



# FCBR 2021

FORT COLLINS BOARD OF REALTORS®

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# Monthly Indicators



## November 2021

New Listings were down 9.0 percent for single family homes but increased 17.5 percent for townhouse-condo properties. Pending Sales landed at 168 for single family homes and 82 for townhouse-condo properties.

The Median Sales Price was up 19.7 percent to \$525,000 for single family homes and 14.8 percent to \$367,508 for townhouse-condo properties. Days on Market decreased 29.9 percent for single family homes and 18.5 percent for townhouse-condo properties.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

## Activity Snapshot

<b>- 0.9%</b>	<b>- 29.9%</b>	<b>+ 19.7%</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	11-2020	11-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		167	<b>152</b>	- 9.0%	3,413	<b>3,121</b>	- 8.6%
<b>Pending Sales</b>		202	<b>168</b>	- 16.8%	3,012	<b>2,880</b>	- 4.4%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		231	<b>229</b>	- 0.9%	2,868	<b>2,898</b>	+ 1.0%
<b>Median Sales Price</b>		\$438,700	<b>\$525,000</b>	+ 19.7%	\$446,250	<b>\$515,000</b>	+ 15.4%
<b>Avg. Sales Price</b>		\$504,893	<b>\$603,512</b>	+ 19.5%	\$508,311	<b>\$582,823</b>	+ 14.7%
<b>Pct. of List Price Received</b>		99.9%	<b>101.2%</b>	+ 1.3%	99.6%	<b>102.3%</b>	+ 2.7%
<b>Days on Market</b>		67	<b>47</b>	- 29.9%	73	<b>53</b>	- 27.4%
<b>Affordability Index</b>		92	<b>76</b>	- 17.4%	90	<b>77</b>	- 14.4%
<b>Active Listings</b>		281	<b>164</b>	- 41.6%	--	--	--
<b>Months Supply</b>		1.1	<b>0.6</b>	- 45.5%	--	--	--

# 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.



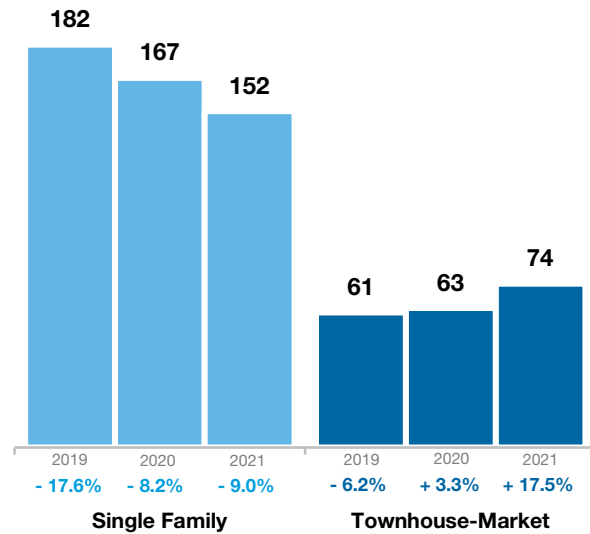
Key Metrics	Historical Sparkbars	11-2020	11-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		63	74	+ 17.5%	1,052	1,035	- 1.6%
<b>Pending Sales</b>		72	82	+ 13.9%	910	971	+ 6.7%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		73	86	+ 17.8%	879	949	+ 8.0%
<b>Median Sales Price</b>		\$320,000	\$367,508	+ 14.8%	\$312,000	\$355,000	+ 13.8%
<b>Avg. Sales Price</b>		\$320,900	\$385,705	+ 20.2%	\$327,996	\$378,814	+ 15.5%
<b>Pct. of List Price Received</b>		99.3%	100.7%	+ 1.4%	99.1%	101.5%	+ 2.4%
<b>Days on Market</b>		65	53	- 18.5%	90	61	- 32.2%
<b>Affordability Index</b>		126	108	- 14.3%	129	112	- 13.2%
<b>Active Listings</b>		139	60	- 56.8%	--	--	--
<b>Months Supply</b>		1.8	0.7	- 61.1%	--	--	--

# New Listings

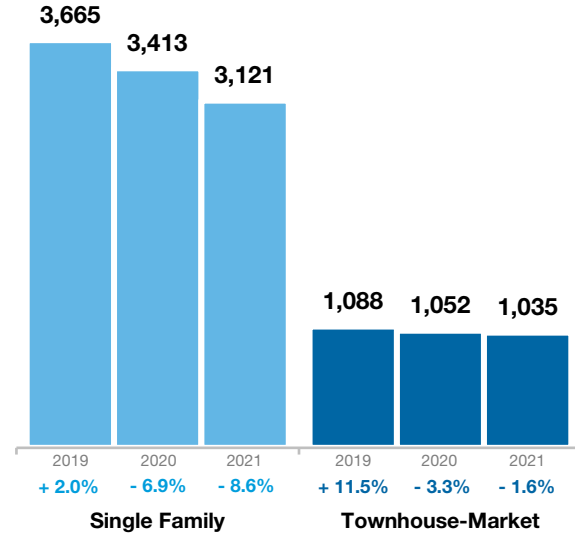
A count of the properties that have been newly listed on the market in a given month.



## November

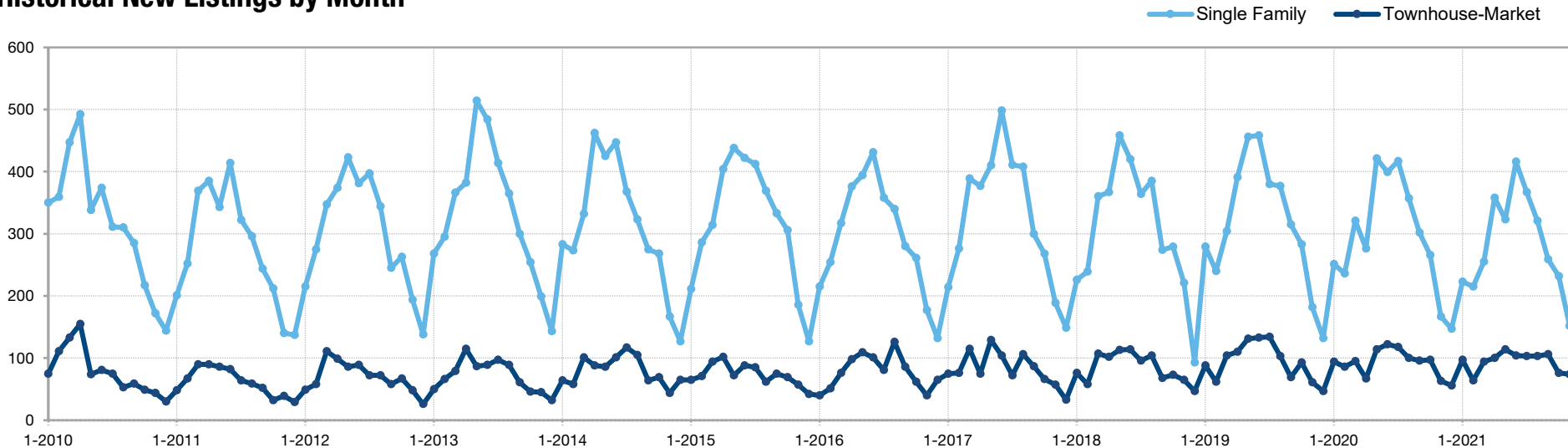


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Dec-2020	147	+11.4%	56	+19.1%
Jan-2021	223	-11.2%	97	+3.2%
Feb-2021	215	-8.9%	64	-25.6%
Mar-2021	255	-20.6%	94	-1.1%
Apr-2021	358	+29.7%	100	+49.3%
May-2021	323	-23.3%	114	0.0%
Jun-2021	416	+4.3%	104	-14.8%
Jul-2021	367	-12.0%	103	-12.7%
Aug-2021	321	-10.1%	103	+3.0%
Sep-2021	259	-14.2%	106	+10.4%
Oct-2021	232	-12.8%	76	-21.6%
<b>Nov-2021</b>	<b>152</b>	<b>-9.0%</b>	<b>74</b>	<b>+17.5%</b>
12-Month Avg	272	-7.8%	91	-0.7%

## Historical New Listings by Month

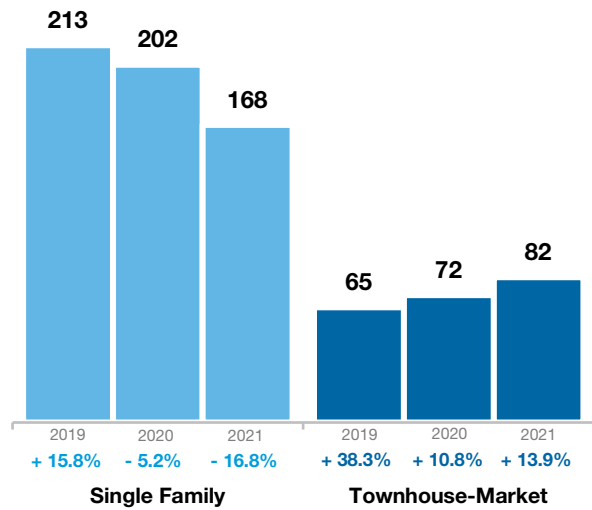


# Pending Sales

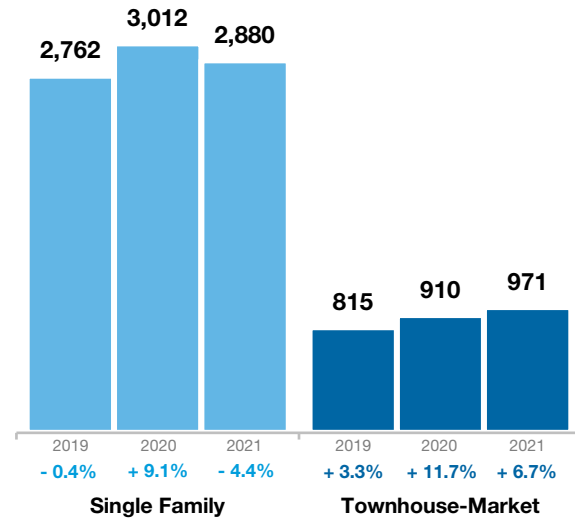
A count of the properties on which offers have been accepted in a given month.



## November

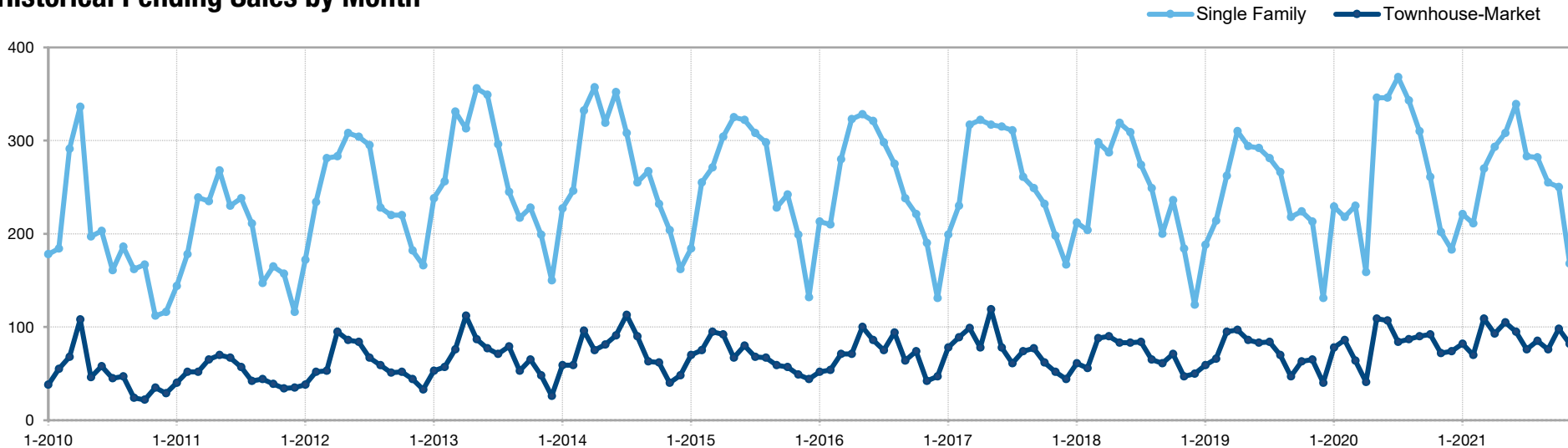


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Dec-2020	183	+39.7%	74	+85.0%
Jan-2021	221	-3.5%	82	+5.1%
Feb-2021	211	-3.2%	70	-18.6%
Mar-2021	270	+17.4%	109	+70.3%
Apr-2021	293	+84.3%	93	+126.8%
May-2021	308	-11.0%	105	-3.7%
Jun-2021	339	-2.0%	95	-11.2%
Jul-2021	283	-23.1%	76	-9.5%
Aug-2021	282	-17.8%	85	-2.3%
Sep-2021	255	-17.7%	76	-15.6%
Oct-2021	250	-4.2%	98	+6.5%
<b>Nov-2021</b>	<b>168</b>	<b>-16.8%</b>	<b>82</b>	<b>+13.9%</b>
12-Month Avg	255	-2.5%	87	+10.0%

## Historical Pending Sales by Month

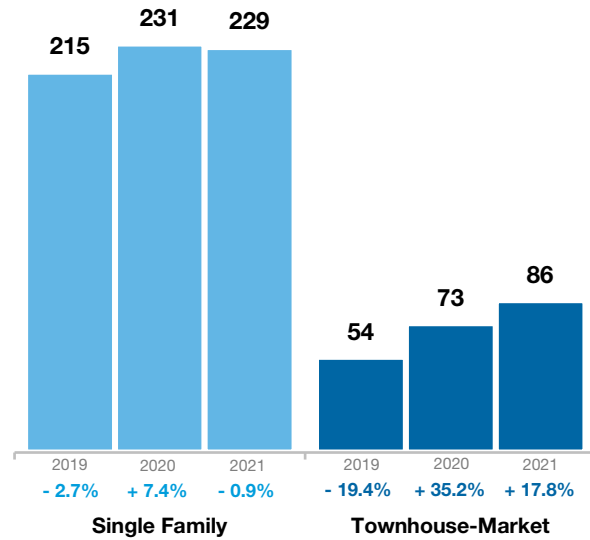


# Sold Listings

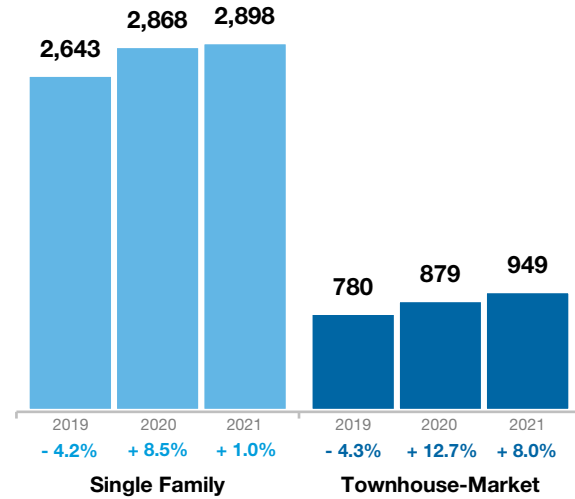
A count of the actual sales that closed in a given month.



## November

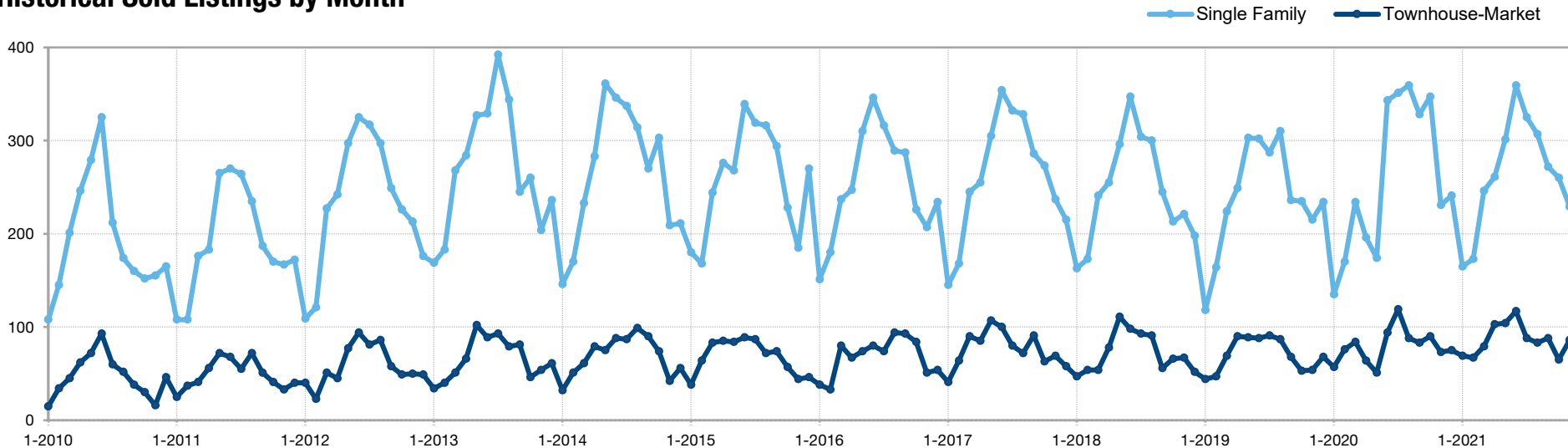


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Dec-2020	241	+3.0%	75	+10.3%
Jan-2021	165	+22.2%	69	+21.1%
Feb-2021	173	+1.8%	67	-11.8%
Mar-2021	246	+5.1%	79	-6.0%
Apr-2021	261	+33.2%	103	+60.9%
May-2021	301	+73.0%	104	+103.9%
Jun-2021	359	+4.7%	117	+24.5%
Jul-2021	325	-7.4%	88	-26.1%
Aug-2021	307	-14.5%	83	-5.7%
Sep-2021	272	-17.1%	88	+6.0%
Oct-2021	260	-25.1%	65	-27.8%
<b>Nov-2021</b>	<b>229</b>	<b>-0.9%</b>	<b>86</b>	<b>+17.8%</b>
12-Month Avg	262	+1.2%	85	+8.1%

## Historical Sold Listings by Month

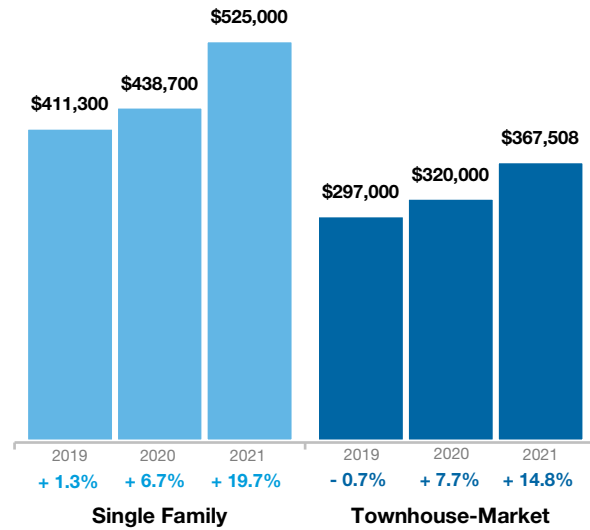


# Median Sales Price

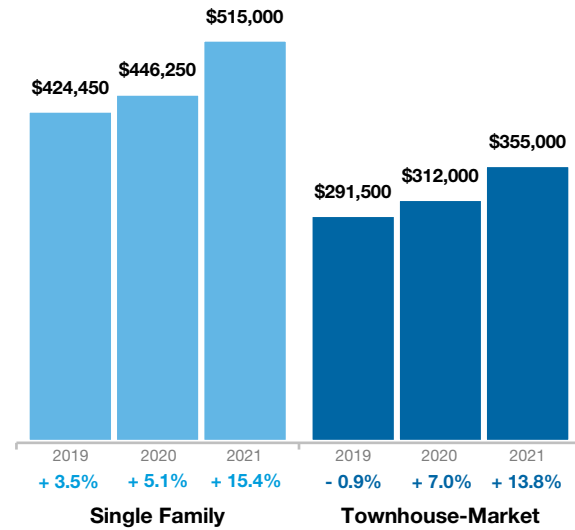
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



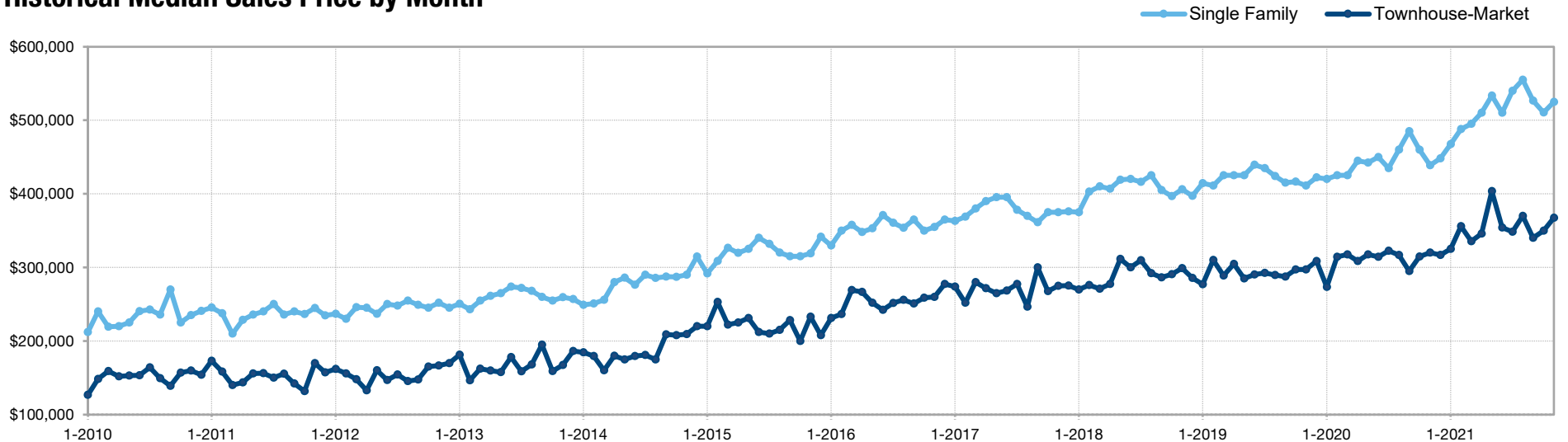
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Dec-2020	\$448,000	+6.1%	\$316,885	+2.6%
Jan-2021	\$467,500	+11.3%	\$325,000	+18.8%
Feb-2021	\$488,000	+14.8%	\$355,821	+13.1%
Mar-2021	\$495,000	+16.5%	\$335,500	+5.7%
Apr-2021	\$510,000	+14.6%	\$346,000	+12.1%
May-2021	\$533,435	+20.6%	\$403,750	+27.2%
Jun-2021	\$510,000	+13.3%	\$354,000	+12.6%
Jul-2021	\$540,000	+24.1%	\$348,500	+8.0%
Aug-2021	\$555,000	+20.7%	\$370,000	+16.8%
Sep-2021	\$526,548	+8.6%	\$340,000	+15.3%
Oct-2021	\$510,500	+11.0%	\$350,000	+11.2%
<b>Nov-2021</b>	<b>\$525,000</b>	<b>+19.7%</b>	<b>\$367,508</b>	<b>+14.8%</b>
12-Month Avg*	\$510,000	+14.6%	\$353,000	+13.1%

\* Median Sales Price for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



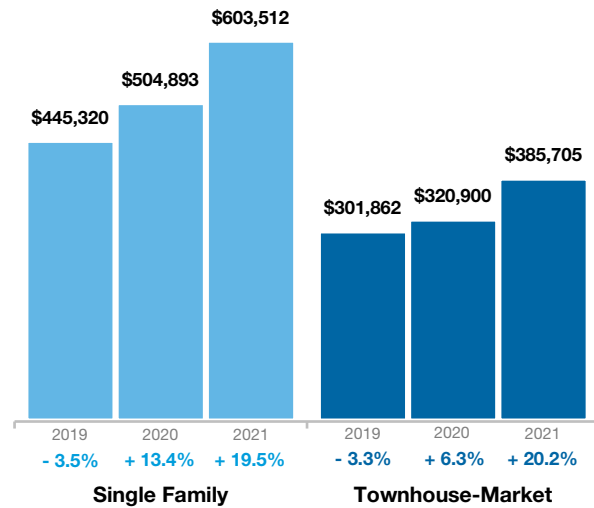


# Average Sales Price

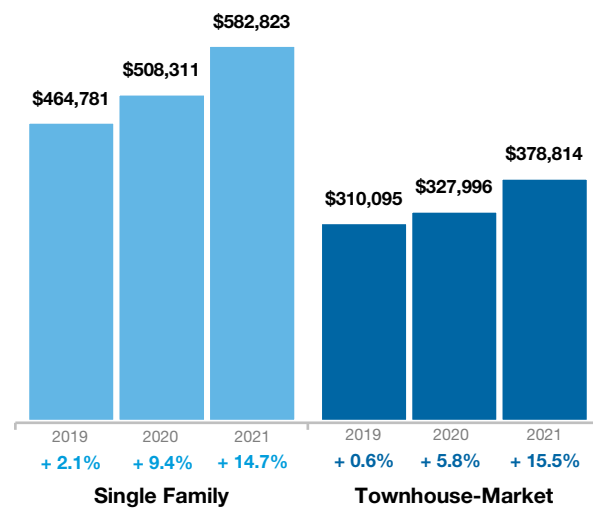
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



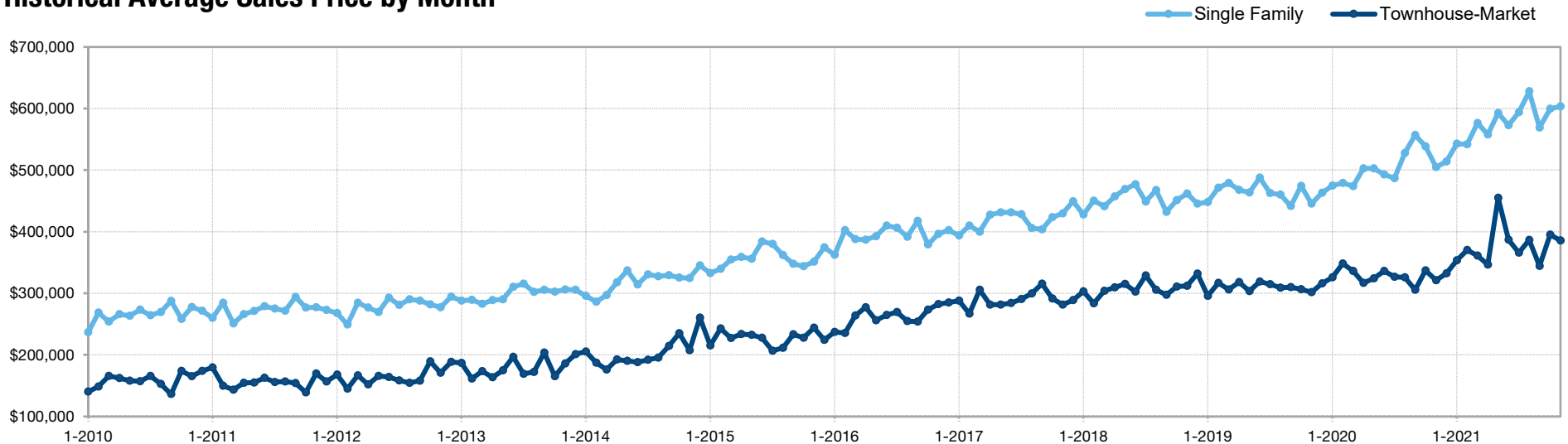
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Dec-2020	\$513,859	+11.0%	\$332,438	+5.3%
Jan-2021	\$542,544	+14.3%	\$353,445	+8.5%
Feb-2021	\$541,852	+13.1%	\$370,160	+6.3%
Mar-2021	\$576,045	+21.6%	\$361,233	+7.5%
Apr-2021	\$557,638	+10.9%	\$346,681	+9.5%
May-2021	\$592,727	+17.9%	\$455,018	+40.4%
Jun-2021	\$572,597	+16.2%	\$386,900	+15.1%
Jul-2021	\$593,998	+22.0%	\$365,895	+11.9%
Aug-2021	\$627,764	+19.0%	\$386,545	+18.6%
Sep-2021	\$568,895	+2.1%	\$344,300	+12.7%
Oct-2021	\$599,658	+11.4%	\$395,165	+17.3%
<b>Nov-2021</b>	<b>\$603,512</b>	<b>+19.5%</b>	<b>\$385,705</b>	<b>+20.2%</b>
12-Month Avg*	\$577,525	+14.4%	\$375,414	+14.8%

\* Avg. Sales Price for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

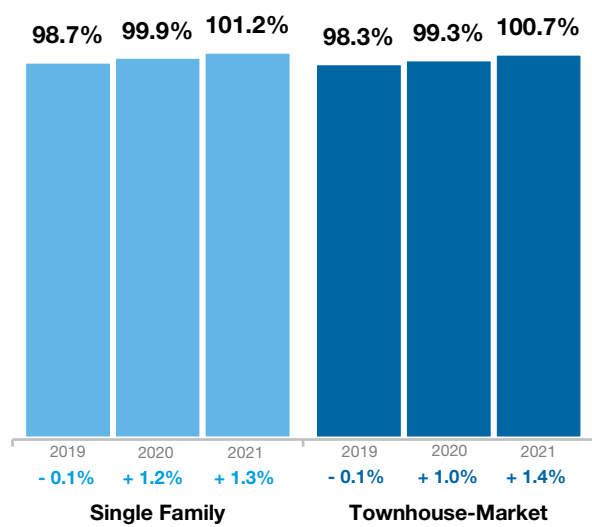


# Percent of List Price Received

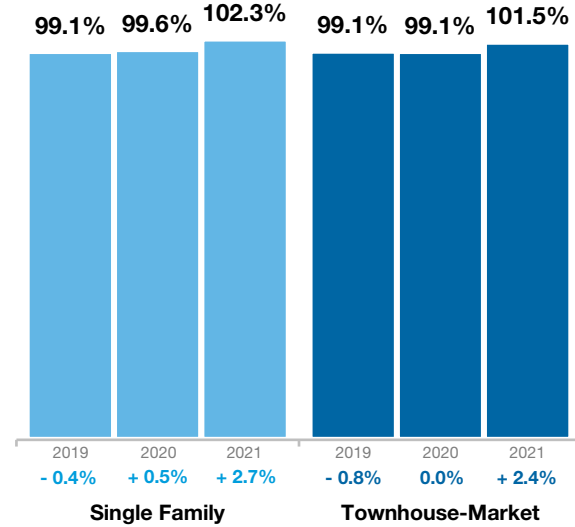
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



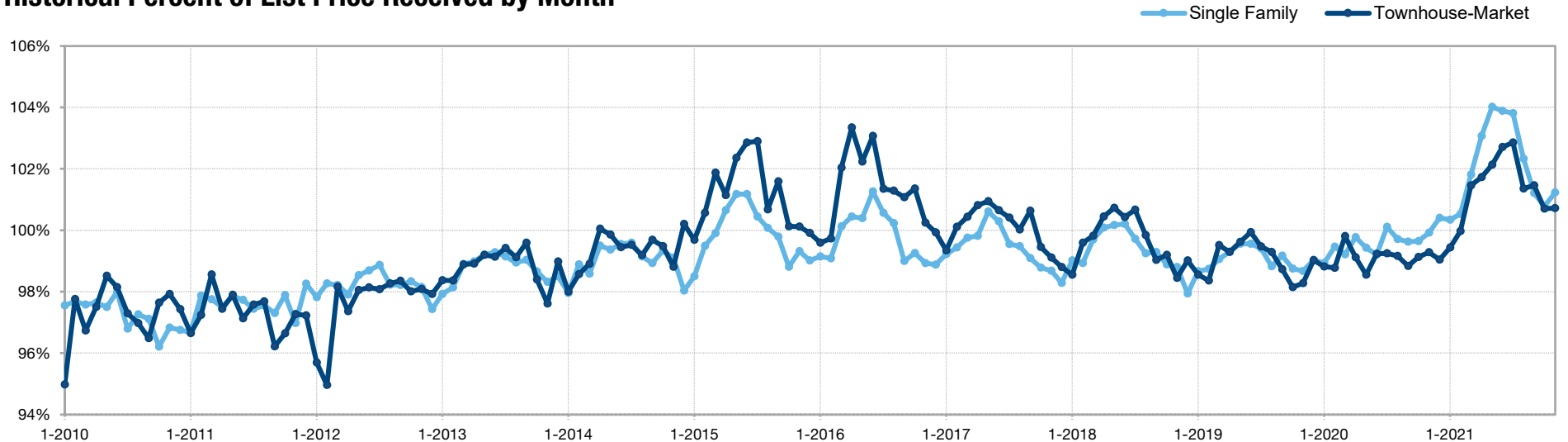
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Dec-2020	100.4%	+1.4%	99.0%	0.0%
Jan-2021	100.3%	+1.4%	99.4%	+0.6%
Feb-2021	100.5%	+1.0%	100.0%	+1.2%
Mar-2021	101.8%	+2.6%	101.5%	+1.7%
Apr-2021	103.1%	+3.3%	101.7%	+2.6%
May-2021	104.0%	+4.6%	102.1%	+3.5%
Jun-2021	103.9%	+4.7%	102.7%	+3.5%
Jul-2021	103.8%	+3.7%	102.9%	+3.7%
Aug-2021	102.3%	+2.6%	101.4%	+2.2%
Sep-2021	101.2%	+1.6%	101.5%	+2.7%
Oct-2021	100.8%	+1.2%	100.7%	+1.6%
<b>Nov-2021</b>	<b>101.2%</b>	<b>+1.3%</b>	<b>100.7%</b>	<b>+1.4%</b>
12-Month Avg*	99.6%	+2.6%	99.1%	+2.2%

\* Pct. of List Price Received for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

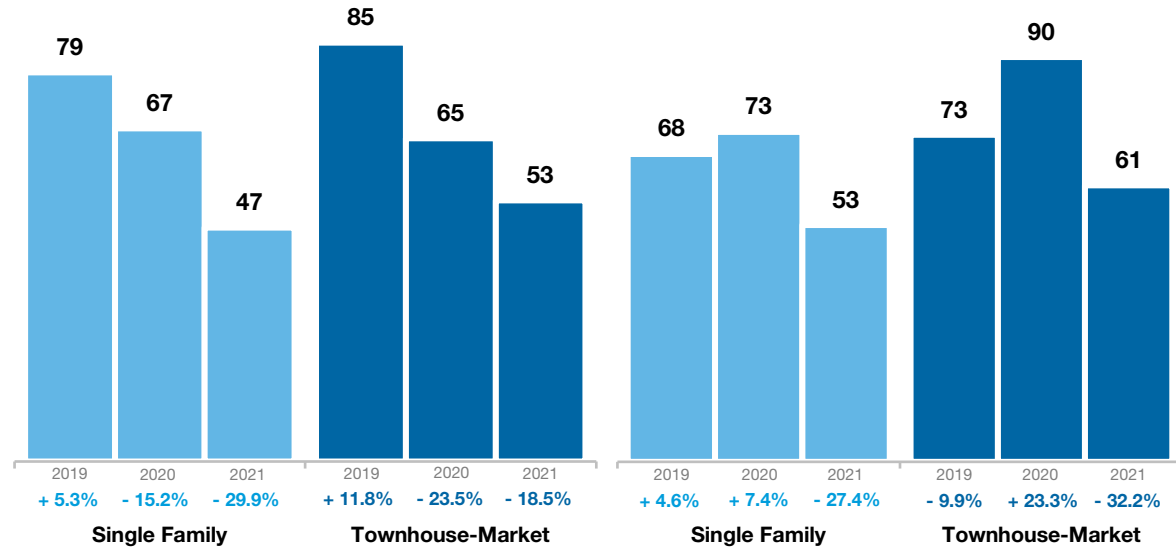


# Days on Market Until Sale

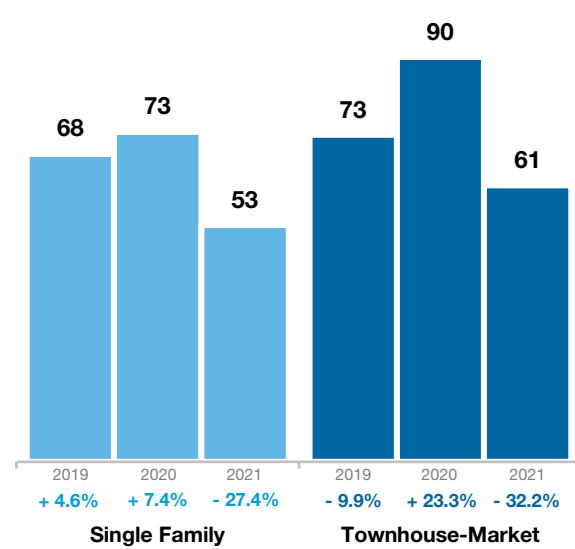
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



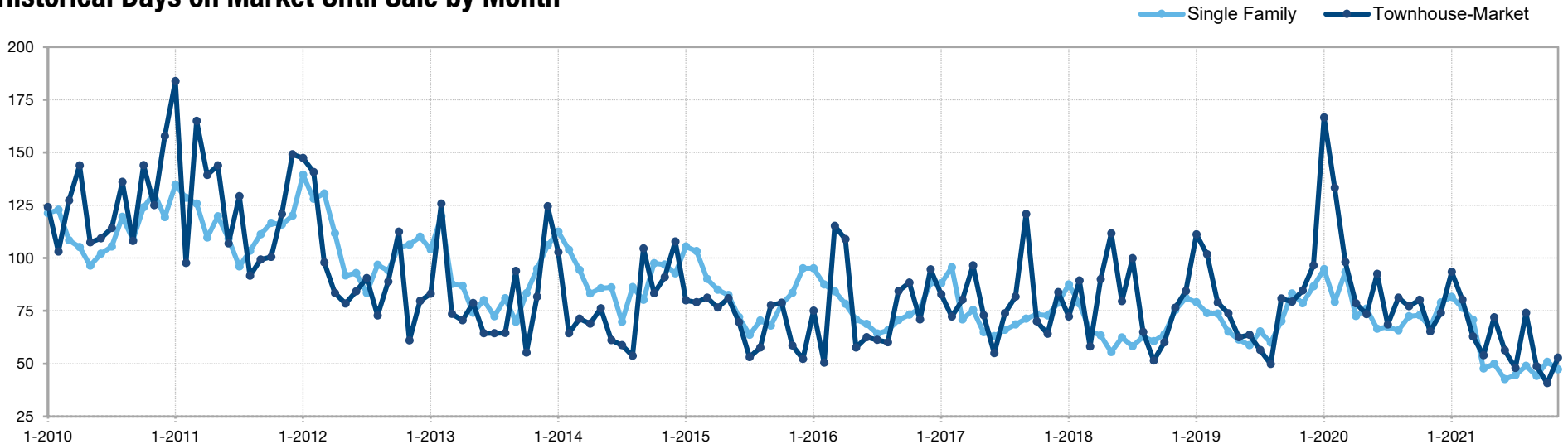
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Dec-2020	79	-9.2%	74	-22.9%
Jan-2021	82	-13.7%	94	-43.7%
Feb-2021	76	-3.8%	80	-39.8%
Mar-2021	71	-23.7%	63	-35.7%
Apr-2021	48	-34.2%	54	-31.6%
May-2021	50	-34.2%	72	-1.4%
Jun-2021	43	-35.8%	56	-39.1%
Jul-2021	44	-34.3%	48	-29.4%
Aug-2021	49	-25.8%	74	-8.6%
Sep-2021	44	-38.9%	49	-36.4%
Oct-2021	51	-30.1%	41	-48.8%
<b>Nov-2021</b>	<b>47</b>	<b>-29.9%</b>	<b>53</b>	<b>-18.5%</b>
12-Month Avg	55	-26.5%	62	-31.1%

\* Days on Market for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

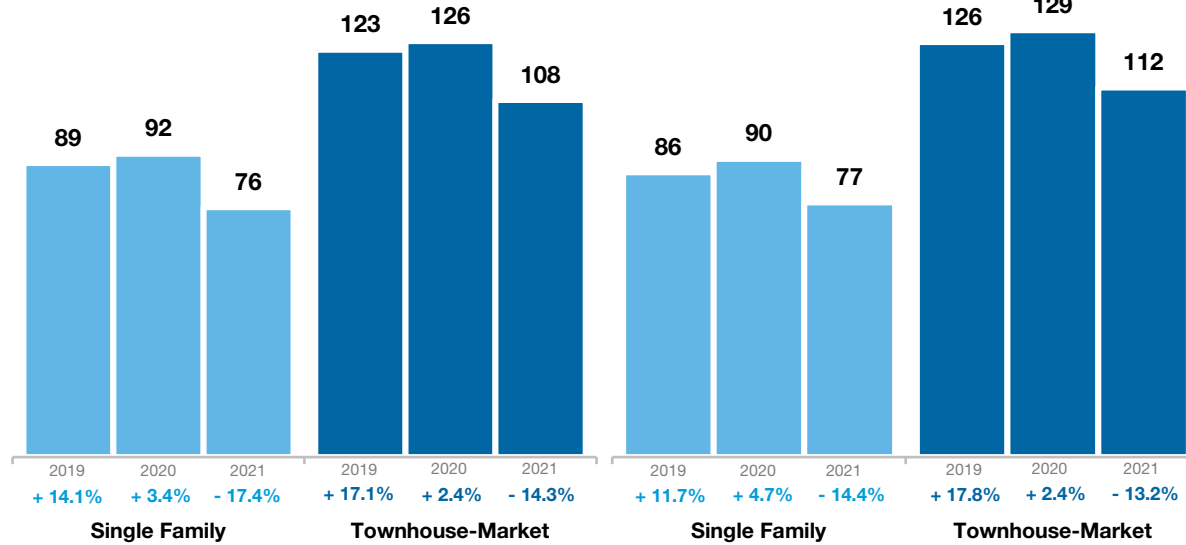


# Housing Affordability Index

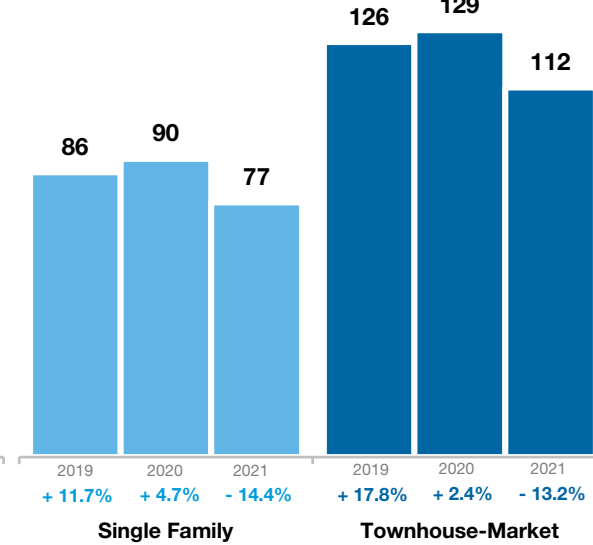
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## November

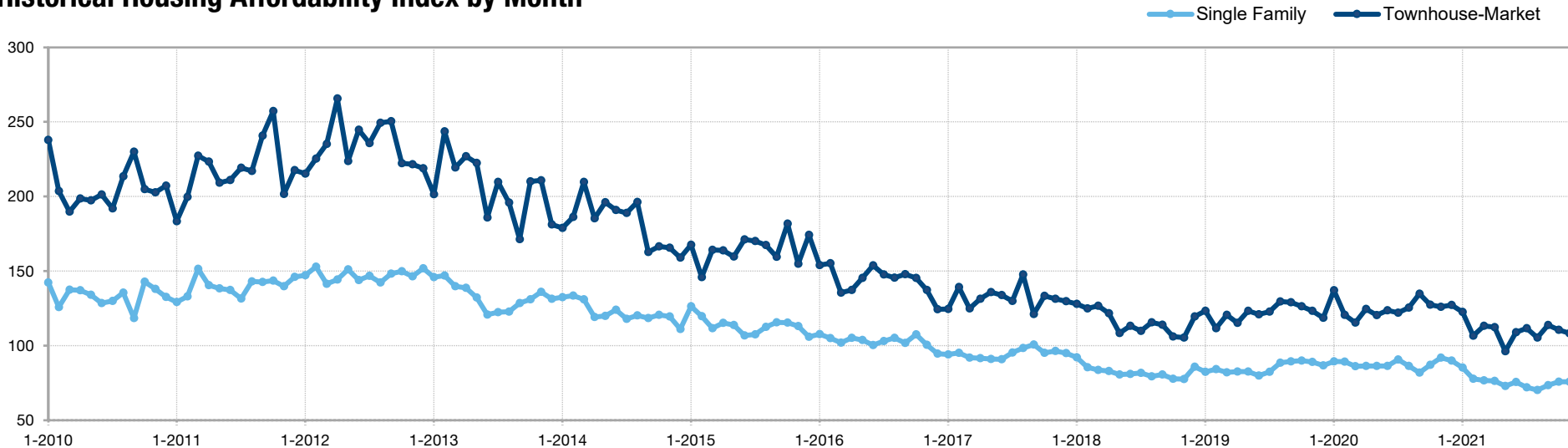


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Dec-2020	90	+3.4%	127	+6.7%
Jan-2021	85	-4.5%	123	-10.2%
Feb-2021	78	-12.4%	107	-11.6%
Mar-2021	77	-10.5%	113	-1.7%
Apr-2021	76	-11.6%	112	-9.7%
May-2021	73	-15.1%	96	-20.0%
Jun-2021	76	-11.6%	109	-12.1%
Jul-2021	72	-20.9%	112	-8.2%
Aug-2021	70	-18.6%	105	-16.0%
Sep-2021	73	-11.0%	114	-15.6%
Oct-2021	76	-12.6%	111	-12.6%
<b>Nov-2021</b>	<b>76</b>	<b>-17.4%</b>	<b>108</b>	<b>-14.3%</b>
12-Month Avg	77	-13.0%	87	-13.4%

## Historical Housing Affordability Index by Month

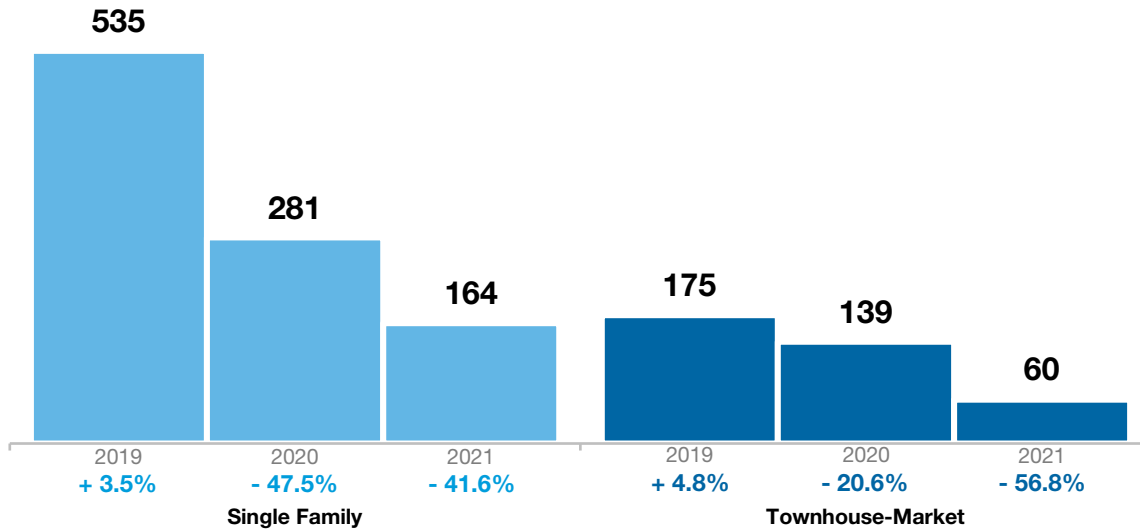


# Inventory of Active Listings

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



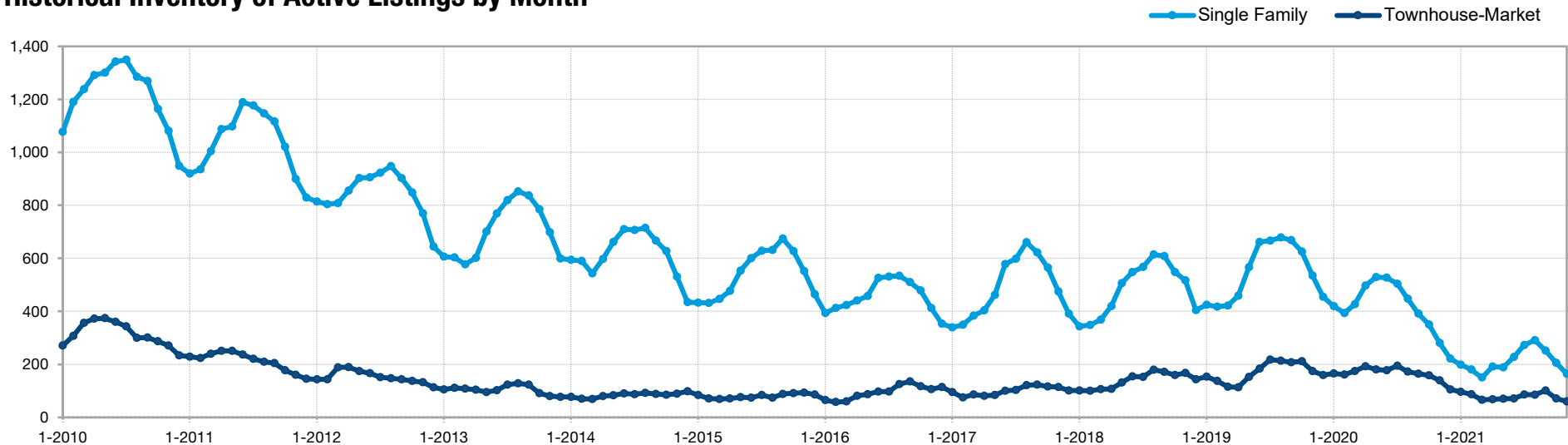
## November



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Dec-2020	222	-51.2%	105	-34.0%
Jan-2021	199	-52.5%	96	-41.8%
Feb-2021	181	-53.9%	87	-46.0%
Mar-2021	150	-64.8%	66	-62.3%
Apr-2021	192	-61.4%	68	-64.8%
May-2021	189	-64.3%	70	-61.3%
Jun-2021	228	-56.7%	71	-60.1%
Jul-2021	273	-45.8%	86	-55.9%
Aug-2021	291	-35.0%	85	-50.6%
Sep-2021	252	-35.5%	101	-38.4%
Oct-2021	206	-41.1%	71	-55.1%
<b>Nov-2021</b>	<b>164</b>	<b>-41.6%</b>	<b>60</b>	<b>-56.8%</b>
12-Month Avg*	212	-51.2%	81	-52.6%

\* Active Listings for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

## Historical Inventory of Active Listings by Month

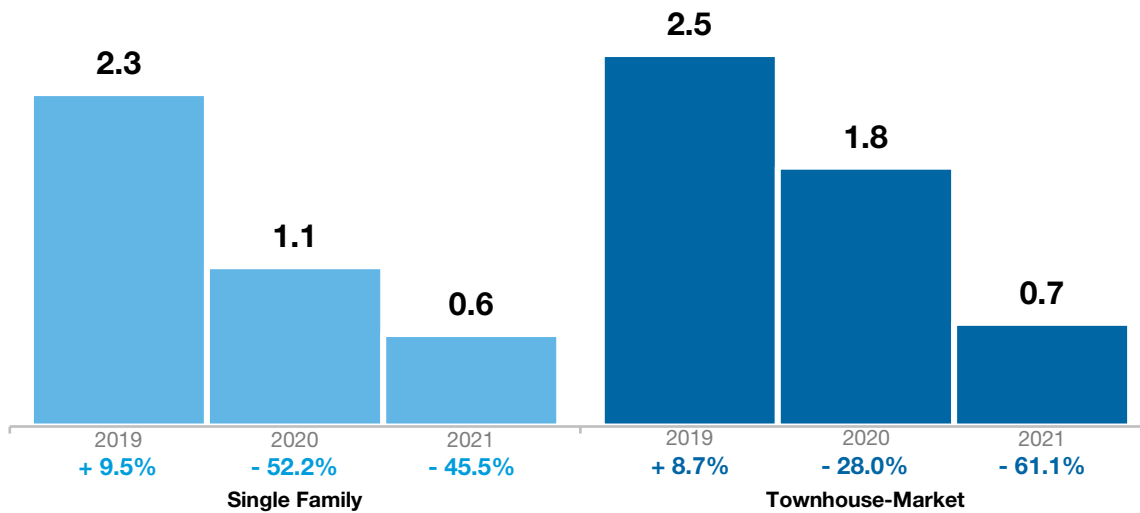


# Months Supply of Inventory

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.



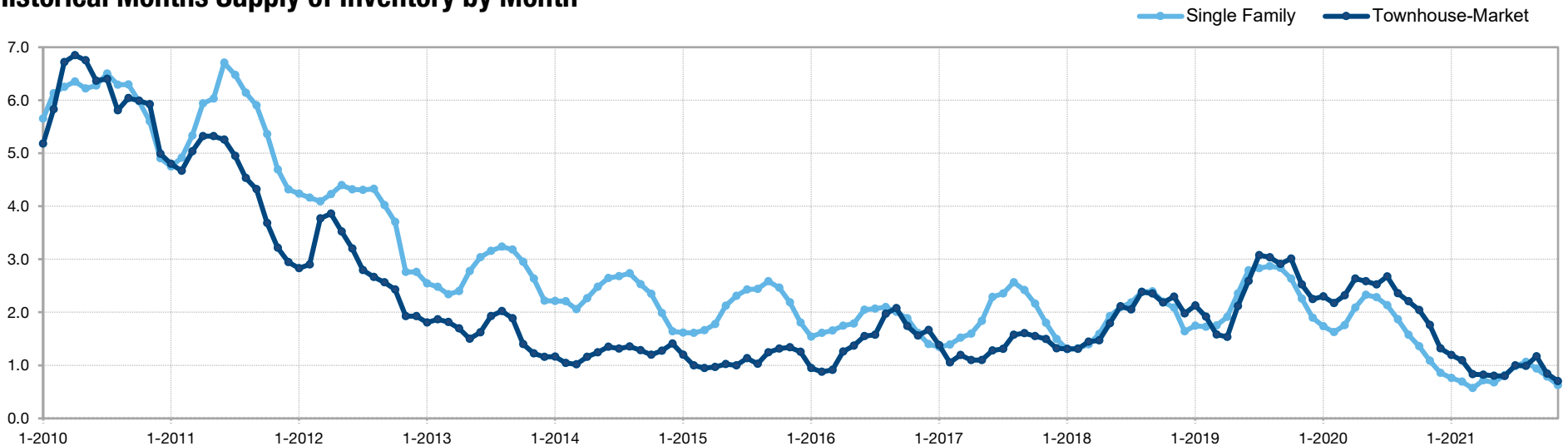
## November



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Dec-2020	0.9	-52.6%	1.3	-43.5%
Jan-2021	0.8	-52.9%	1.2	-47.8%
Feb-2021	0.7	-56.3%	1.1	-50.0%
Mar-2021	0.6	-66.7%	0.8	-65.2%
Apr-2021	0.7	-66.7%	0.8	-69.2%
May-2021	0.7	-69.6%	0.8	-69.2%
Jun-2021	0.8	-65.2%	0.8	-68.0%
Jul-2021	1.0	-52.4%	1.0	-63.0%
Aug-2021	1.1	-42.1%	1.0	-58.3%
Sep-2021	0.9	-43.8%	1.2	-45.5%
Oct-2021	0.8	-42.9%	0.8	-60.0%
<b>Nov-2021</b>	<b>0.6</b>	<b>-45.5%</b>	<b>0.7</b>	<b>-61.1%</b>
12-Month Avg*	0.8	-56.4%	1.0	-58.4%

\* Months Supply for all properties from December 2020 through November 2021. 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.



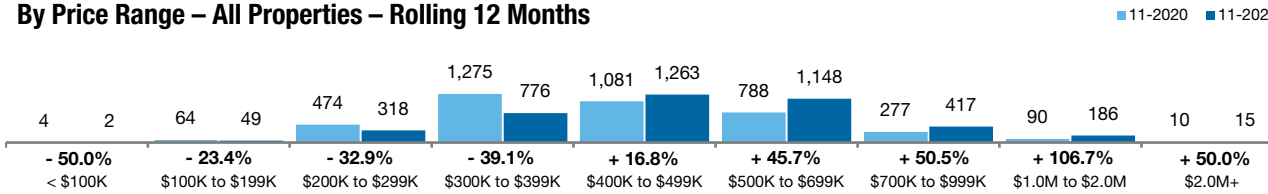
Key Metrics	Historical Sparkbars	11-2020	11-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		230	<b>226</b>	- 1.7%	4,473	<b>4,172</b>	- 6.7%
<b>Pending Sales</b>		275	<b>250</b>	- 9.1%	910	<b>971</b>	+ 6.7%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		304	<b>316</b>	+ 3.9%	3,757	<b>3,858</b>	+ 2.7%
<b>Median Sales Price</b>		\$415,000	<b>\$481,725</b>	+ 16.1%	\$415,000	<b>\$475,000</b>	+ 14.5%
<b>Avg. Sales Price</b>		\$460,710	<b>\$544,090</b>	+ 14.3%	\$466,099	<b>\$532,732</b>	+ 14.3%
<b>Pct. of List Price Received</b>		99.8%	<b>101.1%</b>	+ 2.6%	99.5%	<b>102.1%</b>	+ 2.6%
<b>Days on Market</b>		67	<b>49</b>	- 29.5%	78	<b>55</b>	- 29.5%
<b>Affordability Index</b>		97	<b>83</b>	- 13.9%	97	<b>84</b>	- 13.9%
<b>Active Listings</b>		433	<b>232</b>	- 46.4%	--	--	--
<b>Months Supply</b>		1.3	<b>0.7</b>	- 47.8%	--	--	--

# Sold Listings

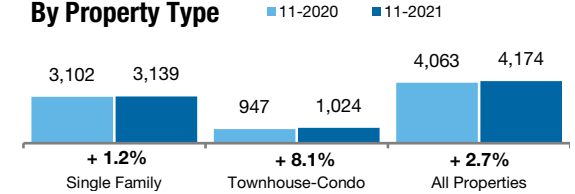
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$99,999 and Below	4	2	-50.0%	0	0	--
\$100,000 to \$199,999	25	23	-8.0%	39	25	-35.9%
\$200,000 to \$299,999	86	51	-40.7%	383	263	-31.3%
\$300,000 to \$399,999	861	354	-58.9%	414	421	+1.7%
\$400,000 to \$499,999	1,017	1,047	+2.9%	63	216	+242.9%
\$500,000 to \$699,999	756	1,084	+43.4%	29	62	+113.8%
\$700,000 to \$999,999	258	395	+53.1%	16	21	+31.3%
\$1,000,000 to \$1,999,999	85	170	+100.0%	3	14	+366.7%
\$2,000,000 and Above	10	13	+30.0%	0	2	--
<b>All Price Ranges</b>	<b>3,102</b>	<b>3,139</b>	<b>+1.2%</b>	<b>947</b>	<b>1,024</b>	<b>+8.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2021	11-2021	Change	10-2021	11-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	1	-50.0%	0	4	--
\$200,000 to \$299,999	7	6	-14.3%	13	19	+46.2%
\$300,000 to \$399,999	23	19	-17.4%	32	26	-18.8%
\$400,000 to \$499,999	90	66	-26.7%	14	29	+107.1%
\$500,000 to \$699,999	80	88	+10.0%	4	5	+25.0%
\$700,000 to \$999,999	37	30	-18.9%	1	1	0.0%
\$1,000,000 to \$1,999,999	20	18	-10.0%	0	2	--
\$2,000,000 and Above	1	1	0.0%	1	0	-100.0%
<b>All Price Ranges</b>	<b>260</b>	<b>229</b>	<b>-11.9%</b>	<b>65</b>	<b>86</b>	<b>+32.3%</b>

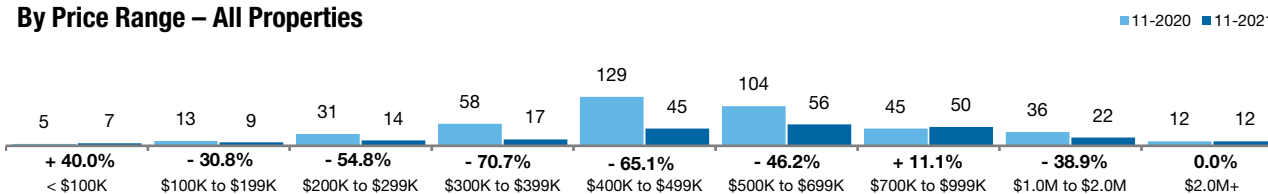
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$99,999 and Below	2	2	0.0%	0	0	--
\$100,000 to \$199,999	24	22	-8.3%	36	21	-41.7%
\$200,000 to \$299,999	76	40	-47.4%	356	243	-31.7%
\$300,000 to \$399,999	773	287	-62.9%	384	381	-0.8%
\$400,000 to \$499,999	950	971	+2.2%	56	207	+269.6%
\$500,000 to \$699,999	705	1,028	+45.8%	28	61	+117.9%
\$700,000 to \$999,999	246	377	+53.3%	16	20	+25.0%
\$1,000,000 to \$1,999,999	83	158	+90.4%	3	14	+366.7%
\$2,000,000 and Above	9	13	+44.4%	0	2	--
<b>All Price Ranges</b>	<b>2,868</b>	<b>2,898</b>	<b>+1.0%</b>	<b>879</b>	<b>949</b>	<b>+8.0%</b>

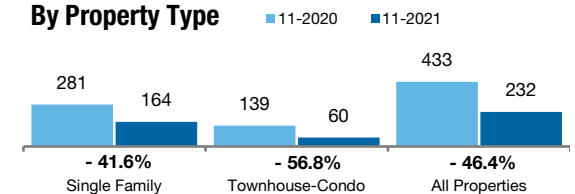
# Inventory of Active Listings

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		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$99,999 and Below	5	7	+40.0%	0	0	--
\$100,000 to \$199,999	10	9	-10.0%	3	0	-100.0%
\$200,000 to \$299,999	6	7	+16.7%	22	7	-68.2%
\$300,000 to \$399,999	15	4	-73.3%	42	13	-69.0%
\$400,000 to \$499,999	93	25	-73.1%	36	20	-44.4%
\$500,000 to \$699,999	83	53	-36.1%	21	3	-85.7%
\$700,000 to \$999,999	36	34	-5.6%	9	16	+77.8%
\$1,000,000 to \$1,999,999	27	19	-29.6%	6	1	-83.3%
\$2,000,000 and Above	6	6	0.0%	0	0	--
<b>All Price Ranges</b>	<b>281</b>	<b>164</b>	<b>-41.6%</b>	<b>139</b>	<b>60</b>	<b>-56.8%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2021	11-2021	Change	10-2021	11-2021	Change
\$99,999 and Below	7	7	0.0%	0	0	--
\$100,000 to \$199,999	10	9	-10.0%	1	0	-100.0%
\$200,000 to \$299,999	10	7	-30.0%	7	7	0.0%
\$300,000 to \$399,999	10	4	-60.0%	20	13	-35.0%
\$400,000 to \$499,999	32	25	-21.9%	31	20	-35.5%
\$500,000 to \$699,999	61	53	-13.1%	0	3	--
\$700,000 to \$999,999	51	34	-33.3%	10	16	+60.0%
\$1,000,000 to \$1,999,999	20	19	-5.0%	2	1	-50.0%
\$2,000,000 and Above	5	6	+20.0%	0	0	--
<b>All Price Ranges</b>	<b>206</b>	<b>164</b>	<b>-20.4%</b>	<b>71</b>	<b>60</b>	<b>-15.5%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$99,999 and Below	2	2	0.0%	0	0	--
\$100,000 to \$199,999	24	22	-8.3%	36	21	-41.7%
\$200,000 to \$299,999	76	40	-47.4%	356	243	-31.7%
\$300,000 to \$399,999	773	287	-62.9%	384	381	-0.8%
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\$500,000 to \$699,999	705	1,028	+45.8%	28	61	+117.9%
\$700,000 to \$999,999	246	377	+53.3%	16	20	+25.0%
\$1,000,000 to \$1,999,999	83	158	+90.4%	3	14	+366.7%
\$2,000,000 and Above	9	13	+44.4%	0	2	--
<b>All Price Ranges</b>	<b>2,868</b>	<b>2,898</b>	<b>+1.0%</b>	<b>879</b>	<b>949</b>	<b>+8.0%</b>

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



# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

# Local Market Update for November 2021

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## Loveland

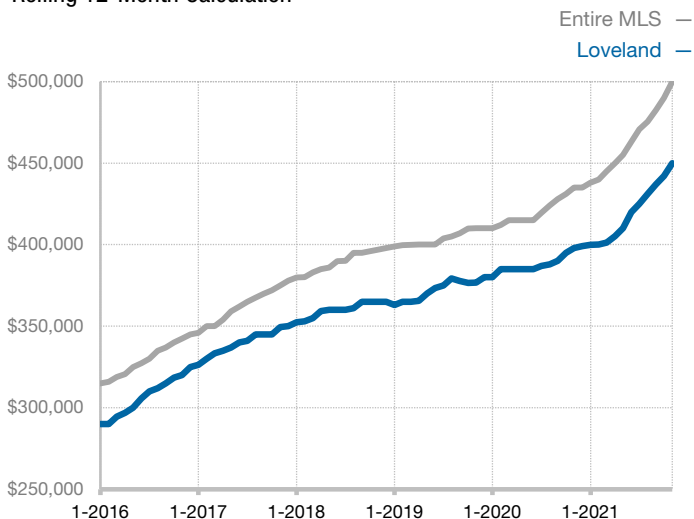
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	140	127	- 9.3%	2,436	2,145	- 11.9%
Closed Sales	175	155	- 11.4%	2,138	1,963	- 8.2%
Median Sales Price*	\$401,346	<b>\$490,000</b>	+ 22.1%	\$399,000	<b>\$450,000</b>	+ 12.8%
Average Sales Price*	\$444,073	<b>\$576,876</b>	+ 29.9%	\$452,465	<b>\$524,577</b>	+ 15.9%
Percent of List Price Received*	99.6%	<b>101.3%</b>	+ 1.7%	99.7%	<b>102.8%</b>	+ 3.1%
Days on Market Until Sale	43	<b>33</b>	- 23.3%	55	<b>37</b>	- 32.7%
Inventory of Homes for Sale	156	<b>85</b>	- 45.5%	--	--	--
Months Supply of Inventory	0.8	<b>0.5</b>	- 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.

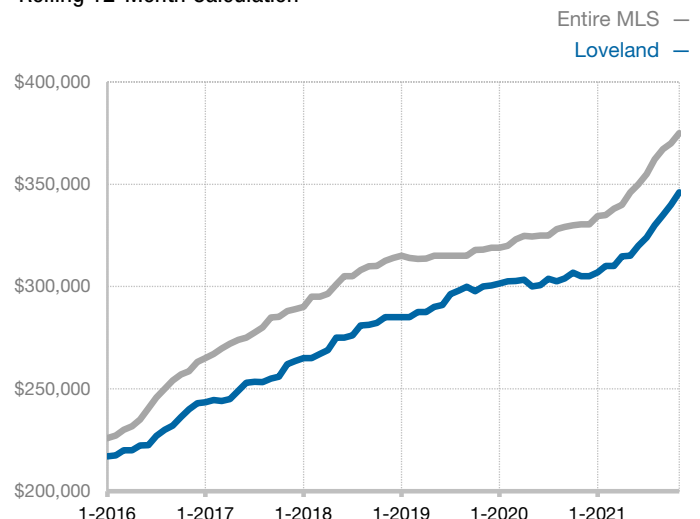
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	45	23	- 48.9%	482	488	+ 1.2%
Closed Sales	45	41	- 8.9%	397	440	+ 10.8%
Median Sales Price*	\$305,000	<b>\$375,000</b>	+ 23.0%	\$305,000	<b>\$349,890</b>	+ 14.7%
Average Sales Price*	\$321,109	<b>\$371,692</b>	+ 15.8%	\$321,246	<b>\$359,667</b>	+ 12.0%
Percent of List Price Received*	99.3%	<b>101.9%</b>	+ 2.6%	99.9%	<b>102.4%</b>	+ 2.5%
Days on Market Until Sale	67	81	+ 20.9%	93	77	- 17.2%
Inventory of Homes for Sale	69	8	- 88.4%	--	--	--
Months Supply of Inventory	1.9	<b>0.2</b>	- 89.5%	--	--	--

\* 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 November 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

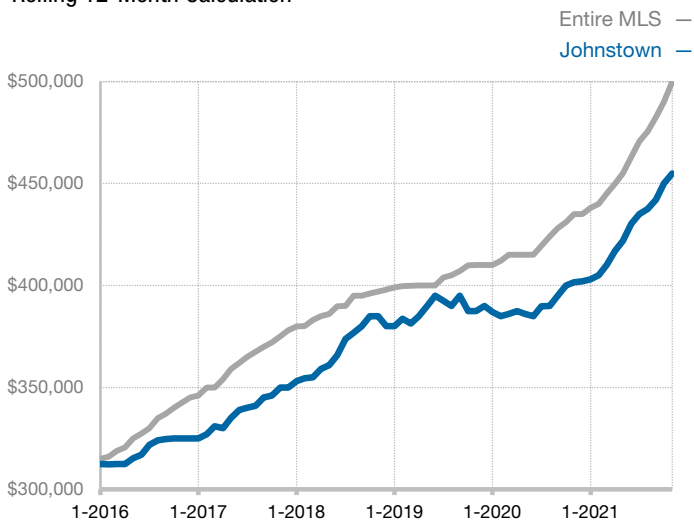
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	34	36	+ 5.9%	691	550	- 20.4%
Closed Sales	56	36	- 35.7%	603	482	- 20.1%
Median Sales Price*	\$411,450	<b>\$491,128</b>	+ 19.4%	\$402,000	<b>\$460,000</b>	+ 14.4%
Average Sales Price*	\$432,275	<b>\$502,235</b>	+ 16.2%	\$424,960	<b>\$498,645</b>	+ 17.3%
Percent of List Price Received*	99.6%	<b>100.2%</b>	+ 0.6%	99.9%	<b>102.3%</b>	+ 2.4%
Days on Market Until Sale	42	<b>29</b>	- 31.0%	49	<b>31</b>	- 36.7%
Inventory of Homes for Sale	60	<b>52</b>	- 13.3%	--	--	--
Months Supply of Inventory	1.1	<b>1.2</b>	+ 9.1%	--	--	--

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

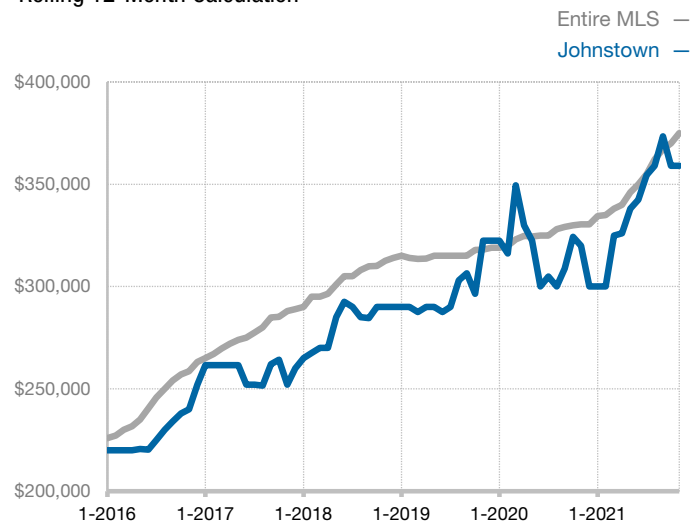
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	0	2	--	40	24	- 40.0%
Closed Sales	0	0	--	26	22	- 15.4%
Median Sales Price*	\$0	<b>\$0</b>	--	\$320,000	<b>\$373,450</b>	+ 16.7%
Average Sales Price*	\$0	<b>\$0</b>	--	\$324,608	<b>\$378,814</b>	+ 16.7%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	98.8%	<b>102.8%</b>	+ 4.0%
Days on Market Until Sale	0	<b>0</b>	--	44	<b>38</b>	- 13.6%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	0.7	<b>0.4</b>	- 42.9%	--	--	--

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

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



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



# Local Market Update for November 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

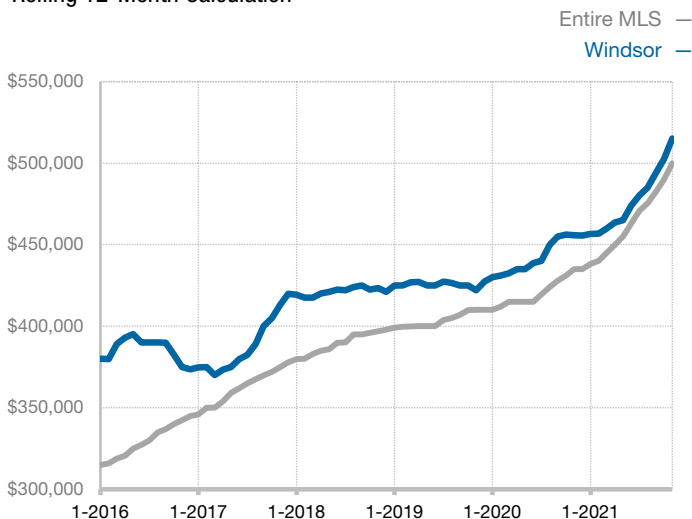
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	121	80	- 33.9%	1,679	1,612	- 4.0%
Closed Sales	133	107	- 19.5%	1,309	1,507	+ 15.1%
Median Sales Price*	\$437,960	\$553,823	+ 26.5%	\$455,650	\$519,433	+ 14.0%
Average Sales Price*	\$498,223	\$602,328	+ 20.9%	\$509,878	\$579,257	+ 13.6%
Percent of List Price Received*	100.0%	101.2%	+ 1.2%	99.6%	101.6%	+ 2.0%
Days on Market Until Sale	72	45	- 37.5%	75	56	- 25.3%
Inventory of Homes for Sale	205	92	- 55.1%	--	--	--
Months Supply of Inventory	1.7	0.7	- 58.8%	--	--	--

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

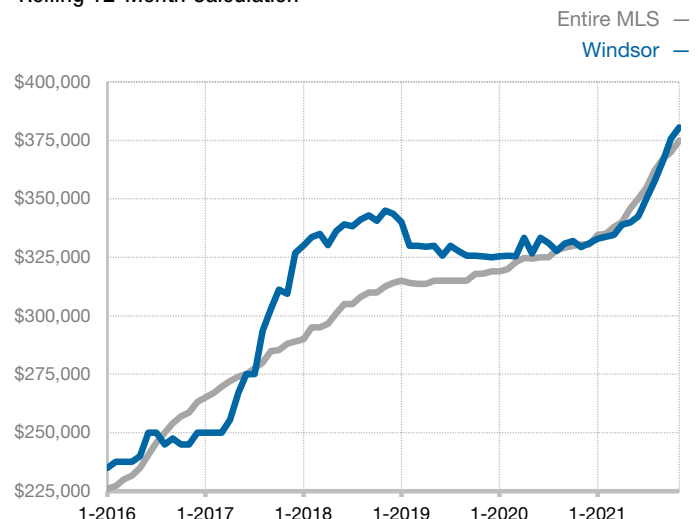
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	16	10	- 37.5%	213	192	- 9.9%
Closed Sales	12	14	+ 16.7%	188	183	- 2.7%
Median Sales Price*	\$279,900	\$394,473	+ 40.9%	\$329,097	\$386,238	+ 17.4%
Average Sales Price*	\$298,100	\$403,584	+ 35.4%	\$335,901	\$383,282	+ 14.1%
Percent of List Price Received*	98.3%	101.6%	+ 3.4%	99.8%	101.5%	+ 1.7%
Days on Market Until Sale	153	192	+ 25.5%	145	113	- 22.1%
Inventory of Homes for Sale	42	8	- 81.0%	--	--	--
Months Supply of Inventory	2.6	0.5	- 80.8%	--	--	--

\* 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 November 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

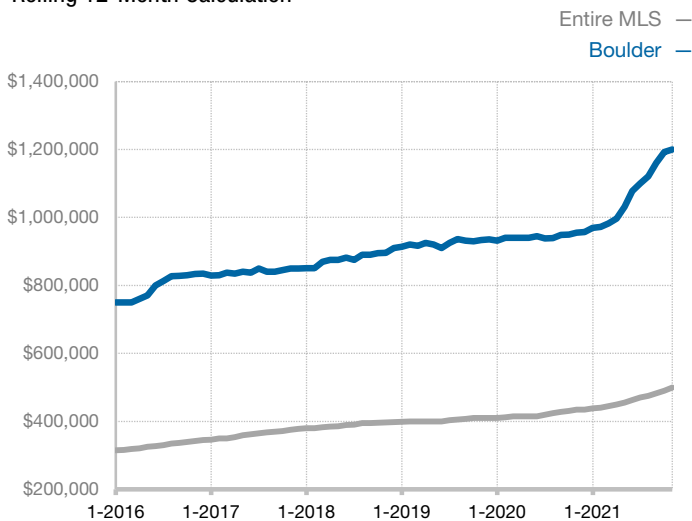
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	88	55	- 37.5%	2,182	1,547	- 29.1%
Closed Sales	147	92	- 37.4%	1,587	1,361	- 14.2%
Median Sales Price*	\$995,000	\$1,291,571	+ 29.8%	\$955,000	\$1,237,000	+ 29.5%
Average Sales Price*	\$1,195,296	\$1,537,093	+ 28.6%	\$1,201,372	\$1,518,380	+ 26.4%
Percent of List Price Received*	97.6%	100.3%	+ 2.8%	98.4%	102.1%	+ 3.8%
Days on Market Until Sale	58	45	- 22.4%	55	47	- 14.5%
Inventory of Homes for Sale	273	75	- 72.5%	--	--	--
Months Supply of Inventory	1.9	0.6	- 68.4%	--	--	--

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

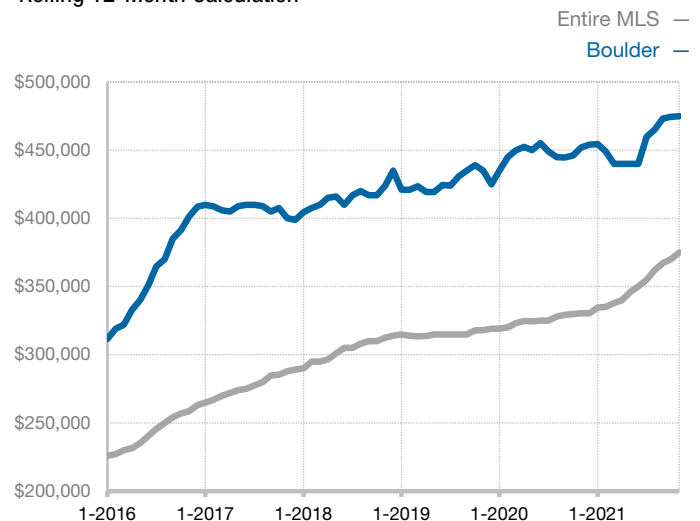
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	77	47	- 39.0%	1,644	1,087	- 33.9%
Closed Sales	103	83	- 19.4%	1,051	1,025	- 2.5%
Median Sales Price*	\$472,500	\$470,000	- 0.5%	\$455,000	\$475,000	+ 4.4%
Average Sales Price*	\$489,984	\$623,083	+ 27.2%	\$526,831	\$573,848	+ 8.9%
Percent of List Price Received*	98.5%	99.7%	+ 1.2%	98.7%	100.3%	+ 1.6%
Days on Market Until Sale	55	57	+ 3.6%	53	58	+ 9.4%
Inventory of Homes for Sale	297	72	- 75.8%	--	--	--
Months Supply of Inventory	3.2	0.8	- 75.0%	--	--	--

\* 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 November 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

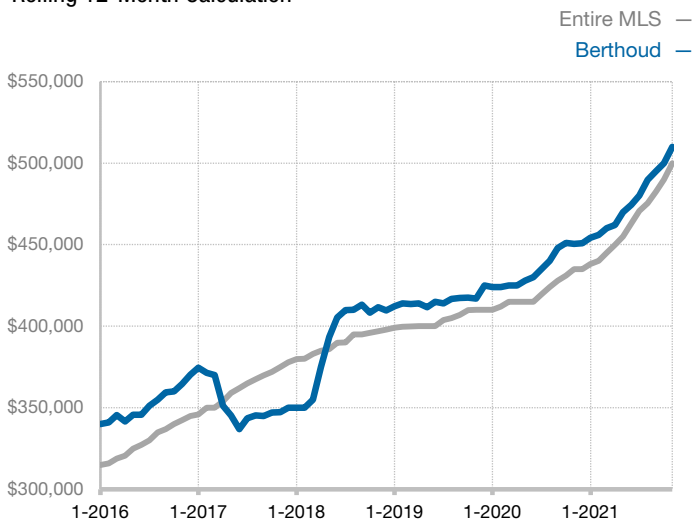
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	49	38	- 22.4%	946	603	- 36.3%
Closed Sales	72	57	- 20.8%	730	599	- 17.9%
Median Sales Price*	\$444,682	<b>\$536,155</b>	+ 20.6%	\$449,990	<b>\$512,550</b>	+ 13.9%
Average Sales Price*	\$476,475	<b>\$596,469</b>	+ 25.2%	\$514,367	<b>\$608,960</b>	+ 18.4%
Percent of List Price Received*	101.0%	<b>101.3%</b>	+ 0.3%	99.7%	<b>101.9%</b>	+ 2.2%
Days on Market Until Sale	75	71	- 5.3%	76	75	- 1.3%
Inventory of Homes for Sale	130	56	- 56.9%	--	--	--
Months Supply of Inventory	2.0	1.0	- 50.0%	--	--	--

\* 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	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	5	5	0.0%	112	83	- 25.9%
Closed Sales	22	5	- 77.3%	125	58	- 53.6%
Median Sales Price*	\$302,400	<b>\$413,000</b>	+ 36.6%	\$295,000	<b>\$428,439</b>	+ 45.2%
Average Sales Price*	\$306,903	<b>\$425,006</b>	+ 38.5%	\$319,461	<b>\$450,591</b>	+ 41.0%
Percent of List Price Received*	101.0%	<b>102.0%</b>	+ 1.0%	100.5%	<b>102.0%</b>	+ 1.5%
Days on Market Until Sale	130	181	+ 39.2%	103	98	- 4.9%
Inventory of Homes for Sale	5	4	- 20.0%	--	--	--
Months Supply of Inventory	0.5	0.8	+ 60.0%	--	--	--

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



**Median Sales Price – Townhouse-Condo**  
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## Longmont

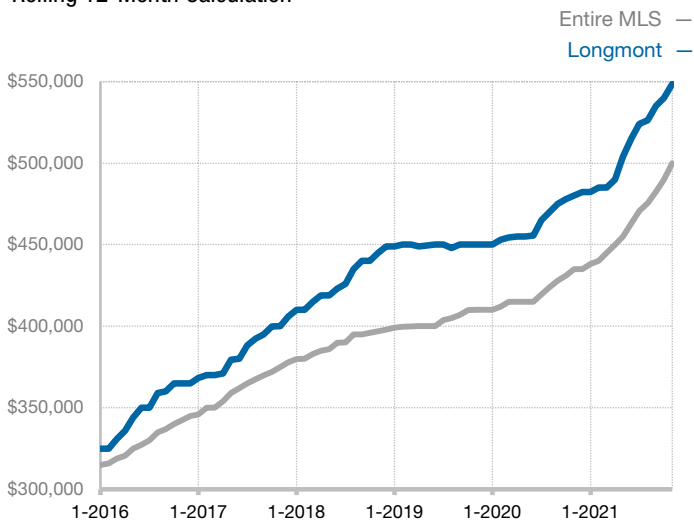
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	94	93	- 1.1%	2,492	1,769	- 29.0%
Closed Sales	231	146	- 36.8%	2,373	1,648	- 30.6%
Median Sales Price*	\$475,000	\$558,250	+ 17.5%	\$481,000	\$550,500	+ 14.4%
Average Sales Price*	\$620,683	\$683,784	+ 10.2%	\$561,983	\$686,553	+ 22.2%
Percent of List Price Received*	99.7%	102.4%	+ 2.7%	99.7%	103.7%	+ 4.0%
Days on Market Until Sale	43	32	- 25.6%	49	31	- 36.7%
Inventory of Homes for Sale	184	90	- 51.1%	--	--	--
Months Supply of Inventory	0.9	0.6	- 33.3%	--	--	--

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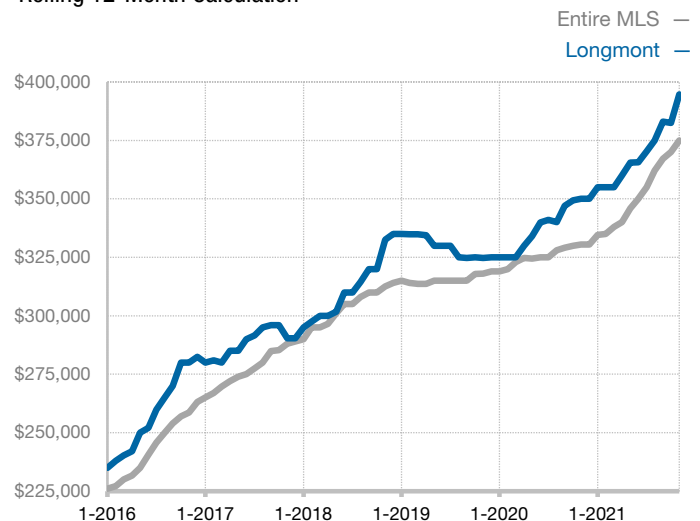
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	20	24	+ 20.0%	492	408	- 17.1%
Closed Sales	37	39	+ 5.4%	499	388	- 22.2%
Median Sales Price*	\$346,000	\$421,000	+ 21.7%	\$350,000	\$396,000	+ 13.1%
Average Sales Price*	\$375,013	\$444,993	+ 18.7%	\$365,318	\$408,421	+ 11.8%
Percent of List Price Received*	100.3%	101.4%	+ 1.1%	99.5%	102.4%	+ 2.9%
Days on Market Until Sale	37	44	+ 18.9%	45	32	- 28.9%
Inventory of Homes for Sale	25	8	- 68.0%	--	--	--
Months Supply of Inventory	0.5	0.2	- 60.0%	--	--	--

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



**Median Sales Price – Townhouse-Condo**  
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# Local Market Update for November 2021

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## Wellington

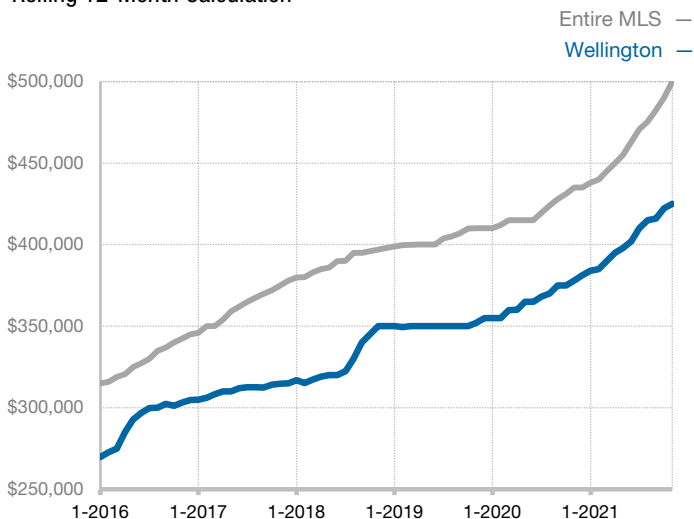
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	30	23	- 23.3%	572	452	- 21.0%
Closed Sales	41	45	+ 9.8%	483	454	- 6.0%
Median Sales Price*	\$410,090	<b>\$456,000</b>	+ 11.2%	\$378,160	<b>\$430,000</b>	+ 13.7%
Average Sales Price*	\$417,695	<b>\$484,476</b>	+ 16.0%	\$407,651	<b>\$472,357</b>	+ 15.9%
Percent of List Price Received*	101.8%	<b>101.5%</b>	- 0.3%	101.4%	<b>102.1%</b>	+ 0.7%
Days on Market Until Sale	66	48	- 27.3%	78	61	- 21.8%
Inventory of Homes for Sale	62	29	- 53.2%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--

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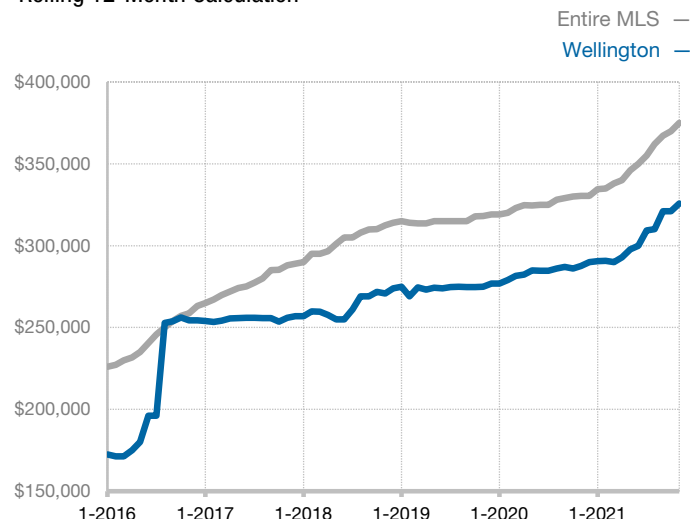
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	3	5	+ 66.7%	92	72	- 21.7%
Closed Sales	8	3	- 62.5%	84	66	- 21.4%
Median Sales Price*	\$304,285	<b>\$370,015</b>	+ 21.6%	\$290,030	<b>\$326,650</b>	+ 12.6%
Average Sales Price*	\$302,206	<b>\$377,338</b>	+ 24.9%	\$286,794	<b>\$326,281</b>	+ 13.8%
Percent of List Price Received*	100.0%	<b>103.0%</b>	+ 3.0%	99.8%	<b>101.6%</b>	+ 1.8%
Days on Market Until Sale	71	44	- 38.0%	79	61	- 22.8%
Inventory of Homes for Sale	8	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 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 November 2021

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## Fort Collins

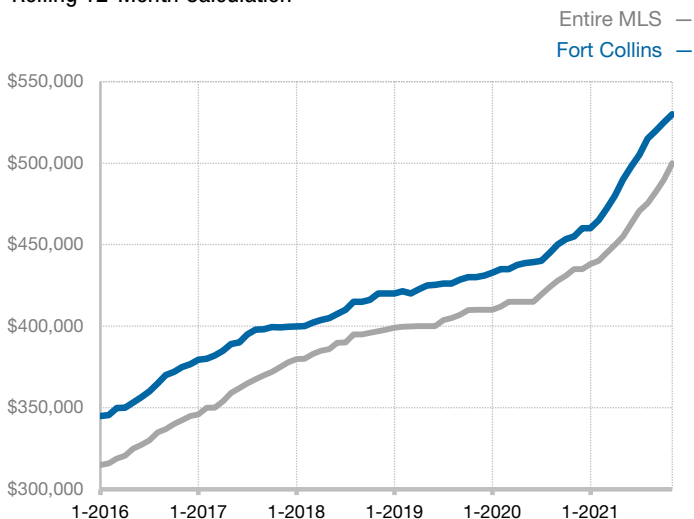
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	156	154	- 1.3%	3,448	3,081	- 10.6%
Closed Sales	243	230	- 5.3%	2,982	2,824	- 5.3%
Median Sales Price*	\$470,000	\$561,750	+ 19.5%	\$457,000	\$535,000	+ 17.1%
Average Sales Price*	\$532,007	\$621,157	+ 16.8%	\$523,865	\$605,333	+ 15.6%
Percent of List Price Received*	99.5%	101.3%	+ 1.8%	99.3%	102.7%	+ 3.4%
Days on Market Until Sale	50	36	- 28.0%	54	36	- 33.3%
Inventory of Homes for Sale	233	131	- 43.8%	--	--	--
Months Supply of Inventory	0.9	0.5	- 44.4%	--	--	--

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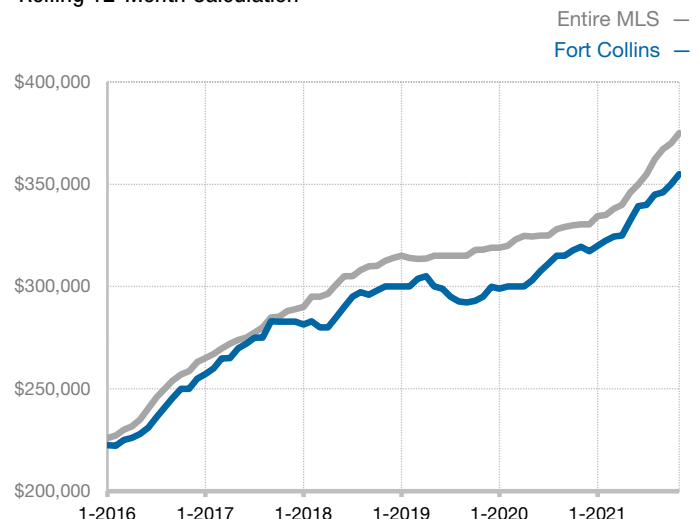
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	89	72	- 19.1%	1,343	1,287	- 4.2%
Closed Sales	82	111	+ 35.4%	1,095	1,228	+ 12.1%
Median Sales Price*	\$299,000	\$365,000	+ 22.1%	\$316,900	\$360,000	+ 13.6%
Average Sales Price*	\$310,306	\$380,716	+ 22.7%	\$332,875	\$387,152	+ 16.3%
Percent of List Price Received*	99.2%	100.3%	+ 1.1%	98.9%	101.3%	+ 2.4%
Days on Market Until Sale	50	46	- 8.0%	72	48	- 33.3%
Inventory of Homes for Sale	201	48	- 76.1%	--	--	--
Months Supply of Inventory	2.1	0.4	- 81.0%	--	--	--

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# Local Market Update for November 2021

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## Greeley

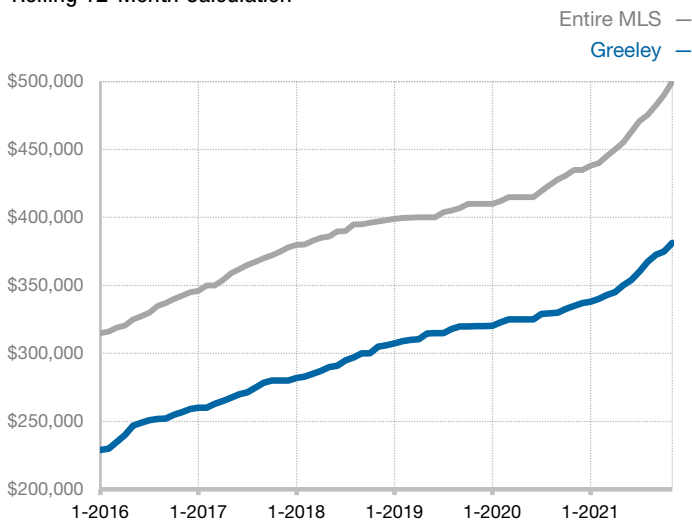
Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	117	140	+ 19.7%	1,996	1,816	- 9.0%
Closed Sales	148	144	- 2.7%	1,748	1,560	- 10.8%
Median Sales Price*	\$345,000	\$413,750	+ 19.9%	\$335,000	\$385,000	+ 14.9%
Average Sales Price*	\$372,148	\$433,612	+ 16.5%	\$352,298	\$409,981	+ 16.4%
Percent of List Price Received*	100.1%	101.6%	+ 1.5%	99.7%	102.2%	+ 2.5%
Days on Market Until Sale	47	34	- 27.7%	49	35	- 28.6%
Inventory of Homes for Sale	160	147	- 8.1%	--	--	--
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--

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Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	24	29	+ 20.8%	363	392	+ 8.0%
Closed Sales	20	23	+ 15.0%	284	295	+ 3.9%
Median Sales Price*	\$259,250	\$305,000	+ 17.6%	\$254,500	\$298,900	+ 17.4%
Average Sales Price*	\$250,359	\$320,268	+ 27.9%	\$256,947	\$297,219	+ 15.7%
Percent of List Price Received*	98.8%	101.5%	+ 2.7%	99.0%	101.2%	+ 2.2%
Days on Market Until Sale	39	80	+ 105.1%	51	53	+ 3.9%
Inventory of Homes for Sale	40	31	- 22.5%	--	--	--
Months Supply of Inventory	1.5	1.1	- 26.7%	--	--	--

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Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
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