FCBR 2020

FORT COLLINS BOARD OF REALTORS®

A REALTOR & CONSUMER ADVOCACY DEPARTMENT SERVICE

Nationally known. Locally owned & operated.

Krista Manss
Sales
(970) 203-4685
kmanss@ltgc.com

Land Title®
GUARANTEE COMPANY
Since 1967

Dan Medeiros
Sales
(970) 218-8877
dmedeiros@ltgc.com

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

FCBR
FORT COLLINS BOARD OF REALTORS®

January 2020

New Listings were down 16.1 percent for single family homes but increased 3.4 percent for townhouse-condo properties. Pending Sales landed at 227 for single family homes and 75 for townhouse-condo properties.

The Median Sales Price was up 1.9 percent to $422,500 for single family homes but decreased 0.8 percent to $274,750 for townhouse-condo properties. Days on Market increased 20.3 percent for single family homes and 52.3 percent for townhouse-condo properties.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

Activity Snapshot

+ 11.9%	+ 20.3%	+ 1.9%
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.

Single Family Activity Overview	2
Townhouse-Condo Activity Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Active Listings	12
Months Supply of Inventory	13
All Properties Activity Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

Current as of February 6, 2020.All data from IRES, LLC. Report © 2020 ShowingTime.

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.

FCBR
FORT COLLINS BOARD OF REALTORS®

Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		279	**234**	- 16.1%	279	**234**	- 16.1%
Pending Sales		188	**227**	+ 20.7%	188	**227**	+ 20.7%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		118	**132**	+ 11.9%	118	**132**	+ 11.9%
Median Sales Price		$414,500	**$422,500**	+ 1.9%	$414,500	**$422,500**	+ 1.9%
Avg. Sales Price		$447,888	**$477,904**	+ 6.7%	$447,888	**$477,904**	+ 6.7%
Pct. of List Price Received		98.7%	**98.9%**	+ 0.2%	98.7%	**98.9%**	+ 0.2%
Days on Market		79	**95**	+ 20.3%	79	**95**	+ 20.3%
Affordability Index		82	**89**	+ 8.5%	82	**89**	+ 8.5%
Active Listings		422	**381**	- 9.7%	--	**--**	--
Months Supply		1.7	**1.6**	- 5.9%	--	**--**	--

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.

FCBR
FORT COLLINS BOARD OF REALTORS®

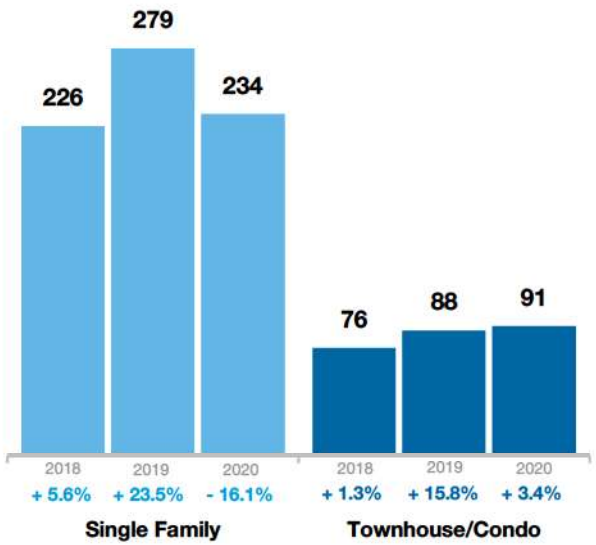
Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		88	**91**	+ 3.4%	88	**91**	+ 3.4%
Pending Sales		59	**75**	+ 27.1%	59	**75**	+ 27.1%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		44	**56**	+ 27.3%	44	**56**	+ 27.3%
Median Sales Price		$277,000	**$274,750**	- 0.8%	$277,000	**$274,750**	- 0.8%
Avg. Sales Price		$295,785	**$326,776**	+ 10.5%	$295,785	**$326,776**	+ 10.5%
Pct. of List Price Received		98.6%	**98.8%**	+ 0.2%	98.6%	**98.8%**	+ 0.2%
Days on Market		111	**169**	+ 52.3%	111	**169**	+ 52.3%
Affordability Index		123	**137**	+ 11.4%	123	**137**	+ 11.4%
Active Listings		151	**151**	0.0%	--	**--**	--
Months Supply		2.1	**2.1**	0.0%	--	**--**	--

New Listings

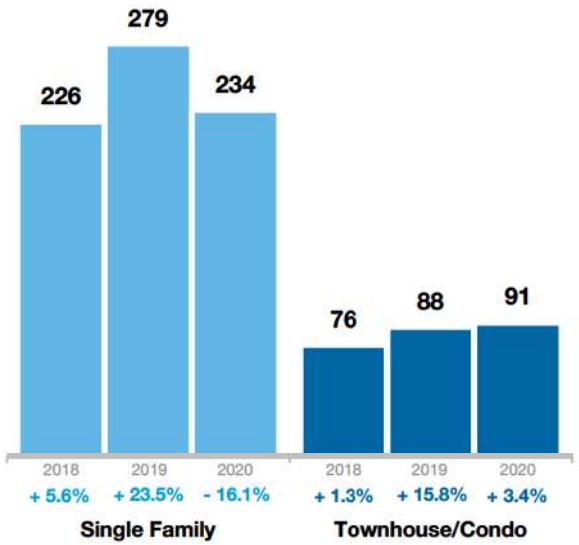
A count of the properties that have been newly listed on the market in a given month.

FCBR
FORT COLLINS BOARD OF REALTORS®

January

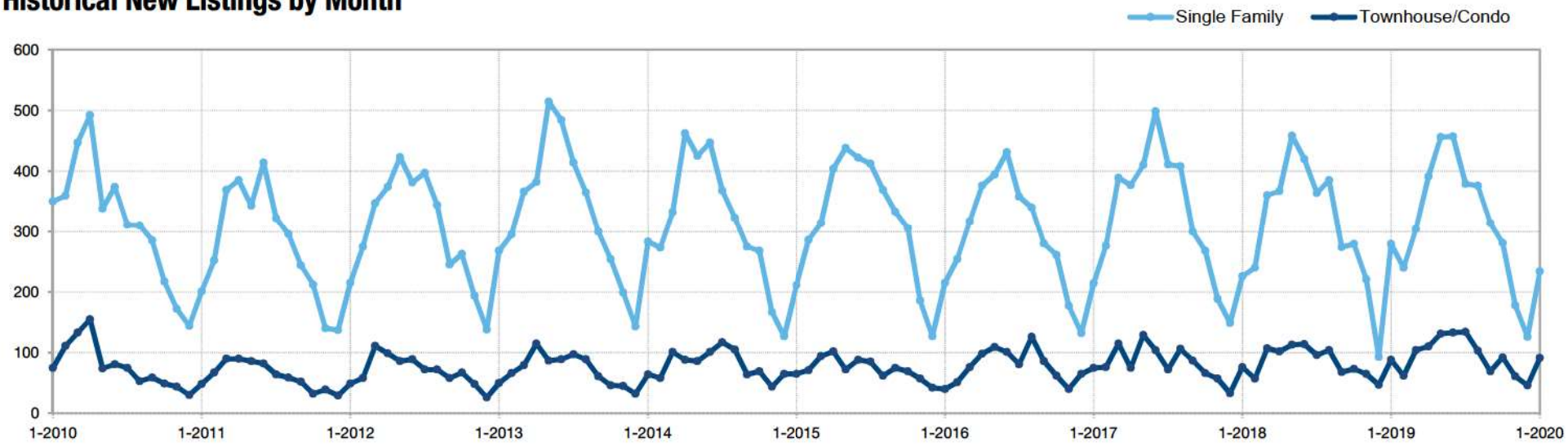


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2019	240	0.0%	62	+8.8%
Mar-2019	304	-15.6%	104	-2.8%
Apr-2019	391	+6.5%	110	+7.8%
May-2019	456	-0.4%	131	+15.9%
Jun-2019	457	+8.8%	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	178	-19.5%	61	-6.2%
Dec-2019	126	+35.5%	46	-2.1%
Jan-2020	**234**	**-16.1%**	**91**	**+3.4%**
12-Month Avg	311	-0.1%	95	+9.9%

Historical New Listings by Month

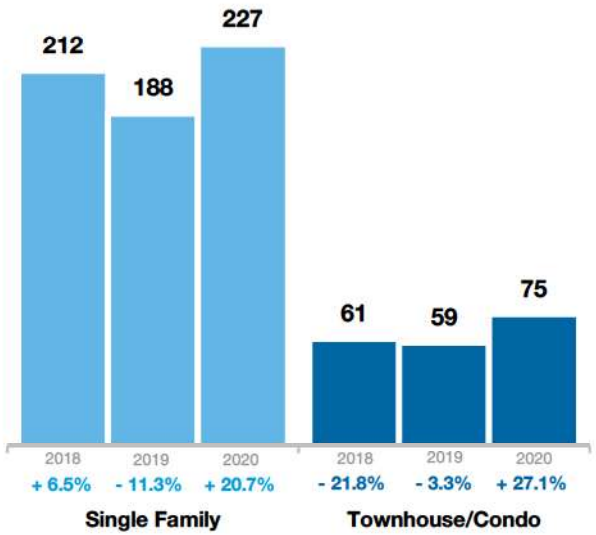


Pending Sales

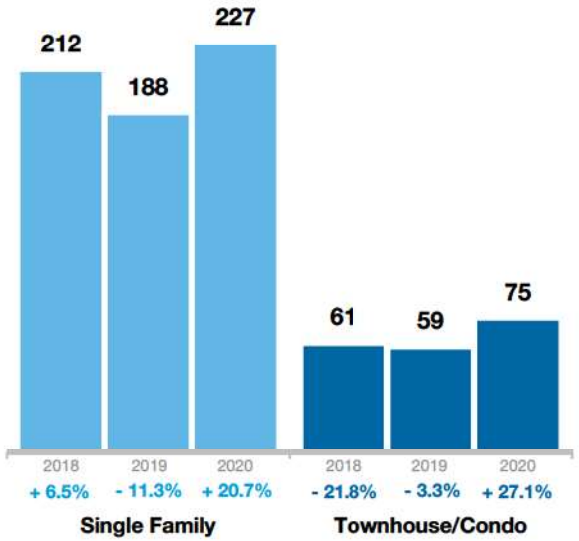
A count of the properties on which offers have been accepted in a given month.

FCBR
FORT COLLINS BOARD OF REALTORS®

January

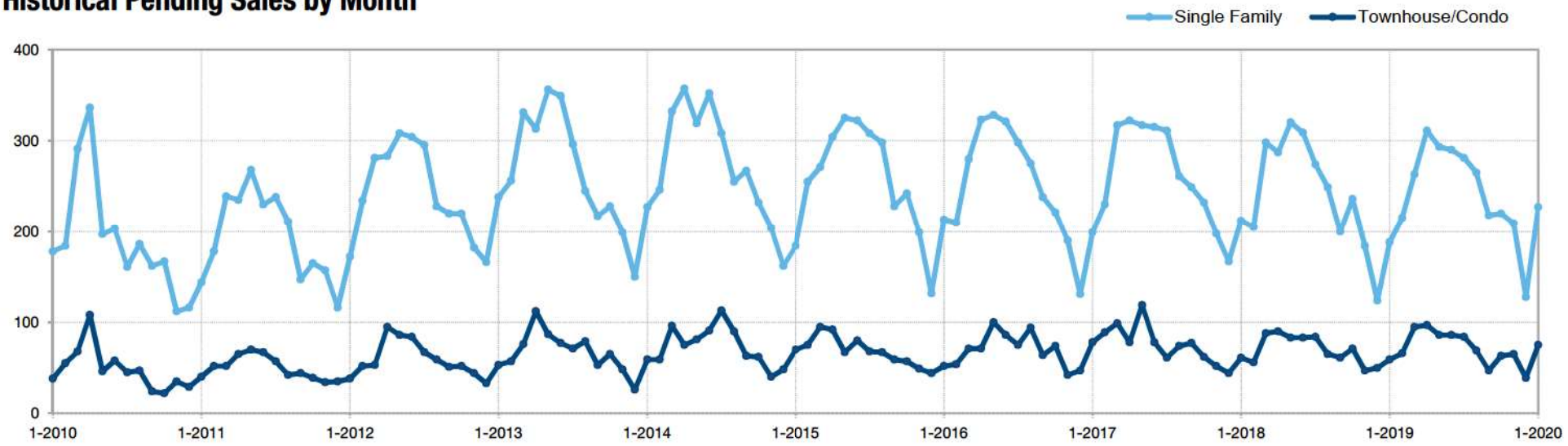


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2019	215	+4.9%	66	+17.9%
Mar-2019	263	-11.7%	95	+8.0%
Apr-2019	311	+8.4%	97	+7.8%
May-2019	293	-8.4%	86	+3.6%
Jun-2019	290	-6.1%	86	+3.6%
Jul-2019	281	+2.6%	84	0.0%
Aug-2019	265	+6.4%	69	+6.2%
Sep-2019	218	+9.0%	47	-23.0%
Oct-2019	220	-6.8%	63	-11.3%
Nov-2019	209	+13.6%	65	+38.3%
Dec-2019	128	+3.2%	39	-22.0%
Jan-2020	**227**	**+20.7%**	**75**	**+27.1%**
12-Month Avg	243	+1.6%	73	+4.2%

Historical Pending Sales by Month

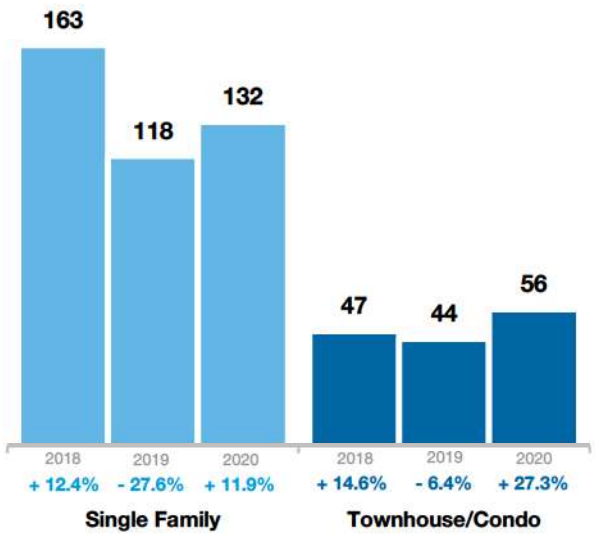


Sold Listings

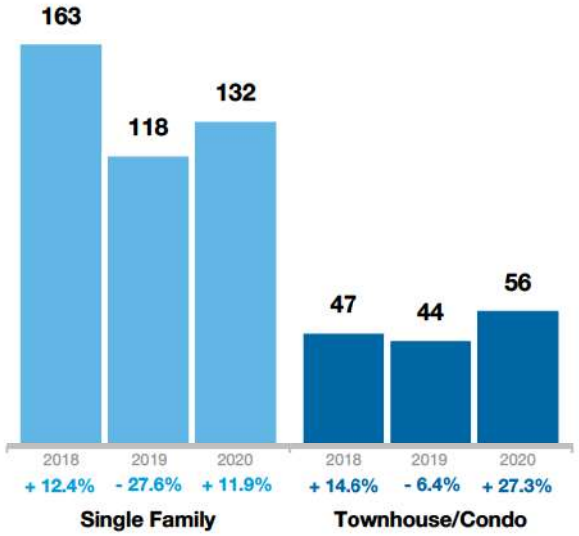
A count of the actual sales that closed in a given month.

FCBR
FORT COLLINS BOARD OF REALTORS®

January

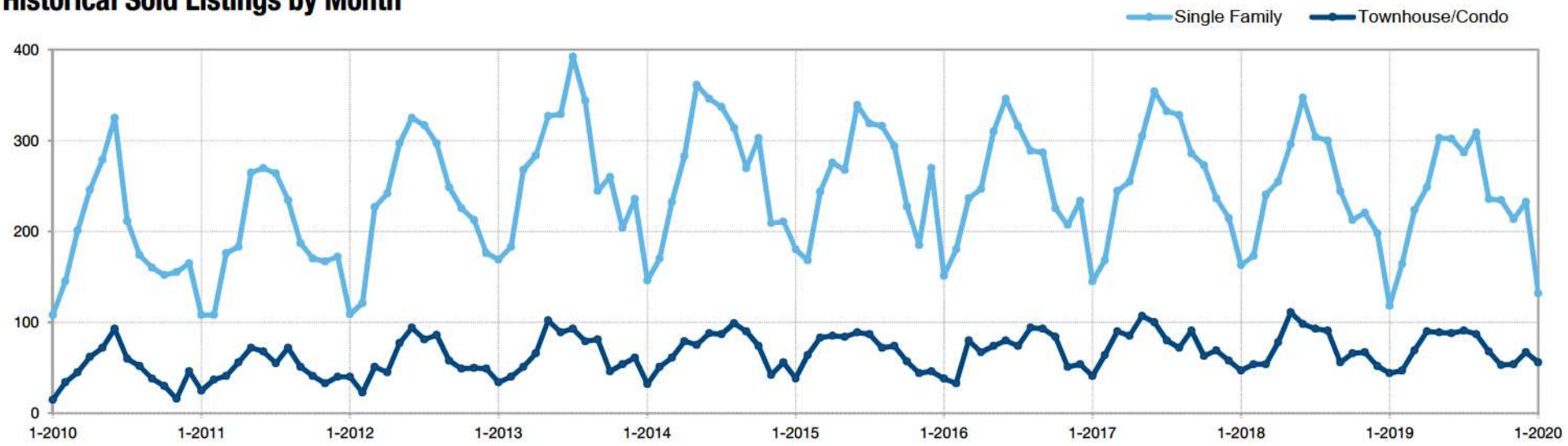


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2019	164	-5.2%	47	-13.0%
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	214	-3.2%	54	-19.4%
Dec-2019	233	+17.7%	67	+28.8%
Jan-2020	**132**	**+11.9%**	**56**	**+27.3%**
12-Month Avg	241	-0.8%	72	-0.6%

Historical Sold Listings by Month

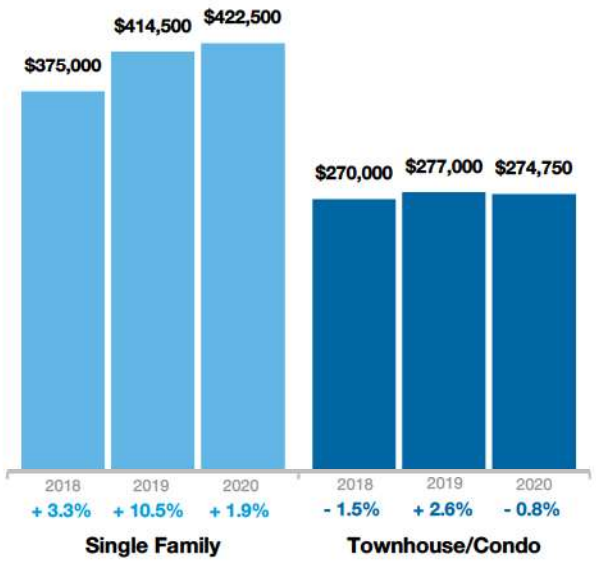


Median Sales Price

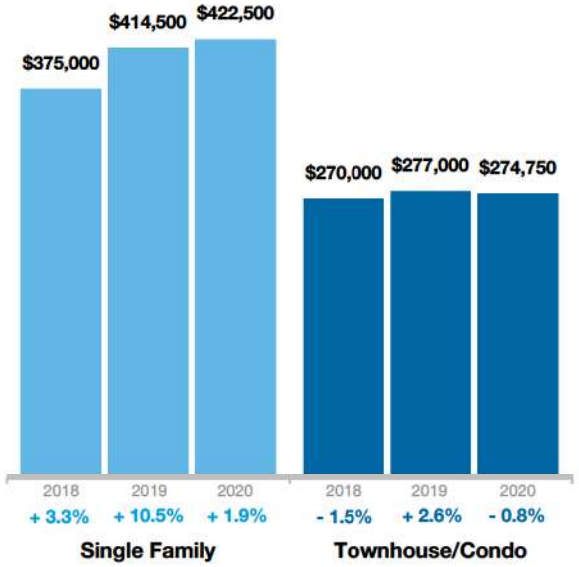
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

FCBR
FORT COLLINS BOARD OF REALTORS®

January



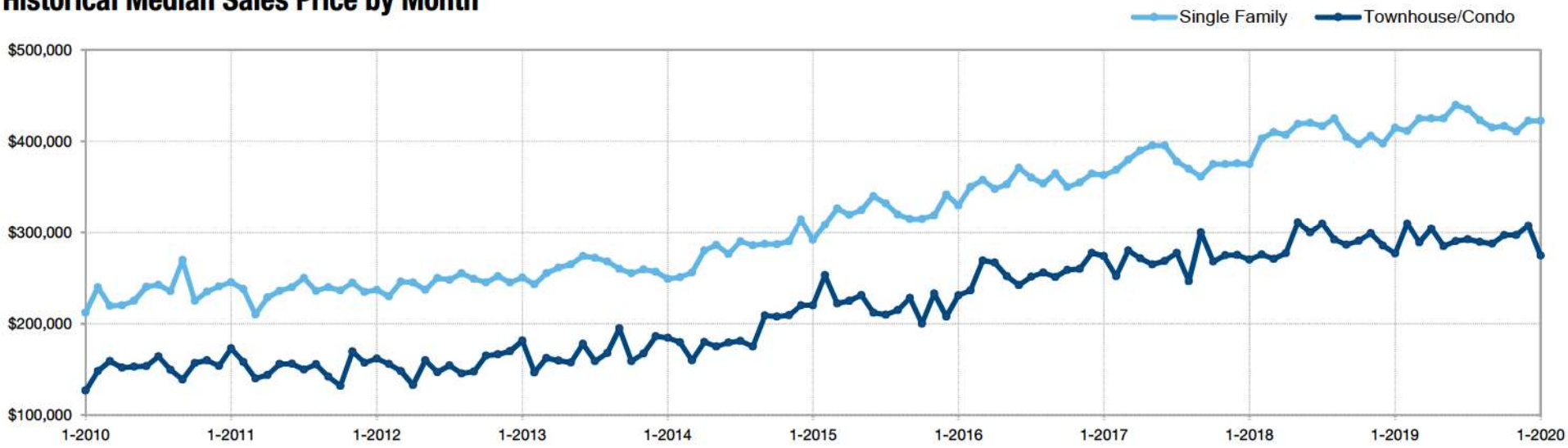
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2019	$411,250	+2.0%	$310,000	+12.4%
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	$410,650	+1.1%	$297,000	-0.7%
Dec-2019	$422,500	+6.3%	$307,500	+7.7%
Jan-2020	**$422,500**	**+1.9%**	**$274,750**	**-0.8%**
12-Month Avg*	$424,925	+3.6%	$292,500	-0.2%

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

Historical Median Sales Price by Month

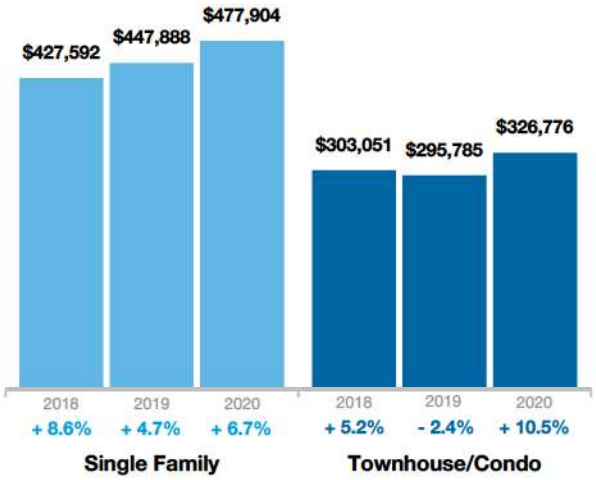


Average Sales Price

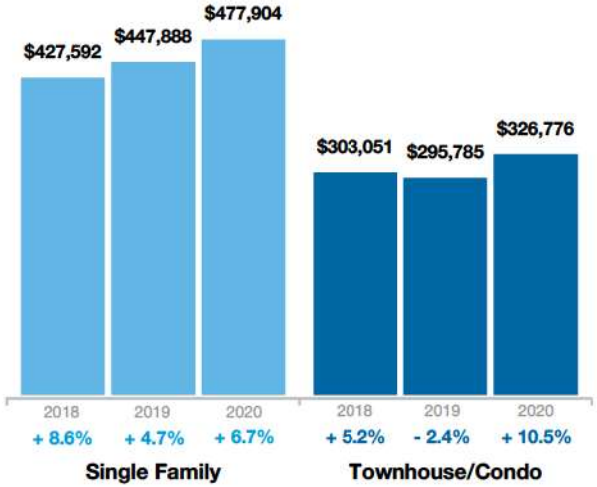
Average sales price for all closed sales, not accounting for seller concessions, in a given month.

FCBR
FORT COLLINS BOARD OF REALTORS®

January



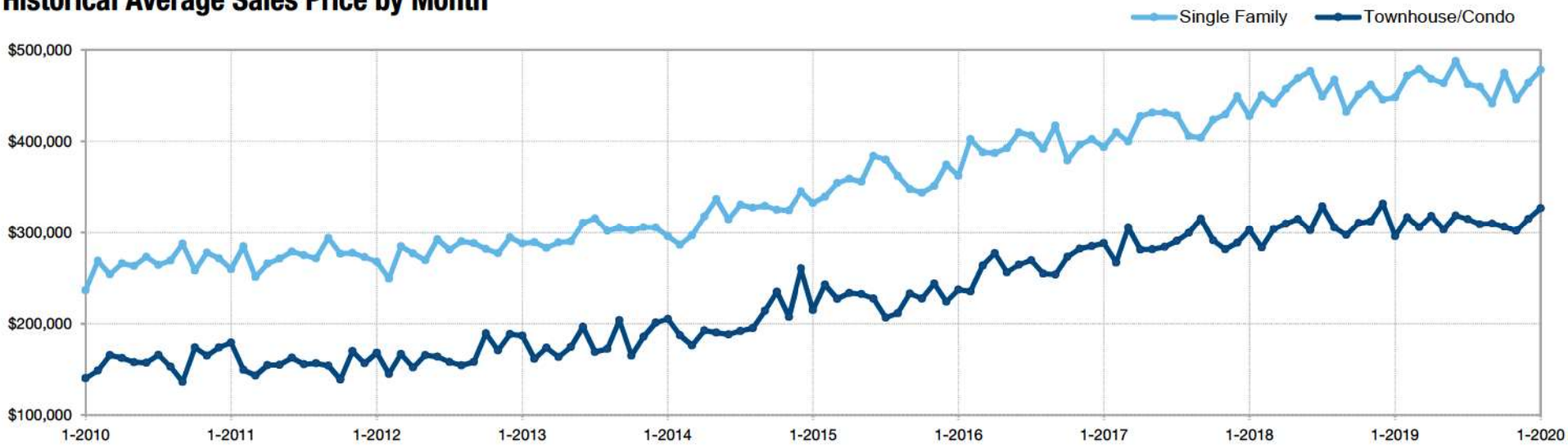
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2019	$471,399	+4.7%	$316,914	+11.8%
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	$445,462	-3.5%	$301,862	-3.3%
Dec-2019	$463,553	+4.1%	$315,142	-5.0%
Jan-2020	**$477,904**	**+6.7%**	**$326,776**	**+10.5%**
12-Month Avg*	$465,909	+2.2%	$312,309	+1.0%

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

Historical Average Sales Price by Month

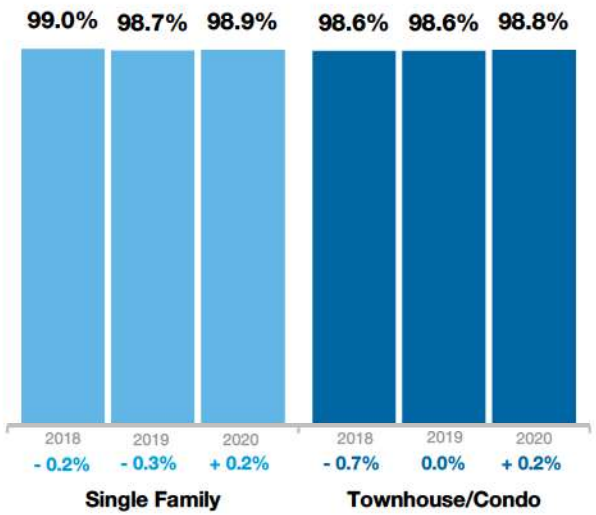


Percent of List Price Received

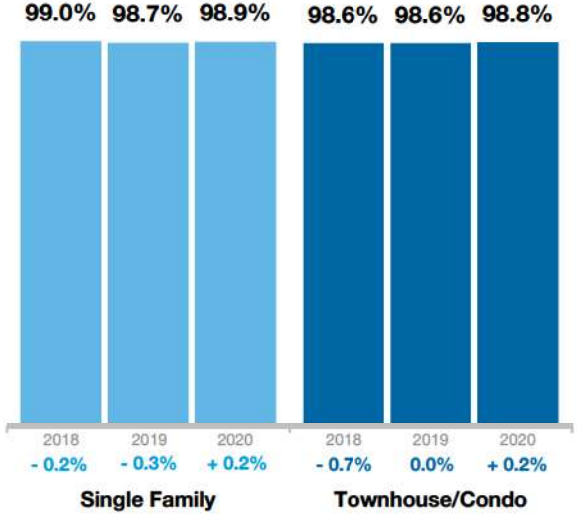
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

FCBR
FORT COLLINS BOARD OF REALTORS®

January



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2019	98.7%	-0.2%	98.4%	-1.2%
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%**
12-Month Avg*	99.4%	-0.3%	99.8%	-0.7%

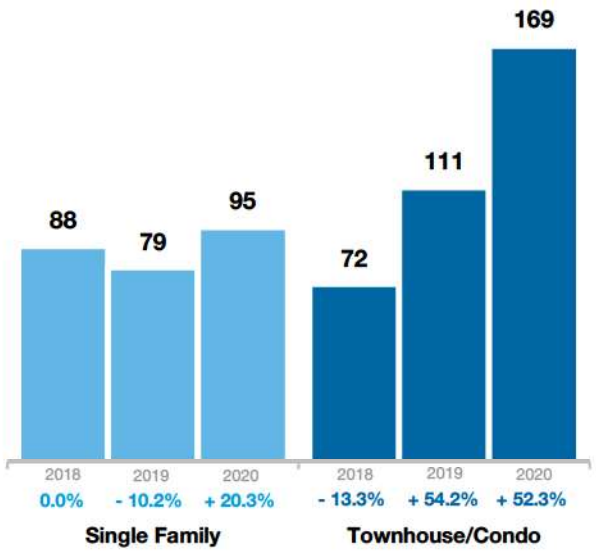
* Pct. of List Price Received for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

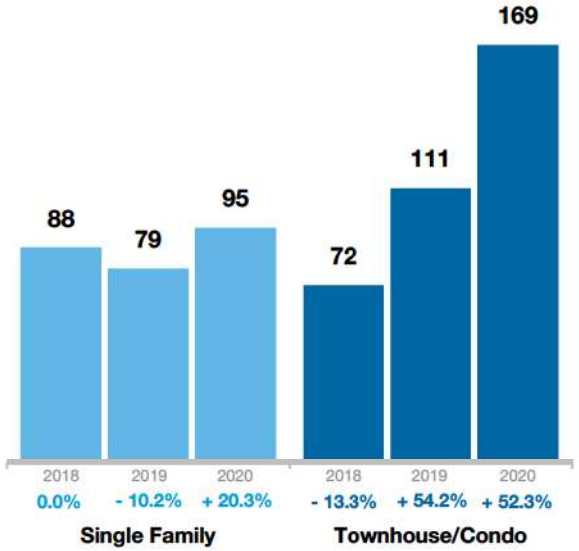
Days on Market Until Sale

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

January



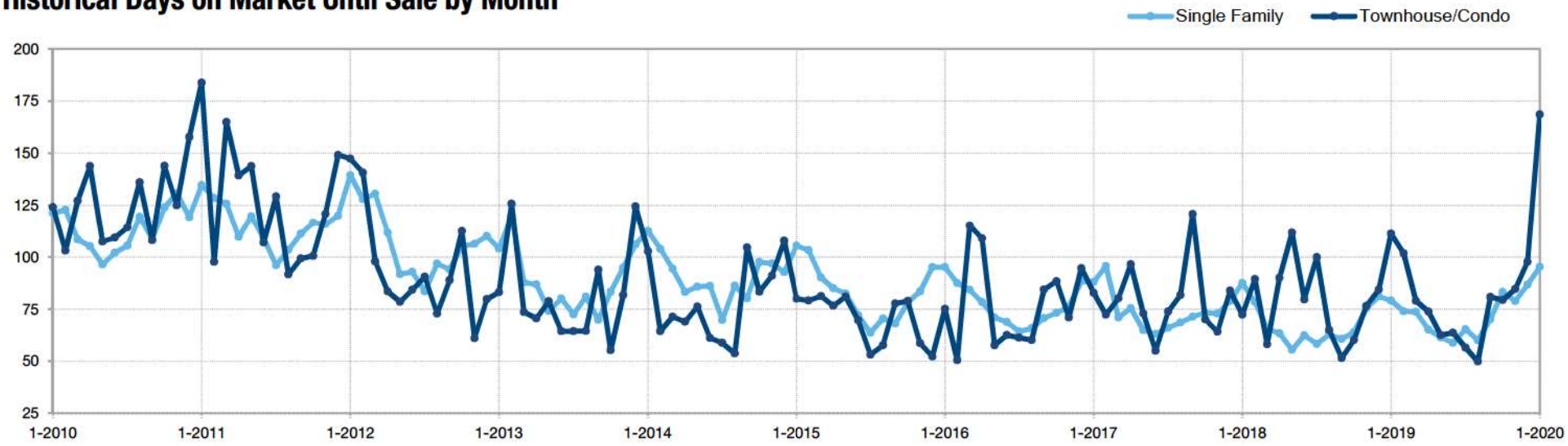
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2019	74	-5.1%	102	+14.6%
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%**	**169**	**+52.3%**
12-Month Avg	71	+8.0%	79	-4.8%

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

Historical Days on Market Until Sale by Month

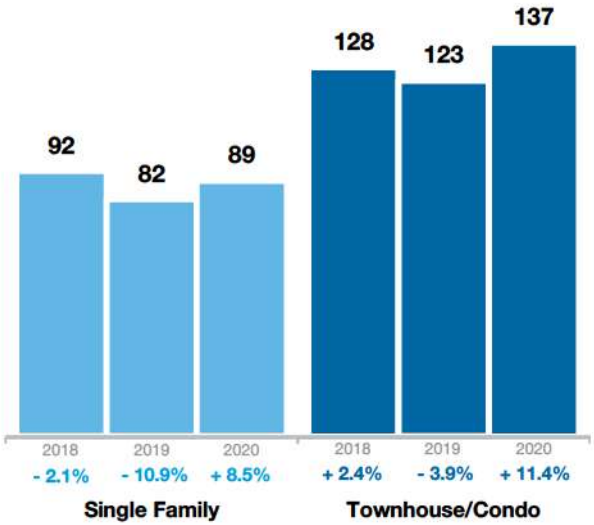


Housing Affordability Index

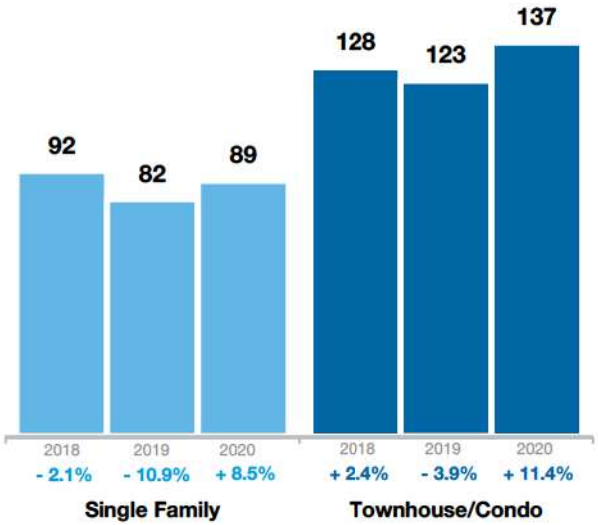
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

FCBR
FORT COLLINS BOARD OF REALTORS®

January

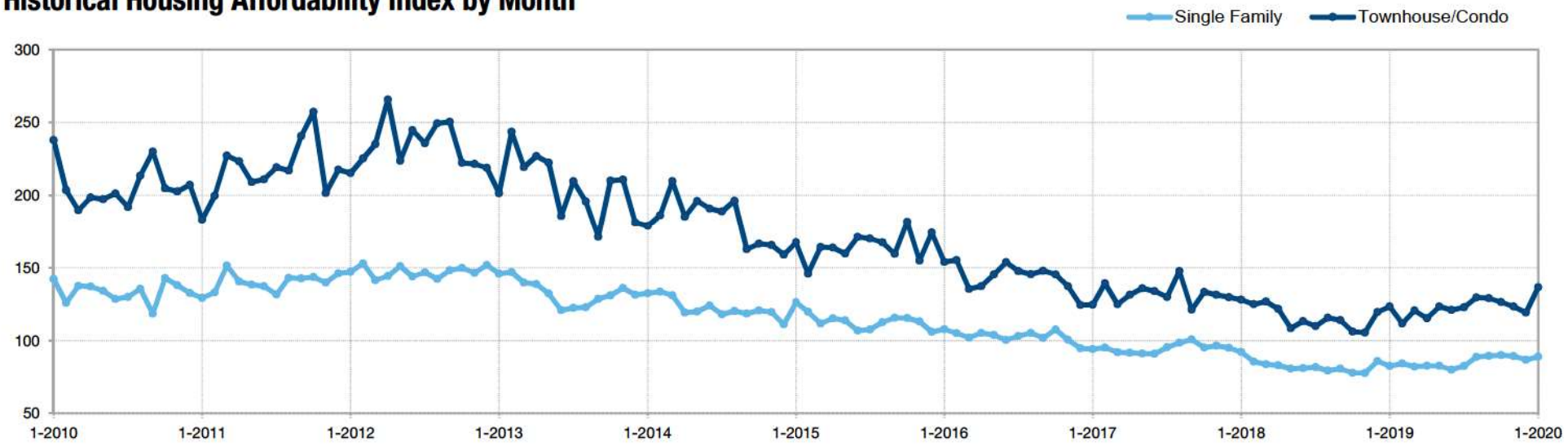


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2019	84	-2.3%	112	-10.4%
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%**
12-Month Avg	86	+9.1%	82	+18.4%

Historical Housing Affordability Index by Month

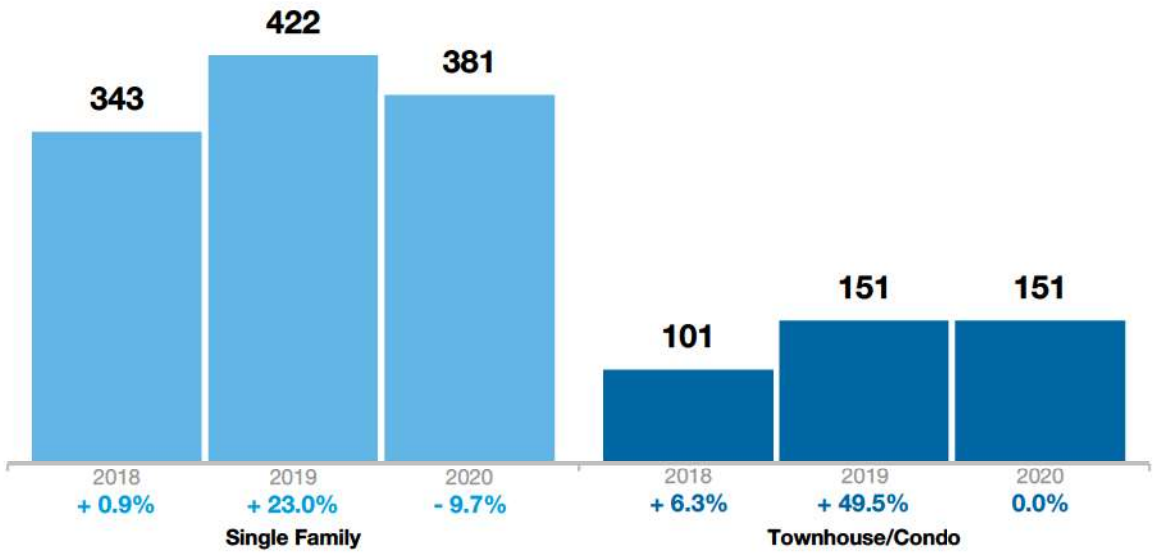


Inventory of Active Listings

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

FCBR
FORT COLLINS BOARD OF REALTORS®

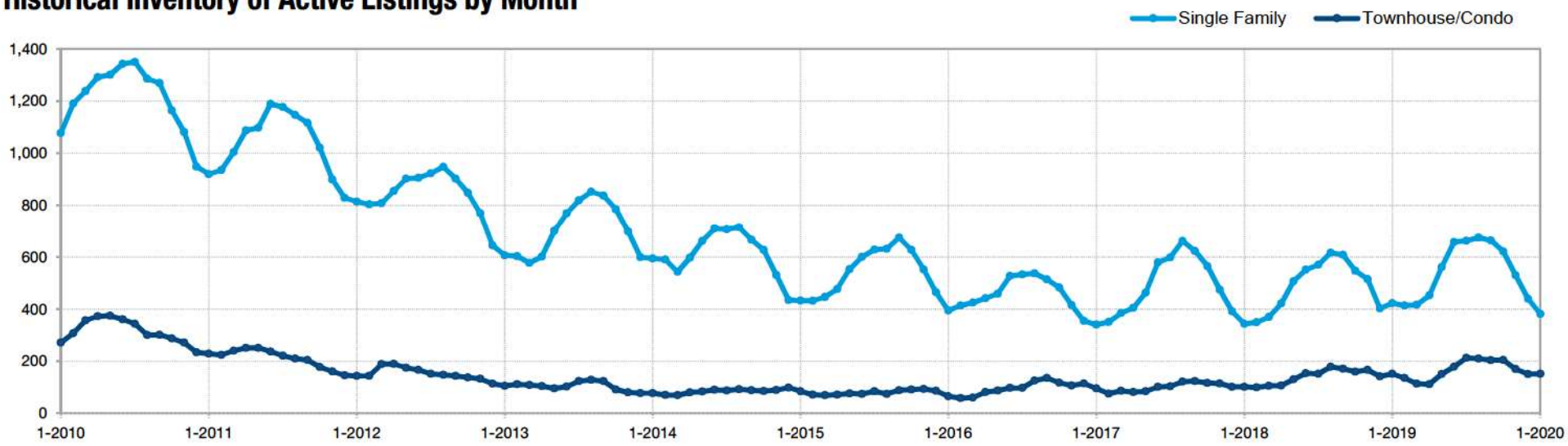
January



Active Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2019	413	+18.3%	135	+36.4%
Mar-2019	416	+12.7%	113	+7.6%
Apr-2019	453	+7.6%	111	+4.7%
May-2019	561	+10.7%	150	+15.4%
Jun-2019	657	+19.2%	179	+17.0%
Jul-2019	662	+16.1%	213	+41.1%
Aug-2019	674	+9.4%	210	+17.3%
Sep-2019	663	+9.0%	204	+20.0%
Oct-2019	621	+13.5%	205	+28.9%
Nov-2019	530	+2.9%	169	+1.8%
Dec-2019	440	+9.5%	150	+6.4%
Jan-2020	**381**	**-9.7%**	**151**	**0.0%**
12-Month Avg*	539	+10.1%	166	+16.4%

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

Historical Inventory of Active Listings by Month

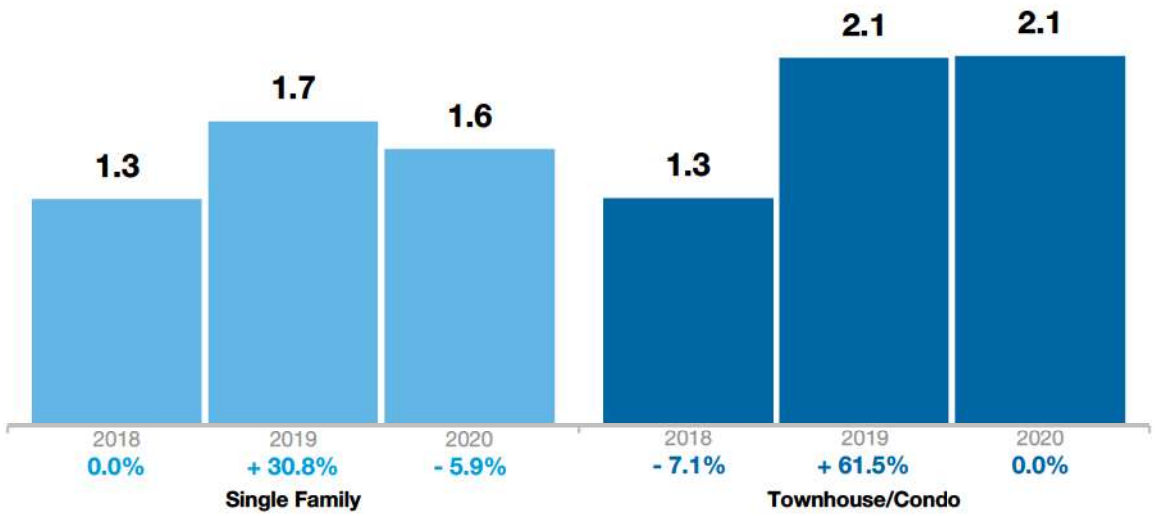


Months Supply of Inventory

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.

FCBR
FORT COLLINS BOARD OF REALTORS®

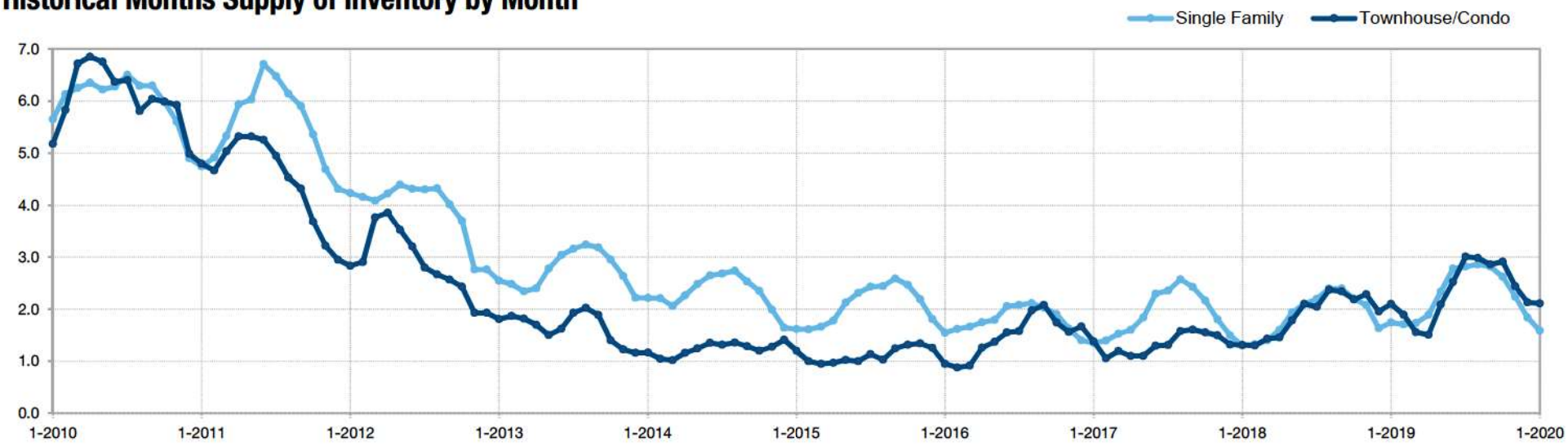
January



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2019	1.7	+30.8%	1.9	+46.2%
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	2.2	+4.8%	2.4	+4.3%
Dec-2019	1.8	+12.5%	2.1	+5.0%
Jan-2020	**1.6**	**-5.9%**	**2.1**	**0.0%**
12-Month Avg*	2.3	+18.4%	2.3	+20.0%

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

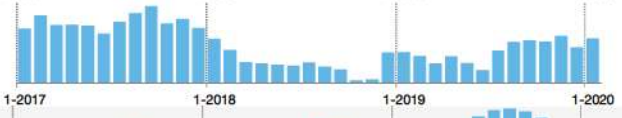
Historical Months Supply of Inventory by Month



All Properties Activity Overview

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

FCBR
FORT COLLINS BOARD OF REALTORS®

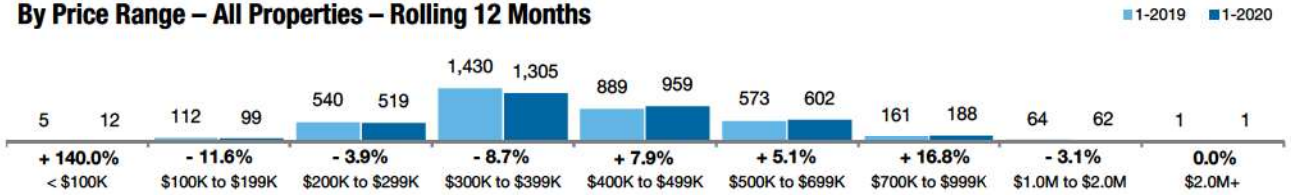
Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		367	**325**	- 11.4%	367	**325**	- 11.4%
Pending Sales		247	**302**	+ 22.3%	59	**75**	+ 27.1%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		162	**188**	+ 16.0%	162	**188**	+ 16.0%
Median Sales Price		$374,250	**$392,500**	+ 4.9%	$374,250	**$392,500**	+ 4.9%
Avg. Sales Price		$406,576	**$432,887**	+ 6.5%	$406,576	**$432,887**	+ 6.5%
Pct. of List Price Received		98.6%	**98.9%**	+ 0.3%	98.6%	**98.9%**	+ 0.3%
Days on Market		88	**117**	+ 33.0%	88	**117**	+ 33.0%
Affordability Index		91	**96**	+ 4.8%	91	**96**	+ 4.8%
Active Listings		573	**532**	- 7.2%	--	**--**	--
Months Supply		1.8	**1.7**	- 6.5%	--	**--**	--

Sold Listings

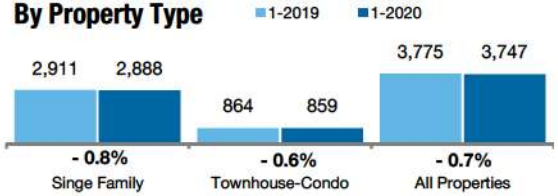
Actual sales that have closed in a given quarter.

FCBR
FORT COLLINS BOARD OF REALTORS®

By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

	Single Family			Townhouse-Condo		
By Price Range	1-2019	1-2020	Change	1-2019	1-2020	Change
$99,999 and Below	5	12	+ 140.0%	0	0	--
$100,000 to $199,999	44	49	+ 11.4%	68	50	- 26.5%
$200,000 to $299,999	150	117	- 22.0%	390	402	+ 3.1%
$300,000 to $399,999	1,113	1,000	- 10.2%	317	305	- 3.8%
$400,000 to $499,999	840	891	+ 6.1%	49	68	+ 38.8%
$500,000 to $699,999	543	581	+ 7.0%	30	21	- 30.0%
$700,000 to $999,999	156	179	+ 14.7%	5	9	+ 80.0%
$1,000,000 to $1,999,999	59	58	- 1.7%	5	4	- 20.0%
$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	**2,911**	**2,888**	**- 0.8%**	**864**	**859**	**- 0.6%**

Compared to Prior Month

	Single Family			Townhouse-Condo		
By Price Range	12-2019	1-2020	Change	12-2019	1-2020	Change
$99,999 and Below	2	0	- 100.0%	0	0	--
$100,000 to $199,999	1	3	+ 200.0%	3	6	+ 100.0%
$200,000 to $299,999	10	2	- 80.0%	27	28	+ 3.7%
$300,000 to $399,999	87	49	- 43.7%	29	13	- 55.2%
$400,000 to $499,999	67	37	- 44.8%	7	3	- 57.1%
$500,000 to $699,999	51	30	- 41.2%	1	3	+ 200.0%
$700,000 to $999,999	12	7	- 41.7%	0	2	--
$1,000,000 to $1,999,999	2	4	+ 100.0%	0	1	--
$2,000,000 and Above	1	0	- 100.0%	0	0	--
All Price Ranges	**233**	**132**	**- 43.3%**	**67**	**56**	**- 16.4%**

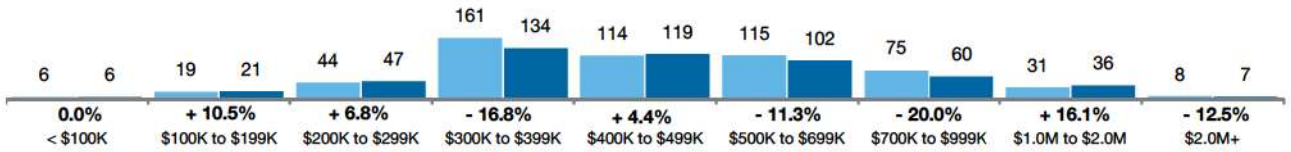
Year to Date

	Single Family			Townhouse-Condo		
By Price Range	1-2019	1-2020	Change	1-2019	1-2020	Change
$99,999 and Below	0	0	--	0	0	--
$100,000 to $199,999	3	3	0.0%	7	6	- 14.3%
$200,000 to $299,999	8	2	- 75.0%	19	28	+ 47.4%
$300,000 to $399,999	42	49	+ 16.7%	14	13	- 7.1%
$400,000 to $499,999	36	37	+ 2.8%	1	3	+ 200.0%
$500,000 to $699,999	23	30	+ 30.4%	3	3	0.0%
$700,000 to $999,999	4	7	+ 75.0%	0	2	--
$1,000,000 to $1,999,999	2	4	+ 100.0%	0	1	--
$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	**118**	**132**	**+ 11.9%**	**44**	**56**	**+ 27.3%**

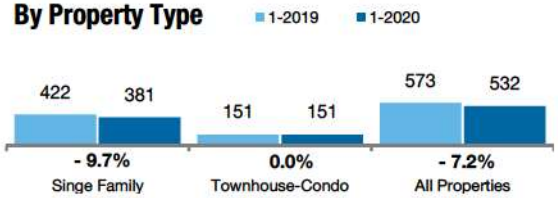
Inventory of Active Listings

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

	Single Family			Townhouse-Condo		
By Price Range	1-2019	1-2020	Change	1-2019	1-2020	Change
$99,999 and Below	6	6	0.0%	0	0	--
$100,000 to $199,999	16	14	- 12.5%	3	7	+ 133.3%
$200,000 to $299,999	16	13	- 18.8%	28	34	+ 21.4%
$300,000 to $399,999	101	73	- 27.7%	60	61	+ 1.7%
$400,000 to $499,999	99	103	+ 4.0%	15	16	+ 6.7%
$500,000 to $699,999	97	81	- 16.5%	18	21	+ 16.7%
$700,000 to $999,999	53	50	- 5.7%	22	10	- 54.5%
$1,000,000 to $1,999,999	26	34	+ 30.8%	5	2	- 60.0%
$2,000,000 and Above	8	7	- 12.5%	0	0	--
All Price Ranges	**422**	**381**	**- 9.7%**	**151**	**151**	**0.0%**

Compared to Prior Month

	Single Family			Townhouse-Condo		
By Price Range	12-2019	1-2020	Change	12-2019	1-2020	Change
$99,999 and Below	6	6	0.0%	0	0	--
$100,000 to $199,999	12	14	+ 16.7%	10	7	- 30.0%
$200,000 to $299,999	16	13	- 18.8%	38	34	- 10.5%
$300,000 to $399,999	94	73	- 22.3%	66	61	- 7.6%
$400,000 to $499,999	124	103	- 16.9%	12	16	+ 33.3%
$500,000 to $699,999	96	81	- 15.6%	16	21	+ 31.3%
$700,000 to $999,999	52	50	- 3.8%	8	10	+ 25.0%
$1,000,000 to $1,999,999	33	34	+ 3.0%	0	2	--
$2,000,000 and Above	7	7	0.0%	0	0	--
All Price Ranges	**440**	**381**	**- 13.4%**	**150**	**151**	**+ 0.7%**

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®

FCBR
FORT COLLINS BOARD 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 January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Berthoud

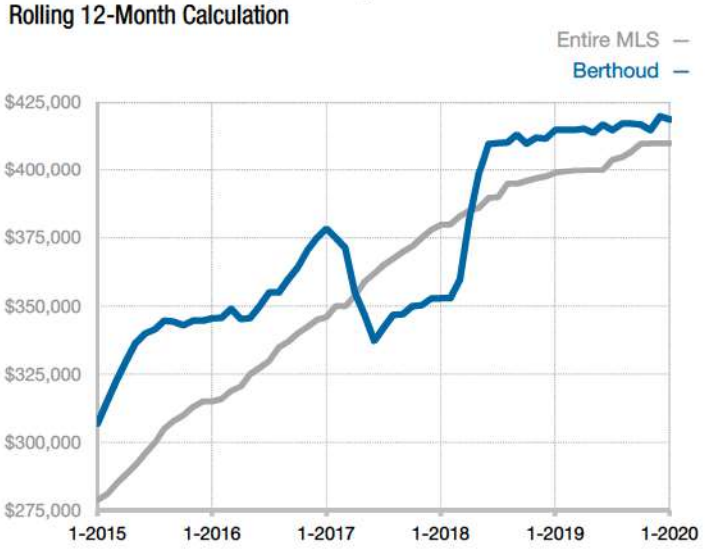
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	46	**62**	+ 34.8%	46	**62**	+ 34.8%
Closed Sales	23	**14**	- 39.1%	23	**14**	- 39.1%
Median Sales Price*	$439,973	**$423,450**	- 3.8%	$439,973	**$423,450**	- 3.8%
Average Sales Price*	$503,542	**$473,738**	- 5.9%	$503,542	**$473,738**	- 5.9%
Percent of List Price Received*	98.9%	**99.6%**	+ 0.7%	98.9%	**99.6%**	+ 0.7%
Days on Market Until Sale	107	**70**	- 34.6%	107	**70**	- 34.6%
Inventory of Homes for Sale	126	**98**	- 22.2%	--	--	--
Months Supply of Inventory	4.5	**2.8**	- 37.8%	--	--	--

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

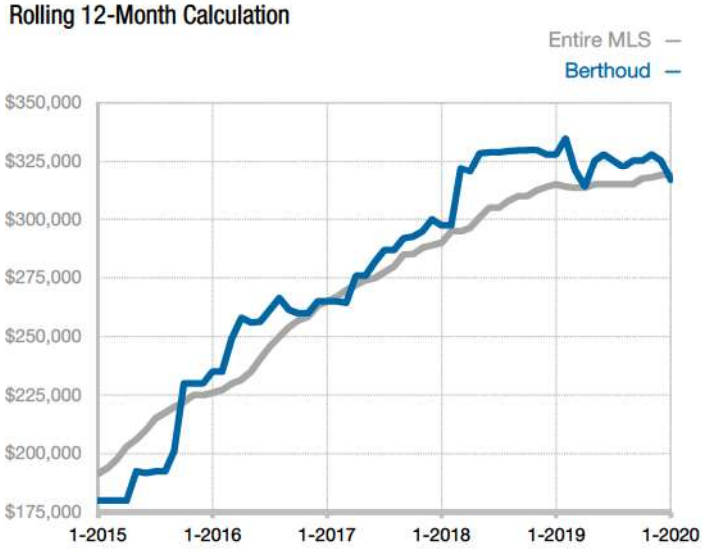
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	3	**19**	+ 533.3%	3	**19**	+ 533.3%
Closed Sales	0	**5**	--	0	**5**	--
Median Sales Price*	$0	**$276,000**	--	$0	**$276,000**	--
Average Sales Price*	$0	**$283,180**	--	$0	**$283,180**	--
Percent of List Price Received*	0.0%	**100.2%**	--	0.0%	**100.2%**	--
Days on Market Until Sale	0	**59**	--	0	**59**	--
Inventory of Homes for Sale	8	**19**	+ 137.5%	--	--	--
Months Supply of Inventory	3.3	**5.7**	+ 72.7%	--	--	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Boulder

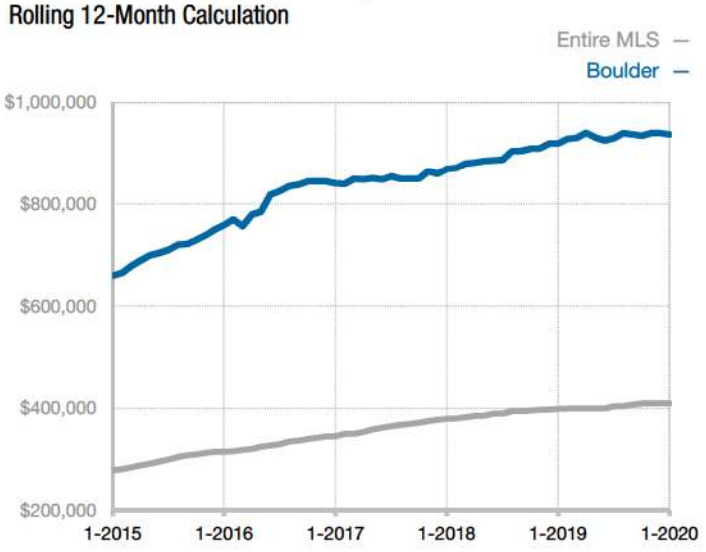
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	98	**99**	+ 1.0%	98	**99**	+ 1.0%
Closed Sales	37	**42**	+ 13.5%	37	**42**	+ 13.5%
Median Sales Price*	$1,080,000	**$925,000**	- 14.4%	$1,080,000	**$925,000**	- 14.4%
Average Sales Price*	$1,279,508	**$1,230,736**	- 3.8%	$1,279,508	**$1,230,736**	- 3.8%
Percent of List Price Received*	96.4%	**95.3%**	- 1.1%	96.4%	**95.3%**	- 1.1%
Days on Market Until Sale	85	**108**	+ 27.1%	85	**108**	+ 27.1%
Inventory of Homes for Sale	158	**157**	- 0.6%	--	--	--
Months Supply of Inventory	2.1	**2.0**	- 4.8%	--	--	--

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

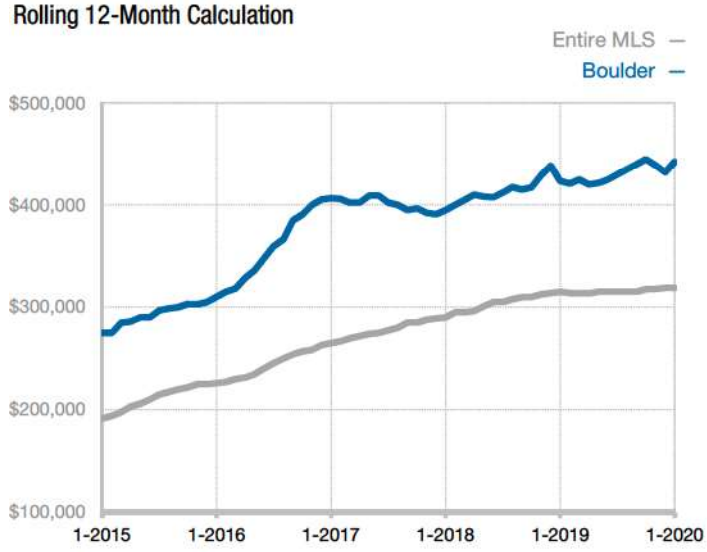
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	73	**92**	+ 26.0%	73	**92**	+ 26.0%
Closed Sales	30	**43**	+ 43.3%	30	**43**	+ 43.3%
Median Sales Price*	$366,500	**$550,000**	+ 50.1%	$366,500	**$550,000**	+ 50.1%
Average Sales Price*	$388,711	**$678,170**	+ 74.5%	$388,711	**$678,170**	+ 74.5%
Percent of List Price Received*	99.0%	**98.0%**	- 1.0%	99.0%	**98.0%**	- 1.0%
Days on Market Until Sale	70	**110**	+ 57.1%	70	**110**	+ 57.1%
Inventory of Homes for Sale	131	**114**	- 13.0%	--	--	--
Months Supply of Inventory	2.3	**2.1**	- 8.7%	--	--	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Fort Collins

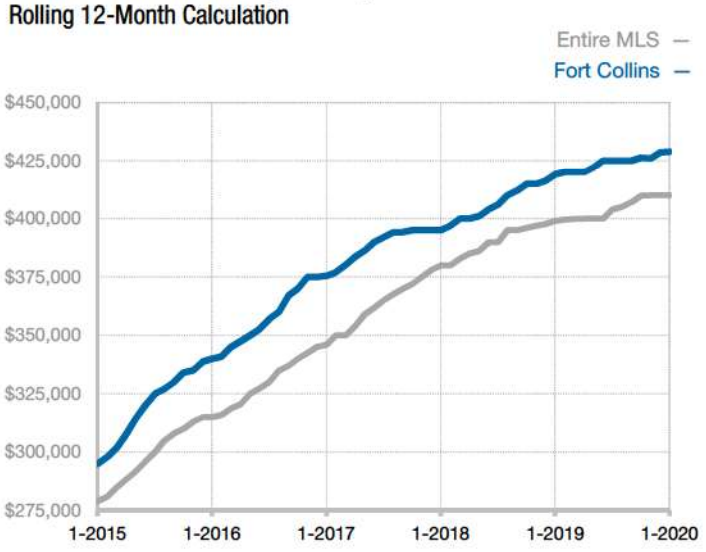
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	194	**167**	- 13.9%	194	**167**	- 13.9%
Closed Sales	90	**95**	+ 5.6%	90	**95**	+ 5.6%
Median Sales Price*	$422,500	**$430,000**	+ 1.8%	$422,500	**$430,000**	+ 1.8%
Average Sales Price*	$458,269	**$475,064**	+ 3.7%	$458,269	**$475,064**	+ 3.7%
Percent of List Price Received*	98.3%	**98.7%**	+ 0.4%	98.3%	**98.7%**	+ 0.4%
Days on Market Until Sale	76	**82**	+ 7.9%	76	**82**	+ 7.9%
Inventory of Homes for Sale	259	**214**	- 17.4%	--	--	--
Months Supply of Inventory	1.4	**1.2**	- 14.3%	--	--	--

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

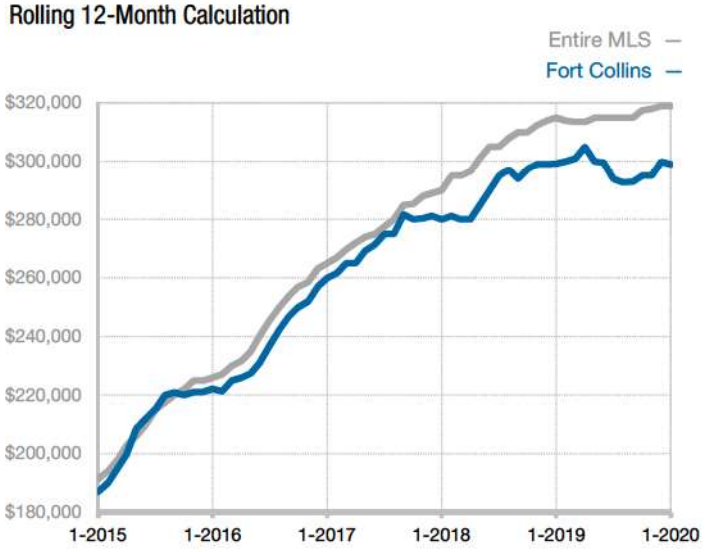
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	72	**77**	+ 6.9%	72	**77**	+ 6.9%
Closed Sales	42	**51**	+ 21.4%	42	**51**	+ 21.4%
Median Sales Price*	$277,000	**$276,000**	- 0.4%	$277,000	**$276,000**	- 0.4%
Average Sales Price*	$297,034	**$330,284**	+ 11.2%	$297,034	**$330,284**	+ 11.2%
Percent of List Price Received*	98.6%	**98.9%**	+ 0.3%	98.6%	**98.9%**	+ 0.3%
Days on Market Until Sale	107	**169**	+ 57.9%	107	**169**	+ 57.9%
Inventory of Homes for Sale	128	**113**	- 11.7%	--	--	--
Months Supply of Inventory	1.9	**1.8**	- 5.3%	--	--	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Greeley

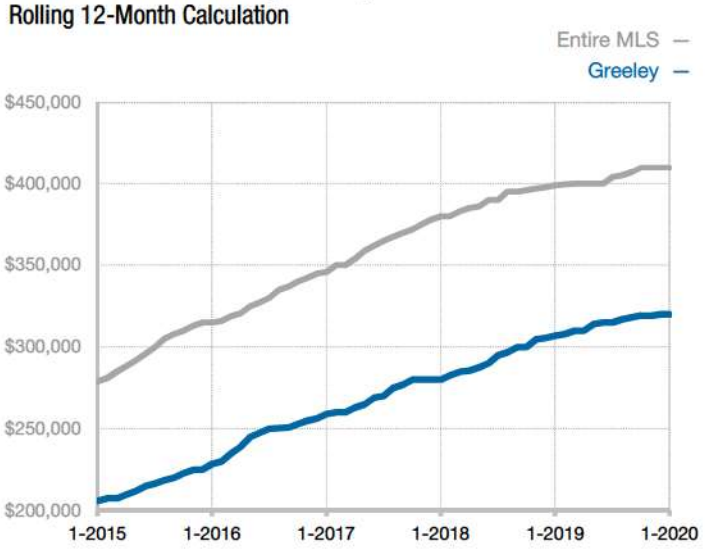
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	166	**121**	- 27.1%	166	**121**	- 27.1%
Closed Sales	72	**80**	+ 11.1%	72	**80**	+ 11.1%
Median Sales Price*	$295,000	**$312,500**	+ 5.9%	$295,000	**$312,500**	+ 5.9%
Average Sales Price*	$316,592	**$335,898**	+ 6.1%	$316,592	**$335,898**	+ 6.1%
Percent of List Price Received*	99.5%	**98.7%**	- 0.8%	99.5%	**98.7%**	- 0.8%
Days on Market Until Sale	61	**63**	+ 3.3%	61	**63**	+ 3.3%
Inventory of Homes for Sale	175	**122**	- 30.3%	--	--	--
Months Supply of Inventory	1.4	**0.9**	- 35.7%	--	--	--

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

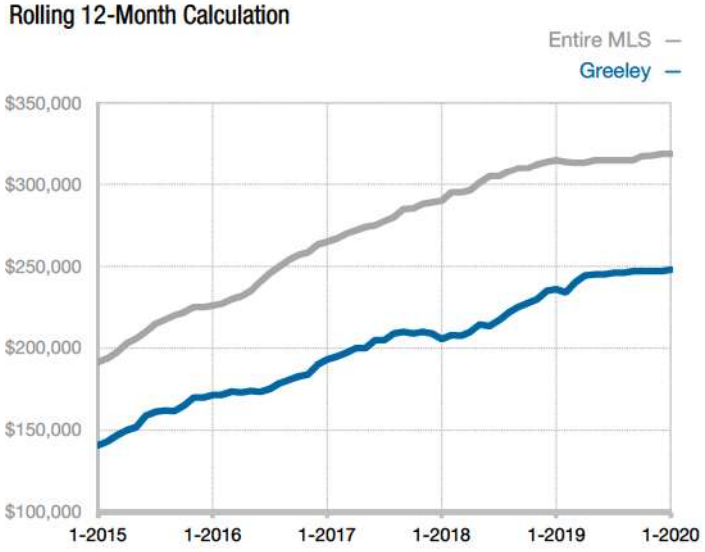
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	38	**23**	- 39.5%	38	**23**	- 39.5%
Closed Sales	19	**14**	- 26.3%	19	**14**	- 26.3%
Median Sales Price*	$230,000	**$238,500**	+ 3.7%	$230,000	**$238,500**	+ 3.7%
Average Sales Price*	$241,205	**$239,571**	- 0.7%	$241,205	**$239,571**	- 0.7%
Percent of List Price Received*	99.2%	**99.8%**	+ 0.6%	99.2%	**99.8%**	+ 0.6%
Days on Market Until Sale	48	**79**	+ 64.6%	48	**79**	+ 64.6%
Inventory of Homes for Sale	29	**15**	- 48.3%	--	--	--
Months Supply of Inventory	1.3	**0.6**	- 53.8%	--	--	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Johnstown

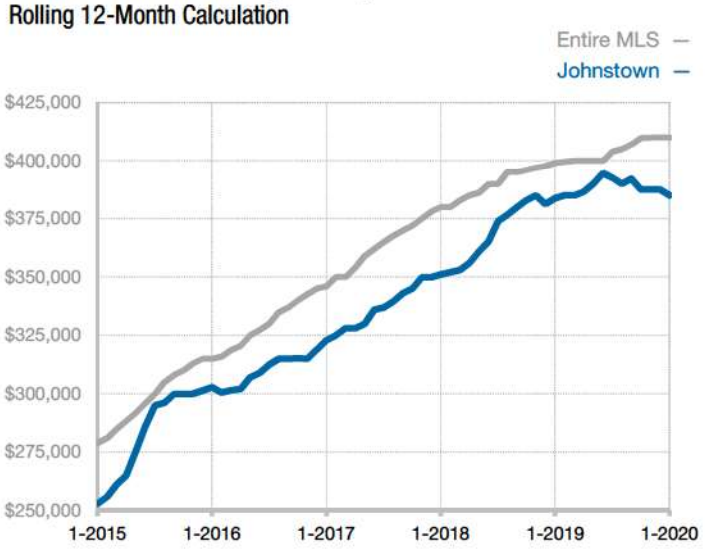
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	46	**43**	- 6.5%	46	**43**	- 6.5%
Closed Sales	18	**18**	0.0%	18	**18**	0.0%
Median Sales Price*	$432,495	**$378,000**	- 12.6%	$432,495	**$378,000**	- 12.6%
Average Sales Price*	$409,543	**$380,455**	- 7.1%	$409,543	**$380,455**	- 7.1%
Percent of List Price Received*	99.6%	**99.3%**	- 0.3%	99.6%	**99.3%**	- 0.3%
Days on Market Until Sale	138	**83**	- 39.9%	138	**83**	- 39.9%
Inventory of Homes for Sale	76	**53**	- 30.3%	--	**--**	--
Months Supply of Inventory	2.1	**1.6**	- 23.8%	--	**--**	--

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

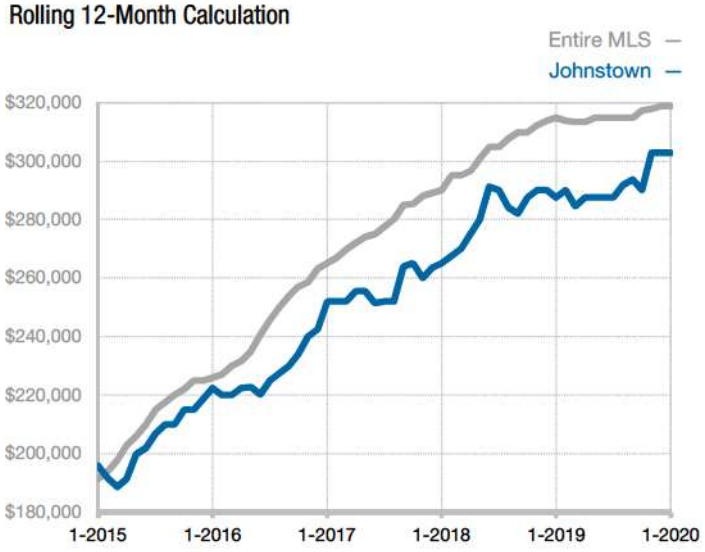
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	0	**5**	--	0	**5**	--
Closed Sales	0	**0**	--	0	**0**	--
Median Sales Price*	$0	**$0**	--	$0	**$0**	--
Average Sales Price*	$0	**$0**	--	$0	**$0**	--
Percent of List Price Received*	0.0%	**0.0%**	--	0.0%	**0.0%**	--
Days on Market Until Sale	0	**0**	--	0	**0**	--
Inventory of Homes for Sale	2	**4**	+ 100.0%	--	**--**	--
Months Supply of Inventory	0.9	**2.4**	+ 166.7%	--	**--**	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Longmont

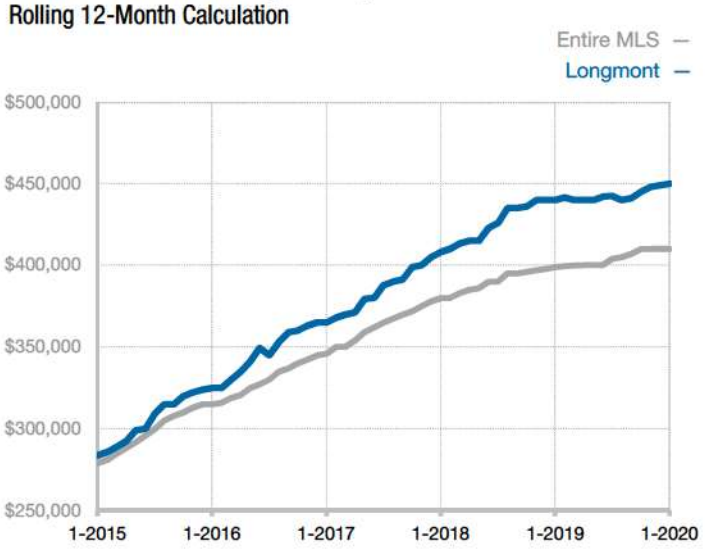
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	127	**111**	- 12.6%	127	**111**	- 12.6%
Closed Sales	61	**74**	+ 21.3%	61	**74**	+ 21.3%
Median Sales Price*	$435,000	**$475,000**	+ 9.2%	$435,000	**$475,000**	+ 9.2%
Average Sales Price*	$480,587	**$541,878**	+ 12.8%	$480,587	**$541,878**	+ 12.8%
Percent of List Price Received*	98.3%	**97.9%**	- 0.4%	98.3%	**97.9%**	- 0.4%
Days on Market Until Sale	69	**88**	+ 27.5%	69	**88**	+ 27.5%
Inventory of Homes for Sale	209	**171**	- 18.2%	--	**--**	--
Months Supply of Inventory	1.9	**1.5**	- 21.1%	--	**--**	--

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

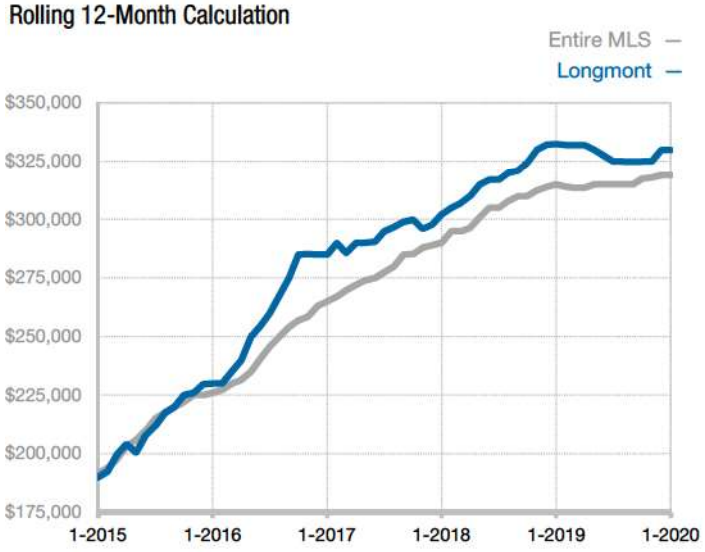
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	29	**37**	+ 27.6%	29	**37**	+ 27.6%
Closed Sales	16	**21**	+ 31.3%	16	**21**	+ 31.3%
Median Sales Price*	$331,973	**$325,000**	- 2.1%	$331,973	**$325,000**	- 2.1%
Average Sales Price*	$330,837	**$330,468**	- 0.1%	$330,837	**$330,468**	- 0.1%
Percent of List Price Received*	99.9%	**98.4%**	- 1.5%	99.9%	**98.4%**	- 1.5%
Days on Market Until Sale	53	**57**	+ 7.5%	53	**57**	+ 7.5%
Inventory of Homes for Sale	59	**35**	- 40.7%	--	**--**	--
Months Supply of Inventory	2.1	**1.1**	- 47.6%	--	**--**	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Loveland

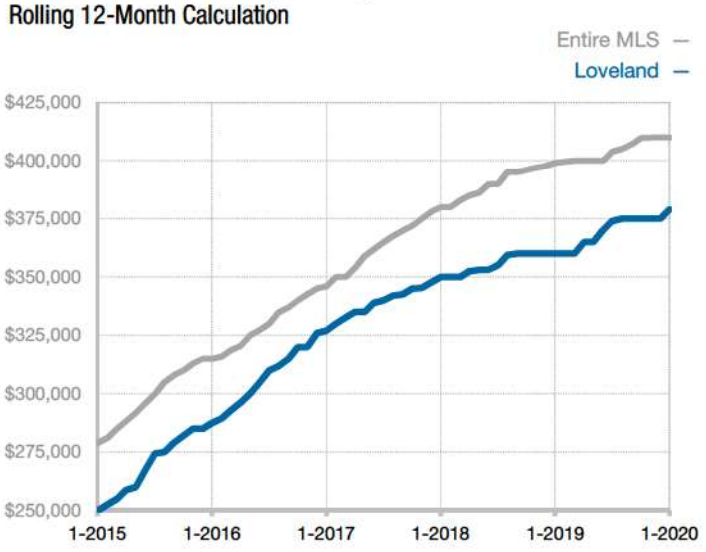
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	110	**135**	+ 22.7%	110	**135**	+ 22.7%
Closed Sales	70	**79**	+ 12.9%	70	**79**	+ 12.9%
Median Sales Price*	$350,000	**$379,000**	+ 8.3%	$350,000	**$379,000**	+ 8.3%
Average Sales Price*	$413,610	**$460,998**	+ 11.5%	$413,610	**$460,998**	+ 11.5%
Percent of List Price Received*	98.8%	**98.1%**	- 0.7%	98.8%	**98.1%**	- 0.7%
Days on Market Until Sale	66	**70**	+ 6.1%	66	**70**	+ 6.1%
Inventory of Homes for Sale	150	**153**	+ 2.0%	--	--	--
Months Supply of Inventory	1.3	**1.3**	0.0%	--	--	--

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

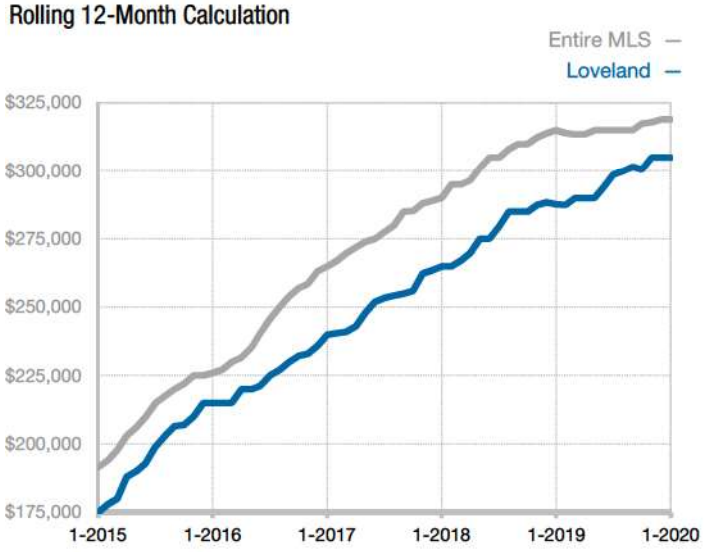
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	38	**20**	- 47.4%	38	**20**	- 47.4%
Closed Sales	7	**15**	+ 114.3%	7	**15**	+ 114.3%
Median Sales Price*	$277,000	**$300,000**	+ 8.3%	$277,000	**$300,000**	+ 8.3%
Average Sales Price*	$294,297	**$324,484**	+ 10.3%	$294,297	**$324,484**	+ 10.3%
Percent of List Price Received*	99.0%	**98.9%**	- 0.1%	99.0%	**98.9%**	- 0.1%
Days on Market Until Sale	124	**117**	- 5.6%	124	**117**	- 5.6%
Inventory of Homes for Sale	72	**57**	- 20.8%	--	--	--
Months Supply of Inventory	2.8	**2.1**	- 25.0%	--	--	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Wellington

Single Family

	January			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 01-2019**	**Thru 01-2020**	Percent Change from Previous Year
New Listings	37	**25**	- 32.4%	37	**25**	- 32.4%
Closed Sales	13	**15**	+ 15.4%	13	**15**	+ 15.4%
Median Sales Price*	$326,000	**$352,000**	+ 8.0%	$326,000	**$352,000**	+ 8.0%
Average Sales Price*	$385,151	**$366,725**	- 4.8%	$385,151	**$366,725**	- 4.8%
Percent of List Price Received*	100.6%	**100.9%**	+ 0.3%	100.6%	**100.9%**	+ 0.3%
Days on Market Until Sale	68	**105**	+ 54.4%	68	**105**	+ 54.4%
Inventory of Homes for Sale	55	**48**	- 12.7%	--	**--**	--
Months Supply of Inventory	2.5	**1.7**	- 32.0%	--	**--**	--

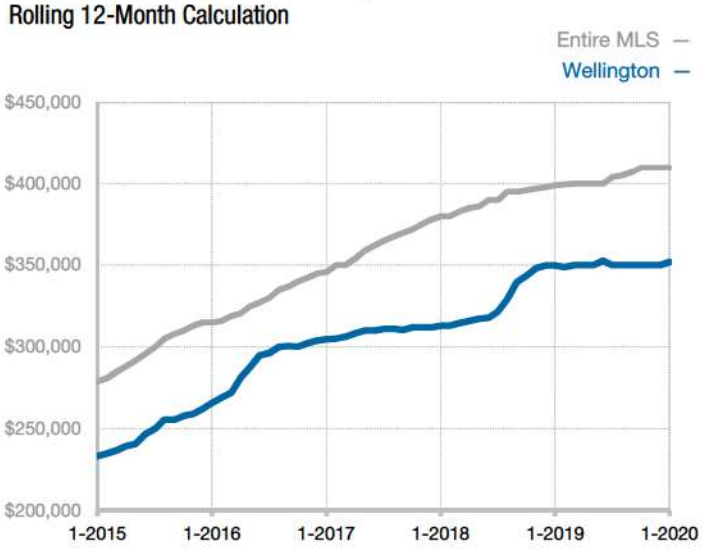
* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo

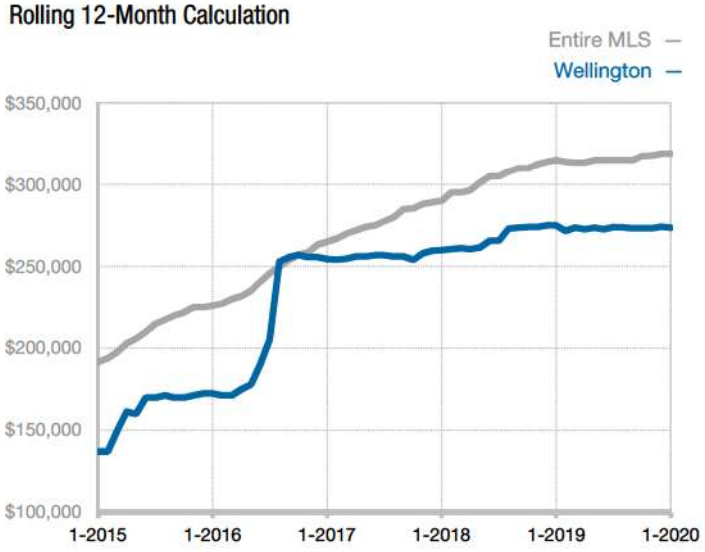
	January			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 01-2019**	**Thru 01-2020**	Percent Change from Previous Year
New Listings	10	**8**	- 20.0%	10	**8**	- 20.0%
Closed Sales	2	**3**	+ 50.0%	2	**3**	+ 50.0%
Median Sales Price*	$269,550	**$255,000**	- 5.4%	$269,550	**$255,000**	- 5.4%
Average Sales Price*	$269,550	**$271,300**	+ 0.6%	$269,550	**$271,300**	+ 0.6%
Percent of List Price Received*	98.5%	**98.2%**	- 0.3%	98.5%	**98.2%**	- 0.3%
Days on Market Until Sale	202	**108**	- 46.5%	202	**108**	- 46.5%
Inventory of Homes for Sale	8	**12**	+ 50.0%	--	**--**	--
Months Supply of Inventory	2.1	**2.0**	- 4.8%	--	**--**	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Windsor

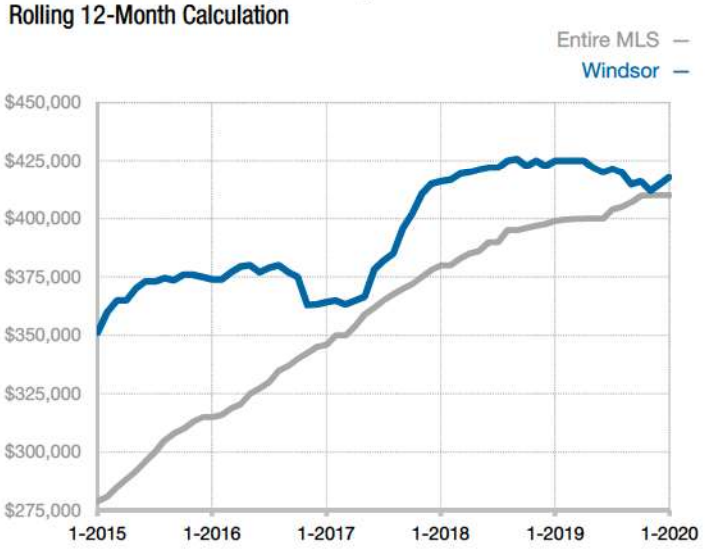
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	119	**80**	- 32.8%	119	**80**	- 32.8%
Closed Sales	57	**42**	- 26.3%	57	**42**	- 26.3%
Median Sales Price*	$425,000	**$466,863**	+ 9.9%	$425,000	**$466,863**	+ 9.9%
Average Sales Price*	$461,204	**$489,142**	+ 6.1%	$461,204	**$489,142**	+ 6.1%
Percent of List Price Received*	99.9%	**98.7%**	- 1.2%	99.9%	**98.7%**	- 1.2%
Days on Market Until Sale	100	**105**	+ 5.0%	100	**105**	+ 5.0%
Inventory of Homes for Sale	202	**150**	- 25.7%	--	**--**	--
Months Supply of Inventory	2.8	**1.7**	- 39.3%	--	**--**	--

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

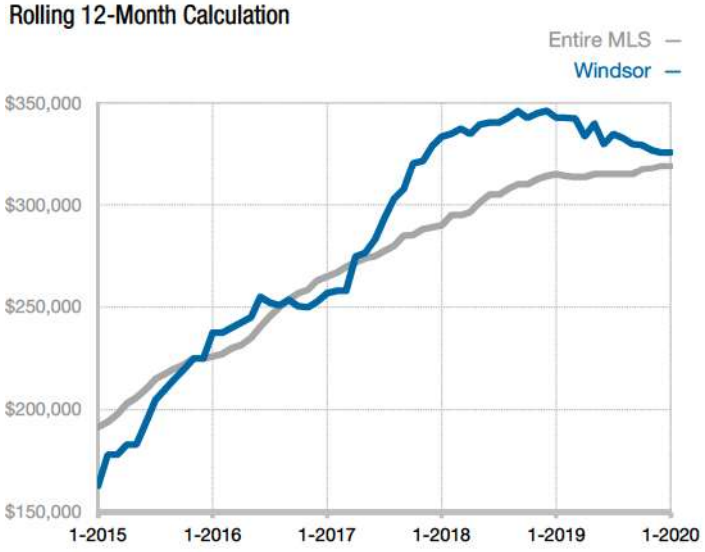
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	50	**9**	- 82.0%	50	**9**	- 82.0%
Closed Sales	6	**4**	- 33.3%	6	**4**	- 33.3%
Median Sales Price*	$293,750	**$328,700**	+ 11.9%	$293,750	**$328,700**	+ 11.9%
Average Sales Price*	$309,630	**$311,350**	+ 0.6%	$309,630	**$311,350**	+ 0.6%
Percent of List Price Received*	100.4%	**98.2%**	- 2.2%	100.4%	**98.2%**	- 2.2%
Days on Market Until Sale	183	**120**	- 34.4%	183	**120**	- 34.4%
Inventory of Homes for Sale	84	**38**	- 54.8%	--	**--**	--
Months Supply of Inventory	8.5	**3.8**	- 55.3%	--	**--**	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Berthoud

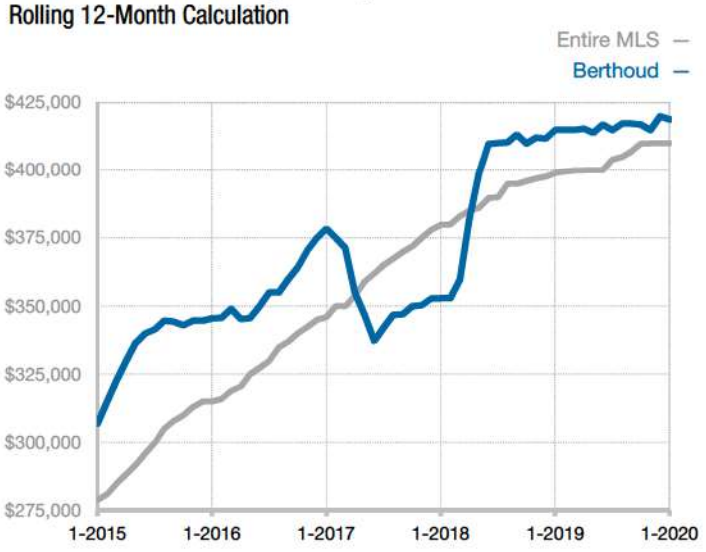
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	46	**62**	+ 34.8%	46	**62**	+ 34.8%
Closed Sales	23	**14**	- 39.1%	23	**14**	- 39.1%
Median Sales Price*	$439,973	**$423,450**	- 3.8%	$439,973	**$423,450**	- 3.8%
Average Sales Price*	$503,542	**$473,738**	- 5.9%	$503,542	**$473,738**	- 5.9%
Percent of List Price Received*	98.9%	**99.6%**	+ 0.7%	98.9%	**99.6%**	+ 0.7%
Days on Market Until Sale	107	**70**	- 34.6%	107	**70**	- 34.6%
Inventory of Homes for Sale	126	**98**	- 22.2%	--	--	--
Months Supply of Inventory	4.5	**2.8**	- 37.8%	--	--	--

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

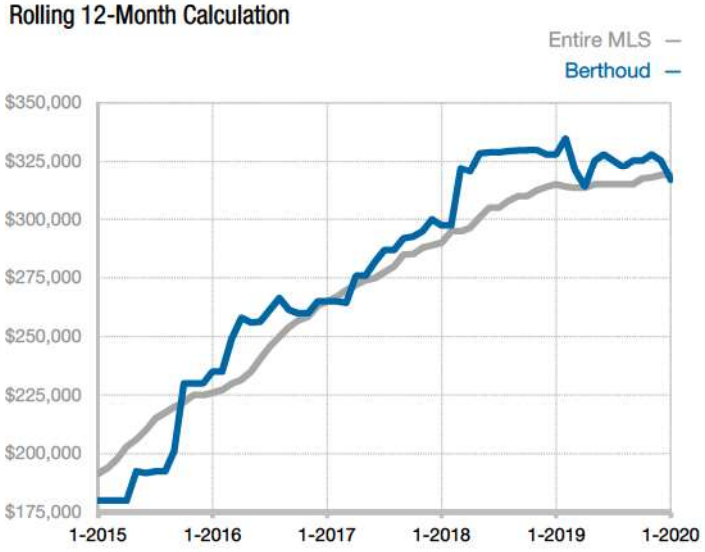
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	3	**19**	+ 533.3%	3	**19**	+ 533.3%
Closed Sales	0	**5**	--	0	**5**	--
Median Sales Price*	$0	**$276,000**	--	$0	**$276,000**	--
Average Sales Price*	$0	**$283,180**	--	$0	**$283,180**	--
Percent of List Price Received*	0.0%	**100.2%**	--	0.0%	**100.2%**	--
Days on Market Until Sale	0	**59**	--	0	**59**	--
Inventory of Homes for Sale	8	**19**	+ 137.5%	--	--	--
Months Supply of Inventory	3.3	**5.7**	+ 72.7%	--	--	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Boulder

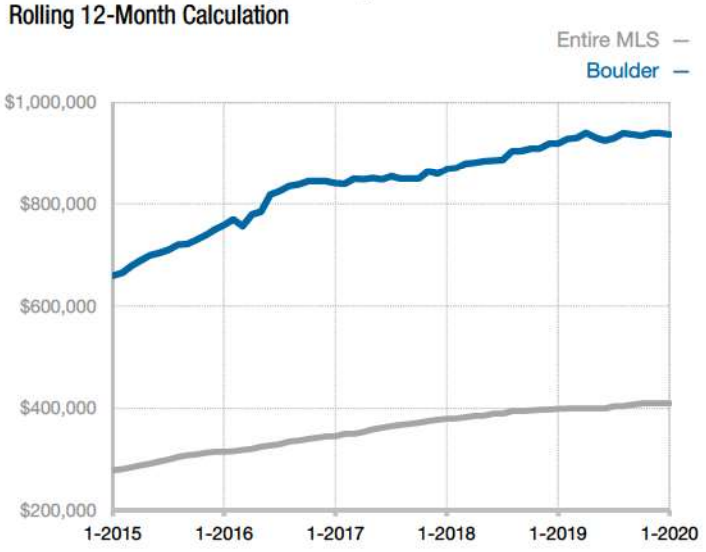
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	98	**99**	+ 1.0%	98	**99**	+ 1.0%
Closed Sales	37	**42**	+ 13.5%	37	**42**	+ 13.5%
Median Sales Price*	$1,080,000	**$925,000**	- 14.4%	$1,080,000	**$925,000**	- 14.4%
Average Sales Price*	$1,279,508	**$1,230,736**	- 3.8%	$1,279,508	**$1,230,736**	- 3.8%
Percent of List Price Received*	96.4%	**95.3%**	- 1.1%	96.4%	**95.3%**	- 1.1%
Days on Market Until Sale	85	**108**	+ 27.1%	85	**108**	+ 27.1%
Inventory of Homes for Sale	158	**157**	- 0.6%	--	--	--
Months Supply of Inventory	2.1	**2.0**	- 4.8%	--	--	--

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

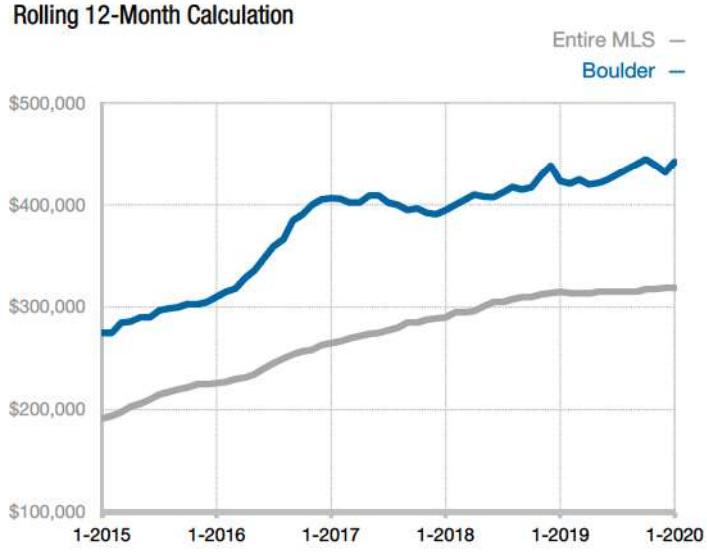
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	73	**92**	+ 26.0%	73	**92**	+ 26.0%
Closed Sales	30	**43**	+ 43.3%	30	**43**	+ 43.3%
Median Sales Price*	$366,500	**$550,000**	+ 50.1%	$366,500	**$550,000**	+ 50.1%
Average Sales Price*	$388,711	**$678,170**	+ 74.5%	$388,711	**$678,170**	+ 74.5%
Percent of List Price Received*	99.0%	**98.0%**	- 1.0%	99.0%	**98.0%**	- 1.0%
Days on Market Until Sale	70	**110**	+ 57.1%	70	**110**	+ 57.1%
Inventory of Homes for Sale	131	**114**	- 13.0%	--	--	--
Months Supply of Inventory	2.3	**2.1**	- 8.7%	--	--	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Fort Collins

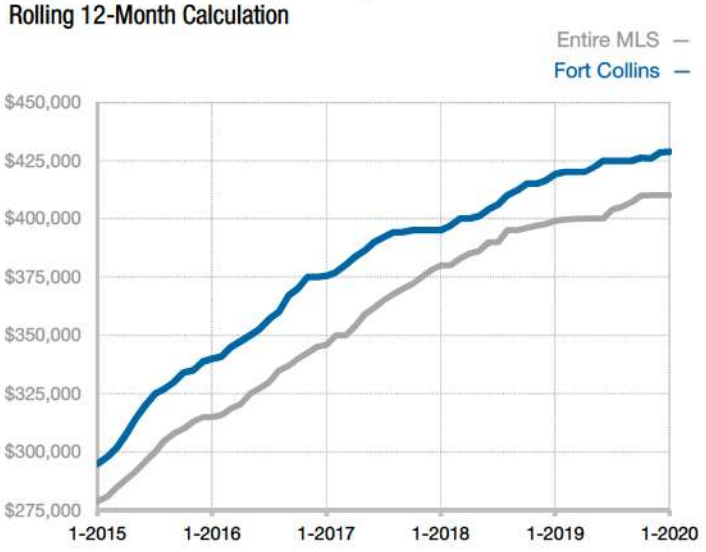
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	194	**167**	- 13.9%	194	**167**	- 13.9%
Closed Sales	90	**95**	+ 5.6%	90	**95**	+ 5.6%
Median Sales Price*	$422,500	**$430,000**	+ 1.8%	$422,500	**$430,000**	+ 1.8%
Average Sales Price*	$458,269	**$475,064**	+ 3.7%	$458,269	**$475,064**	+ 3.7%
Percent of List Price Received*	98.3%	**98.7%**	+ 0.4%	98.3%	**98.7%**	+ 0.4%
Days on Market Until Sale	76	**82**	+ 7.9%	76	**82**	+ 7.9%
Inventory of Homes for Sale	259	**214**	- 17.4%	--	--	--
Months Supply of Inventory	1.4	**1.2**	- 14.3%	--	--	--

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

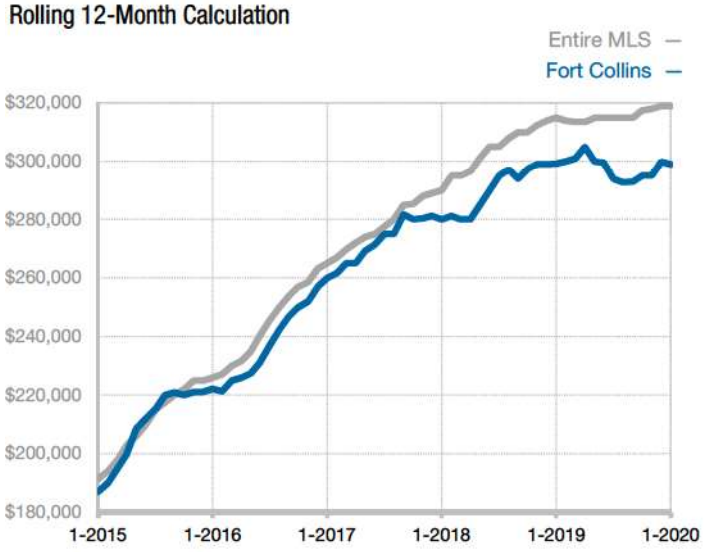
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	72	**77**	+ 6.9%	72	**77**	+ 6.9%
Closed Sales	42	**51**	+ 21.4%	42	**51**	+ 21.4%
Median Sales Price*	$277,000	**$276,000**	- 0.4%	$277,000	**$276,000**	- 0.4%
Average Sales Price*	$297,034	**$330,284**	+ 11.2%	$297,034	**$330,284**	+ 11.2%
Percent of List Price Received*	98.6%	**98.9%**	+ 0.3%	98.6%	**98.9%**	+ 0.3%
Days on Market Until Sale	107	**169**	+ 57.9%	107	**169**	+ 57.9%
Inventory of Homes for Sale	128	**113**	- 11.7%	--	--	--
Months Supply of Inventory	1.9	**1.8**	- 5.3%	--	--	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Greeley

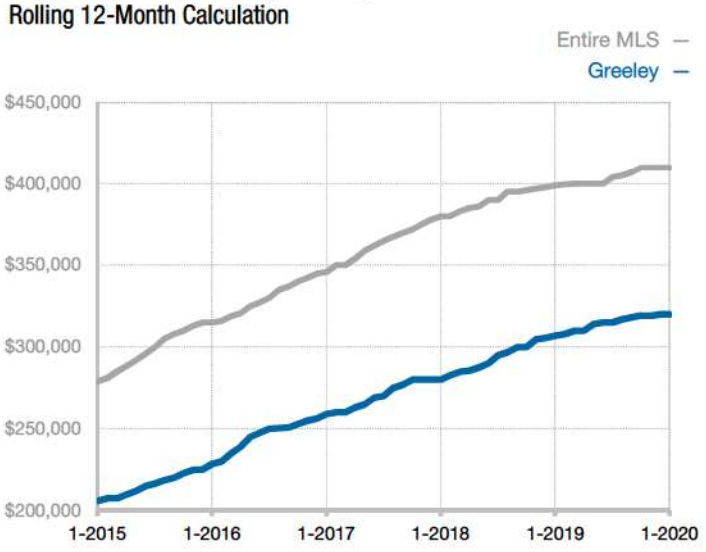
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	166	**121**	- 27.1%	166	**121**	- 27.1%
Closed Sales	72	**80**	+ 11.1%	72	**80**	+ 11.1%
Median Sales Price*	$295,000	**$312,500**	+ 5.9%	$295,000	**$312,500**	+ 5.9%
Average Sales Price*	$316,592	**$335,898**	+ 6.1%	$316,592	**$335,898**	+ 6.1%
Percent of List Price Received*	99.5%	**98.7%**	- 0.8%	99.5%	**98.7%**	- 0.8%
Days on Market Until Sale	61	**63**	+ 3.3%	61	**63**	+ 3.3%
Inventory of Homes for Sale	175	**122**	- 30.3%	--	--	--
Months Supply of Inventory	1.4	**0.9**	- 35.7%	--	--	--

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

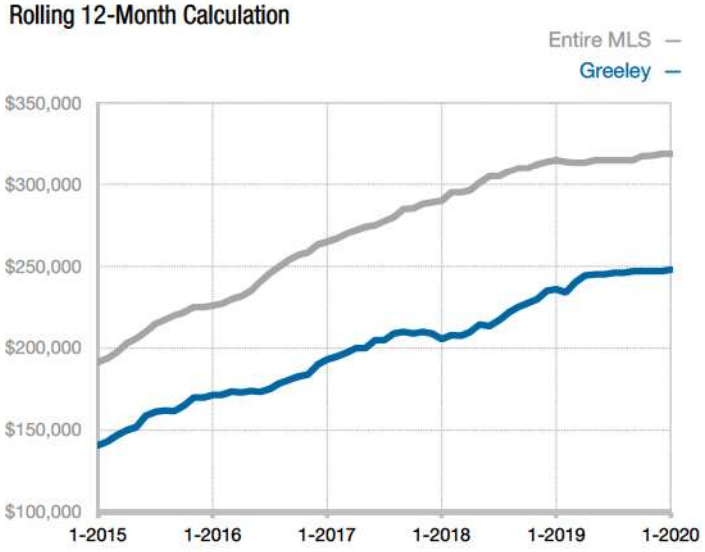
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	38	**23**	- 39.5%	38	**23**	- 39.5%
Closed Sales	19	**14**	- 26.3%	19	**14**	- 26.3%
Median Sales Price*	$230,000	**$238,500**	+ 3.7%	$230,000	**$238,500**	+ 3.7%
Average Sales Price*	$241,205	**$239,571**	- 0.7%	$241,205	**$239,571**	- 0.7%
Percent of List Price Received*	99.2%	**99.8%**	+ 0.6%	99.2%	**99.8%**	+ 0.6%
Days on Market Until Sale	48	**79**	+ 64.6%	48	**79**	+ 64.6%
Inventory of Homes for Sale	29	**15**	- 48.3%	--	--	--
Months Supply of Inventory	1.3	**0.6**	- 53.8%	--	--	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Johnstown

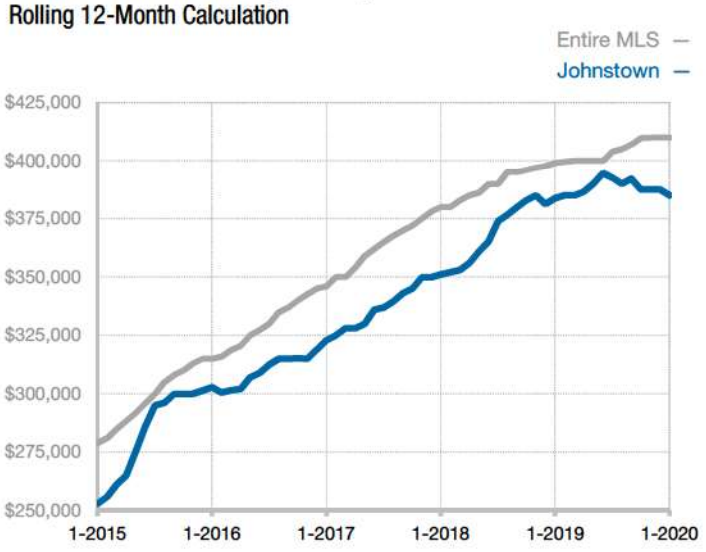
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	46	**43**	- 6.5%	46	**43**	- 6.5%
Closed Sales	18	**18**	0.0%	18	**18**	0.0%
Median Sales Price*	$432,495	**$378,000**	- 12.6%	$432,495	**$378,000**	- 12.6%
Average Sales Price*	$409,543	**$380,455**	- 7.1%	$409,543	**$380,455**	- 7.1%
Percent of List Price Received*	99.6%	**99.3%**	- 0.3%	99.6%	**99.3%**	- 0.3%
Days on Market Until Sale	138	**83**	- 39.9%	138	**83**	- 39.9%
Inventory of Homes for Sale	76	**53**	- 30.3%	--	**--**	--
Months Supply of Inventory	2.1	**1.6**	- 23.8%	--	**--**	--

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

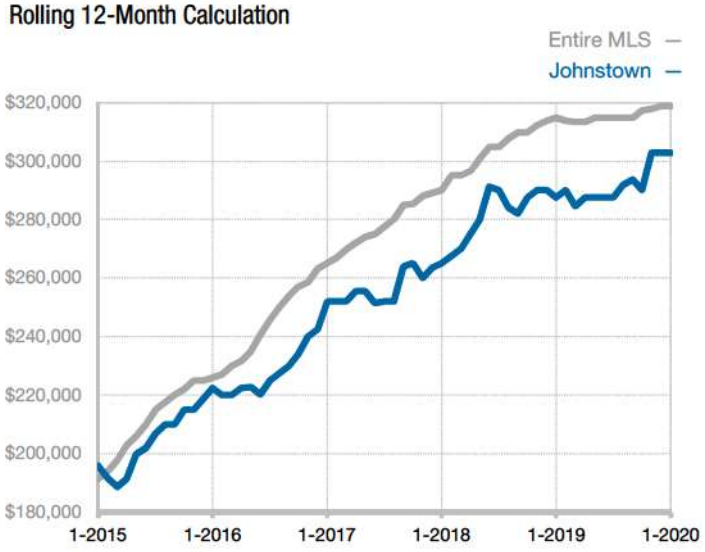
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	0	**5**	--	0	**5**	--
Closed Sales	0	**0**	--	0	**0**	--
Median Sales Price*	$0	**$0**	--	$0	**$0**	--
Average Sales Price*	$0	**$0**	--	$0	**$0**	--
Percent of List Price Received*	0.0%	**0.0%**	--	0.0%	**0.0%**	--
Days on Market Until Sale	0	**0**	--	0	**0**	--
Inventory of Homes for Sale	2	**4**	+ 100.0%	--	**--**	--
Months Supply of Inventory	0.9	**2.4**	+ 166.7%	--	**--**	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Longmont

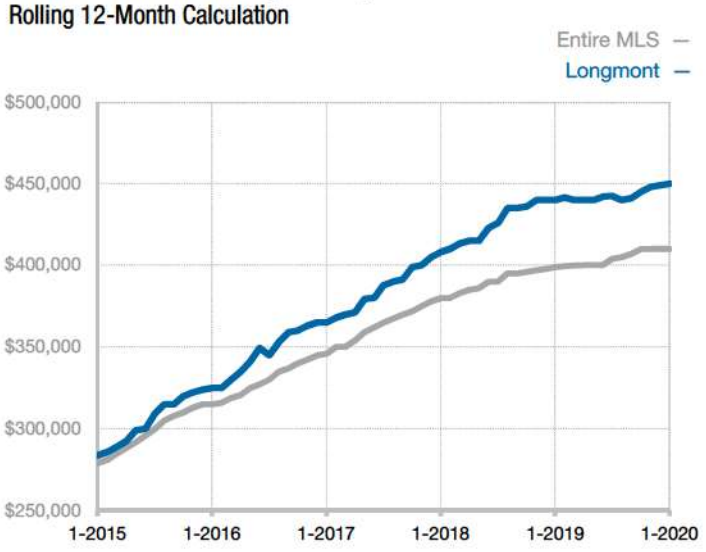
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	127	**111**	- 12.6%	127	**111**	- 12.6%
Closed Sales	61	**74**	+ 21.3%	61	**74**	+ 21.3%
Median Sales Price*	$435,000	**$475,000**	+ 9.2%	$435,000	**$475,000**	+ 9.2%
Average Sales Price*	$480,587	**$541,878**	+ 12.8%	$480,587	**$541,878**	+ 12.8%
Percent of List Price Received*	98.3%	**97.9%**	- 0.4%	98.3%	**97.9%**	- 0.4%
Days on Market Until Sale	69	**88**	+ 27.5%	69	**88**	+ 27.5%
Inventory of Homes for Sale	209	**171**	- 18.2%	--	**--**	--
Months Supply of Inventory	1.9	**1.5**	- 21.1%	--	**--**	--

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

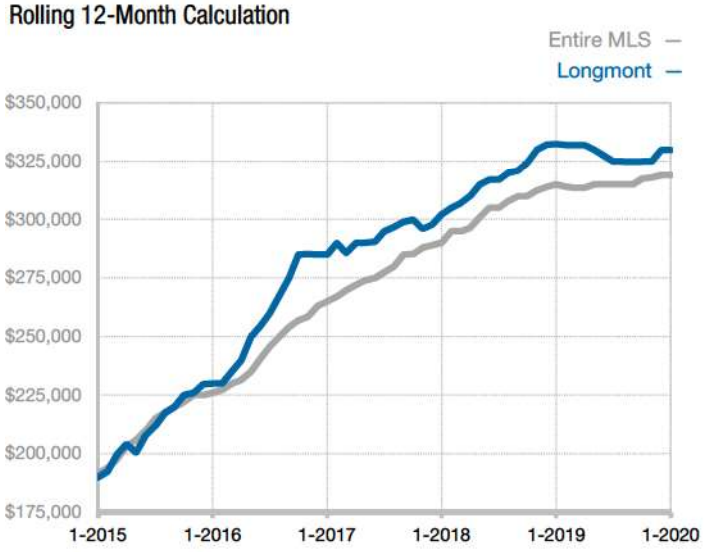
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	29	**37**	+ 27.6%	29	**37**	+ 27.6%
Closed Sales	16	**21**	+ 31.3%	16	**21**	+ 31.3%
Median Sales Price*	$331,973	**$325,000**	- 2.1%	$331,973	**$325,000**	- 2.1%
Average Sales Price*	$330,837	**$330,468**	- 0.1%	$330,837	**$330,468**	- 0.1%
Percent of List Price Received*	99.9%	**98.4%**	- 1.5%	99.9%	**98.4%**	- 1.5%
Days on Market Until Sale	53	**57**	+ 7.5%	53	**57**	+ 7.5%
Inventory of Homes for Sale	59	**35**	- 40.7%	--	**--**	--
Months Supply of Inventory	2.1	**1.1**	- 47.6%	--	**--**	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Loveland

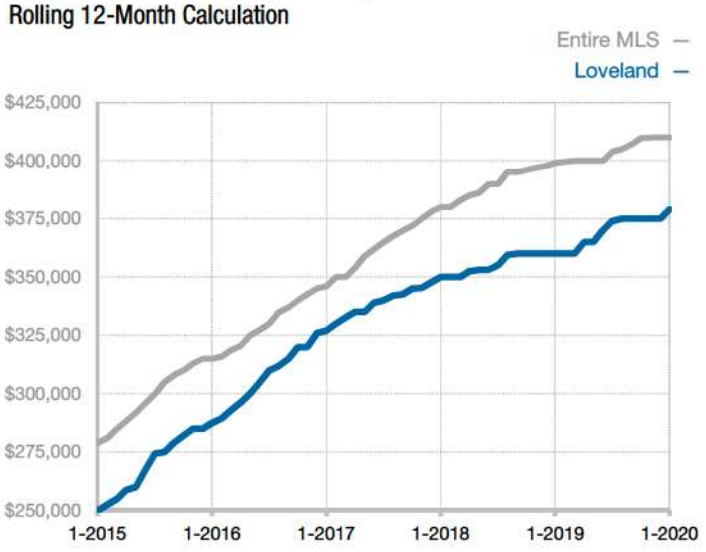
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	110	**135**	+ 22.7%	110	**135**	+ 22.7%
Closed Sales	70	**79**	+ 12.9%	70	**79**	+ 12.9%
Median Sales Price*	$350,000	**$379,000**	+ 8.3%	$350,000	**$379,000**	+ 8.3%
Average Sales Price*	$413,610	**$460,998**	+ 11.5%	$413,610	**$460,998**	+ 11.5%
Percent of List Price Received*	98.8%	**98.1%**	- 0.7%	98.8%	**98.1%**	- 0.7%
Days on Market Until Sale	66	**70**	+ 6.1%	66	**70**	+ 6.1%
Inventory of Homes for Sale	150	**153**	+ 2.0%	--	--	--
Months Supply of Inventory	1.3	**1.3**	0.0%	--	--	--

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

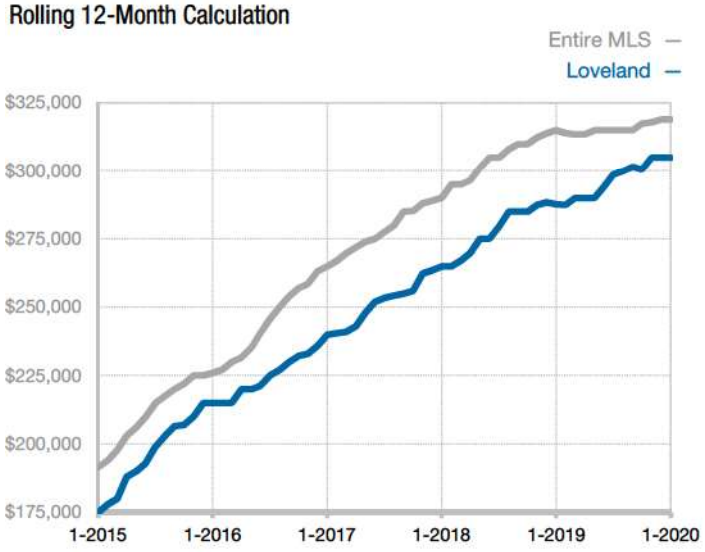
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	38	**20**	- 47.4%	38	**20**	- 47.4%
Closed Sales	7	**15**	+ 114.3%	7	**15**	+ 114.3%
Median Sales Price*	$277,000	**$300,000**	+ 8.3%	$277,000	**$300,000**	+ 8.3%
Average Sales Price*	$294,297	**$324,484**	+ 10.3%	$294,297	**$324,484**	+ 10.3%
Percent of List Price Received*	99.0%	**98.9%**	- 0.1%	99.0%	**98.9%**	- 0.1%
Days on Market Until Sale	124	**117**	- 5.6%	124	**117**	- 5.6%
Inventory of Homes for Sale	72	**57**	- 20.8%	--	--	--
Months Supply of Inventory	2.8	**2.1**	- 25.0%	--	--	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Wellington

Single Family

	January			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 01-2019**	**Thru 01-2020**	Percent Change from Previous Year
New Listings	37	**25**	- 32.4%	37	**25**	- 32.4%
Closed Sales	13	**15**	+ 15.4%	13	**15**	+ 15.4%
Median Sales Price*	$326,000	**$352,000**	+ 8.0%	$326,000	**$352,000**	+ 8.0%
Average Sales Price*	$385,151	**$366,725**	- 4.8%	$385,151	**$366,725**	- 4.8%
Percent of List Price Received*	100.6%	**100.9%**	+ 0.3%	100.6%	**100.9%**	+ 0.3%
Days on Market Until Sale	68	**105**	+ 54.4%	68	**105**	+ 54.4%
Inventory of Homes for Sale	55	**48**	- 12.7%	--	**--**	--
Months Supply of Inventory	2.5	**1.7**	- 32.0%	--	**--**	--

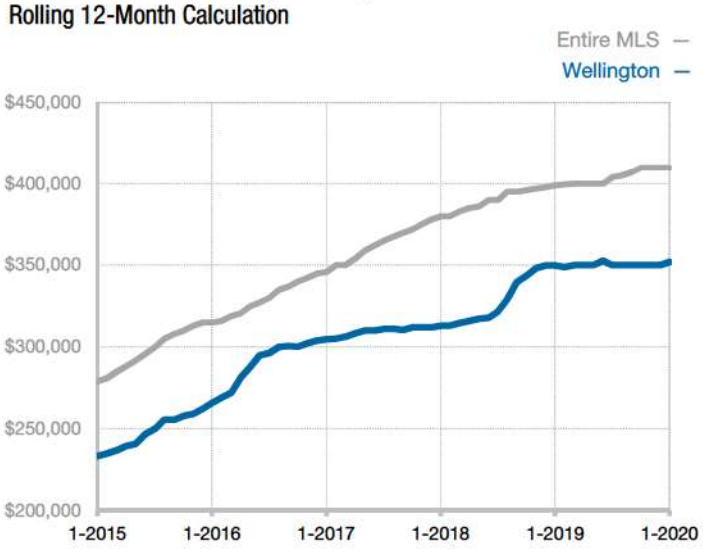
* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo

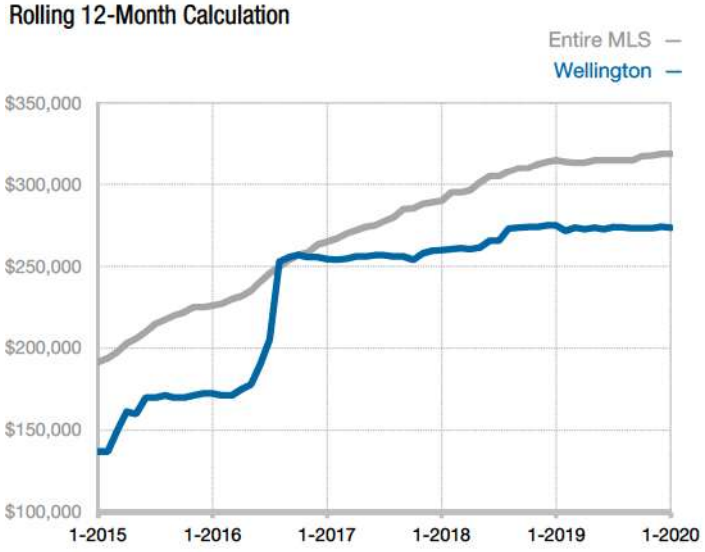
	January			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change from Previous Year	**Thru 01-2019**	**Thru 01-2020**	Percent Change from Previous Year
New Listings	10	**8**	- 20.0%	10	**8**	- 20.0%
Closed Sales	2	**3**	+ 50.0%	2	**3**	+ 50.0%
Median Sales Price*	$269,550	**$255,000**	- 5.4%	$269,550	**$255,000**	- 5.4%
Average Sales Price*	$269,550	**$271,300**	+ 0.6%	$269,550	**$271,300**	+ 0.6%
Percent of List Price Received*	98.5%	**98.2%**	- 0.3%	98.5%	**98.2%**	- 0.3%
Days on Market Until Sale	202	**108**	- 46.5%	202	**108**	- 46.5%
Inventory of Homes for Sale	8	**12**	+ 50.0%	--	**--**	--
Months Supply of Inventory	2.1	**2.0**	- 4.8%	--	**--**	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.

Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR
FORT COLLINS BOARD OF REALTORS®

Windsor

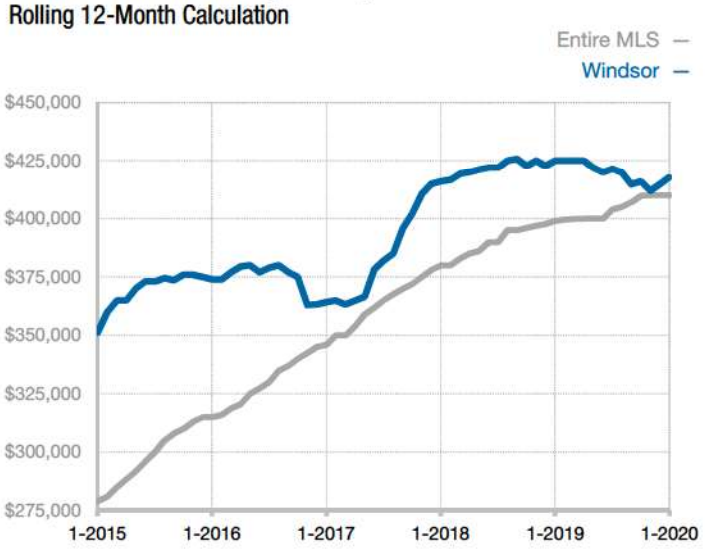
Single Family	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	119	**80**	- 32.8%	119	**80**	- 32.8%
Closed Sales	57	**42**	- 26.3%	57	**42**	- 26.3%
Median Sales Price*	$425,000	**$466,863**	+ 9.9%	$425,000	**$466,863**	+ 9.9%
Average Sales Price*	$461,204	**$489,142**	+ 6.1%	$461,204	**$489,142**	+ 6.1%
Percent of List Price Received*	99.9%	**98.7%**	- 1.2%	99.9%	**98.7%**	- 1.2%
Days on Market Until Sale	100	**105**	+ 5.0%	100	**105**	+ 5.0%
Inventory of Homes for Sale	202	**150**	- 25.7%	--	**--**	--
Months Supply of Inventory	2.8	**1.7**	- 39.3%	--	**--**	--

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

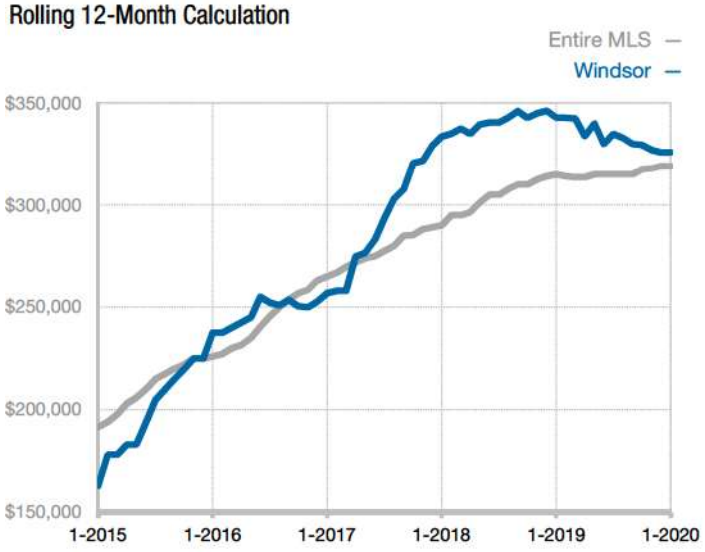
Townhouse/Condo	January			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	50	**9**	- 82.0%	50	**9**	- 82.0%
Closed Sales	6	**4**	- 33.3%	6	**4**	- 33.3%
Median Sales Price*	$293,750	**$328,700**	+ 11.9%	$293,750	**$328,700**	+ 11.9%
Average Sales Price*	$309,630	**$311,350**	+ 0.6%	$309,630	**$311,350**	+ 0.6%
Percent of List Price Received*	100.4%	**98.2%**	- 2.2%	100.4%	**98.2%**	- 2.2%
Days on Market Until Sale	183	**120**	- 34.4%	183	**120**	- 34.4%
Inventory of Homes for Sale	84	**38**	- 54.8%	--	**--**	--
Months Supply of Inventory	8.5	**3.8**	- 55.3%	--	**--**	--

* 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



Current as of February 6, 2020. All data from IRES, LLC. Report © 2020 ShowingTime.