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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



July 2020

New Listings were up 5.8 percent for single family homes but decreased 13.4 percent for townhouse-condo properties. Pending Sales landed at 383 for single family homes and 87 for townhouse-condo properties.

The Median Sales Price was down 0.2 percent to \$434,150 for single family homes but increased 10.3 percent to \$322,750 for townhouse-condo properties. Days on Market increased 4.6 percent for single family homes and 14.3 percent for townhouse-condo properties.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall market.

Activity Snapshot

+ 19.2%	+ 4.6%	- 0.2%
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	7-2019	7-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		380	402	+ 5.8%	2,509	2,284	- 9.0%
Pending Sales		281	383	+ 36.3%	1,842	1,886	+ 2.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		287	342	+ 19.2%	1,647	1,590	- 3.5%
Median Sales Price		\$435,000	\$434,150	- 0.2%	\$426,000	\$435,000	+ 2.1%
Avg. Sales Price		\$462,630	\$487,168	+ 5.3%	\$470,174	\$487,519	+ 3.7%
Pct. of List Price Received		99.4%	100.1%	+ 0.7%	99.3%	99.5%	+ 0.2%
Days on Market		65	68	+ 4.6%	66	76	+ 15.2%
Affordability Index		82	91	+ 11.0%	84	91	+ 8.3%
Active Listings		666	466	- 30.0%	--	--	--
Months Supply		2.8	2.0	- 28.6%	--	--	--

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.



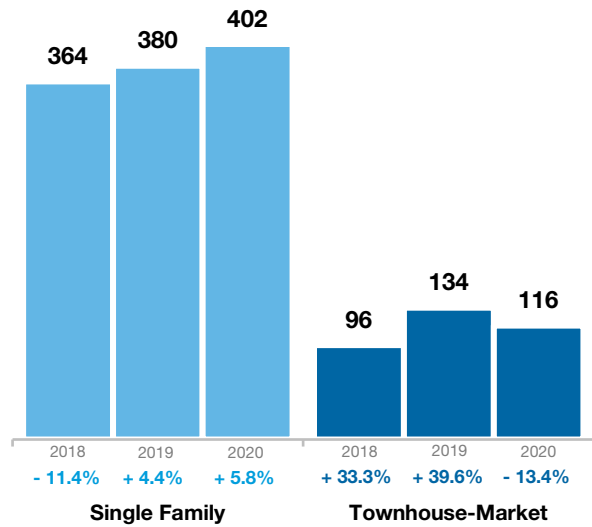
Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		134	116	- 13.4%	762	687	- 9.8%
Pending Sales		84	87	+ 3.6%	573	569	- 0.7%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		91	109	+ 19.8%	518	529	+ 2.1%
Median Sales Price		\$292,500	\$322,750	+ 10.3%	\$290,314	\$310,000	+ 6.8%
Avg. Sales Price		\$314,797	\$328,292	+ 4.3%	\$311,525	\$331,554	+ 6.4%
Pct. of List Price Received		99.5%	99.3%	- 0.2%	99.4%	99.1%	- 0.3%
Days on Market		56	64	+ 14.3%	73	97	+ 32.9%
Affordability Index		123	122	- 0.8%	124	127	+ 2.4%
Active Listings		214	178	- 16.8%	--	--	--
Months Supply		3.0	2.5	- 16.7%	--	--	--

New Listings

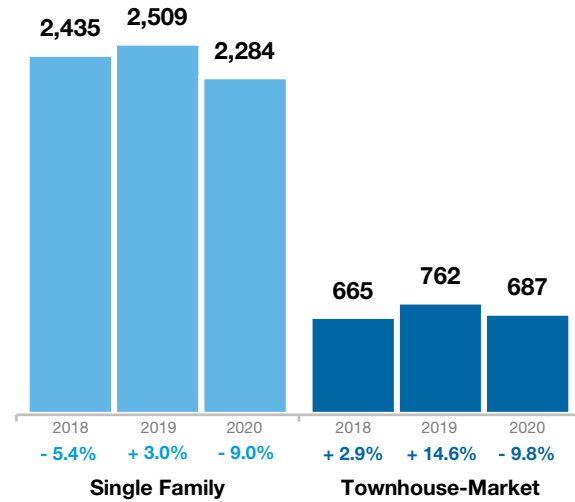
A count of the properties that have been newly listed on the market in a given month.



July

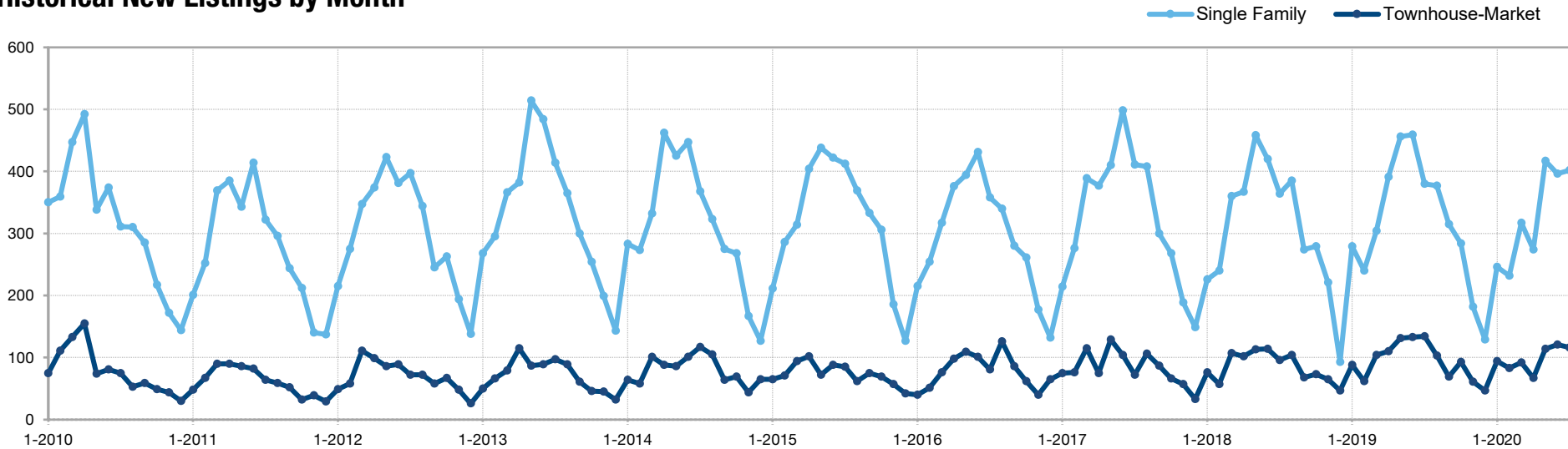


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2019	377	-2.1%	103	-1.0%
Sep-2019	315	+15.0%	69	+1.5%
Oct-2019	284	+1.8%	93	+27.4%
Nov-2019	182	-17.6%	61	-6.2%
Dec-2019	129	+38.7%	47	0.0%
Jan-2020	246	-11.8%	94	+6.8%
Feb-2020	232	-3.3%	83	+33.9%
Mar-2020	317	+4.3%	92	-11.5%
Apr-2020	274	-29.9%	67	-39.1%
May-2020	417	-8.6%	114	-13.0%
Jun-2020	396	-13.7%	121	-9.0%
Jul-2020	402	+5.8%	116	-13.4%
12-Month Avg	298	-5.1%	88	-5.3%

Historical New Listings by Month

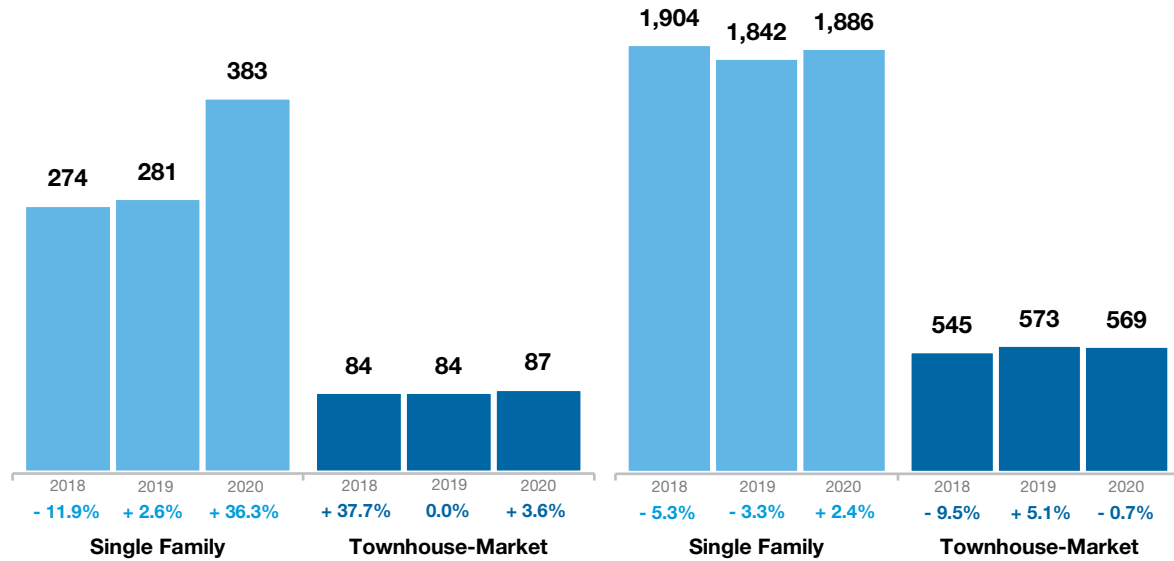


Pending Sales

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

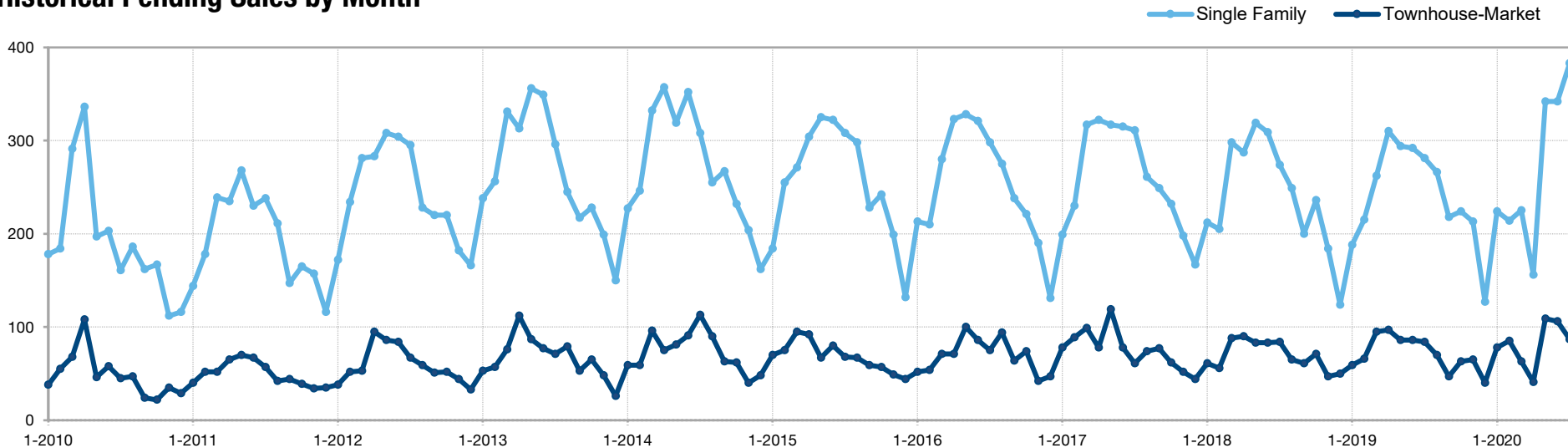


July



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2019	266	+6.8%	70	+7.7%
Sep-2019	218	+9.0%	47	-23.0%
Oct-2019	224	-5.1%	63	-11.3%
Nov-2019	213	+15.8%	65	+38.3%
Dec-2019	127	+2.4%	40	-20.0%
Jan-2020	224	+19.1%	78	+32.2%
Feb-2020	214	-0.5%	85	+28.8%
Mar-2020	225	-14.1%	63	-33.7%
Apr-2020	156	-49.7%	41	-57.7%
May-2020	342	+16.3%	109	+26.7%
Jun-2020	342	+17.1%	106	+23.3%
Jul-2020	383	+36.3%	87	+3.6%
12-Month Avg	245	+3.5%	71	-1.5%

Historical Pending Sales by Month

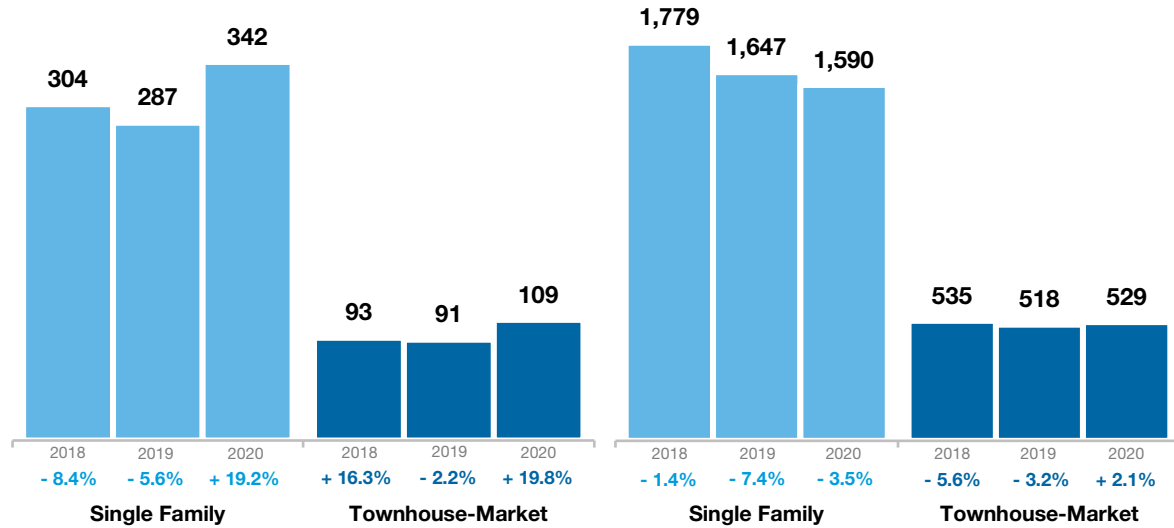


Sold Listings

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

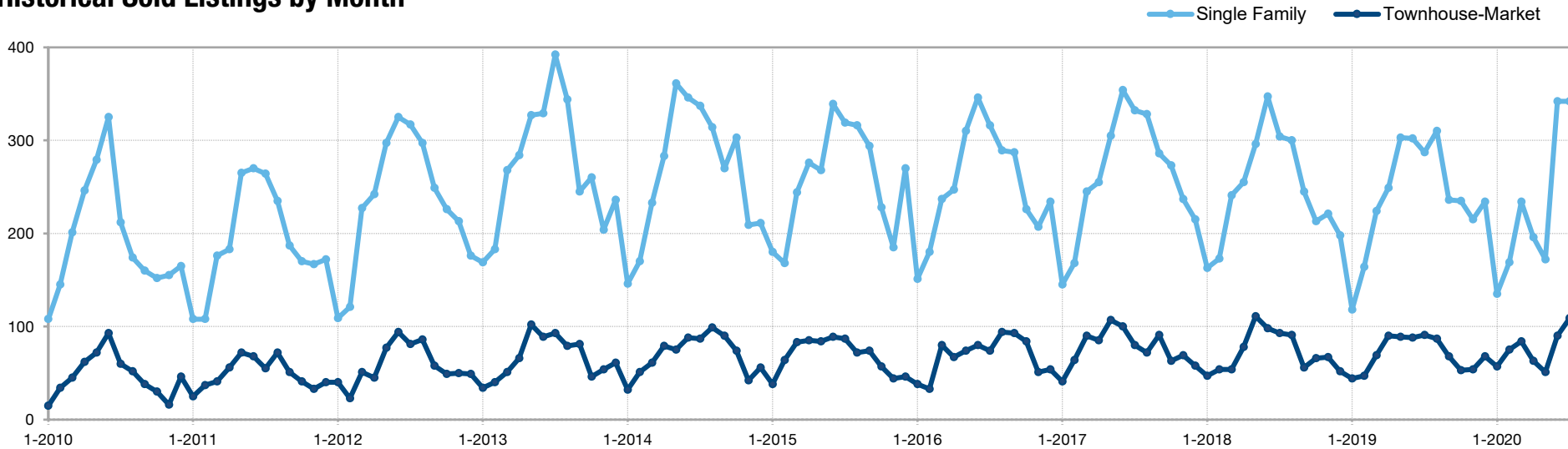


July



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2019	310	+3.3%	87	-4.4%
Sep-2019	236	-3.7%	68	+21.4%
Oct-2019	235	+10.3%	53	-19.7%
Nov-2019	215	-2.7%	54	-19.4%
Dec-2019	234	+18.2%	68	+30.8%
Jan-2020	135	+14.4%	57	+29.5%
Feb-2020	169	+3.0%	75	+59.6%
Mar-2020	234	+4.5%	84	+21.7%
Apr-2020	196	-21.3%	63	-30.0%
May-2020	172	-43.2%	51	-42.7%
Jun-2020	342	+13.2%	90	+2.3%
Jul-2020	342	+19.2%	109	+19.8%
12-Month Avg	235	-0.1%	72	+1.1%

Historical Sold Listings by Month

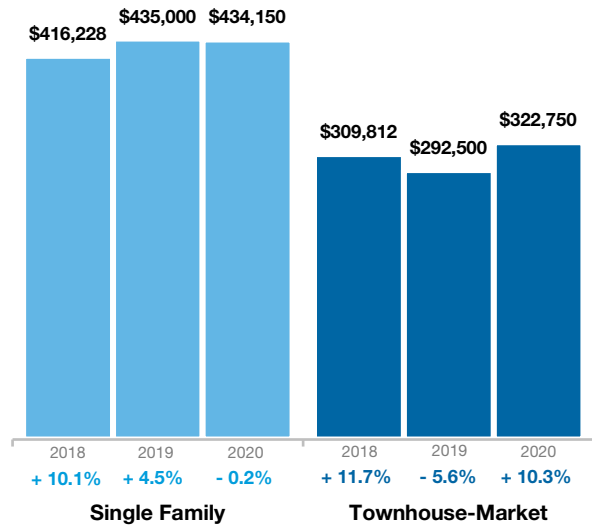


Median Sales Price

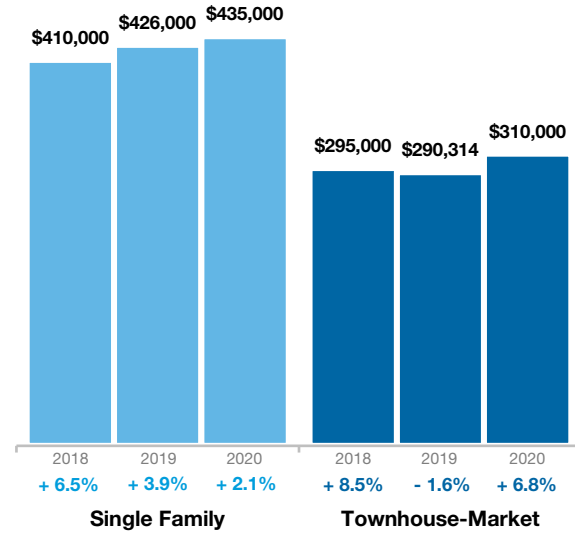
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



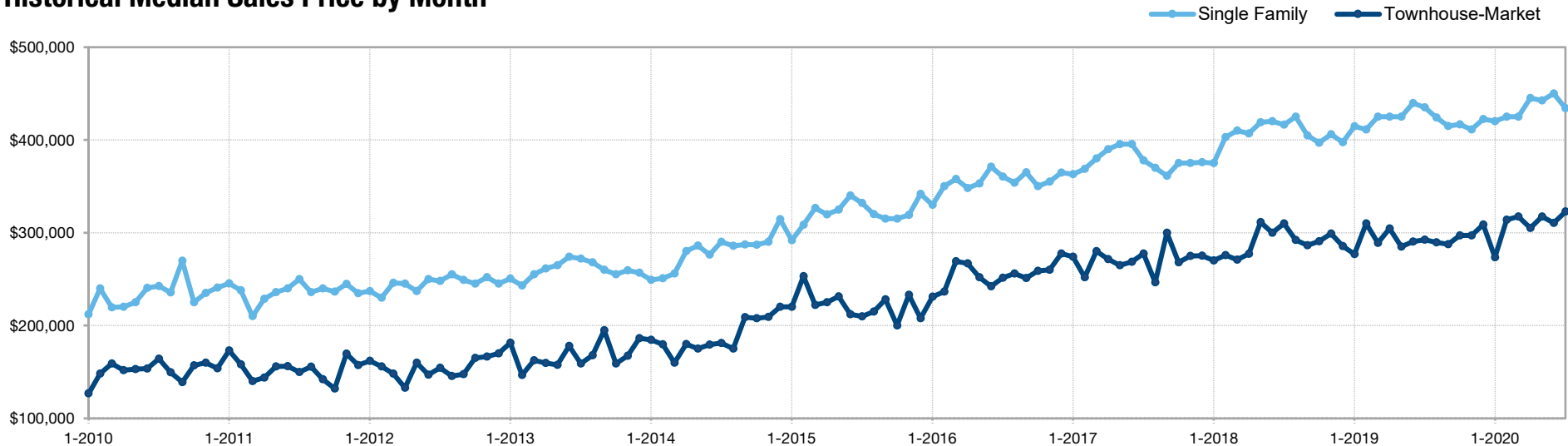
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2019	\$423,963	-0.2%	\$289,500	-0.9%
Sep-2019	\$415,000	+2.5%	\$287,500	+0.3%
Oct-2019	\$416,687	+5.0%	\$297,000	+2.2%
Nov-2019	\$411,300	+1.3%	\$297,000	-0.7%
Dec-2019	\$422,273	+6.3%	\$308,750	+8.1%
Jan-2020	\$420,000	+1.3%	\$273,500	-1.3%
Feb-2020	\$425,000	+3.3%	\$314,000	+1.3%
Mar-2020	\$425,000	0.0%	\$317,500	+9.9%
Apr-2020	\$445,000	+4.7%	\$305,000	+0.1%
May-2020	\$442,500	+4.1%	\$317,500	+11.4%
Jun-2020	\$449,950	+2.4%	\$310,500	+7.0%
Jul-2020	\$434,150	-0.2%	\$322,750	+10.3%
12-Month Avg*	\$427,500	+1.8%	\$303,700	+4.6%

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

Historical Median Sales Price by Month

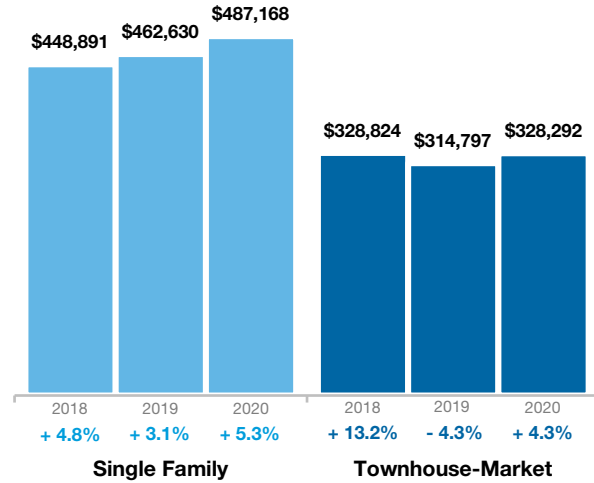


Average Sales Price

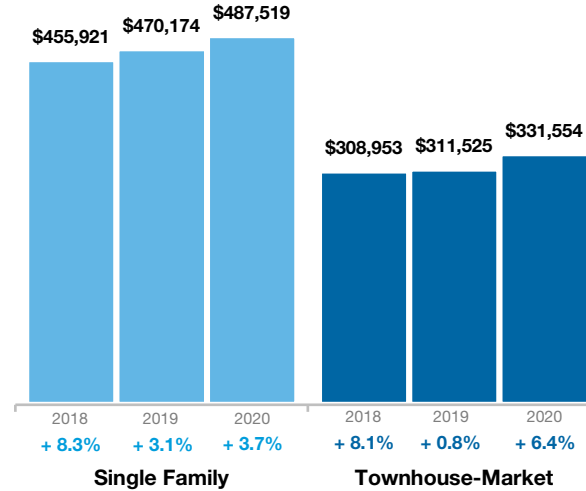
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



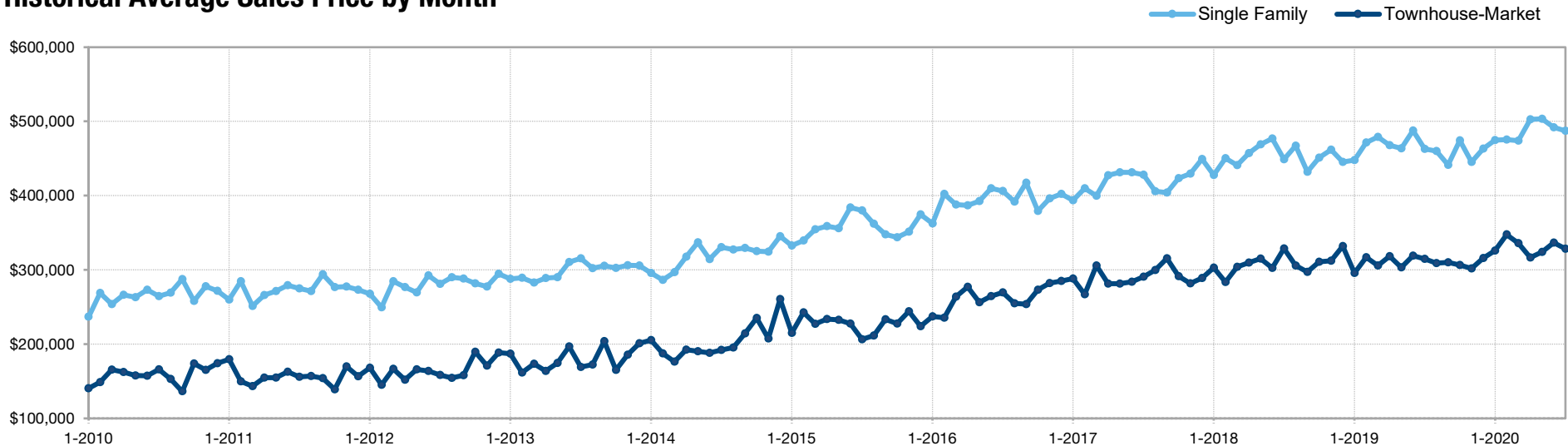
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2019	\$460,068	-1.5%	\$309,001	+1.1%
Sep-2019	\$441,356	+2.1%	\$309,908	+4.3%
Oct-2019	\$474,439	+5.2%	\$306,536	-1.3%
Nov-2019	\$445,320	-3.5%	\$301,862	-3.3%
Dec-2019	\$463,132	+4.0%	\$315,728	-4.8%
Jan-2020	\$474,535	+5.9%	\$325,684	+10.1%
Feb-2020	\$475,401	+0.8%	\$347,561	+9.7%
Mar-2020	\$473,909	-1.1%	\$336,044	+9.9%
Apr-2020	\$502,568	+7.4%	\$316,575	-0.5%
May-2020	\$503,405	+8.6%	\$324,022	+6.8%
Jun-2020	\$491,694	+0.8%	\$336,448	+5.5%
Jul-2020	\$487,168	+5.3%	\$328,292	+4.3%
12-Month Avg*	\$474,314	+2.5%	\$322,893	+3.8%

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

Historical Average Sales Price by Month



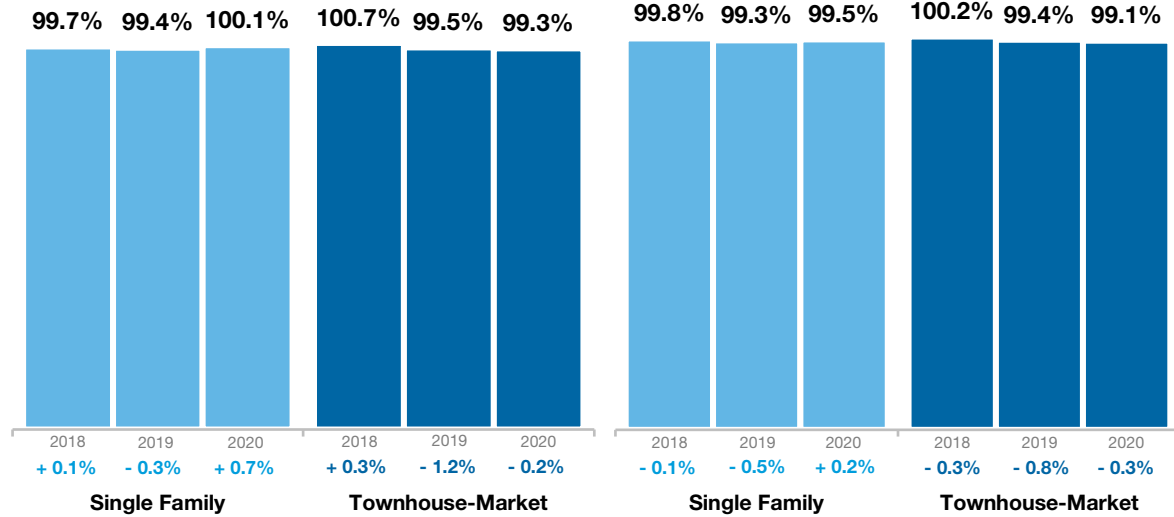
Percent of List Price Received

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.



July

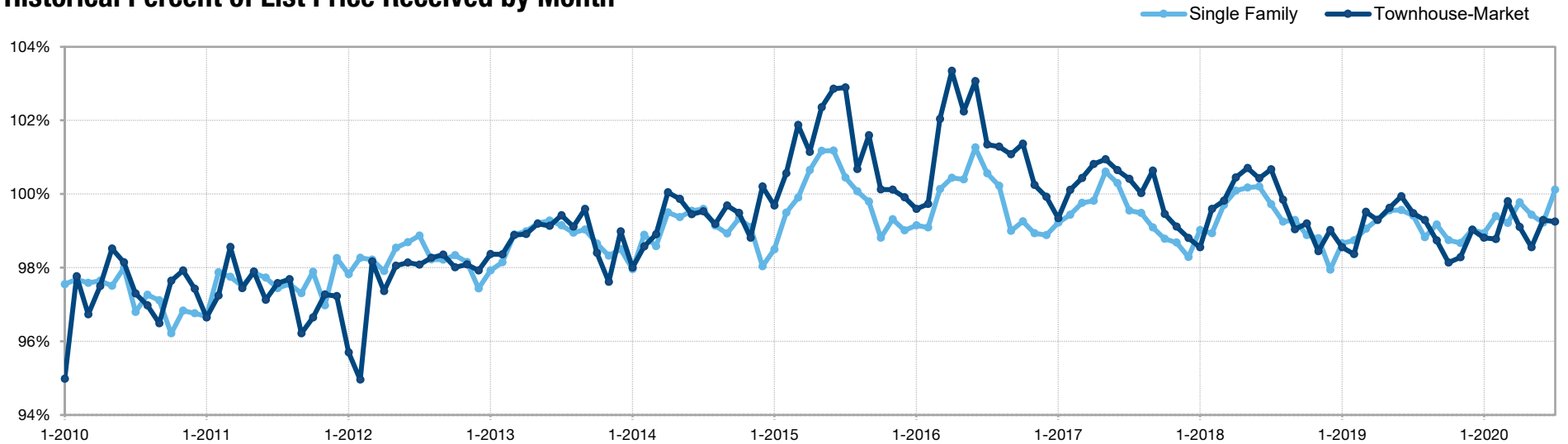
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2019	98.8%	-0.4%	99.3%	-0.5%
Sep-2019	99.2%	-0.1%	98.7%	-0.3%
Oct-2019	98.7%	-0.2%	98.1%	-1.1%
Nov-2019	98.7%	-0.1%	98.3%	-0.1%
Dec-2019	99.0%	+1.1%	99.0%	0.0%
Jan-2020	98.9%	+0.2%	98.8%	+0.2%
Feb-2020	99.4%	+0.7%	98.8%	+0.4%
Mar-2020	99.2%	+0.1%	99.8%	+0.3%
Apr-2020	99.8%	+0.5%	99.1%	-0.2%
May-2020	99.4%	-0.2%	98.6%	-1.0%
Jun-2020	99.2%	-0.4%	99.3%	-0.6%
Jul-2020	100.1%	+0.7%	99.3%	-0.2%
12-Month Avg*	99.1%	+0.1%	99.3%	-0.3%

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

Historical Percent of List Price Received by Month



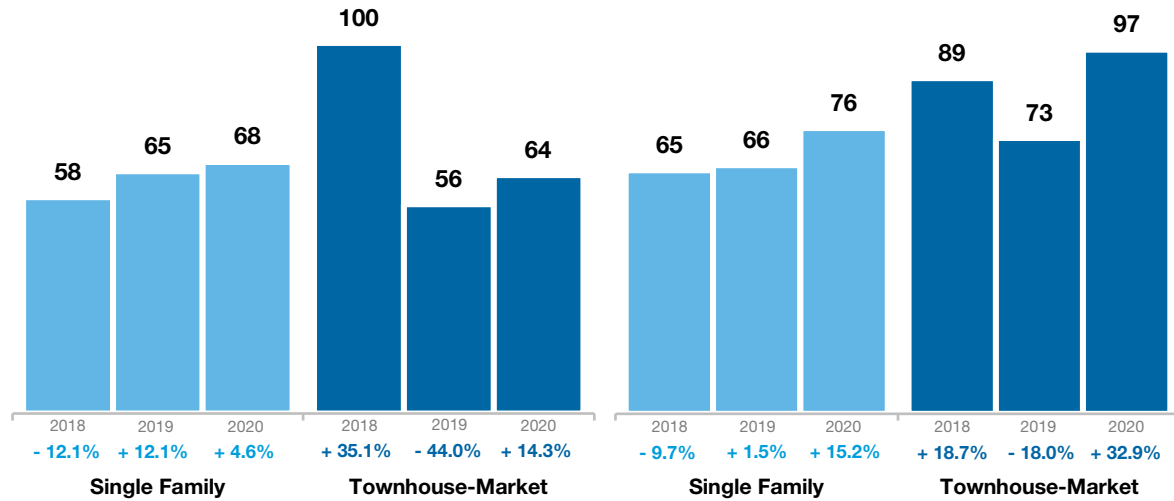
Days on Market Until Sale

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



July

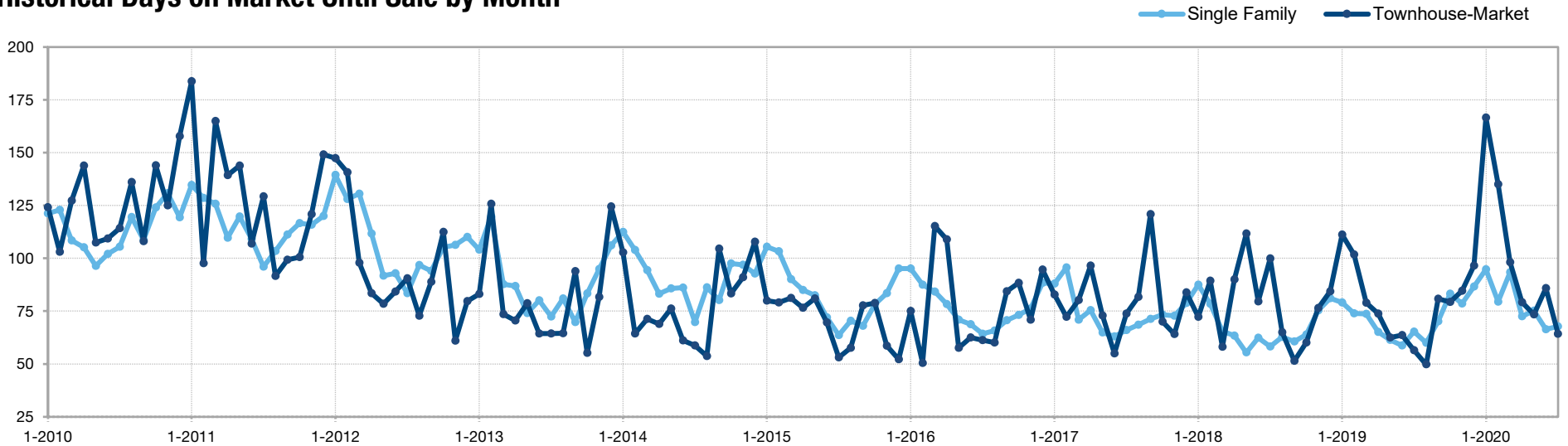
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2019	60	-4.8%	50	-23.1%
Sep-2019	70	+14.8%	81	+55.8%
Oct-2019	83	+29.7%	79	+31.7%
Nov-2019	79	+5.3%	85	+11.8%
Dec-2019	87	+7.4%	96	+14.3%
Jan-2020	95	+20.3%	167	+50.5%
Feb-2020	79	+6.8%	135	+32.4%
Mar-2020	93	+25.7%	98	+24.1%
Apr-2020	73	+12.3%	79	+6.8%
May-2020	75	+23.0%	73	+17.7%
Jun-2020	66	+11.9%	86	+34.4%
Jul-2020	68	+4.6%	64	+14.3%
12-Month Avg	76	+12.7%	89	+25.5%

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

Historical Days on Market Until Sale by Month



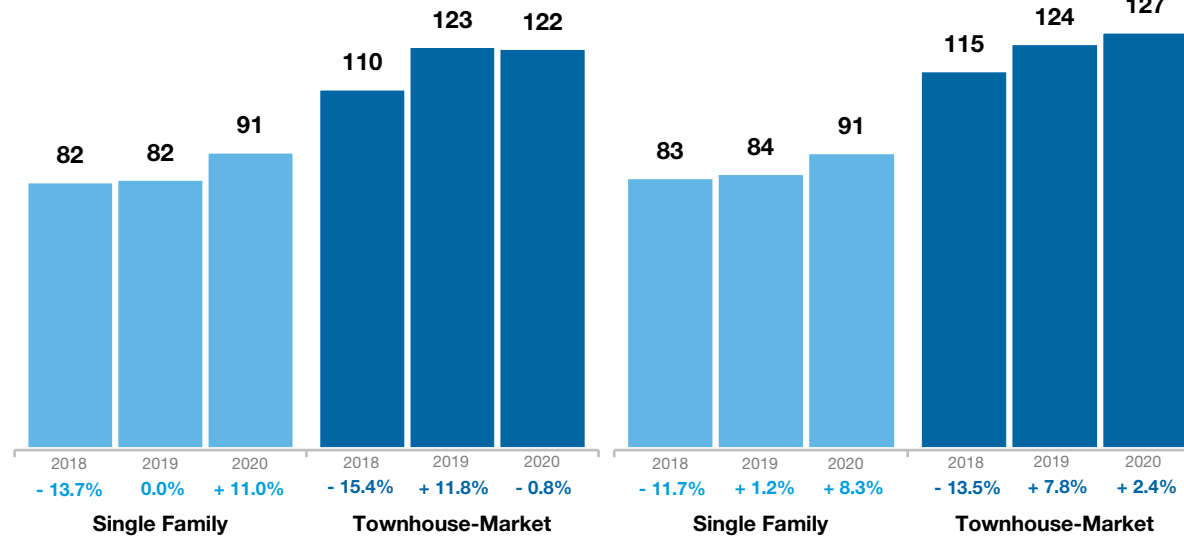
Housing Affordability Index

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.



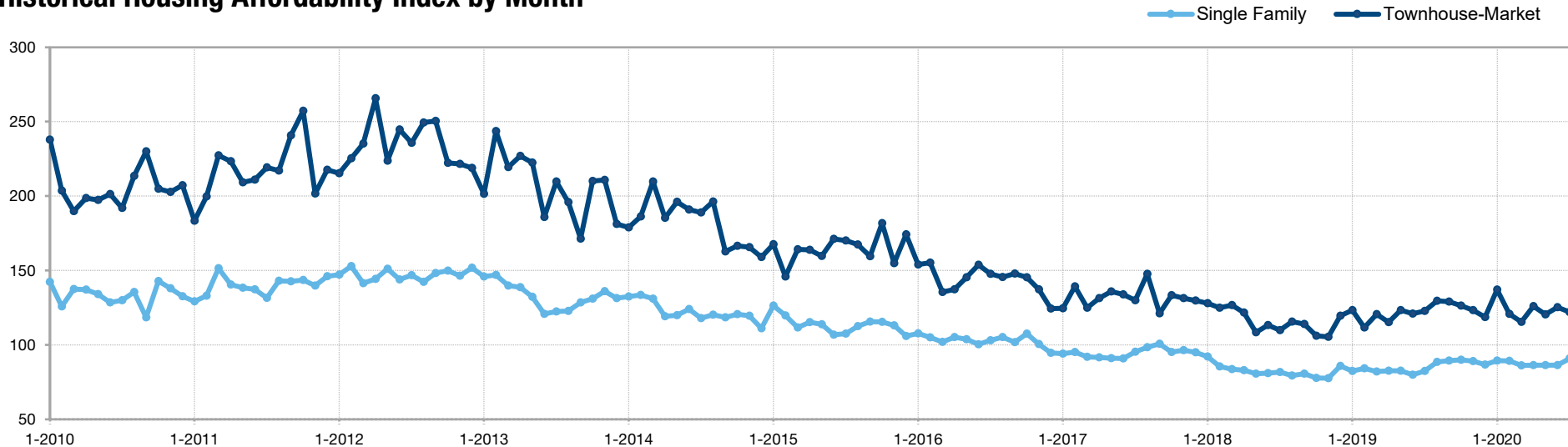
July

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2019	88	+11.4%	130	+12.1%
Sep-2019	89	+9.9%	129	+13.2%
Oct-2019	90	+15.4%	126	+18.9%
Nov-2019	89	+14.1%	123	+17.1%
Dec-2019	87	+1.2%	119	0.0%
Jan-2020	89	+8.5%	137	+11.4%
Feb-2020	89	+6.0%	121	+8.0%
Mar-2020	86	+4.9%	115	-5.0%
Apr-2020	86	+3.6%	126	+9.6%
May-2020	86	+3.6%	120	-2.4%
Jun-2020	86	+7.5%	125	+3.3%
Jul-2020	91	+11.0%	122	-0.8%
12-Month Avg	88	+11.7%	81	+4.7%

Historical Housing Affordability Index by Month

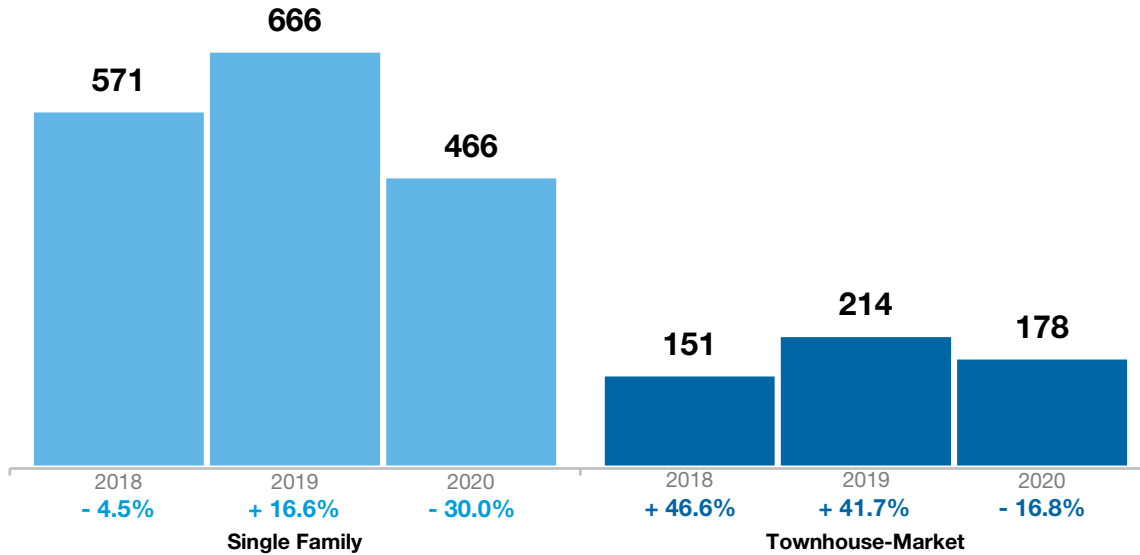


Inventory of Active Listings

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



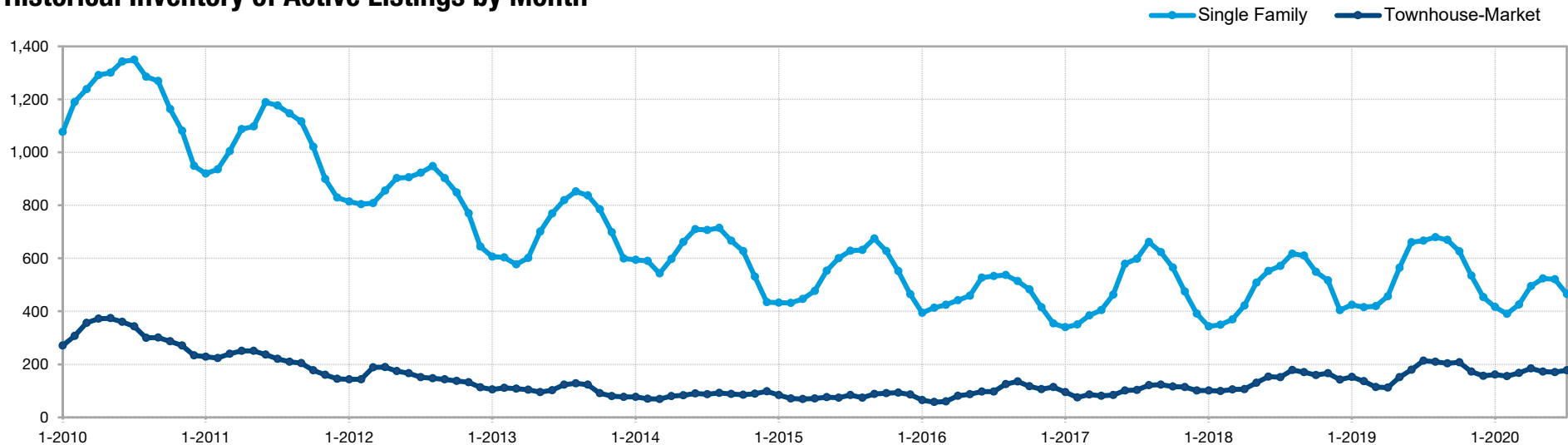
July



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2019	679	+10.0%	210	+17.3%
Sep-2019	669	+9.7%	204	+20.0%
Oct-2019	626	+14.0%	208	+30.8%
Nov-2019	535	+3.5%	172	+3.6%
Dec-2019	454	+12.4%	156	+9.9%
Jan-2020	416	-1.9%	161	+5.9%
Feb-2020	390	-6.0%	155	+14.0%
Mar-2020	425	+1.4%	167	+46.5%
Apr-2020	495	+8.3%	185	+65.2%
May-2020	524	-7.1%	173	+14.6%
Jun-2020	521	-21.1%	170	-5.6%
Jul-2020	466	-30.0%	178	-16.8%
12-Month Avg*	517	-1.6%	178	+14.1%

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

Historical Inventory of Active Listings by Month

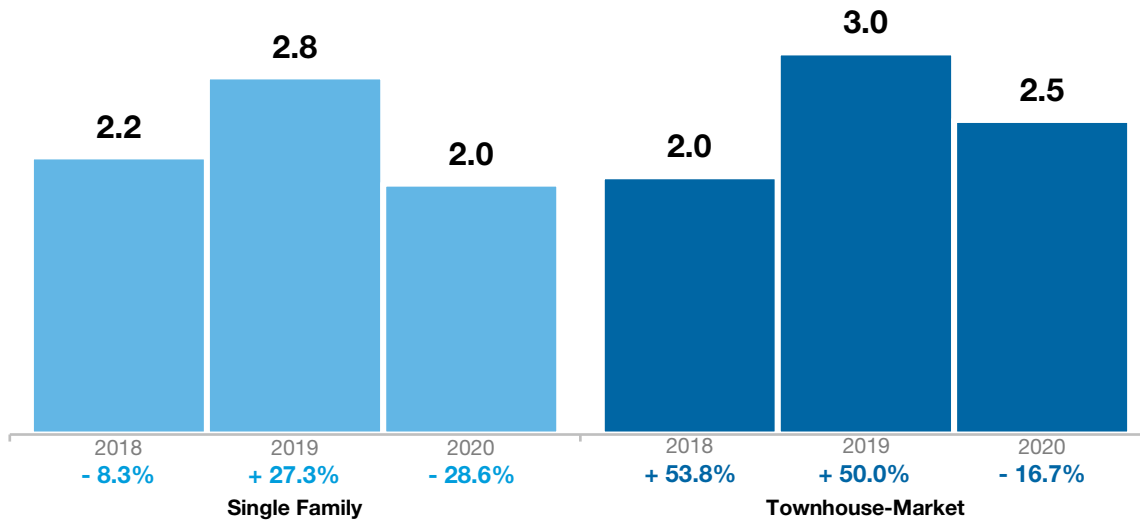


Months Supply of Inventory

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.



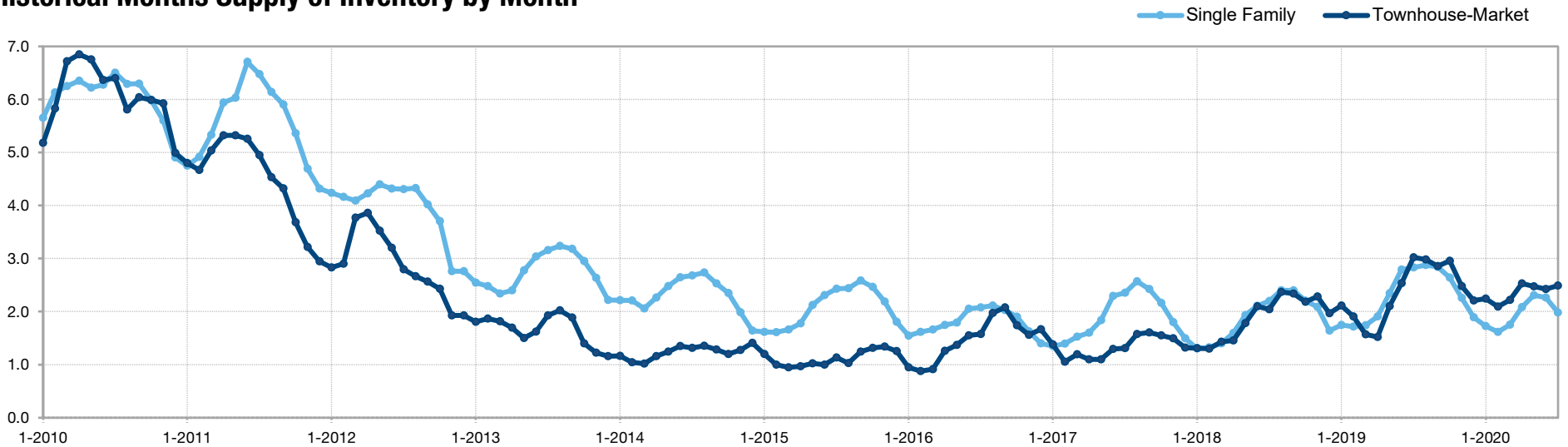
July



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2019	2.9	+20.8%	3.0	+25.0%
Sep-2019	2.8	+16.7%	2.9	+26.1%
Oct-2019	2.6	+18.2%	3.0	+36.4%
Nov-2019	2.3	+9.5%	2.5	+8.7%
Dec-2019	1.9	+18.8%	2.2	+10.0%
Jan-2020	1.7	0.0%	2.2	+4.8%
Feb-2020	1.6	-5.9%	2.1	+10.5%
Mar-2020	1.8	+5.9%	2.2	+37.5%
Apr-2020	2.1	+10.5%	2.5	+66.7%
May-2020	2.3	0.0%	2.5	+19.0%
Jun-2020	2.3	-17.9%	2.4	-4.0%
Jul-2020	2.0	-28.6%	2.5	-16.7%
12-Month Avg*	2.2	+1.7%	2.5	+15.6%

* Months Supply for all properties from August 2019 through July 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.



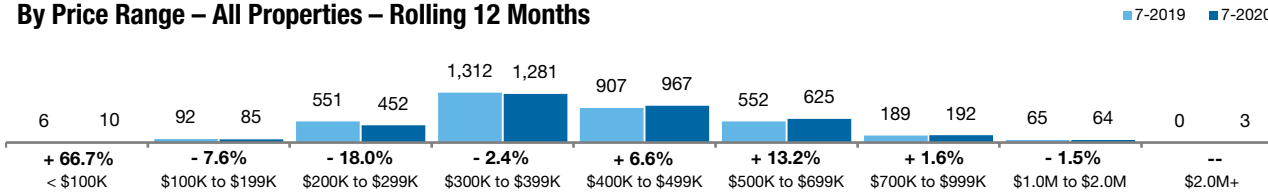
Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		514	518	+ 0.8%	3,271	2,971	- 9.2%
Pending Sales		365	470	+ 28.8%	573	569	- 0.7%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		378	451	+ 19.3%	2,165	2,119	- 2.1%
Median Sales Price		\$391,000	\$407,500	+ 4.2%	\$395,000	\$405,000	+ 2.5%
Avg. Sales Price		\$427,041	\$448,770	+ 3.8%	\$432,216	\$448,565	+ 3.8%
Pct. of List Price Received		99.4%	99.9%	+ 0.1%	99.3%	99.4%	+ 0.1%
Days on Market		63	67	+ 19.1%	68	81	+ 19.1%
Affordability Index		92	97	+ 7.1%	91	97	+ 7.1%
Active Listings		880	644	- 26.8%	--	--	--
Months Supply		2.9	2.1	- 26.9%	--	--	--

Sold Listings

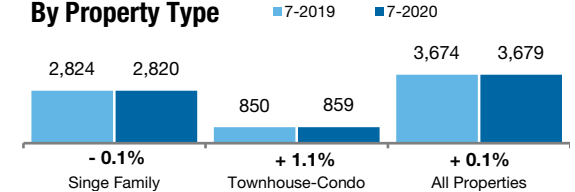
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$99,999 and Below	6	10	+66.7%	0	0	--
\$100,000 to \$199,999	38	40	+5.3%	54	45	-16.7%
\$200,000 to \$299,999	149	93	-37.6%	402	359	-10.7%
\$300,000 to \$399,999	1,015	931	-8.3%	297	350	+17.8%
\$400,000 to \$499,999	844	908	+7.6%	63	59	-6.3%
\$500,000 to \$699,999	531	596	+12.2%	21	29	+38.1%
\$700,000 to \$999,999	181	179	-1.1%	8	13	+62.5%
\$1,000,000 to \$1,999,999	60	60	0.0%	5	4	-20.0%
\$2,000,000 and Above	0	3	--	0	0	--
All Price Ranges	2,824	2,820	-0.1%	850	859	+1.1%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2020	7-2020	Change	6-2020	7-2020	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	3	2	-33.3%	0	2	--
\$200,000 to \$299,999	9	7	-22.2%	39	41	+5.1%
\$300,000 to \$399,999	98	106	+8.2%	35	54	+54.3%
\$400,000 to \$499,999	114	120	+5.3%	11	10	-9.1%
\$500,000 to \$699,999	84	76	-9.5%	4	1	-75.0%
\$700,000 to \$999,999	25	24	-4.0%	1	0	-100.0%
\$1,000,000 to \$1,999,999	8	7	-12.5%	0	1	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	342	342	0.0%	90	109	+21.1%

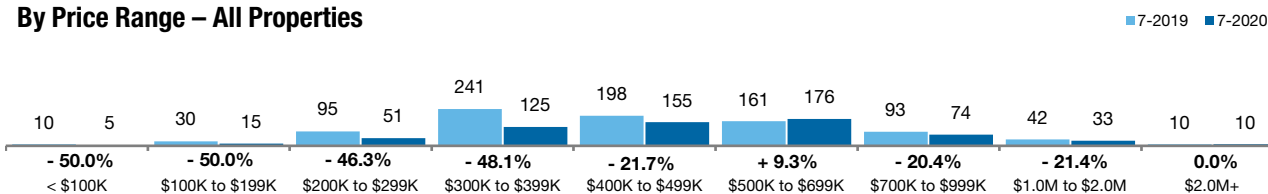
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$99,999 and Below	4	2	-50.0%	0	0	--
\$100,000 to \$199,999	22	13	-40.9%	28	22	-21.4%
\$200,000 to \$299,999	77	47	-39.0%	247	213	-13.8%
\$300,000 to \$399,999	546	483	-11.5%	183	226	+23.5%
\$400,000 to \$499,999	517	534	+3.3%	43	36	-16.3%
\$500,000 to \$699,999	338	360	+6.5%	10	18	+80.0%
\$700,000 to \$999,999	109	111	+1.8%	5	11	+120.0%
\$1,000,000 to \$1,999,999	34	38	+11.8%	2	3	+50.0%
\$2,000,000 and Above	0	2	--	0	0	--
All Price Ranges	1,647	1,590	-3.5%	518	529	+2.1%

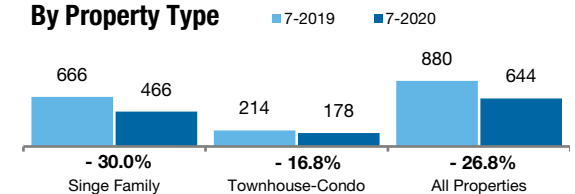
Inventory of Active Listings

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		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$99,999 and Below	10	5	-50.0%	0	0	--
\$100,000 to \$199,999	22	11	-50.0%	8	4	-50.0%
\$200,000 to \$299,999	26	9	-65.4%	69	42	-39.1%
\$300,000 to \$399,999	161	58	-64.0%	80	67	-16.3%
\$400,000 to \$499,999	183	130	-29.0%	15	25	+66.7%
\$500,000 to \$699,999	138	149	+8.0%	23	27	+17.4%
\$700,000 to \$999,999	78	66	-15.4%	15	8	-46.7%
\$1,000,000 to \$1,999,999	38	28	-26.3%	4	5	+25.0%
\$2,000,000 and Above	10	10	0.0%	0	0	--
All Price Ranges	666	466	-30.0%	214	178	-16.8%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2020	7-2020	Change	6-2020	7-2020	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	9	11	+22.2%	5	4	-20.0%
\$200,000 to \$299,999	15	9	-40.0%	41	42	+2.4%
\$300,000 to \$399,999	67	58	-13.4%	68	67	-1.5%
\$400,000 to \$499,999	136	130	-4.4%	17	25	+47.1%
\$500,000 to \$699,999	165	149	-9.7%	28	27	-3.6%
\$700,000 to \$999,999	76	66	-13.2%	7	8	+14.3%
\$1,000,000 to \$1,999,999	38	28	-26.3%	4	5	+25.0%
\$2,000,000 and Above	10	10	0.0%	0	0	--
All Price Ranges	521	466	-10.6%	170	178	+4.7%

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 July 2020

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Fort Collins

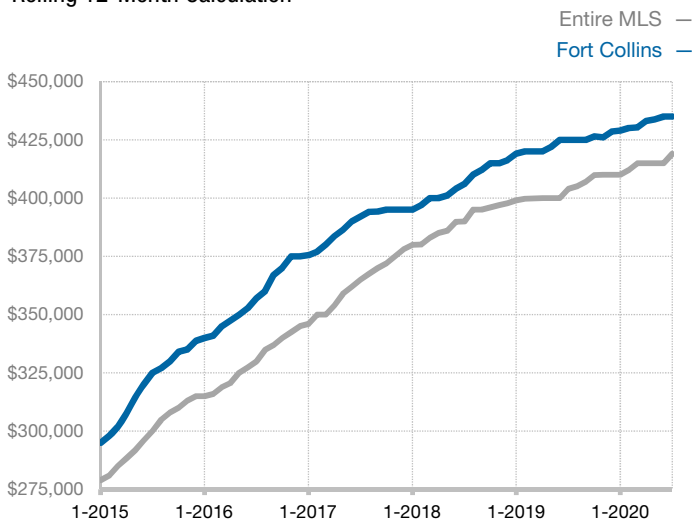
Single Family	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
Key Metrics						
New Listings	291	326	+ 12.0%	1,800	1,706	- 5.2%
Closed Sales	206	238	+ 15.5%	1,224	1,155	- 5.6%
Median Sales Price*	\$440,000	\$445,000	+ 1.1%	\$431,513	\$440,000	+ 2.0%
Average Sales Price*	\$476,136	\$507,585	+ 6.6%	\$477,483	\$496,299	+ 3.9%
Percent of List Price Received*	99.6%	99.9%	+ 0.3%	99.4%	99.3%	- 0.1%
Days on Market Until Sale	54	53	- 1.9%	57	62	+ 8.8%
Inventory of Homes for Sale	413	303	- 26.6%	--	--	--
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--

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

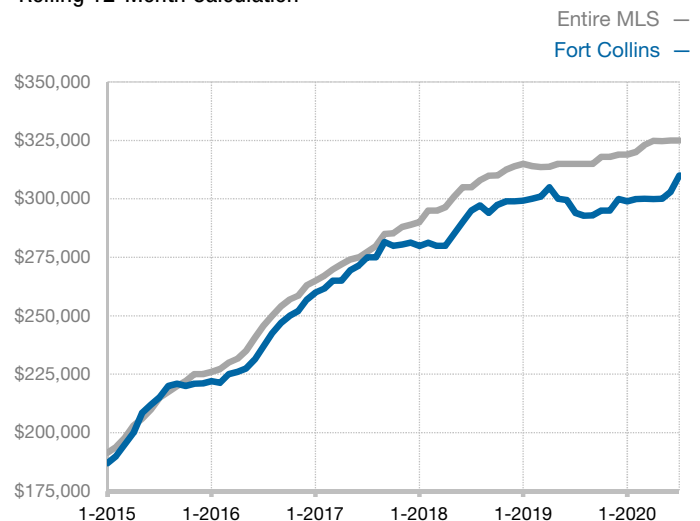
Townhouse/Condo	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
Key Metrics						
New Listings	114	98	- 14.0%	680	597	- 12.2%
Closed Sales	80	94	+ 17.5%	455	464	+ 2.0%
Median Sales Price*	\$287,500	\$327,500	+ 13.9%	\$292,500	\$315,000	+ 7.7%
Average Sales Price*	\$308,994	\$331,729	+ 7.4%	\$312,423	\$334,322	+ 7.0%
Percent of List Price Received*	99.5%	99.1%	- 0.4%	99.3%	99.0%	- 0.3%
Days on Market Until Sale	50	59	+ 18.0%	66	91	+ 37.9%
Inventory of Homes for Sale	181	148	- 18.2%	--	--	--
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2020

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Windsor

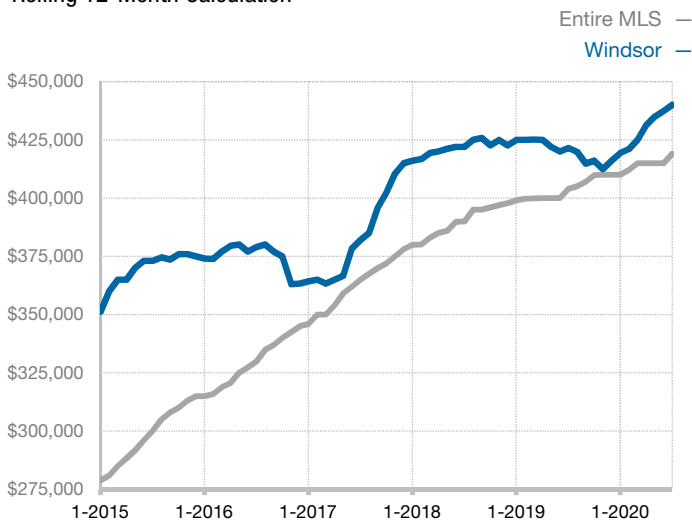
Key Metrics	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	120	137	+ 14.2%	897	753	- 16.1%
Closed Sales	114	106	- 7.0%	628	496	- 21.0%
Median Sales Price*	\$435,625	\$466,750	+ 7.1%	\$420,450	\$456,685	+ 8.6%
Average Sales Price*	\$502,994	\$514,200	+ 2.2%	\$469,750	\$501,217	+ 6.7%
Percent of List Price Received*	100.4%	99.9%	- 0.5%	99.6%	99.5%	- 0.1%
Days on Market Until Sale	78	64	- 17.9%	89	84	- 5.6%
Inventory of Homes for Sale	256	180	- 29.7%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--

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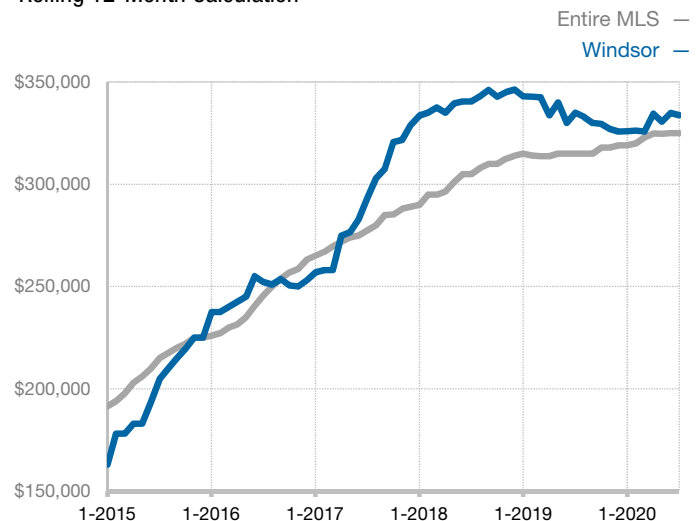
Key Metrics	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	30	20	- 33.3%	142	100	- 29.6%
Closed Sales	10	16	+ 60.0%	80	78	- 2.5%
Median Sales Price*	\$340,146	\$333,500	- 2.0%	\$326,276	\$335,578	+ 2.9%
Average Sales Price*	\$366,952	\$333,764	- 9.0%	\$333,186	\$344,147	+ 3.3%
Percent of List Price Received*	99.3%	99.7%	+ 0.4%	100.3%	100.6%	+ 0.3%
Days on Market Until Sale	89	97	+ 9.0%	155	158	+ 1.9%
Inventory of Homes for Sale	76	47	- 38.2%	--	--	--
Months Supply of Inventory	6.7	4.7	- 29.9%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2020

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Loveland

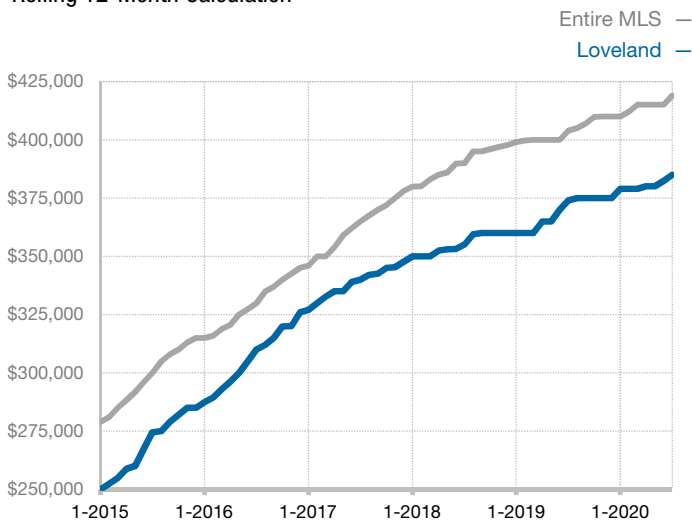
Key Metrics	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	182	186	+ 2.2%	1,198	1,190	- 0.7%
Closed Sales	140	231	+ 65.0%	791	910	+ 15.0%
Median Sales Price*	\$388,950	\$393,000	+ 1.0%	\$380,000	\$389,400	+ 2.5%
Average Sales Price*	\$437,187	\$441,178	+ 0.9%	\$434,386	\$430,975	- 0.8%
Percent of List Price Received*	99.6%	99.9%	+ 0.3%	99.3%	99.8%	+ 0.5%
Days on Market Until Sale	54	62	+ 14.8%	60	66	+ 10.0%
Inventory of Homes for Sale	287	164	- 42.9%	--	--	--
Months Supply of Inventory	2.5	1.3	- 48.0%	--	--	--

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

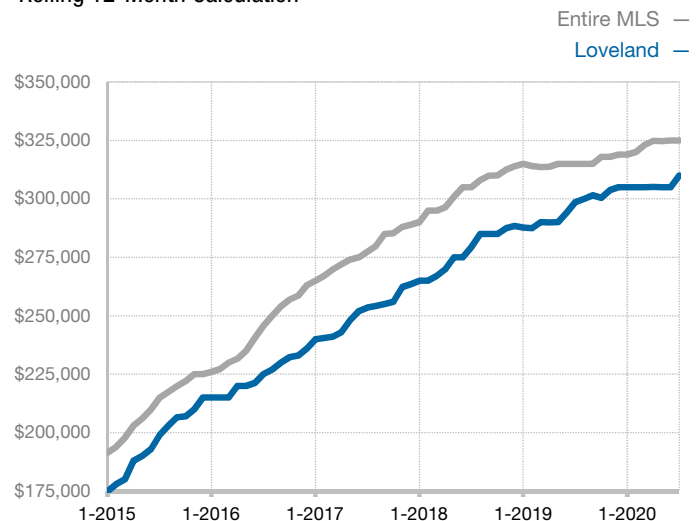
Key Metrics	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	26	38	+ 46.2%	241	217	- 10.0%
Closed Sales	38	42	+ 10.5%	193	179	- 7.3%
Median Sales Price*	\$305,140	\$337,500	+ 10.6%	\$305,000	\$314,000	+ 3.0%
Average Sales Price*	\$311,154	\$335,597	+ 7.9%	\$313,530	\$325,489	+ 3.8%
Percent of List Price Received*	100.4%	99.6%	- 0.8%	100.3%	100.1%	- 0.2%
Days on Market Until Sale	140	102	- 27.1%	132	126	- 4.5%
Inventory of Homes for Sale	92	65	- 29.3%	--	--	--
Months Supply of Inventory	3.6	2.5	- 30.6%	--	--	--

* 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 July 2020

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Wellington

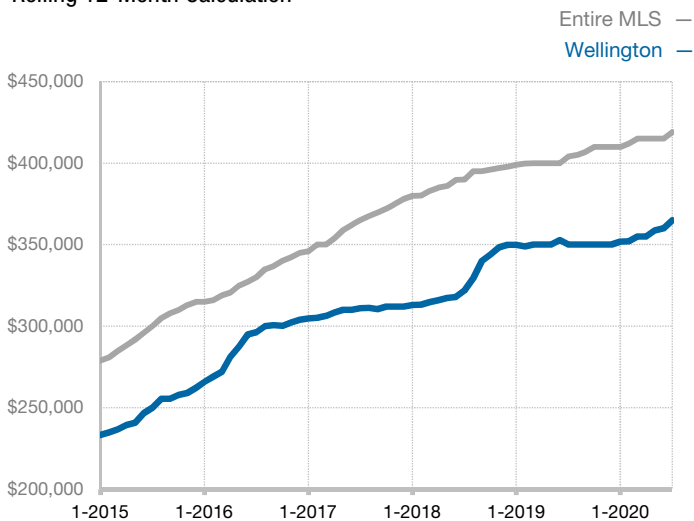
Single Family	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
Key Metrics						
New Listings	34	34	0.0%	277	242	- 12.6%
Closed Sales	30	46	+ 53.3%	188	195	+ 3.7%
Median Sales Price*	\$350,000	\$375,000	+ 7.1%	\$355,000	\$370,000	+ 4.2%
Average Sales Price*	\$398,592	\$388,395	- 2.6%	\$377,456	\$396,645	+ 5.1%
Percent of List Price Received*	99.6%	102.2%	+ 2.6%	99.7%	100.8%	+ 1.1%
Days on Market Until Sale	107	87	- 18.7%	80	95	+ 18.8%
Inventory of Homes for Sale	75	52	- 30.7%	--	--	--
Months Supply of Inventory	3.0	1.8	- 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.

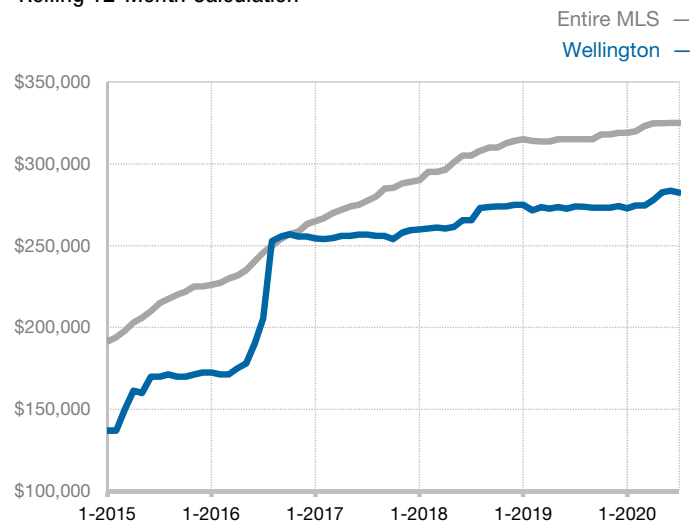
Townhouse/Condo	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
Key Metrics						
New Listings	11	8	- 27.3%	56	51	- 8.9%
Closed Sales	7	11	+ 57.1%	43	39	- 9.3%
Median Sales Price*	\$295,000	\$282,000	- 4.4%	\$271,100	\$285,000	+ 5.1%
Average Sales Price*	\$289,356	\$280,105	- 3.2%	\$270,237	\$281,647	+ 4.2%
Percent of List Price Received*	100.2%	99.4%	- 0.8%	99.9%	99.6%	- 0.3%
Days on Market Until Sale	80	57	- 28.8%	103	86	- 16.5%
Inventory of Homes for Sale	16	13	- 18.8%	--	--	--
Months Supply of Inventory	2.8	2.4	- 14.3%	--	--	--

* 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 July 2020

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Berthoud

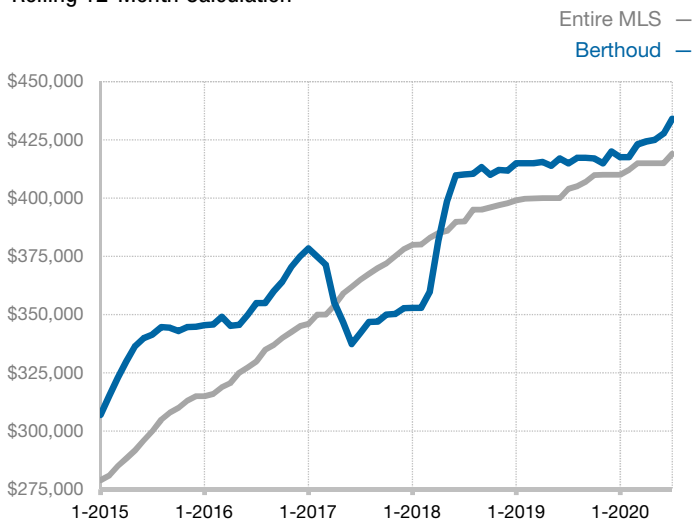
Key Metrics	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	47	66	+ 40.4%	347	427	+ 23.1%
Closed Sales	42	63	+ 50.0%	280	243	- 13.2%
Median Sales Price*	\$399,248	\$445,000	+ 11.5%	\$416,810	\$439,000	+ 5.3%
Average Sales Price*	\$454,202	\$498,988	+ 9.9%	\$455,790	\$507,698	+ 11.4%
Percent of List Price Received*	99.7%	99.9%	+ 0.2%	99.6%	99.2%	- 0.4%
Days on Market Until Sale	88	82	- 6.8%	100	84	- 16.0%
Inventory of Homes for Sale	97	94	- 3.1%	--	--	--
Months Supply of Inventory	2.8	2.8	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.

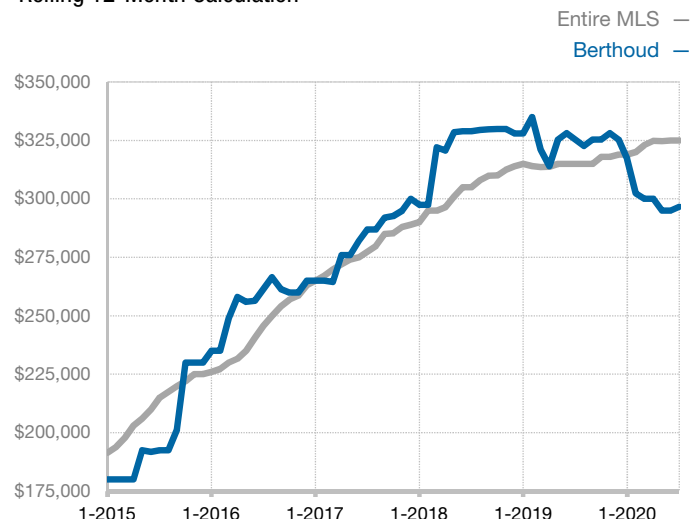
Key Metrics	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	6	3	- 50.0%	53	59	+ 11.3%
Closed Sales	5	10	+ 100.0%	20	42	+ 110.0%
Median Sales Price*	\$320,000	\$300,000	- 6.3%	\$326,724	\$294,825	- 9.8%
Average Sales Price*	\$352,399	\$368,224	+ 4.5%	\$330,869	\$327,201	- 1.1%
Percent of List Price Received*	100.3%	102.4%	+ 2.1%	101.6%	100.6%	- 1.0%
Days on Market Until Sale	60	162	+ 170.0%	94	116	+ 23.4%
Inventory of Homes for Sale	22	6	- 72.7%	--	--	--
Months Supply of Inventory	7.3	1.3	- 82.2%	--	--	--

* 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 July 2020

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Johnstown

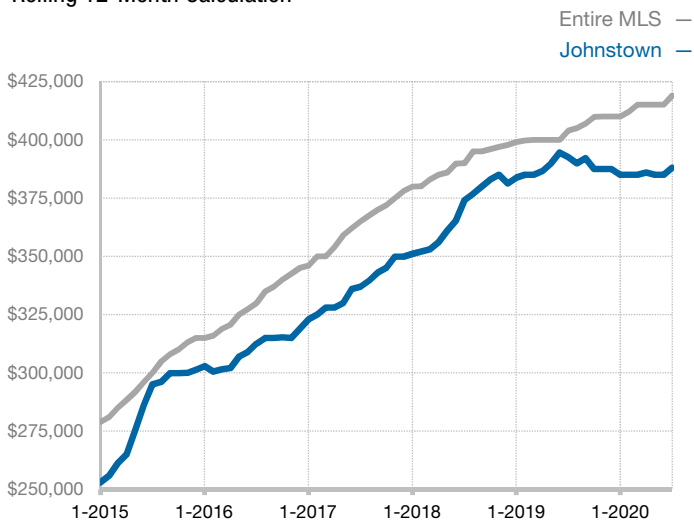
Key Metrics	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	40	47	+ 17.5%	330	301	- 8.8%
Closed Sales	45	46	+ 2.2%	232	222	- 4.3%
Median Sales Price*	\$390,000	\$415,000	+ 6.4%	\$392,078	\$394,250	+ 0.6%
Average Sales Price*	\$412,599	\$440,997	+ 6.9%	\$412,394	\$416,585	+ 1.0%
Percent of List Price Received*	99.5%	99.0%	- 0.5%	99.9%	99.8%	- 0.1%
Days on Market Until Sale	55	60	+ 9.1%	73	66	- 9.6%
Inventory of Homes for Sale	90	51	- 43.3%	--	--	--
Months Supply of Inventory	2.7	1.6	- 40.7%	--	--	--

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

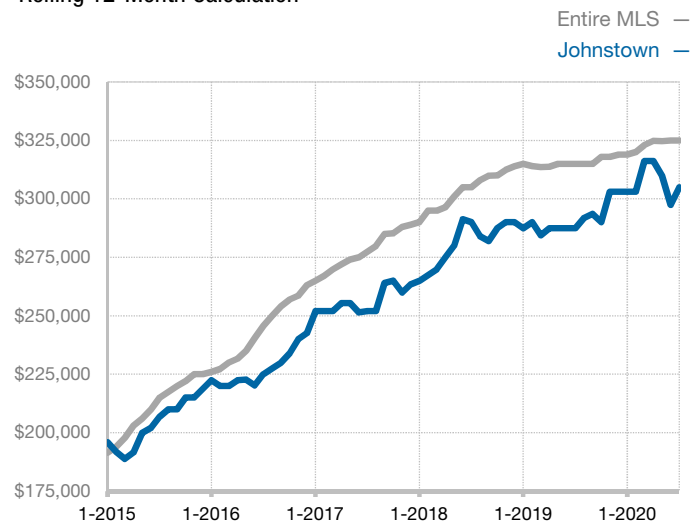
Key Metrics	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	11	23	+ 109.1%
Closed Sales	3	5	+ 66.7%	12	15	+ 25.0%
Median Sales Price*	\$369,000	\$337,500	- 8.5%	\$296,500	\$300,000	+ 1.2%
Average Sales Price*	\$346,667	\$333,200	- 3.9%	\$312,017	\$315,500	+ 1.1%
Percent of List Price Received*	99.4%	97.8%	- 1.6%	99.3%	98.3%	- 1.0%
Days on Market Until Sale	77	44	- 42.9%	66	51	- 22.7%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	0.9	1.5	+ 66.7%	--	--	--

* 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 July 2020

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Boulder

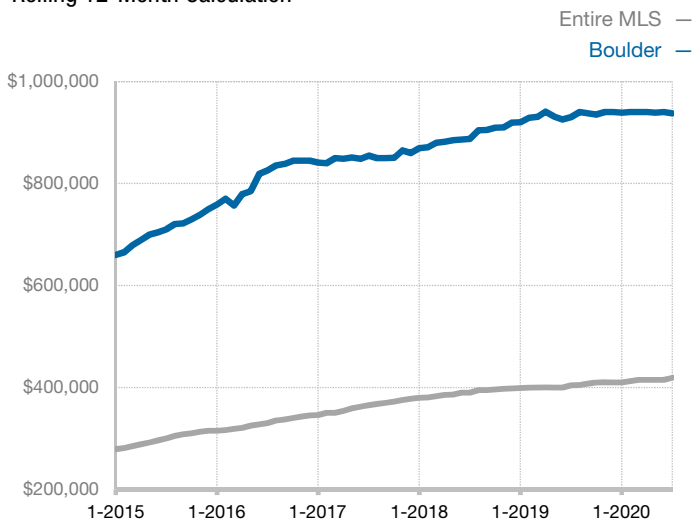
Key Metrics	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	137	165	+ 20.4%	1,044	936	- 10.3%
Closed Sales	93	134	+ 44.1%	546	512	- 6.2%
Median Sales Price*	\$1,000,000	\$936,000	- 6.4%	\$950,000	\$942,500	- 0.8%
Average Sales Price*	\$1,329,534	\$1,158,098	- 12.9%	\$1,208,991	\$1,172,137	- 3.0%
Percent of List Price Received*	97.4%	99.1%	+ 1.7%	98.6%	98.5%	- 0.1%
Days on Market Until Sale	61	56	- 8.2%	62	65	+ 4.8%
Inventory of Homes for Sale	315	238	- 24.4%	--	--	--
Months Supply of Inventory	4.2	3.2	- 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.

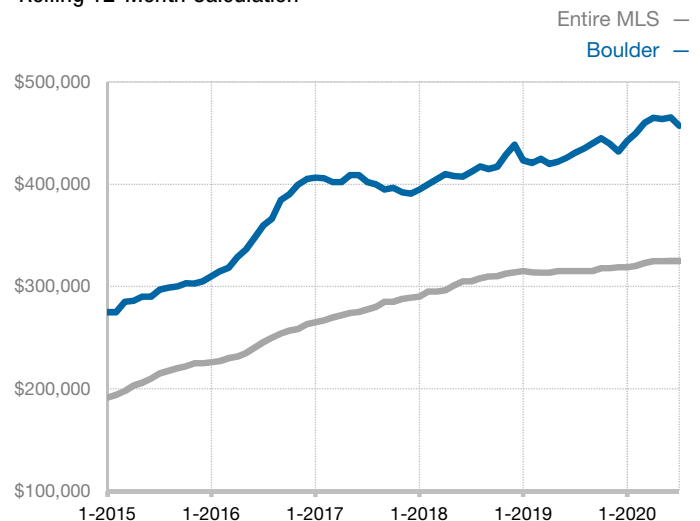
Key Metrics	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	117	112	- 4.3%	686	686	0.0%
Closed Sales	81	91	+ 12.3%	395	387	- 2.0%
Median Sales Price*	\$450,000	\$400,000	- 11.1%	\$432,500	\$485,000	+ 12.1%
Average Sales Price*	\$556,436	\$455,457	- 18.1%	\$526,751	\$571,016	+ 8.4%
Percent of List Price Received*	98.9%	98.8%	- 0.1%	99.3%	98.7%	- 0.6%
Days on Market Until Sale	130	53	- 59.2%	81	68	- 16.0%
Inventory of Homes for Sale	188	190	+ 1.1%	--	--	--
Months Supply of Inventory	3.5	3.5	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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Longmont

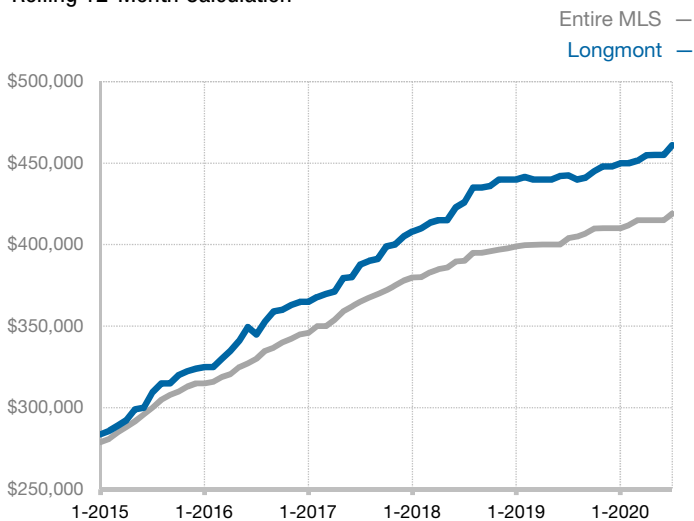
Single Family	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
Key Metrics						
New Listings	184	178	- 3.3%	1,206	1,011	- 16.2%
Closed Sales	150	158	+ 5.3%	796	789	- 0.9%
Median Sales Price*	\$449,995	\$487,995	+ 8.4%	\$447,500	\$470,000	+ 5.0%
Average Sales Price*	\$493,981	\$559,411	+ 13.2%	\$497,642	\$533,110	+ 7.1%
Percent of List Price Received*	99.3%	99.6%	+ 0.3%	99.2%	99.4%	+ 0.2%
Days on Market Until Sale	50	54	+ 8.0%	57	63	+ 10.5%
Inventory of Homes for Sale	320	188	- 41.3%	--	--	--
Months Supply of Inventory	2.8	1.6	- 42.9%	--	--	--

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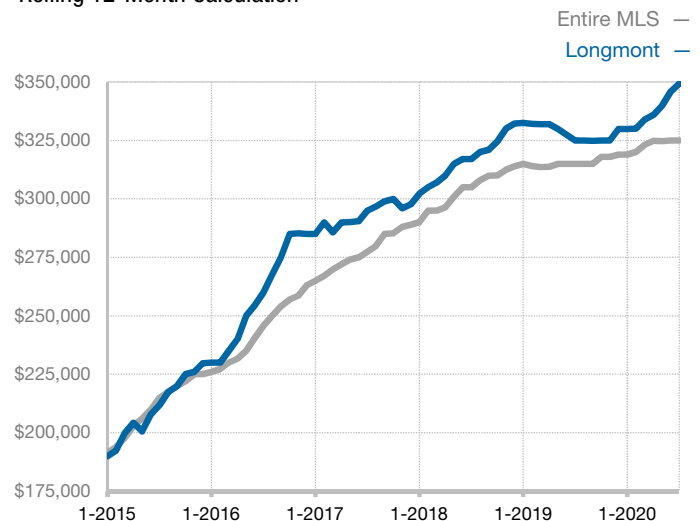
Townhouse/Condo	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
Key Metrics						
New Listings	38	31	- 18.4%	294	215	- 26.9%
Closed Sales	32	26	- 18.8%	209	186	- 11.0%
Median Sales Price*	\$317,500	\$336,250	+ 5.9%	\$324,276	\$350,000	+ 7.9%
Average Sales Price*	\$319,635	\$351,519	+ 10.0%	\$339,616	\$353,789	+ 4.2%
Percent of List Price Received*	99.7%	99.7%	0.0%	99.8%	99.4%	- 0.4%
Days on Market Until Sale	65	54	- 16.9%	76	59	- 22.4%
Inventory of Homes for Sale	80	28	- 65.0%	--	--	--
Months Supply of Inventory	2.7	1.0	- 63.0%	--	--	--

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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 July 2020

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Greeley

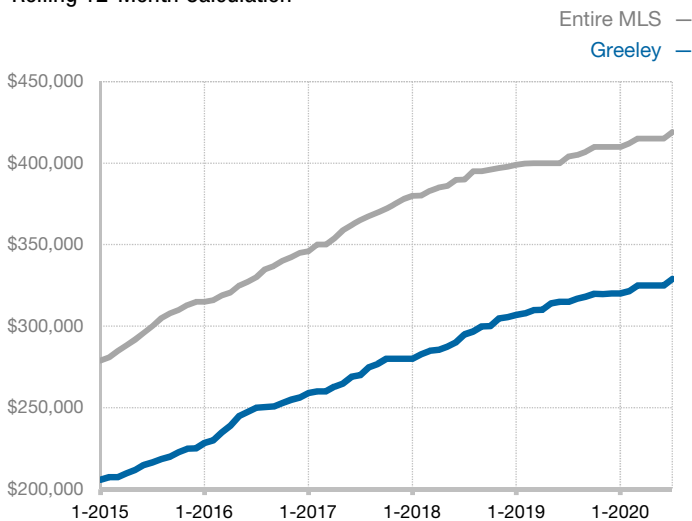
Key Metrics	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	182	168	- 7.7%	1,233	1,038	- 15.8%
Closed Sales	152	168	+ 10.5%	966	775	- 19.8%
Median Sales Price*	\$307,250	\$330,000	+ 7.4%	\$318,073	\$330,000	+ 3.7%
Average Sales Price*	\$316,024	\$345,285	+ 9.3%	\$326,512	\$346,642	+ 6.2%
Percent of List Price Received*	99.8%	99.8%	0.0%	99.7%	99.5%	- 0.2%
Days on Market Until Sale	46	55	+ 19.6%	54	59	+ 9.3%
Inventory of Homes for Sale	188	159	- 15.4%	--	--	--
Months Supply of Inventory	1.4	1.4	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	July			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	23	31	+ 34.8%	205	194	- 5.4%
Closed Sales	27	30	+ 11.1%	169	140	- 17.2%
Median Sales Price*	\$260,000	\$260,500	+ 0.2%	\$245,900	\$254,350	+ 3.4%
Average Sales Price*	\$258,113	\$276,043	+ 6.9%	\$247,686	\$259,367	+ 4.7%
Percent of List Price Received*	99.4%	98.6%	- 0.8%	99.4%	99.0%	- 0.4%
Days on Market Until Sale	48	52	+ 8.3%	47	59	+ 25.5%
Inventory of Homes for Sale	32	33	+ 3.1%	--	--	--
Months Supply of Inventory	1.4	1.6	+ 14.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

