



# FCBR 2023

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# Monthly Indicators



## May 2023

New Listings were down 6.1 percent for single family homes and 8.3 percent for townhouse-condo properties. Pending Sales landed at 204 for single family homes and 74 for townhouse-condo properties.

The Median Sales Price was down 5.0 percent to \$595,000 for single family homes and 2.0 percent to \$415,000 for townhouse-condo properties. Days on Market increased 51.4 percent for single family homes and 64.9 percent for townhouse-condo properties.

While fluctuating interest rates have pushed some buyers to the sidelines, a shortage of inventory is also to blame for lower-than-average home sales this time of year, as current homeowners, many of whom locked in mortgage rates several percentage points below today's current rates, are delaying the decision to sell until market conditions improve. With only 2.9 months' supply heading into May, available homes are moving fast, with the typical home spending just over three weeks on the market, according to NAR.

## Activity Snapshot

<b>- 7.0%</b>	<b>+ 51.4%</b>	<b>- 5.0%</b>
One-Year Change in Single Family <b>Sold Listings</b>	One-Year Change in Single Family <b>Days On Market</b>	One-Year Change in Single Family <b>Median Sales Price</b>

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

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# Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	5-2022	5-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
<b>New Listings</b>		346	<b>325</b>	- 6.1%	1,215	<b>1,106</b>	- 9.0%
<b>Pending Sales</b>		283	<b>204</b>	- 27.9%	1,033	<b>908</b>	- 12.1%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		244	<b>227</b>	- 7.0%	911	<b>806</b>	- 11.5%
<b>Median Sales Price</b>		\$626,300	<b>\$595,000</b>	- 5.0%	\$610,000	<b>\$596,500</b>	- 2.2%
<b>Avg. Sales Price</b>		\$692,506	<b>\$697,576</b>	+ 0.7%	\$683,203	<b>\$672,425</b>	- 1.6%
<b>Pct. of List Price Received</b>		104.9%	<b>100.5%</b>	- 4.2%	104.2%	<b>99.8%</b>	- 4.2%
<b>Days on Market</b>		35	<b>53</b>	+ 51.4%	43	<b>64</b>	+ 48.8%
<b>Affordability Index</b>		50	<b>48</b>	- 4.0%	51	<b>48</b>	- 5.9%
<b>Active Listings</b>		259	<b>380</b>	+ 46.7%	--	--	--
<b>Months Supply</b>		1.1	<b>2.1</b>	+ 90.9%	--	--	--

# Townhouse-Condo Activity Overview

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



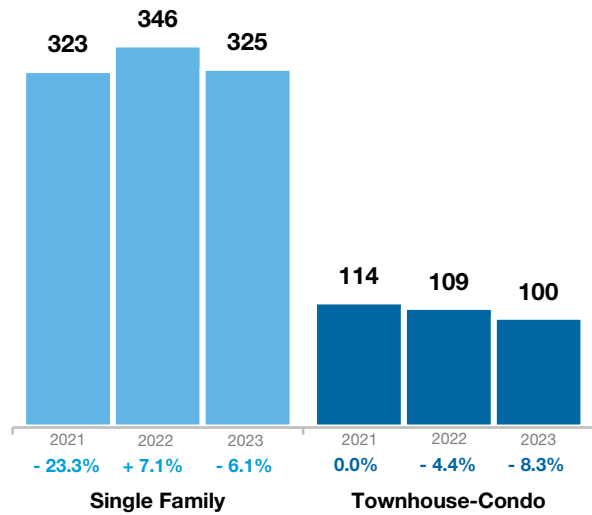
Key Metrics	Historical Sparkbars	5-2022	5-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
<b>New Listings</b>		109	<b>100</b>	- 8.3%	391	<b>366</b>	- 6.4%
<b>Pending Sales</b>		84	<b>74</b>	- 11.9%	357	<b>313</b>	- 12.3%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		82	<b>87</b>	+ 6.1%	309	<b>254</b>	- 17.8%
<b>Median Sales Price</b>		\$423,433	<b>\$415,000</b>	- 2.0%	\$395,000	<b>\$406,063</b>	+ 2.8%
<b>Avg. Sales Price</b>		\$406,922	<b>\$462,566</b>	+ 13.7%	\$417,879	<b>\$422,738</b>	+ 1.2%
<b>Pct. of List Price Received</b>		104.1%	<b>100.3%</b>	- 3.7%	104.2%	<b>99.8%</b>	- 4.2%
<b>Days on Market</b>		37	<b>61</b>	+ 64.9%	52	<b>85</b>	+ 63.5%
<b>Affordability Index</b>		74	<b>68</b>	- 8.1%	79	<b>70</b>	- 11.4%
<b>Active Listings</b>		71	<b>111</b>	+ 56.3%	--	--	--
<b>Months Supply</b>		0.9	<b>2.0</b>	+ 122.2%	--	--	--

# New Listings

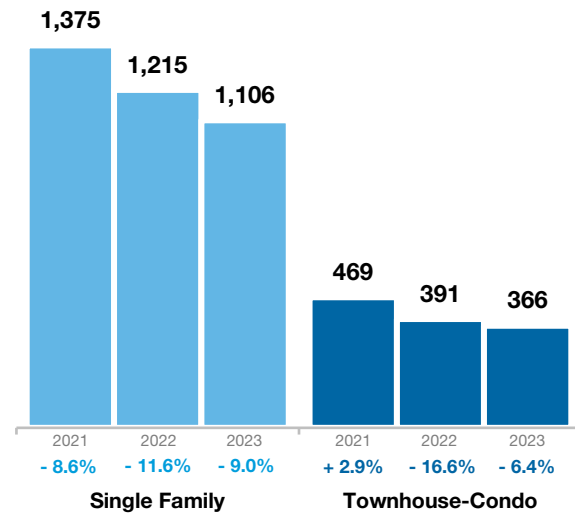
A count of the properties that have been newly listed on the market in a given month.



## May

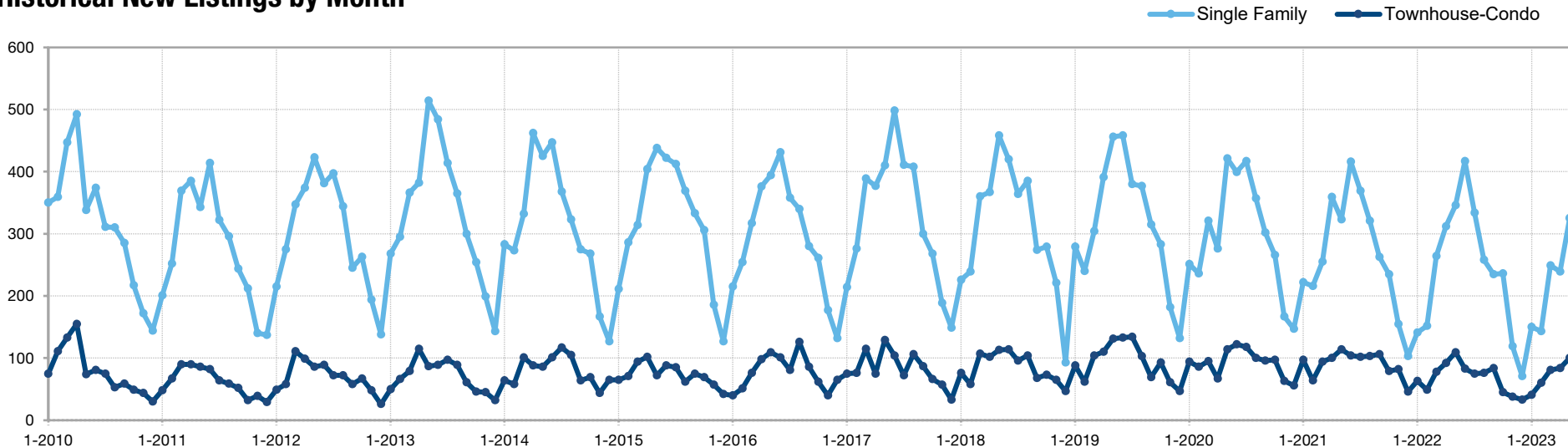


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	119	-23.2%	38	-53.7%
Dec-2022	71	-31.1%	33	-28.3%
Jan-2023	150	+6.4%	41	-34.9%
Feb-2023	143	-5.9%	60	+22.4%
Mar-2023	249	-5.7%	81	+3.8%
Apr-2023	239	-23.4%	84	-8.7%
<b>May-2023</b>	<b>325</b>	<b>-6.1%</b>	<b>100</b>	<b>-8.3%</b>
12-Month Avg	231	-9.8%	67	-21.0%

## Historical New Listings by Month

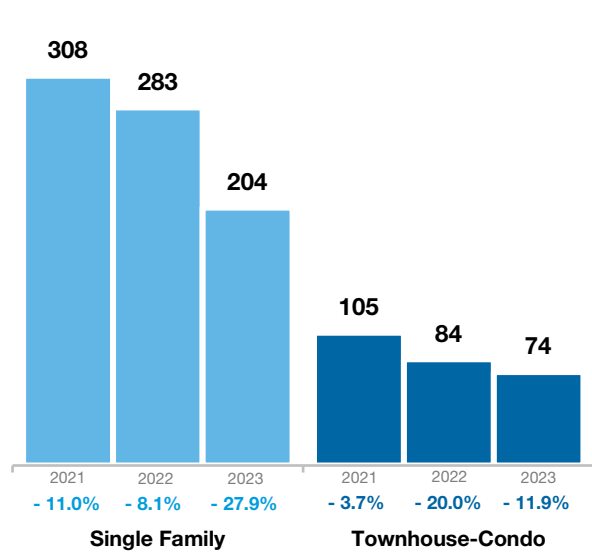


# Pending Sales

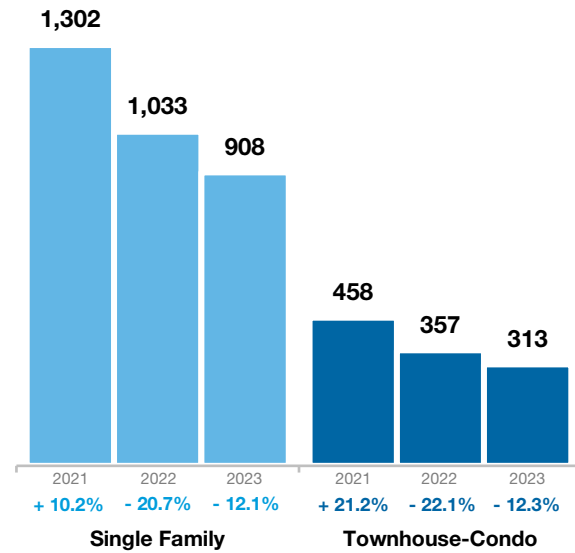
A count of the properties on which offers have been accepted in a given month.



## May

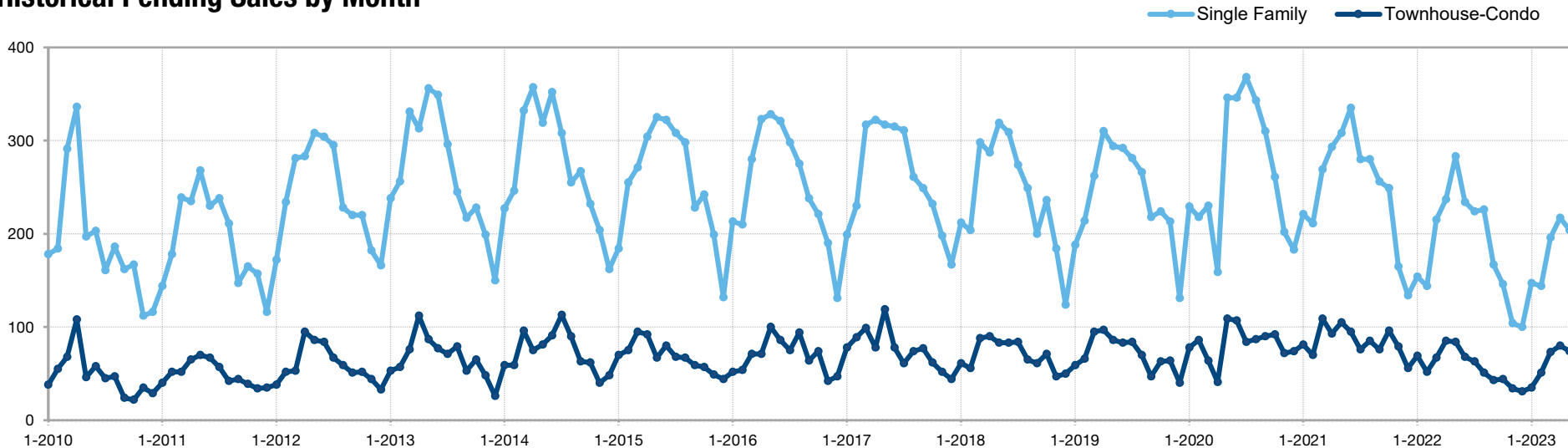


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2022	234	-30.1%	68	-28.4%
Jul-2022	224	-20.0%	63	-17.1%
Aug-2022	226	-19.3%	51	-40.0%
Sep-2022	167	-34.8%	43	-43.4%
Oct-2022	146	-41.4%	44	-54.2%
Nov-2022	104	-37.0%	34	-57.0%
Dec-2022	100	-25.4%	31	-44.6%
Jan-2023	147	-4.5%	35	-49.3%
Feb-2023	144	0.0%	51	-1.9%
Mar-2023	196	-8.8%	73	+9.0%
Apr-2023	217	-8.4%	80	-5.9%
<b>May-2023</b>	<b>204</b>	<b>-27.9%</b>	<b>74</b>	<b>-11.9%</b>
12-Month Avg	176	-22.8%	54	-29.7%

## Historical Pending Sales by Month

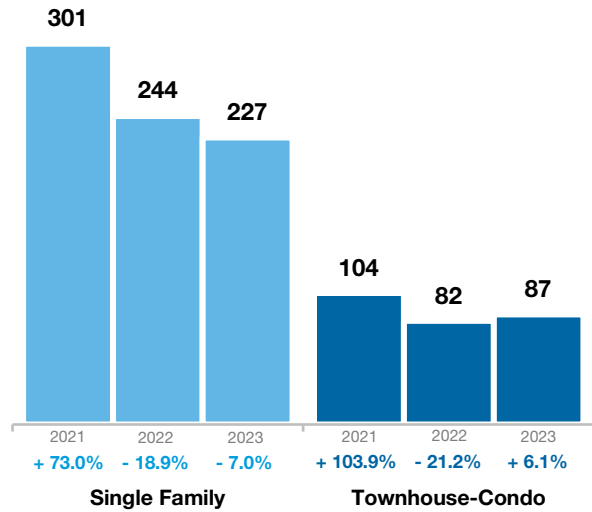


# Sold Listings

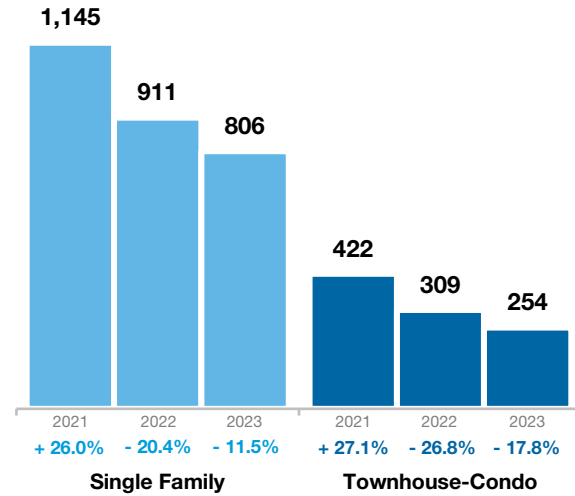
A count of the actual sales that closed in a given month.



## May

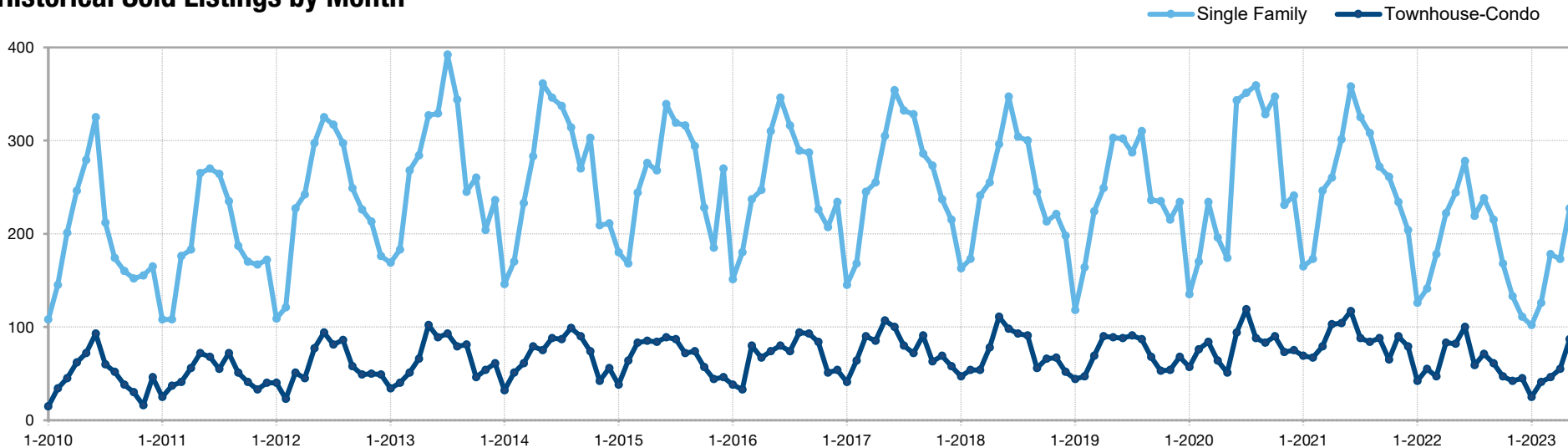


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Mar-2023	178	0.0%	46	-2.1%
Apr-2023	173	-22.1%	55	-33.7%
<b>May-2023</b>	<b>227</b>	<b>-7.0%</b>	<b>87</b>	<b>+6.1%</b>
12-Month Avg	181	-24.5%	57	-26.2%

## Historical Sold Listings by Month

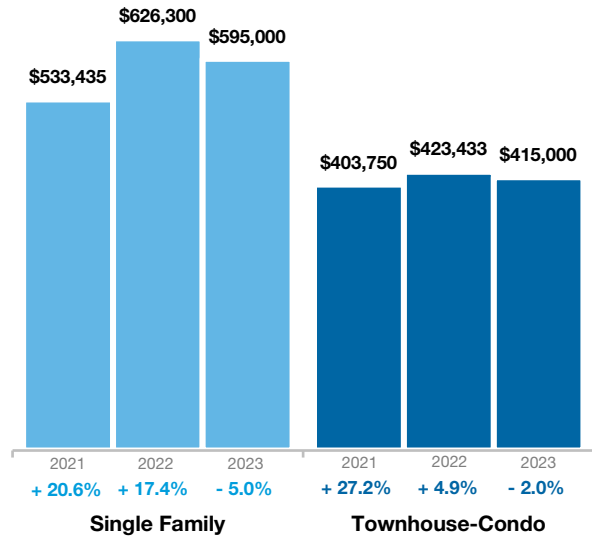


# Median Sales Price

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



## May



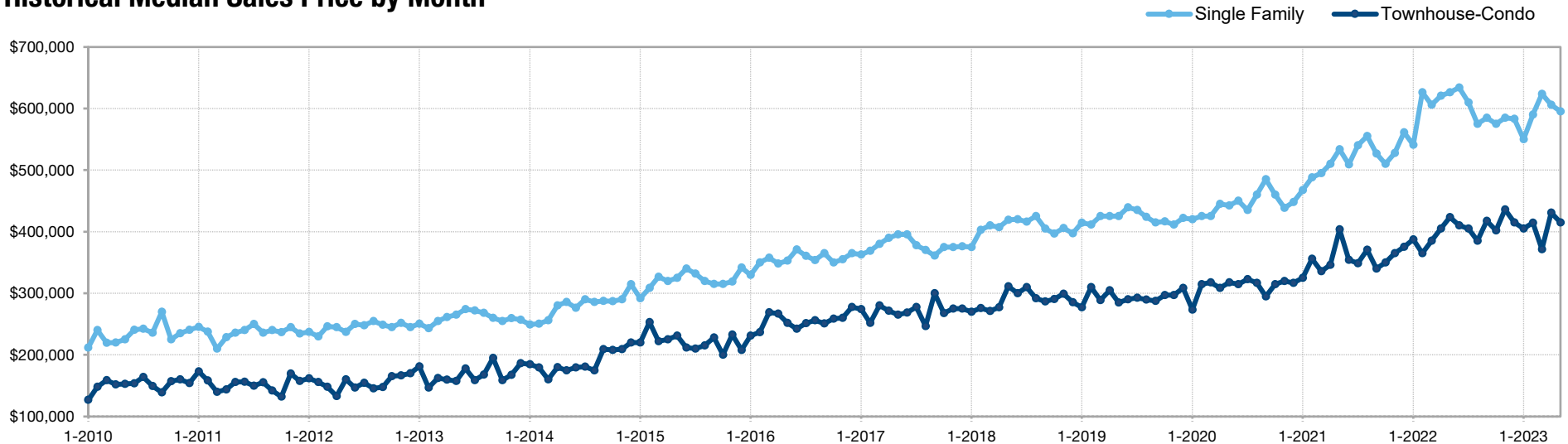
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Mar-2023	\$623,522	+2.9%	\$371,500	-3.5%
Apr-2023	\$606,000	-2.3%	\$430,750	+6.4%
<b>May-2023</b>	<b>\$595,000</b>	<b>-5.0%</b>	<b>\$415,000</b>	<b>-2.0%</b>
12-Month Avg*	\$596,500	+7.3%	\$407,000	+10.0%

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

## Historical Median Sales Price by Month



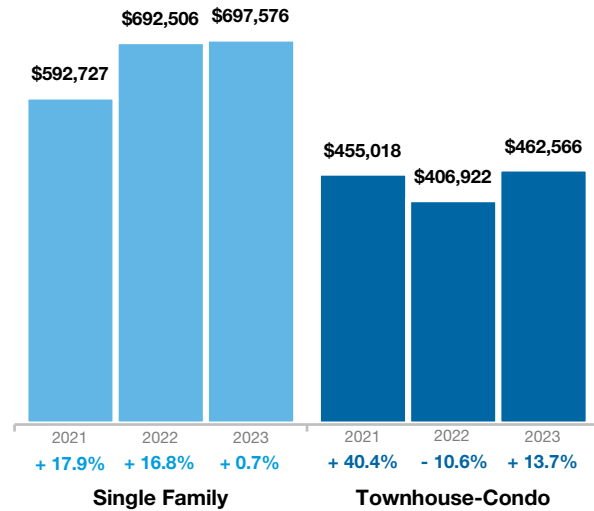


# Average Sales Price

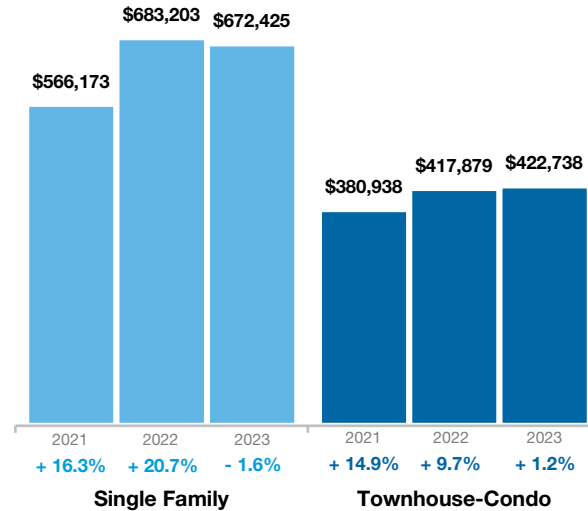
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



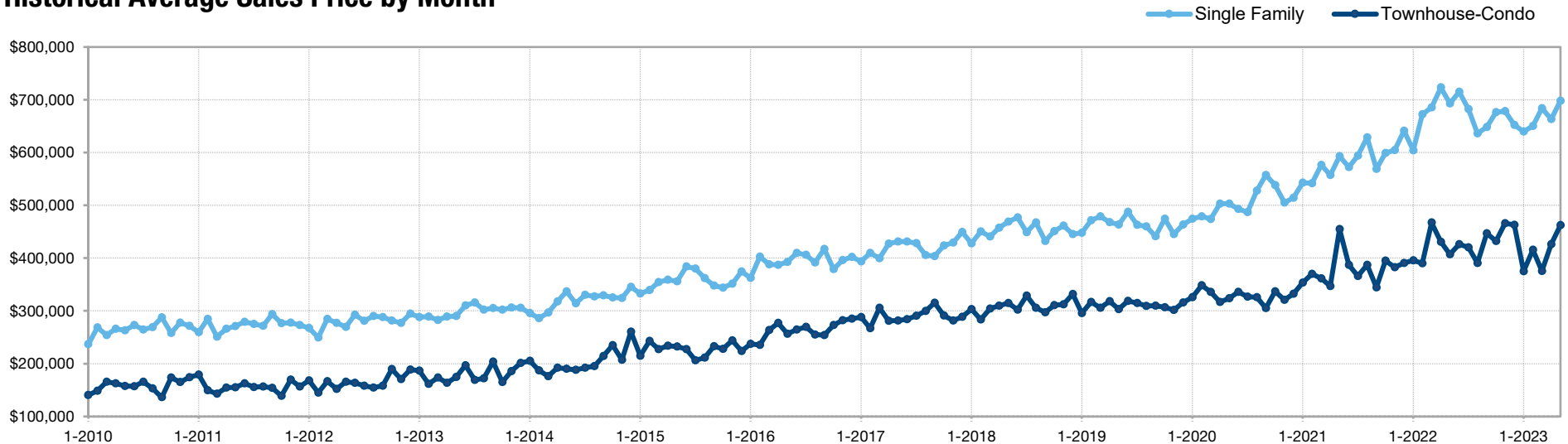
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$465,734	+21.8%
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%
Mar-2023	\$683,838	-0.2%	\$375,411	-19.6%
Apr-2023	\$663,047	-8.3%	\$426,298	-1.0%
<b>May-2023</b>	<b>\$697,576</b>	<b>+0.7%</b>	<b>\$462,566</b>	<b>+13.7%</b>
12-Month Avg*	\$672,071	+7.4%	\$427,789	+9.2%

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

## Historical Average Sales Price by Month

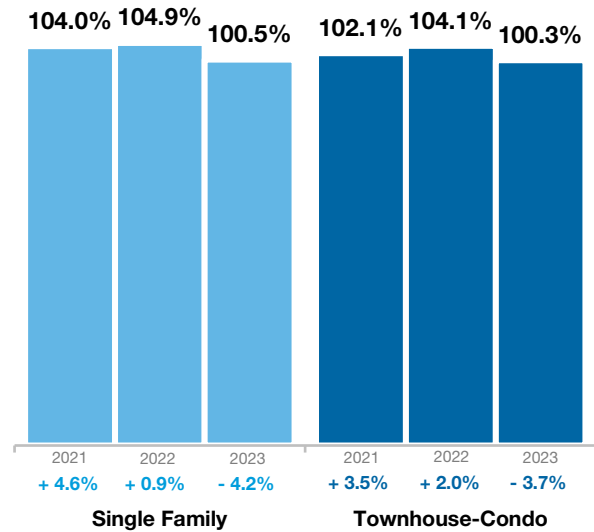


# Percent of List Price Received

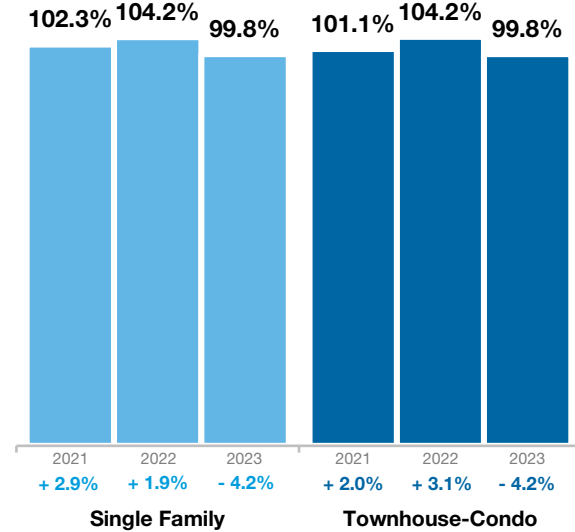
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## May



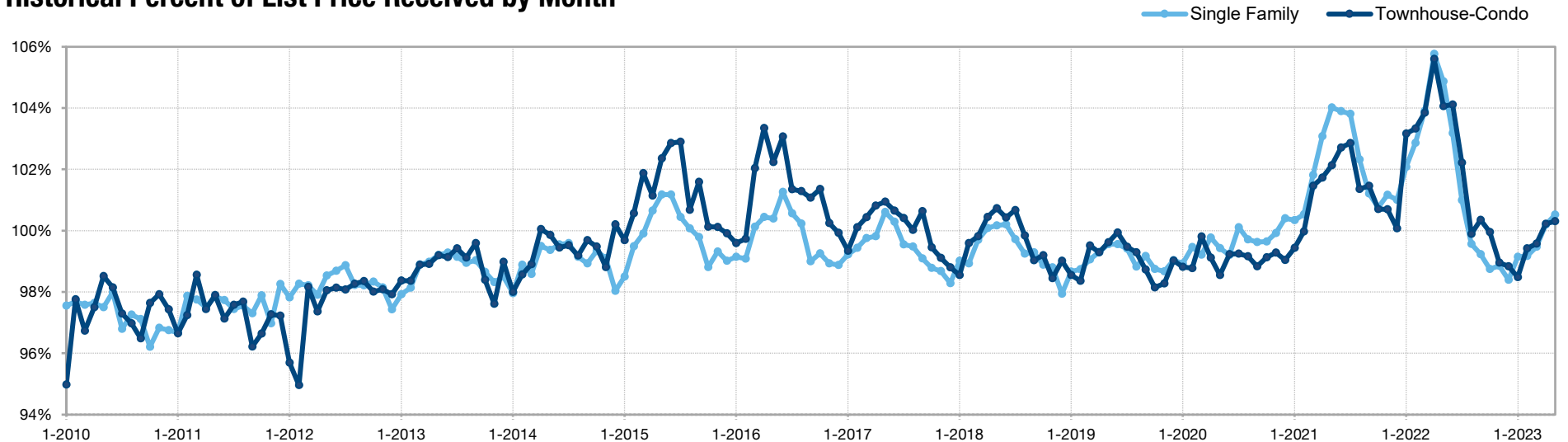
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	99.0%	-1.7%
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%
Mar-2023	99.5%	-4.2%	99.6%	-4.0%
Apr-2023	100.2%	-5.3%	100.2%	-5.1%
<b>May-2023</b>	<b>100.5%</b>	<b>-4.2%</b>	<b>100.3%</b>	<b>-3.7%</b>
12-Month Avg*	100.1%	-2.7%	100.6%	-1.8%

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

## Historical Percent of List Price Received by Month

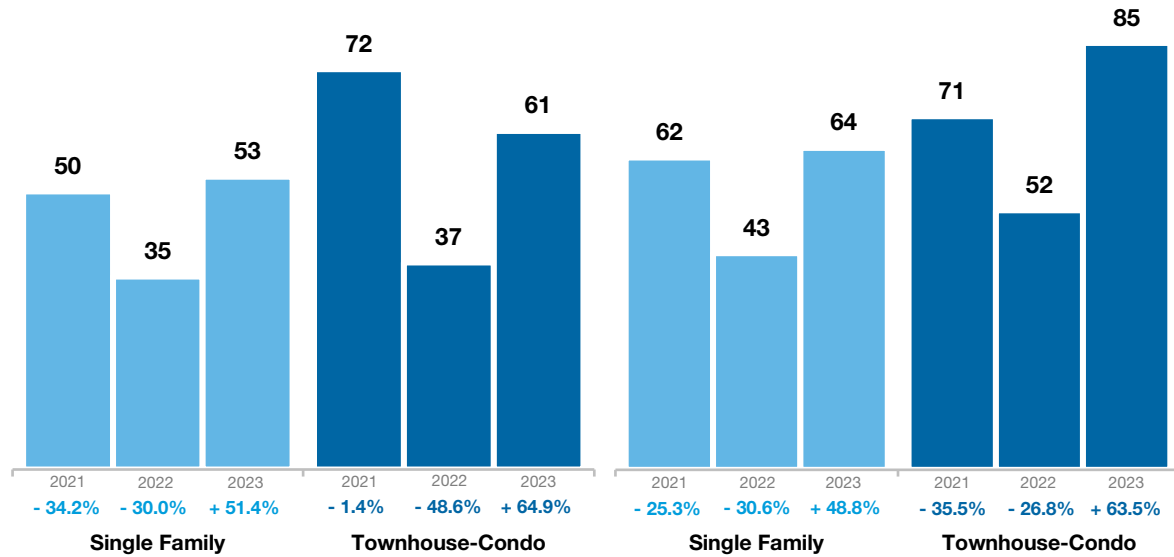


# Days on Market Until Sale



## May

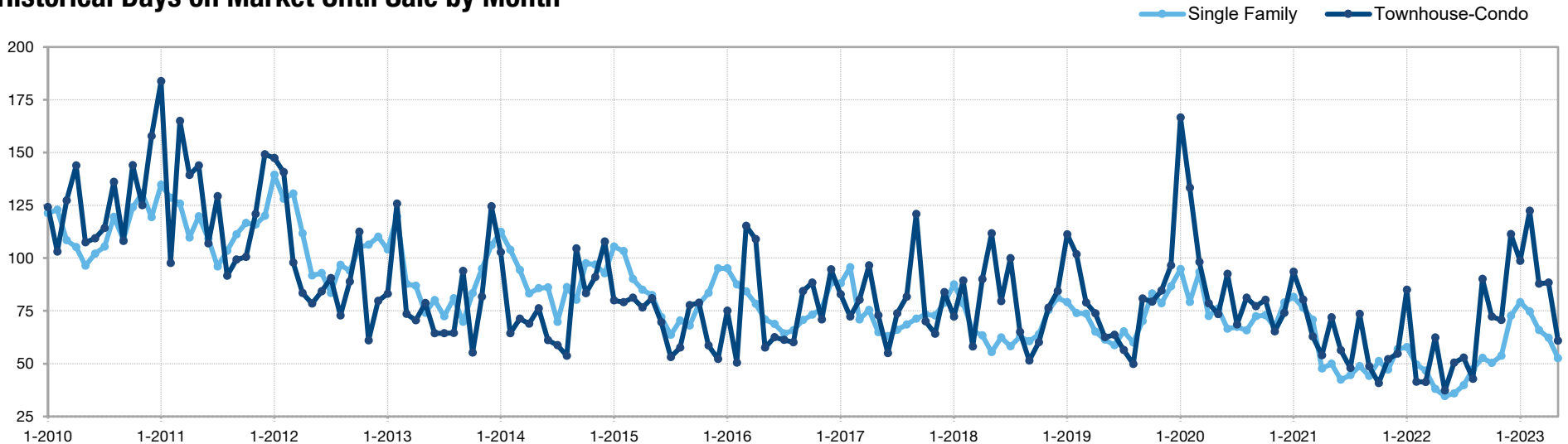
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Mar-2023	66	+40.4%	88	+114.6%
Apr-2023	62	+63.2%	88	+41.9%
<b>May-2023</b>	<b>53</b>	<b>+51.4%</b>	<b>61</b>	<b>+64.9%</b>
12-Month Avg	54	+17.2%	73	+37.7%

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

## Historical Days on Market Until Sale by Month



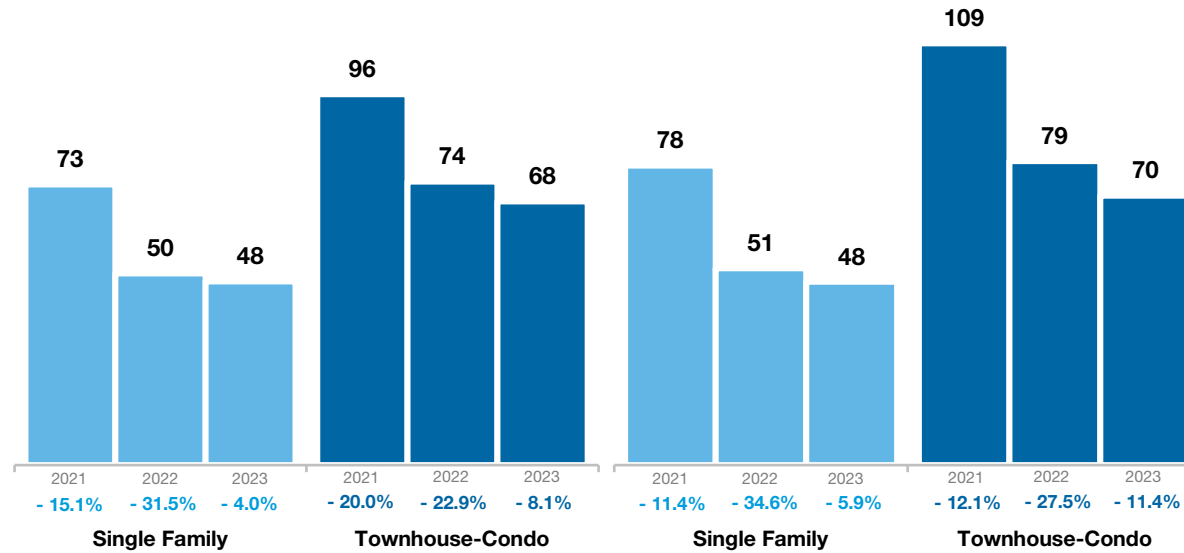
# Housing Affordability Index

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.



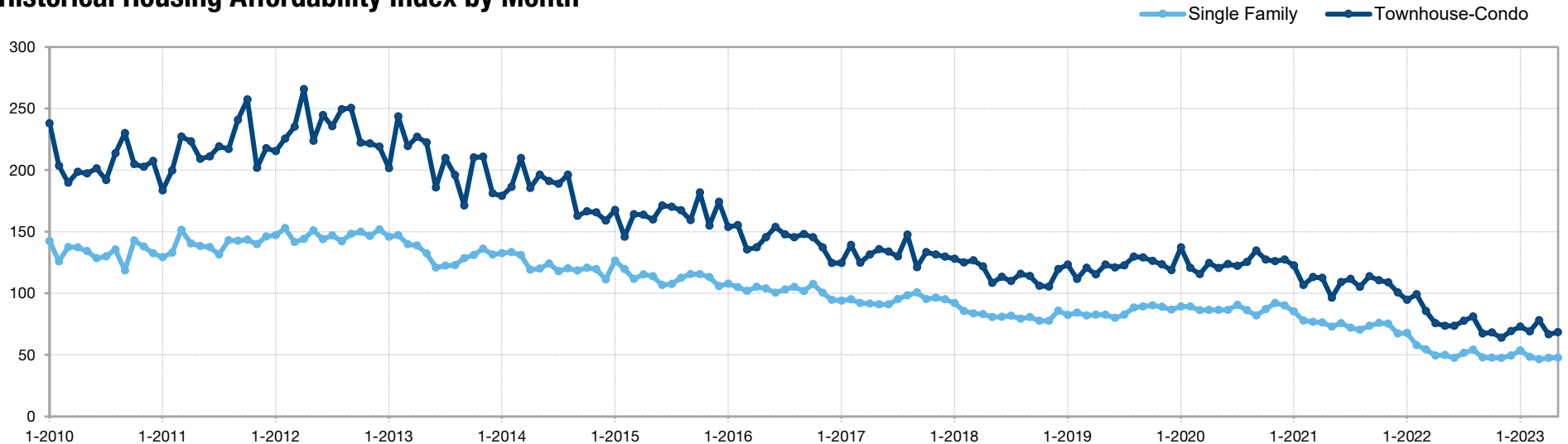
## May

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Mar-2023	47	-13.0%	78	-9.3%
Apr-2023	47	-4.1%	67	-11.8%
<b>May-2023</b>	<b>48</b>	<b>-4.0%</b>	<b>68</b>	<b>-8.1%</b>
12-Month Avg	49	-27.0%	66	-31.3%

## Historical Housing Affordability Index by Month

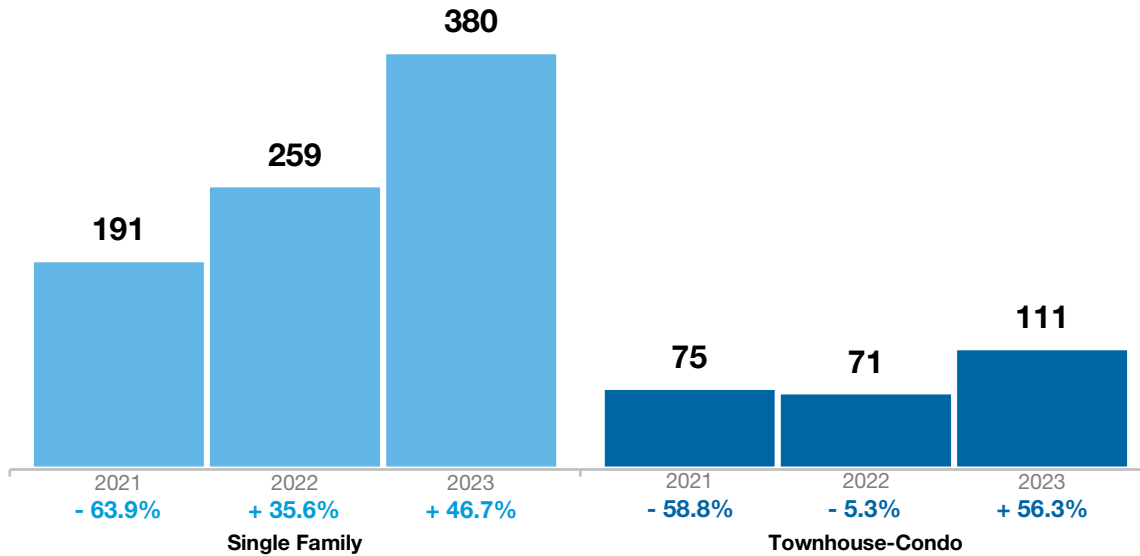


# Inventory of Active Listings

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



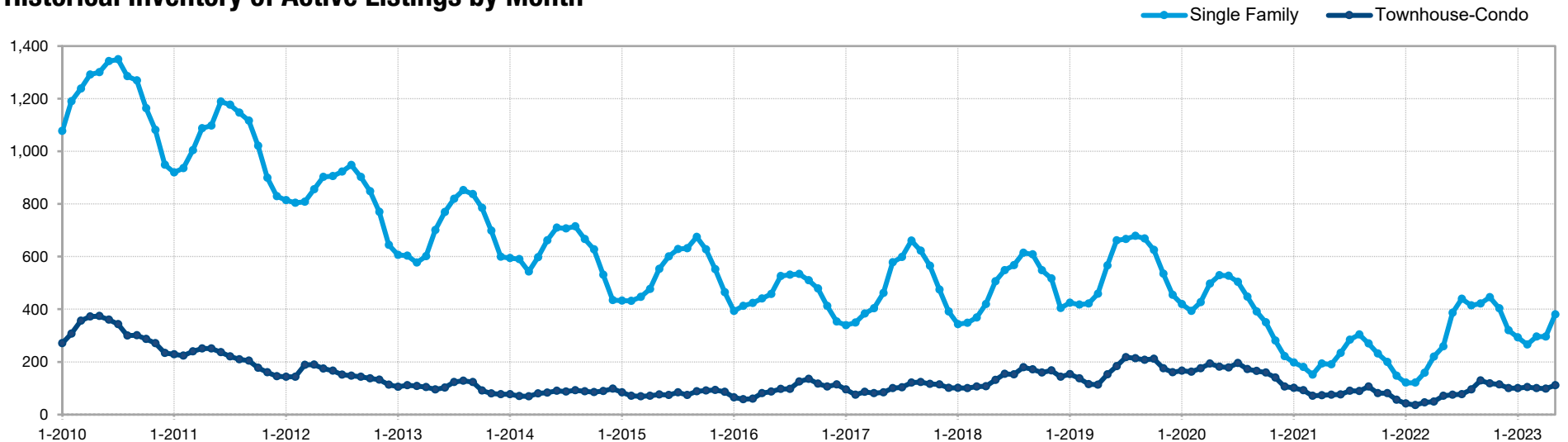
## May



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2022	386	+65.0%	75	-1.3%
Jul-2022	440	+54.9%	77	-14.4%
Aug-2022	414	+36.2%	95	+6.7%
Sep-2022	421	+55.9%	129	+21.7%
Oct-2022	446	+92.2%	118	+45.7%
Nov-2022	403	+101.5%	114	+40.7%
Dec-2022	320	+117.7%	100	+78.6%
Jan-2023	293	+142.1%	100	+138.1%
Feb-2023	266	+119.8%	104	+188.9%
Mar-2023	296	+87.3%	100	+117.4%
Apr-2023	296	+34.5%	98	+100.0%
<b>May-2023</b>	<b>380</b>	<b>+46.7%</b>	<b>111</b>	<b>+56.3%</b>
12-Month Avg*	363	+71.0%	102	+48.4%

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

## Historical Inventory of Active Listings by Month

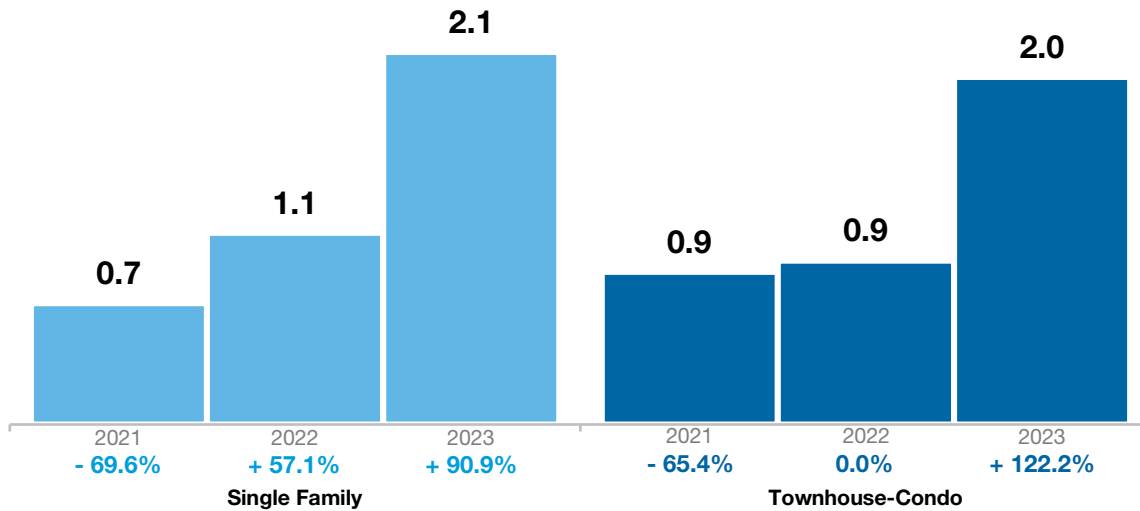


# Months Supply of Inventory

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.



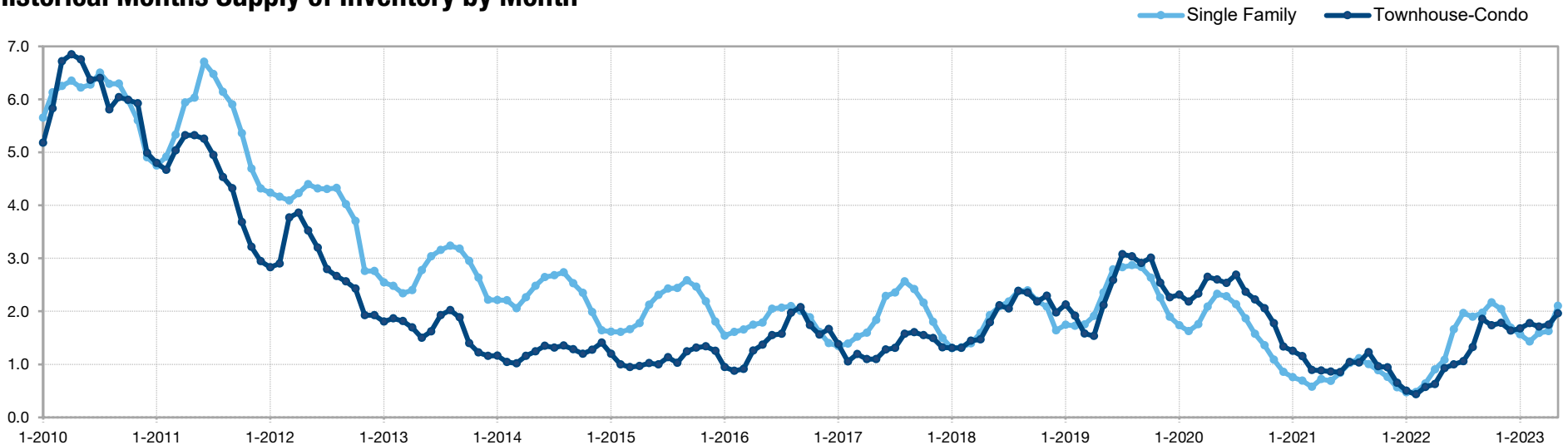
## May



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	1.3	+30.0%
Sep-2022	2.0	+100.0%	1.9	+58.3%
Oct-2022	2.2	+144.4%	1.7	+70.0%
Nov-2022	2.0	+150.0%	1.8	+100.0%
Dec-2022	1.7	+183.3%	1.6	+128.6%
Jan-2023	1.6	+220.0%	1.7	+240.0%
Feb-2023	1.4	+180.0%	1.8	+350.0%
Mar-2023	1.6	+166.7%	1.7	+183.3%
Apr-2023	1.6	+77.8%	1.7	+183.3%
<b>May-2023</b>	<b>2.1</b>	<b>+90.9%</b>	<b>2.0</b>	<b>+122.2%</b>
12-Month Avg*	1.8	+122.3%	1.6	+97.0%

\* Months Supply for all properties from June 2022 through May 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.



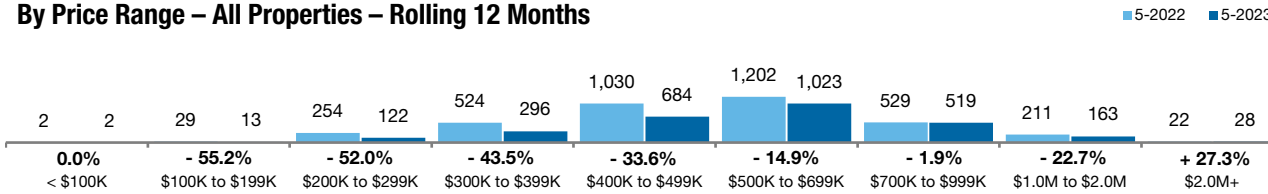
Key Metrics	Historical Sparkbars	5-2022	5-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
<b>New Listings</b>		456	<b>427</b>	- 6.4%	1,610	<b>1,478</b>	- 8.2%
<b>Pending Sales</b>		367	<b>280</b>	- 23.7%	357	<b>313</b>	- 12.3%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		328	<b>315</b>	- 4.0%	1,223	<b>1,062</b>	- 13.2%
<b>Median Sales Price</b>		\$574,000	<b>\$560,000</b>	- 2.4%	\$550,000	<b>\$549,000</b>	- 0.2%
<b>Avg. Sales Price</b>		\$632,817	<b>\$634,565</b>	- 0.8%	\$619,647	<b>\$614,637</b>	- 0.8%
<b>Pct. of List Price Received</b>		104.6%	<b>100.5%</b>	- 4.2%	104.2%	<b>99.8%</b>	- 4.2%
<b>Days on Market</b>		38	<b>55</b>	+ 52.2%	46	<b>70</b>	+ 52.2%
<b>Affordability Index</b>		54	<b>51</b>	- 8.8%	57	<b>52</b>	- 8.8%
<b>Active Listings</b>		338	<b>499</b>	+ 47.6%	--	--	--
<b>Months Supply</b>		1.1	<b>2.1</b>	+ 97.0%	--	--	--

# Sold Listings

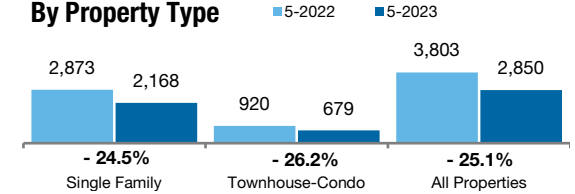
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	5-2022	5-2023	Change	5-2022	5-2023	Change
\$99,999 and Below	2	2	0.0%	0	0	--
\$100,000 to \$199,999	19	9	-52.6%	9	4	-55.6%
\$200,000 to \$299,999	36	25	-30.6%	216	97	-55.1%
\$300,000 to \$399,999	180	89	-50.6%	343	207	-39.7%
\$400,000 to \$499,999	789	427	-45.9%	241	257	+6.6%
\$500,000 to \$699,999	1,134	948	-16.4%	67	75	+11.9%
\$700,000 to \$999,999	500	489	-2.2%	29	30	+3.4%
\$1,000,000 to \$1,999,999	195	152	-22.1%	12	9	-25.0%
\$2,000,000 and Above	18	27	+50.0%	3	0	-100.0%
<b>All Price Ranges</b>	<b>2,873</b>	<b>2,168</b>	<b>-24.5%</b>	<b>920</b>	<b>679</b>	<b>-26.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	4-2023	5-2023	Change	4-2023	5-2023	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	0	1	--	0	0	--
\$200,000 to \$299,999	0	1	--	5	11	+120.0%
\$300,000 to \$399,999	6	5	-16.7%	17	28	+64.7%
\$400,000 to \$499,999	35	33	-5.7%	25	30	+20.0%
\$500,000 to \$699,999	69	121	+75.4%	6	9	+50.0%
\$700,000 to \$999,999	51	41	-19.6%	2	6	+200.0%
\$1,000,000 to \$1,999,999	11	21	+90.9%	0	3	--
\$2,000,000 and Above	1	3	+200.0%	0	0	--
<b>All Price Ranges</b>	<b>173</b>	<b>227</b>	<b>+31.2%</b>	<b>55</b>	<b>87</b>	<b>+58.2%</b>

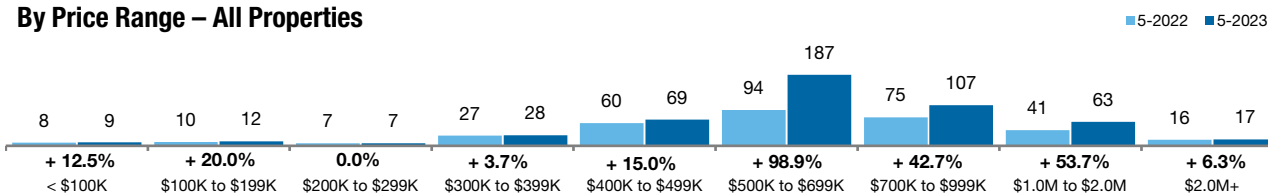
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	5-2022	5-2023	Change	5-2022	5-2023	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	7	3	-57.1%	0	0	--
\$200,000 to \$299,999	8	8	0.0%	62	38	-38.7%
\$300,000 to \$399,999	27	24	-11.1%	97	80	-17.5%
\$400,000 to \$499,999	163	158	-3.1%	97	100	+3.1%
\$500,000 to \$699,999	399	363	-9.0%	33	24	-27.3%
\$700,000 to \$999,999	218	185	-15.1%	14	8	-42.9%
\$1,000,000 to \$1,999,999	80	55	-31.3%	5	4	-20.0%
\$2,000,000 and Above	9	9	0.0%	1	0	-100.0%
<b>All Price Ranges</b>	<b>911</b>	<b>806</b>	<b>-11.5%</b>	<b>309</b>	<b>254</b>	<b>-17.8%</b>

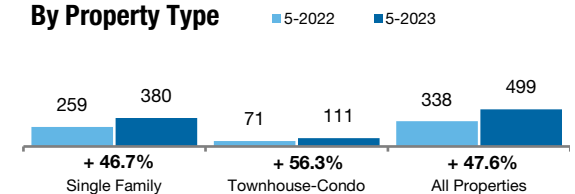
# Inventory of Active Listings

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		
	5-2022	5-2023	Change	5-2022	5-2023	Change
\$99,999 and Below	8	9	+12.5%	0	0	--
\$100,000 to \$199,999	10	12	+20.0%	0	0	--
\$200,000 to \$299,999	4	4	0.0%	3	3	0.0%
\$300,000 to \$399,999	16	15	-6.3%	11	13	+18.2%
\$400,000 to \$499,999	29	30	+3.4%	31	39	+25.8%
\$500,000 to \$699,999	76	147	+93.4%	17	40	+135.3%
\$700,000 to \$999,999	68	96	+41.2%	7	11	+57.1%
\$1,000,000 to \$1,999,999	38	57	+50.0%	2	5	+150.0%
\$2,000,000 and Above	10	10	0.0%	0	0	--
<b>All Price Ranges</b>	<b>259</b>	<b>380</b>	<b>+46.7%</b>	<b>71</b>	<b>111</b>	<b>+56.3%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	4-2023	5-2023	Change	4-2023	5-2023	Change
\$99,999 and Below	9	9	0.0%	0	0	--
\$100,000 to \$199,999	10	12	+20.0%	0	0	--
\$200,000 to \$299,999	8	4	-50.0%	2	3	+50.0%
\$300,000 to \$399,999	11	15	+36.4%	11	13	+18.2%
\$400,000 to \$499,999	25	30	+20.0%	35	39	+11.4%
\$500,000 to \$699,999	113	147	+30.1%	37	40	+8.1%
\$700,000 to \$999,999	74	96	+29.7%	9	11	+22.2%
\$1,000,000 to \$1,999,999	38	57	+50.0%	4	5	+25.0%
\$2,000,000 and Above	8	10	+25.0%	0	0	--
<b>All Price Ranges</b>	<b>296</b>	<b>380</b>	<b>+28.4%</b>	<b>98</b>	<b>111</b>	<b>+13.3%</b>

### Year to Date

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



# Glossary of Terms

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<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 May 2023

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## Berthoud

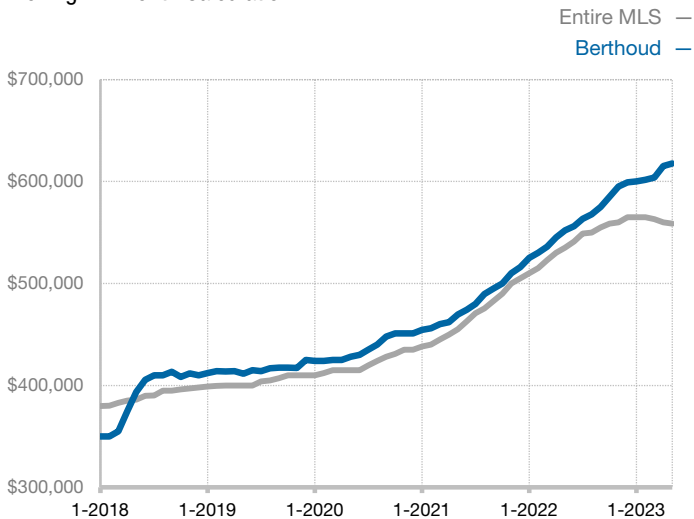
Single Family	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	67	65	- 3.0%	242	244	+ 0.8%
Closed Sales	51	37	- 27.5%	218	165	- 24.3%
Median Sales Price*	\$640,000	<b>\$667,000</b>	+ 4.2%	\$589,000	<b>\$639,000</b>	+ 8.5%
Average Sales Price*	\$736,795	<b>\$761,598</b>	+ 3.4%	\$682,670	<b>\$794,674</b>	+ 16.4%
Percent of List Price Received*	104.0%	<b>99.7%</b>	- 4.1%	103.2%	<b>99.3%</b>	- 3.8%
Days on Market Until Sale	75	55	- 26.7%	77	82	+ 6.5%
Inventory of Homes for Sale	63	102	+ 61.9%	--	--	--
Months Supply of Inventory	1.3	2.8	+ 115.4%	--	--	--

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

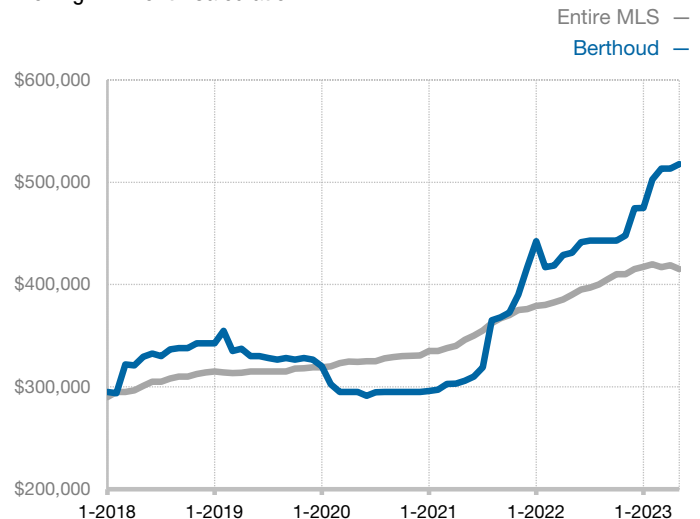
Townhouse/Condo	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	3	- 57.1%	25	31	+ 24.0%
Closed Sales	4	3	- 25.0%	32	25	- 21.9%
Median Sales Price*	\$419,000	<b>\$505,000</b>	+ 20.5%	\$435,500	<b>\$511,000</b>	+ 17.3%
Average Sales Price*	\$421,075	<b>\$492,000</b>	+ 16.8%	\$463,262	<b>\$543,658</b>	+ 17.4%
Percent of List Price Received*	99.8%	<b>100.0%</b>	+ 0.2%	102.9%	<b>102.3%</b>	- 0.6%
Days on Market Until Sale	188	71	- 62.2%	214	165	- 22.9%
Inventory of Homes for Sale	7	13	+ 85.7%	--	--	--
Months Supply of Inventory	1.2	2.6	+ 116.7%	--	--	--

\* 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 May 2023

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## Boulder

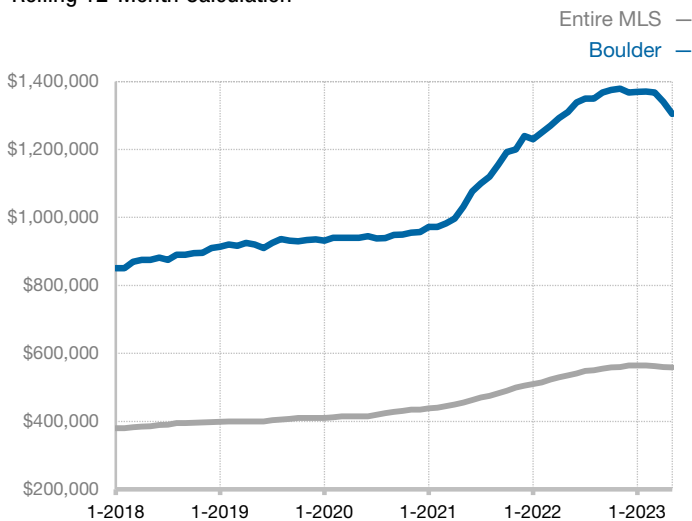
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	193	163	- 15.5%	632	663	+ 4.9%
Closed Sales	108	99	- 8.3%	400	342	- 14.5%
Median Sales Price*	\$1,405,000	\$1,250,000	- 11.0%	\$1,450,000	\$1,334,000	- 8.0%
Average Sales Price*	\$1,714,286	\$1,587,058	- 7.4%	\$1,710,852	\$1,718,395	+ 0.4%
Percent of List Price Received*	109.4%	99.3%	- 9.2%	107.8%	98.6%	- 8.5%
Days on Market Until Sale	25	44	+ 76.0%	37	53	+ 43.2%
Inventory of Homes for Sale	180	278	+ 54.4%	--	--	--
Months Supply of Inventory	1.7	3.6	+ 111.8%	--	--	--

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

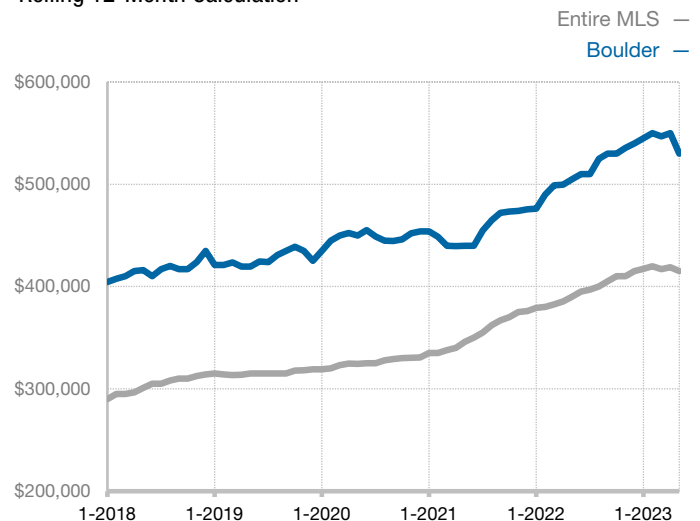
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	108	89	- 17.6%	412	354	- 14.1%
Closed Sales	68	72	+ 5.9%	321	244	- 24.0%
Median Sales Price*	\$629,650	\$503,500	- 20.0%	\$525,000	\$503,500	- 4.1%
Average Sales Price*	\$646,994	\$578,421	- 10.6%	\$648,956	\$592,415	- 8.7%
Percent of List Price Received*	104.3%	100.1%	- 4.0%	104.2%	99.6%	- 4.4%
Days on Market Until Sale	23	29	+ 26.1%	40	41	+ 2.5%
Inventory of Homes for Sale	82	112	+ 36.6%	--	--	--
Months Supply of Inventory	1.0	2.0	+ 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 May 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

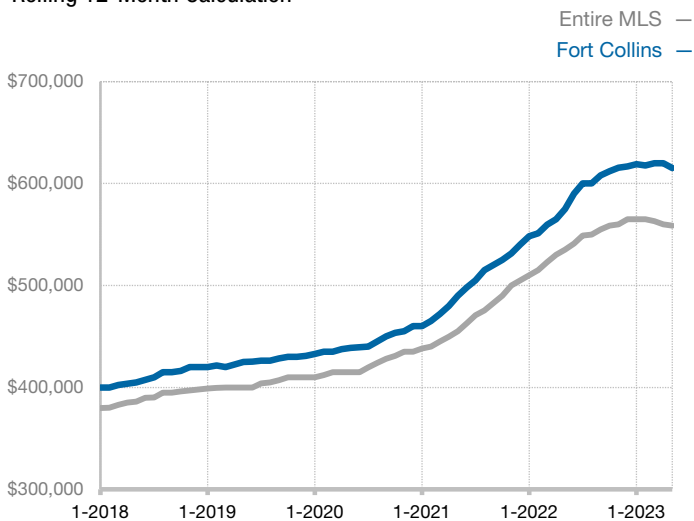
Single Family	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	353	<b>264</b>	- 25.2%	1,290	<b>913</b>	- 29.2%
Closed Sales	272	<b>179</b>	- 34.2%	969	<b>664</b>	- 31.5%
Median Sales Price*	\$650,000	<b>\$630,000</b>	- 3.1%	\$620,720	<b>\$624,884</b>	+ 0.7%
Average Sales Price*	\$729,849	<b>\$738,817</b>	+ 1.2%	\$696,218	<b>\$692,799</b>	- 0.5%
Percent of List Price Received*	105.5%	<b>100.9%</b>	- 4.4%	104.9%	<b>100.0%</b>	- 4.7%
Days on Market Until Sale	25	<b>38</b>	+ 52.0%	31	<b>53</b>	+ 71.0%
Inventory of Homes for Sale	224	<b>279</b>	+ 24.6%	--	--	--
Months Supply of Inventory	0.9	<b>1.6</b>	+ 77.8%	--	--	--

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

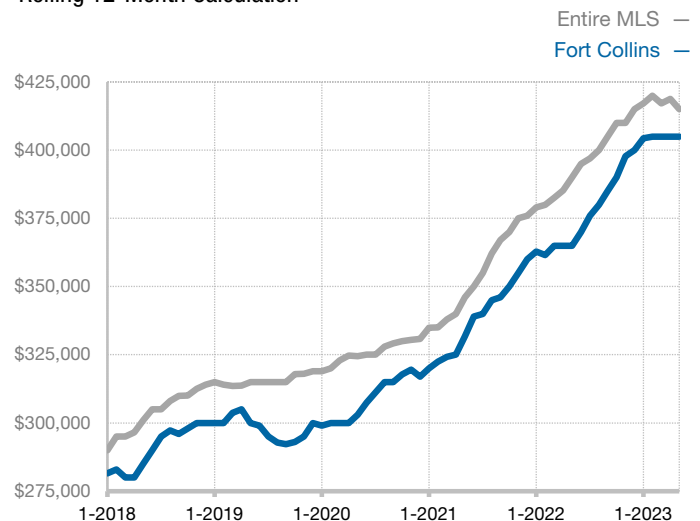
Townhouse/Condo	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	126	<b>97</b>	- 23.0%	461	<b>354</b>	- 23.2%
Closed Sales	102	<b>83</b>	- 18.6%	377	<b>276</b>	- 26.8%
Median Sales Price*	\$425,500	<b>\$417,000</b>	- 2.0%	\$395,000	<b>\$404,405</b>	+ 2.4%
Average Sales Price*	\$417,055	<b>\$445,607</b>	+ 6.8%	\$417,304	<b>\$410,302</b>	- 1.7%
Percent of List Price Received*	104.2%	<b>100.3%</b>	- 3.7%	104.2%	<b>99.7%</b>	- 4.3%
Days on Market Until Sale	28	<b>51</b>	+ 82.1%	29	<b>75</b>	+ 158.6%
Inventory of Homes for Sale	64	<b>90</b>	+ 40.6%	--	--	--
Months Supply of Inventory	0.7	<b>1.4</b>	+ 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 May 2023

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## Greeley

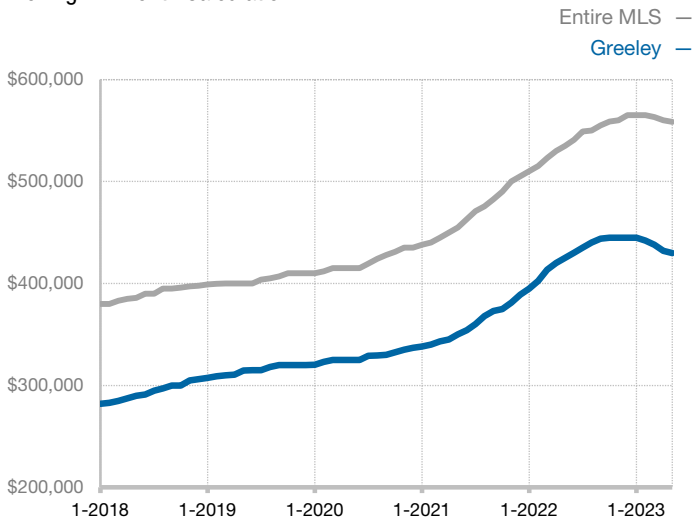
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	230	151	- 34.3%	918	578	- 37.0%
Closed Sales	155	99	- 36.1%	779	480	- 38.4%
Median Sales Price*	\$460,342	<b>\$430,000</b>	- 6.6%	\$450,014	<b>\$420,000</b>	- 6.7%
Average Sales Price*	\$474,424	<b>\$493,221</b>	+ 4.0%	\$455,235	<b>\$442,381</b>	- 2.8%
Percent of List Price Received*	102.8%	<b>100.3%</b>	- 2.4%	102.5%	<b>99.9%</b>	- 2.5%
Days on Market Until Sale	34	46	+ 35.3%	48	65	+ 35.4%
Inventory of Homes for Sale	184	190	+ 3.3%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

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

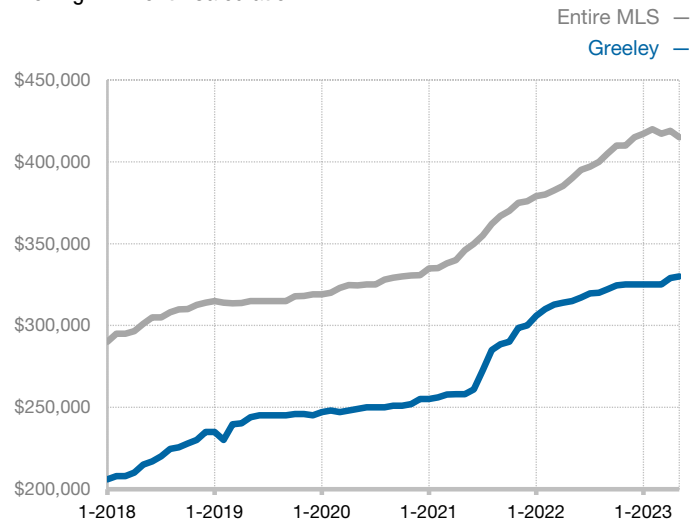
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	38	26	- 31.6%	129	125	- 3.1%
Closed Sales	20	20	0.0%	159	104	- 34.6%
Median Sales Price*	\$321,000	<b>\$347,000</b>	+ 8.1%	\$321,000	<b>\$330,575</b>	+ 3.0%
Average Sales Price*	\$337,241	<b>\$352,244</b>	+ 4.4%	\$320,283	<b>\$338,167</b>	+ 5.6%
Percent of List Price Received*	101.6%	<b>99.3%</b>	- 2.3%	101.2%	<b>99.3%</b>	- 1.9%
Days on Market Until Sale	32	45	+ 40.6%	90	60	- 33.3%
Inventory of Homes for Sale	26	27	+ 3.8%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--

\* 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 May 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

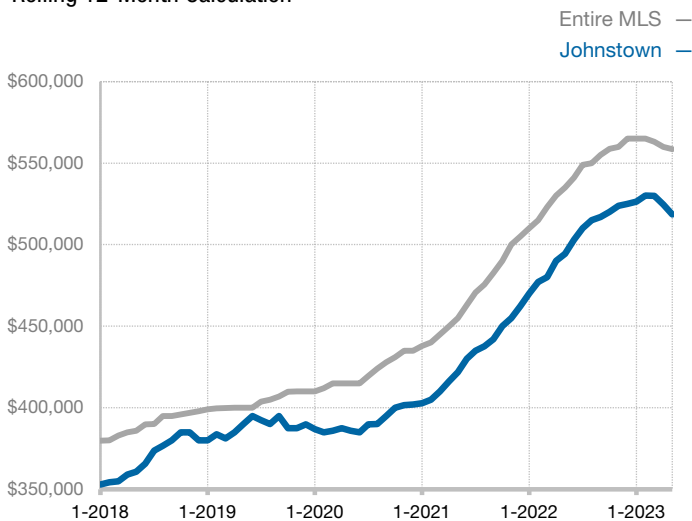
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	73	48	- 34.2%	329	292	- 11.2%
Closed Sales	62	69	+ 11.3%	250	251	+ 0.4%
Median Sales Price*	\$525,000	<b>\$501,335</b>	- 4.5%	\$515,000	<b>\$505,000</b>	- 1.9%
Average Sales Price*	\$565,301	<b>\$536,458</b>	- 5.1%	\$548,482	<b>\$535,047</b>	- 2.4%
Percent of List Price Received*	103.6%	<b>99.6%</b>	- 3.9%	102.8%	<b>99.8%</b>	- 2.9%
Days on Market Until Sale	18	60	+ 233.3%	29	63	+ 117.2%
Inventory of Homes for Sale	78	52	- 33.3%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--

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

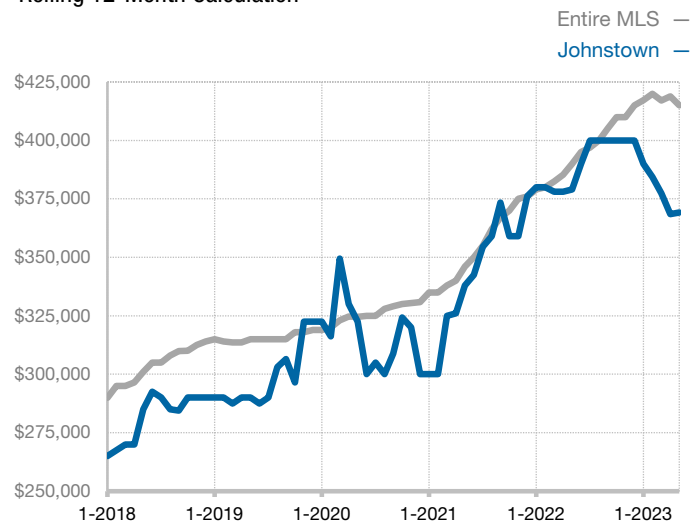
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	0	2	--	4	14	+ 250.0%
Closed Sales	0	1	--	5	15	+ 200.0%
Median Sales Price*	\$0	<b>\$388,030</b>	--	\$400,000	<b>\$344,250</b>	- 13.9%
Average Sales Price*	\$0	<b>\$388,030</b>	--	\$395,980	<b>\$365,932</b>	- 7.6%
Percent of List Price Received*	0.0%	<b>99.8%</b>	--	104.1%	<b>100.1%</b>	- 3.8%
Days on Market Until Sale	0	54	--	15	80	+ 433.3%
Inventory of Homes for Sale	0	4	--	--	--	--
Months Supply of Inventory	0.0	1.5	--	--	--	--

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

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



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



# Local Market Update for May 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

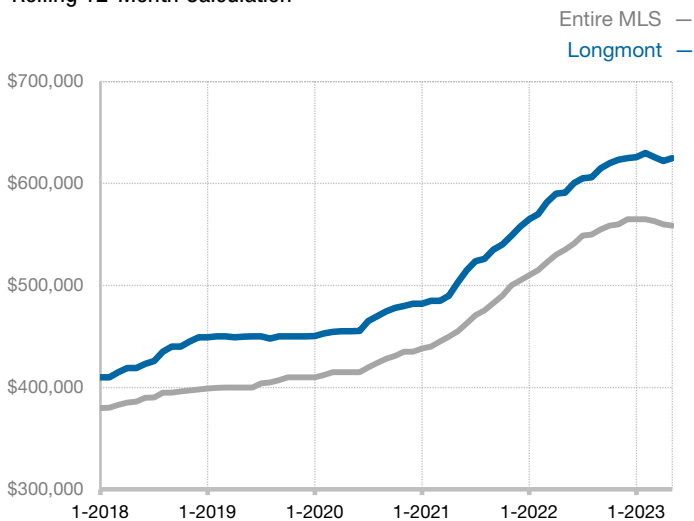
Single Family	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	186	161	- 13.4%	742	605	- 18.5%
Closed Sales	139	121	- 12.9%	545	430	- 21.1%
Median Sales Price*	\$630,000	<b>\$665,000</b>	+ 5.6%	\$631,000	<b>\$646,945</b>	+ 2.5%
Average Sales Price*	\$725,741	<b>\$790,815</b>	+ 9.0%	\$743,722	<b>\$762,177</b>	+ 2.5%
Percent of List Price Received*	106.0%	<b>100.6%</b>	- 5.1%	106.5%	<b>99.5%</b>	- 6.6%
Days on Market Until Sale	22	41	+ 86.4%	25	54	+ 116.0%
Inventory of Homes for Sale	160	207	+ 29.4%	--	--	--
Months Supply of Inventory	1.1	2.1	+ 90.9%	--	--	--

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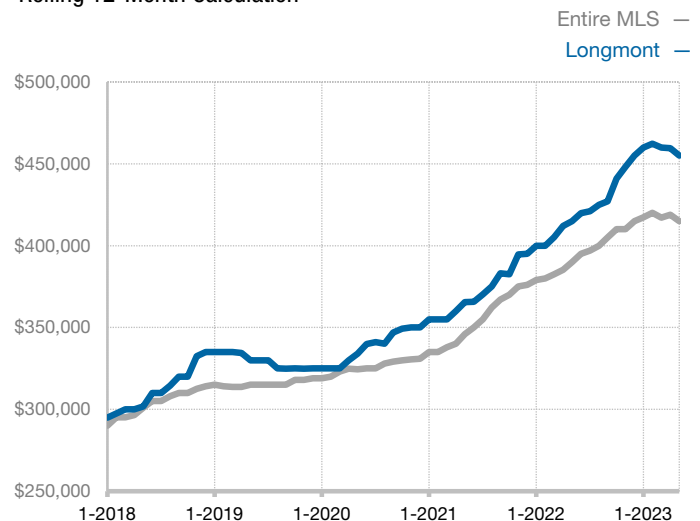
Townhouse/Condo	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	43	38	- 11.6%	176	176	0.0%
Closed Sales	32	34	+ 6.3%	127	126	- 0.8%
Median Sales Price*	\$482,500	<b>\$453,368</b>	- 6.0%	\$460,000	<b>\$460,000</b>	0.0%
Average Sales Price*	\$494,344	<b>\$470,272</b>	- 4.9%	\$477,808	<b>\$473,442</b>	- 0.9%
Percent of List Price Received*	104.3%	<b>100.4%</b>	- 3.7%	106.2%	<b>99.8%</b>	- 6.0%
Days on Market Until Sale	22	70	+ 218.2%	19	65	+ 242.1%
Inventory of Homes for Sale	21	72	+ 242.9%	--	--	--
Months Supply of Inventory	0.6	2.7	+ 350.0%	--	--	--

\* 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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

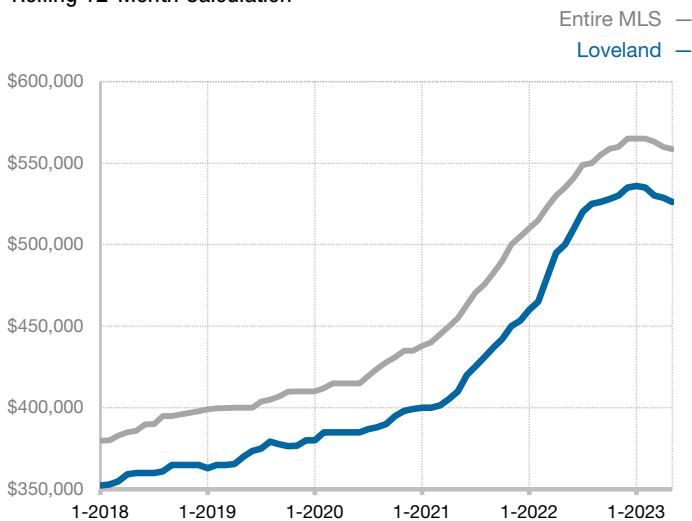
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	278	180	- 35.3%	938	650	- 30.7%
Closed Sales	205	134	- 34.6%	679	532	- 21.6%
Median Sales Price*	\$540,000	<b>\$525,000</b>	- 2.8%	\$546,000	<b>\$527,000</b>	- 3.5%
Average Sales Price*	\$616,861	<b>\$555,757</b>	- 9.9%	\$597,466	<b>\$620,481</b>	+ 3.9%
Percent of List Price Received*	104.3%	<b>99.8%</b>	- 4.3%	103.8%	<b>99.2%</b>	- 4.4%
Days on Market Until Sale	25	45	+ 80.0%	29	58	+ 100.0%
Inventory of Homes for Sale	197	187	- 5.1%	--	--	--
Months Supply of Inventory	1.2	1.4	+ 16.7%	--	--	--

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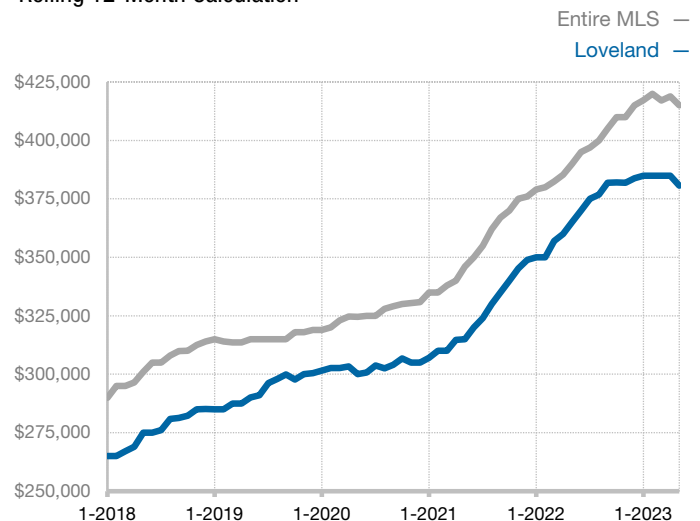
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	37	33	- 10.8%	153	159	+ 3.9%
Closed Sales	55	35	- 36.4%	154	134	- 13.0%
Median Sales Price*	\$410,000	<b>\$385,087</b>	- 6.1%	\$398,775	<b>\$387,000</b>	- 3.0%
Average Sales Price*	\$413,080	<b>\$431,977</b>	+ 4.6%	\$403,552	<b>\$411,993</b>	+ 2.1%
Percent of List Price Received*	105.1%	<b>100.2%</b>	- 4.7%	105.1%	<b>100.8%</b>	- 4.1%
Days on Market Until Sale	140	49	- 65.0%	115	137	+ 19.1%
Inventory of Homes for Sale	26	67	+ 157.7%	--	--	--
Months Supply of Inventory	0.7	2.2	+ 214.3%	--	--	--

\* 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 May 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

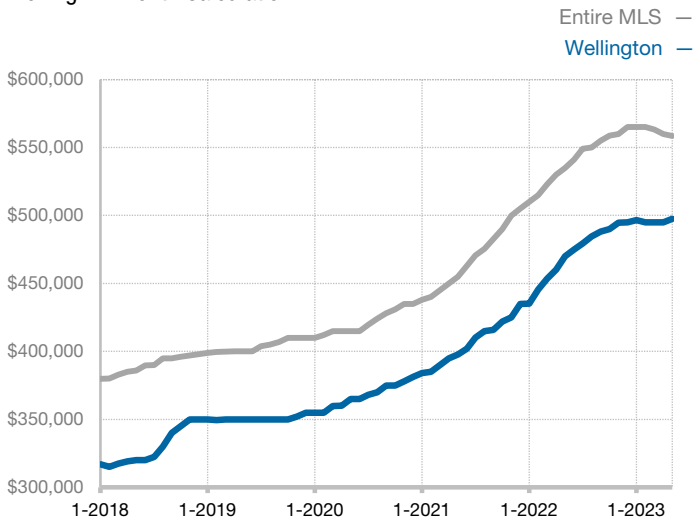
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	31	23	- 25.8%	186	146	- 21.5%
Closed Sales	44	38	- 13.6%	164	149	- 9.1%
Median Sales Price*	\$487,500	<b>\$512,000</b>	+ 5.0%	\$492,150	<b>\$499,000</b>	+ 1.4%
Average Sales Price*	\$558,498	<b>\$570,328</b>	+ 2.1%	\$530,462	<b>\$518,184</b>	- 2.3%
Percent of List Price Received*	102.5%	<b>99.4%</b>	- 3.0%	103.5%	<b>99.6%</b>	- 3.8%
Days on Market Until Sale	26	66	+ 153.8%	45	74	+ 64.4%
Inventory of Homes for Sale	33	36	+ 9.1%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--

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

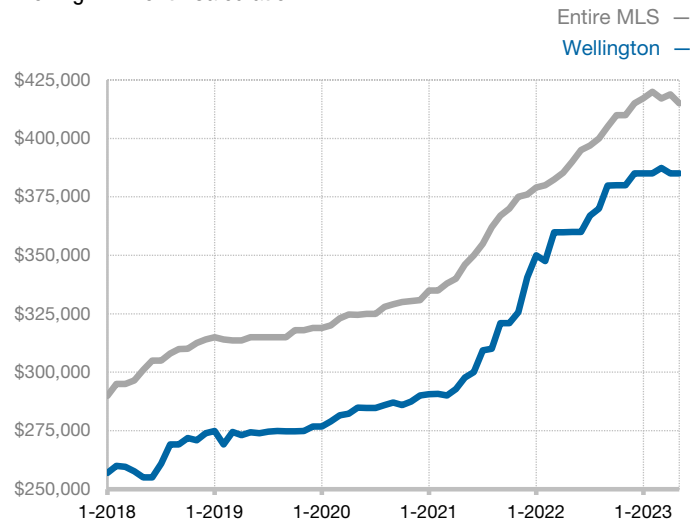
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	8	4	- 50.0%	24	17	- 29.2%
Closed Sales	2	3	+ 50.0%	9	6	- 33.3%
Median Sales Price*	\$379,000	<b>\$380,000</b>	+ 0.3%	\$379,900	<b>\$379,500</b>	- 0.1%
Average Sales Price*	\$379,000	<b>\$375,736</b>	- 0.9%	\$364,822	<b>\$380,185</b>	+ 4.2%
Percent of List Price Received*	103.9%	<b>96.5%</b>	- 7.1%	103.1%	<b>97.1%</b>	- 5.8%
Days on Market Until Sale	49	55	+ 12.2%	26	47	+ 80.8%
Inventory of Homes for Sale	5	5	0.0%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 50.0%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

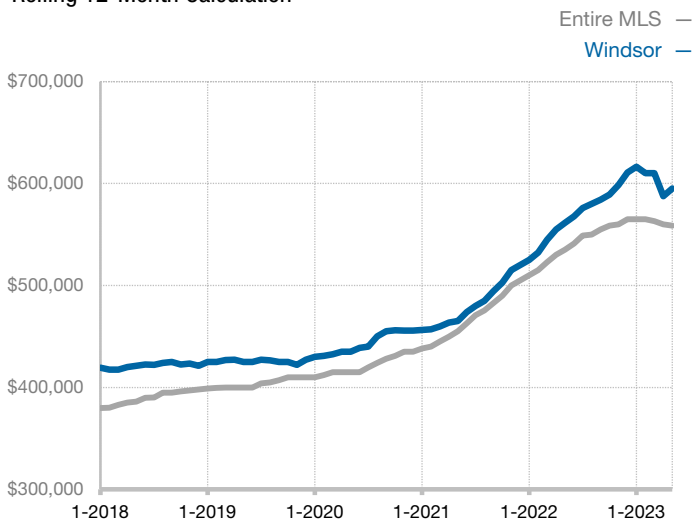
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	126	105	- 16.7%	613	480	- 21.7%
Closed Sales	134	103	- 23.1%	509	390	- 23.4%
Median Sales Price*	\$546,000	\$570,000	+ 4.4%	\$597,677	\$549,975	- 8.0%
Average Sales Price*	\$625,666	\$616,200	- 1.5%	\$651,007	\$618,549	- 5.0%
Percent of List Price Received*	102.7%	99.5%	- 3.1%	102.0%	99.9%	- 2.1%
Days on Market Until Sale	78	80	+ 2.6%	50	111	+ 122.0%
Inventory of Homes for Sale	208	145	- 30.3%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

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

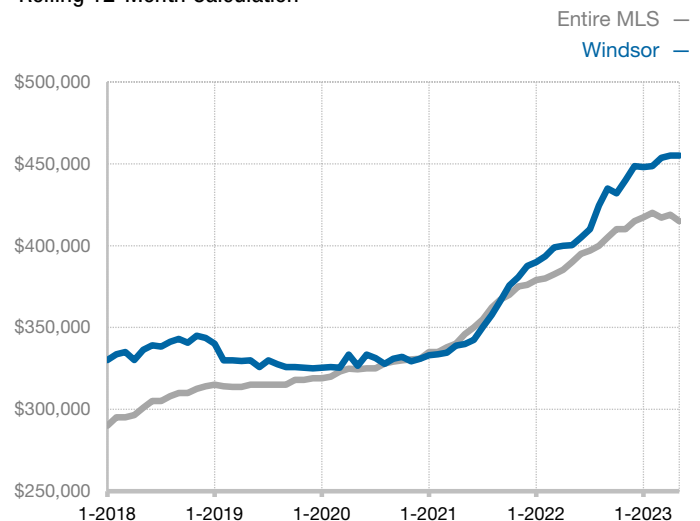
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	12	11	- 8.3%	62	57	- 8.1%
Closed Sales	13	11	- 15.4%	55	46	- 16.4%
Median Sales Price*	\$420,000	\$415,000	- 1.2%	\$425,000	\$441,945	+ 4.0%
Average Sales Price*	\$438,885	\$452,329	+ 3.1%	\$442,913	\$462,687	+ 4.5%
Percent of List Price Received*	103.0%	98.7%	- 4.2%	102.8%	100.7%	- 2.0%
Days on Market Until Sale	21	47	+ 123.8%	95	126	+ 32.6%
Inventory of Homes for Sale	11	26	+ 136.4%	--	--	--
Months Supply of Inventory	0.8	2.3	+ 187.5%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

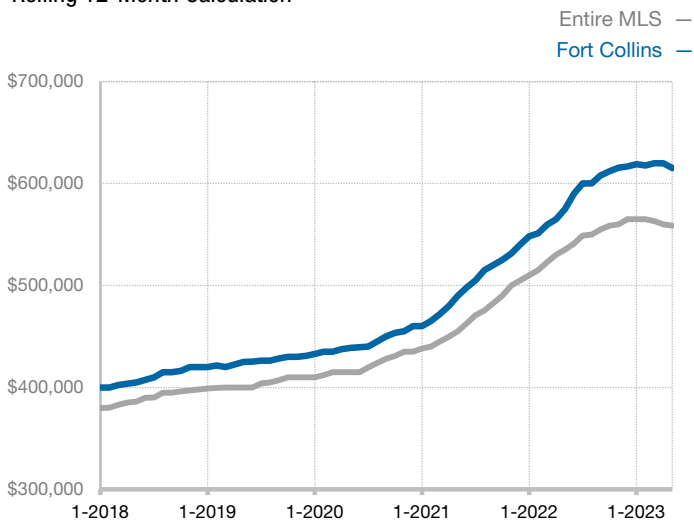
Single Family	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	353	<b>264</b>	- 25.2%	1,290	<b>913</b>	- 29.2%
Closed Sales	272	<b>179</b>	- 34.2%	969	<b>664</b>	- 31.5%
Median Sales Price*	\$650,000	<b>\$630,000</b>	- 3.1%	\$620,720	<b>\$624,884</b>	+ 0.7%
Average Sales Price*	\$729,849	<b>\$738,817</b>	+ 1.2%	\$696,218	<b>\$692,799</b>	- 0.5%
Percent of List Price Received*	105.5%	<b>100.9%</b>	- 4.4%	104.9%	<b>100.0%</b>	- 4.7%
Days on Market Until Sale	25	<b>38</b>	+ 52.0%	31	<b>53</b>	+ 71.0%
Inventory of Homes for Sale	224	<b>279</b>	+ 24.6%	--	--	--
Months Supply of Inventory	0.9	<b>1.6</b>	+ 77.8%	--	--	--

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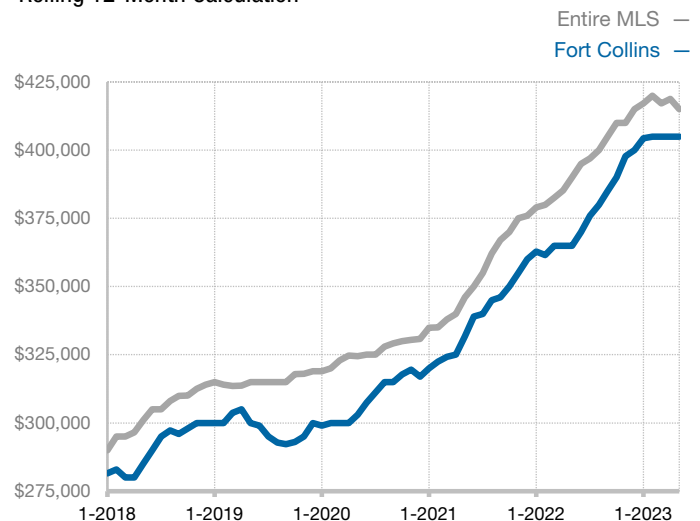
Townhouse/Condo	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	126	<b>97</b>	- 23.0%	461	<b>354</b>	- 23.2%
Closed Sales	102	<b>83</b>	- 18.6%	377	<b>276</b>	- 26.8%
Median Sales Price*	\$425,500	<b>\$417,000</b>	- 2.0%	\$395,000	<b>\$404,405</b>	+ 2.4%
Average Sales Price*	\$417,055	<b>\$445,607</b>	+ 6.8%	\$417,304	<b>\$410,302</b>	- 1.7%
Percent of List Price Received*	104.2%	<b>100.3%</b>	- 3.7%	104.2%	<b>99.7%</b>	- 4.3%
Days on Market Until Sale	28	<b>51</b>	+ 82.1%	29	<b>75</b>	+ 158.6%
Inventory of Homes for Sale	64	<b>90</b>	+ 40.6%	--	--	--
Months Supply of Inventory	0.7	<b>1.4</b>	+ 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 May 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

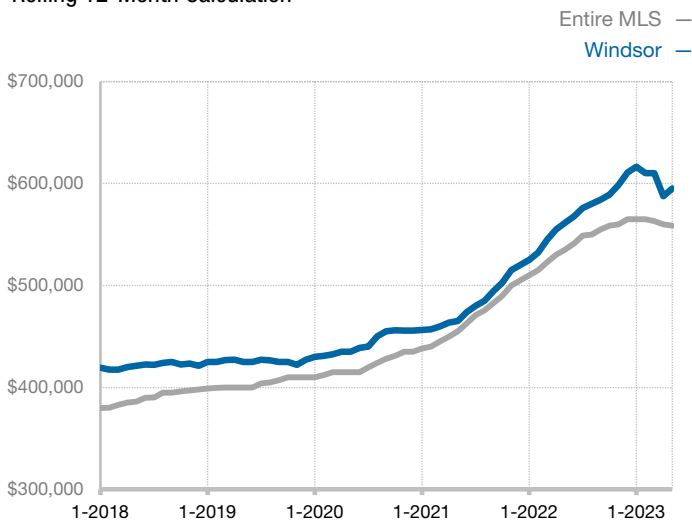
Key Metrics	May			Year to Date		
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Closed Sales	134	103	- 23.1%	509	390	- 23.4%
Median Sales Price*	\$546,000	\$570,000	+ 4.4%	\$597,677	\$549,975	- 8.0%
Average Sales Price*	\$625,666	\$616,200	- 1.5%	\$651,007	\$618,549	- 5.0%
Percent of List Price Received*	102.7%	99.5%	- 3.1%	102.0%	99.9%	- 2.1%
Days on Market Until Sale	78	80	+ 2.6%	50	111	+ 122.0%
Inventory of Homes for Sale	208	145	- 30.3%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

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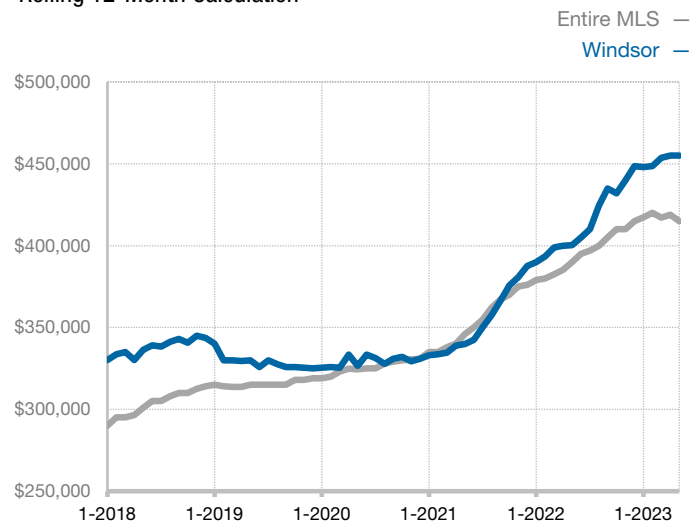
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Percent of List Price Received*	103.0%	98.7%	- 4.2%	102.8%	100.7%	- 2.0%
Days on Market Until Sale	21	47	+ 123.8%	95	126	+ 32.6%
Inventory of Homes for Sale	11	26	+ 136.4%	--	--	--
Months Supply of Inventory	0.8	2.3	+ 187.5%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

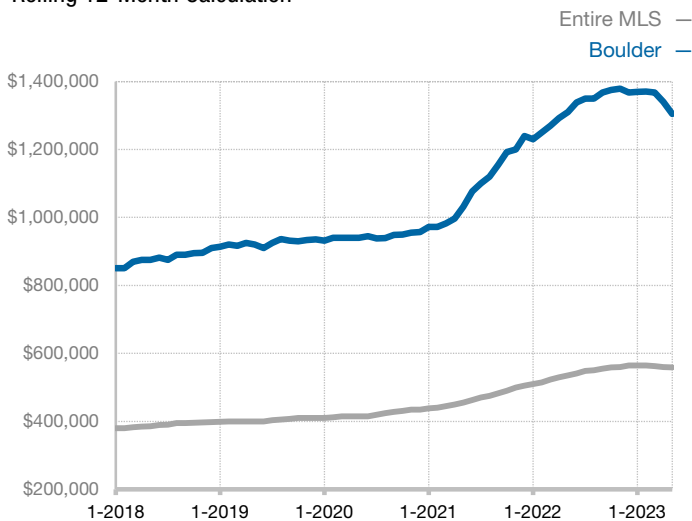
Single Family	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	193	163	- 15.5%	632	663	+ 4.9%
Closed Sales	108	99	- 8.3%	400	342	- 14.5%
Median Sales Price*	\$1,405,000	<b>\$1,250,000</b>	- 11.0%	\$1,450,000	<b>\$1,334,000</b>	- 8.0%
Average Sales Price*	\$1,714,286	<b>\$1,587,058</b>	- 7.4%	\$1,710,852	<b>\$1,718,395</b>	+ 0.4%
Percent of List Price Received*	109.4%	<b>99.3%</b>	- 9.2%	107.8%	<b>98.6%</b>	- 8.5%
Days on Market Until Sale	25	44	+ 76.0%	37	53	+ 43.2%
Inventory of Homes for Sale	180	278	+ 54.4%	--	--	--
Months Supply of Inventory	1.7	3.6	+ 111.8%	--	--	--

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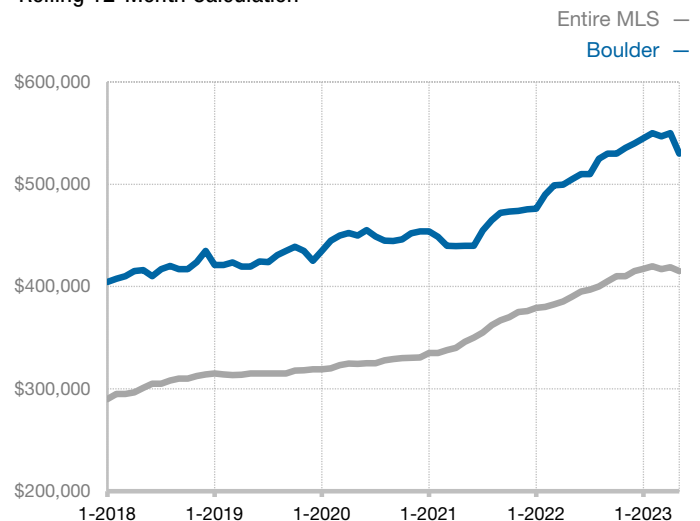
Townhouse/Condo	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	108	89	- 17.6%	412	354	- 14.1%
Closed Sales	68	72	+ 5.9%	321	244	- 24.0%
Median Sales Price*	\$629,650	<b>\$503,500</b>	- 20.0%	\$525,000	<b>\$503,500</b>	- 4.1%
Average Sales Price*	\$646,994	<b>\$578,421</b>	- 10.6%	\$648,956	<b>\$592,415</b>	- 8.7%
Percent of List Price Received*	104.3%	<b>100.1%</b>	- 4.0%	104.2%	<b>99.6%</b>	- 4.4%
Days on Market Until Sale	23	29	+ 26.1%	40	41	+ 2.5%
Inventory of Homes for Sale	82	112	+ 36.6%	--	--	--
Months Supply of Inventory	1.0	2.0	+ 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 May 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

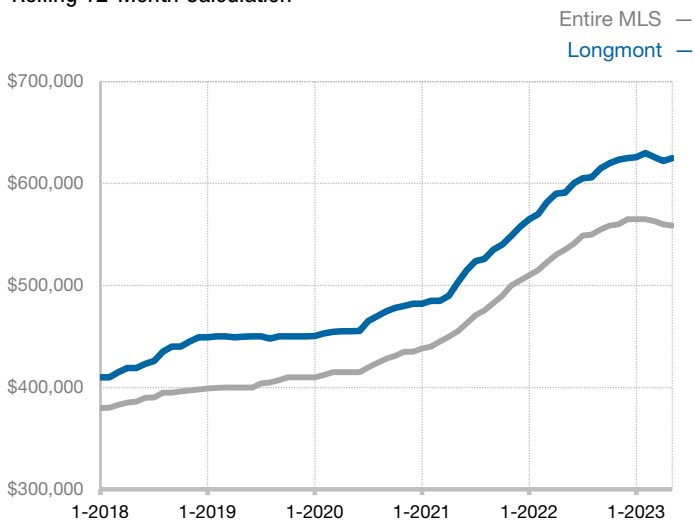
Single Family	May			Year to Date		
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Closed Sales	139	121	- 12.9%	545	430	- 21.1%
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Average Sales Price*	\$725,741	<b>\$790,815</b>	+ 9.0%	\$743,722	<b>\$762,177</b>	+ 2.5%
Percent of List Price Received*	106.0%	<b>100.6%</b>	- 5.1%	106.5%	<b>99.5%</b>	- 6.6%
Days on Market Until Sale	22	41	+ 86.4%	25	54	+ 116.0%
Inventory of Homes for Sale	160	207	+ 29.4%	--	--	--
Months Supply of Inventory	1.1	2.1	+ 90.9%	--	--	--

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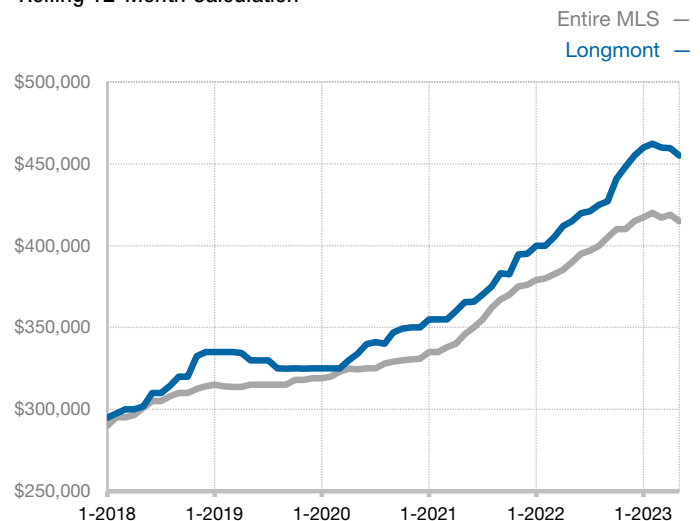
Townhouse/Condo	May			Year to Date		
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<b>Key Metrics</b>						
New Listings	43	38	- 11.6%	176	176	0.0%
Closed Sales	32	34	+ 6.3%	127	126	- 0.8%
Median Sales Price*	\$482,500	<b>\$453,368</b>	- 6.0%	\$460,000	<b>\$460,000</b>	0.0%
Average Sales Price*	\$494,344	<b>\$470,272</b>	- 4.9%	\$477,808	<b>\$473,442</b>	- 0.9%
Percent of List Price Received*	104.3%	<b>100.4%</b>	- 3.7%	106.2%	<b>99.8%</b>	- 6.0%
Days on Market Until Sale	22	70	+ 218.2%	19	65	+ 242.1%
Inventory of Homes for Sale	21	72	+ 242.9%	--	--	--
Months Supply of Inventory	0.6	2.7	+ 350.0%	--	--	--

\* 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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

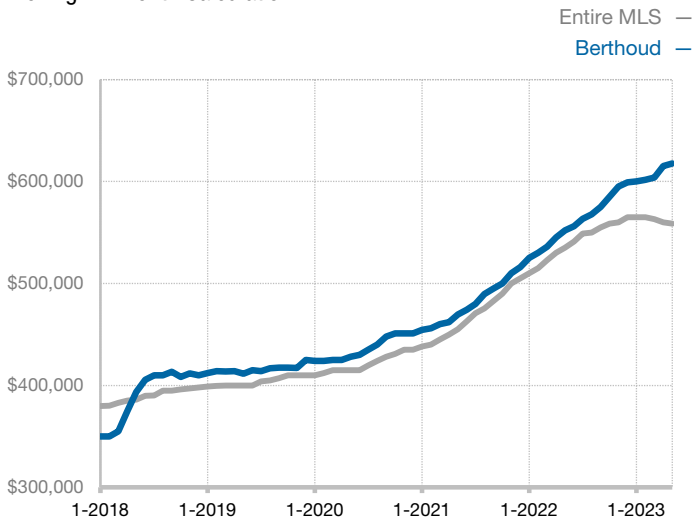
Single Family	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	67	65	- 3.0%	242	244	+ 0.8%
Closed Sales	51	37	- 27.5%	218	165	- 24.3%
Median Sales Price*	\$640,000	<b>\$667,000</b>	+ 4.2%	\$589,000	<b>\$639,000</b>	+ 8.5%
Average Sales Price*	\$736,795	<b>\$761,598</b>	+ 3.4%	\$682,670	<b>\$794,674</b>	+ 16.4%
Percent of List Price Received*	104.0%	<b>99.7%</b>	- 4.1%	103.2%	<b>99.3%</b>	- 3.8%
Days on Market Until Sale	75	55	- 26.7%	77	82	+ 6.5%
Inventory of Homes for Sale	63	102	+ 61.9%	--	--	--
Months Supply of Inventory	1.3	2.8	+ 115.4%	--	--	--

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

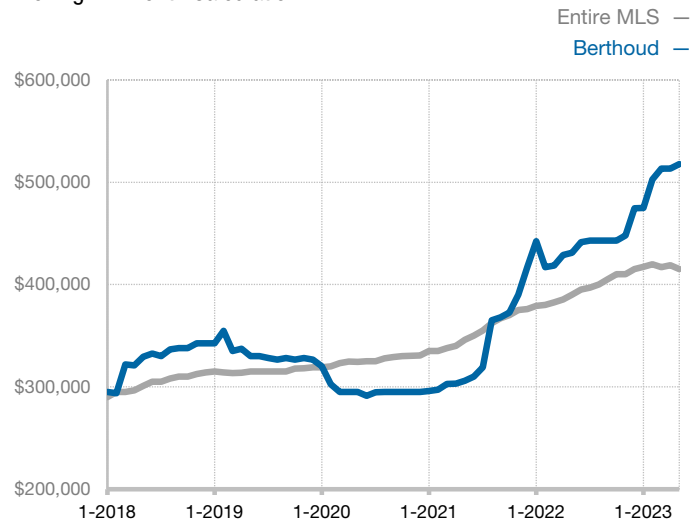
Townhouse/Condo	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	3	- 57.1%	25	31	+ 24.0%
Closed Sales	4	3	- 25.0%	32	25	- 21.9%
Median Sales Price*	\$419,000	<b>\$505,000</b>	+ 20.5%	\$435,500	<b>\$511,000</b>	+ 17.3%
Average Sales Price*	\$421,075	<b>\$492,000</b>	+ 16.8%	\$463,262	<b>\$543,658</b>	+ 17.4%
Percent of List Price Received*	99.8%	<b>100.0%</b>	+ 0.2%	102.9%	<b>102.3%</b>	- 0.6%
Days on Market Until Sale	188	71	- 62.2%	214	165	- 22.9%
Inventory of Homes for Sale	7	13	+ 85.7%	--	--	--
Months Supply of Inventory	1.2	2.6	+ 116.7%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

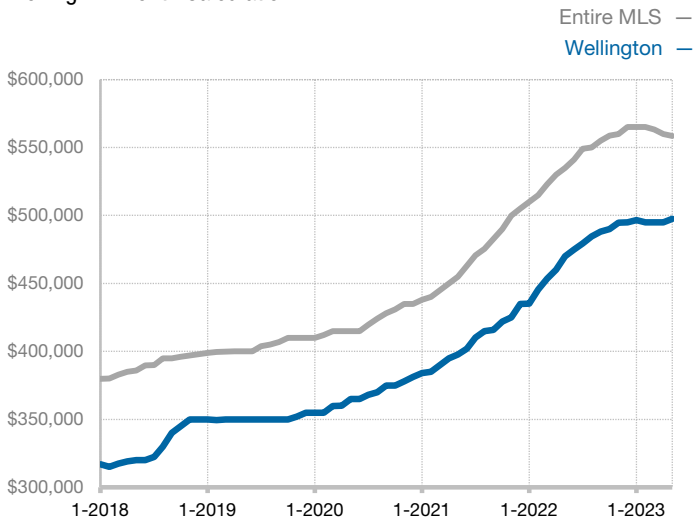
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	31	23	- 25.8%	186	146	- 21.5%
Closed Sales	44	38	- 13.6%	164	149	- 9.1%
Median Sales Price*	\$487,500	<b>\$512,000</b>	+ 5.0%	\$492,150	<b>\$499,000</b>	+ 1.4%
Average Sales Price*	\$558,498	<b>\$570,328</b>	+ 2.1%	\$530,462	<b>\$518,184</b>	- 2.3%
Percent of List Price Received*	102.5%	<b>99.4%</b>	- 3.0%	103.5%	<b>99.6%</b>	- 3.8%
Days on Market Until Sale	26	66	+ 153.8%	45	74	+ 64.4%
Inventory of Homes for Sale	33	36	+ 9.1%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--

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

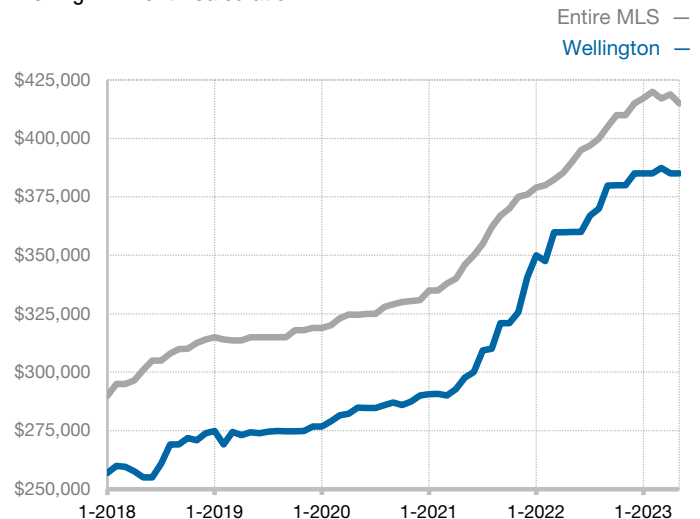
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	8	4	- 50.0%	24	17	- 29.2%
Closed Sales	2	3	+ 50.0%	9	6	- 33.3%
Median Sales Price*	\$379,000	<b>\$380,000</b>	+ 0.3%	\$379,900	<b>\$379,500</b>	- 0.1%
Average Sales Price*	\$379,000	<b>\$375,736</b>	- 0.9%	\$364,822	<b>\$380,185</b>	+ 4.2%
Percent of List Price Received*	103.9%	<b>96.5%</b>	- 7.1%	103.1%	<b>97.1%</b>	- 5.8%
Days on Market Until Sale	49	55	+ 12.2%	26	47	+ 80.8%
Inventory of Homes for Sale	5	5	0.0%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 50.0%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

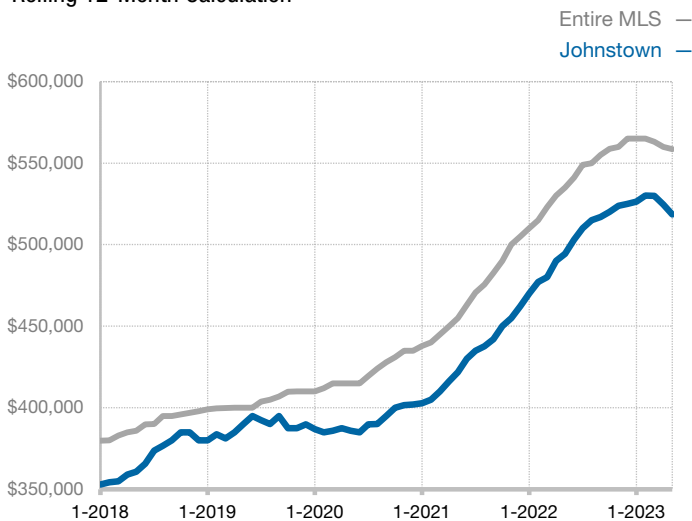
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	73	48	- 34.2%	329	292	- 11.2%
Closed Sales	62	69	+ 11.3%	250	251	+ 0.4%
Median Sales Price*	\$525,000	<b>\$501,335</b>	- 4.5%	\$515,000	<b>\$505,000</b>	- 1.9%
Average Sales Price*	\$565,301	<b>\$536,458</b>	- 5.1%	\$548,482	<b>\$535,047</b>	- 2.4%
Percent of List Price Received*	103.6%	<b>99.6%</b>	- 3.9%	102.8%	<b>99.8%</b>	- 2.9%
Days on Market Until Sale	18	60	+ 233.3%	29	63	+ 117.2%
Inventory of Homes for Sale	78	52	- 33.3%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--

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

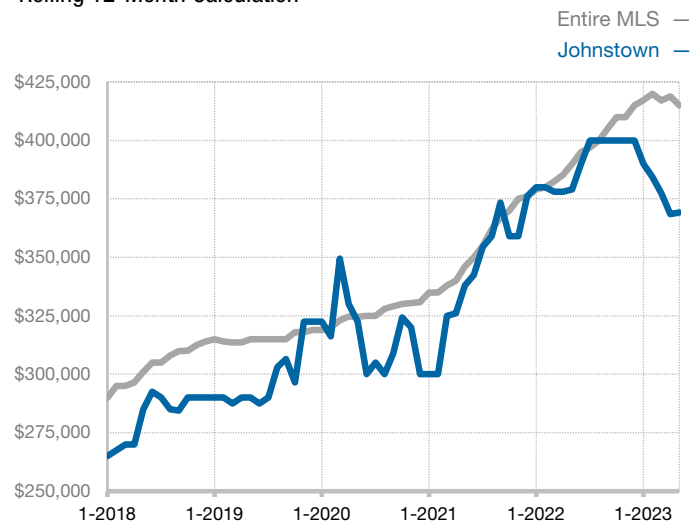
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	0	2	--	4	14	+ 250.0%
Closed Sales	0	1	--	5	15	+ 200.0%
Median Sales Price*	\$0	<b>\$388,030</b>	--	\$400,000	<b>\$344,250</b>	- 13.9%
Average Sales Price*	\$0	<b>\$388,030</b>	--	\$395,980	<b>\$365,932</b>	- 7.6%
Percent of List Price Received*	0.0%	<b>99.8%</b>	--	104.1%	<b>100.1%</b>	- 3.8%
Days on Market Until Sale	0	54	--	15	80	+ 433.3%
Inventory of Homes for Sale	0	4	--	--	--	--
Months Supply of Inventory	0.0	1.5	--	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

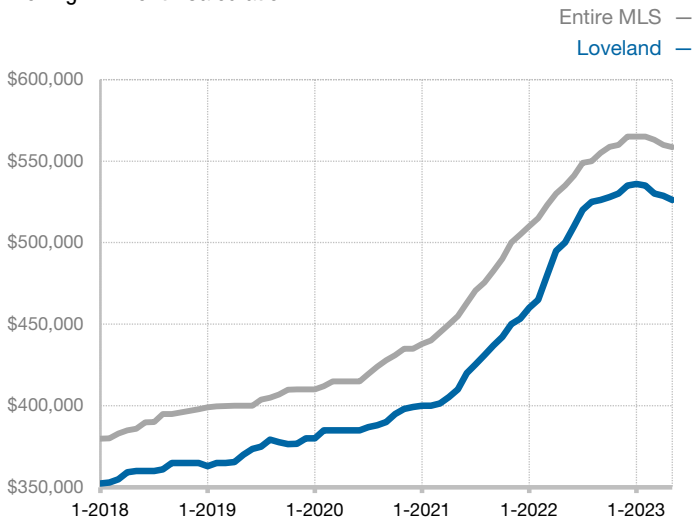
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	278	180	- 35.3%	938	650	- 30.7%
Closed Sales	205	134	- 34.6%	679	532	- 21.6%
Median Sales Price*	\$540,000	<b>\$525,000</b>	- 2.8%	\$546,000	<b>\$527,000</b>	- 3.5%
Average Sales Price*	\$616,861	<b>\$555,757</b>	- 9.9%	\$597,466	<b>\$620,481</b>	+ 3.9%
Percent of List Price Received*	104.3%	<b>99.8%</b>	- 4.3%	103.8%	<b>99.2%</b>	- 4.4%
Days on Market Until Sale	25	45	+ 80.0%	29	58	+ 100.0%
Inventory of Homes for Sale	197	187	- 5.1%	--	--	--
Months Supply of Inventory	1.2	1.4	+ 16.7%	--	--	--

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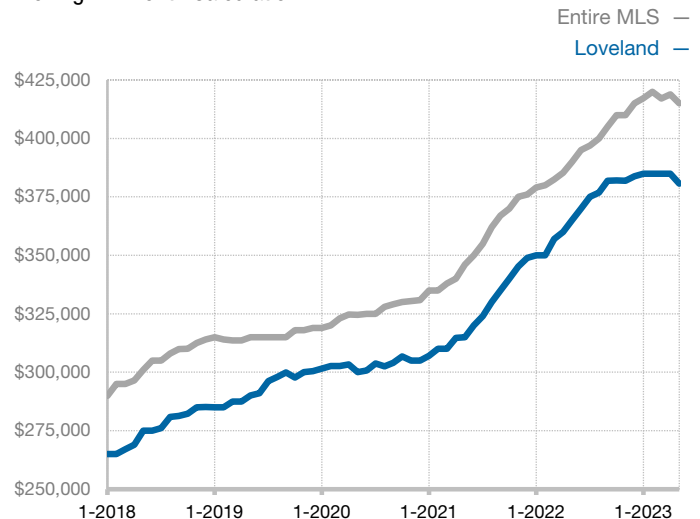
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	37	33	- 10.8%	153	159	+ 3.9%
Closed Sales	55	35	- 36.4%	154	134	- 13.0%
Median Sales Price*	\$410,000	<b>\$385,087</b>	- 6.1%	\$398,775	<b>\$387,000</b>	- 3.0%
Average Sales Price*	\$413,080	<b>\$431,977</b>	+ 4.6%	\$403,552	<b>\$411,993</b>	+ 2.1%
Percent of List Price Received*	105.1%	<b>100.2%</b>	- 4.7%	105.1%	<b>100.8%</b>	- 4.1%
Days on Market Until Sale	140	49	- 65.0%	115	137	+ 19.1%
Inventory of Homes for Sale	26	67	+ 157.7%	--	--	--
Months Supply of Inventory	0.7	2.2	+ 214.3%	--	--	--

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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 May 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

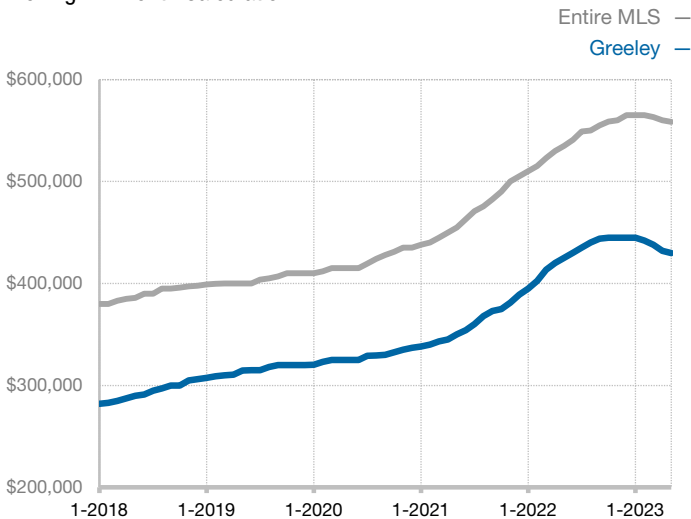
Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	230	151	- 34.3%	918	578	- 37.0%
Closed Sales	155	99	- 36.1%	779	480	- 38.4%
Median Sales Price*	\$460,342	<b>\$430,000</b>	- 6.6%	\$450,014	<b>\$420,000</b>	- 6.7%
Average Sales Price*	\$474,424	<b>\$493,221</b>	+ 4.0%	\$455,235	<b>\$442,381</b>	- 2.8%
Percent of List Price Received*	102.8%	<b>100.3%</b>	- 2.4%	102.5%	<b>99.9%</b>	- 2.5%
Days on Market Until Sale	34	46	+ 35.3%	48	65	+ 35.4%
Inventory of Homes for Sale	184	190	+ 3.3%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

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Key Metrics	May			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	38	26	- 31.6%	129	125	- 3.1%
Closed Sales	20	20	0.0%	159	104	- 34.6%
Median Sales Price*	\$321,000	<b>\$347,000</b>	+ 8.1%	\$321,000	<b>\$330,575</b>	+ 3.0%
Average Sales Price*	\$337,241	<b>\$352,244</b>	+ 4.4%	\$320,283	<b>\$338,167</b>	+ 5.6%
Percent of List Price Received*	101.6%	<b>99.3%</b>	- 2.3%	101.2%	<b>99.3%</b>	- 1.9%
Days on Market Until Sale	32	45	+ 40.6%	90	60	- 33.3%
Inventory of Homes for Sale	26	27	+ 3.8%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--

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



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

