



# FCBR 2023

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# Monthly Indicators



## March 2023

New Listings were down 8.7 percent for single family homes but increased 1.3 percent for townhouse-condo properties. Pending Sales landed at 198 for single family homes and 73 for townhouse-condo properties.

The Median Sales Price was up 2.9 percent to \$623,522 for single family homes but decreased 3.5 percent to \$371,500 for townhouse-condo properties. Days on Market increased 40.4 percent for single family homes and 114.6 percent for townhouse-condo properties.

Monthly sales might have been even higher if not for limited inventory nationwide. At the current sales pace, there were just 2.6 months' supply of existing homes at the beginning of March, far below the 4 – 6 months' supply of a balanced market. Inventory remains suppressed in part because of mortgage interest rates, which nearly hit 7% before falling again in recent weeks. Higher rates have continued to put downward pressure on sales prices, and for the first time in more than a decade, national home prices were lower year-over-year, according to NAR, breaking a 131-month streak of annual price increases.

## Activity Snapshot

<b>0.0%</b>	<b>+ 40.4%</b>	<b>+ 2.9%</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.

Single Family Activity Overview	<b>2</b>
Townhouse-Condo Activity Overview	<b>3</b>
New Listings	<b>4</b>
Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</b>
All Properties Activity Overview	<b>14</b>
Sold Listings and Inventory by Price Range	<b>15</b>
Glossary of Terms	<b>16</b>



# 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	3-2022	3-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
<b>New Listings</b>		264	<b>241</b>	- 8.7%	557	<b>530</b>	- 4.8%
<b>Pending Sales</b>		215	<b>198</b>	- 7.9%	513	<b>486</b>	- 5.3%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		178	<b>178</b>	0.0%	445	<b>406</b>	- 8.8%
<b>Median Sales Price</b>		\$606,041	<b>\$623,522</b>	+ 2.9%	\$600,000	<b>\$590,000</b>	- 1.7%
<b>Avg. Sales Price</b>		\$685,231	<b>\$683,782</b>	- 0.2%	\$658,120	<b>\$662,334</b>	+ 0.6%
<b>Pct. of List Price Received</b>		103.9%	<b>99.5%</b>	- 4.2%	103.1%	<b>99.3%</b>	- 3.7%
<b>Days on Market</b>		47	<b>66</b>	+ 40.4%	51	<b>72</b>	+ 41.2%
<b>Affordability Index</b>		54	<b>47</b>	- 13.0%	55	<b>49</b>	- 10.9%
<b>Active Listings</b>		157	<b>275</b>	+ 75.2%	--	--	--
<b>Months Supply</b>		0.6	<b>1.5</b>	+ 150.0%	--	--	--

# 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.



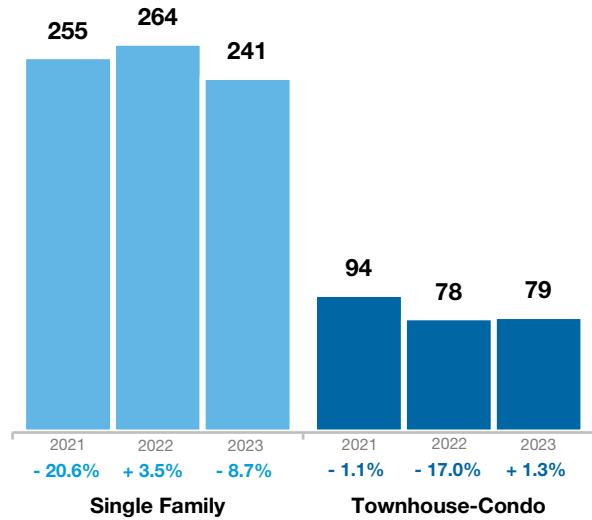
Key Metrics	Historical Sparkbars	3-2022	3-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
<b>New Listings</b>		78	<b>79</b>	+ 1.3%	190	<b>180</b>	- 5.3%
<b>Pending Sales</b>		67	<b>73</b>	+ 9.0%	188	<b>160</b>	- 14.9%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		47	<b>46</b>	- 2.1%	144	<b>112</b>	- 22.2%
<b>Median Sales Price</b>		\$385,000	<b>\$371,500</b>	- 3.5%	\$381,435	<b>\$393,750</b>	+ 3.2%
<b>Avg. Sales Price</b>		\$467,153	<b>\$375,411</b>	- 19.6%	\$416,785	<b>\$390,051</b>	- 6.4%
<b>Pct. of List Price Received</b>		103.8%	<b>99.6%</b>	- 4.0%	103.4%	<b>99.3%</b>	- 4.0%
<b>Days on Market</b>		41	<b>88</b>	+ 114.6%	54	<b>103</b>	+ 90.7%
<b>Affordability Index</b>		86	<b>78</b>	- 9.3%	86	<b>74</b>	- 14.0%
<b>Active Listings</b>		46	<b>97</b>	+ 110.9%	--	--	--
<b>Months Supply</b>		0.6	<b>1.7</b>	+ 183.3%	--	--	--

# New Listings

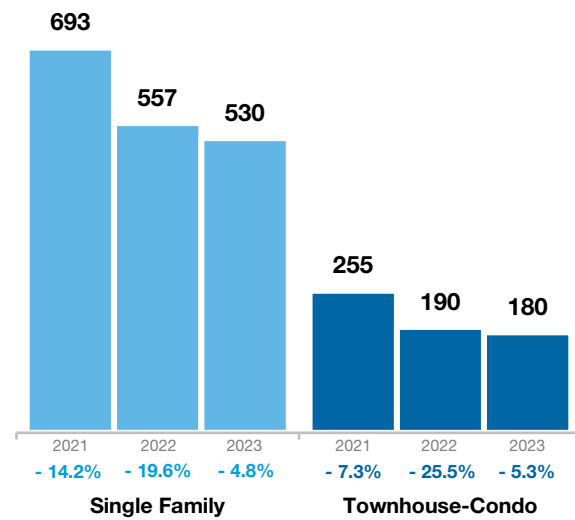
A count of the properties that have been newly listed on the market in a given month.



## March

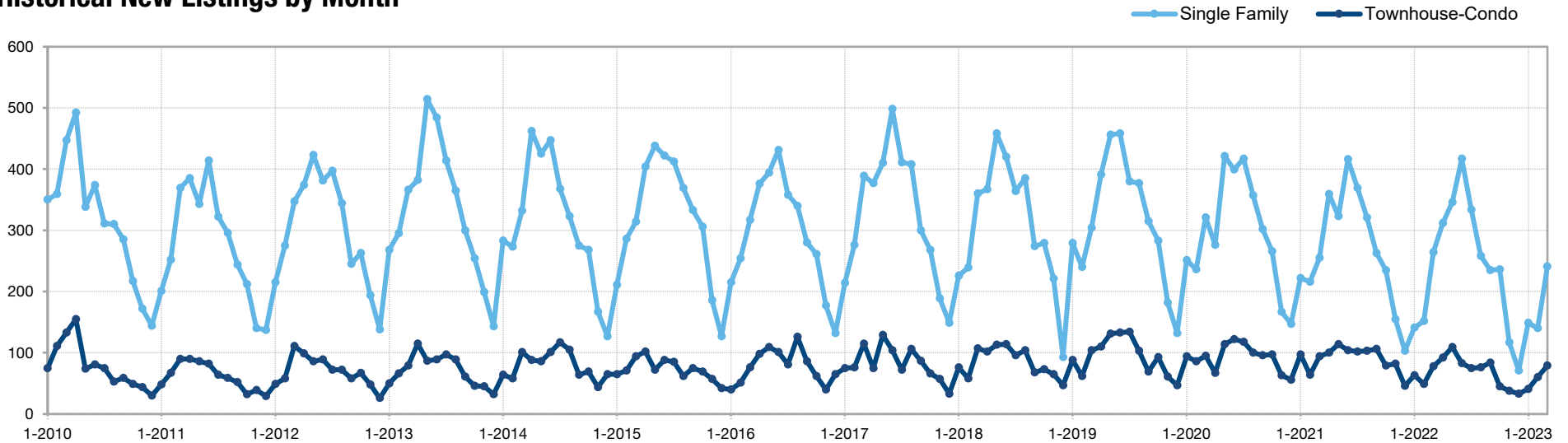


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2022	312	-13.1%	92	-8.0%
May-2022	346	+7.1%	109	-4.4%
Jun-2022	417	+0.2%	83	-20.2%
Jul-2022	334	-9.5%	75	-26.5%
Aug-2022	258	-19.6%	76	-26.2%
Sep-2022	235	-10.6%	84	-20.8%
Oct-2022	236	+0.4%	45	-43.0%
Nov-2022	117	-24.5%	38	-53.7%
Dec-2022	71	-31.1%	33	-28.3%
Jan-2023	149	+5.7%	41	-34.9%
Feb-2023	140	-7.9%	60	+22.4%
<b>Mar-2023</b>	<b>241</b>	<b>-8.7%</b>	<b>79</b>	<b>+1.3%</b>
12-Month Avg	238	-7.9%	68	-20.6%

## Historical New Listings by Month

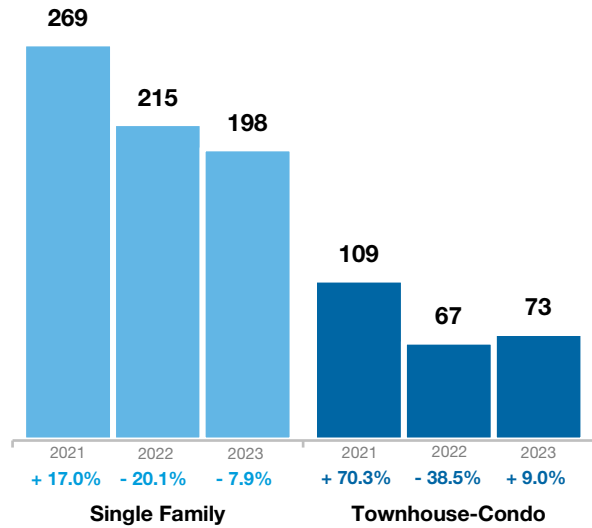


# Pending Sales

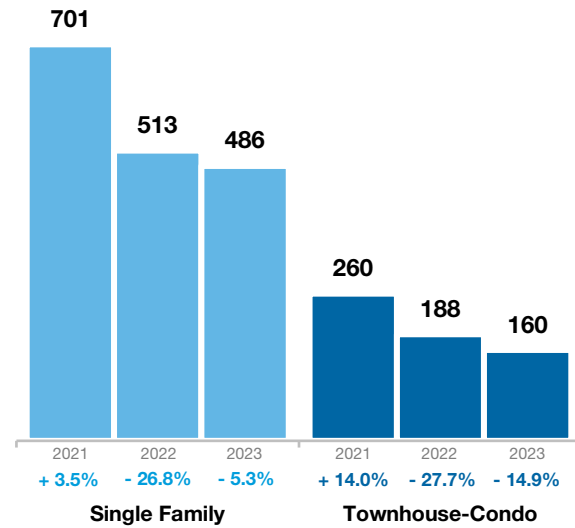
A count of the properties on which offers have been accepted in a given month.



## March

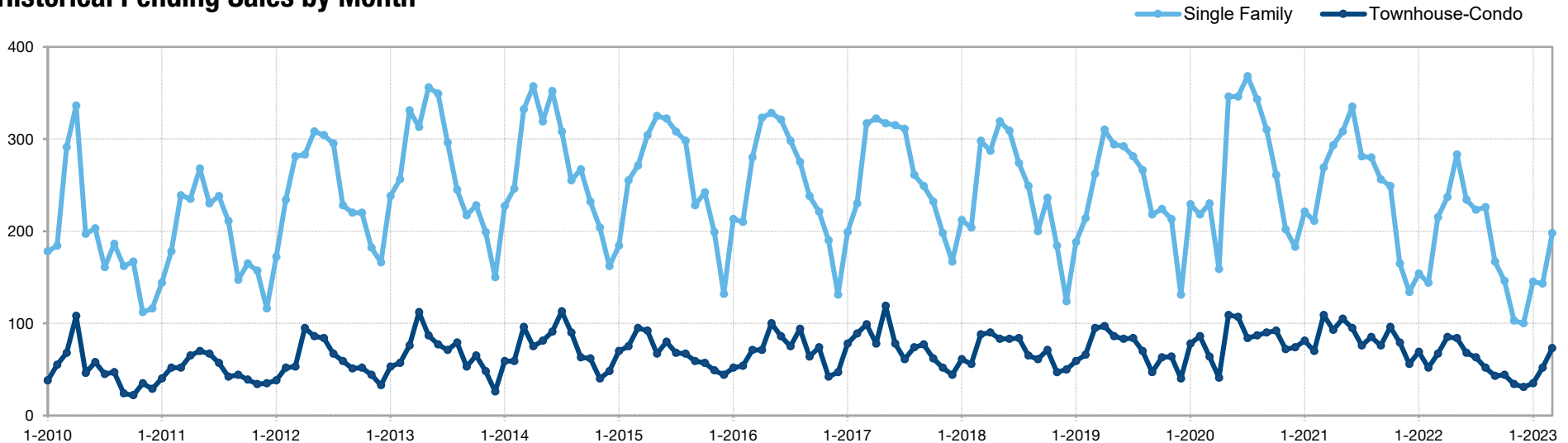


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2022	237	-19.1%	85	-8.6%
May-2022	283	-8.1%	84	-20.0%
Jun-2022	234	-30.1%	68	-28.4%
Jul-2022	223	-20.6%	63	-17.1%
Aug-2022	226	-19.3%	52	-38.8%
Sep-2022	167	-34.8%	43	-43.4%
Oct-2022	146	-41.4%	44	-54.2%
Nov-2022	103	-37.6%	34	-57.0%
Dec-2022	100	-25.4%	31	-44.6%
Jan-2023	145	-5.8%	35	-49.3%
Feb-2023	143	-0.7%	52	0.0%
<b>Mar-2023</b>	<b>198</b>	<b>-7.9%</b>	<b>73</b>	<b>+9.0%</b>
12-Month Avg	184	-21.6%	55	-30.0%

## Historical Pending Sales by Month



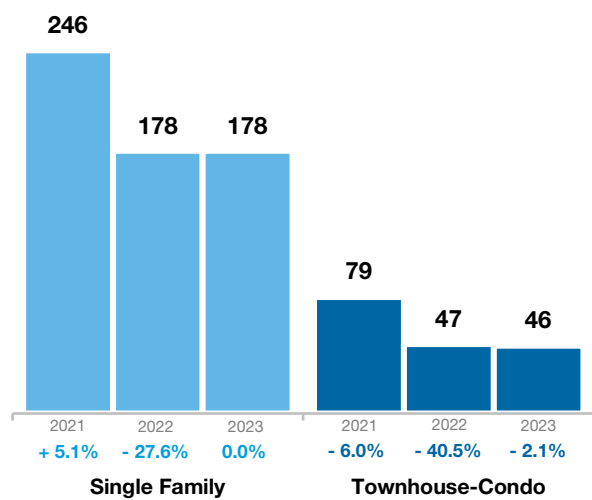


# Sold Listings

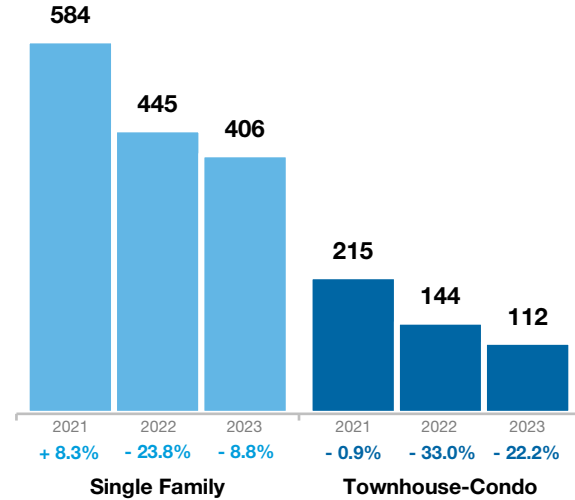
A count of the actual sales that closed in a given month.



## March

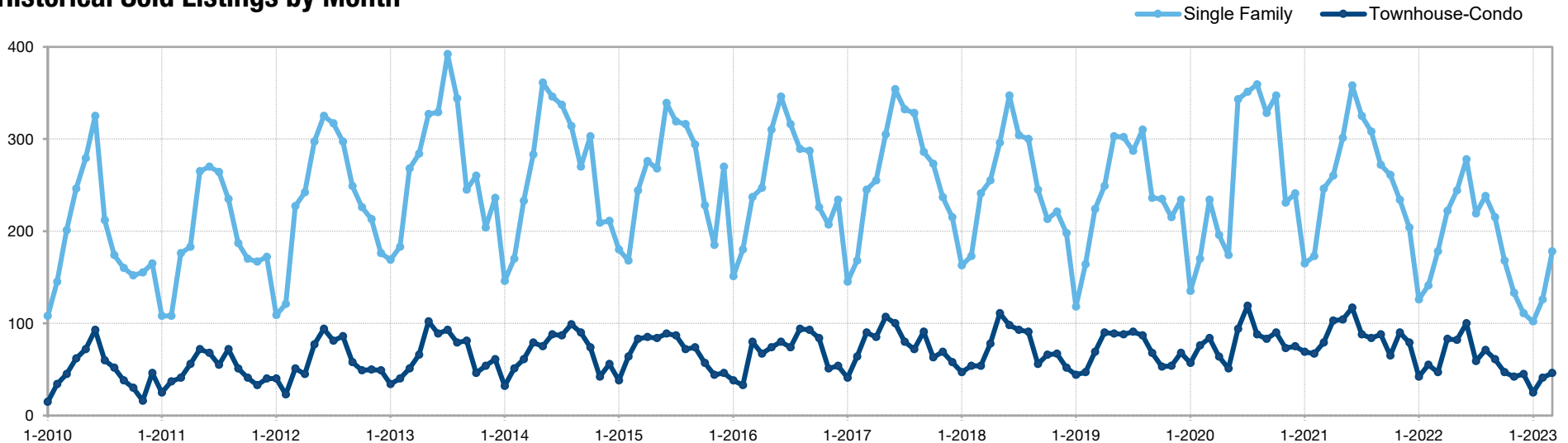


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2022	222	-14.6%	83	-19.4%
May-2022	244	-18.9%	82	-21.2%
Jun-2022	278	-22.3%	100	-14.5%
Jul-2022	219	-32.6%	59	-33.0%
Aug-2022	238	-22.7%	71	-15.5%
Sep-2022	215	-21.0%	61	-30.7%
Oct-2022	168	-35.6%	47	-27.7%
Nov-2022	133	-43.2%	42	-53.3%
Dec-2022	111	-45.6%	45	-43.0%
Jan-2023	102	-19.0%	25	-40.5%
Feb-2023	126	-10.6%	41	-25.5%
<b>Mar-2023</b>	<b>178</b>	<b>0.0%</b>	<b>46</b>	<b>-2.1%</b>
12-Month Avg	186	-24.7%	59	-27.0%

## Historical Sold Listings by Month

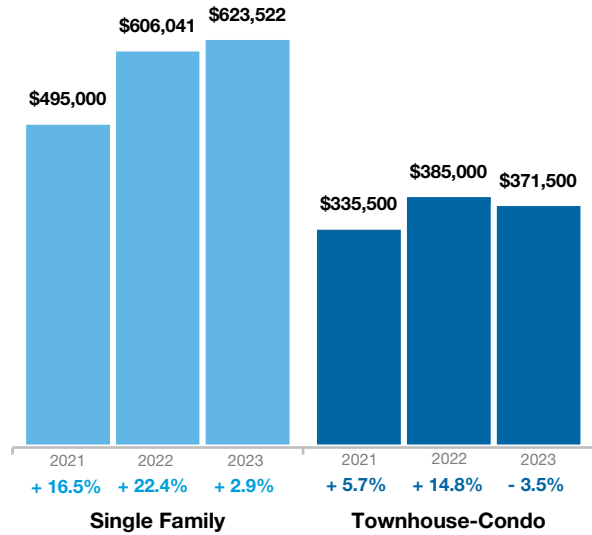


# Median Sales Price

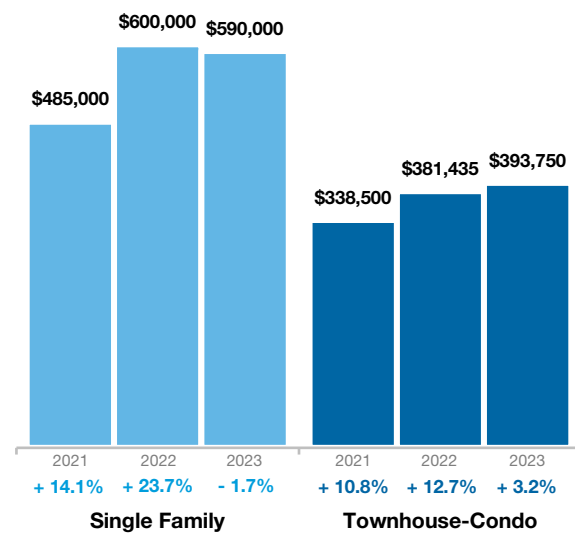
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



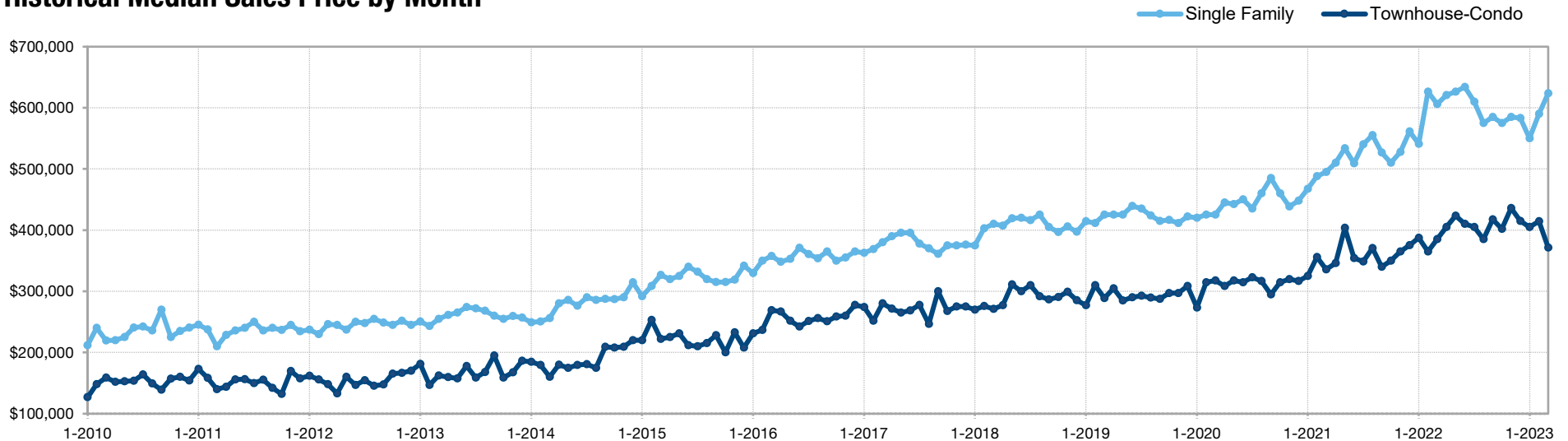
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2022	\$620,495	+21.7%	\$405,000	+17.1%
May-2022	\$626,300	+17.4%	\$423,433	+4.9%
Jun-2022	\$633,947	+24.5%	\$410,000	+15.8%
Jul-2022	\$610,000	+13.0%	\$405,000	+16.2%
Aug-2022	\$575,000	+3.6%	\$385,000	+3.9%
Sep-2022	\$585,000	+11.1%	\$417,585	+22.8%
Oct-2022	\$575,000	+12.7%	\$402,000	+14.9%
Nov-2022	\$585,000	+10.9%	\$436,000	+19.5%
Dec-2022	\$583,000	+3.9%	\$415,000	+10.6%
Jan-2023	\$550,000	+1.7%	\$405,000	+4.5%
Feb-2023	\$590,000	-5.8%	\$414,305	+13.6%
<b>Mar-2023</b>	<b>\$623,522</b>	<b>+2.9%</b>	<b>\$371,500</b>	<b>-3.5%</b>
12-Month Avg*	\$600,000	+12.1%	\$405,634	+11.1%

\* Median Sales Price for all properties from April 2022 through March 2023. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



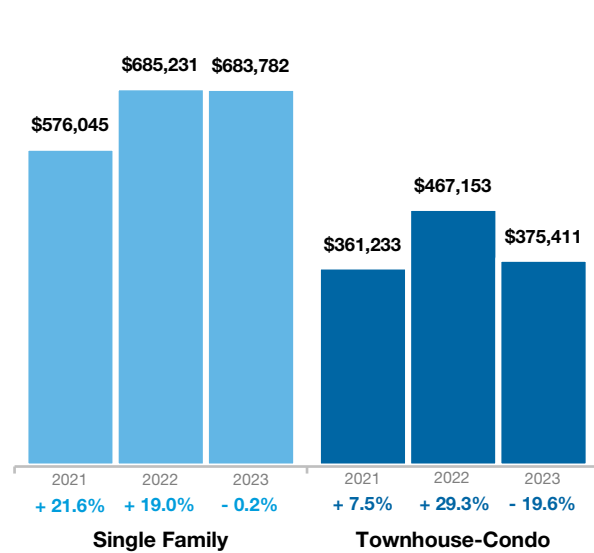


# Average Sales Price

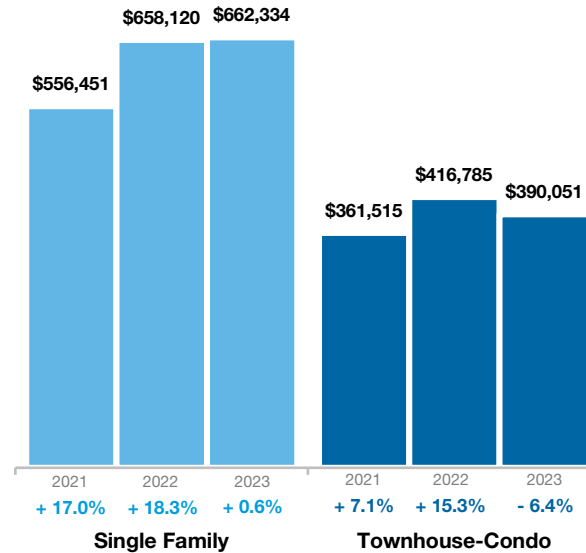
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



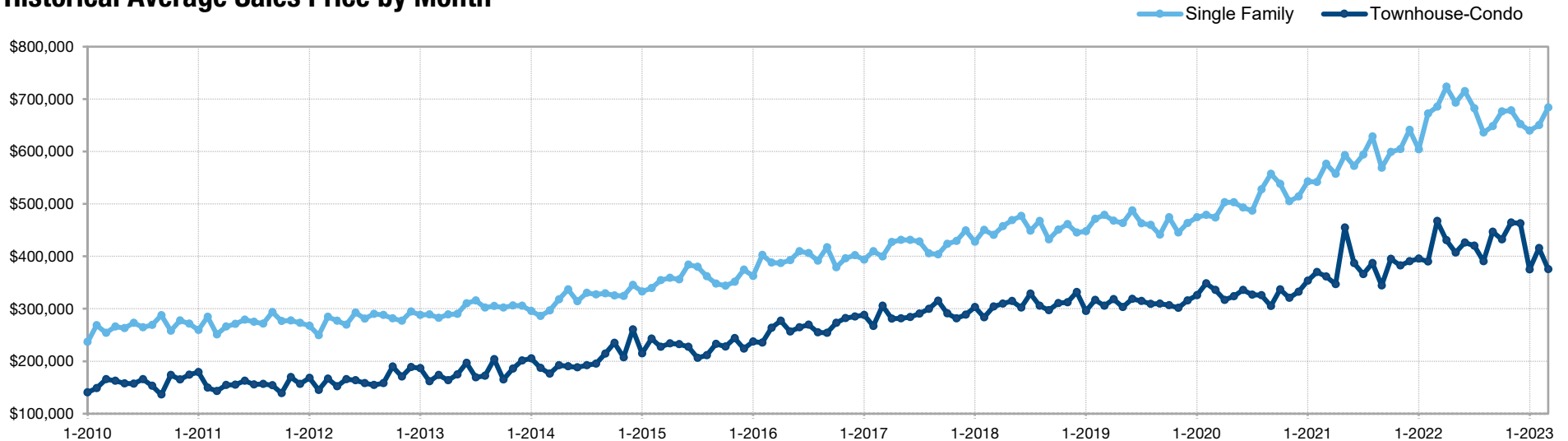
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2022	\$723,257	+29.8%	\$430,603	+24.2%
May-2022	\$692,506	+16.8%	\$406,922	-10.6%
Jun-2022	\$715,072	+24.9%	\$426,142	+10.1%
Jul-2022	\$681,970	+14.8%	\$420,063	+14.8%
Aug-2022	\$635,873	+1.1%	\$390,774	+1.0%
Sep-2022	\$648,273	+14.0%	\$446,661	+29.7%
Oct-2022	\$676,328	+12.9%	\$432,385	+9.4%
Nov-2022	\$678,325	+12.3%	\$464,305	+21.4%
Dec-2022	\$652,037	+1.7%	\$462,687	+18.5%
Jan-2023	\$639,738	+5.9%	\$374,963	-5.2%
Feb-2023	\$650,327	-3.3%	\$415,677	+6.5%
<b>Mar-2023</b>	<b>\$683,782</b>	<b>-0.2%</b>	<b>\$375,411</b>	<b>-19.6%</b>
12-Month Avg*	\$677,492	+12.3%	\$421,405	+8.3%

\* Avg. Sales Price for all properties from April 2022 through March 2023. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

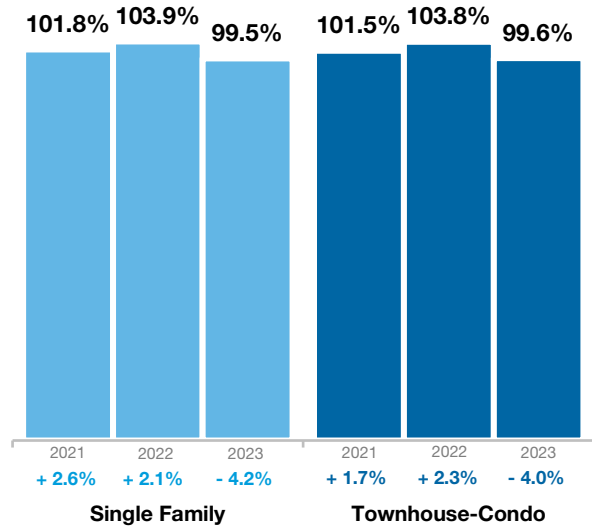


# Percent of List Price Received

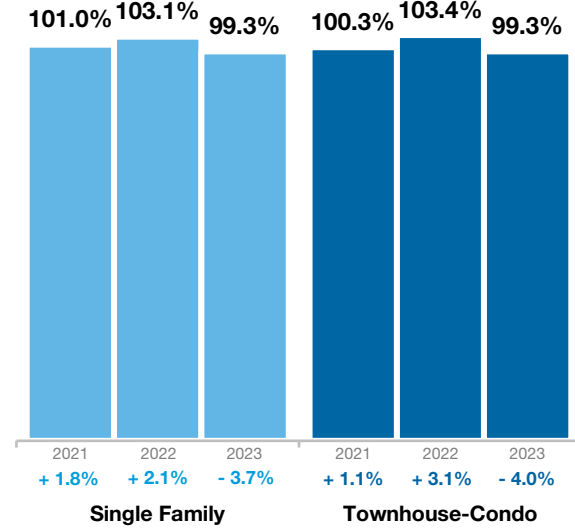
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2022	105.8%	+2.6%	105.6%	+3.8%
May-2022	104.9%	+0.9%	104.1%	+2.0%
Jun-2022	103.2%	-0.7%	104.1%	+1.4%
Jul-2022	101.0%	-2.7%	102.2%	-0.7%
Aug-2022	99.6%	-2.6%	99.9%	-1.5%
Sep-2022	99.2%	-2.0%	100.4%	-1.1%
Oct-2022	98.7%	-2.1%	99.9%	-0.8%
Nov-2022	98.8%	-2.4%	98.8%	-1.9%
Dec-2022	98.4%	-2.6%	98.8%	-1.3%
Jan-2023	99.1%	-2.9%	98.5%	-4.6%
Feb-2023	99.2%	-3.6%	99.4%	-3.8%
<b>Mar-2023</b>	<b>99.5%</b>	<b>-4.2%</b>	<b>99.6%</b>	<b>-4.0%</b>
12-Month Avg*	101.1%	-1.5%	101.7%	-0.2%

\* Pct. of List Price Received for all properties from April 2022 through March 2023. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

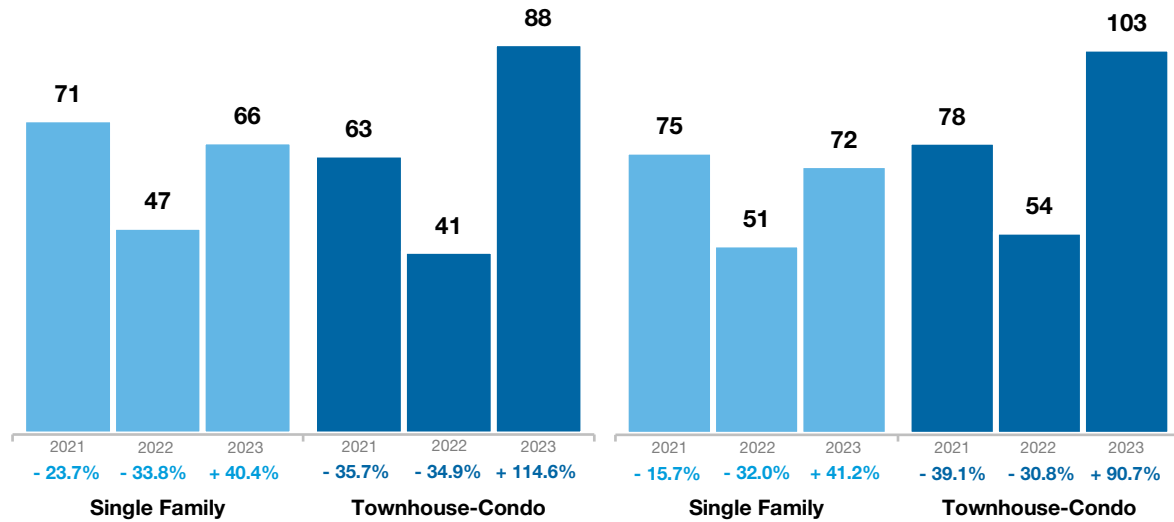


# Days on Market Until Sale



## March

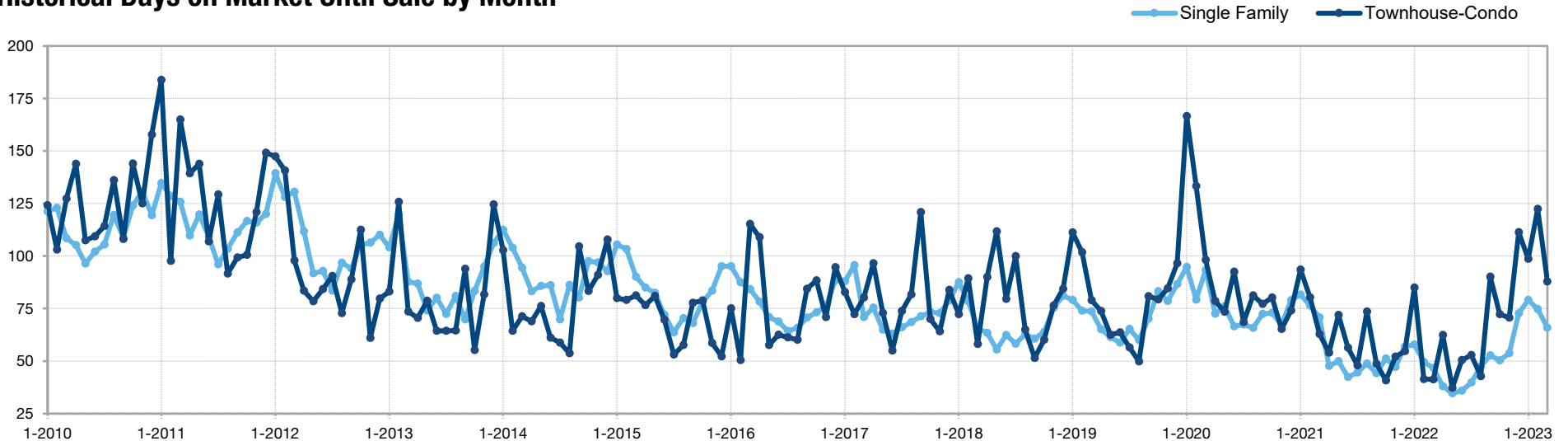
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2022	38	-20.8%	62	+14.8%
May-2022	35	-30.0%	37	-48.6%
Jun-2022	36	-14.3%	50	-10.7%
Jul-2022	40	-9.1%	53	+10.4%
Aug-2022	47	-4.1%	43	-41.9%
Sep-2022	53	+20.5%	90	+83.7%
Oct-2022	50	-2.0%	72	+75.6%
Nov-2022	54	+14.9%	71	+36.5%
Dec-2022	73	+28.1%	111	+101.8%
Jan-2023	79	+36.2%	99	+16.5%
Feb-2023	75	+50.0%	122	+197.6%
<b>Mar-2023</b>	<b>66</b>	<b>+40.4%</b>	<b>88</b>	<b>+114.6%</b>
12-Month Avg	50	+3.4%	68	+21.9%

\* Days on Market for all properties from April 2022 through March 2023. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



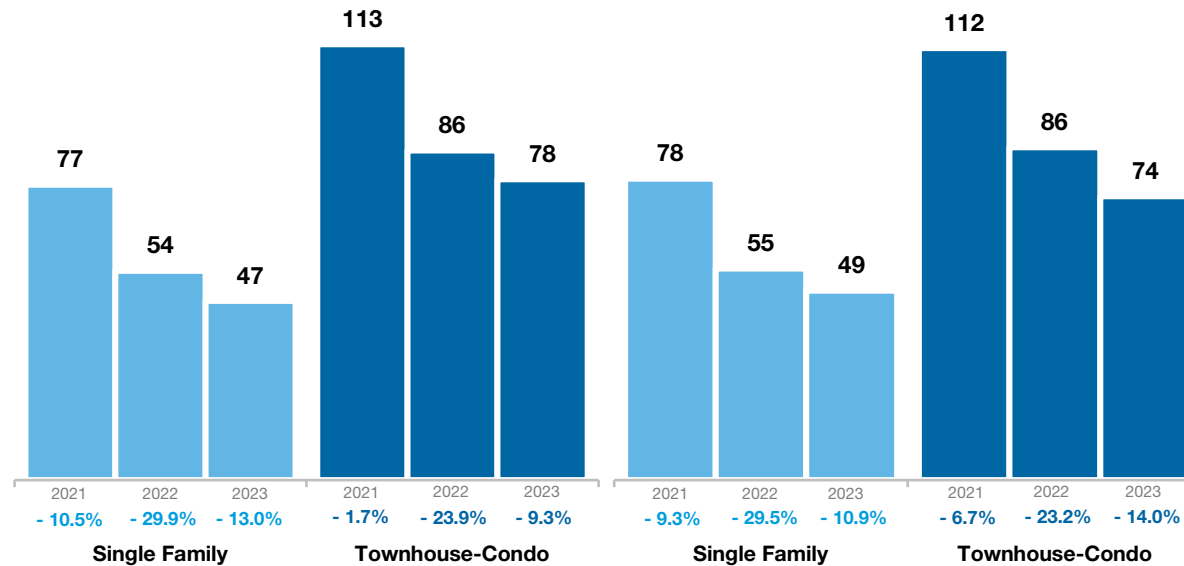
# Housing Affordability Index

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.



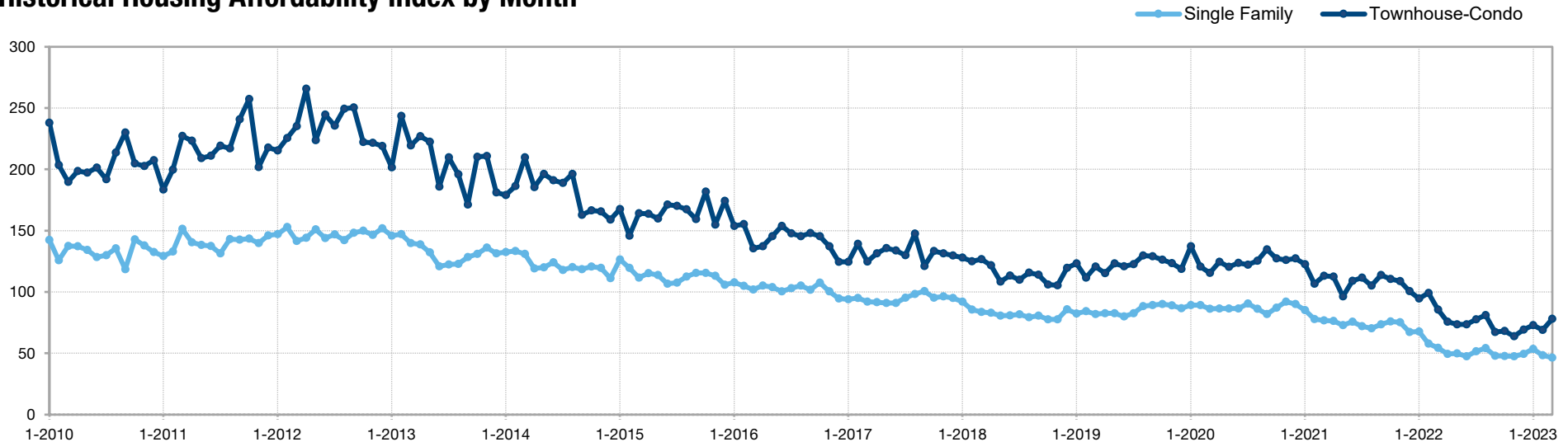
## March

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2022	49	-35.5%	76	-32.1%
May-2022	50	-31.5%	74	-22.9%
Jun-2022	48	-36.8%	73	-33.0%
Jul-2022	52	-27.8%	78	-30.4%
Aug-2022	54	-22.9%	81	-22.9%
Sep-2022	48	-34.2%	67	-41.2%
Oct-2022	48	-36.8%	68	-38.7%
Nov-2022	48	-36.0%	64	-41.3%
Dec-2022	49	-26.9%	69	-31.7%
Jan-2023	54	-20.6%	73	-23.2%
Feb-2023	48	-17.2%	69	-30.3%
<b>Mar-2023</b>	<b>47</b>	<b>-13.0%</b>	<b>78</b>	<b>-9.3%</b>
12-Month Avg	49	-32.8%	70	-25.0%

## Historical Housing Affordability Index by Month

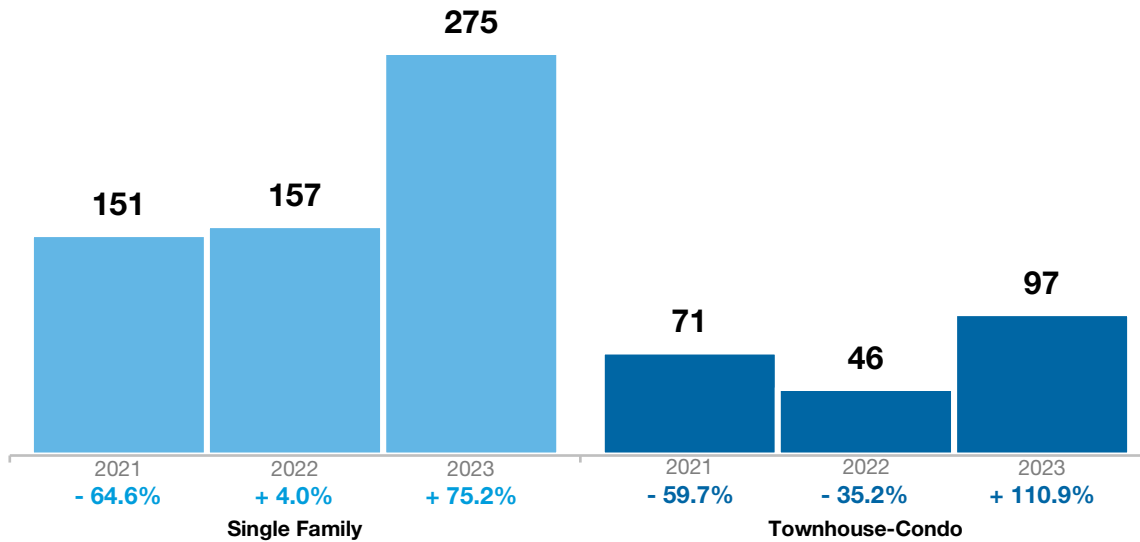


# Inventory of Active Listings

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



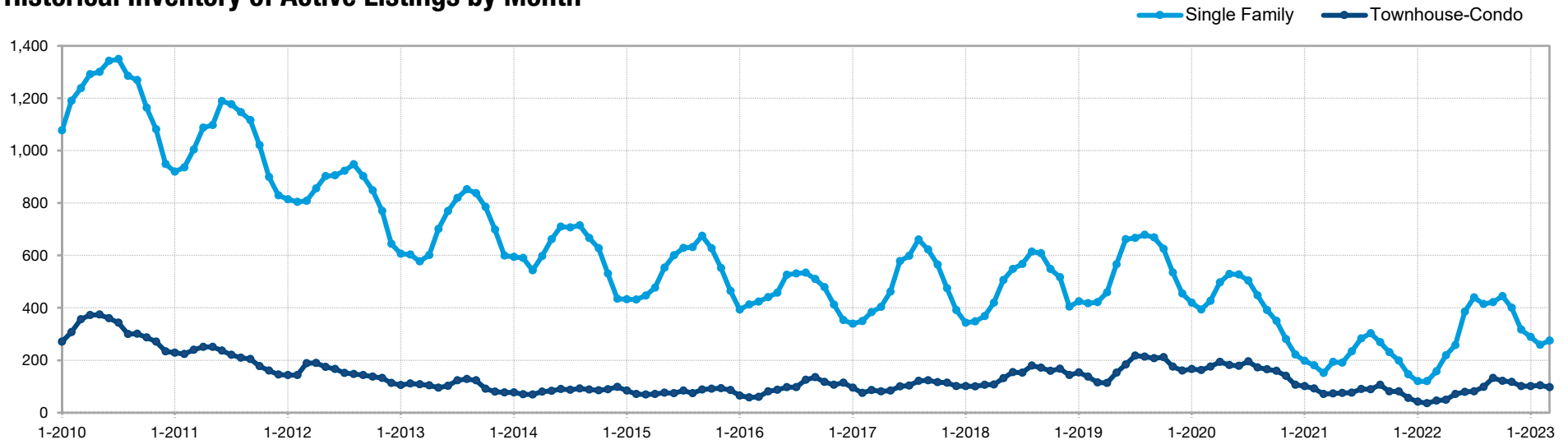
## March



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2022	219	+12.9%	49	-32.9%
May-2022	258	+35.1%	71	-5.3%
Jun-2022	385	+64.5%	79	+3.9%
Jul-2022	440	+55.5%	81	-10.0%
Aug-2022	414	+36.6%	98	+10.1%
Sep-2022	421	+56.5%	132	+24.5%
Oct-2022	445	+92.6%	121	+49.4%
Nov-2022	400	+101.0%	117	+44.4%
Dec-2022	317	+117.1%	101	+80.4%
Jan-2023	289	+140.8%	101	+140.5%
Feb-2023	259	+115.8%	104	+188.9%
<b>Mar-2023</b>	<b>275</b>	<b>+75.2%</b>	<b>97</b>	<b>+110.9%</b>
12-Month Avg*	344	+68.5%	96	+35.3%

\* Active Listings for all properties from April 2022 through March 2023. This is not the average of the individual figures above.

## Historical Inventory of Active Listings by Month

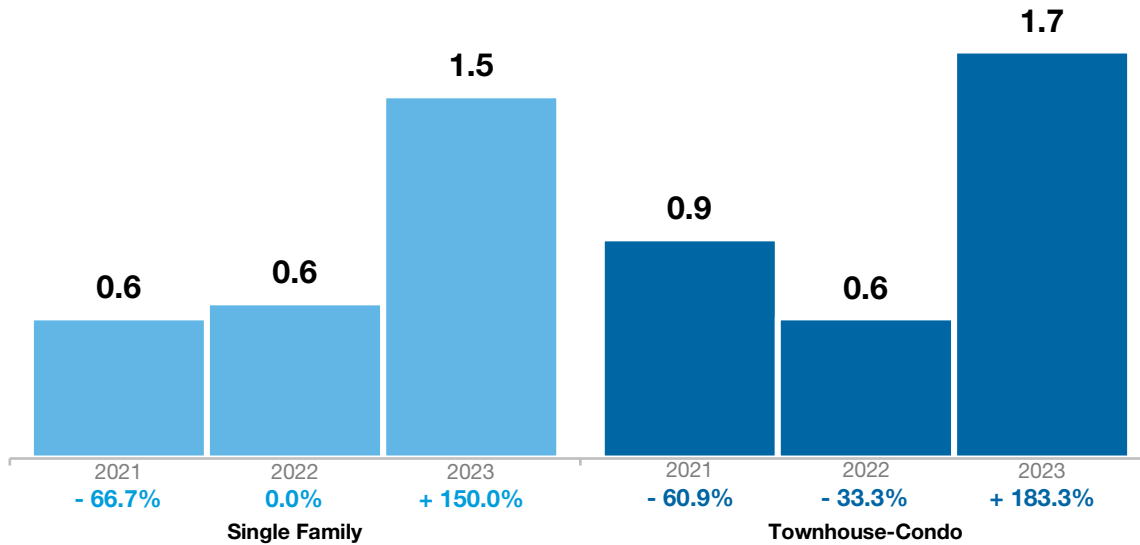


# Months Supply of Inventory

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.



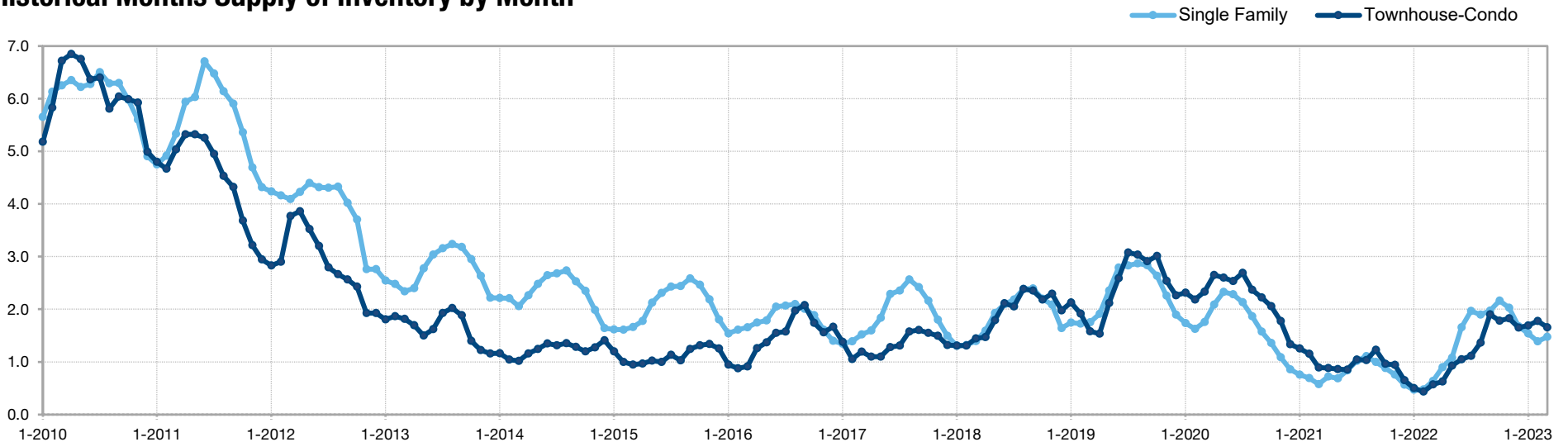
## March



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2022	0.9	+28.6%	0.6	-33.3%
May-2022	1.1	+57.1%	0.9	0.0%
Jun-2022	1.7	+112.5%	1.0	+11.1%
Jul-2022	2.0	+100.0%	1.1	+10.0%
Aug-2022	1.9	+72.7%	1.4	+40.0%
Sep-2022	2.0	+100.0%	1.9	+58.3%
Oct-2022	2.2	+144.4%	1.8	+80.0%
Nov-2022	2.0	+150.0%	1.8	+100.0%
Dec-2022	1.7	+183.3%	1.7	+142.9%
Jan-2023	1.5	+200.0%	1.7	+240.0%
Feb-2023	1.4	+180.0%	1.8	+350.0%
<b>Mar-2023</b>	<b>1.5</b>	<b>+150.0%</b>	<b>1.7</b>	<b>+183.3%</b>
12-Month Avg*	1.6	+115.6%	1.4	+74.1%

\* Months Supply for all properties from April 2022 through March 2023. 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	3-2022	3-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
<b>New Listings</b>		344	<b>321</b>	- 6.7%	750	<b>712</b>	- 5.1%
<b>Pending Sales</b>		284	<b>272</b>	- 4.2%	188	<b>160</b>	- 14.9%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		225	<b>224</b>	- 0.4%	590	<b>519</b>	- 12.0%
<b>Median Sales Price</b>		\$562,900	<b>\$549,037</b>	- 2.5%	\$530,000	<b>\$530,000</b>	0.0%
<b>Avg. Sales Price</b>		\$639,677	<b>\$620,456</b>	+ 1.1%	\$599,933	<b>\$606,346</b>	+ 1.1%
<b>Pct. of List Price Received</b>		103.9%	<b>99.5%</b>	- 3.8%	103.1%	<b>99.2%</b>	- 3.8%
<b>Days on Market</b>		46	<b>70</b>	+ 51.9%	52	<b>79</b>	+ 51.9%
<b>Affordability Index</b>		59	<b>53</b>	- 11.9%	62	<b>55</b>	- 11.9%
<b>Active Listings</b>		212	<b>380</b>	+ 79.2%	--	--	--
<b>Months Supply</b>		0.6	<b>1.6</b>	+ 140.2%	--	--	--

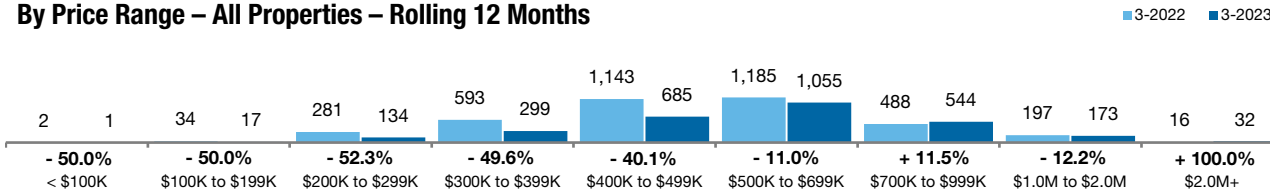


# Sold Listings

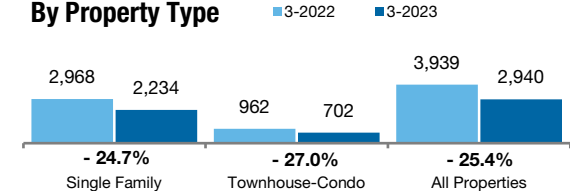
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	3-2022	3-2023	Change	3-2022	3-2023	Change
\$99,999 and Below	2	1	-50.0%	0	0	--
\$100,000 to \$199,999	19	13	-31.6%	14	4	-71.4%
\$200,000 to \$299,999	43	27	-37.2%	236	107	-54.7%
\$300,000 to \$399,999	222	89	-59.9%	370	210	-43.2%
\$400,000 to \$499,999	908	421	-53.6%	235	264	+12.3%
\$500,000 to \$699,999	1,124	972	-13.5%	60	83	+38.3%
\$700,000 to \$999,999	458	519	+13.3%	29	25	-13.8%
\$1,000,000 to \$1,999,999	179	162	-9.5%	15	9	-40.0%
\$2,000,000 and Above	13	30	+130.8%	3	0	-100.0%
<b>All Price Ranges</b>	<b>2,968</b>	<b>2,234</b>	<b>-24.7%</b>	<b>962</b>	<b>702</b>	<b>-27.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2023	3-2023	Change	2-2023	3-2023	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	2	--	0	0	--
\$200,000 to \$299,999	0	3	--	7	10	+42.9%
\$300,000 to \$399,999	7	2	-71.4%	11	17	+54.5%
\$400,000 to \$499,999	30	32	+6.7%	18	16	-11.1%
\$500,000 to \$699,999	54	80	+48.1%	4	3	-25.0%
\$700,000 to \$999,999	26	47	+80.8%	0	0	--
\$1,000,000 to \$1,999,999	9	8	-11.1%	1	0	-100.0%
\$2,000,000 and Above	0	4	--	0	0	--
<b>All Price Ranges</b>	<b>126</b>	<b>178</b>	<b>+41.3%</b>	<b>41</b>	<b>46</b>	<b>+12.2%</b>

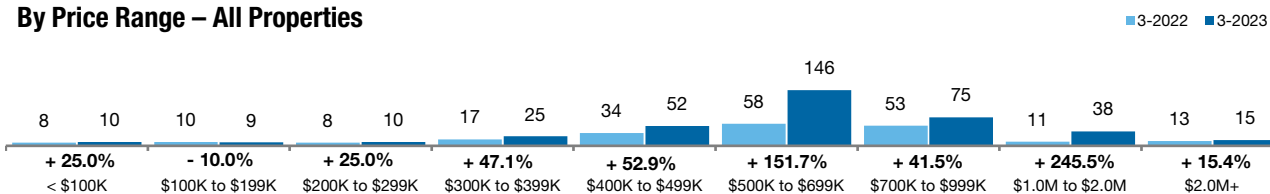
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	3-2022	3-2023	Change	3-2022	3-2023	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	2	0.0%	0	0	--
\$200,000 to \$299,999	5	7	+40.0%	36	22	-38.9%
\$300,000 to \$399,999	16	13	-18.8%	49	35	-28.6%
\$400,000 to \$499,999	101	90	-10.9%	35	45	+28.6%
\$500,000 to \$699,999	185	173	-6.5%	10	9	-10.0%
\$700,000 to \$999,999	96	93	-3.1%	11	0	-100.0%
\$1,000,000 to \$1,999,999	38	23	-39.5%	2	1	-50.0%
\$2,000,000 and Above	2	5	+150.0%	1	0	-100.0%
<b>All Price Ranges</b>	<b>445</b>	<b>406</b>	<b>-8.8%</b>	<b>144</b>	<b>112</b>	<b>-22.2%</b>

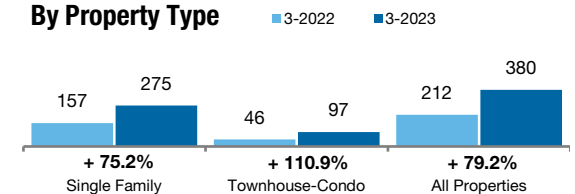
# Inventory of Active Listings

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		
	3-2022	3-2023	Change	3-2022	3-2023	Change
\$99,999 and Below	8	10	+25.0%	0	0	--
\$100,000 to \$199,999	10	9	-10.0%	0	0	--
\$200,000 to \$299,999	3	6	+100.0%	5	4	-20.0%
\$300,000 to \$399,999	6	10	+66.7%	11	15	+36.4%
\$400,000 to \$499,999	17	19	+11.8%	17	32	+88.2%
\$500,000 to \$699,999	53	111	+109.4%	4	35	+775.0%
\$700,000 to \$999,999	44	65	+47.7%	9	9	0.0%
\$1,000,000 to \$1,999,999	10	36	+260.0%	0	2	--
\$2,000,000 and Above	6	9	+50.0%	0	0	--
<b>All Price Ranges</b>	<b>157</b>	<b>275</b>	<b>+75.2%</b>	<b>46</b>	<b>97</b>	<b>+110.9%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2023	3-2023	Change	2-2023	3-2023	Change
\$99,999 and Below	10	10	0.0%	0	0	--
\$100,000 to \$199,999	10	9	-10.0%	0	0	--
\$200,000 to \$299,999	9	6	-33.3%	2	4	+100.0%
\$300,000 to \$399,999	8	10	+25.0%	26	15	-42.3%
\$400,000 to \$499,999	32	19	-40.6%	38	32	-15.8%
\$500,000 to \$699,999	94	111	+18.1%	24	35	+45.8%
\$700,000 to \$999,999	61	65	+6.6%	8	9	+12.5%
\$1,000,000 to \$1,999,999	27	36	+33.3%	6	2	-66.7%
\$2,000,000 and Above	8	9	+12.5%	0	0	--
<b>All Price Ranges</b>	<b>259</b>	<b>275</b>	<b>+6.2%</b>	<b>104</b>	<b>97</b>	<b>-6.7%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	3-2022	3-2023	Change	3-2022	3-2023	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	0	--	0	0	--
\$200,000 to \$299,999	2	4	+100.0%	26	15	-42.3%
\$300,000 to \$399,999	38	32	-15.8%	38	32	-15.8%
\$400,000 to \$499,999	24	35	+45.8%	24	35	+45.8%
\$500,000 to \$699,999	8	9	+12.5%	8	9	+12.5%
\$700,000 to \$999,999	6	2	-66.7%	6	2	-66.7%
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>104</b>	<b>97</b>	<b>-6.7%</b>	<b>104</b>	<b>97</b>	<b>-6.7%</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

A research tool provided by the Colorado Association of REALTORS®



<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 2023

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## Berthoud

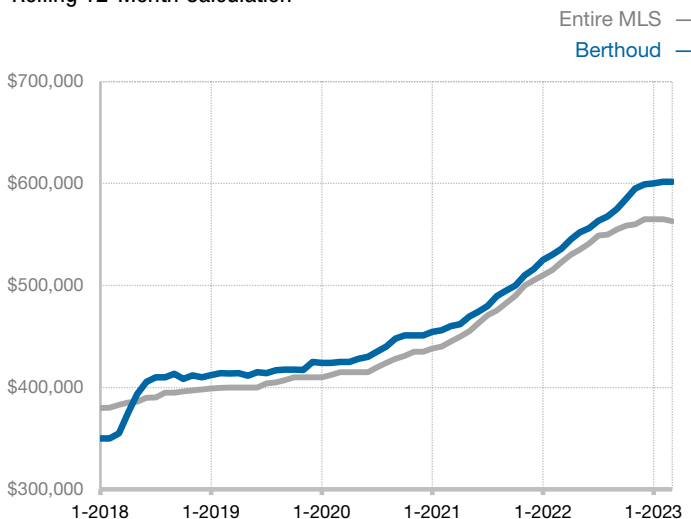
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	46	57	+ 23.9%	118	134	+ 13.6%
Closed Sales	45	36	- 20.0%	120	100	- 16.7%
Median Sales Price*	\$605,000	<b>\$615,000</b>	+ 1.7%	\$563,380	<b>\$615,000</b>	+ 9.2%
Average Sales Price*	\$664,647	<b>\$747,806</b>	+ 12.5%	\$637,414	<b>\$788,022</b>	+ 23.6%
Percent of List Price Received*	104.0%	<b>98.6%</b>	- 5.2%	102.4%	<b>98.7%</b>	- 3.6%
Days on Market Until Sale	48	67	+ 39.6%	84	86	+ 2.4%
Inventory of Homes for Sale	39	86	+ 120.5%	--	--	--
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.

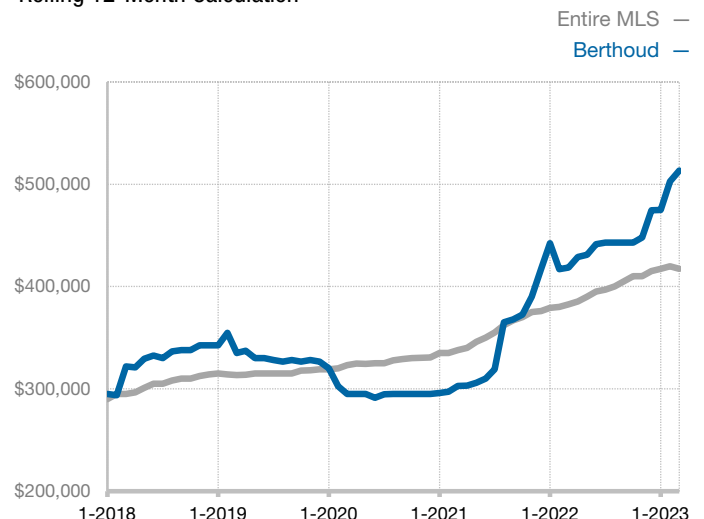
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	13	+ 225.0%	14	21	+ 50.0%
Closed Sales	5	6	+ 20.0%	22	16	- 27.3%
Median Sales Price*	\$435,000	<b>\$591,364</b>	+ 35.9%	\$431,000	<b>\$528,000</b>	+ 22.5%
Average Sales Price*	\$432,500	<b>\$572,120</b>	+ 32.3%	\$453,484	<b>\$540,596</b>	+ 19.2%
Percent of List Price Received*	101.1%	<b>104.5%</b>	+ 3.4%	103.1%	<b>103.5%</b>	+ 0.4%
Days on Market Until Sale	93	168	+ 80.6%	184	203	+ 10.3%
Inventory of Homes for Sale	3	12	+ 300.0%	--	--	--
Months Supply of Inventory	0.5	2.4	+ 380.0%	--	--	--

\* 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 2023

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## Boulder

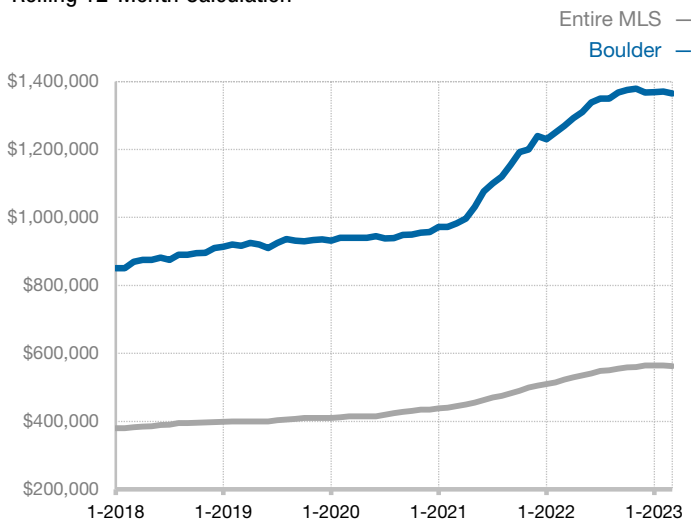
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	123	145	+ 17.9%	283	326	+ 15.2%
Closed Sales	81	83	+ 2.5%	195	166	- 14.9%
Median Sales Price*	\$1,475,000	\$1,400,000	- 5.1%	\$1,400,000	\$1,366,500	- 2.4%
Average Sales Price*	\$1,730,026	\$1,646,799	- 4.8%	\$1,648,252	\$1,712,895	+ 3.9%
Percent of List Price Received*	109.6%	98.9%	- 9.8%	106.0%	98.6%	- 7.0%
Days on Market Until Sale	40	48	+ 20.0%	44	57	+ 29.5%
Inventory of Homes for Sale	96	214	+ 122.9%	--	--	--
Months Supply of Inventory	0.8	2.7	+ 237.5%	--	--	--

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

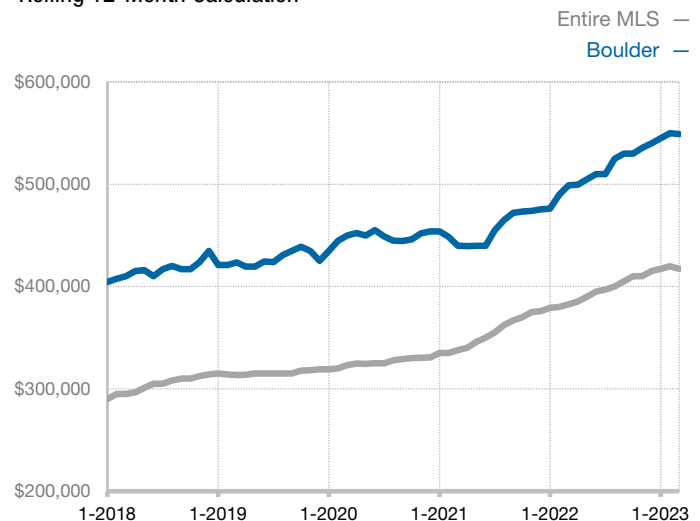
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	89	81	- 9.0%	209	183	- 12.4%
Closed Sales	72	43	- 40.3%	192	113	- 41.1%
Median Sales Price*	\$568,000	\$565,000	- 0.5%	\$516,500	\$525,000	+ 1.6%
Average Sales Price*	\$713,846	\$599,082	- 16.1%	\$672,952	\$612,498	- 9.0%
Percent of List Price Received*	105.1%	100.0%	- 4.9%	103.2%	99.0%	- 4.1%
Days on Market Until Sale	53	52	- 1.9%	50	53	+ 6.0%
Inventory of Homes for Sale	57	78	+ 36.8%	--	--	--
Months Supply of Inventory	0.7	1.4	+ 100.0%	--	--	--

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

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Local Market Update for March 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

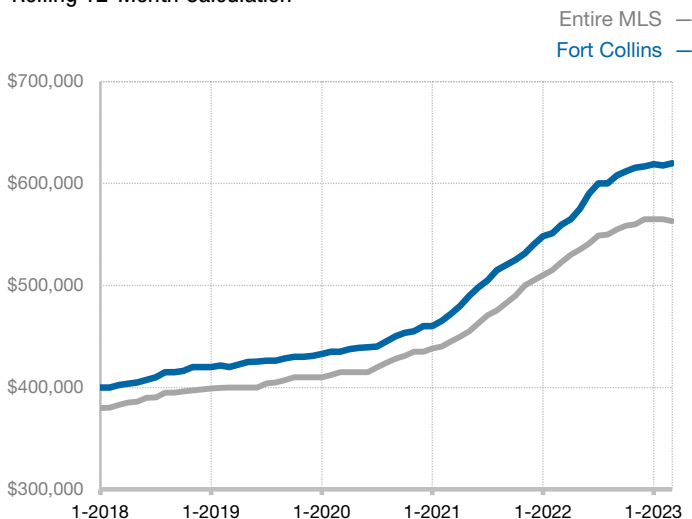
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	300	203	- 32.3%	610	439	- 28.0%
Closed Sales	198	152	- 23.2%	462	353	- 23.6%
Median Sales Price*	\$609,000	<b>\$636,750</b>	+ 4.6%	\$601,000	<b>\$615,000</b>	+ 2.3%
Average Sales Price*	\$686,091	<b>\$679,061</b>	- 1.0%	\$670,682	<b>\$675,305</b>	+ 0.7%
Percent of List Price Received*	104.4%	<b>99.8%</b>	- 4.4%	103.5%	<b>99.4%</b>	- 4.0%
Days on Market Until Sale	31	56	+ 80.6%	35	62	+ 77.1%
Inventory of Homes for Sale	158	210	+ 32.9%	--	--	--
Months Supply of Inventory	0.6	1.1	+ 83.3%	--	--	--

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

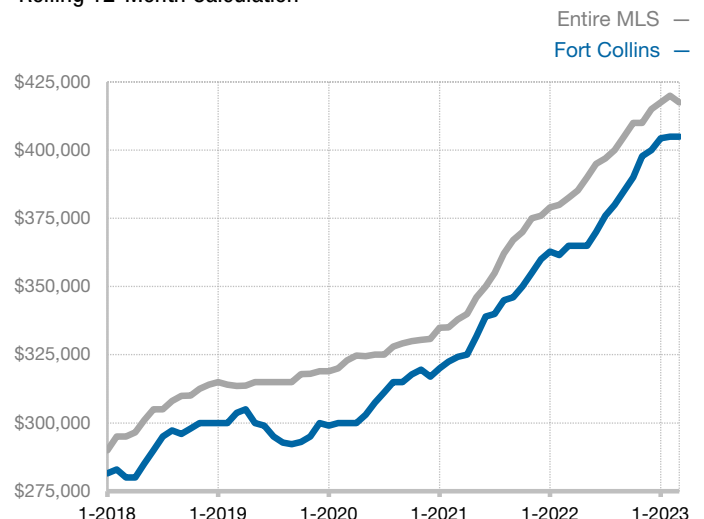
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	88	66	- 25.0%	222	175	- 21.2%
Closed Sales	54	58	+ 7.4%	176	139	- 21.0%
Median Sales Price*	\$390,000	<b>\$375,000</b>	- 3.8%	\$380,368	<b>\$392,500</b>	+ 3.2%
Average Sales Price*	\$484,393	<b>\$379,170</b>	- 21.7%	\$416,627	<b>\$384,444</b>	- 7.7%
Percent of List Price Received*	104.1%	<b>99.7%</b>	- 4.2%	103.2%	<b>99.1%</b>	- 4.0%
Days on Market Until Sale	23	71	+ 208.7%	29	84	+ 189.7%
Inventory of Homes for Sale	48	80	+ 66.7%	--	--	--
Months Supply of Inventory	0.5	1.2	+ 140.0%	--	--	--

\* 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 2023

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## Greeley

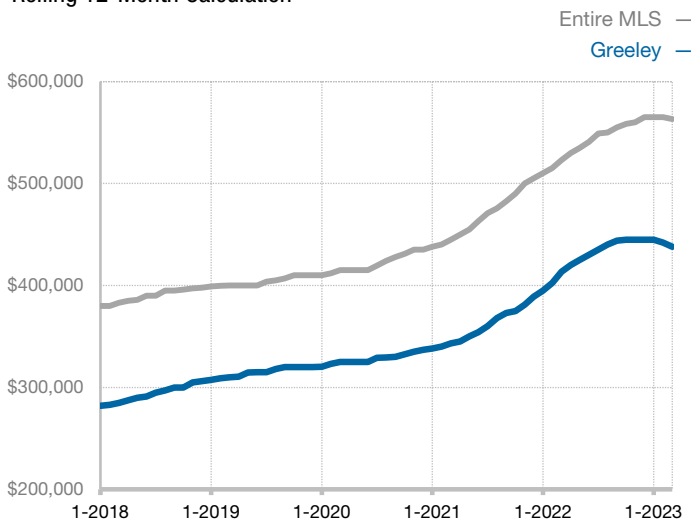
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	195	126	- 35.4%	533	310	- 41.8%
Closed Sales	163	116	- 28.8%	410	281	- 31.5%
Median Sales Price*	\$451,000	<b>\$417,000</b>	- 7.5%	\$446,629	<b>\$418,440</b>	- 6.3%
Average Sales Price*	\$443,456	<b>\$431,881</b>	- 2.6%	\$446,642	<b>\$426,448</b>	- 4.5%
Percent of List Price Received*	102.5%	<b>99.8%</b>	- 2.6%	102.1%	<b>99.5%</b>	- 2.5%
Days on Market Until Sale	48	71	+ 47.9%	51	74	+ 45.1%
Inventory of Homes for Sale	154	150	- 2.6%	--	--	--
Months Supply of Inventory	1.0	1.1	+ 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.

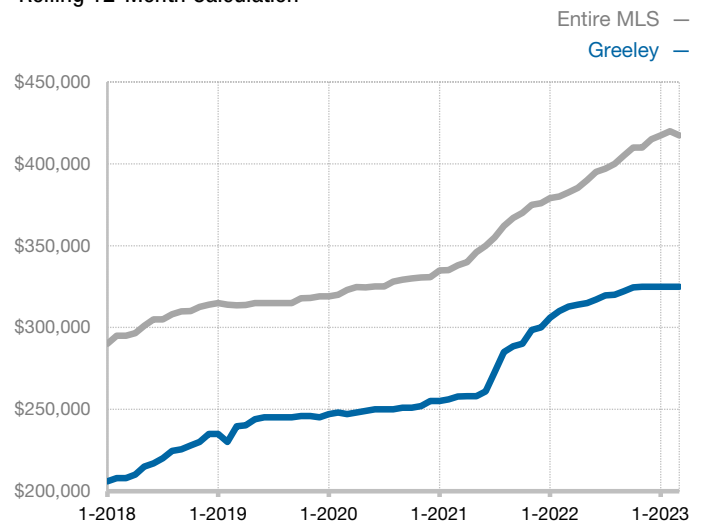
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	29	24	- 17.2%	62	72	+ 16.1%
Closed Sales	30	19	- 36.7%	108	56	- 48.1%
Median Sales Price*	\$336,000	<b>\$355,000</b>	+ 5.7%	\$323,567	<b>\$319,900</b>	- 1.1%
Average Sales Price*	\$328,380	<b>\$348,000</b>	+ 6.0%	\$320,311	<b>\$329,006</b>	+ 2.7%
Percent of List Price Received*	102.1%	<b>99.3%</b>	- 2.7%	100.8%	<b>99.3%</b>	- 1.5%
Days on Market Until Sale	58	57	- 1.7%	101	63	- 37.6%
Inventory of Homes for Sale	22	41	+ 86.4%	--	--	--
Months Supply of Inventory	0.7	1.9	+ 171.4%	--	--	--

\* 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 2023

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## Johnstown

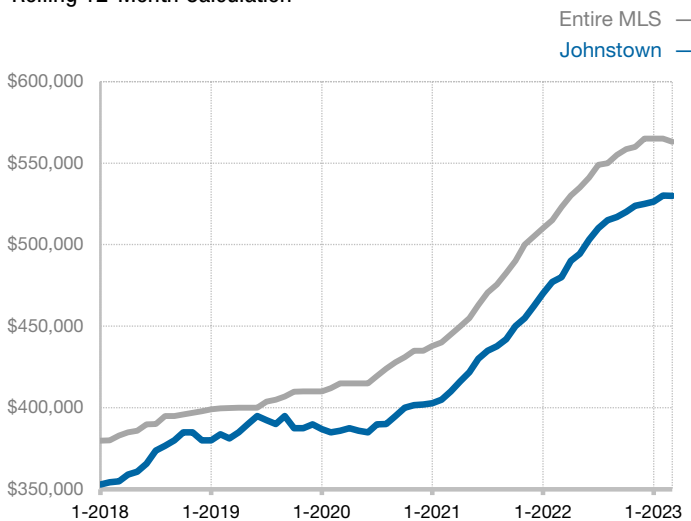
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	83	66	- 20.5%	176	177	+ 0.6%
Closed Sales	46	61	+ 32.6%	139	114	- 18.0%
Median Sales Price*	\$497,500	<b>\$504,540</b>	+ 1.4%	\$494,845	<b>\$512,750</b>	+ 3.6%
Average Sales Price*	\$532,721	<b>\$516,693</b>	- 3.0%	\$533,577	<b>\$540,457</b>	+ 1.3%
Percent of List Price Received*	102.9%	<b>99.6%</b>	- 3.2%	101.7%	<b>99.4%</b>	- 2.3%
Days on Market Until Sale	29	50	+ 72.4%	38	60	+ 57.9%
Inventory of Homes for Sale	60	66	+ 10.0%	--	--	--
Months Supply of Inventory	1.3	1.4	+ 7.7%	--	--	--

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

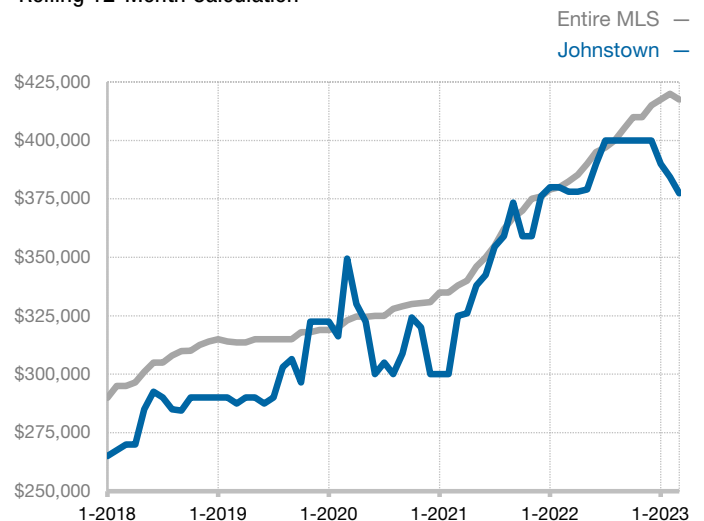
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	3	2	- 33.3%	4	8	+ 100.0%
Closed Sales	0	6	--	2	13	+ 550.0%
Median Sales Price*	\$0	<b>\$354,225</b>	--	\$402,450	<b>\$344,250</b>	- 14.5%
Average Sales Price*	\$0	<b>\$360,675</b>	--	\$402,450	<b>\$366,488</b>	- 8.9%
Percent of List Price Received*	0.0%	<b>100.2%</b>	--	101.4%	<b>100.1%</b>	- 1.3%
Days on Market Until Sale	0	56	--	34	82	+ 141.2%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	0.6	--	--	--	--

\* 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 March 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

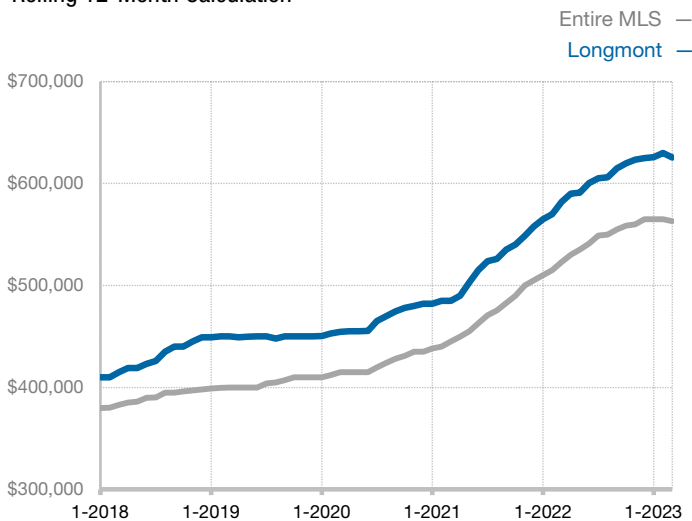
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	163	139	- 14.7%	362	301	- 16.9%
Closed Sales	123	82	- 33.3%	278	200	- 28.1%
Median Sales Price*	\$675,000	<b>\$608,000</b>	- 9.9%	\$610,000	<b>\$637,500</b>	+ 4.5%
Average Sales Price*	\$843,760	<b>\$763,010</b>	- 9.6%	\$747,833	<b>\$746,040</b>	- 0.2%
Percent of List Price Received*	107.9%	<b>100.0%</b>	- 7.3%	105.5%	<b>98.9%</b>	- 6.3%
Days on Market Until Sale	21	42	+ 100.0%	28	60	+ 114.3%
Inventory of Homes for Sale	128	188	+ 46.9%	--	--	--
Months Supply of Inventory	0.9	1.9	+ 111.1%	--	--	--

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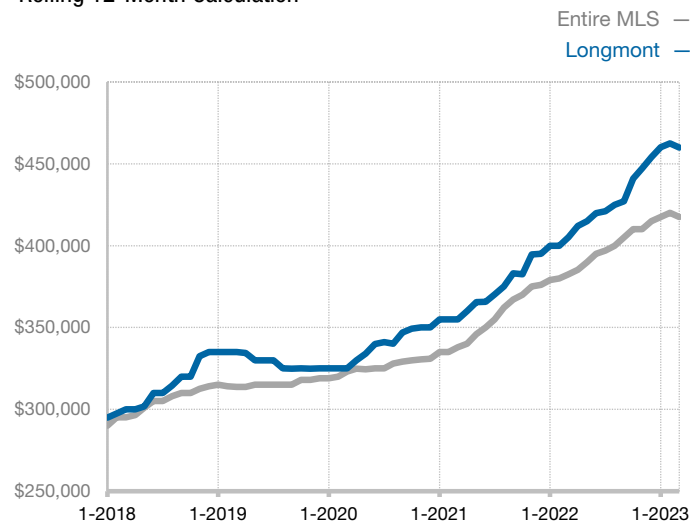
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	34	35	+ 2.9%	83	102	+ 22.9%
Closed Sales	31	26	- 16.1%	64	62	- 3.1%
Median Sales Price*	\$480,000	<b>\$454,685</b>	- 5.3%	\$443,500	<b>\$476,420</b>	+ 7.4%
Average Sales Price*	\$484,846	<b>\$440,762</b>	- 9.1%	\$468,610	<b>\$473,536</b>	+ 1.1%
Percent of List Price Received*	107.1%	<b>99.9%</b>	- 6.7%	106.3%	<b>99.5%</b>	- 6.4%
Days on Market Until Sale	17	83	+ 388.2%	20	67	+ 235.0%
Inventory of Homes for Sale	7	92	+ 1214.3%	--	--	--
Months Supply of Inventory	0.2	3.4	+ 1600.0%	--	--	--

\* 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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

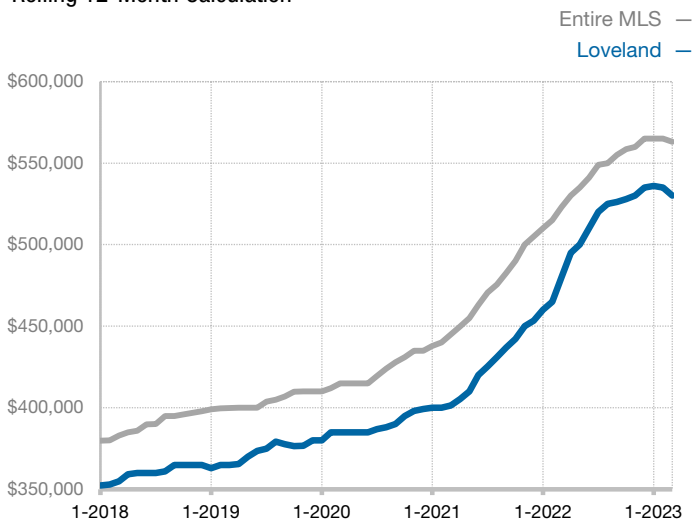
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	190	134	- 29.5%	431	317	- 26.5%
Closed Sales	130	116	- 10.8%	320	289	- 9.7%
Median Sales Price*	\$554,500	\$529,995	- 4.4%	\$533,550	\$519,500	- 2.6%
Average Sales Price*	\$590,611	\$594,057	+ 0.6%	\$573,848	\$636,863	+ 11.0%
Percent of List Price Received*	103.9%	99.6%	- 4.1%	102.9%	98.7%	- 4.1%
Days on Market Until Sale	32	58	+ 81.3%	34	67	+ 97.1%
Inventory of Homes for Sale	120	144	+ 20.0%	--	--	--
Months Supply of Inventory	0.7	1.0	+ 42.9%	--	--	--

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

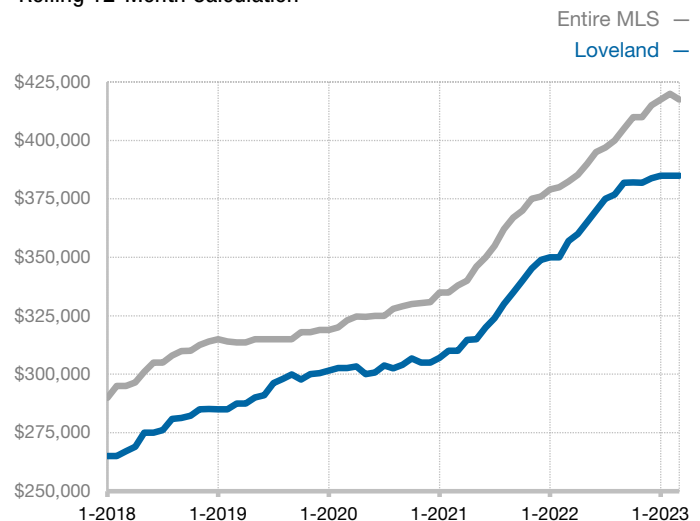
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	27	47	+ 74.1%	65	93	+ 43.1%
Closed Sales	29	31	+ 6.9%	77	73	- 5.2%
Median Sales Price*	\$406,977	\$394,870	- 3.0%	\$384,000	\$385,000	+ 0.3%
Average Sales Price*	\$410,842	\$395,796	- 3.7%	\$394,108	\$400,889	+ 1.7%
Percent of List Price Received*	105.6%	100.2%	- 5.1%	103.9%	101.2%	- 2.6%
Days on Market Until Sale	116	153	+ 31.9%	92	174	+ 89.1%
Inventory of Homes for Sale	19	66	+ 247.4%	--	--	--
Months Supply of Inventory	0.5	2.1	+ 320.0%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

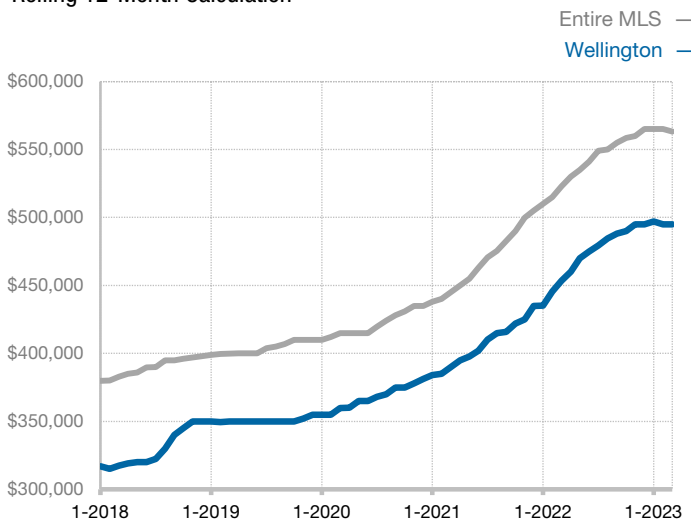
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	42	22	- 47.6%	99	82	- 17.2%
Closed Sales	37	30	- 18.9%	88	83	- 5.7%
Median Sales Price*	\$531,500	<b>\$512,500</b>	- 3.6%	\$482,750	<b>\$495,000</b>	+ 2.5%
Average Sales Price*	\$542,923	<b>\$533,313</b>	- 1.8%	\$515,042	<b>\$507,126</b>	- 1.5%
Percent of List Price Received*	104.4%	<b>99.6%</b>	- 4.6%	103.2%	<b>99.3%</b>	- 3.8%
Days on Market Until Sale	59	90	+ 52.5%	58	82	+ 41.4%
Inventory of Homes for Sale	26	39	+ 50.0%	--	--	--
Months Supply of Inventory	0.7	1.4	+ 100.0%	--	--	--

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

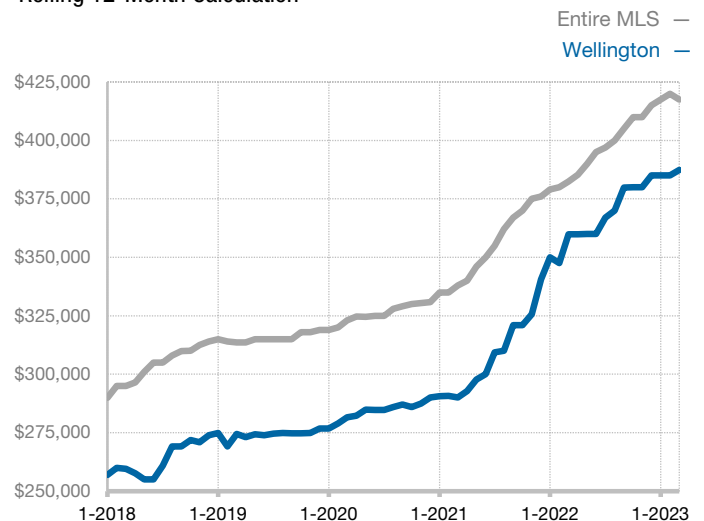
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	3	6	+ 100.0%	11	10	- 9.1%
Closed Sales	4	2	- 50.0%	5	2	- 60.0%
Median Sales Price*	\$379,950	<b>\$387,450</b>	+ 2.0%	\$379,900	<b>\$387,450</b>	+ 2.0%
Average Sales Price*	\$363,100	<b>\$387,450</b>	+ 6.7%	\$350,680	<b>\$387,450</b>	+ 10.5%
Percent of List Price Received*	102.4%	<b>97.9%</b>	- 4.4%	104.2%	<b>97.9%</b>	- 6.0%
Days on Market Until Sale	23	23	0.0%	19	23	+ 21.1%
Inventory of Homes for Sale	4	5	+ 25.0%	--	--	--
Months Supply of Inventory	0.7	1.5	+ 114.3%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Local Market Update for March 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

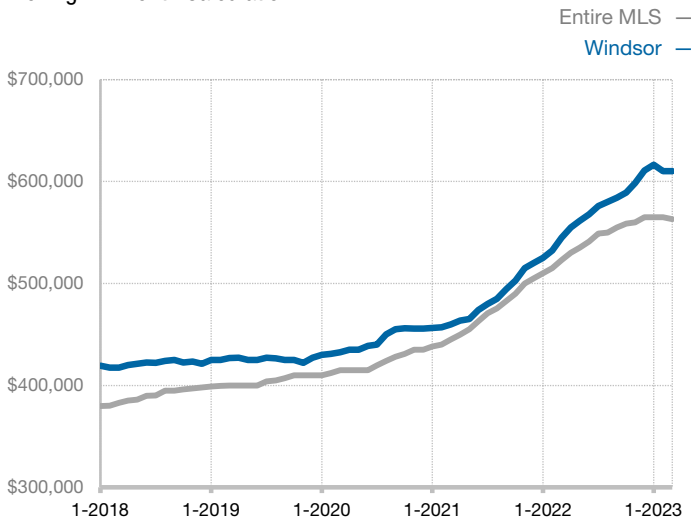
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	227	113	- 50.2%	386	248	- 35.8%
Closed Sales	91	78	- 14.3%	251	195	- 22.3%
Median Sales Price*	\$609,295	<b>\$580,000</b>	- 4.8%	\$582,164	<b>\$543,104</b>	- 6.7%
Average Sales Price*	\$630,870	<b>\$651,658</b>	+ 3.3%	\$622,599	<b>\$622,287</b>	- 0.1%
Percent of List Price Received*	102.2%	<b>99.1%</b>	- 3.0%	101.3%	<b>100.1%</b>	- 1.2%
Days on Market Until Sale	38	108	+ 184.2%	41	144	+ 251.2%
Inventory of Homes for Sale	165	146	- 11.5%	--	--	--
Months Supply of Inventory	1.3	1.9	+ 46.2%	--	--	--

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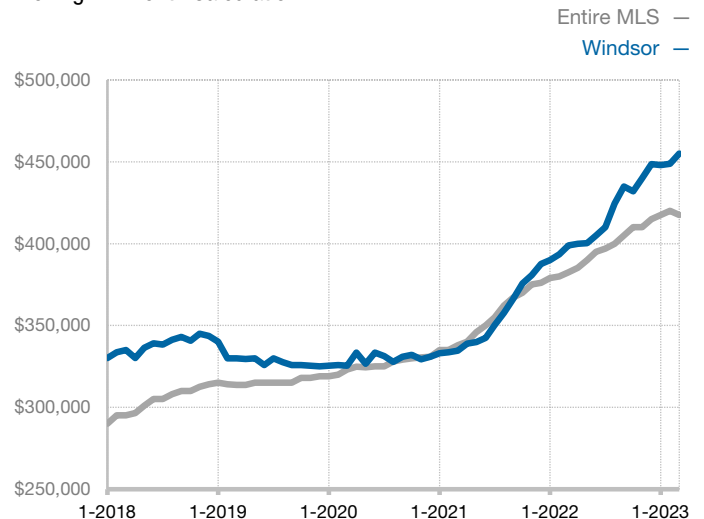
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	15	10	- 33.3%	34	28	- 17.6%
Closed Sales	13	10	- 23.1%	35	19	- 45.7%
Median Sales Price*	\$435,000	<b>\$468,865</b>	+ 7.8%	\$434,900	<b>\$462,730</b>	+ 6.4%
Average Sales Price*	\$444,676	<b>\$439,409</b>	- 1.2%	\$456,828	<b>\$466,646</b>	+ 2.1%
Percent of List Price Received*	103.6%	<b>99.0%</b>	- 4.4%	102.6%	<b>100.8%</b>	- 1.8%
Days on Market Until Sale	24	143	+ 495.8%	137	192	+ 40.1%
Inventory of Homes for Sale	12	24	+ 100.0%	--	--	--
Months Supply of Inventory	0.8	2.2	+ 175.0%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

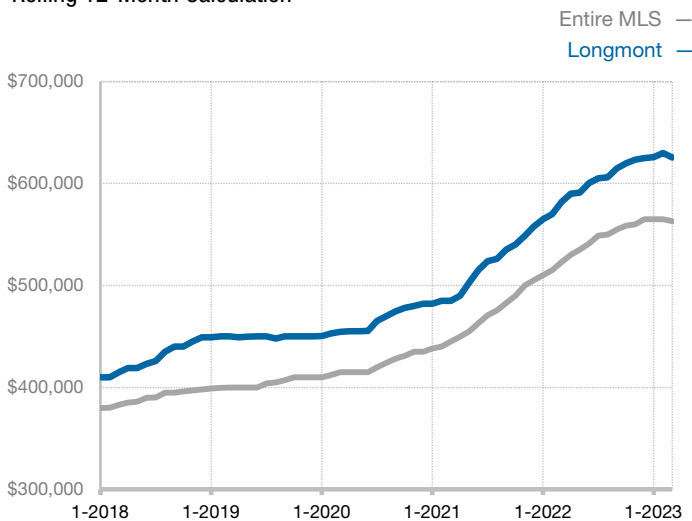
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	163	139	- 14.7%	362	301	- 16.9%
Closed Sales	123	82	- 33.3%	278	200	- 28.1%
Median Sales Price*	\$675,000	<b>\$608,000</b>	- 9.9%	\$610,000	<b>\$637,500</b>	+ 4.5%
Average Sales Price*	\$843,760	<b>\$763,010</b>	- 9.6%	\$747,833	<b>\$746,040</b>	- 0.2%
Percent of List Price Received*	107.9%	<b>100.0%</b>	- 7.3%	105.5%	<b>98.9%</b>	- 6.3%
Days on Market Until Sale	21	42	+ 100.0%	28	60	+ 114.3%
Inventory of Homes for Sale	128	188	+ 46.9%	--	--	--
Months Supply of Inventory	0.9	1.9	+ 111.1%	--	--	--

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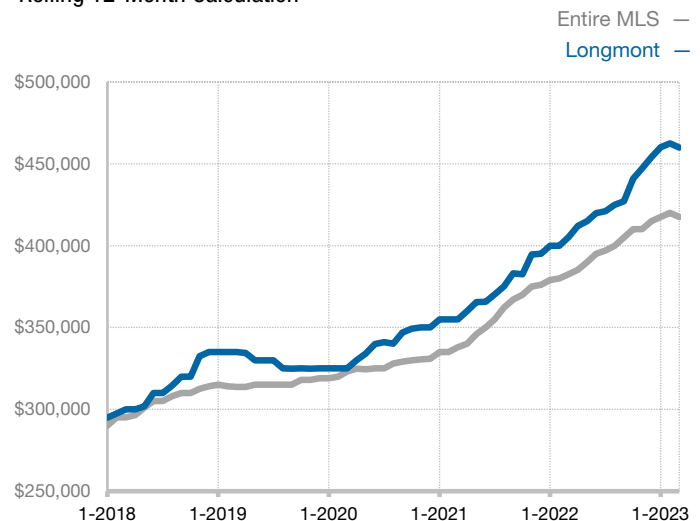
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	34	35	+ 2.9%	83	102	+ 22.9%
Closed Sales	31	26	- 16.1%	64	62	- 3.1%
Median Sales Price*	\$480,000	<b>\$454,685</b>	- 5.3%	\$443,500	<b>\$476,420</b>	+ 7.4%
Average Sales Price*	\$484,846	<b>\$440,762</b>	- 9.1%	\$468,610	<b>\$473,536</b>	+ 1.1%
Percent of List Price Received*	107.1%	<b>99.9%</b>	- 6.7%	106.3%	<b>99.5%</b>	- 6.4%
Days on Market Until Sale	17	83	+ 388.2%	20	67	+ 235.0%
Inventory of Homes for Sale	7	92	+ 1214.3%	--	--	--
Months Supply of Inventory	0.2	3.4	+ 1600.0%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

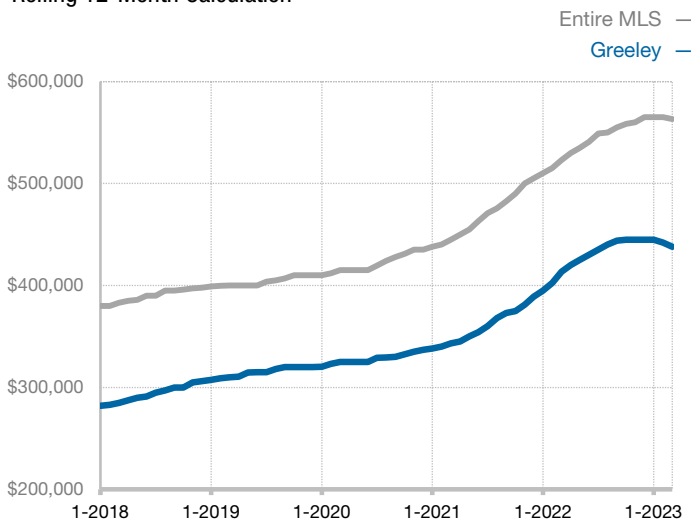
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	195	126	- 35.4%	533	310	- 41.8%
Closed Sales	163	116	- 28.8%	410	281	- 31.5%
Median Sales Price*	\$451,000	<b>\$417,000</b>	- 7.5%	\$446,629	<b>\$418,440</b>	- 6.3%
Average Sales Price*	\$443,456	<b>\$431,881</b>	- 2.6%	\$446,642	<b>\$426,448</b>	- 4.5%
Percent of List Price Received*	102.5%	<b>99.8%</b>	- 2.6%	102.1%	<b>99.5%</b>	- 2.5%
Days on Market Until Sale	48	71	+ 47.9%	51	74	+ 45.1%
Inventory of Homes for Sale	154	150	- 2.6%	--	--	--
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--

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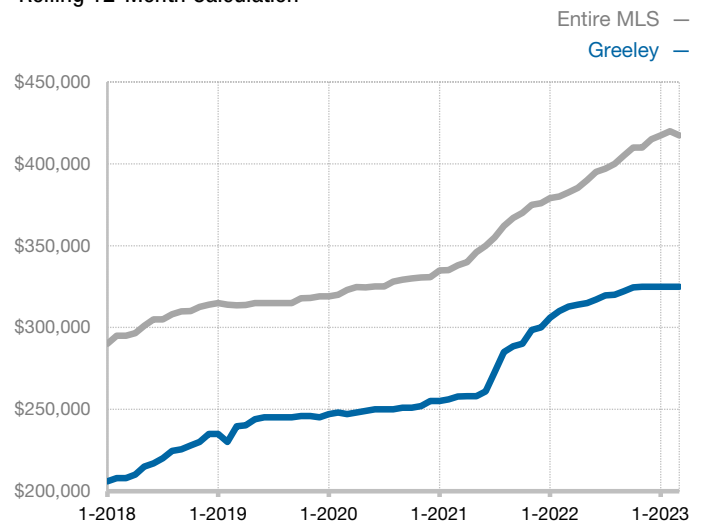
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	29	24	- 17.2%	62	72	+ 16.1%
Closed Sales	30	19	- 36.7%	108	56	- 48.1%
Median Sales Price*	\$336,000	<b>\$355,000</b>	+ 5.7%	\$323,567	<b>\$319,900</b>	- 1.1%
Average Sales Price*	\$328,380	<b>\$348,000</b>	+ 6.0%	\$320,311	<b>\$329,006</b>	+ 2.7%
Percent of List Price Received*	102.1%	<b>99.3%</b>	- 2.7%	100.8%	<b>99.3%</b>	- 1.5%
Days on Market Until Sale	58	57	- 1.7%	101	63	- 37.6%
Inventory of Homes for Sale	22	41	+ 86.4%	--	--	--
Months Supply of Inventory	0.7	1.9	+ 171.4%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

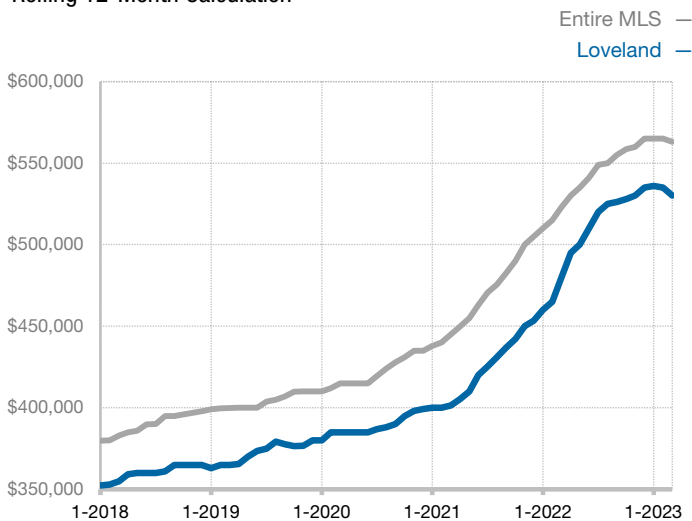
Key Metrics	March			Year to Date		
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Percent of List Price Received*	103.9%	99.6%	- 4.1%	102.9%	98.7%	- 4.1%
Days on Market Until Sale	32	58	+ 81.3%	34	67	+ 97.1%
Inventory of Homes for Sale	120	144	+ 20.0%	--	--	--
Months Supply of Inventory	0.7	1.0	+ 42.9%	--	--	--

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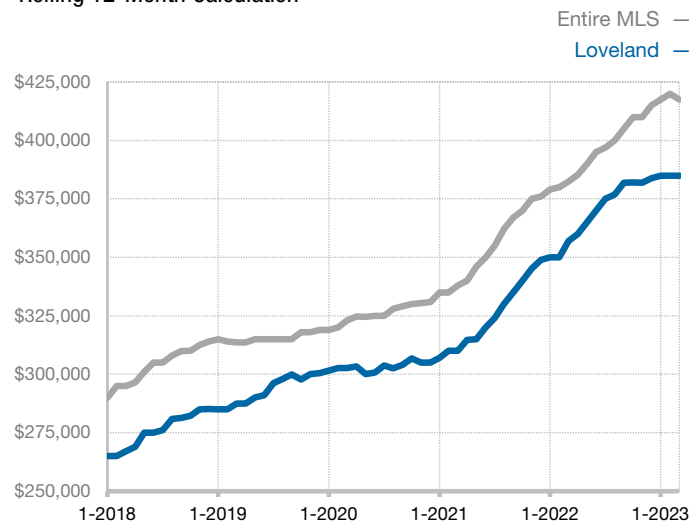
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Average Sales Price*	\$410,842	\$395,796	- 3.7%	\$394,108	\$400,889	+ 1.7%
Percent of List Price Received*	105.6%	100.2%	- 5.1%	103.9%	101.2%	- 2.6%
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Inventory of Homes for Sale	19	66	+ 247.4%	--	--	--
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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

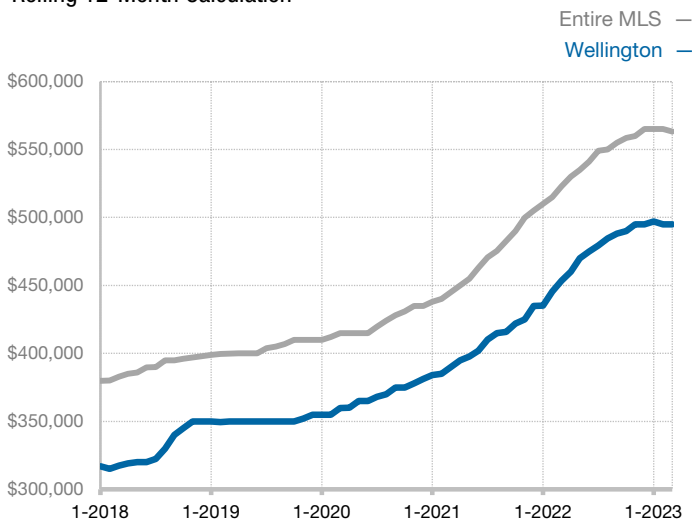
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	42	22	- 47.6%	99	82	- 17.2%
Closed Sales	37	30	- 18.9%	88	83	- 5.7%
Median Sales Price*	\$531,500	<b>\$512,500</b>	- 3.6%	\$482,750	<b>\$495,000</b>	+ 2.5%
Average Sales Price*	\$542,923	<b>\$533,313</b>	- 1.8%	\$515,042	<b>\$507,126</b>	- 1.5%
Percent of List Price Received*	104.4%	<b>99.6%</b>	- 4.6%	103.2%	<b>99.3%</b>	- 3.8%
Days on Market Until Sale	59	90	+ 52.5%	58	82	+ 41.4%
Inventory of Homes for Sale	26	39	+ 50.0%	--	--	--
Months Supply of Inventory	0.7	1.4	+ 100.0%	--	--	--

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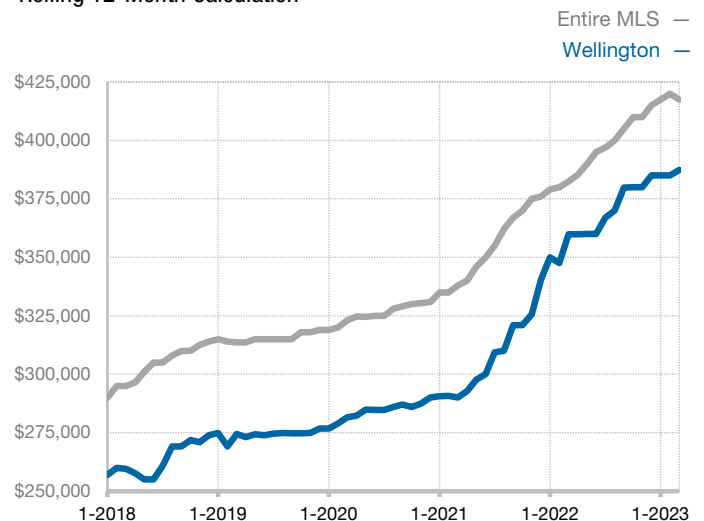
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	3	6	+ 100.0%	11	10	- 9.1%
Closed Sales	4	2	- 50.0%	5	2	- 60.0%
Median Sales Price*	\$379,950	<b>\$387,450</b>	+ 2.0%	\$379,900	<b>\$387,450</b>	+ 2.0%
Average Sales Price*	\$363,100	<b>\$387,450</b>	+ 6.7%	\$350,680	<b>\$387,450</b>	+ 10.5%
Percent of List Price Received*	102.4%	<b>97.9%</b>	- 4.4%	104.2%	<b>97.9%</b>	- 6.0%
Days on Market Until Sale	23	23	0.0%	19	23	+ 21.1%
Inventory of Homes for Sale	4	5	+ 25.0%	--	--	--
Months Supply of Inventory	0.7	1.5	+ 114.3%	--	--	--

\* 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 March 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

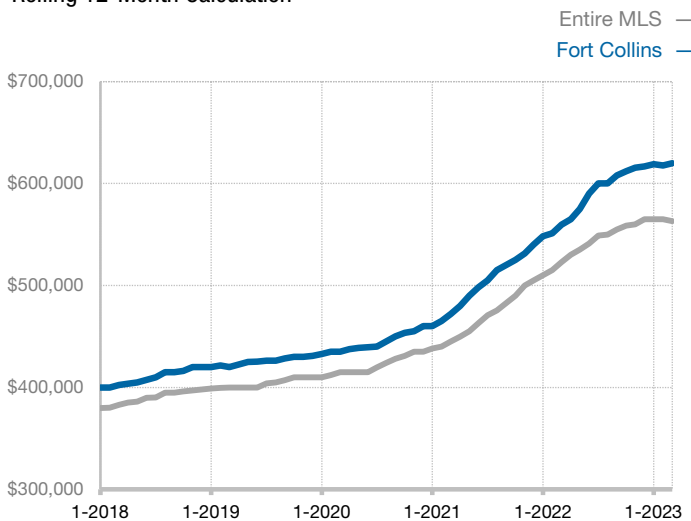
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	300	203	- 32.3%	610	439	- 28.0%
Closed Sales	198	152	- 23.2%	462	353	- 23.6%
Median Sales Price*	\$609,000	<b>\$636,750</b>	+ 4.6%	\$601,000	<b>\$615,000</b>	+ 2.3%
Average Sales Price*	\$686,091	<b>\$679,061</b>	- 1.0%	\$670,682	<b>\$675,305</b>	+ 0.7%
Percent of List Price Received*	104.4%	<b>99.8%</b>	- 4.4%	103.5%	<b>99.4%</b>	- 4.0%
Days on Market Until Sale	31	56	+ 80.6%	35	62	+ 77.1%
Inventory of Homes for Sale	158	210	+ 32.9%	--	--	--
Months Supply of Inventory	0.6	1.1	+ 83.3%	--	--	--

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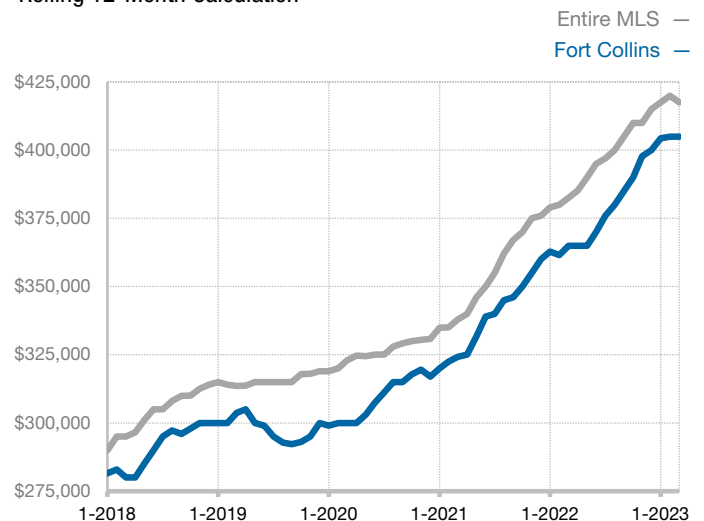
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	88	66	- 25.0%	222	175	- 21.2%
Closed Sales	54	58	+ 7.4%	176	139	- 21.0%
Median Sales Price*	\$390,000	<b>\$375,000</b>	- 3.8%	\$380,368	<b>\$392,500</b>	+ 3.2%
Average Sales Price*	\$484,393	<b>\$379,170</b>	- 21.7%	\$416,627	<b>\$384,444</b>	- 7.7%
Percent of List Price Received*	104.1%	<b>99.7%</b>	- 4.2%	103.2%	<b>99.1%</b>	- 4.0%
Days on Market Until Sale	23	71	+ 208.7%	29	84	+ 189.7%
Inventory of Homes for Sale	48	80	+ 66.7%	--	--	--
Months Supply of Inventory	0.5	1.2	+ 140.0%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

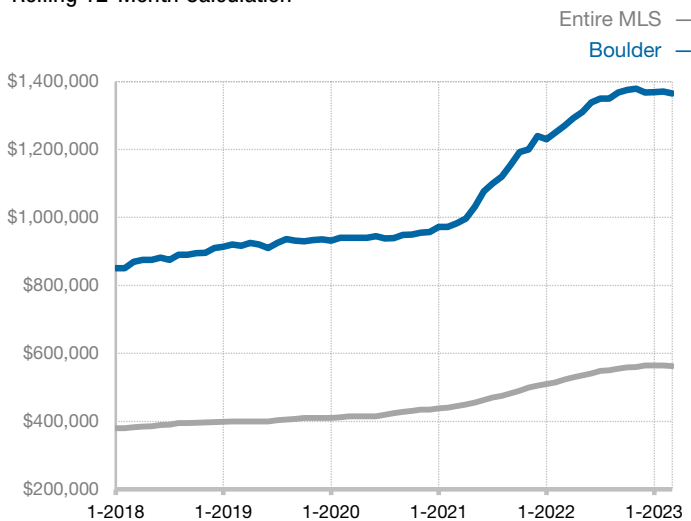
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	123	145	+ 17.9%	283	326	+ 15.2%
Closed Sales	81	83	+ 2.5%	195	166	- 14.9%
Median Sales Price*	\$1,475,000	\$1,400,000	- 5.1%	\$1,400,000	\$1,366,500	- 2.4%
Average Sales Price*	\$1,730,026	\$1,646,799	- 4.8%	\$1,648,252	\$1,712,895	+ 3.9%
Percent of List Price Received*	109.6%	98.9%	- 9.8%	106.0%	98.6%	- 7.0%
Days on Market Until Sale	40	48	+ 20.0%	44	57	+ 29.5%
Inventory of Homes for Sale	96	214	+ 122.9%	--	--	--
Months Supply of Inventory	0.8	2.7	+ 237.5%	--	--	--

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

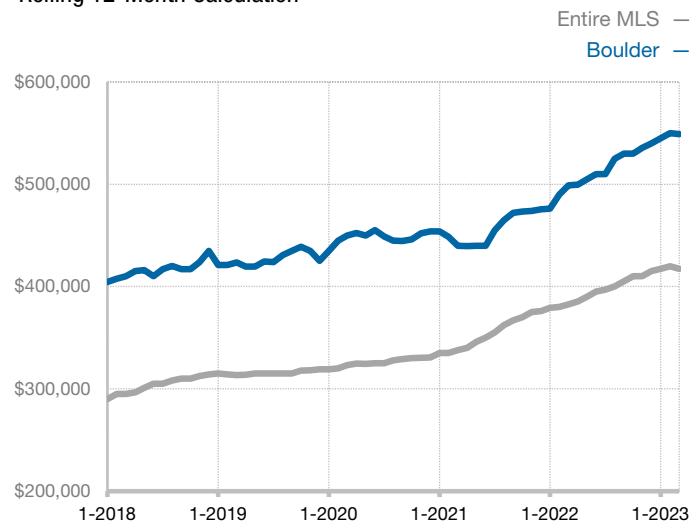
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	89	81	- 9.0%	209	183	- 12.4%
Closed Sales	72	43	- 40.3%	192	113	- 41.1%
Median Sales Price*	\$568,000	\$565,000	- 0.5%	\$516,500	\$525,000	+ 1.6%
Average Sales Price*	\$713,846	\$599,082	- 16.1%	\$672,952	\$612,498	- 9.0%
Percent of List Price Received*	105.1%	100.0%	- 4.9%	103.2%	99.0%	- 4.1%
Days on Market Until Sale	53	52	- 1.9%	50	53	+ 6.0%
Inventory of Homes for Sale	57	78	+ 36.8%	--	--	--
Months Supply of Inventory	0.7	1.4	+ 100.0%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Local Market Update for March 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

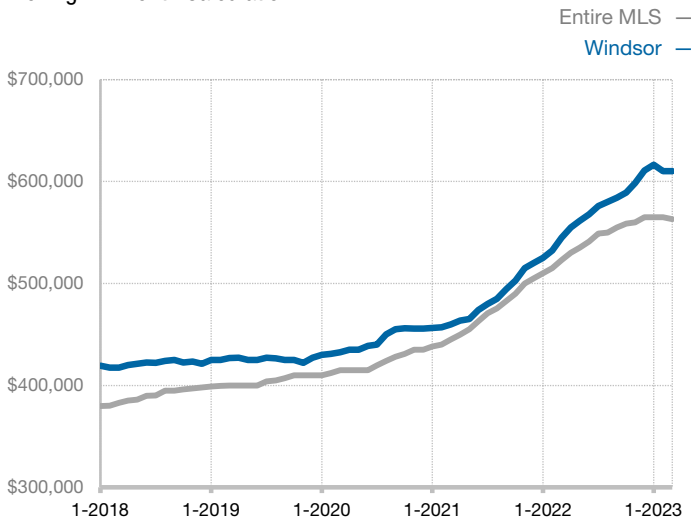
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	227	113	- 50.2%	386	248	- 35.8%
Closed Sales	91	78	- 14.3%	251	195	- 22.3%
Median Sales Price*	\$609,295	<b>\$580,000</b>	- 4.8%	\$582,164	<b>\$543,104</b>	- 6.7%
Average Sales Price*	\$630,870	<b>\$651,658</b>	+ 3.3%	\$622,599	<b>\$622,287</b>	- 0.1%
Percent of List Price Received*	102.2%	<b>99.1%</b>	- 3.0%	101.3%	<b>100.1%</b>	- 1.2%
Days on Market Until Sale	38	108	+ 184.2%	41	144	+ 251.2%
Inventory of Homes for Sale	165	146	- 11.5%	--	--	--
Months Supply of Inventory	1.3	1.9	+ 46.2%	--	--	--

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

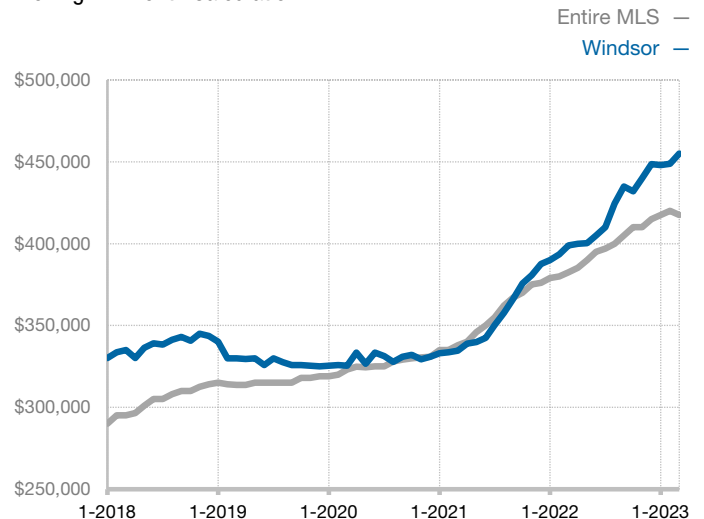
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	15	10	- 33.3%	34	28	- 17.6%
Closed Sales	13	10	- 23.1%	35	19	- 45.7%
Median Sales Price*	\$435,000	<b>\$468,865</b>	+ 7.8%	\$434,900	<b>\$462,730</b>	+ 6.4%
Average Sales Price*	\$444,676	<b>\$439,409</b>	- 1.2%	\$456,828	<b>\$466,646</b>	+ 2.1%
Percent of List Price Received*	103.6%	<b>99.0%</b>	- 4.4%	102.6%	<b>100.8%</b>	- 1.8%
Days on Market Until Sale	24	143	+ 495.8%	137	192	+ 40.1%
Inventory of Homes for Sale	12	24	+ 100.0%	--	--	--
Months Supply of Inventory	0.8	2.2	+ 175.0%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

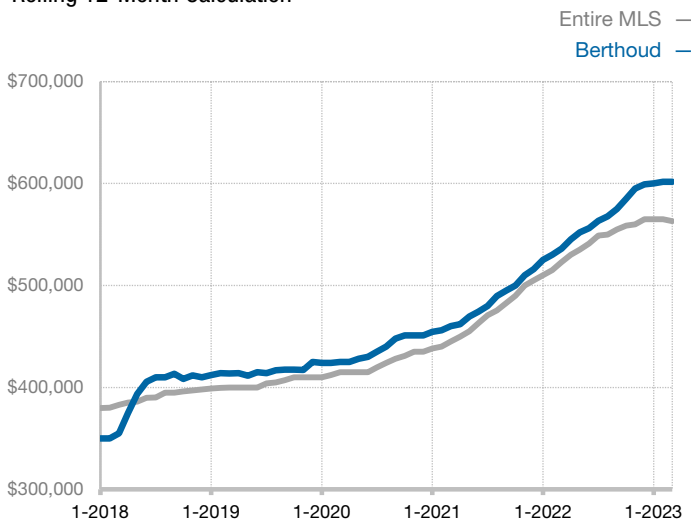
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	46	57	+ 23.9%	118	134	+ 13.6%
Closed Sales	45	36	- 20.0%	120	100	- 16.7%
Median Sales Price*	\$605,000	<b>\$615,000</b>	+ 1.7%	\$563,380	<b>\$615,000</b>	+ 9.2%
Average Sales Price*	\$664,647	<b>\$747,806</b>	+ 12.5%	\$637,414	<b>\$788,022</b>	+ 23.6%
Percent of List Price Received*	104.0%	<b>98.6%</b>	- 5.2%	102.4%	<b>98.7%</b>	- 3.6%
Days on Market Until Sale	48	67	+ 39.6%	84	86	+ 2.4%
Inventory of Homes for Sale	39	86	+ 120.5%	--	--	--
Months Supply of Inventory	0.8	2.2	+ 175.0%	--	--	--

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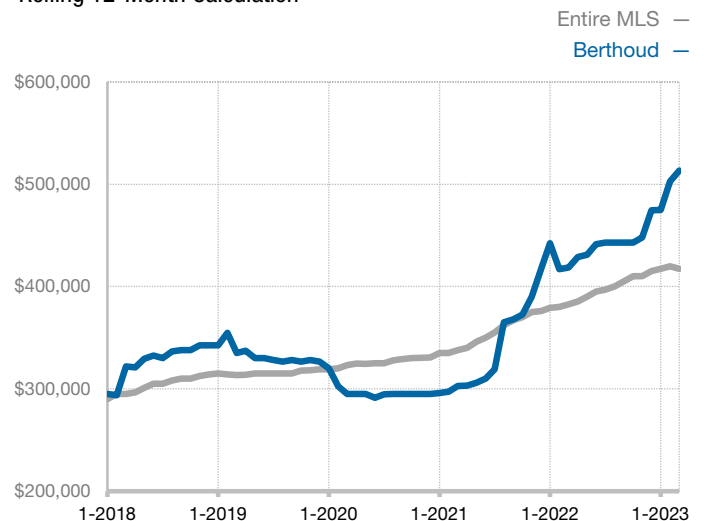
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	13	+ 225.0%	14	21	+ 50.0%
Closed Sales	5	6	+ 20.0%	22	16	- 27.3%
Median Sales Price*	\$435,000	<b>\$591,364</b>	+ 35.9%	\$431,000	<b>\$528,000</b>	+ 22.5%
Average Sales Price*	\$432,500	<b>\$572,120</b>	+ 32.3%	\$453,484	<b>\$540,596</b>	+ 19.2%
Percent of List Price Received*	101.1%	<b>104.5%</b>	+ 3.4%	103.1%	<b>103.5%</b>	+ 0.4%
Days on Market Until Sale	93	168	+ 80.6%	184	203	+ 10.3%
Inventory of Homes for Sale	3	12	+ 300.0%	--	--	--
Months Supply of Inventory	0.5	2.4	+ 380.0%	--	--	--

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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 2023

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## Johnstown

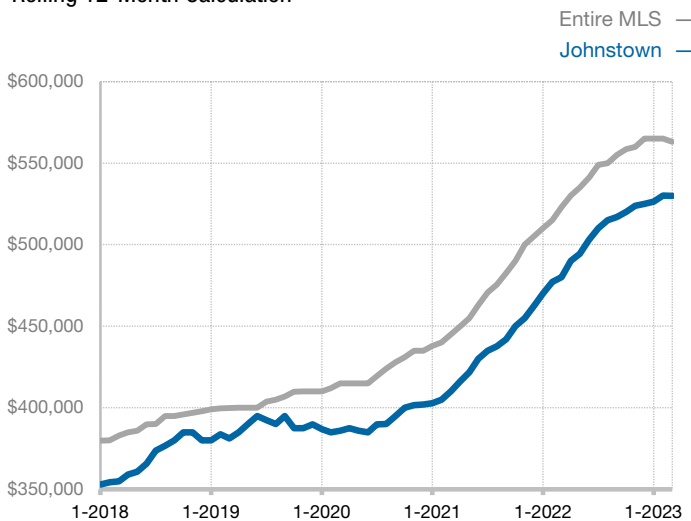
Key Metrics	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	83	66	- 20.5%	176	177	+ 0.6%
Closed Sales	46	61	+ 32.6%	139	114	- 18.0%
Median Sales Price*	\$497,500	<b>\$504,540</b>	+ 1.4%	\$494,845	<b>\$512,750</b>	+ 3.6%
Average Sales Price*	\$532,721	<b>\$516,693</b>	- 3.0%	\$533,577	<b>\$540,457</b>	+ 1.3%
Percent of List Price Received*	102.9%	<b>99.6%</b>	- 3.2%	101.7%	<b>99.4%</b>	- 2.3%
Days on Market Until Sale	29	50	+ 72.4%	38	60	+ 57.9%
Inventory of Homes for Sale	60	66	+ 10.0%	--	--	--
Months Supply of Inventory	1.3	1.4	+ 7.7%	--	--	--

\* 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	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	3	2	- 33.3%	4	8	+ 100.0%
Closed Sales	0	6	--	2	13	+ 550.0%
Median Sales Price*	\$0	<b>\$354,225</b>	--	\$402,450	<b>\$344,250</b>	- 14.5%
Average Sales Price*	\$0	<b>\$360,675</b>	--	\$402,450	<b>\$366,488</b>	- 8.9%
Percent of List Price Received*	0.0%	<b>100.2%</b>	--	101.4%	<b>100.1%</b>	- 1.3%
Days on Market Until Sale	0	56	--	34	82	+ 141.2%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	0.6	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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

