



FCBR 2024

FORT COLLINS BOARD OF REALTORS®



Monthly Indicators



September 2024

New Listings were dead even with last year for both property types. Pending Sales landed at 192 for single family homes and 51 for townhouse-condo properties.

The Median Sales Price was down 5.0 percent to \$586,750 for single family homes and 1.1 percent to \$402,500 for townhouse-condo properties. Days on Market decreased 1.5 percent for single family homes but increased 40.0 percent for townhouse-condo properties.

Amid slower home sales, inventory has continued to grow across the country. According to NAR, there were 1.35 million units for sale heading into September, a 0.7% increase from the previous month and a 22.7% jump from the same time last year. And while monthly existing-home sales were lower than expected this period, NAR Chief Economist Lawrence Yun believes that the rise in inventory, along with lower mortgage rates, should help sales improve in the months ahead.

Activity Snapshot

- 10.2% **- 1.5%** **- 5.0%**

One-Year Change in Single Family Sold Listings	One-Year Change in Single Family Days On Market	One-Year Change in Single Family Median Sales Price
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Residential real estate activity in Area 9 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	9-2023	9-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		234	234	0.0%	2,289	2,440	+ 6.6%
Pending Sales		146	192	+ 31.5%	1,652	1,636	- 1.0%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		176	158	- 10.2%	1,601	1,528	- 4.6%
Median Sales Price		\$617,950	\$586,750	- 5.0%	\$605,000	\$610,950	+ 1.0%
Avg. Sales Price		\$675,092	\$678,033	+ 0.4%	\$684,864	\$710,847	+ 3.8%
Pct. of List Price Received		99.4%	98.3%	- 1.1%	99.9%	99.3%	- 0.6%
Days on Market		65	64	- 1.5%	59	61	+ 3.4%
Affordability Index		43	50	+ 16.3%	44	48	+ 9.1%
Active Listings		486	569	+ 17.1%	--	--	--
Months Supply		2.9	3.5	+ 20.7%	--	--	--

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.



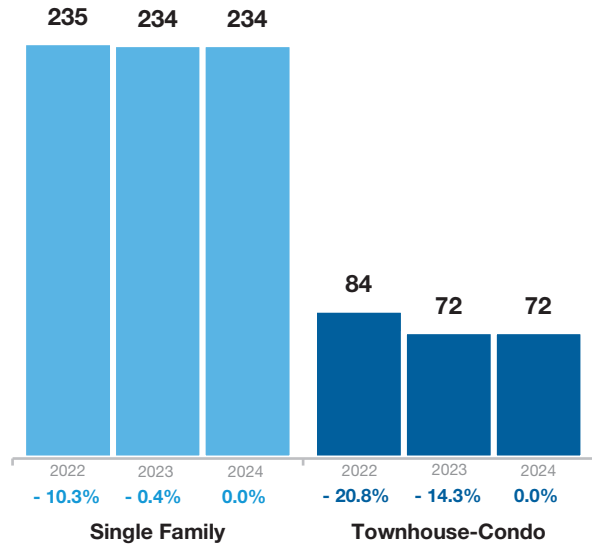
Key Metrics	Historical Sparkbars	9-2023	9-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		72	72	0.0%	770	797	+ 3.5%
Pending Sales		50	51	+ 2.0%	563	561	- 0.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		47	40	- 14.9%	543	540	- 0.6%
Median Sales Price		\$407,000	\$402,500	- 1.1%	\$415,000	\$414,860	- 0.0%
Avg. Sales Price		\$434,596	\$405,740	- 6.6%	\$436,379	\$426,963	- 2.2%
Pct. of List Price Received		99.5%	99.0%	- 0.5%	99.8%	99.2%	- 0.6%
Days on Market		55	77	+ 40.0%	65	78	+ 20.0%
Affordability Index		66	74	+ 12.1%	64	71	+ 10.9%
Active Listings		191	192	+ 0.5%	--	--	--
Months Supply		3.4	3.3	- 2.9%	--	--	--

New Listings

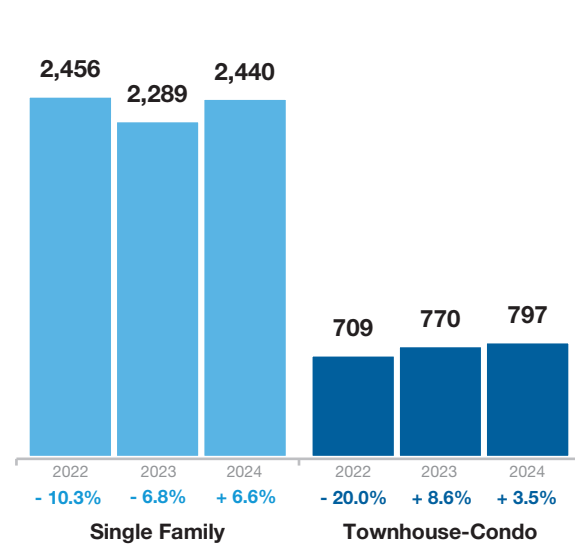
A count of the properties that have been newly listed on the market in a given month.



September

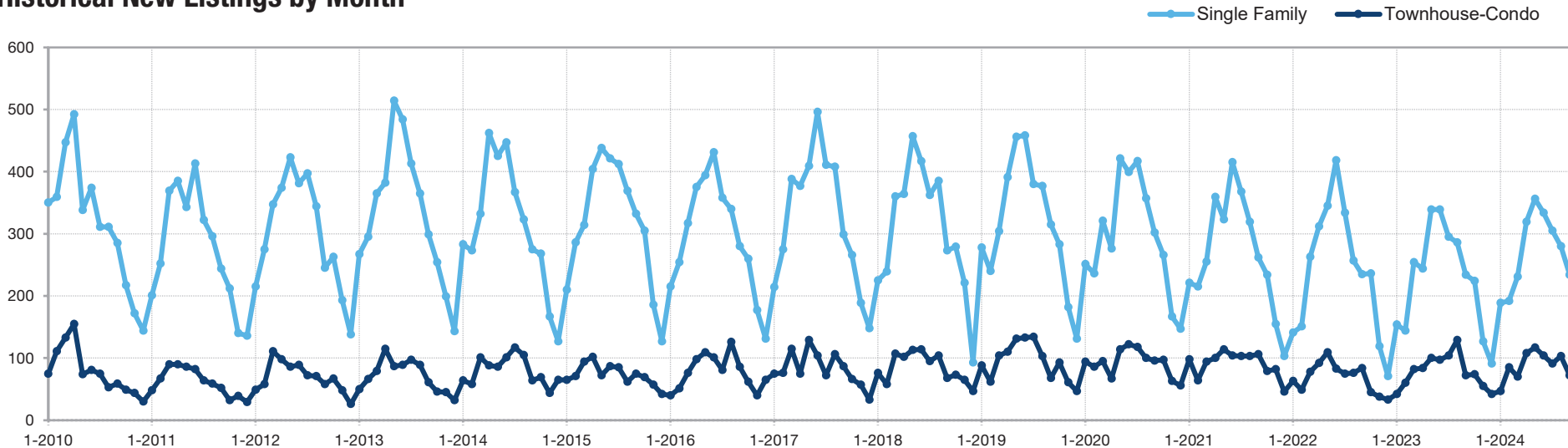


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2023	224	-5.1%	74	+64.4%
Nov-2023	127	+6.7%	55	+44.7%
Dec-2023	91	+28.2%	42	+27.3%
Jan-2024	189	+22.7%	47	+11.9%
Feb-2024	192	+33.3%	85	+41.7%
Mar-2024	231	-9.1%	70	-14.6%
Apr-2024	319	+30.7%	108	+28.6%
May-2024	356	+5.0%	117	+17.0%
Jun-2024	334	-1.5%	104	+7.2%
Jul-2024	305	+3.4%	91	-12.5%
Aug-2024	280	-2.1%	103	-20.2%
Sep-2024	234	0.0%	72	0.0%
12-Month Avg	240	+6.2%	81	+9.3%

Historical New Listings by Month

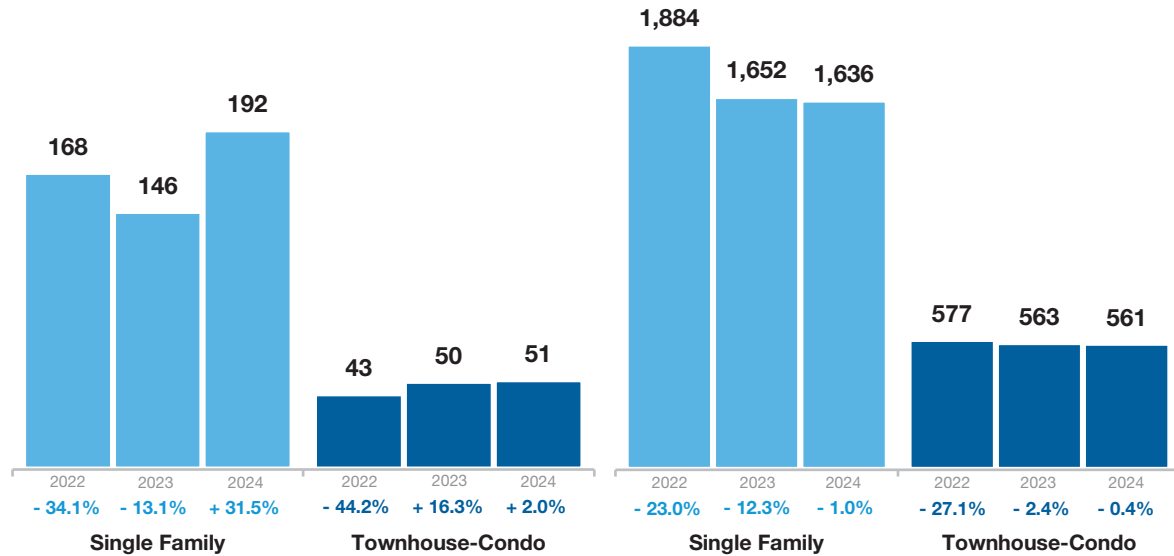


Pending Sales

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

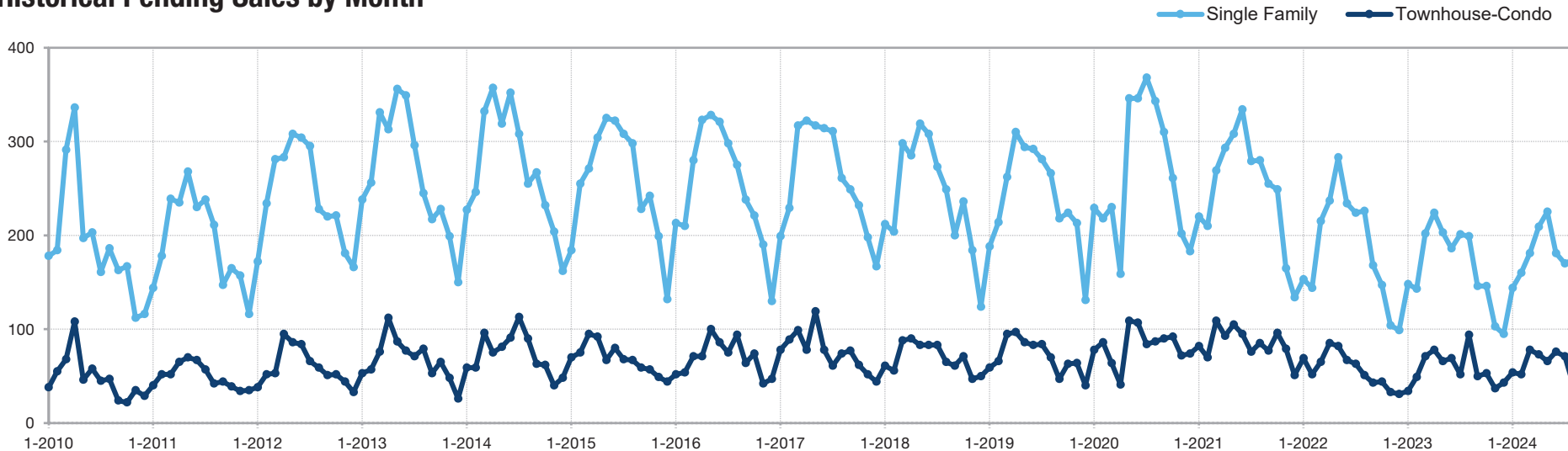


September



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2023	146	-0.7%	53	+20.5%
Nov-2023	103	-1.0%	37	+12.1%
Dec-2023	95	-4.0%	43	+38.7%
Jan-2024	144	-2.7%	54	+58.8%
Feb-2024	160	+11.9%	52	+6.1%
Mar-2024	181	-10.4%	78	+9.9%
Apr-2024	209	-6.7%	73	-6.4%
May-2024	225	+10.8%	66	0.0%
Jun-2024	181	-2.7%	76	+10.1%
Jul-2024	170	-15.4%	71	+36.5%
Aug-2024	174	-12.6%	40	-57.4%
Sep-2024	192	+31.5%	51	+2.0%
12-Month Avg	165	-1.1%	58	+3.4%

Historical Pending Sales by Month

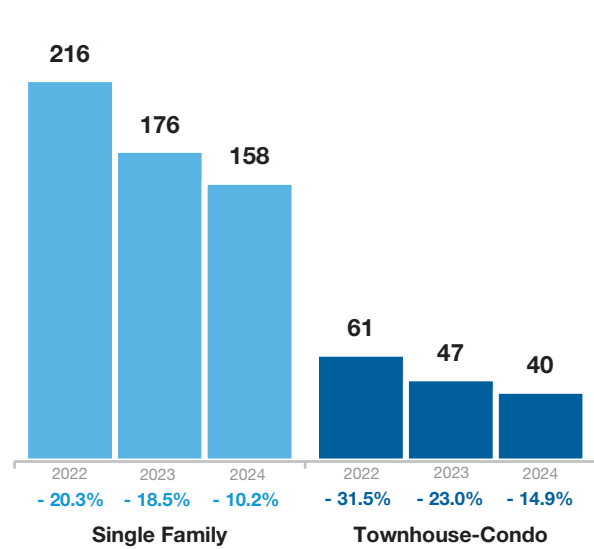


Sold Listings

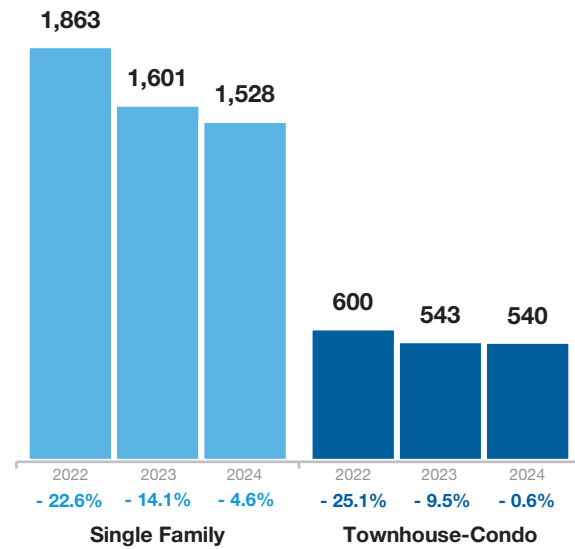
A count of the actual sales that closed in a given month.



September

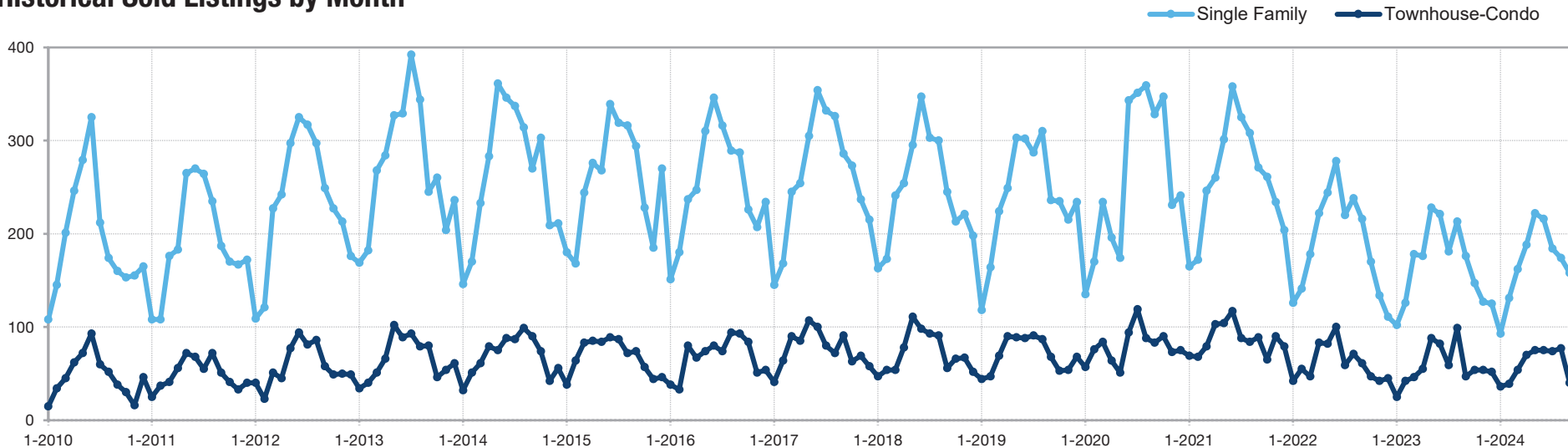


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2023	147	-13.5%	54	+14.9%
Nov-2023	127	-5.2%	54	+28.6%
Dec-2023	125	+12.6%	52	+15.6%
Jan-2024	93	-8.8%	36	+44.0%
Feb-2024	131	+4.0%	39	-7.1%
Mar-2024	162	-9.0%	54	+17.4%
Apr-2024	188	+6.8%	70	+27.3%
May-2024	222	-2.6%	75	-14.8%
Jun-2024	216	-2.3%	75	-8.5%
Jul-2024	184	+1.7%	74	+25.4%
Aug-2024	174	-18.3%	77	-22.2%
Sep-2024	158	-10.2%	40	-14.9%
12-Month Avg	161	-4.4%	58	+3.4%

Historical Sold Listings by Month

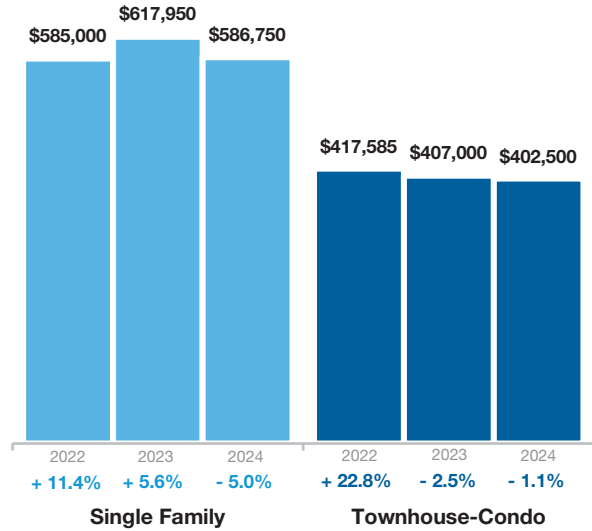


Median Sales Price

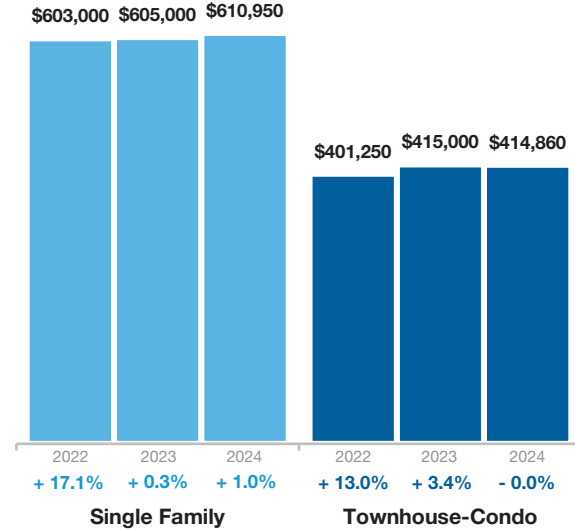
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



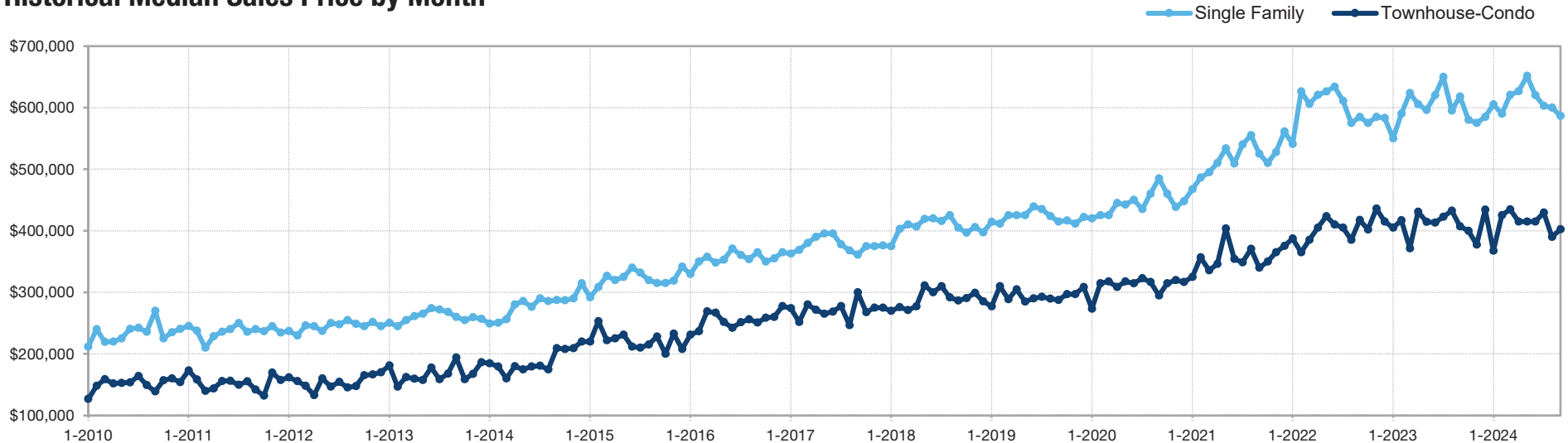
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2023	\$580,000	+0.9%	\$400,000	-0.5%
Nov-2023	\$575,000	-1.7%	\$377,500	-13.4%
Dec-2023	\$585,000	+0.3%	\$434,134	+4.6%
Jan-2024	\$605,000	+10.0%	\$367,500	-9.3%
Feb-2024	\$590,000	0.0%	\$425,320	+2.0%
Mar-2024	\$620,605	-0.5%	\$434,688	+17.0%
Apr-2024	\$626,395	+3.5%	\$415,000	-3.7%
May-2024	\$651,500	+9.3%	\$415,000	+0.1%
Jun-2024	\$619,950	-0.0%	\$415,050	+0.4%
Jul-2024	\$603,000	-7.2%	\$429,495	+1.7%
Aug-2024	\$600,000	+0.8%	\$390,000	-9.8%
Sep-2024	\$586,750	-5.0%	\$402,500	-1.1%
12-Month Avg*	\$604,500	+0.8%	\$414,360	-0.2%

* Median Sales Price for all properties from October 2023 through September 2024. This is not the average of the individual figures above.

Historical Median Sales Price by Month

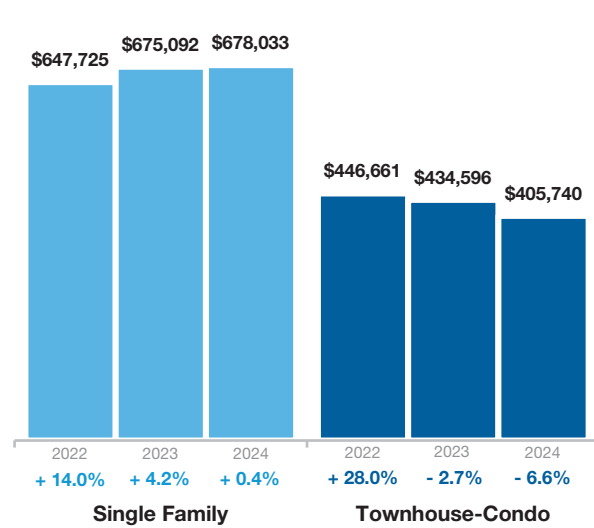


Average Sales Price

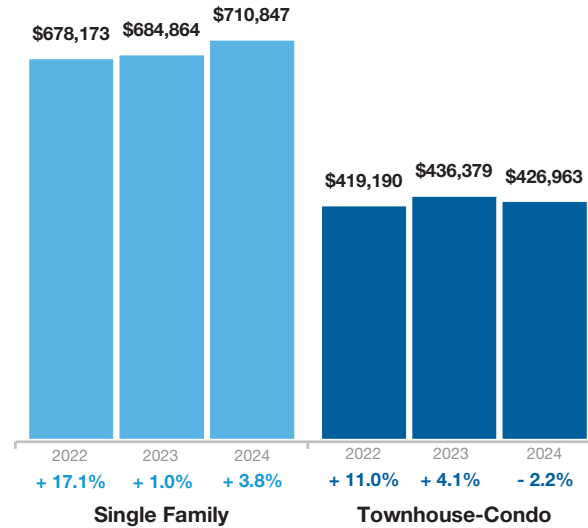
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



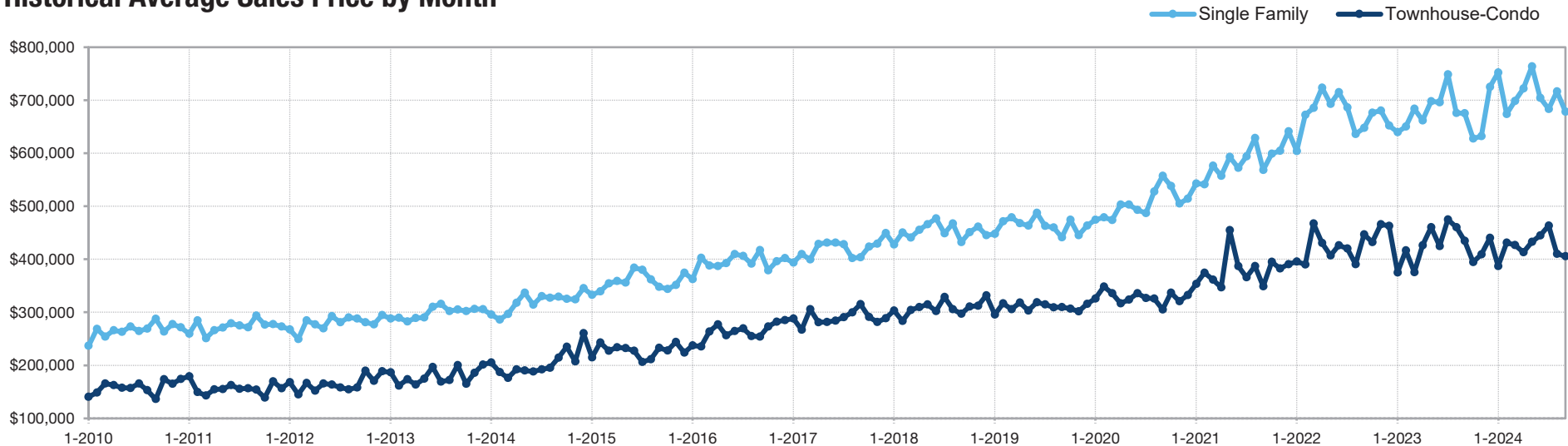
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2023	\$627,558	-7.2%	\$394,662	-8.7%
Nov-2023	\$632,025	-7.1%	\$409,245	-12.1%
Dec-2023	\$724,998	+11.2%	\$440,046	-4.9%
Jan-2024	\$751,941	+17.5%	\$387,172	+3.3%
Feb-2024	\$673,827	+3.6%	\$431,350	+3.6%
Mar-2024	\$698,218	+2.1%	\$426,546	+13.6%
Apr-2024	\$722,019	+9.1%	\$412,898	-3.1%
May-2024	\$763,638	+9.4%	\$432,658	-6.0%
Jun-2024	\$704,082	+1.2%	\$444,619	+4.7%
Jul-2024	\$683,290	-8.7%	\$463,098	-2.5%
Aug-2024	\$716,417	+6.1%	\$409,978	-11.0%
Sep-2024	\$678,033	+0.4%	\$405,740	-6.6%
12-Month Avg*	\$700,216	+2.7%	\$424,076	-3.5%

* Avg. Sales Price for all properties from October 2023 through September 2024. This is not the average of the individual figures above.

Historical Average Sales Price by Month

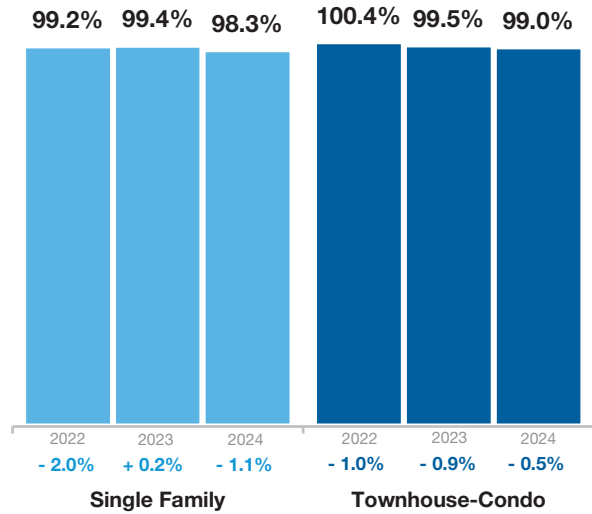


Percent of List Price Received

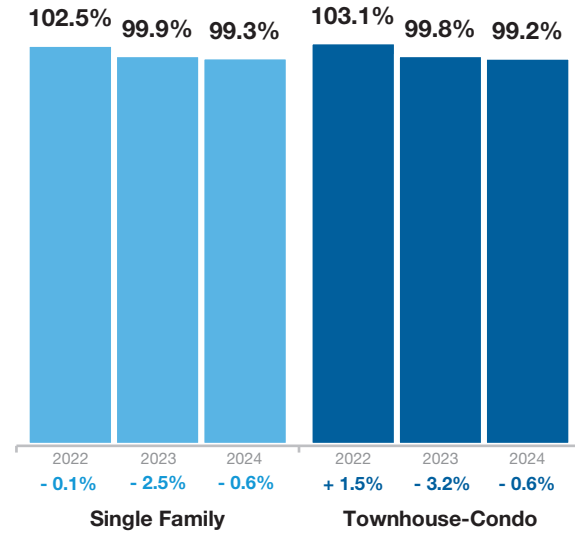
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



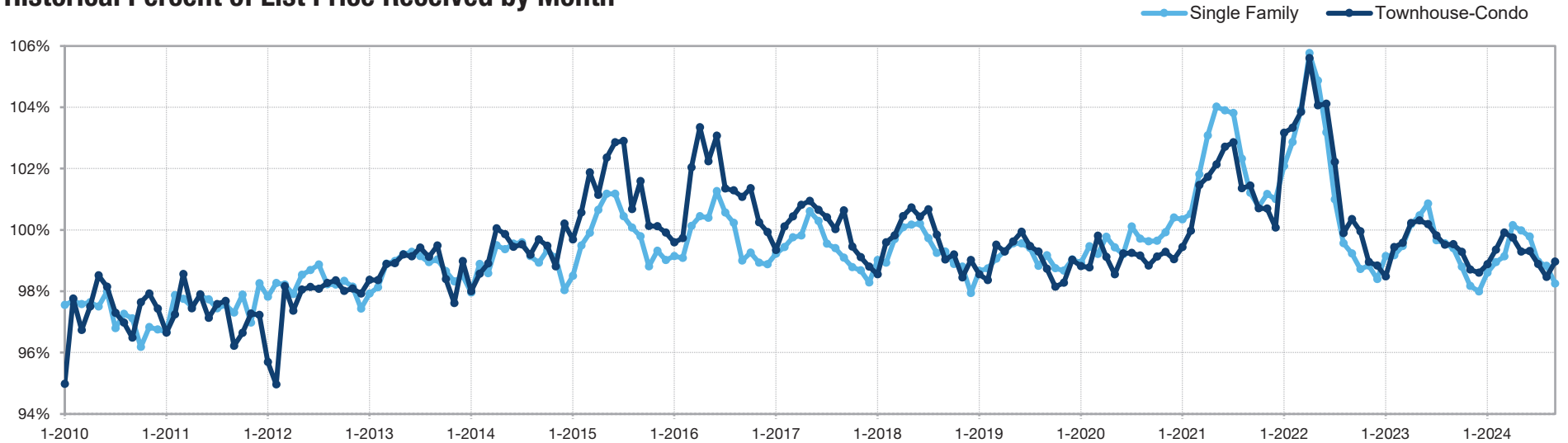
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2023	98.8%	+0.1%	99.3%	-0.6%
Nov-2023	98.2%	-0.6%	98.7%	-0.3%
Dec-2023	98.0%	-0.4%	98.6%	-0.2%
Jan-2024	98.6%	-0.5%	98.9%	+0.4%
Feb-2024	98.9%	-0.3%	99.3%	-0.1%
Mar-2024	99.1%	-0.4%	99.9%	+0.3%
Apr-2024	100.1%	-0.1%	99.7%	-0.5%
May-2024	100.0%	-0.5%	99.3%	-1.0%
Jun-2024	99.8%	-1.1%	99.3%	-0.9%
Jul-2024	99.0%	-0.7%	98.9%	-0.9%
Aug-2024	98.8%	-0.8%	98.5%	-1.0%
Sep-2024	98.3%	-1.1%	99.0%	-0.5%
12-Month Avg*	99.1%	-0.5%	99.1%	-0.6%

* Pct. of List Price Received for all properties from October 2023 through September 2024. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

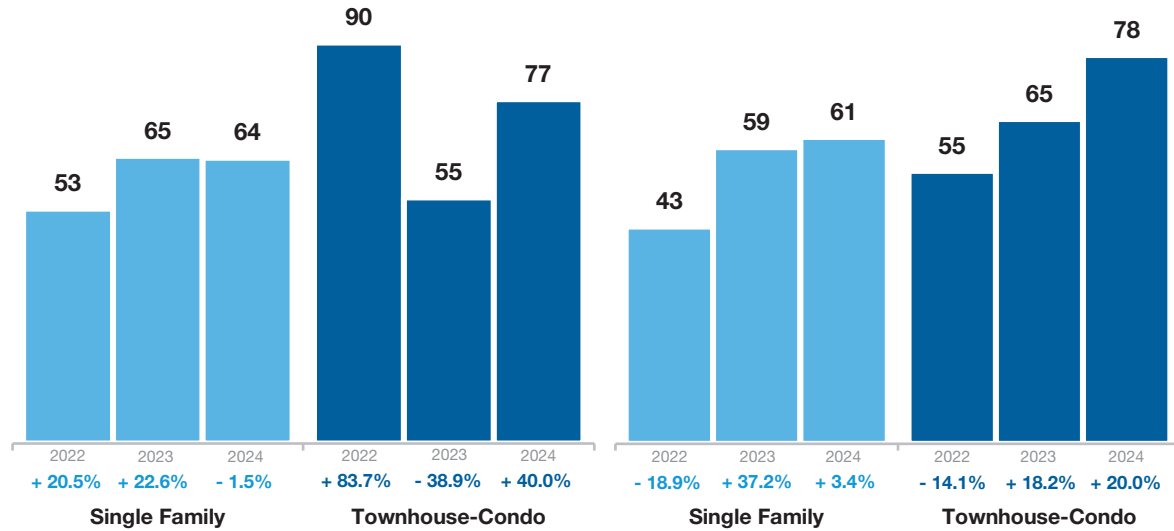


Days on Market Until Sale



September

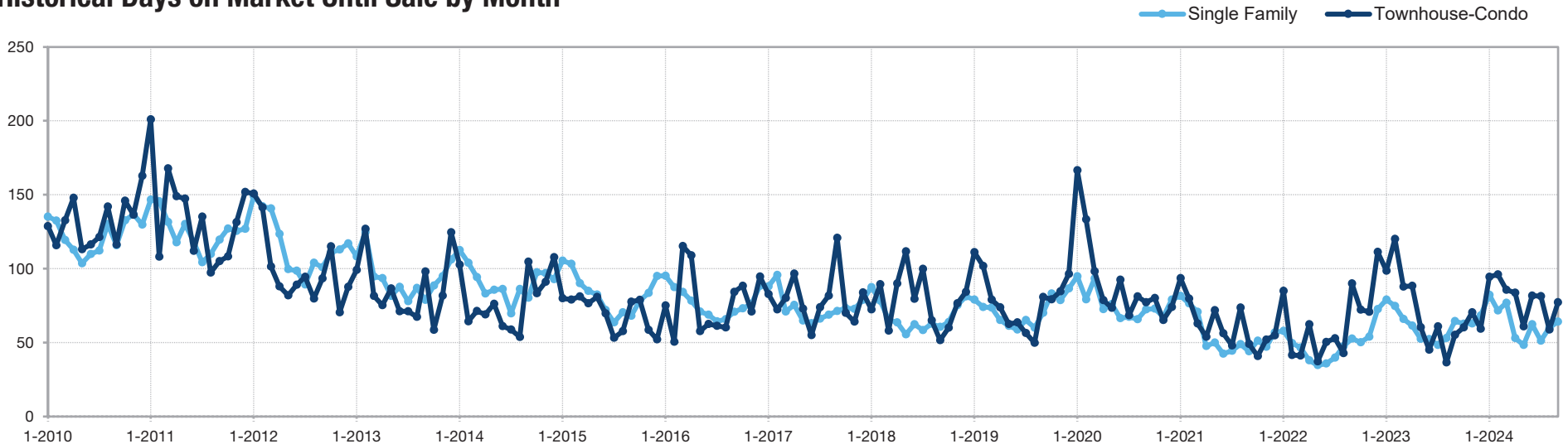
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2023	63	+26.0%	60	-16.7%
Nov-2023	63	+16.7%	70	-1.4%
Dec-2023	68	-6.8%	59	-46.8%
Jan-2024	82	+3.8%	94	-5.1%
Feb-2024	72	-4.0%	96	-20.0%
Mar-2024	77	+16.7%	86	-2.3%
Apr-2024	53	-13.1%	84	-4.5%
May-2024	48	-7.7%	61	+1.7%
Jun-2024	62	+19.2%	82	+82.2%
Jul-2024	51	+6.3%	81	+32.8%
Aug-2024	60	+13.2%	59	+63.9%
Sep-2024	64	-1.5%	77	+40.0%
12-Month Avg	62	+5.2%	74	+8.1%

* Days on Market for all properties from October 2023 through September 2024. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



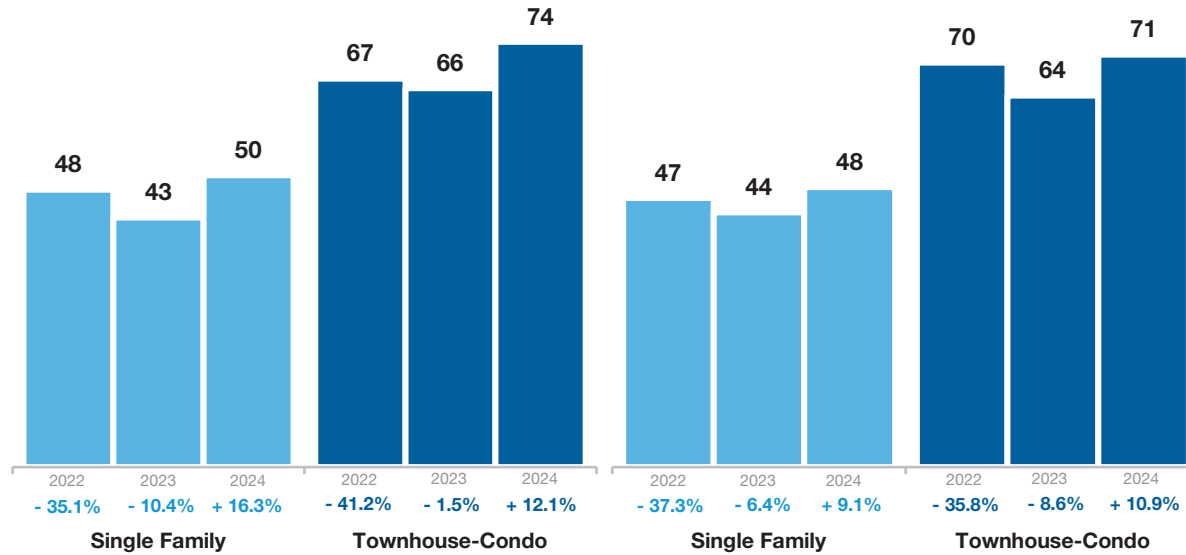
Housing Affordability Index

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.



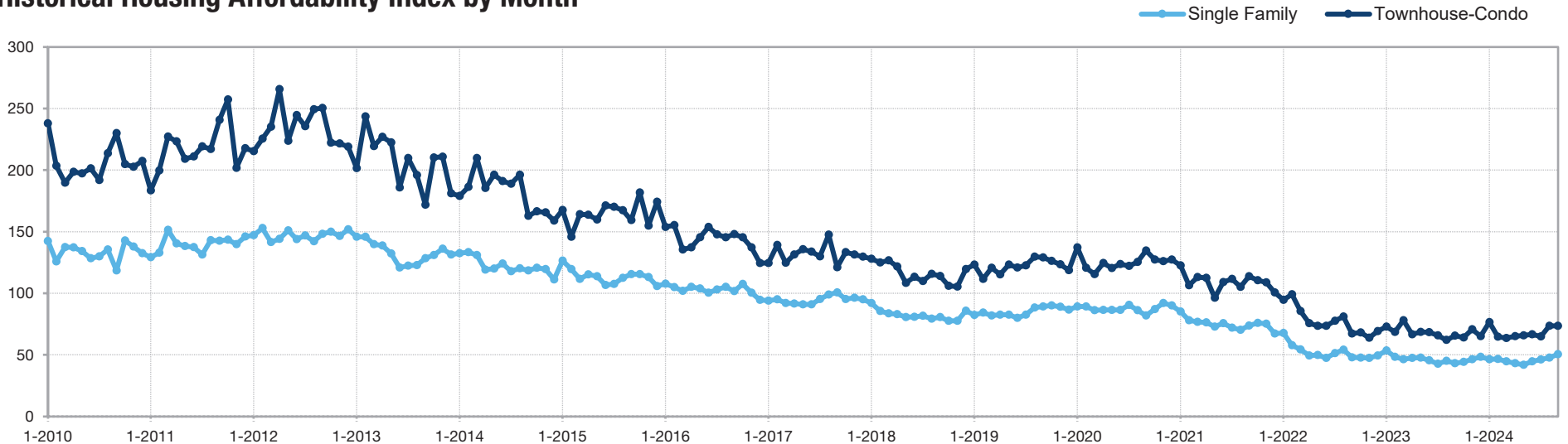
September

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2023	44	-8.3%	64	-5.9%
Nov-2023	46	-4.2%	71	+10.9%
Dec-2023	48	-2.0%	65	-5.8%
Jan-2024	46	-14.8%	76	+4.1%
Feb-2024	47	-2.1%	65	-4.4%
Mar-2024	45	-4.3%	64	-17.9%
Apr-2024	43	-8.5%	65	-3.0%
May-2024	42	-12.5%	66	-4.3%
Jun-2024	45	-2.2%	67	-1.5%
Jul-2024	46	+7.0%	65	-1.5%
Aug-2024	48	+6.7%	74	+19.4%
Sep-2024	50	+16.3%	74	+12.1%
12-Month Avg	46	+6.2%	47	+8.6%

Historical Housing Affordability Index by Month

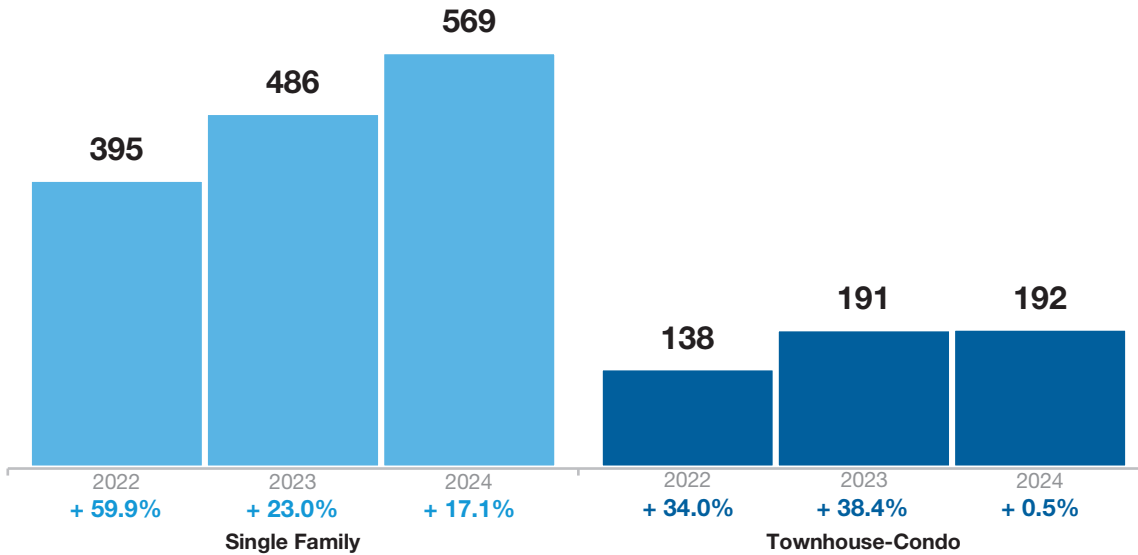


Inventory of Active Listings

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



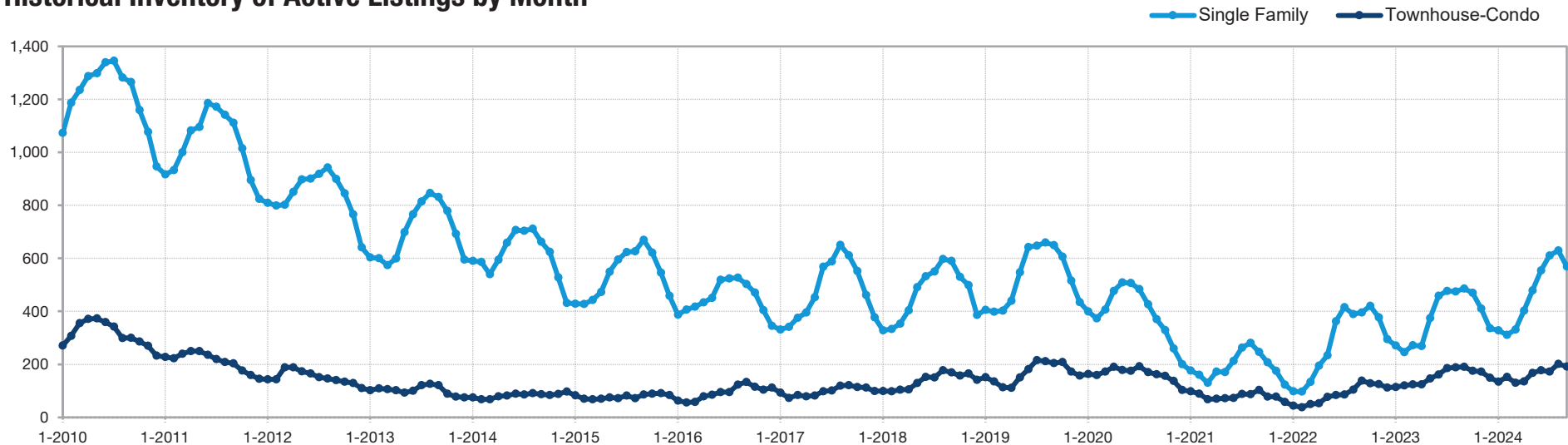
September



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2023	470	+11.9%	176	+37.5%
Nov-2023	410	+8.8%	172	+37.6%
Dec-2023	336	+13.9%	149	+33.0%
Jan-2024	328	+21.0%	134	+17.5%
Feb-2024	311	+26.4%	152	+26.7%
Mar-2024	331	+21.7%	130	+4.8%
Apr-2024	402	+49.4%	135	+8.9%
May-2024	479	+28.1%	167	+14.4%
Jun-2024	554	+20.7%	178	+10.6%
Jul-2024	610	+27.9%	172	-7.5%
Aug-2024	629	+32.4%	202	+6.9%
Sep-2024	569	+17.1%	192	+0.5%
12-Month Avg*	452	+22.8%	163	+13.9%

* Active Listings for all properties from October 2023 through September 2024. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

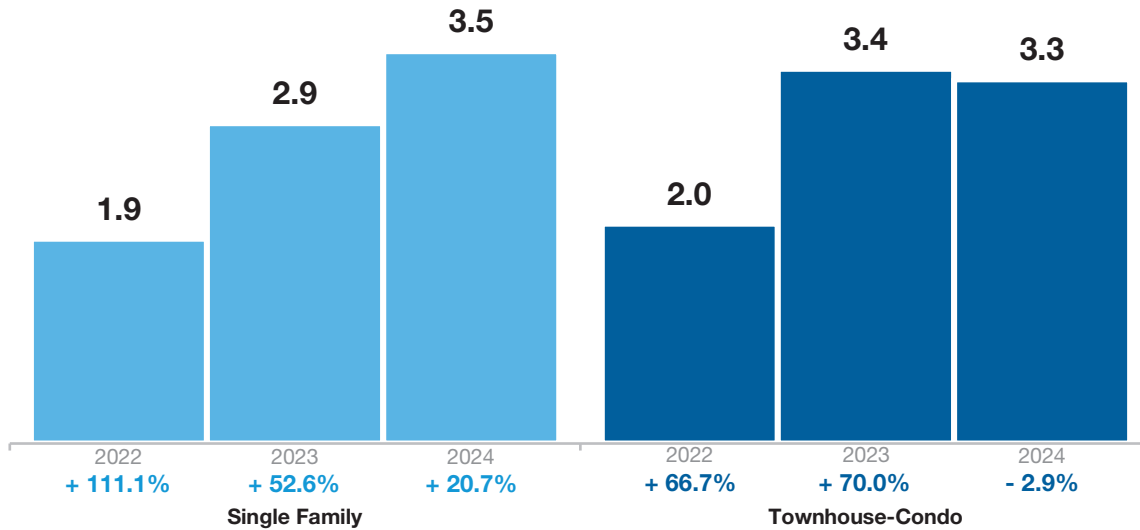


Months Supply of Inventory

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.



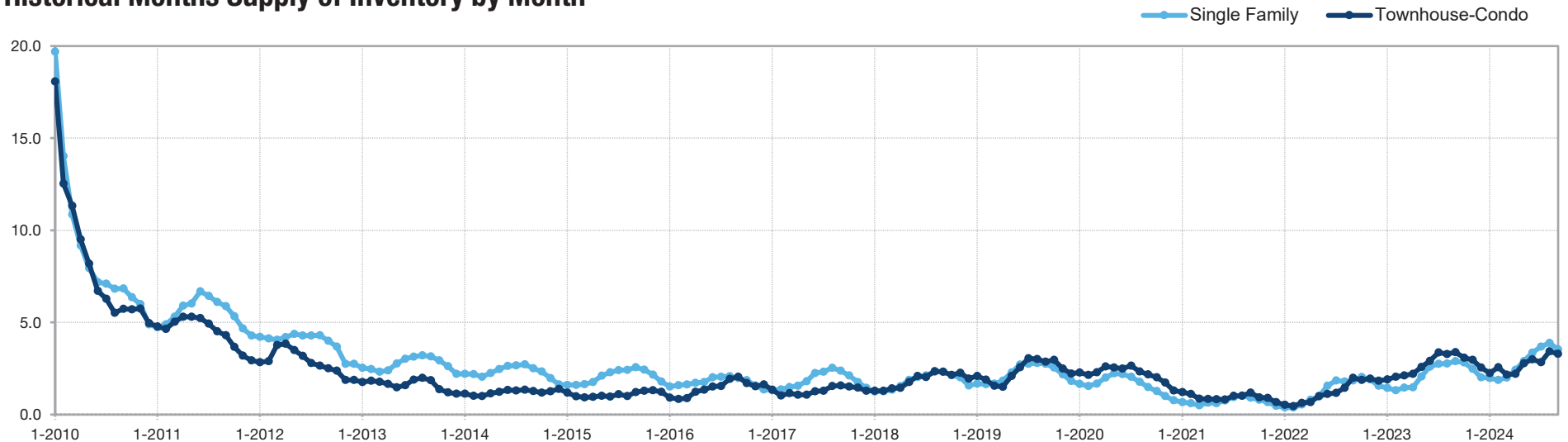
September



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2023	2.8	+40.0%	3.1	+63.2%
Nov-2023	2.5	+31.6%	3.0	+50.0%
Dec-2023	2.0	+25.0%	2.5	+38.9%
Jan-2024	2.0	+42.9%	2.3	+21.1%
Feb-2024	1.9	+46.2%	2.6	+30.0%
Mar-2024	2.0	+33.3%	2.2	+4.8%
Apr-2024	2.4	+60.0%	2.2	0.0%
May-2024	2.9	+38.1%	2.8	+7.7%
Jun-2024	3.4	+30.8%	3.0	+3.4%
Jul-2024	3.7	+32.1%	2.8	-17.6%
Aug-2024	3.9	+39.3%	3.4	+3.0%
Sep-2024	3.5	+20.7%	3.3	-2.9%
12-Month Avg*	2.7	+35.8%	2.8	+12.4%

* Months Supply for all properties from October 2023 through September 2024. 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.



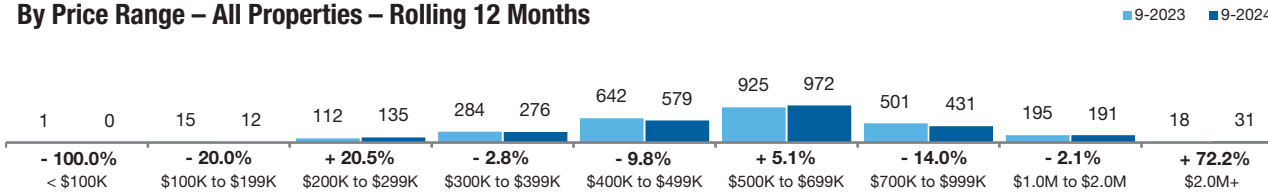
Key Metrics	Historical Sparkbars	9-2023	9-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		306	306	0.0%	3,059	3,237	+ 5.8%
Pending Sales		196	243	+ 24.0%	563	561	- 0.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		223	198	- 11.2%	2,144	2,068	- 3.5%
Median Sales Price		\$565,000	\$542,500	- 4.0%	\$550,000	\$555,000	+ 0.9%
Avg. Sales Price		\$624,405	\$623,024	+ 2.4%	\$621,931	\$636,718	+ 2.4%
Pct. of List Price Received		99.4%	98.4%	- 0.5%	99.8%	99.3%	- 0.5%
Days on Market		63	67	+ 8.2%	61	66	+ 8.2%
Affordability Index		50	56	+ 9.4%	50	54	+ 9.4%
Active Listings		677	761	+ 12.4%	--	--	--
Months Supply		3.0	3.5	+ 15.2%	--	--	--

Sold Listings

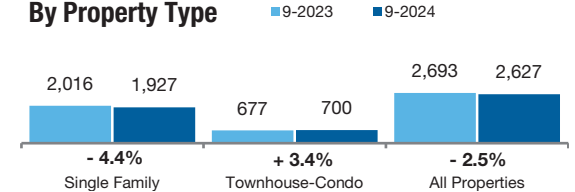
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	9-2023	9-2024	Change	9-2023	9-2024	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	13	11	-15.4%	2	1	-50.0%
\$200,000 to \$299,999	26	30	+15.4%	86	105	+22.1%
\$300,000 to \$399,999	81	60	-25.9%	203	216	+6.4%
\$400,000 to \$499,999	371	329	-11.3%	271	250	-7.7%
\$500,000 to \$699,999	853	870	+2.0%	72	102	+41.7%
\$700,000 to \$999,999	477	412	-13.6%	24	19	-20.8%
\$1,000,000 to \$1,999,999	176	184	+4.5%	19	7	-63.2%
\$2,000,000 and Above	18	31	+72.2%	0	0	--
All Price Ranges	2,016	1,927	-4.4%	677	700	+3.4%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2024	9-2024	Change	8-2024	9-2024	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	1	--	0	0	--
\$200,000 to \$299,999	4	4	0.0%	13	9	-30.8%
\$300,000 to \$399,999	9	4	-55.6%	30	10	-66.7%
\$400,000 to \$499,999	29	33	+13.8%	17	17	0.0%
\$500,000 to \$699,999	71	70	-1.4%	14	2	-85.7%
\$700,000 to \$999,999	34	30	-11.8%	3	2	-33.3%
\$1,000,000 to \$1,999,999	26	13	-50.0%	0	0	--
\$2,000,000 and Above	1	3	+200.0%	0	0	--
All Price Ranges	174	158	-9.2%	77	40	-48.1%

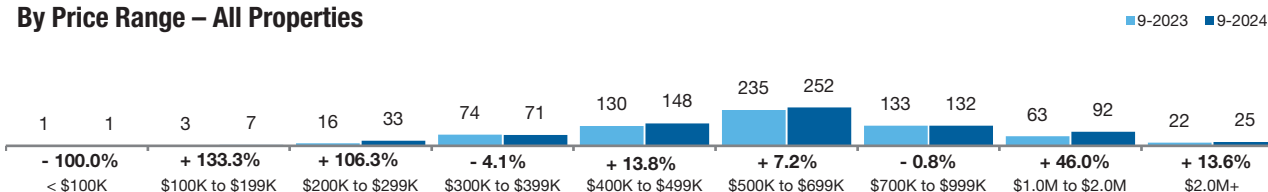
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	9-2023	9-2024	Change	9-2023	9-2024	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	10	10	0.0%	0	1	--
\$200,000 to \$299,999	20	22	+10.0%	68	79	+16.2%
\$300,000 to \$399,999	56	43	-23.2%	167	169	+1.2%
\$400,000 to \$499,999	285	237	-16.8%	216	185	-14.4%
\$500,000 to \$699,999	686	698	+1.7%	60	84	+40.0%
\$700,000 to \$999,999	390	333	-14.6%	18	16	-11.1%
\$1,000,000 to \$1,999,999	139	159	+14.4%	14	6	-57.1%
\$2,000,000 and Above	14	26	+85.7%	0	0	--
All Price Ranges	1,601	1,528	-4.6%	543	540	-0.6%

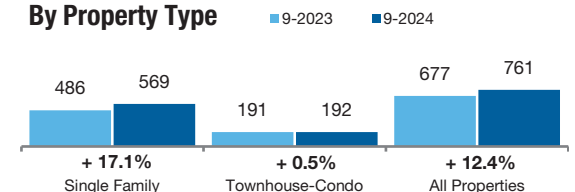
Inventory of Active Listings

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		
	9-2023	9-2024	Change	9-2023	9-2024	Change
\$99,999 and Below	1	0	-100.0%	0	1	--
\$100,000 to \$199,999	3	6	+100.0%	0	1	--
\$200,000 to \$299,999	2	12	+500.0%	14	21	+50.0%
\$300,000 to \$399,999	20	20	0.0%	54	51	-5.6%
\$400,000 to \$499,999	61	69	+13.1%	69	79	+14.5%
\$500,000 to \$699,999	189	225	+19.0%	46	27	-41.3%
\$700,000 to \$999,999	128	124	-3.1%	5	8	+60.0%
\$1,000,000 to \$1,999,999	60	88	+46.7%	3	4	+33.3%
\$2,000,000 and Above	22	25	+13.6%	0	0	--
All Price Ranges	486	569	+17.1%	191	192	+0.5%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2024	9-2024	Change	8-2024	9-2024	Change
\$99,999 and Below	0	0	--	1	1	0.0%
\$100,000 to \$199,999	6	6	0.0%	1	1	0.0%
\$200,000 to \$299,999	13	12	-7.7%	28	21	-25.0%
\$300,000 to \$399,999	23	20	-13.0%	51	51	0.0%
\$400,000 to \$499,999	85	69	-18.8%	84	79	-6.0%
\$500,000 to \$699,999	253	225	-11.1%	29	27	-6.9%
\$700,000 to \$999,999	138	124	-10.1%	6	8	+33.3%
\$1,000,000 to \$1,999,999	86	88	+2.3%	2	4	+100.0%
\$2,000,000 and Above	25	25	0.0%	0	0	--
All Price Ranges	629	569	-9.5%	202	192	-5.0%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	9-2023	9-2024	Change	9-2023	9-2024	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	10	10	0.0%	0	1	--
\$200,000 to \$299,999	20	22	+10.0%	68	79	+16.2%
\$300,000 to \$399,999	56	43	-23.2%	167	169	+1.2%
\$400,000 to \$499,999	285	237	-16.8%	216	185	-14.4%
\$500,000 to \$699,999	686	698	+1.7%	60	84	+40.0%
\$700,000 to \$999,999	390	333	-14.6%	18	16	-11.1%
\$1,000,000 to \$1,999,999	139	159	+14.4%	14	6	-57.1%
\$2,000,000 and Above	14	26	+85.7%	0	0	--
All Price Ranges	1,601	1,528	-4.6%	543	540	-0.6%

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 2024

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Windsor

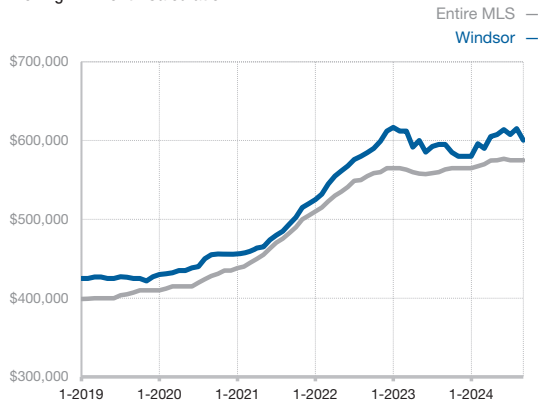
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	68	118	+ 73.5%	817	1,028	+ 25.8%
Closed Sales	47	71	+ 51.1%	663	650	- 2.0%
Median Sales Price*	\$680,700	\$559,895	- 17.7%	\$580,000	\$600,000	+ 3.4%
Average Sales Price*	\$741,405	\$658,378	- 11.2%	\$653,379	\$697,227	+ 6.7%
Percent of List Price Received*	98.9%	98.5%	- 0.4%	99.5%	99.4%	- 0.1%
Days on Market Until Sale	53	74	+ 39.6%	89	73	- 18.0%
Inventory of Homes for Sale	142	258	+ 81.7%	--	--	--
Months Supply of Inventory	2.1	4.0	+ 90.5%	--	--	--

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

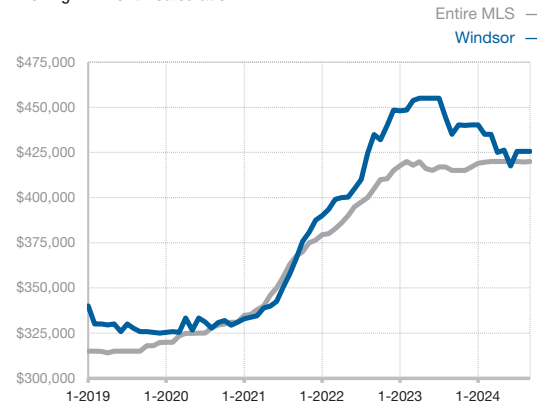
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	22	7	- 68.2%	144	123	- 14.6%
Closed Sales	16	10	- 37.5%	99	77	- 22.2%
Median Sales Price*	\$411,500	\$417,750	+ 1.5%	\$435,000	\$416,555	- 4.2%
Average Sales Price*	\$393,305	\$346,765	- 11.8%	\$452,413	\$416,620	- 7.9%
Percent of List Price Received*	99.0%	97.4%	- 1.6%	100.0%	98.7%	- 1.3%
Days on Market Until Sale	72	155	+ 115.3%	93	108	+ 16.1%
Inventory of Homes for Sale	41	36	- 12.2%	--	--	--
Months Supply of Inventory	3.7	4.2	+ 13.5%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2024

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Berthoud

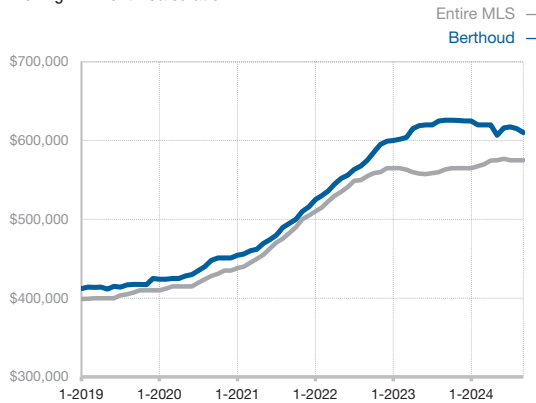
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	37	48	+ 29.7%	452	516	+ 14.2%
Closed Sales	43	35	- 18.6%	308	317	+ 2.9%
Median Sales Price*	\$625,000	\$550,000	- 12.0%	\$630,000	\$624,000	- 1.0%
Average Sales Price*	\$727,268	\$725,483	- 0.2%	\$781,760	\$753,919	- 3.6%
Percent of List Price Received*	98.5%	98.7%	+ 0.2%	98.9%	99.2%	+ 0.3%
Days on Market Until Sale	65	72	+ 10.8%	72	84	+ 16.7%
Inventory of Homes for Sale	139	139	0.0%	--	--	--
Months Supply of Inventory	4.3	4.2	- 2.3%	--	--	--

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

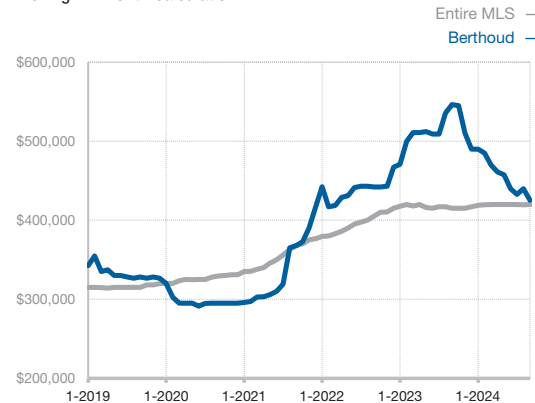
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	6	10	+ 66.7%	48	40	- 16.7%
Closed Sales	2	4	+ 100.0%	38	18	- 52.6%
Median Sales Price*	\$639,900	\$413,950	- 35.3%	\$509,000	\$420,450	- 17.4%
Average Sales Price*	\$639,900	\$495,475	- 22.6%	\$543,070	\$435,821	- 19.7%
Percent of List Price Received*	100.0%	98.7%	- 1.3%	101.2%	99.3%	- 1.9%
Days on Market Until Sale	58	139	+ 139.7%	131	100	- 23.7%
Inventory of Homes for Sale	15	19	+ 26.7%	--	--	--
Months Supply of Inventory	3.6	7.6	+ 111.1%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

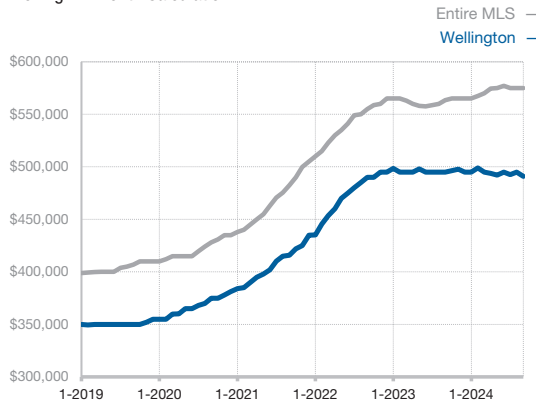
Single Family	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	24	22	- 8.3%	261	303	+ 16.1%
Closed Sales	15	21	+ 40.0%	224	184	- 17.9%
Median Sales Price*	\$499,000	\$482,500	- 3.3%	\$497,750	\$493,750	- 0.8%
Average Sales Price*	\$568,926	\$499,383	- 12.2%	\$513,881	\$556,632	+ 8.3%
Percent of List Price Received*	103.8%	98.7%	- 4.9%	99.9%	99.4%	- 0.5%
Days on Market Until Sale	67	75	+ 11.9%	70	66	- 5.7%
Inventory of Homes for Sale	58	59	+ 1.7%	--	--	--
Months Supply of Inventory	2.5	3.1	+ 24.0%	--	--	--

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

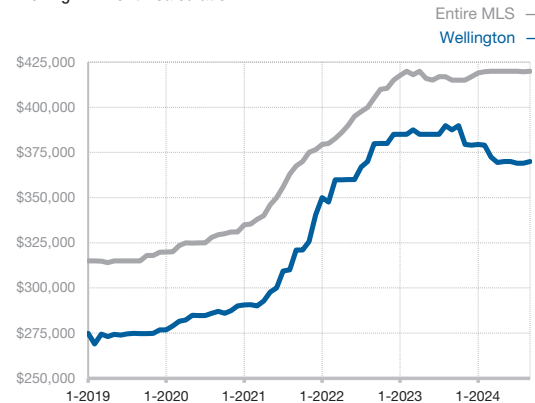
Townhouse/Condo	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	3	2	- 33.3%	31	38	+ 22.6%
Closed Sales	0	2	--	14	24	+ 71.4%
Median Sales Price*	\$0	\$380,000	--	\$392,500	\$375,500	- 4.3%
Average Sales Price*	\$0	\$380,000	--	\$382,615	\$366,704	- 4.2%
Percent of List Price Received*	0.0%	98.7%	--	98.8%	99.2%	+ 0.4%
Days on Market Until Sale	0	56	--	56	76	+ 35.7%
Inventory of Homes for Sale	10	8	- 20.0%	--	--	--
Months Supply of Inventory	4.1	3.0	- 26.8%	--	--	--

* 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 September 2024

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Boulder

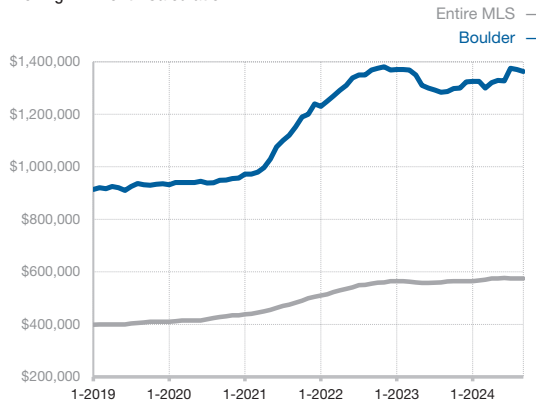
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	153	140	- 8.5%	1,292	1,298	+ 0.5%
Closed Sales	77	70	- 9.1%	705	677	- 4.0%
Median Sales Price*	\$1,250,000	\$1,120,000	- 10.4%	\$1,300,000	\$1,350,000	+ 3.8%
Average Sales Price*	\$1,479,475	\$1,417,497	- 4.2%	\$1,674,676	\$1,633,415	- 2.5%
Percent of List Price Received*	97.6%	96.1%	- 1.5%	98.3%	97.2%	- 1.1%
Days on Market Until Sale	50	51	+ 2.0%	53	67	+ 26.4%
Inventory of Homes for Sale	346	376	+ 8.7%	--	--	--
Months Supply of Inventory	4.6	5.2	+ 13.0%	--	--	--

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

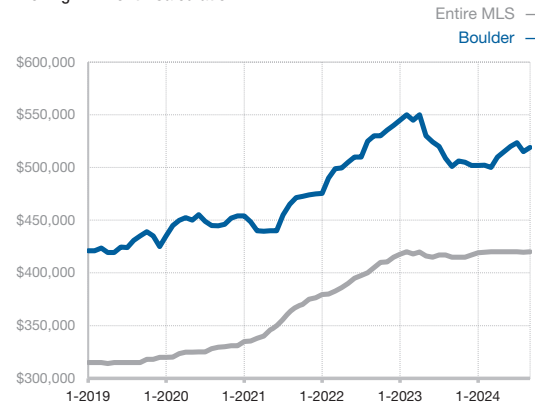
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	76	84	+ 10.5%	726	944	+ 30.0%
Closed Sales	53	43	- 18.9%	475	454	- 4.4%
Median Sales Price*	\$527,000	\$580,000	+ 10.1%	\$505,000	\$525,000	+ 4.0%
Average Sales Price*	\$604,647	\$661,085	+ 9.3%	\$600,009	\$618,588	+ 3.1%
Percent of List Price Received*	98.9%	97.8%	- 1.1%	99.5%	98.4%	- 1.1%
Days on Market Until Sale	37	67	+ 81.1%	44	59	+ 34.1%
Inventory of Homes for Sale	160	285	+ 78.1%	--	--	--
Months Supply of Inventory	3.1	6.1	+ 96.8%	--	--	--

* 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 September 2024

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Loveland

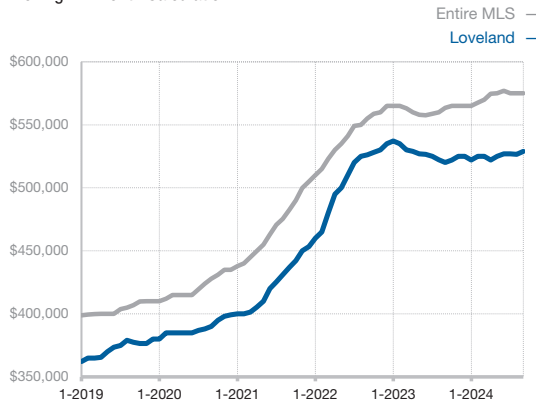
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	133	155	+ 16.5%	1,239	1,274	+ 2.8%
Closed Sales	102	76	- 25.5%	1,004	848	- 15.5%
Median Sales Price*	\$500,000	\$543,910	+ 8.8%	\$525,000	\$530,000	+ 1.0%
Average Sales Price*	\$604,681	\$612,331	+ 1.3%	\$610,249	\$623,963	+ 2.2%
Percent of List Price Received*	98.6%	98.7%	+ 0.1%	99.3%	99.3%	0.0%
Days on Market Until Sale	53	53	0.0%	54	55	+ 1.9%
Inventory of Homes for Sale	230	306	+ 33.0%	--	--	--
Months Supply of Inventory	2.0	3.4	+ 70.0%	--	--	--

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

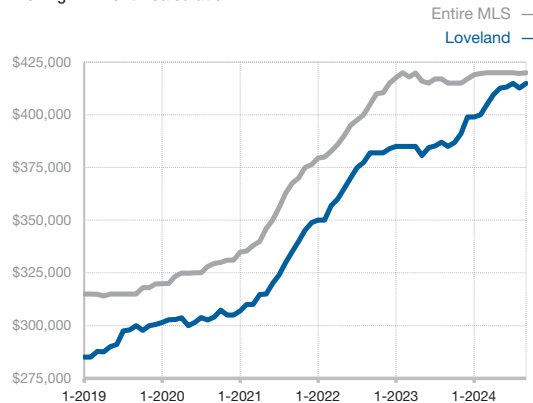
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	24	35	+ 45.8%	292	310	+ 6.2%
Closed Sales	31	29	- 6.5%	253	207	- 18.2%
Median Sales Price*	\$376,000	\$425,000	+ 13.0%	\$394,725	\$415,000	+ 5.1%
Average Sales Price*	\$387,250	\$456,375	+ 17.9%	\$413,389	\$426,976	+ 3.3%
Percent of List Price Received*	99.3%	99.6%	+ 0.3%	100.5%	99.7%	- 0.8%
Days on Market Until Sale	38	108	+ 184.2%	102	102	0.0%
Inventory of Homes for Sale	81	107	+ 32.1%	--	--	--
Months Supply of Inventory	3.0	4.9	+ 63.3%	--	--	--

* 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 September 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Johnstown

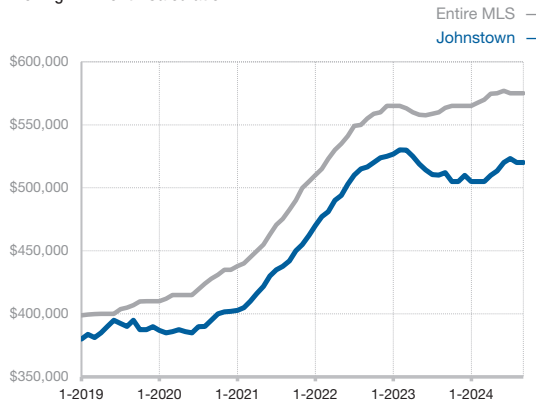
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	55	45	- 18.2%	514	567	+ 10.3%
Closed Sales	41	40	- 2.4%	423	419	- 0.9%
Median Sales Price*	\$537,500	\$520,000	- 3.3%	\$511,500	\$525,000	+ 2.6%
Average Sales Price*	\$543,295	\$542,731	- 0.1%	\$531,936	\$550,476	+ 3.5%
Percent of List Price Received*	99.3%	99.2%	- 0.1%	99.7%	99.4%	- 0.3%
Days on Market Until Sale	50	62	+ 24.0%	57	56	- 1.8%
Inventory of Homes for Sale	109	130	+ 19.3%	--	--	--
Months Supply of Inventory	2.3	2.9	+ 26.1%	--	--	--

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

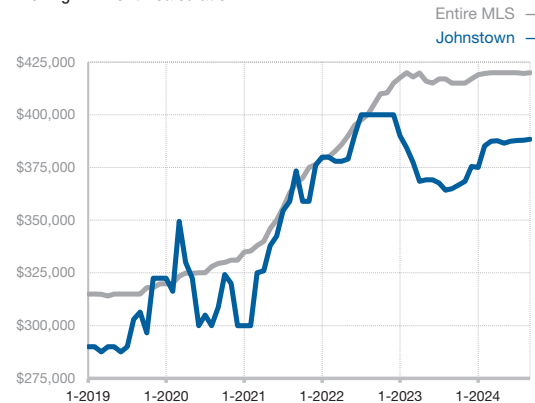
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	9	8	- 11.1%	50	106	+ 112.0%
Closed Sales	5	5	0.0%	30	74	+ 146.7%
Median Sales Price*	\$379,600	\$395,475	+ 4.2%	\$357,675	\$396,338	+ 10.8%
Average Sales Price*	\$374,590	\$377,234	+ 0.7%	\$370,476	\$389,203	+ 5.1%
Percent of List Price Received*	99.9%	99.6%	- 0.3%	100.0%	99.8%	- 0.2%
Days on Market Until Sale	36	48	+ 33.3%	68	63	- 7.4%
Inventory of Homes for Sale	18	43	+ 138.9%	--	--	--
Months Supply of Inventory	5.8	5.9	+ 1.7%	--	--	--

* 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 September 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Fort Collins

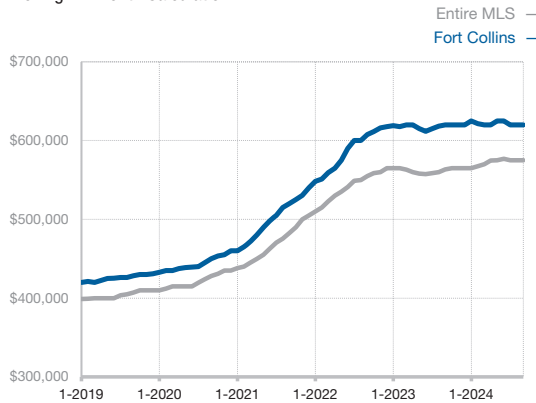
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	196	192	- 2.0%	1,882	1,985	+ 5.5%
Closed Sales	142	135	- 4.9%	1,328	1,295	- 2.5%
Median Sales Price*	\$605,800	\$600,000	- 1.0%	\$629,500	\$625,000	- 0.7%
Average Sales Price*	\$677,750	\$656,790	- 3.1%	\$706,859	\$720,132	+ 1.9%
Percent of List Price Received*	99.2%	98.4%	- 0.8%	99.9%	99.4%	- 0.5%
Days on Market Until Sale	53	59	+ 11.3%	49	53	+ 8.2%
Inventory of Homes for Sale	379	401	+ 5.8%	--	--	--
Months Supply of Inventory	2.6	3.0	+ 15.4%	--	--	--

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

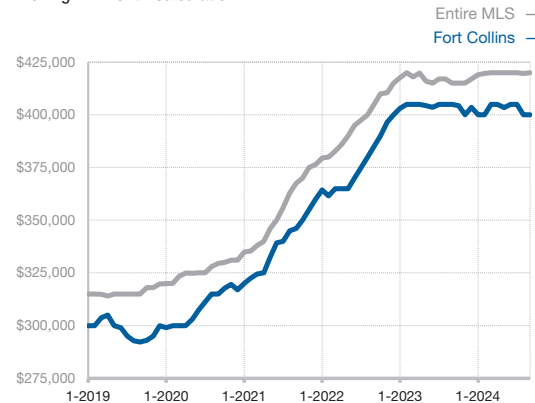
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	68	77	+ 13.2%	720	781	+ 8.5%
Closed Sales	49	40	- 18.4%	526	538	+ 2.3%
Median Sales Price*	\$405,000	\$380,500	- 6.0%	\$405,000	\$401,455	- 0.9%
Average Sales Price*	\$416,133	\$398,415	- 4.3%	\$416,017	\$415,164	- 0.2%
Percent of List Price Received*	99.4%	99.1%	- 0.3%	99.7%	99.2%	- 0.5%
Days on Market Until Sale	50	72	+ 44.0%	59	74	+ 25.4%
Inventory of Homes for Sale	175	188	+ 7.4%	--	--	--
Months Supply of Inventory	3.1	3.3	+ 6.5%	--	--	--

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Greeley

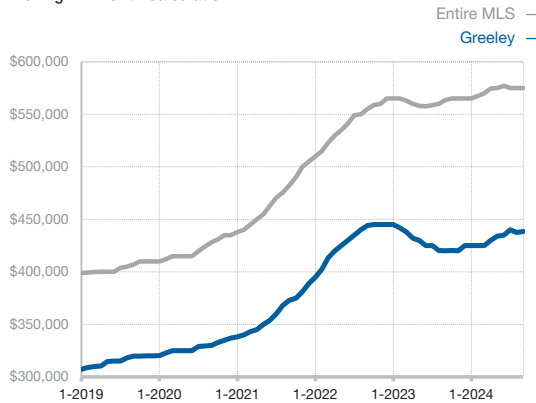
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	125	146	+ 16.8%	1,089	1,226	+ 12.6%
Closed Sales	107	90	- 15.9%	851	911	+ 7.1%
Median Sales Price*	\$425,000	\$417,500	- 1.8%	\$422,411	\$440,935	+ 4.4%
Average Sales Price*	\$448,839	\$483,272	+ 7.7%	\$446,448	\$460,753	+ 3.2%
Percent of List Price Received*	98.9%	99.3%	+ 0.4%	99.8%	99.5%	- 0.3%
Days on Market Until Sale	50	59	+ 18.0%	56	58	+ 3.6%
Inventory of Homes for Sale	225	226	+ 0.4%	--	--	--
Months Supply of Inventory	2.3	2.4	+ 4.3%	--	--	--

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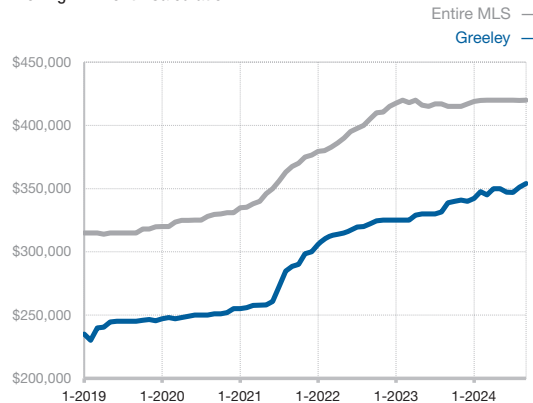
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	25	21	- 16.0%	252	250	- 0.8%
Closed Sales	25	23	- 8.0%	193	178	- 7.8%
Median Sales Price*	\$340,000	\$355,000	+ 4.4%	\$335,000	\$354,334	+ 5.8%
Average Sales Price*	\$355,286	\$360,196	+ 1.4%	\$345,183	\$345,823	+ 0.2%
Percent of List Price Received*	98.8%	99.5%	+ 0.7%	99.3%	99.4%	+ 0.1%
Days on Market Until Sale	45	48	+ 6.7%	58	63	+ 8.6%
Inventory of Homes for Sale	66	56	- 15.2%	--	--	--
Months Supply of Inventory	3.4	3.2	- 5.9%	--	--	--

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Longmont

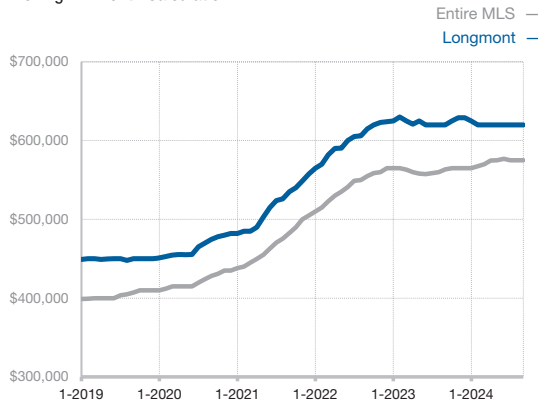
Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	116	143	+ 23.3%	1,151	1,315	+ 14.2%
Closed Sales	94	93	- 1.1%	851	860	+ 1.1%
Median Sales Price*	\$625,000	\$615,000	- 1.6%	\$629,086	\$620,000	- 1.4%
Average Sales Price*	\$757,936	\$668,717	- 11.8%	\$742,576	\$739,431	- 0.4%
Percent of List Price Received*	99.3%	98.3%	- 1.0%	99.7%	99.1%	- 0.6%
Days on Market Until Sale	48	62	+ 29.2%	49	51	+ 4.1%
Inventory of Homes for Sale	232	280	+ 20.7%	--	--	--
Months Supply of Inventory	2.5	3.1	+ 24.0%	--	--	--

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Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	31	35	+ 12.9%	323	352	+ 9.0%
Closed Sales	18	28	+ 55.6%	232	239	+ 3.0%
Median Sales Price*	\$493,750	\$423,704	- 14.2%	\$460,000	\$444,450	- 3.4%
Average Sales Price*	\$519,923	\$435,709	- 16.2%	\$474,305	\$451,287	- 4.9%
Percent of List Price Received*	98.5%	99.3%	+ 0.8%	99.9%	99.2%	- 0.7%
Days on Market Until Sale	110	105	- 4.5%	66	101	+ 53.0%
Inventory of Homes for Sale	119	106	- 10.9%	--	--	--
Months Supply of Inventory	4.6	3.8	- 17.4%	--	--	--

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