

MONTHLY HOUSING REPORT



FCBR 2022

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David Biggers
Mortgage Loan Officer
970.494.6140
NMLS 500556



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Monthly Indicators



September 2022

New Listings were down 11.8 percent for single family homes and 20.8 percent for townhouse-condo properties. Pending Sales landed at 175 for single family homes and 46 for townhouse-condo properties.

The Median Sales Price was up 11.1 percent to \$585,000 for single family homes and 22.8 percent to \$417,585 for townhouse-condo properties. Days on Market increased 18.2 percent for single family homes and 83.7 percent for townhouse-condo properties.

Affordability challenges have priced many buyers out of the market this year, and buyers who do succeed in purchasing a home are finding that the costs of homeownership have increased significantly, with monthly mortgage payments more than 55% higher than a year ago, according to the National Association of REALTORS®. Inventory remains lower than normal, and as the market continues to shift, experts project homes will begin to spend more days on market and price growth will slow in the months ahead.

Activity Snapshot

- 22.4% **+ 18.2%** **+ 11.1%**

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

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

Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	9-2021	9-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
New Listings		262	231	- 11.8%	2,742	2,449	- 10.7%
Pending Sales		257	175	- 31.9%	2,460	1,895	- 23.0%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		272	211	- 22.4%	2,408	1,853	- 23.0%
Median Sales Price		\$526,548	\$585,000	+ 11.1%	\$515,000	\$602,500	+ 17.0%
Avg. Sales Price		\$568,895	\$647,946	+ 13.9%	\$579,123	\$677,863	+ 17.0%
Pct. of List Price Received		101.2%	99.2%	- 2.0%	102.6%	102.5%	- 0.1%
Days on Market		44	52	+ 18.2%	53	43	- 18.9%
Affordability Index		73	48	- 34.2%	75	47	- 37.3%
Active Listings		261	390	+ 49.4%	--	--	--
Months Supply		1.0	1.8	+ 80.0%	--	--	--

Townhouse-Condo Activity Overview

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



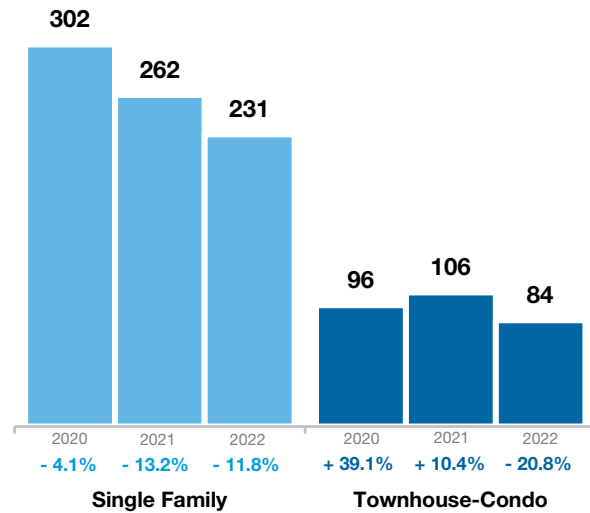
Key Metrics	Historical Sparkbars	9-2021	9-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
New Listings		106	84	- 20.8%	885	709	- 19.9%
Pending Sales		76	46	- 39.5%	790	593	- 24.9%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		88	61	- 30.7%	799	599	- 25.0%
Median Sales Price		\$340,000	\$417,585	+ 22.8%	\$354,500	\$401,000	+ 13.1%
Avg. Sales Price		\$344,300	\$446,661	+ 29.7%	\$376,797	\$419,180	+ 11.2%
Pct. of List Price Received		101.5%	100.4%	- 1.1%	101.6%	103.1%	+ 1.5%
Days on Market		49	90	+ 83.7%	64	55	- 14.1%
Affordability Index		114	67	- 41.2%	109	70	- 35.8%
Active Listings		107	114	+ 6.5%	--	--	--
Months Supply		1.2	1.6	+ 33.3%	--	--	--

New Listings

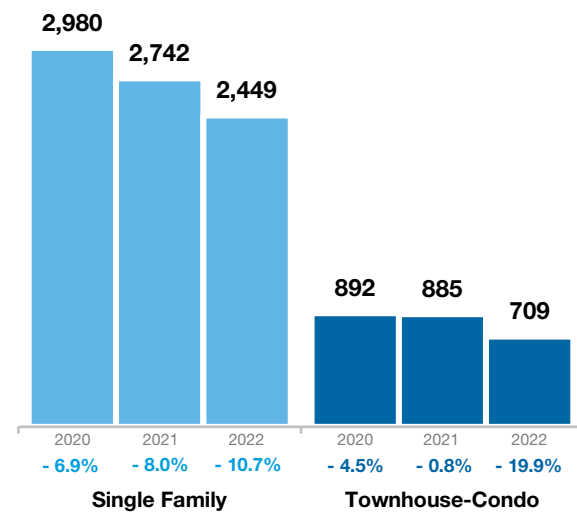
A count of the properties that have been newly listed on the market in a given month.



September

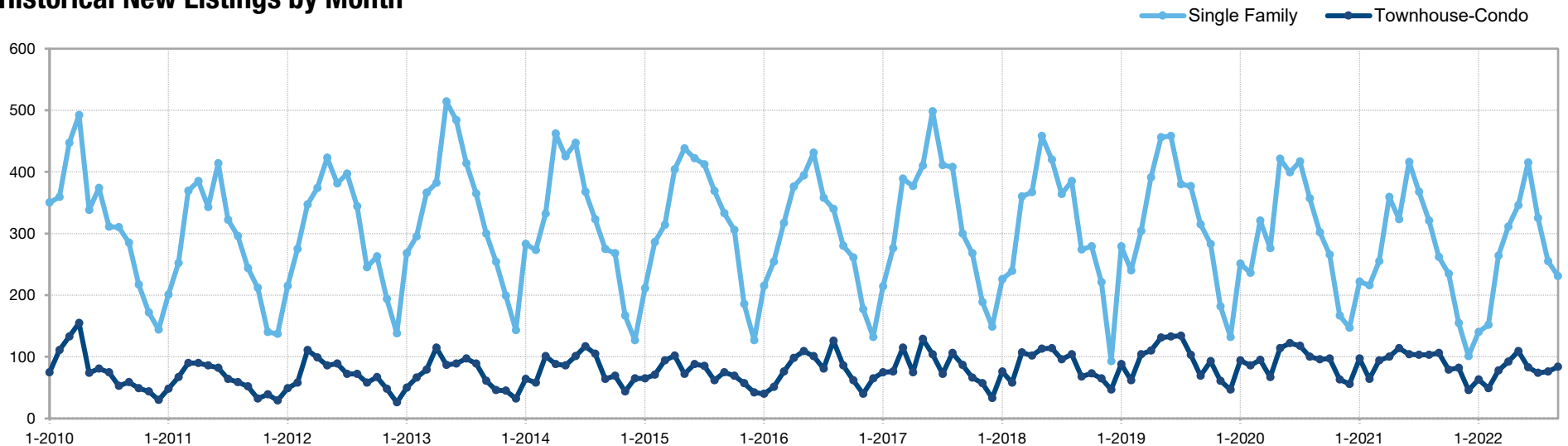


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2021	235	-11.7%	79	-18.6%
Nov-2021	155	-7.2%	82	+30.2%
Dec-2021	101	-31.3%	46	-17.9%
Jan-2022	140	-36.9%	63	-35.1%
Feb-2022	152	-29.6%	49	-23.4%
Mar-2022	264	+3.5%	78	-17.0%
Apr-2022	311	-13.4%	92	-8.0%
May-2022	346	+7.1%	109	-4.4%
Jun-2022	415	-0.2%	83	-20.2%
Jul-2022	325	-11.7%	74	-28.2%
Aug-2022	255	-20.6%	76	-26.2%
Sep-2022	231	-11.8%	84	-20.8%
12-Month Avg	245	-11.5%	76	-16.7%

Historical New Listings by Month

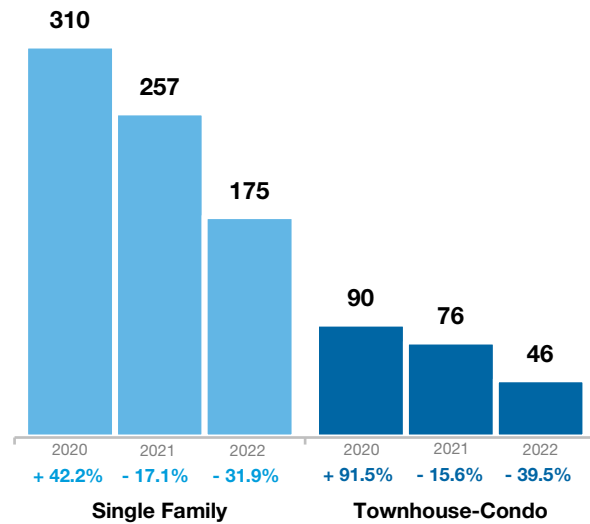


Pending Sales

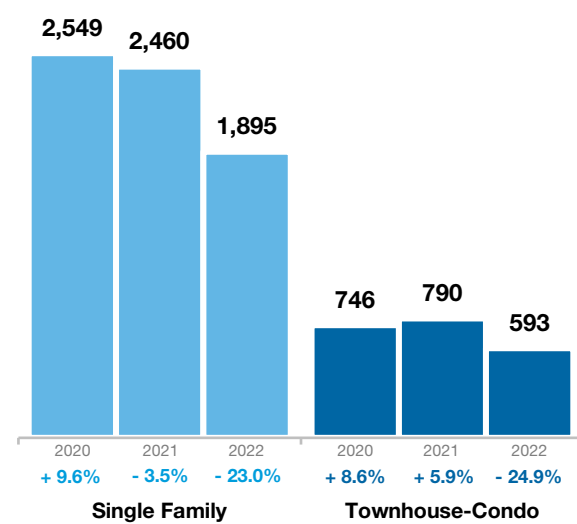
A count of the properties on which offers have been accepted in a given month.



September

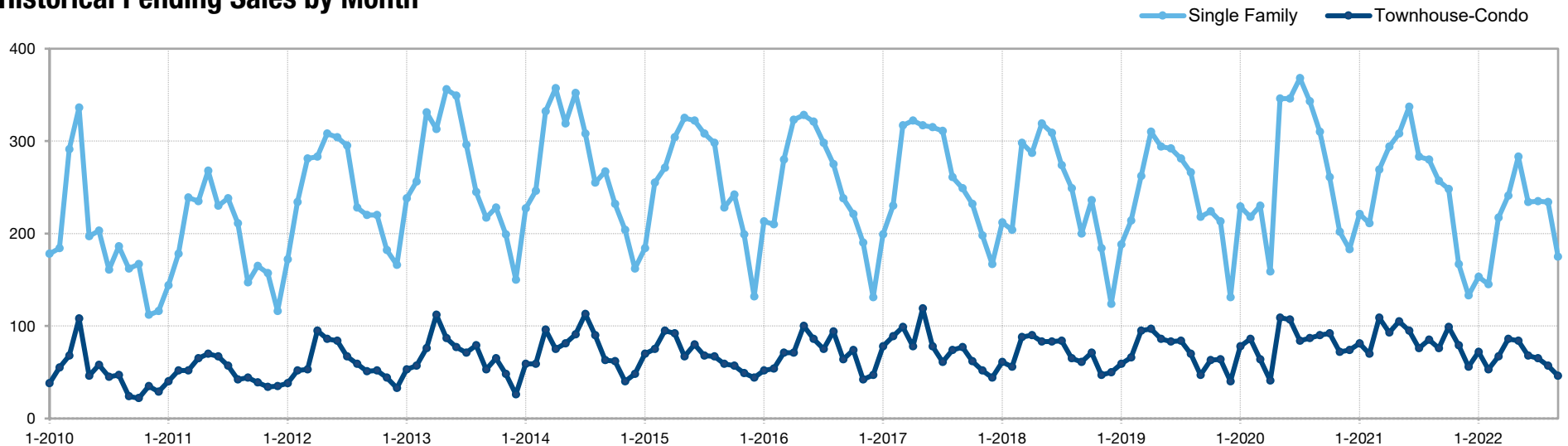


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2021	248	-5.0%	99	+7.6%
Nov-2021	167	-17.3%	79	+9.7%
Dec-2021	133	-27.3%	56	-24.3%
Jan-2022	153	-30.8%	72	-11.1%
Feb-2022	145	-31.3%	53	-24.3%
Mar-2022	217	-19.3%	67	-38.5%
Apr-2022	241	-18.0%	86	-7.5%
May-2022	283	-8.1%	84	-20.0%
Jun-2022	234	-30.6%	68	-28.4%
Jul-2022	235	-17.0%	65	-14.5%
Aug-2022	234	-16.4%	57	-32.9%
Sep-2022	175	-31.9%	46	-39.5%
12-Month Avg	204	-21.3%	69	-19.6%

Historical Pending Sales by Month

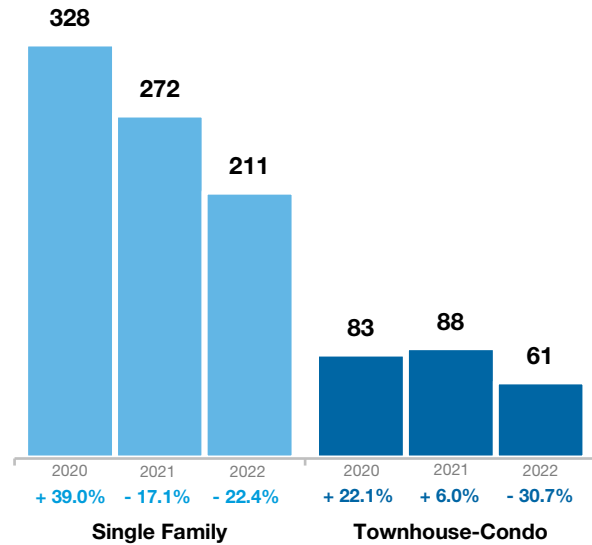


Sold Listings

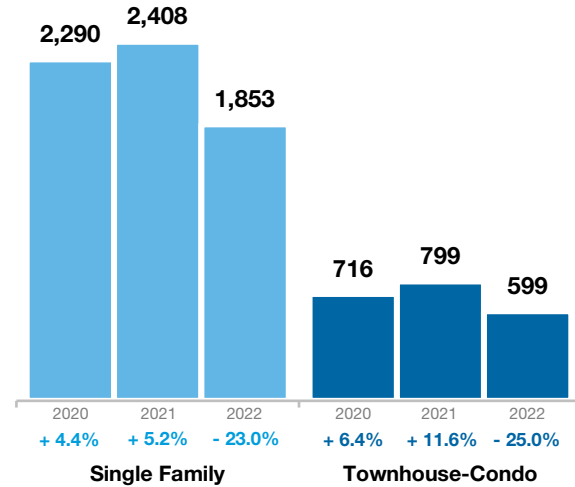
A count of the actual sales that closed in a given month.



September

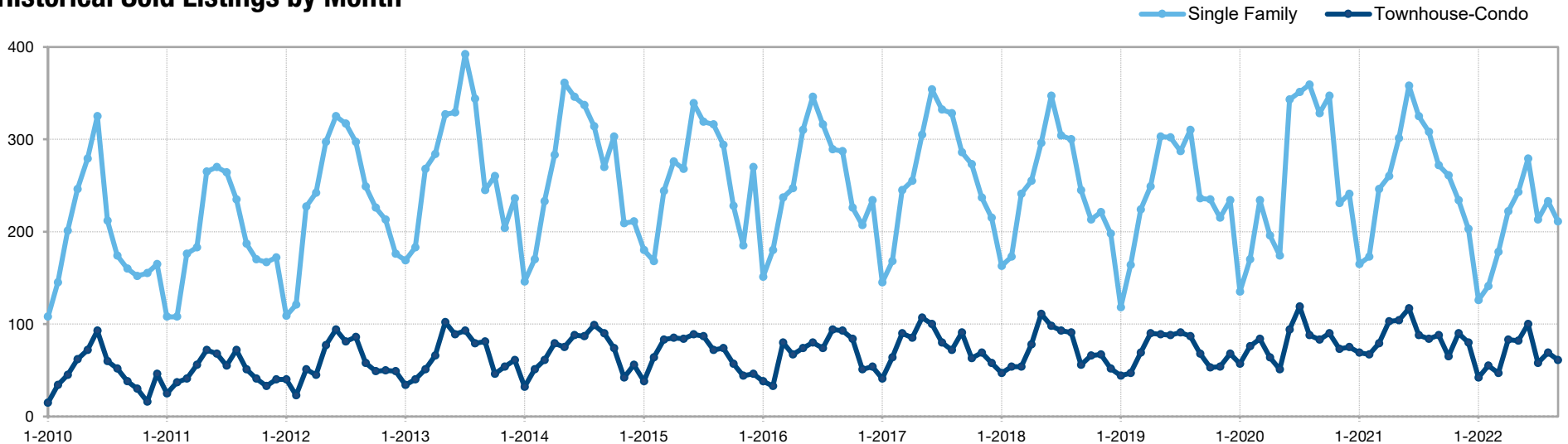


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2021	261	-24.8%	65	-27.8%
Nov-2021	234	+1.3%	90	+23.3%
Dec-2021	203	-15.8%	80	+6.7%
Jan-2022	126	-23.6%	42	-39.1%
Feb-2022	141	-18.5%	55	-17.9%
Mar-2022	178	-27.6%	47	-40.5%
Apr-2022	222	-14.6%	83	-19.4%
May-2022	243	-19.3%	82	-21.2%
Jun-2022	279	-22.1%	100	-14.5%
Jul-2022	213	-34.5%	58	-34.1%
Aug-2022	233	-24.4%	69	-17.9%
Sep-2022	211	-22.4%	61	-30.7%
12-Month Avg	213	-20.9%	69	-19.7%

Historical Sold Listings by Month

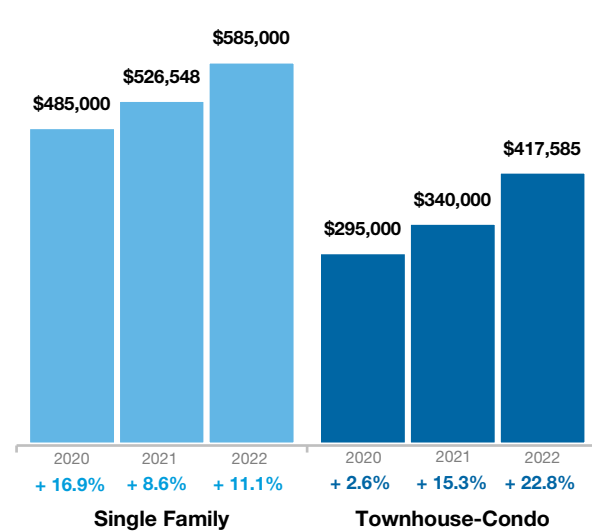


Median Sales Price

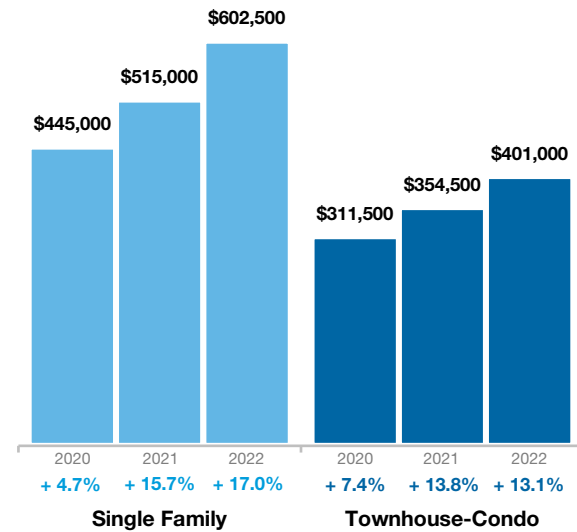
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



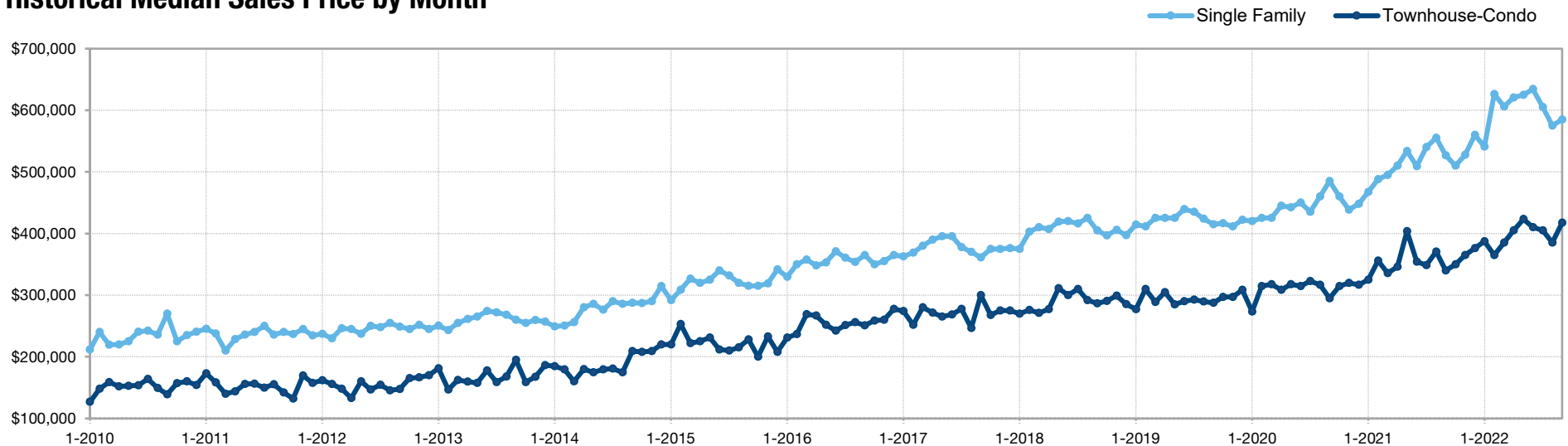
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2021	\$510,000	+10.9%	\$350,000	+11.2%
Nov-2021	\$527,500	+20.2%	\$365,000	+14.1%
Dec-2021	\$560,000	+25.0%	\$376,318	+18.8%
Jan-2022	\$541,000	+15.7%	\$387,500	+19.2%
Feb-2022	\$626,221	+28.3%	\$364,810	+2.5%
Mar-2022	\$606,041	+22.4%	\$385,000	+14.8%
Apr-2022	\$620,495	+21.7%	\$405,000	+17.1%
May-2022	\$625,000	+17.2%	\$423,433	+4.9%
Jun-2022	\$634,240	+24.6%	\$410,000	+15.8%
Jul-2022	\$605,000	+12.0%	\$405,000	+16.2%
Aug-2022	\$575,000	+3.6%	\$385,000	+3.9%
Sep-2022	\$585,000	+11.1%	\$417,585	+22.8%
12-Month Avg*	\$590,000	+18.0%	\$390,000	+13.1%

* Median Sales Price for all properties from October 2021 through September 2022. This is not the average of the individual figures above.

Historical Median Sales Price by Month

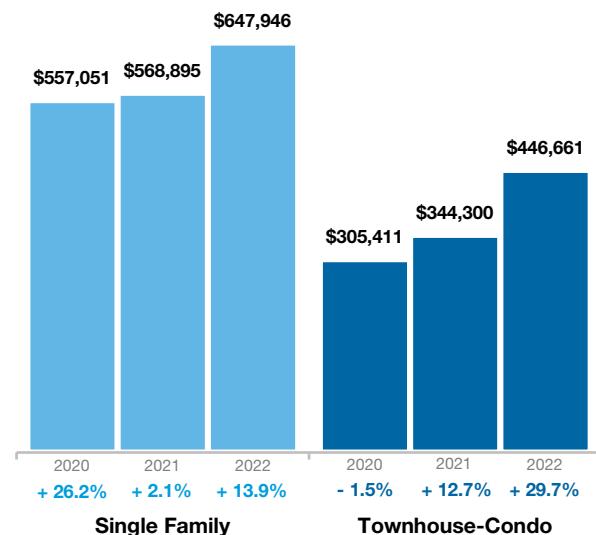


Average Sales Price

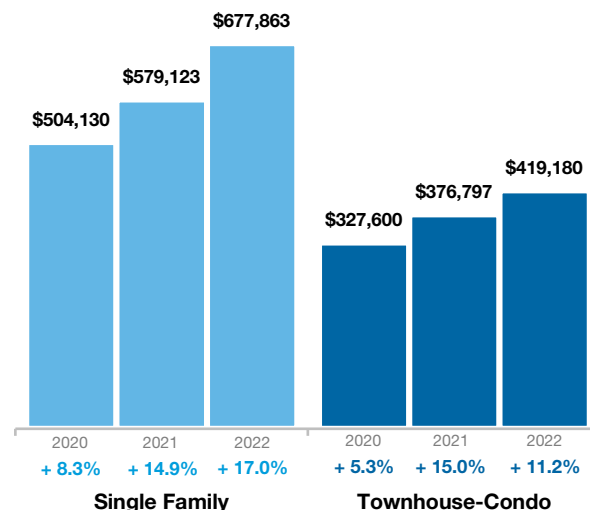
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



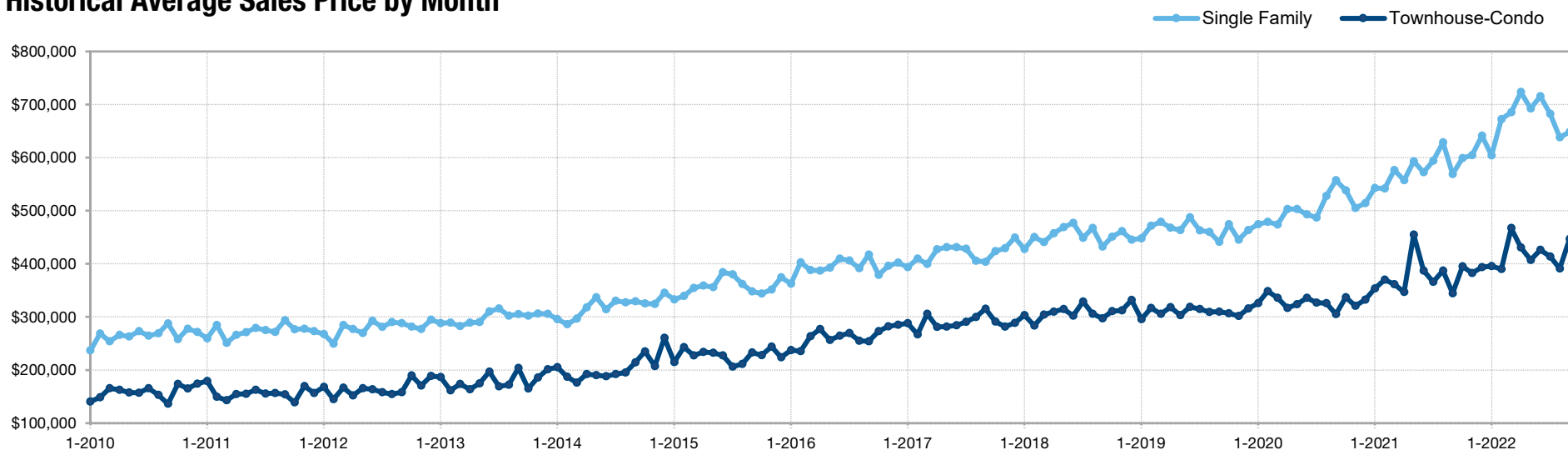
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2021	\$598,918	+11.3%	\$395,165	+17.3%
Nov-2021	\$604,279	+19.7%	\$382,467	+19.2%
Dec-2021	\$640,964	+24.7%	\$393,577	+18.4%
Jan-2022	\$603,885	+11.3%	\$395,329	+11.9%
Feb-2022	\$672,361	+24.1%	\$390,127	+5.4%
Mar-2022	\$685,231	+19.0%	\$467,153	+29.3%
Apr-2022	\$723,257	+29.8%	\$430,603	+24.2%
May-2022	\$692,286	+16.8%	\$406,922	-10.6%
Jun-2022	\$715,183	+24.9%	\$426,142	+10.1%
Jul-2022	\$682,204	+14.8%	\$413,573	+13.0%
Aug-2022	\$638,281	+1.5%	\$391,057	+1.0%
Sep-2022	\$647,946	+13.9%	\$446,661	+29.7%
12-Month Avg*	\$660,091	+16.9%	\$410,619	+12.1%

* Avg. Sales Price for all properties from October 2021 through September 2022. This is not the average of the individual figures above.

Historical Average Sales Price by Month

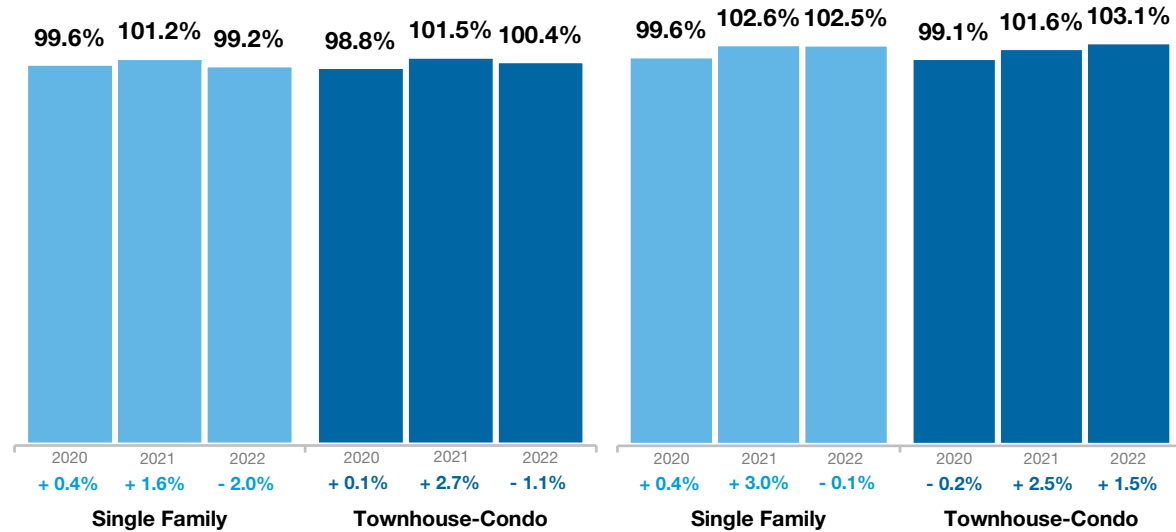


Percent of List Price Received

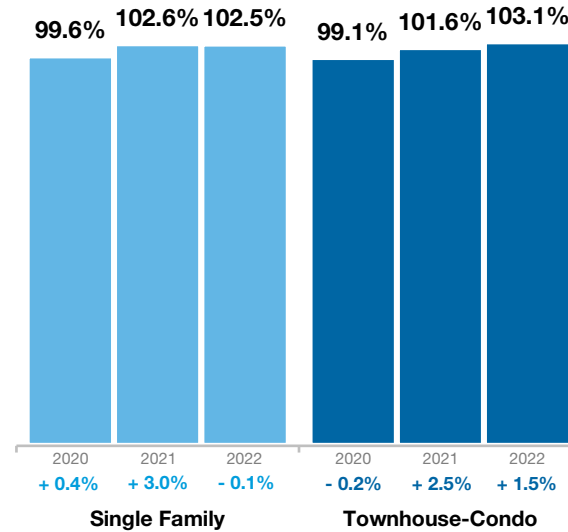
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



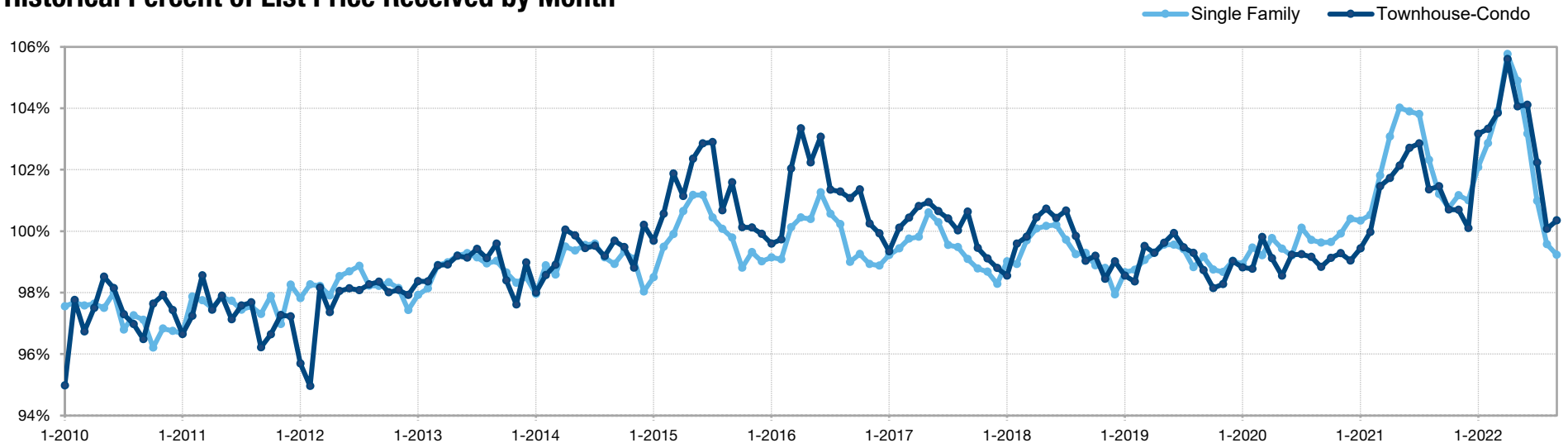
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2021	100.8%	+1.2%	100.7%	+1.6%
Nov-2021	101.2%	+1.3%	100.7%	+1.4%
Dec-2021	101.0%	+0.6%	100.1%	+1.1%
Jan-2022	102.1%	+1.8%	103.2%	+3.8%
Feb-2022	102.9%	+2.4%	103.3%	+3.3%
Mar-2022	103.9%	+2.1%	103.8%	+2.3%
Apr-2022	105.8%	+2.6%	105.6%	+3.8%
May-2022	104.9%	+0.9%	104.1%	+2.0%
Jun-2022	103.2%	-0.7%	104.1%	+1.4%
Jul-2022	101.0%	-2.7%	102.2%	-0.7%
Aug-2022	99.6%	-2.6%	100.1%	-1.3%
Sep-2022	99.2%	-2.0%	100.4%	-1.1%
12-Month Avg*	102.1%	+0.2%	102.4%	+1.3%

* Pct. of List Price Received for all properties from October 2021 through September 2022. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

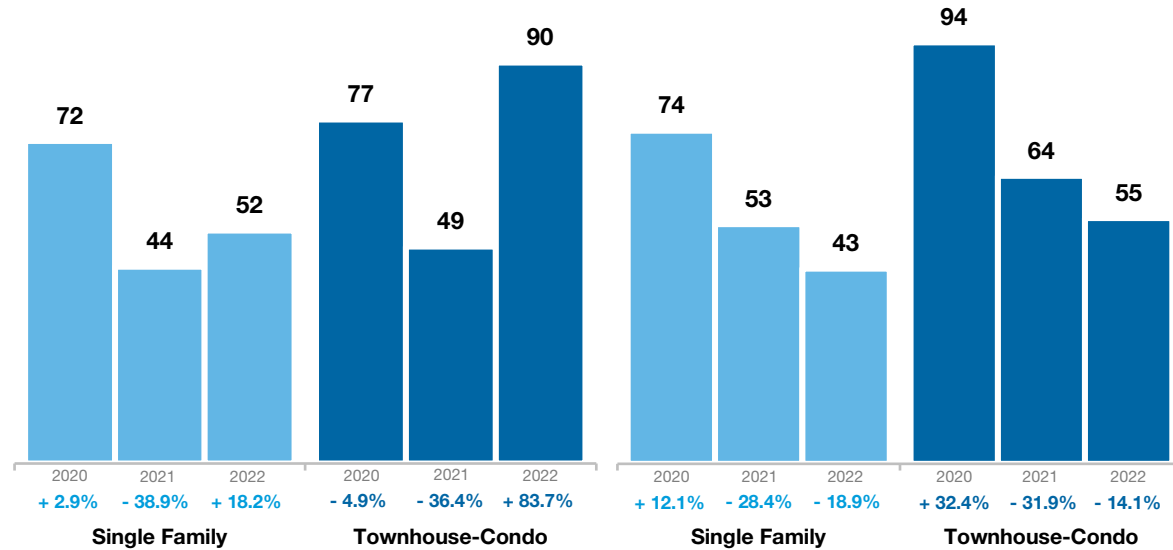


Days on Market Until Sale



September

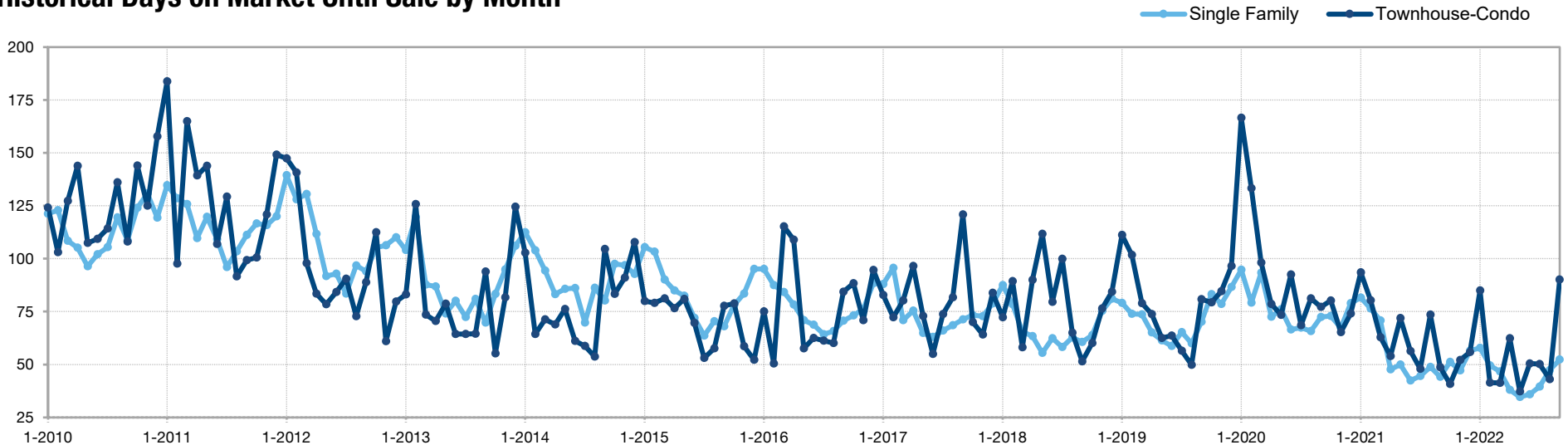
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2021	51	-30.1%	41	-48.8%
Nov-2021	47	-29.9%	52	-20.0%
Dec-2021	56	-29.1%	56	-24.3%
Jan-2022	58	-29.3%	85	-9.6%
Feb-2022	50	-34.2%	41	-48.8%
Mar-2022	47	-33.8%	41	-34.9%
Apr-2022	38	-20.8%	62	+14.8%
May-2022	35	-30.0%	37	-48.6%
Jun-2022	36	-14.3%	50	-10.7%
Jul-2022	40	-9.1%	50	+4.2%
Aug-2022	47	-4.1%	43	-41.9%
Sep-2022	52	+18.2%	90	+83.7%
12-Month Avg	46	-21.8%	53	-19.5%

* Days on Market for all properties from October 2021 through September 2022. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



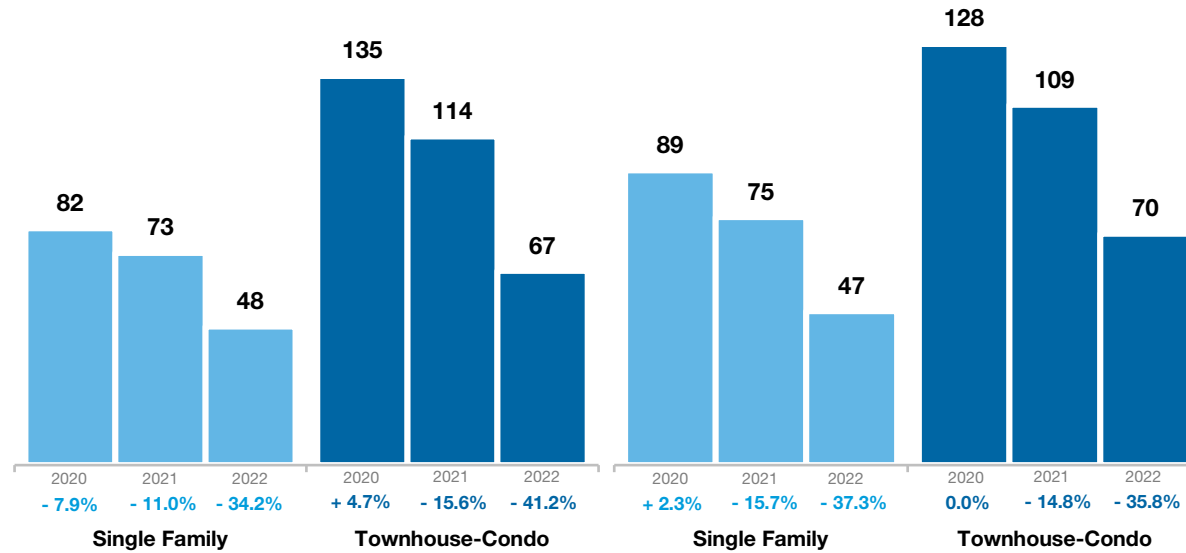
Housing Affordability Index

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



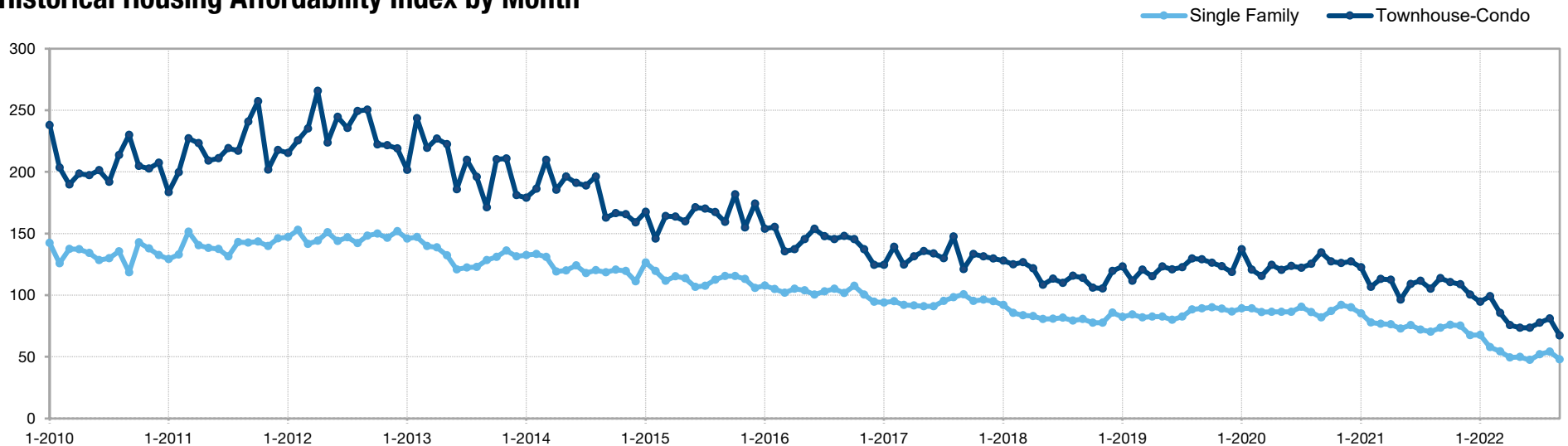
September

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2021	76	-12.6%	111	-12.6%
Nov-2021	75	-18.5%	109	-13.5%
Dec-2021	67	-25.6%	100	-21.3%
Jan-2022	68	-20.0%	95	-22.8%
Feb-2022	58	-25.6%	99	-7.5%
Mar-2022	54	-29.9%	86	-23.9%
Apr-2022	49	-35.5%	76	-32.1%
May-2022	50	-31.5%	74	-22.9%
Jun-2022	47	-38.2%	73	-33.0%
Jul-2022	52	-27.8%	78	-30.4%
Aug-2022	54	-22.9%	81	-22.9%
Sep-2022	48	-34.2%	67	-41.2%
12-Month Avg	58	-39.3%	79	-41.4%

Historical Housing Affordability Index by Month

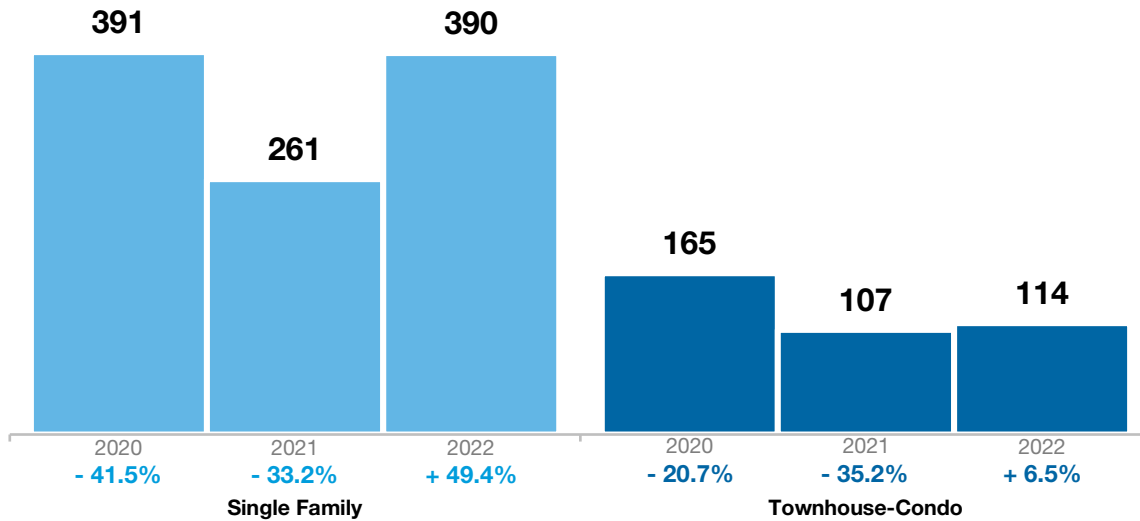


Inventory of Active Listings

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



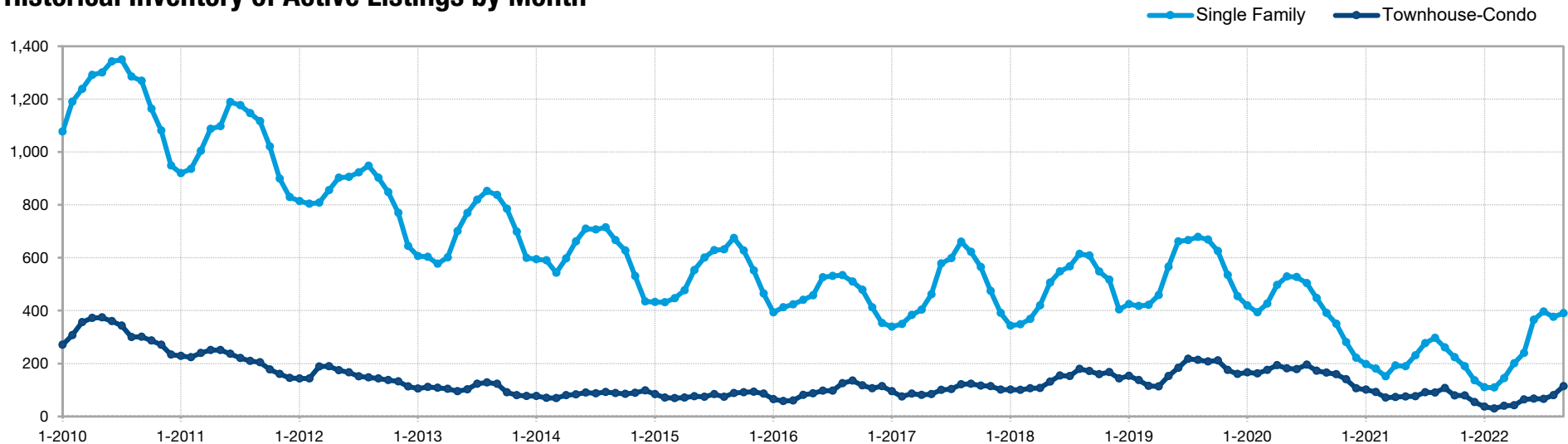
September



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2021	224	-36.0%	79	-50.3%
Nov-2021	190	-32.4%	79	-43.6%
Dec-2021	136	-38.7%	54	-49.1%
Jan-2022	110	-44.4%	37	-63.4%
Feb-2022	109	-39.8%	30	-67.4%
Mar-2022	144	-4.6%	40	-43.7%
Apr-2022	201	+4.1%	42	-42.5%
May-2022	240	+26.3%	64	-14.7%
Jun-2022	365	+58.0%	67	-11.8%
Jul-2022	396	+43.0%	66	-27.5%
Aug-2022	376	+26.6%	80	-11.1%
Sep-2022	390	+49.4%	114	+6.5%
12-Month Avg*	249	+5.1%	64	-35.1%

* Active Listings for all properties from October 2021 through September 2022. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

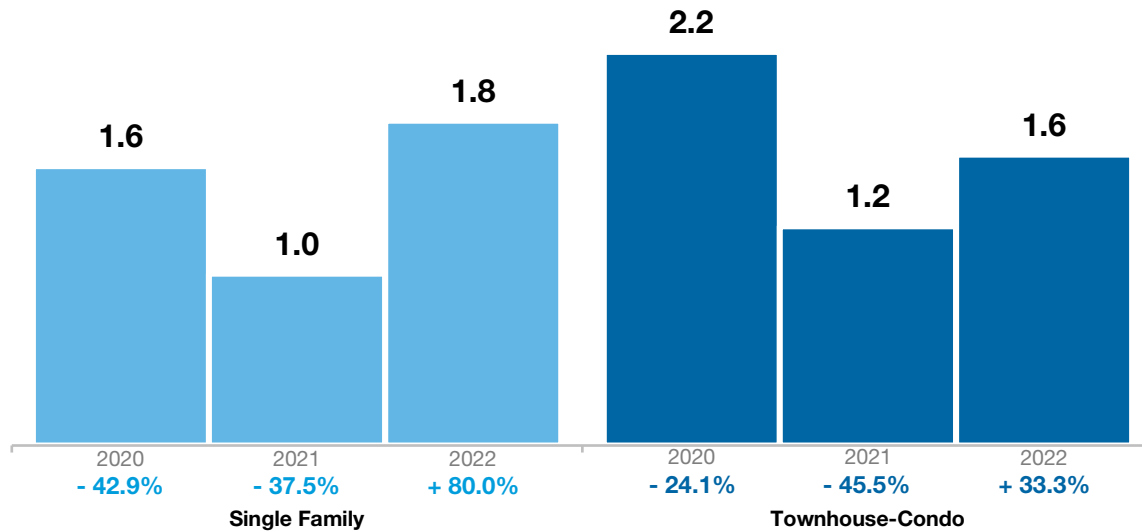


Months Supply of Inventory

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



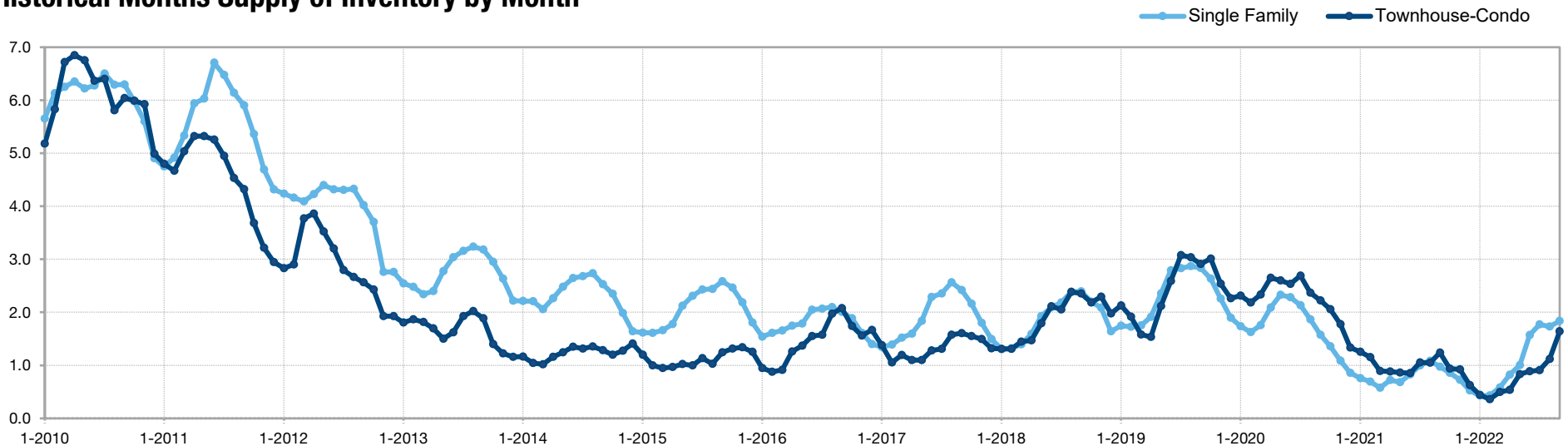
September



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2021	0.9	-35.7%	0.9	-57.1%
Nov-2021	0.7	-36.4%	0.9	-50.0%
Dec-2021	0.5	-44.4%	0.6	-53.8%
Jan-2022	0.4	-50.0%	0.4	-69.2%
Feb-2022	0.4	-42.9%	0.4	-66.7%
Mar-2022	0.6	0.0%	0.5	-44.4%
Apr-2022	0.8	+14.3%	0.5	-44.4%
May-2022	1.0	+42.9%	0.8	-11.1%
Jun-2022	1.6	+100.0%	0.9	0.0%
Jul-2022	1.8	+80.0%	0.9	-18.2%
Aug-2022	1.7	+54.5%	1.1	+10.0%
Sep-2022	1.8	+80.0%	1.6	+33.3%
12-Month Avg*	1.1	+19.6%	0.8	-31.2%

* Months Supply for all properties from October 2021 through September 2022. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview

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



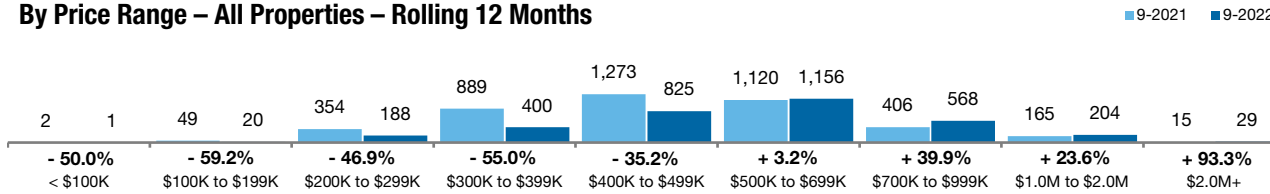
Key Metrics	Historical Sparkbars	9-2021	9-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
New Listings		369	316	- 14.4%	3,642	3,170	- 13.0%
Pending Sales		333	222	- 33.3%	790	593	- 24.9%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		361	272	- 24.7%	3,216	2,455	- 23.7%
Median Sales Price		\$470,000	\$540,000	+ 14.9%	\$472,000	\$550,000	+ 16.5%
Avg. Sales Price		\$513,691	\$602,805	+ 16.5%	\$528,999	\$616,487	+ 16.5%
Pct. of List Price Received		101.3%	99.5%	+ 0.3%	102.3%	102.6%	+ 0.3%
Days on Market		45	61	- 17.9%	56	46	- 17.9%
Affordability Index		82	52	- 37.7%	82	51	- 37.7%
Active Listings		380	514	+ 35.3%	--	--	--
Months Supply		1.1	1.8	+ 70.4%	--	--	--

Sold Listings

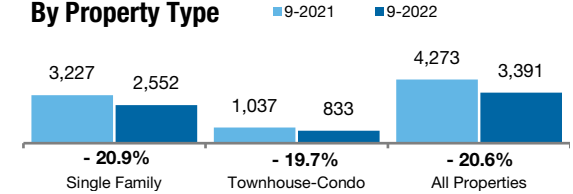
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	9-2021	9-2022	Change	9-2021	9-2022	Change
\$99,999 and Below	2	1	-50.0%	0	0	--
\$100,000 to \$199,999	27	13	-51.9%	22	6	-72.7%
\$200,000 to \$299,999	48	34	-29.2%	302	154	-49.0%
\$300,000 to \$399,999	451	118	-73.8%	437	282	-35.5%
\$400,000 to \$499,999	1,090	561	-48.5%	183	264	+44.3%
\$500,000 to \$699,999	1,061	1,072	+1.0%	58	83	+43.1%
\$700,000 to \$999,999	383	535	+39.7%	22	33	+50.0%
\$1,000,000 to \$1,999,999	151	192	+27.2%	12	9	-25.0%
\$2,000,000 and Above	14	26	+85.7%	1	2	+100.0%
All Price Ranges	3,227	2,552	-20.9%	1,037	833	-19.7%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	8-2022	9-2022	Change	8-2022	9-2022	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	0	1	--	1	1	0.0%
\$200,000 to \$299,999	4	3	-25.0%	14	6	-57.1%
\$300,000 to \$399,999	13	16	+23.1%	22	15	-31.8%
\$400,000 to \$499,999	53	42	-20.8%	24	25	+4.2%
\$500,000 to \$699,999	104	91	-12.5%	7	9	+28.6%
\$700,000 to \$999,999	45	45	0.0%	1	5	+400.0%
\$1,000,000 to \$1,999,999	11	9	-18.2%	0	0	--
\$2,000,000 and Above	3	3	0.0%	0	0	--
All Price Ranges	233	211	-9.4%	69	61	-11.6%

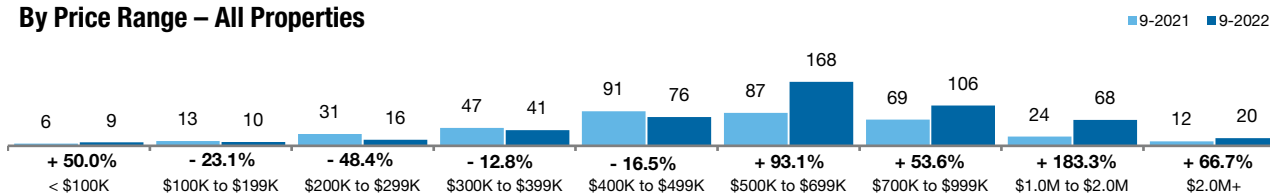
Year to Date

	Single Family			Townhouse-Condo		
	9-2021	9-2022	Change	9-2021	9-2022	Change
\$99,999 and Below	2	1	-50.0%	0	0	--
\$100,000 to \$199,999	19	10	-47.4%	17	2	-88.2%
\$200,000 to \$299,999	27	19	-29.6%	211	103	-51.2%
\$300,000 to \$399,999	245	68	-72.2%	323	188	-41.8%
\$400,000 to \$499,999	815	344	-57.8%	165	198	+20.0%
\$500,000 to \$699,999	858	816	-4.9%	52	72	+38.5%
\$700,000 to \$999,999	311	432	+38.9%	18	30	+66.7%
\$1,000,000 to \$1,999,999	120	140	+16.7%	12	5	-58.3%
\$2,000,000 and Above	11	23	+109.1%	1	1	0.0%
All Price Ranges	2,408	1,853	-23.0%	799	599	-25.0%

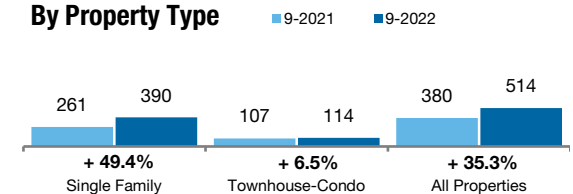
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	9-2021	9-2022	Change	9-2021	9-2022	Change
\$99,999 and Below	6	9	+50.0%	0	0	--
\$100,000 to \$199,999	12	9	-25.0%	1	1	0.0%
\$200,000 to \$299,999	11	8	-27.3%	20	8	-60.0%
\$300,000 to \$399,999	20	14	-30.0%	27	27	0.0%
\$400,000 to \$499,999	49	37	-24.5%	41	39	-4.9%
\$500,000 to \$699,999	81	143	+76.5%	5	25	+400.0%
\$700,000 to \$999,999	59	98	+66.1%	10	8	-20.0%
\$1,000,000 to \$1,999,999	21	59	+181.0%	2	6	+200.0%
\$2,000,000 and Above	5	13	+160.0%	0	0	--
All Price Ranges	261	390	+49.4%	107	114	+6.5%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	8-2022	9-2022	Change	8-2022	9-2022	Change
\$99,999 and Below	9	9	0.0%	0	0	--
\$100,000 to \$199,999	8	9	+12.5%	0	1	--
\$200,000 to \$299,999	9	8	-11.1%	7	8	+14.3%
\$300,000 to \$399,999	15	14	-6.7%	17	27	+58.8%
\$400,000 to \$499,999	35	37	+5.7%	30	39	+30.0%
\$500,000 to \$699,999	134	143	+6.7%	17	25	+47.1%
\$700,000 to \$999,999	87	98	+12.6%	6	8	+33.3%
\$1,000,000 to \$1,999,999	67	59	-11.9%	3	6	+100.0%
\$2,000,000 and Above	12	13	+8.3%	0	0	--
All Price Ranges	376	390	+3.7%	80	114	+42.5%

Year to Date

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

Local Market Update for September 2022

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Greeley

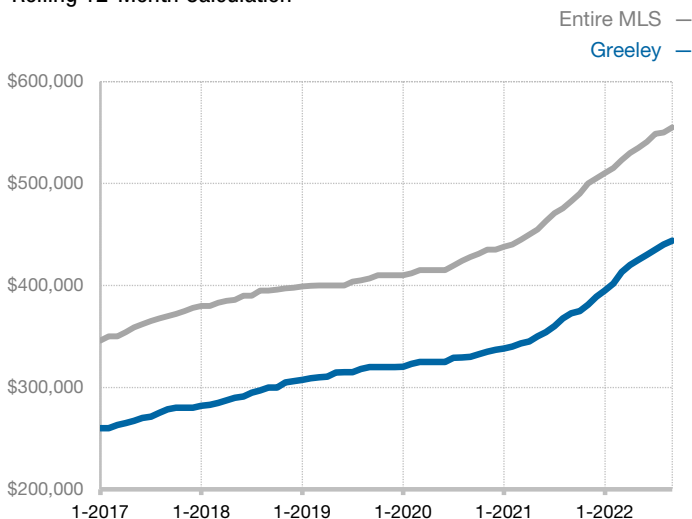
Single Family	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	175	179	+ 2.3%	1,472	1,697	+ 15.3%
Closed Sales	160	134	- 16.3%	1,283	1,363	+ 6.2%
Median Sales Price*	\$420,000	\$453,338	+ 7.9%	\$380,000	\$450,250	+ 18.5%
Average Sales Price*	\$423,901	\$452,873	+ 6.8%	\$407,084	\$457,758	+ 12.4%
Percent of List Price Received*	101.6%	99.5%	- 2.1%	102.3%	101.8%	- 0.5%
Days on Market Until Sale	31	53	+ 71.0%	35	46	+ 31.4%
Inventory of Homes for Sale	179	273	+ 52.5%	--	--	--
Months Supply of Inventory	1.2	1.8	+ 50.0%	--	--	--

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

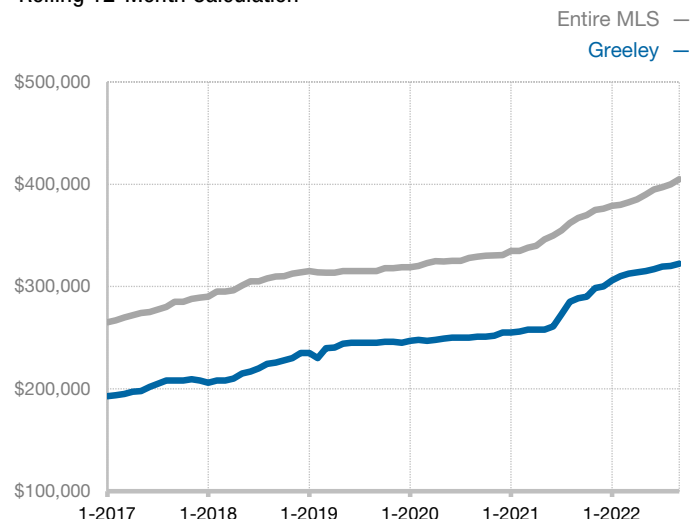
Townhouse/Condo	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	23	22	- 4.3%	337	246	- 27.0%
Closed Sales	35	28	- 20.0%	244	271	+ 11.1%
Median Sales Price*	\$297,850	\$330,000	+ 10.8%	\$293,750	\$325,000	+ 10.6%
Average Sales Price*	\$325,312	\$338,487	+ 4.0%	\$293,296	\$328,801	+ 12.1%
Percent of List Price Received*	101.6%	99.6%	- 2.0%	101.2%	101.2%	0.0%
Days on Market Until Sale	62	47	- 24.2%	49	69	+ 40.8%
Inventory of Homes for Sale	47	33	- 29.8%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2022

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Longmont

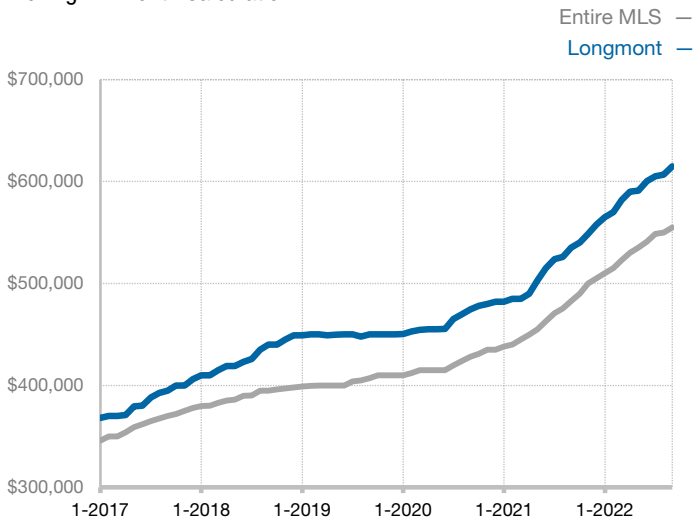
Single Family	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	183	151	- 17.5%	1,537	1,443	- 6.1%
Closed Sales	175	120	- 31.4%	1,349	1,049	- 22.2%
Median Sales Price*	\$564,990	\$640,000	+ 13.3%	\$550,000	\$634,500	+ 15.4%
Average Sales Price*	\$642,091	\$697,438	+ 8.6%	\$693,127	\$728,384	+ 5.1%
Percent of List Price Received*	101.1%	99.3%	- 1.8%	104.1%	103.9%	- 0.2%
Days on Market Until Sale	27	39	+ 44.4%	31	27	- 12.9%
Inventory of Homes for Sale	167	282	+ 68.9%	--	--	--
Months Supply of Inventory	1.0	2.3	+ 130.0%	--	--	--

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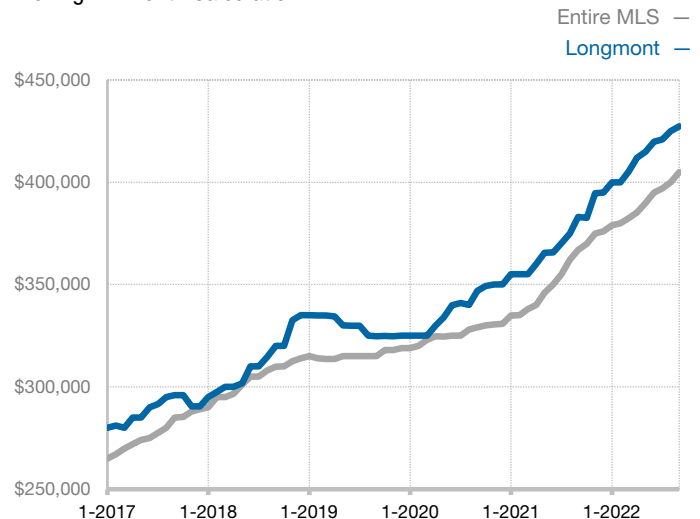
Townhouse/Condo	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	51	54	+ 5.9%	360	431	+ 19.7%
Closed Sales	29	32	+ 10.3%	308	248	- 19.5%
Median Sales Price*	\$455,000	\$472,500	+ 3.8%	\$395,000	\$450,000	+ 13.9%
Average Sales Price*	\$413,548	\$469,564	+ 13.5%	\$408,066	\$468,916	+ 14.9%
Percent of List Price Received*	102.0%	99.5%	- 2.5%	102.9%	103.4%	+ 0.5%
Days on Market Until Sale	28	30	+ 7.1%	30	23	- 23.3%
Inventory of Homes for Sale	36	93	+ 158.3%	--	--	--
Months Supply of Inventory	1.0	3.1	+ 210.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2022

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Wellington

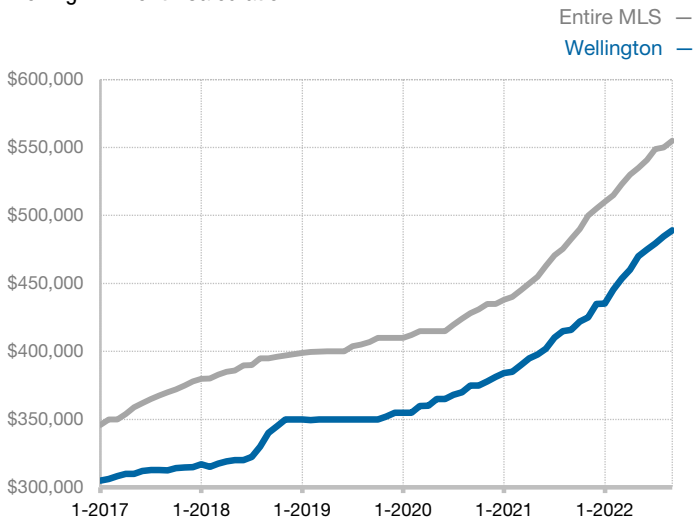
Single Family	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	50	42	- 16.0%	395	353	- 10.6%
Closed Sales	35	33	- 5.7%	364	284	- 22.0%
Median Sales Price*	\$426,873	\$495,000	+ 16.0%	\$424,439	\$495,000	+ 16.6%
Average Sales Price*	\$520,090	\$501,045	- 3.7%	\$469,409	\$526,575	+ 12.2%
Percent of List Price Received*	101.9%	100.0%	- 1.9%	102.2%	102.7%	+ 0.5%
Days on Market Until Sale	56	61	+ 8.9%	65	48	- 26.2%
Inventory of Homes for Sale	56	74	+ 32.1%	--	--	--
Months Supply of Inventory	1.3	2.2	+ 69.2%	--	--	--

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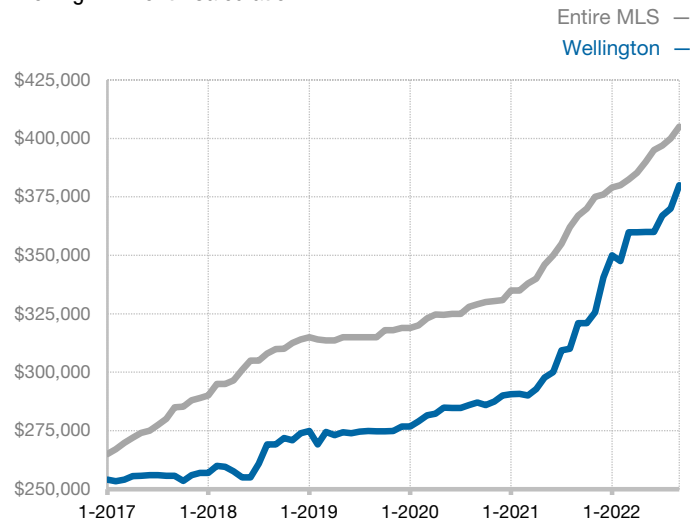
Townhouse/Condo	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	7	1	- 85.7%	65	39	- 40.0%
Closed Sales	11	1	- 90.9%	61	29	- 52.5%
Median Sales Price*	\$355,000	\$395,000	+ 11.3%	\$326,300	\$385,000	+ 18.0%
Average Sales Price*	\$330,159	\$395,000	+ 19.6%	\$324,156	\$376,812	+ 16.2%
Percent of List Price Received*	100.7%	101.5%	+ 0.8%	101.5%	102.7%	+ 1.2%
Days on Market Until Sale	129	37	- 71.3%	60	30	- 50.0%
Inventory of Homes for Sale	12	2	- 83.3%	--	--	--
Months Supply of Inventory	1.9	0.5	- 73.7%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2022

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Johnstown

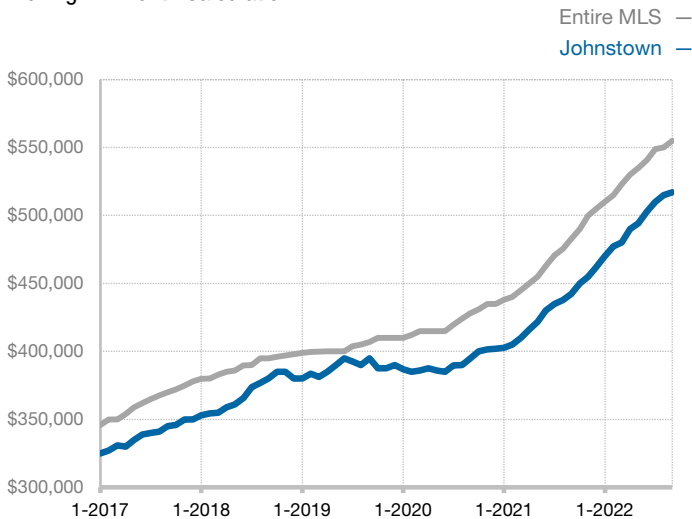
Single Family	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	46	73	+ 58.7%	454	633	+ 39.4%
Closed Sales	46	46	0.0%	403	469	+ 16.4%
Median Sales Price*	\$501,948	\$528,350	+ 5.3%	\$455,000	\$528,750	+ 16.2%
Average Sales Price*	\$551,565	\$533,133	- 3.3%	\$495,573	\$551,735	+ 11.3%
Percent of List Price Received*	101.4%	98.9%	- 2.5%	102.6%	101.7%	- 0.9%
Days on Market Until Sale	32	51	+ 59.4%	31	35	+ 12.9%
Inventory of Homes for Sale	67	109	+ 62.7%	--	--	--
Months Supply of Inventory	1.4	2.1	+ 50.0%	--	--	--

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

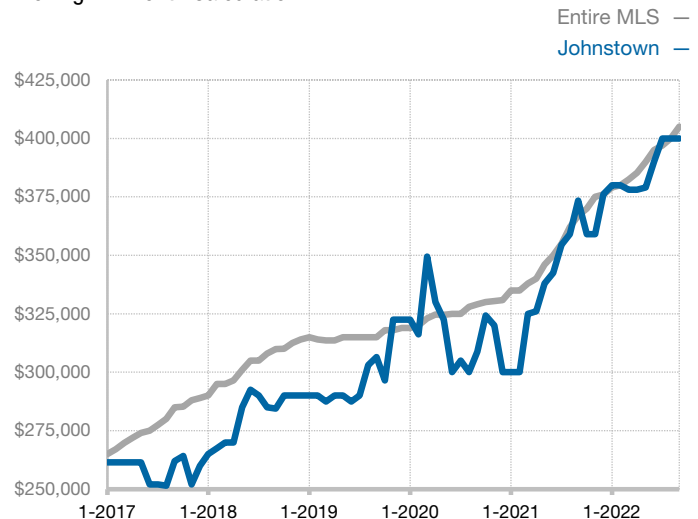
Townhouse/Condo	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	1	4	+ 300.0%	19	19	0.0%
Closed Sales	3	1	- 66.7%	21	12	- 42.9%
Median Sales Price*	\$431,000	\$388,650	- 9.8%	\$374,400	\$400,000	+ 6.8%
Average Sales Price*	\$423,000	\$388,650	- 8.1%	\$379,948	\$409,038	+ 7.7%
Percent of List Price Received*	102.6%	101.2%	- 1.4%	102.7%	102.7%	0.0%
Days on Market Until Sale	21	86	+ 309.5%	38	22	- 42.1%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	0.9	--	--	--	--

* 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 September 2022

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Fort Collins

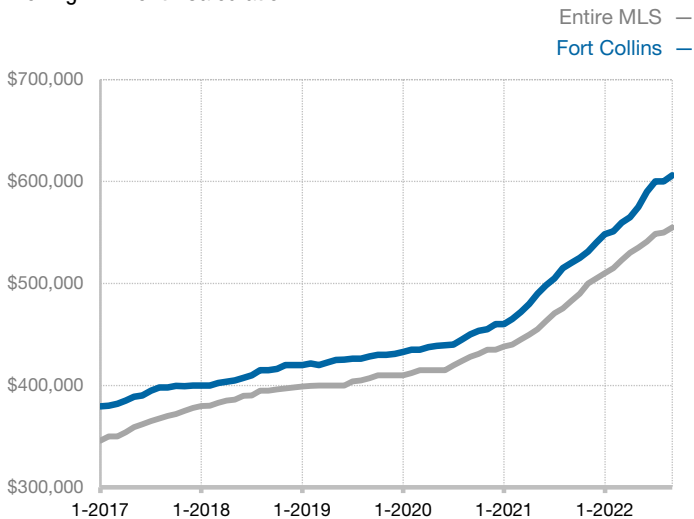
Single Family	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	262	228	- 13.0%	2,697	2,486	- 7.8%
Closed Sales	265	211	- 20.4%	2,345	1,951	- 16.8%
Median Sales Price*	\$540,000	\$600,000	+ 11.1%	\$534,000	\$622,100	+ 16.5%
Average Sales Price*	\$596,686	\$715,923	+ 20.0%	\$602,436	\$698,854	+ 16.0%
Percent of List Price Received*	101.4%	99.4%	- 2.0%	103.0%	103.0%	0.0%
Days on Market Until Sale	32	41	+ 28.1%	36	32	- 11.1%
Inventory of Homes for Sale	227	329	+ 44.9%	--	--	--
Months Supply of Inventory	0.9	1.5	+ 66.7%	--	--	--

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

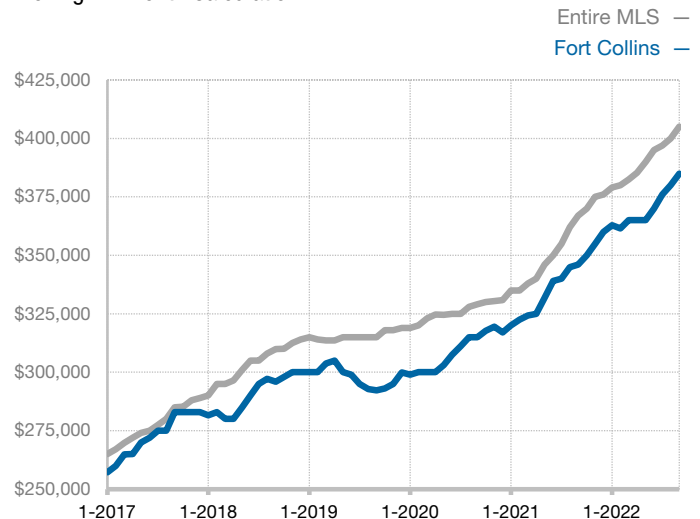
Townhouse/Condo	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	126	91	- 27.8%	1,121	835	- 25.5%
Closed Sales	113	66	- 41.6%	1,036	713	- 31.2%
Median Sales Price*	\$339,950	\$405,000	+ 19.1%	\$360,000	\$400,000	+ 11.1%
Average Sales Price*	\$348,401	\$411,748	+ 18.2%	\$385,465	\$410,760	+ 6.6%
Percent of List Price Received*	101.6%	99.6%	- 2.0%	101.5%	103.1%	+ 1.6%
Days on Market Until Sale	36	45	+ 25.0%	49	30	- 38.8%
Inventory of Homes for Sale	109	111	+ 1.8%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--

* 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 September 2022

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Loveland

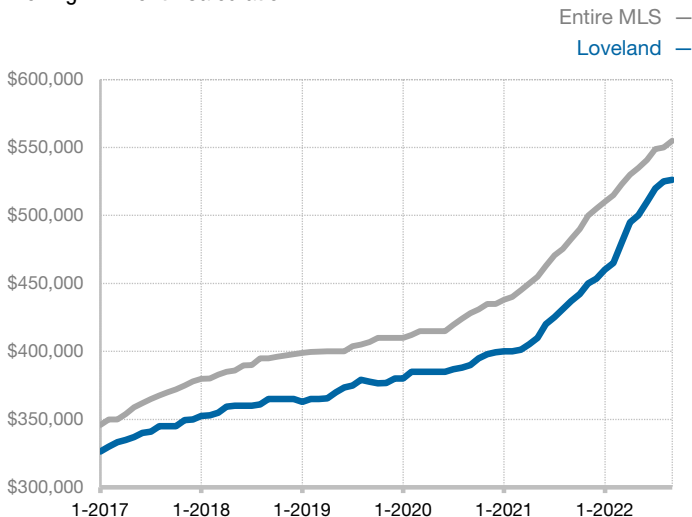
Single Family	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	163	188	+ 15.3%	1,886	1,806	- 4.2%
Closed Sales	200	162	- 19.0%	1,639	1,376	- 16.0%
Median Sales Price*	\$475,600	\$525,000	+ 10.4%	\$445,000	\$542,000	+ 21.8%
Average Sales Price*	\$559,716	\$593,475	+ 6.0%	\$514,265	\$605,207	+ 17.7%
Percent of List Price Received*	102.3%	99.2%	- 3.0%	103.1%	102.2%	- 0.9%
Days on Market Until Sale	31	39	+ 25.8%	37	30	- 18.9%
Inventory of Homes for Sale	144	293	+ 103.5%	--	--	--
Months Supply of Inventory	0.8	1.9	+ 137.5%	--	--	--

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

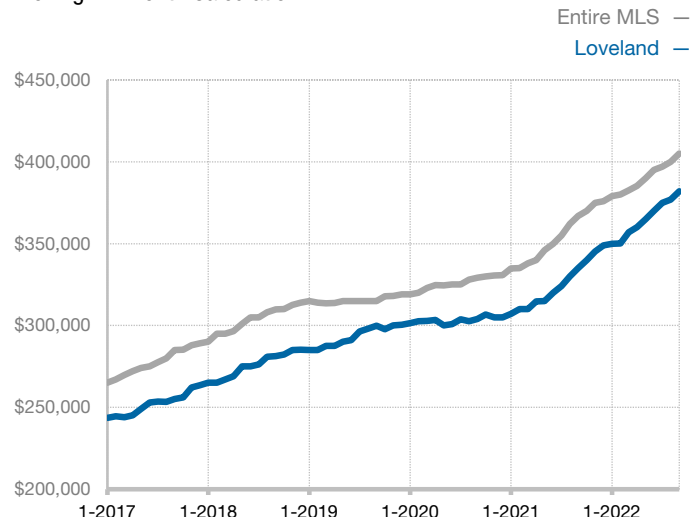
Townhouse/Condo	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	51	31	- 39.2%	429	312	- 27.3%
Closed Sales	47	22	- 53.2%	359	320	- 10.9%
Median Sales Price*	\$350,000	\$423,873	+ 21.1%	\$345,000	\$390,000	+ 13.0%
Average Sales Price*	\$388,417	\$412,415	+ 6.2%	\$358,232	\$404,128	+ 12.8%
Percent of List Price Received*	102.4%	101.3%	- 1.1%	102.6%	103.9%	+ 1.3%
Days on Market Until Sale	49	141	+ 187.8%	79	141	+ 78.5%
Inventory of Homes for Sale	29	57	+ 96.6%	--	--	--
Months Supply of Inventory	0.7	1.5	+ 114.3%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2022

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Boulder

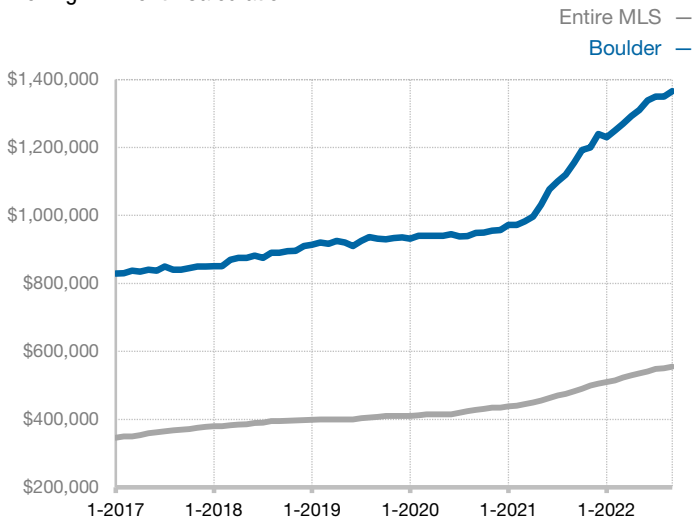
Single Family	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	147	127	- 13.6%	1,387	1,222	- 11.9%
Closed Sales	140	82	- 41.4%	1,144	794	- 30.6%
Median Sales Price*	\$1,132,000	\$1,191,500	+ 5.3%	\$1,230,000	\$1,400,000	+ 13.8%
Average Sales Price*	\$1,416,497	\$1,538,600	+ 8.6%	\$1,496,513	\$1,669,321	+ 11.5%
Percent of List Price Received*	101.6%	98.7%	- 2.9%	102.4%	103.9%	+ 1.5%
Days on Market Until Sale	43	52	+ 20.9%	48	38	- 20.8%
Inventory of Homes for Sale	161	230	+ 42.9%	--	--	--
Months Supply of Inventory	1.2	2.5	+ 108.3%	--	--	--

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

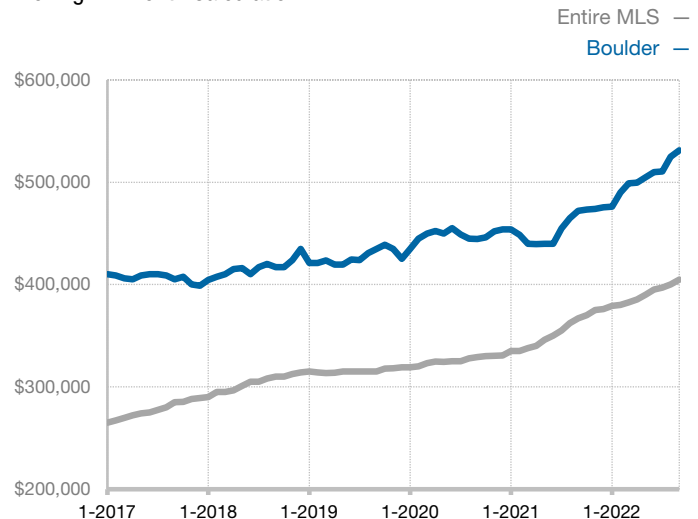
Townhouse/Condo	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	80	78	- 2.5%	949	783	- 17.5%
Closed Sales	93	63	- 32.3%	875	627	- 28.3%
Median Sales Price*	\$492,500	\$608,500	+ 23.6%	\$471,420	\$550,000	+ 16.7%
Average Sales Price*	\$577,342	\$826,877	+ 43.2%	\$564,268	\$719,564	+ 27.5%
Percent of List Price Received*	100.0%	99.2%	- 0.8%	100.4%	102.2%	+ 1.8%
Days on Market Until Sale	67	59	- 11.9%	58	55	- 5.2%
Inventory of Homes for Sale	109	108	- 0.9%	--	--	--
Months Supply of Inventory	1.1	1.5	+ 36.4%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2022

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

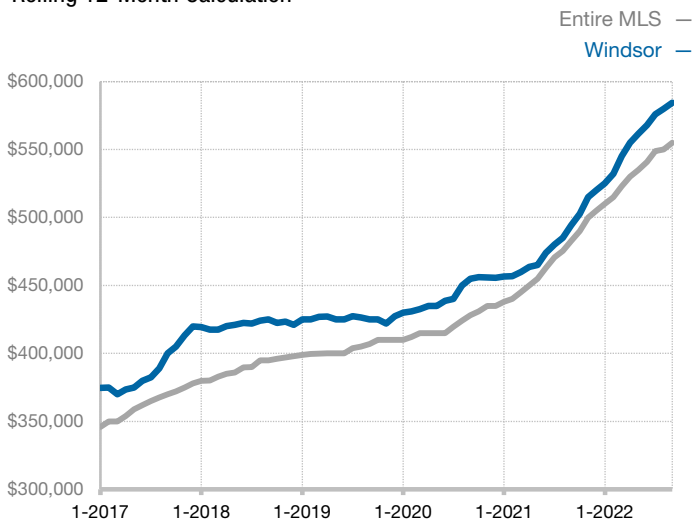
Single Family	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	103	63	- 38.8%	1,427	1,050	- 26.4%
Closed Sales	106	49	- 53.8%	1,289	813	- 36.9%
Median Sales Price*	\$583,344	\$615,700	+ 5.5%	\$510,000	\$600,000	+ 17.6%
Average Sales Price*	\$661,840	\$718,353	+ 8.5%	\$573,218	\$668,264	+ 16.6%
Percent of List Price Received*	100.5%	98.8%	- 1.7%	101.7%	101.5%	- 0.2%
Days on Market Until Sale	44	40	- 9.1%	57	48	- 15.8%
Inventory of Homes for Sale	163	189	+ 16.0%	--	--	--
Months Supply of Inventory	1.1	1.9	+ 72.7%	--	--	--

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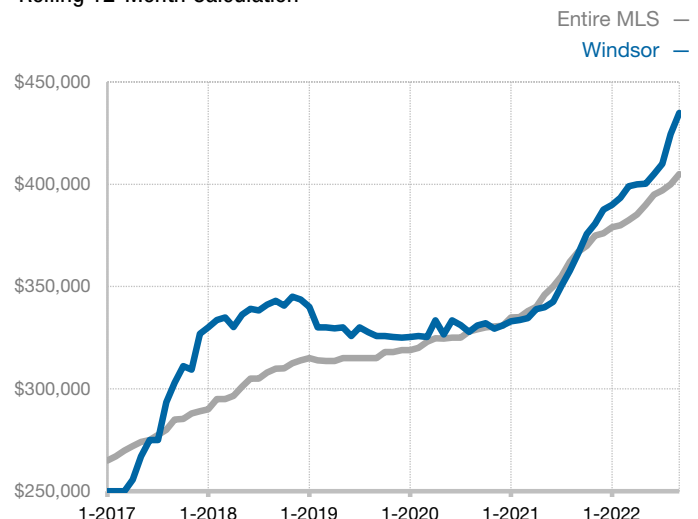
Townhouse/Condo	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	15	9	- 40.0%	169	109	- 35.5%
Closed Sales	12	12	0.0%	154	114	- 26.0%
Median Sales Price*	\$401,184	\$490,000	+ 22.1%	\$383,638	\$449,560	+ 17.2%
Average Sales Price*	\$390,570	\$511,110	+ 30.9%	\$379,792	\$461,268	+ 21.5%
Percent of List Price Received*	101.1%	101.7%	+ 0.6%	101.4%	103.0%	+ 1.6%
Days on Market Until Sale	89	137	+ 53.9%	106	136	+ 28.3%
Inventory of Homes for Sale	12	18	+ 50.0%	--	--	--
Months Supply of Inventory	0.7	1.4	+ 100.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2022

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Berthoud

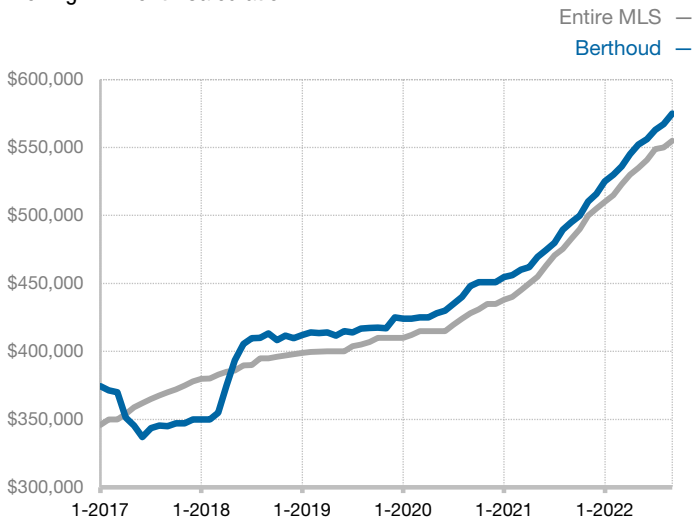
Single Family	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	63	43	- 31.7%	544	465	- 14.5%
Closed Sales	39	42	+ 7.7%	482	411	- 14.7%
Median Sales Price*	\$521,758	\$598,963	+ 14.8%	\$509,369	\$599,000	+ 17.6%
Average Sales Price*	\$632,697	\$786,971	+ 24.4%	\$603,621	\$697,717	+ 15.6%
Percent of List Price Received*	102.1%	100.5%	- 1.6%	102.0%	102.3%	+ 0.3%
Days on Market Until Sale	85	39	- 54.1%	74	63	- 14.9%
Inventory of Homes for Sale	112	95	- 15.2%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--

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Townhouse/Condo	September			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 09-2021	Thru 09-2022	Percent Change from Previous Year
New Listings	2	2	0.0%	74	44	- 40.5%
Closed Sales	8	1	- 87.5%	51	55	+ 7.8%
Median Sales Price*	\$450,000	\$505,300	+ 12.3%	\$395,000	\$443,100	+ 12.2%
Average Sales Price*	\$446,250	\$505,300	+ 13.2%	\$447,754	\$483,945	+ 8.1%
Percent of List Price Received*	98.9%	100.0%	+ 1.1%	101.7%	103.3%	+ 1.6%
Days on Market Until Sale	29	138	+ 375.9%	82	175	+ 113.4%
Inventory of Homes for Sale	11	5	- 54.5%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

