

A REALTOR & CONSUMER ADVOCACY DEPARTMENT SERVICE



FCBR 2021

FORT COLLINS BOARD OF REALTORS®

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Monthly Indicators



September 2021

New Listings were down 17.5 percent for single family homes but increased 6.3 percent for townhouse-condo properties. Pending Sales landed at 254 for single family homes and 81 for townhouse-condo properties.

The Median Sales Price was up 8.2 percent to \$525,000 for single family homes and 15.3 percent to \$340,000 for townhouse-condo properties. Days on Market decreased 38.9 percent for single family homes and 36.4 percent for townhouse-condo properties.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

Activity Snapshot

- 18.6%	- 38.9%	+ 8.2%
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.

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Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	9-2020	9-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		302	249	- 17.5%	2,980	2,721	- 8.7%
Pending Sales		310	254	- 18.1%	2,549	2,460	- 3.5%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		328	267	- 18.6%	2,290	2,403	+ 4.9%
Median Sales Price		\$485,000	\$525,000	+ 8.2%	\$445,000	\$515,000	+ 15.7%
Avg. Sales Price		\$557,051	\$568,924	+ 2.1%	\$504,130	\$579,038	+ 14.9%
Pct. of List Price Received		99.6%	101.3%	+ 1.7%	99.6%	102.6%	+ 3.0%
Days on Market		72	44	- 38.9%	74	53	- 28.4%
Affordability Index		82	74	- 9.8%	89	75	- 15.7%
Active Listings		391	238	- 39.1%	--	--	--
Months Supply		1.6	0.9	- 43.8%	--	--	--

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.



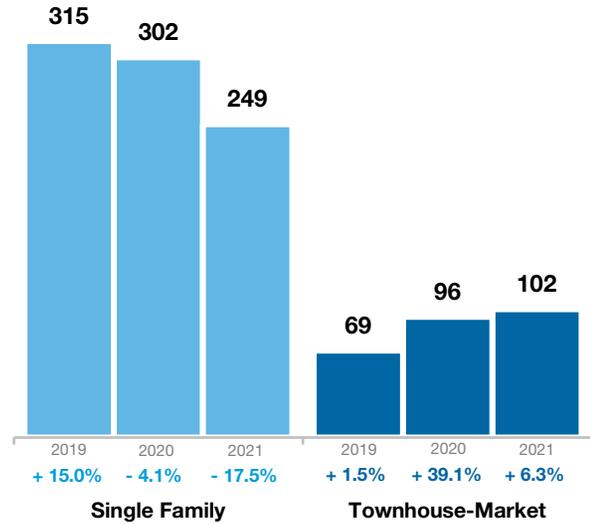
Key Metrics	Historical Sparkbars	9-2020	9-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		96	102	+ 6.3%	892	880	- 1.3%
Pending Sales		90	81	- 10.0%	746	794	+ 6.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		83	87	+ 4.8%	716	794	+ 10.9%
Median Sales Price		\$295,000	\$340,000	+ 15.3%	\$311,500	\$354,000	+ 13.6%
Avg. Sales Price		\$305,411	\$345,722	+ 13.2%	\$327,600	\$376,986	+ 15.1%
Pct. of List Price Received		98.8%	101.5%	+ 2.7%	99.1%	101.6%	+ 2.5%
Days on Market		77	49	- 36.4%	94	64	- 31.9%
Affordability Index		135	114	- 15.6%	128	109	- 14.8%
Active Listings		164	93	- 43.3%	--	--	--
Months Supply		2.2	1.1	- 50.0%	--	--	--

New Listings

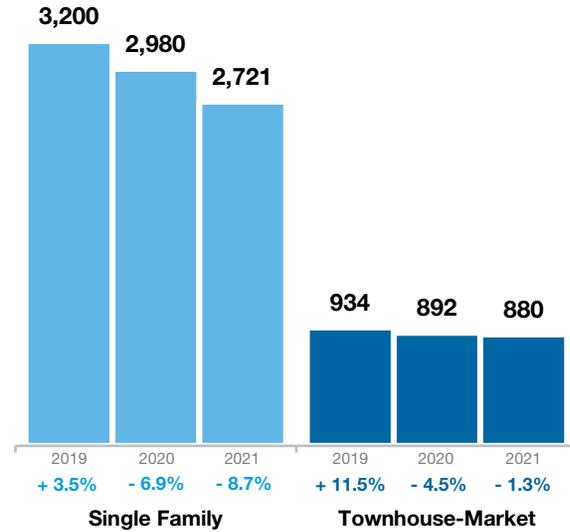
A count of the properties that have been newly listed on the market in a given month.



September

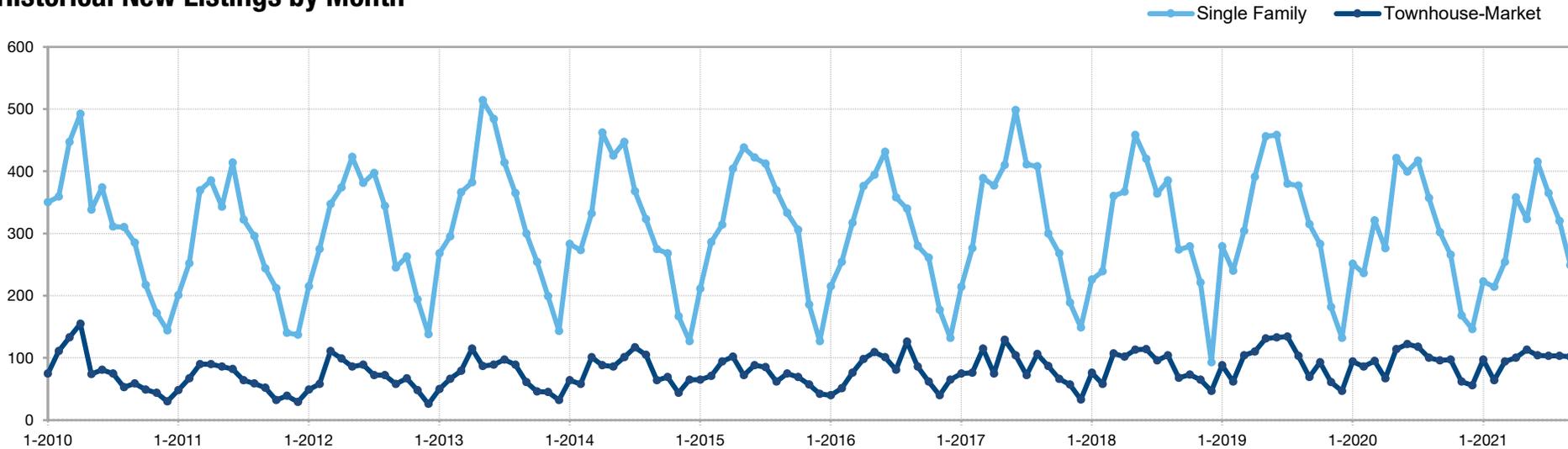


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2020	266	-6.0%	97	+4.3%
Nov-2020	168	-7.7%	62	+1.6%
Dec-2020	146	+10.6%	56	+19.1%
Jan-2021	223	-11.2%	97	+3.2%
Feb-2021	214	-9.3%	64	-25.6%
Mar-2021	254	-20.9%	94	-1.1%
Apr-2021	358	+29.7%	100	+49.3%
May-2021	323	-23.3%	113	-0.9%
Jun-2021	415	+4.0%	104	-14.8%
Jul-2021	365	-12.5%	103	-12.7%
Aug-2021	320	-10.4%	103	+3.0%
Sep-2021	249	-17.5%	102	+6.3%
12-Month Avg	275	-7.7%	91	+0.2%

Historical New Listings by Month

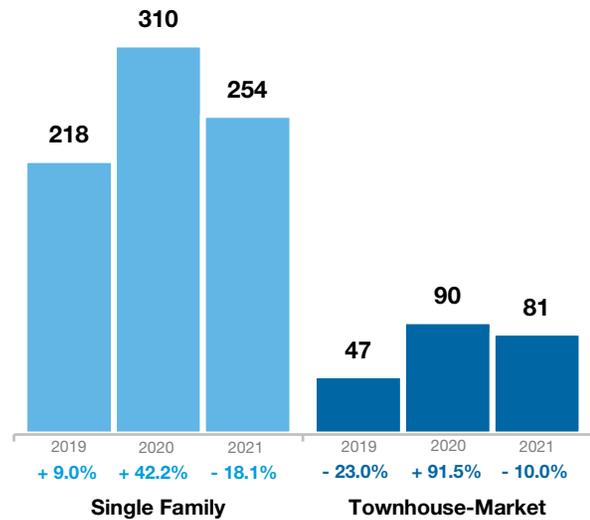


Pending Sales

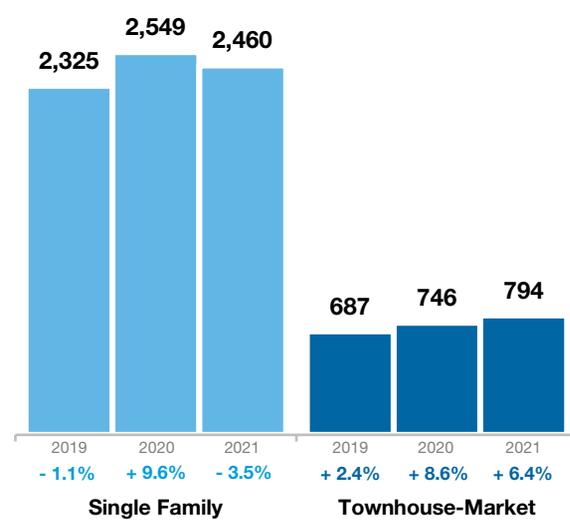
A count of the properties on which offers have been accepted in a given month.



September

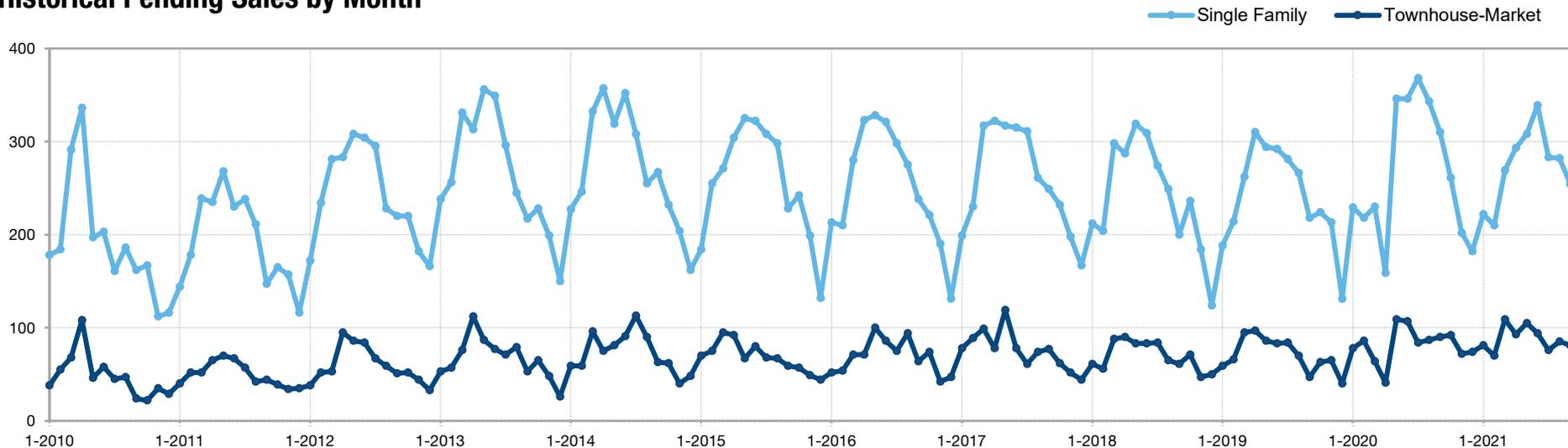


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2020	261	+16.5%	92	+46.0%
Nov-2020	202	-5.2%	72	+10.8%
Dec-2020	182	+38.9%	74	+85.0%
Jan-2021	222	-3.1%	81	+3.8%
Feb-2021	210	-3.7%	70	-18.6%
Mar-2021	269	+17.0%	109	+70.3%
Apr-2021	293	+84.3%	93	+126.8%
May-2021	308	-11.0%	105	-3.7%
Jun-2021	339	-2.0%	94	-12.1%
Jul-2021	283	-23.1%	76	-9.5%
Aug-2021	282	-17.8%	85	-2.3%
Sep-2021	254	-18.1%	81	-10.0%
12-Month Avg	259	-0.4%	86	+12.9%

Historical Pending Sales by Month

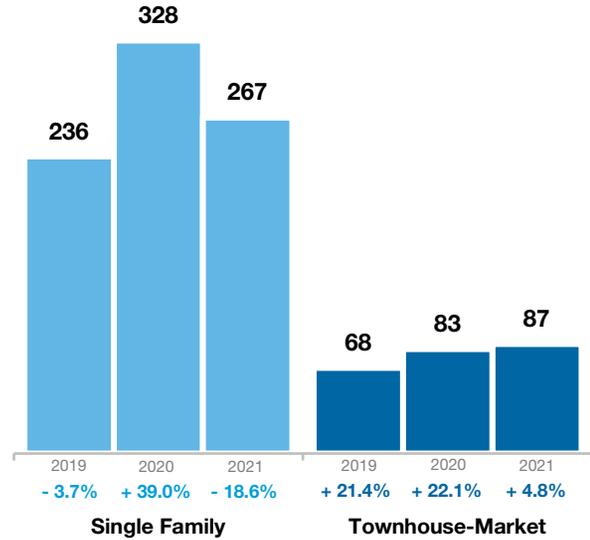


Sold Listings

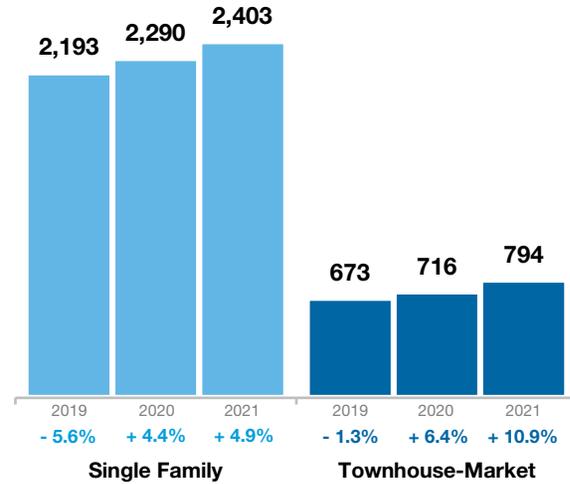
A count of the actual sales that closed in a given month.



September

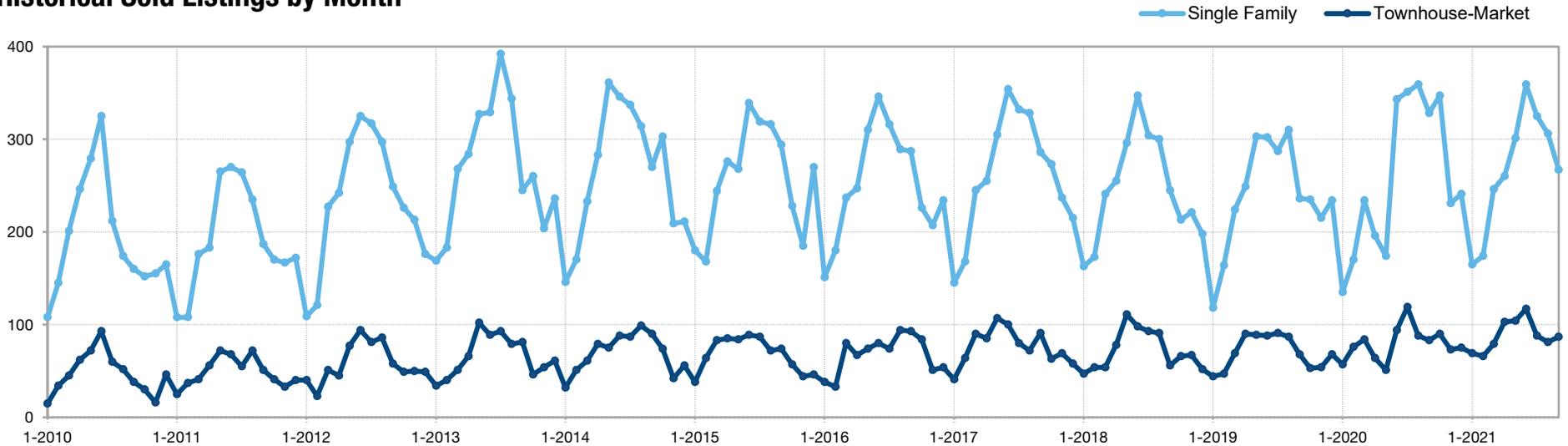


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2020	347	+47.7%	90	+69.8%
Nov-2020	231	+7.4%	73	+35.2%
Dec-2020	241	+3.0%	75	+10.3%
Jan-2021	165	+22.2%	69	+21.1%
Feb-2021	174	+2.4%	66	-13.2%
Mar-2021	246	+5.1%	79	-6.0%
Apr-2021	260	+32.7%	103	+60.9%
May-2021	301	+73.0%	104	+103.9%
Jun-2021	359	+4.7%	117	+24.5%
Jul-2021	325	-7.4%	88	-26.1%
Aug-2021	306	-14.8%	81	-8.0%
Sep-2021	267	-18.6%	87	+4.8%
12-Month Avg	269	+8.3%	86	+15.8%

Historical Sold Listings by Month

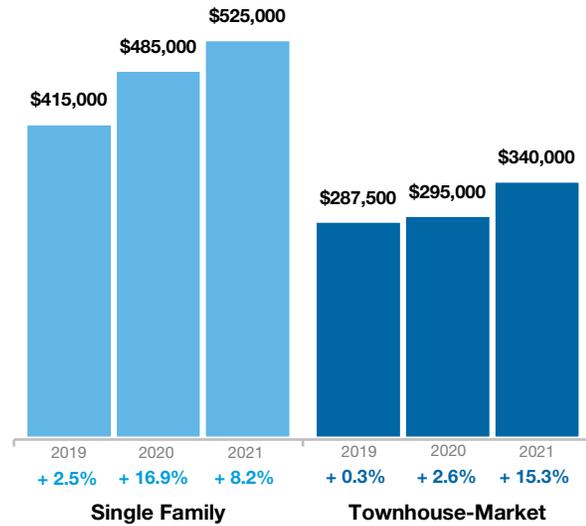


Median Sales Price

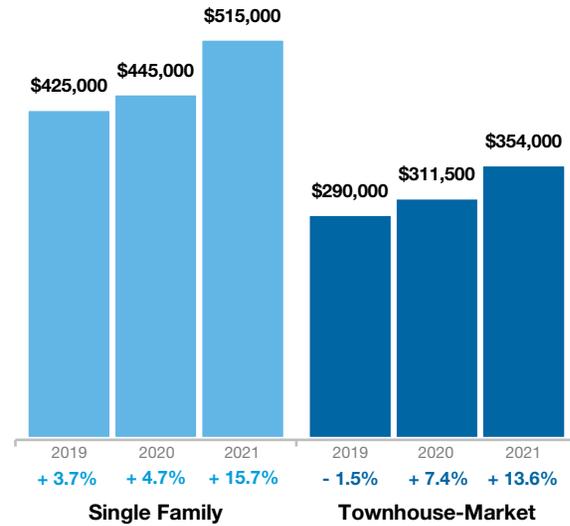
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



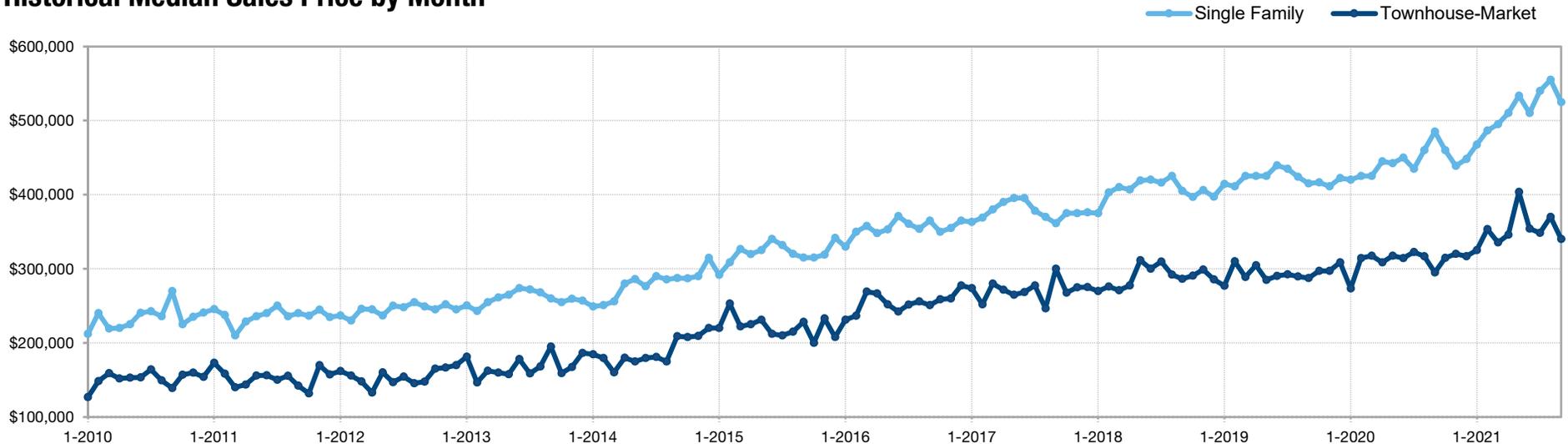
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2020	\$460,000	+10.4%	\$314,700	+6.0%
Nov-2020	\$438,700	+6.7%	\$320,000	+7.7%
Dec-2020	\$448,000	+6.1%	\$316,885	+2.6%
Jan-2021	\$467,500	+11.3%	\$325,000	+18.8%
Feb-2021	\$486,500	+14.5%	\$353,466	+12.4%
Mar-2021	\$495,000	+16.5%	\$335,500	+5.7%
Apr-2021	\$510,000	+14.6%	\$346,000	+12.1%
May-2021	\$533,435	+20.6%	\$403,750	+27.2%
Jun-2021	\$510,000	+13.3%	\$354,000	+12.6%
Jul-2021	\$540,000	+24.1%	\$348,500	+8.0%
Aug-2021	\$555,000	+20.7%	\$370,000	+16.8%
Sep-2021	\$525,000	+8.2%	\$340,000	+15.3%
12-Month Avg*	\$499,900	+14.0%	\$344,800	+11.3%

* Median Sales Price for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month

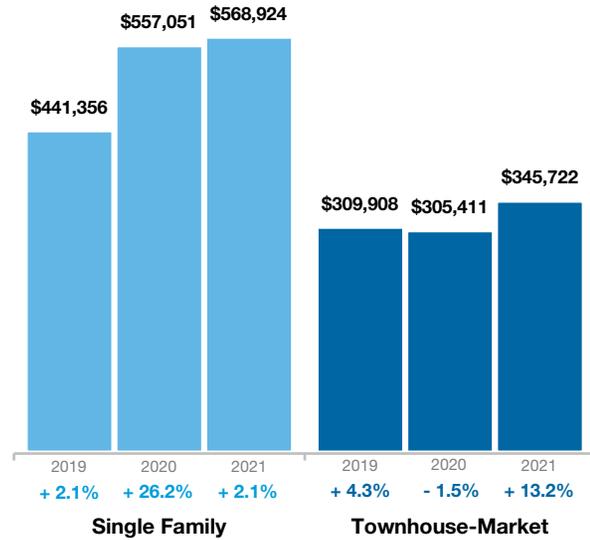


Average Sales Price

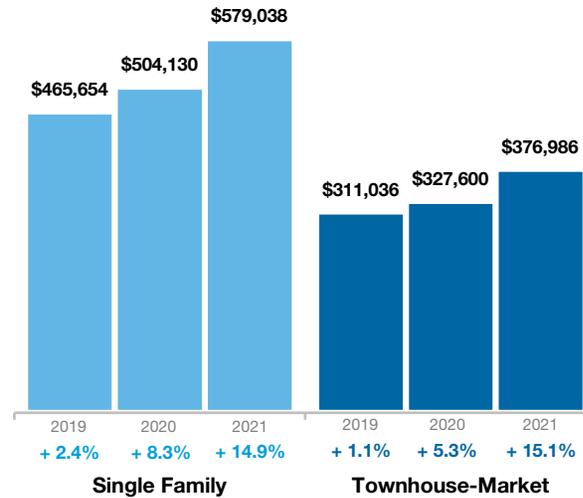
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



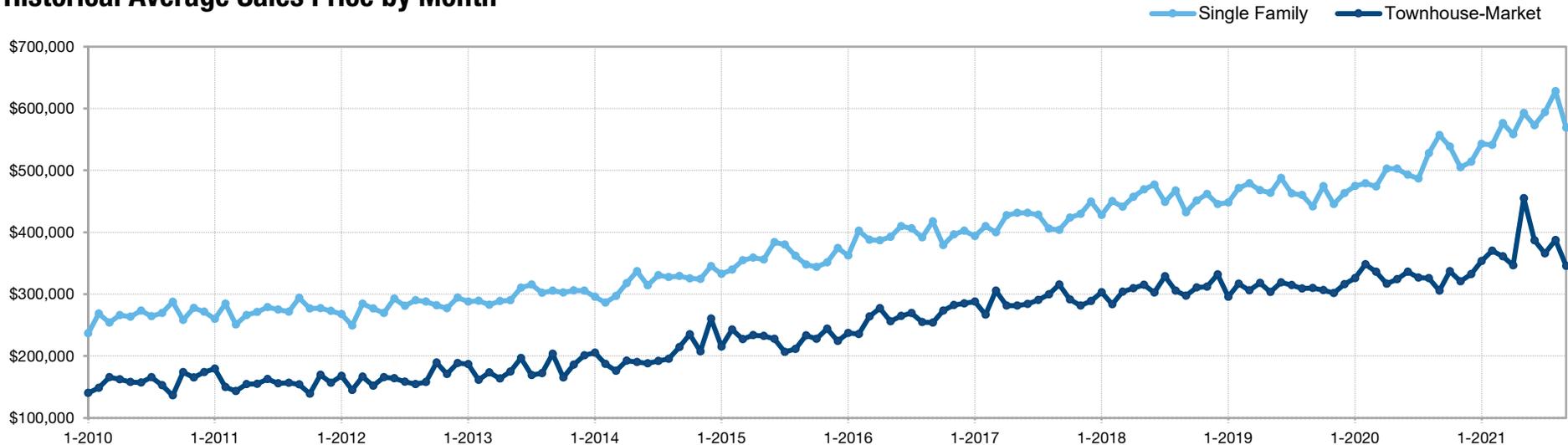
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2020	\$538,169	+13.4%	\$336,903	+9.9%
Nov-2020	\$504,893	+13.4%	\$320,831	+6.3%
Dec-2020	\$513,859	+11.0%	\$332,438	+5.3%
Jan-2021	\$542,544	+14.3%	\$353,445	+8.5%
Feb-2021	\$540,921	+12.9%	\$370,011	+6.3%
Mar-2021	\$576,045	+21.6%	\$361,233	+7.5%
Apr-2021	\$558,052	+11.0%	\$346,681	+9.5%
May-2021	\$592,727	+17.9%	\$455,018	+40.4%
Jun-2021	\$572,597	+16.2%	\$386,900	+15.1%
Jul-2021	\$593,998	+22.0%	\$365,895	+11.9%
Aug-2021	\$627,976	+19.0%	\$387,356	+18.9%
Sep-2021	\$568,924	+2.1%	\$345,722	+13.2%
12-Month Avg*	\$564,436	+14.2%	\$366,270	+13.1%

* Avg. Sales Price for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month



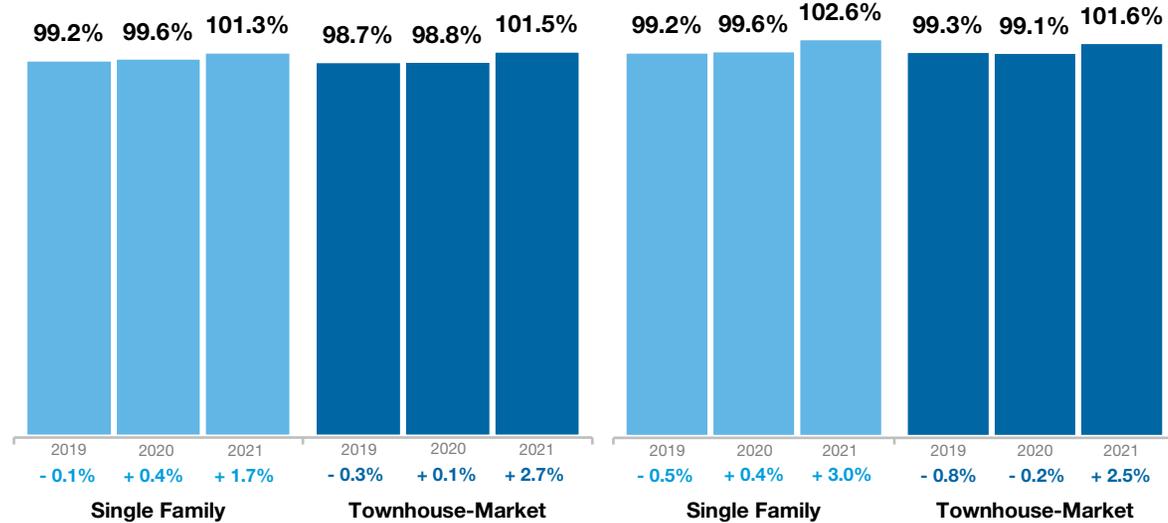
Percent of List Price Received

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-Market	Year-Over-Year Change
Oct-2020	99.6%	+0.9%	99.1%	+1.0%
Nov-2020	99.9%	+1.2%	99.3%	+1.0%
Dec-2020	100.4%	+1.4%	99.0%	0.0%
Jan-2021	100.3%	+1.4%	99.4%	+0.6%
Feb-2021	100.5%	+1.0%	100.0%	+1.2%
Mar-2021	101.8%	+2.6%	101.5%	+1.7%
Apr-2021	103.1%	+3.3%	101.7%	+2.6%
May-2021	104.0%	+4.6%	102.1%	+3.5%
Jun-2021	103.9%	+4.7%	102.7%	+3.5%
Jul-2021	103.8%	+3.7%	102.9%	+3.7%
Aug-2021	102.3%	+2.6%	101.4%	+2.2%
Sep-2021	101.3%	+1.7%	101.5%	+2.7%
12-Month Avg*	99.4%	+2.6%	99.0%	+2.1%

* Pct. of List Price Received for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

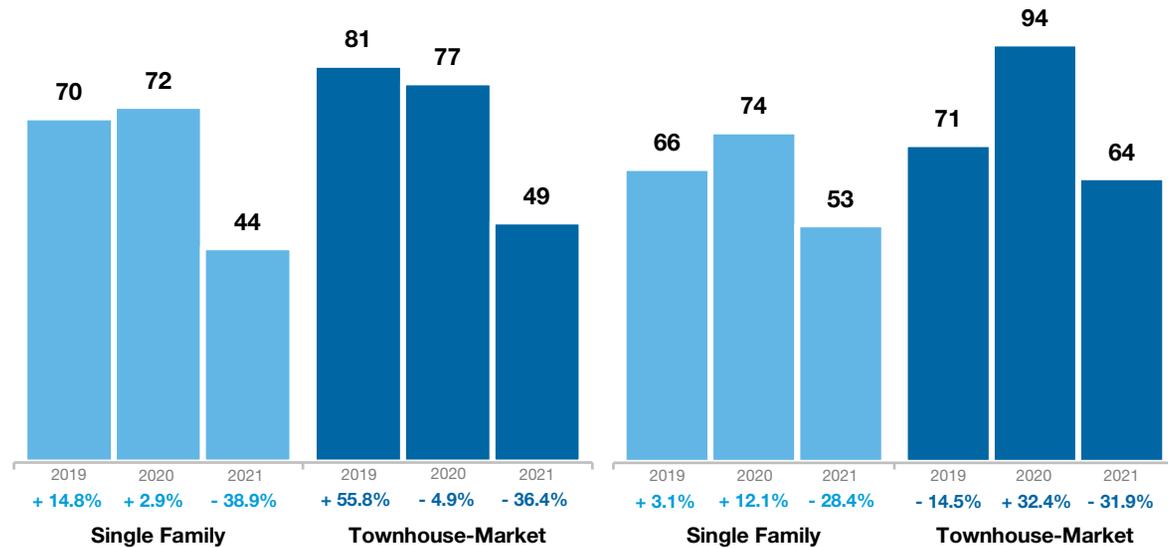


Days on Market Until Sale

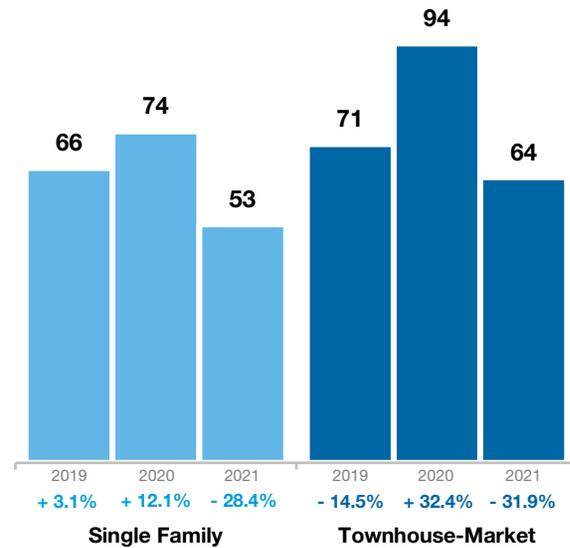
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



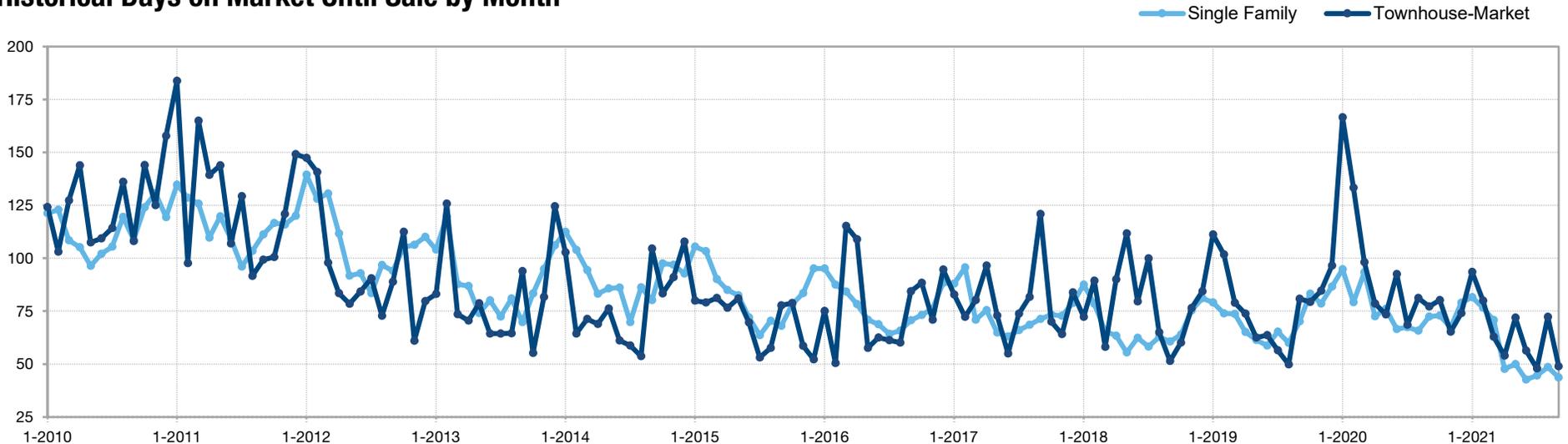
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2020	73	-12.0%	80	+1.3%
Nov-2020	67	-15.2%	65	-23.5%
Dec-2020	79	-9.2%	74	-22.9%
Jan-2021	82	-13.7%	94	-43.7%
Feb-2021	77	-2.5%	80	-39.8%
Mar-2021	71	-23.7%	63	-35.7%
Apr-2021	48	-34.2%	54	-31.6%
May-2021	50	-34.2%	72	-1.4%
Jun-2021	43	-35.8%	56	-39.1%
Jul-2021	44	-34.3%	48	-29.4%
Aug-2021	49	-25.8%	72	-11.1%
Sep-2021	44	-38.9%	49	-36.4%
12-Month Avg	58	-23.3%	66	-28.6%

* Days on Market for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



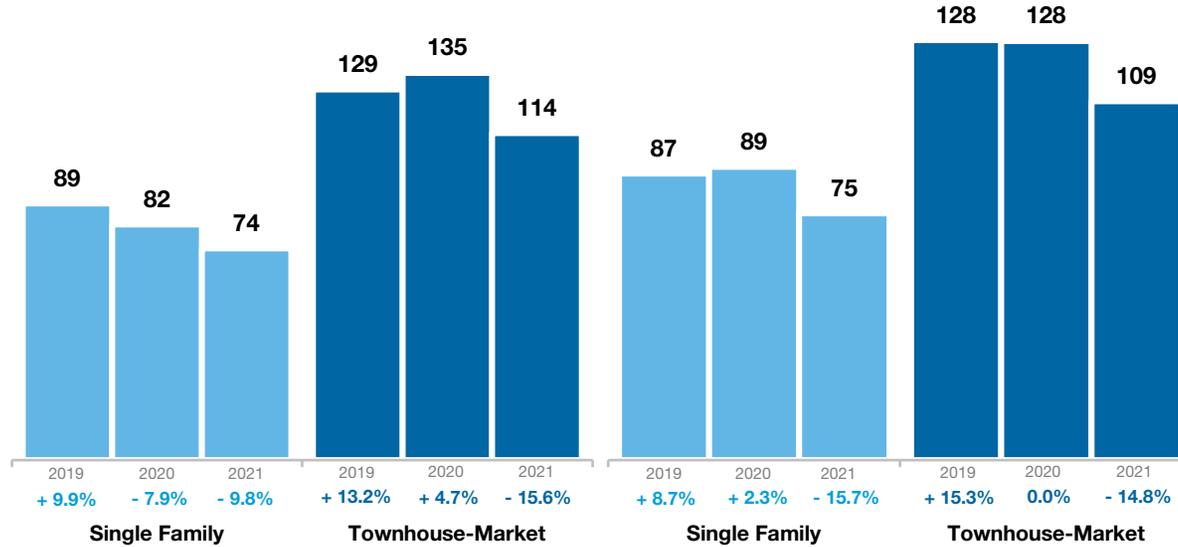
Housing Affordability Index

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-Market	Year-Over-Year Change
Oct-2020	87	-3.3%	127	+0.8%
Nov-2020	92	+3.4%	126	+2.4%
Dec-2020	90	+3.4%	127	+6.7%
Jan-2021	85	-4.5%	123	-10.2%
Feb-2021	78	-12.4%	107	-11.6%
Mar-2021	77	-10.5%	113	-1.7%
Apr-2021	76	-11.6%	112	-9.7%
May-2021	73	-15.1%	96	-20.0%
Jun-2021	76	-11.6%	109	-12.1%
Jul-2021	72	-20.9%	112	-8.2%
Aug-2021	70	-18.6%	105	-16.0%
Sep-2021	74	-9.8%	114	-15.6%
12-Month Avg	79	-15.3%	87	-8.3%

Historical Housing Affordability Index by Month

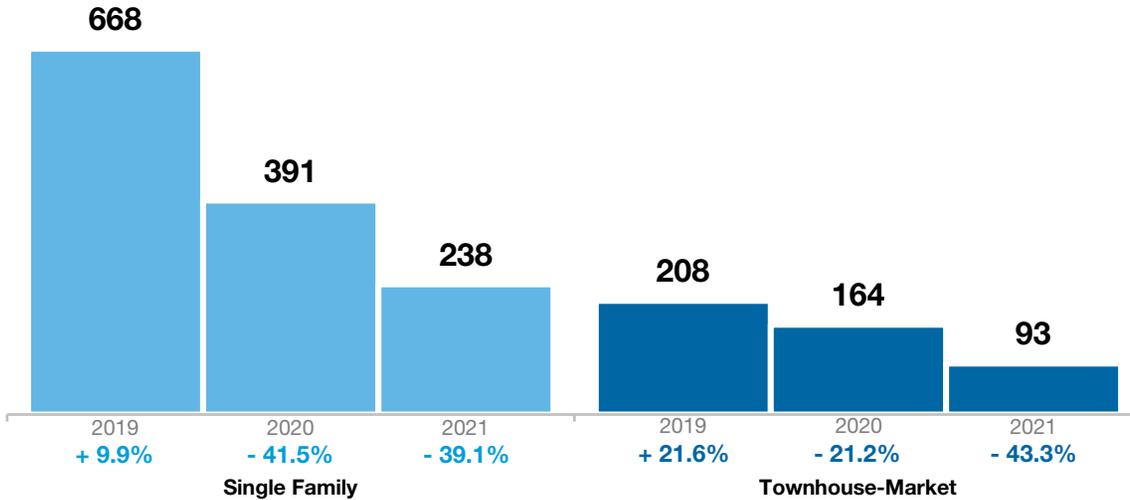


Inventory of Active Listings

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



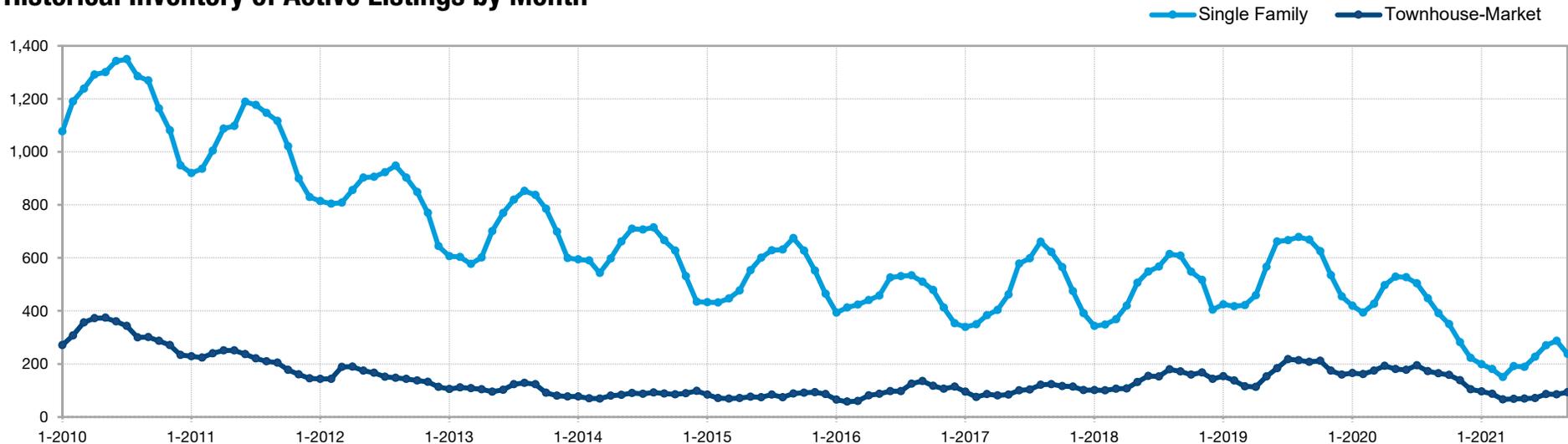
September



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2020	350	-44.0%	158	-25.5%
Nov-2020	282	-47.3%	138	-21.1%
Dec-2020	223	-51.0%	104	-34.6%
Jan-2021	199	-52.5%	96	-41.8%
Feb-2021	181	-53.9%	87	-46.0%
Mar-2021	150	-64.8%	66	-62.3%
Apr-2021	192	-61.4%	68	-64.8%
May-2021	189	-64.3%	69	-61.9%
Jun-2021	227	-56.9%	71	-60.1%
Jul-2021	270	-46.4%	86	-55.9%
Aug-2021	287	-35.9%	85	-50.6%
Sep-2021	238	-39.1%	93	-43.3%
12-Month Avg*	232	-51.5%	93	-47.4%

* Active Listings for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

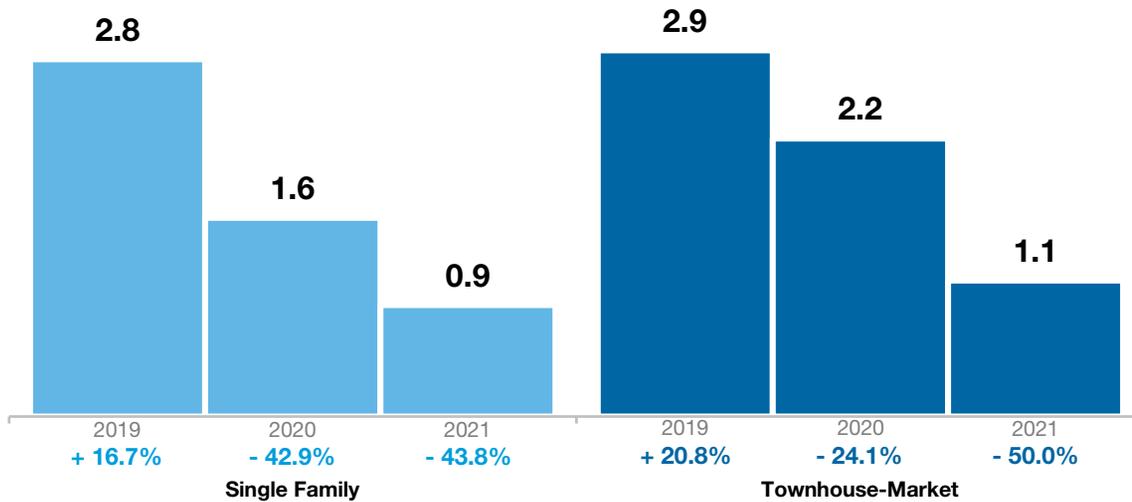


Months Supply of Inventory

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.



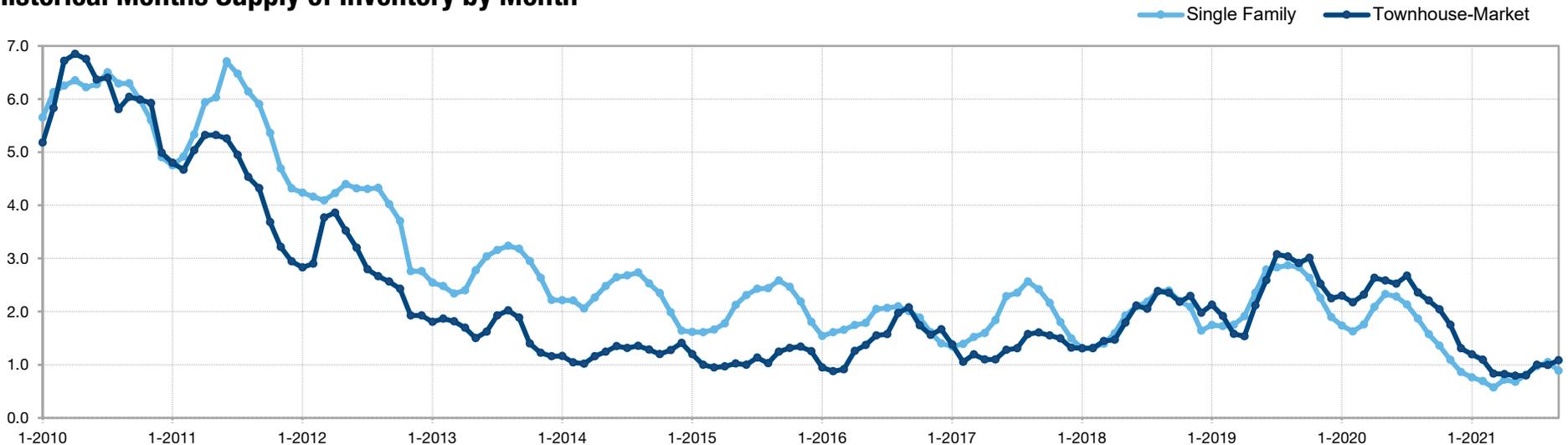
September



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Oct-2020	1.4	-46.2%	2.0	-33.3%
Nov-2020	1.1	-52.2%	1.7	-32.0%
Dec-2020	0.9	-52.6%	1.3	-43.5%
Jan-2021	0.8	-52.9%	1.2	-47.8%
Feb-2021	0.7	-56.3%	1.1	-50.0%
Mar-2021	0.6	-66.7%	0.8	-65.2%
Apr-2021	0.7	-66.7%	0.8	-69.2%
May-2021	0.7	-69.6%	0.8	-69.2%
Jun-2021	0.8	-65.2%	0.8	-68.0%
Jul-2021	1.0	-52.4%	1.0	-63.0%
Aug-2021	1.0	-47.4%	1.0	-58.3%
Sep-2021	0.9	-43.8%	1.1	-50.0%
12-Month Avg*	0.9	-56.8%	1.1	-53.6%

* Months Supply for all properties from October 2020 through September 2021. 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.



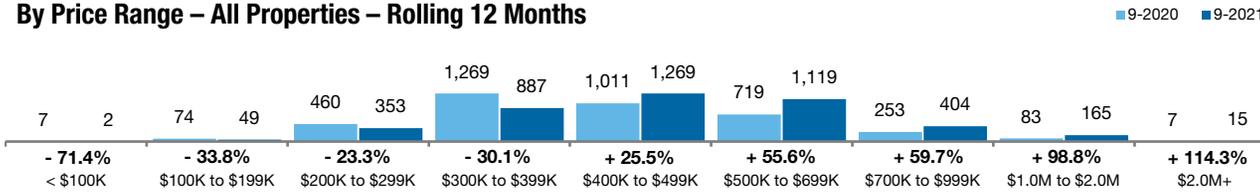
Key Metrics	Historical Sparkbars	9-2020	9-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		399	352	- 11.8%	3,879	3,614	- 6.8%
Pending Sales		400	336	- 16.0%	746	794	+ 6.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		411	355	- 13.6%	3,016	3,206	+ 6.3%
Median Sales Price		\$445,000	\$470,000	+ 5.6%	\$414,400	\$473,000	+ 14.1%
Avg. Sales Price		\$506,233	\$513,756	+ 14.5%	\$462,205	\$529,142	+ 14.5%
Pct. of List Price Received		99.5%	101.3%	+ 3.0%	99.4%	102.4%	+ 3.0%
Days on Market		73	45	- 29.1%	79	56	- 29.1%
Affordability Index		89	82	- 14.7%	96	82	- 14.7%
Active Listings		568	338	- 40.5%	--	--	--
Months Supply		1.8	1.0	- 45.8%	--	--	--

Sold Listings

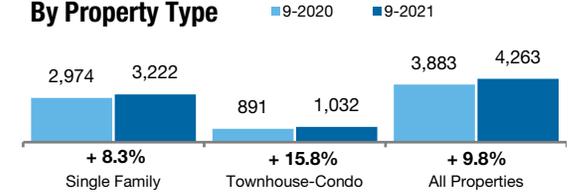
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	7	2	-71.4%	0	0	--
\$100,000 to \$199,999	27	27	0.0%	47	22	-53.2%
\$200,000 to \$299,999	93	48	-48.4%	361	301	-16.6%
\$300,000 to \$399,999	889	452	-49.2%	379	434	+14.5%
\$400,000 to \$499,999	950	1,087	+14.4%	60	182	+203.3%
\$500,000 to \$699,999	689	1,060	+53.8%	26	58	+123.1%
\$700,000 to \$999,999	234	381	+62.8%	15	22	+46.7%
\$1,000,000 to \$1,999,999	78	151	+93.6%	3	12	+300.0%
\$2,000,000 and Above	7	14	+100.0%	0	1	--
All Price Ranges	2,974	3,222	+8.3%	891	1,032	+15.8%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2021	9-2021	Change	8-2021	9-2021	Change
\$99,999 and Below	1	1	0.0%	0	0	--
\$100,000 to \$199,999	3	2	-33.3%	1	1	0.0%
\$200,000 to \$299,999	1	5	+400.0%	18	27	+50.0%
\$300,000 to \$399,999	18	29	+61.1%	36	34	-5.6%
\$400,000 to \$499,999	91	86	-5.5%	16	21	+31.3%
\$500,000 to \$699,999	121	101	-16.5%	4	2	-50.0%
\$700,000 to \$999,999	51	31	-39.2%	6	1	-83.3%
\$1,000,000 to \$1,999,999	17	11	-35.3%	0	0	--
\$2,000,000 and Above	3	1	-66.7%	0	1	--
All Price Ranges	306	267	-12.7%	81	87	+7.4%

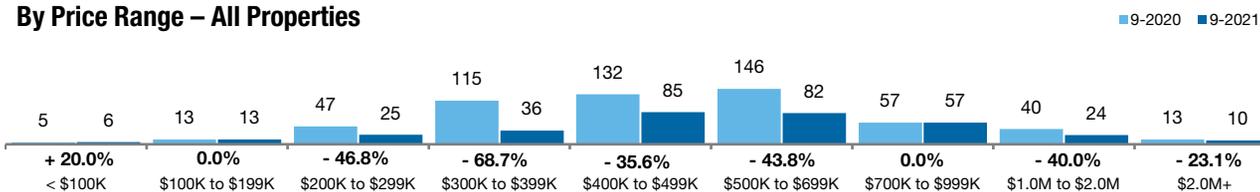
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	2	2	0.0%	0	0	--
\$100,000 to \$199,999	17	19	+11.8%	35	17	-51.4%
\$200,000 to \$299,999	66	27	-59.1%	285	210	-26.3%
\$300,000 to \$399,999	634	246	-61.2%	310	320	+3.2%
\$400,000 to \$499,999	751	812	+8.1%	47	164	+248.9%
\$500,000 to \$699,999	558	857	+53.6%	23	52	+126.1%
\$700,000 to \$999,999	192	309	+60.9%	13	18	+38.5%
\$1,000,000 to \$1,999,999	64	120	+87.5%	3	12	+300.0%
\$2,000,000 and Above	6	11	+83.3%	0	1	--
All Price Ranges	2,290	2,403	+4.9%	716	794	+10.9%

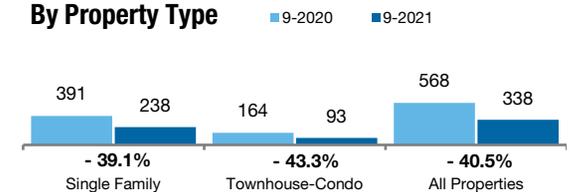
Inventory of Active Listings

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		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	5	6	+20.0%	0	0	--
\$100,000 to \$199,999	9	12	+33.3%	4	1	-75.0%
\$200,000 to \$299,999	10	10	0.0%	34	15	-55.9%
\$300,000 to \$399,999	55	17	-69.1%	59	19	-67.8%
\$400,000 to \$499,999	103	43	-58.3%	29	41	+41.4%
\$500,000 to \$699,999	120	77	-35.8%	26	5	-80.8%
\$700,000 to \$999,999	50	47	-6.0%	7	10	+42.9%
\$1,000,000 to \$1,999,999	32	21	-34.4%	5	2	-60.0%
\$2,000,000 and Above	7	5	-28.6%	0	0	--
All Price Ranges	391	238	-39.1%	164	93	-43.3%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2021	9-2021	Change	8-2021	9-2021	Change
\$99,999 and Below	7	6	-14.3%	0	0	--
\$100,000 to \$199,999	11	12	+9.1%	0	1	--
\$200,000 to \$299,999	11	10	-9.1%	14	15	+7.1%
\$300,000 to \$399,999	21	17	-19.0%	20	19	-5.0%
\$400,000 to \$499,999	58	43	-25.9%	33	41	+24.2%
\$500,000 to \$699,999	93	77	-17.2%	5	5	0.0%
\$700,000 to \$999,999	53	47	-11.3%	11	10	-9.1%
\$1,000,000 to \$1,999,999	28	21	-25.0%	2	2	0.0%
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	287	238	-17.1%	85	93	+9.4%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	2	2	0.0%	0	0	--
\$100,000 to \$199,999	17	19	+11.8%	35	17	-51.4%
\$200,000 to \$299,999	66	27	-59.1%	285	210	-26.3%
\$300,000 to \$399,999	634	246	-61.2%	310	320	+3.2%
\$400,000 to \$499,999	751	812	+8.1%	47	164	+248.9%
\$500,000 to \$699,999	558	857	+53.6%	23	52	+126.1%
\$700,000 to \$999,999	192	309	+60.9%	13	18	+38.5%
\$1,000,000 to \$1,999,999	64	120	+87.5%	3	12	+300.0%
\$2,000,000 and Above	6	11	+83.3%	0	1	--
All Price Ranges	2,290	2,403	+4.9%	716	794	+10.9%

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 2021

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Fort Collins

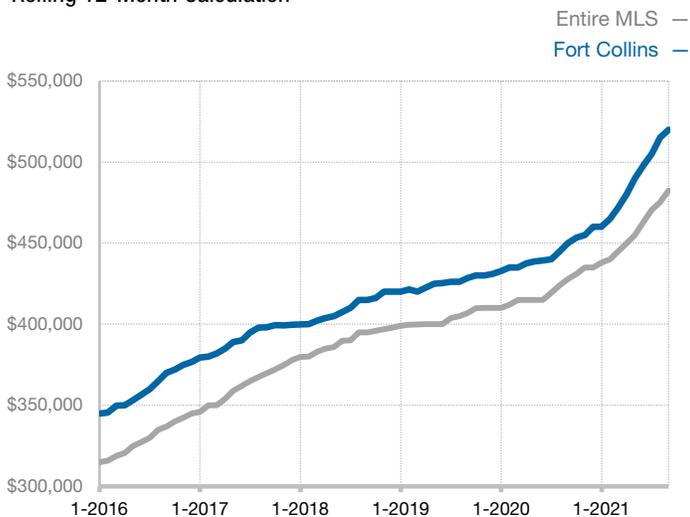
Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	293	254	- 13.3%	3,018	2,683	- 11.1%
Closed Sales	353	261	- 26.1%	2,389	2,348	- 1.7%
Median Sales Price*	\$499,900	\$545,000	+ 9.0%	\$455,000	\$533,268	+ 17.2%
Average Sales Price*	\$582,910	\$597,984	+ 2.6%	\$519,264	\$602,002	+ 15.9%
Percent of List Price Received*	99.3%	101.4%	+ 2.1%	99.3%	103.0%	+ 3.7%
Days on Market Until Sale	53	32	- 39.6%	54	35	- 35.2%
Inventory of Homes for Sale	363	192	- 47.1%	--	--	--
Months Supply of Inventory	1.4	0.7	- 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.

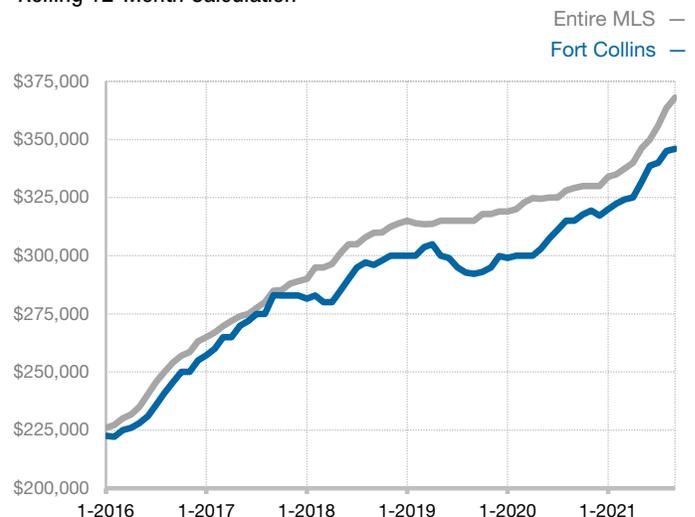
Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	126	122	- 3.2%	1,125	1,115	- 0.9%
Closed Sales	105	110	+ 4.8%	889	1,029	+ 15.7%
Median Sales Price*	\$310,000	\$340,000	+ 9.7%	\$318,000	\$360,000	+ 13.2%
Average Sales Price*	\$307,147	\$350,073	+ 14.0%	\$334,205	\$385,757	+ 15.4%
Percent of List Price Received*	98.7%	101.6%	+ 2.9%	98.9%	101.5%	+ 2.6%
Days on Market Until Sale	66	36	- 45.5%	75	49	- 34.7%
Inventory of Homes for Sale	210	94	- 55.2%	--	--	--
Months Supply of Inventory	2.3	0.8	- 65.2%	--	--	--

* 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 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Berthoud

Single Family	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
Key Metrics						
New Listings	68	63	- 7.4%	816	519	- 36.4%
Closed Sales	89	38	- 57.3%	570	482	- 15.4%
Median Sales Price*	\$467,000	\$523,379	+ 12.1%	\$449,950	\$508,685	+ 13.1%
Average Sales Price*	\$514,890	\$635,795	+ 23.5%	\$514,792	\$603,440	+ 17.2%
Percent of List Price Received*	100.6%	101.9%	+ 1.3%	99.5%	101.9%	+ 2.4%
Days on Market Until Sale	69	87	+ 26.1%	76	74	- 2.6%
Inventory of Homes for Sale	133	101	- 24.1%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--

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

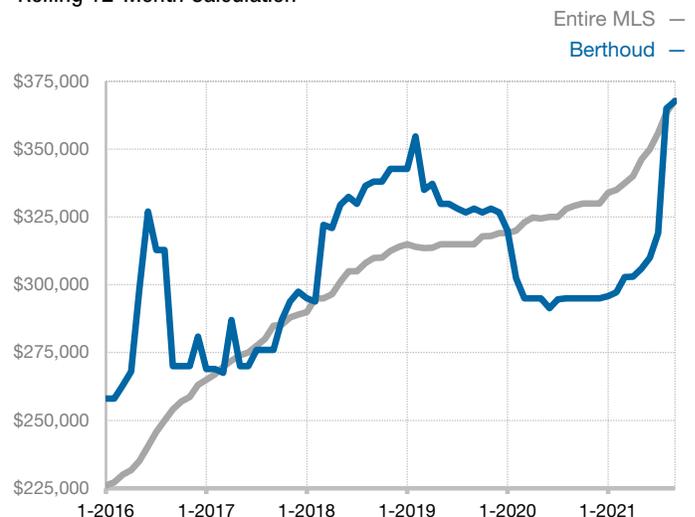
Townhouse/Condo	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
Key Metrics						
New Listings	4	2	- 50.0%	102	74	- 27.5%
Closed Sales	7	8	+ 14.3%	97	51	- 47.4%
Median Sales Price*	\$375,000	\$450,000	+ 20.0%	\$295,000	\$395,000	+ 33.9%
Average Sales Price*	\$393,761	\$446,250	+ 13.3%	\$323,551	\$447,754	+ 38.4%
Percent of List Price Received*	100.1%	98.9%	- 1.2%	100.4%	101.7%	+ 1.3%
Days on Market Until Sale	101	29	- 71.3%	98	82	- 16.3%
Inventory of Homes for Sale	17	6	- 64.7%	--	--	--
Months Supply of Inventory	1.8	0.9	- 50.0%	--	--	--

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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 2021

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Loveland

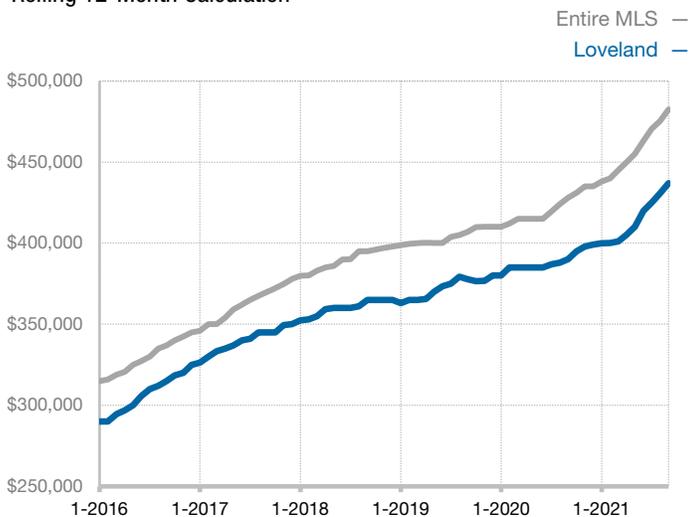
Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	233	155	- 33.5%	2,119	1,852	- 12.6%
Closed Sales	250	195	- 22.0%	1,727	1,630	- 5.6%
Median Sales Price*	\$421,000	\$476,200	+ 13.1%	\$395,000	\$445,000	+ 12.7%
Average Sales Price*	\$496,286	\$561,748	+ 13.2%	\$450,955	\$513,809	+ 13.9%
Percent of List Price Received*	100.0%	102.4%	+ 2.4%	99.7%	103.2%	+ 3.5%
Days on Market Until Sale	40	30	- 25.0%	56	37	- 33.9%
Inventory of Homes for Sale	213	126	- 40.8%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

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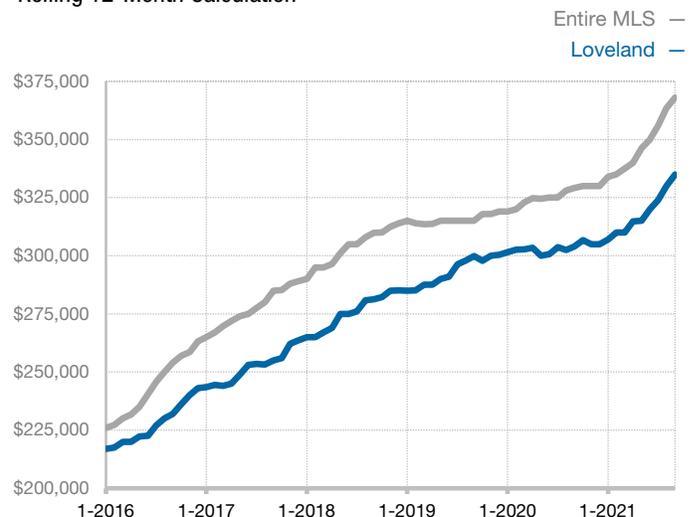
Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	47	51	+ 8.5%	380	426	+ 12.1%
Closed Sales	32	43	+ 34.4%	304	353	+ 16.1%
Median Sales Price*	\$313,375	\$357,500	+ 14.1%	\$305,000	\$345,000	+ 13.1%
Average Sales Price*	\$323,197	\$395,918	+ 22.5%	\$320,787	\$358,931	+ 11.9%
Percent of List Price Received*	100.0%	102.1%	+ 2.1%	100.0%	102.5%	+ 2.5%
Days on Market Until Sale	63	35	- 44.4%	100	77	- 23.0%
Inventory of Homes for Sale	67	19	- 71.6%	--	--	--
Months Supply of Inventory	2.0	0.5	- 75.0%	--	--	--

* 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 2021

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Johnstown

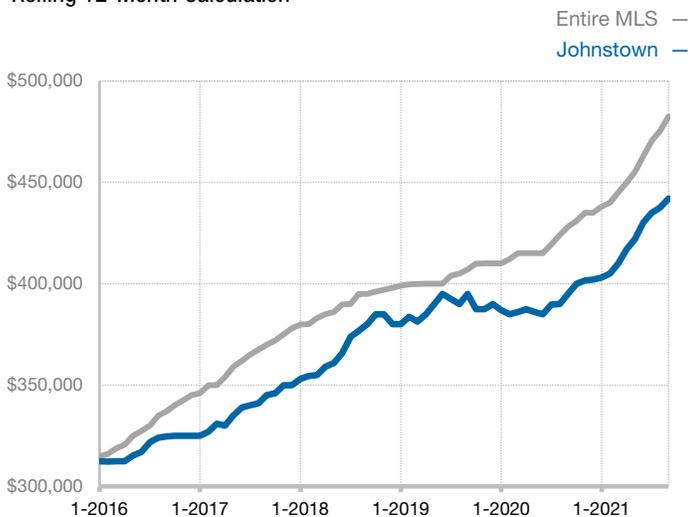
Single Family	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
Key Metrics						
New Listings	54	44	- 18.5%	599	451	- 24.7%
Closed Sales	67	46	- 31.3%	492	400	- 18.7%
Median Sales Price*	\$425,000	\$501,948	+ 18.1%	\$400,000	\$455,000	+ 13.8%
Average Sales Price*	\$442,588	\$551,565	+ 24.6%	\$425,731	\$495,987	+ 16.5%
Percent of List Price Received*	100.2%	101.4%	+ 1.2%	99.9%	102.6%	+ 2.7%
Days on Market Until Sale	35	32	- 8.6%	51	31	- 39.2%
Inventory of Homes for Sale	81	60	- 25.9%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--

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

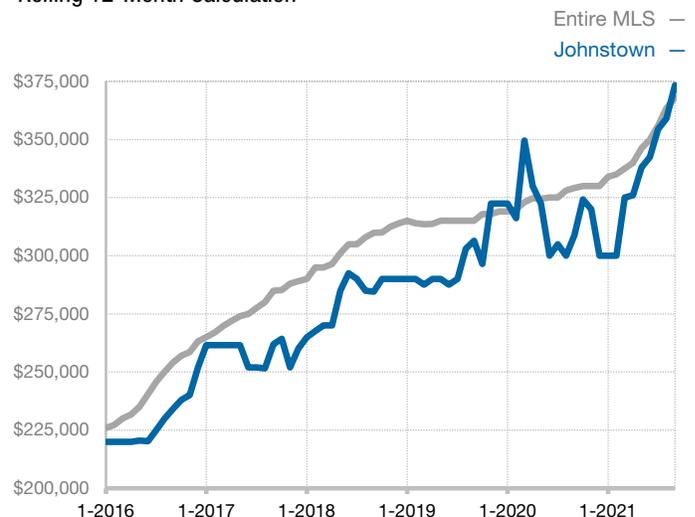
Townhouse/Condo	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	1	--	37	20	- 45.9%
Closed Sales	3	3	0.0%	24	21	- 12.5%
Median Sales Price*	\$339,900	\$431,000	+ 26.8%	\$308,750	\$374,400	+ 21.3%
Average Sales Price*	\$322,433	\$423,000	+ 31.2%	\$318,658	\$379,948	+ 19.2%
Percent of List Price Received*	99.7%	102.6%	+ 2.9%	98.7%	102.7%	+ 4.1%
Days on Market Until Sale	37	21	- 43.2%	41	38	- 7.3%
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	1.1	0.0	- 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 September 2021

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Greeley

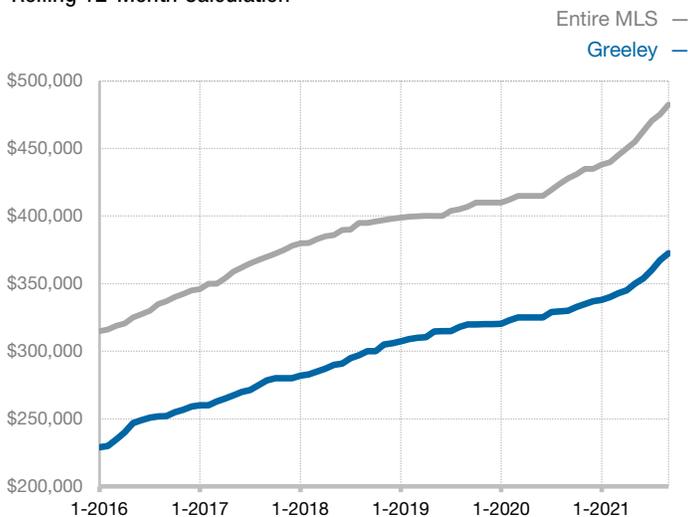
Single Family	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
Key Metrics						
New Listings	158	173	+ 9.5%	1,703	1,469	- 13.7%
Closed Sales	193	155	- 19.7%	1,421	1,274	- 10.3%
Median Sales Price*	\$339,450	\$420,000	+ 23.7%	\$333,050	\$380,000	+ 14.1%
Average Sales Price*	\$359,035	\$423,294	+ 17.9%	\$348,381	\$406,980	+ 16.8%
Percent of List Price Received*	100.3%	101.6%	+ 1.3%	99.6%	102.4%	+ 2.8%
Days on Market Until Sale	50	32	- 36.0%	50	35	- 30.0%
Inventory of Homes for Sale	179	150	- 16.2%	--	--	--
Months Supply of Inventory	1.1	1.0	- 9.1%	--	--	--

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

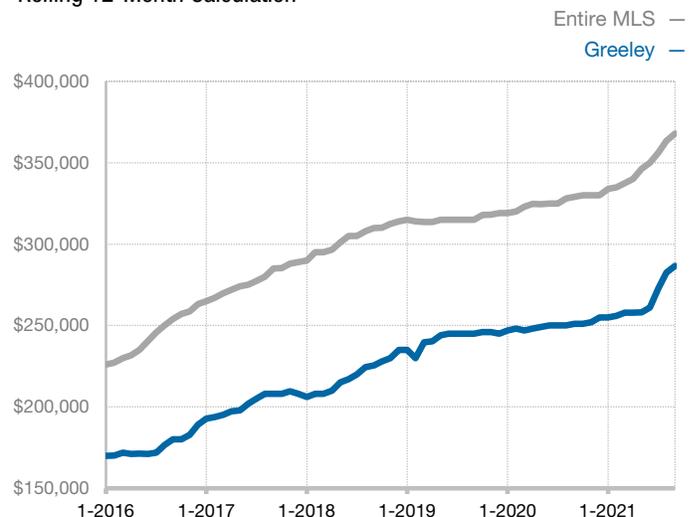
Townhouse/Condo	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
Key Metrics						
New Listings	23	22	- 4.3%	292	336	+ 15.1%
Closed Sales	29	31	+ 6.9%	245	235	- 4.1%
Median Sales Price*	\$256,000	\$297,850	+ 16.3%	\$253,700	\$290,000	+ 14.3%
Average Sales Price*	\$260,946	\$325,920	+ 24.9%	\$257,045	\$292,456	+ 13.8%
Percent of List Price Received*	99.6%	101.4%	+ 1.8%	99.0%	101.2%	+ 2.2%
Days on Market Until Sale	58	67	+ 15.5%	54	51	- 5.6%
Inventory of Homes for Sale	34	29	- 14.7%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2021

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Wellington

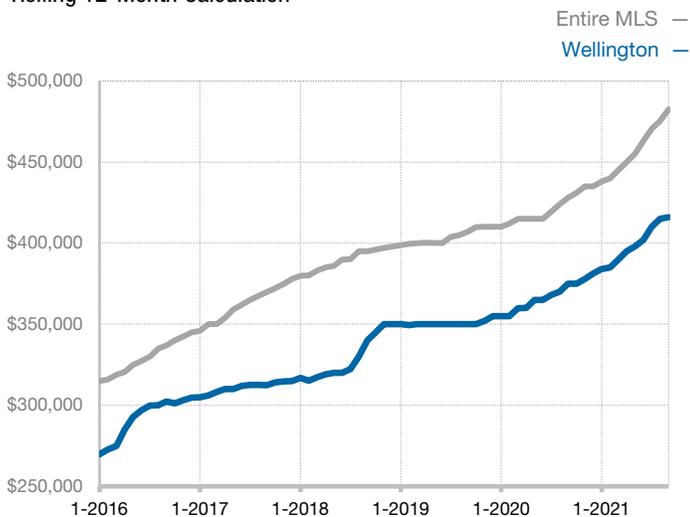
Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	58	45	- 22.4%	498	386	- 22.5%
Closed Sales	58	33	- 43.1%	391	362	- 7.4%
Median Sales Price*	\$400,000	\$426,873	+ 6.7%	\$376,000	\$424,439	+ 12.9%
Average Sales Price*	\$412,521	\$522,065	+ 26.6%	\$405,604	\$469,309	+ 15.7%
Percent of List Price Received*	101.9%	102.0%	+ 0.1%	101.3%	102.2%	+ 0.9%
Days on Market Until Sale	70	58	- 17.1%	80	65	- 18.8%
Inventory of Homes for Sale	88	46	- 47.7%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--

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

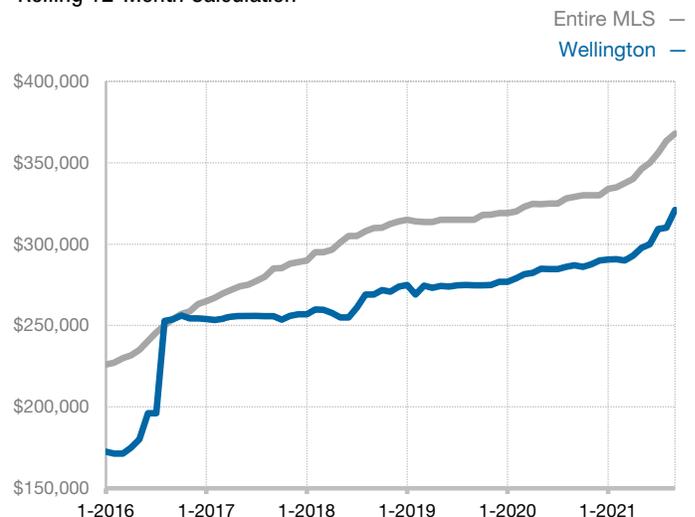
Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	3	7	+ 133.3%	84	65	- 22.6%
Closed Sales	8	11	+ 37.5%	72	61	- 15.3%
Median Sales Price*	\$287,250	\$355,000	+ 23.6%	\$290,030	\$326,300	+ 12.5%
Average Sales Price*	\$272,913	\$330,159	+ 21.0%	\$285,973	\$324,156	+ 13.4%
Percent of List Price Received*	100.2%	100.7%	+ 0.5%	99.8%	101.5%	+ 1.7%
Days on Market Until Sale	44	129	+ 193.2%	82	60	- 26.8%
Inventory of Homes for Sale	8	8	0.0%	--	--	--
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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2021

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Windsor

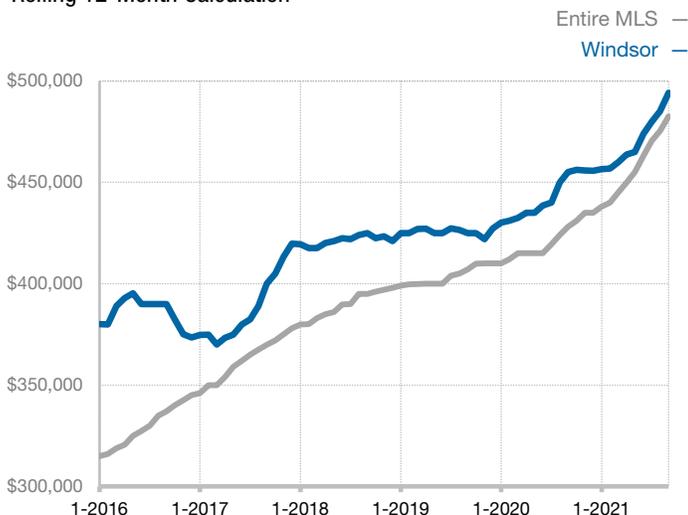
Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	152	101	- 33.6%	1,409	1,406	- 0.2%
Closed Sales	152	101	- 33.6%	1,022	1,281	+ 25.3%
Median Sales Price*	\$465,000	\$585,735	+ 26.0%	\$458,700	\$510,000	+ 11.2%
Average Sales Price*	\$510,451	\$672,099	+ 31.7%	\$510,536	\$573,743	+ 12.4%
Percent of List Price Received*	100.2%	100.4%	+ 0.2%	99.6%	101.7%	+ 2.1%
Days on Market Until Sale	75	44	- 41.3%	77	57	- 26.0%
Inventory of Homes for Sale	247	138	- 44.1%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--

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

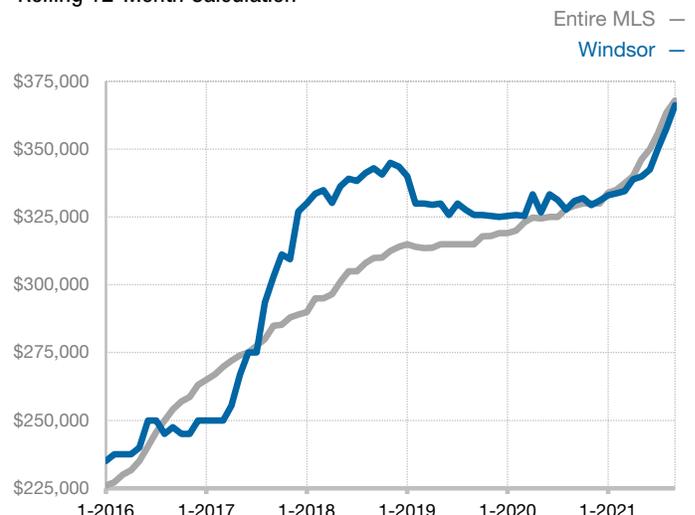
Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	19	15	- 21.1%	175	168	- 4.0%
Closed Sales	20	12	- 40.0%	144	154	+ 6.9%
Median Sales Price*	\$345,084	\$401,184	+ 16.3%	\$333,200	\$383,638	+ 15.1%
Average Sales Price*	\$359,242	\$390,570	+ 8.7%	\$340,809	\$379,792	+ 11.4%
Percent of List Price Received*	99.3%	101.1%	+ 1.8%	99.9%	101.4%	+ 1.5%
Days on Market Until Sale	186	89	- 52.2%	154	106	- 31.2%
Inventory of Homes for Sale	53	9	- 83.0%	--	--	--
Months Supply of Inventory	3.6	0.5	- 86.1%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2021

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Boulder

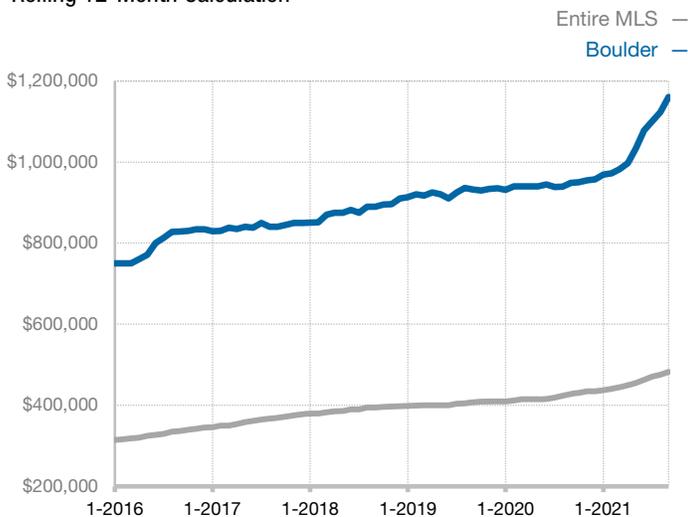
Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	198	143	- 27.8%	1,922	1,378	- 28.3%
Closed Sales	192	136	- 29.2%	1,259	1,137	- 9.7%
Median Sales Price*	\$965,000	\$1,132,000	+ 17.3%	\$950,000	\$1,230,000	+ 29.5%
Average Sales Price*	\$1,187,719	\$1,415,659	+ 19.2%	\$1,183,794	\$1,498,673	+ 26.6%
Percent of List Price Received*	99.6%	101.7%	+ 2.1%	98.4%	102.4%	+ 4.1%
Days on Market Until Sale	48	44	- 8.3%	56	48	- 14.3%
Inventory of Homes for Sale	376	136	- 63.8%	--	--	--
Months Supply of Inventory	2.7	1.0	- 63.0%	--	--	--

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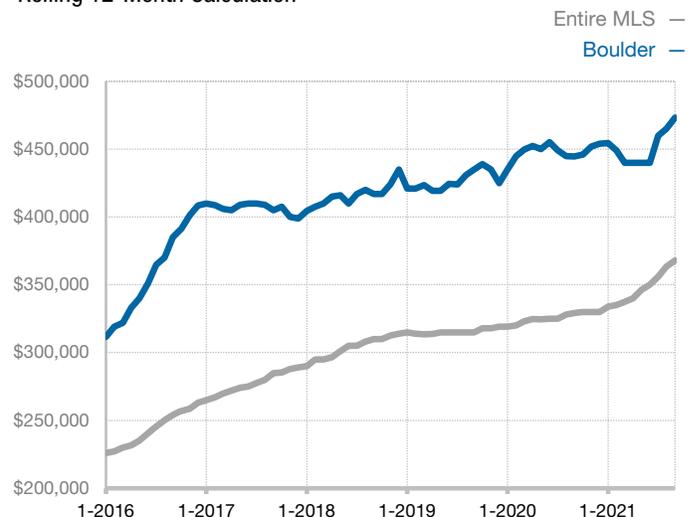
Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	219	78	- 64.4%	1,429	945	- 33.9%
Closed Sales	108	93	- 13.9%	847	871	+ 2.8%
Median Sales Price*	\$417,500	\$492,500	+ 18.0%	\$449,000	\$474,000	+ 5.6%
Average Sales Price*	\$481,207	\$577,342	+ 20.0%	\$529,909	\$565,459	+ 6.7%
Percent of List Price Received*	98.9%	100.0%	+ 1.1%	98.7%	100.4%	+ 1.7%
Days on Market Until Sale	53	67	+ 26.4%	54	58	+ 7.4%
Inventory of Homes for Sale	341	94	- 72.4%	--	--	--
Months Supply of Inventory	3.8	1.0	- 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 2021

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Longmont

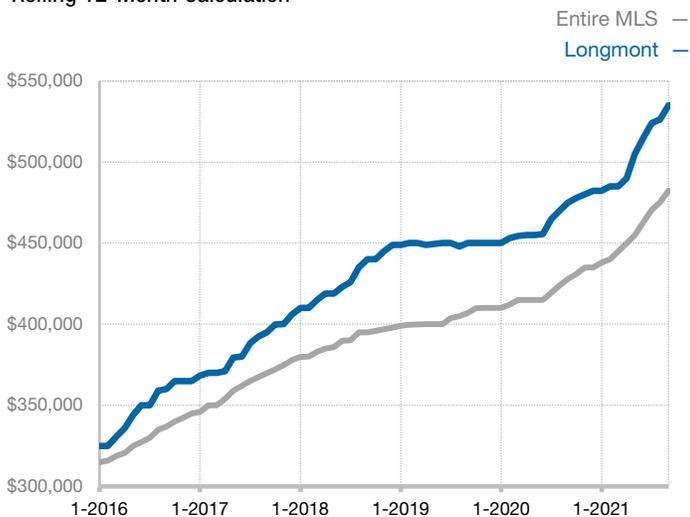
Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	239	183	- 23.4%	2,171	1,534	- 29.3%
Closed Sales	248	171	- 31.0%	1,910	1,341	- 29.8%
Median Sales Price*	\$485,000	\$575,000	+ 18.6%	\$480,000	\$551,000	+ 14.8%
Average Sales Price*	\$571,676	\$646,145	+ 13.0%	\$550,609	\$694,189	+ 26.1%
Percent of List Price Received*	100.2%	101.0%	+ 0.8%	99.6%	104.1%	+ 4.5%
Days on Market Until Sale	44	27	- 38.6%	50	31	- 38.0%
Inventory of Homes for Sale	301	149	- 50.5%	--	--	--
Months Supply of Inventory	1.5	0.9	- 40.0%	--	--	--

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Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	38	50	+ 31.6%	437	359	- 17.8%
Closed Sales	59	28	- 52.5%	423	307	- 27.4%
Median Sales Price*	\$365,000	\$446,000	+ 22.2%	\$350,000	\$395,000	+ 12.9%
Average Sales Price*	\$405,169	\$410,068	+ 1.2%	\$359,846	\$407,731	+ 13.3%
Percent of List Price Received*	99.5%	102.0%	+ 2.5%	99.5%	102.9%	+ 3.4%
Days on Market Until Sale	35	29	- 17.1%	46	30	- 34.8%
Inventory of Homes for Sale	41	29	- 29.3%	--	--	--
Months Supply of Inventory	0.8	0.8	0.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

