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FCBR 2020

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Colorado is your backyard - and ours. That's why you can trust your investment to our 50+ years of local expertise and experience.



Monthly Indicators



May 2020

New Listings were down 10.1 percent for single family homes and 16.8 percent for townhouse-condo properties. Pending Sales landed at 347 for single family homes and 111 for townhouse-condo properties.

The Median Sales Price was up 2.9 percent to \$437,525 for single family homes and 11.8 percent to \$318,750 for townhouse-condo properties. Days on Market increased 23.0 percent for single family homes and 17.7 percent for townhouse-condo properties.

Buyers have been quicker to return to the housing market in force than sellers, who have been showing a bit more reluctance to list their homes than is typical for this time of year. But trends are improving and as states and localities continue to moderate their COVID-19 policies, real estate activity is expected to continue to improve in the coming weeks.

Activity Snapshot

- 45.2% **+ 23.0%** **+ 2.9%**

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
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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	5-2019	5-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		457	411	- 10.1%	1,671	1,479	- 11.5%
Pending Sales		294	347	+ 18.0%	1,270	1,165	- 8.3%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		303	166	- 45.2%	1,058	897	- 15.2%
Median Sales Price		\$425,000	\$437,525	+ 2.9%	\$421,000	\$432,000	+ 2.6%
Avg. Sales Price		\$463,380	\$502,204	+ 8.4%	\$467,259	\$486,403	+ 4.1%
Pct. of List Price Received		99.6%	99.4%	- 0.2%	99.2%	99.4%	+ 0.2%
Days on Market		61	75	+ 23.0%	69	83	+ 20.3%
Affordability Index		83	87	+ 4.8%	83	89	+ 7.2%
Active Listings		563	502	- 10.8%	--	--	--
Months Supply		2.3	2.2	- 4.3%	--	--	--

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.



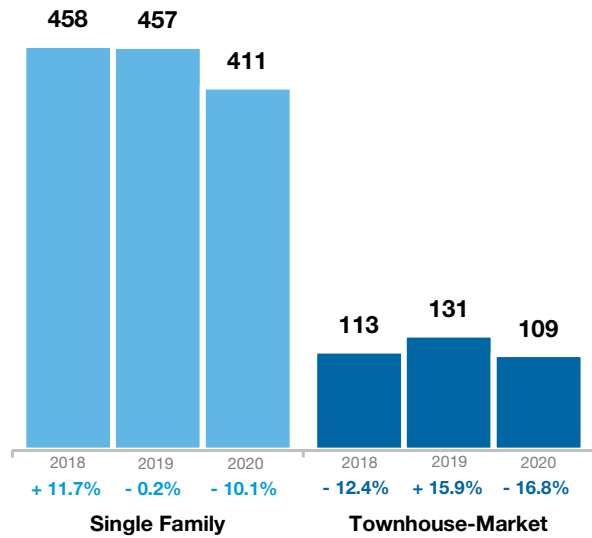
Key Metrics	Historical Sparkbars	5-2019	5-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		131	109	- 16.8%	495	443	- 10.5%
Pending Sales		86	111	+ 29.1%	403	378	- 6.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		89	50	- 43.8%	339	329	- 2.9%
Median Sales Price		\$285,000	\$318,750	+ 11.8%	\$290,000	\$308,000	+ 6.2%
Avg. Sales Price		\$303,377	\$325,202	+ 7.2%	\$308,730	\$331,499	+ 7.4%
Pct. of List Price Received		99.6%	98.5%	- 1.1%	99.2%	99.1%	- 0.1%
Days on Market		62	73	+ 17.7%	81	111	+ 37.0%
Affordability Index		123	120	- 2.4%	121	124	+ 2.5%
Active Listings		150	164	+ 9.3%	--	--	--
Months Supply		2.1	2.4	+ 14.3%	--	--	--

New Listings

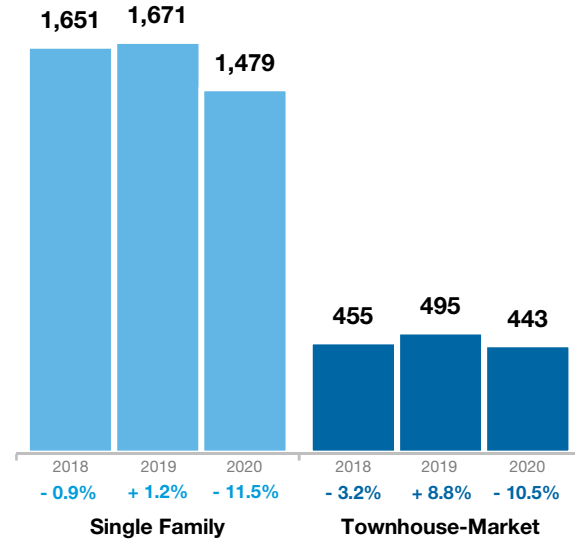
A count of the properties that have been newly listed on the market in a given month.



May

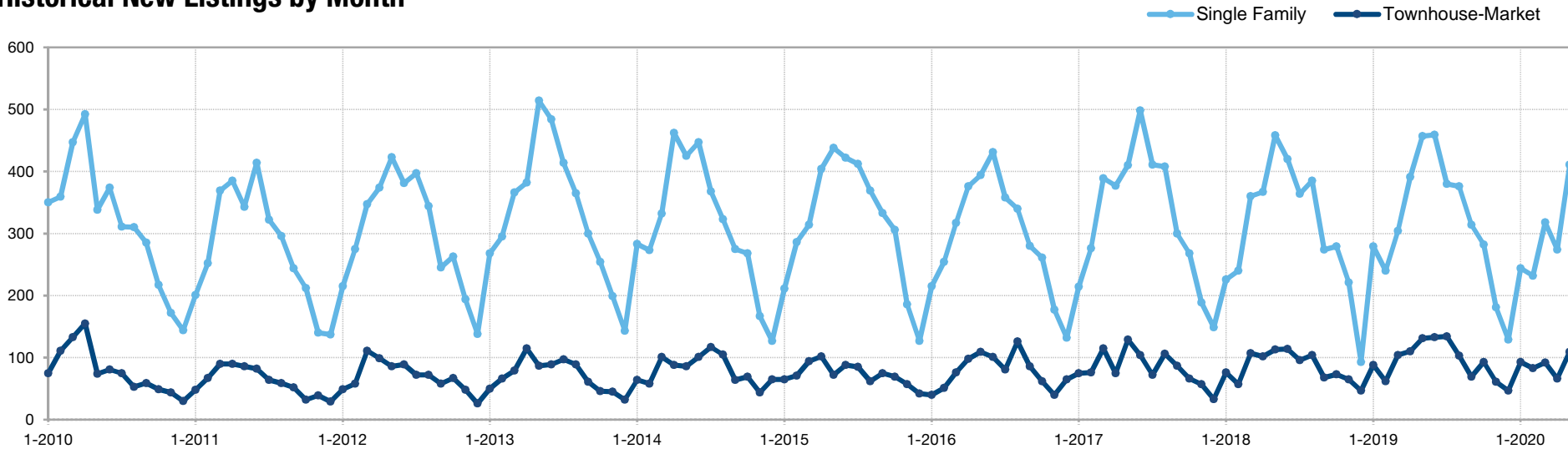


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2019	459	+9.3%	133	+16.7%
Jul-2019	380	+4.4%	134	+39.6%
Aug-2019	376	-2.3%	103	-1.0%
Sep-2019	314	+14.6%	69	+1.5%
Oct-2019	282	+1.1%	93	+27.4%
Nov-2019	181	-18.1%	61	-6.2%
Dec-2019	129	+38.7%	47	0.0%
Jan-2020	244	-12.5%	93	+5.7%
Feb-2020	232	-3.3%	83	+33.9%
Mar-2020	318	+4.6%	92	-11.5%
Apr-2020	274	-29.9%	66	-40.0%
May-2020	411	-10.1%	109	-16.8%
12-Month Avg	300	-2.9%	90	+2.0%

Historical New Listings by Month

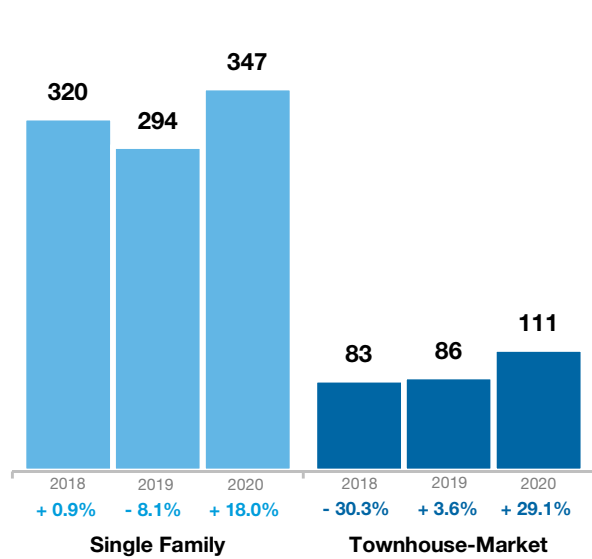


Pending Sales

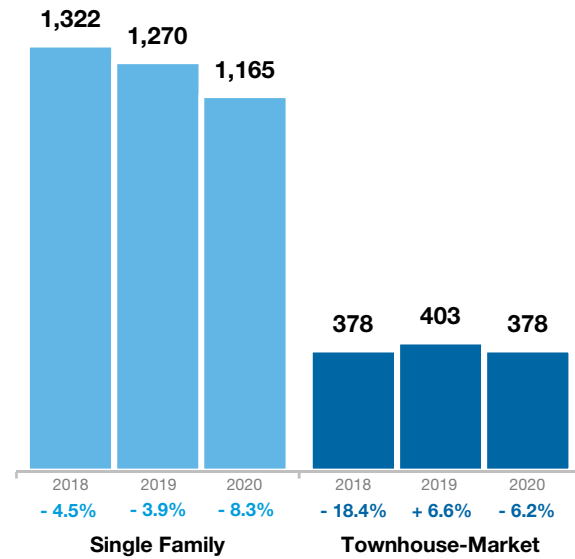
A count of the properties on which offers have been accepted in a given month.



May

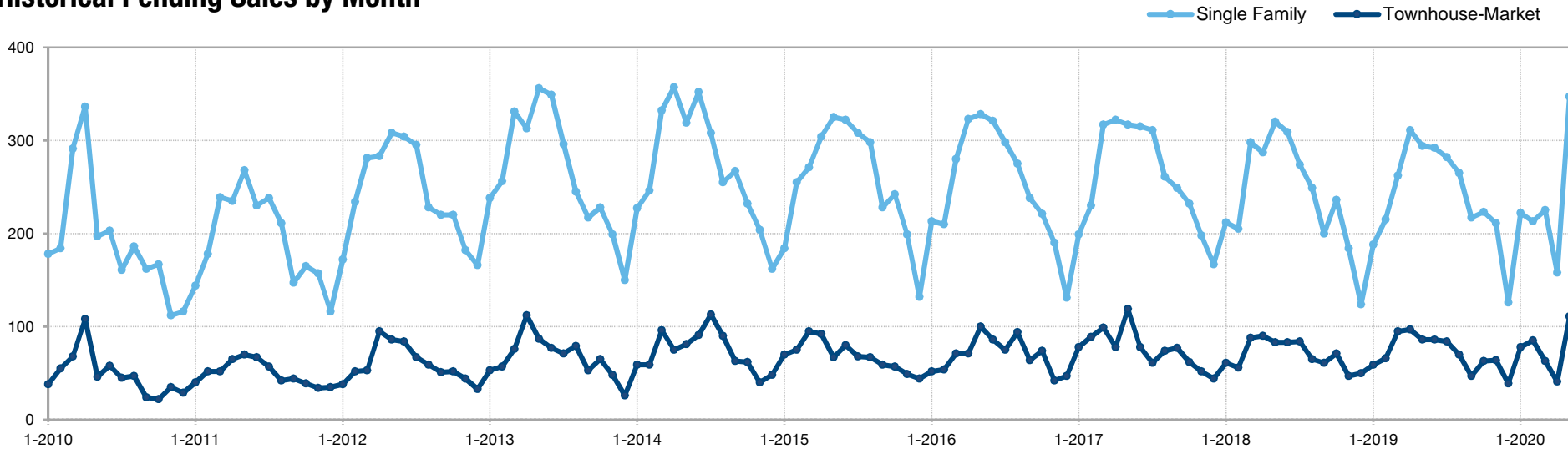


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2019	292	-5.5%	86	+3.6%
Jul-2019	282	+2.9%	84	0.0%
Aug-2019	265	+6.4%	70	+7.7%
Sep-2019	217	+8.5%	47	-23.0%
Oct-2019	223	-5.5%	63	-11.3%
Nov-2019	211	+14.7%	64	+36.2%
Dec-2019	126	+1.6%	39	-22.0%
Jan-2020	222	+18.1%	78	+32.2%
Feb-2020	213	-0.9%	85	+28.8%
Mar-2020	225	-14.1%	63	-33.7%
Apr-2020	158	-49.2%	41	-57.7%
May-2020	347	+18.0%	111	+29.1%
12-Month Avg	232	-2.3%	69	-3.8%

Historical Pending Sales by Month

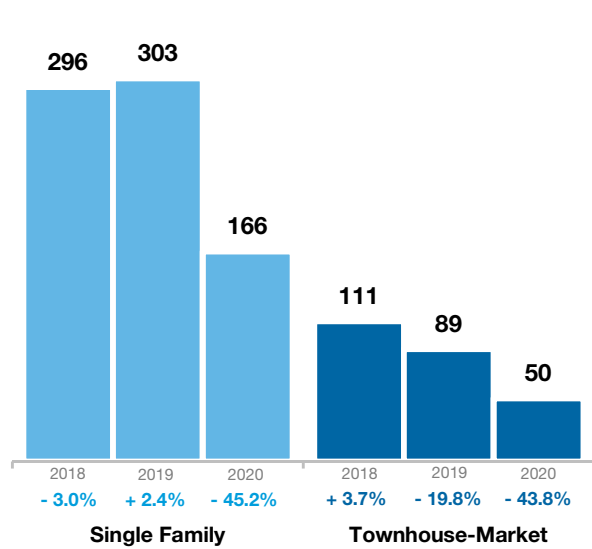


Sold Listings

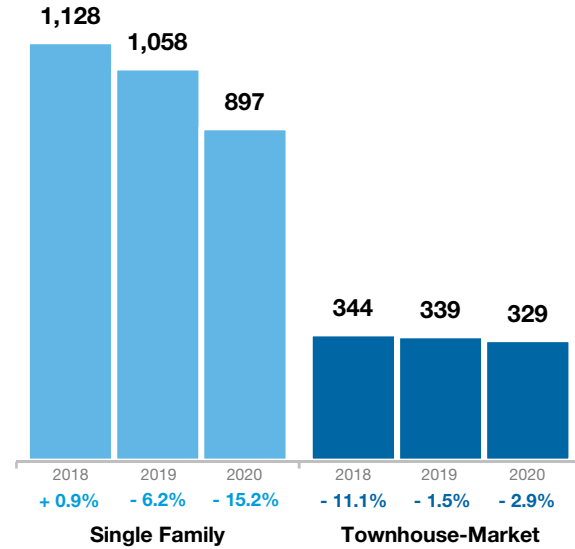
A count of the actual sales that closed in a given month.



May

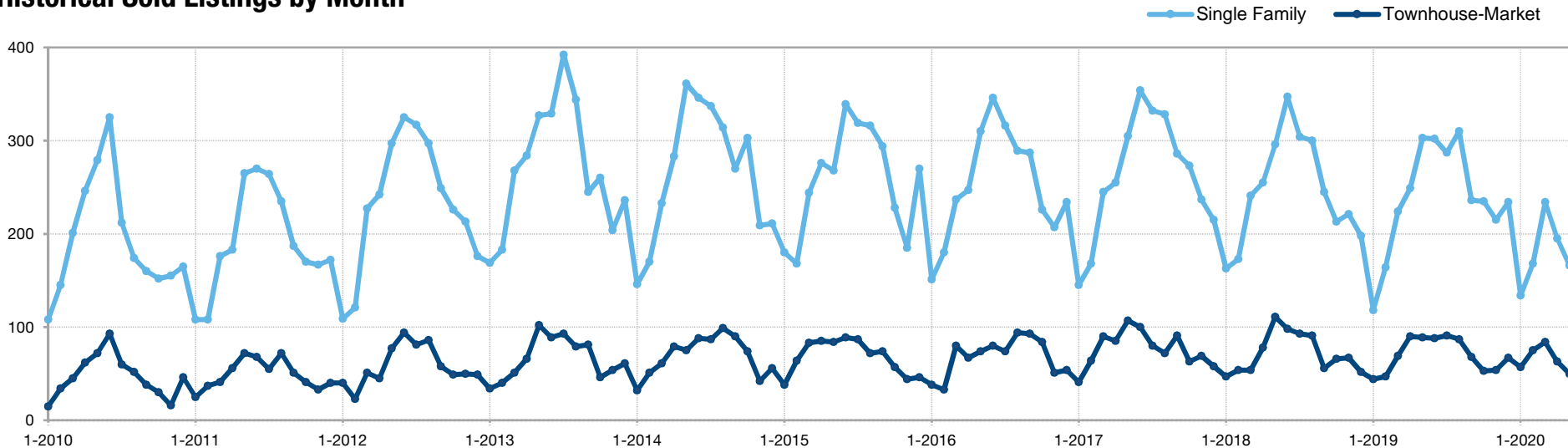


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2019	302	-13.0%	88	-10.2%
Jul-2019	287	-5.6%	91	-2.2%
Aug-2019	310	+3.3%	87	-4.4%
Sep-2019	236	-3.7%	68	+21.4%
Oct-2019	235	+10.3%	53	-19.7%
Nov-2019	215	-2.7%	54	-19.4%
Dec-2019	234	+18.2%	67	+28.8%
Jan-2020	134	+13.6%	57	+29.5%
Feb-2020	168	+2.4%	75	+59.6%
Mar-2020	234	+4.5%	84	+21.7%
Apr-2020	195	-21.7%	63	-30.0%
May-2020	166	-45.2%	50	-43.8%
12-Month Avg	226	-5.9%	70	-2.9%

Historical Sold Listings by Month

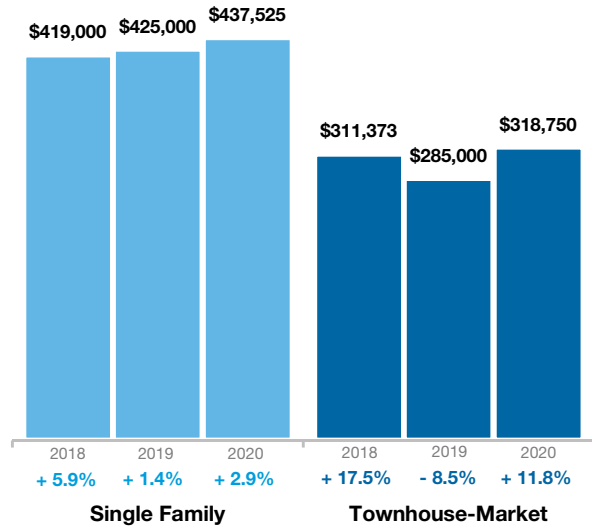


Median Sales Price

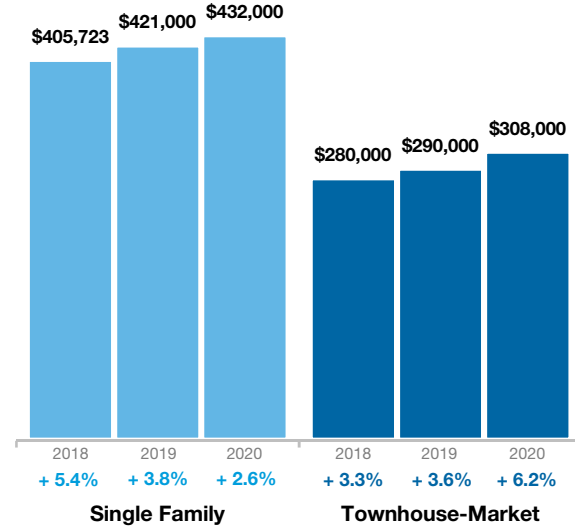
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



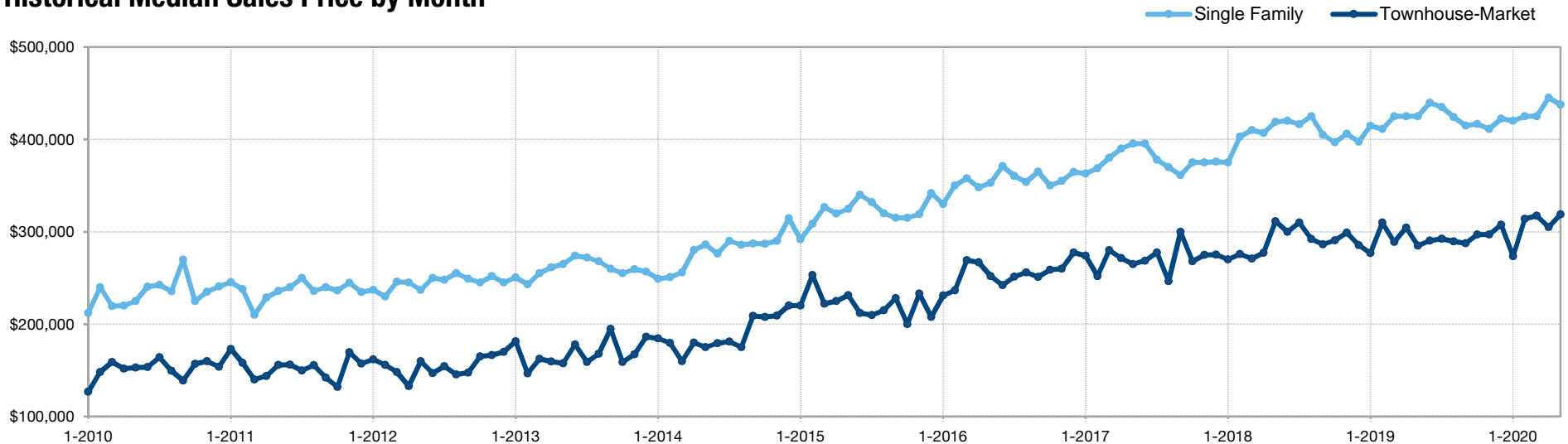
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2019	\$439,500	+4.6%	\$290,314	-3.2%
Jul-2019	\$435,000	+4.5%	\$292,500	-5.6%
Aug-2019	\$423,963	-0.2%	\$289,500	-0.9%
Sep-2019	\$415,000	+2.5%	\$287,500	+0.3%
Oct-2019	\$416,687	+5.0%	\$297,000	+2.2%
Nov-2019	\$411,300	+1.3%	\$297,000	-0.7%
Dec-2019	\$422,273	+6.3%	\$307,500	+7.7%
Jan-2020	\$420,000	+1.3%	\$273,500	-1.3%
Feb-2020	\$425,000	+3.3%	\$314,000	+1.3%
Mar-2020	\$425,000	0.0%	\$317,500	+9.9%
Apr-2020	\$445,000	+4.7%	\$305,000	+0.1%
May-2020	\$437,525	+2.9%	\$318,750	+11.8%
12-Month Avg*	\$425,000	+2.4%	\$300,000	+1.7%

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

Historical Median Sales Price by Month

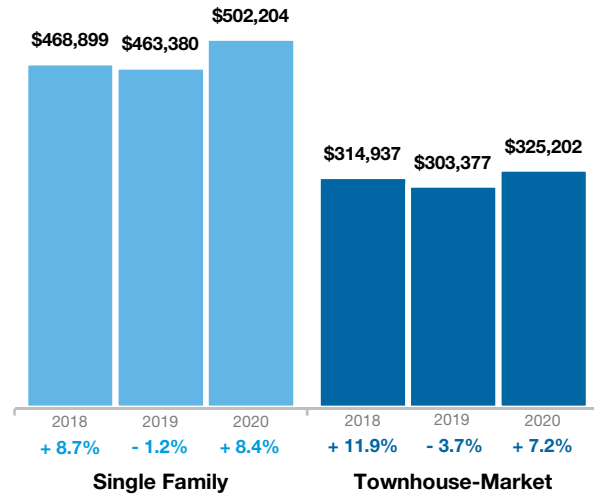


Average Sales Price

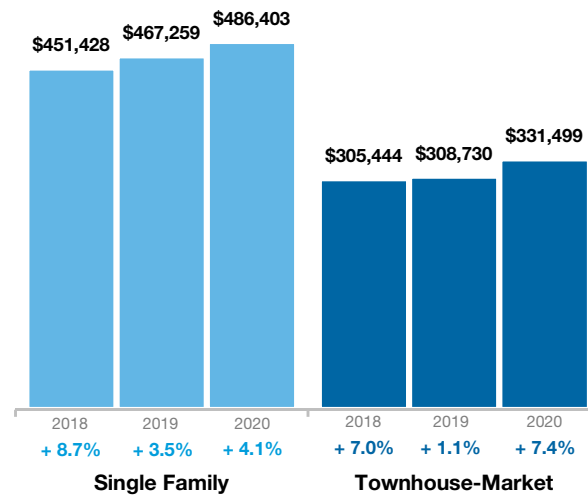
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



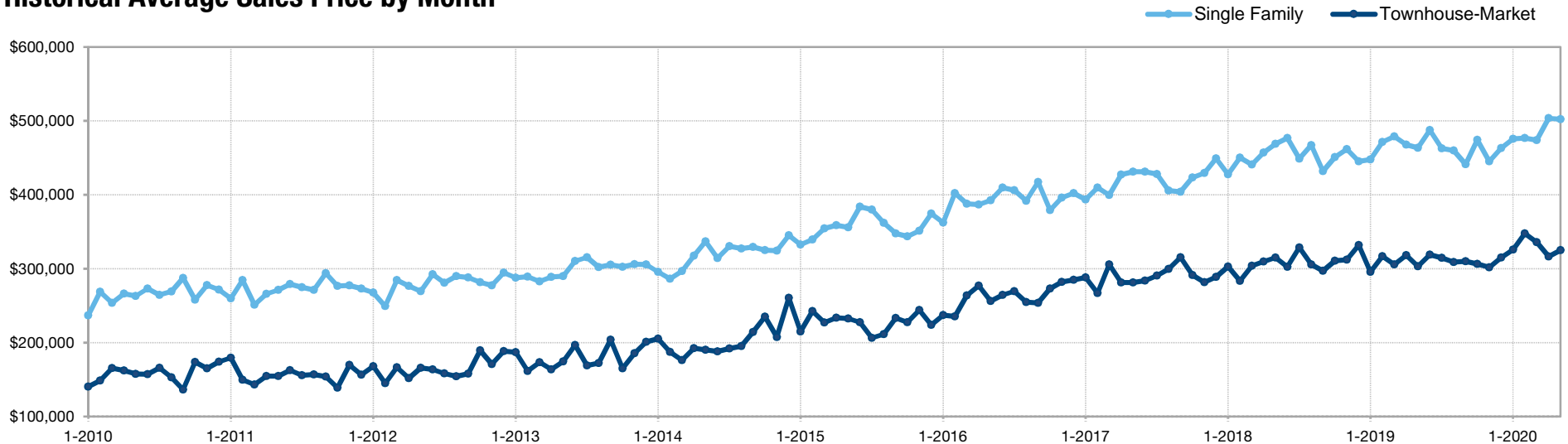
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2019	\$487,558	+2.3%	\$318,911	+5.5%
Jul-2019	\$462,630	+3.1%	\$314,797	-4.3%
Aug-2019	\$460,068	-1.5%	\$309,001	+1.1%
Sep-2019	\$441,356	+2.1%	\$309,908	+4.3%
Oct-2019	\$474,439	+5.2%	\$306,536	-1.3%
Nov-2019	\$445,320	-3.5%	\$301,862	-3.3%
Dec-2019	\$463,132	+4.0%	\$315,142	-5.0%
Jan-2020	\$475,651	+6.2%	\$325,684	+10.1%
Feb-2020	\$476,891	+1.2%	\$347,561	+9.7%
Mar-2020	\$473,909	-1.1%	\$336,044	+9.9%
Apr-2020	\$503,529	+7.6%	\$316,575	-0.5%
May-2020	\$502,204	+8.4%	\$325,202	+7.2%
12-Month Avg*	\$470,818	+2.3%	\$319,465	+2.7%

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

Historical Average Sales Price by Month



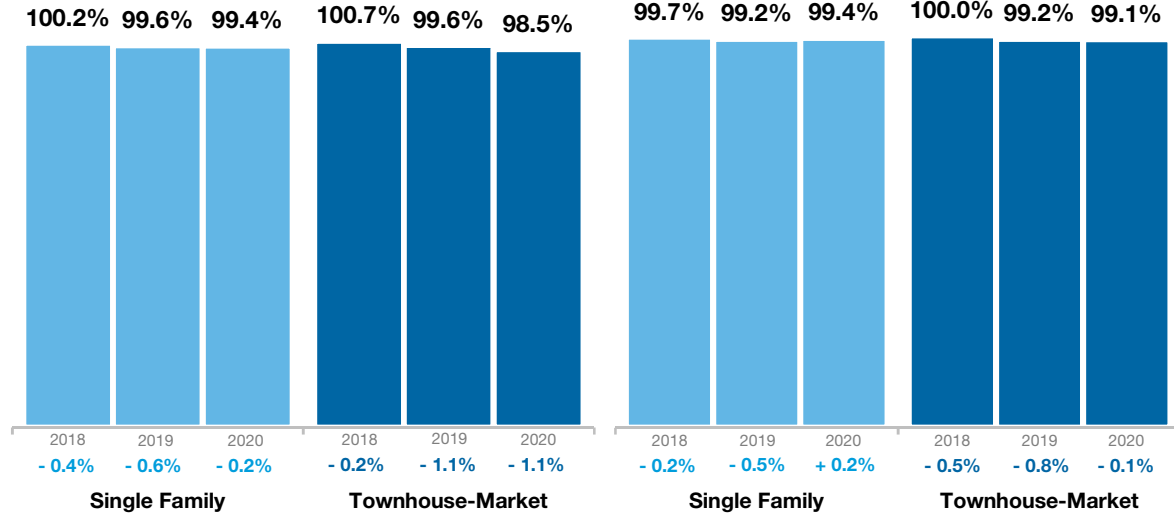
Percent of List Price Received

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



May

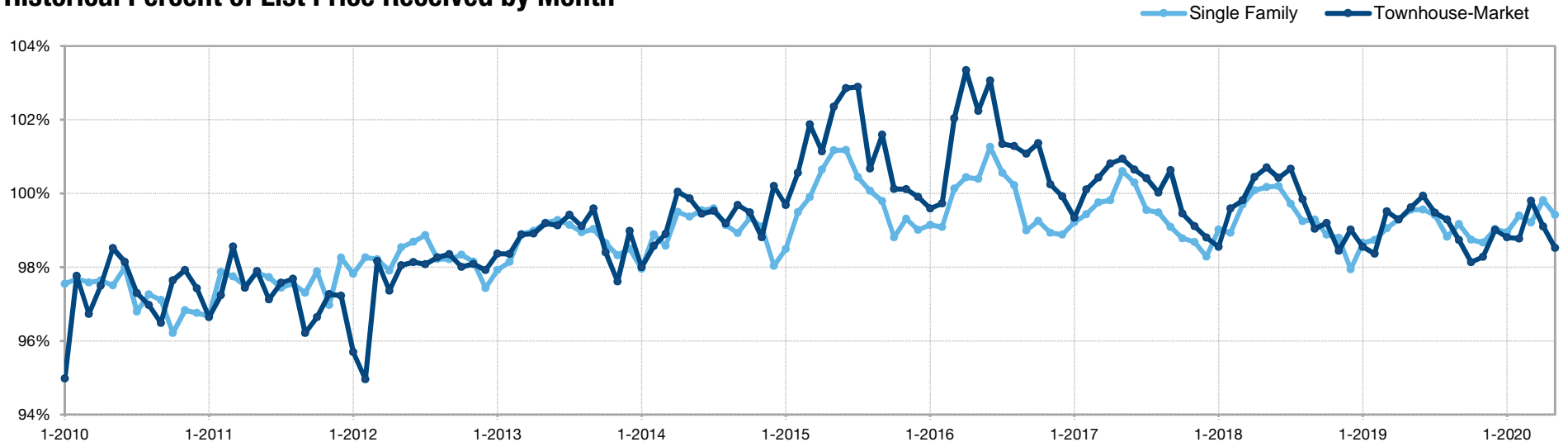
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2019	99.6%	-0.6%	99.9%	-0.5%
Jul-2019	99.4%	-0.3%	99.5%	-1.2%
Aug-2019	98.8%	-0.4%	99.3%	-0.5%
Sep-2019	99.2%	-0.1%	98.7%	-0.3%
Oct-2019	98.7%	-0.2%	98.1%	-1.1%
Nov-2019	98.7%	-0.1%	98.3%	-0.1%
Dec-2019	99.0%	+1.1%	99.0%	0.0%
Jan-2020	98.9%	+0.2%	98.8%	+0.2%
Feb-2020	99.4%	+0.7%	98.8%	+0.4%
Mar-2020	99.2%	+0.1%	99.8%	+0.3%
Apr-2020	99.8%	+0.5%	99.1%	-0.2%
May-2020	99.4%	-0.2%	98.5%	-1.1%
12-Month Avg*	99.2%	-0.1%	99.5%	-0.4%

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

Historical Percent of List Price Received by Month



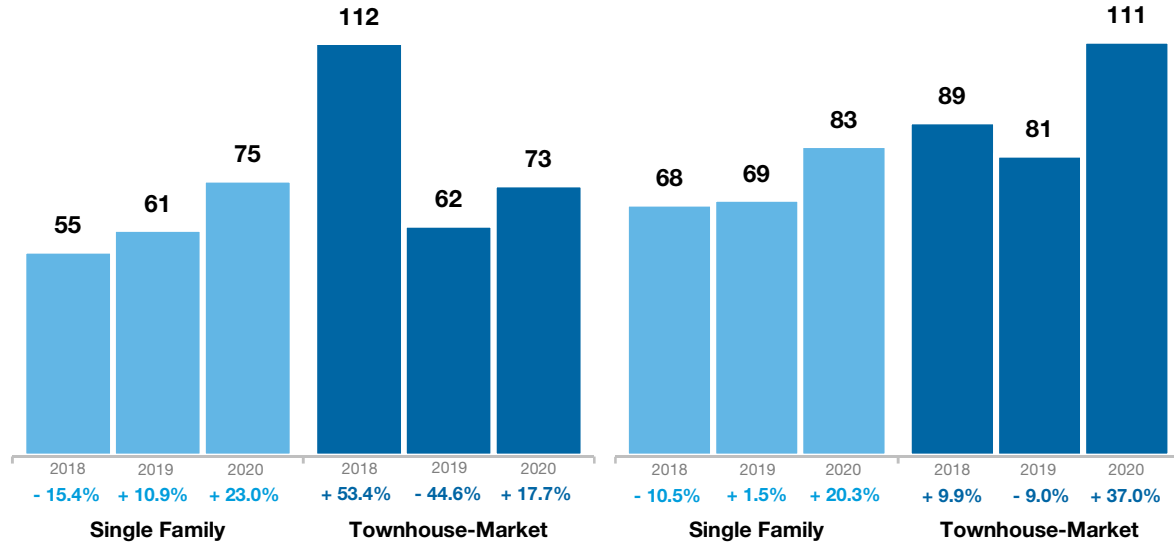
Days on Market Until Sale

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



May

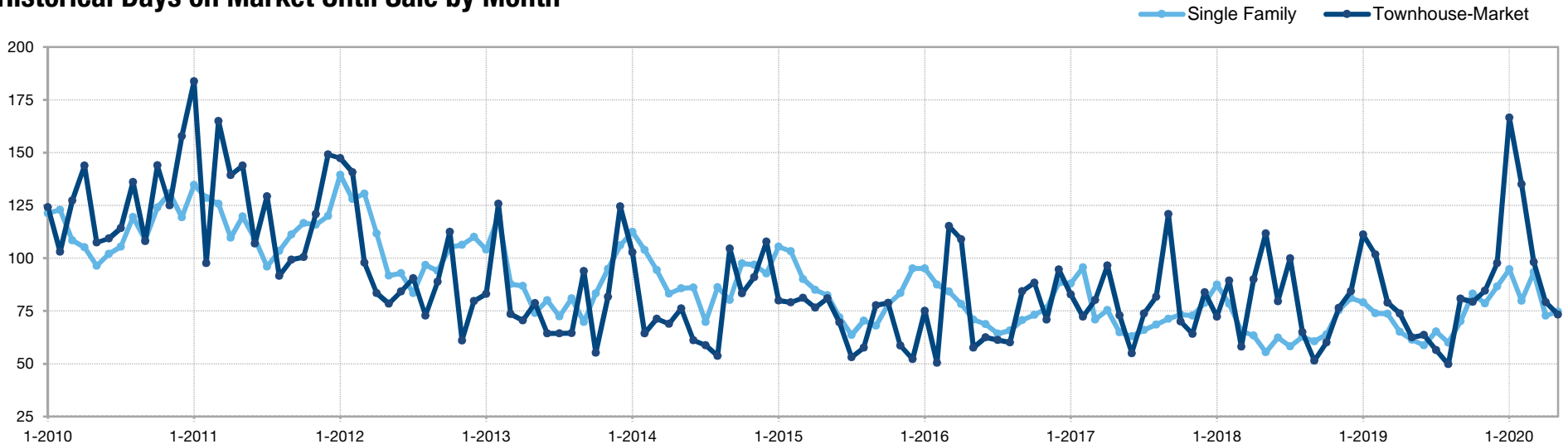
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2019	59	-4.8%	64	-20.0%
Jul-2019	65	+12.1%	56	-44.0%
Aug-2019	60	-4.8%	50	-23.1%
Sep-2019	70	+14.8%	81	+55.8%
Oct-2019	83	+29.7%	79	+31.7%
Nov-2019	79	+5.3%	85	+11.8%
Dec-2019	87	+7.4%	98	+16.7%
Jan-2020	95	+20.3%	167	+50.5%
Feb-2020	80	+8.1%	135	+32.4%
Mar-2020	93	+25.7%	98	+24.1%
Apr-2020	73	+12.3%	79	+6.8%
May-2020	75	+23.0%	73	+17.7%
12-Month Avg	75	+12.2%	87	+11.8%

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

Historical Days on Market Until Sale by Month

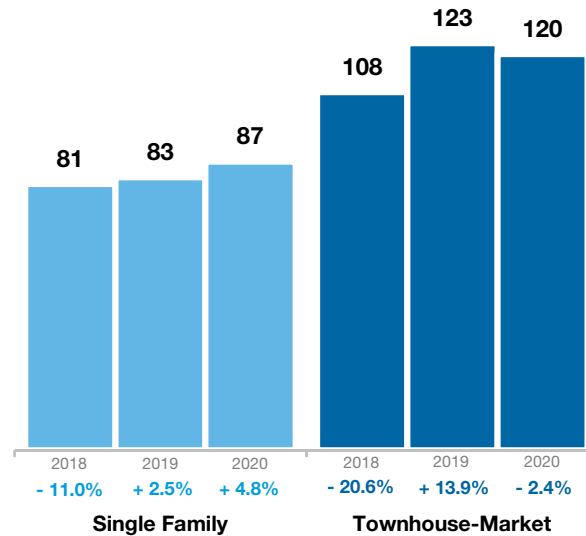


Housing Affordability Index

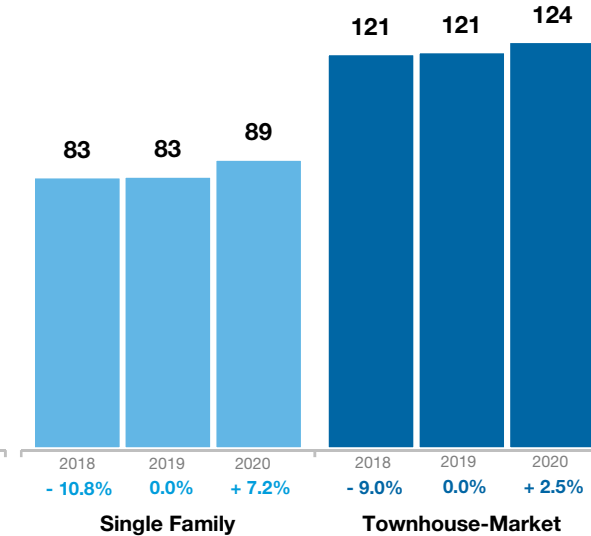
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



May

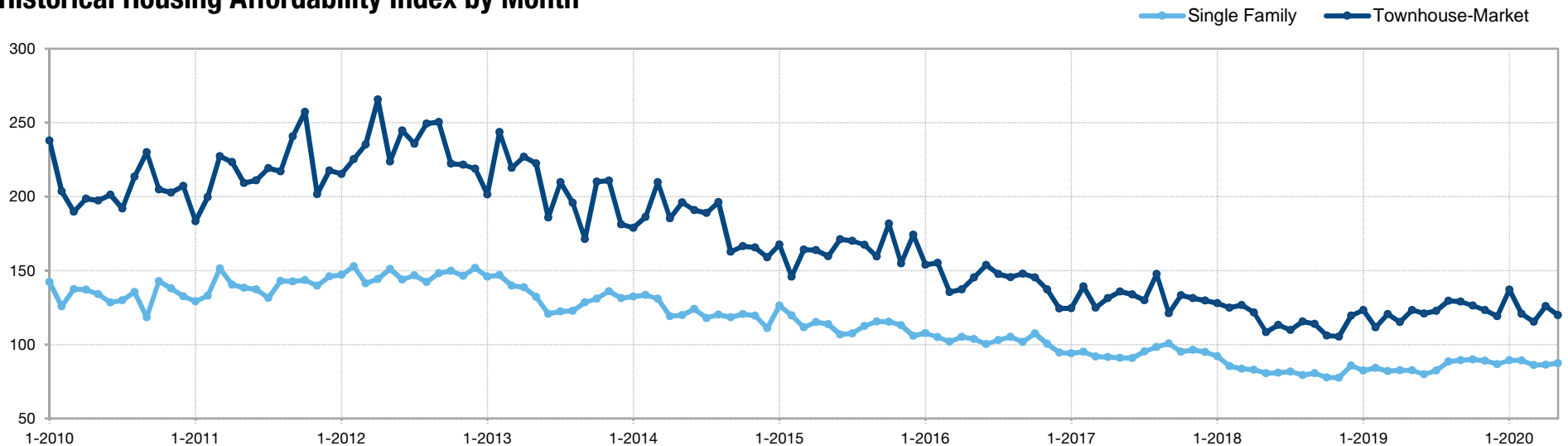


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2019	80	-1.2%	121	+7.1%
Jul-2019	82	0.0%	123	+11.8%
Aug-2019	88	+11.4%	130	+12.1%
Sep-2019	89	+9.9%	129	+13.2%
Oct-2019	90	+15.4%	126	+18.9%
Nov-2019	89	+14.1%	123	+17.1%
Dec-2019	87	+1.2%	119	0.0%
Jan-2020	89	+8.5%	137	+11.4%
Feb-2020	89	+6.0%	121	+8.0%
Mar-2020	86	+4.9%	115	-5.0%
Apr-2020	86	+3.6%	126	+9.6%
May-2020	87	+4.8%	120	-2.4%
12-Month Avg	87	+6.8%	81	+4.5%

Historical Housing Affordability Index by Month

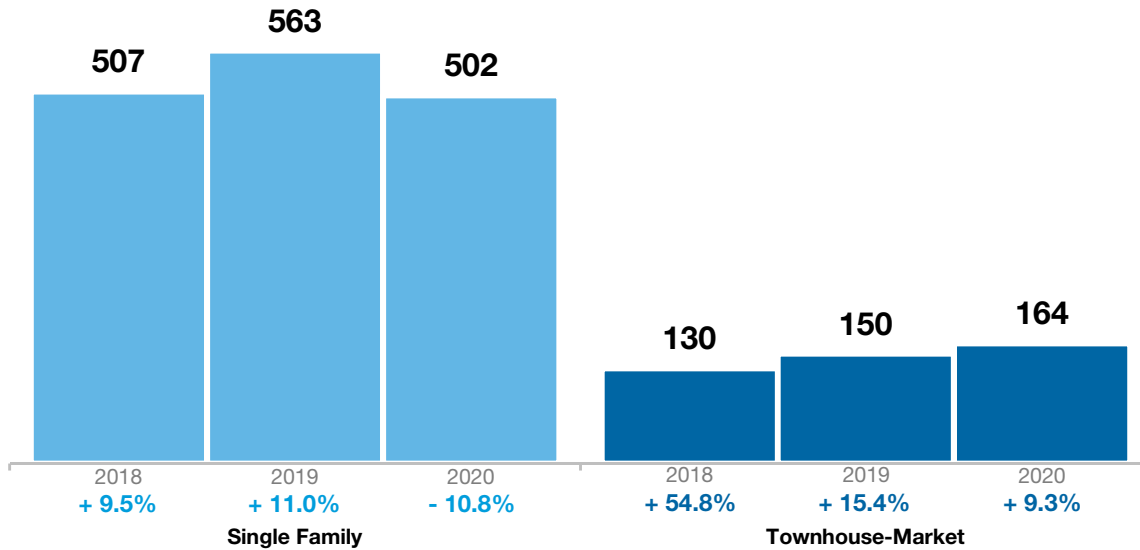


Inventory of Active Listings

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



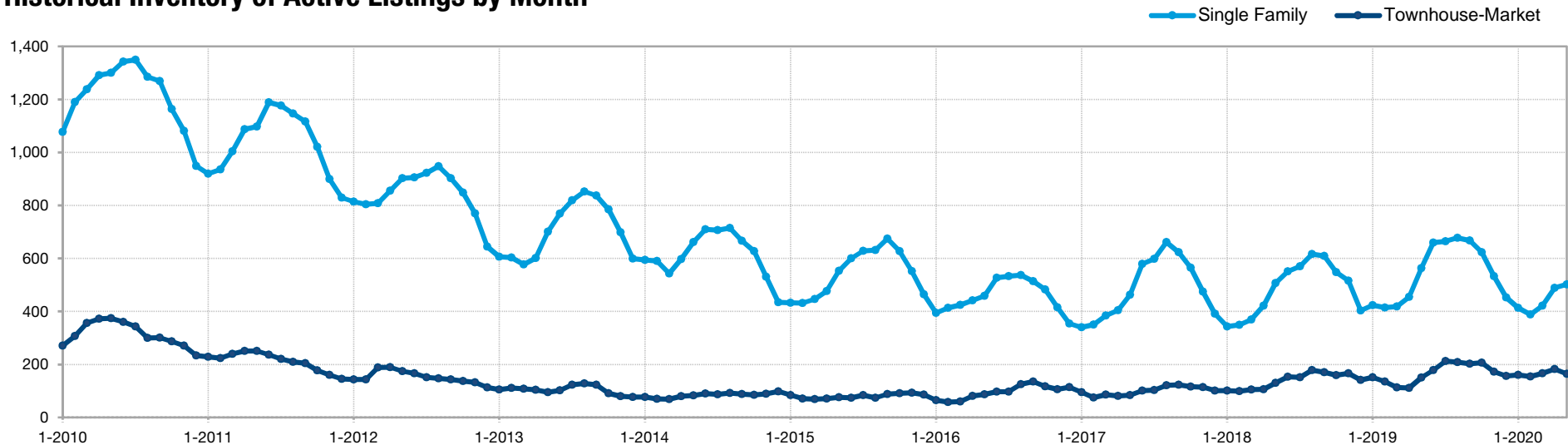
May



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2019	659	+19.6%	179	+17.0%
Jul-2019	664	+16.5%	213	+41.1%
Aug-2019	677	+9.9%	209	+16.8%
Sep-2019	667	+9.5%	203	+19.4%
Oct-2019	623	+13.7%	207	+30.2%
Nov-2019	533	+3.3%	172	+3.6%
Dec-2019	453	+12.4%	156	+10.6%
Jan-2020	413	-2.4%	160	+6.0%
Feb-2020	388	-6.3%	154	+14.1%
Mar-2020	421	+0.7%	166	+46.9%
Apr-2020	489	+7.5%	183	+64.9%
May-2020	502	-10.8%	164	+9.3%
12-Month Avg*	541	+6.6%	181	+21.8%

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

Historical Inventory of Active Listings by Month

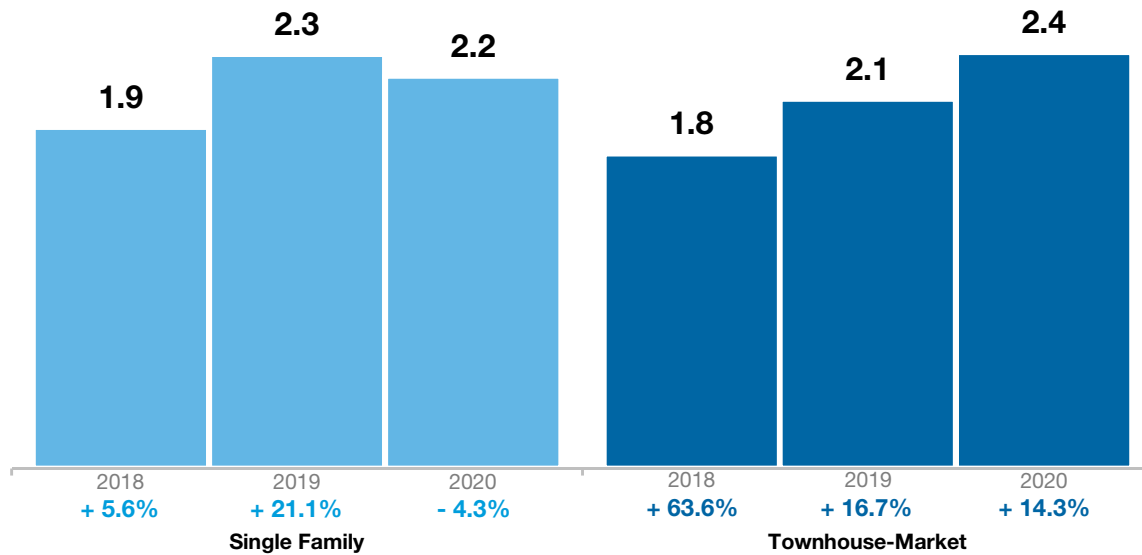


Months Supply of Inventory

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



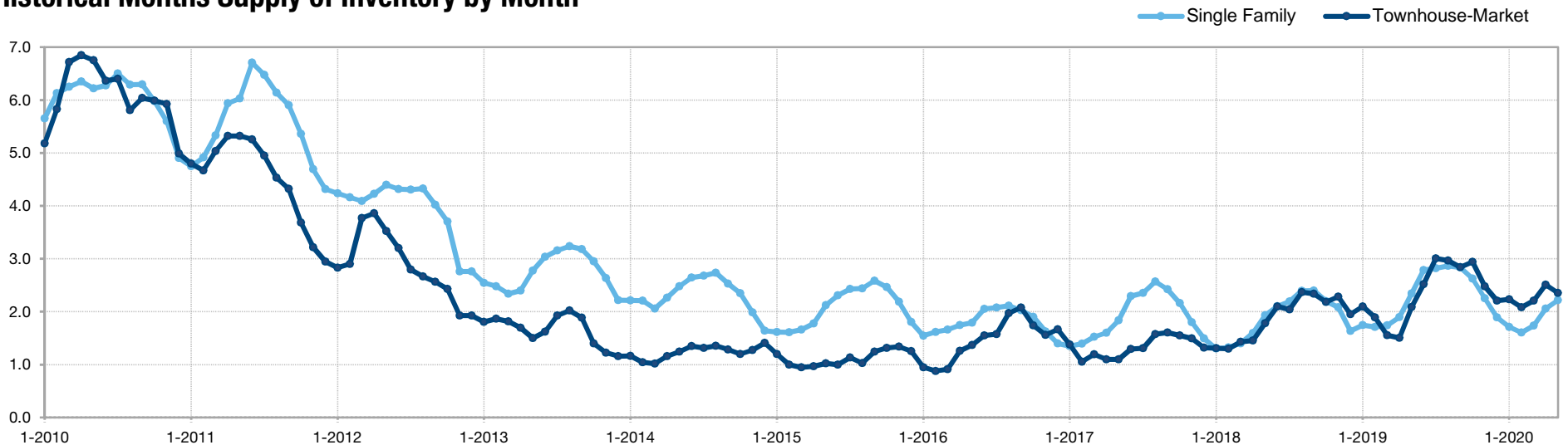
May



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2019	2.8	+33.3%	2.5	+19.0%
Jul-2019	2.8	+27.3%	3.0	+50.0%
Aug-2019	2.9	+20.8%	3.0	+25.0%
Sep-2019	2.8	+16.7%	2.8	+21.7%
Oct-2019	2.6	+18.2%	2.9	+31.8%
Nov-2019	2.3	+9.5%	2.5	+8.7%
Dec-2019	1.9	+18.8%	2.2	+10.0%
Jan-2020	1.7	0.0%	2.2	+4.8%
Feb-2020	1.6	-5.9%	2.1	+10.5%
Mar-2020	1.7	0.0%	2.2	+37.5%
Apr-2020	2.1	+10.5%	2.5	+66.7%
May-2020	2.2	-4.3%	2.4	+14.3%
12-Month Avg*	2.3	+12.2%	2.5	+24.4%

* Months Supply for all properties from June 2019 through May 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview

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



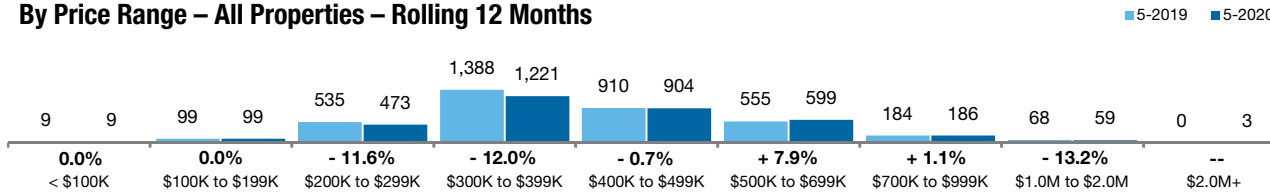
Key Metrics	Historical Sparkbars	5-2019	5-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		588	520	- 11.6%	2,166	1,922	- 11.3%
Pending Sales		380	458	+ 20.5%	403	378	- 6.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		392	216	- 44.9%	1,397	1,226	- 12.2%
Median Sales Price		\$400,000	\$400,500	+ 0.1%	\$390,500	\$400,000	+ 2.4%
Avg. Sales Price		\$427,053	\$461,231	+ 3.7%	\$428,790	\$444,834	+ 3.7%
Pct. of List Price Received		99.6%	99.2%	+ 0.1%	99.2%	99.3%	+ 0.1%
Days on Market		62	74	+ 26.4%	72	91	+ 26.4%
Affordability Index		88	95	+ 6.3%	90	96	+ 6.3%
Active Listings		713	666	- 6.6%	--	--	--
Months Supply		2.3	2.2	- 1.5%	--	--	--

Sold Listings

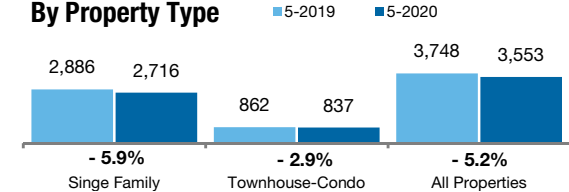
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	5-2019	5-2020	Change	5-2019	5-2020	Change
\$99,999 and Below	9	9	0.0%	0	0	--
\$100,000 to \$199,999	40	48	+20.0%	59	51	-13.6%
\$200,000 to \$299,999	144	106	-26.4%	391	367	-6.1%
\$300,000 to \$399,999	1,073	899	-16.2%	315	322	+2.2%
\$400,000 to \$499,999	847	853	+0.7%	63	51	-19.0%
\$500,000 to \$699,999	530	573	+8.1%	25	26	+4.0%
\$700,000 to \$999,999	180	170	-5.6%	4	16	+300.0%
\$1,000,000 to \$1,999,999	63	55	-12.7%	5	4	-20.0%
\$2,000,000 and Above	0	3	--	0	0	--
All Price Ranges	2,886	2,716	-5.9%	862	837	-2.9%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	4-2020	5-2020	Change	4-2020	5-2020	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	0	-100.0%	0	2	--
\$200,000 to \$299,999	5	6	+20.0%	31	18	-41.9%
\$300,000 to \$399,999	42	52	+23.8%	27	26	-3.7%
\$400,000 to \$499,999	80	50	-37.5%	3	3	0.0%
\$500,000 to \$699,999	44	40	-9.1%	1	0	-100.0%
\$700,000 to \$999,999	17	11	-35.3%	1	1	0.0%
\$1,000,000 to \$1,999,999	4	6	+50.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	195	166	-14.9%	63	50	-20.6%

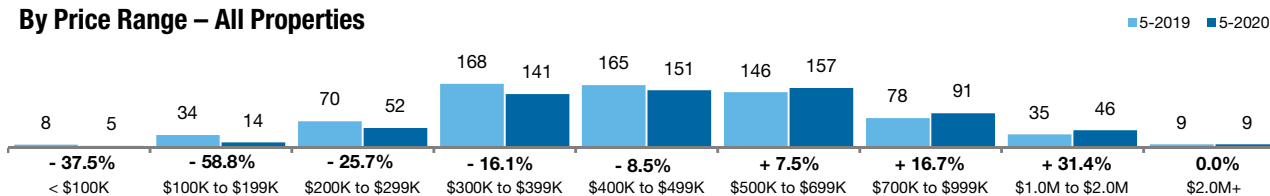
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	5-2019	5-2020	Change	5-2019	5-2020	Change
\$99,999 and Below	4	1	-75.0%	0	0	--
\$100,000 to \$199,999	9	8	-11.1%	20	20	0.0%
\$200,000 to \$299,999	47	30	-36.2%	158	132	-16.5%
\$300,000 to \$399,999	372	277	-25.5%	121	137	+13.2%
\$400,000 to \$499,999	336	298	-11.3%	30	15	-50.0%
\$500,000 to \$699,999	197	196	-0.5%	8	13	+62.5%
\$700,000 to \$999,999	69	62	-10.1%	1	10	+900.0%
\$1,000,000 to \$1,999,999	24	23	-4.2%	1	2	+100.0%
\$2,000,000 and Above	0	2	--	0	0	--
All Price Ranges	1,058	897	-15.2%	339	329	-2.9%

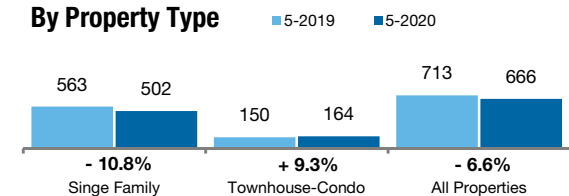
Inventory of Active Listings

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		
	5-2019	5-2020	Change	5-2019	5-2020	Change
\$99,999 and Below	8	5	-37.5%	0	0	--
\$100,000 to \$199,999	29	10	-65.5%	5	4	-20.0%
\$200,000 to \$299,999	20	11	-45.0%	50	41	-18.0%
\$300,000 to \$399,999	115	78	-32.2%	53	63	+18.9%
\$400,000 to \$499,999	156	135	-13.5%	9	16	+77.8%
\$500,000 to \$699,999	126	128	+1.6%	20	29	+45.0%
\$700,000 to \$999,999	68	83	+22.1%	10	8	-20.0%
\$1,000,000 to \$1,999,999	32	43	+34.4%	3	3	0.0%
\$2,000,000 and Above	9	9	0.0%	0	0	--
All Price Ranges	563	502	-10.8%	150	164	+9.3%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	4-2020	5-2020	Change	4-2020	5-2020	Change
\$99,999 and Below	6	5	-16.7%	0	0	--
\$100,000 to \$199,999	10	10	0.0%	3	4	+33.3%
\$200,000 to \$299,999	10	11	+10.0%	42	41	-2.4%
\$300,000 to \$399,999	77	78	+1.3%	79	63	-20.3%
\$400,000 to \$499,999	136	135	-0.7%	20	16	-20.0%
\$500,000 to \$699,999	137	128	-6.6%	29	29	0.0%
\$700,000 to \$999,999	69	83	+20.3%	9	8	-11.1%
\$1,000,000 to \$1,999,999	36	43	+19.4%	1	3	+200.0%
\$2,000,000 and Above	8	9	+12.5%	0	0	--
All Price Ranges	489	502	+2.7%	183	164	-10.4%

Year to Date

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

Glossary of Terms

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

Local Market Update for May 2020

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Fort Collins

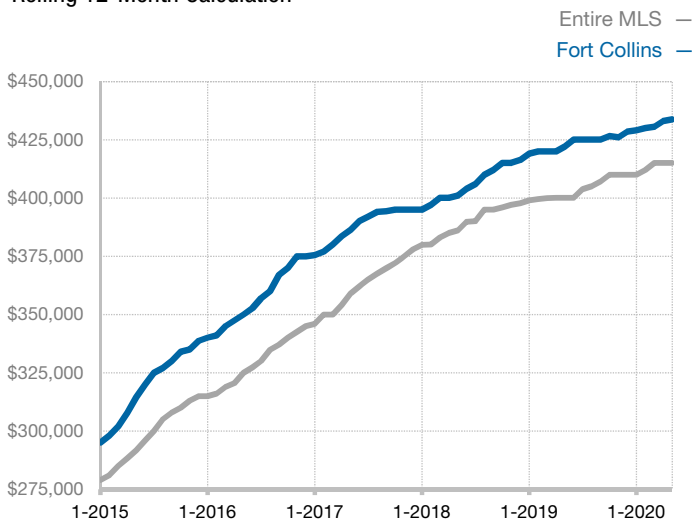
Single Family	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
Key Metrics						
New Listings	337	304	- 9.8%	1,174	1,088	- 7.3%
Closed Sales	224	129	- 42.4%	782	671	- 14.2%
Median Sales Price*	\$430,950	\$440,000	+ 2.1%	\$425,000	\$437,000	+ 2.8%
Average Sales Price*	\$478,669	\$512,111	+ 7.0%	\$470,890	\$493,434	+ 4.8%
Percent of List Price Received*	100.0%	99.3%	- 0.7%	99.3%	99.2%	- 0.1%
Days on Market Until Sale	53	57	+ 7.5%	60	68	+ 13.3%
Inventory of Homes for Sale	323	302	- 6.5%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--

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

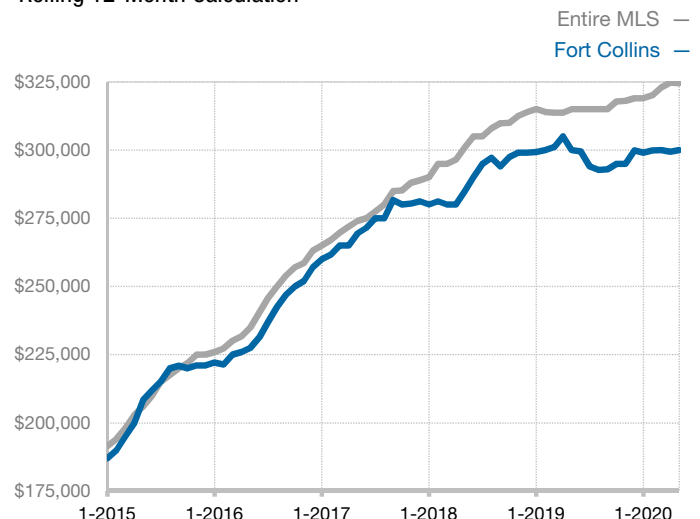
Townhouse/Condo	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
Key Metrics						
New Listings	117	95	- 18.8%	440	387	- 12.0%
Closed Sales	74	41	- 44.6%	300	287	- 4.3%
Median Sales Price*	\$285,000	\$325,000	+ 14.0%	\$305,000	\$310,000	+ 1.6%
Average Sales Price*	\$304,623	\$329,517	+ 8.2%	\$312,771	\$335,305	+ 7.2%
Percent of List Price Received*	99.6%	98.2%	- 1.4%	99.1%	98.9%	- 0.2%
Days on Market Until Sale	53	61	+ 15.1%	76	107	+ 40.8%
Inventory of Homes for Sale	130	135	+ 3.8%	--	--	--
Months Supply of Inventory	2.0	2.2	+ 10.0%	--	--	--

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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 May 2020

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Longmont

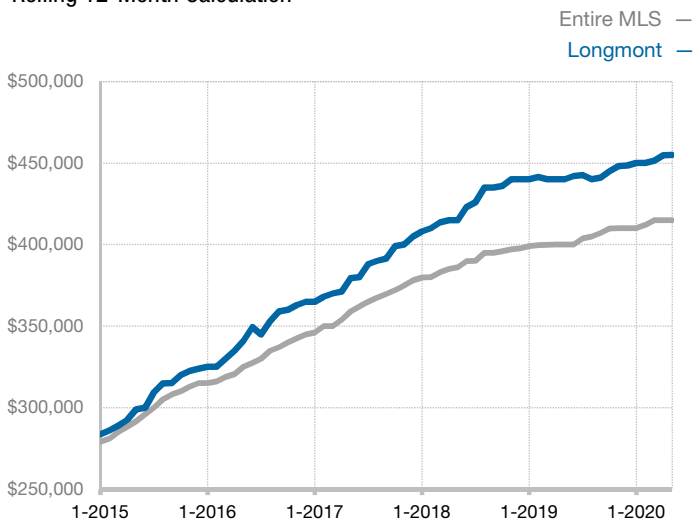
Single Family	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
Key Metrics						
New Listings	244	168	- 31.1%	822	650	- 20.9%
Closed Sales	148	94	- 36.5%	509	477	- 6.3%
Median Sales Price*	\$435,000	\$435,300	+ 0.1%	\$440,000	\$470,000	+ 6.8%
Average Sales Price*	\$506,069	\$520,817	+ 2.9%	\$500,825	\$528,546	+ 5.5%
Percent of List Price Received*	99.8%	99.3%	- 0.5%	99.1%	99.2%	+ 0.1%
Days on Market Until Sale	55	60	+ 9.1%	60	68	+ 13.3%
Inventory of Homes for Sale	313	211	- 32.6%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--

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

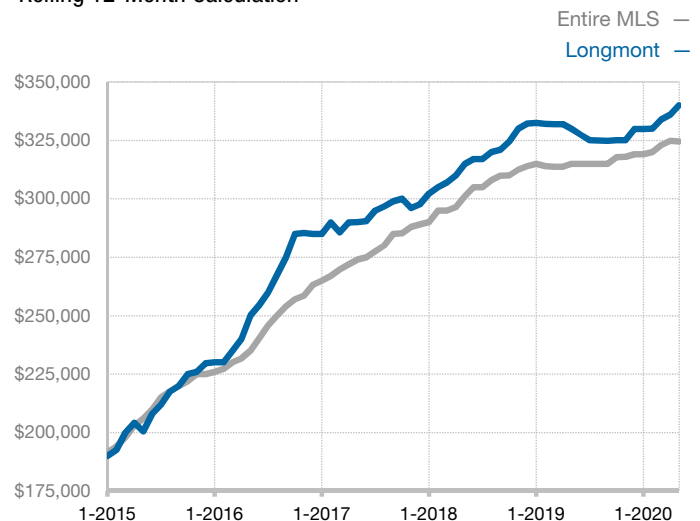
Townhouse/Condo	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
Key Metrics						
New Listings	55	28	- 49.1%	210	150	- 28.6%
Closed Sales	48	24	- 50.0%	145	124	- 14.5%
Median Sales Price*	\$319,450	\$316,000	- 1.1%	\$324,900	\$347,575	+ 7.0%
Average Sales Price*	\$327,755	\$326,436	- 0.4%	\$342,308	\$349,001	+ 2.0%
Percent of List Price Received*	99.7%	99.5%	- 0.2%	99.9%	99.4%	- 0.5%
Days on Market Until Sale	70	43	- 38.6%	80	63	- 21.3%
Inventory of Homes for Sale	75	27	- 64.0%	--	--	--
Months Supply of Inventory	2.5	0.9	- 64.0%	--	--	--

* 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 May 2020

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Wellington

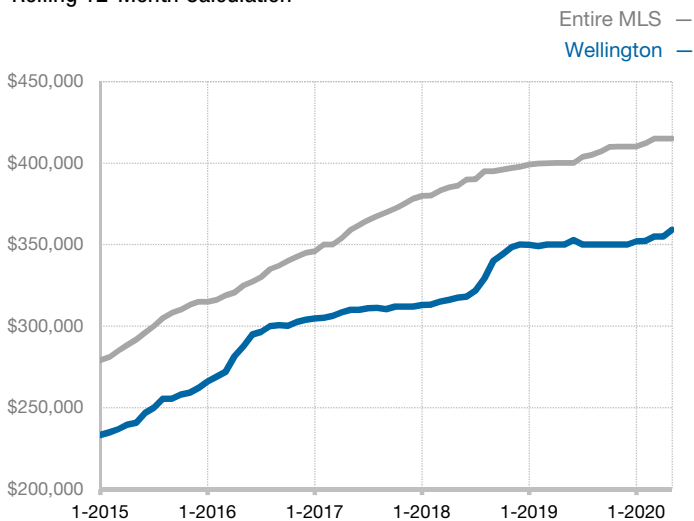
Single Family	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
Key Metrics						
New Listings	51	47	- 7.8%	199	166	- 16.6%
Closed Sales	35	15	- 57.1%	132	104	- 21.2%
Median Sales Price*	\$355,000	\$381,249	+ 7.4%	\$350,000	\$366,465	+ 4.7%
Average Sales Price*	\$367,103	\$542,606	+ 47.8%	\$374,930	\$404,454	+ 7.9%
Percent of List Price Received*	99.2%	99.5%	+ 0.3%	99.7%	100.5%	+ 0.8%
Days on Market Until Sale	74	134	+ 81.1%	76	107	+ 40.8%
Inventory of Homes for Sale	71	53	- 25.4%	--	--	--
Months Supply of Inventory	2.8	2.0	- 28.6%	--	--	--

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

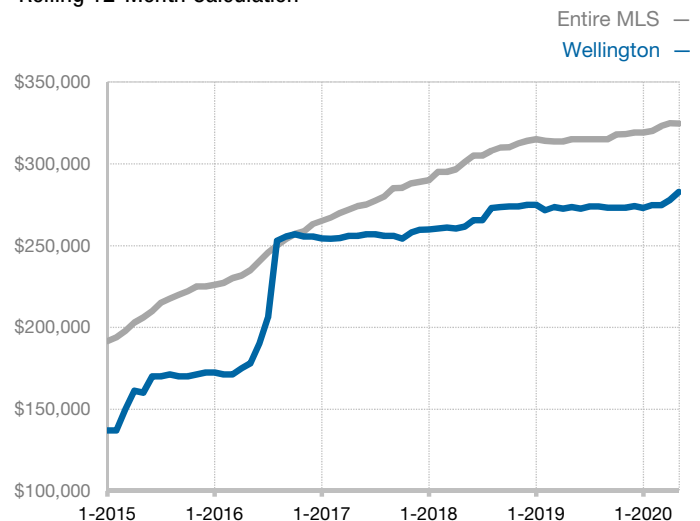
Townhouse/Condo	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
Key Metrics						
New Listings	8	11	+ 37.5%	38	34	- 10.5%
Closed Sales	11	6	- 45.5%	34	25	- 26.5%
Median Sales Price*	\$274,600	\$290,808	+ 5.9%	\$267,350	\$286,000	+ 7.0%
Average Sales Price*	\$272,327	\$290,586	+ 6.7%	\$267,656	\$283,007	+ 5.7%
Percent of List Price Received*	100.0%	99.8%	- 0.2%	99.7%	99.7%	0.0%
Days on Market Until Sale	68	98	+ 44.1%	108	99	- 8.3%
Inventory of Homes for Sale	6	10	+ 66.7%	--	--	--
Months Supply of Inventory	1.1	2.0	+ 81.8%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2020

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Greeley

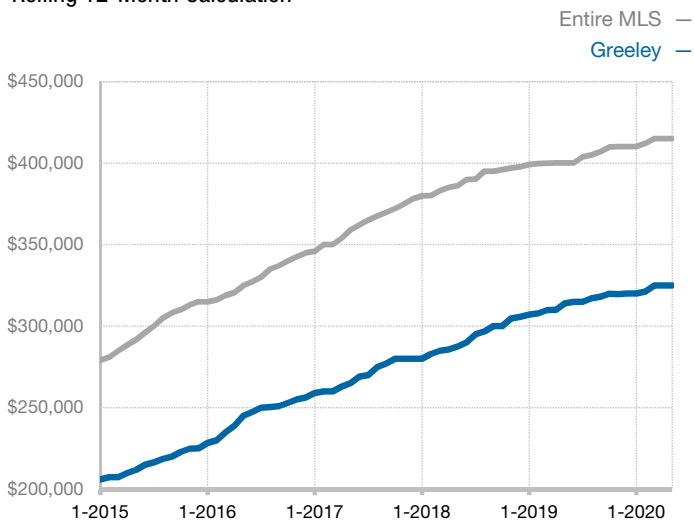
Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	188	179	- 4.8%	850	678	- 20.2%
Closed Sales	183	83	- 54.6%	670	471	- 29.7%
Median Sales Price*	\$337,057	\$330,000	- 2.1%	\$318,710	\$330,000	+ 3.5%
Average Sales Price*	\$339,347	\$354,130	+ 4.4%	\$327,152	\$347,044	+ 6.1%
Percent of List Price Received*	100.1%	99.5%	- 0.6%	99.6%	99.2%	- 0.4%
Days on Market Until Sale	50	60	+ 20.0%	57	63	+ 10.5%
Inventory of Homes for Sale	154	157	+ 1.9%	--	--	--
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--

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

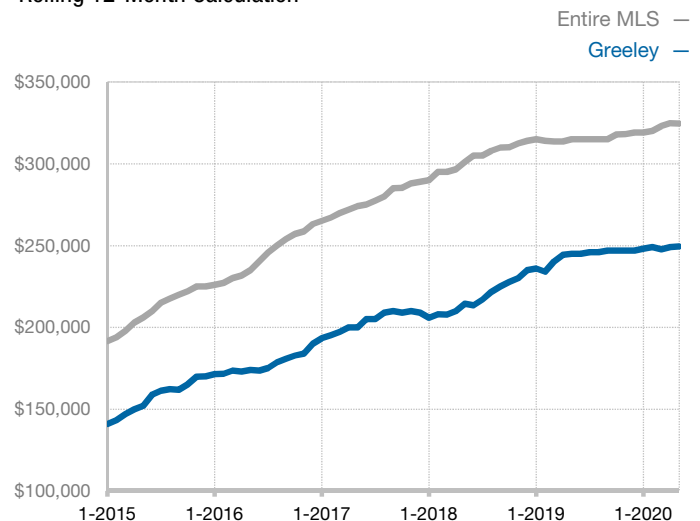
Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	39	30	- 23.1%	150	132	- 12.0%
Closed Sales	31	15	- 51.6%	120	86	- 28.3%
Median Sales Price*	\$236,000	\$253,000	+ 7.2%	\$244,950	\$249,950	+ 2.0%
Average Sales Price*	\$247,045	\$256,317	+ 3.8%	\$244,637	\$251,445	+ 2.8%
Percent of List Price Received*	99.6%	99.0%	- 0.6%	99.5%	99.3%	- 0.2%
Days on Market Until Sale	43	55	+ 27.9%	48	61	+ 27.1%
Inventory of Homes for Sale	31	39	+ 25.8%	--	--	--
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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2020

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Loveland

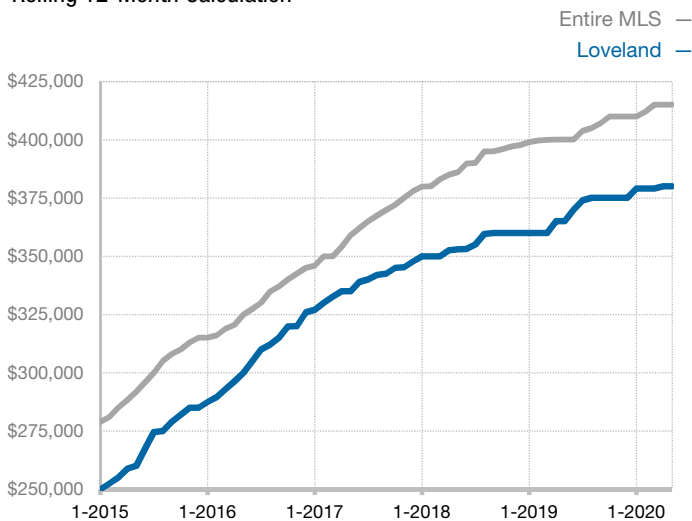
Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	218	212	- 2.8%	783	787	+ 0.5%
Closed Sales	132	69	- 47.7%	516	474	- 8.1%
Median Sales Price*	\$387,250	\$387,050	- 0.1%	\$375,000	\$385,000	+ 2.7%
Average Sales Price*	\$438,052	\$439,314	+ 0.3%	\$431,609	\$427,392	- 1.0%
Percent of List Price Received*	99.5%	99.5%	0.0%	99.2%	99.6%	+ 0.4%
Days on Market Until Sale	57	69	+ 21.1%	63	68	+ 7.9%
Inventory of Homes for Sale	236	201	- 14.8%	--	--	--
Months Supply of Inventory	2.0	1.8	- 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.

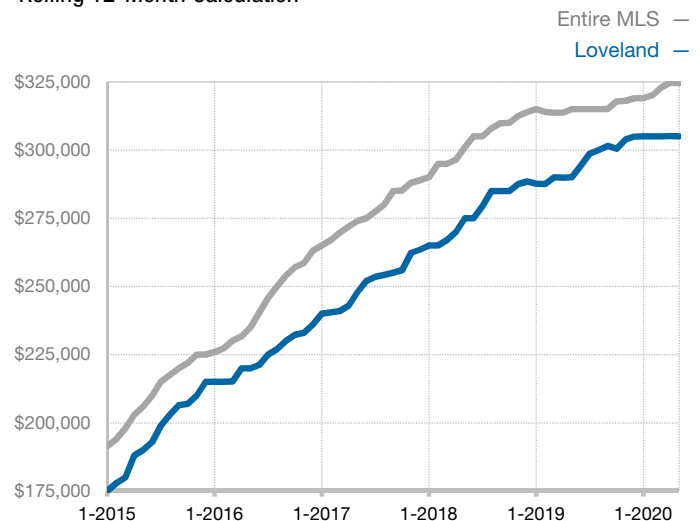
Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	63	40	- 36.5%	178	148	- 16.9%
Closed Sales	46	12	- 73.9%	133	95	- 28.6%
Median Sales Price*	\$327,500	\$313,275	- 4.3%	\$300,500	\$305,000	+ 1.5%
Average Sales Price*	\$330,991	\$323,667	- 2.2%	\$313,389	\$323,688	+ 3.3%
Percent of List Price Received*	100.8%	101.5%	+ 0.7%	100.2%	100.6%	+ 0.4%
Days on Market Until Sale	154	104	- 32.5%	133	125	- 6.0%
Inventory of Homes for Sale	91	85	- 6.6%	--	--	--
Months Supply of Inventory	3.5	3.6	+ 2.9%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2020

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Windsor

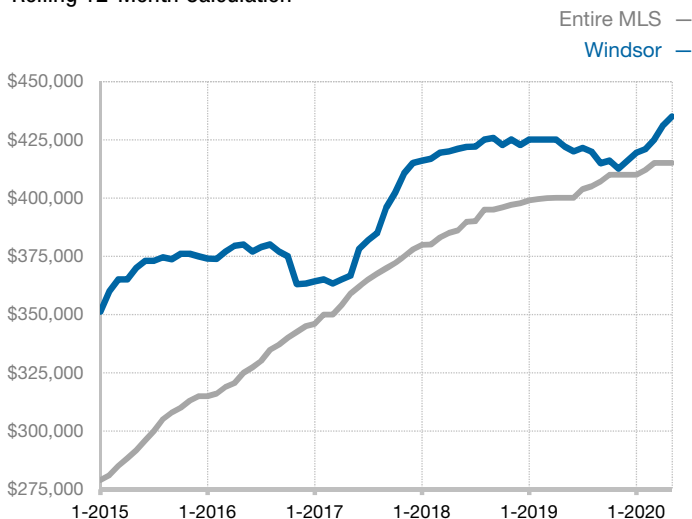
Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	161	110	- 31.7%	641	474	- 26.1%
Closed Sales	138	53	- 61.6%	412	290	- 29.6%
Median Sales Price*	\$406,933	\$450,559	+ 10.7%	\$417,698	\$456,209	+ 9.2%
Average Sales Price*	\$459,601	\$489,832	+ 6.6%	\$461,688	\$501,892	+ 8.7%
Percent of List Price Received*	99.6%	99.0%	- 0.6%	99.3%	99.3%	0.0%
Days on Market Until Sale	89	71	- 20.2%	96	91	- 5.2%
Inventory of Homes for Sale	245	190	- 22.4%	--	--	--
Months Supply of Inventory	3.1	2.4	- 22.6%	--	--	--

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

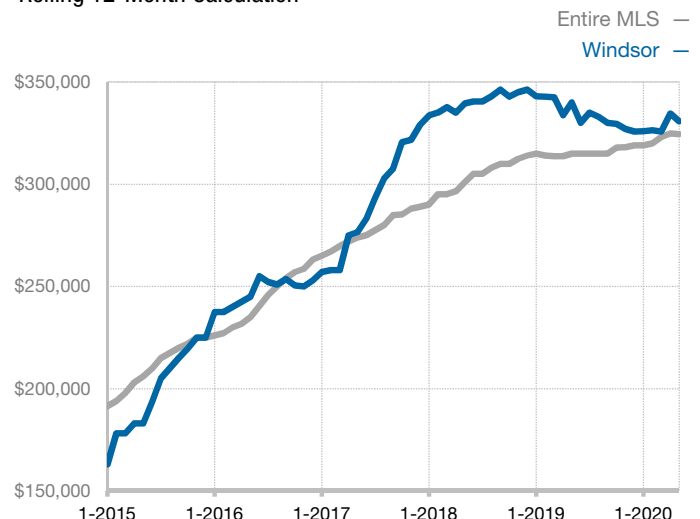
Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	14	10	- 28.6%	84	60	- 28.6%
Closed Sales	18	9	- 50.0%	56	46	- 17.9%
Median Sales Price*	\$380,171	\$350,208	- 7.9%	\$327,717	\$337,814	+ 3.1%
Average Sales Price*	\$370,111	\$351,205	- 5.1%	\$331,307	\$339,894	+ 2.6%
Percent of List Price Received*	101.0%	100.7%	- 0.3%	100.3%	100.7%	+ 0.4%
Days on Market Until Sale	218	109	- 50.0%	161	164	+ 1.9%
Inventory of Homes for Sale	56	47	- 16.1%	--	--	--
Months Supply of Inventory	4.9	5.0	+ 2.0%	--	--	--

* 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 May 2020

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Johnstown

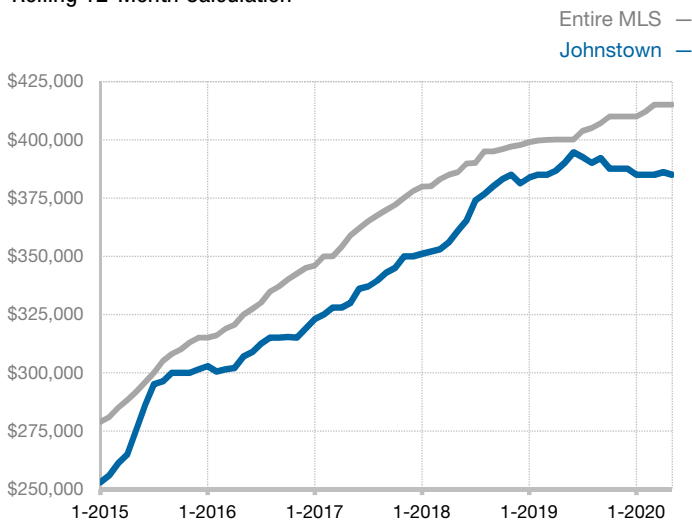
Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	74	50	- 32.4%	242	207	- 14.5%
Closed Sales	37	22	- 40.5%	147	123	- 16.3%
Median Sales Price*	\$400,000	\$405,000	+ 1.3%	\$398,500	\$389,777	- 2.2%
Average Sales Price*	\$418,119	\$420,779	+ 0.6%	\$412,879	\$411,461	- 0.3%
Percent of List Price Received*	100.2%	99.3%	- 0.9%	99.8%	99.6%	- 0.2%
Days on Market Until Sale	81	72	- 11.1%	86	71	- 17.4%
Inventory of Homes for Sale	87	50	- 42.5%	--	--	--
Months Supply of Inventory	2.7	1.6	- 40.7%	--	--	--

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

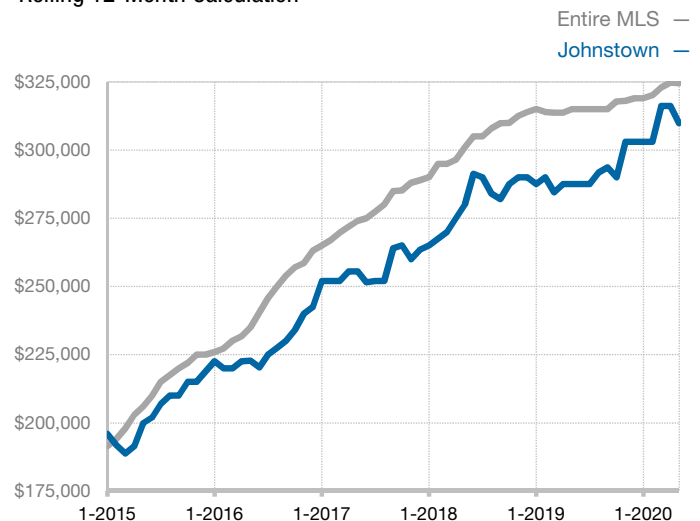
Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	1	4	+ 300.0%	9	17	+ 88.9%
Closed Sales	2	1	- 50.0%	6	6	0.0%
Median Sales Price*	\$326,950	\$285,000	- 12.8%	\$286,450	\$311,250	+ 8.7%
Average Sales Price*	\$326,950	\$285,000	- 12.8%	\$294,467	\$323,250	+ 9.8%
Percent of List Price Received*	99.5%	95.0%	- 4.5%	98.5%	98.9%	+ 0.4%
Days on Market Until Sale	102	108	+ 5.9%	69	57	- 17.4%
Inventory of Homes for Sale	2	6	+ 200.0%	--	--	--
Months Supply of Inventory	1.1	3.5	+ 218.2%	--	--	--

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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 May 2020

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Boulder

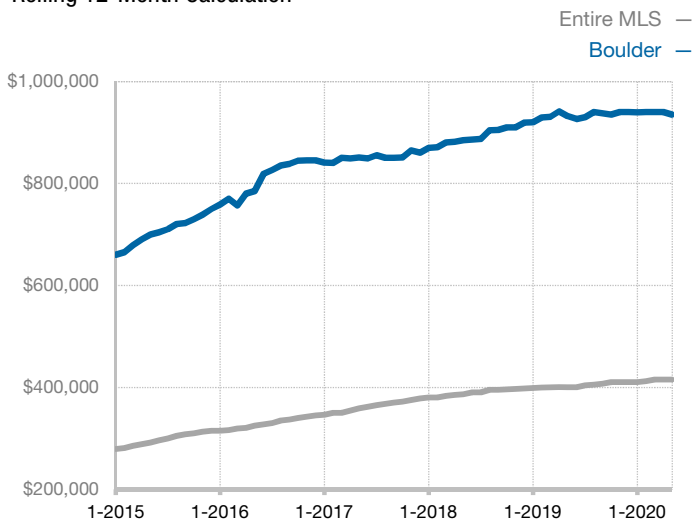
Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	197	174	- 11.7%	726	601	- 17.2%
Closed Sales	111	45	- 59.5%	368	281	- 23.6%
Median Sales Price*	\$925,000	\$869,214	- 6.0%	\$958,750	\$949,000	- 1.0%
Average Sales Price*	\$1,072,909	\$1,177,349	+ 9.7%	\$1,219,339	\$1,191,651	- 2.3%
Percent of List Price Received*	99.3%	98.0%	- 1.3%	98.9%	97.8%	- 1.1%
Days on Market Until Sale	53	65	+ 22.6%	65	74	+ 13.8%
Inventory of Homes for Sale	297	250	- 15.8%	--	--	--
Months Supply of Inventory	3.8	3.5	- 7.9%	--	--	--

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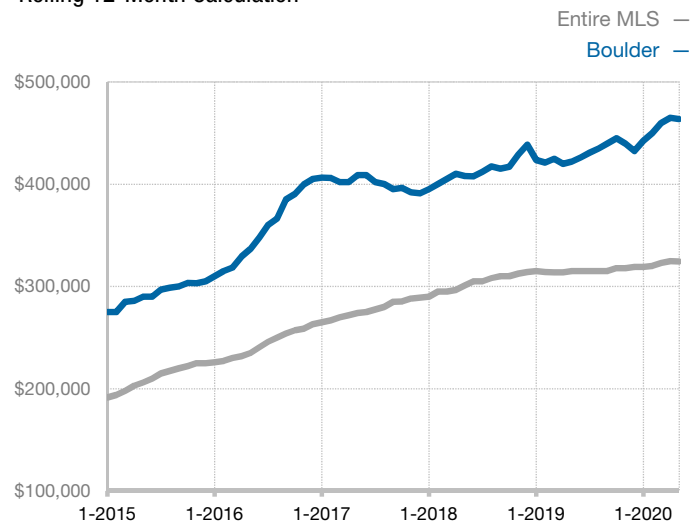
Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	127	131	+ 3.1%	475	447	- 5.9%
Closed Sales	70	35	- 50.0%	243	235	- 3.3%
Median Sales Price*	\$444,950	\$398,000	- 10.6%	\$425,000	\$520,000	+ 22.4%
Average Sales Price*	\$548,355	\$446,512	- 18.6%	\$517,671	\$633,995	+ 22.5%
Percent of List Price Received*	99.4%	99.1%	- 0.3%	99.5%	98.7%	- 0.8%
Days on Market Until Sale	59	53	- 10.2%	66	77	+ 16.7%
Inventory of Homes for Sale	192	182	- 5.2%	--	--	--
Months Supply of Inventory	3.7	3.4	- 8.1%	--	--	--

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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 May 2020

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Berthoud

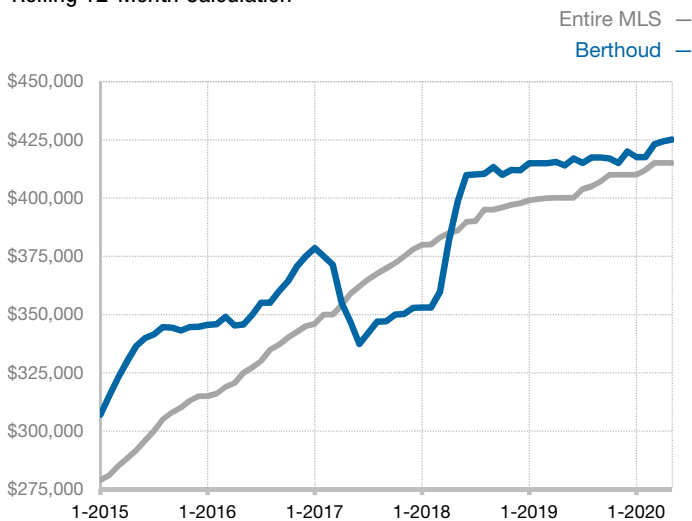
Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	61	65	+ 6.6%	260	307	+ 18.1%
Closed Sales	54	35	- 35.2%	183	128	- 30.1%
Median Sales Price*	\$410,750	\$425,000	+ 3.5%	\$417,000	\$430,000	+ 3.1%
Average Sales Price*	\$444,710	\$474,828	+ 6.8%	\$450,005	\$511,486	+ 13.7%
Percent of List Price Received*	100.7%	99.0%	- 1.7%	99.6%	98.6%	- 1.0%
Days on Market Until Sale	83	79	- 4.8%	106	85	- 19.8%
Inventory of Homes for Sale	106	122	+ 15.1%	--	--	--
Months Supply of Inventory	3.2	3.8	+ 18.8%	--	--	--

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Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	11	2	- 81.8%	36	52	+ 44.4%
Closed Sales	4	1	- 75.0%	12	31	+ 158.3%
Median Sales Price*	\$350,240	\$300,000	- 14.3%	\$319,699	\$289,390	- 9.5%
Average Sales Price*	\$355,888	\$300,000	- 15.7%	\$313,216	\$314,847	+ 0.5%
Percent of List Price Received*	103.0%	95.2%	- 7.6%	101.7%	100.0%	- 1.7%
Days on Market Until Sale	110	47	- 57.3%	110	96	- 12.7%
Inventory of Homes for Sale	16	20	+ 25.0%	--	--	--
Months Supply of Inventory	6.3	4.4	- 30.2%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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