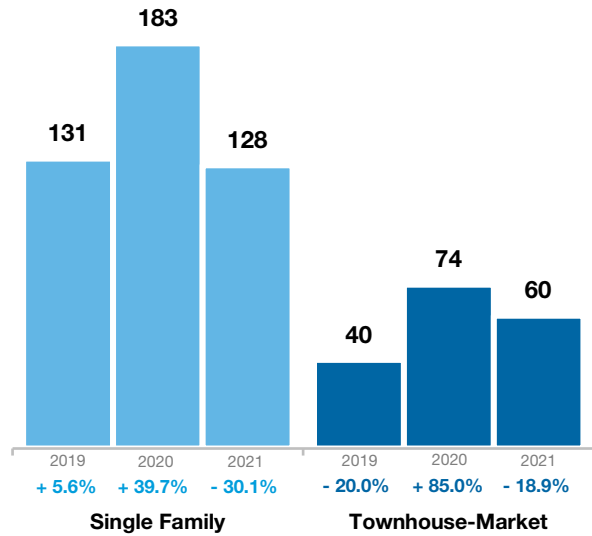


Pending Sales

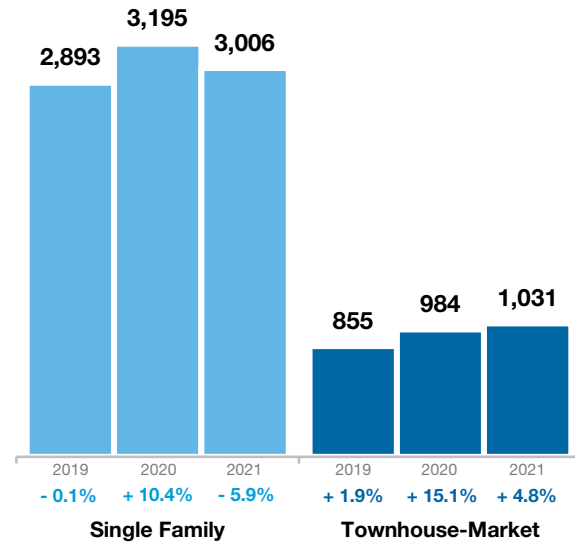
A count of the properties on which offers have been accepted in a given month.



December

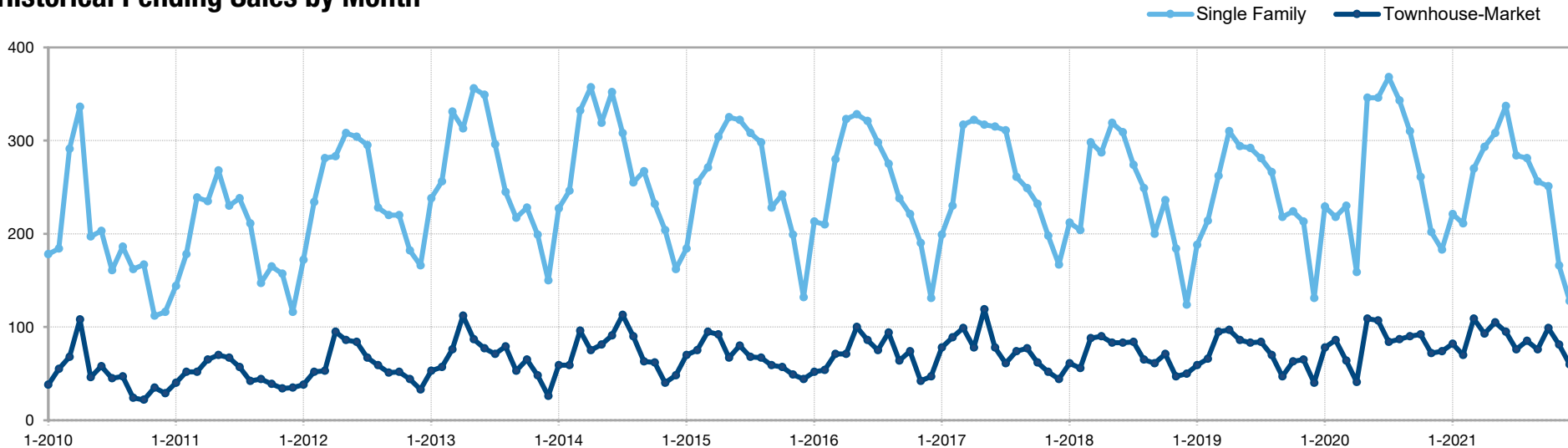


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2021	221	-3.5%	82	+5.1%
Feb-2021	211	-3.2%	70	-18.6%
Mar-2021	270	+17.4%	109	+70.3%
Apr-2021	293	+84.3%	93	+126.8%
May-2021	308	-11.0%	105	-3.7%
Jun-2021	337	-2.6%	95	-11.2%
Jul-2021	284	-22.8%	76	-9.5%
Aug-2021	281	-18.1%	85	-2.3%
Sep-2021	256	-17.4%	76	-15.6%
Oct-2021	251	-3.8%	99	+7.6%
Nov-2021	166	-17.8%	81	+12.5%
Dec-2021	128	-30.1%	60	-18.9%
12-Month Avg	251	-5.9%	86	+4.8%

Historical Pending Sales by Month

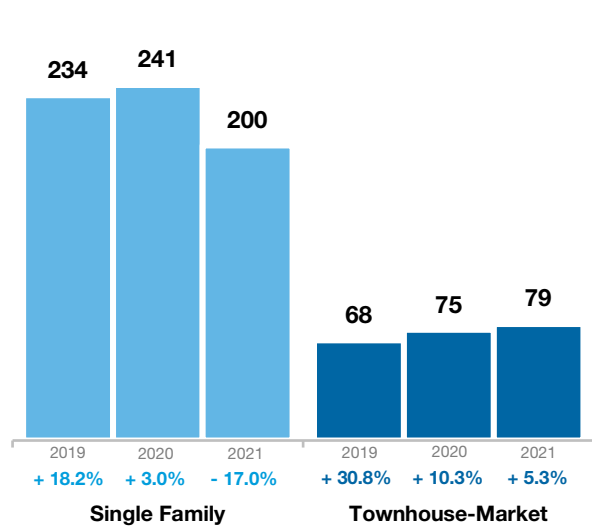


Sold Listings

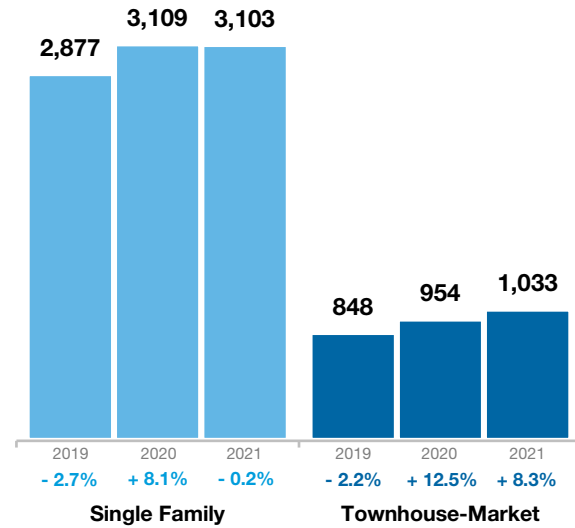
A count of the actual sales that closed in a given month.



December

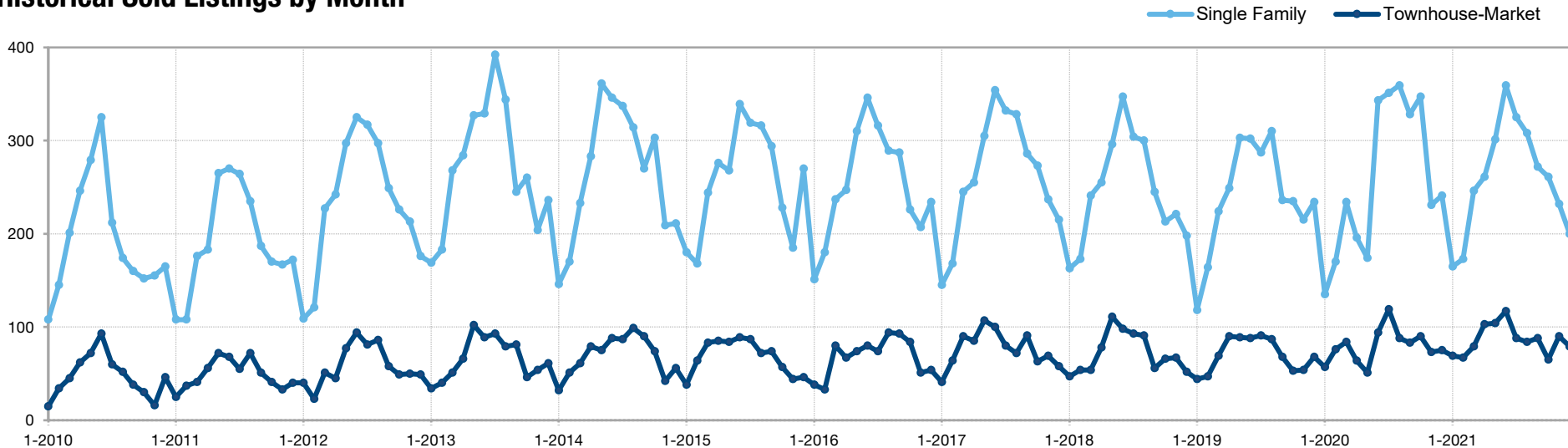


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2021	165	+22.2%	69	+21.1%
Feb-2021	173	+1.8%	67	-11.8%
Mar-2021	246	+5.1%	79	-6.0%
Apr-2021	261	+33.2%	103	+60.9%
May-2021	301	+73.0%	104	+103.9%
Jun-2021	359	+4.7%	117	+24.5%
Jul-2021	325	-7.4%	88	-26.1%
Aug-2021	308	-14.2%	84	-4.5%
Sep-2021	272	-17.1%	88	+6.0%
Oct-2021	261	-24.8%	65	-27.8%
Nov-2021	232	+0.4%	90	+23.3%
Dec-2021	200	-17.0%	79	+5.3%
12-Month Avg	259	-0.2%	86	+8.3%

Historical Sold Listings by Month

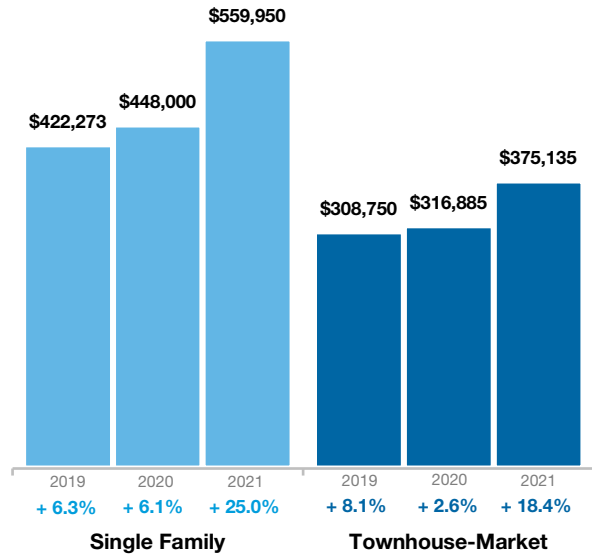


Median Sales Price

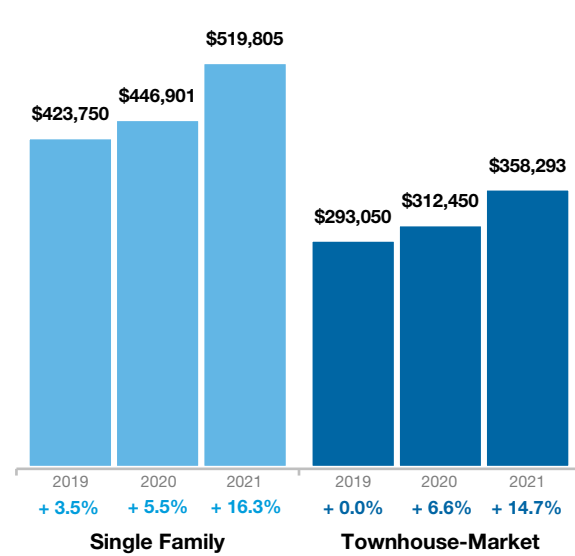
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



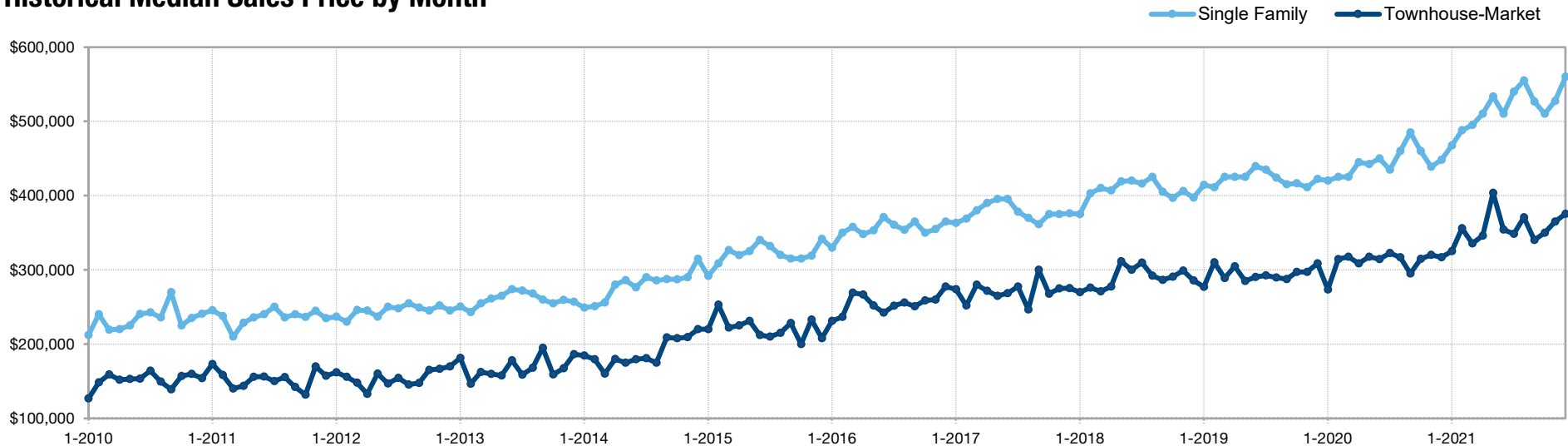
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2021	\$467,500	+11.3%	\$325,000	+18.8%
Feb-2021	\$488,000	+14.8%	\$355,821	+13.1%
Mar-2021	\$495,000	+16.5%	\$335,500	+5.7%
Apr-2021	\$510,000	+14.6%	\$346,000	+12.1%
May-2021	\$533,435	+20.6%	\$403,750	+27.2%
Jun-2021	\$510,000	+13.3%	\$354,000	+12.6%
Jul-2021	\$540,000	+24.1%	\$348,500	+8.0%
Aug-2021	\$555,000	+20.7%	\$370,500	+17.0%
Sep-2021	\$526,548	+8.6%	\$340,000	+15.3%
Oct-2021	\$510,000	+10.9%	\$350,000	+11.2%
Nov-2021	\$527,500	+20.2%	\$365,000	+14.1%
Dec-2021	\$559,950	+25.0%	\$375,135	+18.4%
12-Month Avg*	\$519,805	+16.3%	\$358,293	+14.7%

* Median Sales Price for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month

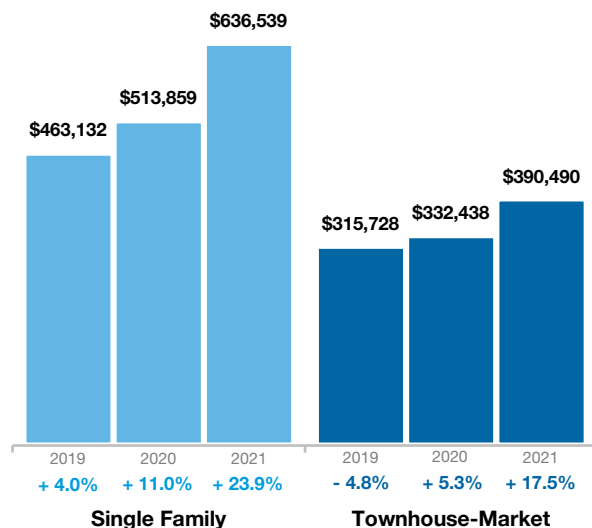


Average Sales Price

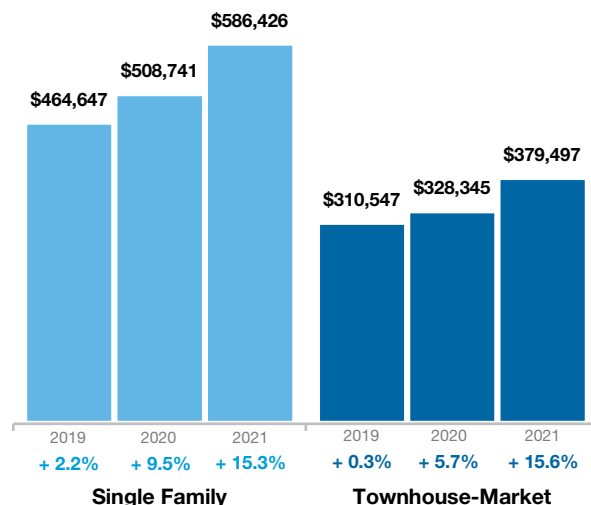
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



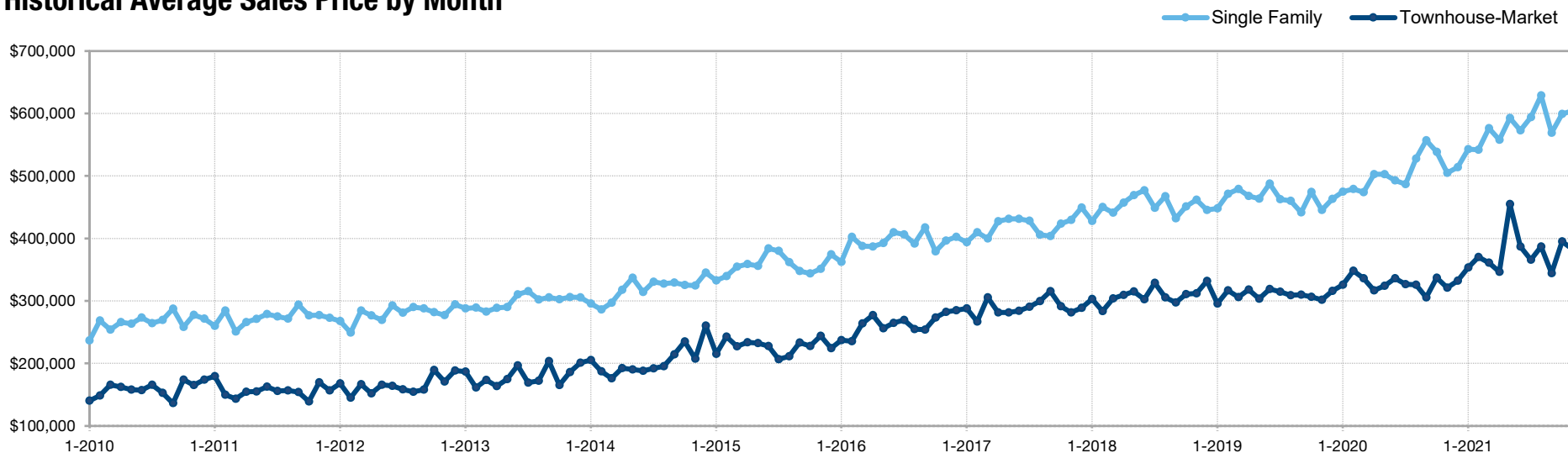
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2021	\$542,544	+14.3%	\$353,445	+8.5%
Feb-2021	\$541,852	+13.1%	\$370,160	+6.3%
Mar-2021	\$576,045	+21.6%	\$361,233	+7.5%
Apr-2021	\$557,638	+10.9%	\$346,681	+9.5%
May-2021	\$592,727	+17.9%	\$455,018	+40.4%
Jun-2021	\$572,597	+16.2%	\$386,900	+15.1%
Jul-2021	\$593,998	+22.0%	\$365,895	+11.9%
Aug-2021	\$628,657	+19.2%	\$387,003	+18.8%
Sep-2021	\$568,895	+2.1%	\$344,300	+12.7%
Oct-2021	\$599,008	+11.3%	\$395,165	+17.3%
Nov-2021	\$604,380	+19.7%	\$382,467	+19.2%
Dec-2021	\$636,539	+23.9%	\$390,490	+17.5%
12-Month Avg*	\$586,426	+15.3%	\$379,497	+15.6%

* Avg. Sales Price for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month

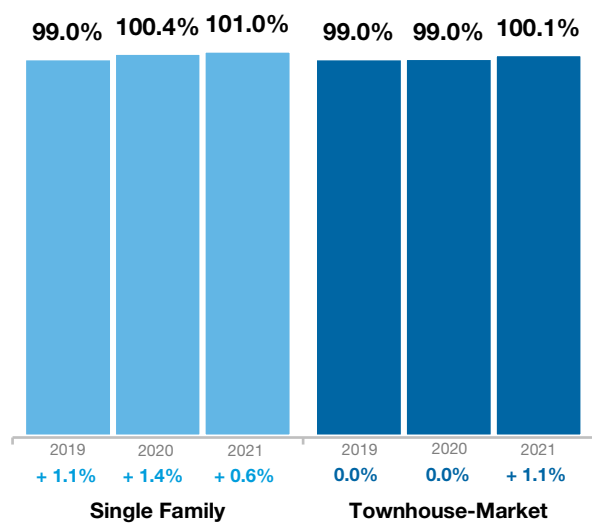


Percent of List Price Received

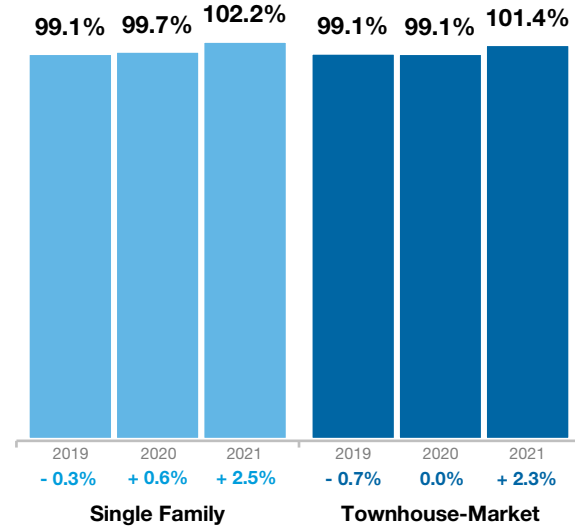
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2021	100.3%	+1.4%	99.4%	+0.6%
Feb-2021	100.5%	+1.0%	100.0%	+1.2%
Mar-2021	101.8%	+2.6%	101.5%	+1.7%
Apr-2021	103.1%	+3.3%	101.7%	+2.6%
May-2021	104.0%	+4.6%	102.1%	+3.5%
Jun-2021	103.9%	+4.7%	102.7%	+3.5%
Jul-2021	103.8%	+3.7%	102.9%	+3.7%
Aug-2021	102.3%	+2.6%	101.4%	+2.2%
Sep-2021	101.2%	+1.6%	101.5%	+2.7%
Oct-2021	100.8%	+1.2%	100.7%	+1.6%
Nov-2021	101.2%	+1.3%	100.7%	+1.4%
Dec-2021	101.0%	+0.6%	100.1%	+1.1%
12-Month Avg*	99.7%	+2.6%	99.1%	+2.3%

* Pct. of List Price Received for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

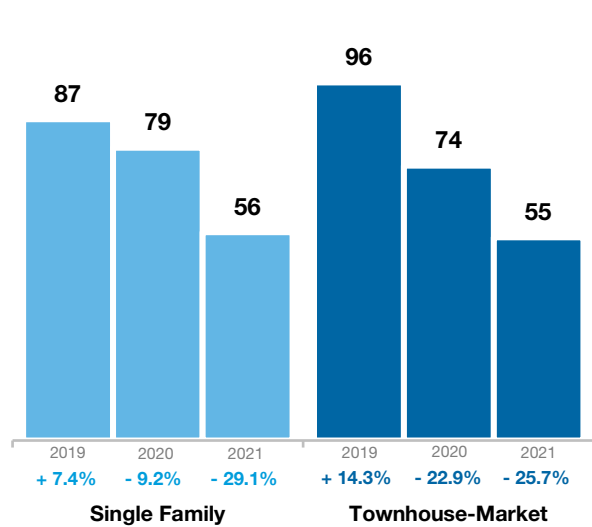


Days on Market Until Sale

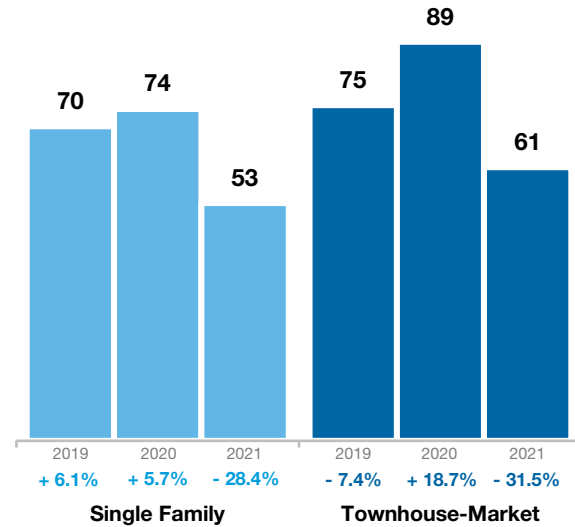
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



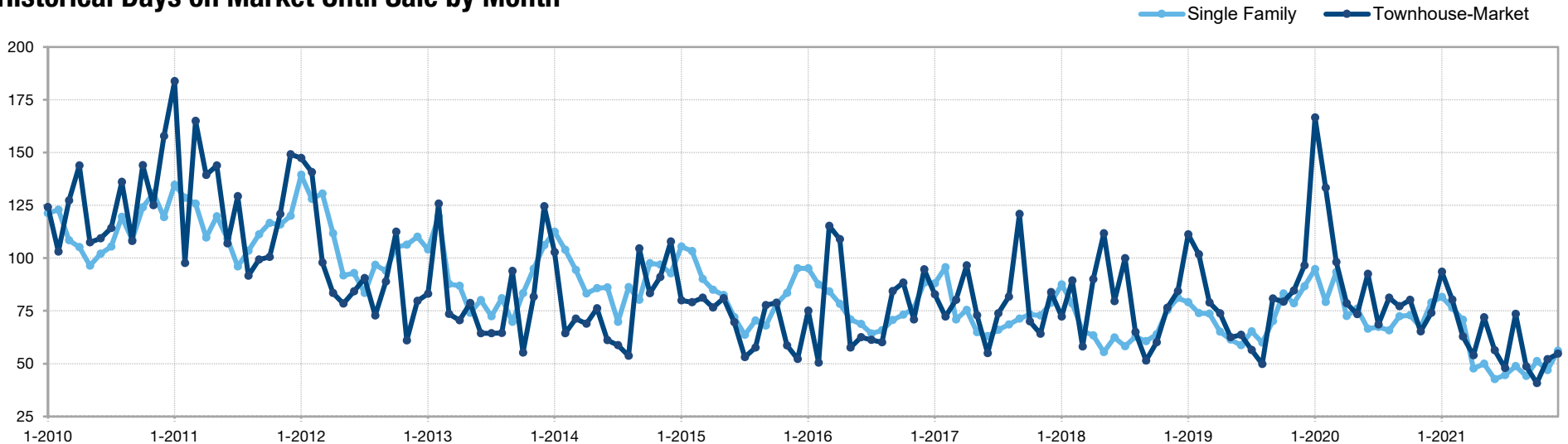
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2021	82	-13.7%	94	-43.7%
Feb-2021	76	-3.8%	80	-39.8%
Mar-2021	71	-23.7%	63	-35.7%
Apr-2021	48	-34.2%	54	-31.6%
May-2021	50	-34.2%	72	-1.4%
Jun-2021	43	-35.8%	56	-39.1%
Jul-2021	44	-34.3%	48	-29.4%
Aug-2021	49	-25.8%	74	-8.6%
Sep-2021	44	-38.9%	49	-36.4%
Oct-2021	51	-30.1%	41	-48.8%
Nov-2021	47	-29.9%	52	-20.0%
Dec-2021	56	-29.1%	55	-25.7%
12-Month Avg	53	-28.4%	61	-31.5%

* Days on Market for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



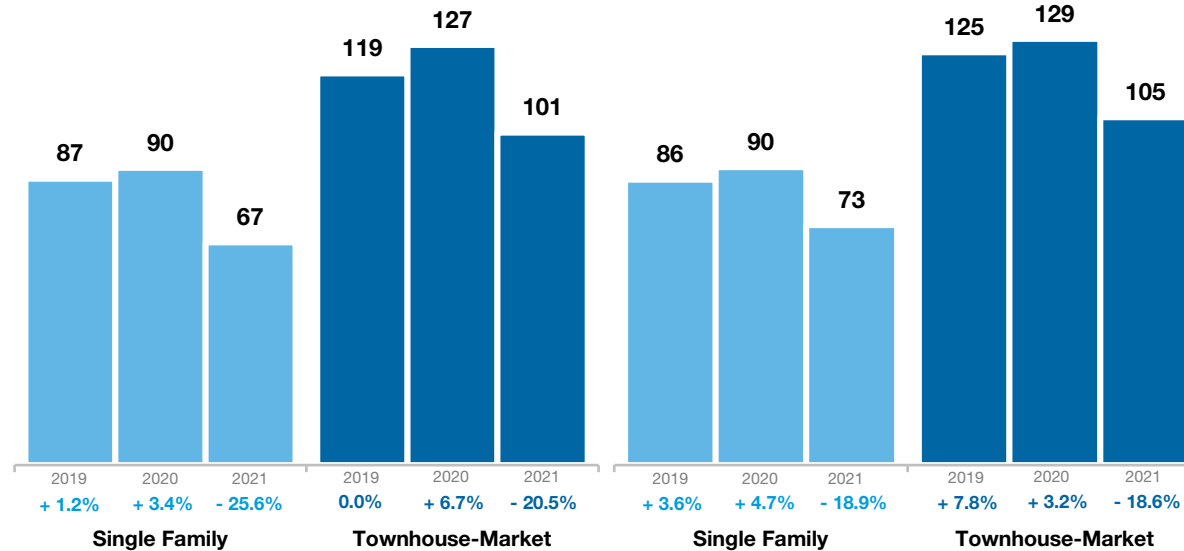
Housing Affordability Index

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.



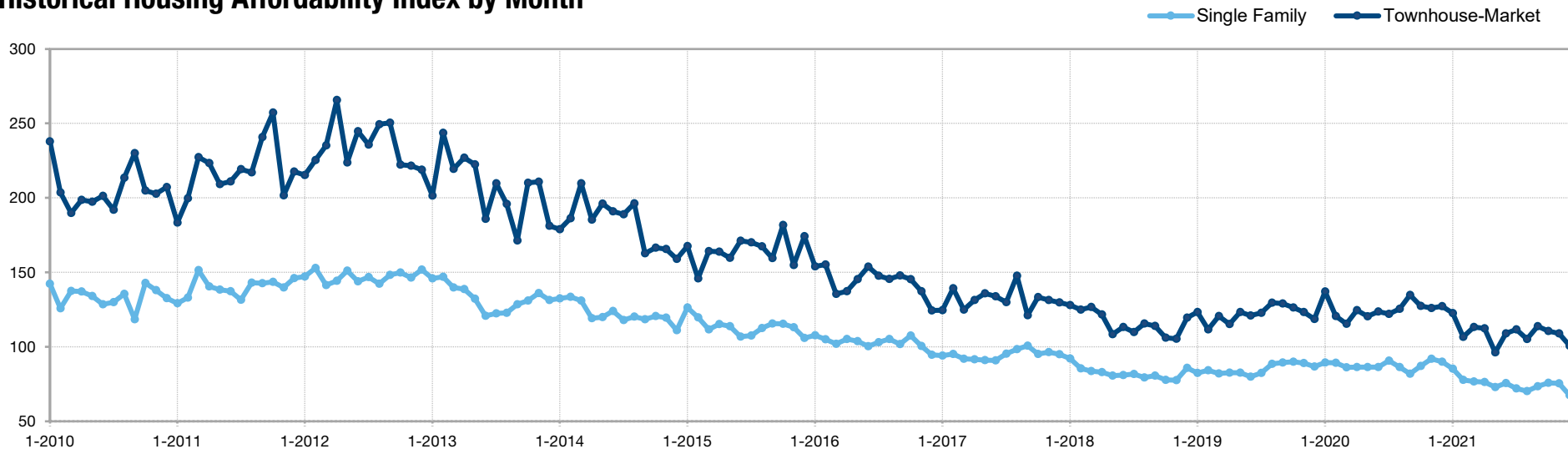
December

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2021	85	-4.5%	123	-10.2%
Feb-2021	78	-12.4%	107	-11.6%
Mar-2021	77	-10.5%	113	-1.7%
Apr-2021	76	-11.6%	112	-9.7%
May-2021	73	-15.1%	96	-20.0%
Jun-2021	76	-11.6%	109	-12.1%
Jul-2021	72	-20.9%	112	-8.2%
Aug-2021	70	-18.6%	105	-16.0%
Sep-2021	73	-11.0%	114	-15.6%
Oct-2021	76	-12.6%	111	-12.6%
Nov-2021	75	-18.5%	109	-13.5%
Dec-2021	67	-25.6%	101	-20.5%
12-Month Avg	75	-23.6%	88	-19.4%

Historical Housing Affordability Index by Month

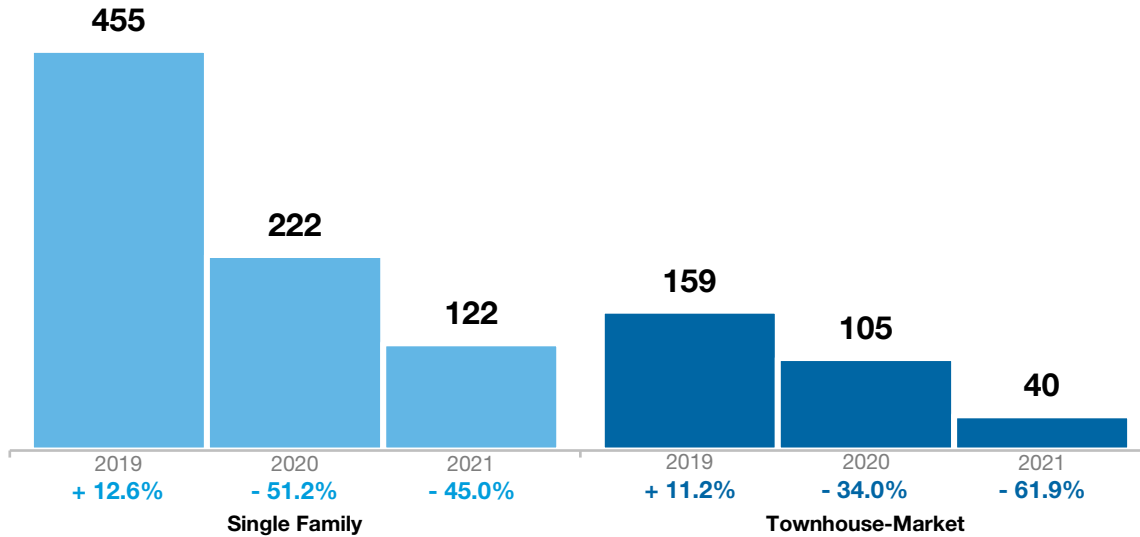


Inventory of Active Listings

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



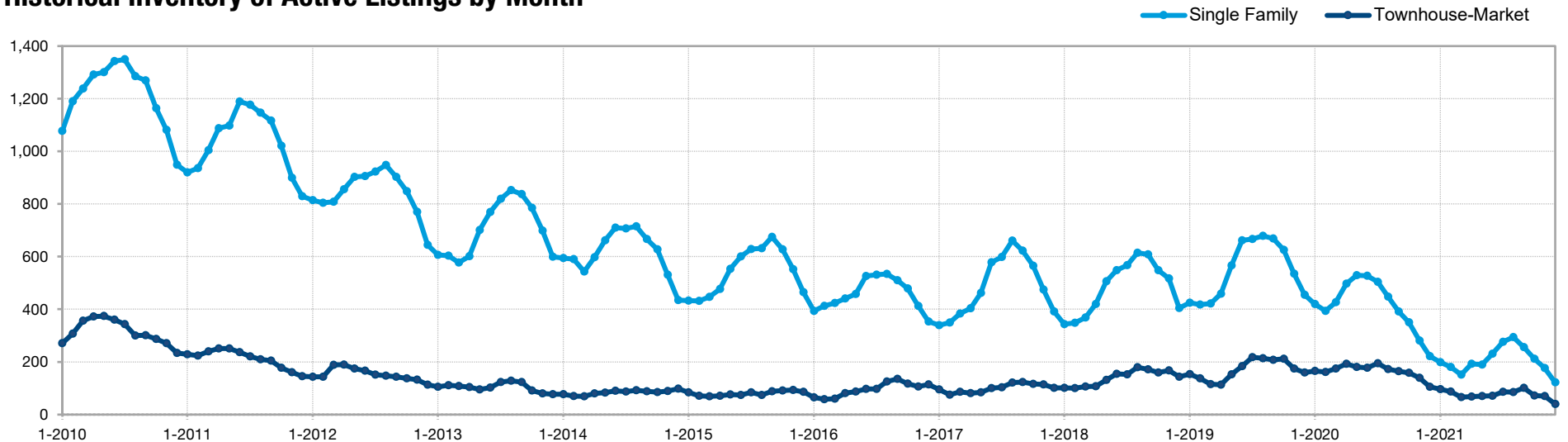
December



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2021	199	-52.5%	96	-41.8%
Feb-2021	181	-53.9%	87	-46.0%
Mar-2021	151	-64.6%	66	-62.3%
Apr-2021	193	-61.2%	68	-64.8%
May-2021	190	-64.1%	70	-61.3%
Jun-2021	231	-56.2%	71	-60.1%
Jul-2021	276	-45.2%	86	-55.9%
Aug-2021	294	-34.4%	85	-50.6%
Sep-2021	256	-34.5%	101	-38.4%
Oct-2021	212	-39.4%	72	-54.4%
Nov-2021	177	-37.0%	70	-49.6%
Dec-2021	122	-45.0%	40	-61.9%
12-Month Avg*	207	-50.2%	76	-54.1%

* Active Listings for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

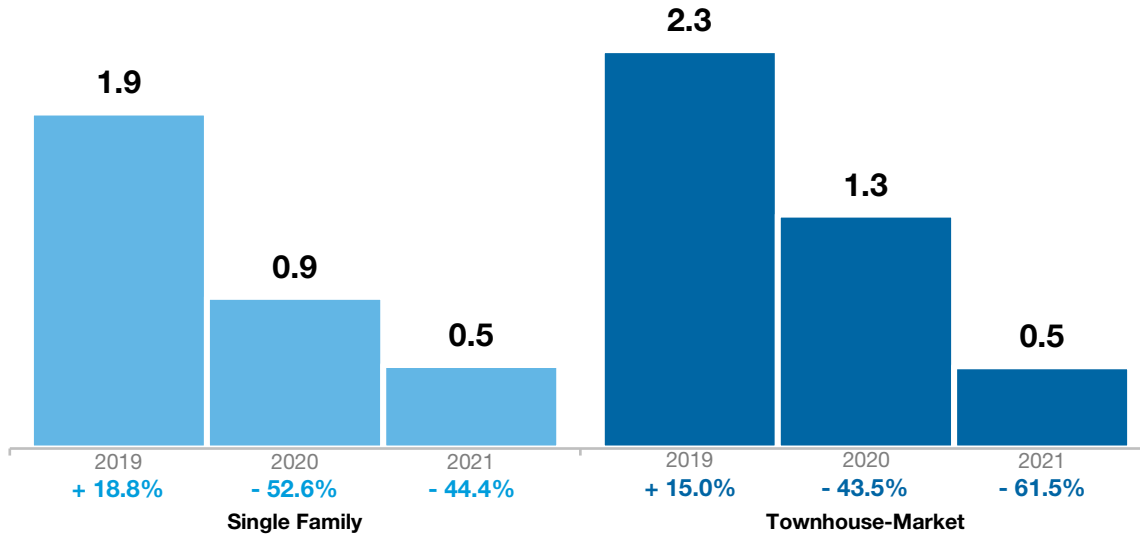


Months Supply of Inventory

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.



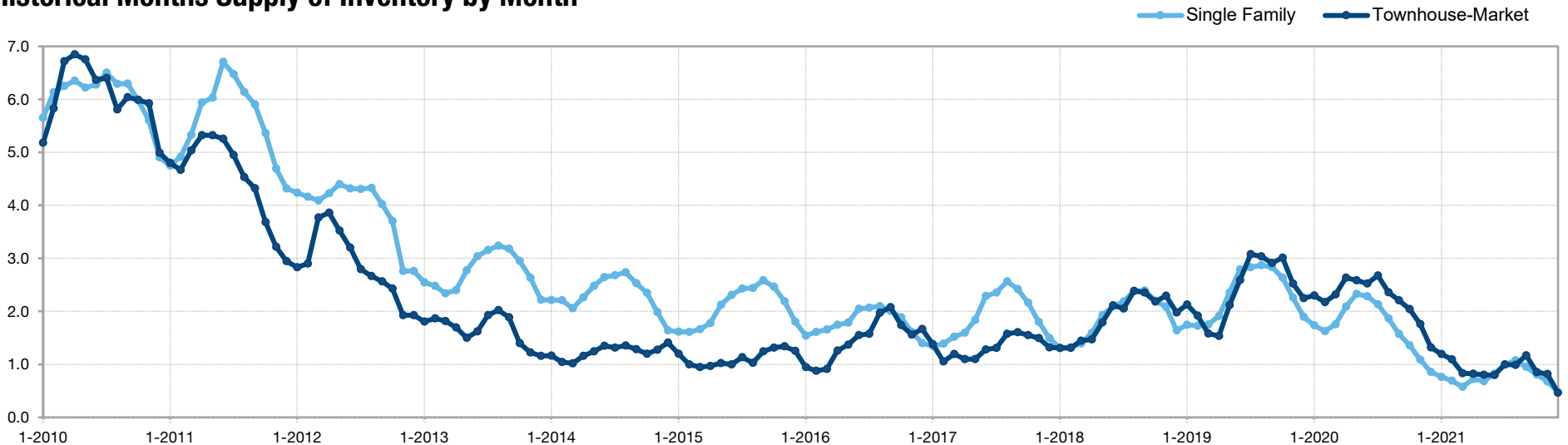
December



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jan-2021	0.8	-52.9%	1.2	-47.8%
Feb-2021	0.7	-56.3%	1.1	-50.0%
Mar-2021	0.6	-66.7%	0.8	-65.2%
Apr-2021	0.7	-66.7%	0.8	-69.2%
May-2021	0.7	-69.6%	0.8	-69.2%
Jun-2021	0.8	-65.2%	0.8	-68.0%
Jul-2021	1.0	-52.4%	1.0	-63.0%
Aug-2021	1.1	-42.1%	1.0	-58.3%
Sep-2021	1.0	-37.5%	1.2	-45.5%
Oct-2021	0.8	-42.9%	0.9	-55.0%
Nov-2021	0.7	-36.4%	0.8	-55.6%
Dec-2021	0.5	-44.4%	0.5	-61.5%
12-Month Avg*	0.8	-55.4%	0.9	-59.7%

* Months Supply for all properties from January 2021 through December 2021. 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.



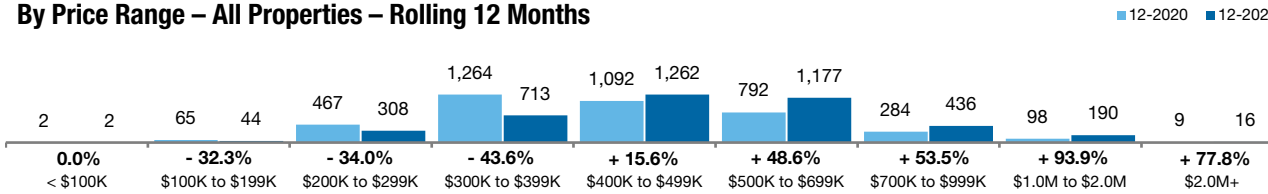
Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		204	143	- 29.9%	4,677	4,331	- 7.4%
Pending Sales		258	189	- 26.7%	984	1,031	+ 4.8%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		316	279	- 11.7%	4,073	4,148	+ 1.8%
Median Sales Price		\$410,650	\$495,378	+ 20.6%	\$415,000	\$475,250	+ 14.5%
Avg. Sales Price		\$470,800	\$566,869	+ 14.7%	\$466,464	\$535,145	+ 14.7%
Pct. of List Price Received		100.1%	100.7%	+ 2.5%	99.5%	102.0%	+ 2.5%
Days on Market		78	56	- 29.5%	78	55	- 29.5%
Affordability Index		98	76	- 18.2%	97	79	- 18.2%
Active Listings		340	169	- 50.3%	--	--	--
Months Supply		1.0	0.5	- 51.2%	--	--	--

Sold Listings

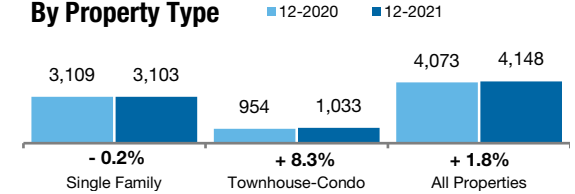
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$99,999 and Below	2	2	0.0%	0	0	--
\$100,000 to \$199,999	25	22	-12.0%	40	21	-47.5%
\$200,000 to \$299,999	87	42	-51.7%	376	262	-30.3%
\$300,000 to \$399,999	840	295	-64.9%	424	417	-1.7%
\$400,000 to \$499,999	1,026	1,031	+0.5%	65	231	+255.4%
\$500,000 to \$699,999	761	1,112	+46.1%	29	63	+117.2%
\$700,000 to \$999,999	264	414	+56.8%	17	21	+23.5%
\$1,000,000 to \$1,999,999	95	171	+80.0%	3	16	+433.3%
\$2,000,000 and Above	9	14	+55.6%	0	2	--
All Price Ranges	3,109	3,103	-0.2%	954	1,033	+8.3%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2021	12-2021	Change	11-2021	12-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	0	-100.0%	4	0	-100.0%
\$200,000 to \$299,999	6	2	-66.7%	21	17	-19.0%
\$300,000 to \$399,999	20	7	-65.0%	27	35	+29.6%
\$400,000 to \$499,999	66	59	-10.6%	30	22	-26.7%
\$500,000 to \$699,999	88	84	-4.5%	5	2	-60.0%
\$700,000 to \$999,999	32	34	+6.3%	1	1	0.0%
\$1,000,000 to \$1,999,999	18	13	-27.8%	2	2	0.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	232	200	-13.8%	90	79	-12.2%

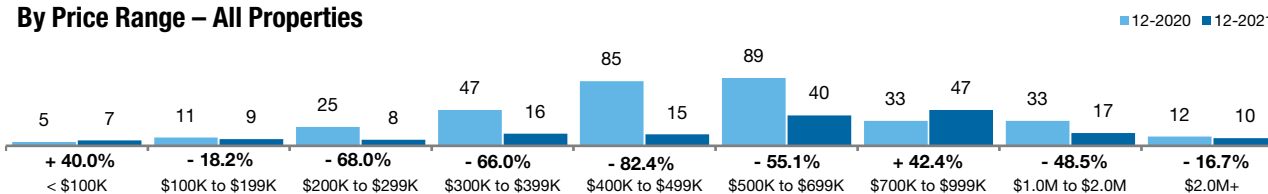
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$99,999 and Below	2	2	0.0%	0	0	--
\$100,000 to \$199,999	25	22	-12.0%	40	21	-47.5%
\$200,000 to \$299,999	87	42	-51.7%	376	262	-30.3%
\$300,000 to \$399,999	840	295	-64.9%	424	417	-1.7%
\$400,000 to \$499,999	1,026	1,031	+0.5%	65	231	+255.4%
\$500,000 to \$699,999	761	1,112	+46.1%	29	63	+117.2%
\$700,000 to \$999,999	264	414	+56.8%	17	21	+23.5%
\$1,000,000 to \$1,999,999	95	171	+80.0%	3	16	+433.3%
\$2,000,000 and Above	9	14	+55.6%	0	2	--
All Price Ranges	3,109	3,103	-0.2%	954	1,033	+8.3%

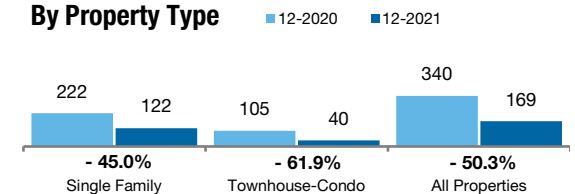
Inventory of Active Listings

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		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$99,999 and Below	5	7	+40.0%	0	0	--
\$100,000 to \$199,999	9	9	0.0%	2	0	-100.0%
\$200,000 to \$299,999	6	4	-33.3%	16	4	-75.0%
\$300,000 to \$399,999	11	6	-45.5%	34	10	-70.6%
\$400,000 to \$499,999	59	8	-86.4%	26	7	-73.1%
\$500,000 to \$699,999	73	39	-46.6%	16	0	-100.0%
\$700,000 to \$999,999	26	31	+19.2%	7	16	+128.6%
\$1,000,000 to \$1,999,999	27	14	-48.1%	4	2	-50.0%
\$2,000,000 and Above	6	4	-33.3%	0	1	--
All Price Ranges	222	122	-45.0%	105	40	-61.9%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2021	12-2021	Change	11-2021	12-2021	Change
\$99,999 and Below	7	7	0.0%	0	0	--
\$100,000 to \$199,999	9	9	0.0%	0	0	--
\$200,000 to \$299,999	8	4	-50.0%	14	4	-71.4%
\$300,000 to \$399,999	7	6	-14.3%	14	10	-28.6%
\$400,000 to \$499,999	24	8	-66.7%	22	7	-68.2%
\$500,000 to \$699,999	57	39	-31.6%	3	0	-100.0%
\$700,000 to \$999,999	40	31	-22.5%	16	16	0.0%
\$1,000,000 to \$1,999,999	19	14	-26.3%	1	2	+100.0%
\$2,000,000 and Above	6	4	-33.3%	0	1	--
All Price Ranges	177	122	-31.1%	70	40	-42.9%

Year to Date

Single Family	Townhouse-Condo
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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

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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 2021

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Longmont

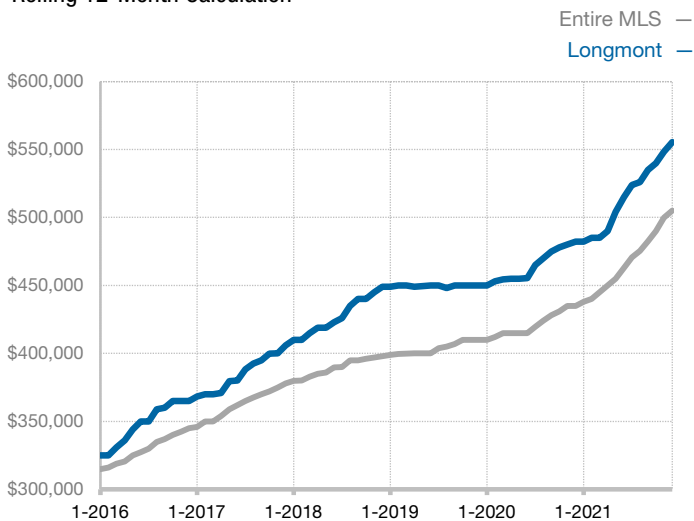
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	78	62	- 20.5%	2,570	1,830	- 28.8%
Closed Sales	171	119	- 30.4%	2,544	1,770	- 30.4%
Median Sales Price*	\$485,000	\$589,900	+ 21.6%	\$482,200	\$555,500	+ 15.2%
Average Sales Price*	\$632,282	\$677,706	+ 7.2%	\$566,709	\$685,639	+ 21.0%
Percent of List Price Received*	99.7%	103.0%	+ 3.3%	99.7%	103.7%	+ 4.0%
Days on Market Until Sale	48	34	- 29.2%	49	31	- 36.7%
Inventory of Homes for Sale	149	78	- 47.7%	--	--	--
Months Supply of Inventory	0.7	0.5	- 28.6%	--	--	--

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

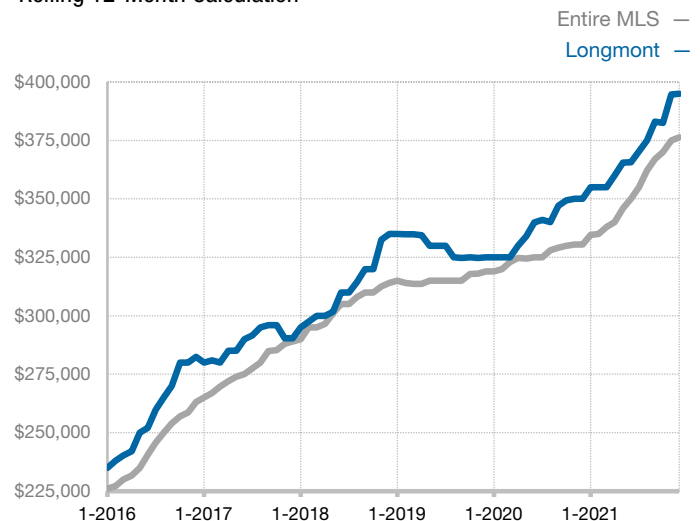
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	21	14	- 33.3%	513	423	- 17.5%
Closed Sales	30	34	+ 13.3%	529	423	- 20.0%
Median Sales Price*	\$335,000	\$383,000	+ 14.3%	\$350,000	\$395,000	+ 12.9%
Average Sales Price*	\$348,575	\$390,771	+ 12.1%	\$364,369	\$407,032	+ 11.7%
Percent of List Price Received*	99.7%	102.8%	+ 3.1%	99.5%	102.5%	+ 3.0%
Days on Market Until Sale	60	27	- 55.0%	46	31	- 32.6%
Inventory of Homes for Sale	19	4	- 78.9%	--	--	--
Months Supply of Inventory	0.4	0.1	- 75.0%	--	--	--

* 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 2021

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Greeley

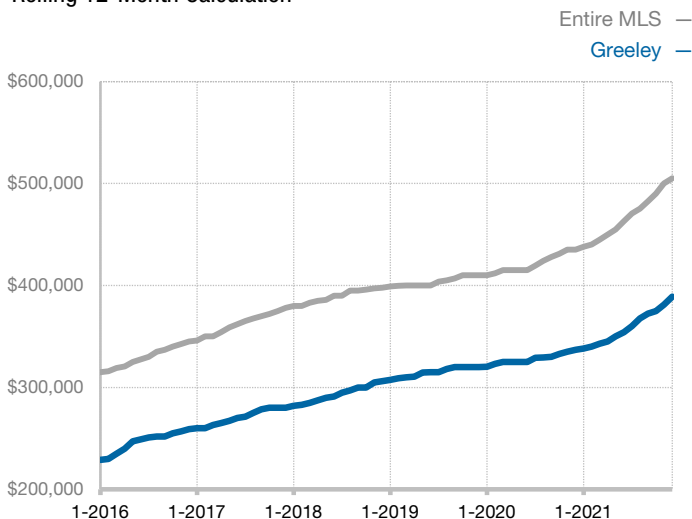
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	103	116	+ 12.6%	2,099	1,935	- 7.8%
Closed Sales	152	152	0.0%	1,900	1,718	- 9.6%
Median Sales Price*	\$353,000	\$428,725	+ 21.5%	\$337,000	\$389,000	+ 15.4%
Average Sales Price*	\$364,573	\$434,195	+ 19.1%	\$353,280	\$411,841	+ 16.6%
Percent of List Price Received*	99.8%	101.4%	+ 1.6%	99.7%	102.2%	+ 2.5%
Days on Market Until Sale	44	37	- 15.9%	49	35	- 28.6%
Inventory of Homes for Sale	135	120	- 11.1%	--	--	--
Months Supply of Inventory	0.9	0.8	- 11.1%	--	--	--

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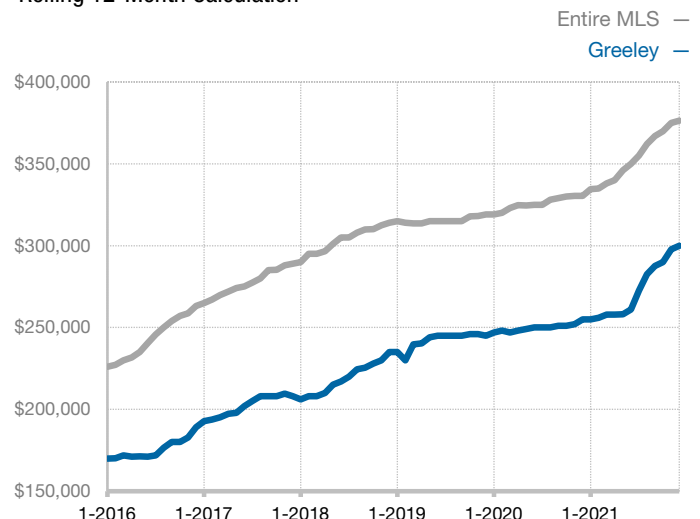
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	18	21	+ 16.7%	381	414	+ 8.7%
Closed Sales	34	34	0.0%	318	334	+ 5.0%
Median Sales Price*	\$270,050	\$321,954	+ 19.2%	\$255,000	\$300,000	+ 17.6%
Average Sales Price*	\$265,288	\$315,620	+ 19.0%	\$257,838	\$299,461	+ 16.1%
Percent of List Price Received*	98.7%	100.3%	+ 1.6%	98.9%	101.1%	+ 2.2%
Days on Market Until Sale	65	65	0.0%	53	54	+ 1.9%
Inventory of Homes for Sale	30	20	- 33.3%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

* 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 December 2021

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Johnstown

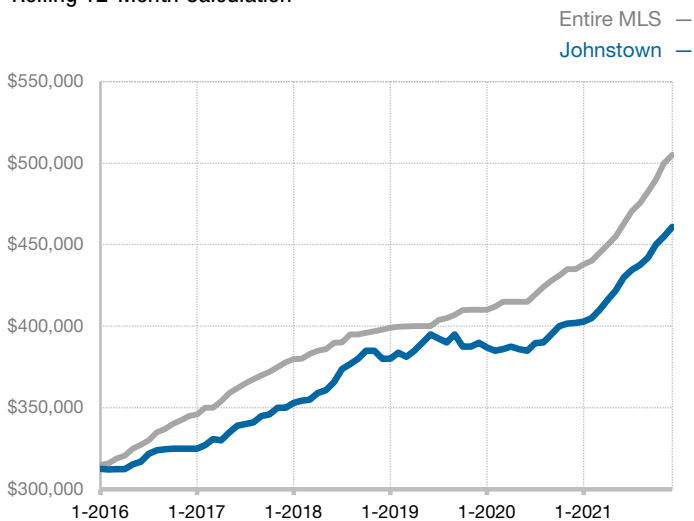
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	37	34	- 8.1%	728	584	- 19.8%
Closed Sales	41	56	+ 36.6%	644	540	- 16.1%
Median Sales Price*	\$413,000	\$483,173	+ 17.0%	\$402,000	\$461,000	+ 14.7%
Average Sales Price*	\$409,604	\$512,859	+ 25.2%	\$423,982	\$499,772	+ 17.9%
Percent of List Price Received*	100.4%	99.9%	- 0.5%	99.9%	102.0%	+ 2.1%
Days on Market Until Sale	58	37	- 36.2%	49	32	- 34.7%
Inventory of Homes for Sale	45	48	+ 6.7%	--	--	--
Months Supply of Inventory	0.8	1.1	+ 37.5%	--	--	--

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

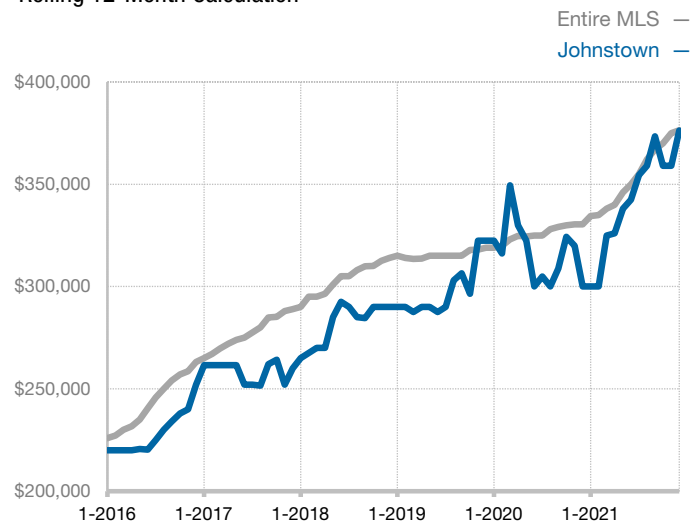
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	2	0	- 100.0%	42	24	- 42.9%
Closed Sales	3	4	+ 33.3%	29	26	- 10.3%
Median Sales Price*	\$287,000	\$410,000	+ 42.9%	\$300,000	\$376,200	+ 25.4%
Average Sales Price*	\$283,667	\$408,875	+ 44.1%	\$320,372	\$383,438	+ 19.7%
Percent of List Price Received*	101.5%	99.1%	- 2.4%	99.1%	102.2%	+ 3.1%
Days on Market Until Sale	36	47	+ 30.6%	43	39	- 9.3%
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.3	0.0	- 100.0%	--	--	--

* 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 2021

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Fort Collins

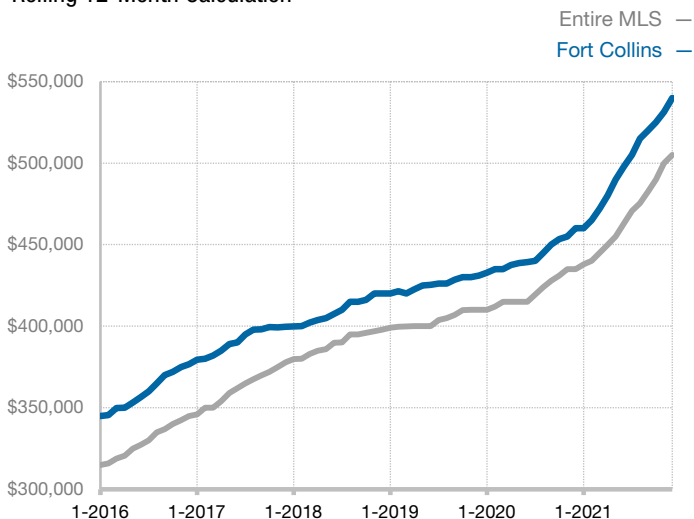
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	136	99	- 27.2%	3,584	3,184	- 11.2%
Closed Sales	235	194	- 17.4%	3,217	3,019	- 6.2%
Median Sales Price*	\$486,000	\$584,750	+ 20.3%	\$460,000	\$540,000	+ 17.4%
Average Sales Price*	\$568,288	\$683,253	+ 20.2%	\$527,111	\$610,485	+ 15.8%
Percent of List Price Received*	99.6%	101.7%	+ 2.1%	99.3%	102.6%	+ 3.3%
Days on Market Until Sale	55	39	- 29.1%	54	36	- 33.3%
Inventory of Homes for Sale	176	88	- 50.0%	--	--	--
Months Supply of Inventory	0.7	0.3	- 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.

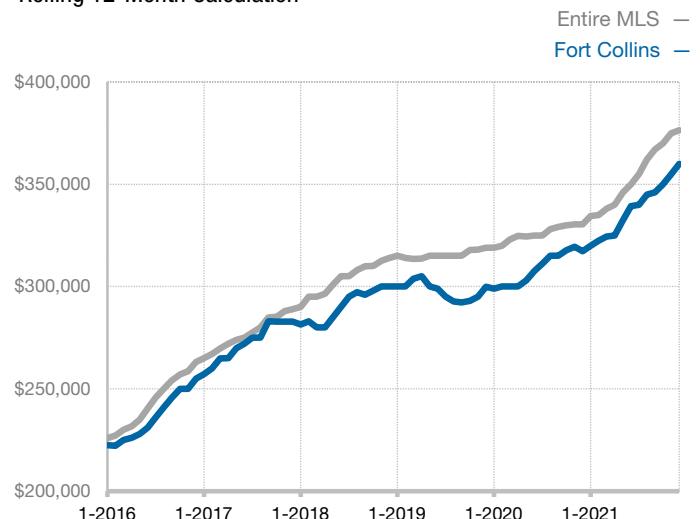
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	51	52	+ 2.0%	1,394	1,349	- 3.2%
Closed Sales	93	89	- 4.3%	1,188	1,322	+ 11.3%
Median Sales Price*	\$327,000	\$370,500	+ 13.3%	\$317,250	\$360,000	+ 13.5%
Average Sales Price*	\$346,248	\$398,720	+ 15.2%	\$333,922	\$387,735	+ 16.1%
Percent of List Price Received*	98.9%	100.1%	+ 1.2%	98.9%	101.2%	+ 2.3%
Days on Market Until Sale	63	49	- 22.2%	71	48	- 32.4%
Inventory of Homes for Sale	141	31	- 78.0%	--	--	--
Months Supply of Inventory	1.4	0.3	- 78.6%	--	--	--

* 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 2021

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Loveland

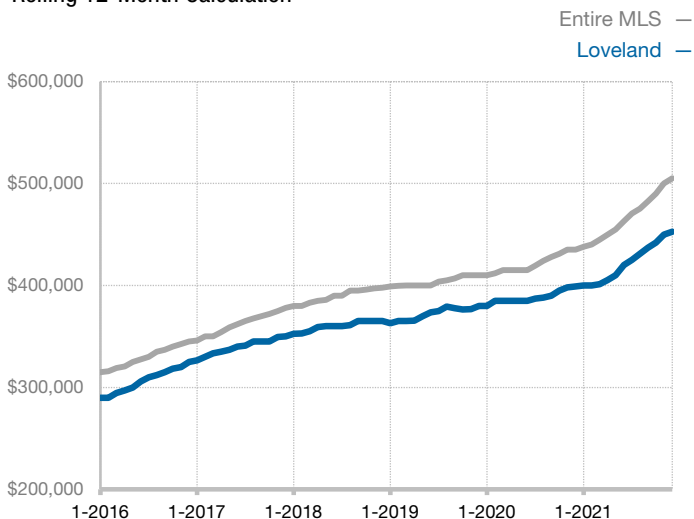
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	97	72	- 25.8%	2,533	2,243	- 11.4%
Closed Sales	166	146	- 12.0%	2,304	2,114	- 8.2%
Median Sales Price*	\$401,500	\$478,042	+ 19.1%	\$399,148	\$452,798	+ 13.4%
Average Sales Price*	\$462,250	\$536,568	+ 16.1%	\$453,186	\$525,817	+ 16.0%
Percent of List Price Received*	99.9%	101.5%	+ 1.6%	99.7%	102.7%	+ 3.0%
Days on Market Until Sale	48	31	- 35.4%	54	36	- 33.3%
Inventory of Homes for Sale	127	71	- 44.1%	--	--	--
Months Supply of Inventory	0.7	0.4	- 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.

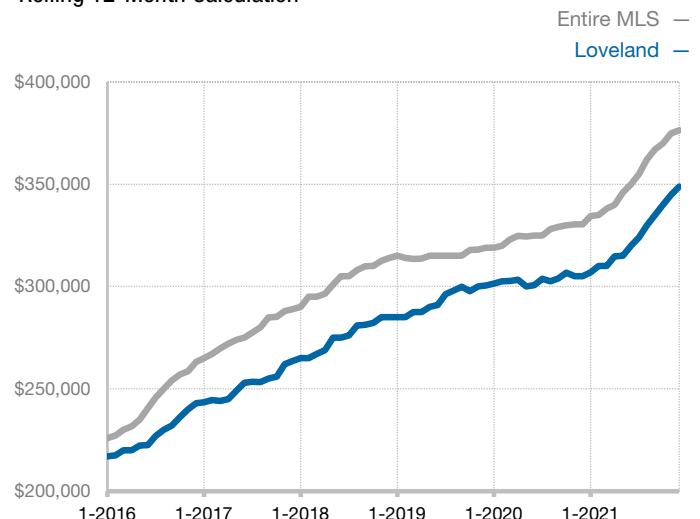
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	32	22	- 31.3%	514	511	- 0.6%
Closed Sales	36	34	- 5.6%	433	479	+ 10.6%
Median Sales Price*	\$305,500	\$350,005	+ 14.6%	\$305,000	\$348,900	+ 14.4%
Average Sales Price*	\$319,215	\$358,803	+ 12.4%	\$321,078	\$359,134	+ 11.9%
Percent of List Price Received*	99.7%	102.4%	+ 2.7%	99.8%	102.5%	+ 2.7%
Days on Market Until Sale	43	118	+ 174.4%	89	82	- 7.9%
Inventory of Homes for Sale	67	12	- 82.1%	--	--	--
Months Supply of Inventory	1.9	0.3	- 84.2%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2021

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Boulder

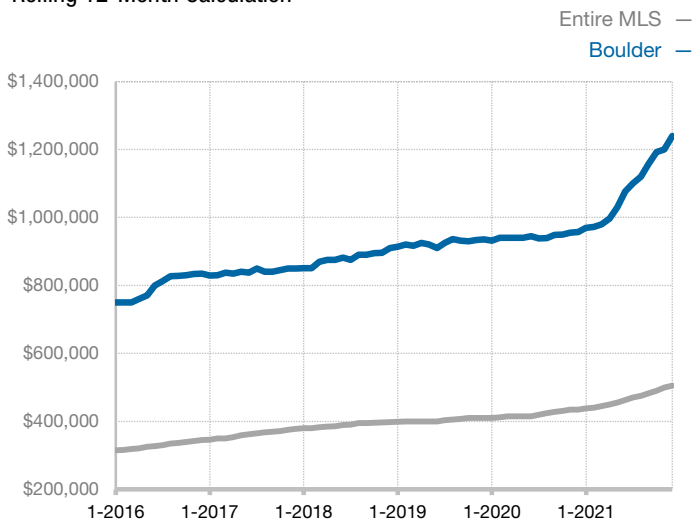
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	53	28	- 47.2%	2,235	1,577	- 29.4%
Closed Sales	115	80	- 30.4%	1,702	1,447	- 15.0%
Median Sales Price*	\$1,000,000	\$1,350,000	+ 35.0%	\$957,500	\$1,240,000	+ 29.5%
Average Sales Price*	\$1,362,362	\$1,553,018	+ 14.0%	\$1,212,250	\$1,519,091	+ 25.3%
Percent of List Price Received*	98.8%	99.2%	+ 0.4%	98.4%	102.0%	+ 3.7%
Days on Market Until Sale	64	60	- 6.3%	56	48	- 14.3%
Inventory of Homes for Sale	205	49	- 76.1%	--	--	--
Months Supply of Inventory	1.4	0.4	- 71.4%	--	--	--

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

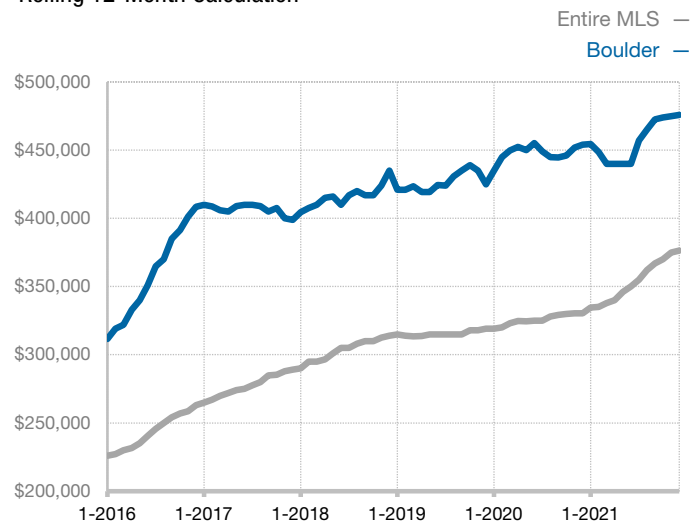
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	37	25	- 32.4%	1,681	1,112	- 33.8%
Closed Sales	91	63	- 30.8%	1,142	1,091	- 4.5%
Median Sales Price*	\$430,000	\$515,000	+ 19.8%	\$454,000	\$476,000	+ 4.8%
Average Sales Price*	\$526,702	\$546,977	+ 3.8%	\$526,820	\$571,885	+ 8.6%
Percent of List Price Received*	98.3%	100.5%	+ 2.2%	98.7%	100.3%	+ 1.6%
Days on Market Until Sale	73	44	- 39.7%	55	57	+ 3.6%
Inventory of Homes for Sale	192	43	- 77.6%	--	--	--
Months Supply of Inventory	2.0	0.5	- 75.0%	--	--	--

* 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 2021

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Wellington

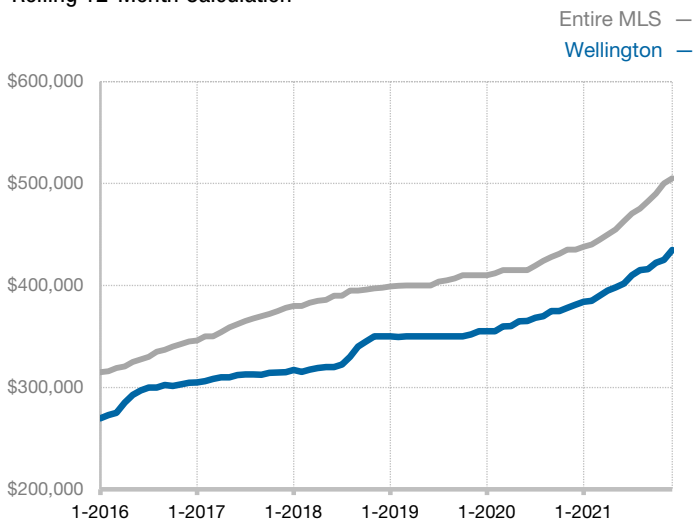
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	36	15	- 58.3%	608	469	- 22.9%
Closed Sales	54	37	- 31.5%	537	491	- 8.6%
Median Sales Price*	\$397,514	\$495,000	+ 24.5%	\$381,249	\$435,000	+ 14.1%
Average Sales Price*	\$408,934	\$531,139	+ 29.9%	\$407,780	\$476,787	+ 16.9%
Percent of List Price Received*	101.8%	102.3%	+ 0.5%	101.4%	102.1%	+ 0.7%
Days on Market Until Sale	75	78	+ 4.0%	78	62	- 20.5%
Inventory of Homes for Sale	59	22	- 62.7%	--	--	--
Months Supply of Inventory	1.3	0.5	- 61.5%	--	--	--

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

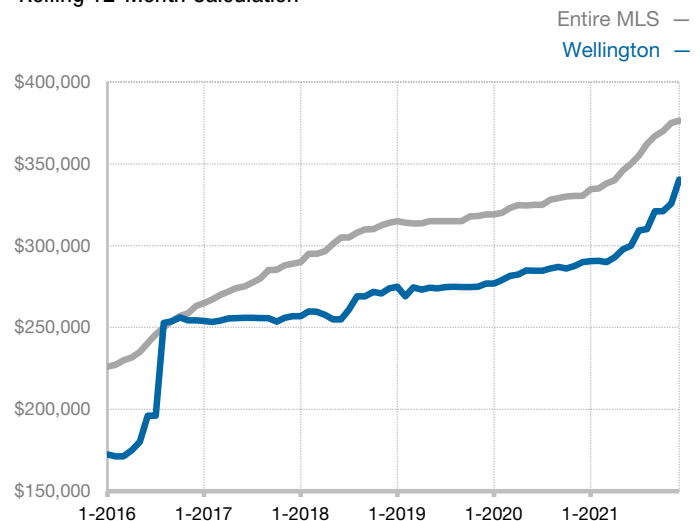
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	0	0	--	92	72	- 21.7%
Closed Sales	4	10	+ 150.0%	88	76	- 13.6%
Median Sales Price*	\$278,043	\$372,130	+ 33.8%	\$290,030	\$340,500	+ 17.4%
Average Sales Price*	\$276,993	\$352,493	+ 27.3%	\$286,349	\$329,730	+ 15.1%
Percent of List Price Received*	99.8%	100.5%	+ 0.7%	99.8%	101.4%	+ 1.6%
Days on Market Until Sale	34	36	+ 5.9%	77	58	- 24.7%
Inventory of Homes for Sale	4	0	- 100.0%	--	--	--
Months Supply of Inventory	0.5	0.0	- 100.0%	--	--	--

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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 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Berthoud

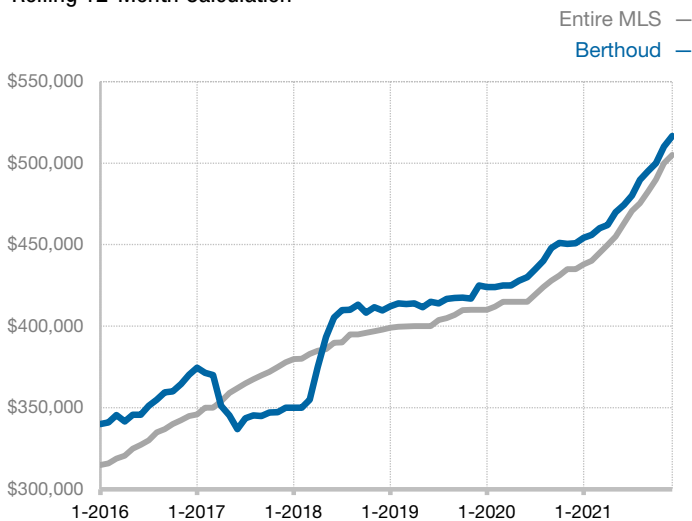
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	44	25	- 43.2%	991	631	- 36.3%
Closed Sales	59	54	- 8.5%	789	654	- 17.1%
Median Sales Price*	\$475,000	\$559,268	+ 17.7%	\$450,925	\$516,670	+ 14.6%
Average Sales Price*	\$512,925	\$683,700	+ 33.3%	\$514,259	\$615,012	+ 19.6%
Percent of List Price Received*	99.6%	102.2%	+ 2.6%	99.7%	101.9%	+ 2.2%
Days on Market Until Sale	83	99	+ 19.3%	76	77	+ 1.3%
Inventory of Homes for Sale	108	29	- 73.1%	--	--	--
Months Supply of Inventory	1.6	0.5	- 68.8%	--	--	--

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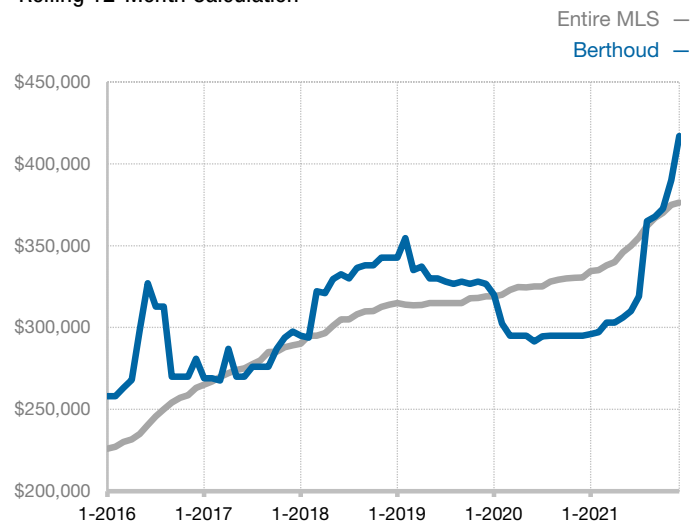
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	8	3	- 62.5%	120	86	- 28.3%
Closed Sales	5	3	- 40.0%	130	61	- 53.1%
Median Sales Price*	\$314,715	\$417,000	+ 32.5%	\$295,000	\$417,000	+ 41.4%
Average Sales Price*	\$321,446	\$425,250	+ 32.3%	\$319,538	\$449,344	+ 40.6%
Percent of List Price Received*	103.1%	100.7%	- 2.3%	100.6%	101.9%	+ 1.3%
Days on Market Until Sale	116	159	+ 37.1%	103	101	- 1.9%
Inventory of Homes for Sale	6	2	- 66.7%	--	--	--
Months Supply of Inventory	0.6	0.4	- 33.3%	--	--	--

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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 December 2021

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Windsor

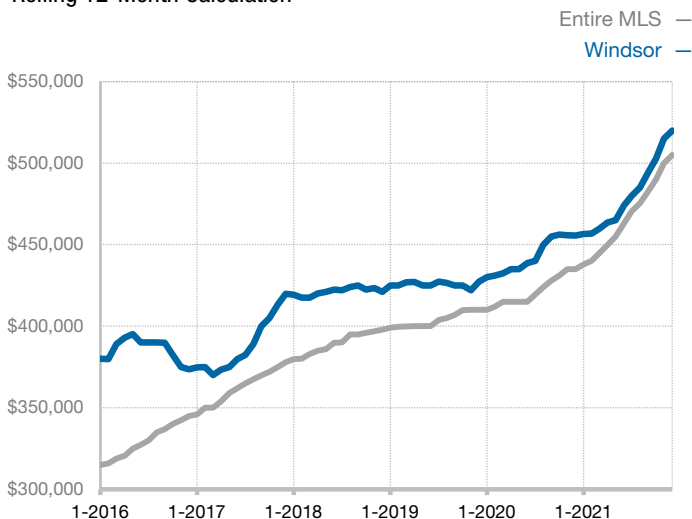
Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	69	121	+ 75.4%	1,748	1,735	- 0.7%
Closed Sales	135	122	- 9.6%	1,444	1,632	+ 13.0%
Median Sales Price*	\$462,500	\$559,950	+ 21.1%	\$455,650	\$520,000	+ 14.1%
Average Sales Price*	\$490,548	\$602,847	+ 22.9%	\$508,071	\$581,182	+ 14.4%
Percent of List Price Received*	100.7%	100.2%	- 0.5%	99.7%	101.5%	+ 1.8%
Days on Market Until Sale	72	59	- 18.1%	75	57	- 24.0%
Inventory of Homes for Sale	157	81	- 48.4%	--	--	--
Months Supply of Inventory	1.3	0.6	- 53.8%	--	--	--

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Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	19	12	- 36.8%	232	204	- 12.1%
Closed Sales	18	12	- 33.3%	206	195	- 5.3%
Median Sales Price*	\$348,661	\$414,748	+ 19.0%	\$330,977	\$387,554	+ 17.1%
Average Sales Price*	\$341,861	\$427,889	+ 25.2%	\$336,421	\$386,027	+ 14.7%
Percent of List Price Received*	100.1%	106.0%	+ 5.9%	99.9%	101.8%	+ 1.9%
Days on Market Until Sale	176	157	- 10.8%	148	115	- 22.3%
Inventory of Homes for Sale	34	5	- 85.3%	--	--	--
Months Supply of Inventory	2.0	0.3	- 85.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

