



FCBR 2024

FORT COLLINS BOARD OF REALTORS®



Monthly Indicators



January 2024

New Listings were up 16.9 percent for single family homes and 7.1 percent for townhouse-condo properties. Pending Sales landed at 143 for single family homes and 58 for townhouse-condo properties.

The Median Sales Price was up 10.0 percent to \$605,000 for single family homes but decreased 9.3 percent to \$367,500 for townhouse-condo properties. Days on Market increased 1.3 percent for single family homes but decreased 5.1 percent for townhouse-condo properties.

Despite tepid sales activity, the persistent shortage of housing supply has helped prop up home values nationwide, with the median existing-home price rising 4.4% year-over-year to \$382,600, according to NAR. Total unsold inventory was at 1 million units heading into January, an 11.5% decline from the previous month, for a 3.2 months' supply at the current sales pace. Nationally, listing activity has started to pick up, and with mortgage rates stabilizing and housing completions on the rise, inventory is expected to improve in the coming months.

Activity Snapshot

- 10.8%	+ 1.3%	+ 10.0%
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

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	1-2023	1-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		154	180	+ 16.9%	154	180	+ 16.9%
Pending Sales		148	143	- 3.4%	148	143	- 3.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		102	91	- 10.8%	102	91	- 10.8%
Median Sales Price		\$550,000	\$605,000	+ 10.0%	\$550,000	\$605,000	+ 10.0%
Avg. Sales Price		\$639,738	\$746,874	+ 16.7%	\$639,738	\$746,874	+ 16.7%
Pct. of List Price Received		99.1%	98.6%	- 0.5%	99.1%	98.6%	- 0.5%
Days on Market		79	80	+ 1.3%	79	80	+ 1.3%
Affordability Index		54	46	- 14.8%	54	46	- 14.8%
Active Listings		268	307	+ 14.6%	--	--	--
Months Supply		1.4	1.9	+ 35.7%	--	--	--

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.



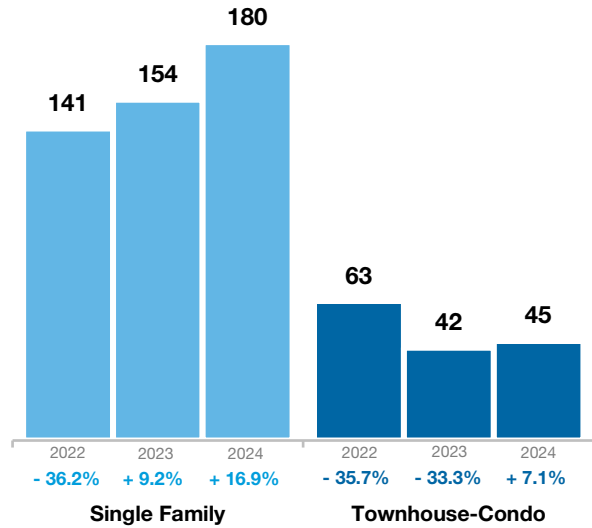
Key Metrics	Historical Sparkbars	1-2023	1-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		42	45	+ 7.1%	42	45	+ 7.1%
Pending Sales		34	58	+ 70.6%	34	58	+ 70.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		25	36	+ 44.0%	25	36	+ 44.0%
Median Sales Price		\$405,000	\$367,500	- 9.3%	\$405,000	\$367,500	- 9.3%
Avg. Sales Price		\$374,963	\$387,172	+ 3.3%	\$374,963	\$387,172	+ 3.3%
Pct. of List Price Received		98.5%	98.9%	+ 0.4%	98.5%	98.9%	+ 0.4%
Days on Market		99	94	- 5.1%	99	94	- 5.1%
Affordability Index		73	76	+ 4.1%	73	76	+ 4.1%
Active Listings		113	122	+ 8.0%	--	--	--
Months Supply		1.9	2.1	+ 10.5%	--	--	--

New Listings

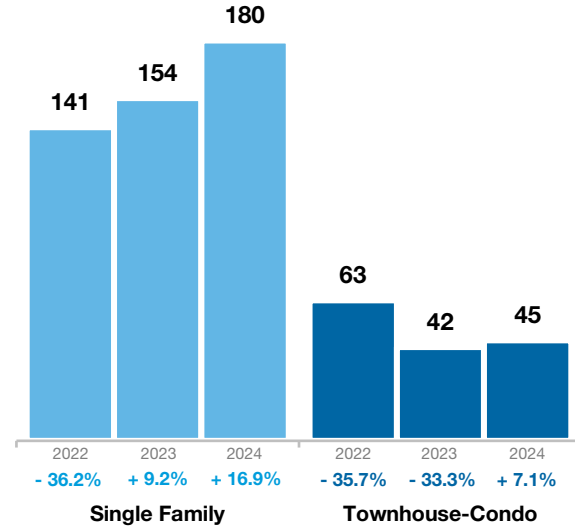
A count of the properties that have been newly listed on the market in a given month.



January

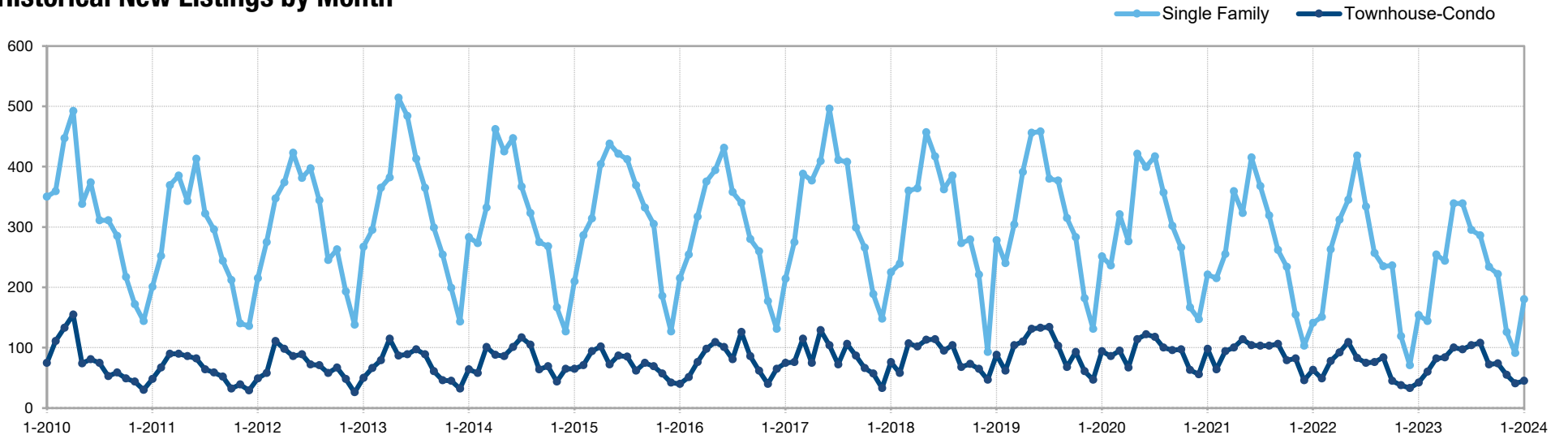


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2023	144	-4.6%	60	+22.4%
Mar-2023	254	-3.4%	82	+5.1%
Apr-2023	244	-21.8%	84	-8.7%
May-2023	339	-1.7%	100	-8.3%
Jun-2023	339	-18.9%	97	+16.9%
Jul-2023	295	-11.7%	104	+38.7%
Aug-2023	286	+11.3%	108	+42.1%
Sep-2023	234	-0.4%	72	-14.3%
Oct-2023	222	-5.9%	74	+64.4%
Nov-2023	126	+5.9%	55	+44.7%
Dec-2023	91	+28.2%	41	+24.2%
Jan-2024	180	+16.9%	45	+7.1%
12-Month Avg	230	-4.9%	77	+14.7%

Historical New Listings by Month

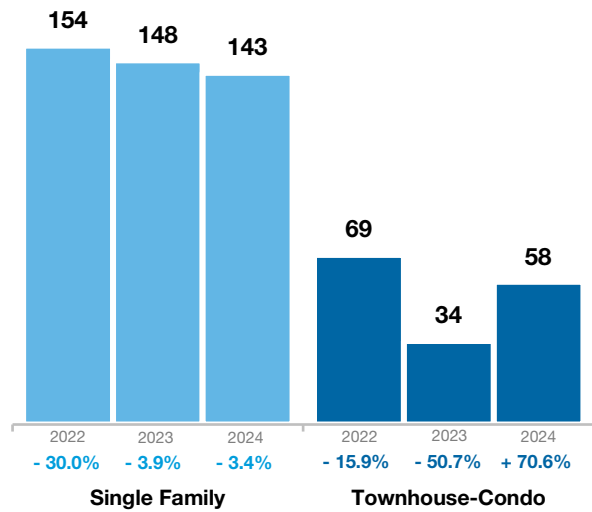


Pending Sales

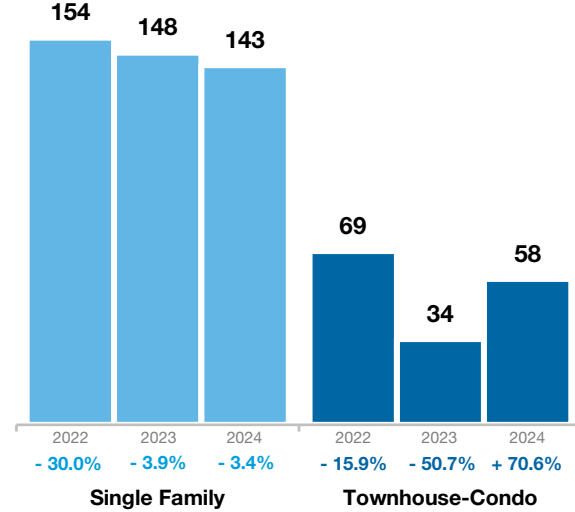
A count of the properties on which offers have been accepted in a given month.



January

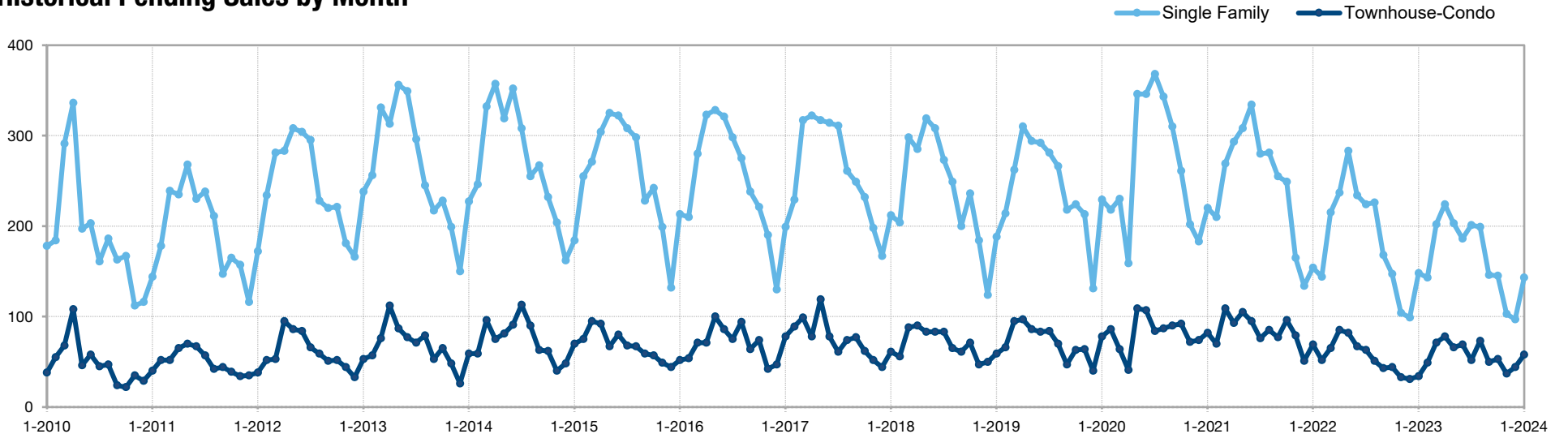


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2023	143	-0.7%	49	-5.8%
Mar-2023	202	-6.0%	71	+9.2%
Apr-2023	224	-5.5%	78	-8.2%
May-2023	203	-28.3%	66	-19.5%
Jun-2023	186	-20.5%	69	+3.0%
Jul-2023	201	-10.3%	52	-17.5%
Aug-2023	199	-11.9%	73	+43.1%
Sep-2023	146	-13.1%	50	+16.3%
Oct-2023	145	-1.4%	53	+20.5%
Nov-2023	103	-1.0%	37	+12.1%
Dec-2023	97	-2.0%	44	+41.9%
Jan-2024	143	-3.4%	58	+70.6%
12-Month Avg	166	-10.6%	58	+7.7%

Historical Pending Sales by Month

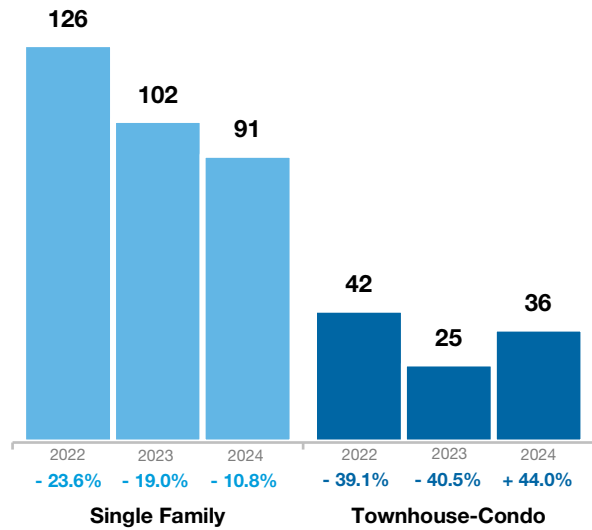


Sold Listings

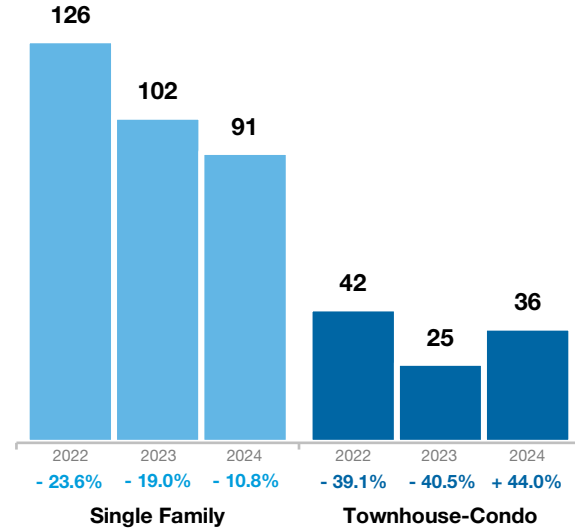
A count of the actual sales that closed in a given month.



January

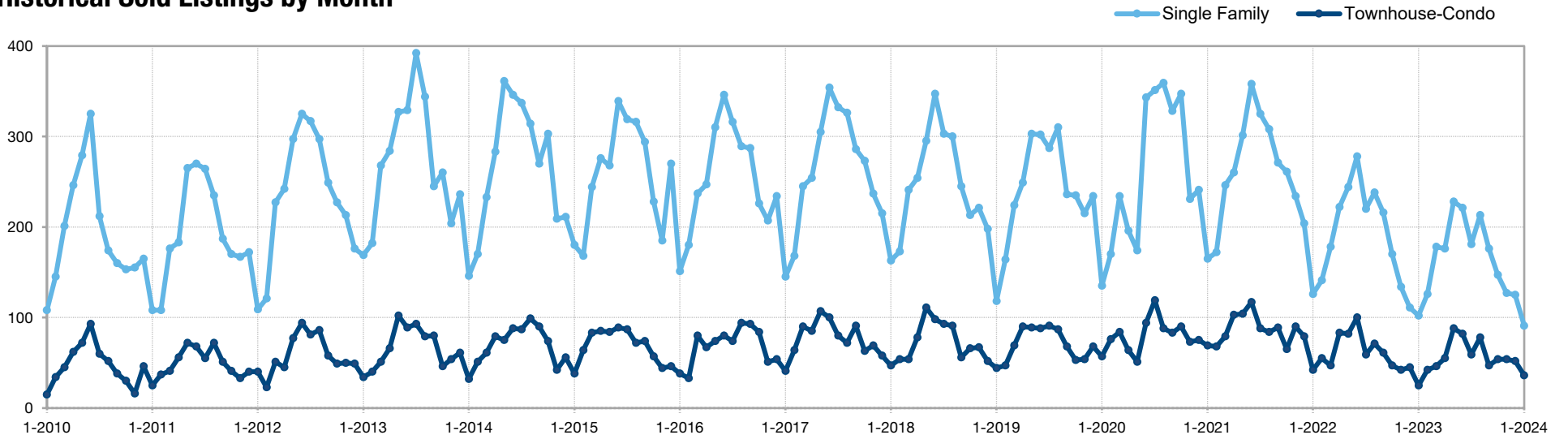


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Sep-2023	176	-18.5%	47	-23.0%
Oct-2023	147	-13.5%	54	+14.9%
Nov-2023	127	-5.2%	54	+28.6%
Dec-2023	125	+12.6%	52	+15.6%
Jan-2024	91	-10.8%	36	+44.0%
12-Month Avg	166	-11.8%	58	-3.3%

Historical Sold Listings by Month

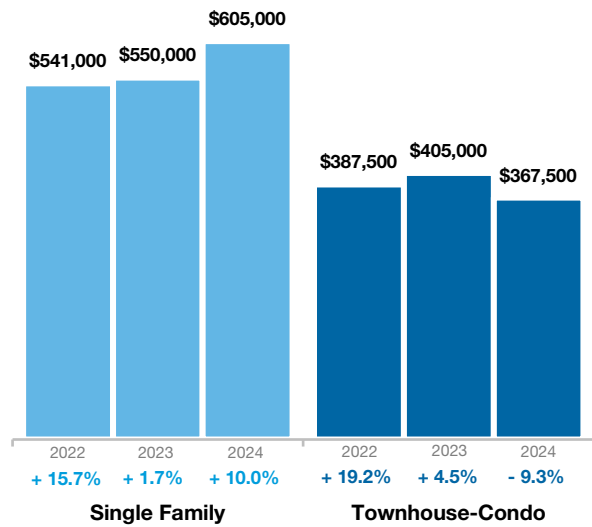


Median Sales Price

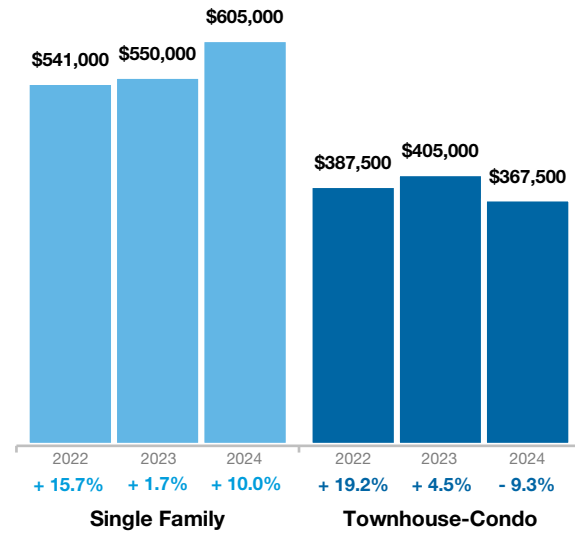
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



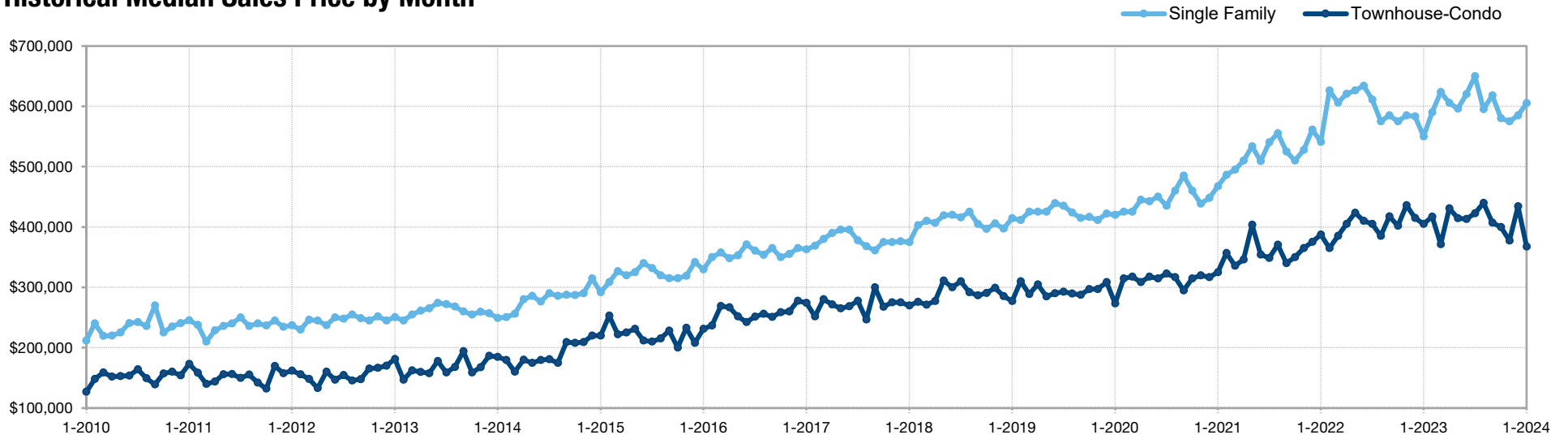
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Sep-2023	\$617,950	+5.6%	\$407,000	-2.5%
Oct-2023	\$580,000	+0.9%	\$400,000	-0.5%
Nov-2023	\$575,000	-1.7%	\$377,500	-13.4%
Dec-2023	\$585,000	+0.3%	\$434,134	+4.6%
Jan-2024	\$605,000	+10.0%	\$367,500	-9.3%
12-Month Avg*	\$600,000	0.0%	\$415,000	+2.5%

* Median Sales Price for all properties from February 2023 through January 2024. This is not the average of the individual figures above.

Historical Median Sales Price by Month

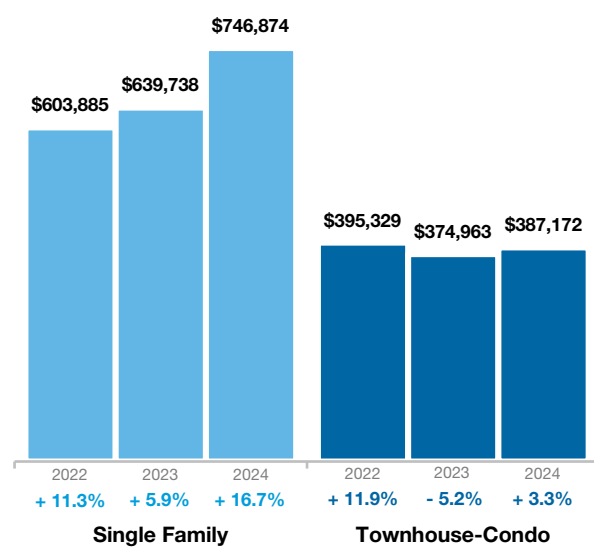


Average Sales Price

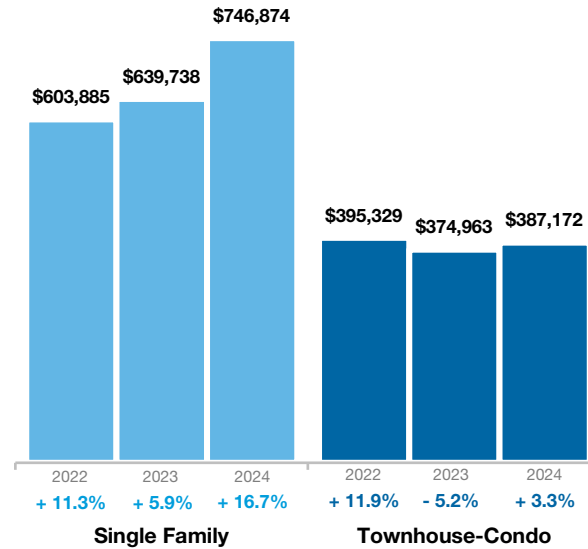
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



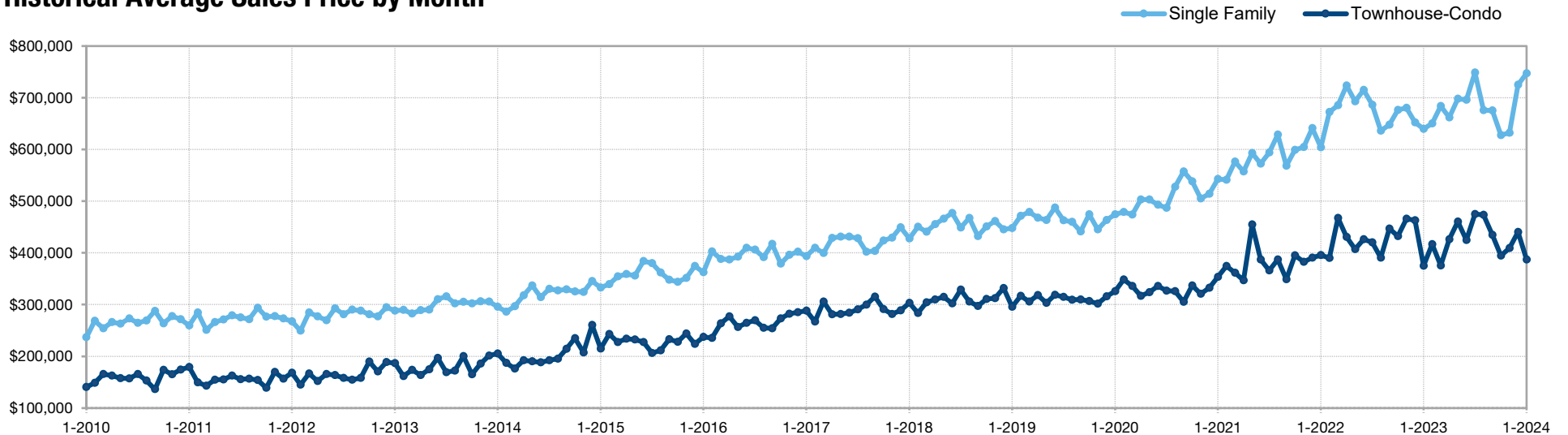
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$697,836	+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	\$675,546	+6.2%	\$473,176	+21.1%
Sep-2023	\$675,092	+4.2%	\$434,596	-2.7%
Oct-2023	\$627,558	-7.2%	\$394,662	-8.7%
Nov-2023	\$632,025	-7.1%	\$409,245	-12.1%
Dec-2023	\$724,998	+11.2%	\$440,046	-4.9%
Jan-2024	\$746,874	+16.7%	\$387,172	+3.3%
12-Month Avg*	\$684,928	+0.8%	\$431,639	+1.5%

* Avg. Sales Price for all properties from February 2023 through January 2024. This is not the average of the individual figures above.

Historical Average Sales Price by Month

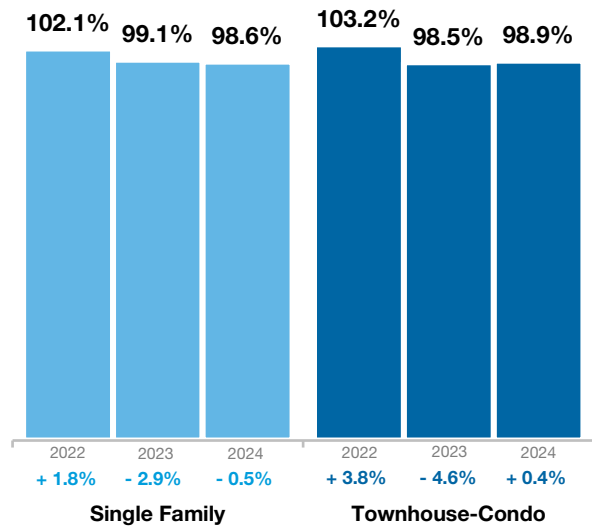


Percent of List Price Received

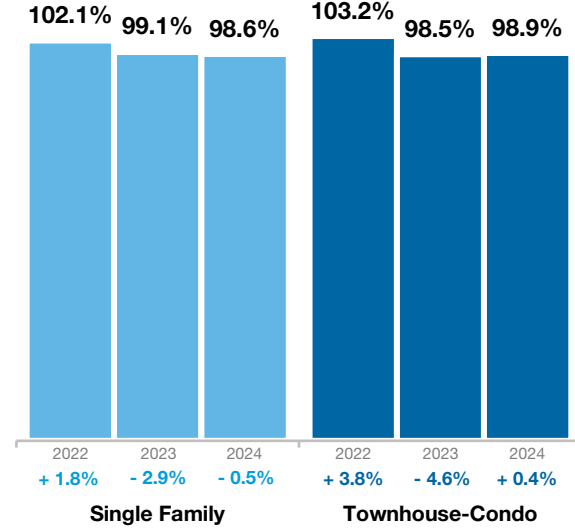
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



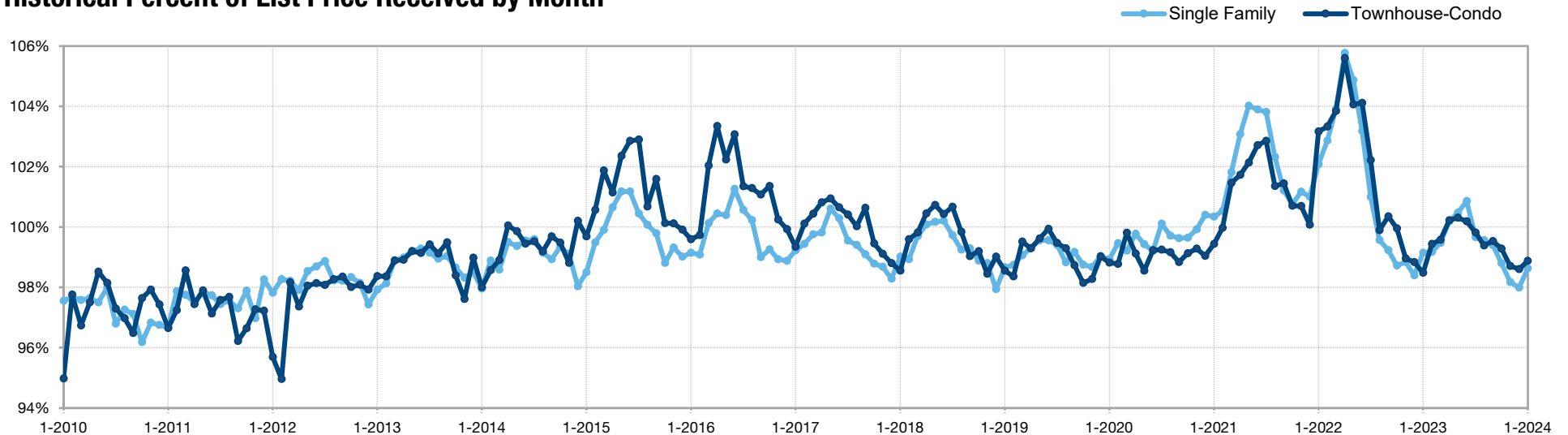
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	99.6%	0.0%	99.4%	-0.5%
Sep-2023	99.4%	+0.2%	99.5%	-0.9%
Oct-2023	98.8%	+0.1%	99.3%	-0.6%
Nov-2023	98.2%	-0.6%	98.7%	-0.3%
Dec-2023	98.0%	-0.4%	98.6%	-0.2%
Jan-2024	98.6%	-0.5%	98.9%	+0.4%
12-Month Avg*	99.5%	-2.1%	99.6%	-2.6%

* Pct. of List Price Received for all properties from February 2023 through January 2024. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

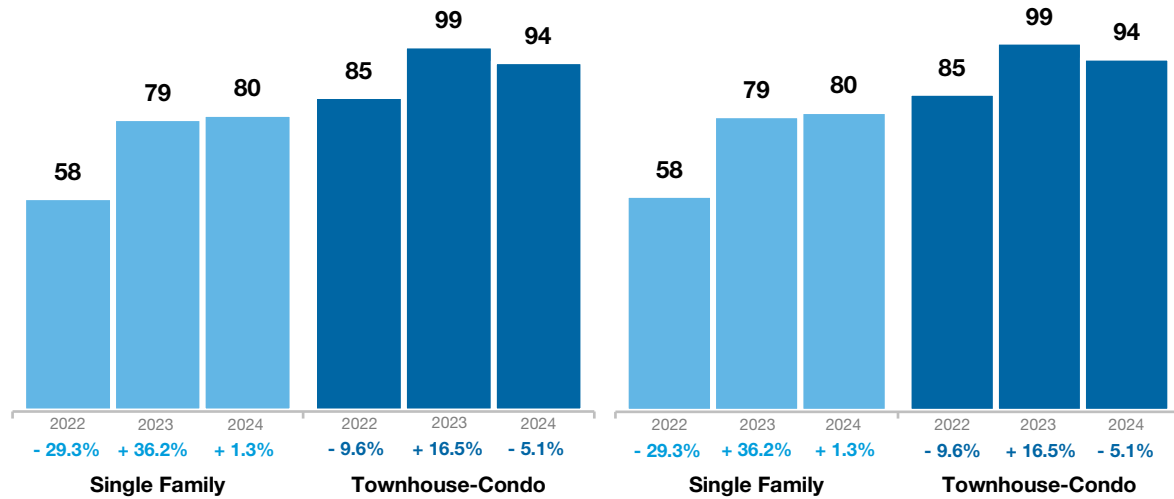


Days on Market Until Sale



January

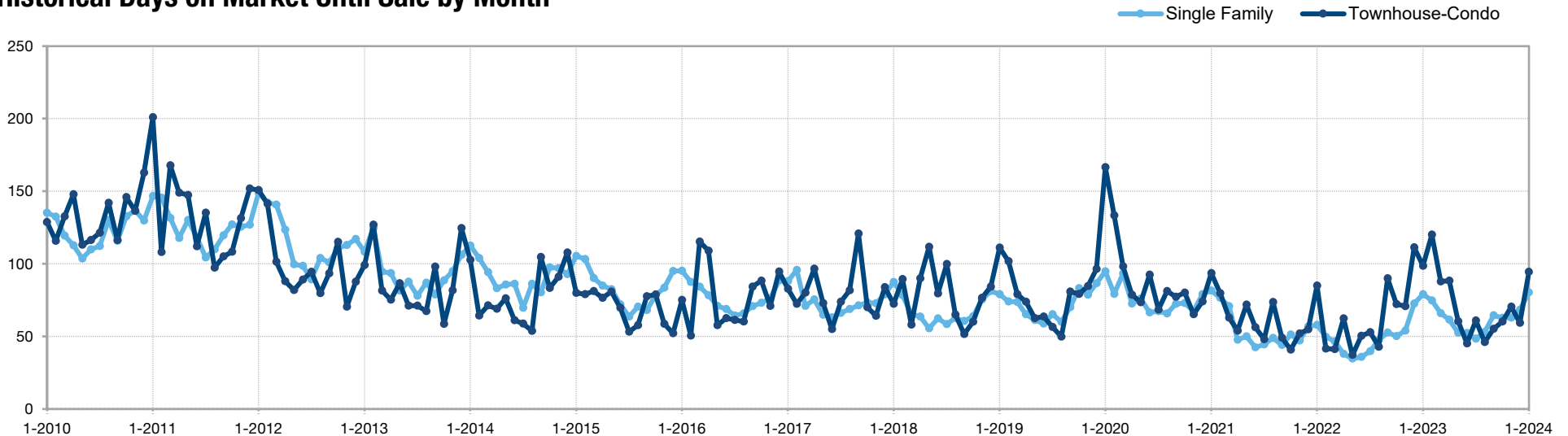
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Sep-2023	65	+22.6%	55	-38.9%
Oct-2023	63	+26.0%	60	-16.7%
Nov-2023	63	+16.7%	70	-1.4%
Dec-2023	68	-6.8%	59	-46.8%
Jan-2024	80	+1.3%	94	-5.1%
12-Month Avg	60	+28.8%	67	+11.4%

* Days on Market for all properties from February 2023 through January 2024. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

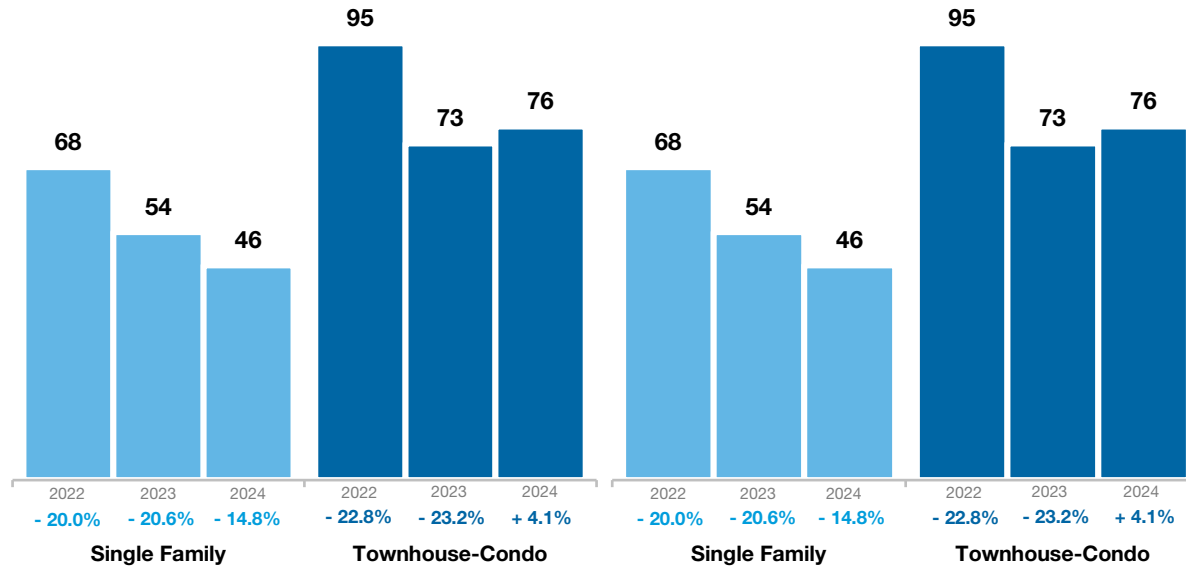


Housing Affordability Index

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.



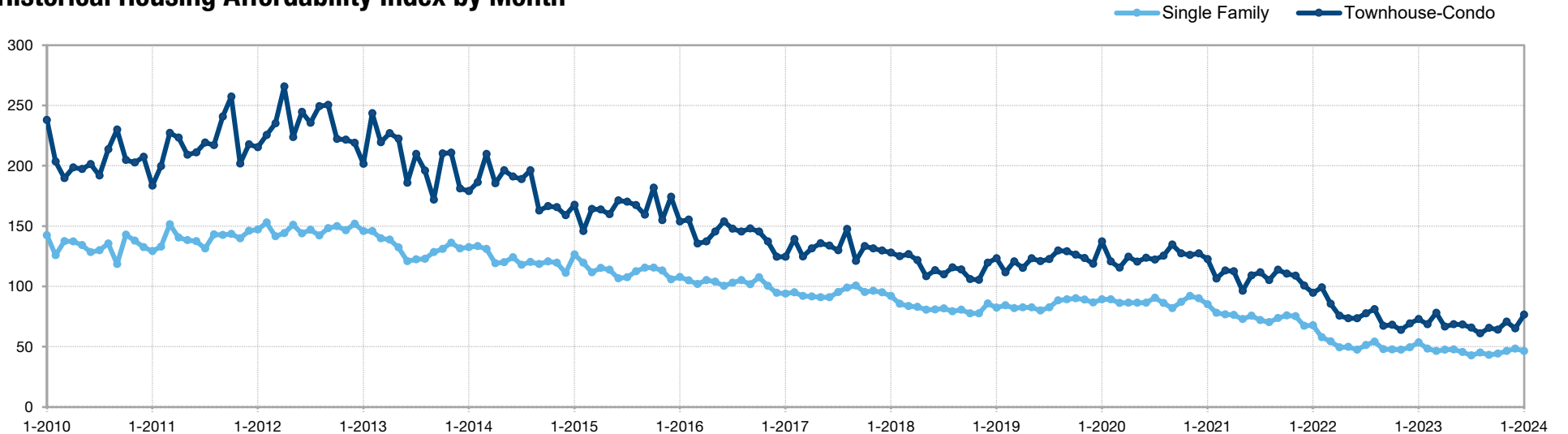
January



Year to Date

Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Sep-2023	43	-10.4%	66	-1.5%
Oct-2023	44	-8.3%	64	-5.9%
Nov-2023	46	-4.2%	71	+10.9%
Dec-2023	48	-2.0%	65	-5.8%
Jan-2024	46	-14.8%	76	+4.1%
12-Month Avg	46	-9.6%	51	+0.5%

Historical Housing Affordability Index by Month

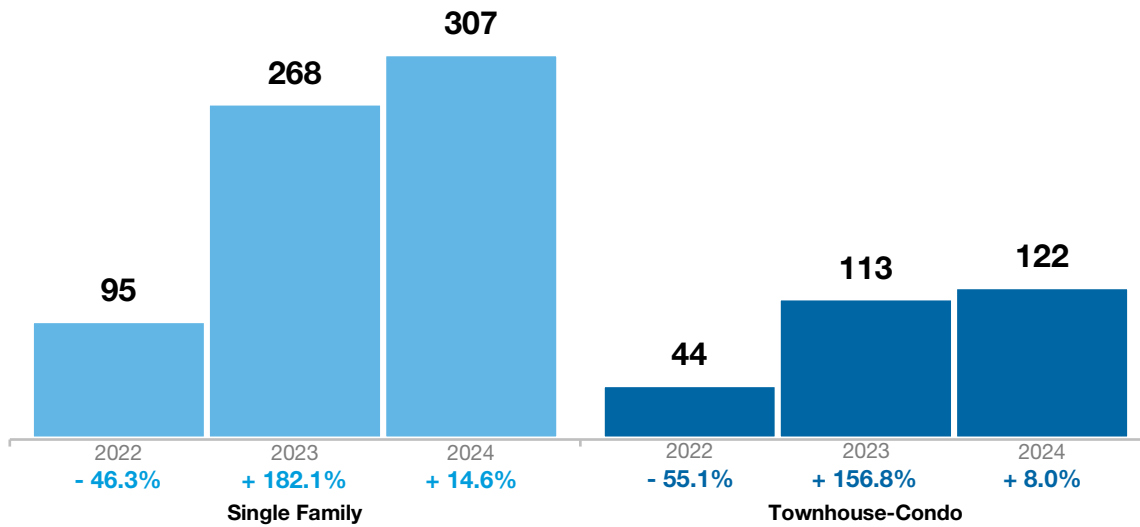


Inventory of Active Listings

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



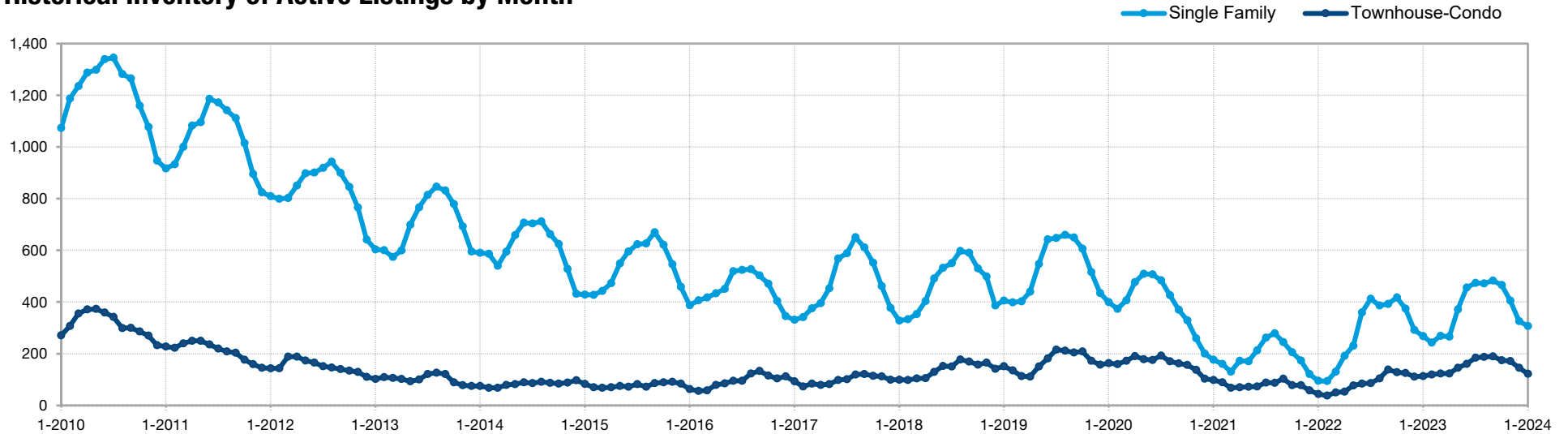
January



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2023	243	+158.5%	119	+213.2%
Mar-2023	269	+106.9%	123	+146.0%
Apr-2023	266	+38.5%	123	+132.1%
May-2023	371	+60.6%	145	+88.3%
Jun-2023	456	+27.0%	160	+90.5%
Jul-2023	474	+15.0%	185	+115.1%
Aug-2023	472	+22.3%	188	+80.8%
Sep-2023	483	+23.2%	190	+37.7%
Oct-2023	466	+11.8%	175	+36.7%
Nov-2023	405	+8.3%	171	+36.8%
Dec-2023	326	+11.6%	145	+30.6%
Jan-2024	307	+14.6%	122	+8.0%
12-Month Avg*	378	+27.9%	154	+66.8%

* Active Listings for all properties from February 2023 through January 2024. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

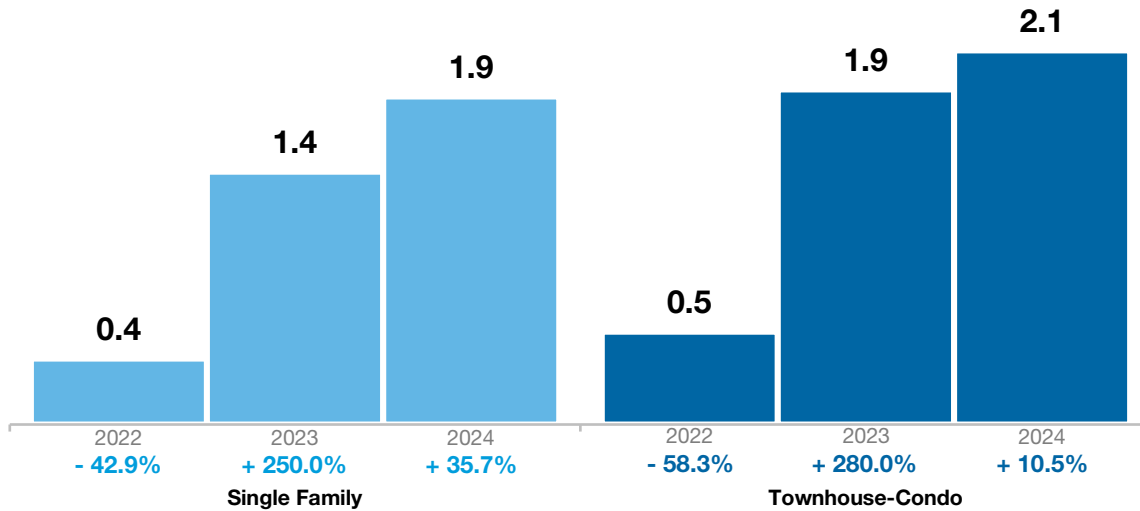


Months Supply of Inventory

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.



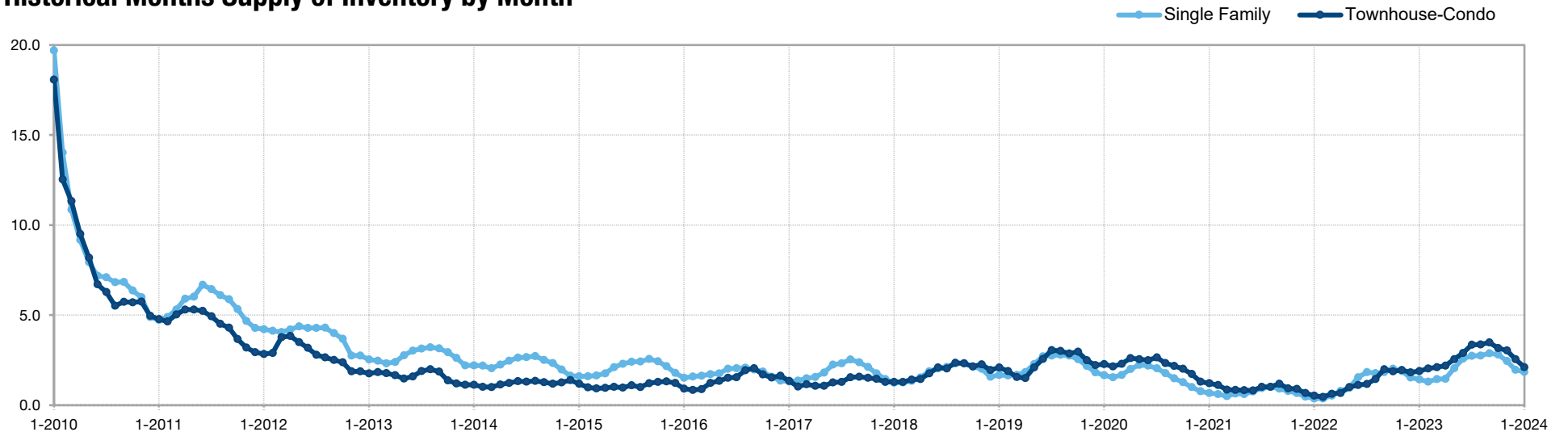
January



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2023	1.3	+225.0%	2.0	+300.0%
Mar-2023	1.4	+180.0%	2.1	+250.0%
Apr-2023	1.5	+87.5%	2.2	+214.3%
May-2023	2.0	+100.0%	2.6	+160.0%
Jun-2023	2.6	+73.3%	2.9	+163.6%
Jul-2023	2.7	+50.0%	3.3	+175.0%
Aug-2023	2.8	+55.6%	3.4	+142.9%
Sep-2023	2.9	+61.1%	3.5	+75.0%
Oct-2023	2.8	+40.0%	3.2	+68.4%
Nov-2023	2.4	+26.3%	3.0	+50.0%
Dec-2023	2.0	+33.3%	2.6	+44.4%
Jan-2024	1.9	+35.7%	2.1	+10.5%
12-Month Avg*	2.2	+58.9%	2.7	+104.8%

* Months Supply for all properties from February 2023 through January 2024. 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.



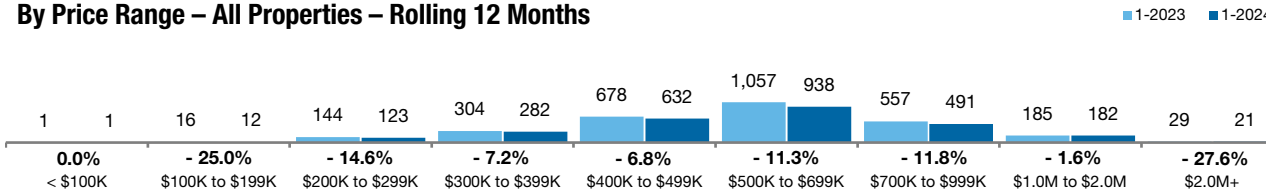
Key Metrics	Historical Sparkbars	1-2023	1-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		196	225	+ 14.8%	196	225	+ 14.8%
Pending Sales		182	201	+ 10.4%	34	58	+ 70.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		127	127	0.0%	127	127	0.0%
Median Sales Price		\$510,000	\$550,000	+ 7.8%	\$510,000	\$550,000	+ 7.8%
Avg. Sales Price		\$587,617	\$644,911	+ 9.8%	\$587,617	\$644,911	+ 9.8%
Pct. of List Price Received		99.0%	98.7%	- 0.3%	99.0%	98.7%	- 0.3%
Days on Market		83	84	+ 1.2%	83	84	+ 1.2%
Affordability Index		58	51	- 11.6%	58	51	- 11.6%
Active Listings		381	429	+ 12.6%	--	--	--
Months Supply		1.5	1.9	+ 24.7%	--	--	--

Sold Listings

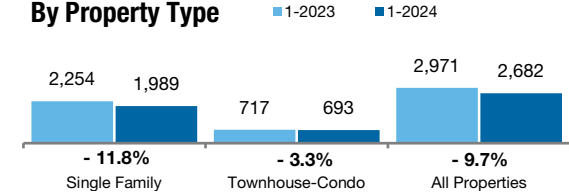
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	1-2023	1-2024	Change	1-2023	1-2024	Change
\$99,999 and Below	1	1	0.0%	0	0	--
\$100,000 to \$199,999	12	12	0.0%	4	0	-100.0%
\$200,000 to \$299,999	27	25	-7.4%	117	98	-16.2%
\$300,000 to \$399,999	89	73	-18.0%	215	209	-2.8%
\$400,000 to \$499,999	425	362	-14.8%	253	270	+6.7%
\$500,000 to \$699,999	973	859	-11.7%	84	79	-6.0%
\$700,000 to \$999,999	524	469	-10.5%	33	22	-33.3%
\$1,000,000 to \$1,999,999	175	167	-4.6%	10	15	+50.0%
\$2,000,000 and Above	28	21	-25.0%	1	0	-100.0%
All Price Ranges	2,254	1,989	-11.8%	717	693	-3.3%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2023	1-2024	Change	12-2023	1-2024	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	1	--	0	0	--
\$200,000 to \$299,999	4	1	-75.0%	3	9	+200.0%
\$300,000 to \$399,999	4	4	0.0%	14	11	-21.4%
\$400,000 to \$499,999	26	13	-50.0%	27	12	-55.6%
\$500,000 to \$699,999	52	40	-23.1%	7	3	-57.1%
\$700,000 to \$999,999	25	20	-20.0%	0	1	--
\$1,000,000 to \$1,999,999	10	9	-10.0%	1	0	-100.0%
\$2,000,000 and Above	4	3	-25.0%	0	0	--
All Price Ranges	125	91	-27.2%	52	36	-30.8%

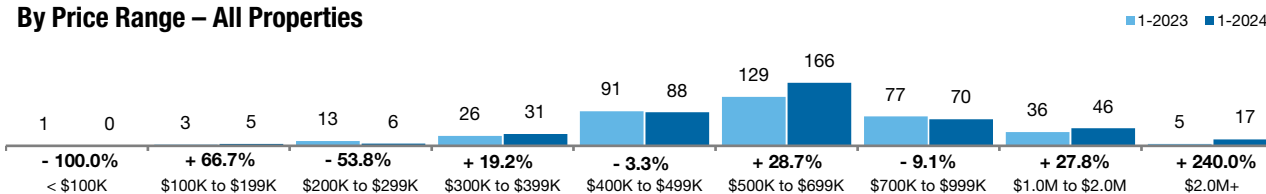
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2023	1-2024	Change	1-2023	1-2024	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	1	--	0	0	--
\$200,000 to \$299,999	4	1	-75.0%	5	9	+80.0%
\$300,000 to \$399,999	4	4	0.0%	7	11	+57.1%
\$400,000 to \$499,999	28	13	-53.6%	11	12	+9.1%
\$500,000 to \$699,999	39	40	+2.6%	2	3	+50.0%
\$700,000 to \$999,999	20	20	0.0%	0	1	--
\$1,000,000 to \$1,999,999	6	9	+50.0%	0	0	--
\$2,000,000 and Above	1	3	+200.0%	0	0	--
All Price Ranges	102	91	-10.8%	25	36	+44.0%

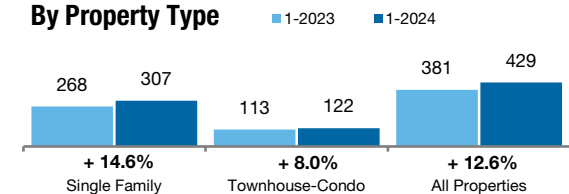
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	1-2023	1-2024	Change	1-2023	1-2024	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	3	4	+33.3%	0	1	--
\$200,000 to \$299,999	7	2	-71.4%	6	4	-33.3%
\$300,000 to \$399,999	6	8	+33.3%	20	23	+15.0%
\$400,000 to \$499,999	35	32	-8.6%	56	56	0.0%
\$500,000 to \$699,999	114	136	+19.3%	15	30	+100.0%
\$700,000 to \$999,999	70	63	-10.0%	7	7	0.0%
\$1,000,000 to \$1,999,999	27	45	+66.7%	9	1	-88.9%
\$2,000,000 and Above	5	17	+240.0%	0	0	--
All Price Ranges	268	307	+14.6%	113	122	+8.0%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2023	1-2024	Change	12-2023	1-2024	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	4	+33.3%	1	1	0.0%
\$200,000 to \$299,999	2	2	0.0%	10	4	-60.0%
\$300,000 to \$399,999	8	8	0.0%	31	23	-25.8%
\$400,000 to \$499,999	36	32	-11.1%	62	56	-9.7%
\$500,000 to \$699,999	150	136	-9.3%	33	30	-9.1%
\$700,000 to \$999,999	64	63	-1.6%	7	7	0.0%
\$1,000,000 to \$1,999,999	49	45	-8.2%	1	1	0.0%
\$2,000,000 and Above	14	17	+21.4%	0	0	--
All Price Ranges	326	307	-5.8%	145	122	-15.9%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2023	1-2024	Change	1-2023	1-2024	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	4	+33.3%	1	1	0.0%
\$200,000 to \$299,999	7	2	-71.4%	6	4	-33.3%
\$300,000 to \$399,999	6	8	+33.3%	20	23	+15.0%
\$400,000 to \$499,999	35	32	-8.6%	56	56	0.0%
\$500,000 to \$699,999	114	136	+19.3%	15	30	+100.0%
\$700,000 to \$999,999	70	63	-10.0%	7	7	0.0%
\$1,000,000 to \$1,999,999	27	45	+66.7%	9	1	-88.9%
\$2,000,000 and Above	5	17	+240.0%	0	0	--
All Price Ranges	268	307	+14.6%	113	122	+8.0%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers (e.g., Q3 New Listings are those listings with a system list date from July 1 through September 30).
Pending Sales	A count of all the listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Under Contract Activity	A count of all listings Under Contract during the reported period. Listings that go Under Contract are counted each day. There is no maximum number of times a listing can be counted as Under Contract. For example, if a listing goes into Under Contract, out of Under Contract, then back into Under Contract all in one reported period, this listing would be counted twice.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

Local Market Update for January 2024

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Boulder

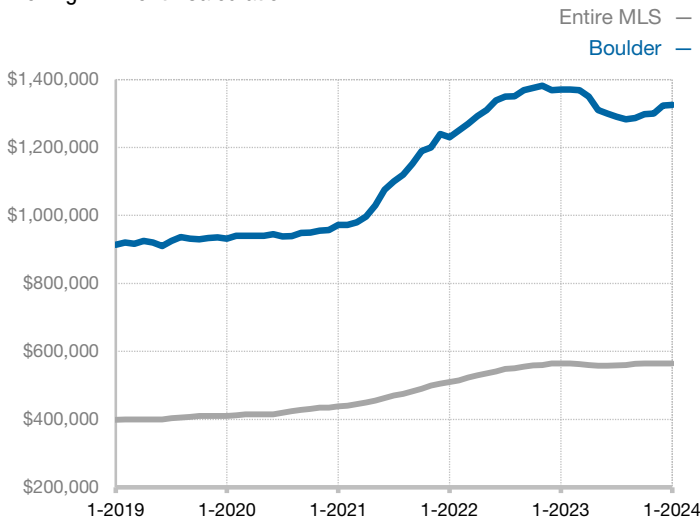
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	81	95	+ 17.3%	81	95	+ 17.3%
Closed Sales	31	49	+ 58.1%	31	49	+ 58.1%
Median Sales Price*	\$1,150,000	\$1,398,000	+ 21.6%	\$1,150,000	\$1,398,000	+ 21.6%
Average Sales Price*	\$2,258,903	\$1,610,915	- 28.7%	\$2,258,903	\$1,610,915	- 28.7%
Percent of List Price Received*	97.0%	96.6%	- 0.4%	97.0%	96.6%	- 0.4%
Days on Market Until Sale	80	110	+ 37.5%	80	110	+ 37.5%
Inventory of Homes for Sale	165	170	+ 3.0%	--	--	--
Months Supply of Inventory	2.0	2.2	+ 10.0%	--	--	--

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

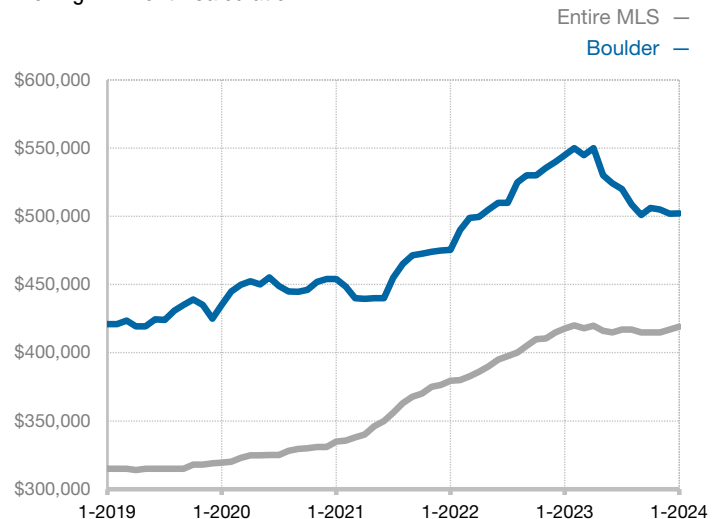
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	47	50	+ 6.4%	47	50	+ 6.4%
Closed Sales	34	30	- 11.8%	34	30	- 11.8%
Median Sales Price*	\$395,500	\$430,000	+ 8.7%	\$395,500	\$430,000	+ 8.7%
Average Sales Price*	\$510,916	\$561,410	+ 9.9%	\$510,916	\$561,410	+ 9.9%
Percent of List Price Received*	97.7%	97.7%	0.0%	97.7%	97.7%	0.0%
Days on Market Until Sale	50	76	+ 52.0%	50	76	+ 52.0%
Inventory of Homes for Sale	49	104	+ 112.2%	--	--	--
Months Supply of Inventory	0.8	2.2	+ 175.0%	--	--	--

* 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 January 2024

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Loveland

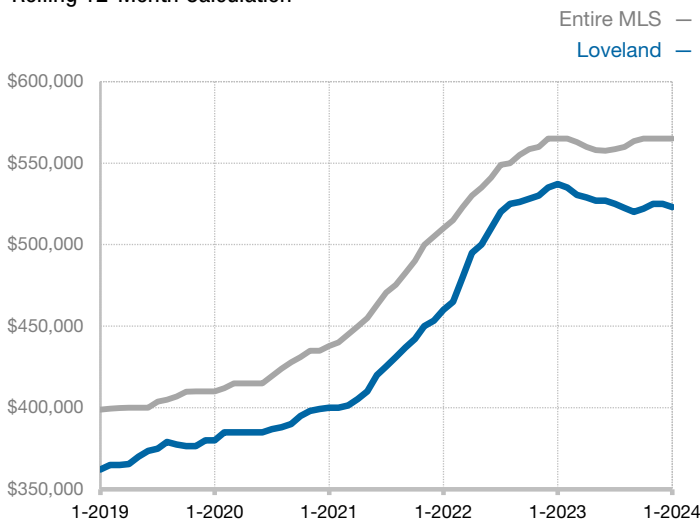
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	81	99	+ 22.2%	81	99	+ 22.2%
Closed Sales	75	75	0.0%	75	75	0.0%
Median Sales Price*	\$510,000	\$490,000	- 3.9%	\$510,000	\$490,000	- 3.9%
Average Sales Price*	\$782,683	\$527,486	- 32.6%	\$782,683	\$527,486	- 32.6%
Percent of List Price Received*	97.8%	99.7%	+ 1.9%	97.8%	99.7%	+ 1.9%
Days on Market Until Sale	69	58	- 15.9%	69	58	- 15.9%
Inventory of Homes for Sale	161	114	- 29.2%	--	--	--
Months Supply of Inventory	1.1	1.1	0.0%	--	--	--

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

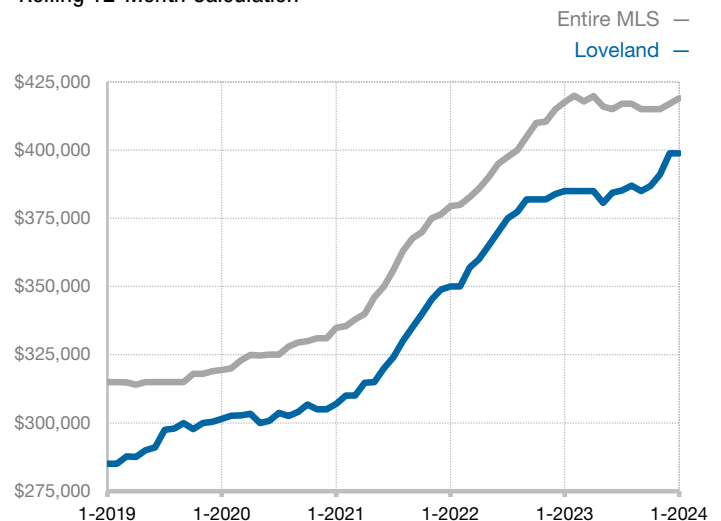
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	23	13	- 43.5%	23	13	- 43.5%
Closed Sales	20	12	- 40.0%	20	12	- 40.0%
Median Sales Price*	\$390,266	\$369,340	- 5.4%	\$390,266	\$369,340	- 5.4%
Average Sales Price*	\$408,320	\$377,650	- 7.5%	\$408,320	\$377,650	- 7.5%
Percent of List Price Received*	102.6%	99.0%	- 3.5%	102.6%	99.0%	- 3.5%
Days on Market Until Sale	216	64	- 70.4%	216	64	- 70.4%
Inventory of Homes for Sale	76	52	- 31.6%	--	--	--
Months Supply of Inventory	2.4	2.1	- 12.5%	--	--	--

* 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 January 2024

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Johnstown

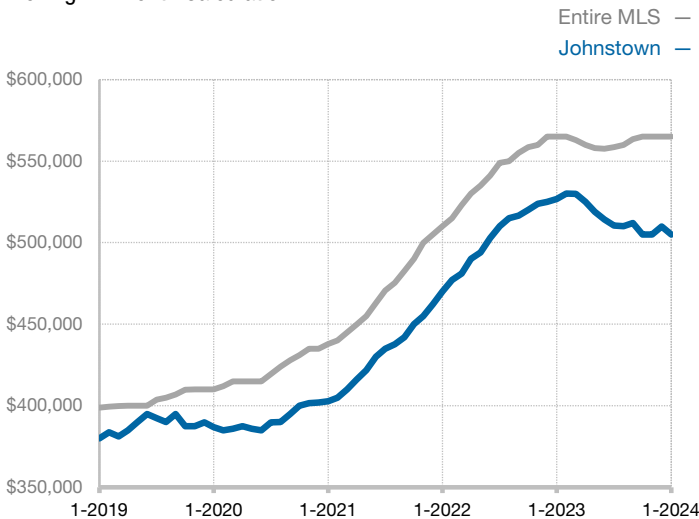
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	50	72	+ 44.0%	50	72	+ 44.0%
Closed Sales	28	30	+ 7.1%	28	30	+ 7.1%
Median Sales Price*	\$542,500	\$509,610	- 6.1%	\$542,500	\$509,610	- 6.1%
Average Sales Price*	\$600,339	\$547,517	- 8.8%	\$600,339	\$547,517	- 8.8%
Percent of List Price Received*	98.9%	100.1%	+ 1.2%	98.9%	100.1%	+ 1.2%
Days on Market Until Sale	75	68	- 9.3%	75	68	- 9.3%
Inventory of Homes for Sale	106	96	- 9.4%	--	--	--
Months Supply of Inventory	2.1	2.1	0.0%	--	--	--

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

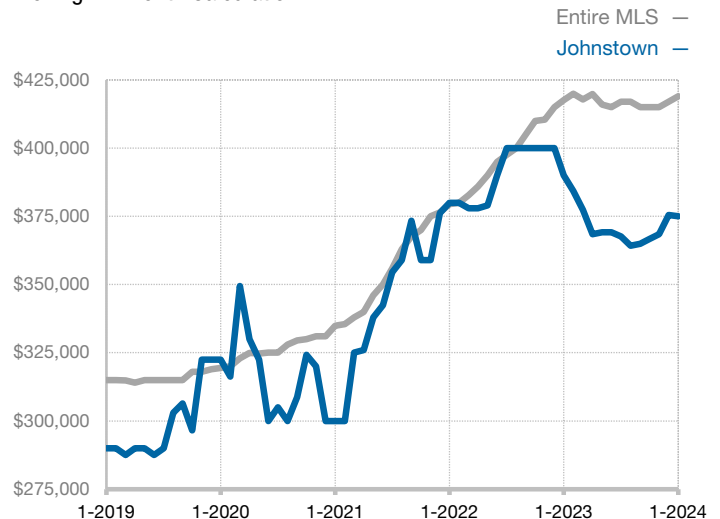
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	5	34	+ 580.0%	5	34	+ 580.0%
Closed Sales	3	6	+ 100.0%	3	6	+ 100.0%
Median Sales Price*	\$380,000	\$397,495	+ 4.6%	\$380,000	\$397,495	+ 4.6%
Average Sales Price*	\$406,167	\$387,138	- 4.7%	\$406,167	\$387,138	- 4.7%
Percent of List Price Received*	99.8%	99.0%	- 0.8%	99.8%	99.0%	- 0.8%
Days on Market Until Sale	99	62	- 37.4%	99	62	- 37.4%
Inventory of Homes for Sale	4	41	+ 925.0%	--	--	--
Months Supply of Inventory	1.7	10.5	+ 517.6%	--	--	--

* 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 January 2024

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Fort Collins

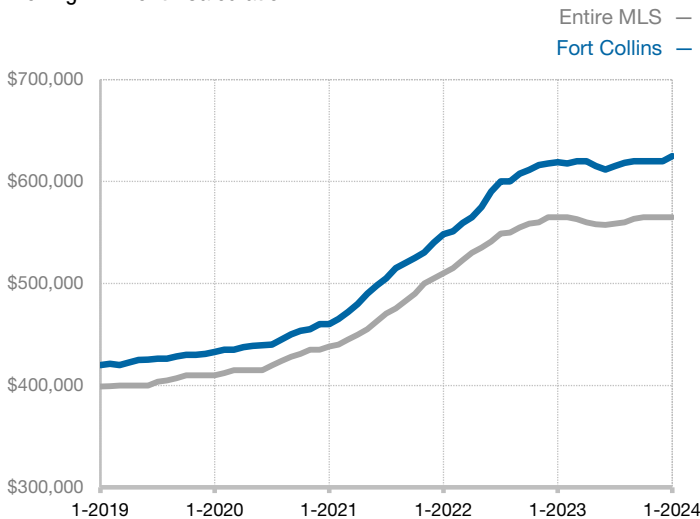
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	130	138	+ 6.2%	130	138	+ 6.2%
Closed Sales	93	83	- 10.8%	93	83	- 10.8%
Median Sales Price*	\$570,000	\$625,000	+ 9.6%	\$570,000	\$625,000	+ 9.6%
Average Sales Price*	\$642,827	\$784,923	+ 22.1%	\$642,827	\$784,923	+ 22.1%
Percent of List Price Received*	98.9%	98.5%	- 0.4%	98.9%	98.5%	- 0.4%
Days on Market Until Sale	65	70	+ 7.7%	65	70	+ 7.7%
Inventory of Homes for Sale	194	221	+ 13.9%	--	--	--
Months Supply of Inventory	1.0	1.6	+ 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.

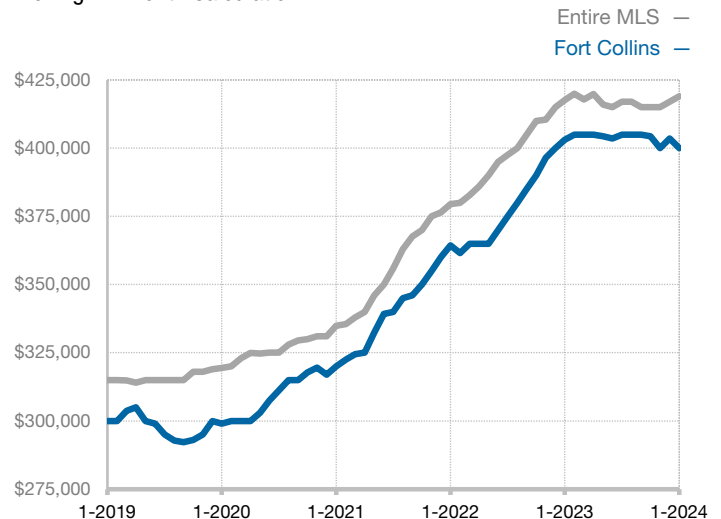
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	45	41	- 8.9%	45	41	- 8.9%
Closed Sales	34	38	+ 11.8%	34	38	+ 11.8%
Median Sales Price*	\$405,000	\$347,500	- 14.2%	\$405,000	\$347,500	- 14.2%
Average Sales Price*	\$378,534	\$366,854	- 3.1%	\$378,534	\$366,854	- 3.1%
Percent of List Price Received*	97.8%	98.7%	+ 0.9%	97.8%	98.7%	+ 0.9%
Days on Market Until Sale	75	88	+ 17.3%	75	88	+ 17.3%
Inventory of Homes for Sale	104	115	+ 10.6%	--	--	--
Months Supply of Inventory	1.5	2.1	+ 40.0%	--	--	--

* 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 January 2024

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Windsor

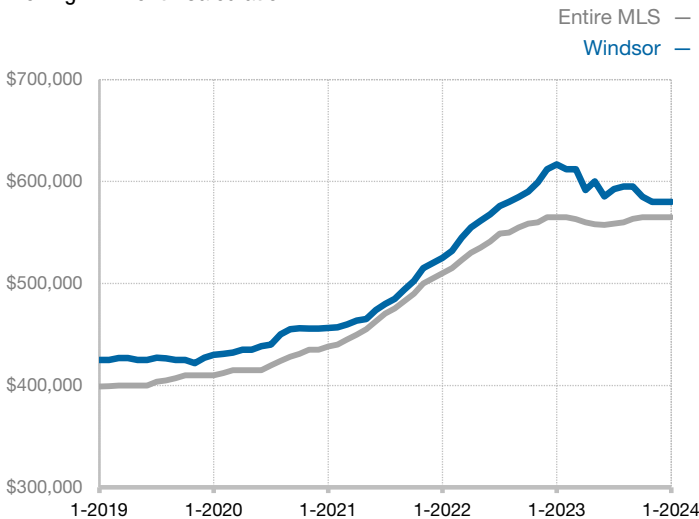
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	64	82	+ 28.1%	64	82	+ 28.1%
Closed Sales	28	30	+ 7.1%	28	30	+ 7.1%
Median Sales Price*	\$673,950	\$561,195	- 16.7%	\$673,950	\$561,195	- 16.7%
Average Sales Price*	\$671,846	\$679,078	+ 1.1%	\$671,846	\$679,078	+ 1.1%
Percent of List Price Received*	99.3%	98.7%	- 0.6%	99.3%	98.7%	- 0.6%
Days on Market Until Sale	87	97	+ 11.5%	87	97	+ 11.5%
Inventory of Homes for Sale	160	173	+ 8.1%	--	--	--
Months Supply of Inventory	2.1	2.6	+ 23.8%	--	--	--

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

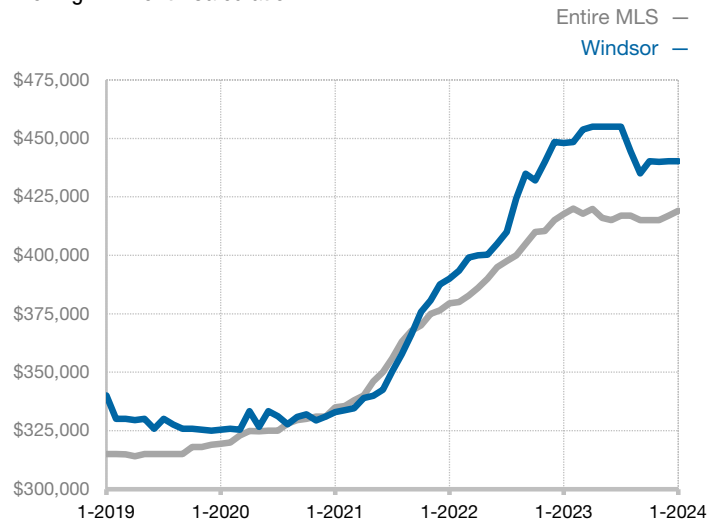
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	9	16	+ 77.8%	9	16	+ 77.8%
Closed Sales	3	5	+ 66.7%	3	5	+ 66.7%
Median Sales Price*	\$400,000	\$410,000	+ 2.5%	\$400,000	\$410,000	+ 2.5%
Average Sales Price*	\$411,643	\$448,391	+ 8.9%	\$411,643	\$448,391	+ 8.9%
Percent of List Price Received*	96.8%	98.2%	+ 1.4%	96.8%	98.2%	+ 1.4%
Days on Market Until Sale	143	100	- 30.1%	143	100	- 30.1%
Inventory of Homes for Sale	26	41	+ 57.7%	--	--	--
Months Supply of Inventory	2.2	3.9	+ 77.3%	--	--	--

* 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 January 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

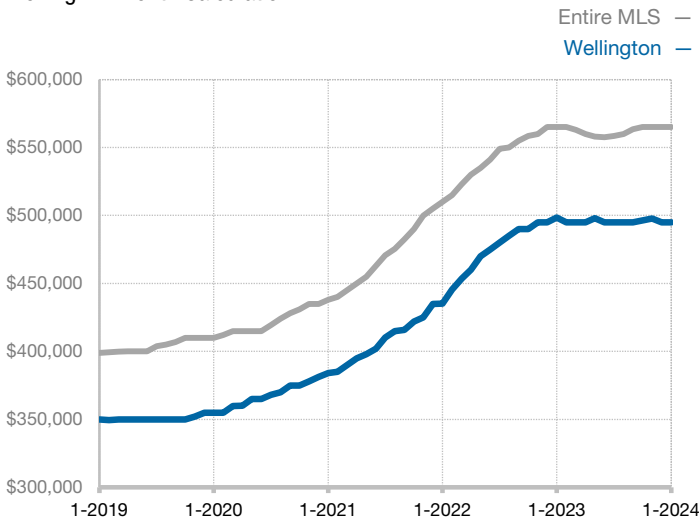
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	40	35	- 12.5%	40	35	- 12.5%
Closed Sales	21	8	- 61.9%	21	8	- 61.9%
Median Sales Price*	\$471,000	\$493,700	+ 4.8%	\$471,000	\$493,700	+ 4.8%
Average Sales Price*	\$508,971	\$469,869	- 7.7%	\$508,971	\$469,869	- 7.7%
Percent of List Price Received*	98.8%	100.2%	+ 1.4%	98.8%	100.2%	+ 1.4%
Days on Market Until Sale	68	68	0.0%	68	68	0.0%
Inventory of Homes for Sale	65	48	- 26.2%	--	--	--
Months Supply of Inventory	2.4	2.3	- 4.2%	--	--	--

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

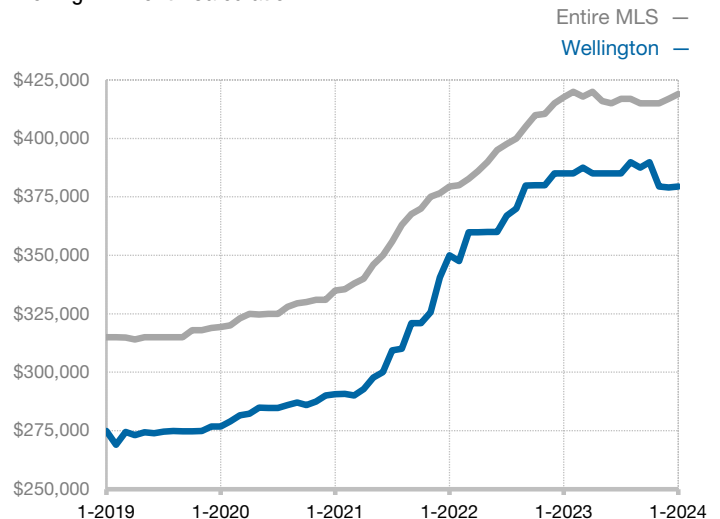
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	0	4	--	0	4	--
Closed Sales	0	1	--	0	1	--
Median Sales Price*	\$0	\$385,000	--	\$0	\$385,000	--
Average Sales Price*	\$0	\$385,000	--	\$0	\$385,000	--
Percent of List Price Received*	0.0%	100.0%	--	0.0%	100.0%	--
Days on Market Until Sale	0	71	--	0	71	--
Inventory of Homes for Sale	0	6	--	--	--	--
Months Supply of Inventory	0.0	2.7	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Berthoud

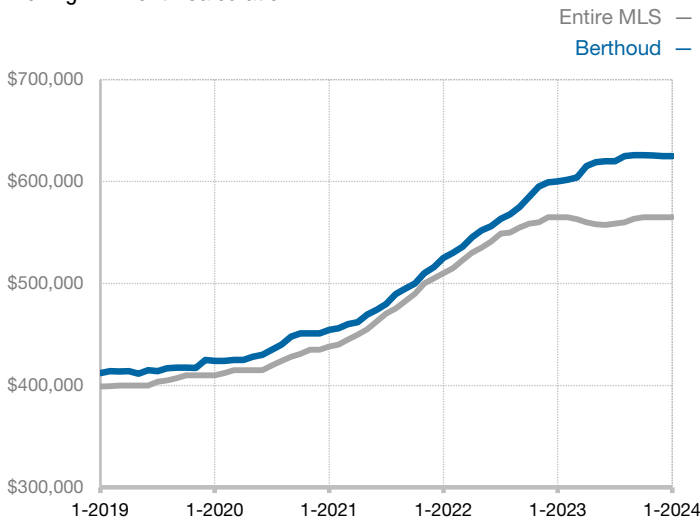
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	37	39	+ 5.4%	37	39	+ 5.4%
Closed Sales	36	14	- 61.1%	36	14	- 61.1%
Median Sales Price*	\$605,000	\$492,000	- 18.7%	\$605,000	\$492,000	- 18.7%
Average Sales Price*	\$809,549	\$653,962	- 19.2%	\$809,549	\$653,962	- 19.2%
Percent of List Price Received*	98.3%	99.0%	+ 0.7%	98.3%	99.0%	+ 0.7%
Days on Market Until Sale	93	117	+ 25.8%	93	117	+ 25.8%
Inventory of Homes for Sale	82	92	+ 12.2%	--	--	--
Months Supply of Inventory	2.0	3.0	+ 50.0%	--	--	--

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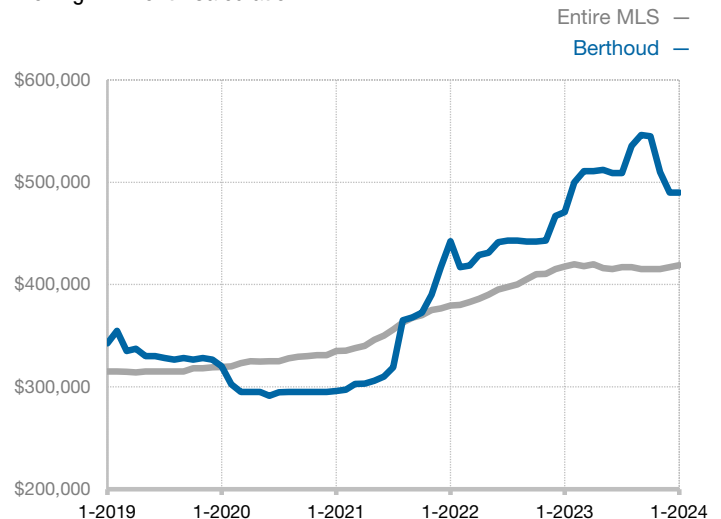
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	1	3	+ 200.0%
Closed Sales	3	0	- 100.0%	3	0	- 100.0%
Median Sales Price*	\$509,000	\$0	- 100.0%	\$509,000	\$0	- 100.0%
Average Sales Price*	\$478,000	\$0	- 100.0%	\$478,000	\$0	- 100.0%
Percent of List Price Received*	100.0%	0.0%	- 100.0%	100.0%	0.0%	- 100.0%
Days on Market Until Sale	170	0	- 100.0%	170	0	- 100.0%
Inventory of Homes for Sale	9	15	+ 66.7%	--	--	--
Months Supply of Inventory	1.7	3.9	+ 129.4%	--	--	--

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Longmont

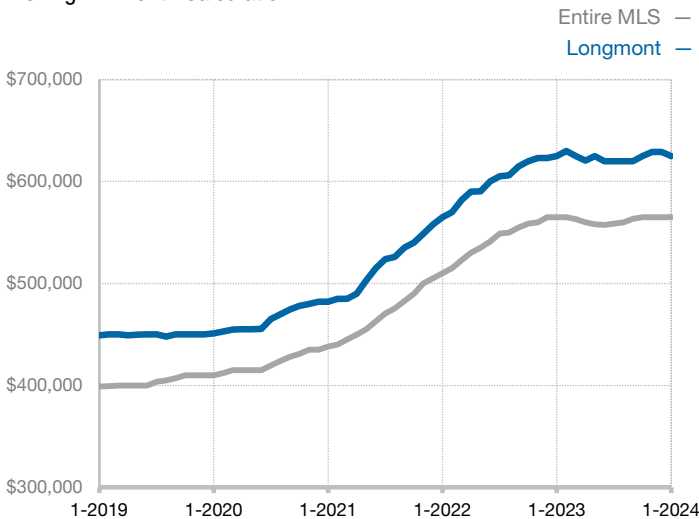
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	70	88	+ 25.7%	70	88	+ 25.7%
Closed Sales	59	56	- 5.1%	59	56	- 5.1%
Median Sales Price*	\$650,000	\$584,995	- 10.0%	\$650,000	\$584,995	- 10.0%
Average Sales Price*	\$772,467	\$670,682	- 13.2%	\$772,467	\$670,682	- 13.2%
Percent of List Price Received*	97.9%	98.3%	+ 0.4%	97.9%	98.3%	+ 0.4%
Days on Market Until Sale	77	72	- 6.5%	77	72	- 6.5%
Inventory of Homes for Sale	156	128	- 17.9%	--	--	--
Months Supply of Inventory	1.5	1.4	- 6.7%	--	--	--

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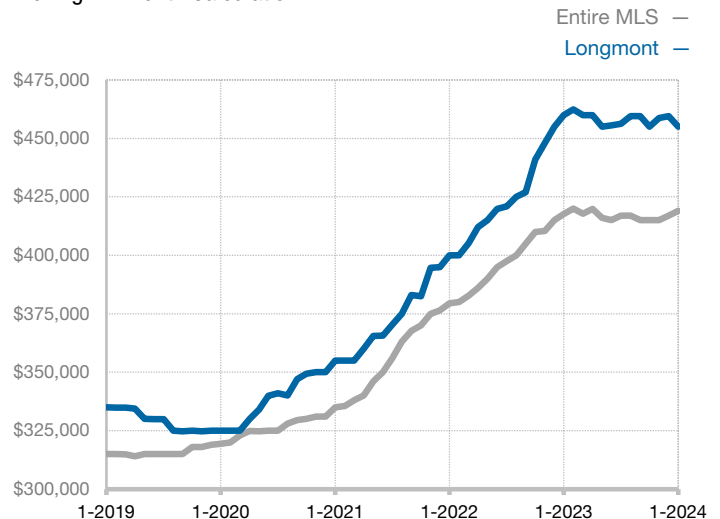
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	23	19	- 17.4%	23	19	- 17.4%
Closed Sales	20	12	- 40.0%	20	12	- 40.0%
Median Sales Price*	\$479,500	\$432,329	- 9.8%	\$479,500	\$432,329	- 9.8%
Average Sales Price*	\$504,328	\$430,726	- 14.6%	\$504,328	\$430,726	- 14.6%
Percent of List Price Received*	99.1%	99.6%	+ 0.5%	99.1%	99.6%	+ 0.5%
Days on Market Until Sale	58	75	+ 29.3%	58	75	+ 29.3%
Inventory of Homes for Sale	107	47	- 56.1%	--	--	--
Months Supply of Inventory	3.8	1.8	- 52.6%	--	--	--

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Greeley

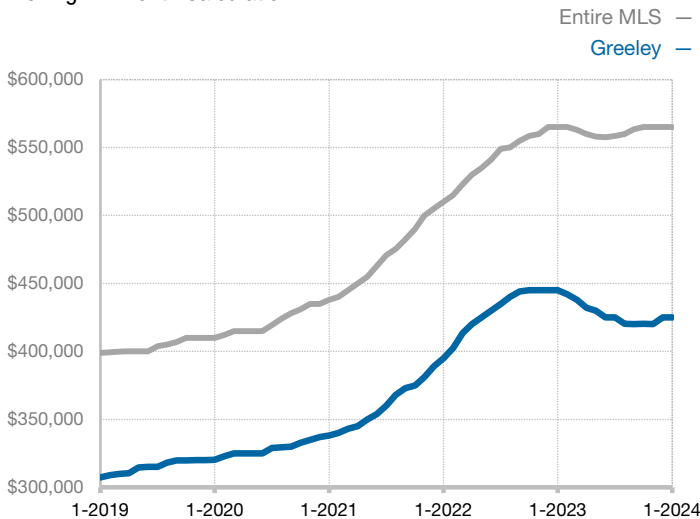
Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	99	113	+ 14.1%	99	113	+ 14.1%
Closed Sales	65	54	- 16.9%	65	54	- 16.9%
Median Sales Price*	\$420,000	\$432,500	+ 3.0%	\$420,000	\$432,500	+ 3.0%
Average Sales Price*	\$417,079	\$441,386	+ 5.8%	\$417,079	\$441,386	+ 5.8%
Percent of List Price Received*	99.8%	99.1%	- 0.7%	99.8%	99.1%	- 0.7%
Days on Market Until Sale	80	82	+ 2.5%	80	82	+ 2.5%
Inventory of Homes for Sale	151	158	+ 4.6%	--	--	--
Months Supply of Inventory	1.1	1.8	+ 63.6%	--	--	--

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Key Metrics	January			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	27	22	- 18.5%	27	22	- 18.5%
Closed Sales	16	8	- 50.0%	16	8	- 50.0%
Median Sales Price*	\$314,150	\$282,000	- 10.2%	\$314,150	\$282,000	- 10.2%
Average Sales Price*	\$323,097	\$291,588	- 9.8%	\$323,097	\$291,588	- 9.8%
Percent of List Price Received*	99.4%	100.4%	+ 1.0%	99.4%	100.4%	+ 1.0%
Days on Market Until Sale	89	53	- 40.4%	89	53	- 40.4%
Inventory of Homes for Sale	43	34	- 20.9%	--	--	--
Months Supply of Inventory	1.7	1.9	+ 11.8%	--	--	--

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