

FCBR 2023

FORT COLLINS BOARD OF REALTORS®

**PERSONALIZED
EXPERIENCE.
EXPERT
ADVICE.**

Contact Me!



Clara Pilcher
Mortgage Loan Officer
970.494.5254
NMLS 1105212

 | MORTGAGE 

Monthly Indicators



April 2023

New Listings were down 25.6 percent for single family homes and 12.0 percent for townhouse-condo properties. Pending Sales landed at 219 for single family homes and 80 for townhouse-condo properties.

The Median Sales Price was down 1.9 percent to \$609,000 for single family homes but increased 6.4 percent to \$430,750 for townhouse-condo properties. Days on Market increased 63.2 percent for single family homes and 41.9 percent for townhouse-condo properties.

Housing inventory remains tight nationwide, with only 980,000 units available for sale heading into April, a 5.4% increase from one year earlier, although the number of homes for sale is down compared to the same period in 2019, prior to the pandemic. The lack of existing inventory continues to impact home sales, and with only 2.6 months' supply of homes at last measure, competition for available properties remains strong, especially in certain price categories, with multiple offers occurring on about a third of properties, according to NAR.

Activity Snapshot

- 23.4% **+ 63.2%** **- 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

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	4-2022	4-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		312	232	- 25.6%	869	769	- 11.5%
Pending Sales		237	219	- 7.6%	750	703	- 6.3%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		222	170	- 23.4%	667	576	- 13.6%
Median Sales Price		\$620,495	\$609,000	- 1.9%	\$605,000	\$598,495	- 1.1%
Avg. Sales Price		\$723,257	\$665,852	- 7.9%	\$679,800	\$663,372	- 2.4%
Pct. of List Price Received		105.8%	100.2%	- 5.3%	104.0%	99.5%	- 4.3%
Days on Market		38	62	+ 63.2%	47	69	+ 46.8%
Affordability Index		49	47	- 4.1%	51	48	- 5.9%
Active Listings		219	283	+ 29.2%	--	--	--
Months Supply		0.9	1.6	+ 77.8%	--	--	--

Townhouse-Condo Activity Overview

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



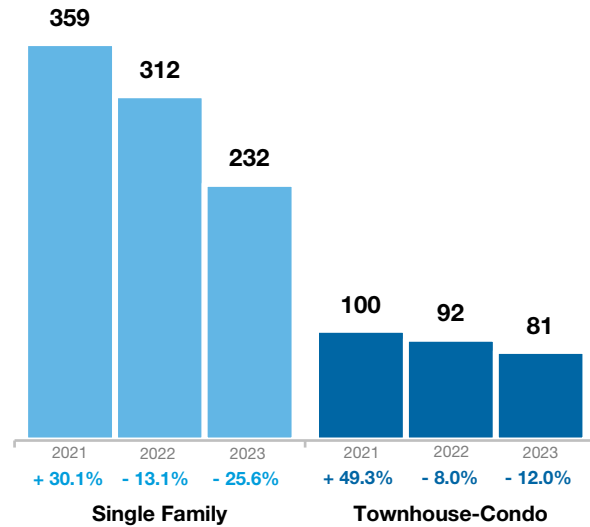
Key Metrics	Historical Sparkbars	4-2022	4-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		92	81	- 12.0%	282	263	- 6.7%
Pending Sales		85	80	- 5.9%	273	240	- 12.1%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		83	55	- 33.7%	227	167	- 26.4%
Median Sales Price		\$405,000	\$430,750	+ 6.4%	\$390,000	\$405,000	+ 3.8%
Avg. Sales Price		\$430,603	\$426,298	- 1.0%	\$421,837	\$401,989	- 4.7%
Pct. of List Price Received		105.6%	100.2%	- 5.1%	104.2%	99.6%	- 4.4%
Days on Market		62	88	+ 41.9%	57	98	+ 71.9%
Affordability Index		76	67	- 11.8%	79	71	- 10.1%
Active Listings		49	93	+ 89.8%	--	--	--
Months Supply		0.6	1.7	+ 183.3%	--	--	--

New Listings

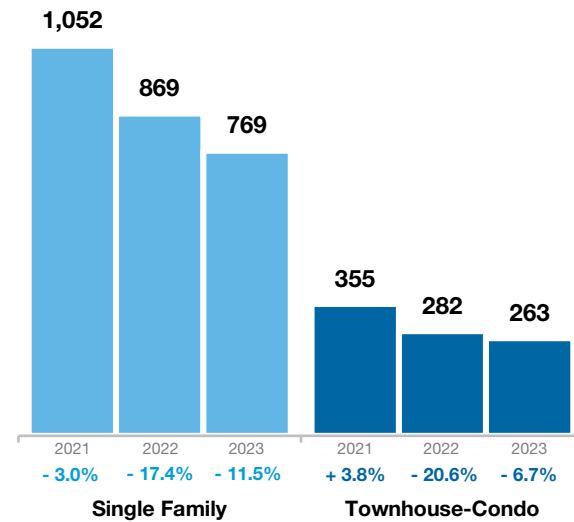
A count of the properties that have been newly listed on the market in a given month.



April

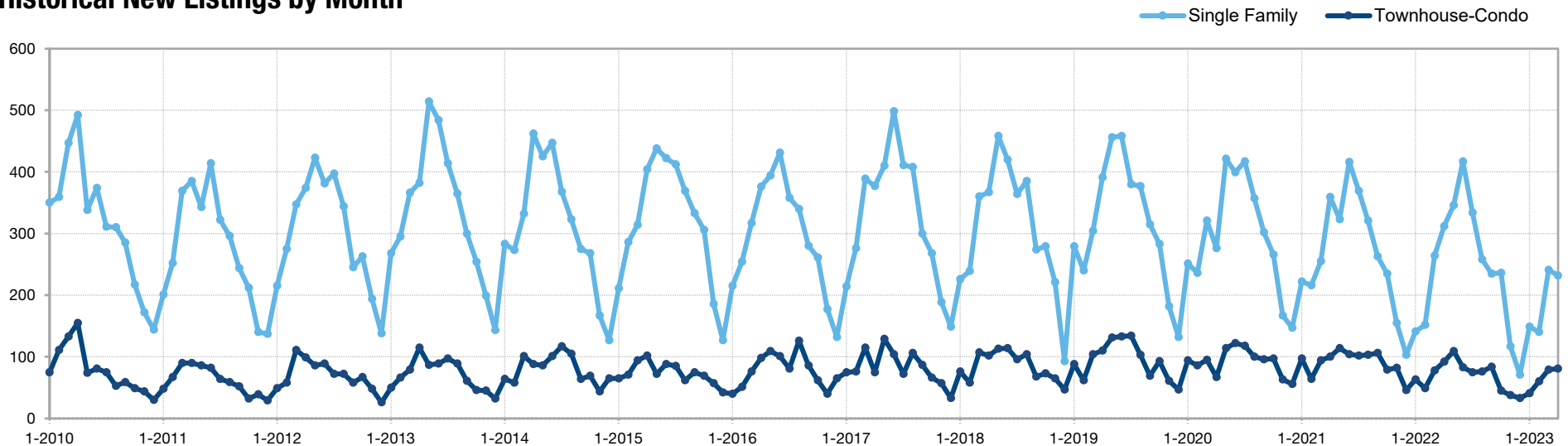


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2022	346	+7.1%	109	-4.4%
Jun-2022	417	+0.2%	83	-20.2%
Jul-2022	334	-9.5%	75	-26.5%
Aug-2022	258	-19.6%	76	-26.2%
Sep-2022	235	-10.6%	84	-20.8%
Oct-2022	236	+0.4%	45	-43.0%
Nov-2022	117	-24.5%	38	-53.7%
Dec-2022	71	-31.1%	33	-28.3%
Jan-2023	149	+5.7%	41	-34.9%
Feb-2023	140	-7.9%	60	+22.4%
Mar-2023	241	-8.7%	79	+1.3%
Apr-2023	232	-25.6%	81	-12.0%
12-Month Avg	232	-8.8%	67	-20.8%

Historical New Listings by Month

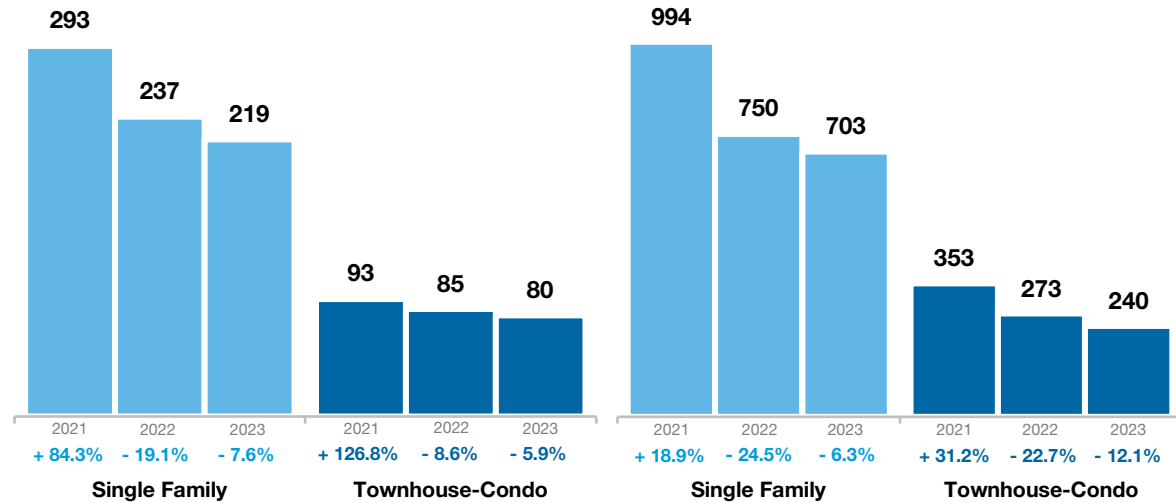


Pending Sales

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

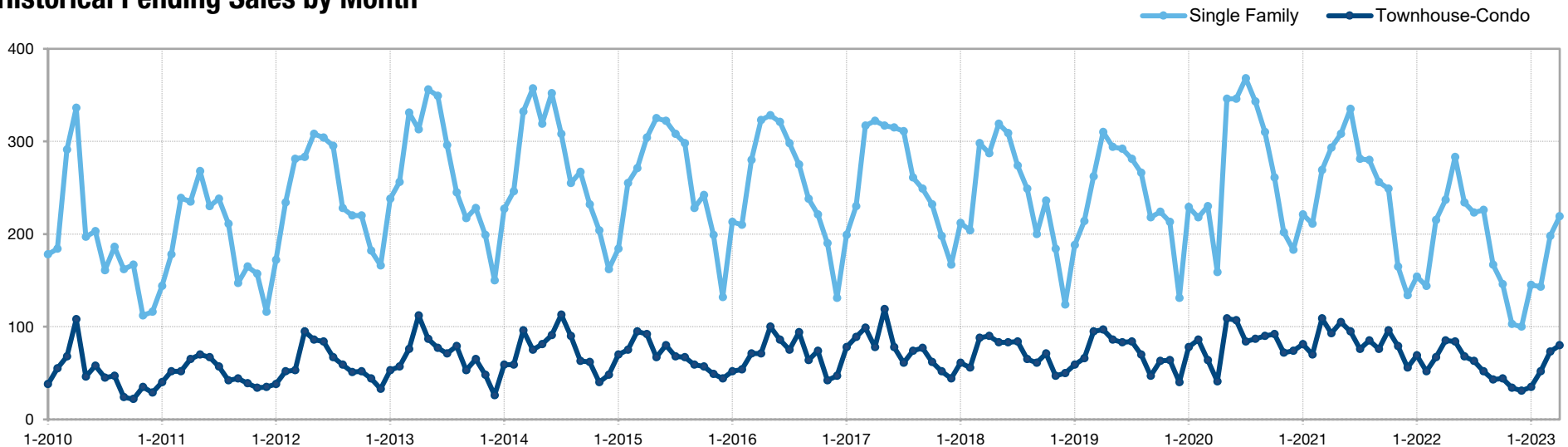


April



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2022	283	-8.1%	84	-20.0%
Jun-2022	234	-30.1%	68	-28.4%
Jul-2022	223	-20.6%	63	-17.1%
Aug-2022	226	-19.3%	52	-38.8%
Sep-2022	167	-34.8%	43	-43.4%
Oct-2022	146	-41.4%	44	-54.2%
Nov-2022	103	-37.6%	34	-57.0%
Dec-2022	100	-25.4%	31	-44.6%
Jan-2023	145	-5.8%	35	-49.3%
Feb-2023	143	-0.7%	52	0.0%
Mar-2023	198	-7.9%	73	+9.0%
Apr-2023	219	-7.6%	80	-5.9%
12-Month Avg	182	-20.7%	55	-30.0%

Historical Pending Sales by Month

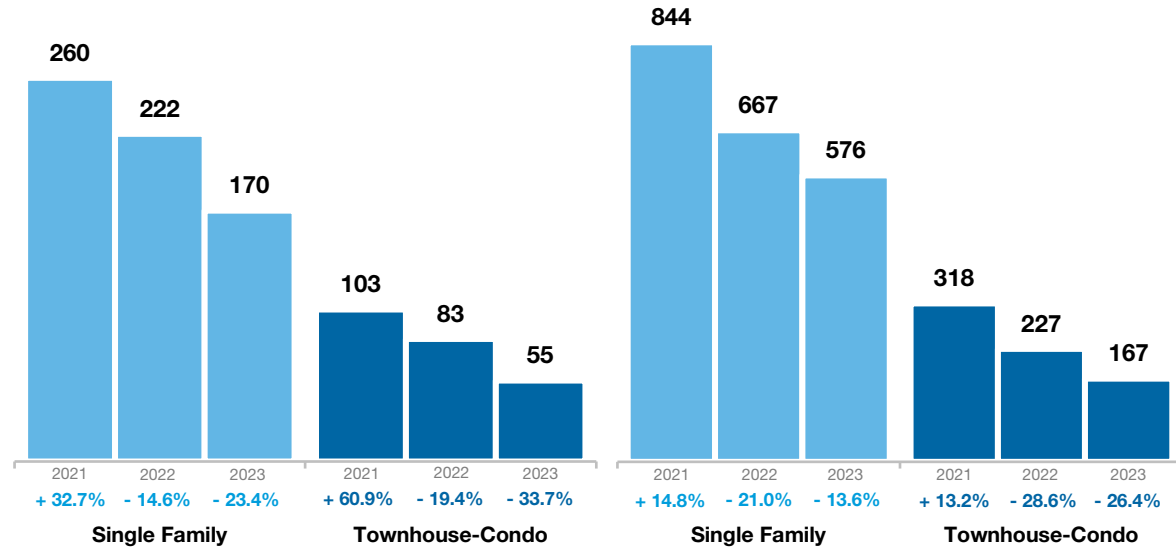


Sold Listings

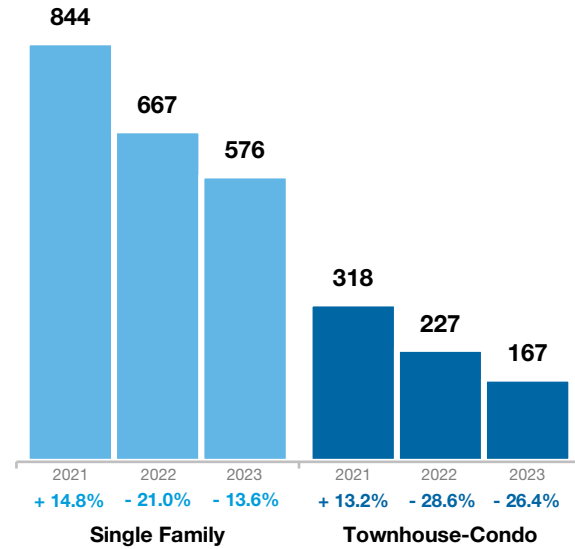
A count of the actual sales that closed in a given month.



April

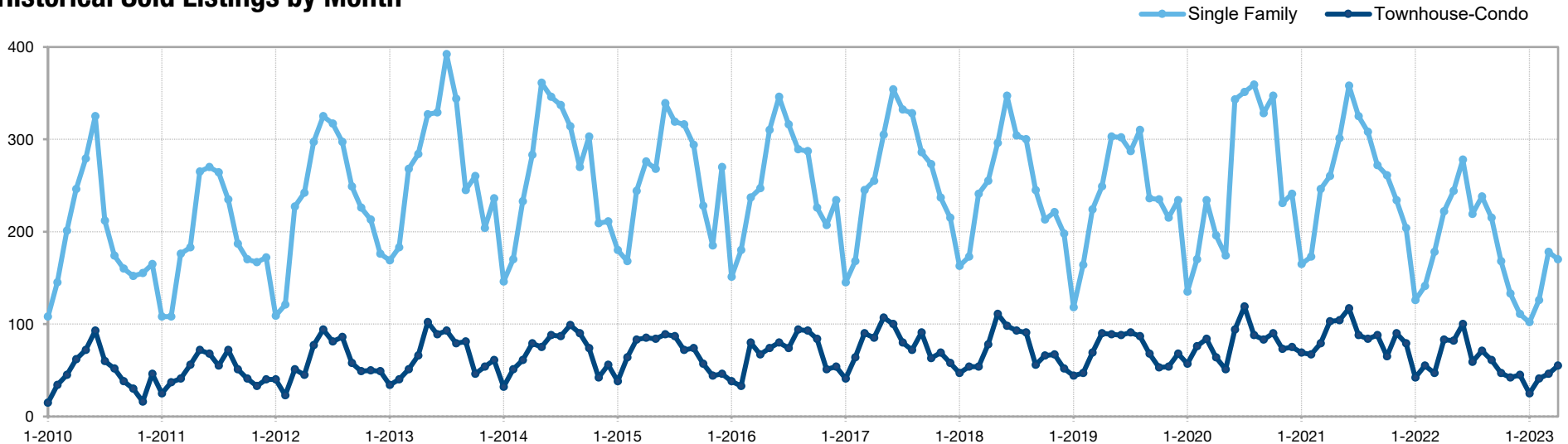


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2022	244	-18.9%	82	-21.2%
Jun-2022	278	-22.3%	100	-14.5%
Jul-2022	219	-32.6%	59	-33.0%
Aug-2022	238	-22.7%	71	-15.5%
Sep-2022	215	-21.0%	61	-30.7%
Oct-2022	168	-35.6%	47	-27.7%
Nov-2022	133	-43.2%	42	-53.3%
Dec-2022	111	-45.6%	45	-43.0%
Jan-2023	102	-19.0%	25	-40.5%
Feb-2023	126	-10.6%	41	-25.5%
Mar-2023	178	0.0%	46	-2.1%
Apr-2023	170	-23.4%	55	-33.7%
12-Month Avg	182	-25.5%	56	-28.5%

Historical Sold Listings by Month

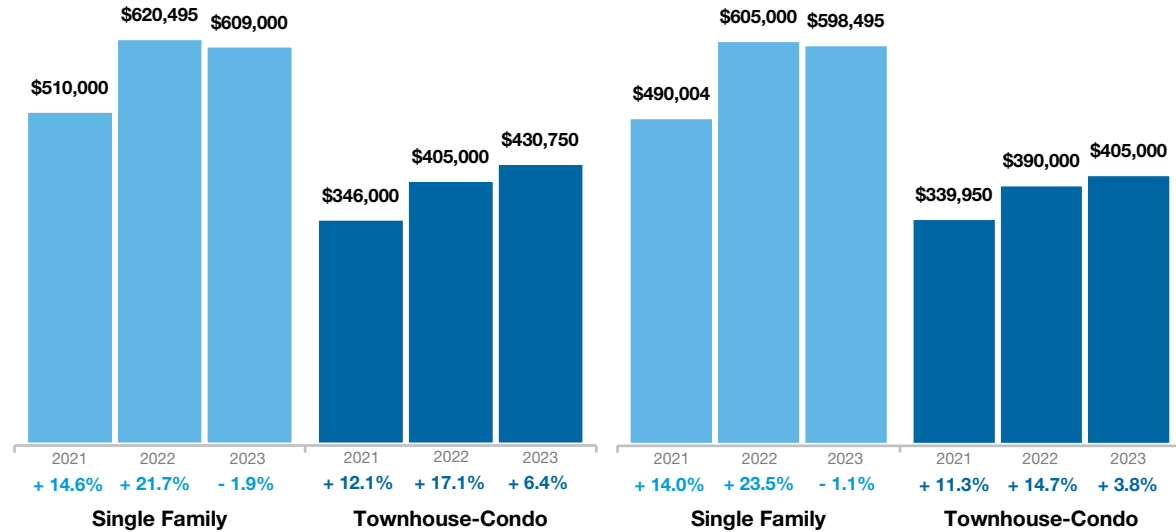


Median Sales Price

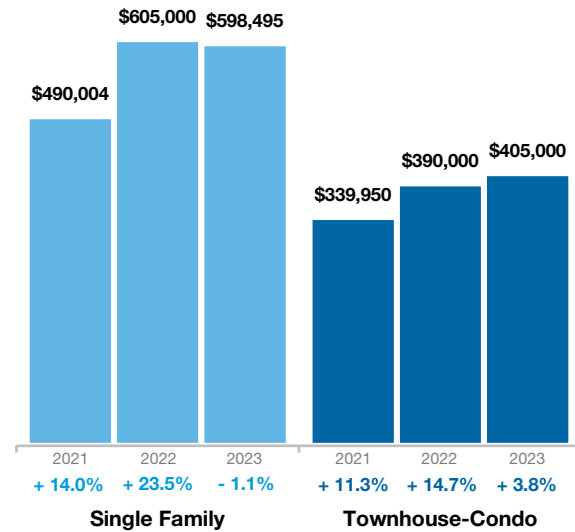
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



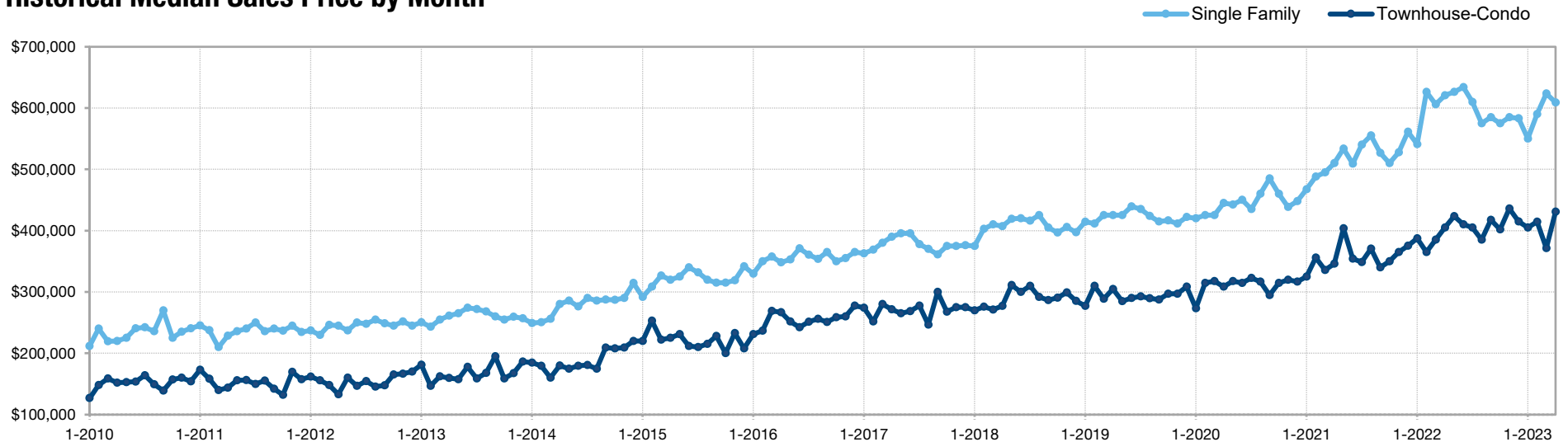
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2022	\$626,300	+17.4%	\$423,433	+4.9%
Jun-2022	\$633,947	+24.5%	\$410,000	+15.8%
Jul-2022	\$610,000	+13.0%	\$405,000	+16.2%
Aug-2022	\$575,000	+3.6%	\$385,000	+3.9%
Sep-2022	\$585,000	+11.1%	\$417,585	+22.8%
Oct-2022	\$575,000	+12.7%	\$402,000	+14.9%
Nov-2022	\$585,000	+10.9%	\$436,000	+19.5%
Dec-2022	\$583,000	+3.9%	\$415,000	+10.6%
Jan-2023	\$550,000	+1.7%	\$405,000	+4.5%
Feb-2023	\$590,000	-5.8%	\$414,305	+13.6%
Mar-2023	\$623,522	+2.9%	\$371,500	-3.5%
Apr-2023	\$609,000	-1.9%	\$430,750	+6.4%
12-Month Avg*	\$600,000	+9.1%	\$410,000	+11.1%

* Median Sales Price for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Median Sales Price by Month

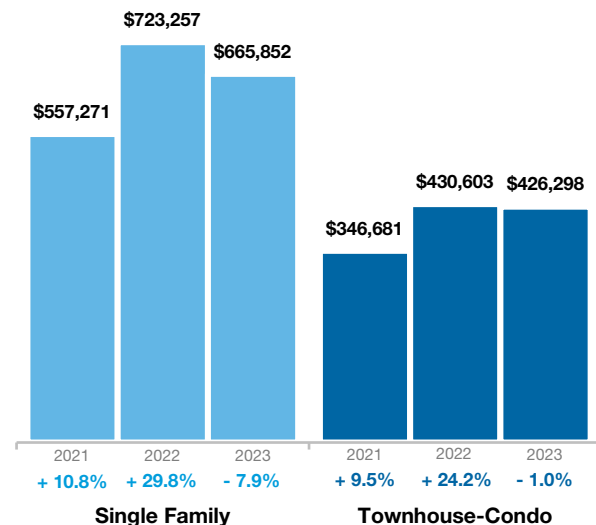


Average Sales Price

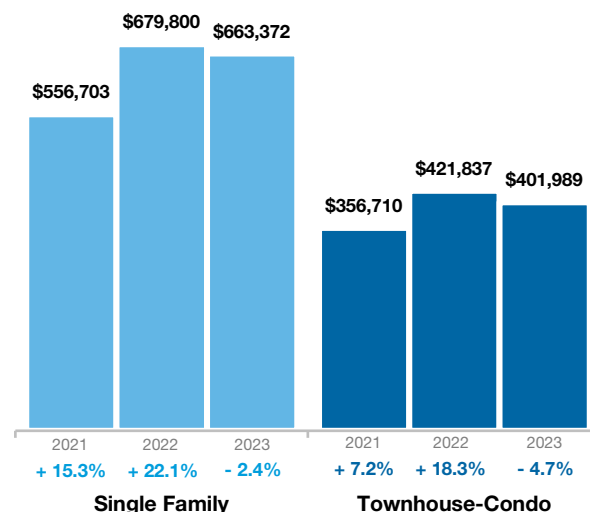
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



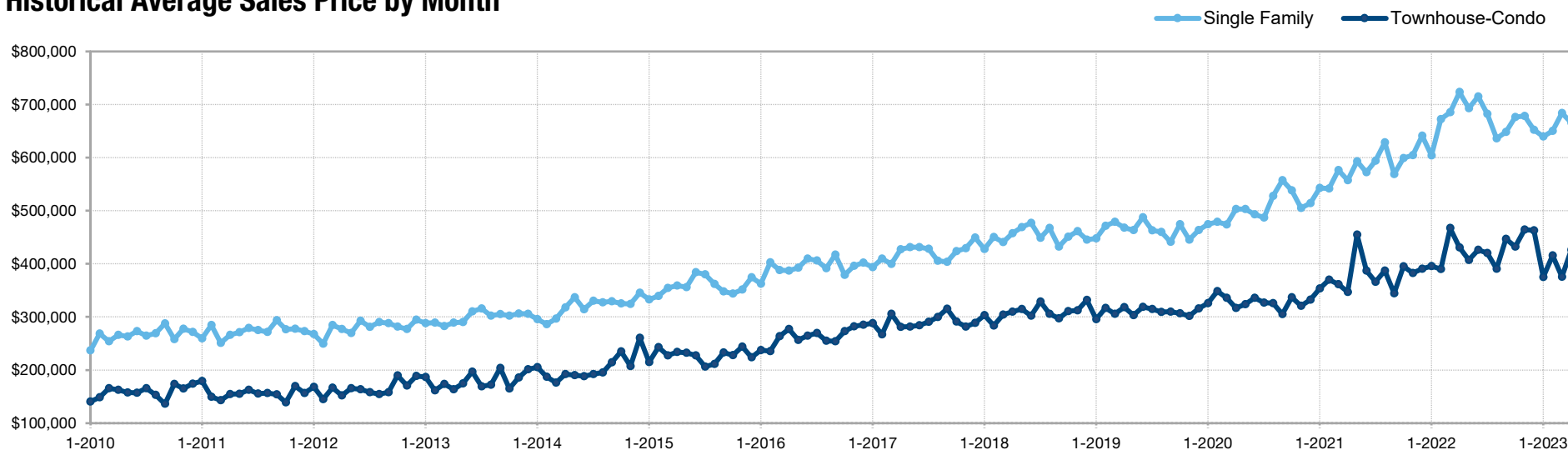
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2022	\$692,506	+16.8%	\$406,922	-10.6%
Jun-2022	\$715,072	+24.9%	\$426,142	+10.1%
Jul-2022	\$681,970	+14.8%	\$420,063	+14.8%
Aug-2022	\$635,873	+1.1%	\$390,774	+1.0%
Sep-2022	\$648,273	+14.0%	\$446,661	+29.7%
Oct-2022	\$676,328	+12.9%	\$432,385	+9.4%
Nov-2022	\$678,325	+12.3%	\$464,305	+21.4%
Dec-2022	\$652,037	+1.7%	\$462,687	+18.5%
Jan-2023	\$639,738	+5.9%	\$374,963	-5.2%
Feb-2023	\$650,327	-3.3%	\$415,677	+6.5%
Mar-2023	\$683,782	-0.2%	\$375,411	-19.6%
Apr-2023	\$665,852	-7.9%	\$426,298	-1.0%
12-Month Avg*	\$671,929	+9.0%	\$420,672	+5.9%

* Avg. Sales Price for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Average Sales Price by Month

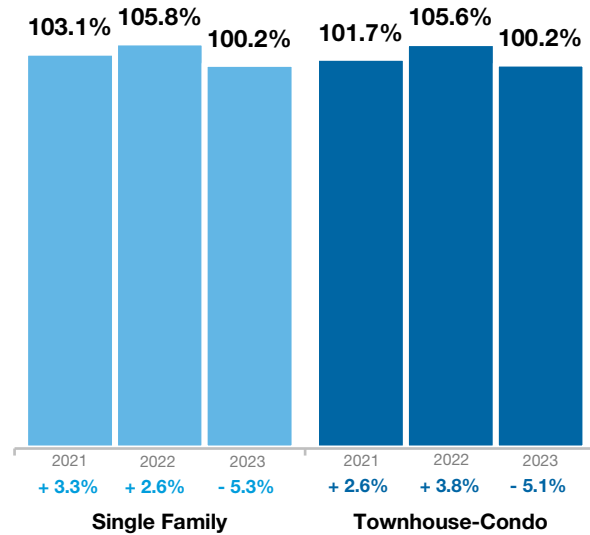


Percent of List Price Received

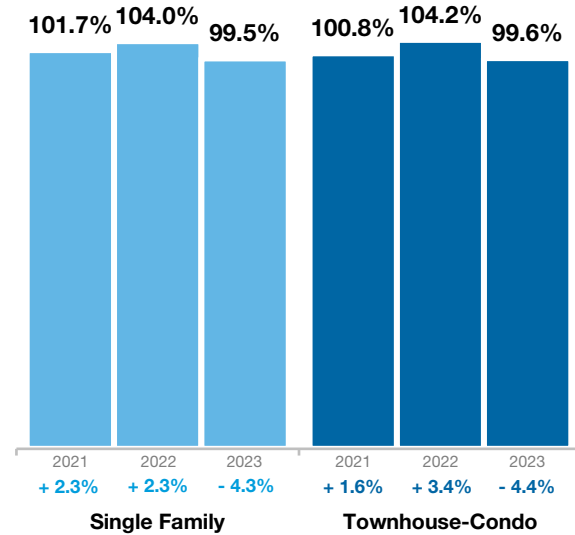
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



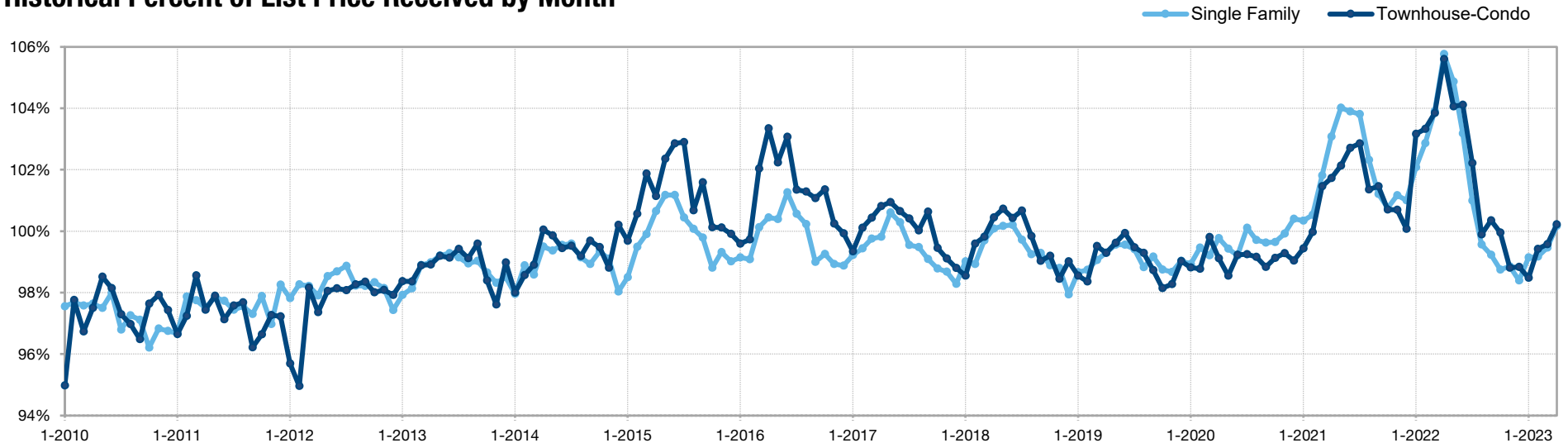
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	99.9%	-1.5%
Sep-2022	99.2%	-2.0%	100.4%	-1.1%
Oct-2022	98.7%	-2.1%	99.9%	-0.8%
Nov-2022	98.8%	-2.4%	98.8%	-1.9%
Dec-2022	98.4%	-2.6%	98.8%	-1.3%
Jan-2023	99.1%	-2.9%	98.5%	-4.6%
Feb-2023	99.2%	-3.6%	99.4%	-3.8%
Mar-2023	99.5%	-4.2%	99.6%	-4.0%
Apr-2023	100.2%	-5.3%	100.2%	-5.1%
12-Month Avg*	100.6%	-2.2%	101.1%	-1.2%

* Pct. of List Price Received for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

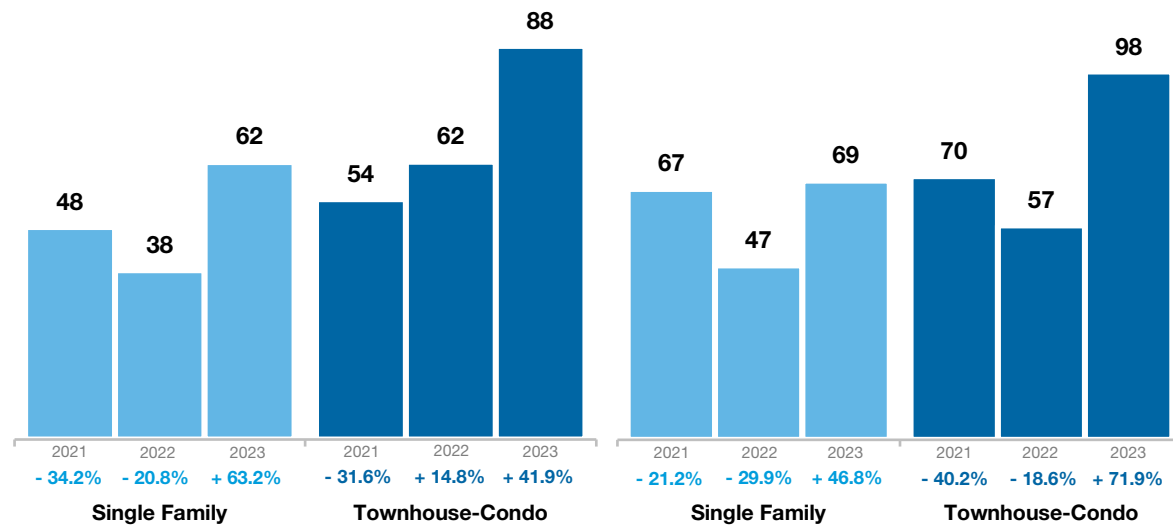


Days on Market Until Sale



April

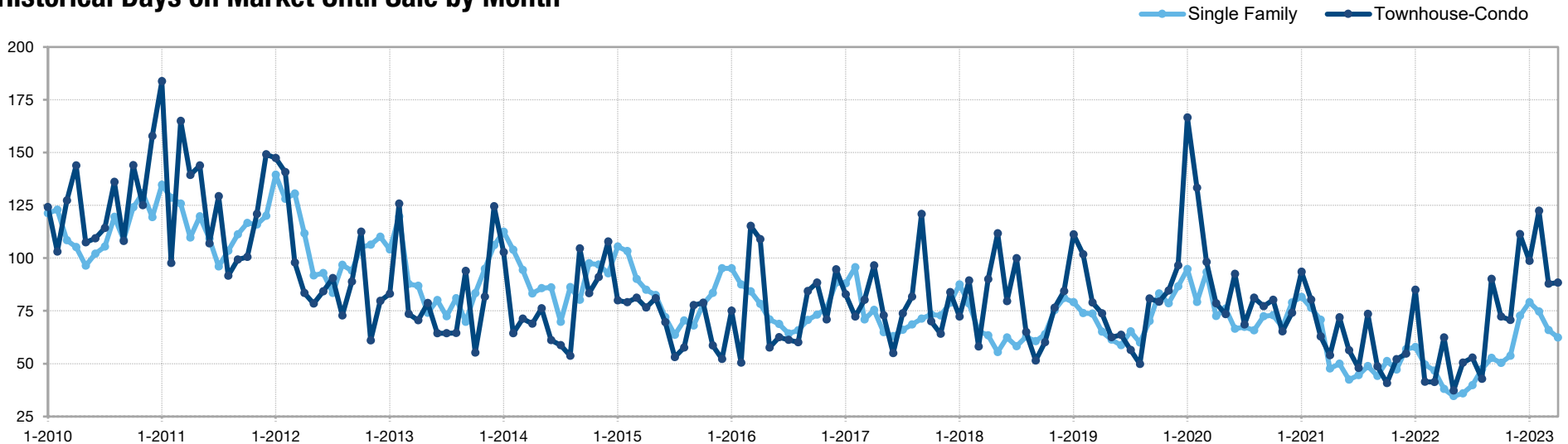
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2022	35	-30.0%	37	-48.6%
Jun-2022	36	-14.3%	50	-10.7%
Jul-2022	40	-9.1%	53	+10.4%
Aug-2022	47	-4.1%	43	-41.9%
Sep-2022	53	+20.5%	90	+83.7%
Oct-2022	50	-2.0%	72	+75.6%
Nov-2022	54	+14.9%	71	+36.5%
Dec-2022	73	+28.1%	111	+101.8%
Jan-2023	79	+36.2%	99	+16.5%
Feb-2023	75	+50.0%	122	+197.6%
Mar-2023	66	+40.4%	88	+114.6%
Apr-2023	62	+63.2%	88	+41.9%
12-Month Avg	52	+9.6%	70	+24.4%

* Days on Market for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



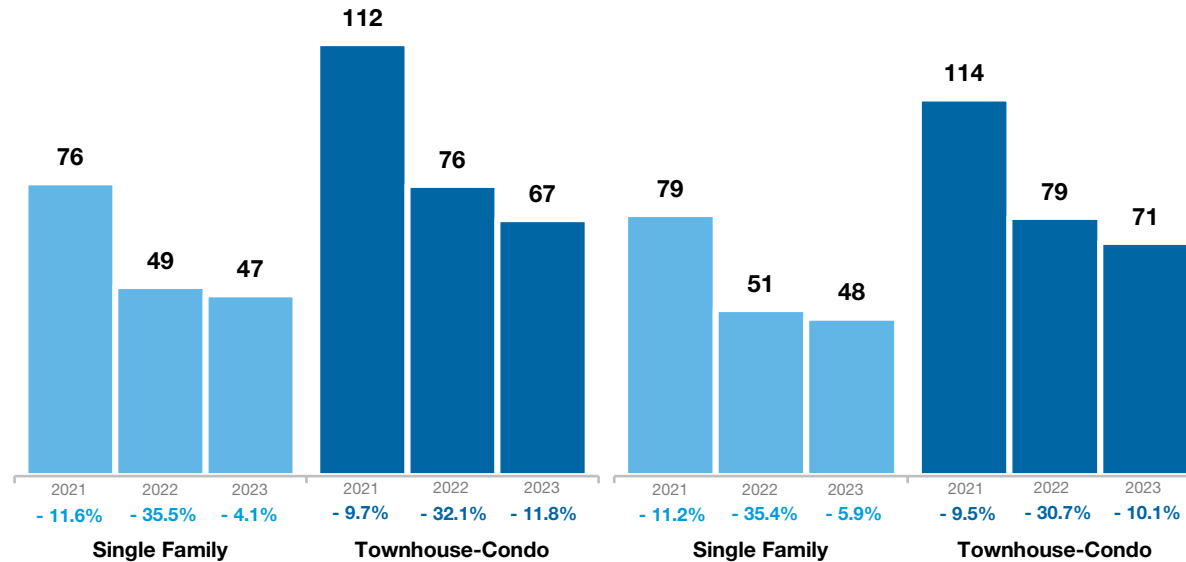
Housing Affordability Index

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.



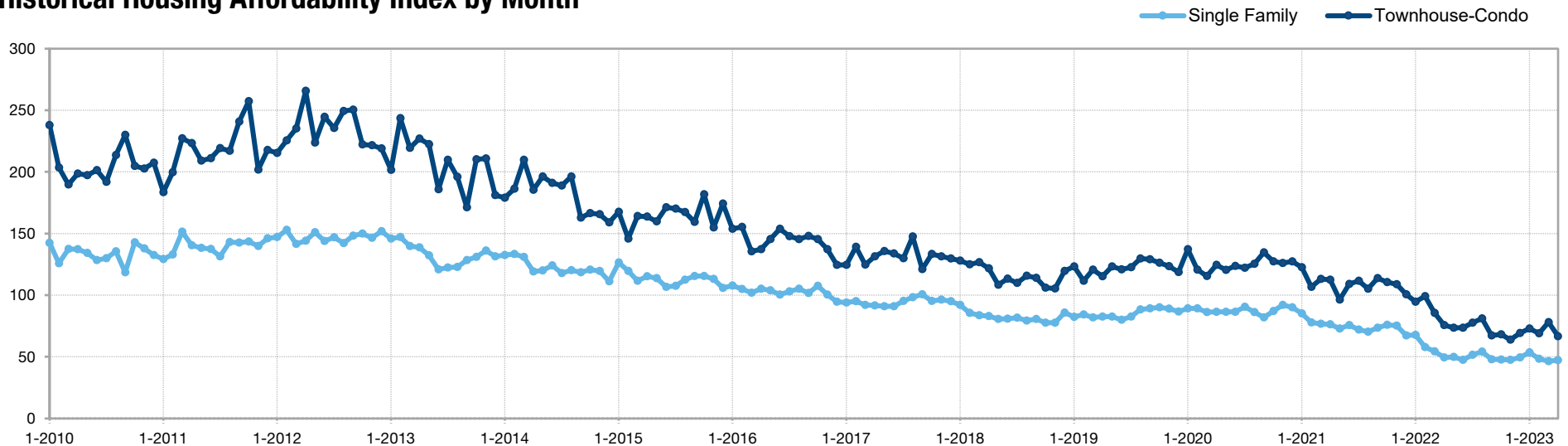
April

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2022	50	-31.5%	74	-22.9%
Jun-2022	48	-36.8%	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%
Oct-2022	48	-36.8%	68	-38.7%
Nov-2022	48	-36.0%	64	-41.3%
Dec-2022	49	-26.9%	69	-31.7%
Jan-2023	54	-20.6%	73	-23.2%
Feb-2023	48	-17.2%	69	-30.3%
Mar-2023	47	-13.0%	78	-9.3%
Apr-2023	47	-4.1%	67	-11.8%
12-Month Avg	49	-30.6%	68	-33.6%

Historical Housing Affordability Index by Month

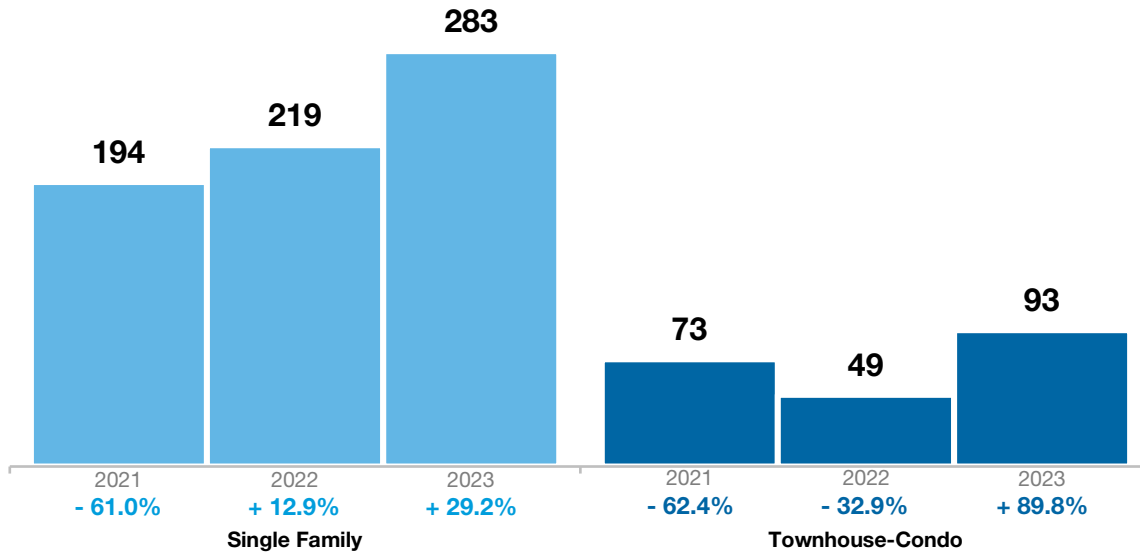


Inventory of Active Listings

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



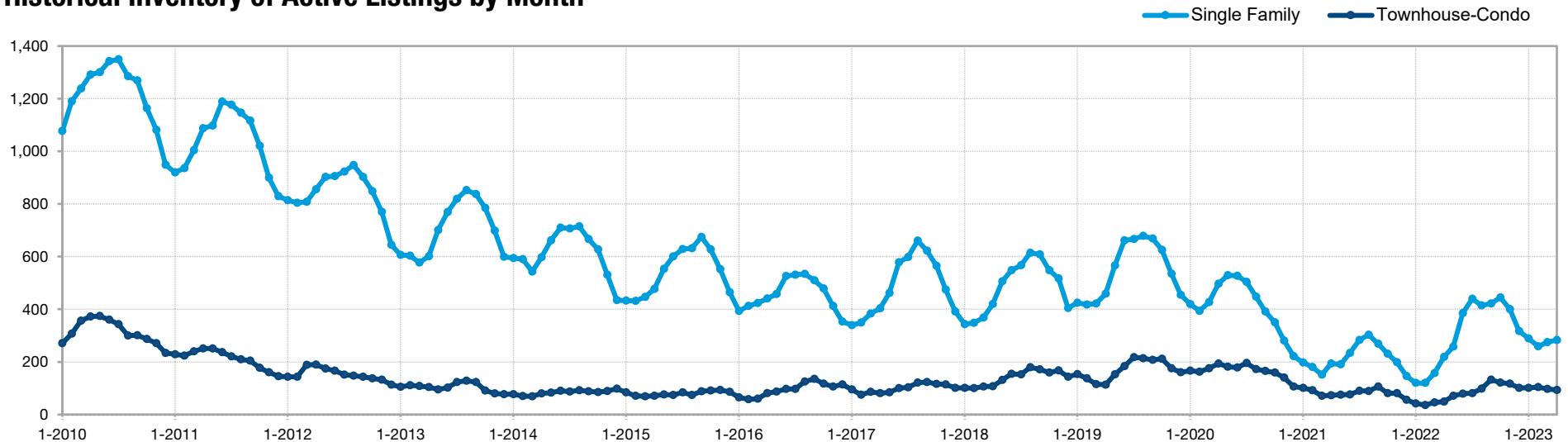
April



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2022	258	+35.1%	71	-5.3%
Jun-2022	385	+64.5%	79	+3.9%
Jul-2022	440	+55.5%	81	-10.0%
Aug-2022	414	+36.6%	98	+10.1%
Sep-2022	421	+56.5%	132	+24.5%
Oct-2022	445	+92.6%	121	+49.4%
Nov-2022	400	+101.0%	117	+44.4%
Dec-2022	317	+117.1%	101	+80.4%
Jan-2023	289	+140.8%	101	+140.5%
Feb-2023	259	+115.8%	104	+188.9%
Mar-2023	275	+75.2%	97	+110.9%
Apr-2023	283	+29.2%	93	+89.8%
12-Month Avg*	351	+69.9%	100	+44.7%

* Active Listings for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

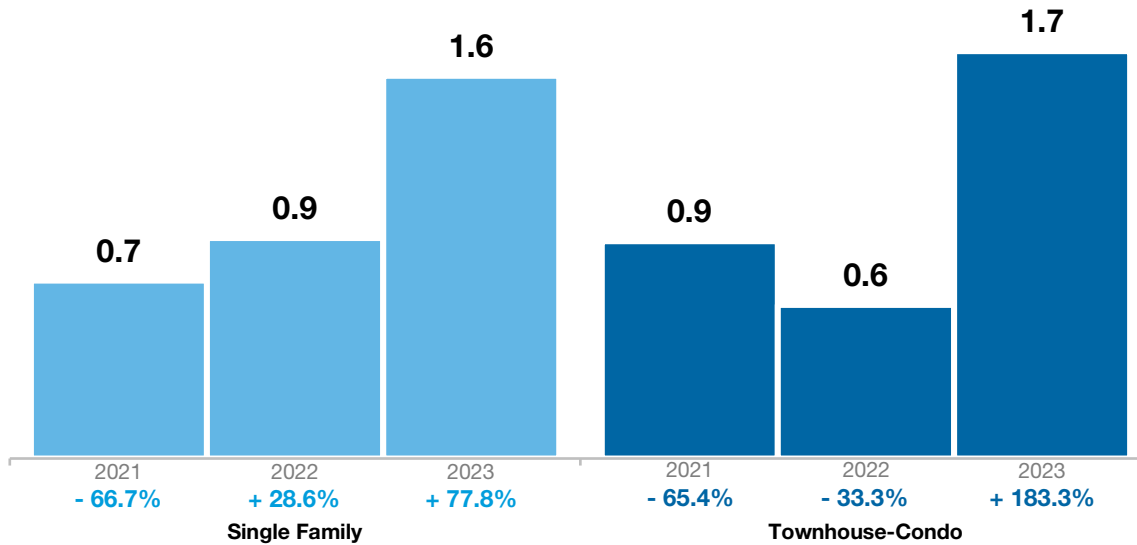


Months Supply of Inventory

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.



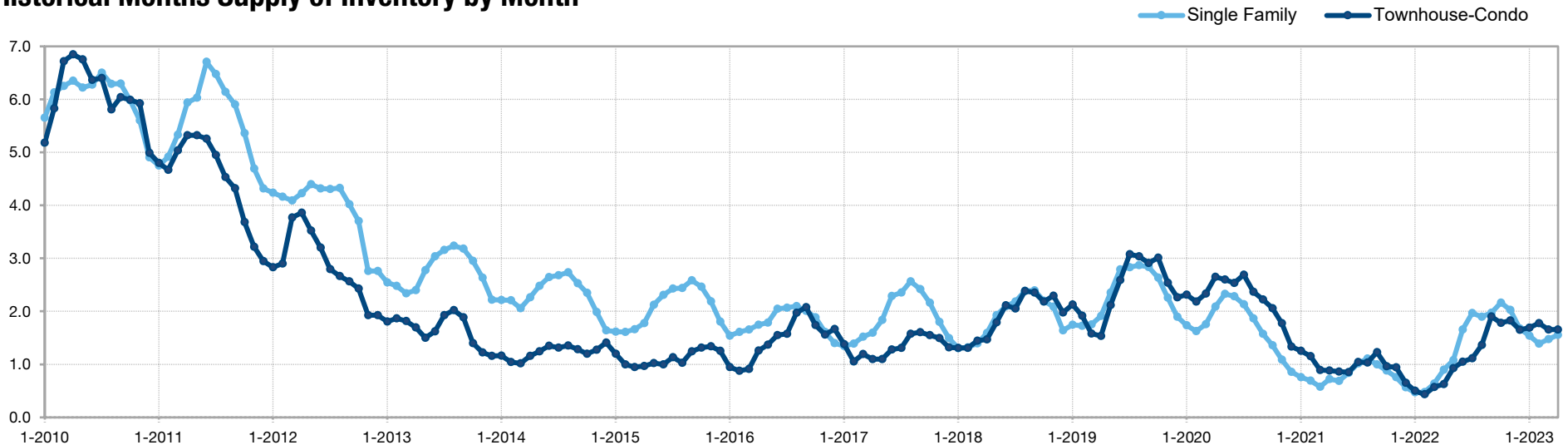
April



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2022	1.1	+57.1%	0.9	0.0%
Jun-2022	1.7	+112.5%	1.0	+11.1%
Jul-2022	2.0	+100.0%	1.1	+10.0%
Aug-2022	1.9	+72.7%	1.4	+40.0%
Sep-2022	2.0	+100.0%	1.9	+58.3%
Oct-2022	2.2	+144.4%	1.8	+80.0%
Nov-2022	2.0	+150.0%	1.8	+100.0%
Dec-2022	1.7	+183.3%	1.7	+142.9%
Jan-2023	1.5	+200.0%	1.7	+240.0%
Feb-2023	1.4	+180.0%	1.8	+350.0%
Mar-2023	1.5	+150.0%	1.7	+183.3%
Apr-2023	1.6	+77.8%	1.7	+183.3%
12-Month Avg*	1.7	+119.5%	1.5	+89.8%

* Months Supply for all properties from May 2022 through April 2023. 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.



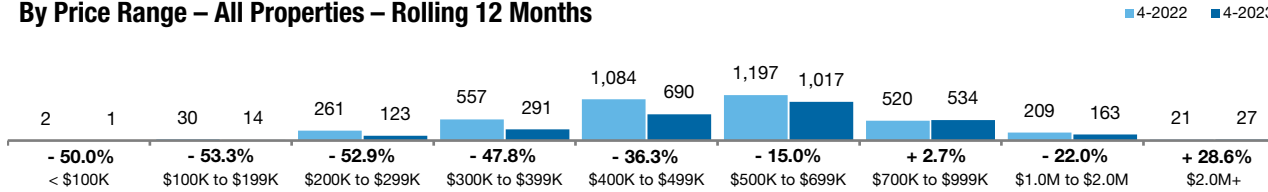
Key Metrics	Historical Sparkbars	4-2022	4-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		404	315	- 22.0%	1,154	1,036	- 10.2%
Pending Sales		322	299	- 7.1%	273	240	- 12.1%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		305	225	- 26.2%	895	744	- 16.9%
Median Sales Price		\$555,000	\$552,000	- 0.5%	\$545,000	\$535,000	- 1.8%
Avg. Sales Price		\$643,617	\$607,294	- 1.3%	\$614,820	\$606,632	- 1.3%
Pct. of List Price Received		105.7%	100.2%	- 4.3%	104.0%	99.5%	- 4.3%
Days on Market		45	69	+ 55.1%	49	76	+ 55.1%
Affordability Index		55	52	- 4.4%	56	54	- 4.4%
Active Listings		277	387	+ 39.7%	--	--	--
Months Supply		0.9	1.6	+ 89.6%	--	--	--

Sold Listings

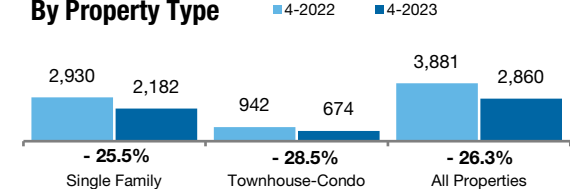
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type

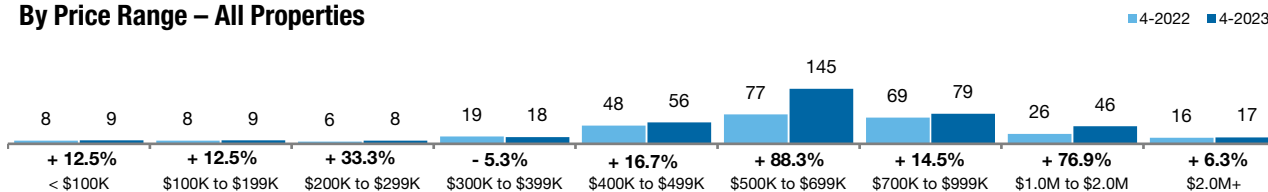


By Price Range	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
	4-2022	4-2023	Change	4-2022	4-2023	Change	3-2023	4-2023	Change	3-2023	4-2023	Change	4-2022	4-2023	Change	4-2022	4-2023	Change
\$99,999 and Below	2	1	- 50.0%	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$100,000 to \$199,999	19	10	- 47.4%	10	4	- 60.0%	2	0	- 100.0%	0	0	--	5	2	- 60.0%	0	0	--
\$200,000 to \$299,999	41	25	- 39.0%	218	98	- 55.0%	3	0	- 100.0%	10	5	- 50.0%	7	7	0.0%	50	27	- 46.0%
\$300,000 to \$399,999	203	89	- 56.2%	353	202	- 42.8%	2	6	+ 200.0%	17	17	0.0%	22	19	- 13.6%	74	52	- 29.7%
\$400,000 to \$499,999	844	426	- 49.5%	240	264	+ 10.0%	32	34	+ 6.3%	16	25	+ 56.3%	130	124	- 4.6%	60	70	+ 16.7%
\$500,000 to \$699,999	1,127	942	- 16.4%	69	75	+ 8.7%	80	67	- 16.3%	3	6	+ 100.0%	282	240	- 14.9%	24	15	- 37.5%
\$700,000 to \$999,999	488	509	+ 4.3%	31	25	- 19.4%	47	51	+ 8.5%	0	2	--	157	144	- 8.3%	13	2	- 84.6%
\$1,000,000 to \$1,999,999	188	155	- 17.6%	18	6	- 66.7%	8	11	+ 37.5%	0	0	--	56	34	- 39.3%	5	1	- 80.0%
\$2,000,000 and Above	18	25	+ 38.9%	3	0	- 100.0%	4	1	- 75.0%	0	0	--	8	6	- 25.0%	1	0	- 100.0%
All Price Ranges	2,930	2,182	- 25.5%	942	674	- 28.5%	178	170	- 4.5%	46	55	+ 19.6%	667	576	- 13.6%	227	167	- 26.4%

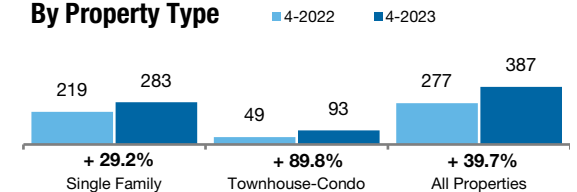
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



By Price Range	Year over Year						Compared to Prior Month						Year to Date	
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family	Townhouse-Condo
	4-2022	4-2023	Change	4-2022	4-2023	Change	3-2023	4-2023	Change	3-2023	4-2023	Change		
\$99,999 and Below	8	9	+ 12.5%	0	0	--	10	9	- 10.0%	0	0	--		
\$100,000 to \$199,999	8	9	+ 12.5%	0	0	--	9	9	0.0%	0	0	--		
\$200,000 to \$299,999	5	7	+ 40.0%	1	1	0.0%	6	7	+ 16.7%	4	1	- 75.0%		
\$300,000 to \$399,999	10	9	- 10.0%	9	9	0.0%	10	9	- 10.0%	15	9	- 40.0%		
\$400,000 to \$499,999	23	21	- 8.7%	25	34	+ 36.0%	19	21	+ 10.5%	32	34	+ 6.3%		
\$500,000 to \$699,999	72	109	+ 51.4%	4	36	+ 800.0%	111	109	- 1.8%	35	36	+ 2.9%		
\$700,000 to \$999,999	60	69	+ 15.0%	9	9	0.0%	65	69	+ 6.2%	9	9	0.0%		
\$1,000,000 to \$1,999,999	24	41	+ 70.8%	1	4	+ 300.0%	36	41	+ 13.9%	2	4	+ 100.0%		
\$2,000,000 and Above	10	9	- 10.0%	0	0	--	9	9	0.0%	0	0	--		
All Price Ranges	219	283	+ 29.2%	49	93	+ 89.8%	275	283	+ 2.9%	97	93	- 4.1%		

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 April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Berthoud

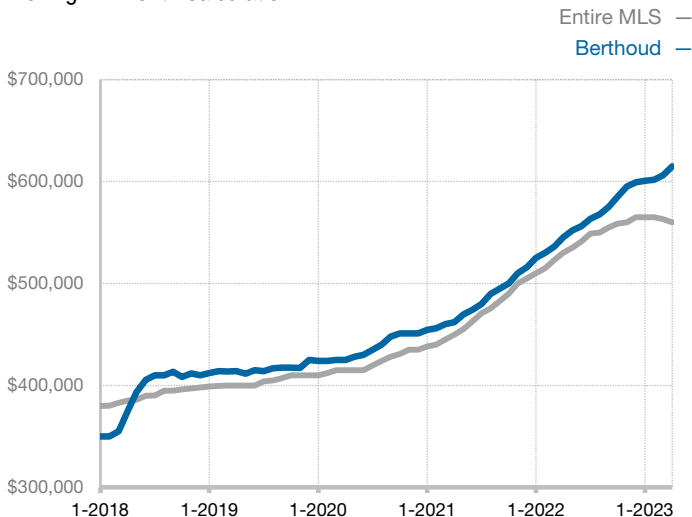
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	57	43	- 24.6%	175	177	+ 1.1%
Closed Sales	47	24	- 48.9%	167	126	- 24.6%
Median Sales Price*	\$571,457	\$600,000	+ 5.0%	\$564,260	\$615,000	+ 9.0%
Average Sales Price*	\$739,484	\$803,780	+ 8.7%	\$666,141	\$794,434	+ 19.3%
Percent of List Price Received*	104.5%	100.3%	- 4.0%	103.0%	99.1%	- 3.8%
Days on Market Until Sale	60	86	+ 43.3%	77	89	+ 15.6%
Inventory of Homes for Sale	50	89	+ 78.0%	--	--	--
Months Supply of Inventory	1.0	2.3	+ 130.0%	--	--	--

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

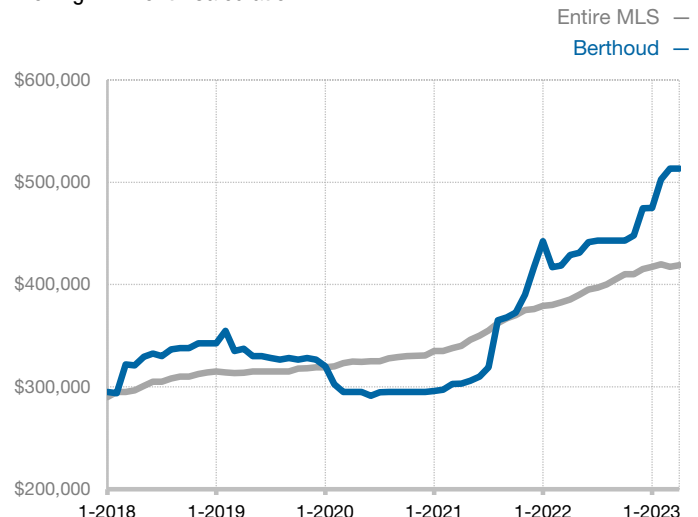
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	4	7	+ 75.0%	18	28	+ 55.6%
Closed Sales	6	6	0.0%	28	22	- 21.4%
Median Sales Price*	\$540,266	\$577,450	+ 6.9%	\$438,750	\$545,000	+ 24.2%
Average Sales Price*	\$527,240	\$577,650	+ 9.6%	\$469,289	\$550,702	+ 17.3%
Percent of List Price Received*	104.0%	100.2%	- 3.7%	103.3%	102.6%	- 0.7%
Days on Market Until Sale	342	112	- 67.3%	217	178	- 18.0%
Inventory of Homes for Sale	5	16	+ 220.0%	--	--	--
Months Supply of Inventory	0.8	3.1	+ 287.5%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Boulder

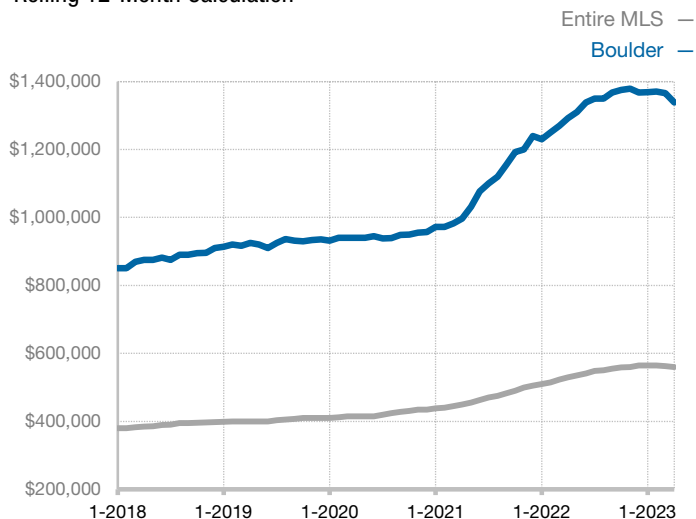
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	156	161	+ 3.2%	439	490	+ 11.6%
Closed Sales	97	74	- 23.7%	292	241	- 17.5%
Median Sales Price*	\$1,525,000	\$1,297,150	- 14.9%	\$1,454,000	\$1,350,000	- 7.2%
Average Sales Price*	\$1,832,872	\$1,714,617	- 6.5%	\$1,709,581	\$1,715,860	+ 0.4%
Percent of List Price Received*	109.8%	97.8%	- 10.9%	107.3%	98.4%	- 8.3%
Days on Market Until Sale	37	55	+ 48.6%	41	57	+ 39.0%
Inventory of Homes for Sale	128	232	+ 81.3%	--	--	--
Months Supply of Inventory	1.2	3.0	+ 150.0%	--	--	--

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

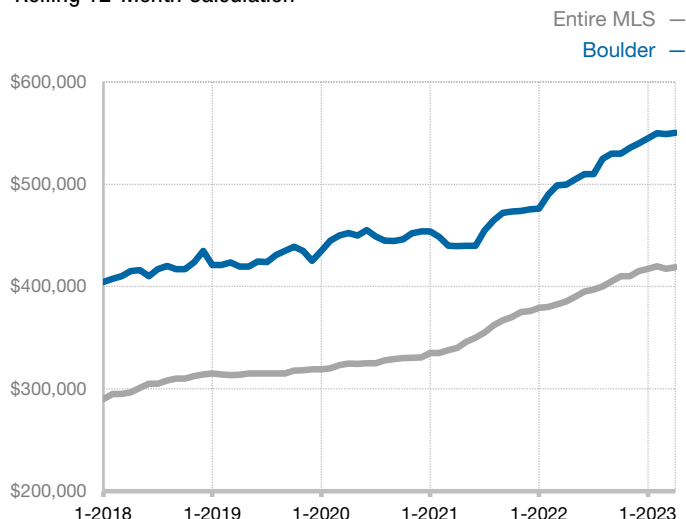
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	95	78	- 17.9%	304	263	- 13.5%
Closed Sales	61	58	- 4.9%	253	171	- 32.4%
Median Sales Price*	\$475,000	\$467,500	- 1.6%	\$510,000	\$505,000	- 1.0%
Average Sales Price*	\$575,613	\$576,684	+ 0.2%	\$649,483	\$600,350	- 7.6%
Percent of List Price Received*	107.2%	100.2%	- 6.5%	104.2%	99.4%	- 4.6%
Days on Market Until Sale	27	34	+ 25.9%	45	46	+ 2.2%
Inventory of Homes for Sale	73	83	+ 13.7%	--	--	--
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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Fort Collins

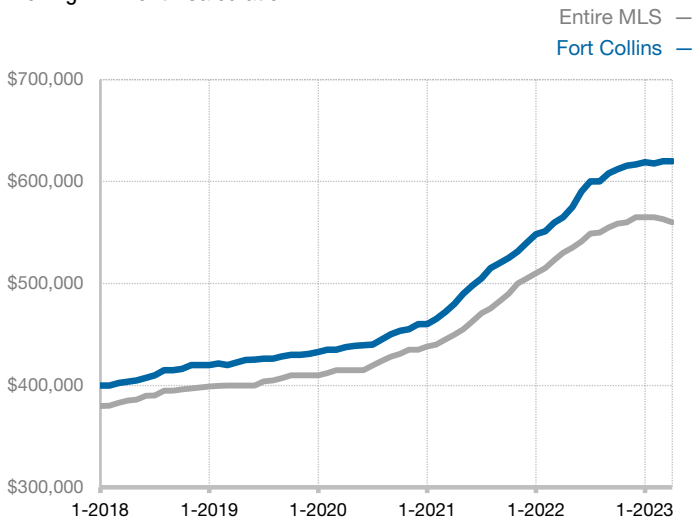
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	327	192	- 41.3%	937	637	- 32.0%
Closed Sales	235	130	- 44.7%	697	483	- 30.7%
Median Sales Price*	\$620,000	\$640,250	+ 3.3%	\$610,000	\$620,000	+ 1.6%
Average Sales Price*	\$707,494	\$680,540	- 3.8%	\$683,093	\$676,714	- 0.9%
Percent of List Price Received*	106.9%	100.5%	- 6.0%	104.7%	99.7%	- 4.8%
Days on Market Until Sale	29	49	+ 69.0%	33	58	+ 75.8%
Inventory of Homes for Sale	224	215	- 4.0%	--	--	--
Months Supply of Inventory	0.9	1.2	+ 33.3%	--	--	--

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

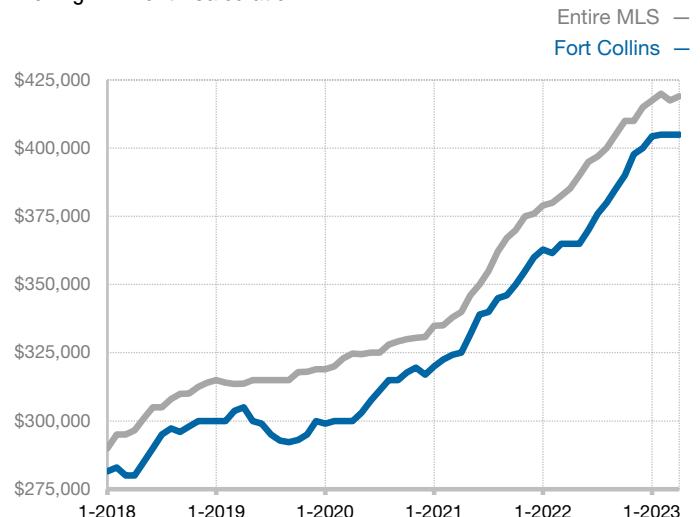
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	113	78	- 31.0%	335	255	- 23.9%
Closed Sales	99	54	- 45.5%	275	193	- 29.8%
Median Sales Price*	\$400,000	\$412,500	+ 3.1%	\$385,000	\$399,000	+ 3.6%
Average Sales Price*	\$418,764	\$422,598	+ 0.9%	\$417,396	\$395,119	- 5.3%
Percent of List Price Received*	105.9%	100.3%	- 5.3%	104.2%	99.4%	- 4.6%
Days on Market Until Sale	31	86	+ 177.4%	30	85	+ 183.3%
Inventory of Homes for Sale	47	78	+ 66.0%	--	--	--
Months Supply of Inventory	0.5	1.2	+ 140.0%	--	--	--

* 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 April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Greeley

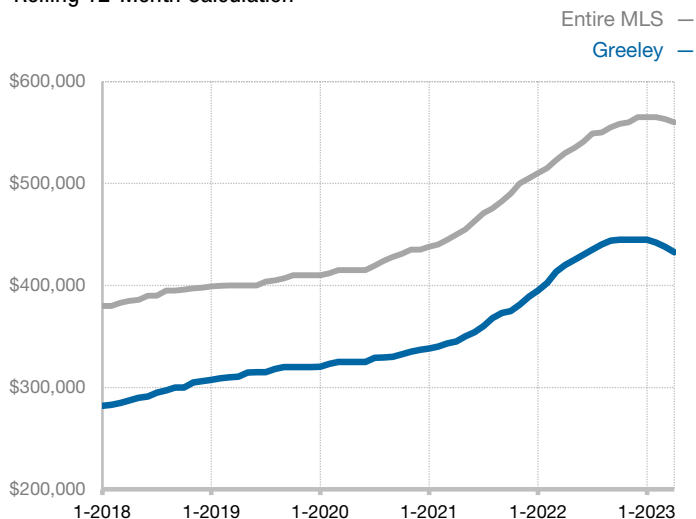
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	155	110	- 29.0%	688	423	- 38.5%
Closed Sales	214	94	- 56.1%	624	379	- 39.3%
Median Sales Price*	\$456,229	\$422,500	- 7.4%	\$450,000	\$419,000	- 6.9%
Average Sales Price*	\$457,800	\$440,434	- 3.8%	\$450,468	\$429,654	- 4.6%
Percent of List Price Received*	103.0%	100.4%	- 2.5%	102.4%	99.8%	- 2.5%
Days on Market Until Sale	51	56	+ 9.8%	51	70	+ 37.3%
Inventory of Homes for Sale	151	139	- 7.9%	--	--	--
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--

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

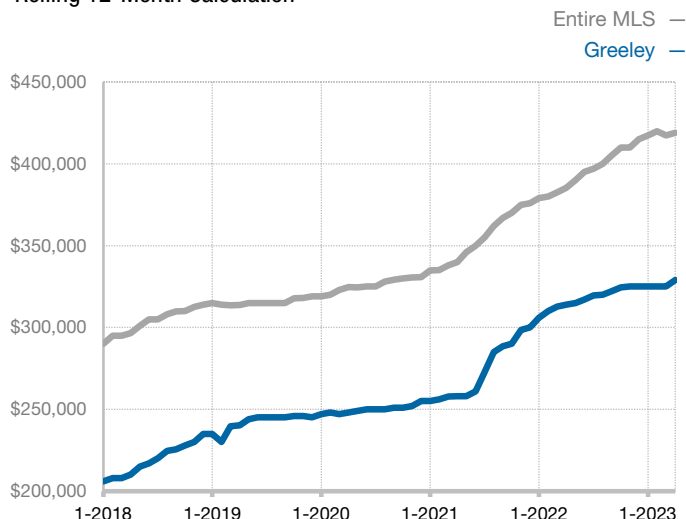
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	29	27	- 6.9%	91	99	+ 8.8%
Closed Sales	31	27	- 12.9%	139	83	- 40.3%
Median Sales Price*	\$317,000	\$372,500	+ 17.5%	\$321,000	\$329,000	+ 2.5%
Average Sales Price*	\$309,242	\$350,266	+ 13.3%	\$317,843	\$335,922	+ 5.7%
Percent of List Price Received*	102.6%	99.6%	- 2.9%	101.2%	99.4%	- 1.8%
Days on Market Until Sale	90	64	- 28.9%	98	63	- 35.7%
Inventory of Homes for Sale	24	28	+ 16.7%	--	--	--
Months Supply of Inventory	0.7	1.3	+ 85.7%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Johnstown

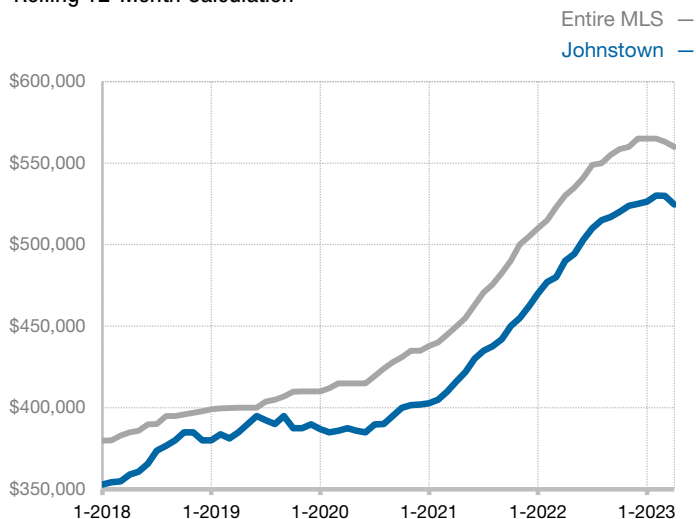
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	80	66	- 17.5%	256	244	- 4.7%
Closed Sales	49	67	+ 36.7%	188	182	- 3.2%
Median Sales Price*	\$540,000	\$514,990	- 4.6%	\$510,000	\$512,750	+ 0.5%
Average Sales Price*	\$569,480	\$525,222	- 7.8%	\$542,935	\$534,512	- 1.6%
Percent of List Price Received*	104.6%	100.5%	- 3.9%	102.5%	99.8%	- 2.6%
Days on Market Until Sale	16	70	+ 337.5%	33	64	+ 93.9%
Inventory of Homes for Sale	77	60	- 22.1%	--	--	--
Months Supply of Inventory	1.6	1.2	- 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.

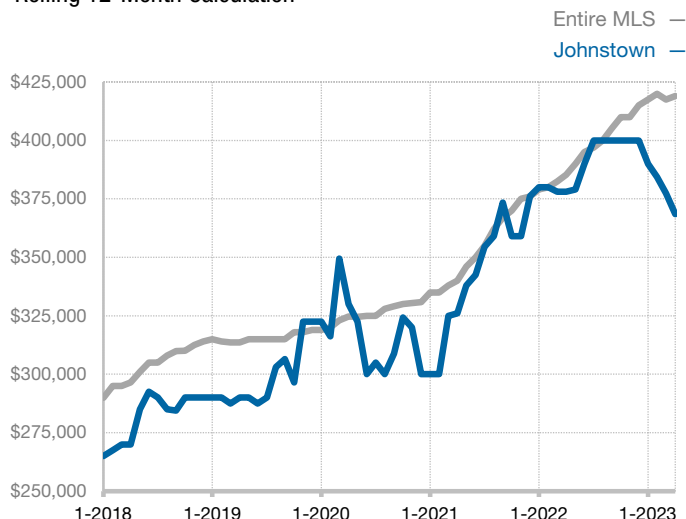
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	0	4	--	4	12	+ 200.0%
Closed Sales	3	1	- 66.7%	5	14	+ 180.0%
Median Sales Price*	\$400,000	\$336,600	- 15.9%	\$400,000	\$343,550	- 14.1%
Average Sales Price*	\$391,667	\$336,600	- 14.1%	\$395,980	\$364,354	- 8.0%
Percent of List Price Received*	105.9%	100.0%	- 5.6%	104.1%	100.1%	- 3.8%
Days on Market Until Sale	3	86	+ 2766.7%	15	82	+ 446.7%
Inventory of Homes for Sale	0	3	--	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

* 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 April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Longmont

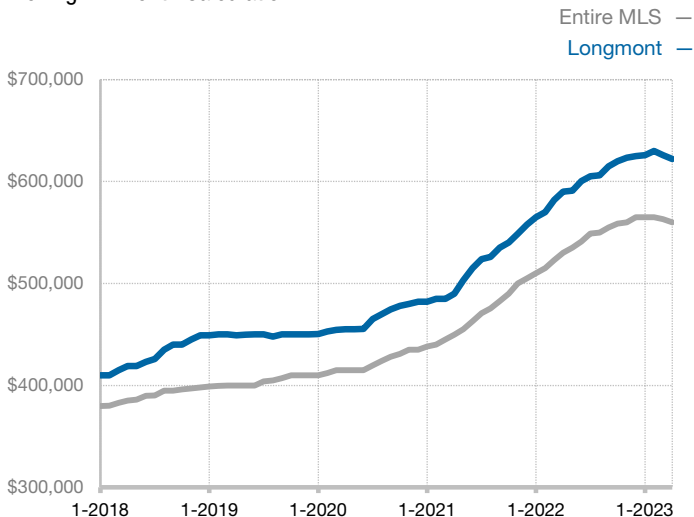
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	194	138	- 28.9%	556	440	- 20.9%
Closed Sales	128	104	- 18.8%	406	305	- 24.9%
Median Sales Price*	\$664,000	\$636,500	- 4.1%	\$632,000	\$638,000	+ 0.9%
Average Sales Price*	\$754,317	\$726,659	- 3.7%	\$749,877	\$740,281	- 1.3%
Percent of List Price Received*	109.0%	99.7%	- 8.5%	106.6%	99.1%	- 7.0%
Days on Market Until Sale	20	57	+ 185.0%	25	59	+ 136.0%
Inventory of Homes for Sale	157	197	+ 25.5%	--	--	--
Months Supply of Inventory	1.1	2.0	+ 81.8%	--	--	--

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

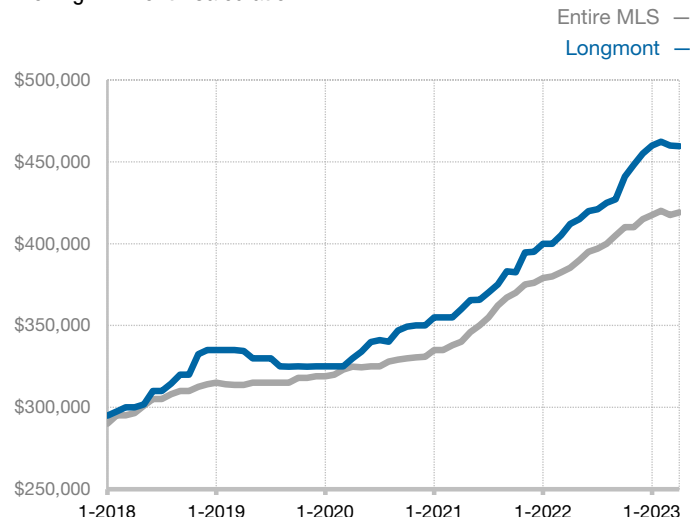
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	50	34	- 32.0%	133	138	+ 3.8%
Closed Sales	31	30	- 3.2%	95	92	- 3.2%
Median Sales Price*	\$470,000	\$460,000	- 2.1%	\$459,000	\$461,740	+ 0.6%
Average Sales Price*	\$479,726	\$476,840	- 0.6%	\$472,237	\$474,613	+ 0.5%
Percent of List Price Received*	107.7%	100.0%	- 7.1%	106.8%	99.7%	- 6.6%
Days on Market Until Sale	14	54	+ 285.7%	18	63	+ 250.0%
Inventory of Homes for Sale	23	90	+ 291.3%	--	--	--
Months Supply of Inventory	0.7	3.3	+ 371.4%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Loveland

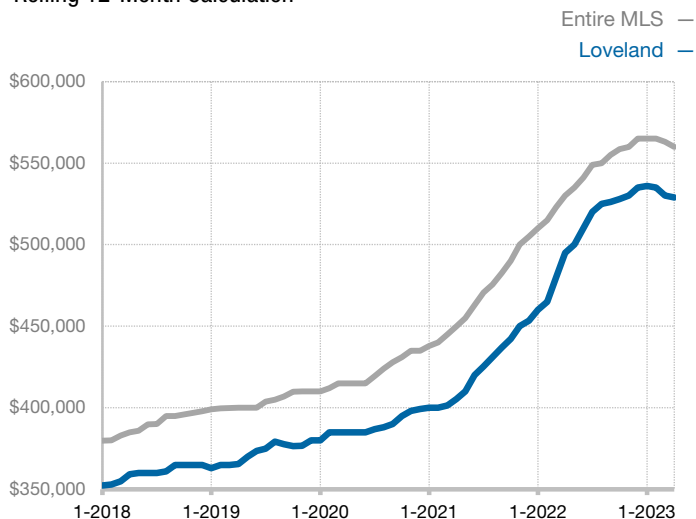
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	229	147	- 35.8%	660	467	- 29.2%
Closed Sales	154	107	- 30.5%	474	397	- 16.2%
Median Sales Price*	\$562,500	\$570,000	+ 1.3%	\$550,000	\$528,000	- 4.0%
Average Sales Price*	\$620,723	\$661,060	+ 6.5%	\$589,078	\$642,819	+ 9.1%
Percent of List Price Received*	104.9%	99.9%	- 4.8%	103.6%	99.0%	- 4.4%
Days on Market Until Sale	23	51	+ 121.7%	31	63	+ 103.2%
Inventory of Homes for Sale	159	160	+ 0.6%	--	--	--
Months Supply of Inventory	1.0	1.2	+ 20.0%	--	--	--

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

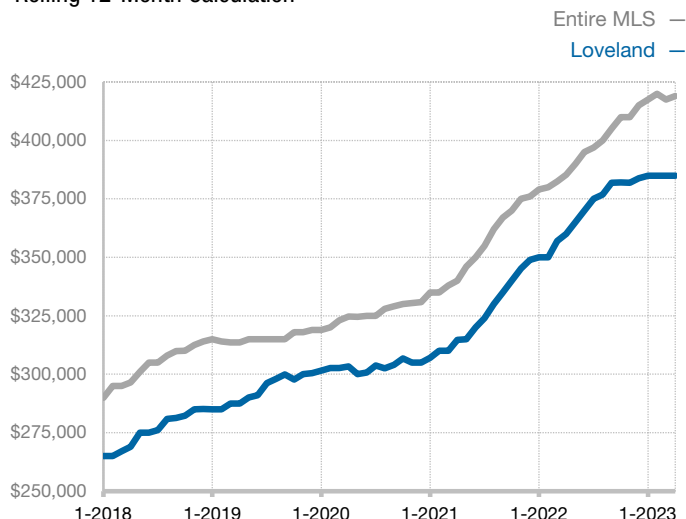
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	51	30	- 41.2%	116	124	+ 6.9%
Closed Sales	22	26	+ 18.2%	99	99	0.0%
Median Sales Price*	\$400,692	\$413,000	+ 3.1%	\$389,900	\$388,000	- 0.5%
Average Sales Price*	\$412,784	\$416,271	+ 0.8%	\$398,258	\$404,929	+ 1.7%
Percent of List Price Received*	109.4%	100.8%	- 7.9%	105.1%	101.1%	- 3.8%
Days on Market Until Sale	135	152	+ 12.6%	101	168	+ 66.3%
Inventory of Homes for Sale	32	67	+ 109.4%	--	--	--
Months Supply of Inventory	0.8	2.1	+ 162.5%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

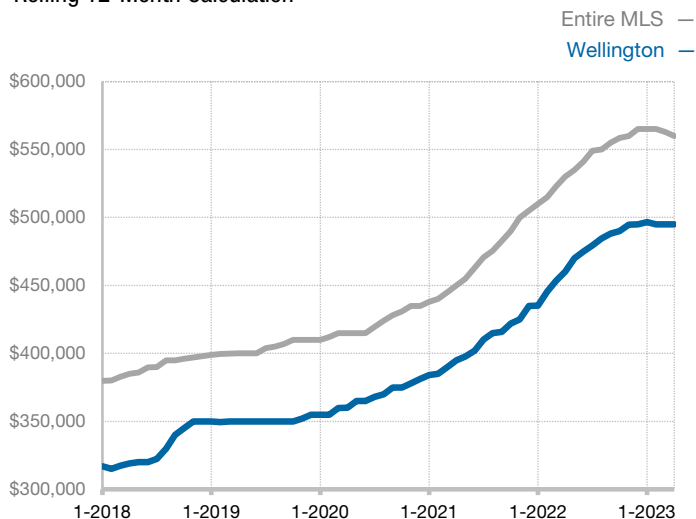
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	56	39	- 30.4%	155	122	- 21.3%
Closed Sales	32	27	- 15.6%	120	110	- 8.3%
Median Sales Price*	\$506,251	\$475,000	- 6.2%	\$494,650	\$495,000	+ 0.1%
Average Sales Price*	\$534,315	\$477,792	- 10.6%	\$520,182	\$499,926	- 3.9%
Percent of List Price Received*	105.4%	101.0%	- 4.2%	103.8%	99.7%	- 3.9%
Days on Market Until Sale	37	61	+ 64.9%	52	77	+ 48.1%
Inventory of Homes for Sale	37	40	+ 8.1%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 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.

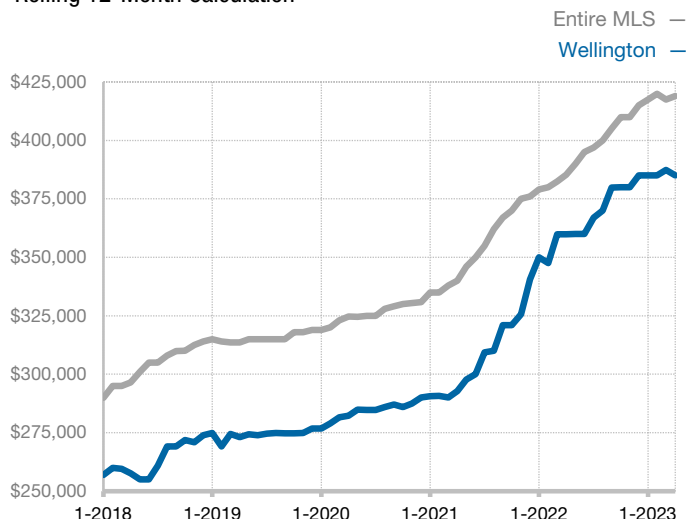
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	5	3	- 40.0%	16	13	- 18.8%
Closed Sales	2	1	- 50.0%	7	3	- 57.1%
Median Sales Price*	\$386,000	\$379,000	- 1.8%	\$379,900	\$379,000	- 0.2%
Average Sales Price*	\$386,000	\$379,000	- 1.8%	\$360,771	\$384,633	+ 6.6%
Percent of List Price Received*	99.6%	97.7%	- 1.9%	102.9%	97.8%	- 5.0%
Days on Market Until Sale	22	71	+ 222.7%	20	39	+ 95.0%
Inventory of Homes for Sale	5	6	+ 20.0%	--	--	--
Months Supply of Inventory	0.9	1.8	+ 100.0%	--	--	--

* 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 April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

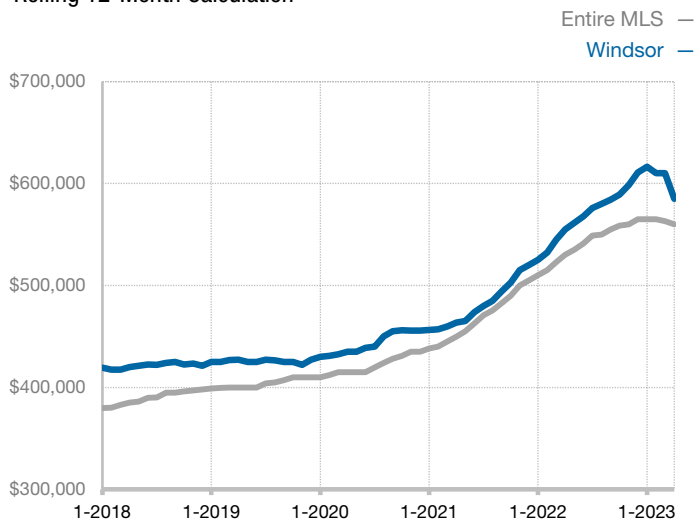
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	101	121	+ 19.8%	487	371	- 23.8%
Closed Sales	124	85	- 31.5%	375	283	- 24.5%
Median Sales Price*	\$635,000	\$541,270	- 14.8%	\$604,800	\$543,104	- 10.2%
Average Sales Price*	\$735,894	\$603,839	- 17.9%	\$660,062	\$618,127	- 6.4%
Percent of List Price Received*	102.7%	99.8%	- 2.8%	101.8%	100.0%	- 1.8%
Days on Market Until Sale	38	78	+ 105.3%	40	123	+ 207.5%
Inventory of Homes for Sale	182	146	- 19.8%	--	--	--
Months Supply of Inventory	1.5	2.0	+ 33.3%	--	--	--

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

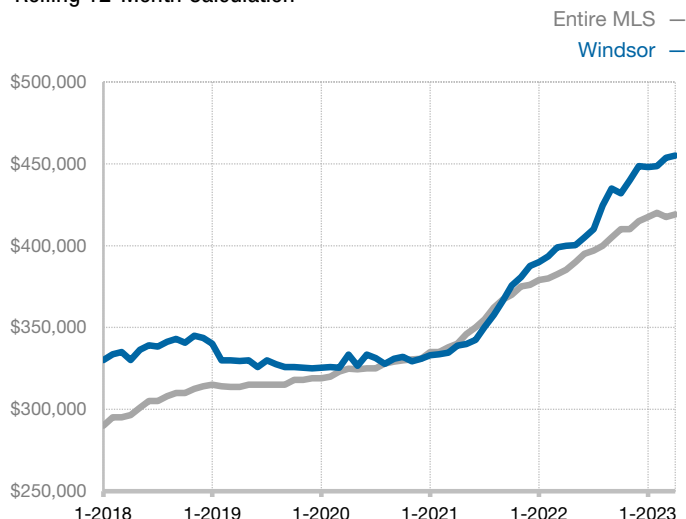
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	16	14	- 12.5%	50	44	- 12.0%
Closed Sales	7	15	+ 114.3%	42	35	- 16.7%
Median Sales Price*	\$383,365	\$440,000	+ 14.8%	\$428,500	\$445,000	+ 3.9%
Average Sales Price*	\$380,821	\$486,787	+ 27.8%	\$444,160	\$465,942	+ 4.9%
Percent of List Price Received*	103.3%	102.1%	- 1.2%	102.7%	101.3%	- 1.4%
Days on Market Until Sale	19	109	+ 473.7%	118	151	+ 28.0%
Inventory of Homes for Sale	13	31	+ 138.5%	--	--	--
Months Supply of Inventory	0.9	2.7	+ 200.0%	--	--	--

* 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 April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Fort Collins

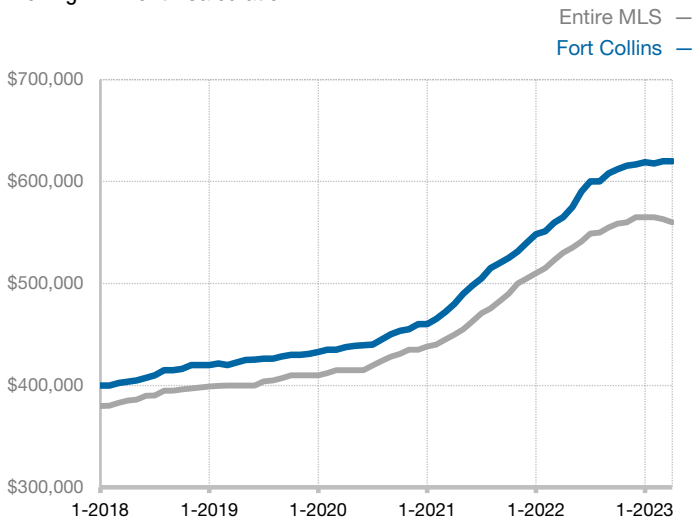
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	327	192	- 41.3%	937	637	- 32.0%
Closed Sales	235	130	- 44.7%	697	483	- 30.7%
Median Sales Price*	\$620,000	\$640,250	+ 3.3%	\$610,000	\$620,000	+ 1.6%
Average Sales Price*	\$707,494	\$680,540	- 3.8%	\$683,093	\$676,714	- 0.9%
Percent of List Price Received*	106.9%	100.5%	- 6.0%	104.7%	99.7%	- 4.8%
Days on Market Until Sale	29	49	+ 69.0%	33	58	+ 75.8%
Inventory of Homes for Sale	224	215	- 4.0%	--	--	--
Months Supply of Inventory	0.9	1.2	+ 33.3%	--	--	--

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

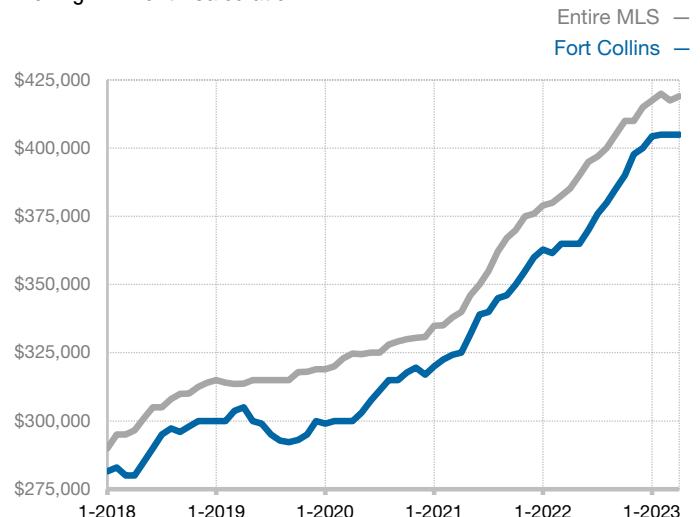
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	113	78	- 31.0%	335	255	- 23.9%
Closed Sales	99	54	- 45.5%	275	193	- 29.8%
Median Sales Price*	\$400,000	\$412,500	+ 3.1%	\$385,000	\$399,000	+ 3.6%
Average Sales Price*	\$418,764	\$422,598	+ 0.9%	\$417,396	\$395,119	- 5.3%
Percent of List Price Received*	105.9%	100.3%	- 5.3%	104.2%	99.4%	- 4.6%
Days on Market Until Sale	31	86	+ 177.4%	30	85	+ 183.3%
Inventory of Homes for Sale	47	78	+ 66.0%	--	--	--
Months Supply of Inventory	0.5	1.2	+ 140.0%	--	--	--

* 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 April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Berthoud

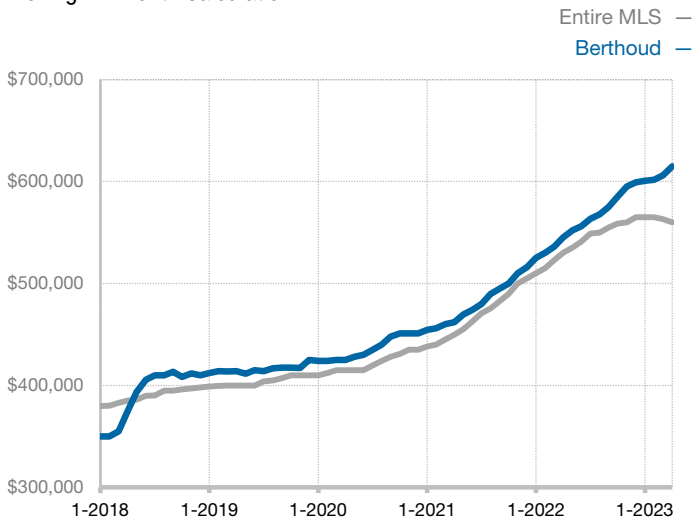
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	57	43	- 24.6%	175	177	+ 1.1%
Closed Sales	47	24	- 48.9%	167	126	- 24.6%
Median Sales Price*	\$571,457	\$600,000	+ 5.0%	\$564,260	\$615,000	+ 9.0%
Average Sales Price*	\$739,484	\$803,780	+ 8.7%	\$666,141	\$794,434	+ 19.3%
Percent of List Price Received*	104.5%	100.3%	- 4.0%	103.0%	99.1%	- 3.8%
Days on Market Until Sale	60	86	+ 43.3%	77	89	+ 15.6%
Inventory of Homes for Sale	50	89	+ 78.0%	--	--	--
Months Supply of Inventory	1.0	2.3	+ 130.0%	--	--	--

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

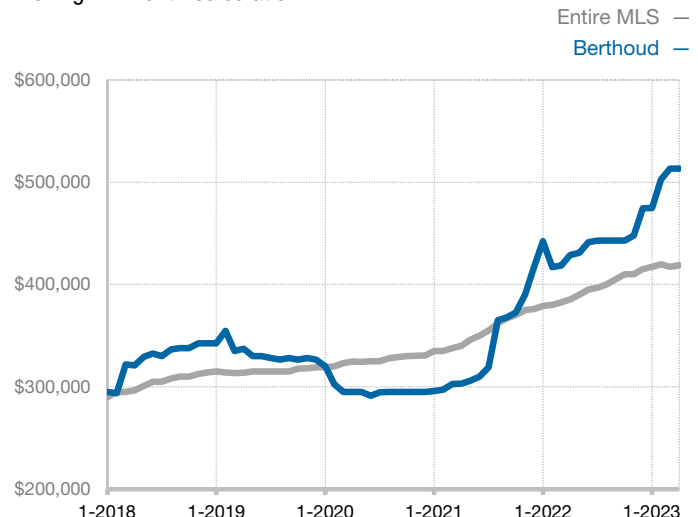
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	4	7	+ 75.0%	18	28	+ 55.6%
Closed Sales	6	6	0.0%	28	22	- 21.4%
Median Sales Price*	\$540,266	\$577,450	+ 6.9%	\$438,750	\$545,000	+ 24.2%
Average Sales Price*	\$527,240	\$577,650	+ 9.6%	\$469,289	\$550,702	+ 17.3%
Percent of List Price Received*	104.0%	100.2%	- 3.7%	103.3%	102.6%	- 0.7%
Days on Market Until Sale	342	112	- 67.3%	217	178	- 18.0%
Inventory of Homes for Sale	5	16	+ 220.0%	--	--	--
Months Supply of Inventory	0.8	3.1	+ 287.5%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

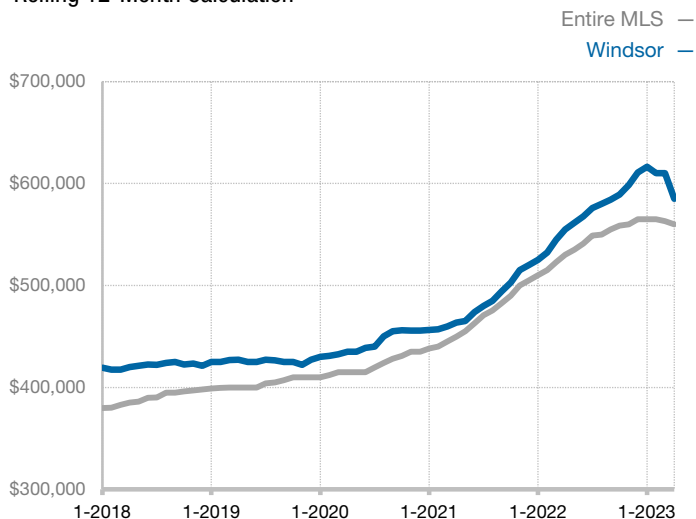
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	101	121	+ 19.8%	487	371	- 23.8%
Closed Sales	124	85	- 31.5%	375	283	- 24.5%
Median Sales Price*	\$635,000	\$541,270	- 14.8%	\$604,800	\$543,104	- 10.2%
Average Sales Price*	\$735,894	\$603,839	- 17.9%	\$660,062	\$618,127	- 6.4%
Percent of List Price Received*	102.7%	99.8%	- 2.8%	101.8%	100.0%	- 1.8%
Days on Market Until Sale	38	78	+ 105.3%	40	123	+ 207.5%
Inventory of Homes for Sale	182	146	- 19.8%	--	--	--
Months Supply of Inventory	1.5	2.0	+ 33.3%	--	--	--

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

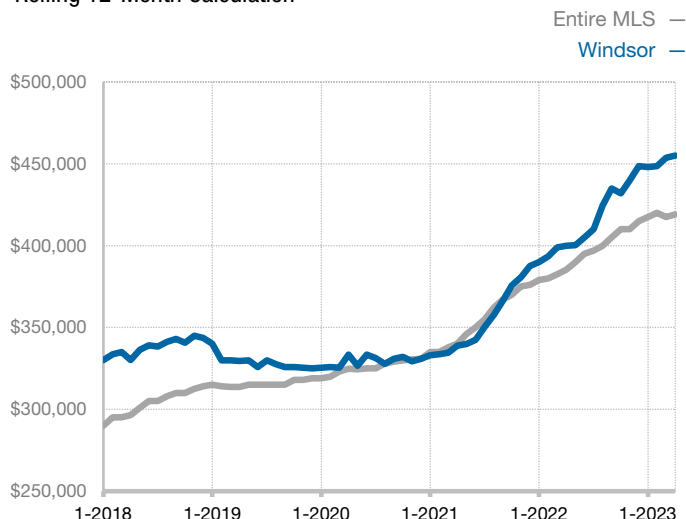
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	16	14	- 12.5%	50	44	- 12.0%
Closed Sales	7	15	+ 114.3%	42	35	- 16.7%
Median Sales Price*	\$383,365	\$440,000	+ 14.8%	\$428,500	\$445,000	+ 3.9%
Average Sales Price*	\$380,821	\$486,787	+ 27.8%	\$444,160	\$465,942	+ 4.9%
Percent of List Price Received*	103.3%	102.1%	- 1.2%	102.7%	101.3%	- 1.4%
Days on Market Until Sale	19	109	+ 473.7%	118	151	+ 28.0%
Inventory of Homes for Sale	13	31	+ 138.5%	--	--	--
Months Supply of Inventory	0.9	2.7	+ 200.0%	--	--	--

* 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 April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Loveland

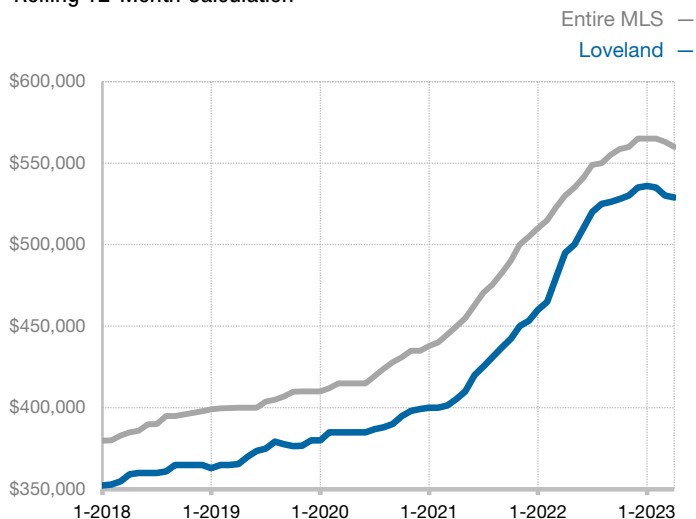
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	229	147	- 35.8%	660	467	- 29.2%
Closed Sales	154	107	- 30.5%	474	397	- 16.2%
Median Sales Price*	\$562,500	\$570,000	+ 1.3%	\$550,000	\$528,000	- 4.0%
Average Sales Price*	\$620,723	\$661,060	+ 6.5%	\$589,078	\$642,819	+ 9.1%
Percent of List Price Received*	104.9%	99.9%	- 4.8%	103.6%	99.0%	- 4.4%
Days on Market Until Sale	23	51	+ 121.7%	31	63	+ 103.2%
Inventory of Homes for Sale	159	160	+ 0.6%	--	--	--
Months Supply of Inventory	1.0	1.2	+ 20.0%	--	--	--

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

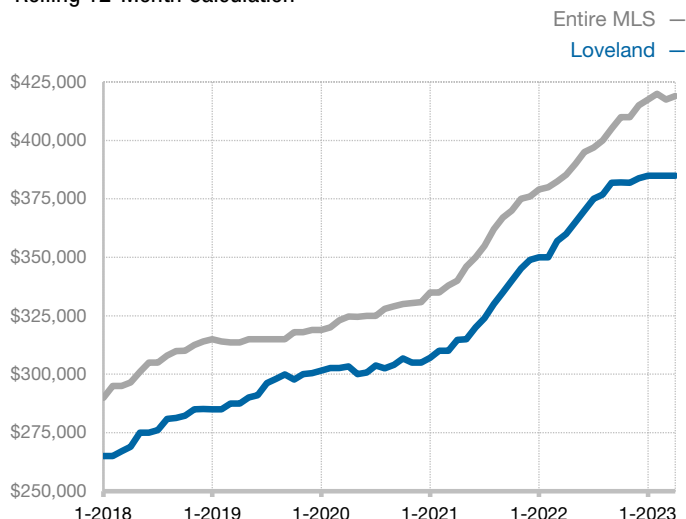
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	51	30	- 41.2%	116	124	+ 6.9%
Closed Sales	22	26	+ 18.2%	99	99	0.0%
Median Sales Price*	\$400,692	\$413,000	+ 3.1%	\$389,900	\$388,000	- 0.5%
Average Sales Price*	\$412,784	\$416,271	+ 0.8%	\$398,258	\$404,929	+ 1.7%
Percent of List Price Received*	109.4%	100.8%	- 7.9%	105.1%	101.1%	- 3.8%
Days on Market Until Sale	135	152	+ 12.6%	101	168	+ 66.3%
Inventory of Homes for Sale	32	67	+ 109.4%	--	--	--
Months Supply of Inventory	0.8	2.1	+ 162.5%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Johnstown

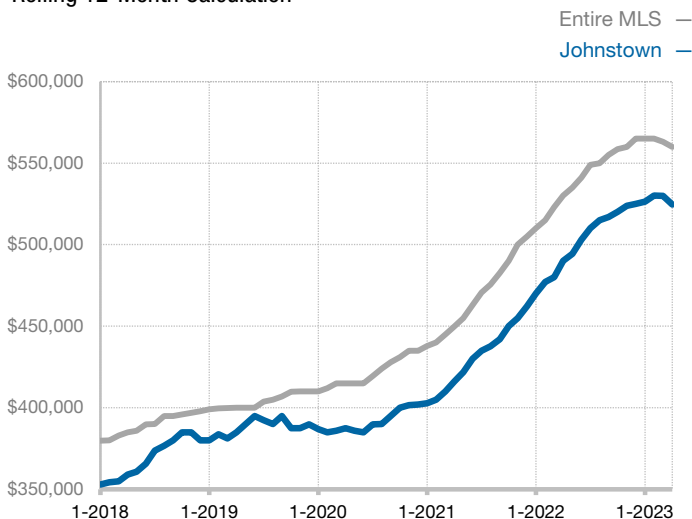
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	80	66	- 17.5%	256	244	- 4.7%
Closed Sales	49	67	+ 36.7%	188	182	- 3.2%
Median Sales Price*	\$540,000	\$514,990	- 4.6%	\$510,000	\$512,750	+ 0.5%
Average Sales Price*	\$569,480	\$525,222	- 7.8%	\$542,935	\$534,512	- 1.6%
Percent of List Price Received*	104.6%	100.5%	- 3.9%	102.5%	99.8%	- 2.6%
Days on Market Until Sale	16	70	+ 337.5%	33	64	+ 93.9%
Inventory of Homes for Sale	77	60	- 22.1%	--	--	--
Months Supply of Inventory	1.6	1.2	- 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.

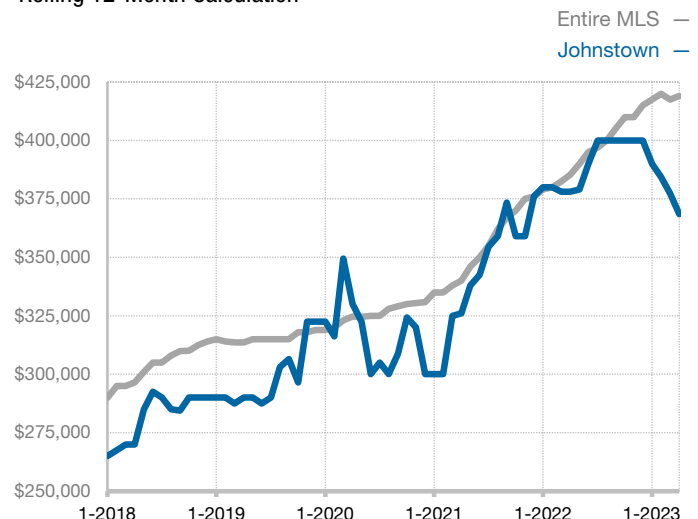
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	0	4	--	4	12	+ 200.0%
Closed Sales	3	1	- 66.7%	5	14	+ 180.0%
Median Sales Price*	\$400,000	\$336,600	- 15.9%	\$400,000	\$343,550	- 14.1%
Average Sales Price*	\$391,667	\$336,600	- 14.1%	\$395,980	\$364,354	- 8.0%
Percent of List Price Received*	105.9%	100.0%	- 5.6%	104.1%	100.1%	- 3.8%
Days on Market Until Sale	3	86	+ 2766.7%	15	82	+ 446.7%
Inventory of Homes for Sale	0	3	--	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

* 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 April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Boulder

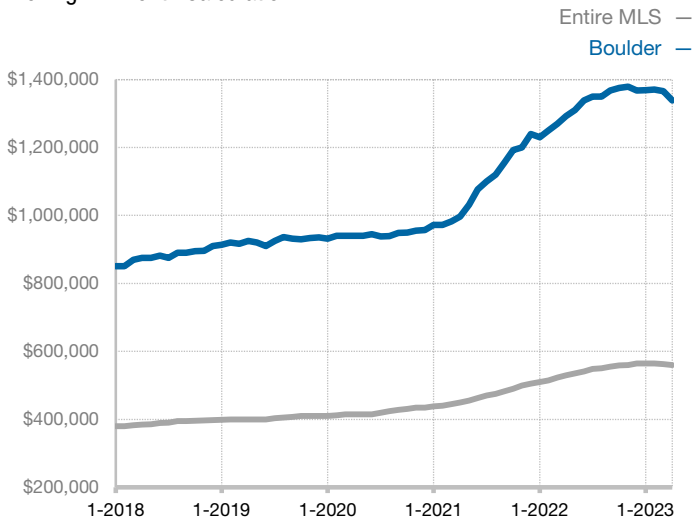
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	156	161	+ 3.2%	439	490	+ 11.6%
Closed Sales	97	74	- 23.7%	292	241	- 17.5%
Median Sales Price*	\$1,525,000	\$1,297,150	- 14.9%	\$1,454,000	\$1,350,000	- 7.2%
Average Sales Price*	\$1,832,872	\$1,714,617	- 6.5%	\$1,709,581	\$1,715,860	+ 0.4%
Percent of List Price Received*	109.8%	97.8%	- 10.9%	107.3%	98.4%	- 8.3%
Days on Market Until Sale	37	55	+ 48.6%	41	57	+ 39.0%
Inventory of Homes for Sale	128	232	+ 81.3%	--	--	--
Months Supply of Inventory	1.2	3.0	+ 150.0%	--	--	--

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

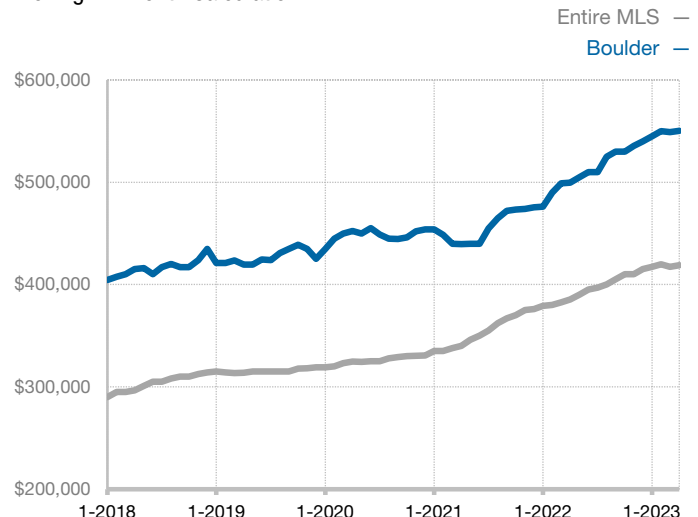
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	95	78	- 17.9%	304	263	- 13.5%
Closed Sales	61	58	- 4.9%	253	171	- 32.4%
Median Sales Price*	\$475,000	\$467,500	- 1.6%	\$510,000	\$505,000	- 1.0%
Average Sales Price*	\$575,613	\$576,684	+ 0.2%	\$649,483	\$600,350	- 7.6%
Percent of List Price Received*	107.2%	100.2%	- 6.5%	104.2%	99.4%	- 4.6%
Days on Market Until Sale	27	34	+ 25.9%	45	46	+ 2.2%
Inventory of Homes for Sale	73	83	+ 13.7%	--	--	--
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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Longmont

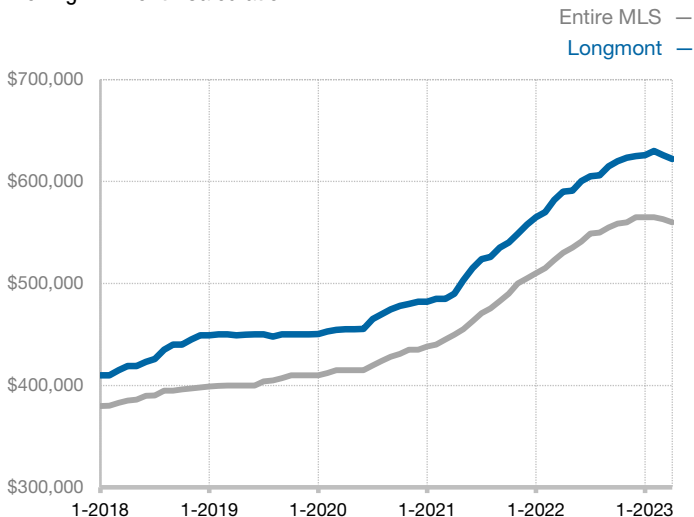
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	194	138	- 28.9%	556	440	- 20.9%
Closed Sales	128	104	- 18.8%	406	305	- 24.9%
Median Sales Price*	\$664,000	\$636,500	- 4.1%	\$632,000	\$638,000	+ 0.9%
Average Sales Price*	\$754,317	\$726,659	- 3.7%	\$749,877	\$740,281	- 1.3%
Percent of List Price Received*	109.0%	99.7%	- 8.5%	106.6%	99.1%	- 7.0%
Days on Market Until Sale	20	57	+ 185.0%	25	59	+ 136.0%
Inventory of Homes for Sale	157	197	+ 25.5%	--	--	--
Months Supply of Inventory	1.1	2.0	+ 81.8%	--	--	--

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

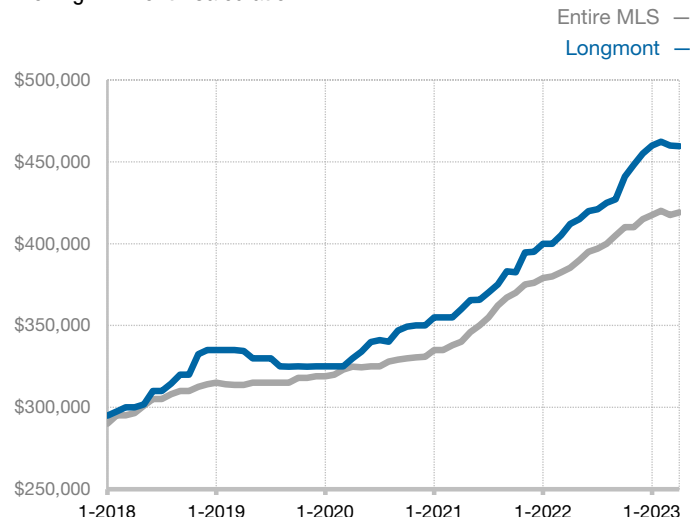
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	50	34	- 32.0%	133	138	+ 3.8%
Closed Sales	31	30	- 3.2%	95	92	- 3.2%
Median Sales Price*	\$470,000	\$460,000	- 2.1%	\$459,000	\$461,740	+ 0.6%
Average Sales Price*	\$479,726	\$476,840	- 0.6%	\$472,237	\$474,613	+ 0.5%
Percent of List Price Received*	107.7%	100.0%	- 7.1%	106.8%	99.7%	- 6.6%
Days on Market Until Sale	14	54	+ 285.7%	18	63	+ 250.0%
Inventory of Homes for Sale	23	90	+ 291.3%	--	--	--
Months Supply of Inventory	0.7	3.3	+ 371.4%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

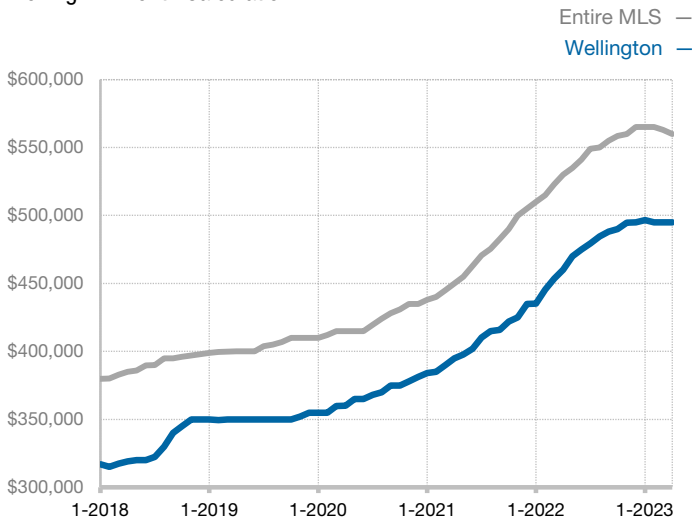
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	56	39	- 30.4%	155	122	- 21.3%
Closed Sales	32	27	- 15.6%	120	110	- 8.3%
Median Sales Price*	\$506,251	\$475,000	- 6.2%	\$494,650	\$495,000	+ 0.1%
Average Sales Price*	\$534,315	\$477,792	- 10.6%	\$520,182	\$499,926	- 3.9%
Percent of List Price Received*	105.4%	101.0%	- 4.2%	103.8%	99.7%	- 3.9%
Days on Market Until Sale	37	61	+ 64.9%	52	77	+ 48.1%
Inventory of Homes for Sale	37	40	+ 8.1%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 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.

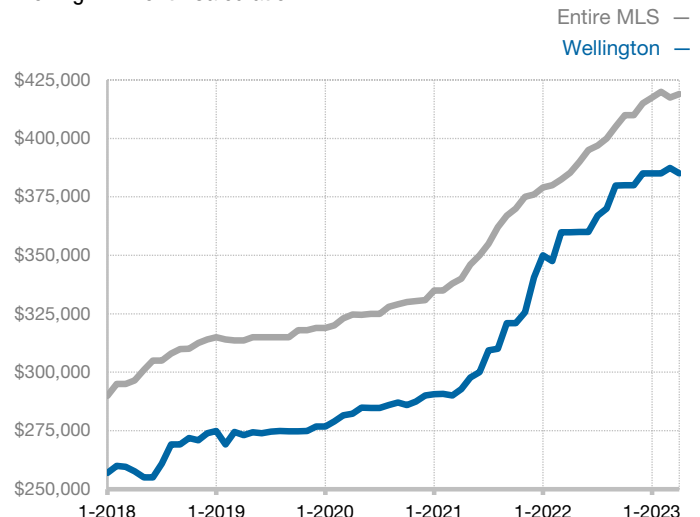
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	5	3	- 40.0%	16	13	- 18.8%
Closed Sales	2	1	- 50.0%	7	3	- 57.1%
Median Sales Price*	\$386,000	\$379,000	- 1.8%	\$379,900	\$379,000	- 0.2%
Average Sales Price*	\$386,000	\$379,000	- 1.8%	\$360,771	\$384,633	+ 6.6%
Percent of List Price Received*	99.6%	97.7%	- 1.9%	102.9%	97.8%	- 5.0%
Days on Market Until Sale	22	71	+ 222.7%	20	39	+ 95.0%
Inventory of Homes for Sale	5	6	+ 20.0%	--	--	--
Months Supply of Inventory	0.9	1.8	+ 100.0%	--	--	--

* 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 April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Greeley

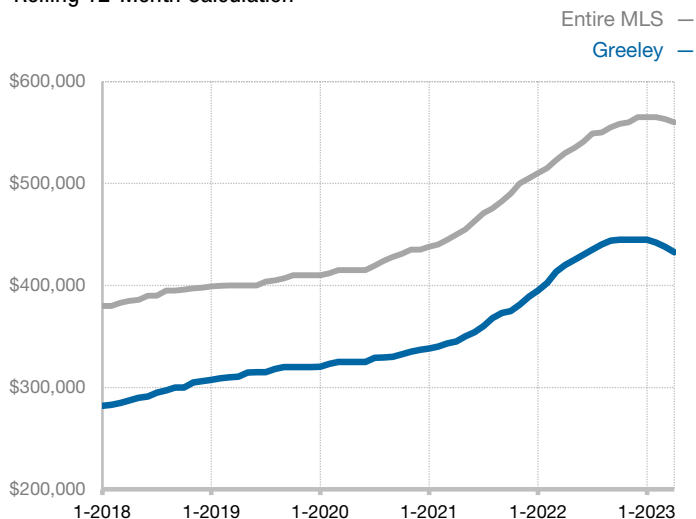
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	155	110	- 29.0%	688	423	- 38.5%
Closed Sales	214	94	- 56.1%	624	379	- 39.3%
Median Sales Price*	\$456,229	\$422,500	- 7.4%	\$450,000	\$419,000	- 6.9%
Average Sales Price*	\$457,800	\$440,434	- 3.8%	\$450,468	\$429,654	- 4.6%
Percent of List Price Received*	103.0%	100.4%	- 2.5%	102.4%	99.8%	- 2.5%
Days on Market Until Sale	51	56	+ 9.8%	51	70	+ 37.3%
Inventory of Homes for Sale	151	139	- 7.9%	--	--	--
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--

* 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	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	29	27	- 6.9%	91	99	+ 8.8%
Closed Sales	31	27	- 12.9%	139	83	- 40.3%
Median Sales Price*	\$317,000	\$372,500	+ 17.5%	\$321,000	\$329,000	+ 2.5%
Average Sales Price*	\$309,242	\$350,266	+ 13.3%	\$317,843	\$335,922	+ 5.7%
Percent of List Price Received*	102.6%	99.6%	- 2.9%	101.2%	99.4%	- 1.8%
Days on Market Until Sale	90	64	- 28.9%	98	63	- 35.7%
Inventory of Homes for Sale	24	28	+ 16.7%	--	--	--
Months Supply of Inventory	0.7	1.3	+ 85.7%	--	--	--

* 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

