

A REALTOR & CONSUMER ADVOCACY DEPARTMENT SERVICE



# 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



## March 2020

New Listings were up 3.6 percent for single family homes but decreased 11.5 percent for townhouse-condo properties. Pending Sales landed at 236 for single family homes and 68 for townhouse-condo properties.

The Median Sales Price was down 0.1 percent to \$424,500 for single family homes but increased 9.3 percent to \$316,000 for townhouse-condo properties. Days on Market increased 25.7 percent for single family homes and 19.0 percent for townhouse-condo properties.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

## Activity Snapshot

<b>+ 1.8%</b>	<b>+ 25.7%</b>	<b>- 0.1%</b>
One-Year Change in Single Family <b>Sold Listings</b>	One-Year Change in Single Family <b>Days On Market</b>	One-Year Change in Single Family <b>Median Sales Price</b>

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	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		304	<b>315</b>	+ 3.6%	823	<b>780</b>	- 5.2%
<b>Pending Sales</b>		262	<b>236</b>	- 9.9%	665	<b>678</b>	+ 2.0%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		224	<b>228</b>	+ 1.8%	506	<b>528</b>	+ 4.3%
<b>Median Sales Price</b>		\$425,000	<b>\$424,500</b>	- 0.1%	\$418,000	<b>\$422,000</b>	+ 1.0%
<b>Avg. Sales Price</b>		\$478,978	<b>\$469,254</b>	- 2.0%	\$469,271	<b>\$473,269</b>	+ 0.9%
<b>Pct. of List Price Received</b>		99.1%	<b>99.2%</b>	+ 0.1%	98.9%	<b>99.2%</b>	+ 0.3%
<b>Days on Market</b>		74	<b>93</b>	+ 25.7%	75	<b>89</b>	+ 18.7%
<b>Affordability Index</b>		82	<b>86</b>	+ 4.9%	83	<b>87</b>	+ 4.8%
<b>Active Listings</b>		418	<b>378</b>	- 9.6%	--	--	--
<b>Months Supply</b>		1.7	<b>1.6</b>	- 5.9%	--	--	--

# Townhouse-Condo Activity Overview

Key metrics for Townhouse-Condo by report month and for year-to-date (YTD) starting from the first of the year.



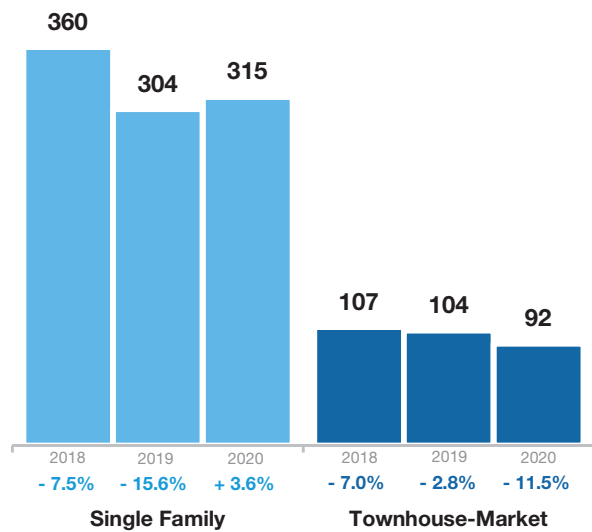
Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		104	92	- 11.5%	254	268	+ 5.5%
<b>Pending Sales</b>		95	68	- 28.4%	220	230	+ 4.5%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		69	81	+ 17.4%	160	213	+ 33.1%
<b>Median Sales Price</b>		\$289,000	\$316,000	+ 9.3%	\$286,500	\$305,000	+ 6.5%
<b>Avg. Sales Price</b>		\$305,863	\$336,038	+ 9.9%	\$306,338	\$337,244	+ 10.1%
<b>Pct. of List Price Received</b>		99.5%	99.6%	+ 0.1%	98.9%	99.1%	+ 0.2%
<b>Days on Market</b>		79	94	+ 19.0%	95	128	+ 34.7%
<b>Affordability Index</b>		121	116	- 4.1%	122	120	- 1.6%
<b>Active Listings</b>		113	152	+ 34.5%	--	--	--
<b>Months Supply</b>		1.6	2.0	+ 25.0%	--	--	--

# New Listings

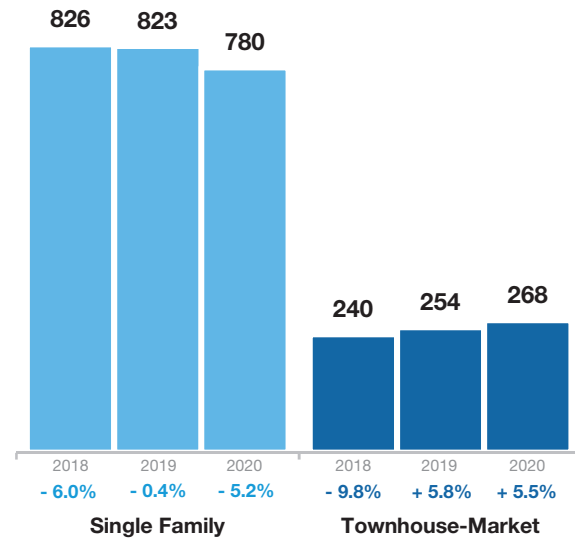
A count of the properties that have been newly listed on the market in a given month.



## March

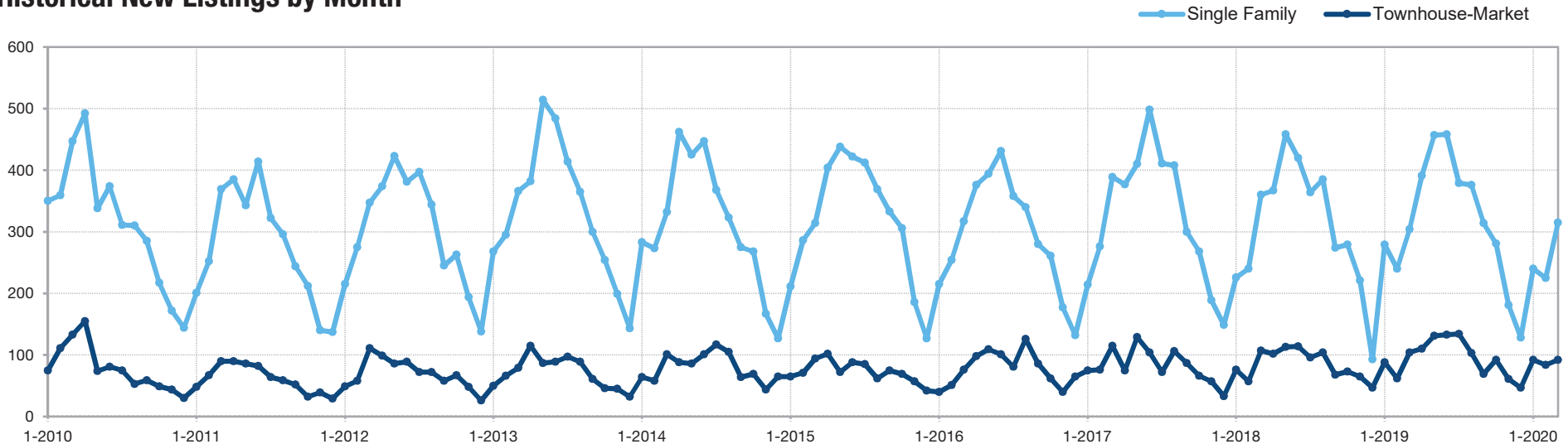


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	391	+6.5%	110	+7.8%
May-2019	457	-0.2%	131	+15.9%
Jun-2019	458	+9.0%	133	+16.7%
Jul-2019	379	+4.1%	134	+39.6%
Aug-2019	376	-2.3%	103	-1.0%
Sep-2019	314	+14.6%	69	+1.5%
Oct-2019	281	+0.7%	92	+26.0%
Nov-2019	181	-18.1%	61	-6.2%
Dec-2019	128	+37.6%	47	0.0%
Jan-2020	240	-14.0%	92	+4.5%
Feb-2020	225	-6.3%	84	+35.5%
<b>Mar-2020</b>	<b>315</b>	<b>+3.6%</b>	<b>92</b>	<b>-11.5%</b>
12-Month Avg	312	+1.7%	96	+10.8%

## Historical New Listings by Month

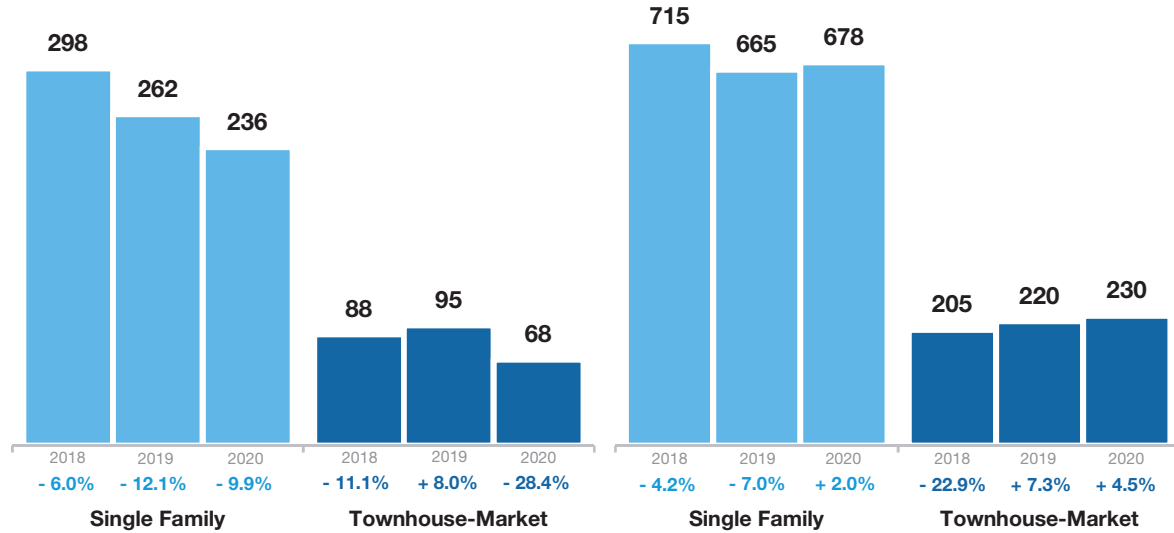


# Pending Sales

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

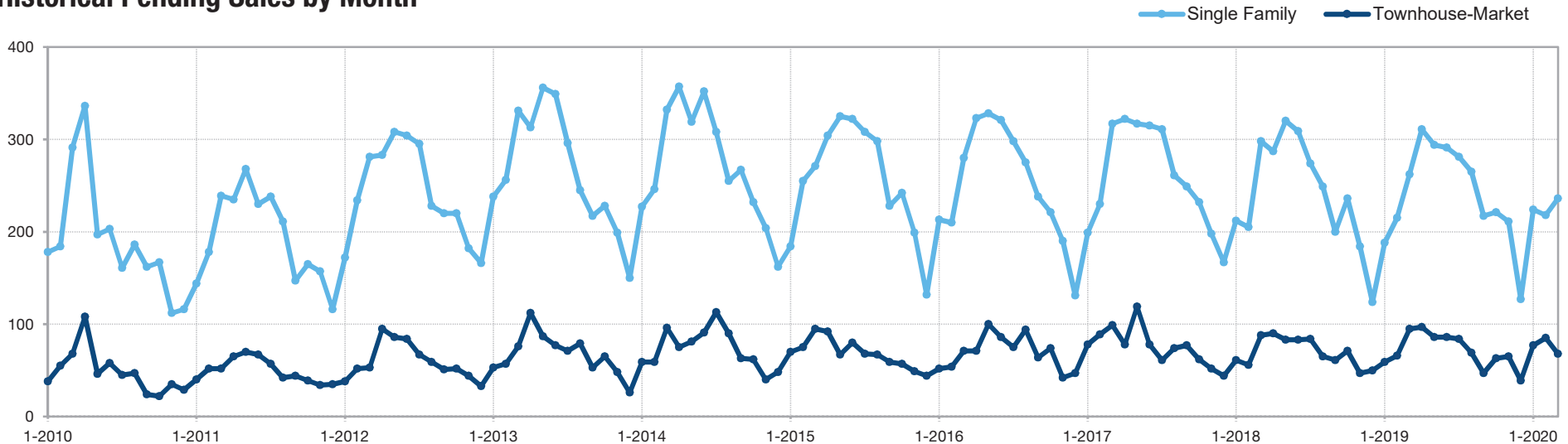


## March



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	311	+8.4%	97	+7.8%
May-2019	294	-8.1%	86	+3.6%
Jun-2019	291	-5.8%	86	+3.6%
Jul-2019	281	+2.6%	84	0.0%
Aug-2019	265	+6.4%	69	+6.2%
Sep-2019	217	+8.5%	47	-23.0%
Oct-2019	221	-6.4%	63	-11.3%
Nov-2019	211	+14.7%	65	+38.3%
Dec-2019	127	+2.4%	39	-22.0%
Jan-2020	224	+19.1%	77	+30.5%
Feb-2020	218	+1.4%	85	+28.8%
<b>Mar-2020</b>	<b>236</b>	<b>-9.9%</b>	<b>68</b>	<b>-28.4%</b>
12-Month Avg	241	+1.7%	72	+1.4%

## Historical Pending Sales by Month

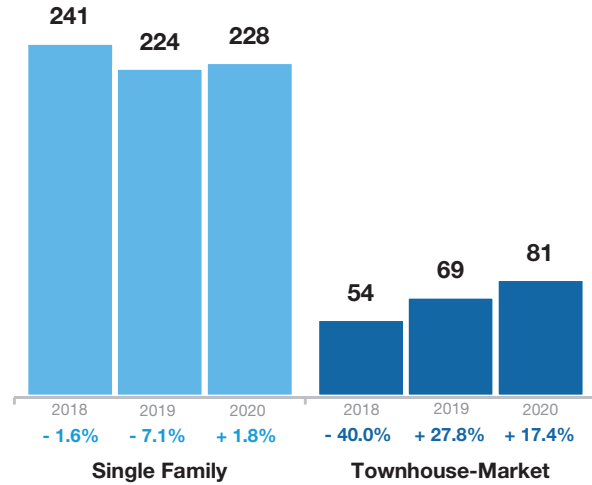


# Sold Listings

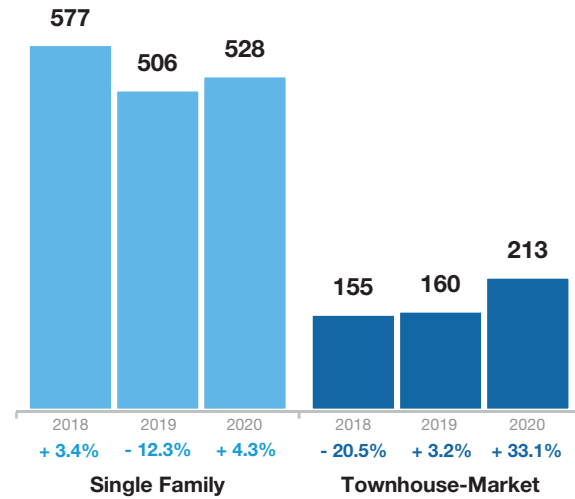
A count of the actual sales that closed in a given month.



## March

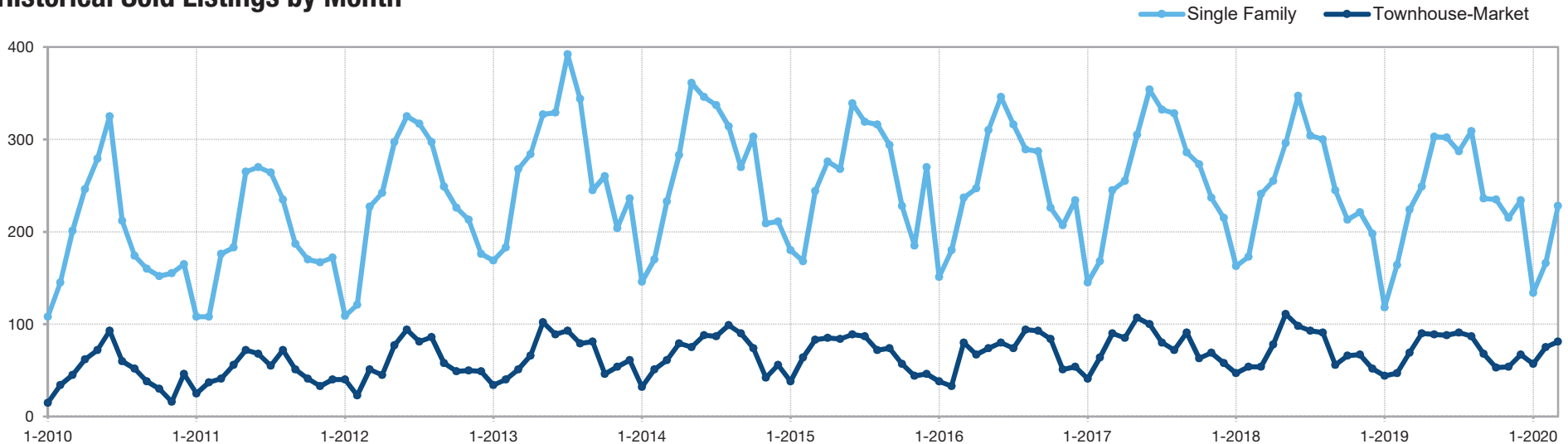


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	249	-2.4%	90	+15.4%
May-2019	303	+2.4%	89	-19.8%
Jun-2019	302	-13.0%	88	-10.2%
Jul-2019	287	-5.6%	91	-2.2%
Aug-2019	309	+3.0%	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%	67	+28.8%
Jan-2020	134	+13.6%	57	+29.5%
Feb-2020	166	+1.2%	75	+59.6%
<b>Mar-2020</b>	<b>228</b>	<b>+1.8%</b>	<b>81</b>	<b>+17.4%</b>
12-Month Avg	242	+0.5%	75	+3.2%

## Historical Sold Listings by Month



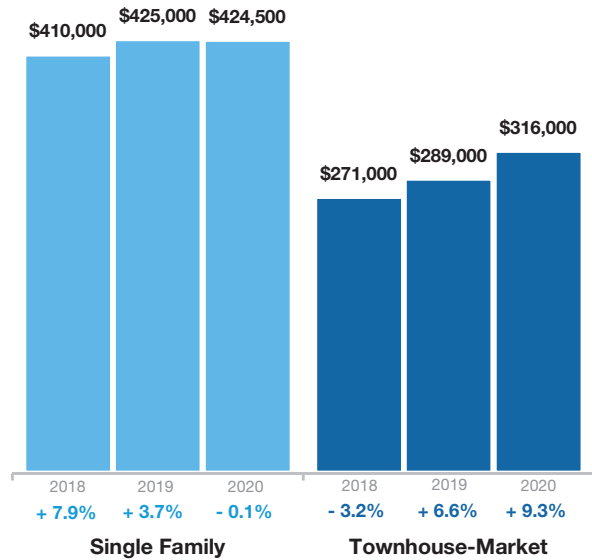


# Median Sales Price

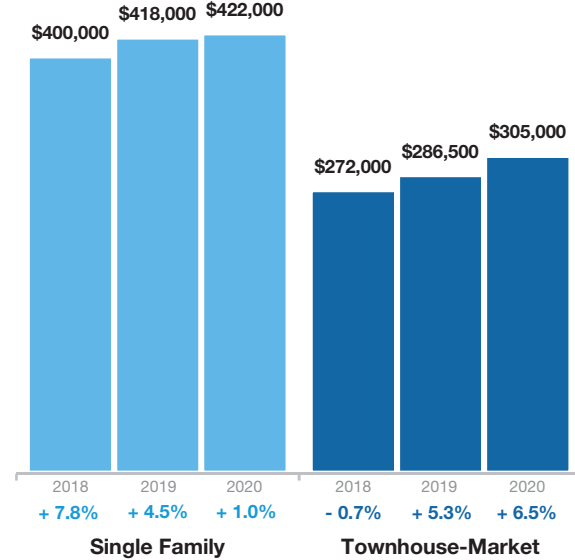
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



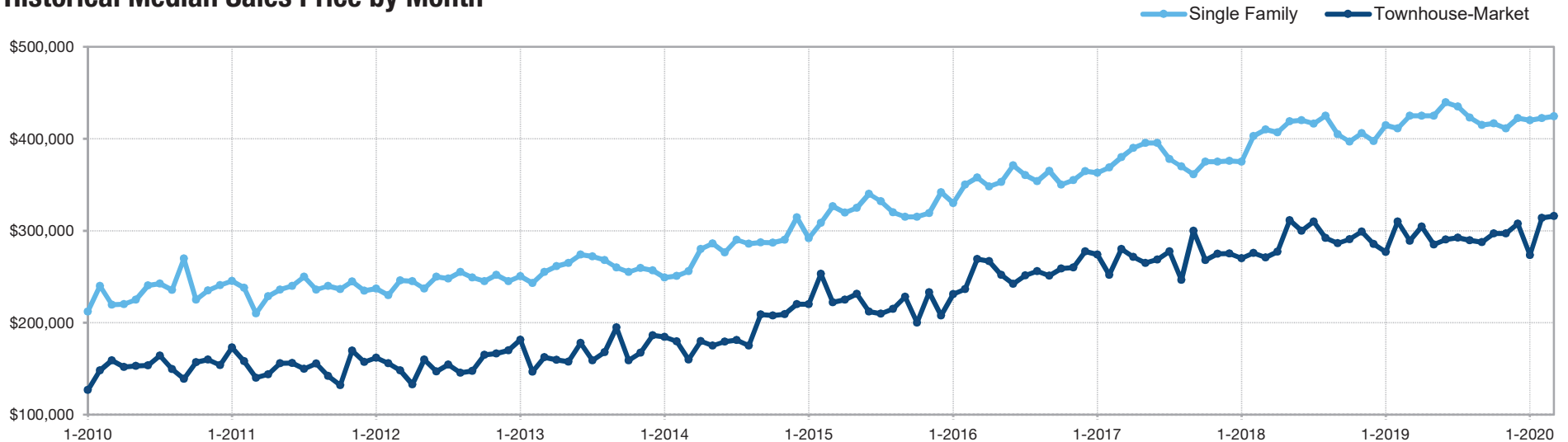
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	\$425,000	+4.4%	\$304,613	+9.9%
May-2019	\$425,000	+1.4%	\$285,000	-8.5%
Jun-2019	\$439,500	+4.6%	\$290,314	-3.2%
Jul-2019	\$435,000	+4.5%	\$292,500	-5.6%
Aug-2019	\$423,000	-0.5%	\$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%	\$307,500	+7.7%
Jan-2020	\$420,000	+1.3%	\$273,500	-1.3%
Feb-2020	\$422,500	+2.7%	\$314,000	+1.3%
<b>Mar-2020</b>	<b>\$424,500</b>	<b>-0.1%</b>	<b>\$316,000</b>	<b>+9.3%</b>
12-Month Avg*	\$425,000	+2.7%	\$297,000	+0.5%

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

## Historical Median Sales Price by Month



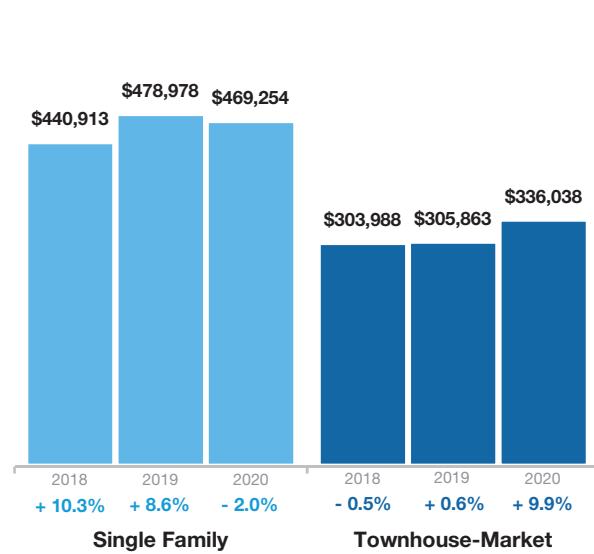


# Average Sales Price

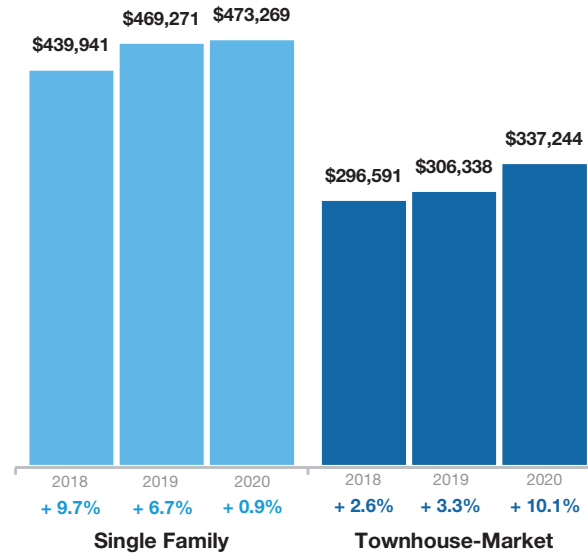
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



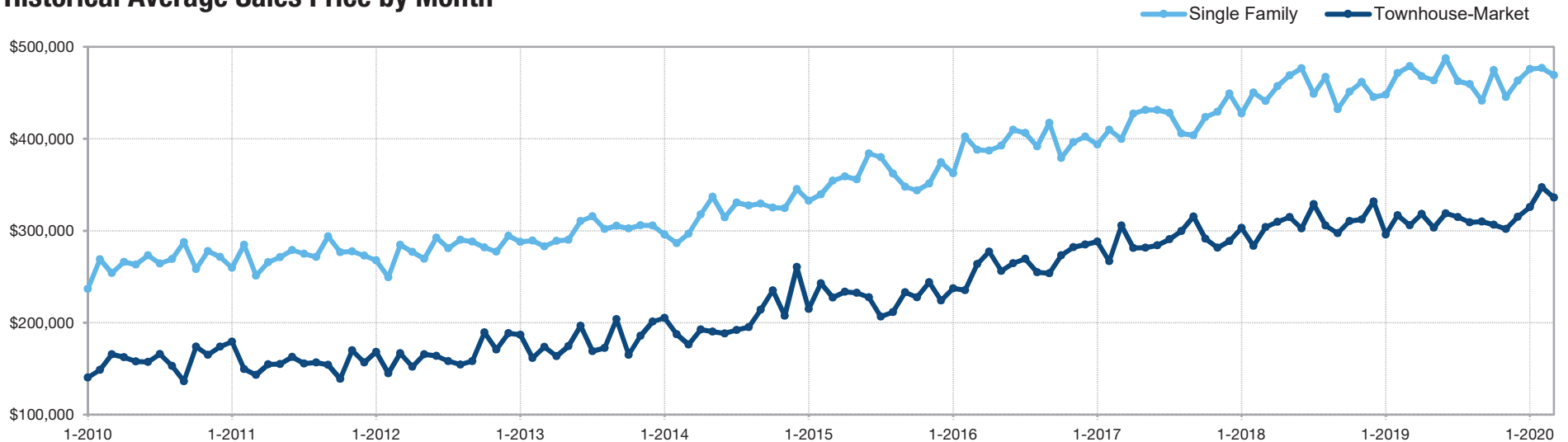
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	\$467,890	+2.4%	\$318,276	+2.8%
May-2019	\$463,380	-1.2%	\$303,377	-3.7%
Jun-2019	\$487,558	+2.3%	\$318,911	+5.5%
Jul-2019	\$462,630	+3.1%	\$314,797	-4.3%
Aug-2019	\$459,292	-1.7%	\$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%	\$315,142	-5.0%
Jan-2020	\$475,651	+6.2%	\$325,684	+10.1%
Feb-2020	\$476,861	+1.2%	\$347,331	+9.6%
<b>Mar-2020</b>	<b>\$469,254</b>	<b>-2.0%</b>	<b>\$336,038</b>	<b>+9.9%</b>
12-Month Avg*	\$465,330	+1.2%	\$317,564	+2.0%

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

## Historical Average Sales Price by Month



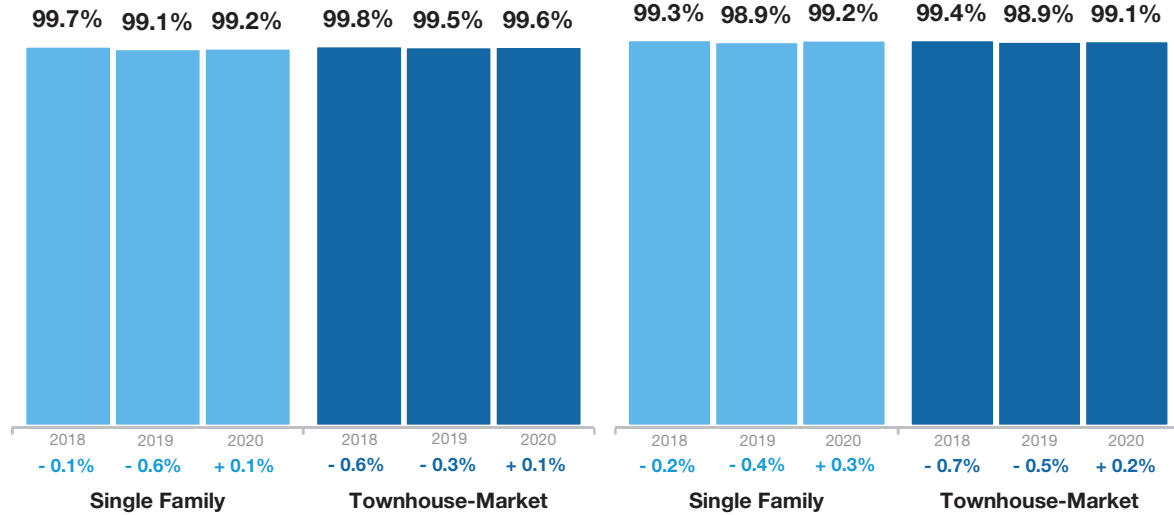
# Percent of List Price Received

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.



## March

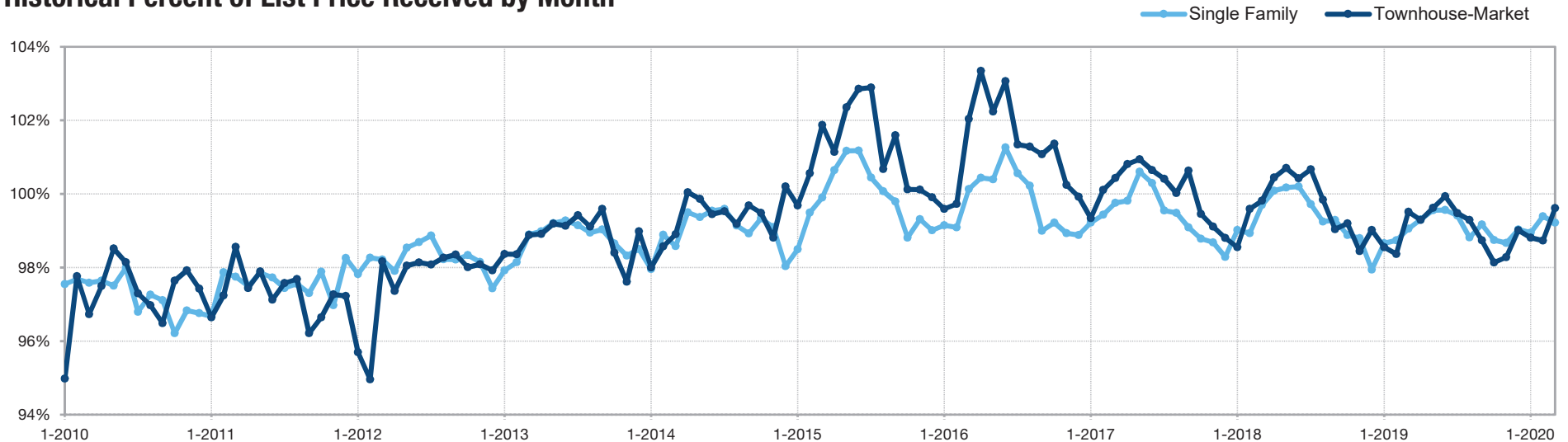
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	99.3%	-0.8%	99.3%	-1.1%
May-2019	99.6%	-0.6%	99.6%	-1.1%
Jun-2019	99.6%	-0.6%	99.9%	-0.5%
Jul-2019	99.4%	-0.3%	99.5%	-1.2%
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%	98.7%	+0.3%
<b>Mar-2020</b>	<b>99.2%</b>	<b>+0.1%</b>	<b>99.6%</b>	<b>+0.1%</b>
12-Month Avg*	99.4%	-0.2%	99.7%	-0.6%

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

## Historical Percent of List Price Received by Month

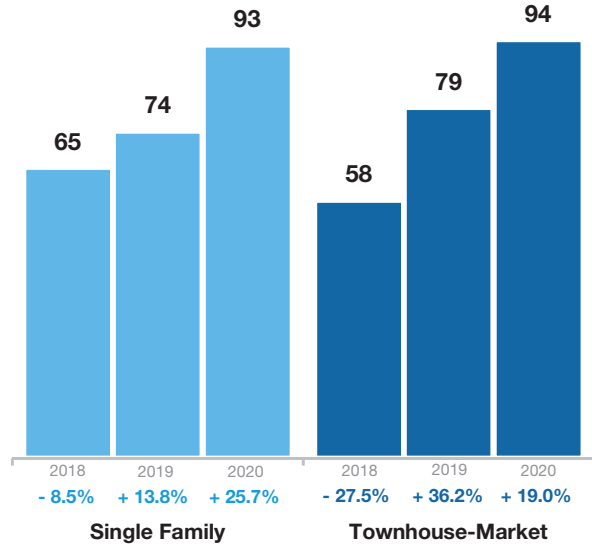


# Days on Market Until Sale

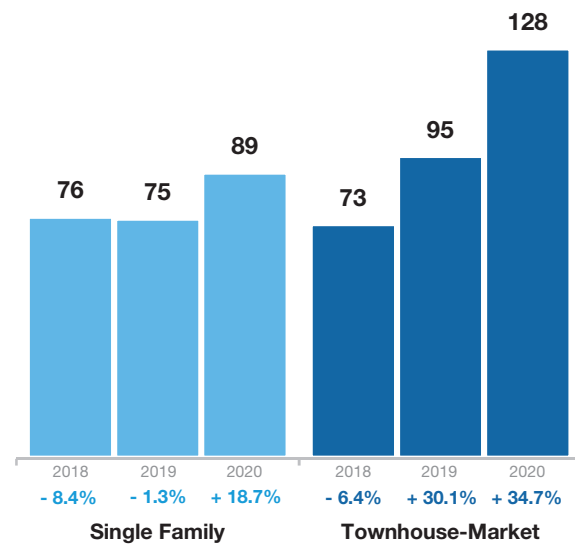
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



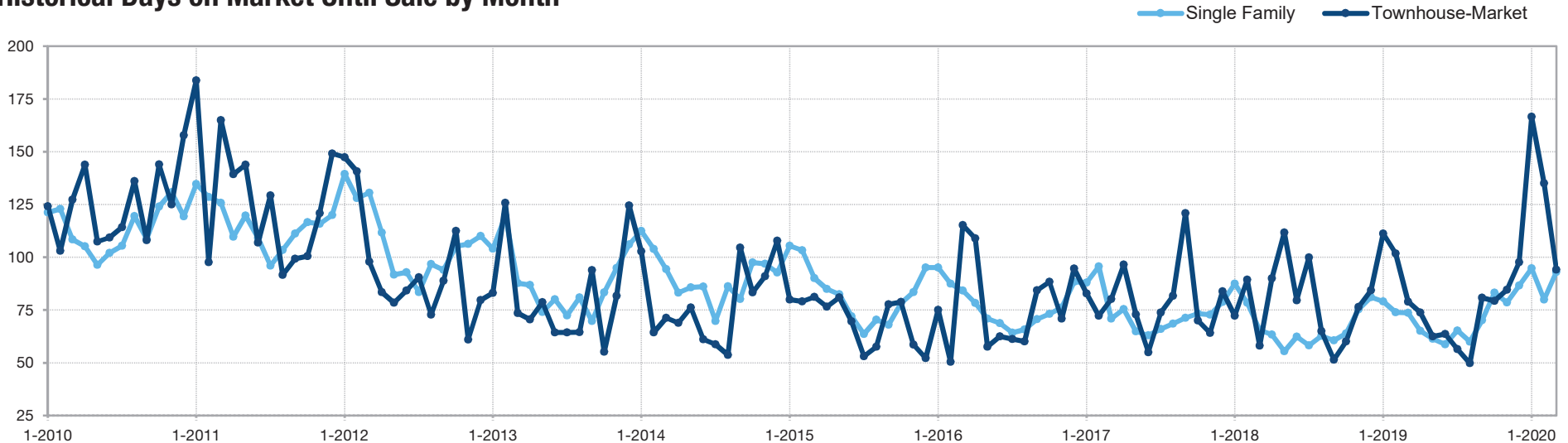
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	65	+3.2%	74	-17.8%
May-2019	61	+10.9%	62	-44.6%
Jun-2019	59	-4.8%	64	-20.0%
Jul-2019	65	+12.1%	56	-44.0%
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%	98	+16.7%
Jan-2020	95	+20.3%	167	+50.5%
Feb-2020	80	+8.1%	135	+32.4%
<b>Mar-2020</b>	<b>93</b>	<b>+25.7%</b>	<b>94</b>	<b>+19.0%</b>
12-Month Avg	73	+10.2%	84	-1.2%

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

## Historical Days on Market Until Sale by Month



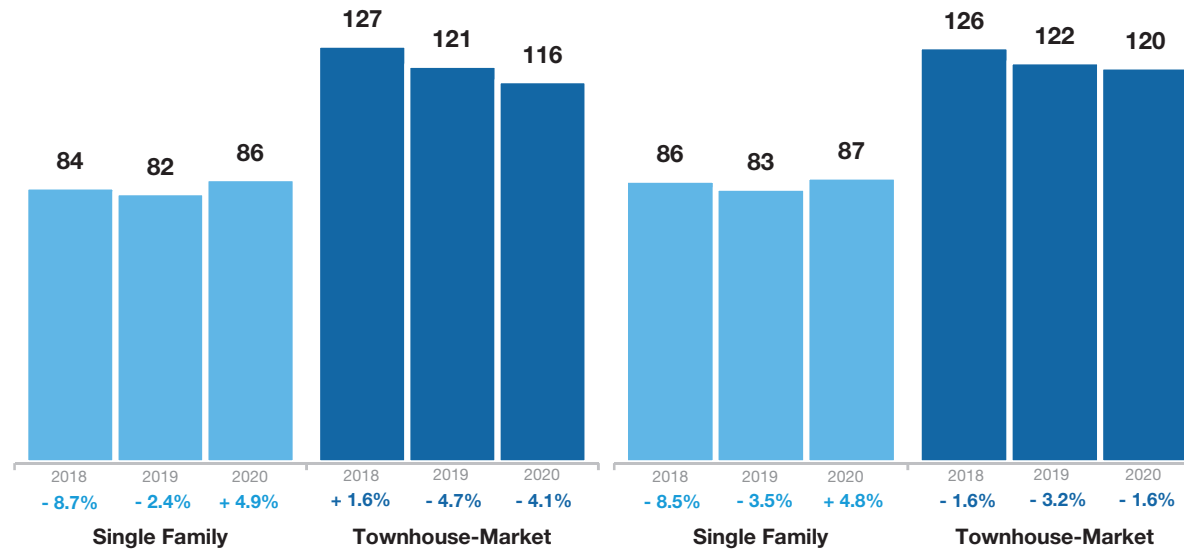
# Housing Affordability Index

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.



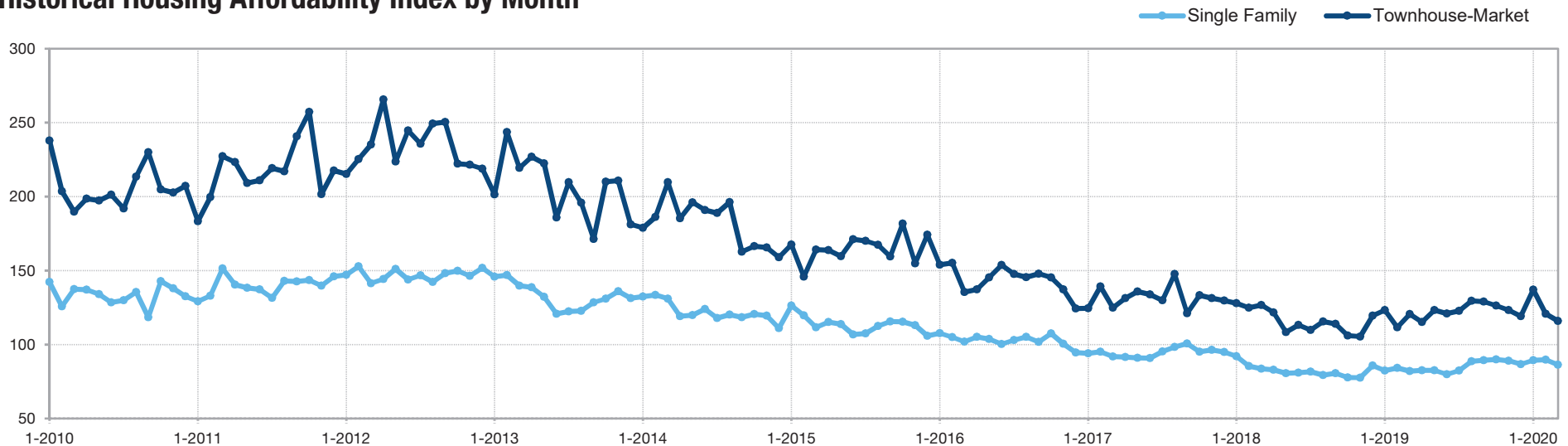
## March

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	83	0.0%	115	-5.7%
May-2019	83	+2.5%	123	+13.9%
Jun-2019	80	-1.2%	121	+7.1%
Jul-2019	82	0.0%	123	+11.8%
Aug-2019	89	+12.7%	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	90	+7.1%	121	+8.0%
<b>Mar-2020</b>	<b>86</b>	<b>+4.9%</b>	<b>116</b>	<b>-4.1%</b>
12-Month Avg	86	+5.7%	81	+1.6%

## Historical Housing Affordability Index by Month

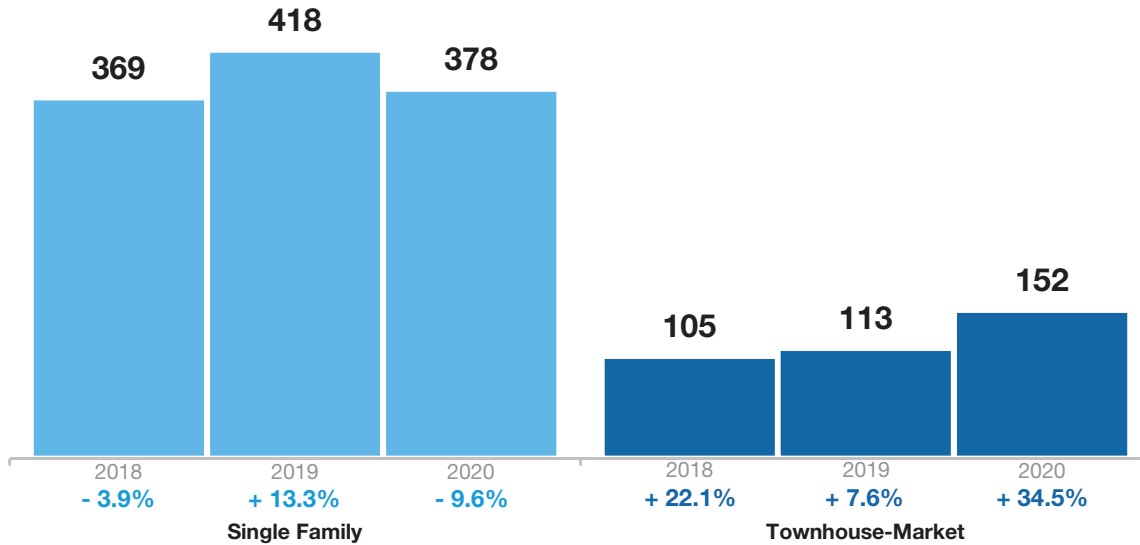


# Inventory of Active Listings

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



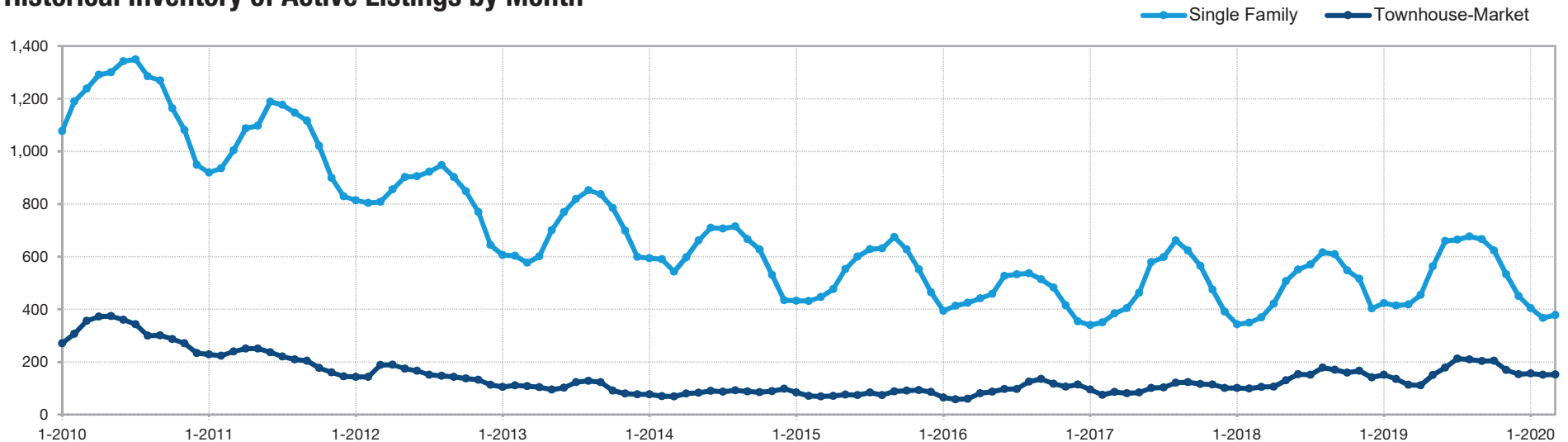
## March



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	455	+8.1%	111	+4.7%
May-2019	563	+11.0%	150	+15.4%
Jun-2019	659	+19.6%	179	+17.0%
Jul-2019	664	+16.5%	213	+41.1%
Aug-2019	676	+9.7%	210	+17.3%
Sep-2019	666	+9.4%	204	+20.0%
Oct-2019	623	+13.7%	205	+28.9%
Nov-2019	533	+3.3%	169	+1.8%
Dec-2019	451	+11.9%	153	+8.5%
Jan-2020	404	-4.5%	156	+3.3%
Feb-2020	367	-11.4%	151	+11.9%
<b>Mar-2020</b>	<b>378</b>	<b>-9.6%</b>	<b>152</b>	<b>+34.5%</b>
12-Month Avg*	537	+7.4%	171	+17.0%

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

## Historical Inventory of Active Listings by Month

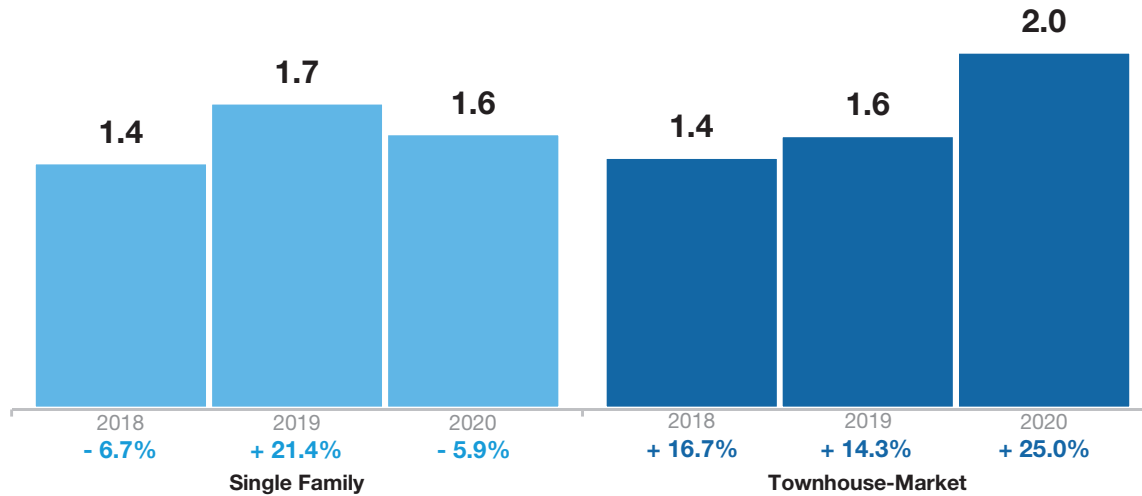


# Months Supply of Inventory

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.



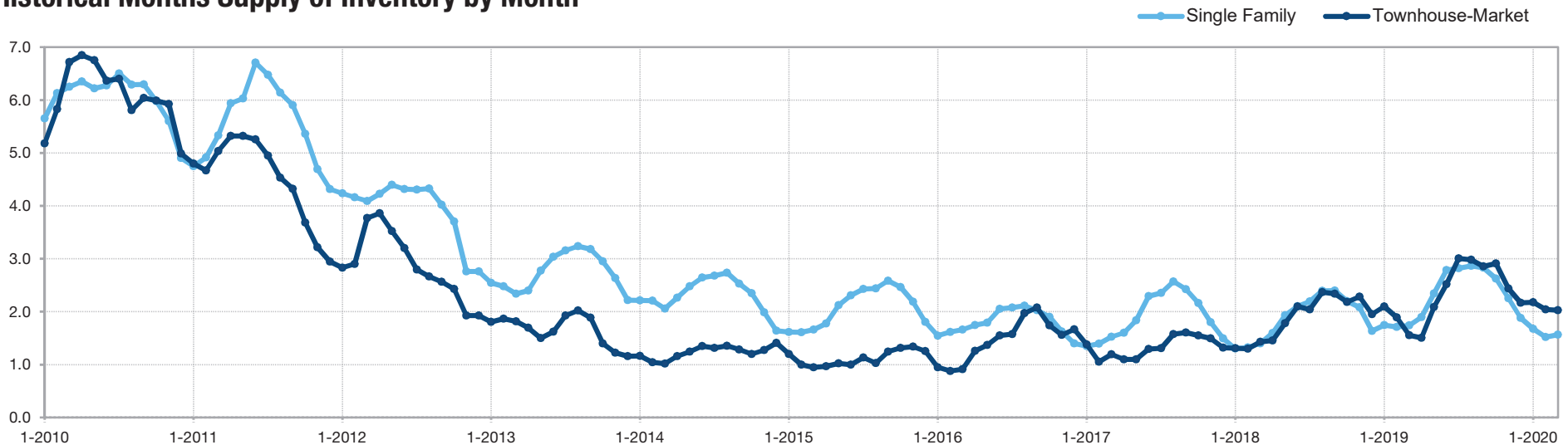
## March



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	1.9	+18.8%	1.5	0.0%
May-2019	2.3	+21.1%	2.1	+16.7%
Jun-2019	2.8	+33.3%	2.5	+19.0%
Jul-2019	2.8	+27.3%	3.0	+50.0%
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%	2.9	+31.8%
Nov-2019	2.3	+9.5%	2.4	+4.3%
Dec-2019	1.9	+18.8%	2.2	+10.0%
Jan-2020	1.7	0.0%	2.2	+4.8%
Feb-2020	1.5	-11.8%	2.0	+5.3%
<b>Mar-2020</b>	<b>1.6</b>	<b>-5.9%</b>	<b>2.0</b>	<b>+25.0%</b>
12-Month Avg*	2.3	+14.1%	2.4	+19.5%

\* Months Supply for all properties from April 2019 through March 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	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		408	<b>407</b>	- 0.2%	1,077	<b>1,048</b>	- 2.7%
<b>Pending Sales</b>		357	<b>304</b>	- 14.8%	220	<b>230</b>	+ 4.5%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		293	<b>309</b>	+ 5.5%	666	<b>741</b>	+ 11.3%
<b>Median Sales Price</b>		\$397,500	<b>\$395,000</b>	- 0.6%	\$385,000	<b>\$393,000</b>	+ 2.1%
<b>Avg. Sales Price</b>		\$438,210	<b>\$434,333</b>	+ 0.9%	\$430,128	<b>\$434,169</b>	+ 0.9%
<b>Pct. of List Price Received</b>		99.2%	<b>99.3%</b>	+ 0.3%	98.9%	<b>99.2%</b>	+ 0.3%
<b>Days on Market</b>		75	<b>93</b>	+ 25.0%	80	<b>100</b>	+ 25.0%
<b>Affordability Index</b>		88	<b>93</b>	+ 3.0%	91	<b>93</b>	+ 3.0%
<b>Active Listings</b>		531	<b>530</b>	- 0.2%	--	--	--
<b>Months Supply</b>		1.7	<b>1.7</b>	- 1.3%	--	--	--

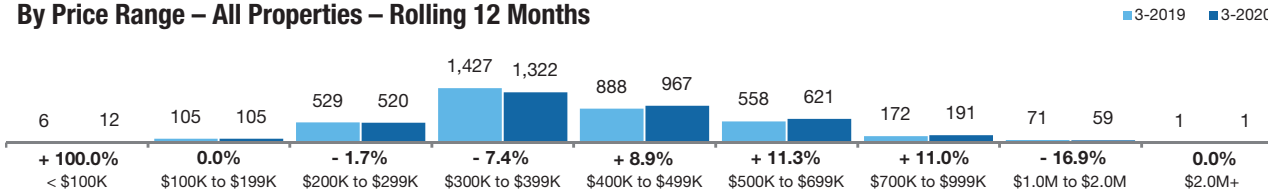


# Sold Listings

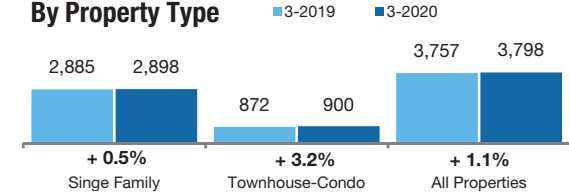
Actual sales that have closed in a given quarter.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	6	12	+100.0%	0	0	--
\$100,000 to \$199,999	43	50	+16.3%	62	55	-11.3%
\$200,000 to \$299,999	140	117	-16.4%	389	403	+3.6%
\$300,000 to \$399,999	1,098	992	-9.7%	329	330	+0.3%
\$400,000 to \$499,999	836	901	+7.8%	52	66	+26.9%
\$500,000 to \$699,999	528	594	+12.5%	30	27	-10.0%
\$700,000 to \$999,999	167	177	+6.0%	5	14	+180.0%
\$1,000,000 to \$1,999,999	66	54	-18.2%	5	5	0.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>2,885</b>	<b>2,898</b>	<b>+0.5%</b>	<b>872</b>	<b>900</b>	<b>+3.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	0	3	--	6	6	0.0%
\$200,000 to \$299,999	6	10	+66.7%	25	28	+12.0%
\$300,000 to \$399,999	60	72	+20.0%	31	38	+22.6%
\$400,000 to \$499,999	49	76	+55.1%	3	3	0.0%
\$500,000 to \$699,999	36	46	+27.8%	7	2	-71.4%
\$700,000 to \$999,999	12	15	+25.0%	3	3	0.0%
\$1,000,000 to \$1,999,999	3	5	+66.7%	0	1	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>166</b>	<b>228</b>	<b>+37.3%</b>	<b>75</b>	<b>81</b>	<b>+8.0%</b>

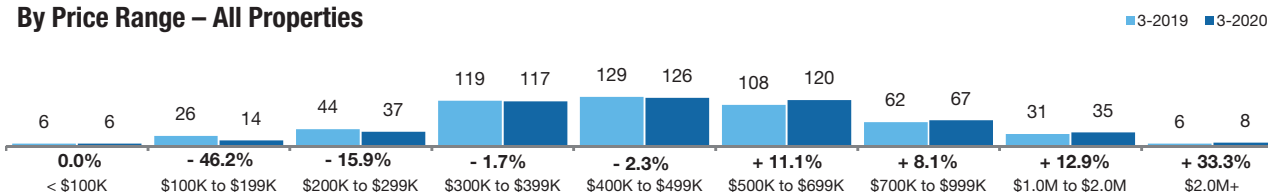
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	1	1	0.0%	0	0	--
\$100,000 to \$199,999	5	6	+20.0%	14	18	+28.6%
\$200,000 to \$299,999	24	18	-25.0%	72	82	+13.9%
\$300,000 to \$399,999	185	183	-1.1%	58	82	+41.4%
\$400,000 to \$499,999	152	162	+6.6%	9	9	0.0%
\$500,000 to \$699,999	92	112	+21.7%	6	12	+100.0%
\$700,000 to \$999,999	33	34	+3.0%	1	8	+700.0%
\$1,000,000 to \$1,999,999	14	12	-14.3%	0	2	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>506</b>	<b>528</b>	<b>+4.3%</b>	<b>160</b>	<b>213</b>	<b>+33.1%</b>

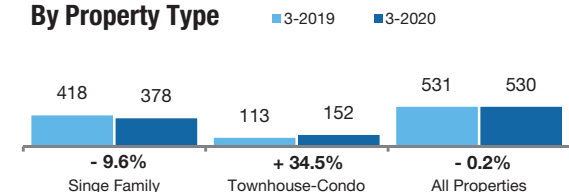
# Inventory of Active Listings

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		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	6	6	0.0%	0	0	--
\$100,000 to \$199,999	20	10	-50.0%	6	4	-33.3%
\$200,000 to \$299,999	17	10	-41.2%	27	27	0.0%
\$300,000 to \$399,999	73	46	-37.0%	46	71	+54.3%
\$400,000 to \$499,999	116	109	-6.0%	13	17	+30.8%
\$500,000 to \$699,999	98	99	+1.0%	10	21	+110.0%
\$700,000 to \$999,999	53	57	+7.5%	9	10	+11.1%
\$1,000,000 to \$1,999,999	29	33	+13.8%	2	2	0.0%
\$2,000,000 and Above	6	8	+33.3%	0	0	--
<b>All Price Ranges</b>	<b>418</b>	<b>378</b>	<b>-9.6%</b>	<b>113</b>	<b>152</b>	<b>+34.5%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
\$99,999 and Below	6	6	0.0%	0	0	--
\$100,000 to \$199,999	10	10	0.0%	5	4	-20.0%
\$200,000 to \$299,999	13	10	-23.1%	32	27	-15.6%
\$300,000 to \$399,999	54	46	-14.8%	63	71	+12.7%
\$400,000 to \$499,999	95	109	+14.7%	18	17	-5.6%
\$500,000 to \$699,999	95	99	+4.2%	22	21	-4.5%
\$700,000 to \$999,999	55	57	+3.6%	9	10	+11.1%
\$1,000,000 to \$1,999,999	31	33	+6.5%	2	2	0.0%
\$2,000,000 and Above	8	8	0.0%	0	0	--
<b>All Price Ranges</b>	<b>367</b>	<b>378</b>	<b>+3.0%</b>	<b>151</b>	<b>152</b>	<b>+0.7%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	1	1	0.0%	0	0	--
\$100,000 to \$199,999	5	6	+20.0%	14	18	+28.6%
\$200,000 to \$299,999	24	18	-25.0%	72	82	+13.9%
\$300,000 to \$399,999	185	183	-1.1%	58	82	+41.4%
\$400,000 to \$499,999	152	162	+6.6%	9	9	0.0%
\$500,000 to \$699,999	92	112	+21.7%	6	12	+100.0%
\$700,000 to \$999,999	33	34	+3.0%	1	8	+700.0%
\$1,000,000 to \$1,999,999	14	12	-14.3%	0	2	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>506</b>	<b>528</b>	<b>+4.3%</b>	<b>160</b>	<b>213</b>	<b>+33.1%</b>

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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<b>New Listings</b>	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).
<b>Pending Sales</b>	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.
<b>Under Contract Activity</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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 March 2020

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## Boulder

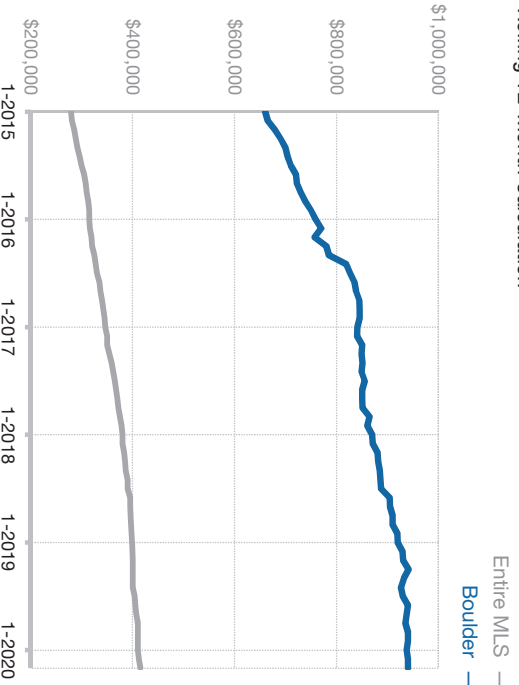
Single Family Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	136	120	350	334
Closed Sales	86	77	167	185
Median Sales Price*	\$949,000	\$999,000	\$960,000	\$970,000
Average Sales Price*	\$1,230,814	\$1,211,833	\$1,254,811	\$1,228,174
Percent of List Price Received*	99.6%	98.6%	98.5%	97.5%
Days on Market Until Sale	61	59	70	81
Inventory of Homes for Sale	203	183	--	--
Months Supply of Inventory	2.7	2.3	--	--

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

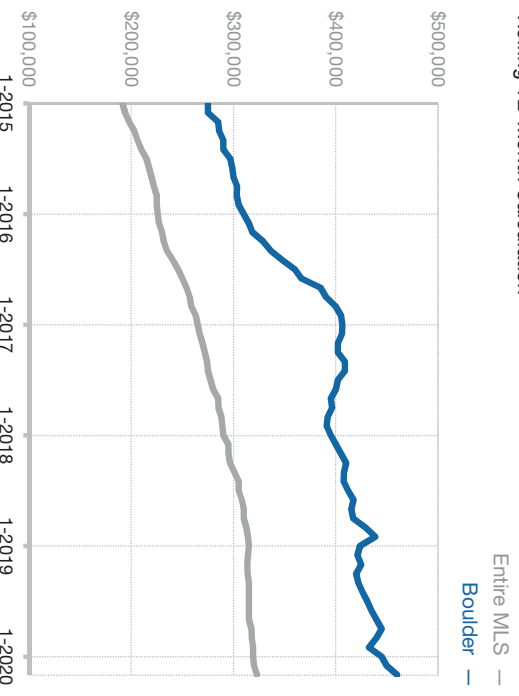
Townhouse/Condo Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	85	84	240	247
Closed Sales	58	72	122	158
Median Sales Price*	\$485,000	\$548,503	\$417,190	\$551,003
Average Sales Price*	\$541,858	\$781,528	\$485,812	\$696,739
Percent of List Price Received*	99.7%	98.7%	99.4%	98.6%
Days on Market Until Sale	57	69	65	86
Inventory of Homes for Sale	138	127	--	--
Months Supply of Inventory	2.5	2.2	--	--

\* 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 March 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

### Single Family

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	129	139	366	357
Closed Sales	96	105	245	279
Median Sales Price*	\$435,500	<b>\$477,000</b>	\$447,000	<b>\$474,000</b>
Average Sales Price*	\$475,441	<b>\$566,725</b>	\$497,958	<b>\$536,194</b>
Percent of List Price Received*	99.1%	<b>99.4%</b>	98.8%	<b>98.8%</b>
Days on Market Until Sale	53	<b>67</b>	63	<b>72</b>
Inventory of Homes for Sale	211	<b>171</b>	--	--
Months Supply of Inventory	1.9	<b>1.4</b>	--	--

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

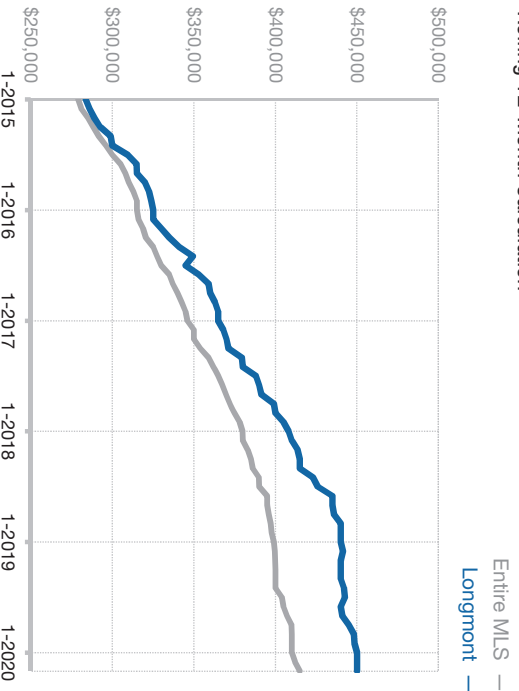
### Townhouse/Condo

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	41	19	105	91
Closed Sales	29	26	62	75
Median Sales Price*	\$331,900	<b>\$379,842</b>	\$330,950	<b>\$365,000</b>
Average Sales Price*	\$390,746	<b>\$386,575</b>	\$352,992	<b>\$359,639</b>
Percent of List Price Received*	100.0%	<b>99.6%</b>	99.8%	<b>99.2%</b>
Days on Market Until Sale	94	<b>79</b>	80	<b>71</b>
Inventory of Homes for Sale	61	<b>29</b>	--	--
Months Supply of Inventory	2.2	<b>0.9</b>	--	--

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

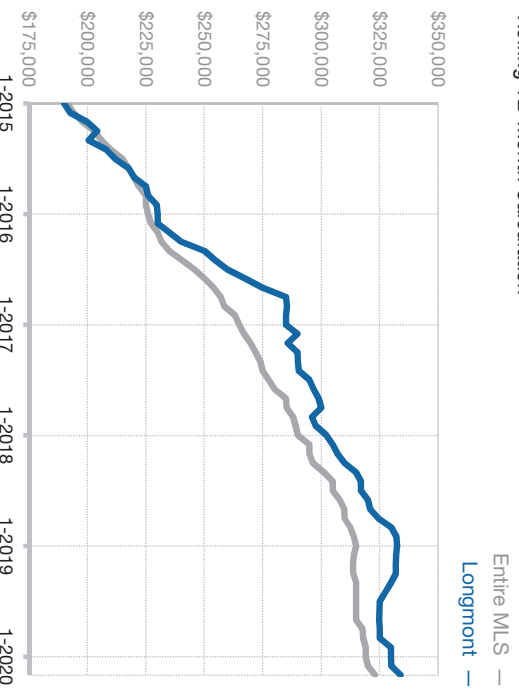
### Median Sales Price – Single Family

Rolling 12-Month Calculation



### Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation



# Local Market Update for March 2020

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## Wellington

### Single Family

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	29	34	99	88
		Percent Change from Previous Year		Percent Change from Previous Year
		+ 17.2%		- 11.1%
Closed Sales	28	33	62	69
		+ 17.9%		+ 11.3%
Median Sales Price*	\$351,500	\$369,600	\$343,000	\$365,000
		+ 5.1%		+ 6.4%
Average Sales Price*	\$369,369	\$392,495	\$384,899	\$377,743
		+ 6.3%		- 1.9%
Percent of List Price Received*	100.2%	101.1%	100.1%	100.9%
		+ 0.9%		+ 0.8%
Days on Market Until Sale	61	115	74	104
		+ 88.5%		+ 40.5%
Inventory of Homes for Sale	45	35	--	--
		- 22.2%		--
Months Supply of Inventory	1.9	1.2	--	--
		- 36.8%		--

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

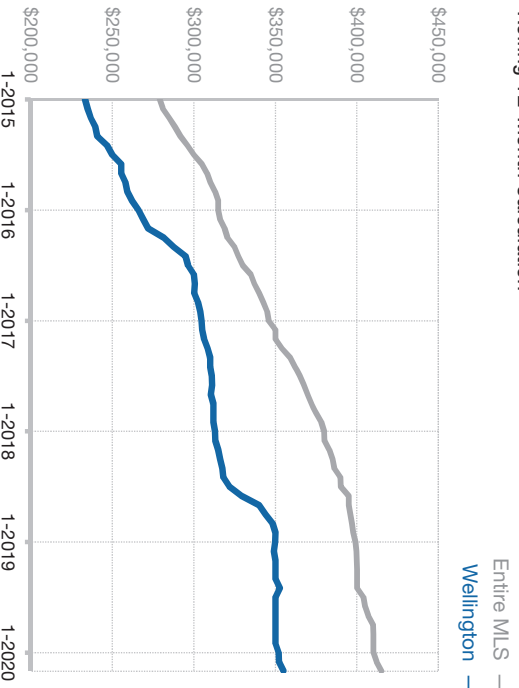
### Townhouse/Condo

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	10	4	21	18
		Percent Change from Previous Year		Percent Change from Previous Year
		- 60.0%		- 14.3%
Closed Sales	9	6	14	12
		- 33.3%		- 14.3%
Median Sales Price*	\$274,900	\$293,803	\$263,500	\$288,303
		+ 6.9%		+ 9.4%
Average Sales Price*	\$270,211	\$288,014	\$265,929	\$282,290
		+ 6.6%		+ 6.2%
Percent of List Price Received*	99.2%	99.5%	99.3%	99.5%
		+ 0.3%		+ 0.2%
Days on Market Until Sale	124	120	140	98
		- 3.2%		- 30.0%
Inventory of Homes for Sale	7	5	--	--
		- 28.6%		--
Months Supply of Inventory	1.5	0.9	--	--
		- 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.

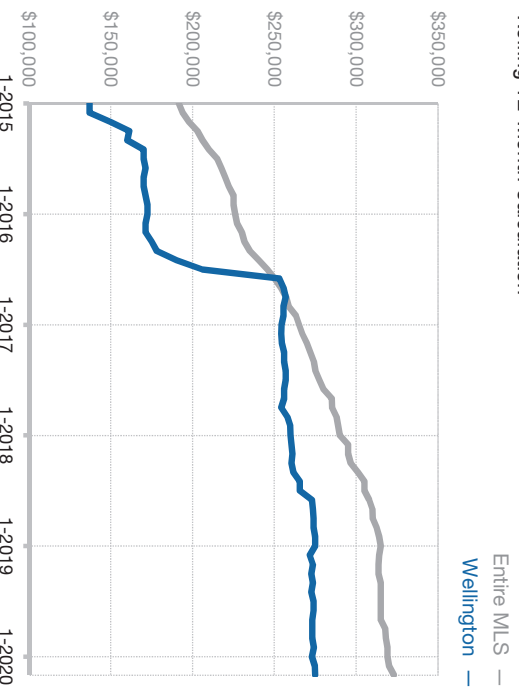
### Median Sales Price – Single Family

Rolling 12-Month Calculation



### Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation



# Local Market Update for March 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	125	99	349	263
Closed Sales	78	63	193	175
Median Sales Price*	\$428,748	\$450,000	\$425,000	\$457,000
Average Sales Price*	\$444,754	\$480,142	\$465,824	\$502,044
Percent of List Price Received*	99.1%	99.5%	99.0%	99.4%
Days on Market Until Sale	90	92	100	96
Inventory of Homes for Sale	233	169	--	--
Months Supply of Inventory	3.1	1.9	--	--

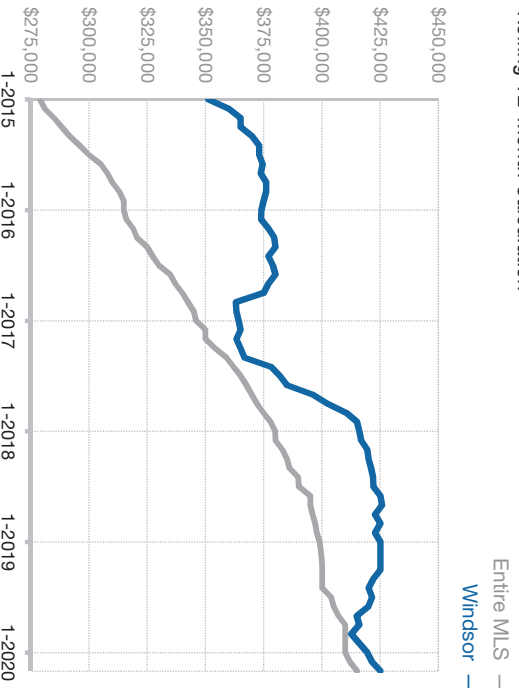
\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	4	9	60	36
Closed Sales	12	6	24	18
Median Sales Price*	\$329,306	\$322,500	\$314,594	\$327,500
Average Sales Price*	\$328,721	\$327,493	\$320,613	\$335,998
Percent of List Price Received*	100.9%	99.2%	100.2%	99.1%
Days on Market Until Sale	123	100	137	135
Inventory of Homes for Sale	69	48	--	--
Months Supply of Inventory	6.7	5.0	--	--

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

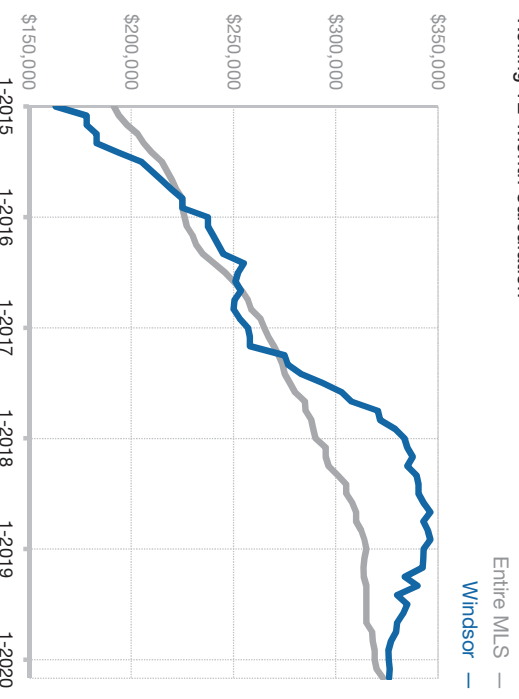
### Median Sales Price – Single Family

Rolling 12-Month Calculation



### Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation



# Local Market Update for March 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

### Single Family

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	143	161	372	452
				Percent Change from Previous Year
				+ 21.5%
Closed Sales	109	139	260	287
				+ 10.4%
Median Sales Price*	\$380,000	\$381,500	\$370,975	\$380,000
				+ 2.4%
Average Sales Price*	\$426,561	\$431,663	\$431,725	\$432,001
				+ 0.1%
Percent of List Price Received*	99.1%	99.9%	98.9%	99.3%
				+ 0.4%
Days on Market Until Sale	78	69	74	69
				- 6.8%
Inventory of Homes for Sale	150	182	--	--
				--
Months Supply of Inventory	1.3	1.5	--	--
				--

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

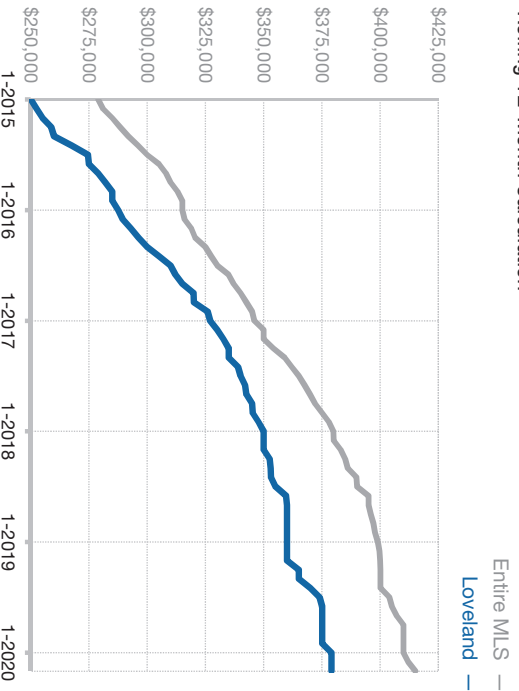
### Townhouse/Condo

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	30	30	87	81
				Percent Change from Previous Year
				- 6.9%
Closed Sales	30	19	53	53
				0.0%
Median Sales Price*	\$315,000	\$355,061	\$291,000	\$305,000
				+ 4.8%
Average Sales Price*	\$317,786	\$337,746	\$309,130	\$328,691
				+ 6.3%
Percent of List Price Received*	100.0%	100.7%	99.9%	100.3%
				+ 0.4%
Days on Market Until Sale	118	101	131	116
				- 11.5%
Inventory of Homes for Sale	59	65	--	--
				--
Months Supply of Inventory	2.3	2.4	--	--
				--

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

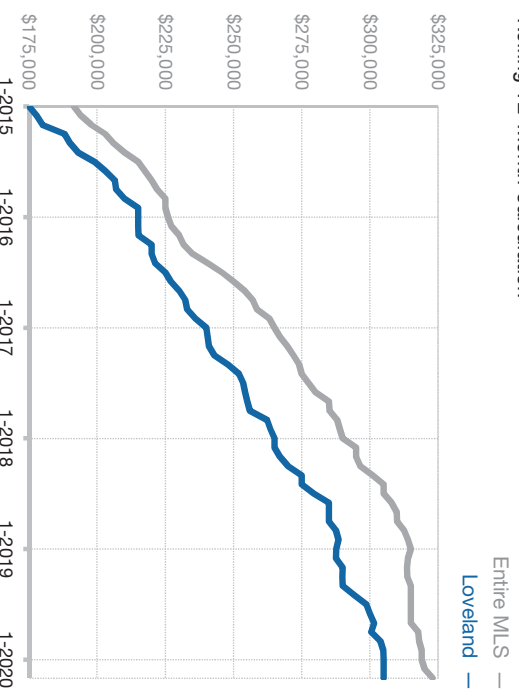
### Median Sales Price – Single Family

Rolling 12-Month Calculation



### Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation





# Local Market Update for March 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

### Single Family

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	175	148	469	371
		Percent Change from Previous Year		Percent Change from Previous Year
		-15.4%		-20.9%
Closed Sales	142	110	332	293
		Percent Change from Previous Year		Percent Change from Previous Year
		-22.5%		-11.7%
Median Sales Price*	\$312,349	\$326,950	\$310,896	\$323,100
		Percent Change from Previous Year		Percent Change from Previous Year
		+4.7%		+3.9%
Average Sales Price*	\$314,596	\$350,383	\$315,465	\$343,061
		Percent Change from Previous Year		Percent Change from Previous Year
		+11.4%		+8.7%
Percent of List Price Received*	99.2%	99.6%	99.1%	99.2%
		Percent Change from Previous Year		Percent Change from Previous Year
		+0.4%		+0.1%
Days on Market Until Sale	62	62	61	66
		Percent Change from Previous Year		Percent Change from Previous Year
		0.0%		+8.2%
Inventory of Homes for Sale	159	130	--	--
		Percent Change from Previous Year		Percent Change from Previous Year
		-18.2%		--
Months Supply of Inventory	1.2	1.0	--	--
		Percent Change from Previous Year		Percent Change from Previous Year
		-16.7%		--

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

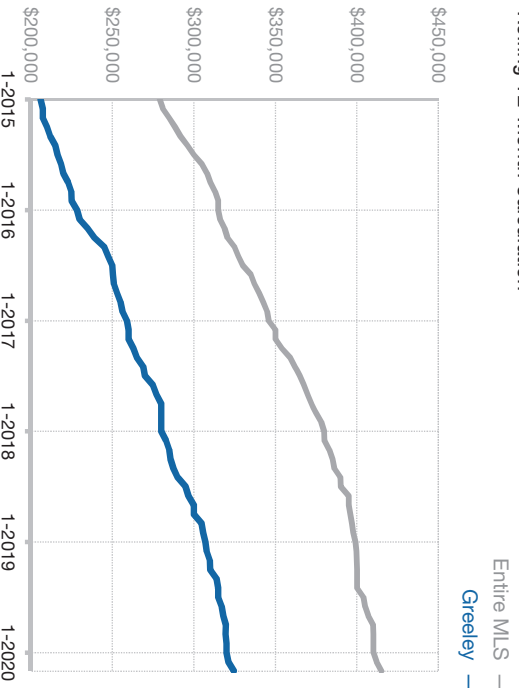
### Townhouse/Condo

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	27	26	86	71
		Percent Change from Previous Year		Percent Change from Previous Year
		-3.7%		-17.4%
Closed Sales	31	15	73	53
		Percent Change from Previous Year		Percent Change from Previous Year
		-51.6%		-27.4%
Median Sales Price*	\$249,000	\$247,000	\$244,900	\$240,000
		Percent Change from Previous Year		Percent Change from Previous Year
		-0.8%		-2.0%
Average Sales Price*	\$251,548	\$246,593	\$239,771	\$243,351
		Percent Change from Previous Year		Percent Change from Previous Year
		-2.0%		+1.5%
Percent of List Price Received*	99.1%	99.4%	99.2%	99.5%
		Percent Change from Previous Year		Percent Change from Previous Year
		+0.3%		+0.3%
Days on Market Until Sale	51	69	51	69
		Percent Change from Previous Year		Percent Change from Previous Year
		+35.3%		+35.3%
Inventory of Homes for Sale	20	23	--	--
		Percent Change from Previous Year		Percent Change from Previous Year
		+15.0%		--
Months Supply of Inventory	0.8	1.0	--	--
		Percent Change from Previous Year		Percent Change from Previous Year
		+25.0%		--

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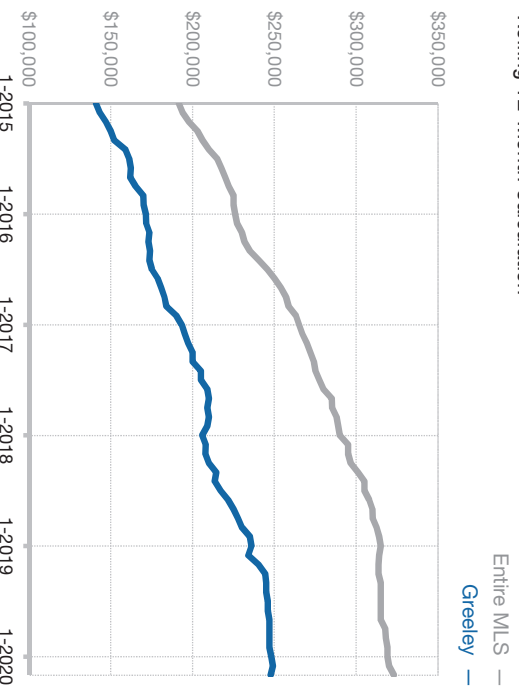
### Median Sales Price – Single Family

Rolling 12-Month Calculation



### Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation



# Local Market Update for March 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

Single Family Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	215	236	573	568
Closed Sales	161	166	376	390
Median Sales Price*	\$425,000	\$433,250	\$420,000	\$434,250
Average Sales Price*	\$469,140	\$474,639	\$464,015	\$480,634
Percent of List Price Received*	99.2%	99.2%	98.9%	99.0%
Days on Market Until Sale	59	77	65	76
Inventory of Homes for Sale	238	225	--	--
Months Supply of Inventory	1.3	1.3	--	--

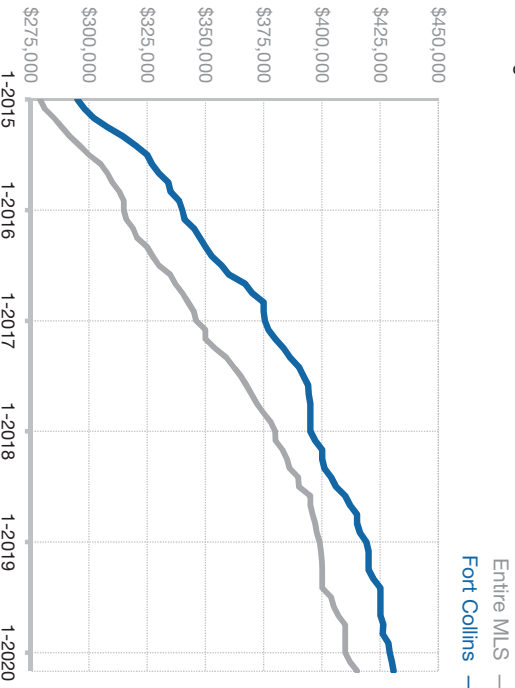
\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	94	76	223	231
Closed Sales	59	72	145	195
Median Sales Price*	\$312,000	\$317,500	\$310,000	\$306,000
Average Sales Price*	\$311,994	\$339,279	\$310,524	\$339,796
Percent of List Price Received*	99.6%	99.5%	98.9%	99.0%
Days on Market Until Sale	72	88	90	127
Inventory of Homes for Sale	91	126	--	--
Months Supply of Inventory	1.3	1.9	--	--

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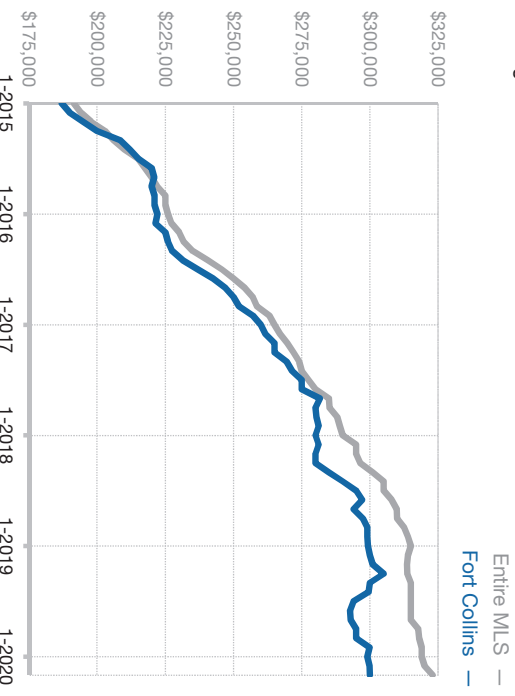
### Median Sales Price – Single Family

Rolling 12-Month Calculation



### Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation



# Local Market Update for March 2020

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## Berthoud

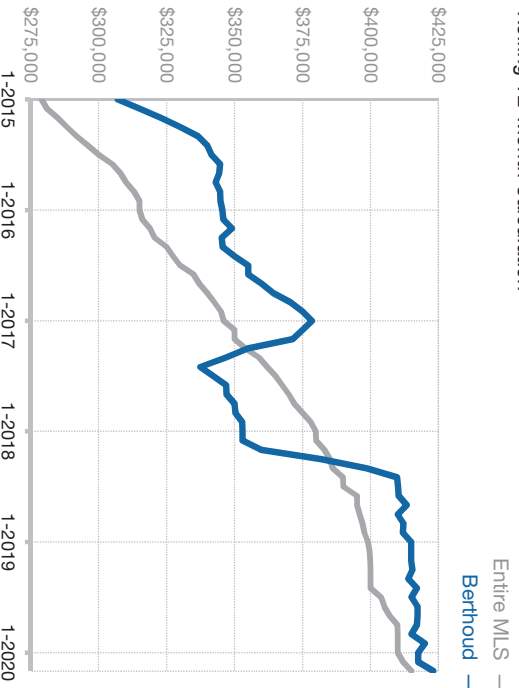
Single Family Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	42	69	125	188
Closed Sales	42	33	85	66
Median Sales Price*	\$410,075	\$453,900	\$424,950	\$432,500
Average Sales Price*	\$426,720	\$571,098	\$468,327	\$516,331
Percent of List Price Received*	99.2%	98.4%	98.9%	98.3%
Days on Market Until Sale	133	96	122	83
Inventory of Homes for Sale	107	111	--	--
Months Supply of Inventory	3.5	3.2	--	--

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

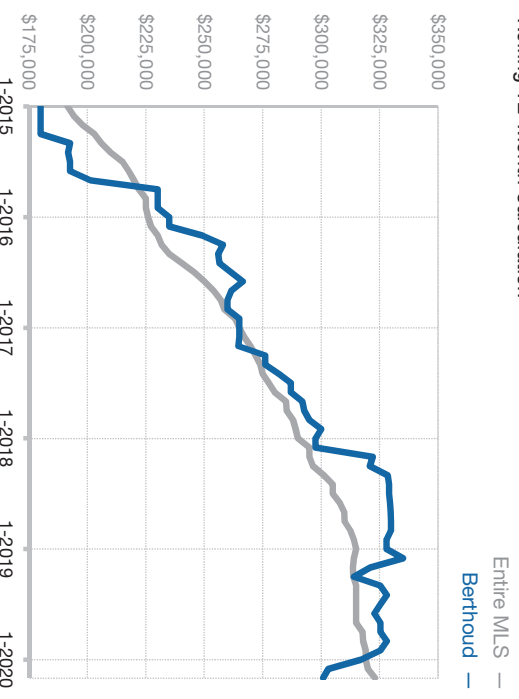
Townhouse/Condo Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	14	20	19	49
Closed Sales	6	5	7	26
Median Sales Price*	\$292,264	\$289,390	\$304,528	\$289,320
Average Sales Price*	\$285,130	\$297,174	\$289,254	\$310,767
Percent of List Price Received*	101.3%	99.8%	101.1%	100.1%
Days on Market Until Sale	107	61	96	92
Inventory of Homes for Sale	16	28	--	--
Months Supply of Inventory	5.8	6.2	--	--

\* 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 March 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

### Single Family

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	45	41	122	113
Closed Sales	43	31	74	72
Median Sales Price*	\$385,000	\$385,000	\$399,450	\$379,000
Average Sales Price*	\$409,147	\$407,888	\$416,273	\$394,612
Percent of List Price Received*	99.2%	100.7%	99.3%	100.2%
Days on Market Until Sale	78	83	91	74
Inventory of Homes for Sale	66	44	--	--
Months Supply of Inventory	1.9	1.4	--	--

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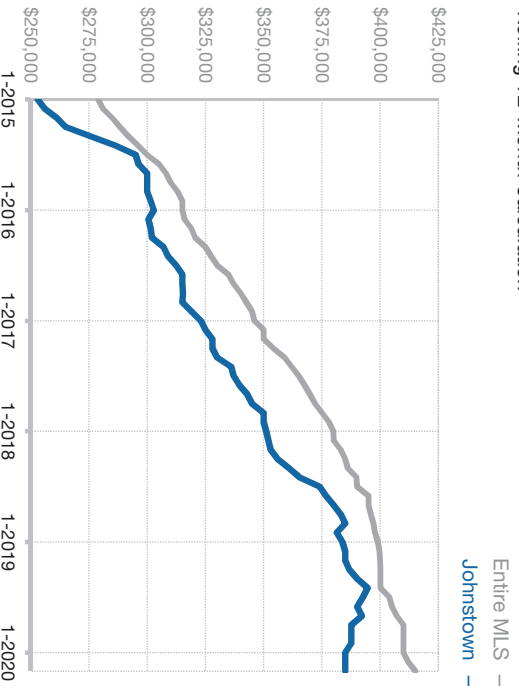
### Townhouse/Condo

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	1	1	1	9
Closed Sales	2	3	3	4
Median Sales Price*	\$237,450	\$330,000	\$264,900	\$326,250
Average Sales Price*	\$237,450	\$350,000	\$269,967	\$343,125
Percent of List Price Received*	95.6%	100.0%	98.0%	99.8%
Days on Market Until Sale	99	52	66	48
Inventory of Homes for Sale	1	5	--	--
Months Supply of Inventory	0.5	2.8	--	--

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

### Median Sales Price – Single Family

Rolling 12-Month Calculation



### Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation

