



FCBR 2024

FORT COLLINS BOARD OF REALTORS®



Monthly Indicators



March 2024

New Listings were down 15.7 percent for single family homes and 19.5 percent for townhouse-condo properties. Pending Sales landed at 186 for single family homes and 78 for townhouse-condo properties.

The Median Sales Price was up 0.6 percent to \$627,500 for single family homes and 17.1 percent to \$434,995 for townhouse-condo properties. Days on Market increased 16.7 percent for single family homes but remained flat for townhouse-condo properties.

The recent surge in home sales was likely due to a dip in mortgage rates in December and an increase in housing supply nationwide. According to NAR, total inventory grew 5.9% month-over-month and 10.3% year-over-year to 1.07 million units, for a 2.9 months' supply at the current sales pace. Buyer demand remains robust, and the limited supply of inventory helped push the median existing-home sales price up 5.7% year-over-year to \$384,500, the eighth consecutive month of annual price increases.

Activity Snapshot

- 10.7%	+ 16.7%	+ 0.6%
One-Year Change in Single Family Sold Listings	One-Year Change in Single Family Days On Market	One-Year Change in Single Family Median Sales Price

Residential real estate activity in Area 9 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	3-2023	3-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		254	214	- 15.7%	552	584	+ 5.8%
Pending Sales		202	186	- 7.9%	493	485	- 1.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		178	159	- 10.7%	406	383	- 5.7%
Median Sales Price		\$623,522	\$627,500	+ 0.6%	\$590,000	\$609,990	+ 3.4%
Avg. Sales Price		\$683,838	\$700,877	+ 2.5%	\$662,359	\$704,024	+ 6.3%
Pct. of List Price Received		99.5%	99.1%	- 0.4%	99.3%	98.9%	- 0.4%
Days on Market		66	77	+ 16.7%	72	77	+ 6.9%
Affordability Index		47	44	- 6.4%	49	45	- 8.2%
Active Listings		269	297	+ 10.4%	--	--	--
Months Supply		1.4	1.8	+ 28.6%	--	--	--

Townhouse-Condo Activity Overview

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



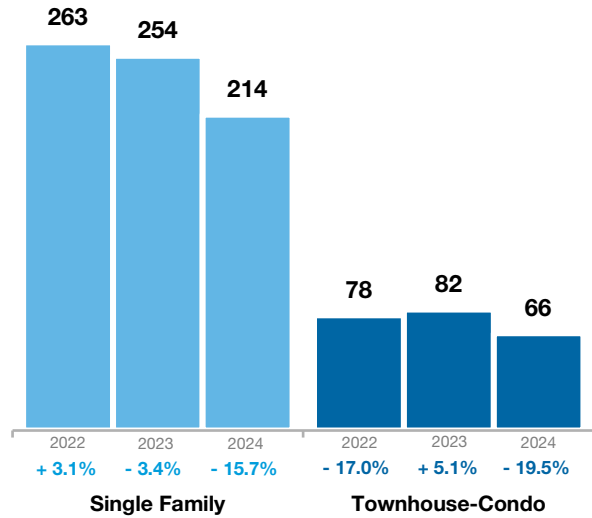
Key Metrics	Historical Sparkbars	3-2023	3-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		82	66	- 19.5%	184	198	+ 7.6%
Pending Sales		71	78	+ 9.9%	154	182	+ 18.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		46	52	+ 13.0%	113	126	+ 11.5%
Median Sales Price		\$371,500	\$434,995	+ 17.1%	\$395,000	\$422,250	+ 6.9%
Avg. Sales Price		\$375,411	\$428,048	+ 14.0%	\$390,582	\$416,821	+ 6.7%
Pct. of List Price Received		99.6%	99.9%	+ 0.3%	99.3%	99.4%	+ 0.1%
Days on Market		88	88	0.0%	102	92	- 9.8%
Affordability Index		78	64	- 17.9%	73	66	- 9.6%
Active Listings		124	126	+ 1.6%	--	--	--
Months Supply		2.1	2.1	0.0%	--	--	--

New Listings

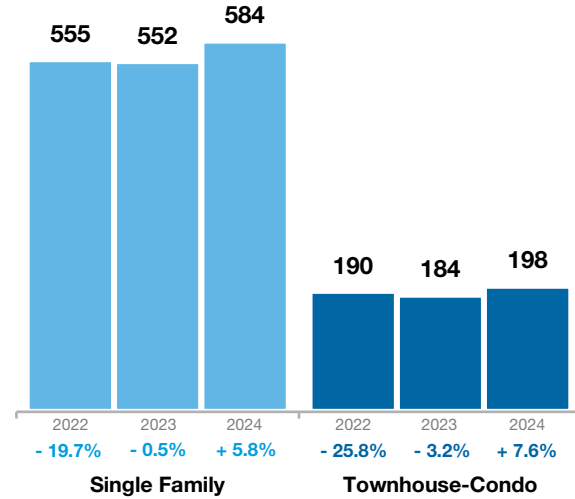
A count of the properties that have been newly listed on the market in a given month.



March

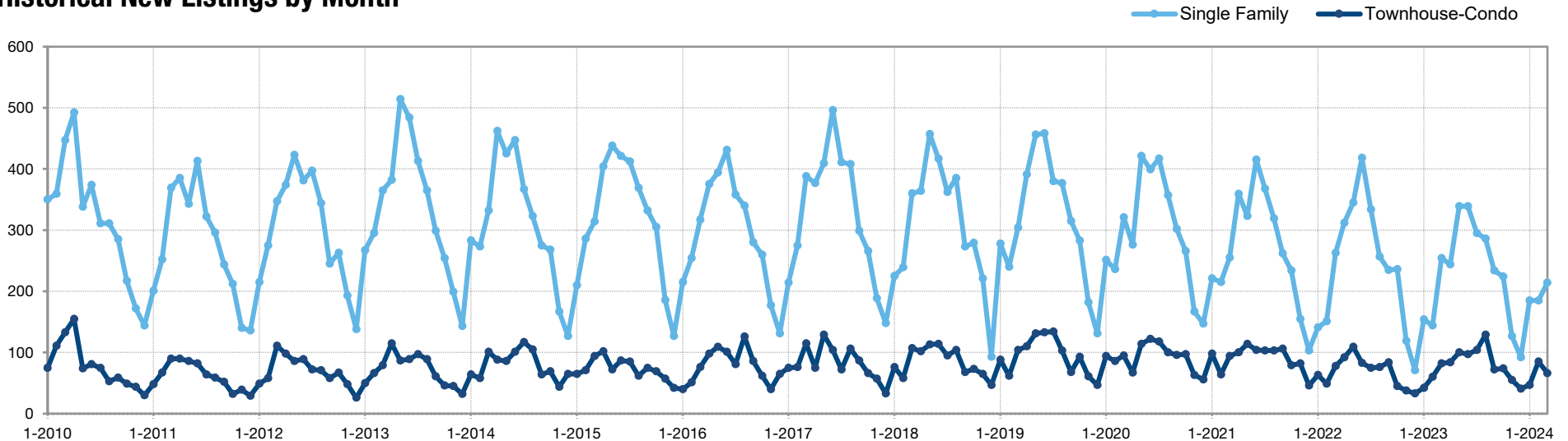


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	244	-21.8%	84	-8.7%
May-2023	339	-1.7%	100	-8.3%
Jun-2023	339	-18.9%	97	+16.9%
Jul-2023	295	-11.7%	104	+38.7%
Aug-2023	286	+11.3%	129	+69.7%
Sep-2023	234	-0.4%	72	-14.3%
Oct-2023	224	-5.1%	74	+64.4%
Nov-2023	127	+6.7%	55	+44.7%
Dec-2023	92	+29.6%	41	+24.2%
Jan-2024	185	+20.1%	47	+11.9%
Feb-2024	185	+28.5%	85	+41.7%
Mar-2024	214	-15.7%	66	-19.5%
12-Month Avg	230	-4.0%	80	+16.5%

Historical New Listings by Month

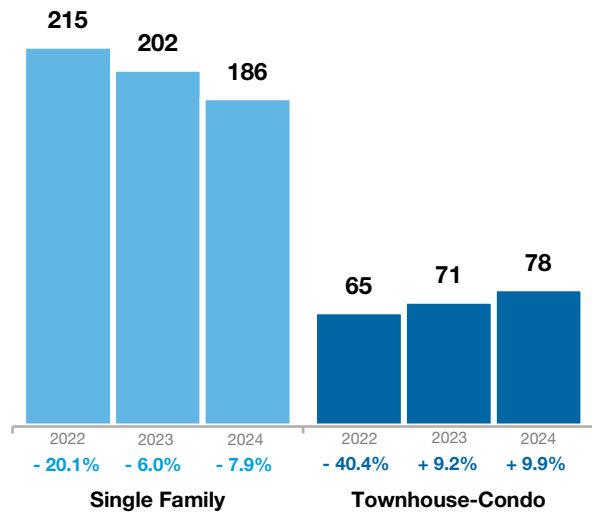


Pending Sales

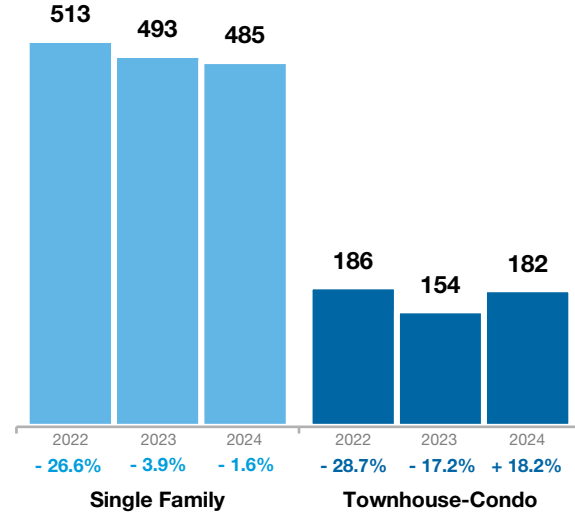
A count of the properties on which offers have been accepted in a given month.



March

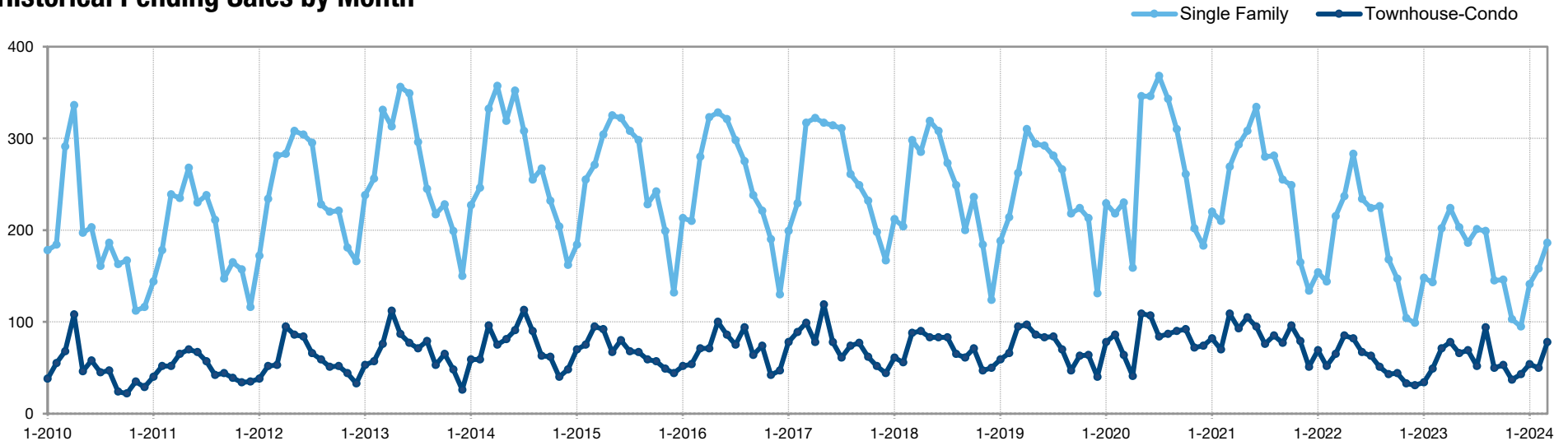


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	224	-5.5%	78	-8.2%
May-2023	203	-28.3%	66	-19.5%
Jun-2023	186	-20.5%	69	+3.0%
Jul-2023	201	-10.3%	52	-17.5%
Aug-2023	199	-11.9%	94	+84.3%
Sep-2023	145	-13.7%	50	+16.3%
Oct-2023	146	-0.7%	53	+20.5%
Nov-2023	103	-1.0%	37	+12.1%
Dec-2023	95	-4.0%	43	+38.7%
Jan-2024	141	-4.7%	54	+58.8%
Feb-2024	158	+10.5%	50	+2.0%
Mar-2024	186	-7.9%	78	+9.9%
12-Month Avg	166	-10.3%	60	+10.9%

Historical Pending Sales by Month

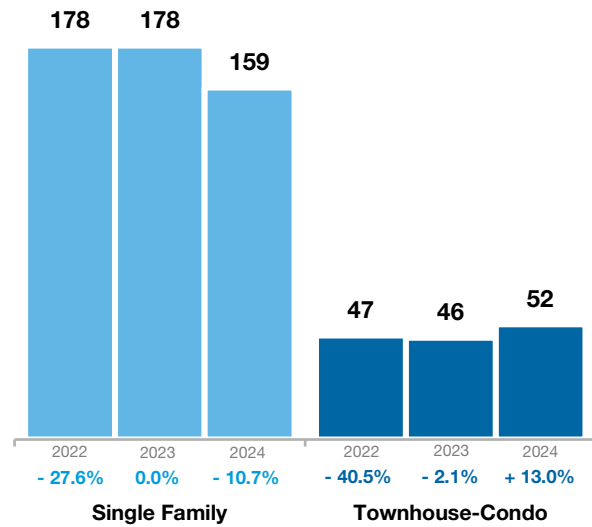


Sold Listings

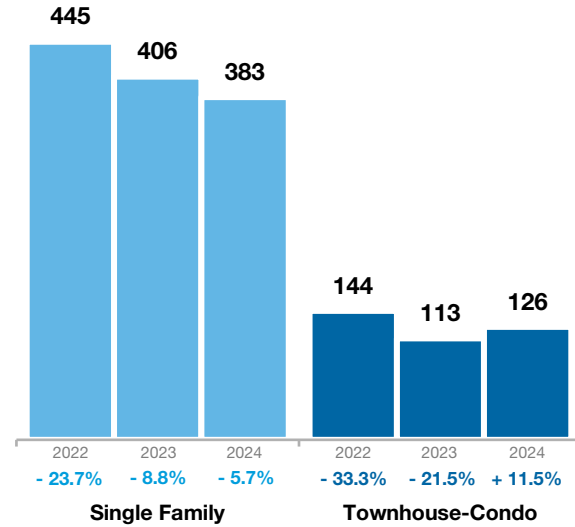
A count of the actual sales that closed in a given month.



March

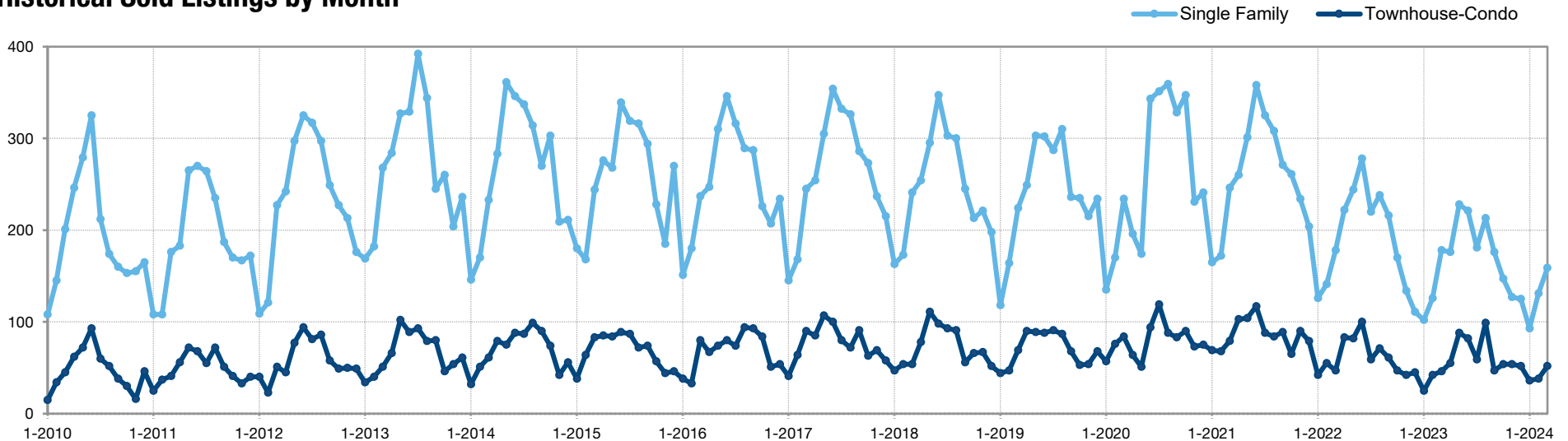


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	176	-20.7%	55	-33.7%
May-2023	228	-6.6%	88	+7.3%
Jun-2023	221	-20.5%	82	-18.0%
Jul-2023	181	-17.7%	59	0.0%
Aug-2023	213	-10.5%	99	+39.4%
Sep-2023	176	-18.5%	47	-23.0%
Oct-2023	147	-13.5%	54	+14.9%
Nov-2023	127	-5.2%	54	+28.6%
Dec-2023	125	+12.6%	52	+15.6%
Jan-2024	93	-8.8%	36	+44.0%
Feb-2024	131	+4.0%	38	-9.5%
Mar-2024	159	-10.7%	52	+13.0%
12-Month Avg	165	-11.7%	60	+1.8%

Historical Sold Listings by Month

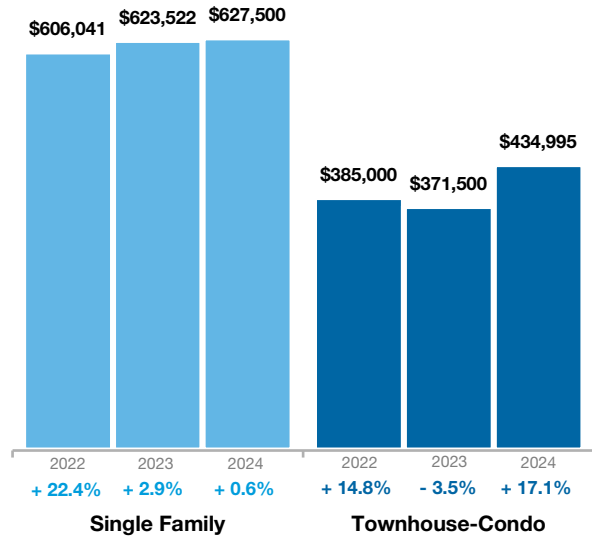


Median Sales Price

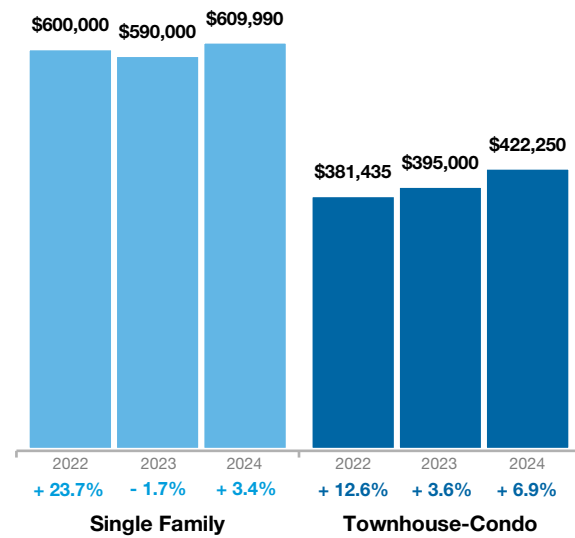
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



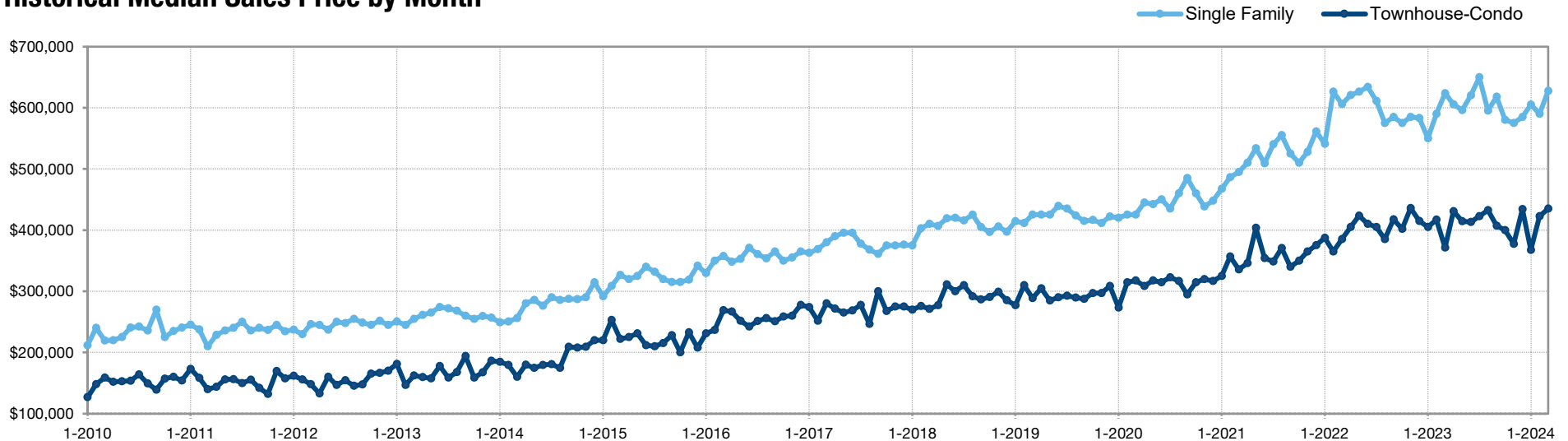
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	\$605,500	-2.4%	\$430,750	+6.4%
May-2023	\$596,000	-4.8%	\$414,500	-2.1%
Jun-2023	\$620,000	-2.2%	\$413,250	+0.8%
Jul-2023	\$650,000	+6.3%	\$422,500	+4.3%
Aug-2023	\$595,000	+3.5%	\$432,523	+12.3%
Sep-2023	\$617,950	+5.6%	\$407,000	-2.5%
Oct-2023	\$580,000	+0.9%	\$400,000	-0.5%
Nov-2023	\$575,000	-1.7%	\$377,500	-13.4%
Dec-2023	\$585,000	+0.3%	\$434,134	+4.6%
Jan-2024	\$605,000	+10.0%	\$367,500	-9.3%
Feb-2024	\$590,000	0.0%	\$422,655	+1.3%
Mar-2024	\$627,500	+0.6%	\$434,995	+17.1%
12-Month Avg*	\$602,360	+0.4%	\$420,000	+3.4%

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

Historical Median Sales Price by Month

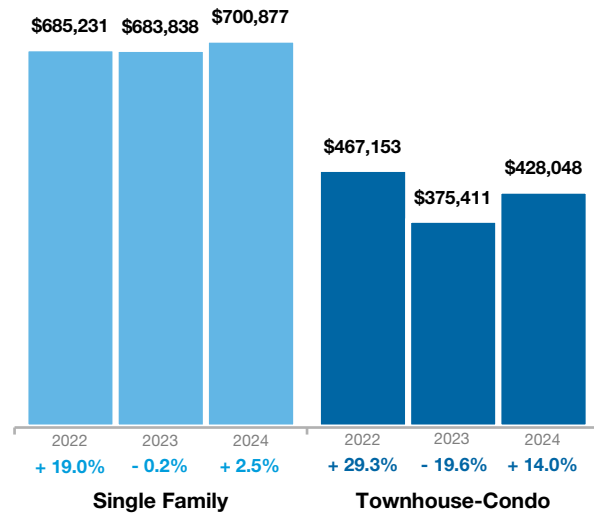


Average Sales Price

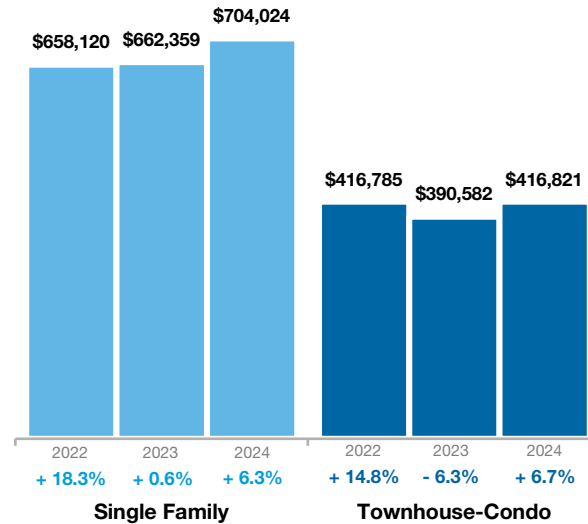
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



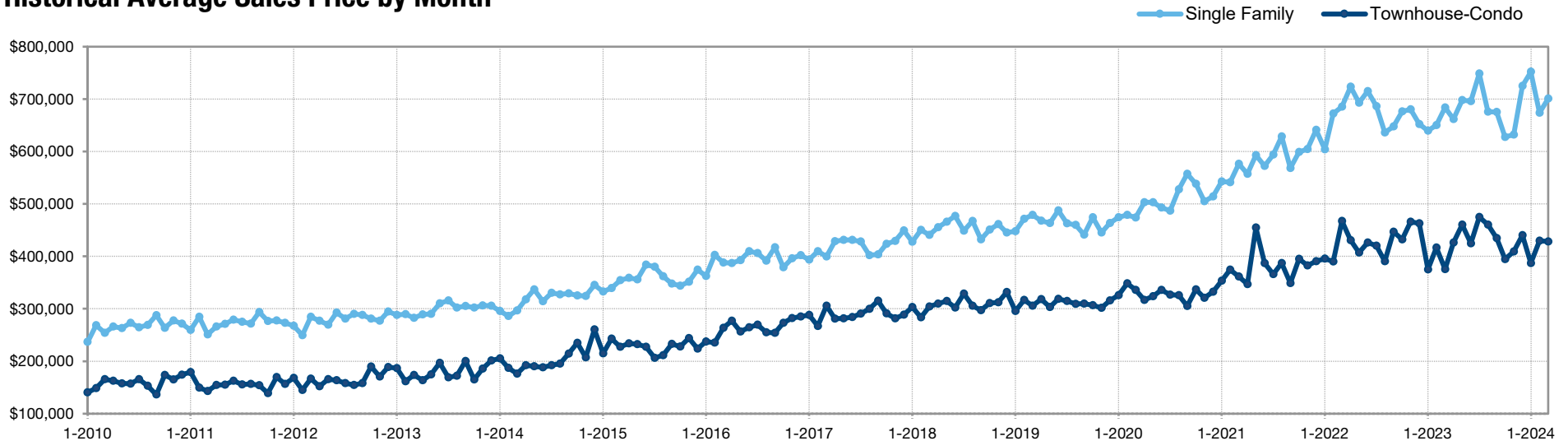
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	\$661,632	-8.5%	\$426,298	-1.0%
May-2023	\$697,836	+0.8%	\$460,253	+13.1%
Jun-2023	\$695,832	-2.7%	\$424,626	-0.4%
Jul-2023	\$748,669	+9.1%	\$475,105	+13.1%
Aug-2023	\$675,546	+6.2%	\$460,532	+17.9%
Sep-2023	\$675,092	+4.2%	\$434,596	-2.7%
Oct-2023	\$627,558	-7.2%	\$394,662	-8.7%
Nov-2023	\$632,025	-7.1%	\$409,245	-12.1%
Dec-2023	\$724,998	+11.2%	\$440,046	-4.9%
Jan-2024	\$751,941	+17.5%	\$387,172	+3.3%
Feb-2024	\$673,827	+3.6%	\$429,544	+3.1%
Mar-2024	\$700,877	+2.5%	\$428,048	+14.0%
12-Month Avg*	\$688,080	+1.5%	\$435,238	+3.3%

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

Historical Average Sales Price by Month

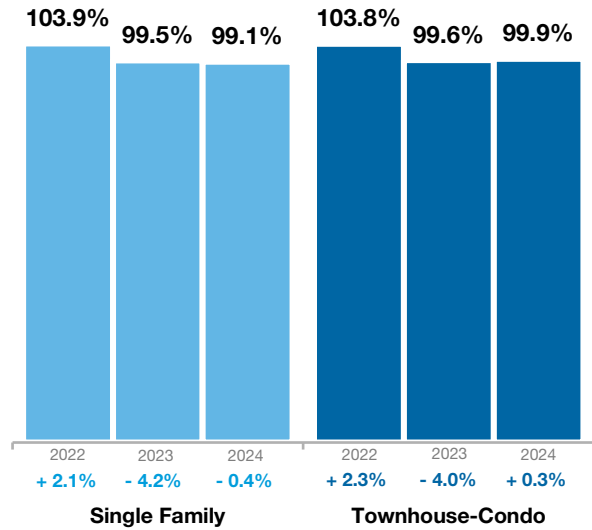


Percent of List Price Received

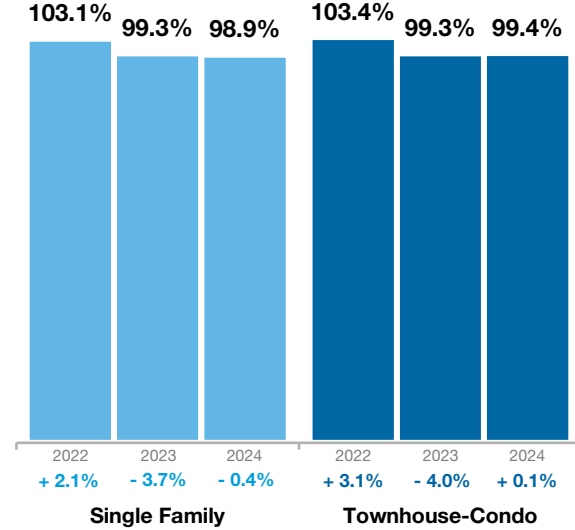
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



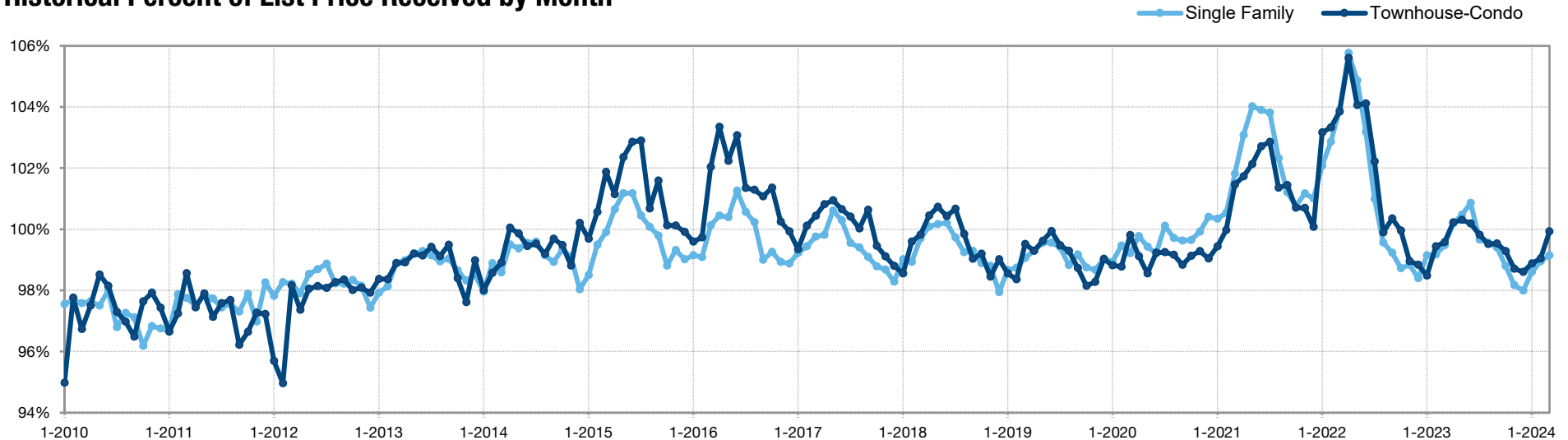
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	100.2%	-5.3%	100.2%	-5.1%
May-2023	100.5%	-4.2%	100.3%	-3.7%
Jun-2023	100.9%	-2.2%	100.2%	-3.7%
Jul-2023	99.7%	-1.3%	99.8%	-2.3%
Aug-2023	99.6%	0.0%	99.5%	-0.4%
Sep-2023	99.4%	+0.2%	99.5%	-0.9%
Oct-2023	98.8%	+0.1%	99.3%	-0.6%
Nov-2023	98.2%	-0.6%	98.7%	-0.3%
Dec-2023	98.0%	-0.4%	98.6%	-0.2%
Jan-2024	98.6%	-0.5%	98.9%	+0.4%
Feb-2024	98.9%	-0.3%	99.0%	-0.4%
Mar-2024	99.1%	-0.4%	99.9%	+0.3%
12-Month Avg*	99.5%	-1.6%	99.6%	-2.0%

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

Historical Percent of List Price Received by Month

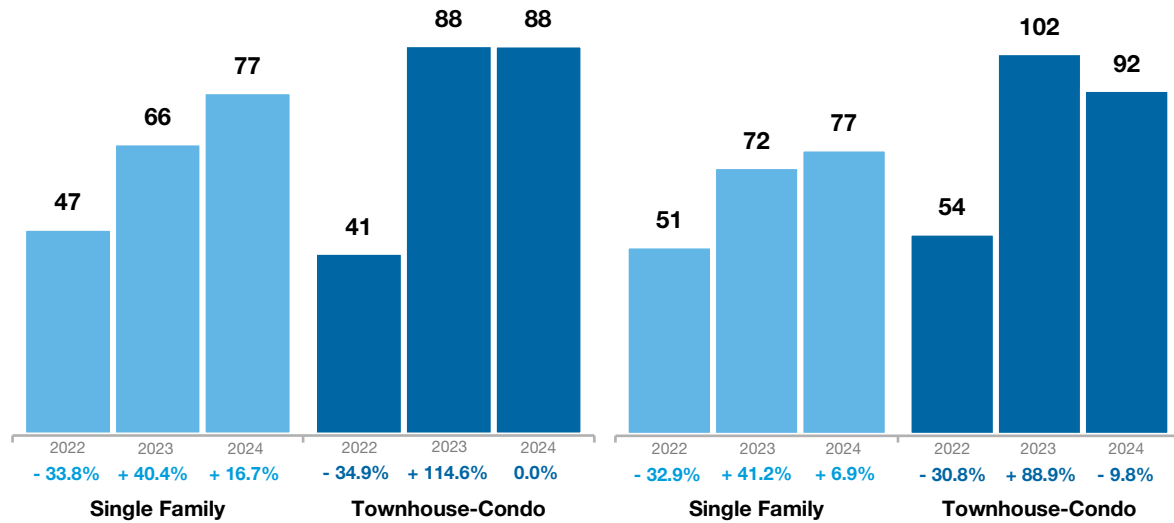


Days on Market Until Sale



March

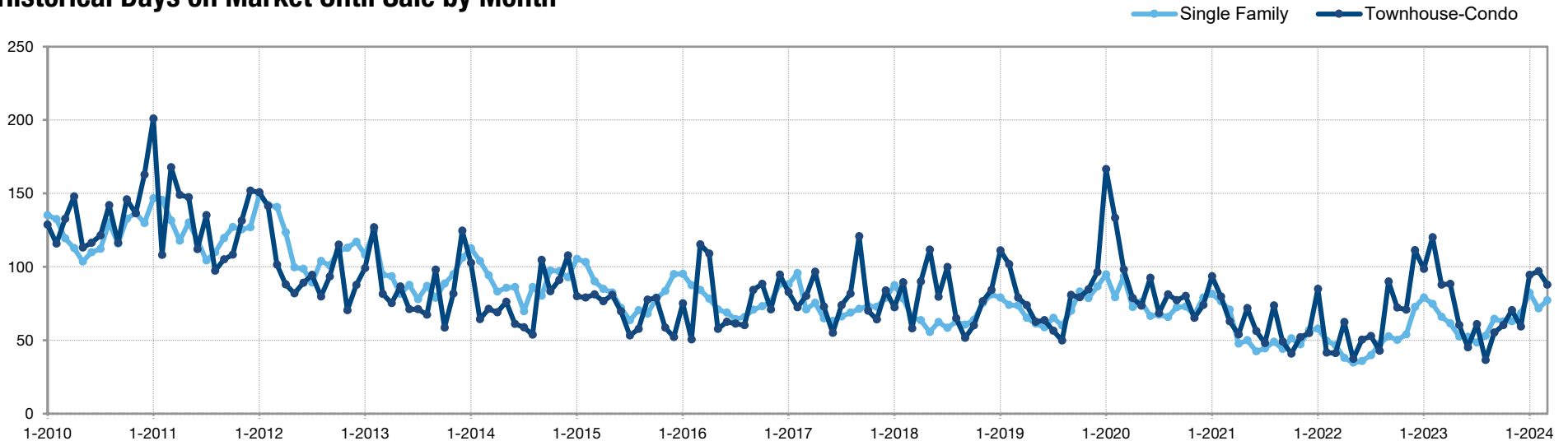
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	61	+60.5%	88	+41.9%
May-2023	52	+48.6%	60	+62.2%
Jun-2023	52	+44.4%	45	-10.0%
Jul-2023	48	+20.0%	61	+15.1%
Aug-2023	53	+12.8%	36	-16.3%
Sep-2023	65	+22.6%	55	-38.9%
Oct-2023	63	+26.0%	60	-16.7%
Nov-2023	63	+16.7%	70	-1.4%
Dec-2023	68	-6.8%	59	-46.8%
Jan-2024	82	+3.8%	94	-5.1%
Feb-2024	72	-4.0%	97	-19.2%
Mar-2024	77	+16.7%	88	0.0%
12-Month Avg	61	+22.9%	63	-6.7%

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

Historical Days on Market Until Sale by Month



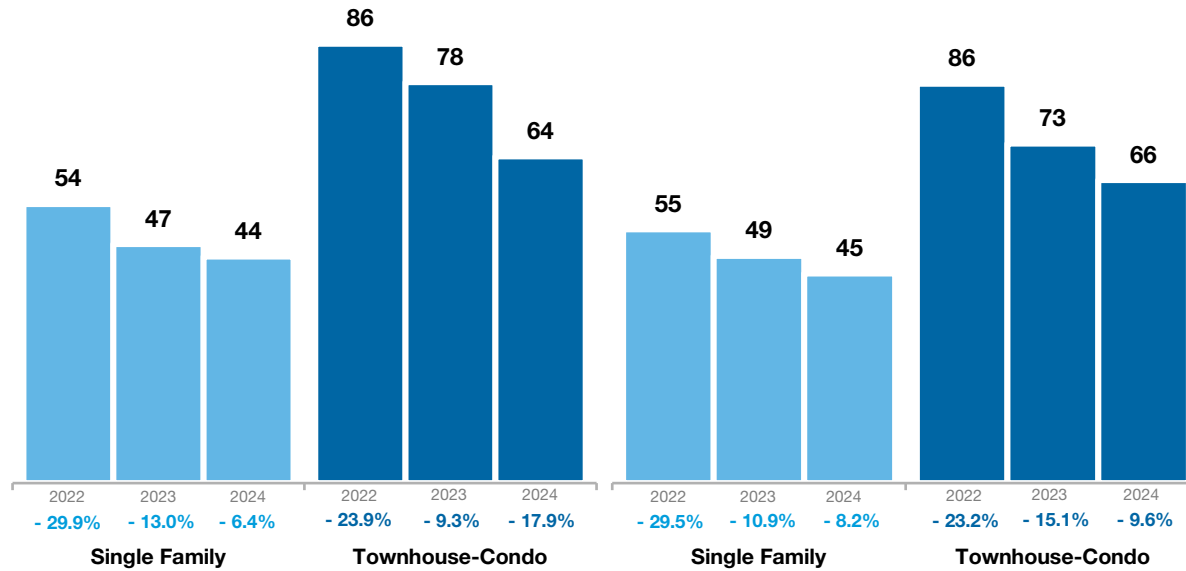
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



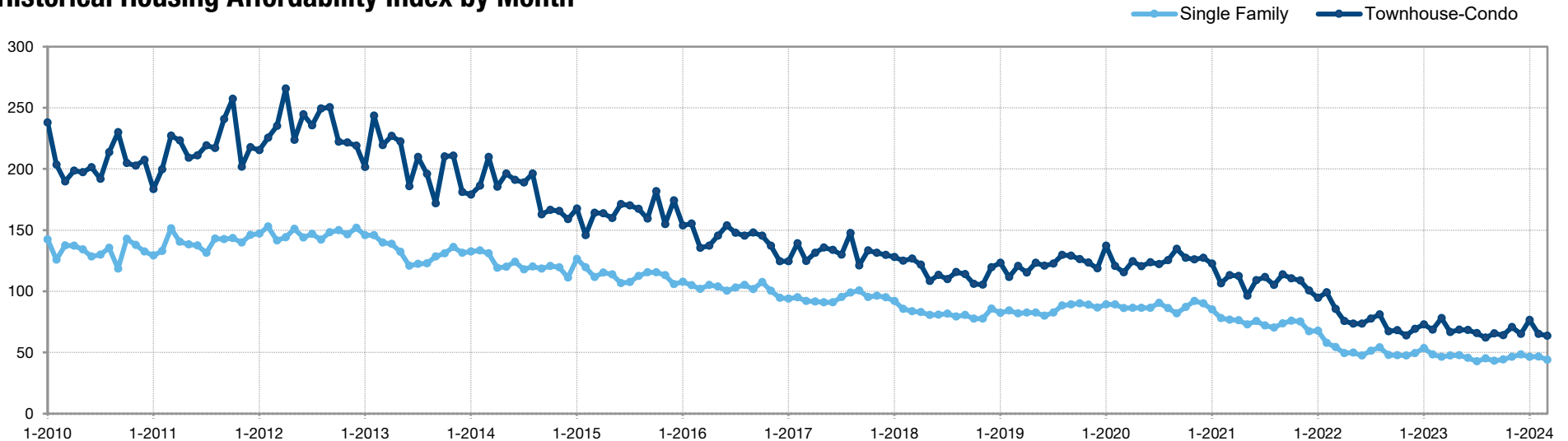
March

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	47	-4.1%	67	-11.8%
May-2023	48	-4.0%	69	-6.8%
Jun-2023	46	-4.2%	68	-6.8%
Jul-2023	43	-15.7%	66	-15.4%
Aug-2023	45	-16.7%	62	-23.5%
Sep-2023	43	-10.4%	66	-1.5%
Oct-2023	44	-8.3%	64	-5.9%
Nov-2023	46	-4.2%	71	+10.9%
Dec-2023	48	-2.0%	65	-5.8%
Jan-2024	46	-14.8%	76	+4.1%
Feb-2024	47	-2.1%	65	-4.4%
Mar-2024	44	-6.4%	64	-17.9%
12-Month Avg	46	-11.0%	49	-11.7%

Historical Housing Affordability Index by Month

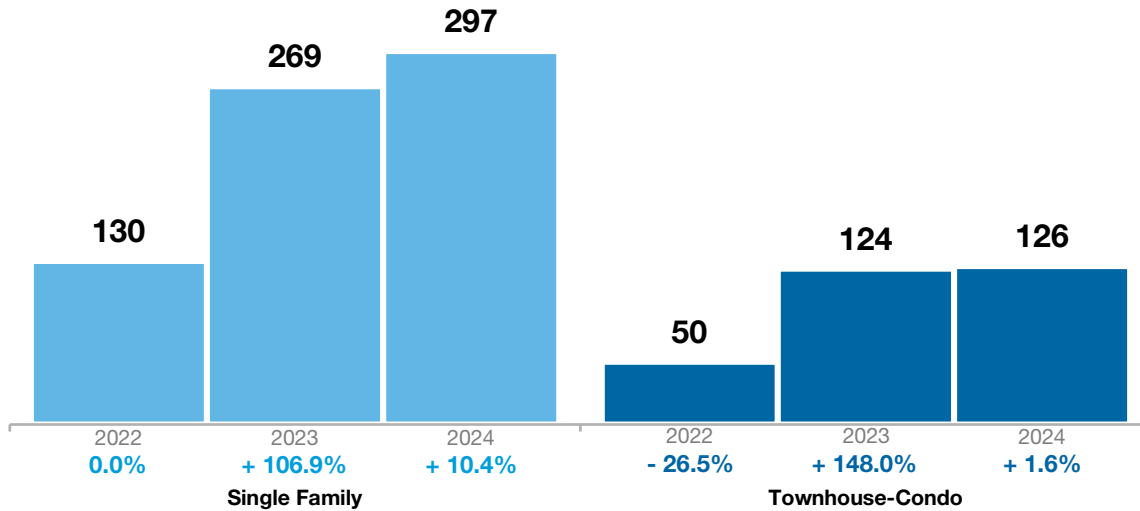


Inventory of Active Listings

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



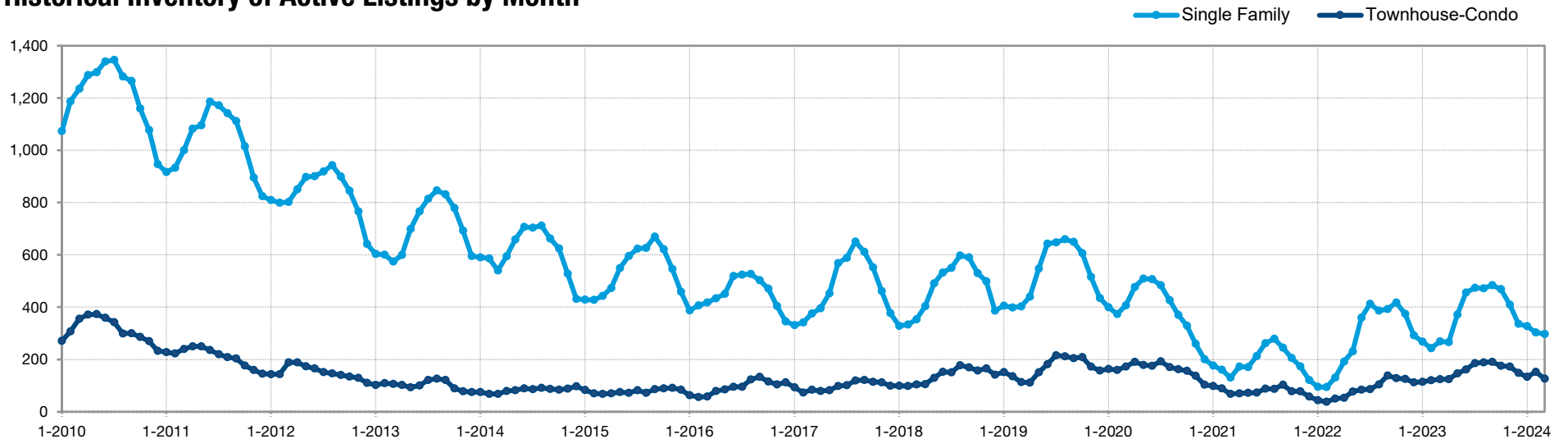
March



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	266	+38.5%	124	+134.0%
May-2023	371	+60.6%	146	+89.6%
Jun-2023	456	+27.0%	161	+91.7%
Jul-2023	474	+15.0%	186	+116.3%
Aug-2023	472	+22.3%	189	+81.7%
Sep-2023	484	+23.5%	191	+38.4%
Oct-2023	469	+12.5%	176	+37.5%
Nov-2023	409	+9.4%	172	+37.6%
Dec-2023	336	+15.1%	148	+32.1%
Jan-2024	327	+22.0%	133	+16.7%
Feb-2024	303	+24.7%	152	+26.7%
Mar-2024	297	+10.4%	126	+1.6%
12-Month Avg*	389	+21.6%	159	+50.5%

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

Historical Inventory of Active Listings by Month

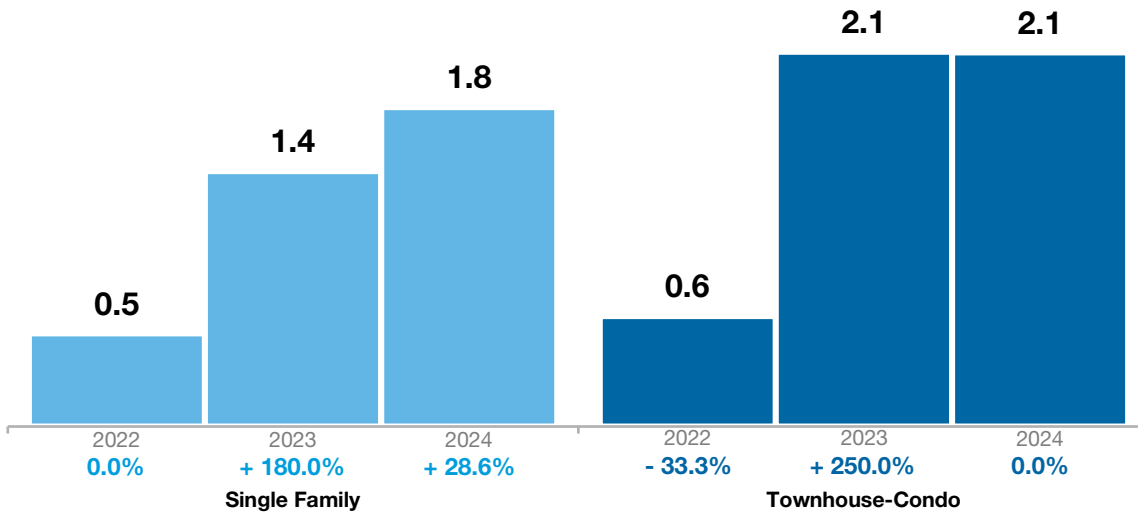


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



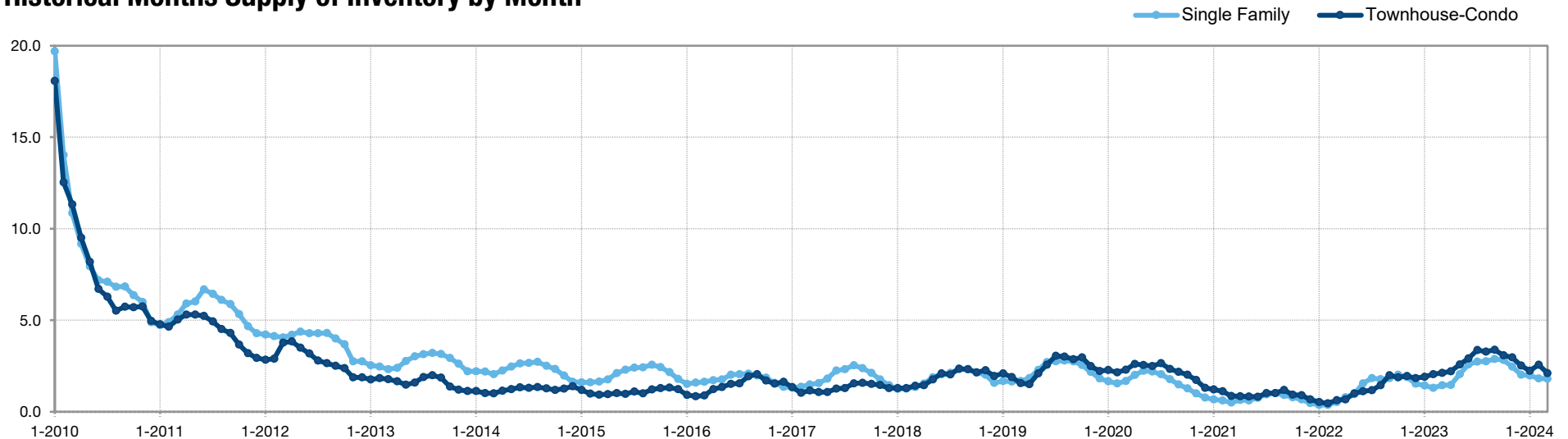
March



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	1.5	+87.5%	2.2	+214.3%
May-2023	2.0	+100.0%	2.6	+160.0%
Jun-2023	2.6	+73.3%	2.9	+163.6%
Jul-2023	2.7	+50.0%	3.4	+183.3%
Aug-2023	2.8	+55.6%	3.3	+135.7%
Sep-2023	2.9	+61.1%	3.4	+70.0%
Oct-2023	2.8	+40.0%	3.1	+63.2%
Nov-2023	2.5	+31.6%	3.0	+50.0%
Dec-2023	2.0	+33.3%	2.5	+38.9%
Jan-2024	2.0	+42.9%	2.2	+15.8%
Feb-2024	1.8	+38.5%	2.6	+30.0%
Mar-2024	1.8	+28.6%	2.1	0.0%
12-Month Avg*	2.3	+48.9%	2.8	+73.5%

* Months Supply for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview

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



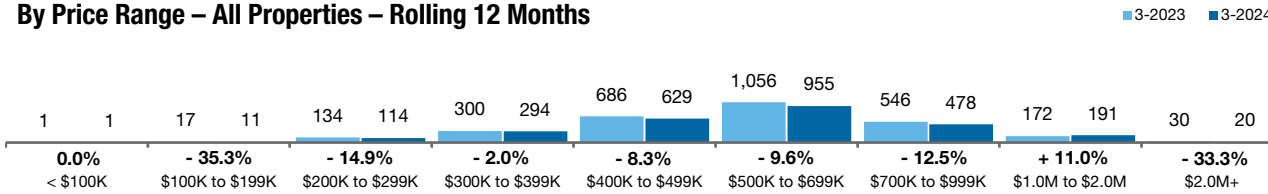
Key Metrics	Historical Sparkbars	3-2023	3-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		336	280	- 16.7%	736	782	+ 6.3%
Pending Sales		273	264	- 3.3%	154	182	+ 18.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		224	211	- 5.8%	519	509	- 1.9%
Median Sales Price		\$549,037	\$574,000	+ 4.5%	\$530,000	\$560,000	+ 5.7%
Avg. Sales Price		\$620,500	\$633,639	+ 4.9%	\$603,186	\$632,929	+ 4.9%
Pct. of List Price Received		99.5%	99.3%	- 0.3%	99.3%	99.0%	- 0.3%
Days on Market		70	80	+ 2.5%	79	81	+ 2.5%
Affordability Index		55	49	- 8.9%	55	50	- 8.9%
Active Listings		393	423	+ 7.6%	--	--	--
Months Supply		1.6	1.9	+ 17.6%	--	--	--

Sold Listings

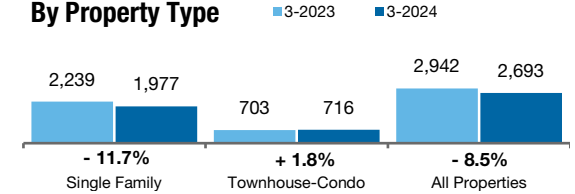
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	3-2023	3-2024	Change	3-2023	3-2024	Change
\$99,999 and Below	1	1	0.0%	0	0	--
\$100,000 to \$199,999	13	10	-23.1%	4	1	-75.0%
\$200,000 to \$299,999	27	25	-7.4%	107	89	-16.8%
\$300,000 to \$399,999	90	74	-17.8%	210	220	+4.8%
\$400,000 to \$499,999	421	353	-16.2%	265	276	+4.2%
\$500,000 to \$699,999	973	863	-11.3%	83	92	+10.8%
\$700,000 to \$999,999	521	454	-12.9%	25	24	-4.0%
\$1,000,000 to \$1,999,999	163	177	+8.6%	9	14	+55.6%
\$2,000,000 and Above	30	20	-33.3%	0	0	--
All Price Ranges	2,239	1,977	-11.7%	703	716	+1.8%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2024	3-2024	Change	2-2024	3-2024	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	0	--	1	0	-100.0%
\$200,000 to \$299,999	2	1	-50.0%	3	5	+66.7%
\$300,000 to \$399,999	4	6	+50.0%	14	16	+14.3%
\$400,000 to \$499,999	26	26	0.0%	10	19	+90.0%
\$500,000 to \$699,999	58	80	+37.9%	8	12	+50.0%
\$700,000 to \$999,999	28	30	+7.1%	2	0	-100.0%
\$1,000,000 to \$1,999,999	11	15	+36.4%	0	0	--
\$2,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	131	159	+21.4%	38	52	+36.8%

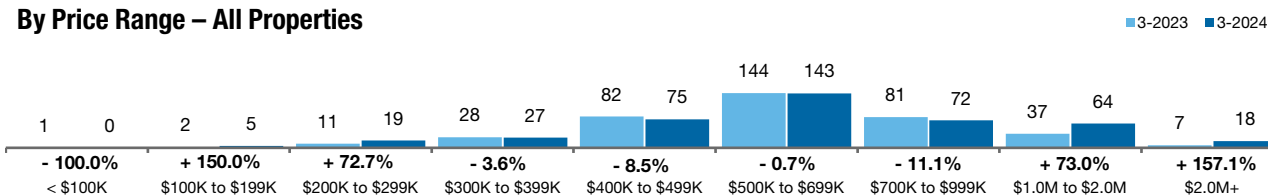
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	3-2023	3-2024	Change	3-2023	3-2024	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	1	-50.0%	0	1	--
\$200,000 to \$299,999	7	4	-42.9%	22	17	-22.7%
\$300,000 to \$399,999	13	14	+7.7%	35	41	+17.1%
\$400,000 to \$499,999	90	66	-26.7%	46	41	-10.9%
\$500,000 to \$699,999	173	178	+2.9%	9	23	+155.6%
\$700,000 to \$999,999	93	78	-16.1%	0	3	--
\$1,000,000 to \$1,999,999	23	36	+56.5%	1	0	-100.0%
\$2,000,000 and Above	5	6	+20.0%	0	0	--
All Price Ranges	406	383	-5.7%	113	126	+11.5%

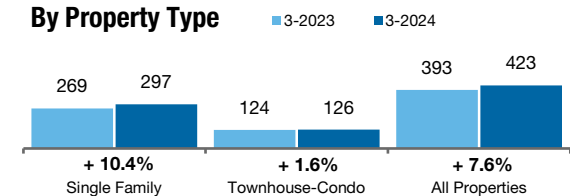
Inventory of Active Listings

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		
	3-2023	3-2024	Change	3-2023	3-2024	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	2	5	+150.0%	0	0	--
\$200,000 to \$299,999	6	5	-16.7%	5	14	+180.0%
\$300,000 to \$399,999	11	6	-45.5%	17	21	+23.5%
\$400,000 to \$499,999	22	21	-4.5%	60	54	-10.0%
\$500,000 to \$699,999	117	120	+2.6%	27	23	-14.8%
\$700,000 to \$999,999	71	60	-15.5%	10	12	+20.0%
\$1,000,000 to \$1,999,999	32	62	+93.8%	5	2	-60.0%
\$2,000,000 and Above	7	18	+157.1%	0	0	--
All Price Ranges	269	297	+10.4%	124	126	+1.6%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2024	3-2024	Change	2-2024	3-2024	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	4	5	+25.0%	0	0	--
\$200,000 to \$299,999	4	5	+25.0%	19	14	-26.3%
\$300,000 to \$399,999	5	6	+20.0%	28	21	-25.0%
\$400,000 to \$499,999	30	21	-30.0%	60	54	-10.0%
\$500,000 to \$699,999	125	120	-4.0%	31	23	-25.8%
\$700,000 to \$999,999	63	60	-4.8%	12	12	0.0%
\$1,000,000 to \$1,999,999	58	62	+6.9%	2	2	0.0%
\$2,000,000 and Above	14	18	+28.6%	0	0	--
All Price Ranges	303	297	-2.0%	152	126	-17.1%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	3-2023	3-2024	Change	3-2023	3-2024	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	5	+150.0%	0	0	--
\$200,000 to \$299,999	6	5	-16.7%	5	14	+180.0%
\$300,000 to \$399,999	11	6	-45.5%	17	21	+23.5%
\$400,000 to \$499,999	22	21	-4.5%	60	54	-10.0%
\$500,000 to \$699,999	117	120	+2.6%	27	23	-14.8%
\$700,000 to \$999,999	71	60	-15.5%	10	12	+20.0%
\$1,000,000 to \$1,999,999	32	62	+93.8%	5	2	-60.0%
\$2,000,000 and Above	7	18	+157.1%	0	0	--
All Price Ranges	269	297	+10.4%	124	126	+1.6%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

Local Market Update for March 2024

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Fort Collins

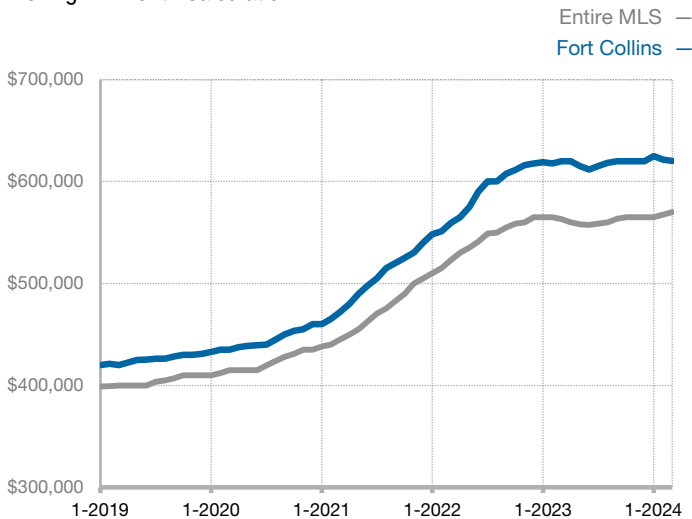
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	214	182	- 15.0%	458	479	+ 4.6%
Closed Sales	153	128	- 16.3%	355	322	- 9.3%
Median Sales Price*	\$636,000	\$626,250	- 1.5%	\$615,000	\$616,000	+ 0.2%
Average Sales Price*	\$677,890	\$684,331	+ 1.0%	\$677,979	\$701,050	+ 3.4%
Percent of List Price Received*	99.8%	99.5%	- 0.3%	99.4%	99.0%	- 0.4%
Days on Market Until Sale	56	62	+ 10.7%	62	67	+ 8.1%
Inventory of Homes for Sale	201	212	+ 5.5%	--	--	--
Months Supply of Inventory	1.1	1.6	+ 45.5%	--	--	--

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

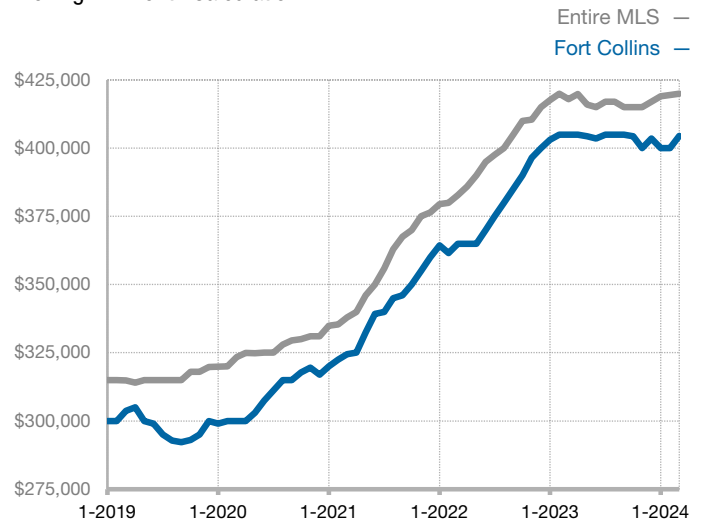
Townhouse/Condo	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	69	61	- 11.6%	179	191	+ 6.7%
Closed Sales	58	56	- 3.4%	140	129	- 7.9%
Median Sales Price*	\$375,000	\$422,500	+ 12.7%	\$392,500	\$392,500	0.0%
Average Sales Price*	\$379,170	\$417,444	+ 10.1%	\$384,912	\$400,899	+ 4.2%
Percent of List Price Received*	99.7%	99.8%	+ 0.1%	99.1%	99.3%	+ 0.2%
Days on Market Until Sale	71	88	+ 23.9%	84	89	+ 6.0%
Inventory of Homes for Sale	105	115	+ 9.5%	--	--	--
Months Supply of Inventory	1.5	2.1	+ 40.0%	--	--	--

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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 2024

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Windsor

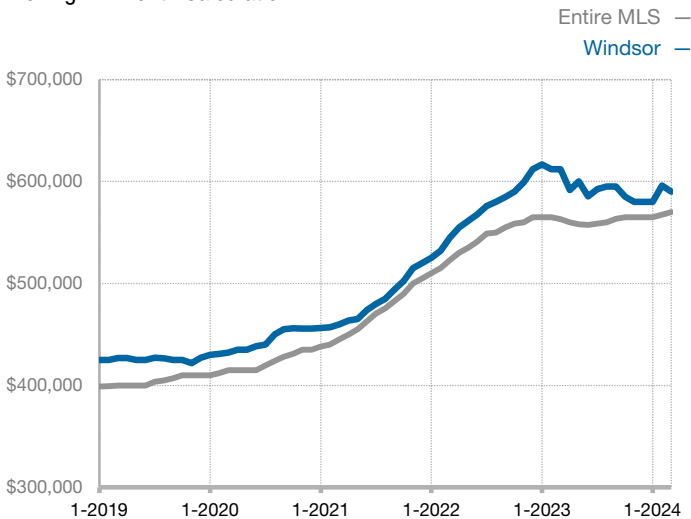
Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	114	115	+ 0.9%	252	301	+ 19.4%
Closed Sales	81	73	- 9.9%	198	157	- 20.7%
Median Sales Price*	\$580,000	\$570,500	- 1.6%	\$543,251	\$580,000	+ 6.8%
Average Sales Price*	\$655,396	\$717,670	+ 9.5%	\$624,261	\$707,167	+ 13.3%
Percent of List Price Received*	99.1%	99.8%	+ 0.7%	100.1%	99.3%	- 0.8%
Days on Market Until Sale	106	64	- 39.6%	143	78	- 45.5%
Inventory of Homes for Sale	159	178	+ 11.9%	--	--	--
Months Supply of Inventory	2.1	2.9	+ 38.1%	--	--	--

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

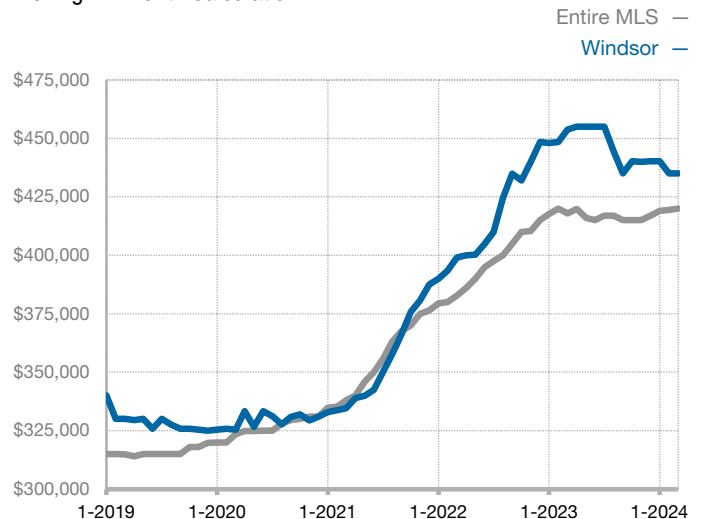
Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	12	11	- 8.3%	32	38	+ 18.8%
Closed Sales	10	5	- 50.0%	20	18	- 10.0%
Median Sales Price*	\$468,865	\$471,470	+ 0.6%	\$455,148	\$420,538	- 7.6%
Average Sales Price*	\$439,409	\$424,944	- 3.3%	\$450,308	\$422,091	- 6.3%
Percent of List Price Received*	99.0%	97.8%	- 1.2%	100.8%	98.3%	- 2.5%
Days on Market Until Sale	143	187	+ 30.8%	182	115	- 36.8%
Inventory of Homes for Sale	24	33	+ 37.5%	--	--	--
Months Supply of Inventory	2.2	3.2	+ 45.5%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for March 2024

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Loveland

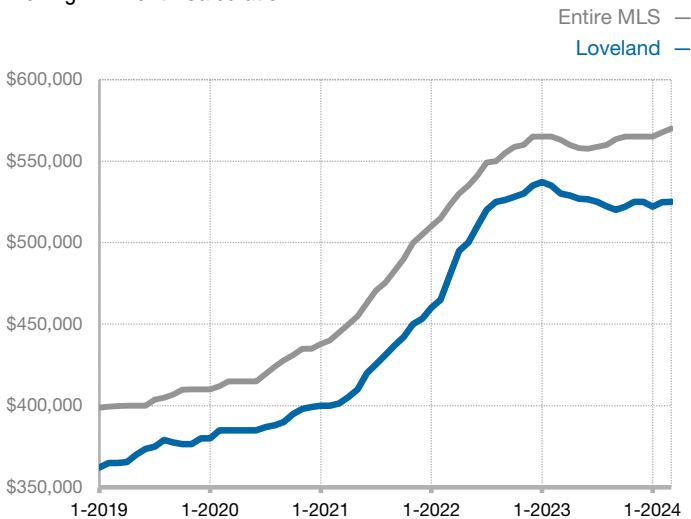
Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	140	115	- 17.9%	323	318	- 1.5%
Closed Sales	117	101	- 13.7%	291	256	- 12.0%
Median Sales Price*	\$529,990	\$546,335	+ 3.1%	\$518,000	\$515,000	- 0.6%
Average Sales Price*	\$593,253	\$714,699	+ 20.5%	\$635,587	\$630,559	- 0.8%
Percent of List Price Received*	99.8%	99.9%	+ 0.1%	98.8%	99.4%	+ 0.6%
Days on Market Until Sale	58	61	+ 5.2%	67	63	- 6.0%
Inventory of Homes for Sale	148	111	- 25.0%	--	--	--
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.

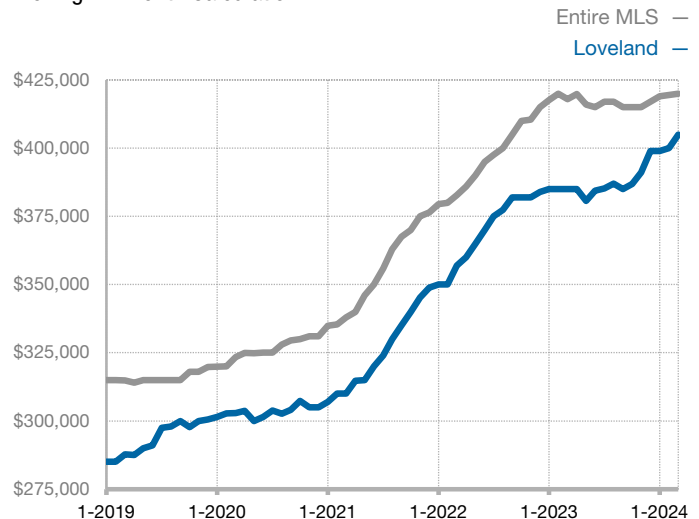
Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	48	25	- 47.9%	95	59	- 37.9%
Closed Sales	31	22	- 29.0%	73	50	- 31.5%
Median Sales Price*	\$394,870	\$402,500	+ 1.9%	\$385,000	\$399,975	+ 3.9%
Average Sales Price*	\$395,796	\$401,370	+ 1.4%	\$400,889	\$402,253	+ 0.3%
Percent of List Price Received*	100.2%	100.4%	+ 0.2%	101.2%	99.7%	- 1.5%
Days on Market Until Sale	153	96	- 37.3%	174	94	- 46.0%
Inventory of Homes for Sale	96	32	- 66.7%	--	--	--
Months Supply of Inventory	3.0	1.3	- 56.7%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for March 2024

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Johnstown

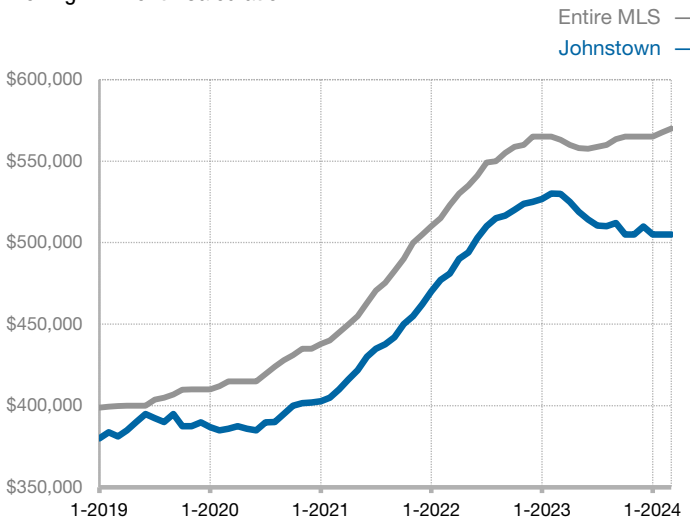
Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	68	60	- 11.8%	178	181	+ 1.7%
Closed Sales	62	37	- 40.3%	115	111	- 3.5%
Median Sales Price*	\$502,695	\$525,790	+ 4.6%	\$512,500	\$508,900	- 0.7%
Average Sales Price*	\$516,089	\$536,148	+ 3.9%	\$539,925	\$528,377	- 2.1%
Percent of List Price Received*	99.6%	99.6%	0.0%	99.4%	99.5%	+ 0.1%
Days on Market Until Sale	50	47	- 6.0%	60	54	- 10.0%
Inventory of Homes for Sale	83	92	+ 10.8%	--	--	--
Months Supply of Inventory	1.7	2.1	+ 23.5%	--	--	--

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

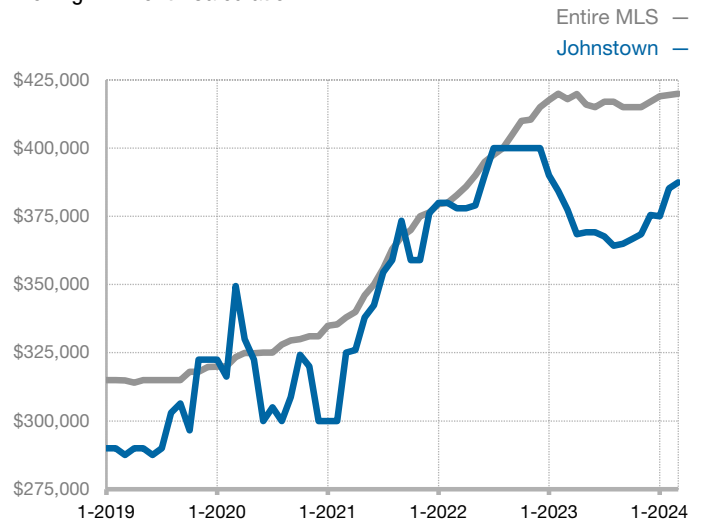
Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	2	5	+ 150.0%	8	55	+ 587.5%
Closed Sales	6	13	+ 116.7%	13	33	+ 153.8%
Median Sales Price*	\$354,225	\$399,990	+ 12.9%	\$344,250	\$408,610	+ 18.7%
Average Sales Price*	\$360,675	\$403,386	+ 11.8%	\$366,488	\$398,771	+ 8.8%
Percent of List Price Received*	100.2%	100.0%	- 0.2%	100.1%	99.7%	- 0.4%
Days on Market Until Sale	56	70	+ 25.0%	82	55	- 32.9%
Inventory of Homes for Sale	2	45	+ 2150.0%	--	--	--
Months Supply of Inventory	0.6	8.4	+ 1300.0%	--	--	--

* 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 2024

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Berthoud

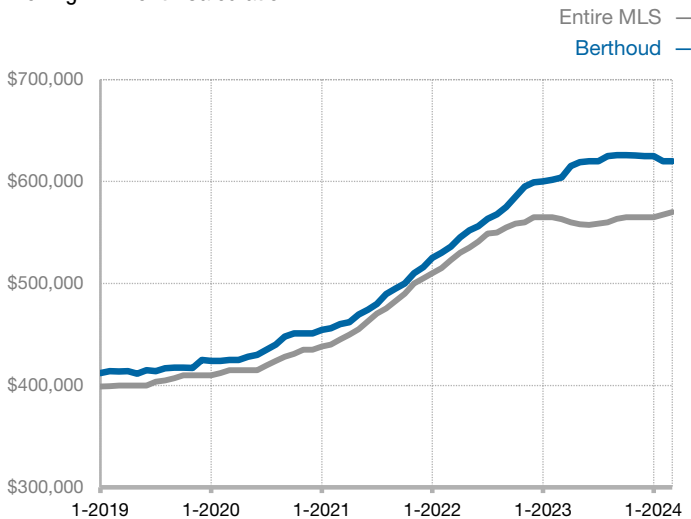
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	57	78	+ 36.8%	133	156	+ 17.3%
Closed Sales	38	30	- 21.1%	102	77	- 24.5%
Median Sales Price*	\$617,950	\$645,000	+ 4.4%	\$617,500	\$589,900	- 4.5%
Average Sales Price*	\$761,229	\$775,009	+ 1.8%	\$792,234	\$738,653	- 6.8%
Percent of List Price Received*	98.7%	99.7%	+ 1.0%	98.8%	98.8%	0.0%
Days on Market Until Sale	80	92	+ 15.0%	90	102	+ 13.3%
Inventory of Homes for Sale	92	109	+ 18.5%	--	--	--
Months Supply of Inventory	2.3	3.6	+ 56.5%	--	--	--

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

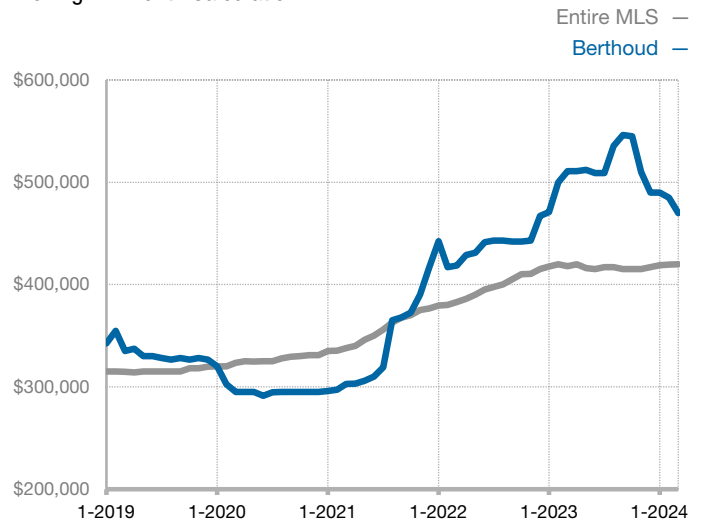
Townhouse/Condo	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	13	1	- 92.3%	21	8	- 61.9%
Closed Sales	6	5	- 16.7%	16	6	- 62.5%
Median Sales Price*	\$591,364	\$410,000	- 30.7%	\$528,000	\$417,500	- 20.9%
Average Sales Price*	\$572,120	\$398,000	- 30.4%	\$540,596	\$409,165	- 24.3%
Percent of List Price Received*	104.5%	99.7%	- 4.6%	103.5%	99.2%	- 4.2%
Days on Market Until Sale	168	68	- 59.5%	203	71	- 65.0%
Inventory of Homes for Sale	12	9	- 25.0%	--	--	--
Months Supply of Inventory	2.3	2.8	+ 21.7%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for March 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Boulder

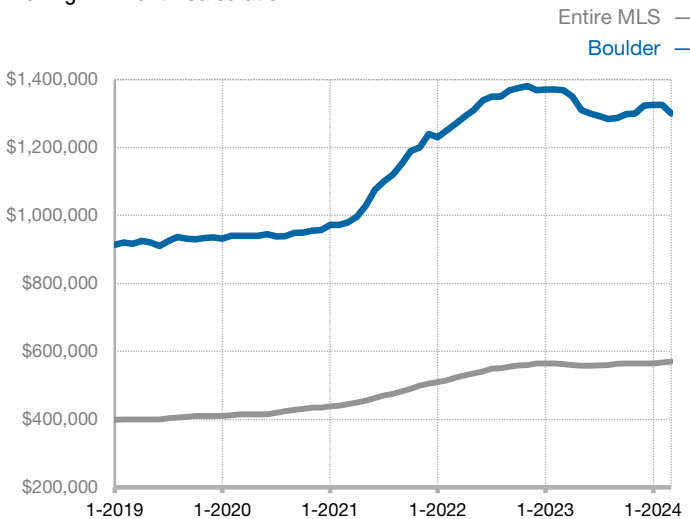
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	149	128	- 14.1%	334	349	+ 4.5%
Closed Sales	85	62	- 27.1%	170	187	+ 10.0%
Median Sales Price*	\$1,425,000	\$1,200,000	- 15.8%	\$1,392,500	\$1,280,000	- 8.1%
Average Sales Price*	\$1,682,756	\$1,510,313	- 10.2%	\$1,797,298	\$1,615,909	- 10.1%
Percent of List Price Received*	98.8%	96.4%	- 2.4%	98.6%	97.2%	- 1.4%
Days on Market Until Sale	52	85	+ 63.5%	58	85	+ 46.6%
Inventory of Homes for Sale	223	225	+ 0.9%	--	--	--
Months Supply of Inventory	2.8	3.0	+ 7.1%	--	--	--

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

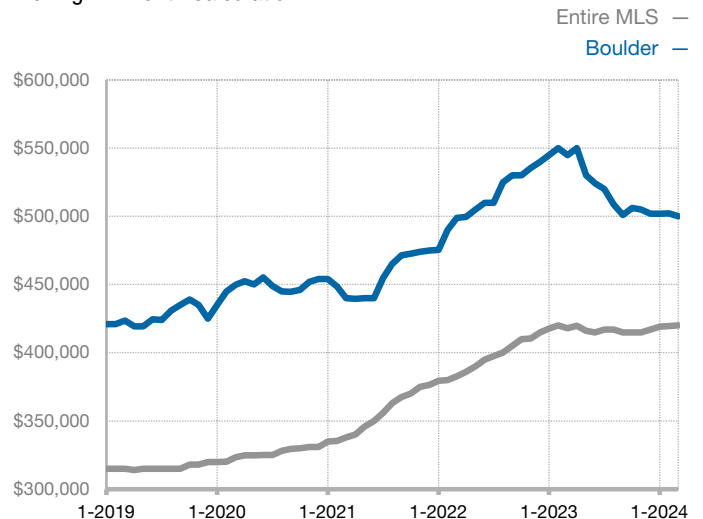
Townhouse/Condo	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	82	103	+ 25.6%	185	250	+ 35.1%
Closed Sales	43	54	+ 25.6%	114	123	+ 7.9%
Median Sales Price*	\$565,000	\$492,500	- 12.8%	\$516,250	\$491,500	- 4.8%
Average Sales Price*	\$599,082	\$658,115	+ 9.9%	\$609,998	\$631,135	+ 3.5%
Percent of List Price Received*	100.0%	98.5%	- 1.5%	99.1%	98.4%	- 0.7%
Days on Market Until Sale	52	82	+ 57.7%	53	69	+ 30.2%
Inventory of Homes for Sale	79	151	+ 91.1%	--	--	--
Months Supply of Inventory	1.4	3.1	+ 121.4%	--	--	--

* 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 2024

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Wellington

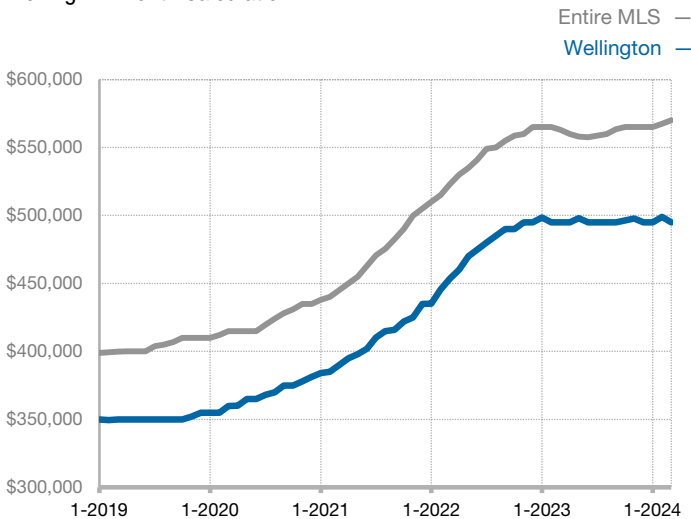
Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	24	21	- 12.5%	85	82	- 3.5%
Closed Sales	30	18	- 40.0%	83	52	- 37.3%
Median Sales Price*	\$512,500	\$488,750	- 4.6%	\$495,000	\$490,000	- 1.0%
Average Sales Price*	\$533,313	\$554,169	+ 3.9%	\$507,126	\$572,439	+ 12.9%
Percent of List Price Received*	99.6%	100.4%	+ 0.8%	99.3%	99.8%	+ 0.5%
Days on Market Until Sale	90	68	- 24.4%	82	72	- 12.2%
Inventory of Homes for Sale	44	44	0.0%	--	--	--
Months Supply of Inventory	1.6	2.2	+ 37.5%	--	--	--

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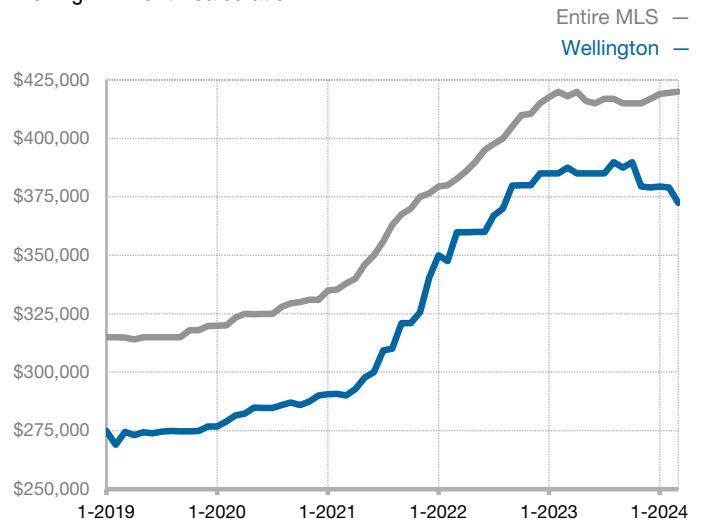
Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	6	5	- 16.7%	10	12	+ 20.0%
Closed Sales	2	3	+ 50.0%	2	7	+ 250.0%
Median Sales Price*	\$387,450	\$315,000	- 18.7%	\$387,450	\$370,000	- 4.5%
Average Sales Price*	\$387,450	\$335,000	- 13.5%	\$387,450	\$352,143	- 9.1%
Percent of List Price Received*	97.9%	99.1%	+ 1.2%	97.9%	98.7%	+ 0.8%
Days on Market Until Sale	23	42	+ 82.6%	23	86	+ 273.9%
Inventory of Homes for Sale	5	4	- 20.0%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--

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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 2024

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Longmont

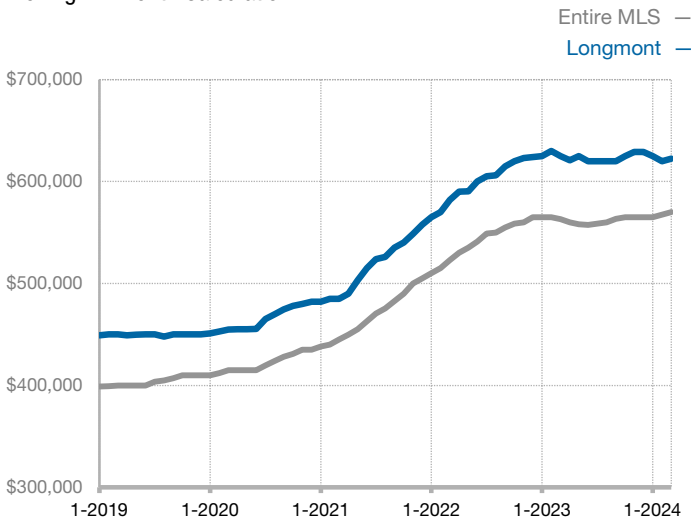
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	141	135	- 4.3%	304	326	+ 7.2%
Closed Sales	88	93	+ 5.7%	207	226	+ 9.2%
Median Sales Price*	\$608,000	\$645,000	+ 6.1%	\$638,000	\$600,000	- 6.0%
Average Sales Price*	\$763,515	\$735,067	- 3.7%	\$761,017	\$702,855	- 7.6%
Percent of List Price Received*	99.9%	99.7%	- 0.2%	98.8%	99.3%	+ 0.5%
Days on Market Until Sale	45	51	+ 13.3%	61	60	- 1.6%
Inventory of Homes for Sale	169	135	- 20.1%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--

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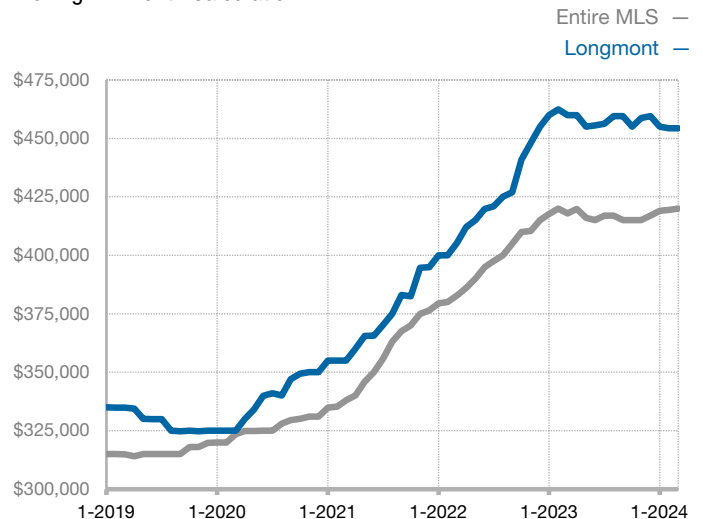
Townhouse/Condo	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	37	47	+ 27.0%	105	103	- 1.9%
Closed Sales	26	22	- 15.4%	63	64	+ 1.6%
Median Sales Price*	\$454,685	\$453,743	- 0.2%	\$476,420	\$450,750	- 5.4%
Average Sales Price*	\$440,762	\$467,362	+ 6.0%	\$479,750	\$453,724	- 5.4%
Percent of List Price Received*	99.9%	100.2%	+ 0.3%	99.5%	99.4%	- 0.1%
Days on Market Until Sale	83	167	+ 101.2%	66	153	+ 131.8%
Inventory of Homes for Sale	119	79	- 33.6%	--	--	--
Months Supply of Inventory	4.3	2.9	- 32.6%	--	--	--

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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 2024

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Greeley

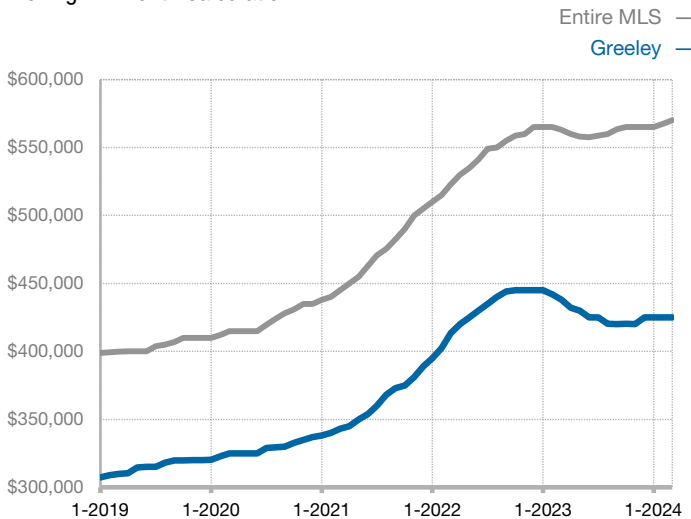
Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	126	123	- 2.4%	311	362	+ 16.4%
Closed Sales	121	113	- 6.6%	286	249	- 12.9%
Median Sales Price*	\$416,000	\$433,500	+ 4.2%	\$418,220	\$427,000	+ 2.1%
Average Sales Price*	\$429,376	\$457,709	+ 6.6%	\$425,483	\$445,815	+ 4.8%
Percent of List Price Received*	99.9%	99.4%	- 0.5%	99.6%	99.3%	- 0.3%
Days on Market Until Sale	70	62	- 11.4%	74	68	- 8.1%
Inventory of Homes for Sale	117	142	+ 21.4%	--	--	--
Months Supply of Inventory	0.9	1.6	+ 77.8%	--	--	--

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Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	25	19	- 24.0%	73	65	- 11.0%
Closed Sales	20	13	- 35.0%	57	48	- 15.8%
Median Sales Price*	\$352,500	\$345,000	- 2.1%	\$319,900	\$330,000	+ 3.2%
Average Sales Price*	\$342,750	\$329,577	- 3.8%	\$327,497	\$335,607	+ 2.5%
Percent of List Price Received*	99.3%	99.8%	+ 0.5%	99.2%	99.5%	+ 0.3%
Days on Market Until Sale	58	64	+ 10.3%	63	93	+ 47.6%
Inventory of Homes for Sale	43	39	- 9.3%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

