Monthly Indicators

FORT COLLINS BOARD OF REALTORS®

February 2020

New Listings were down 6.7 percent for single family homes but increased 35.5 percent for townhouse-condo properties. Pending Sales landed at 224 for single family homes and 95 for townhouse-condo properties.

The Median Sales Price was up 2.7 percent to $422,500 for single family homes and 1.3 percent to $314,000 for townhouse-condo properties. Days on Market increased 9.5 percent for single family homes and 32.4 percent for townhouse-condo properties.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

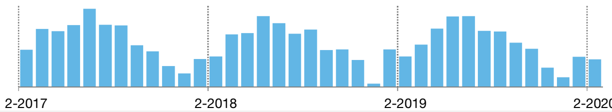
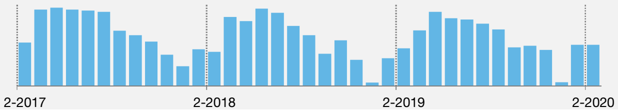
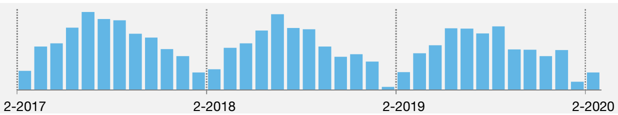
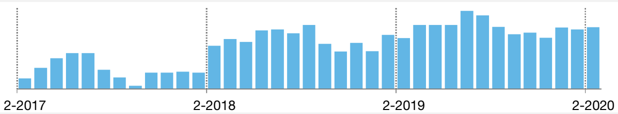
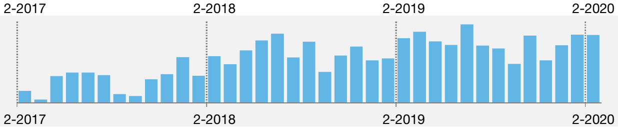
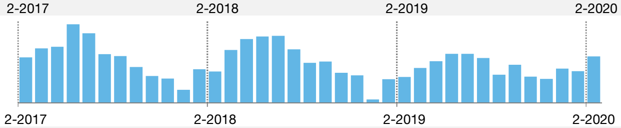
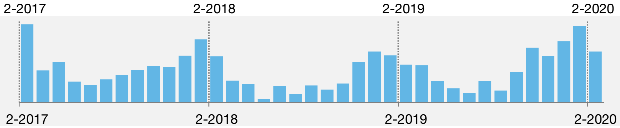
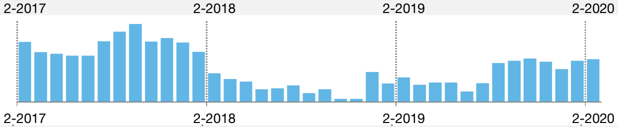
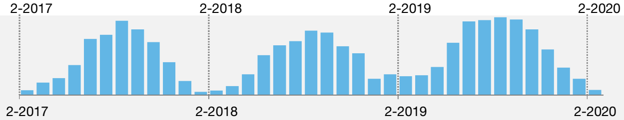
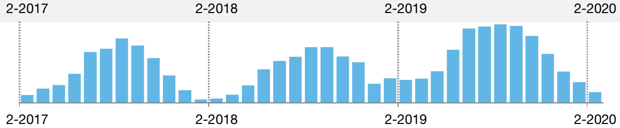
Activity Snapshot

- 0.6%	+ 9.5%	+ 2.7%
One-Year Change in Single Family **Sold Listings**	One-Year Change in Single Family **Days On Market**	One-Year Change in Single Familly **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.

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	2-2019	2-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		240	**224**	- 6.7%	519	**462**	- 11.0%
Pending Sales		215	**224**	+ 4.2%	403	**448**	+ 11.2%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		164	**163**	- 0.6%	282	**297**	+ 5.3%
Median Sales Price		$411,250	**$422,500**	+ 2.7%	$413,250	**$420,000**	+ 1.6%
Avg. Sales Price		$471,399	**$475,331**	+ 0.8%	$461,561	**$475,476**	+ 3.0%
Pct. of List Price Received		98.7%	**99.5%**	+ 0.8%	98.7%	**99.2%**	+ 0.5%
Days on Market		74	**81**	+ 9.5%	76	**87**	+ 14.5%
Affordability Index		84	**90**	+ 7.1%	84	**90**	+ 7.1%
Active Listings		413	**351**	- 15.0%	--	**--**	--
Months Supply		1.7	**1.5**	- 11.8%	--	**--**	--

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.

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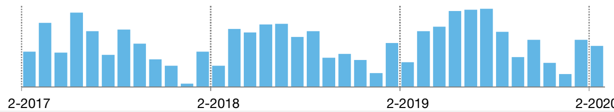
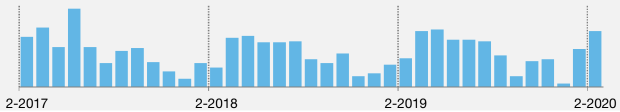
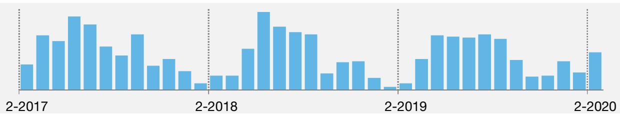
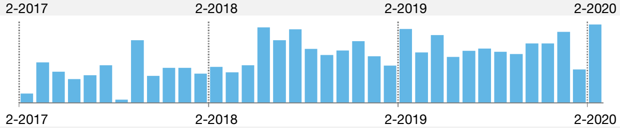
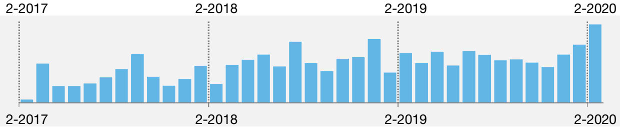
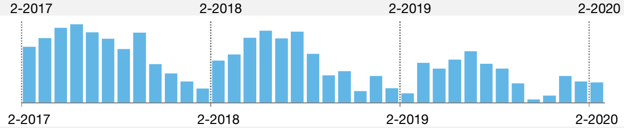
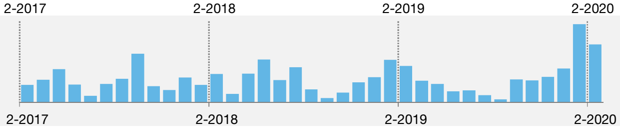
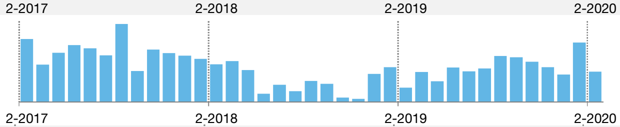
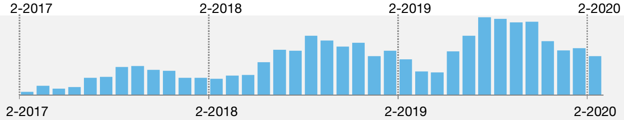
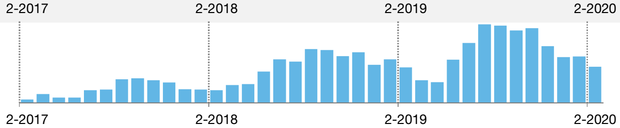
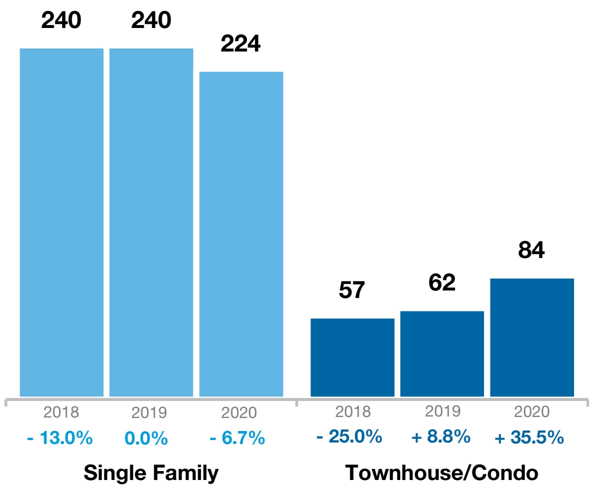
Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		62	**84**	+ 35.5%	150	**176**	+ 17.3%
Pending Sales		66	**95**	+ 43.9%	125	**171**	+ 36.8%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		47	**75**	+ 59.6%	91	**132**	+ 45.1%
Median Sales Price		$310,000	**$314,000**	+ 1.3%	$280,000	**$298,500**	+ 6.6%
Avg. Sales Price		$316,914	**$347,411**	+ 9.6%	$306,698	**$338,029**	+ 10.2%
Pct. of List Price Received		98.4%	**98.8%**	+ 0.4%	98.5%	**98.8%**	+ 0.3%
Days on Market		102	**135**	+ 32.4%	106	**149**	+ 40.6%
Affordability Index		112	**121**	+ 8.0%	124	**127**	+ 2.4%
Active Listings		135	**141**	+ 4.4%	--	**--**	--
Months Supply		1.9	**1.9**	0.0%	--	**--**	--

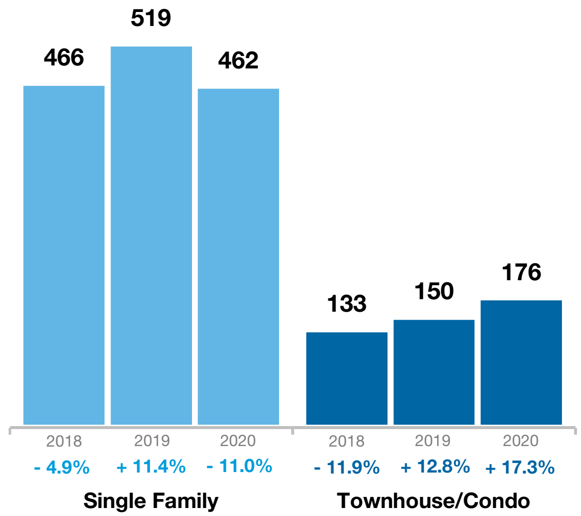
New Listings

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

February

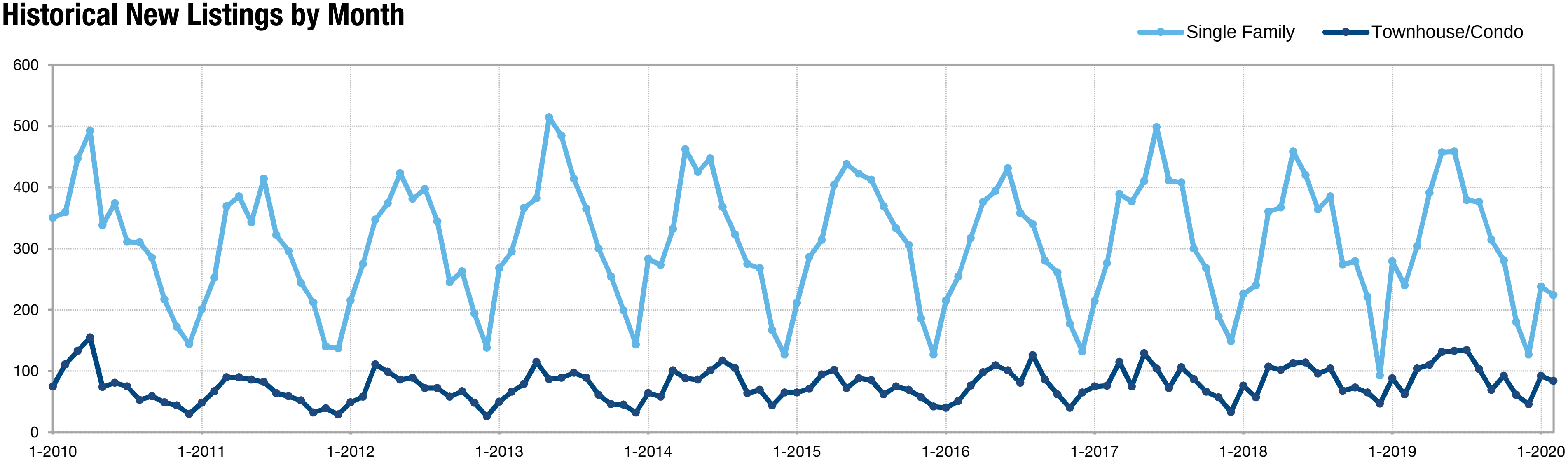


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Mar-2019	304	-15.6%	104	-2.8%
Apr-2019	391	+6.5%	110	+7.8%
May-2019	457	-0.2%	131	+15.9%
Jun-2019	458	+9.0%	133	+16.7%
Jul-2019	379	+4.1%	134	+39.6%
Aug-2019	376	-2.3%	103	-1.0%
Sep-2019	314	+14.6%	69	+1.5%
Oct-2019	281	+0.7%	92	+26.0%
Nov-2019	180	-18.6%	61	-6.2%
Dec-2019	127	+36.6%	46	-2.1%
Jan-2020	238	-14.7%	92	+4.5%
Feb-2020	**224**	**-6.7%**	**84**	**+35.5%**
12-Month Avg	311	-0.3%	97	+11.5%

Historical New Listings by Month



Pending Sales

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

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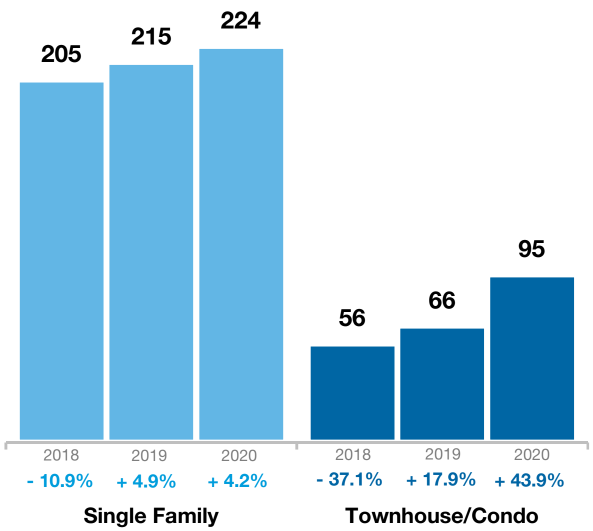
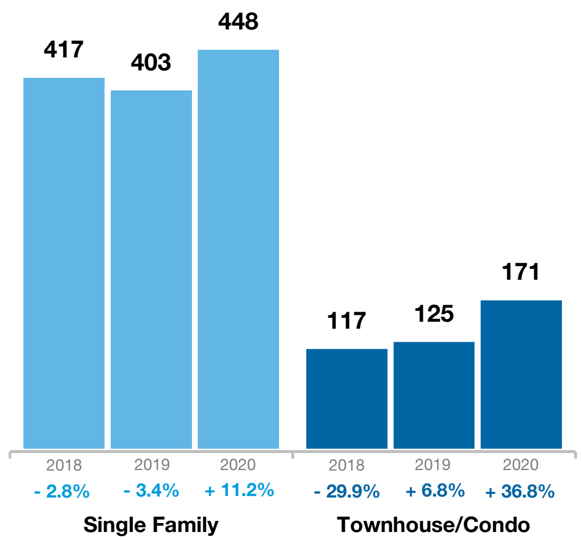
February

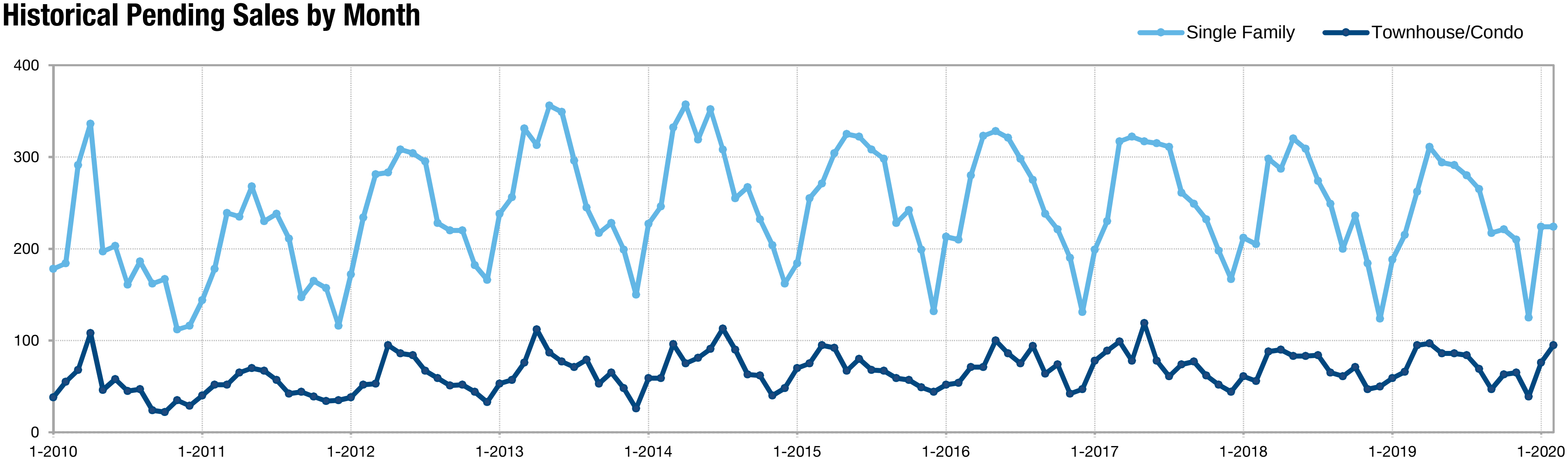


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Mar-2019	262	-12.1%	95	+8.0%
Apr-2019	311	+8.4%	97	+7.8%
May-2019	294	-8.1%	86	+3.6%
Jun-2019	291	-5.8%	86	+3.6%
Jul-2019	280	+2.2%	84	0.0%
Aug-2019	265	+6.4%	69	+6.2%
Sep-2019	217	+8.5%	47	-23.0%
Oct-2019	221	-6.4%	63	-11.3%
Nov-2019	210	+14.1%	65	+38.3%
Dec-2019	125	+0.8%	39	-22.0%
Jan-2020	224	+19.1%	76	+28.8%
Feb-2020	**224**	**+4.2%**	**95**	**+43.9%**
12-Month Avg	244	+1.4%	75	+6.5%

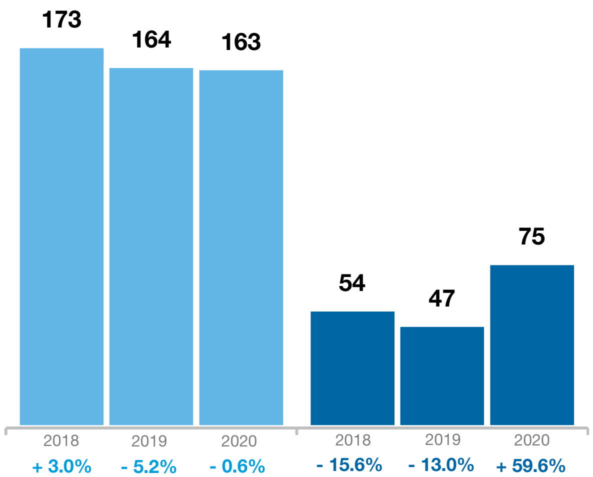
Historical Pending Sales by Month



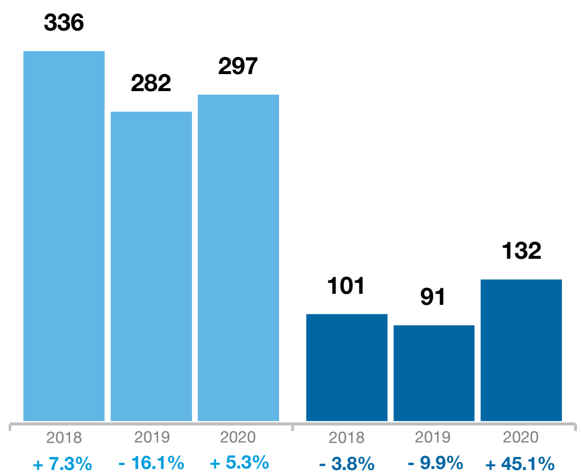
Sold Listings

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

February

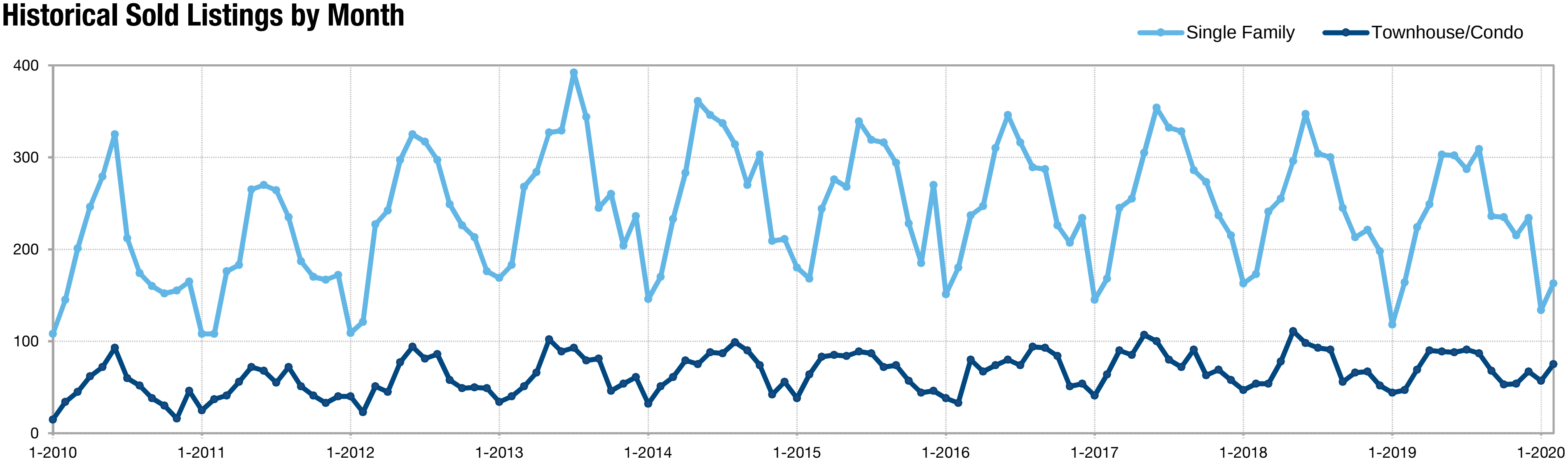


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Mar-2019	224	-7.1%	69	+27.8%
Apr-2019	249	-2.4%	90	+15.4%
May-2019	303	+2.4%	89	-19.8%
Jun-2019	302	-13.0%	88	-10.2%
Jul-2019	287	-5.6%	91	-2.2%
Aug-2019	309	+3.0%	87	-4.4%
Sep-2019	236	-3.7%	68	+21.4%
Oct-2019	235	+10.3%	53	-19.7%
Nov-2019	215	-2.7%	54	-19.4%
Dec-2019	234	+18.2%	67	+28.8%
Jan-2020	134	+13.6%	57	+29.5%
Feb-2020	**163**	**-0.6%**	**75**	**+59.6%**
12-Month Avg	241	-0.4%	74	+3.6%

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.

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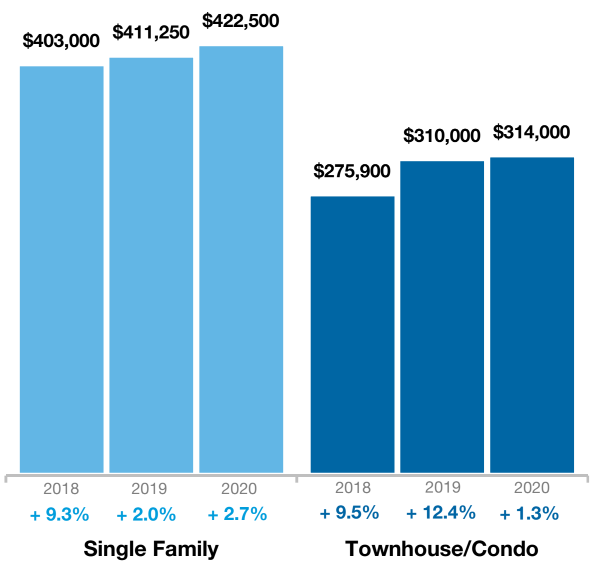
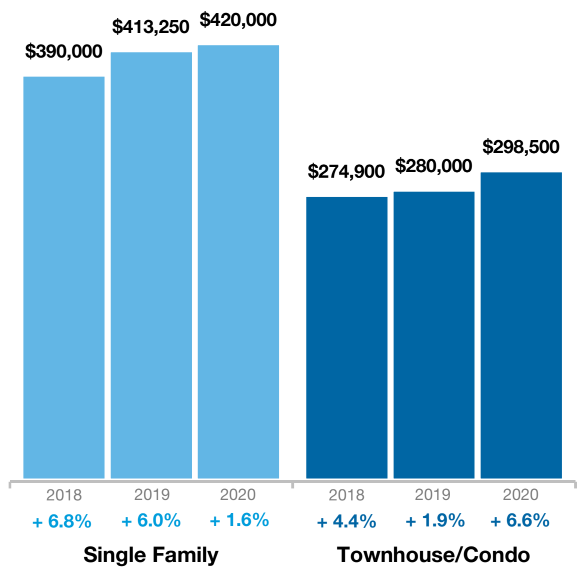
February



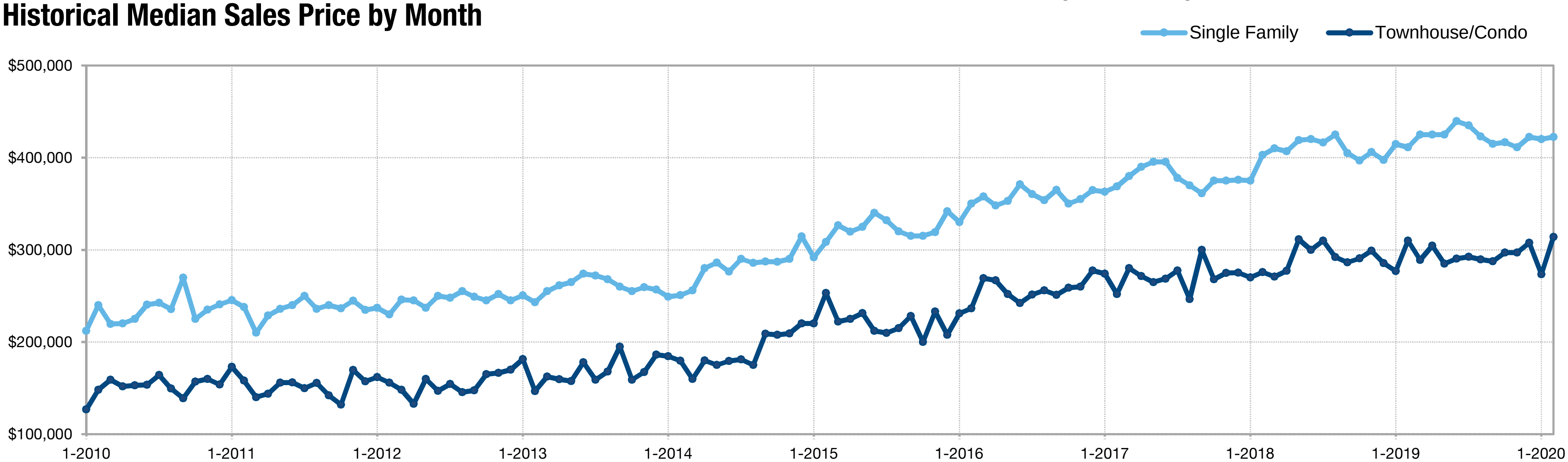
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Mar-2019	$425,000	+3.7%	$289,000	+6.6%
Apr-2019	$425,000	+4.4%	$304,613	+9.9%
May-2019	$425,000	+1.4%	$285,000	-8.5%
Jun-2019	$439,500	+4.6%	$290,314	-3.2%
Jul-2019	$435,000	+4.5%	$292,500	-5.6%
Aug-2019	$423,000	-0.5%	$289,500	-0.9%
Sep-2019	$415,000	+2.5%	$287,500	+0.3%
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%	$307,500	+7.7%
Jan-2020	$420,000	+1.3%	$273,500	-1.3%
Feb-2020	**$422,500**	**+2.7%**	**$314,000**	**+1.3%**
12-Month Avg*	$425,000	+3.2%	$295,000	+0.7%

* Median Sales Price for all properties from March 2019 through February 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.

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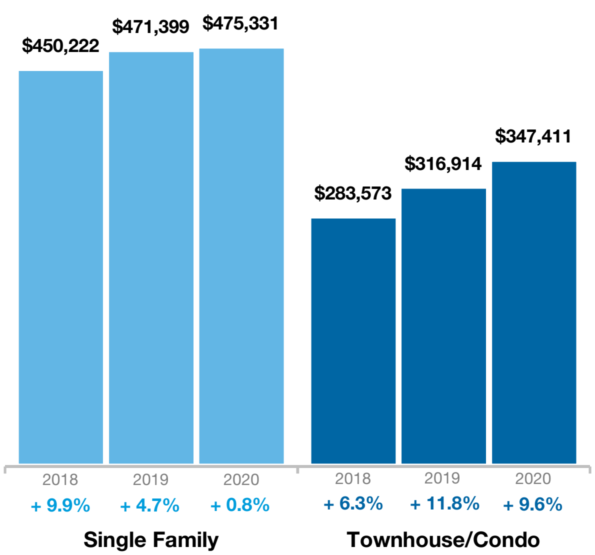
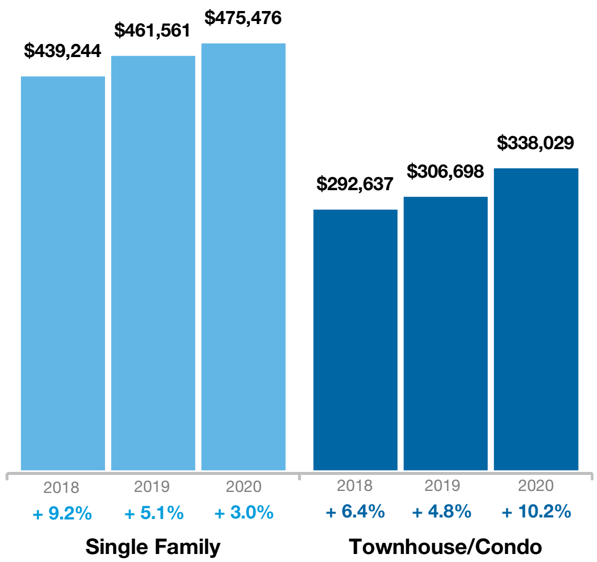
February



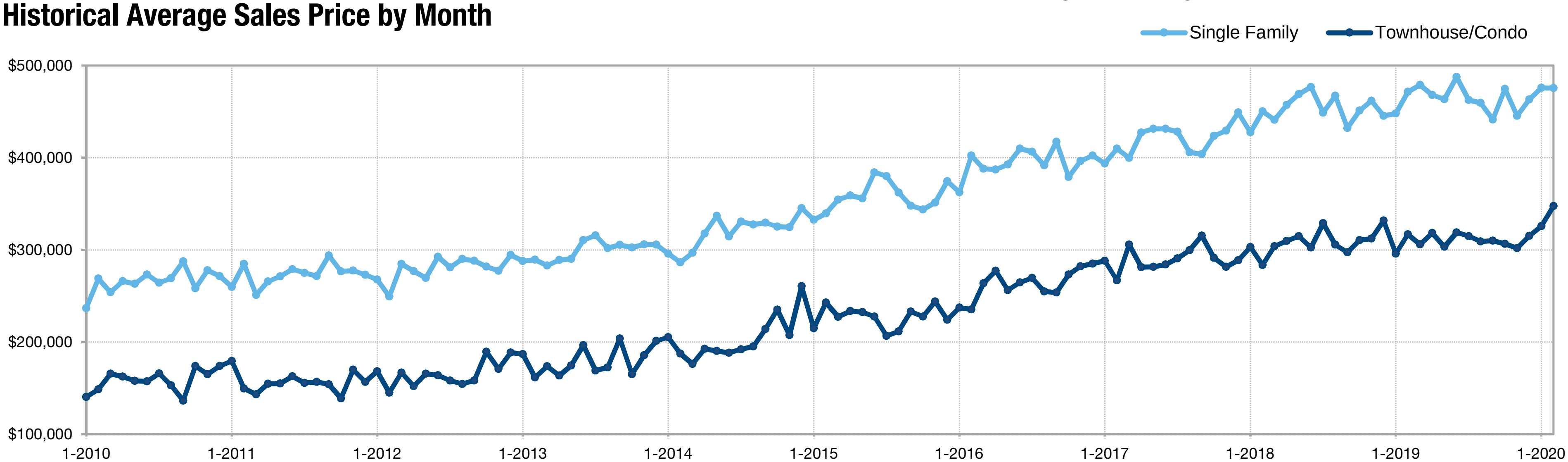
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Mar-2019	$478,978	+8.6%	$305,863	+0.6%
Apr-2019	$467,890	+2.4%	$318,276	+2.8%
May-2019	$463,380	-1.2%	$303,377	-3.7%
Jun-2019	$487,558	+2.3%	$318,911	+5.5%
Jul-2019	$462,630	+3.1%	$314,797	-4.3%
Aug-2019	$459,292	-1.7%	$309,001	+1.1%
Sep-2019	$441,356	+2.1%	$309,908	+4.3%
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%	$315,142	-5.0%
Jan-2020	$475,651	+6.2%	$325,684	+10.1%
Feb-2020	**$475,331**	**+0.8%**	**$347,411**	**+9.6%**
12-Month Avg*	$465,977	+2.0%	$314,976	+1.2%

* Avg. Sales Price for all properties from March 2019 through February 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.

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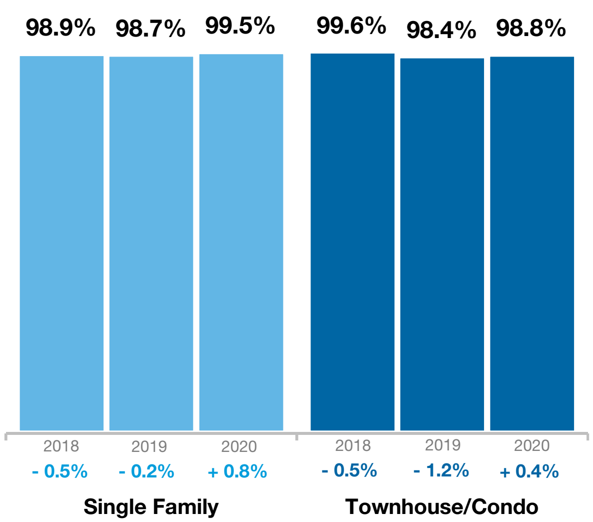
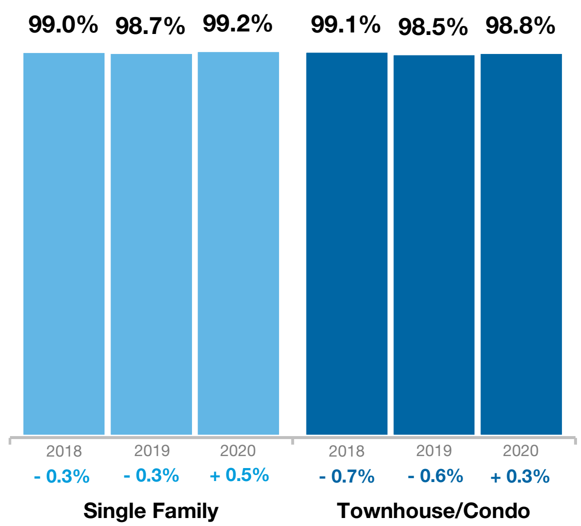
February



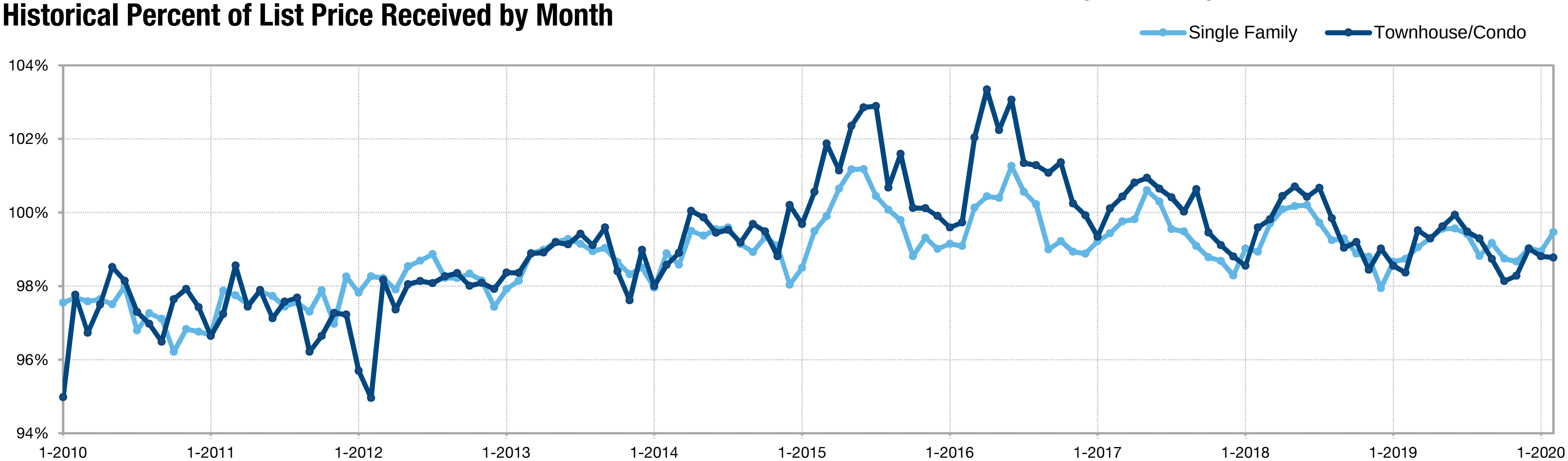
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Mar-2019	99.1%	-0.6%	99.5%	-0.3%
Apr-2019	99.3%	-0.8%	99.3%	-1.1%
May-2019	99.6%	-0.6%	99.6%	-1.1%
Jun-2019	99.6%	-0.6%	99.9%	-0.5%
Jul-2019	99.4%	-0.3%	99.5%	-1.2%
Aug-2019	98.8%	-0.4%	99.3%	-0.5%
Sep-2019	99.2%	-0.1%	98.7%	-0.3%
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	**99.5%**	**+0.8%**	**98.8%**	**+0.4%**
12-Month Avg*	99.4%	-0.3%	99.8%	-0.6%

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

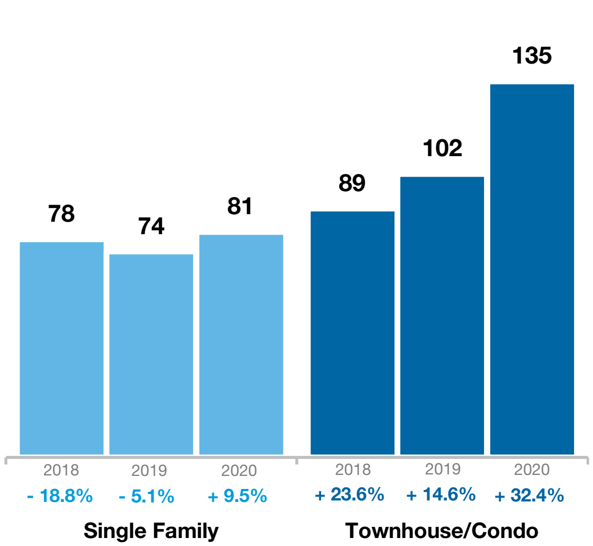
Historical Percent of List Price Received by Month



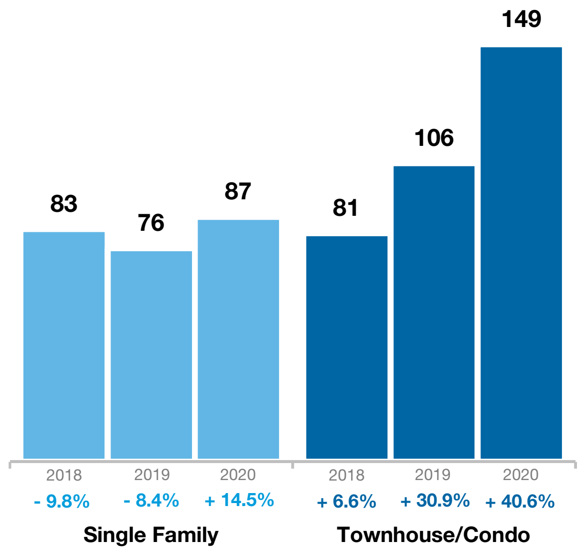
Days on Market Until Sale

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

February



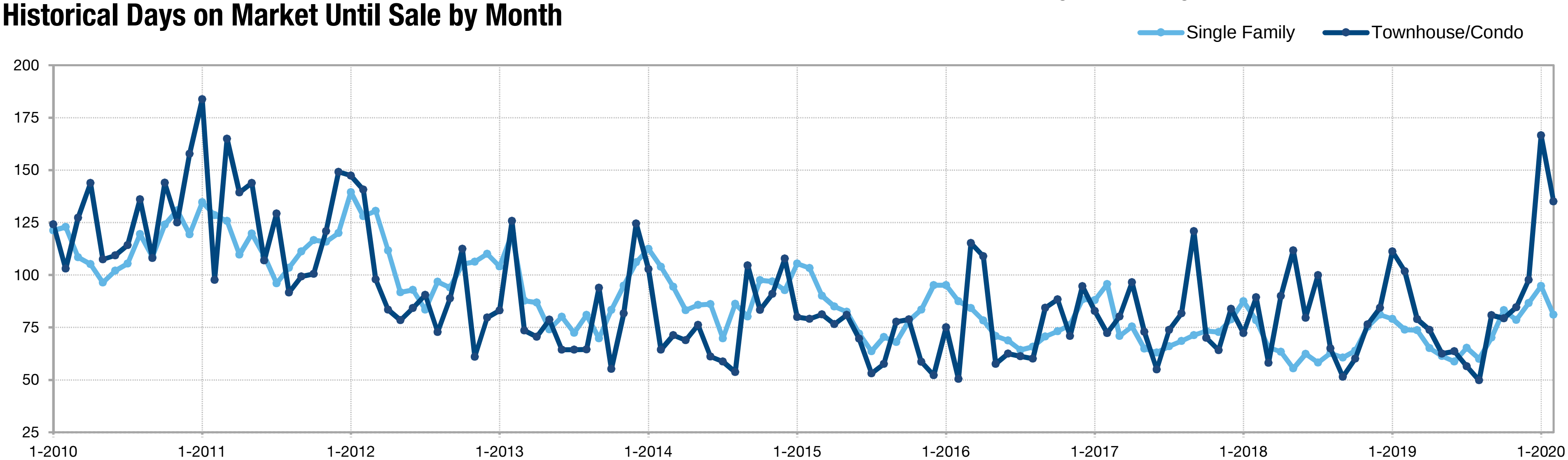
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Mar-2019	74	+13.8%	79	+36.2%
Apr-2019	65	+3.2%	74	-17.8%
May-2019	61	+10.9%	62	-44.6%
Jun-2019	59	-4.8%	64	-20.0%
Jul-2019	65	+12.1%	56	-44.0%
Aug-2019	60	-4.8%	50	-23.1%
Sep-2019	70	+14.8%	81	+55.8%
Oct-2019	83	+29.7%	79	+31.7%
Nov-2019	79	+5.3%	85	+11.8%
Dec-2019	87	+7.4%	98	+16.7%
Jan-2020	95	+20.3%	167	+50.5%
Feb-2020	**81**	**+9.5%**	**135**	**+32.4%**
12-Month Avg	71	+9.0%	82	-1.4%

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

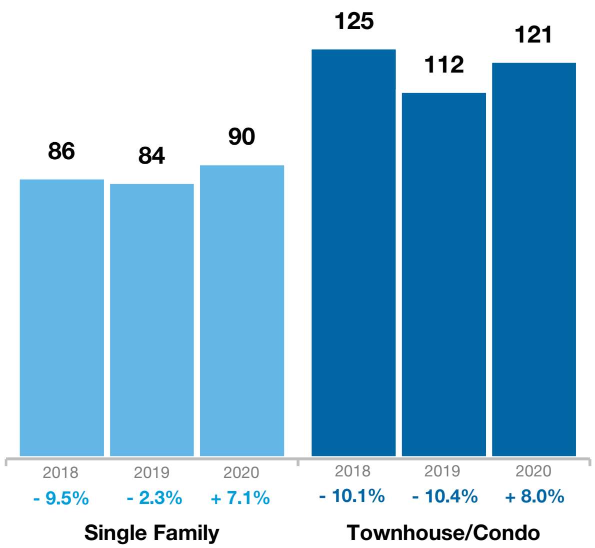
Historical Days on Market Until Sale by Month



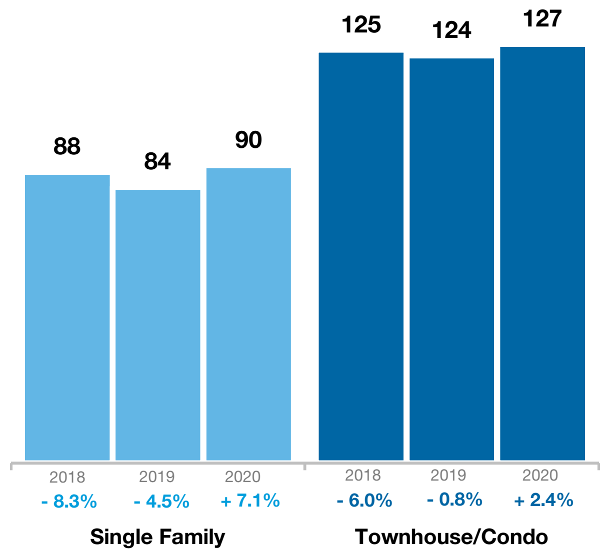
Housing Affordability Index

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.

February

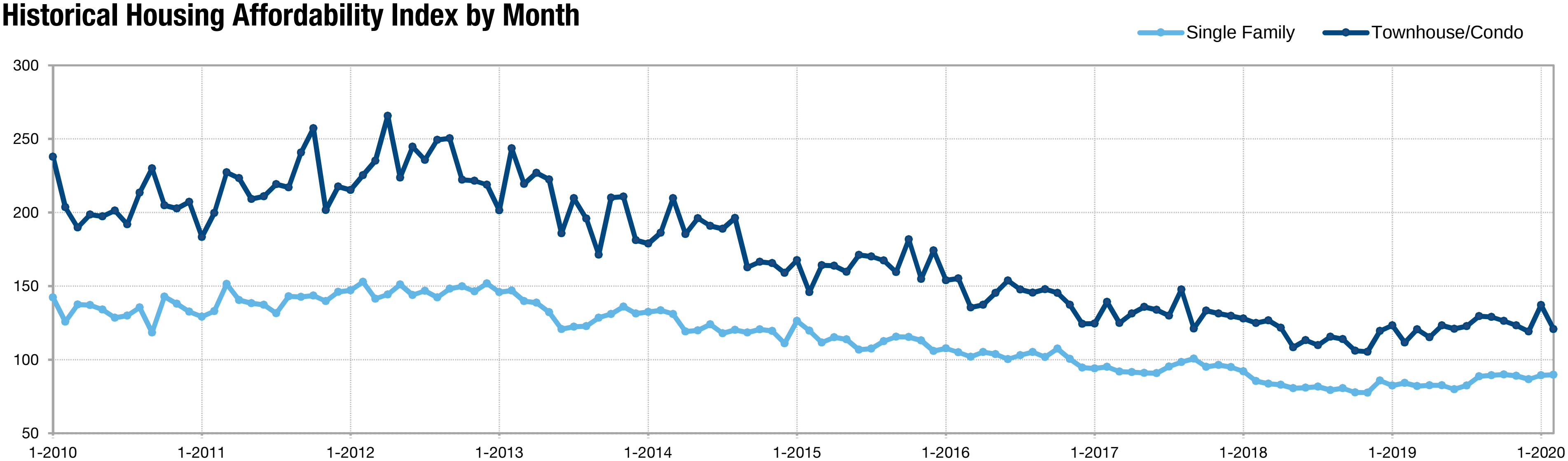


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Mar-2019	82	-2.4%	121	-4.7%
Apr-2019	83	0.0%	115	-5.7%
May-2019	83	+2.5%	123	+13.9%
Jun-2019	80	-1.2%	121	+7.1%
Jul-2019	82	0.0%	123	+11.8%
Aug-2019	89	+12.7%	130	+12.1%
Sep-2019	89	+9.9%	129	+13.2%
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	**90**	**+7.1%**	**121**	**+8.0%**
12-Month Avg	86	+10.5%	81	+5.6%

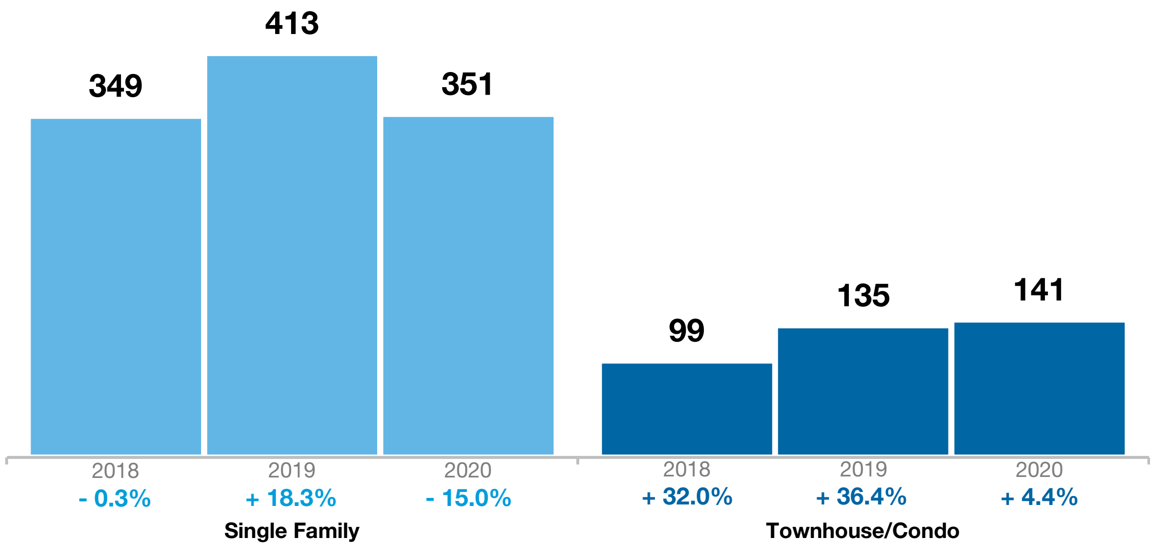
Historical Housing Affordability Index by Month



Inventory of Active Listings

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

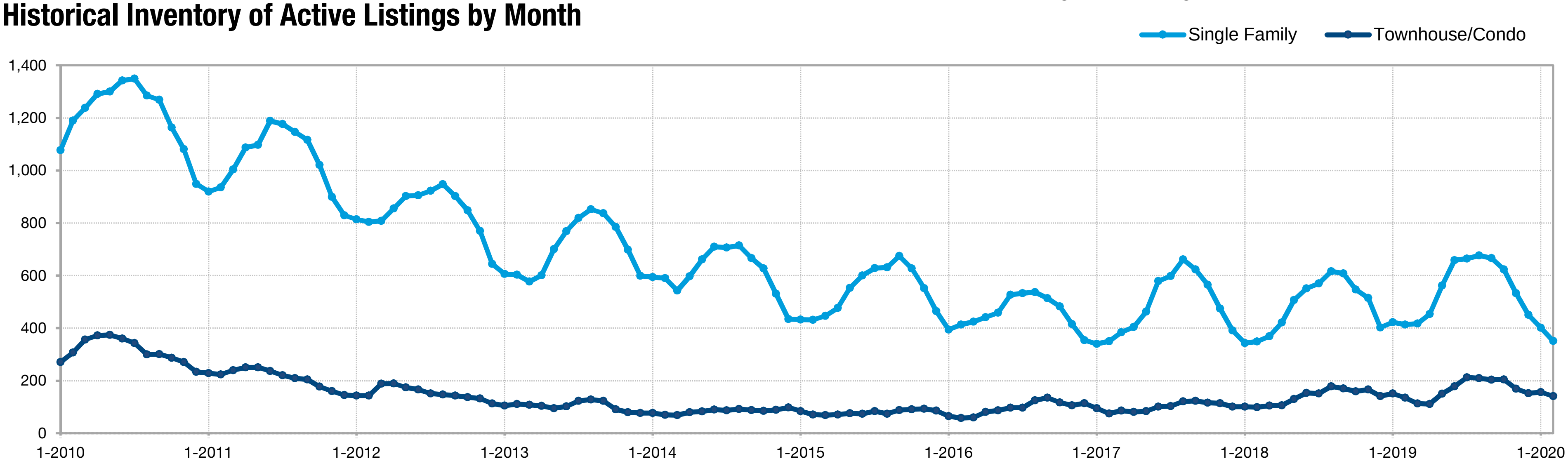
February



Active Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Mar-2019	417	+13.0%	113	+7.6%
Apr-2019	454	+7.8%	111	+4.7%
May-2019	562	+10.8%	150	+15.4%
Jun-2019	658	+19.4%	179	+17.0%
Jul-2019	664	+16.5%	213	+41.1%
Aug-2019	676	+9.7%	210	+17.3%
Sep-2019	666	+9.5%	204	+20.0%
Oct-2019	623	+13.9%	205	+28.9%
Nov-2019	533	+3.5%	169	+1.8%
Dec-2019	451	+12.2%	152	+7.8%
Jan-2020	401	-5.0%	156	+3.3%
Feb-2020	**351**	**-15.0%**	**141**	**+4.4%**
12-Month Avg*	538	+8.7%	167	+14.7%

* Active Listings for all properties from March 2019 through February 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.

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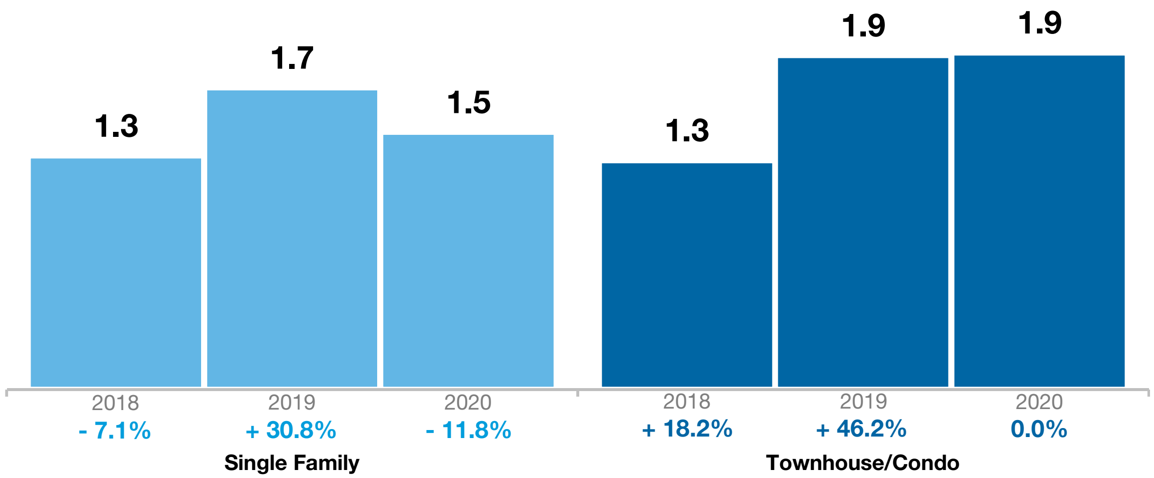
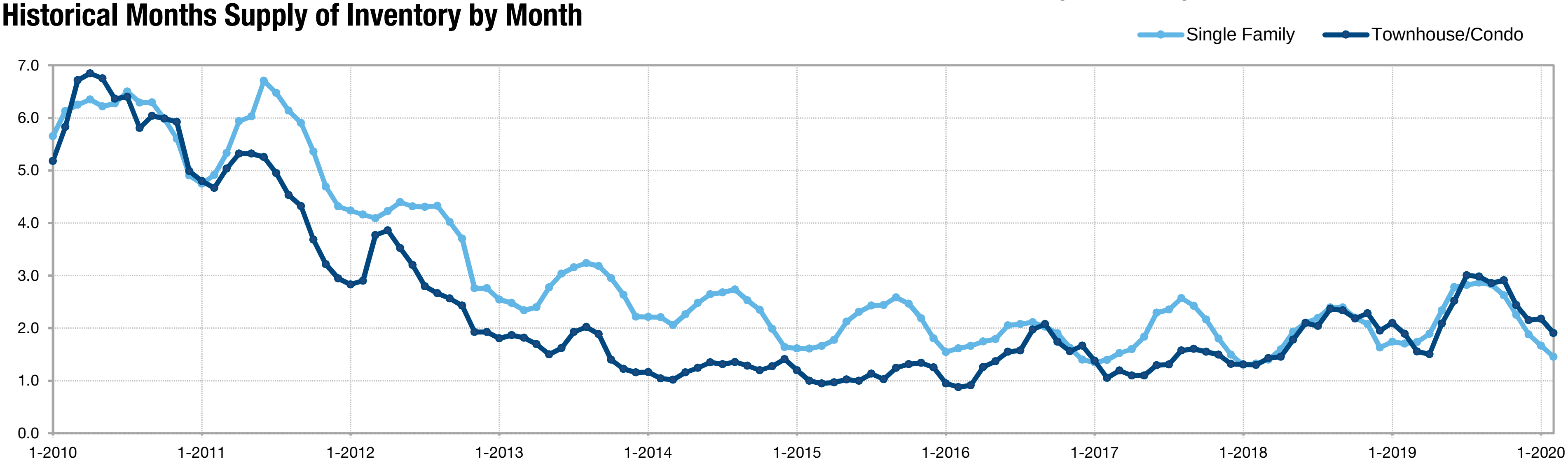
February



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Mar-2019	1.7	+21.4%	1.6	+14.3%
Apr-2019	1.9	+18.8%	1.5	0.0%
May-2019	2.3	+21.1%	2.1	+16.7%
Jun-2019	2.8	+33.3%	2.5	+19.0%
Jul-2019	2.8	+27.3%	3.0	+50.0%
Aug-2019	2.9	+20.8%	3.0	+25.0%
Sep-2019	2.8	+16.7%	2.9	+26.1%
Oct-2019	2.6	+18.2%	2.9	+31.8%
Nov-2019	2.3	+9.5%	2.4	+4.3%
Dec-2019	1.9	+18.8%	2.2	+10.0%
Jan-2020	1.7	0.0%	2.2	+4.8%
Feb-2020	**1.5**	**-11.8%**	**1.9**	**0.0%**
12-Month Avg*	2.3	+16.2%	2.3	+17.5%

* Months Supply for all properties from March 2019 through February 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.

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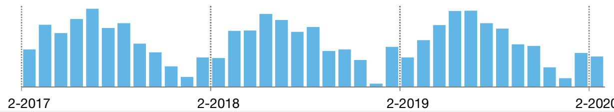
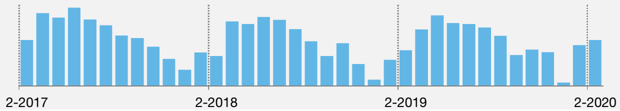
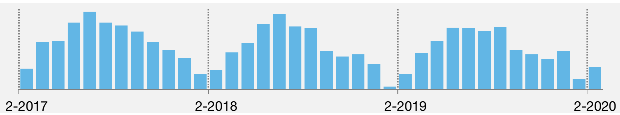
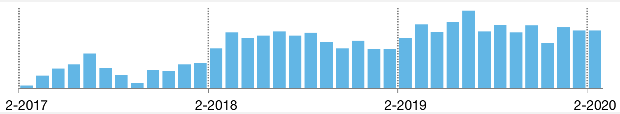
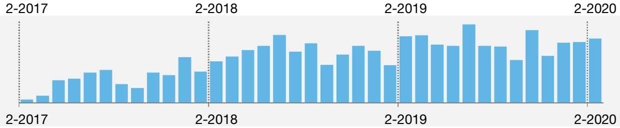
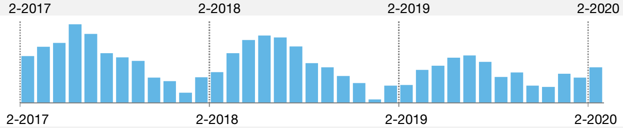
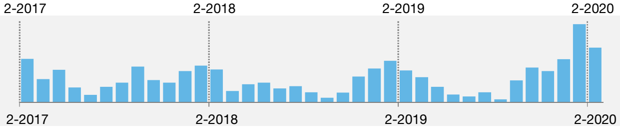
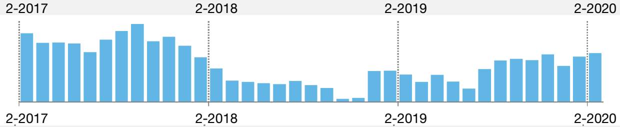
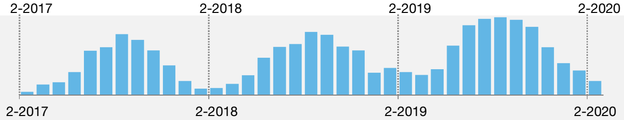
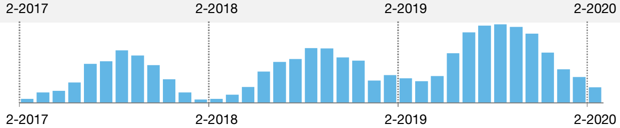
Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		302	**308**	+ 2.0%	669	**638**	- 4.6%
Pending Sales		281	**319**	+ 13.5%	125	**171**	+ 36.8%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		211	**238**	+ 12.8%	373	**429**	+ 15.0%
Median Sales Price		$384,912	**$392,000**	+ 1.8%	$378,000	**$391,950**	+ 3.7%
Avg. Sales Price		$436,988	**$434,850**	+ 2.2%	$423,779	**$433,085**	+ 2.2%
Pct. of List Price Received		98.7%	**99.2%**	+ 0.5%	98.6%	**99.1%**	+ 0.5%
Days on Market		80	**98**	+ 27.7%	83	**106**	+ 27.7%
Affordability Index		90	**97**	+ 5.7%	92	**97**	+ 5.7%
Active Listings		548	**492**	- 10.2%	--	**--**	--
Months Supply		1.7	**1.6**	- 10.7%	--	**--**	--

Sold Listings

Actual sales that have closed in a given quarter.

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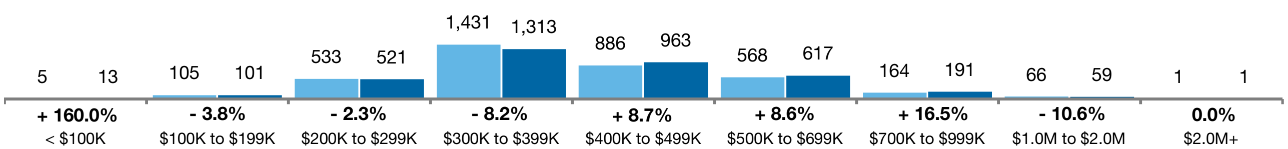
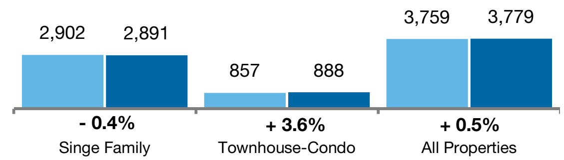
By Price Range – All Properties – Rolling 12 Months



By Property Type

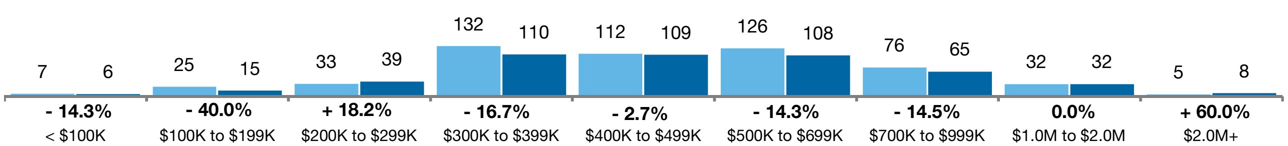


	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
By Price Range	2-2019	2-2020	Change	2-2019	2-2020	Change	1-2020	2-2020	Change	1-2020	2-2020	Change	2-2019	2-2020	Change	2-2019	2-2020	Change
$99,999 and Below	5	13	+ 160.0%	0	0	--	0	1	--	0	0	--	0	1	--	0	0	--
$100,000 to $199,999	44	47	+ 6.8%	61	54	- 11.5%	3	0	- 100.0%	6	6	0.0%	5	3	- 40.0%	9	12	+ 33.3%
$200,000 to $299,999	147	113	- 23.1%	386	408	+ 5.7%	2	6	+ 200.0%	29	25	- 13.8%	18	8	- 55.6%	39	54	+ 38.5%
$300,000 to $399,999	1,109	999	- 9.9%	322	314	- 2.5%	51	58	+ 13.7%	13	31	+ 138.5%	104	109	+ 4.8%	36	44	+ 22.2%
$400,000 to $499,999	838	894	+ 6.7%	48	69	+ 43.8%	37	49	+ 32.4%	3	3	0.0%	83	86	+ 3.6%	3	6	+ 100.0%
$500,000 to $699,999	539	589	+ 9.3%	29	28	- 3.4%	30	35	+ 16.7%	3	7	+ 133.3%	50	65	+ 30.0%	3	10	+ 233.3%
$700,000 to $999,999	158	180	+ 13.9%	6	11	+ 83.3%	7	11	+ 57.1%	2	3	+ 50.0%	14	18	+ 28.6%	1	5	+ 400.0%
$1,000,000 to $1,999,999	61	55	- 9.8%	5	4	- 20.0%	4	3	- 25.0%	1	0	- 100.0%	8	7	- 12.5%	0	1	--
$2,000,000 and Above	1	1	0.0%	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	**2,902**	**2,891**	**- 0.4%**	**857**	**888**	**+ 3.6%**	**134**	**163**	**+ 21.6%**	**57**	**75**	**+ 31.6%**	**282**	**297**	**+ 5.3%**	**91**	**132**	**+ 45.1%**

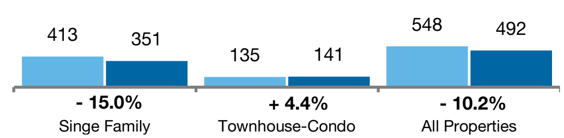
Inventory of Active Listings

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						Compared to Prior Month					
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
By Price Range	2-2019	2-2020	Change	2-2019	2-2020	Change	1-2020	2-2020	Change	1-2020	2-2020	Change
$99,999 and Below	7	6	- 14.3%	0	0	--	6	6	0.0%	0	0	--
$100,000 to $199,999	19	10	- 47.4%	6	5	- 16.7%	14	10	- 28.6%	7	5	- 28.6%
$200,000 to $299,999	16	13	- 18.8%	17	26	+ 52.9%	14	13	- 7.1%	36	26	- 27.8%
$300,000 to $399,999	80	50	- 37.5%	52	60	+ 15.4%	76	50	- 34.2%	66	60	- 9.1%
$400,000 to $499,999	98	92	- 6.1%	14	17	+ 21.4%	114	92	- 19.3%	14	17	+ 21.4%
$500,000 to $699,999	105	86	- 18.1%	21	22	+ 4.8%	87	86	- 1.1%	21	22	+ 4.8%
$700,000 to $999,999	56	56	0.0%	20	9	- 55.0%	51	56	+ 9.8%	10	9	- 10.0%
$1,000,000 to $1,999,999	27	30	+ 11.1%	5	2	- 60.0%	32	30	- 6.3%	2	2	0.0%
$2,000,000 and Above	5	8	+ 60.0%	0	0	--	7	8	+ 14.3%	0	0	--
All Price Ranges	**413**	**351**	**- 15.0%**	**135**	**141**	**+ 4.4%**	**401**	**351**	**- 12.5%**	**156**	**141**	**- 9.6%**

Year to Date	
Single Family	Townhouse-Condo

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®

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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 February 2020

A Research Tool Provided by the Colorado Association of REALTORS®

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Berthoud

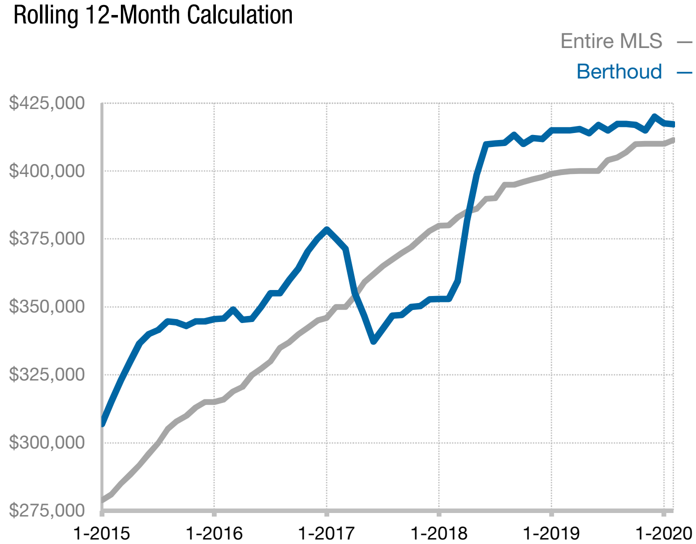
Single Family	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	37	**54**	+ 45.9%	83	**118**	+ 42.2%
Closed Sales	20	**18**	- 10.0%	43	**33**	- 23.3%
Median Sales Price*	$422,400	**$408,575**	- 3.3%	$429,800	**$414,900**	- 3.5%
Average Sales Price*	$515,203	**$453,466**	- 12.0%	$508,965	**$459,047**	- 9.8%
Percent of List Price Received*	98.2%	**96.3%**	- 1.9%	98.6%	**97.8%**	- 0.8%
Days on Market Until Sale	115	**72**	- 37.4%	111	**70**	- 36.9%
Inventory of Homes for Sale	118	**100**	- 15.3%	--	**--**	--
Months Supply of Inventory	4.1	**2.8**	- 31.7%	--	**--**	--

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

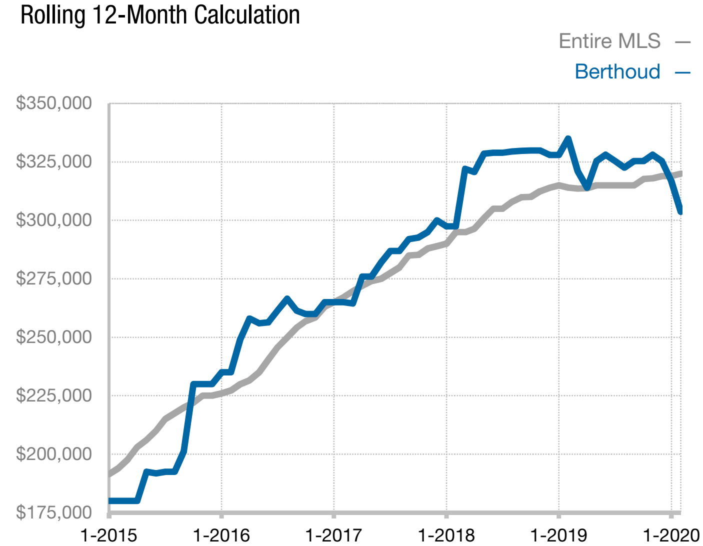
Townhouse/Condo	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	2	**10**	+ 400.0%	5	**29**	+ 480.0%
Closed Sales	1	**15**	+ 1400.0%	1	**20**	+ 1900.0%
Median Sales Price*	$314,000	**$294,650**	- 6.2%	$314,000	**$290,325**	- 7.5%
Average Sales Price*	$314,000	**$323,922**	+ 3.2%	$314,000	**$313,737**	- 0.1%
Percent of List Price Received*	100.0%	**99.8%**	- 0.2%	100.0%	**99.9%**	- 0.1%
Days on Market Until Sale	30	**115**	+ 283.3%	30	**101**	+ 236.7%
Inventory of Homes for Sale	8	**15**	+ 87.5%	--	**--**	--
Months Supply of Inventory	3.4	**3.3**	- 2.9%	--	**--**	--

* 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 February 2020

A Research Tool Provided by the Colorado Association of REALTORS®

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Boulder

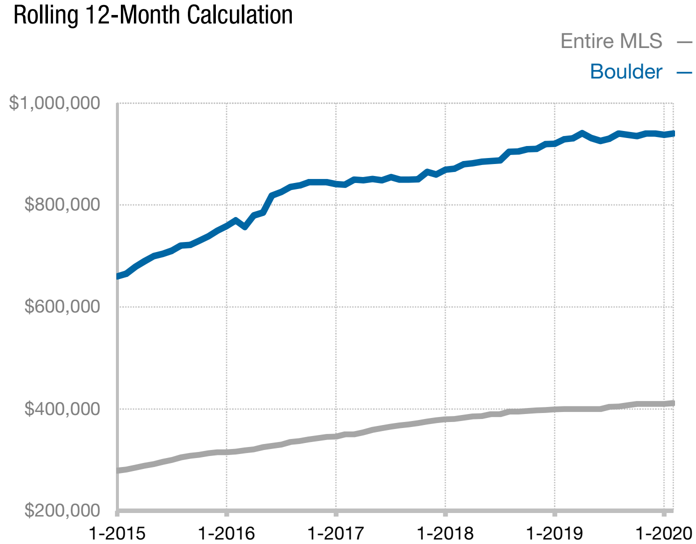
Single Family	February			Year to Date		
Key Metrics	**2019**	**2020**	**Percent Change from Previous Year**	**Thru 02-2019**	**Thru 02-2020**	**Percent Change from Previous Year**
New Listings	116	**109**	- 6.0%	214	**207**	- 3.3%
Closed Sales	44	**65**	+ 47.7%	81	**107**	+ 32.1%
Median Sales Price*	$905,000	**$985,000**	+ 8.8%	$975,000	**$944,000**	- 3.2%
Average Sales Price*	$1,280,948	**$1,211,694**	- 5.4%	$1,280,290	**$1,219,168**	- 4.8%
Percent of List Price Received*	98.0%	**97.4%**	- 0.6%	97.3%	**96.6%**	- 0.7%
Days on Market Until Sale	77	**90**	+ 16.9%	81	**97**	+ 19.8%
Inventory of Homes for Sale	167	**160**	- 4.2%	--	**--**	--
Months Supply of Inventory	2.2	**2.0**	- 9.1%	--	**--**	--

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

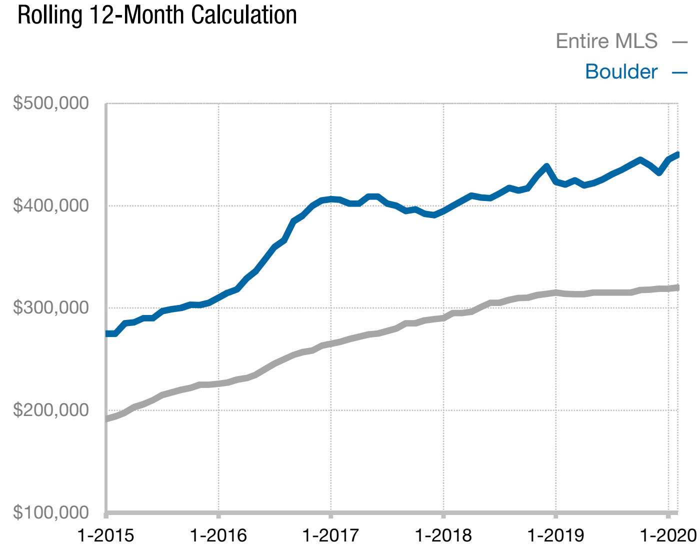
Townhouse/Condo	February			Year to Date		
Key Metrics	**2019**	**2020**	**Percent Change from Previous Year**	**Thru 02-2019**	**Thru 02-2020**	**Percent Change from Previous Year**
New Listings	82	**71**	- 13.4%	155	**163**	+ 5.2%
Closed Sales	34	**40**	+ 17.6%	64	**85**	+ 32.8%
Median Sales Price*	$407,190	**$562,000**	+ 38.0%	$377,000	**$559,000**	+ 48.3%
Average Sales Price*	$475,880	**$573,324**	+ 20.5%	$435,020	**$628,968**	+ 44.6%
Percent of List Price Received*	99.1%	**99.2%**	+ 0.1%	99.1%	**98.6%**	- 0.5%
Days on Market Until Sale	74	**91**	+ 23.0%	72	**102**	+ 41.7%
Inventory of Homes for Sale	136	**110**	- 19.1%	--	**--**	--
Months Supply of Inventory	2.5	**2.0**	- 20.0%	--	**--**	--

* 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 February 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Fort Collins

Single Family	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	164	**160**	- 2.4%	358	**329**	- 8.1%
Closed Sales	125	**127**	+ 1.6%	215	**222**	+ 3.3%
Median Sales Price*	$412,500	**$440,000**	+ 6.7%	$418,000	**$435,000**	+ 4.1%
Average Sales Price*	$461,551	**$494,832**	+ 7.2%	$460,177	**$486,373**	+ 5.7%
Percent of List Price Received*	98.9%	**98.9%**	0.0%	98.6%	**98.8%**	+ 0.2%
Days on Market Until Sale	65	**70**	+ 7.7%	70	**75**	+ 7.1%
Inventory of Homes for Sale	250	**195**	- 22.0%	--	**--**	--
Months Supply of Inventory	1.4	**1.1**	- 21.4%	--	**--**	--

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

Townhouse/Condo	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	57	**77**	+ 35.1%	129	**155**	+ 20.2%
Closed Sales	44	**72**	+ 63.6%	86	**123**	+ 43.0%
Median Sales Price*	$321,525	**$314,500**	- 2.2%	$298,800	**$300,000**	+ 0.4%
Average Sales Price*	$321,431	**$347,135**	+ 8.0%	$309,516	**$340,148**	+ 9.9%
Percent of List Price Received*	98.3%	**98.6%**	+ 0.3%	98.4%	**98.7%**	+ 0.3%
Days on Market Until Sale	99	**137**	+ 38.4%	103	**150**	+ 45.6%
Inventory of Homes for Sale	117	**118**	+ 0.9%	--	**--**	--
Months Supply of Inventory	1.7	**1.8**	+ 5.9%	--	**--**	--

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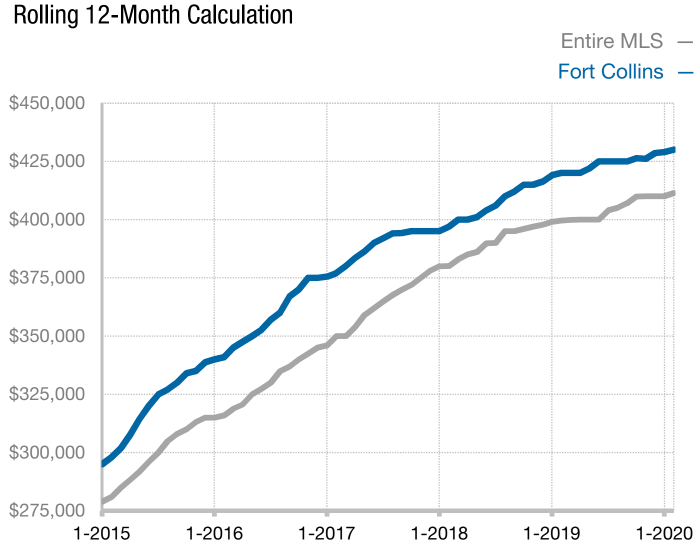
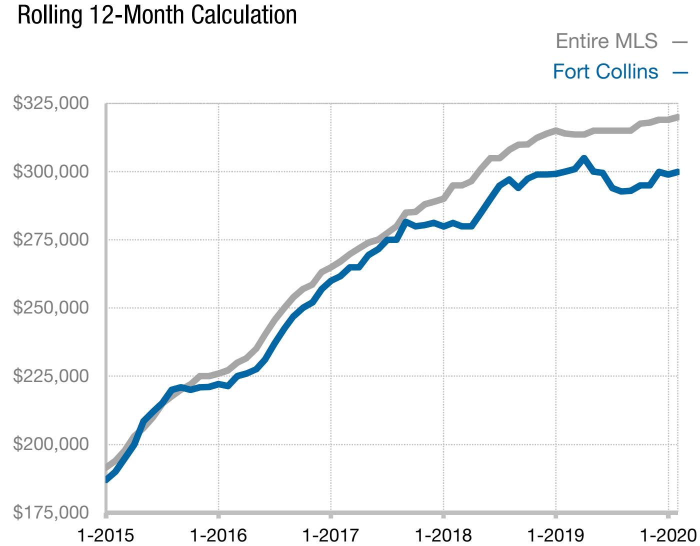
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

A Research Tool Provided by the Colorado Association of REALTORS®

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Greeley

Single Family	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	128	**101**	- 21.1%	294	**222**	- 24.5%
Closed Sales	118	**95**	- 19.5%	190	**181**	- 4.7%
Median Sales Price*	$310,523	**$325,000**	+ 4.7%	$306,327	**$322,500**	+ 5.3%
Average Sales Price*	$315,822	**$342,750**	+ 8.5%	$316,113	**$338,669**	+ 7.1%
Percent of List Price Received*	98.8%	**99.3%**	+ 0.5%	99.1%	**98.9%**	- 0.2%
Days on Market Until Sale	60	**73**	+ 21.7%	61	**69**	+ 13.1%
Inventory of Homes for Sale	152	**105**	- 30.9%	--	**--**	--
Months Supply of Inventory	1.2	**0.8**	- 33.3%	--	**--**	--

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Townhouse/Condo	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	21	**20**	- 4.8%	59	**43**	- 27.1%
Closed Sales	23	**24**	+ 4.3%	42	**38**	- 9.5%
Median Sales Price*	$220,000	**$239,000**	+ 8.6%	$225,500	**$239,000**	+ 6.0%
Average Sales Price*	$222,713	**$243,945**	+ 9.5%	$231,079	**$242,070**	+ 4.8%
Percent of List Price Received*	99.1%	**99.6%**	+ 0.5%	99.2%	**99.6%**	+ 0.4%
Days on Market Until Sale	54	**63**	+ 16.7%	51	**69**	+ 35.3%
Inventory of Homes for Sale	18	**17**	- 5.6%	--	**--**	--
Months Supply of Inventory	0.8	**0.7**	- 12.5%	--	**--**	--

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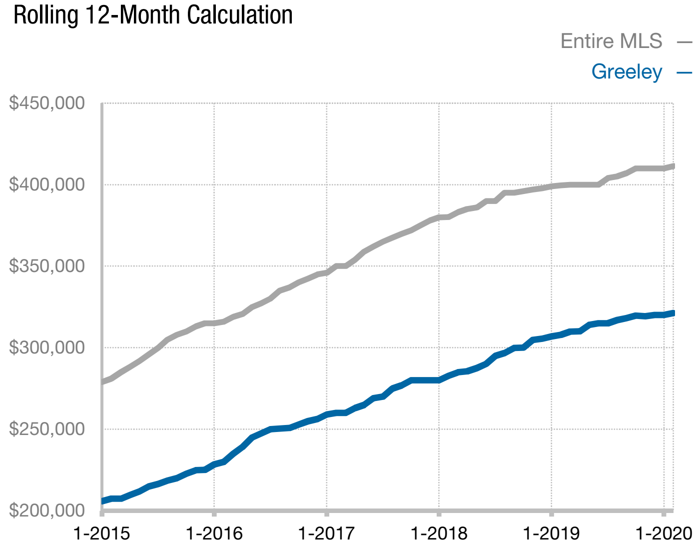
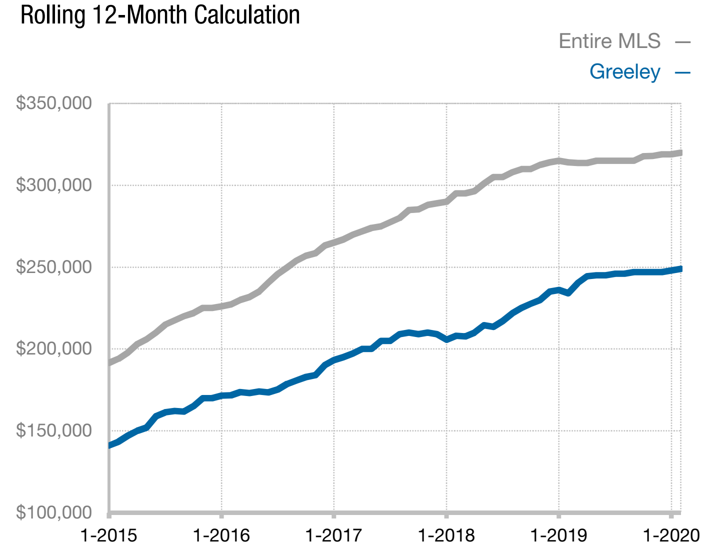
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Johnstown

Single Family	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	31	**29**	- 6.5%	77	**72**	- 6.5%
Closed Sales	13	**21**	+ 61.5%	31	**39**	+ 25.8%
Median Sales Price*	$385,000	**$383,000**	- 0.5%	$423,000	**$383,000**	- 9.5%
Average Sales Price*	$449,162	**$391,879**	- 12.8%	$426,157	**$386,606**	- 9.3%
Percent of List Price Received*	99.5%	**100.1%**	+ 0.6%	99.6%	**99.8%**	+ 0.2%
Days on Market Until Sale	73	**58**	- 20.5%	111	**69**	- 37.8%
Inventory of Homes for Sale	62	**43**	- 30.6%	--	**--**	--
Months Supply of Inventory	1.8	**1.3**	- 27.8%	--	**--**	--

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Townhouse/Condo	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	0	**3**	--	0	**8**	--
Closed Sales	1	**1**	0.0%	1	**1**	0.0%
Median Sales Price*	$335,000	**$322,500**	- 3.7%	$335,000	**$322,500**	- 3.7%
Average Sales Price*	$335,000	**$322,500**	- 3.7%	$335,000	**$322,500**	- 3.7%
Percent of List Price Received*	102.8%	**99.3%**	- 3.4%	102.8%	**99.3%**	- 3.4%
Days on Market Until Sale	2	**34**	+ 1600.0%	2	**34**	+ 1600.0%
Inventory of Homes for Sale	1	**4**	+ 300.0%	--	**--**	--
Months Supply of Inventory	0.5	**2.4**	+ 380.0%	--	**--**	--

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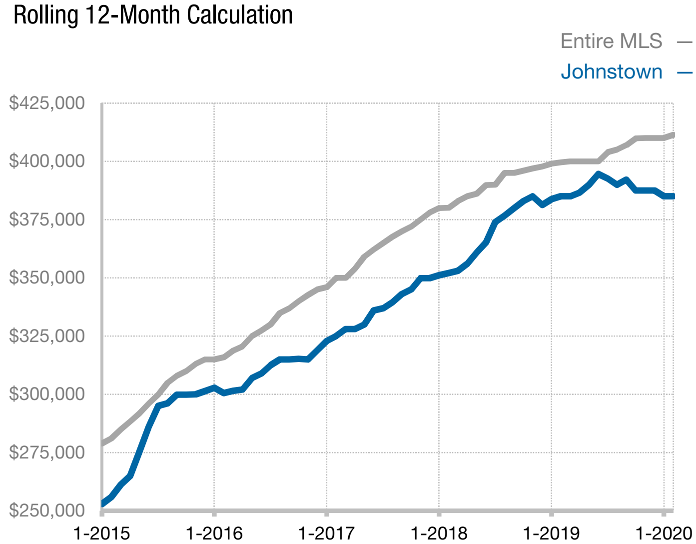
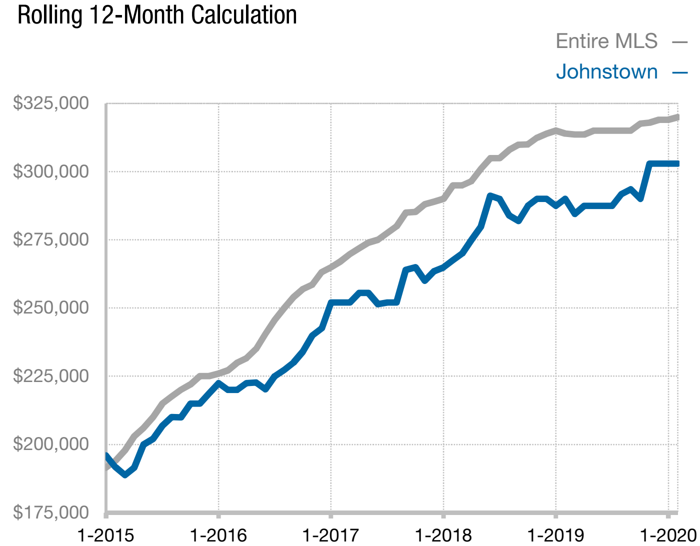
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR FORT COLLINS BOARD OF REALTORS®

Longmont

Single Family	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	110	**104**	- 5.5%	237	**217**	- 8.4%
Closed Sales	88	**93**	+ 5.7%	149	**168**	+ 12.8%
Median Sales Price*	$456,250	**$465,000**	+ 1.9%	$449,900	**$466,500**	+ 3.7%
Average Sales Price*	$534,563	**$497,935**	- 6.9%	$512,465	**$519,059**	+ 1.3%
Percent of List Price Received*	98.8%	**98.6%**	- 0.2%	98.6%	**98.3%**	- 0.3%
Days on Market Until Sale	68	**66**	- 2.9%	69	**76**	+ 10.1%
Inventory of Homes for Sale	201	**160**	- 20.4%	--	**--**	--
Months Supply of Inventory	1.8	**1.4**	- 22.2%	--	**--**	--

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Townhouse/Condo	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	35	**35**	0.0%	64	**72**	+ 12.5%
Closed Sales	17	**27**	+ 58.8%	33	**49**	+ 48.5%
Median Sales Price*	$315,000	**$377,443**	+ 19.8%	$329,900	**$340,000**	+ 3.1%
Average Sales Price*	$309,439	**$355,450**	+ 14.9%	$319,814	**$345,346**	+ 8.0%
Percent of List Price Received*	99.3%	**99.5%**	+ 0.2%	99.6%	**99.0%**	- 0.6%
Days on Market Until Sale	81	**73**	- 9.9%	68	**67**	- 1.5%
Inventory of Homes for Sale	68	**29**	- 57.4%	--	**--**	--
Months Supply of Inventory	2.5	**0.9**	- 64.0%	--	**--**	--

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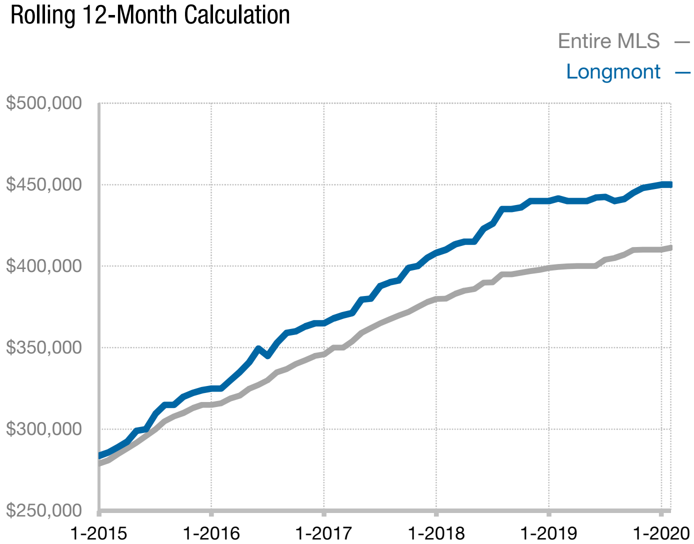
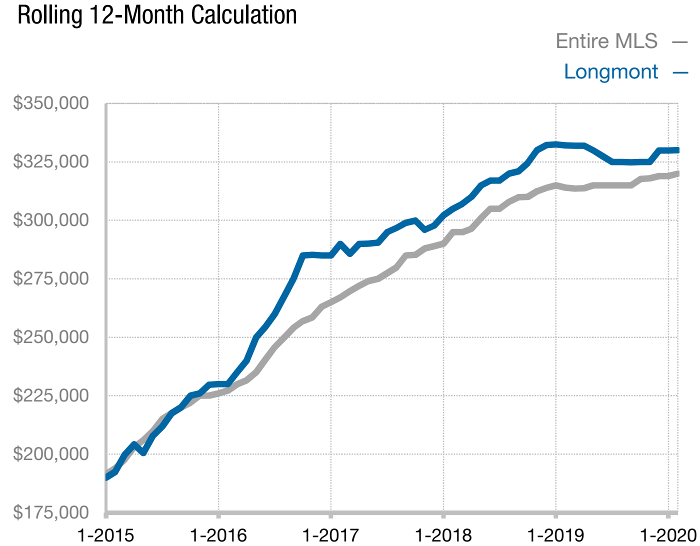
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR FORT COLLINS BOARD OF REALTORS®

Loveland

Single Family	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	119	**154**	+ 29.4%	229	**290**	+ 26.6%
Closed Sales	81	**68**	- 16.0%	151	**148**	- 2.0%
Median Sales Price*	$373,945	**$388,000**	+ 3.8%	$365,000	**$379,500**	+ 4.0%
Average Sales Price*	$454,329	**$400,463**	- 11.9%	$435,453	**$432,319**	- 0.7%
Percent of List Price Received*	98.8%	**99.2%**	+ 0.4%	98.8%	**98.7%**	- 0.1%
Days on Market Until Sale	75	**70**	- 6.7%	71	**70**	- 1.4%
Inventory of Homes for Sale	157	**158**	+ 0.6%	--	**--**	--
Months Supply of Inventory	1.3	**1.4**	+ 7.7%	--	**--**	--

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Townhouse/Condo	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	19	**31**	+ 63.2%	57	**51**	- 10.5%
Closed Sales	16	**19**	+ 18.8%	23	**34**	+ 47.8%
Median Sales Price*	$282,750	**$297,000**	+ 5.0%	$280,000	**$300,000**	+ 7.1%
Average Sales Price*	$299,388	**$322,958**	+ 7.9%	$297,839	**$323,631**	+ 8.7%
Percent of List Price Received*	99.9%	**101.0%**	+ 1.1%	99.7%	**100.1%**	+ 0.4%
Days on Market Until Sale	160	**130**	- 18.8%	149	**124**	- 16.8%
Inventory of Homes for Sale	65	**56**	- 13.8%	--	**--**	--
Months Supply of Inventory	2.6	**2.0**	- 23.1%	--	**--**	--

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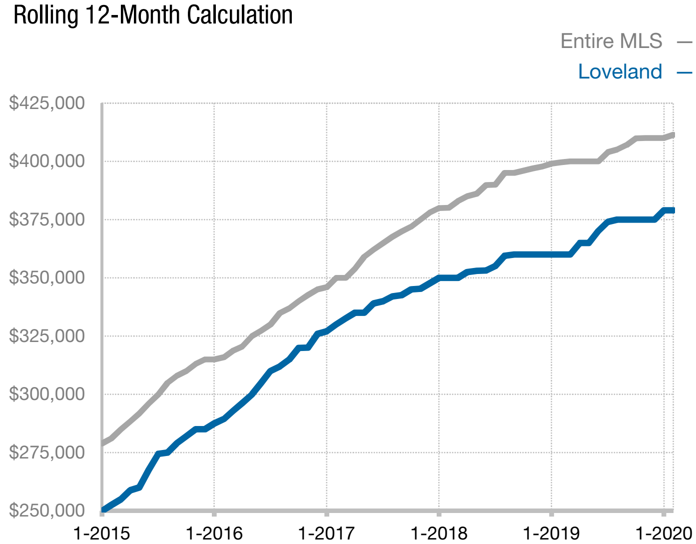
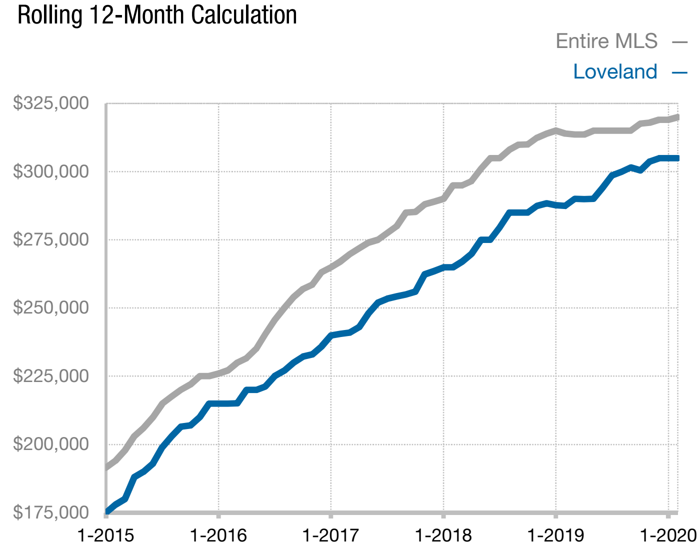
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

A Research Tool Provided by the Colorado Association of REALTORS®

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Wellington

Single Family	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	33	**28**	- 15.2%	70	**54**	- 22.9%
Closed Sales	21	**20**	- 4.8%	34	**36**	+ 5.9%
Median Sales Price*	$341,000	**$361,480**	+ 6.0%	$339,500	**$353,500**	+ 4.1%
Average Sales Price*	$405,450	**$364,858**	- 10.0%	$397,689	**$364,220**	- 8.4%
Percent of List Price Received*	99.6%	**100.8%**	+ 1.2%	100.0%	**100.8%**	+ 0.8%
Days on Market Until Sale	93	**87**	- 6.5%	84	**95**	+ 13.1%
Inventory of Homes for Sale	50	**41**	- 18.0%	--	**--**	--
Months Supply of Inventory	2.2	**1.4**	- 36.4%	--	**--**	--

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Townhouse/Condo	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	1	**6**	+ 500.0%	11	**14**	+ 27.3%
Closed Sales	3	**2**	- 33.3%	5	**6**	+ 20.0%
Median Sales Price*	$261,100	**$290,500**	+ 11.3%	$261,100	**$275,250**	+ 5.4%
Average Sales Price*	$250,667	**$290,500**	+ 15.9%	$258,220	**$276,567**	+ 7.1%
Percent of List Price Received*	100.0%	**101.1%**	+ 1.1%	99.4%	**99.4%**	0.0%
Days on Market Until Sale	146	**38**	- 74.0%	168	**76**	- 54.8%
Inventory of Homes for Sale	3	**5**	+ 66.7%	--	**--**	--
Months Supply of Inventory	0.8	**0.8**	0.0%	--	**--**	--

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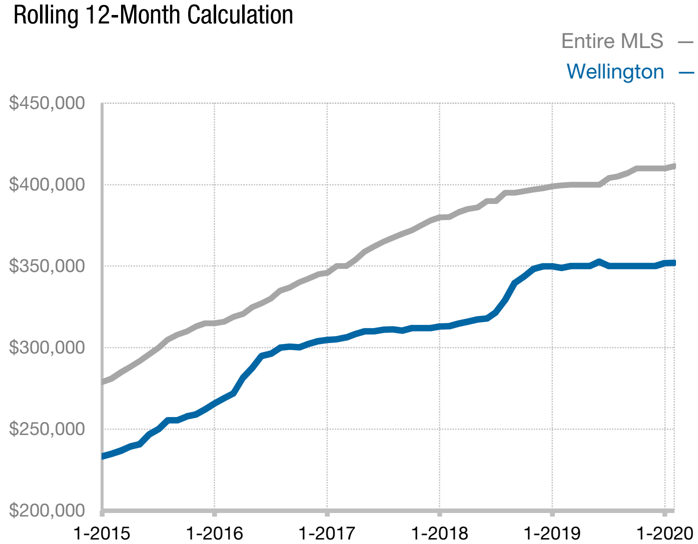
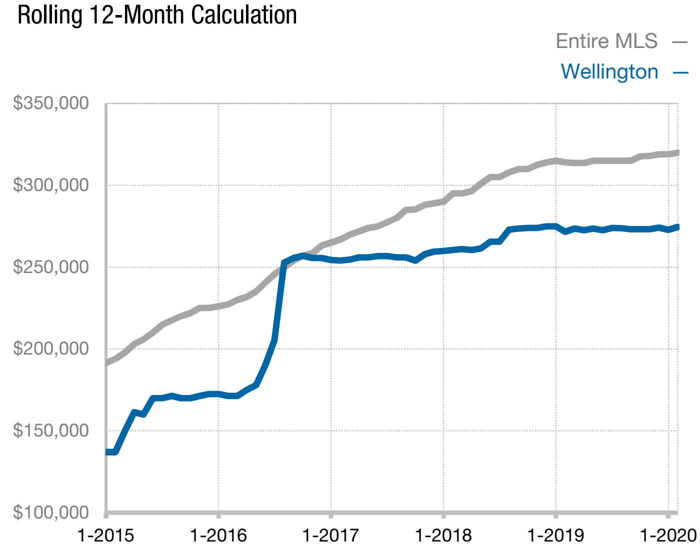
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
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Windsor

Single Family	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	105	**82**	- 21.9%	224	**163**	- 27.2%
Closed Sales	58	**65**	+ 12.1%	115	**108**	- 6.1%
Median Sales Price*	$415,000	**$450,000**	+ 8.4%	$420,000	**$459,480**	+ 9.4%
Average Sales Price*	$498,701	**$520,774**	+ 4.4%	$480,115	**$515,224**	+ 7.3%
Percent of List Price Received*	98.1%	**99.4%**	+ 1.3%	99.0%	**99.4%**	+ 0.4%
Days on Market Until Sale	115	**94**	- 18.3%	108	**97**	- 10.2%
Inventory of Homes for Sale	223	**172**	- 22.9%	--	**--**	--
Months Supply of Inventory	3.1	**2.0**	- 35.5%	--	**--**	--

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Townhouse/Condo	February			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 02-2019**	**Thru 02-2020**	Percent Change from Previous Year
New Listings	6	**17**	+ 183.3%	56	**27**	- 51.8%
Closed Sales	6	**8**	+ 33.3%	12	**12**	0.0%
Median Sales Price*	$307,594	**$329,950**	+ 7.3%	$295,500	**$329,950**	+ 11.7%
Average Sales Price*	$315,381	**$354,708**	+ 12.5%	$312,505	**$340,255**	+ 8.9%
Percent of List Price Received*	98.7%	**99.5%**	+ 0.8%	99.6%	**99.0%**	- 0.6%
Days on Market Until Sale	121	**170**	+ 40.5%	152	**153**	+ 0.7%
Inventory of Homes for Sale	79	**48**	- 39.2%	--	**--**	--
Months Supply of Inventory	8.0	**4.7**	- 41.3%	--	**--**	--

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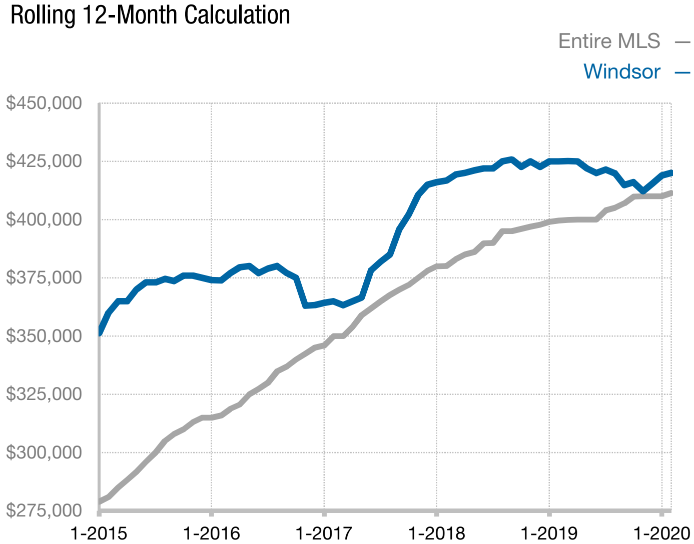
Median Sales Price – Single Family
Rolling 12-Month Calculation



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