



FCBR 2023

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Clara Pilcher
Mortgage Loan Officer
970.494.5254
NMLS 1105212

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Monthly Indicators



November 2023

New Listings were up 3.4 percent for single family homes and 42.1 percent for townhouse-condo properties. Pending Sales landed at 108 for single family homes and 38 for townhouse-condo properties.

The Median Sales Price was down 2.1 percent to \$572,500 for single family homes and 13.4 percent to \$377,500 for townhouse-condo properties. Days on Market increased 14.8 percent for single family homes but decreased 1.4 percent for townhouse-condo properties.

Inventory remains at historically low levels nationwide, with only 1.15 million homes for sale heading into November, a 5.7% decline compared to the same time last year, for a 3.6 months' supply at the current sales pace. The shortage of available properties for sale has kept pressure on home prices, which have continued to climb despite the slowdown in sales. According to NAR, the U.S. median existing-home sales price increased 3.4% from a year ago to \$391,800, an all-time high for the month, with annual price gains reported in all four regions of the country.

Activity Snapshot

- 7.5%	+ 14.8%	- 2.1%
One-Year Change in Single Family Sold Listings	One-Year Change in Single Family Days On Market	One-Year Change in Single Family Median Sales Price

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

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Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	11-2022	11-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		119	123	+ 3.4%	2,811	2,626	- 6.6%
Pending Sales		104	108	+ 3.8%	2,136	1,903	- 10.9%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		134	124	- 7.5%	2,167	1,872	- 13.6%
Median Sales Price		\$585,000	\$572,500	- 2.1%	\$600,000	\$600,000	0.0%
Avg. Sales Price		\$680,114	\$631,444	- 7.2%	\$678,135	\$676,825	- 0.2%
Pct. of List Price Received		98.8%	98.3%	- 0.5%	102.0%	99.7%	- 2.3%
Days on Market		54	62	+ 14.8%	45	60	+ 33.3%
Affordability Index		48	47	- 2.1%	46	45	- 2.2%
Active Listings		374	386	+ 3.2%	--	--	--
Months Supply		1.9	2.3	+ 21.1%	--	--	--

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.



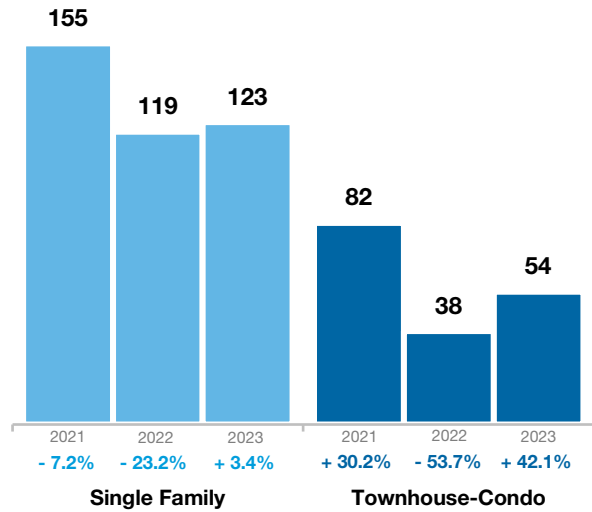
Key Metrics	Historical Sparkbars	11-2022	11-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		38	54	+ 42.1%	792	875	+ 10.5%
Pending Sales		33	38	+ 15.2%	654	631	- 3.5%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		42	54	+ 28.6%	689	627	- 9.0%
Median Sales Price		\$436,000	\$377,500	- 13.4%	\$402,500	\$411,100	+ 2.1%
Avg. Sales Price		\$465,734	\$409,245	- 12.1%	\$422,927	\$430,254	+ 1.7%
Pct. of List Price Received		99.0%	98.7%	- 0.3%	102.6%	99.7%	- 2.8%
Days on Market		71	70	- 1.4%	57	67	+ 17.5%
Affordability Index		64	71	+ 10.9%	69	65	- 5.8%
Active Listings		125	163	+ 30.4%	--	--	--
Months Supply		2.0	2.9	+ 45.0%	--	--	--

New Listings

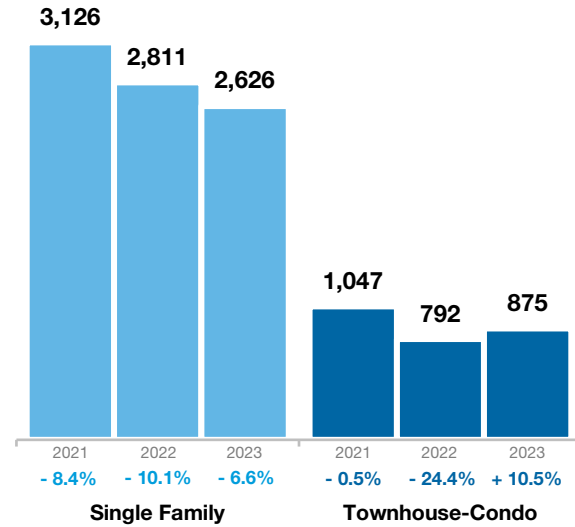
A count of the properties that have been newly listed on the market in a given month.



November

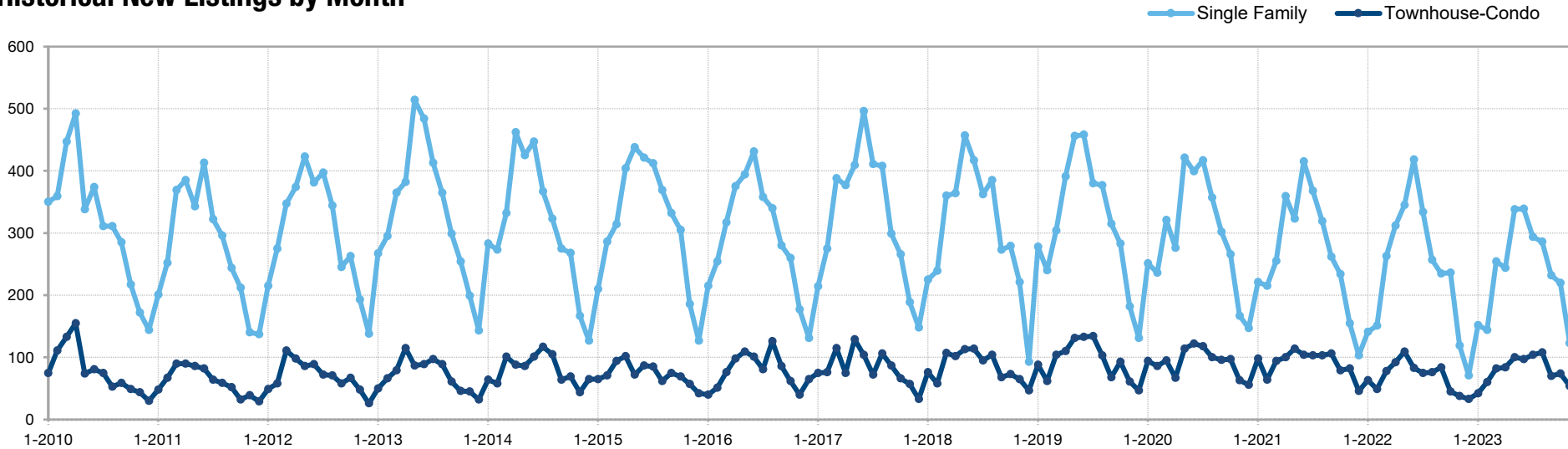


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2022	71	-31.1%	33	-28.3%
Jan-2023	152	+7.8%	42	-33.3%
Feb-2023	144	-4.6%	60	+22.4%
Mar-2023	254	-3.4%	82	+5.1%
Apr-2023	244	-21.8%	84	-8.7%
May-2023	338	-2.0%	100	-8.3%
Jun-2023	339	-18.9%	97	+16.9%
Jul-2023	294	-12.0%	104	+38.7%
Aug-2023	286	+11.3%	108	+42.1%
Sep-2023	232	-1.3%	70	-16.7%
Oct-2023	220	-6.8%	74	+64.4%
Nov-2023	123	+3.4%	54	+42.1%
12-Month Avg	225	-7.4%	76	+8.4%

Historical New Listings by Month

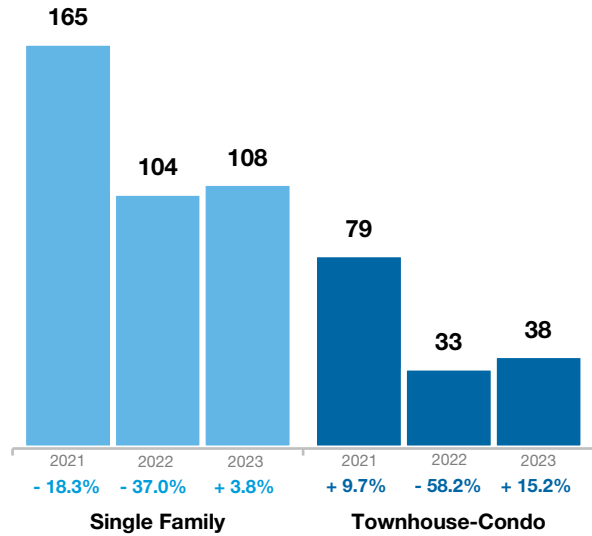


Pending Sales

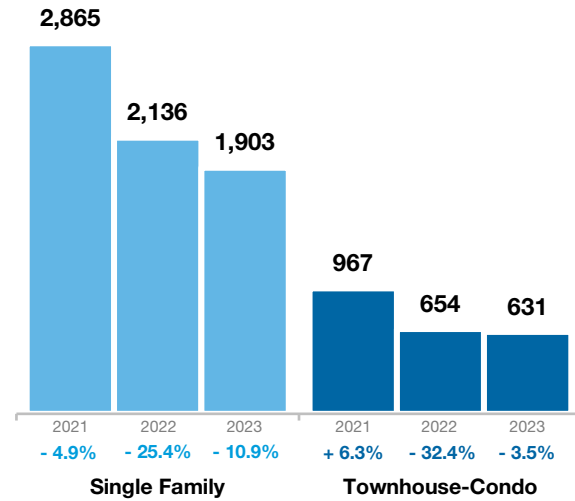
A count of the properties on which offers have been accepted in a given month.



November

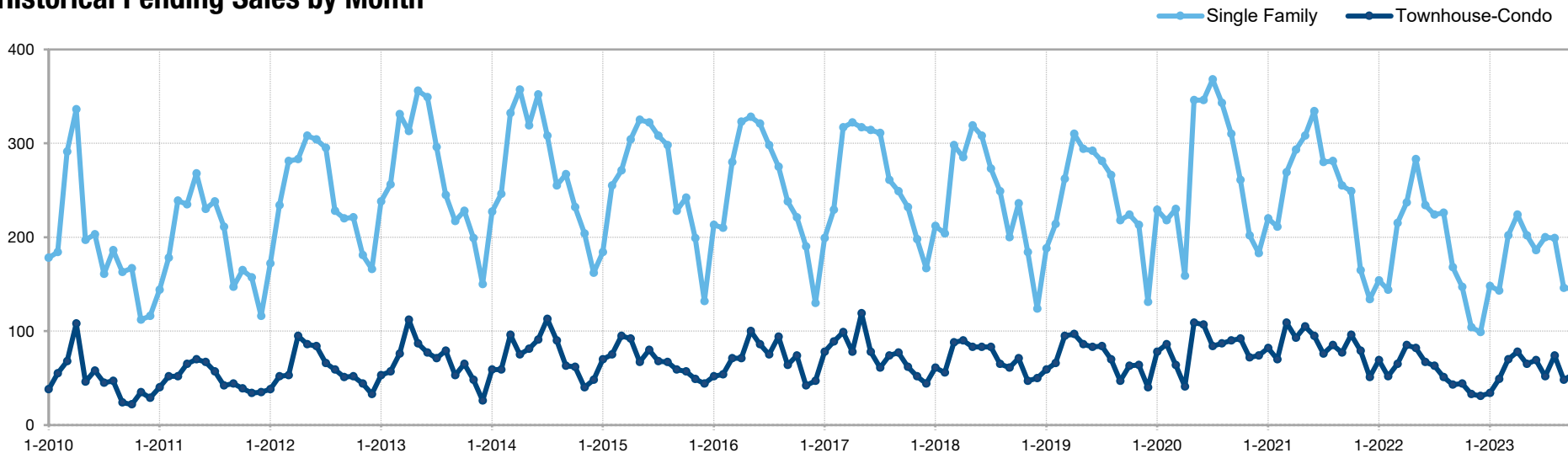


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2022	99	-26.1%	31	-39.2%
Jan-2023	148	-3.9%	34	-50.7%
Feb-2023	143	-0.7%	49	-5.8%
Mar-2023	202	-6.0%	70	+7.7%
Apr-2023	224	-5.5%	78	-8.2%
May-2023	202	-28.6%	65	-20.7%
Jun-2023	186	-20.5%	69	+3.0%
Jul-2023	200	-10.7%	52	-17.5%
Aug-2023	199	-11.9%	74	+45.1%
Sep-2023	146	-13.1%	48	+11.6%
Oct-2023	145	-1.4%	54	+22.7%
Nov-2023	108	+3.8%	38	+15.2%
12-Month Avg	167	-11.8%	55	-6.1%

Historical Pending Sales by Month

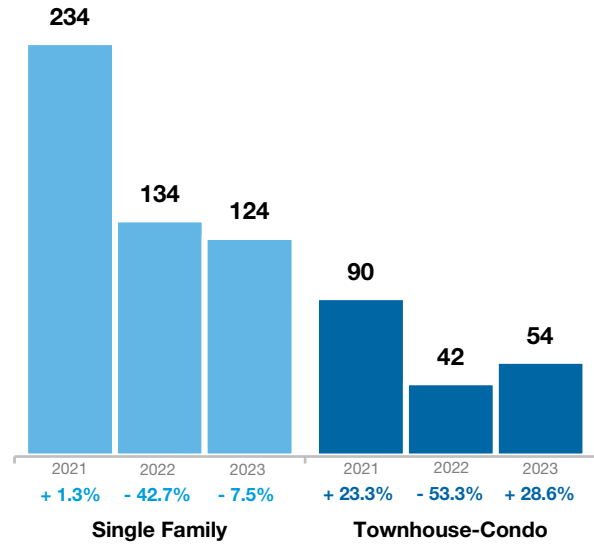


Sold Listings

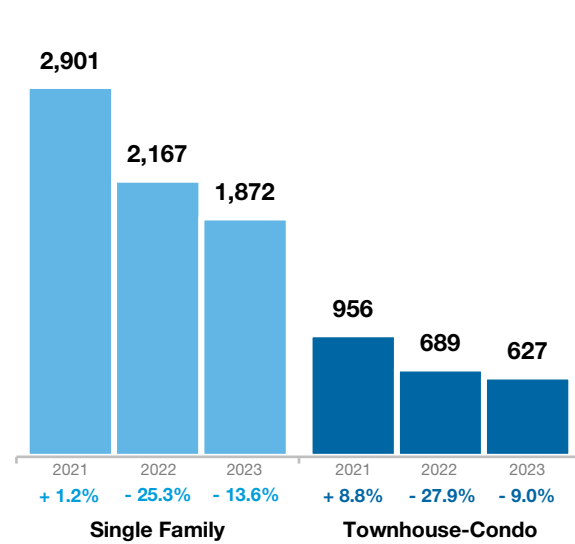
A count of the actual sales that closed in a given month.



November

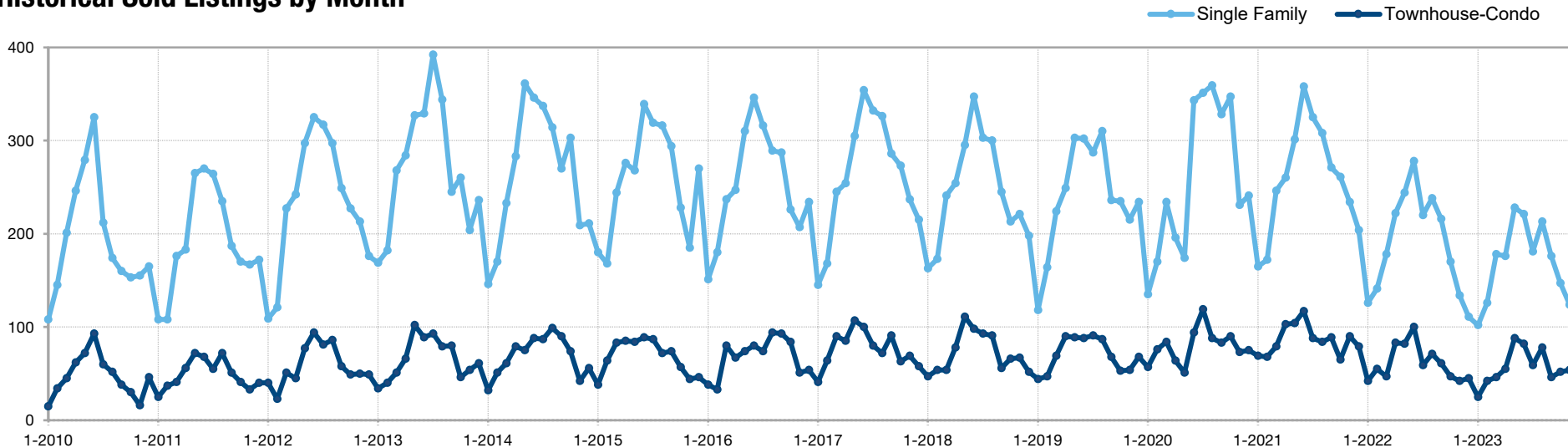


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2022	111	-45.6%	45	-43.0%
Jan-2023	102	-19.0%	25	-40.5%
Feb-2023	126	-10.6%	42	-23.6%
Mar-2023	178	0.0%	46	-2.1%
Apr-2023	176	-20.7%	55	-33.7%
May-2023	228	-6.6%	88	+7.3%
Jun-2023	221	-20.5%	82	-18.0%
Jul-2023	181	-17.7%	59	0.0%
Aug-2023	213	-10.5%	78	+9.9%
Sep-2023	176	-18.5%	46	-24.6%
Oct-2023	147	-13.5%	52	+10.6%
Nov-2023	124	-7.5%	54	+28.6%
12-Month Avg	165	-16.4%	56	-12.5%

Historical Sold Listings by Month

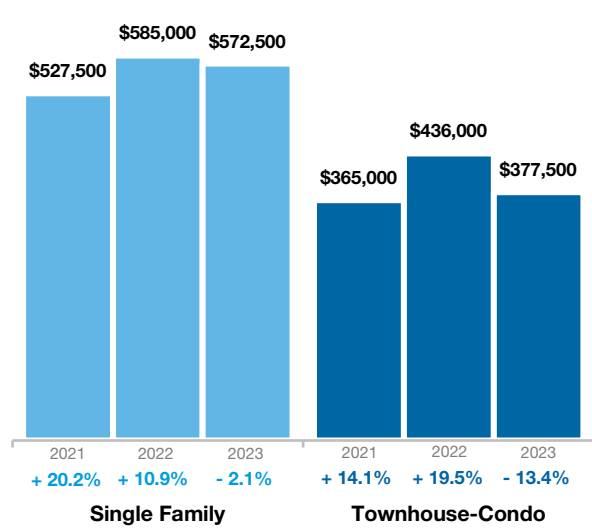


Median Sales Price

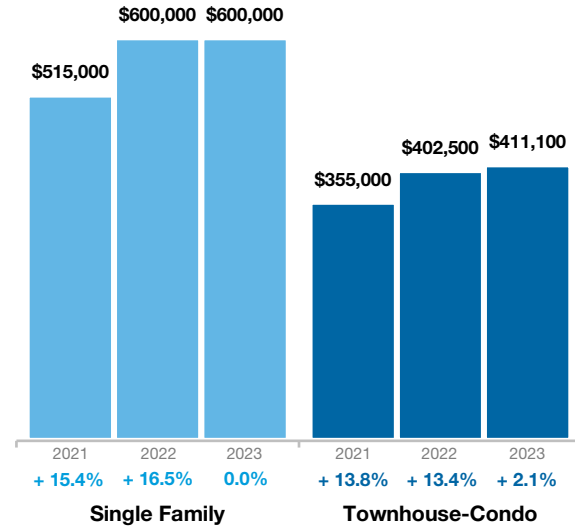
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



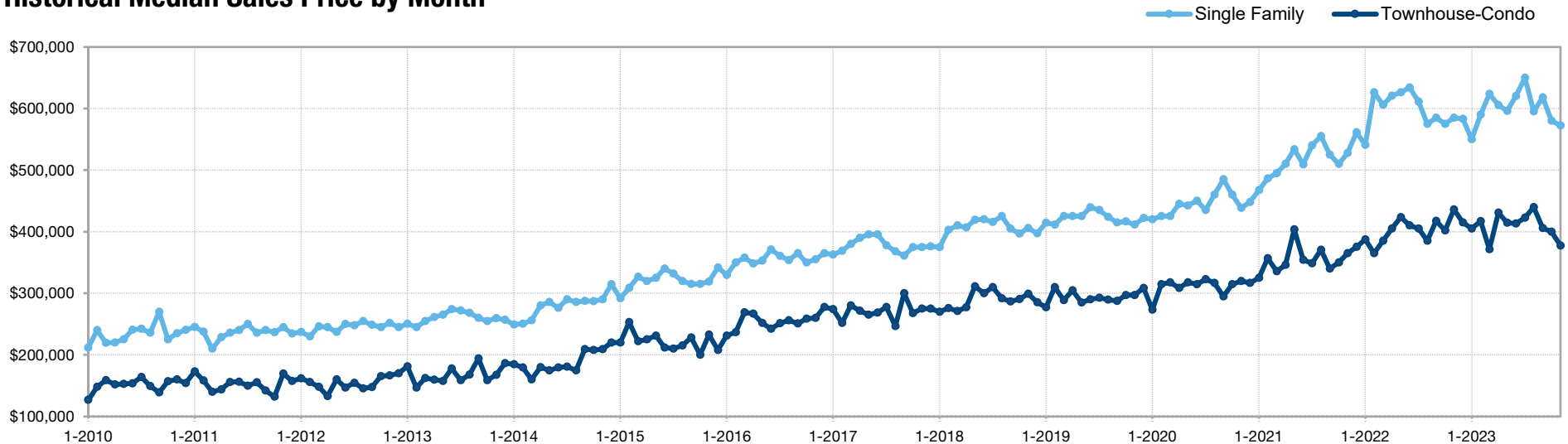
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$417,153	+14.3%
Mar-2023	\$623,522	+2.9%	\$371,500	-3.5%
Apr-2023	\$605,500	-2.4%	\$430,750	+6.4%
May-2023	\$596,000	-4.8%	\$414,500	-2.1%
Jun-2023	\$620,000	-2.2%	\$413,250	+0.8%
Jul-2023	\$650,000	+6.3%	\$422,500	+4.3%
Aug-2023	\$595,000	+3.5%	\$440,000	+14.3%
Sep-2023	\$617,950	+5.6%	\$406,000	-2.8%
Oct-2023	\$580,000	+0.9%	\$400,000	-0.5%
Nov-2023	\$572,500	-2.1%	\$377,500	-13.4%
12-Month Avg*	\$600,000	0.0%	\$413,980	+3.5%

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

Historical Median Sales Price by Month

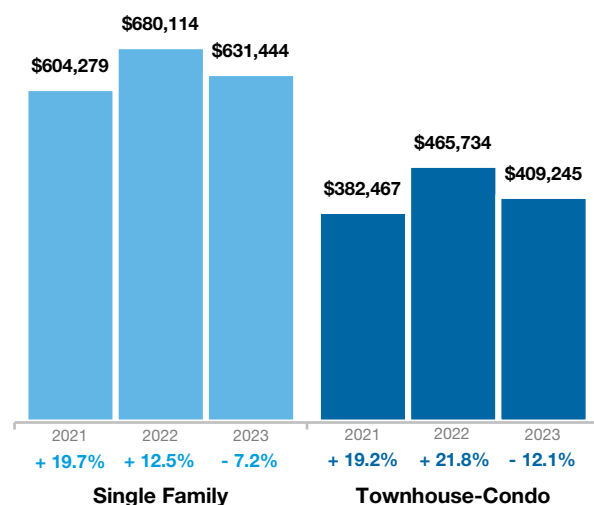


Average Sales Price

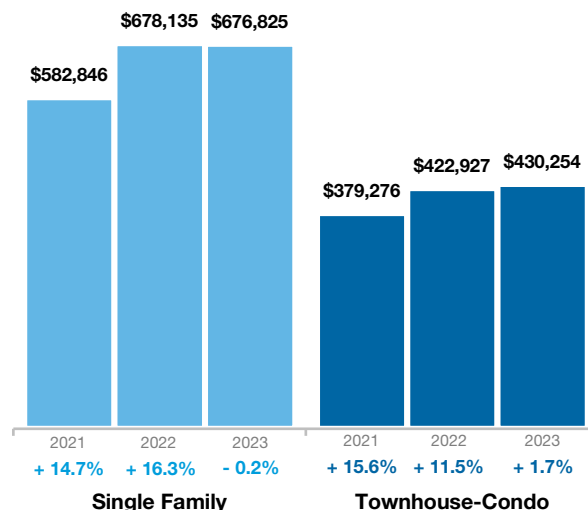
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



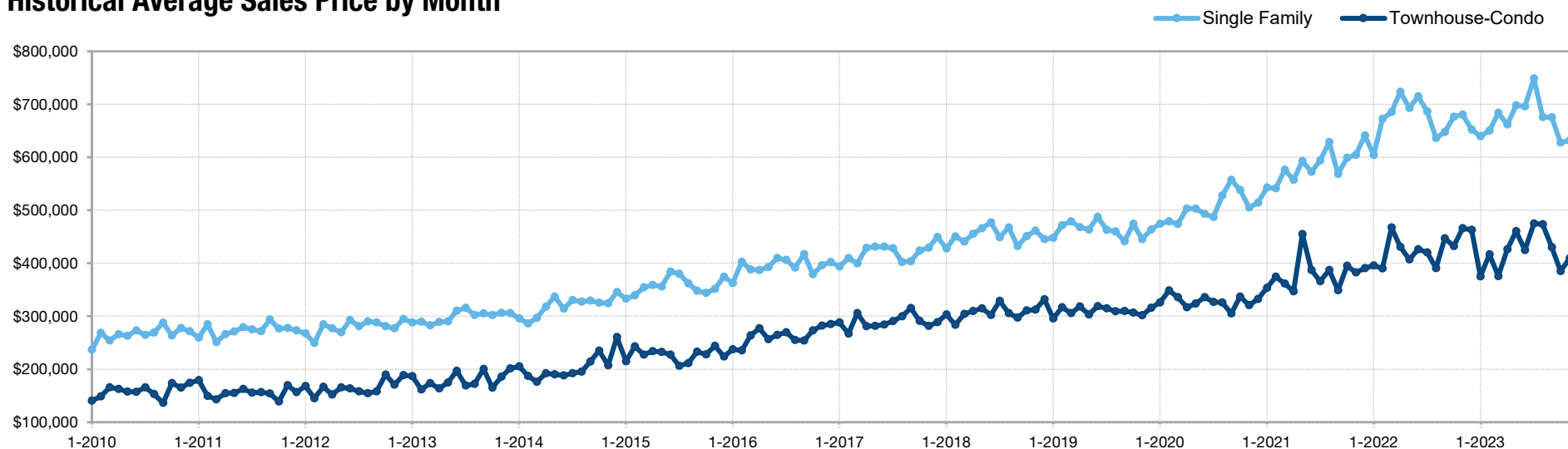
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$416,494	+6.8%
Mar-2023	\$683,838	-0.2%	\$375,411	-19.6%
Apr-2023	\$661,632	-8.5%	\$426,298	-1.0%
May-2023	\$697,836	+0.8%	\$460,253	+13.1%
Jun-2023	\$695,832	-2.7%	\$424,626	-0.4%
Jul-2023	\$748,669	+9.1%	\$475,105	+13.1%
Aug-2023	\$675,546	+6.2%	\$473,176	+21.1%
Sep-2023	\$675,092	+4.2%	\$430,463	-3.6%
Oct-2023	\$627,558	-7.2%	\$385,117	-10.9%
Nov-2023	\$631,444	-7.2%	\$409,245	-12.1%
12-Month Avg*	\$675,438	+0.1%	\$432,426	+3.1%

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

Historical Average Sales Price by Month

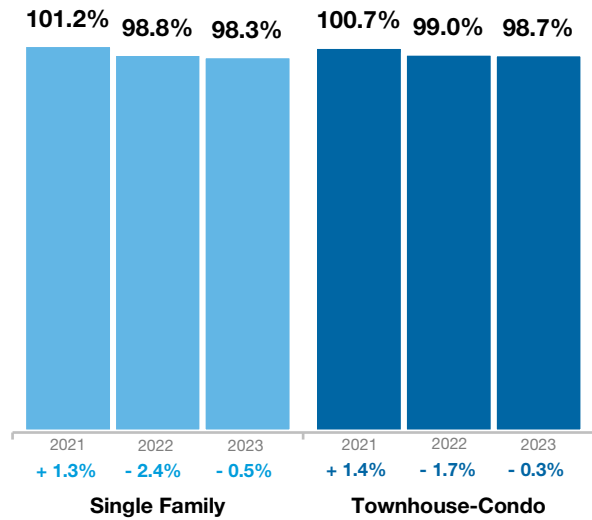


Percent of List Price Received

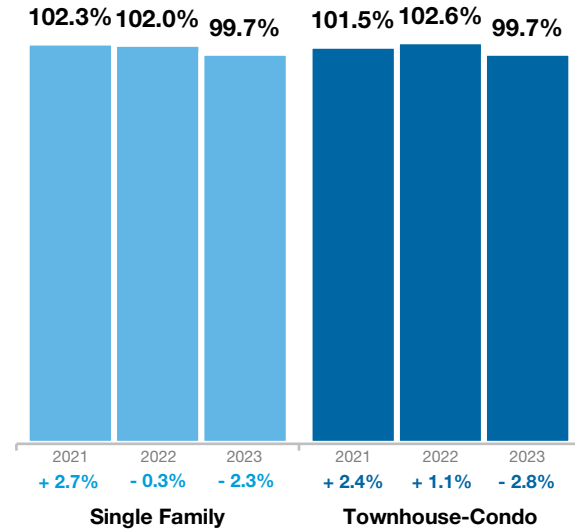
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



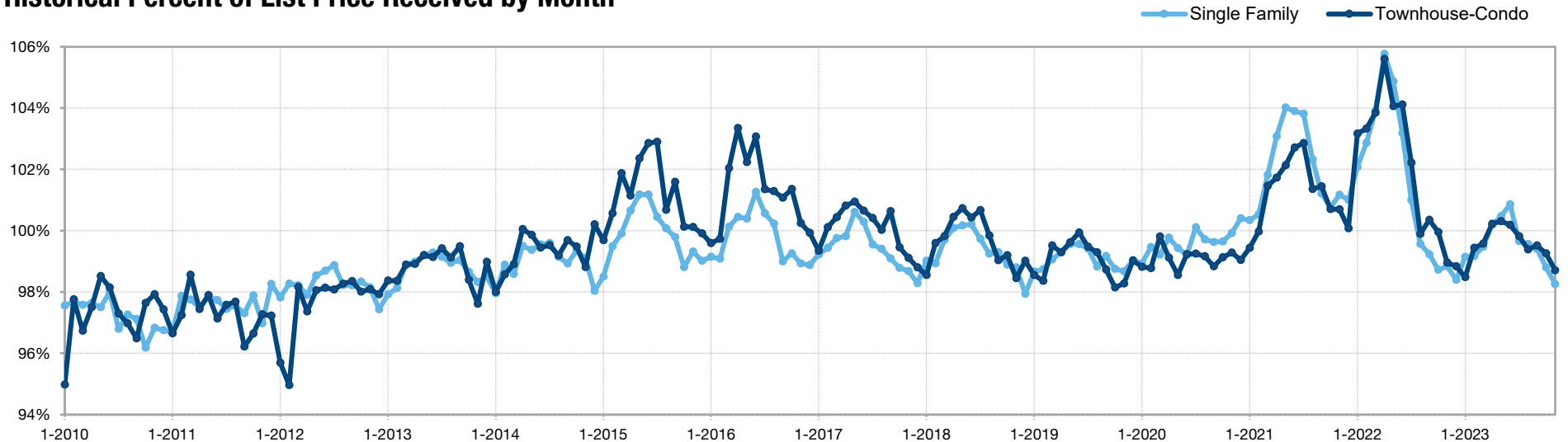
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
May-2023	100.5%	-4.2%	100.3%	-3.7%
Jun-2023	100.9%	-2.2%	100.2%	-3.7%
Jul-2023	99.7%	-1.3%	99.8%	-2.3%
Aug-2023	99.6%	0.0%	99.4%	-0.5%
Sep-2023	99.4%	+0.2%	99.5%	-0.9%
Oct-2023	98.8%	+0.1%	99.3%	-0.6%
Nov-2023	98.3%	-0.5%	98.7%	-0.3%
12-Month Avg*	99.6%	-2.2%	99.6%	-2.7%

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

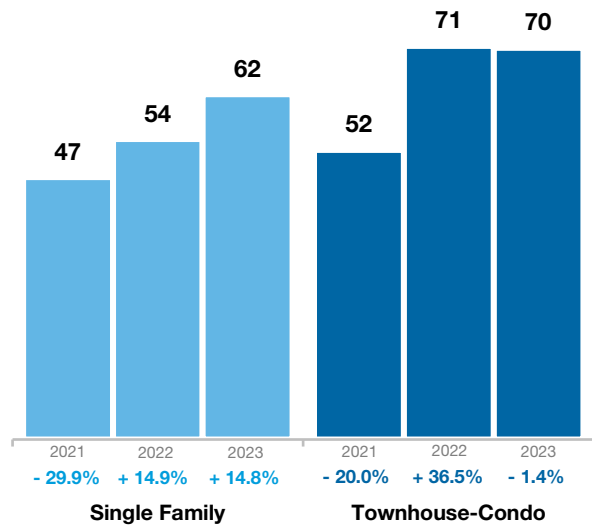
Historical Percent of List Price Received by Month



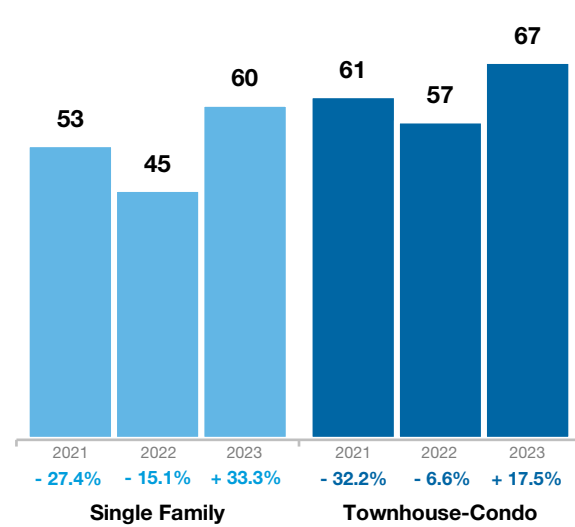
Days on Market Until Sale



November



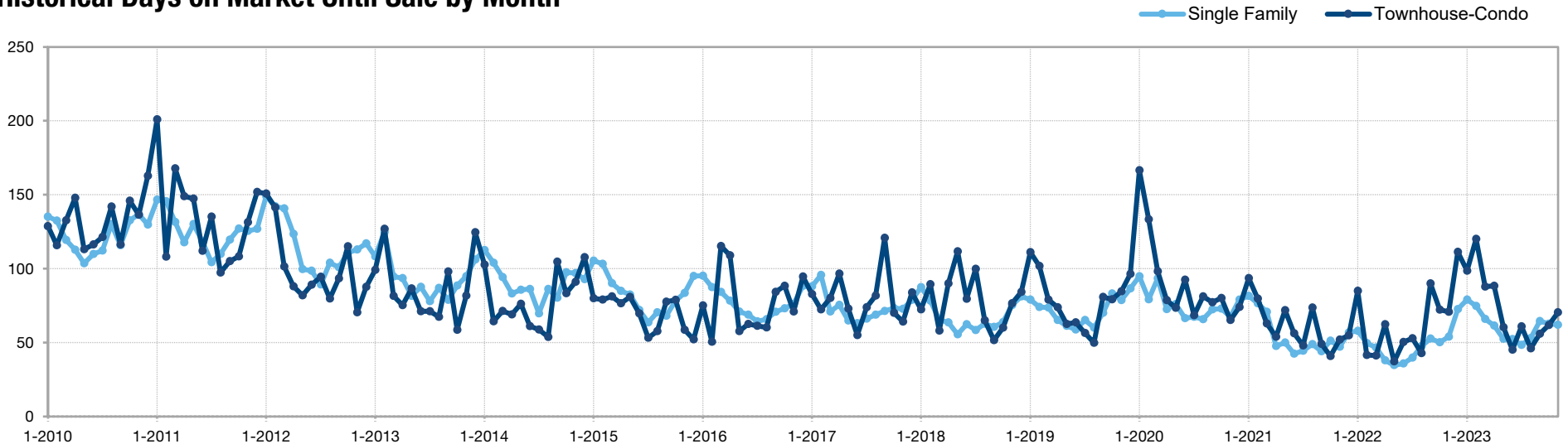
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2022	73	+28.1%	111	+101.8%
Jan-2023	79	+36.2%	99	+16.5%
Feb-2023	75	+50.0%	120	+192.7%
Mar-2023	66	+40.4%	88	+114.6%
Apr-2023	61	+60.5%	88	+41.9%
May-2023	52	+48.6%	60	+62.2%
Jun-2023	52	+44.4%	45	-10.0%
Jul-2023	48	+20.0%	61	+15.1%
Aug-2023	53	+12.8%	46	+7.0%
Sep-2023	65	+22.6%	56	-37.8%
Oct-2023	63	+26.0%	62	-13.9%
Nov-2023	62	+14.8%	70	-1.4%
12-Month Avg	60	+32.5%	70	+24.3%

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

Historical Days on Market Until Sale by Month



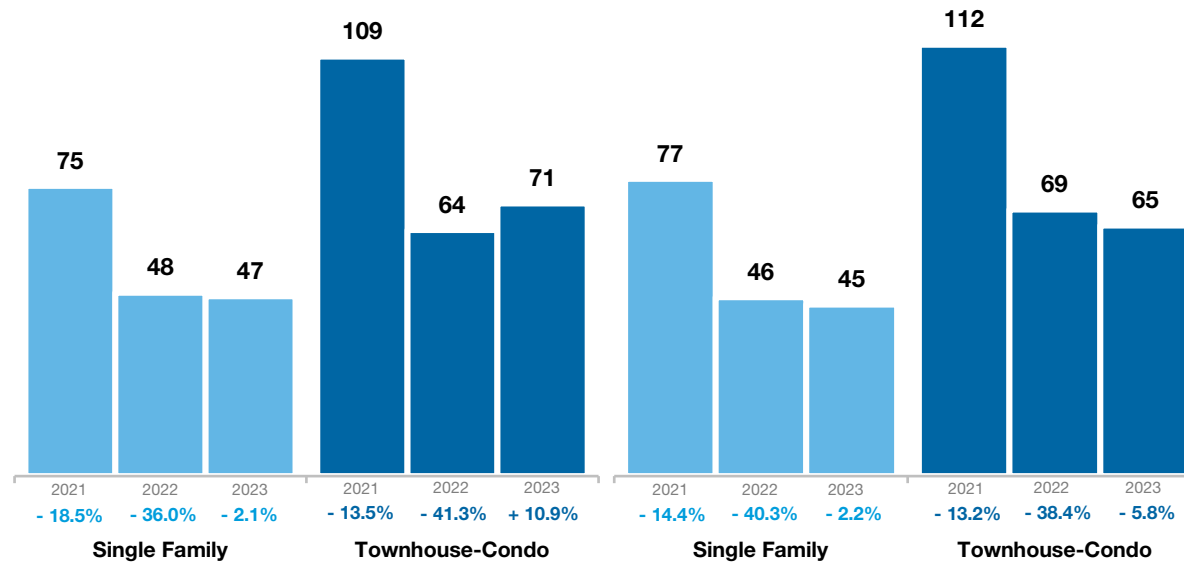
Housing Affordability Index

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.



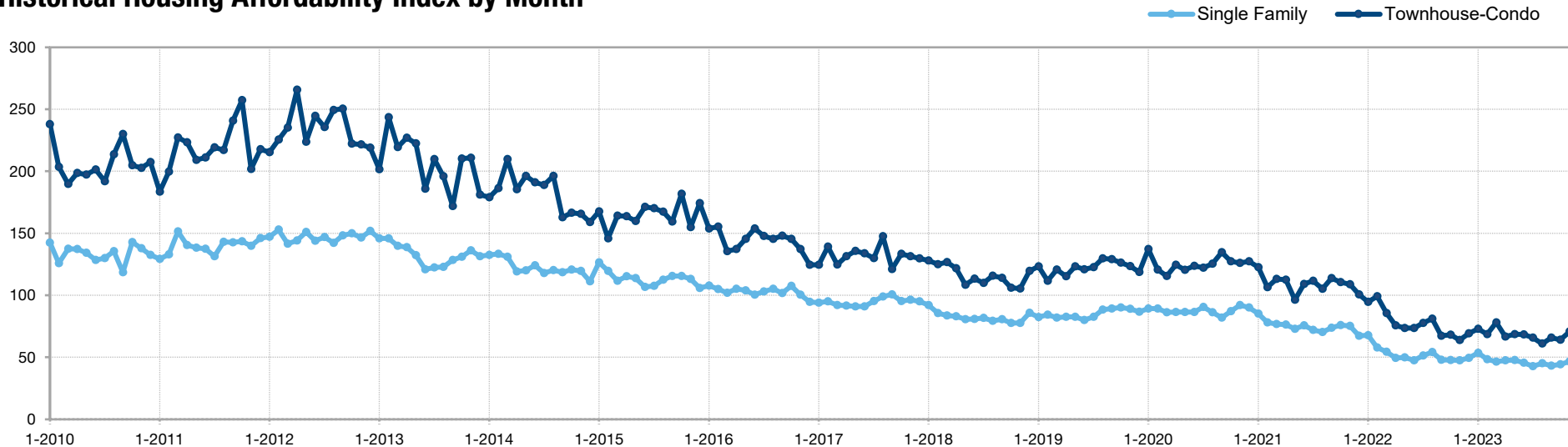
November

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2022	49	-26.9%	69	-31.7%
Jan-2023	54	-20.6%	73	-23.2%
Feb-2023	48	-17.2%	68	-31.3%
Mar-2023	47	-13.0%	78	-9.3%
Apr-2023	47	-4.1%	67	-11.8%
May-2023	48	-4.0%	69	-6.8%
Jun-2023	46	-4.2%	68	-6.8%
Jul-2023	43	-15.7%	66	-15.4%
Aug-2023	45	-16.7%	61	-24.7%
Sep-2023	43	-10.4%	66	-1.5%
Oct-2023	44	-8.3%	64	-5.9%
Nov-2023	47	-2.1%	71	+10.9%
12-Month Avg	47	-12.2%	54	-11.3%

Historical Housing Affordability Index by Month

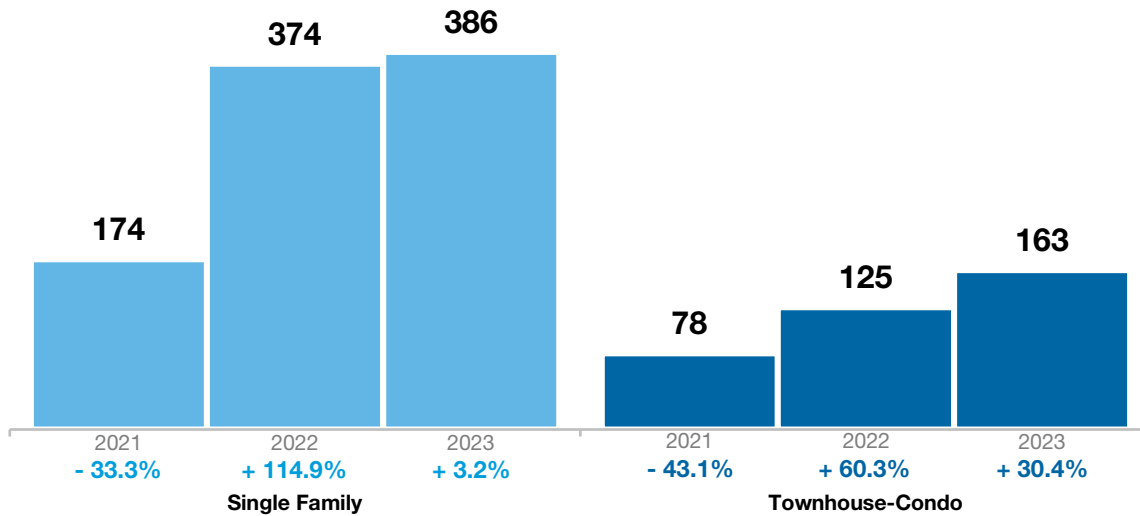


Inventory of Active Listings

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



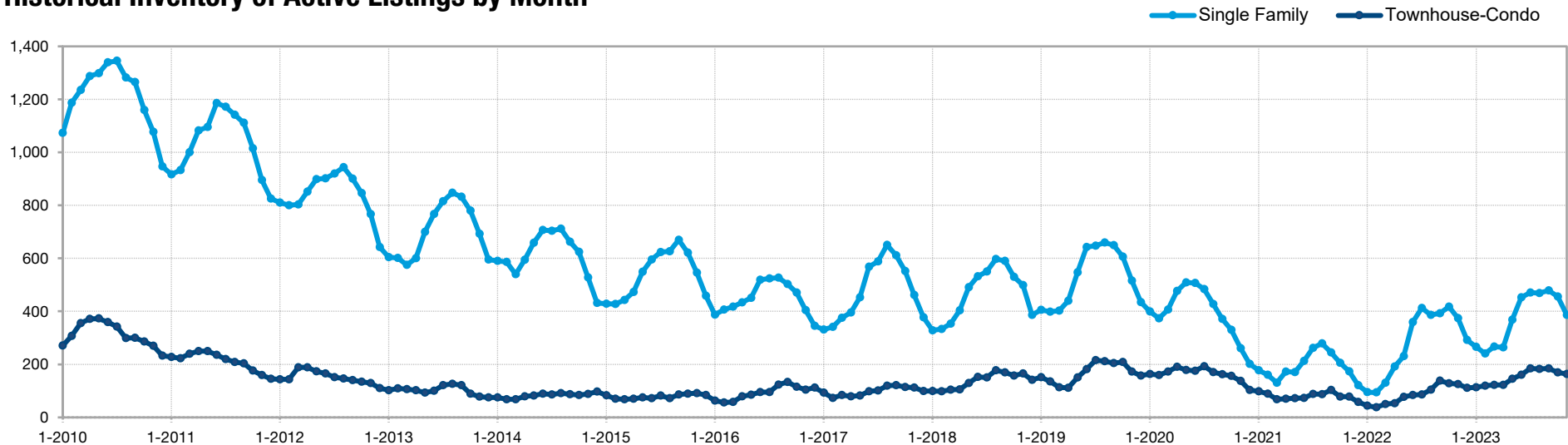
November



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2022	292	+141.3%	111	+91.4%
Jan-2023	266	+180.0%	113	+156.8%
Feb-2023	241	+156.4%	119	+213.2%
Mar-2023	267	+105.4%	122	+144.0%
Apr-2023	264	+37.5%	122	+130.2%
May-2023	368	+59.3%	145	+88.3%
Jun-2023	453	+26.2%	160	+90.5%
Jul-2023	471	+14.3%	185	+115.1%
Aug-2023	469	+21.5%	183	+76.0%
Sep-2023	479	+22.2%	185	+34.1%
Oct-2023	456	+9.4%	169	+32.0%
Nov-2023	386	+3.2%	163	+30.4%
12-Month Avg*	368	+37.7%	148	+80.4%

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

Historical Inventory of Active Listings by Month

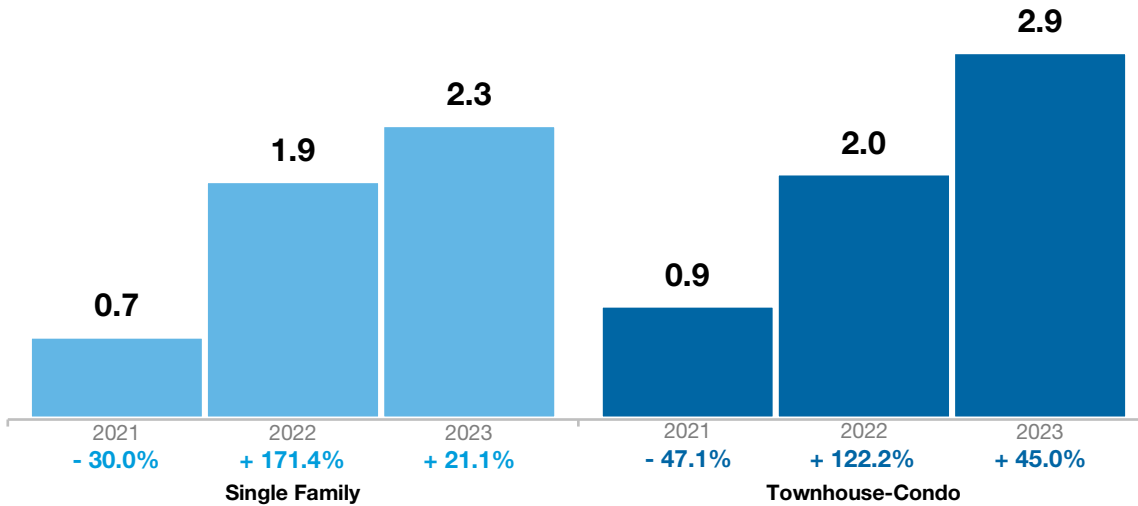


Months Supply of Inventory

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.



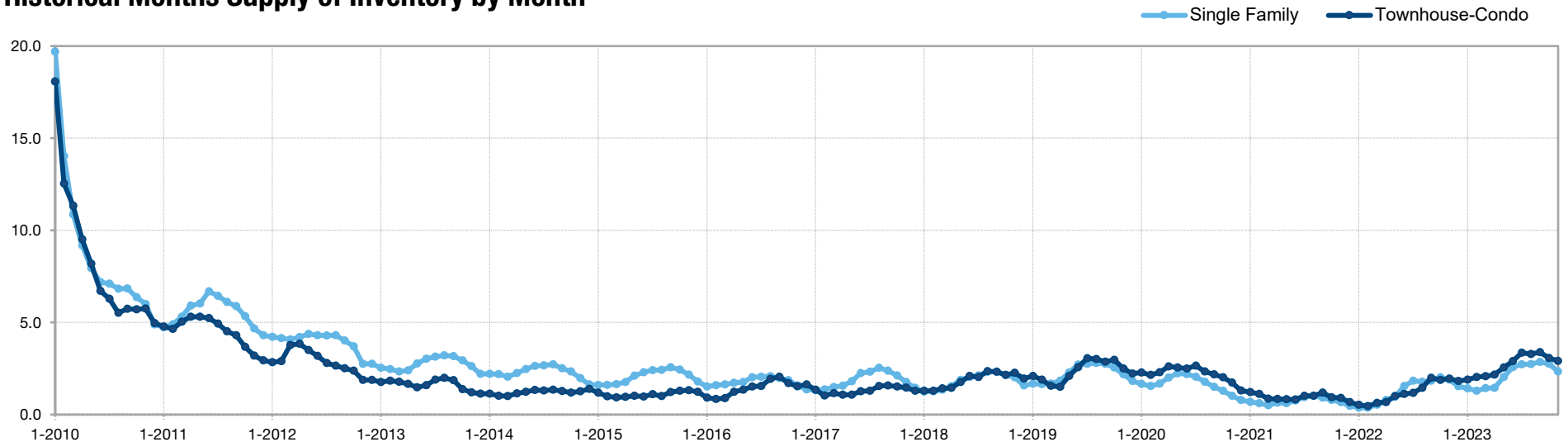
November



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2022	1.5	+200.0%	1.8	+157.1%
Jan-2023	1.4	+250.0%	1.9	+280.0%
Feb-2023	1.3	+225.0%	2.0	+300.0%
Mar-2023	1.4	+180.0%	2.1	+250.0%
Apr-2023	1.4	+75.0%	2.2	+214.3%
May-2023	2.0	+100.0%	2.6	+160.0%
Jun-2023	2.6	+73.3%	2.9	+163.6%
Jul-2023	2.7	+50.0%	3.3	+175.0%
Aug-2023	2.7	+50.0%	3.3	+135.7%
Sep-2023	2.9	+61.1%	3.4	+70.0%
Oct-2023	2.7	+35.0%	3.1	+63.2%
Nov-2023	2.3	+21.1%	2.9	+45.0%
12-Month Avg*	2.1	+74.4%	2.6	+132.5%

* Months Supply for all properties from December 2022 through November 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.



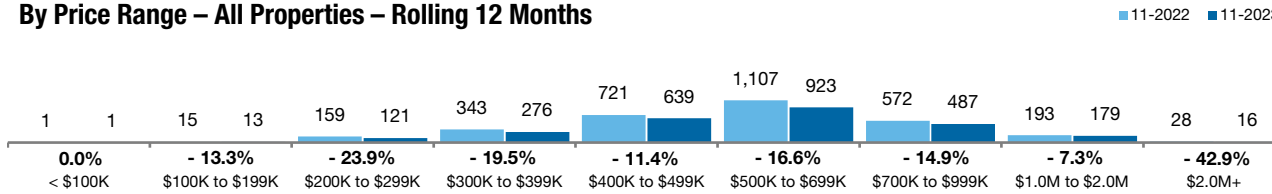
Key Metrics	Historical Sparkbars	11-2022	11-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		157	177	+ 12.7%	3,603	3,501	- 2.8%
Pending Sales		137	146	+ 6.6%	654	631	- 3.5%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		176	178	+ 1.1%	2,856	2,499	- 12.5%
Median Sales Price		\$520,000	\$509,525	- 2.0%	\$550,000	\$549,999	- 0.0%
Avg. Sales Price		\$628,955	\$564,036	- 0.3%	\$616,567	\$614,960	- 0.3%
Pct. of List Price Received		98.9%	98.4%	- 2.4%	102.1%	99.7%	- 2.4%
Days on Market		58	65	+ 29.2%	48	62	+ 29.2%
Affordability Index		55	54	- 4.9%	53	50	- 4.9%
Active Listings		499	549	+ 10.0%	--	--	--
Months Supply		1.9	2.5	+ 30.1%	--	--	--

Sold Listings

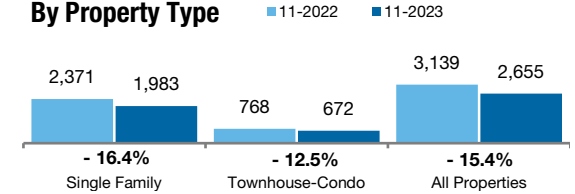
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	11-2022	11-2023	Change	11-2022	11-2023	Change
\$99,999 and Below	1	1	0.0%	0	0	--
\$100,000 to \$199,999	12	12	0.0%	3	1	-66.7%
\$200,000 to \$299,999	26	25	-3.8%	133	96	-27.8%
\$300,000 to \$399,999	95	74	-22.1%	248	202	-18.5%
\$400,000 to \$499,999	466	376	-19.3%	255	263	+3.1%
\$500,000 to \$699,999	1,025	851	-17.0%	82	72	-12.2%
\$700,000 to \$999,999	535	466	-12.9%	37	21	-43.2%
\$1,000,000 to \$1,999,999	184	162	-12.0%	9	17	+88.9%
\$2,000,000 and Above	27	16	-40.7%	1	0	-100.0%
All Price Ranges	2,371	1,983	-16.4%	768	672	-12.5%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2023	11-2023	Change	10-2023	11-2023	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	0	-100.0%	0	0	--
\$200,000 to \$299,999	1	3	+200.0%	12	11	-8.3%
\$300,000 to \$399,999	6	7	+16.7%	13	20	+53.8%
\$400,000 to \$499,999	34	32	-5.9%	25	13	-48.0%
\$500,000 to \$699,999	66	52	-21.2%	2	7	+250.0%
\$700,000 to \$999,999	29	24	-17.2%	0	3	--
\$1,000,000 to \$1,999,999	10	5	-50.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	147	124	-15.6%	52	54	+3.8%

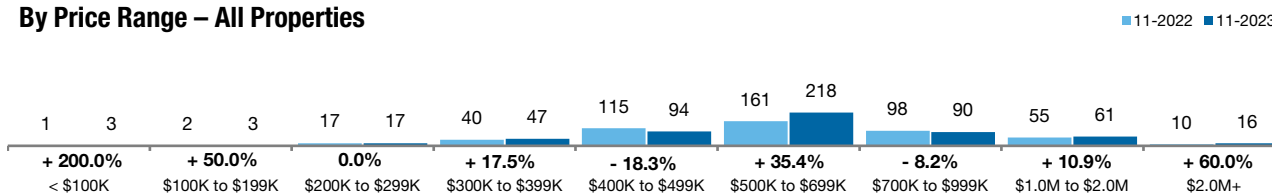
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2022	11-2023	Change	11-2022	11-2023	Change
\$99,999 and Below	1	1	0.0%	0	0	--
\$100,000 to \$199,999	12	11	-8.3%	3	0	-100.0%
\$200,000 to \$299,999	24	24	0.0%	116	91	-21.6%
\$300,000 to \$399,999	88	69	-21.6%	213	191	-10.3%
\$400,000 to \$499,999	407	351	-13.8%	233	242	+3.9%
\$500,000 to \$699,999	938	804	-14.3%	80	68	-15.0%
\$700,000 to \$999,999	501	443	-11.6%	36	21	-41.7%
\$1,000,000 to \$1,999,999	170	154	-9.4%	7	14	+100.0%
\$2,000,000 and Above	26	15	-42.3%	1	0	-100.0%
All Price Ranges	2,167	1,872	-13.6%	689	627	-9.0%

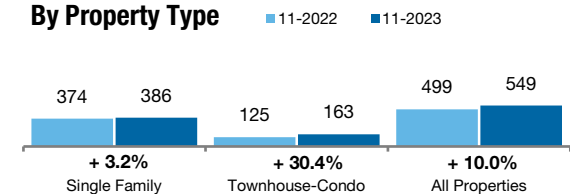
Inventory of Active Listings

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		
	11-2022	11-2023	Change	11-2022	11-2023	Change
\$99,999 and Below	1	3	+200.0%	0	0	--
\$100,000 to \$199,999	2	3	+50.0%	0	0	--
\$200,000 to \$299,999	8	4	-50.0%	9	13	+44.4%
\$300,000 to \$399,999	11	9	-18.2%	29	38	+31.0%
\$400,000 to \$499,999	58	35	-39.7%	57	59	+3.5%
\$500,000 to \$699,999	147	174	+18.4%	14	44	+214.3%
\$700,000 to \$999,999	89	83	-6.7%	9	7	-22.2%
\$1,000,000 to \$1,999,999	48	59	+22.9%	7	2	-71.4%
\$2,000,000 and Above	10	16	+60.0%	0	0	--
All Price Ranges	374	386	+3.2%	125	163	+30.4%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2023	11-2023	Change	10-2023	11-2023	Change
\$99,999 and Below	3	3	0.0%	0	0	--
\$100,000 to \$199,999	2	3	+50.0%	0	0	--
\$200,000 to \$299,999	2	4	+100.0%	15	13	-13.3%
\$300,000 to \$399,999	15	9	-40.0%	43	38	-11.6%
\$400,000 to \$499,999	42	35	-16.7%	60	59	-1.7%
\$500,000 to \$699,999	199	174	-12.6%	46	44	-4.3%
\$700,000 to \$999,999	102	83	-18.6%	3	7	+133.3%
\$1,000,000 to \$1,999,999	71	59	-16.9%	2	2	0.0%
\$2,000,000 and Above	20	16	-20.0%	0	0	--
All Price Ranges	456	386	-15.4%	169	163	-3.6%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2022	11-2023	Change	11-2022	11-2023	Change
\$99,999 and Below	1	3	+200.0%	0	0	--
\$100,000 to \$199,999	2	3	+50.0%	0	0	--
\$200,000 to \$299,999	8	4	-50.0%	9	13	+44.4%
\$300,000 to \$399,999	11	9	-18.2%	29	38	+31.0%
\$400,000 to \$499,999	58	35	-39.7%	57	59	+3.5%
\$500,000 to \$699,999	147	174	+18.4%	14	44	+214.3%
\$700,000 to \$999,999	89	83	-6.7%	9	7	-22.2%
\$1,000,000 to \$1,999,999	48	59	+22.9%	7	2	-71.4%
\$2,000,000 and Above	10	16	+60.0%	0	0	--
All Price Ranges	374	386	+3.2%	125	163	+30.4%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

Local Market Update for November 2023

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Wellington

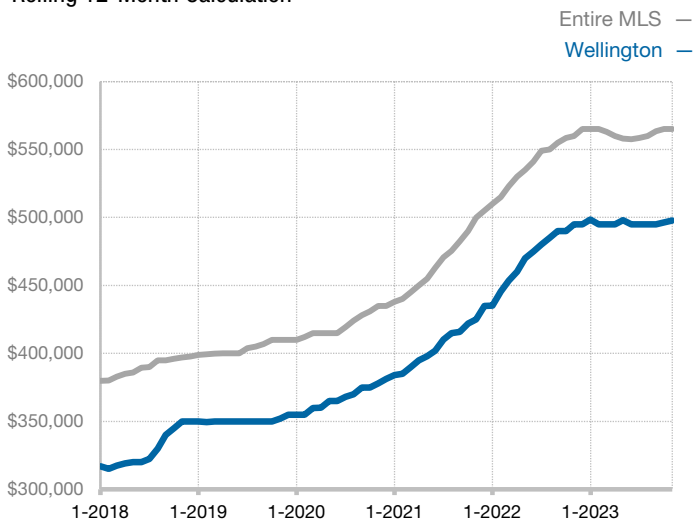
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	20	15	- 25.0%	424	294	- 30.7%
Closed Sales	17	14	- 17.6%	320	254	- 20.6%
Median Sales Price*	\$489,000	\$486,500	- 0.5%	\$495,000	\$496,250	+ 0.3%
Average Sales Price*	\$533,051	\$512,965	- 3.8%	\$524,792	\$512,569	- 2.3%
Percent of List Price Received*	98.0%	98.8%	+ 0.8%	102.5%	99.8%	- 2.6%
Days on Market Until Sale	72	68	- 5.6%	50	70	+ 40.0%
Inventory of Homes for Sale	98	46	- 53.1%	--	--	--
Months Supply of Inventory	3.3	2.0	- 39.4%	--	--	--

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

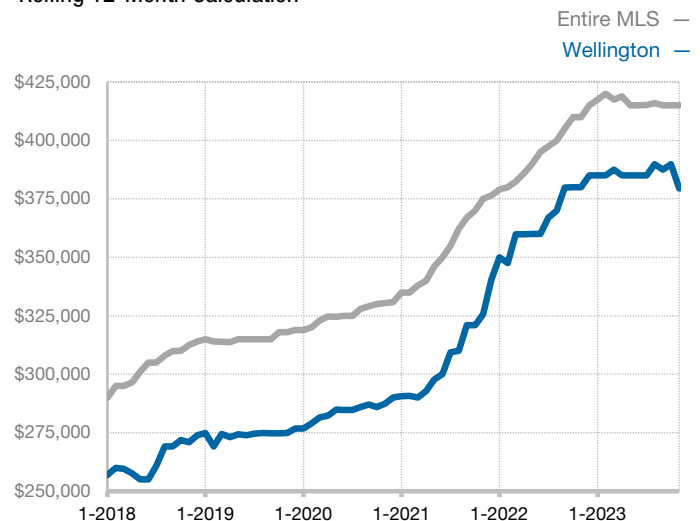
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	0	1	--	40	38	- 5.0%
Closed Sales	3	3	0.0%	36	17	- 52.8%
Median Sales Price*	\$389,900	\$349,900	- 10.3%	\$385,000	\$380,000	- 1.3%
Average Sales Price*	\$388,267	\$337,821	- 13.0%	\$377,565	\$374,710	- 0.8%
Percent of List Price Received*	98.8%	99.0%	+ 0.2%	102.0%	98.8%	- 3.1%
Days on Market Until Sale	39	112	+ 187.2%	31	66	+ 112.9%
Inventory of Homes for Sale	0	11	--	--	--	--
Months Supply of Inventory	0.0	4.9	--	--	--	--

* 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 2023

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Greeley

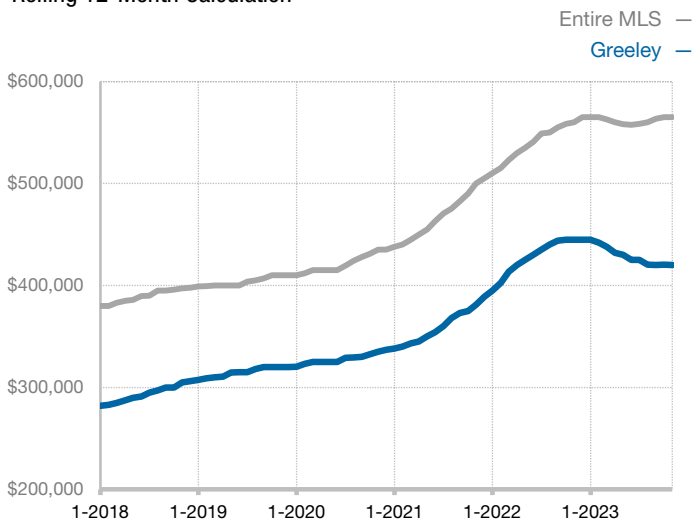
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	97	85	- 12.4%	1,938	1,301	- 32.9%
Closed Sales	120	60	- 50.0%	1,609	1,003	- 37.7%
Median Sales Price*	\$413,703	\$388,500	- 6.1%	\$447,670	\$421,500	- 5.8%
Average Sales Price*	\$434,862	\$424,758	- 2.3%	\$452,714	\$446,982	- 1.3%
Percent of List Price Received*	99.1%	98.5%	- 0.6%	101.4%	99.6%	- 1.8%
Days on Market Until Sale	56	58	+ 3.6%	47	56	+ 19.1%
Inventory of Homes for Sale	221	219	- 0.9%	--	--	--
Months Supply of Inventory	1.5	2.4	+ 60.0%	--	--	--

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

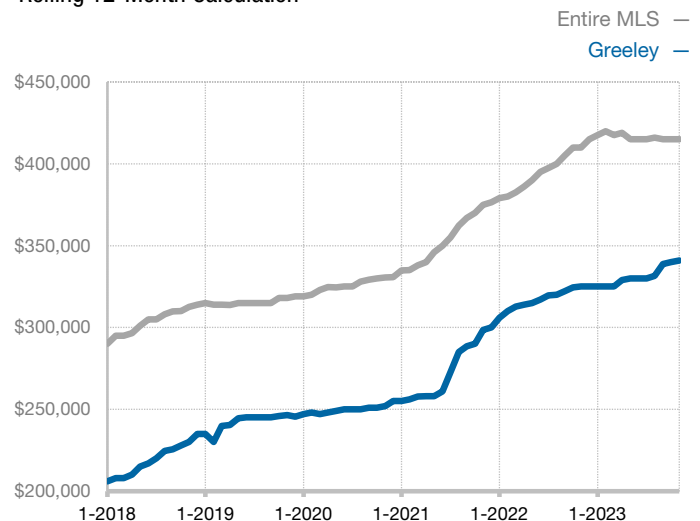
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	18	15	- 16.7%	296	287	- 3.0%
Closed Sales	16	14	- 12.5%	304	216	- 28.9%
Median Sales Price*	\$325,000	\$326,000	+ 0.3%	\$325,000	\$340,000	+ 4.6%
Average Sales Price*	\$324,494	\$327,714	+ 1.0%	\$331,709	\$345,131	+ 4.0%
Percent of List Price Received*	98.6%	97.9%	- 0.7%	100.9%	99.2%	- 1.7%
Days on Market Until Sale	57	84	+ 47.4%	69	63	- 8.7%
Inventory of Homes for Sale	49	55	+ 12.2%	--	--	--
Months Supply of Inventory	1.7	2.9	+ 70.6%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for November 2023

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Longmont

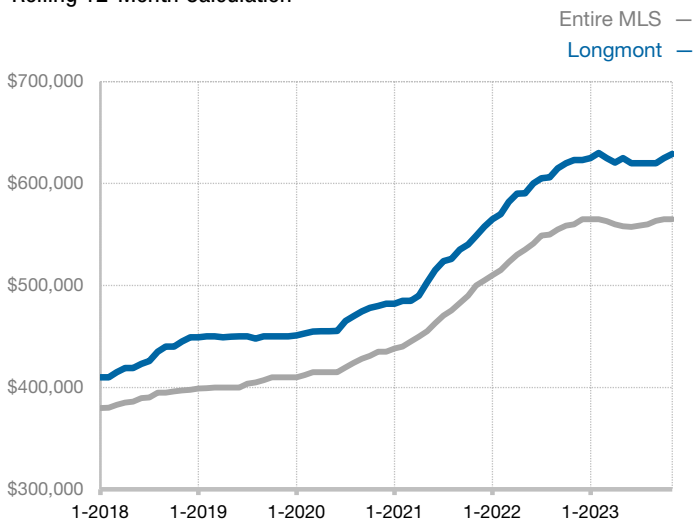
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	62	68	+ 9.7%	1,617	1,340	- 17.1%
Closed Sales	85	57	- 32.9%	1,237	994	- 19.6%
Median Sales Price*	\$570,000	\$650,000	+ 14.0%	\$625,000	\$635,500	+ 1.7%
Average Sales Price*	\$658,372	\$784,921	+ 19.2%	\$719,292	\$744,382	+ 3.5%
Percent of List Price Received*	98.5%	97.9%	- 0.6%	103.1%	99.5%	- 3.5%
Days on Market Until Sale	41	50	+ 22.0%	29	49	+ 69.0%
Inventory of Homes for Sale	225	201	- 10.7%	--	--	--
Months Supply of Inventory	2.0	2.3	+ 15.0%	--	--	--

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

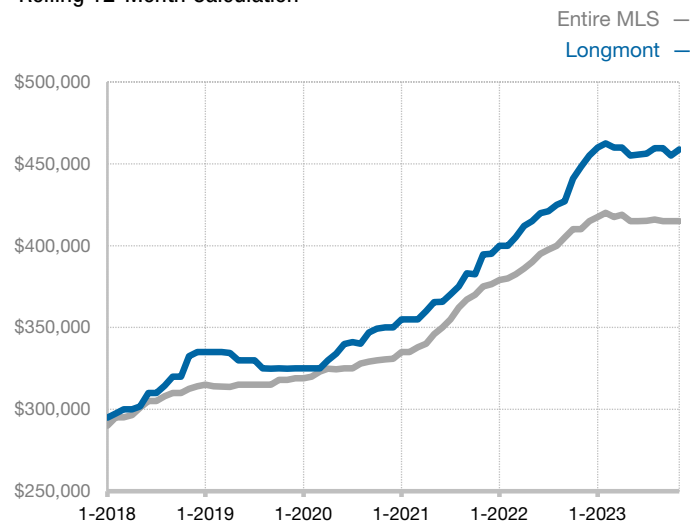
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	22	19	- 13.6%	500	369	- 26.2%
Closed Sales	35	25	- 28.6%	312	296	- 5.1%
Median Sales Price*	\$450,000	\$493,531	+ 9.7%	\$450,212	\$458,700	+ 1.9%
Average Sales Price*	\$456,192	\$471,407	+ 3.3%	\$467,338	\$475,234	+ 1.7%
Percent of List Price Received*	99.5%	100.4%	+ 0.9%	102.6%	99.9%	- 2.6%
Days on Market Until Sale	54	105	+ 94.4%	28	72	+ 157.1%
Inventory of Homes for Sale	113	67	- 40.7%	--	--	--
Months Supply of Inventory	3.9	2.6	- 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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for November 2023

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Fort Collins

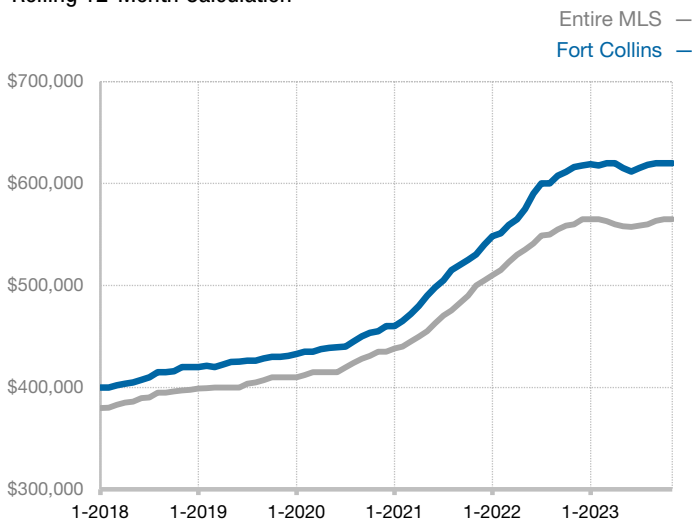
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	115	98	- 14.8%	2,823	2,169	- 23.2%
Closed Sales	145	110	- 24.1%	2,291	1,553	- 32.2%
Median Sales Price*	\$585,000	\$577,500	- 1.3%	\$619,950	\$620,000	+ 0.0%
Average Sales Price*	\$657,978	\$633,733	- 3.7%	\$696,392	\$697,928	+ 0.2%
Percent of List Price Received*	98.8%	98.4%	- 0.4%	102.4%	99.8%	- 2.5%
Days on Market Until Sale	43	57	+ 32.6%	33	50	+ 51.5%
Inventory of Homes for Sale	300	297	- 1.0%	--	--	--
Months Supply of Inventory	1.4	2.1	+ 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.

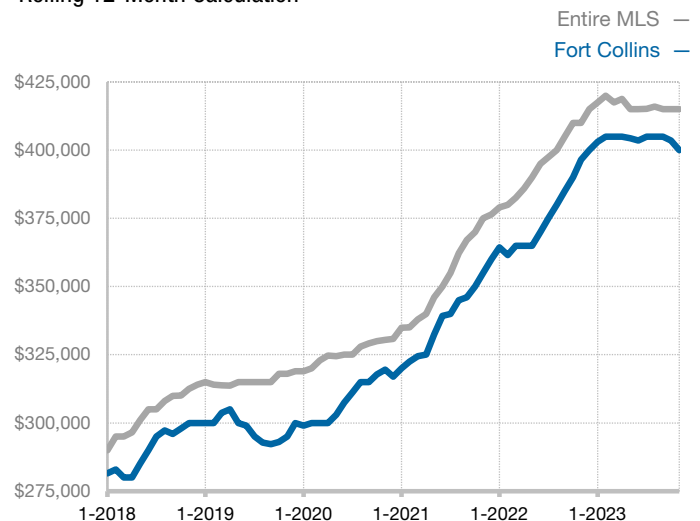
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	49	54	+ 10.2%	938	846	- 9.8%
Closed Sales	44	49	+ 11.4%	815	622	- 23.7%
Median Sales Price*	\$400,750	\$369,900	- 7.7%	\$400,000	\$400,000	0.0%
Average Sales Price*	\$463,758	\$406,579	- 12.3%	\$413,780	\$411,988	- 0.4%
Percent of List Price Received*	98.9%	98.9%	0.0%	102.6%	99.6%	- 2.9%
Days on Market Until Sale	46	64	+ 39.1%	31	59	+ 90.3%
Inventory of Homes for Sale	130	156	+ 20.0%	--	--	--
Months Supply of Inventory	1.7	2.8	+ 64.7%	--	--	--

* 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 November 2023

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Berthoud

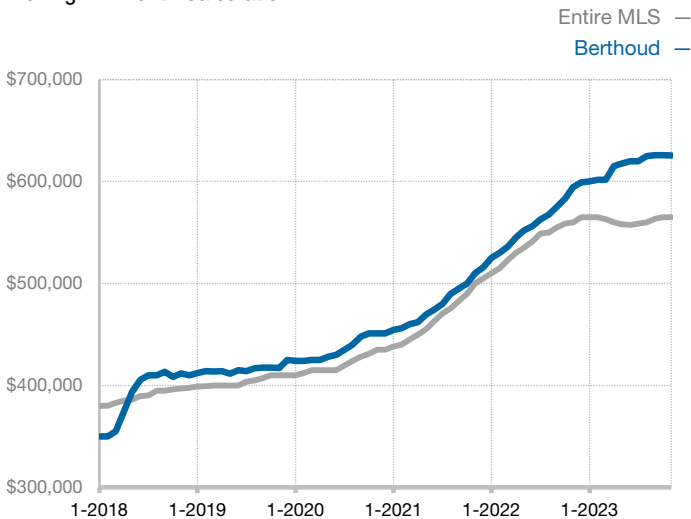
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	20	30	+ 50.0%	533	514	- 3.6%
Closed Sales	15	25	+ 66.7%	462	360	- 22.1%
Median Sales Price*	\$620,000	\$575,000	- 7.3%	\$599,900	\$626,450	+ 4.4%
Average Sales Price*	\$686,786	\$696,812	+ 1.5%	\$698,048	\$785,032	+ 12.5%
Percent of List Price Received*	97.4%	99.8%	+ 2.5%	101.7%	99.0%	- 2.7%
Days on Market Until Sale	87	70	- 19.5%	63	73	+ 15.9%
Inventory of Homes for Sale	95	109	+ 14.7%	--	--	--
Months Supply of Inventory	2.2	3.3	+ 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.

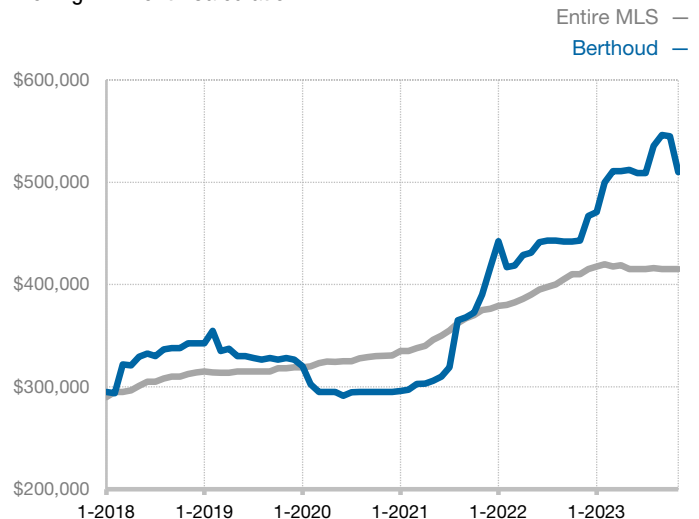
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	1	5	+ 400.0%	55	64	+ 16.4%
Closed Sales	5	3	- 40.0%	64	43	- 32.8%
Median Sales Price*	\$706,679	\$470,000	- 33.5%	\$449,000	\$505,000	+ 12.5%
Average Sales Price*	\$638,820	\$446,000	- 30.2%	\$495,265	\$539,757	+ 9.0%
Percent of List Price Received*	110.1%	99.9%	- 9.3%	103.8%	101.0%	- 2.7%
Days on Market Until Sale	411	40	- 90.3%	187	120	- 35.8%
Inventory of Homes for Sale	12	15	+ 25.0%	--	--	--
Months Supply of Inventory	2.1	3.8	+ 81.0%	--	--	--

* 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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Boulder

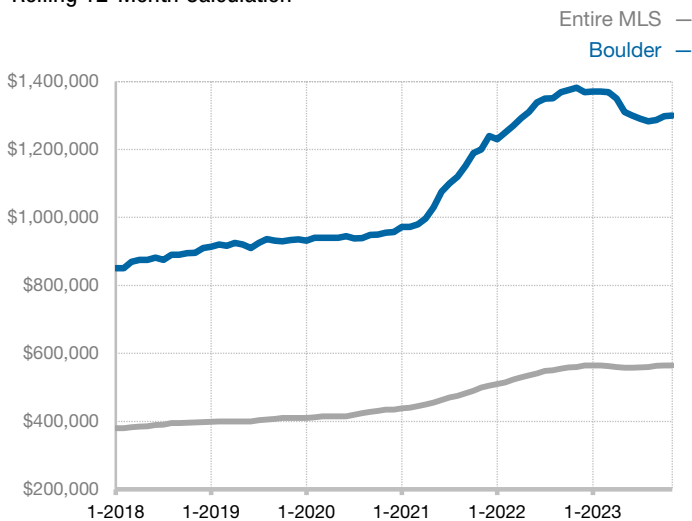
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	63	55	- 12.7%	1,385	1,417	+ 2.3%
Closed Sales	56	55	- 1.8%	929	838	- 9.8%
Median Sales Price*	\$1,198,350	\$1,366,500	+ 14.0%	\$1,390,000	\$1,325,000	- 4.7%
Average Sales Price*	\$1,654,583	\$1,860,650	+ 12.5%	\$1,666,534	\$1,688,140	+ 1.3%
Percent of List Price Received*	95.9%	96.1%	+ 0.2%	102.7%	98.0%	- 4.6%
Days on Market Until Sale	56	69	+ 23.2%	40	56	+ 40.0%
Inventory of Homes for Sale	195	233	+ 19.5%	--	--	--
Months Supply of Inventory	2.3	3.1	+ 34.8%	--	--	--

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

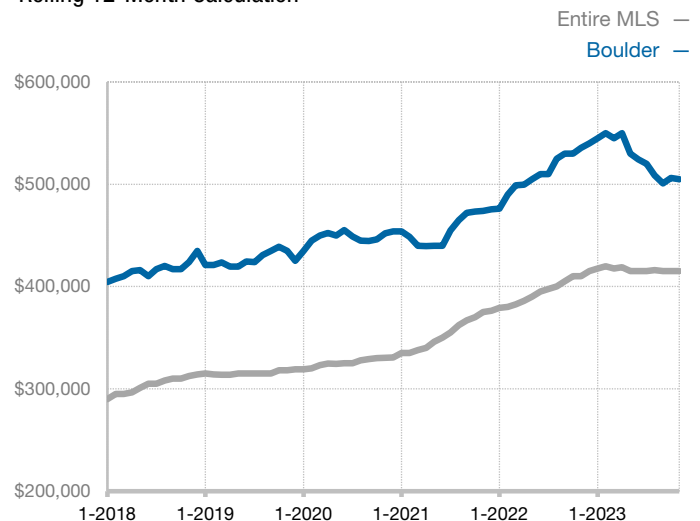
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	31	35	+ 12.9%	871	834	- 4.2%
Closed Sales	43	46	+ 7.0%	732	549	- 25.0%
Median Sales Price*	\$539,000	\$522,000	- 3.2%	\$542,468	\$505,000	- 6.9%
Average Sales Price*	\$624,993	\$676,577	+ 8.3%	\$703,705	\$605,737	- 13.9%
Percent of List Price Received*	97.7%	98.9%	+ 1.2%	101.6%	99.5%	- 2.1%
Days on Market Until Sale	50	70	+ 40.0%	55	47	- 14.5%
Inventory of Homes for Sale	85	131	+ 54.1%	--	--	--
Months Supply of Inventory	1.3	2.7	+ 107.7%	--	--	--

* 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 November 2023

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Loveland

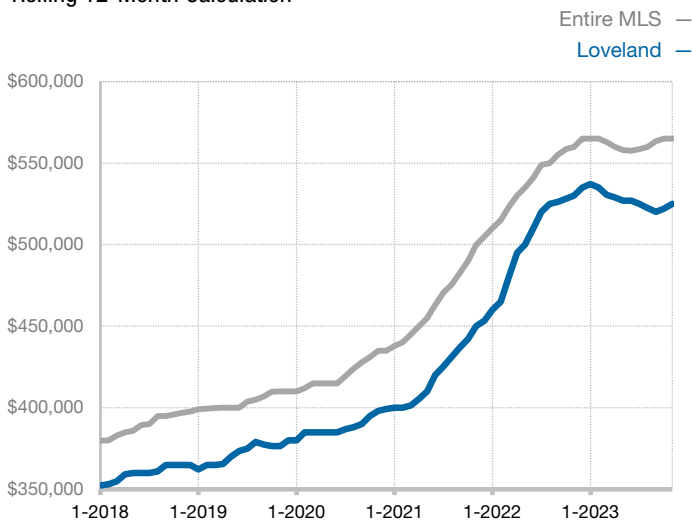
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	112	78	- 30.4%	2,071	1,411	- 31.9%
Closed Sales	119	75	- 37.0%	1,657	1,158	- 30.1%
Median Sales Price*	\$489,620	\$520,000	+ 6.2%	\$536,550	\$525,000	- 2.2%
Average Sales Price*	\$535,156	\$637,660	+ 19.2%	\$599,272	\$608,586	+ 1.6%
Percent of List Price Received*	98.7%	98.3%	- 0.4%	101.7%	99.2%	- 2.5%
Days on Market Until Sale	53	73	+ 37.7%	33	56	+ 69.7%
Inventory of Homes for Sale	277	187	- 32.5%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--

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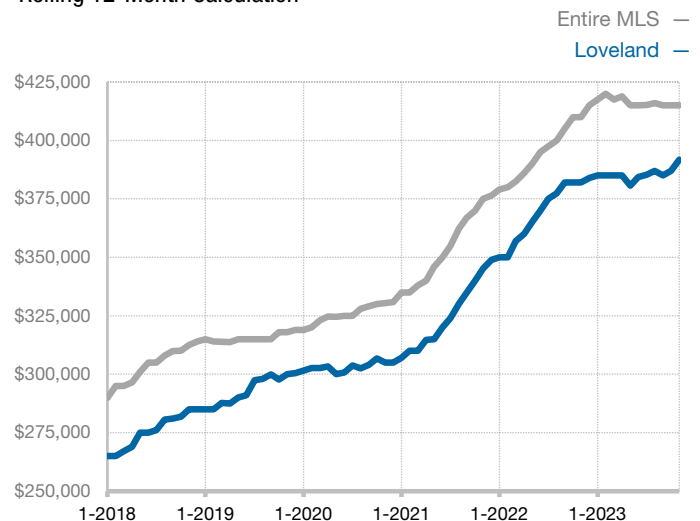
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	58	20	- 65.5%	403	341	- 15.4%
Closed Sales	29	16	- 44.8%	367	286	- 22.1%
Median Sales Price*	\$369,485	\$429,950	+ 16.4%	\$385,000	\$395,905	+ 2.8%
Average Sales Price*	\$394,323	\$466,907	+ 18.4%	\$401,214	\$420,157	+ 4.7%
Percent of List Price Received*	100.2%	100.6%	+ 0.4%	103.4%	100.5%	- 2.8%
Days on Market Until Sale	48	68	+ 41.7%	130	98	- 24.6%
Inventory of Homes for Sale	87	74	- 14.9%	--	--	--
Months Supply of Inventory	2.6	2.9	+ 11.5%	--	--	--

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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 2023

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Windsor

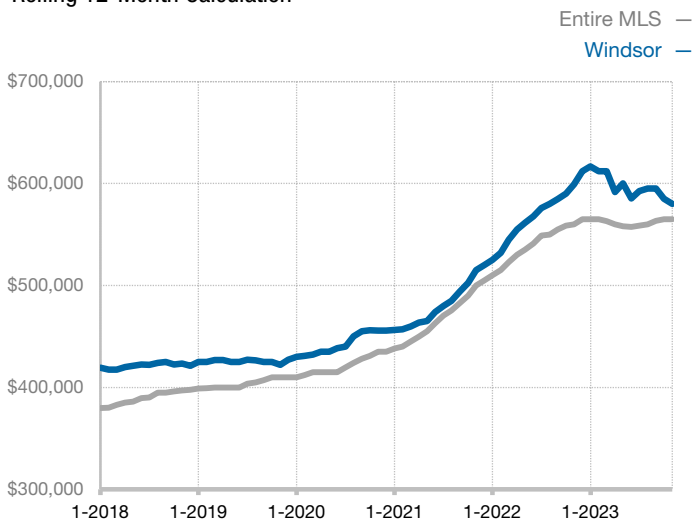
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	72	90	+ 25.0%	1,190	993	- 16.6%
Closed Sales	54	22	- 59.3%	935	739	- 21.0%
Median Sales Price*	\$703,250	\$632,000	- 10.1%	\$611,446	\$580,000	- 5.1%
Average Sales Price*	\$738,819	\$737,741	- 0.1%	\$677,600	\$657,790	- 2.9%
Percent of List Price Received*	97.9%	98.5%	+ 0.6%	101.0%	99.5%	- 1.5%
Days on Market Until Sale	64	65	+ 1.6%	50	87	+ 74.0%
Inventory of Homes for Sale	207	171	- 17.4%	--	--	--
Months Supply of Inventory	2.3	2.6	+ 13.0%	--	--	--

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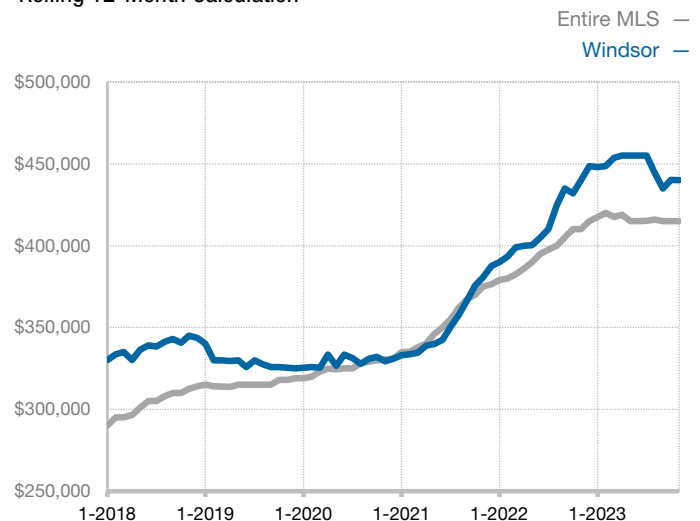
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	14	10	- 28.6%	131	166	+ 26.7%
Closed Sales	11	8	- 27.3%	139	121	- 12.9%
Median Sales Price*	\$460,000	\$535,000	+ 16.3%	\$448,520	\$440,000	- 1.9%
Average Sales Price*	\$533,940	\$527,776	- 1.2%	\$463,633	\$453,628	- 2.2%
Percent of List Price Received*	103.2%	99.5%	- 3.6%	102.9%	100.1%	- 2.7%
Days on Market Until Sale	134	130	- 3.0%	142	91	- 35.9%
Inventory of Homes for Sale	27	41	+ 51.9%	--	--	--
Months Supply of Inventory	2.1	3.8	+ 81.0%	--	--	--

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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 2023

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Johnstown

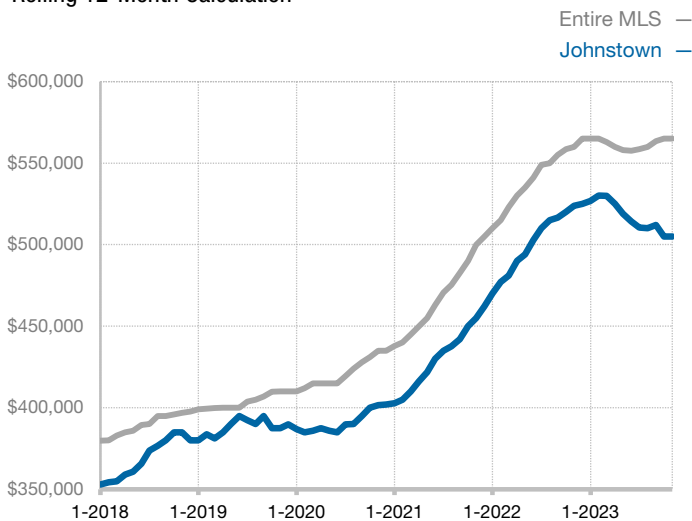
Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	34	39	+ 14.7%	740	597	- 19.3%
Closed Sales	42	43	+ 2.4%	567	498	- 12.2%
Median Sales Price*	\$496,950	\$494,892	- 0.4%	\$525,000	\$509,450	- 3.0%
Average Sales Price*	\$523,919	\$522,133	- 0.3%	\$551,688	\$529,825	- 4.0%
Percent of List Price Received*	99.1%	100.2%	+ 1.1%	101.3%	99.7%	- 1.6%
Days on Market Until Sale	46	83	+ 80.4%	37	59	+ 59.5%
Inventory of Homes for Sale	116	95	- 18.1%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.5%	--	--	--

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Key Metrics	November			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	2	1	- 50.0%	22	63	+ 186.4%
Closed Sales	0	4	--	15	39	+ 160.0%
Median Sales Price*	\$0	\$385,200	--	\$400,000	\$369,200	- 7.7%
Average Sales Price*	\$0	\$374,313	--	\$402,347	\$373,033	- 7.3%
Percent of List Price Received*	0.0%	100.1%	--	102.3%	100.0%	- 2.2%
Days on Market Until Sale	0	36	--	33	63	+ 90.9%
Inventory of Homes for Sale	5	13	+ 160.0%	--	--	--
Months Supply of Inventory	2.1	3.8	+ 81.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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