

A REALTOR & CONSUMER ADVOCACY DEPARTMENT SERVICE



FCBR 2020

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



Monthly Indicators



September 2020

New Listings were down 8.6 percent for single family homes but increased 36.2 percent for townhouse-condo properties. Pending Sales landed at 308 for single family homes and 92 for townhouse-condo properties.

The Median Sales Price was up 16.9 percent to \$485,005 for single family homes and 2.6 percent to \$295,000 for townhouse-condo properties. Days on Market increased 2.9 percent for single family homes but decreased 4.9 percent for townhouse-condo properties.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID-19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.

Activity Snapshot

+ 34.7%	+ 2.9%	+ 16.9%
One-Year Change in Single Family Sold Listings	One-Year Change in Single Family Days On Market	One-Year Change in Single Family Median Sales Price

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	9-2019	9-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		315	288	- 8.6%	3,201	2,933	- 8.4%
Pending Sales		218	308	+ 41.3%	2,325	2,519	+ 8.3%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		236	318	+ 34.7%	2,193	2,270	+ 3.5%
Median Sales Price		\$415,000	\$485,005	+ 16.9%	\$425,000	\$445,000	+ 4.7%
Avg. Sales Price		\$441,356	\$555,699	+ 25.9%	\$465,655	\$503,096	+ 8.0%
Pct. of List Price Received		99.2%	99.6%	+ 0.4%	99.2%	99.5%	+ 0.3%
Days on Market		70	72	+ 2.9%	66	74	+ 12.1%
Affordability Index		89	82	- 7.9%	87	89	+ 2.3%
Active Listings		669	350	- 47.7%	--	--	--
Months Supply		2.8	1.4	- 50.0%	--	--	--

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.



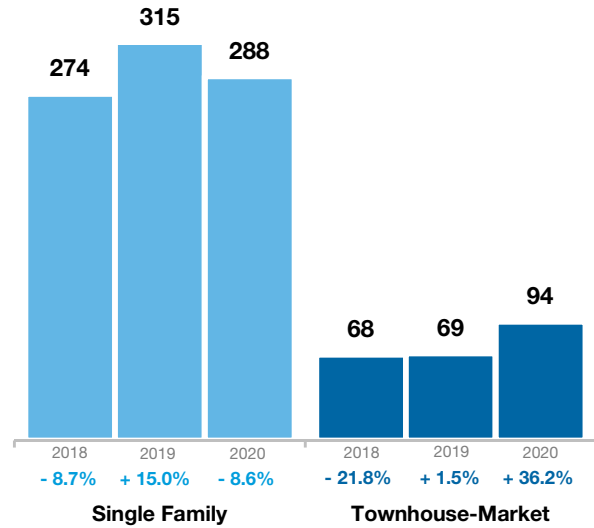
Key Metrics	Historical Sparkbars	9-2019	9-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		69	94	+ 36.2%	934	882	- 5.6%
Pending Sales		47	92	+ 95.7%	689	743	+ 7.8%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		68	79	+ 16.2%	673	709	+ 5.3%
Median Sales Price		\$287,500	\$295,000	+ 2.6%	\$290,000	\$311,000	+ 7.2%
Avg. Sales Price		\$309,908	\$306,371	- 1.1%	\$311,036	\$327,641	+ 5.3%
Pct. of List Price Received		98.7%	98.9%	+ 0.2%	99.3%	99.1%	- 0.2%
Days on Market		81	77	- 4.9%	71	94	+ 32.4%
Affordability Index		129	135	+ 4.7%	128	128	0.0%
Active Listings		206	149	- 27.7%	--	--	--
Months Supply		2.9	2.0	- 31.0%	--	--	--

New Listings

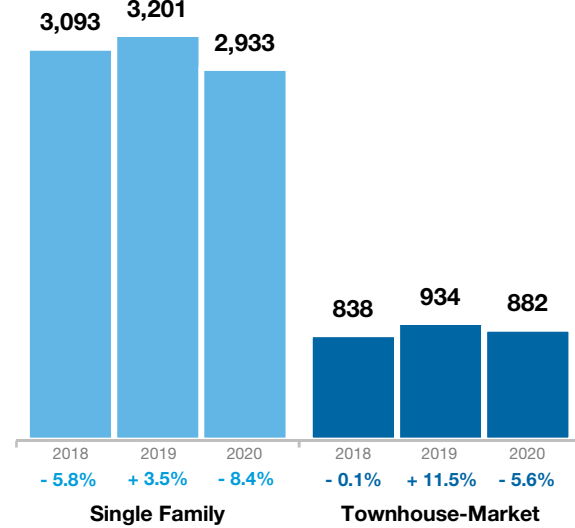
A count of the properties that have been newly listed on the market in a given month.



September

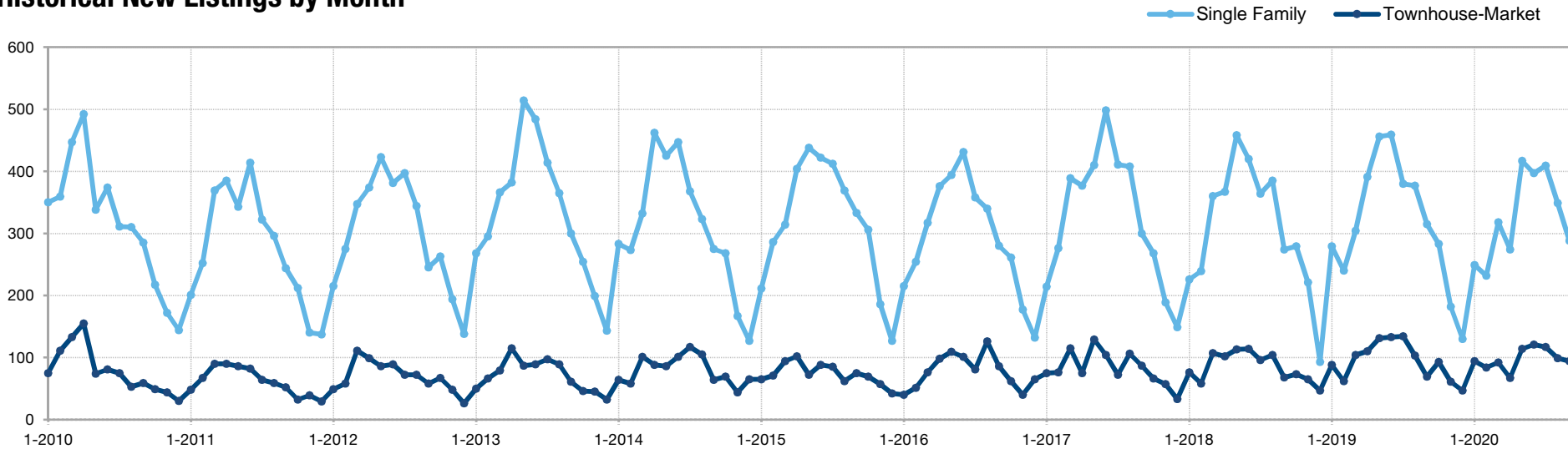


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2019	283	+1.4%	93	+27.4%
Nov-2019	182	-17.6%	61	-6.2%
Dec-2019	130	+39.8%	47	0.0%
Jan-2020	249	-10.8%	94	+6.8%
Feb-2020	232	-3.3%	84	+35.5%
Mar-2020	318	+4.6%	92	-11.5%
Apr-2020	274	-29.9%	67	-39.1%
May-2020	417	-8.6%	114	-13.0%
Jun-2020	397	-13.5%	121	-9.0%
Jul-2020	409	+7.6%	117	-12.7%
Aug-2020	349	-7.4%	99	-3.9%
Sep-2020	288	-8.6%	94	+36.2%
12-Month Avg	294	-7.0%	90	-3.2%

Historical New Listings by Month

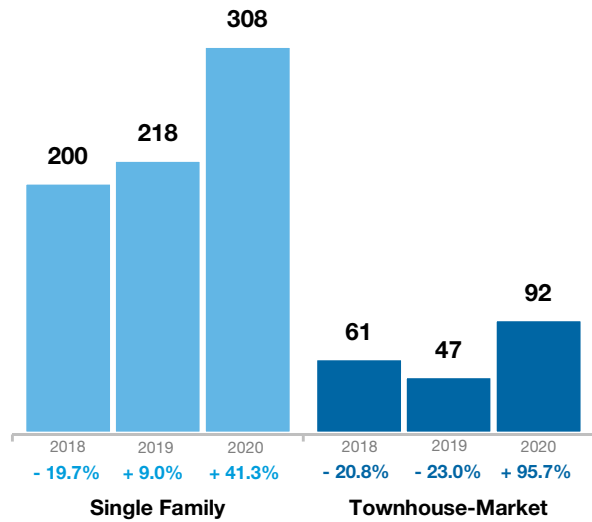


Pending Sales

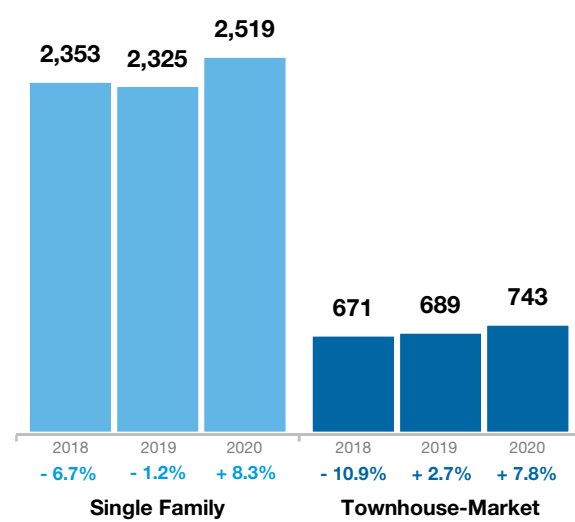
A count of the properties on which offers have been accepted in a given month.



September

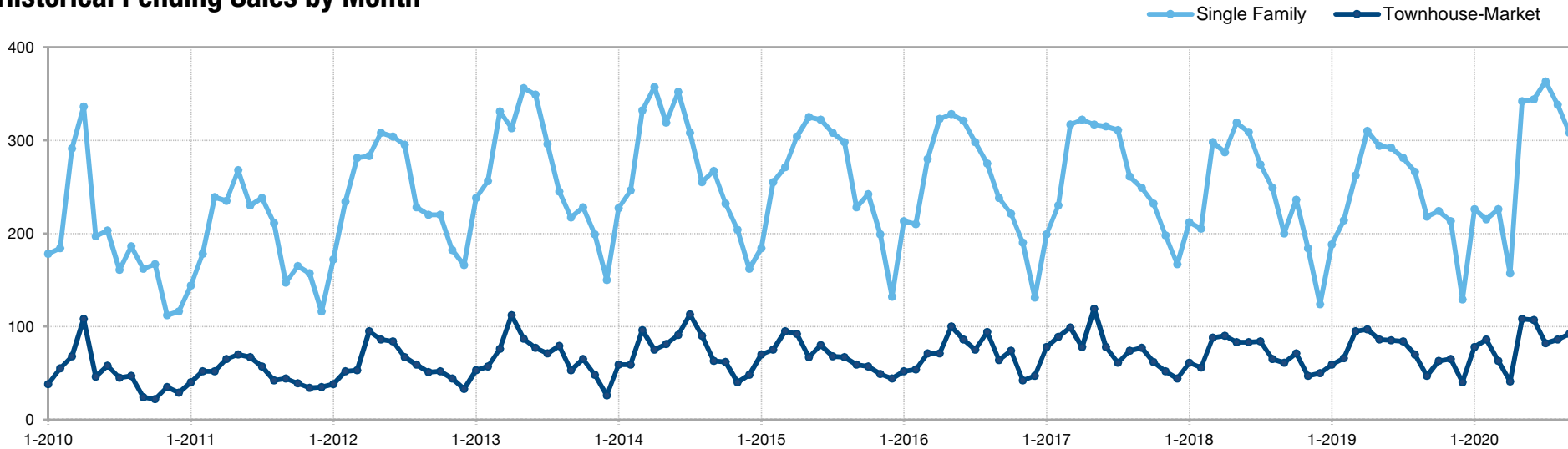


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2019	224	-5.1%	63	-11.3%
Nov-2019	213	+15.8%	65	+38.3%
Dec-2019	129	+4.0%	40	-20.0%
Jan-2020	226	+20.2%	78	+32.2%
Feb-2020	215	+0.5%	86	+30.3%
Mar-2020	226	-13.7%	63	-33.7%
Apr-2020	157	-49.4%	41	-57.7%
May-2020	342	+16.3%	108	+25.6%
Jun-2020	344	+17.8%	107	+25.9%
Jul-2020	363	+29.2%	82	-2.4%
Aug-2020	338	+27.1%	86	+22.9%
Sep-2020	308	+41.3%	92	+95.7%
12-Month Avg	257	+7.5%	76	+6.3%

Historical Pending Sales by Month

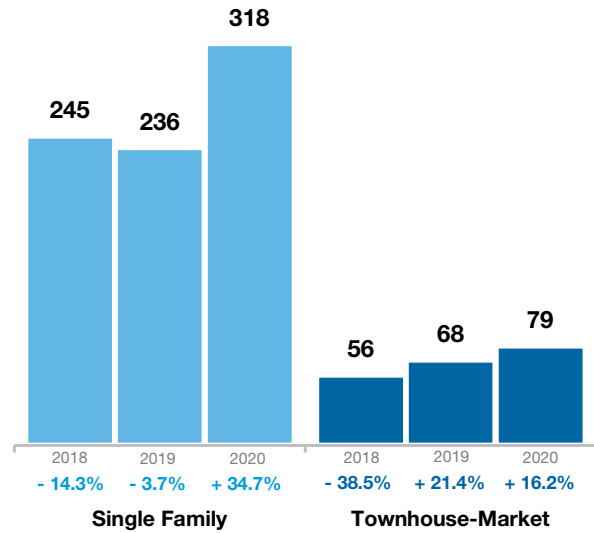


Sold Listings

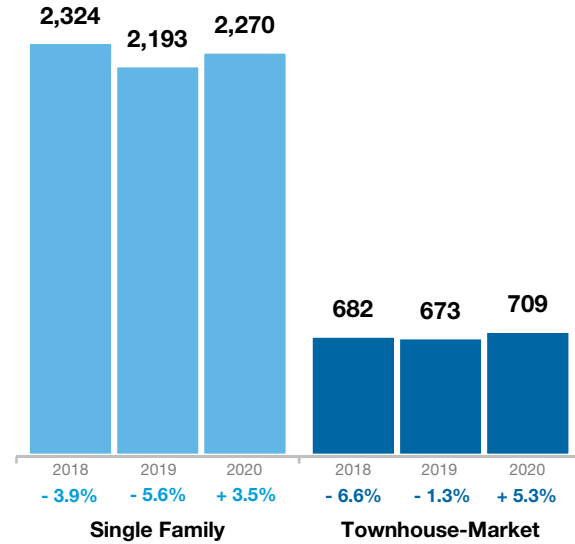
A count of the actual sales that closed in a given month.



September

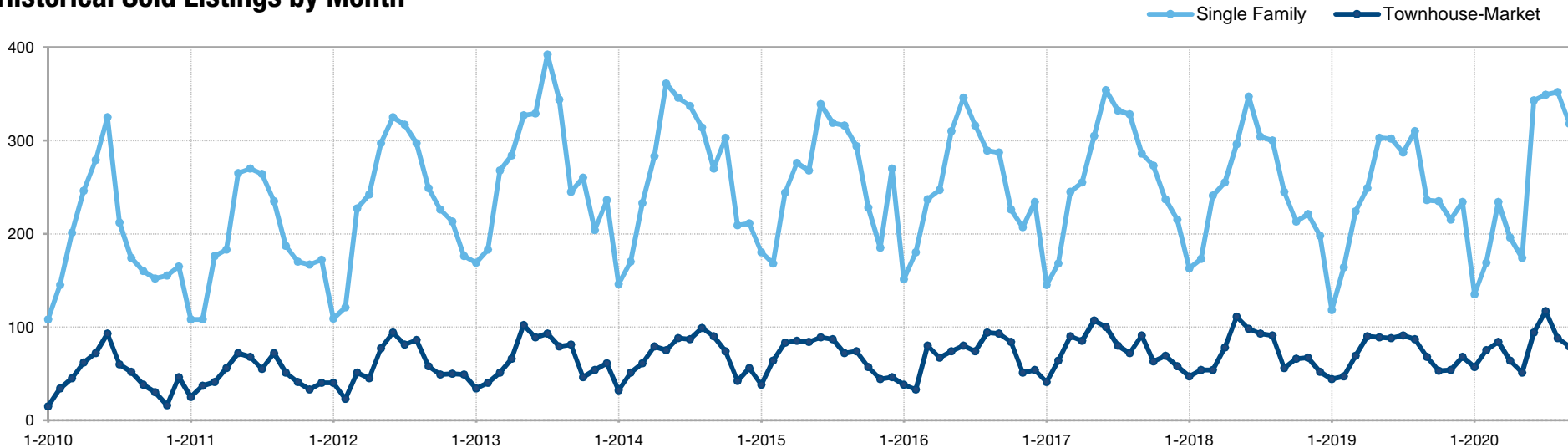


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2019	235	+10.3%	53	-19.7%
Nov-2019	215	-2.7%	54	-19.4%
Dec-2019	234	+18.2%	68	+30.8%
Jan-2020	135	+14.4%	57	+29.5%
Feb-2020	169	+3.0%	75	+59.6%
Mar-2020	234	+4.5%	84	+21.7%
Apr-2020	196	-21.3%	64	-28.9%
May-2020	174	-42.6%	51	-42.7%
Jun-2020	343	+13.6%	94	+6.8%
Jul-2020	349	+21.6%	117	+28.6%
Aug-2020	352	+13.5%	88	+1.1%
Sep-2020	318	+34.7%	79	+16.2%
12-Month Avg	246	+4.6%	74	+3.0%

Historical Sold Listings by Month

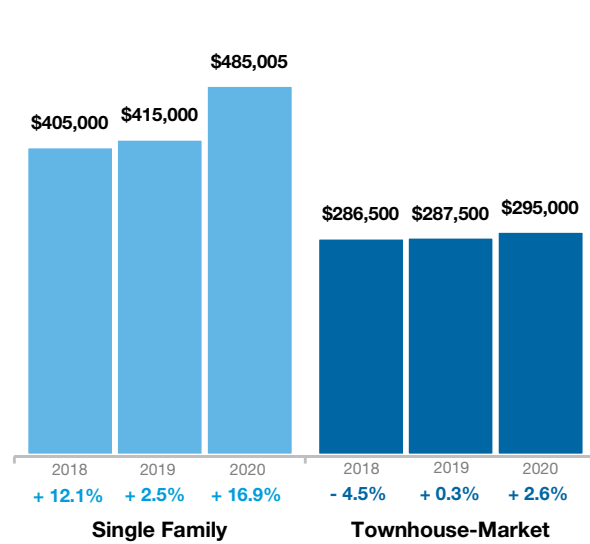


Median Sales Price

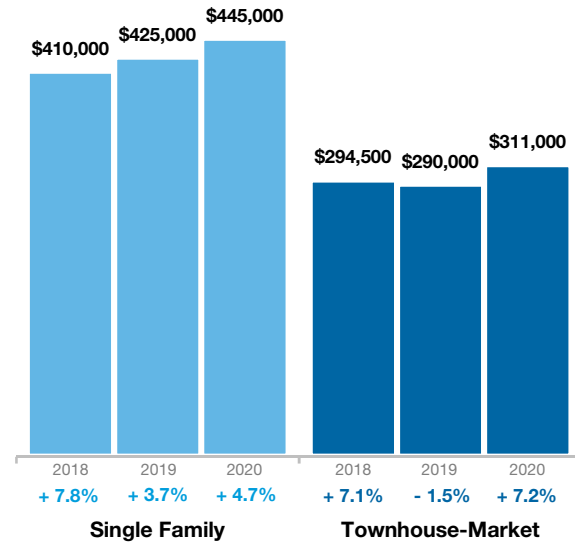
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



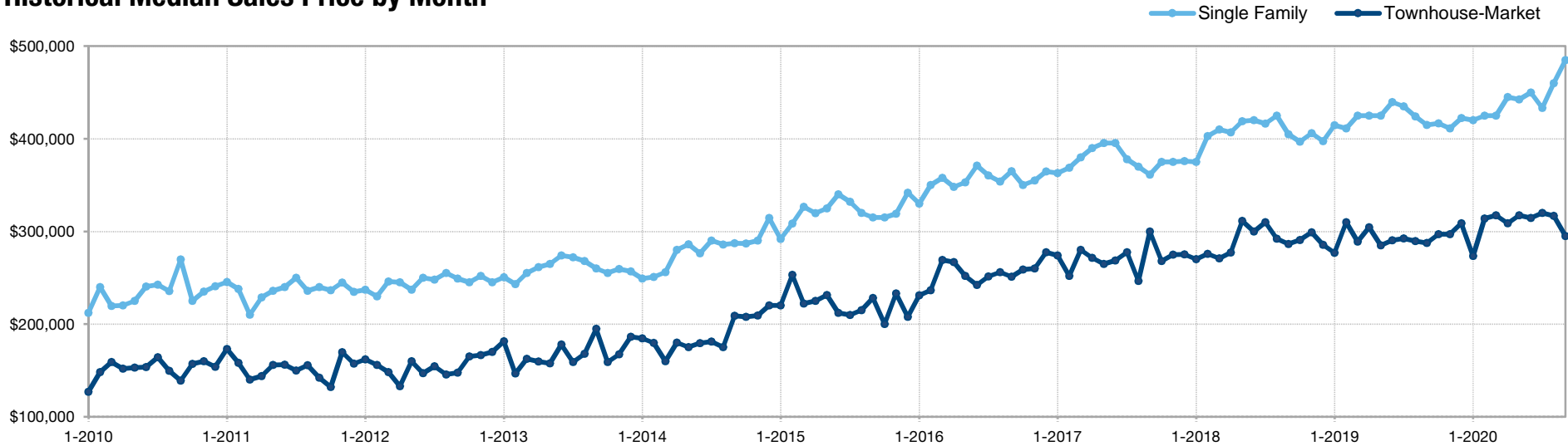
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2019	\$416,687	+5.0%	\$297,000	+2.2%
Nov-2019	\$411,300	+1.3%	\$297,000	-0.7%
Dec-2019	\$422,273	+6.3%	\$308,750	+8.1%
Jan-2020	\$420,000	+1.3%	\$273,500	-1.3%
Feb-2020	\$425,000	+3.3%	\$314,000	+1.3%
Mar-2020	\$425,000	0.0%	\$317,500	+9.9%
Apr-2020	\$445,000	+4.7%	\$308,700	+1.3%
May-2020	\$442,500	+4.1%	\$317,500	+11.4%
Jun-2020	\$449,975	+2.4%	\$314,500	+8.3%
Jul-2020	\$433,300	-0.4%	\$320,000	+9.4%
Aug-2020	\$460,000	+8.5%	\$316,713	+9.4%
Sep-2020	\$485,005	+16.9%	\$295,000	+2.6%
12-Month Avg*	\$438,000	+4.3%	\$309,400	+6.7%

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

Historical Median Sales Price by Month

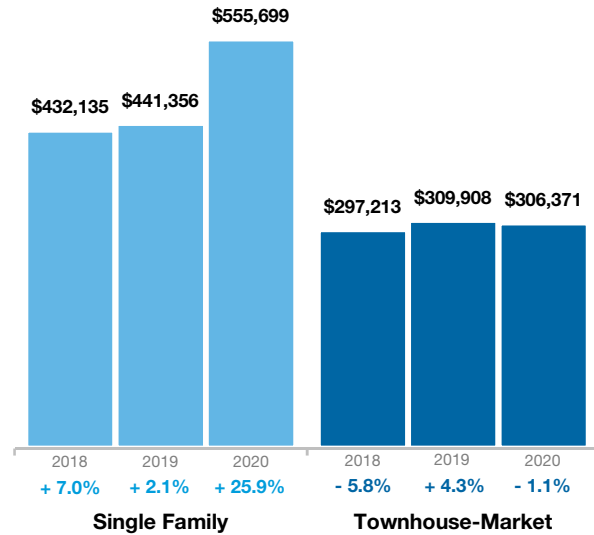


Average Sales Price

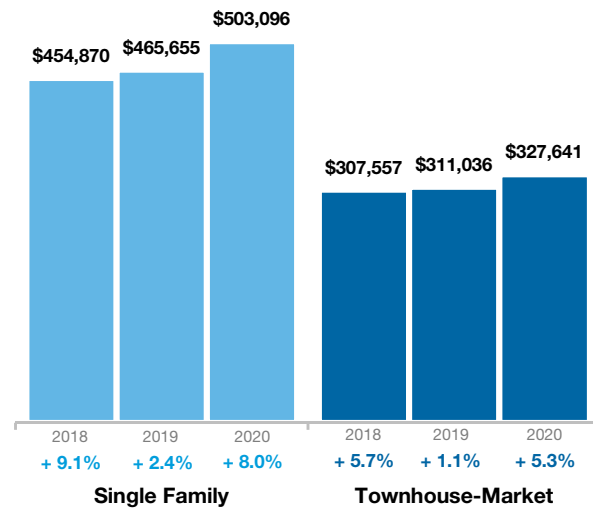
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



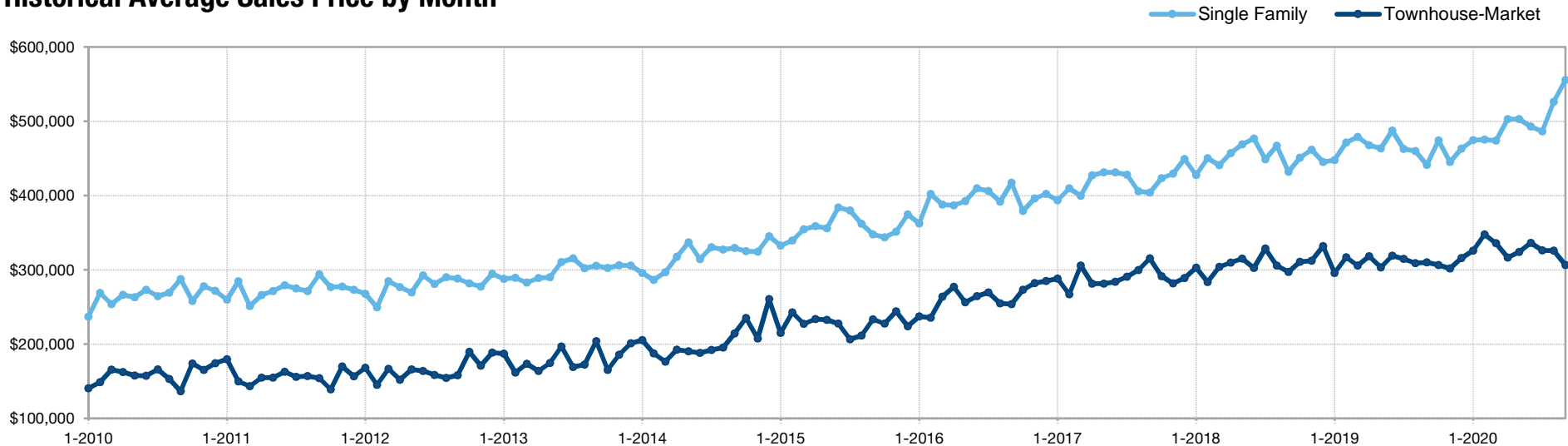
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2019	\$474,439	+5.2%	\$306,536	-1.3%
Nov-2019	\$445,320	-3.5%	\$301,862	-3.3%
Dec-2019	\$463,132	+4.0%	\$315,728	-4.8%
Jan-2020	\$474,535	+5.9%	\$325,684	+10.1%
Feb-2020	\$475,401	+0.8%	\$347,561	+9.7%
Mar-2020	\$473,909	-1.1%	\$336,044	+9.9%
Apr-2020	\$502,813	+7.5%	\$316,628	-0.5%
May-2020	\$502,825	+8.5%	\$324,022	+6.8%
Jun-2020	\$492,814	+1.1%	\$336,088	+5.4%
Jul-2020	\$486,331	+5.1%	\$326,294	+3.7%
Aug-2020	\$526,128	+14.4%	\$325,879	+5.5%
Sep-2020	\$555,699	+25.9%	\$306,371	-1.1%
12-Month Avg*	\$493,442	+6.6%	\$323,885	+3.7%

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

Historical Average Sales Price by Month



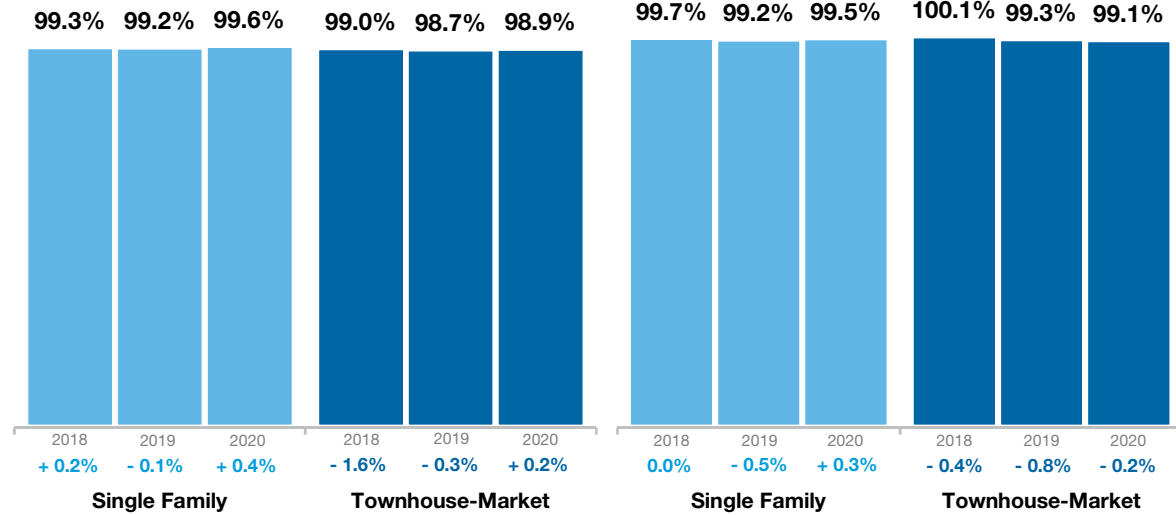
Percent of List Price Received

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



September

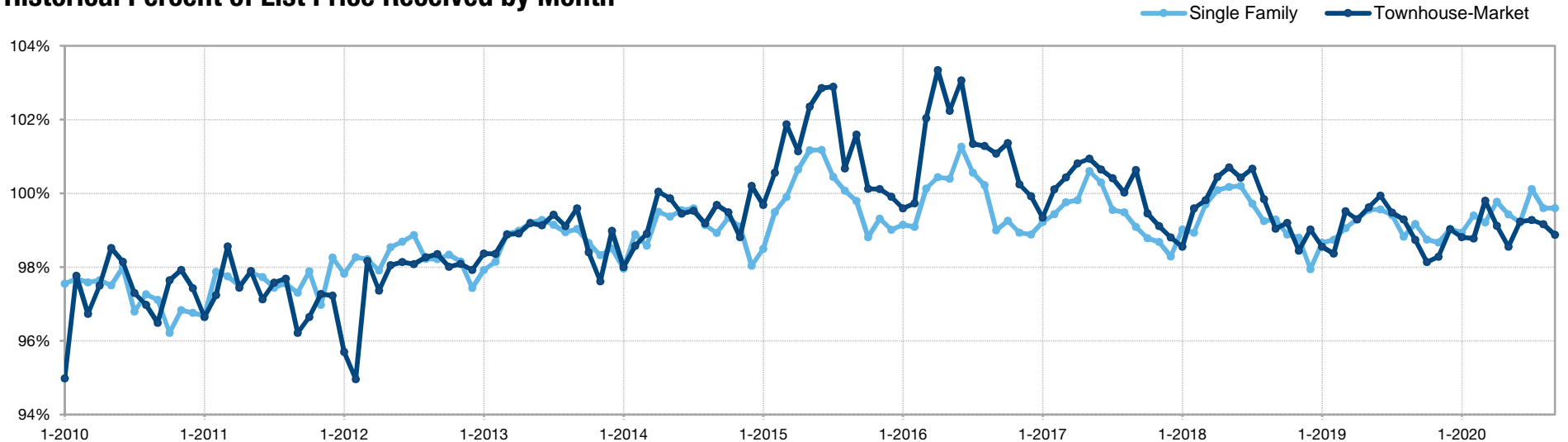
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2019	98.7%	-0.2%	98.1%	-1.1%
Nov-2019	98.7%	-0.1%	98.3%	-0.1%
Dec-2019	99.0%	+1.1%	99.0%	0.0%
Jan-2020	98.9%	+0.2%	98.8%	+0.2%
Feb-2020	99.4%	+0.7%	98.8%	+0.4%
Mar-2020	99.2%	+0.1%	99.8%	+0.3%
Apr-2020	99.8%	+0.5%	99.1%	-0.2%
May-2020	99.4%	-0.2%	98.6%	-1.0%
Jun-2020	99.2%	-0.4%	99.2%	-0.7%
Jul-2020	100.1%	+0.7%	99.3%	-0.2%
Aug-2020	99.6%	+0.8%	99.2%	-0.1%
Sep-2020	99.6%	+0.4%	98.9%	+0.2%
12-Month Avg*	99.1%	+0.3%	99.2%	-0.2%

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

Historical Percent of List Price Received by Month

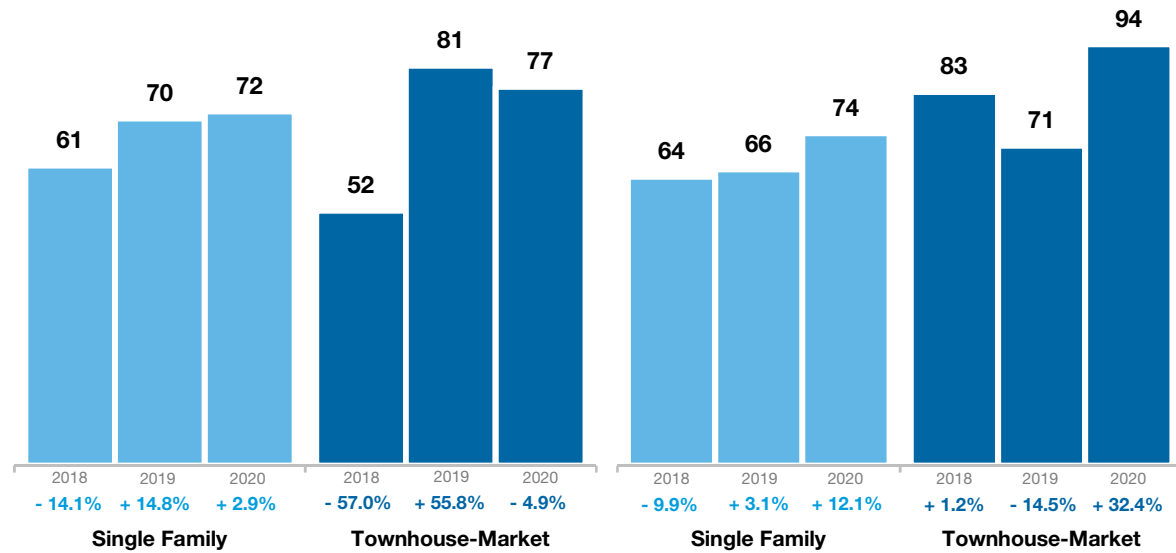


Days on Market Until Sale

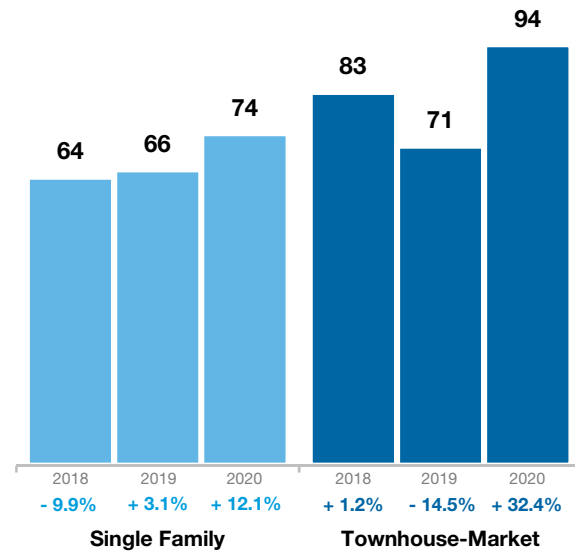
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



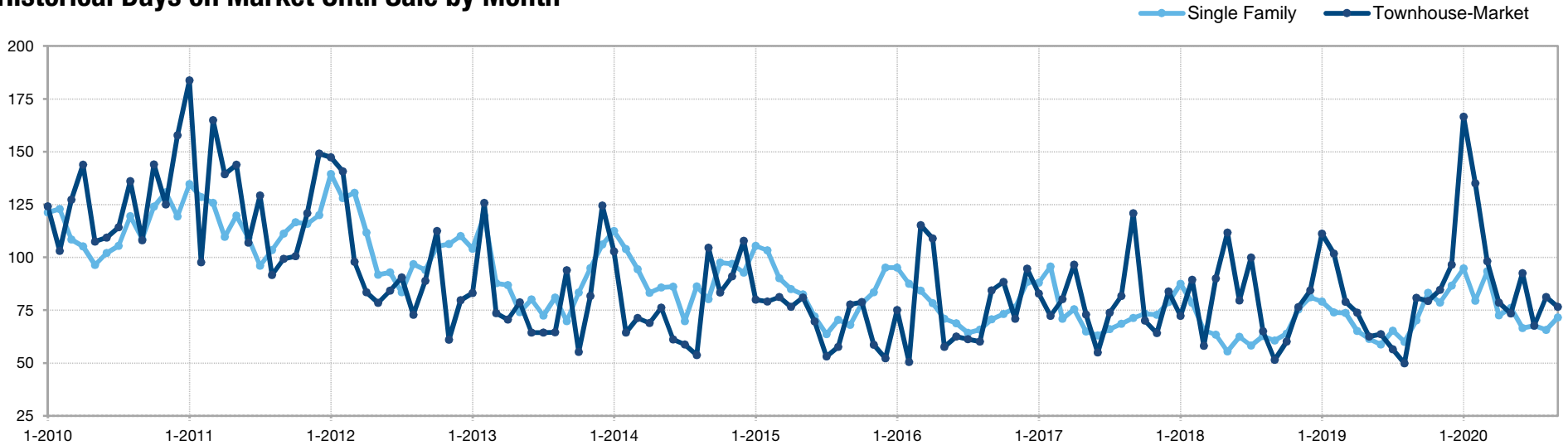
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2019	83	+29.7%	79	+31.7%
Nov-2019	79	+5.3%	85	+11.8%
Dec-2019	87	+7.4%	96	+14.3%
Jan-2020	95	+20.3%	167	+50.5%
Feb-2020	79	+6.8%	135	+32.4%
Mar-2020	93	+25.7%	98	+24.1%
Apr-2020	73	+12.3%	79	+6.8%
May-2020	76	+24.6%	73	+17.7%
Jun-2020	67	+13.6%	92	+43.8%
Jul-2020	68	+4.6%	68	+21.4%
Aug-2020	66	+10.0%	81	+62.0%
Sep-2020	72	+2.9%	77	-4.9%
12-Month Avg	76	+12.6%	93	+29.4%

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

Historical Days on Market Until Sale by Month



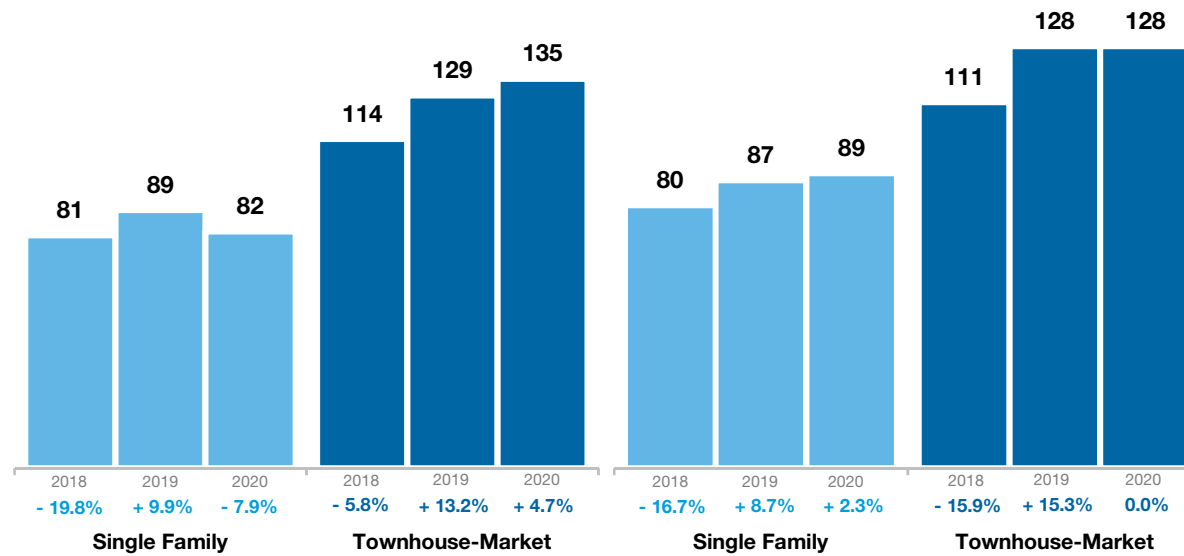
Housing Affordability Index

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



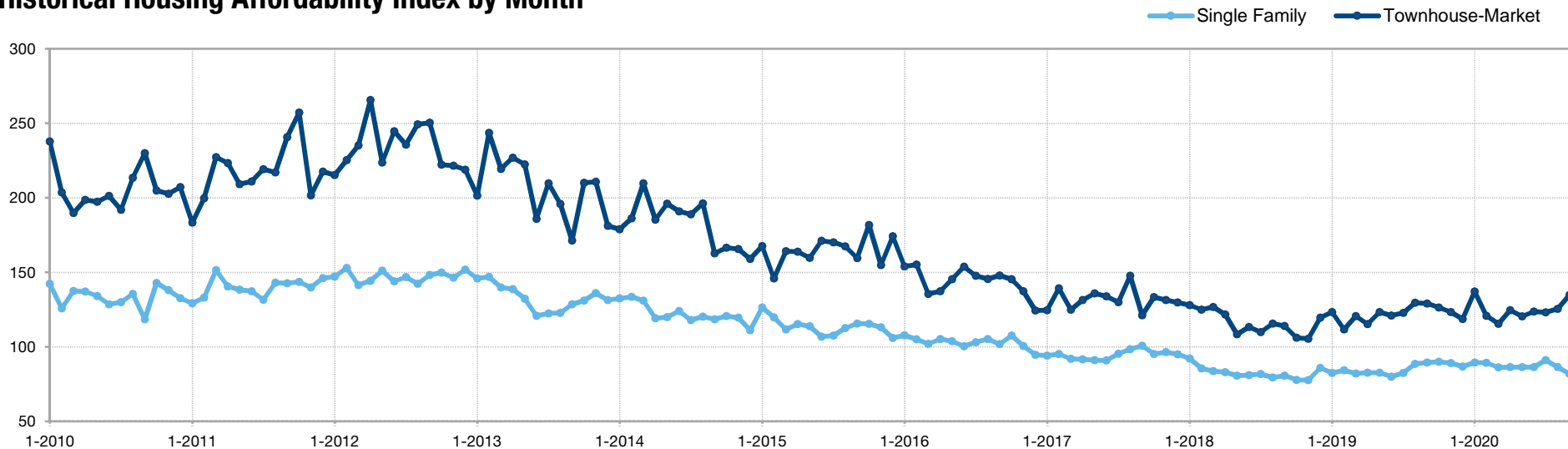
September

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2019	90	+15.4%	126	+18.9%
Nov-2019	89	+14.1%	123	+17.1%
Dec-2019	87	+1.2%	119	0.0%
Jan-2020	89	+8.5%	137	+11.4%
Feb-2020	89	+6.0%	121	+8.0%
Mar-2020	86	+4.9%	115	-5.0%
Apr-2020	86	+3.6%	124	+7.8%
May-2020	86	+3.6%	120	-2.4%
Jun-2020	86	+7.5%	124	+2.5%
Jul-2020	91	+11.0%	123	0.0%
Aug-2020	86	-2.3%	125	-3.8%
Sep-2020	82	-7.9%	135	+4.7%
12-Month Avg	87	-1.1%	83	+13.5%

Historical Housing Affordability Index by Month

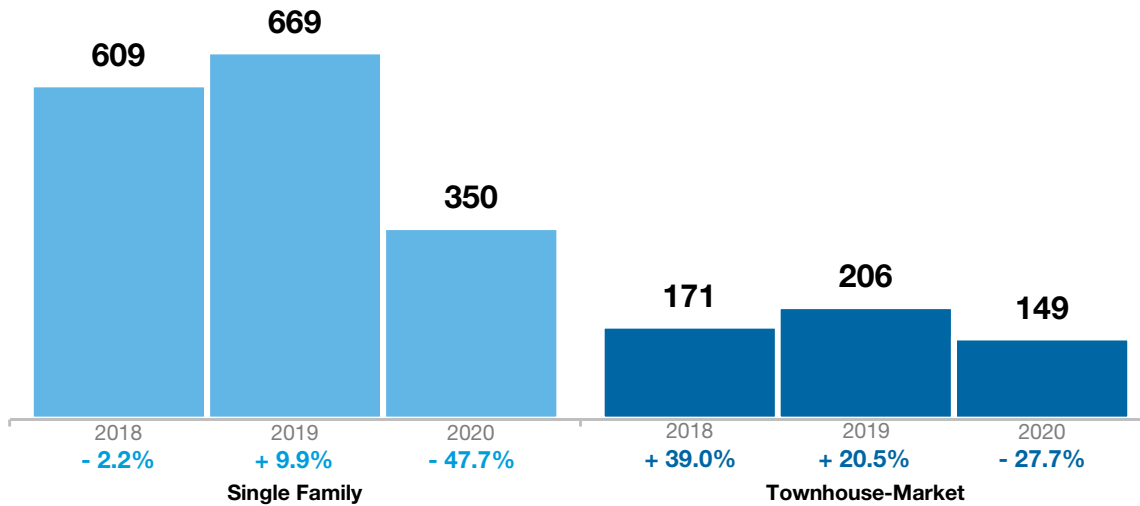


Inventory of Active Listings

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



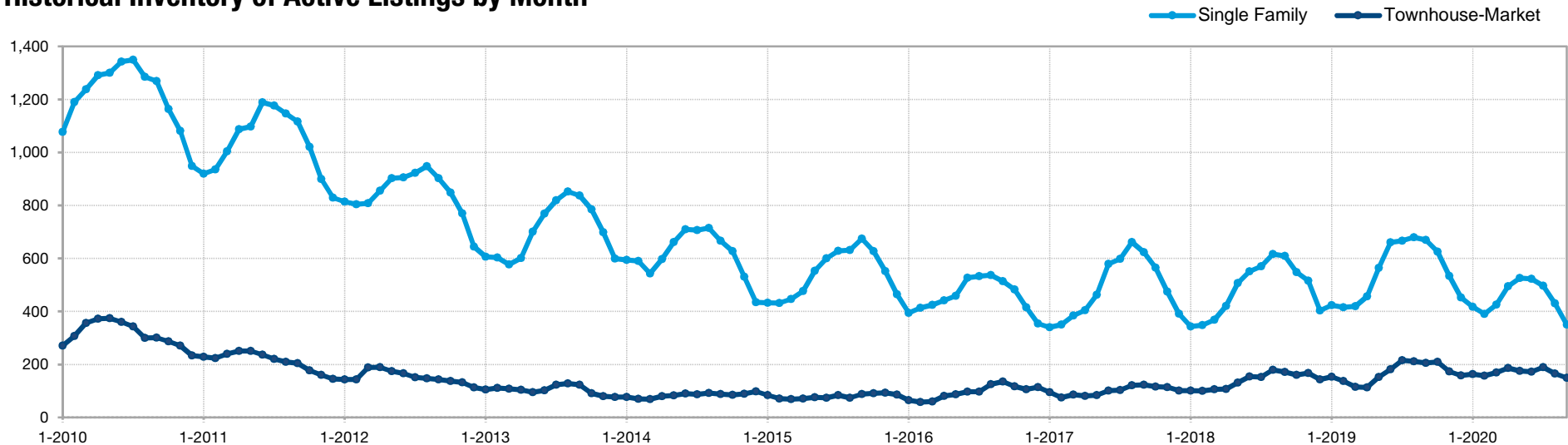
September



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2019	625	+14.1%	210	+31.3%
Nov-2019	534	+3.5%	174	+4.2%
Dec-2019	453	+12.4%	158	+10.5%
Jan-2020	417	-1.4%	163	+6.5%
Feb-2020	390	-6.0%	157	+14.6%
Mar-2020	425	+1.4%	169	+47.0%
Apr-2020	495	+8.3%	187	+65.5%
May-2020	526	-6.7%	176	+15.8%
Jun-2020	523	-20.8%	172	-5.5%
Jul-2020	497	-25.4%	190	-12.0%
Aug-2020	431	-36.5%	165	-22.2%
Sep-2020	350	-47.7%	149	-27.7%
12-Month Avg*	472	-11.7%	173	+5.8%

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

Historical Inventory of Active Listings by Month

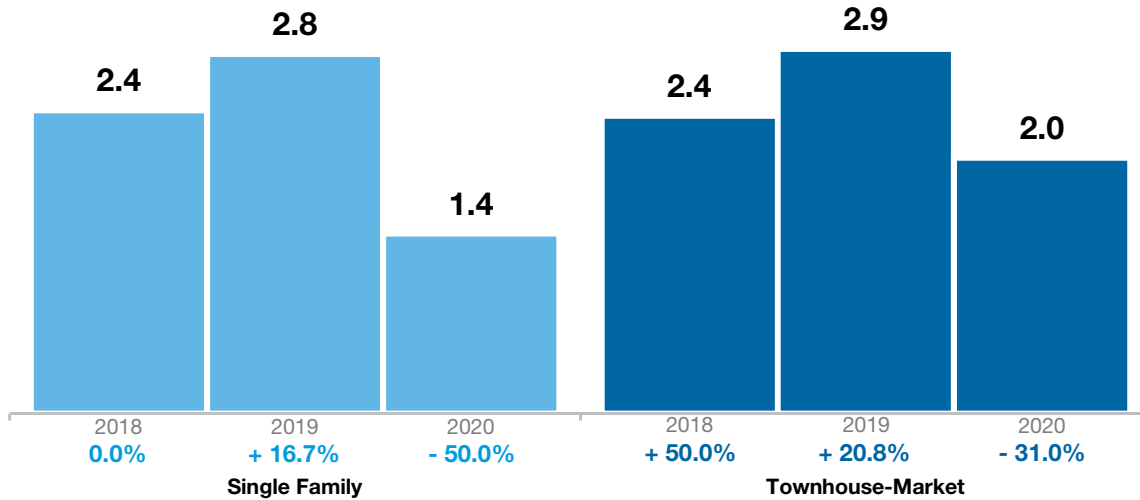


Months Supply of Inventory

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



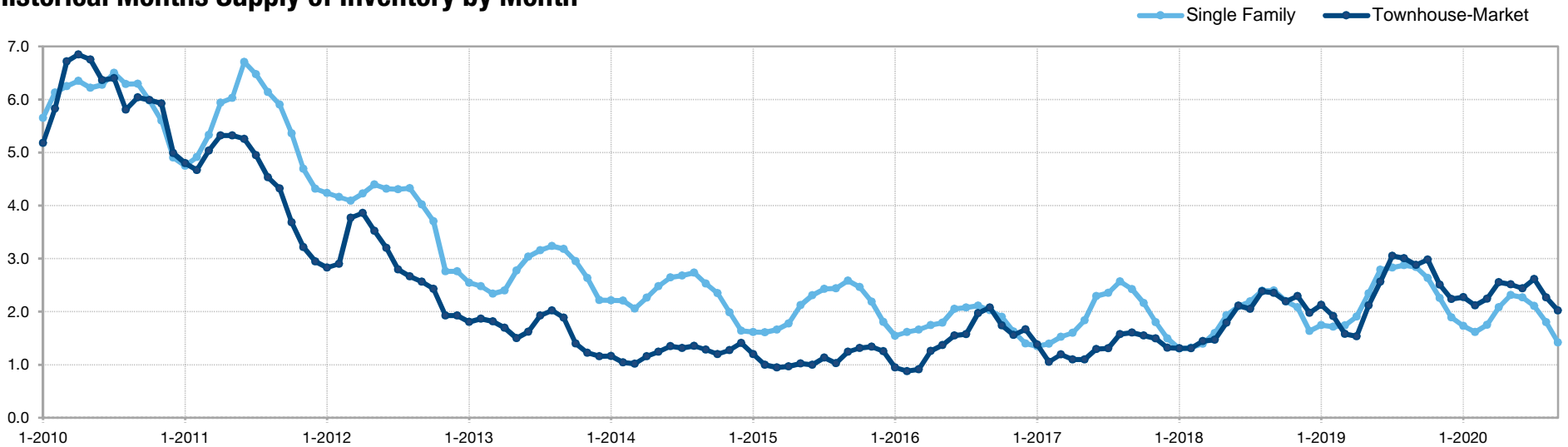
September



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2019	2.6	+18.2%	3.0	+36.4%
Nov-2019	2.3	+9.5%	2.5	+8.7%
Dec-2019	1.9	+18.8%	2.2	+10.0%
Jan-2020	1.7	0.0%	2.3	+9.5%
Feb-2020	1.6	-5.9%	2.1	+10.5%
Mar-2020	1.8	+5.9%	2.2	+37.5%
Apr-2020	2.1	+10.5%	2.6	+73.3%
May-2020	2.3	0.0%	2.5	+19.0%
Jun-2020	2.3	-17.9%	2.4	-7.7%
Jul-2020	2.1	-25.0%	2.6	-13.3%
Aug-2020	1.8	-37.9%	2.3	-23.3%
Sep-2020	1.4	-50.0%	2.0	-31.0%
12-Month Avg*	2.0	-10.6%	2.4	+5.6%

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

Historical Months Supply of Inventory by Month



All Properties Activity Overview

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



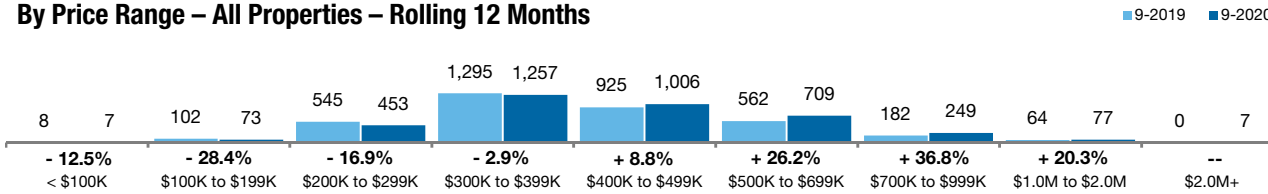
Key Metrics	Historical Sparkbars	9-2019	9-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		384	382	- 0.5%	4,135	3,815	- 7.7%
Pending Sales		265	400	+ 50.9%	689	743	+ 7.8%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		304	397	+ 30.6%	2,866	2,979	+ 3.9%
Median Sales Price		\$390,000	\$445,000	+ 14.1%	\$395,000	\$413,750	+ 4.7%
Avg. Sales Price		\$411,856	\$506,084	+ 7.5%	\$429,335	\$461,323	+ 7.5%
Pct. of List Price Received		99.1%	99.5%	+ 0.2%	99.2%	99.4%	+ 0.2%
Days on Market		72	73	+ 17.9%	67	79	+ 17.9%
Affordability Index		95	89	+ 2.4%	94	96	+ 2.4%
Active Listings		875	499	- 43.0%	--	--	--
Months Supply		2.9	1.6	- 45.3%	--	--	--

Sold Listings

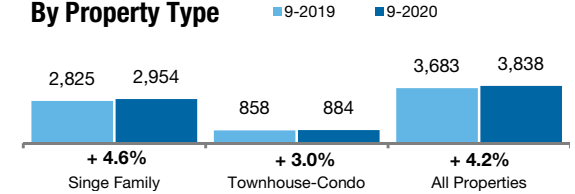
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$99,999 and Below	8	7	-12.5%	0	0	--
\$100,000 to \$199,999	46	27	-41.3%	56	46	-17.9%
\$200,000 to \$299,999	143	93	-35.0%	402	360	-10.4%
\$300,000 to \$399,999	996	883	-11.3%	299	374	+25.1%
\$400,000 to \$499,999	861	946	+9.9%	64	60	-6.3%
\$500,000 to \$699,999	539	683	+26.7%	23	26	+13.0%
\$700,000 to \$999,999	174	234	+34.5%	8	15	+87.5%
\$1,000,000 to \$1,999,999	58	74	+27.6%	6	3	-50.0%
\$2,000,000 and Above	0	7	--	0	0	--
All Price Ranges	2,825	2,954	+4.6%	858	884	+3.0%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2020	9-2020	Change	8-2020	9-2020	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	1	-66.7%	5	6	+20.0%
\$200,000 to \$299,999	10	9	-10.0%	31	35	+12.9%
\$300,000 to \$399,999	83	59	-28.9%	39	33	-15.4%
\$400,000 to \$499,999	108	102	-5.6%	9	2	-77.8%
\$500,000 to \$699,999	93	96	+3.2%	2	3	+50.0%
\$700,000 to \$999,999	42	38	-9.5%	2	0	-100.0%
\$1,000,000 to \$1,999,999	12	10	-16.7%	0	0	--
\$2,000,000 and Above	1	3	+200.0%	0	0	--
All Price Ranges	352	318	-9.7%	88	79	-10.2%

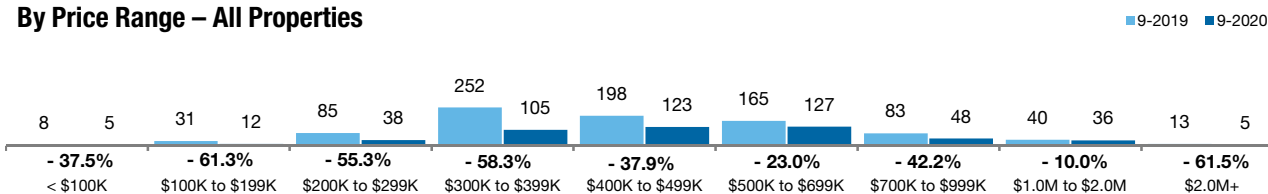
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$99,999 and Below	7	2	-71.4%	0	0	--
\$100,000 to \$199,999	39	17	-56.4%	39	34	-12.8%
\$200,000 to \$299,999	96	66	-31.3%	317	284	-10.4%
\$300,000 to \$399,999	739	628	-15.0%	238	305	+28.2%
\$400,000 to \$499,999	692	747	+7.9%	53	47	-11.3%
\$500,000 to \$699,999	443	552	+24.6%	18	23	+27.8%
\$700,000 to \$999,999	135	192	+42.2%	5	13	+160.0%
\$1,000,000 to \$1,999,999	42	60	+42.9%	3	3	0.0%
\$2,000,000 and Above	0	6	--	0	0	--
All Price Ranges	2,193	2,270	+3.5%	673	709	+5.3%

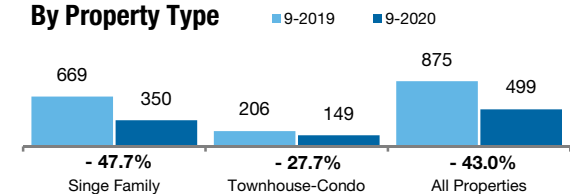
Inventory of Active Listings

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		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$99,999 and Below	8	5	-37.5%	0	0	--
\$100,000 to \$199,999	18	9	-50.0%	13	3	-76.9%
\$200,000 to \$299,999	25	8	-68.0%	60	30	-50.0%
\$300,000 to \$399,999	171	50	-70.8%	81	55	-32.1%
\$400,000 to \$499,999	185	95	-48.6%	13	28	+115.4%
\$500,000 to \$699,999	143	104	-27.3%	22	23	+4.5%
\$700,000 to \$999,999	69	43	-37.7%	14	5	-64.3%
\$1,000,000 to \$1,999,999	37	31	-16.2%	3	5	+66.7%
\$2,000,000 and Above	13	5	-61.5%	0	0	--
All Price Ranges	669	350	-47.7%	206	149	-27.7%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2020	9-2020	Change	8-2020	9-2020	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	10	9	-10.0%	5	3	-40.0%
\$200,000 to \$299,999	11	8	-27.3%	37	30	-18.9%
\$300,000 to \$399,999	56	50	-10.7%	67	55	-17.9%
\$400,000 to \$499,999	130	95	-26.9%	24	28	+16.7%
\$500,000 to \$699,999	128	104	-18.8%	23	23	0.0%
\$700,000 to \$999,999	49	43	-12.2%	6	5	-16.7%
\$1,000,000 to \$1,999,999	32	31	-3.1%	3	5	+66.7%
\$2,000,000 and Above	10	5	-50.0%	0	0	--
All Price Ranges	431	350	-18.8%	165	149	-9.7%

Year to Date

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

Glossary of Terms

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 September 2020

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Fort Collins

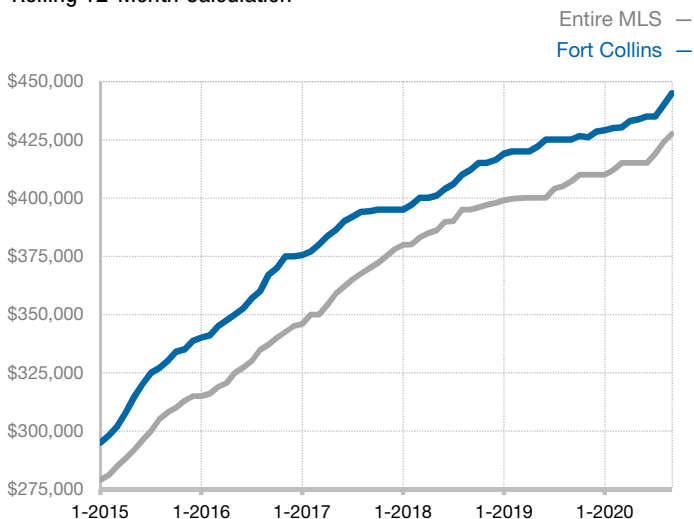
Single Family	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	219	203	- 7.3%	2,268	2,163	- 4.6%
Closed Sales	165	234	+ 41.8%	1,607	1,670	+ 3.9%
Median Sales Price*	\$422,500	\$499,950	+ 18.3%	\$430,000	\$450,000	+ 4.7%
Average Sales Price*	\$458,273	\$579,030	+ 26.4%	\$474,714	\$513,414	+ 8.2%
Percent of List Price Received*	99.2%	99.2%	0.0%	99.3%	99.3%	0.0%
Days on Market Until Sale	62	60	- 3.2%	57	61	+ 7.0%
Inventory of Homes for Sale	398	203	- 49.0%	--	--	--
Months Supply of Inventory	2.3	1.1	- 52.2%	--	--	--

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

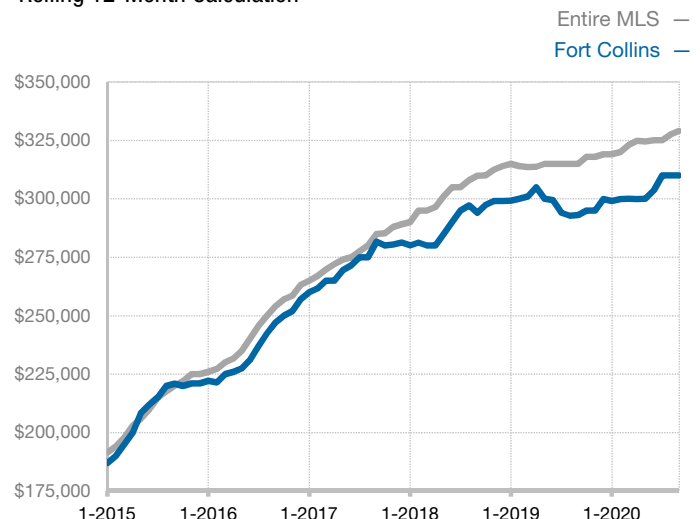
Townhouse/Condo	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	63	88	+ 39.7%	840	777	- 7.5%
Closed Sales	66	71	+ 7.6%	603	616	+ 2.2%
Median Sales Price*	\$292,500	\$310,000	+ 6.0%	\$295,000	\$314,000	+ 6.4%
Average Sales Price*	\$312,754	\$307,101	- 1.8%	\$312,317	\$328,364	+ 5.1%
Percent of List Price Received*	98.8%	98.7%	- 0.1%	99.2%	98.9%	- 0.3%
Days on Market Until Sale	82	78	- 4.9%	66	87	+ 31.8%
Inventory of Homes for Sale	175	128	- 26.9%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--

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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 September 2020

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Johnstown

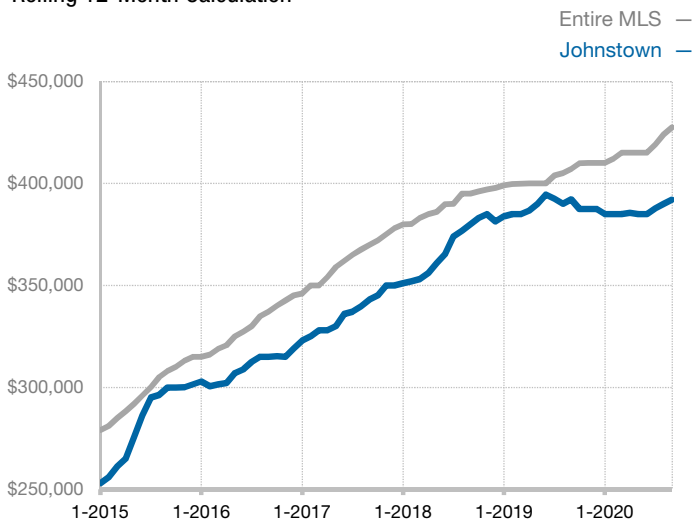
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	52	34	- 34.6%	438	372	- 15.1%
Closed Sales	37	38	+ 2.7%	296	304	+ 2.7%
Median Sales Price*	\$409,000	\$422,500	+ 3.3%	\$392,078	\$399,950	+ 2.0%
Average Sales Price*	\$461,669	\$439,214	- 4.9%	\$415,439	\$424,409	+ 2.2%
Percent of List Price Received*	98.6%	99.8%	+ 1.2%	99.7%	99.8%	+ 0.1%
Days on Market Until Sale	65	53	- 18.5%	71	61	- 14.1%
Inventory of Homes for Sale	82	38	- 53.7%	--	--	--
Months Supply of Inventory	2.6	1.1	- 57.7%	--	--	--

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

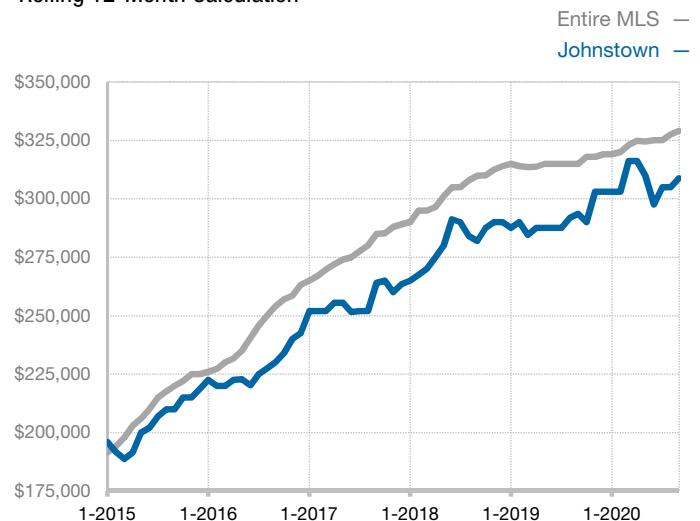
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	2	0	- 100.0%	15	27	+ 80.0%
Closed Sales	2	2	0.0%	15	18	+ 20.0%
Median Sales Price*	\$296,950	\$313,700	+ 5.6%	\$303,000	\$308,750	+ 1.9%
Average Sales Price*	\$296,950	\$313,700	+ 5.6%	\$315,192	\$315,883	+ 0.2%
Percent of List Price Received*	99.8%	99.6%	- 0.2%	99.5%	98.5%	- 1.0%
Days on Market Until Sale	48	54	+ 12.5%	68	51	- 25.0%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--

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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 September 2020

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Greeley

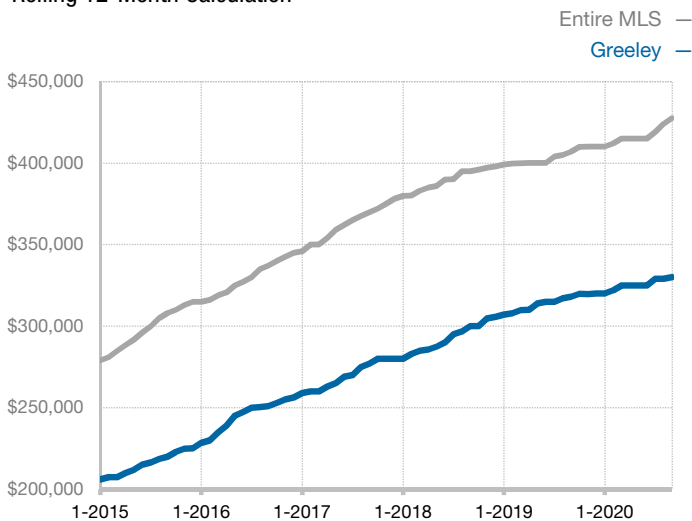
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	155	128	- 17.4%	1,569	1,315	- 16.2%
Closed Sales	120	144	+ 20.0%	1,244	1,075	- 13.6%
Median Sales Price*	\$330,750	\$336,500	+ 1.7%	\$320,000	\$332,000	+ 3.8%
Average Sales Price*	\$346,404	\$357,380	+ 3.2%	\$331,486	\$348,084	+ 5.0%
Percent of List Price Received*	99.3%	100.3%	+ 1.0%	99.6%	99.7%	+ 0.1%
Days on Market Until Sale	52	60	+ 15.4%	54	58	+ 7.4%
Inventory of Homes for Sale	205	115	- 43.9%	--	--	--
Months Supply of Inventory	1.5	1.0	- 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.

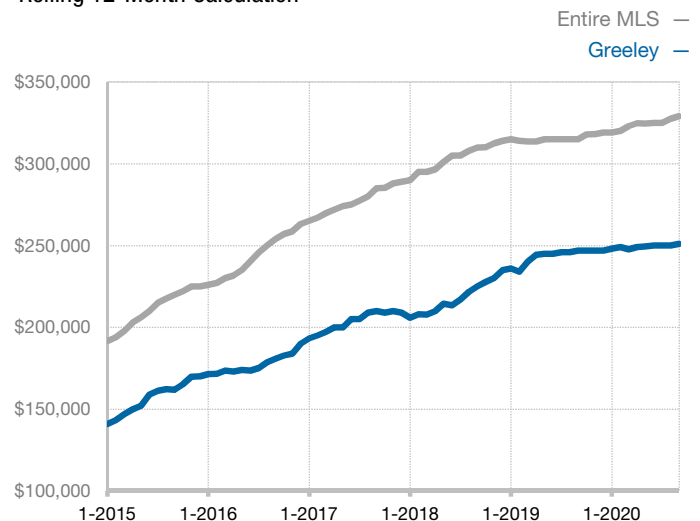
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	33	22	- 33.3%	276	235	- 14.9%
Closed Sales	26	23	- 11.5%	222	195	- 12.2%
Median Sales Price*	\$249,500	\$256,000	+ 2.6%	\$246,450	\$253,000	+ 2.7%
Average Sales Price*	\$243,036	\$259,171	+ 6.6%	\$248,492	\$257,010	+ 3.4%
Percent of List Price Received*	98.5%	99.6%	+ 1.1%	99.3%	99.0%	- 0.3%
Days on Market Until Sale	75	56	- 25.3%	53	57	+ 7.5%
Inventory of Homes for Sale	43	23	- 46.5%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--

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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 September 2020

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Longmont

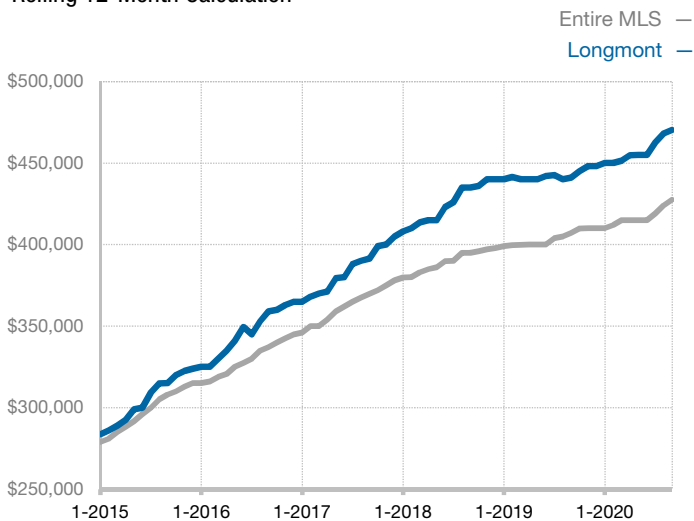
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	157	145	- 7.6%	1,539	1,302	- 15.4%
Closed Sales	131	146	+ 11.5%	1,070	1,101	+ 2.9%
Median Sales Price*	\$438,000	\$478,550	+ 9.3%	\$448,000	\$477,000	+ 6.5%
Average Sales Price*	\$521,039	\$565,285	+ 8.5%	\$506,014	\$548,911	+ 8.5%
Percent of List Price Received*	98.5%	100.1%	+ 1.6%	99.1%	99.6%	+ 0.5%
Days on Market Until Sale	66	52	- 21.2%	58	60	+ 3.4%
Inventory of Homes for Sale	304	169	- 44.4%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.2%	--	--	--

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

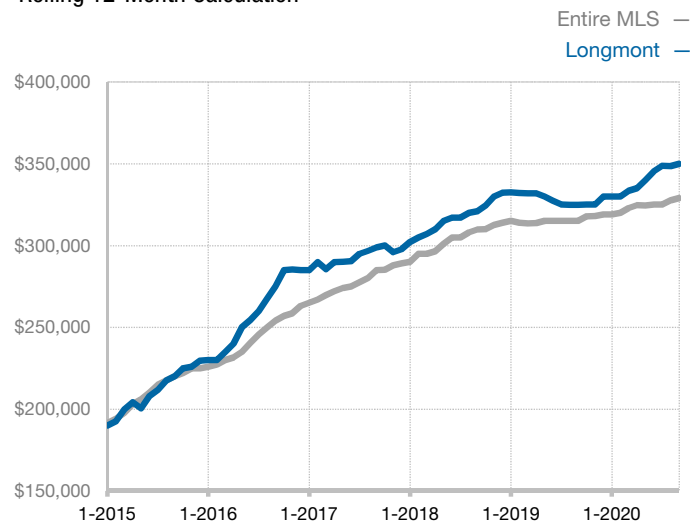
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	41	22	- 46.3%	380	271	- 28.7%
Closed Sales	40	34	- 15.0%	277	253	- 8.7%
Median Sales Price*	\$324,875	\$362,500	+ 11.6%	\$324,900	\$351,475	+ 8.2%
Average Sales Price*	\$358,250	\$393,271	+ 9.8%	\$343,806	\$361,224	+ 5.1%
Percent of List Price Received*	99.2%	99.5%	+ 0.3%	99.7%	99.5%	- 0.2%
Days on Market Until Sale	78	43	- 44.9%	78	54	- 30.8%
Inventory of Homes for Sale	66	21	- 68.2%	--	--	--
Months Supply of Inventory	2.2	0.7	- 68.2%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2020

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Wellington

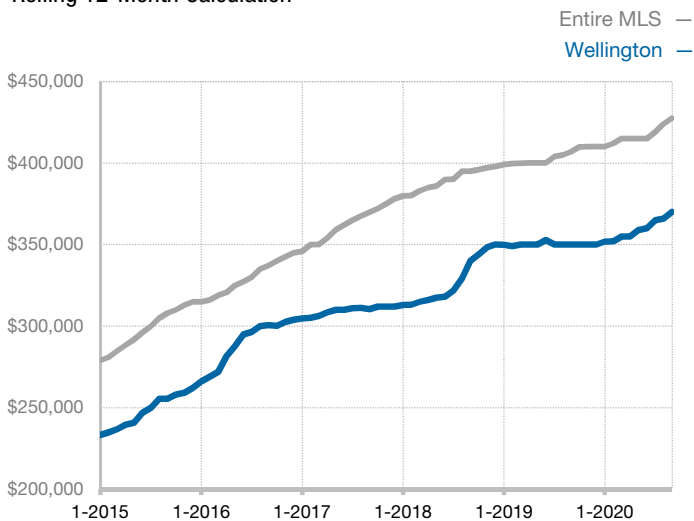
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	35	39	+ 11.4%	372	330	- 11.3%
Closed Sales	26	38	+ 46.2%	247	261	+ 5.7%
Median Sales Price*	\$348,750	\$400,000	+ 14.7%	\$350,000	\$374,409	+ 7.0%
Average Sales Price*	\$350,689	\$411,500	+ 17.3%	\$373,889	\$398,610	+ 6.6%
Percent of List Price Received*	99.9%	101.7%	+ 1.8%	99.7%	100.9%	+ 1.2%
Days on Market Until Sale	71	91	+ 28.2%	76	93	+ 22.4%
Inventory of Homes for Sale	88	52	- 40.9%	--	--	--
Months Supply of Inventory	3.4	1.8	- 47.1%	--	--	--

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

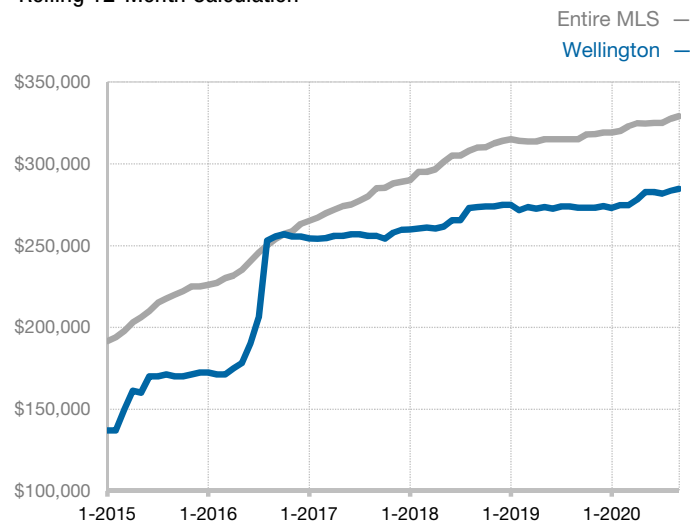
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	5	2	- 60.0%	67	59	- 11.9%
Closed Sales	2	6	+ 200.0%	49	55	+ 12.2%
Median Sales Price*	\$216,000	\$287,250	+ 33.0%	\$271,100	\$286,000	+ 5.5%
Average Sales Price*	\$216,000	\$276,217	+ 27.9%	\$269,334	\$283,559	+ 5.3%
Percent of List Price Received*	97.6%	99.9%	+ 2.4%	99.8%	99.7%	- 0.1%
Days on Market Until Sale	49	55	+ 12.2%	96	85	- 11.5%
Inventory of Homes for Sale	15	5	- 66.7%	--	--	--
Months Supply of Inventory	2.7	0.8	- 70.4%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

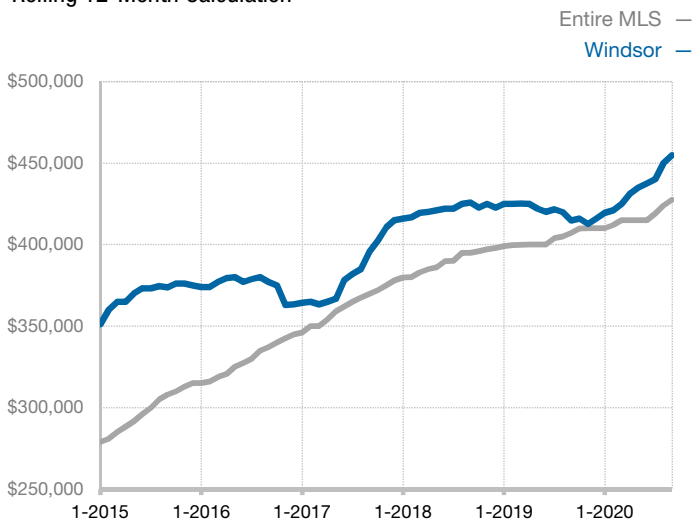
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	104	104	0.0%	1,130	980	- 13.3%
Closed Sales	109	109	0.0%	841	706	- 16.1%
Median Sales Price*	\$400,000	\$457,200	+ 14.3%	\$413,803	\$461,650	+ 11.6%
Average Sales Price*	\$461,432	\$494,906	+ 7.3%	\$466,887	\$509,795	+ 9.2%
Percent of List Price Received*	99.9%	100.2%	+ 0.3%	99.6%	99.6%	0.0%
Days on Market Until Sale	82	75	- 8.5%	86	82	- 4.7%
Inventory of Homes for Sale	248	145	- 41.5%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--

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

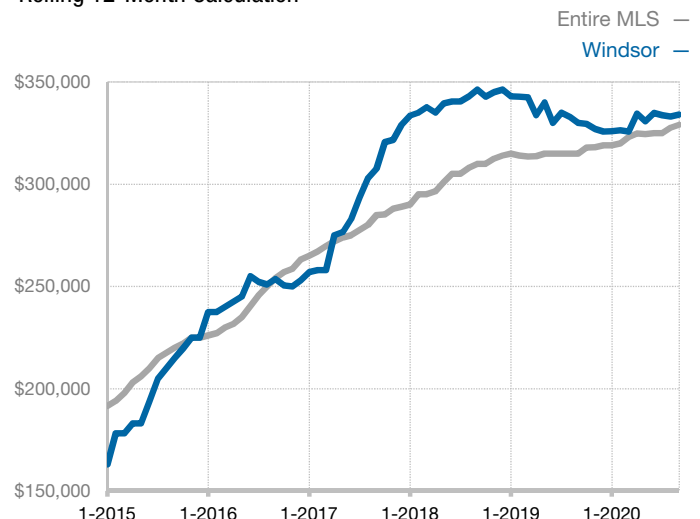
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	11	16	+ 45.5%	162	135	- 16.7%
Closed Sales	10	16	+ 60.0%	94	109	+ 16.0%
Median Sales Price*	\$320,950	\$347,901	+ 8.4%	\$326,276	\$336,627	+ 3.2%
Average Sales Price*	\$326,827	\$366,115	+ 12.0%	\$334,593	\$344,291	+ 2.9%
Percent of List Price Received*	99.6%	99.3%	- 0.3%	100.2%	100.3%	+ 0.1%
Days on Market Until Sale	78	208	+ 166.7%	148	171	+ 15.5%
Inventory of Homes for Sale	53	40	- 24.5%	--	--	--
Months Supply of Inventory	4.9	3.5	- 28.6%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Berthoud

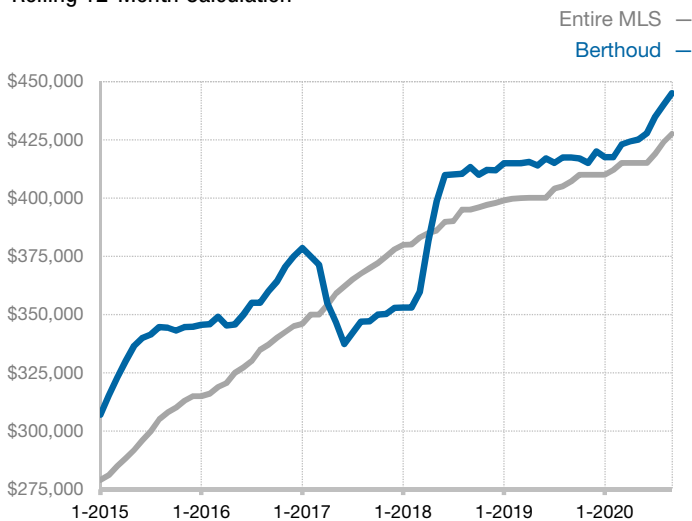
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	38	37	- 2.6%	434	523	+ 20.5%
Closed Sales	24	51	+ 112.5%	352	364	+ 3.4%
Median Sales Price*	\$429,500	\$472,000	+ 9.9%	\$417,230	\$448,500	+ 7.5%
Average Sales Price*	\$514,607	\$525,207	+ 2.1%	\$464,891	\$513,936	+ 10.5%
Percent of List Price Received*	100.2%	100.5%	+ 0.3%	99.5%	99.4%	- 0.1%
Days on Market Until Sale	79	84	+ 6.3%	99	86	- 13.1%
Inventory of Homes for Sale	102	72	- 29.4%	--	--	--
Months Supply of Inventory	2.9	1.9	- 34.5%	--	--	--

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

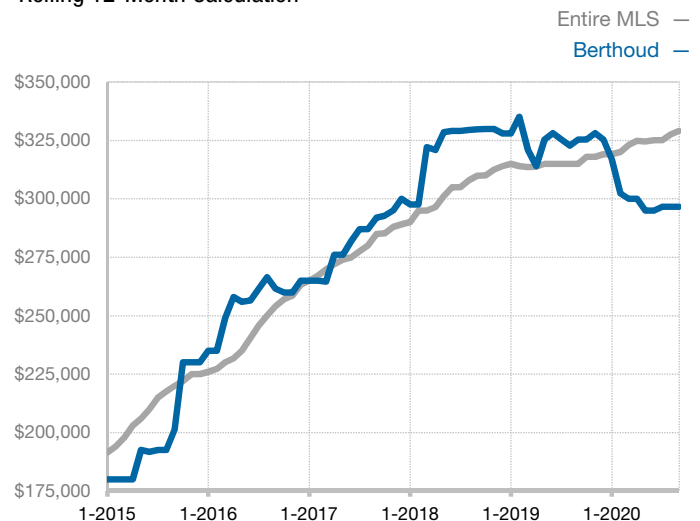
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	3	3	0.0%	61	63	+ 3.3%
Closed Sales	2	4	+ 100.0%	23	58	+ 152.2%
Median Sales Price*	\$410,995	\$458,956	+ 11.7%	\$325,397	\$295,800	- 9.1%
Average Sales Price*	\$410,995	\$447,603	+ 8.9%	\$336,625	\$344,410	+ 2.3%
Percent of List Price Received*	100.0%	100.0%	0.0%	101.4%	100.5%	- 0.9%
Days on Market Until Sale	109	92	- 15.6%	92	135	+ 46.7%
Inventory of Homes for Sale	15	3	- 80.0%	--	--	--
Months Supply of Inventory	5.4	0.5	- 90.7%	--	--	--

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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 September 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Loveland

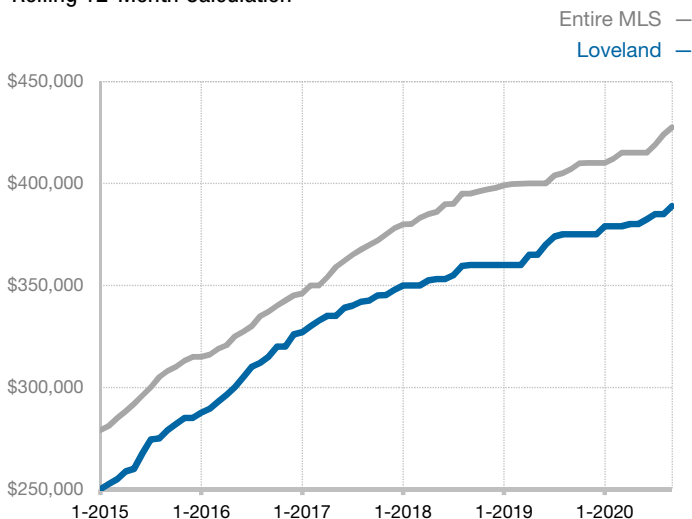
Single Family	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	159	167	+ 5.0%	1,558	1,518	- 2.6%
Closed Sales	112	163	+ 45.5%	1,050	1,238	+ 17.9%
Median Sales Price*	\$366,750	\$417,500	+ 13.8%	\$380,000	\$390,000	+ 2.6%
Average Sales Price*	\$403,177	\$480,846	+ 19.3%	\$434,212	\$440,889	+ 1.5%
Percent of List Price Received*	98.8%	100.1%	+ 1.3%	99.3%	99.8%	+ 0.5%
Days on Market Until Sale	54	50	- 7.4%	59	63	+ 6.8%
Inventory of Homes for Sale	301	134	- 55.5%	--	--	--
Months Supply of Inventory	2.6	1.0	- 61.5%	--	--	--

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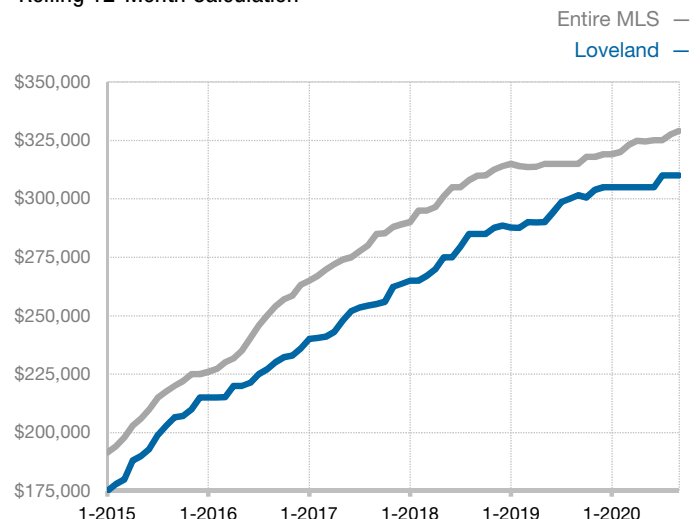
Townhouse/Condo	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	31	35	+ 12.9%	308	293	- 4.9%
Closed Sales	28	27	- 3.6%	244	242	- 0.8%
Median Sales Price*	\$311,250	\$315,000	+ 1.2%	\$305,000	\$313,000	+ 2.6%
Average Sales Price*	\$319,912	\$335,388	+ 4.8%	\$313,912	\$325,144	+ 3.6%
Percent of List Price Received*	100.0%	100.4%	+ 0.4%	100.2%	100.1%	- 0.1%
Days on Market Until Sale	131	73	- 44.3%	130	118	- 9.2%
Inventory of Homes for Sale	94	52	- 44.7%	--	--	--
Months Supply of Inventory	3.7	2.0	- 45.9%	--	--	--

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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 September 2020

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Boulder

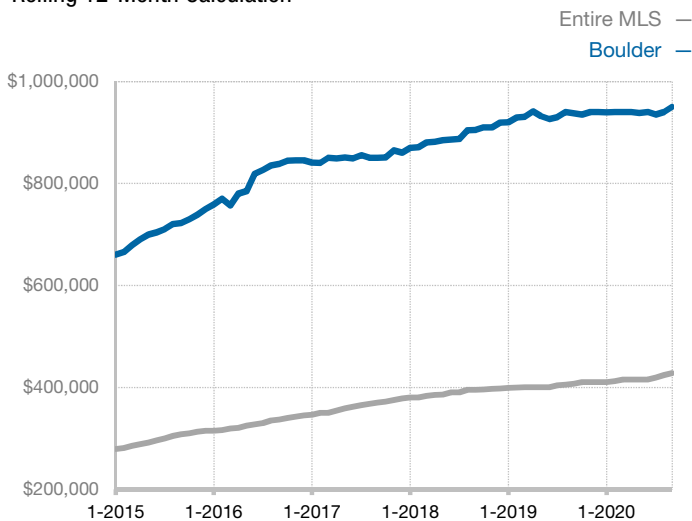
Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	133	122	- 8.3%	1,328	1,213	- 8.7%
Closed Sales	68	112	+ 64.7%	702	756	+ 7.7%
Median Sales Price*	\$857,500	\$982,500	+ 14.6%	\$943,500	\$958,700	+ 1.6%
Average Sales Price*	\$1,114,000	\$1,264,276	+ 13.5%	\$1,212,300	\$1,202,570	- 0.8%
Percent of List Price Received*	98.4%	99.6%	+ 1.2%	98.4%	98.5%	+ 0.1%
Days on Market Until Sale	64	57	- 10.9%	62	63	+ 1.6%
Inventory of Homes for Sale	326	184	- 43.6%	--	--	--
Months Supply of Inventory	4.3	2.2	- 48.8%	--	--	--

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Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	75	141	+ 88.0%	846	946	+ 11.8%
Closed Sales	48	65	+ 35.4%	509	532	+ 4.5%
Median Sales Price*	\$390,000	\$416,000	+ 6.7%	\$434,900	\$456,225	+ 4.9%
Average Sales Price*	\$509,990	\$483,372	- 5.2%	\$518,651	\$554,179	+ 6.9%
Percent of List Price Received*	97.8%	99.1%	+ 1.3%	99.1%	98.8%	- 0.3%
Days on Market Until Sale	71	61	- 14.1%	78	64	- 17.9%
Inventory of Homes for Sale	171	203	+ 18.7%	--	--	--
Months Supply of Inventory	3.2	3.6	+ 12.5%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

