

# MONTHLY HOUSING REPORT

A REALTOR & CONSUMER ADVOCACY DEPARTMENT SERVICE



# FCBR 2019

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# Monthly Indicators



## December 2019

New Listings were up 33.3 percent for single family homes but decreased 2.1 percent for townhouse-condo properties. Pending Sales landed at 137 for single family homes and 39 for townhouse-condo properties.

The Median Sales Price was up 6.3 percent to \$422,500 for single family homes and 8.1 percent to \$308,750 for townhouse-condo properties. Days on Market increased 7.4 percent for single family homes and 16.7 percent for townhouse-condo properties.

With low mortgage rates, low unemployment, and continued wage growth, home buyer activity is expected to remain healthy into the new year. New construction has been on the rise in 2019 and is expected to continue into 2020, but many experts note that the country is still not building enough new units to quench demand. It remains to be seen whether existing homeowners will be enticed to sell by higher home prices, which could finally bring the overall housing market into greater balance.

## Activity Snapshot

<b>+ 14.6%</b>	<b>+ 7.4%</b>	<b>+ 6.3%</b>
One-Year Change in Single Family <b>Sold Listings</b>	One-Year Change in Single Family <b>Days On Market</b>	One-Year Change in Single Family <b>Median Sales Price</b>

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	12-2018	12-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		93	124	+ 33.3%	3,687	3,780	+ 2.5%
Pending Sales		124	137	+ 10.5%	2,898	2,896	- 0.1%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		198	227	+ 14.6%	2,956	2,866	- 3.0%
Median Sales Price		\$397,325	\$422,500	+ 6.3%	\$409,504	\$423,500	+ 3.4%
Avg. Sales Price		\$445,357	\$461,237	+ 3.6%	\$454,456	\$464,289	+ 2.2%
Pct. of List Price Received		97.9%	99.1%	+ 1.2%	99.4%	99.1%	- 0.3%
Days on Market		81	87	+ 7.4%	66	70	+ 6.1%
Affordability Index		86	87	+ 1.2%	83	87	+ 4.8%
Active Listings		402	412	+ 2.5%	--	--	--
Months Supply		1.6	1.7	+ 6.3%	--	--	--

# 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.



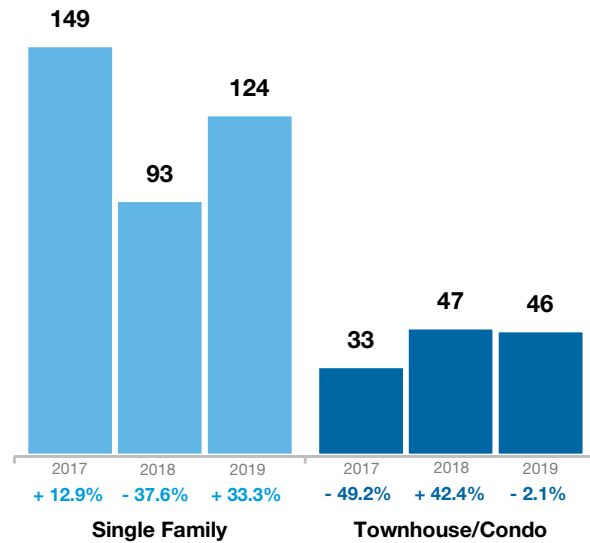
Key Metrics	Historical Sparkbars	12-2018	12-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		47	46	- 2.1%	1,022	1,132	+ 10.8%
Pending Sales		50	39	- 22.0%	841	855	+ 1.7%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		52	66	+ 26.9%	867	844	- 2.7%
Median Sales Price		\$285,550	\$308,750	+ 8.1%	\$293,000	\$292,500	- 0.2%
Avg. Sales Price		\$331,756	\$316,660	- 4.6%	\$309,602	\$310,063	+ 0.1%
Pct. of List Price Received		99.0%	98.9%	- 0.1%	99.8%	99.1%	- 0.7%
Days on Market		84	98	+ 16.7%	81	75	- 7.4%
Affordability Index		119	119	0.0%	116	125	+ 7.8%
Active Listings		139	145	+ 4.3%	--	--	--
Months Supply		1.9	2.1	+ 10.5%	--	--	--

# New Listings

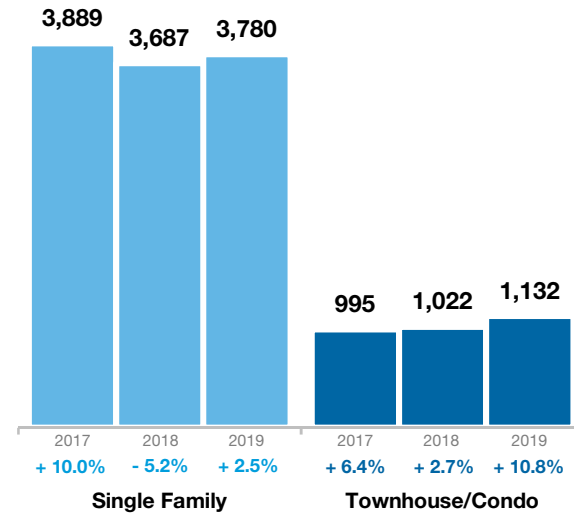
A count of the properties that have been newly listed on the market in a given month.



## December

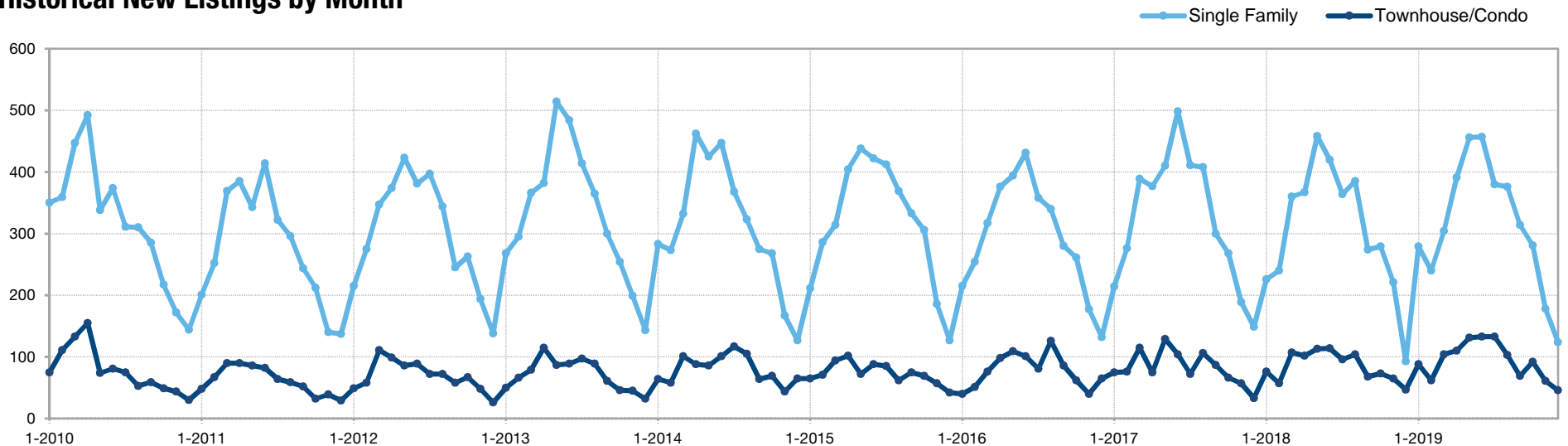


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Jan-2019	279	+23.5%	88	+15.8%
Feb-2019	240	0.0%	62	+8.8%
Mar-2019	304	-15.6%	104	-2.8%
Apr-2019	391	+6.5%	110	+7.8%
May-2019	456	-0.4%	131	+15.9%
Jun-2019	457	+8.8%	133	+16.7%
Jul-2019	380	+4.4%	133	+38.5%
Aug-2019	376	-2.3%	103	-1.0%
Sep-2019	314	+14.6%	69	+1.5%
Oct-2019	281	+0.7%	92	+26.0%
Nov-2019	178	-19.5%	61	-6.2%
<b>Dec-2019</b>	<b>124</b>	<b>+33.3%</b>	<b>46</b>	<b>-2.1%</b>
12-Month Avg	315	+2.5%	94	+10.8%

## Historical New Listings by Month

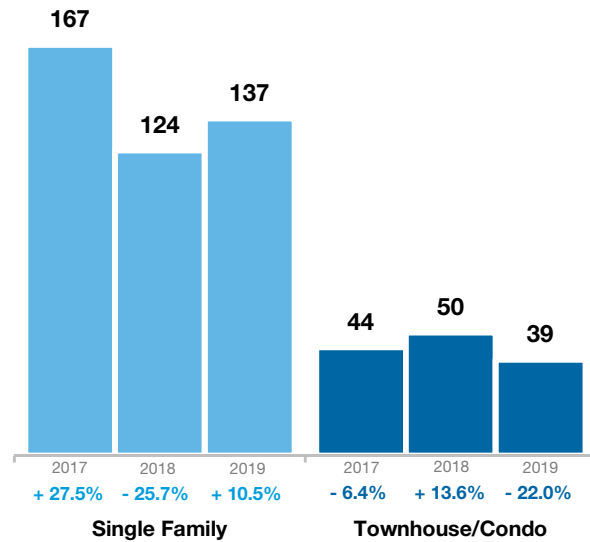


# Pending Sales

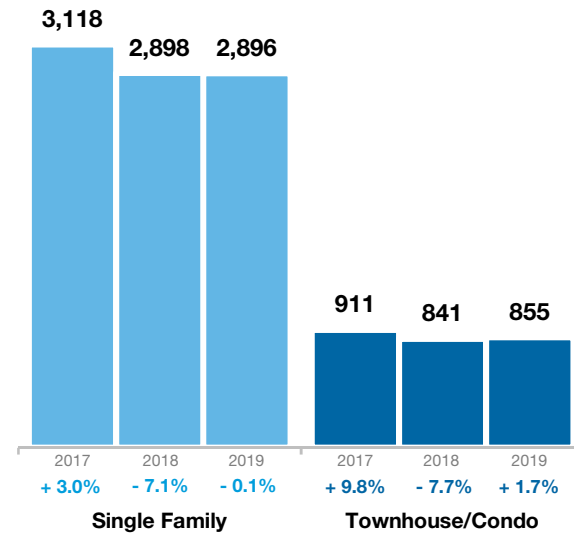
A count of the properties on which offers have been accepted in a given month.



## December

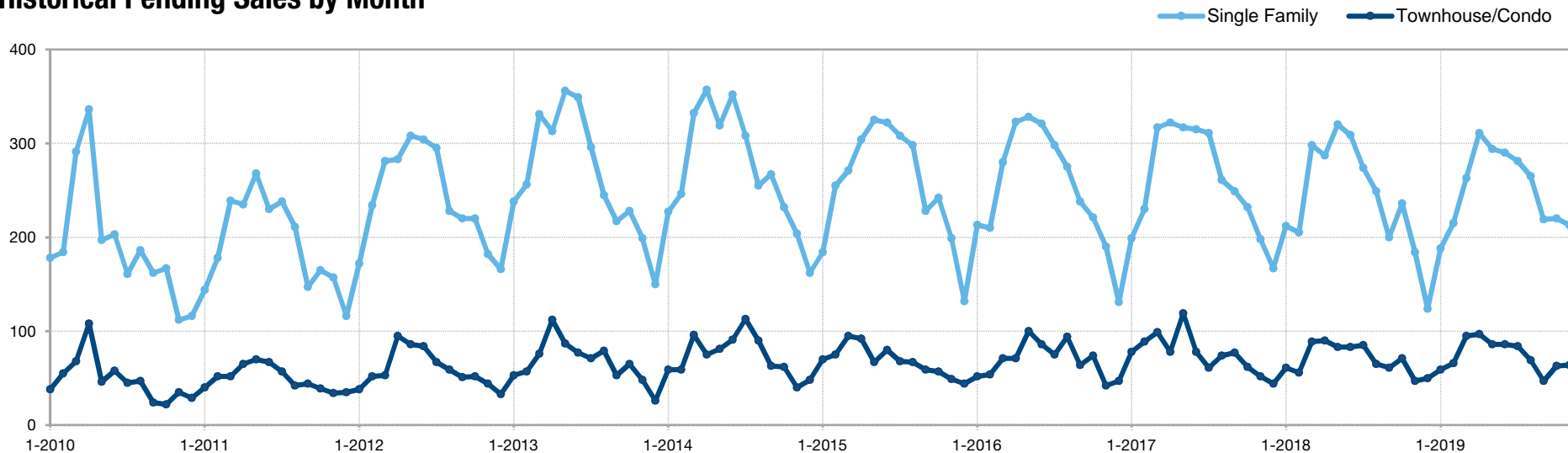


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Jan-2019	188	-11.3%	59	-3.3%
Feb-2019	215	+4.9%	66	+17.9%
Mar-2019	263	-11.7%	95	+6.7%
Apr-2019	311	+8.4%	97	+7.8%
May-2019	294	-8.1%	86	+3.6%
Jun-2019	290	-6.1%	86	+3.6%
Jul-2019	281	+2.6%	84	-1.2%
Aug-2019	265	+6.4%	69	+6.2%
Sep-2019	219	+9.5%	47	-23.0%
Oct-2019	220	-6.8%	63	-11.3%
Nov-2019	213	+15.8%	64	+36.2%
<b>Dec-2019</b>	<b>137</b>	<b>+10.5%</b>	<b>39</b>	<b>-22.0%</b>
12-Month Avg	241	-0.1%	71	+1.7%

## Historical Pending Sales by Month



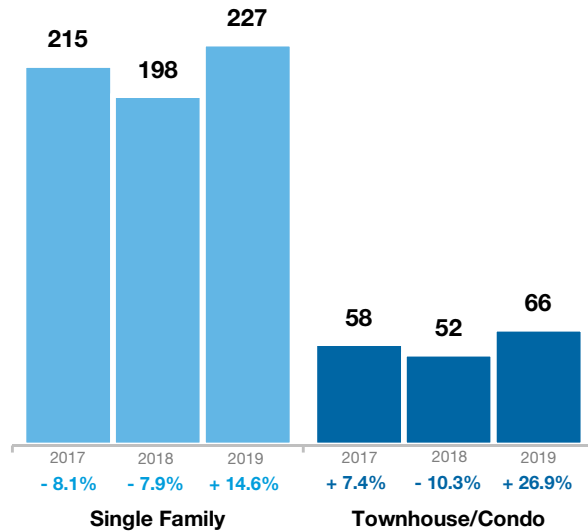


# Sold Listings

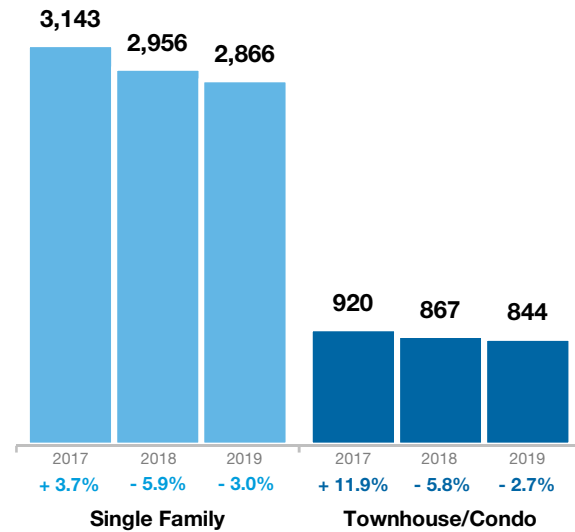
A count of the actual sales that closed in a given month.



## December

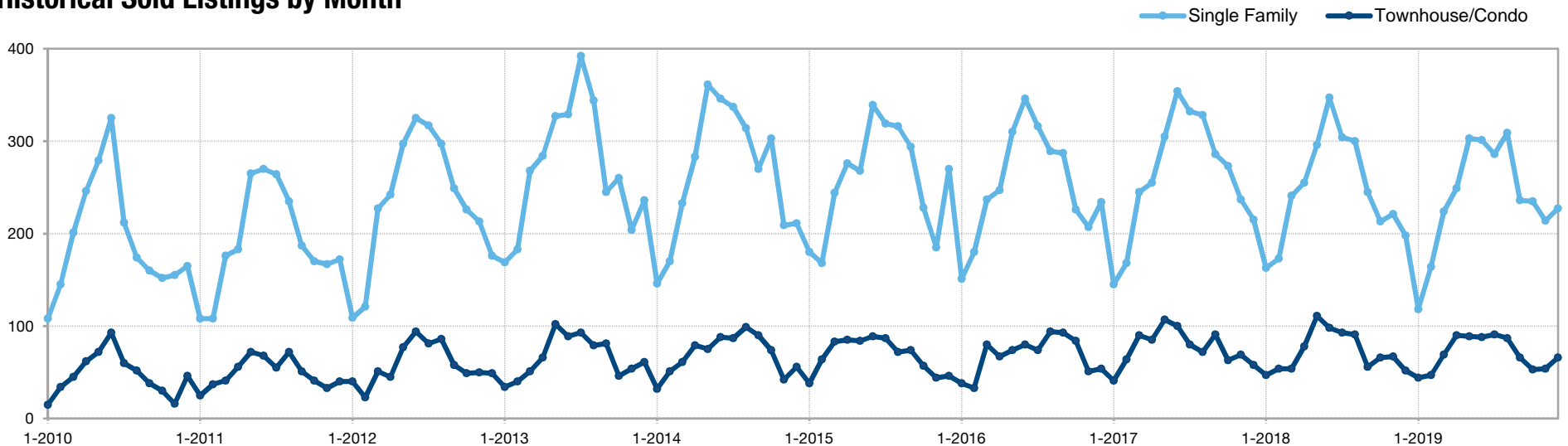


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Jan-2019	118	-27.6%	44	-6.4%
Feb-2019	164	-5.2%	47	-13.0%
Mar-2019	224	-7.1%	69	+27.8%
Apr-2019	249	-2.4%	90	+15.4%
May-2019	303	+2.4%	89	-19.8%
Jun-2019	301	-13.3%	88	-10.2%
Jul-2019	286	-5.9%	91	-2.2%
Aug-2019	309	+3.0%	87	-4.4%
Sep-2019	236	-3.7%	66	+17.9%
Oct-2019	235	+10.3%	53	-19.7%
Nov-2019	214	-3.2%	54	-19.4%
<b>Dec-2019</b>	<b>227</b>	<b>+14.6%</b>	<b>66</b>	<b>+26.9%</b>
12-Month Avg	239	-3.0%	70	-2.7%

## Historical Sold Listings by Month

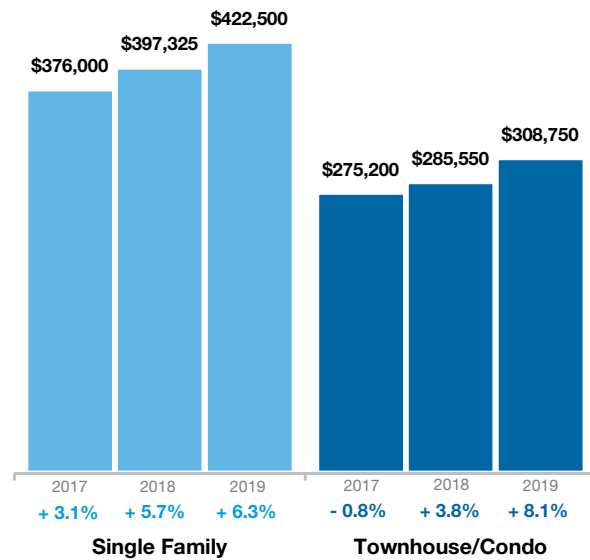


# Median Sales Price

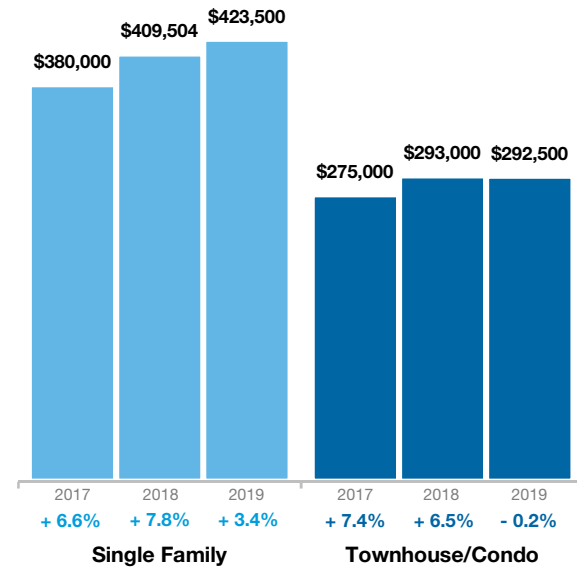
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



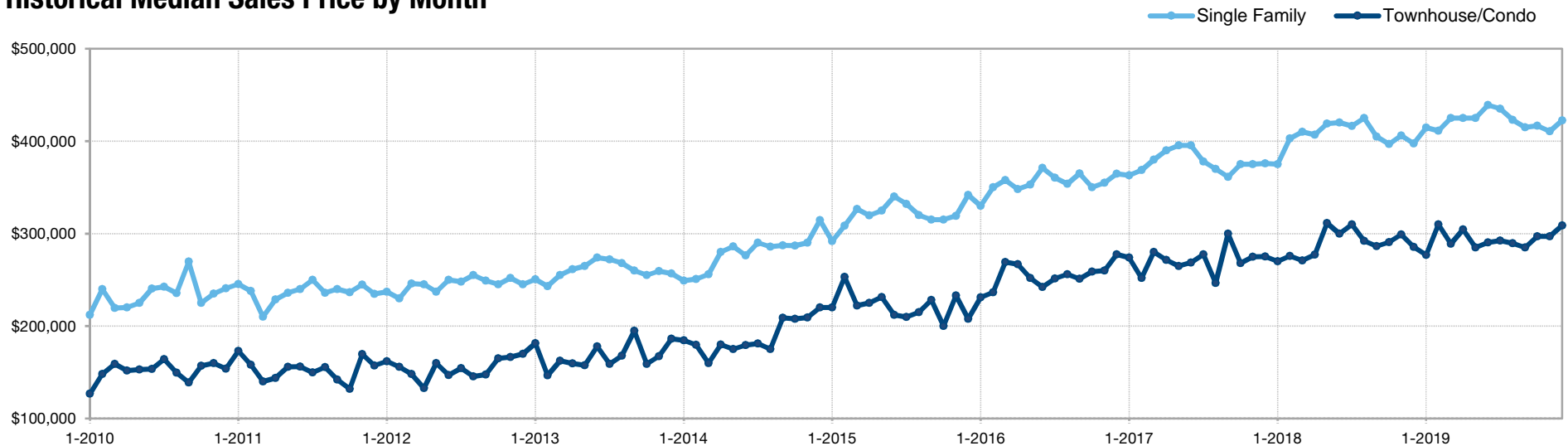
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Jan-2019	\$414,500	+10.5%	\$277,000	+2.6%
Feb-2019	\$411,250	+2.0%	\$310,000	+12.4%
Mar-2019	\$425,000	+3.7%	\$289,000	+6.6%
Apr-2019	\$425,000	+4.4%	\$304,613	+9.9%
May-2019	\$425,000	+1.4%	\$285,000	-8.5%
Jun-2019	\$439,000	+4.5%	\$290,314	-3.2%
Jul-2019	\$434,901	+4.5%	\$292,500	-5.6%
Aug-2019	\$423,000	-0.5%	\$289,500	-0.9%
Sep-2019	\$415,000	+2.5%	\$285,000	-0.5%
Oct-2019	\$416,687	+5.0%	\$297,000	+2.2%
Nov-2019	\$410,650	+1.1%	\$297,000	-0.7%
<b>Dec-2019</b>	<b>\$422,500</b>	<b>+6.3%</b>	<b>\$308,750</b>	<b>+8.1%</b>
12-Month Avg*	\$423,500	+3.4%	\$292,500	-0.2%

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

## Historical Median Sales Price by Month



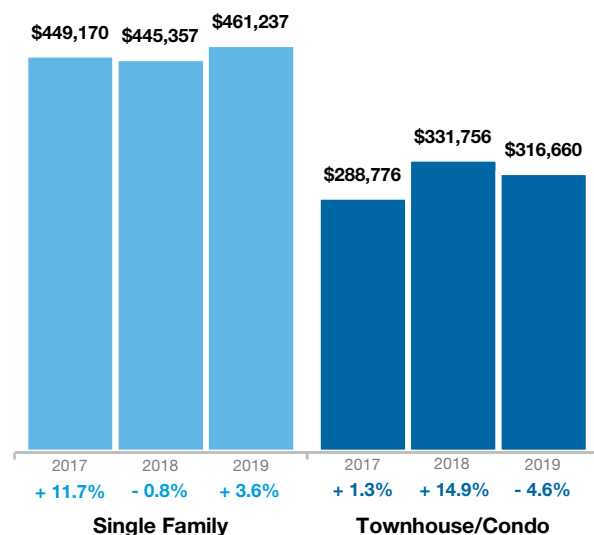


# Average Sales Price

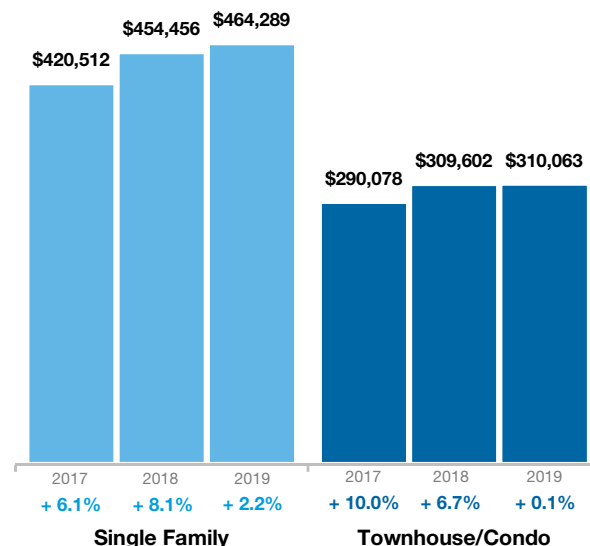
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



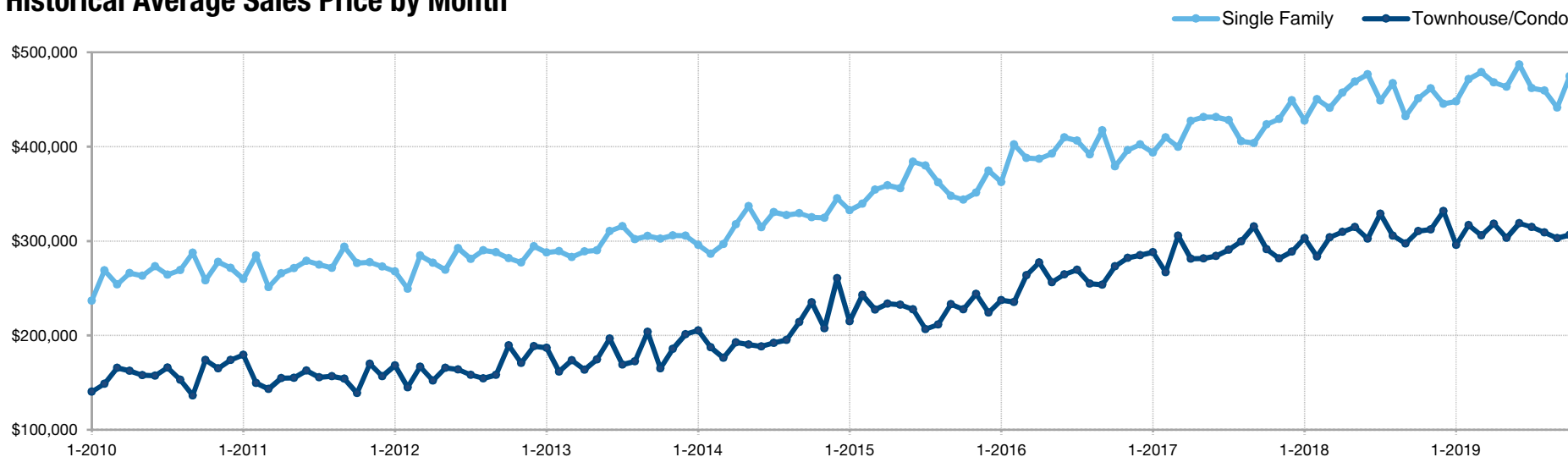
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Jan-2019	\$447,888	+4.7%	\$295,785	-2.4%
Feb-2019	\$471,399	+4.7%	\$316,914	+11.8%
Mar-2019	\$478,978	+8.6%	\$305,863	+0.6%
Apr-2019	\$467,890	+2.4%	\$318,276	+2.8%
May-2019	\$463,380	-1.2%	\$303,377	-3.7%
Jun-2019	\$487,001	+2.2%	\$318,911	+5.5%
Jul-2019	\$461,814	+2.9%	\$314,797	-4.3%
Aug-2019	\$459,292	-1.7%	\$309,001	+1.1%
Sep-2019	\$441,356	+2.1%	\$302,939	+1.9%
Oct-2019	\$474,439	+5.2%	\$306,536	-1.3%
Nov-2019	\$445,462	-3.5%	\$301,862	-3.3%
<b>Dec-2019</b>	<b>\$461,237</b>	<b>+3.6%</b>	<b>\$316,660</b>	<b>-4.6%</b>
12-Month Avg*	\$464,289	+2.2%	\$310,063	+0.1%

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

## Historical Average Sales Price by Month

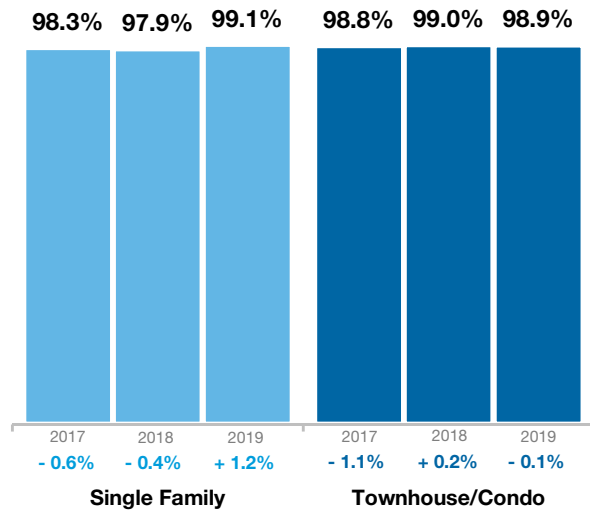


# Percent of List Price Received

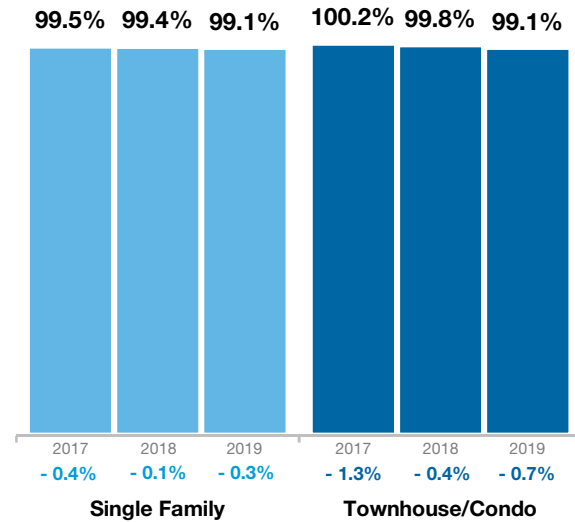
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Jan-2019	98.7%	-0.3%	98.6%	0.0%
Feb-2019	98.7%	-0.2%	98.4%	-1.2%
Mar-2019	99.1%	-0.6%	99.5%	-0.3%
Apr-2019	99.3%	-0.8%	99.3%	-1.1%
May-2019	99.6%	-0.6%	99.6%	-1.1%
Jun-2019	99.5%	-0.7%	99.9%	-0.5%
Jul-2019	99.4%	-0.3%	99.5%	-1.2%
Aug-2019	98.8%	-0.4%	99.3%	-0.5%
Sep-2019	99.2%	-0.1%	98.7%	-0.3%
Oct-2019	98.7%	-0.2%	98.1%	-1.1%
Nov-2019	98.7%	-0.1%	98.3%	-0.1%
<b>Dec-2019</b>	<b>99.1%</b>	<b>+1.2%</b>	<b>98.9%</b>	<b>-0.1%</b>
12-Month Avg*	99.4%	-0.3%	99.8%	-0.7%

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

## Historical Percent of List Price Received by Month



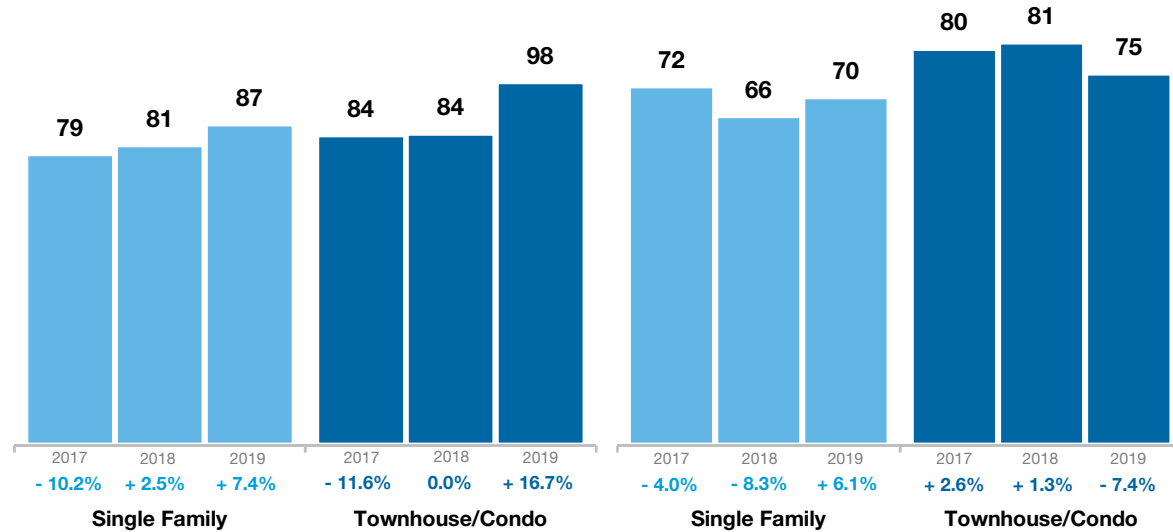
# Days on Market Until Sale

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



## December

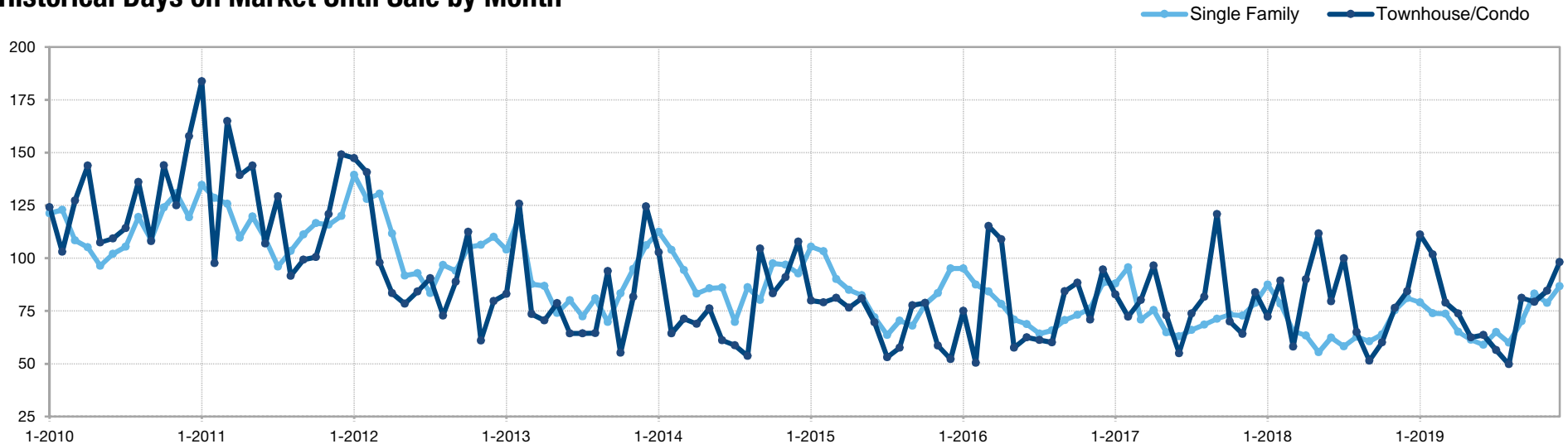
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Jan-2019	79	-10.2%	111	+54.2%
Feb-2019	74	-5.1%	102	+14.6%
Mar-2019	74	+13.8%	79	+36.2%
Apr-2019	65	+3.2%	74	-17.8%
May-2019	61	+10.9%	62	-44.6%
Jun-2019	59	-4.8%	64	-20.0%
Jul-2019	65	+12.1%	56	-44.0%
Aug-2019	60	-4.8%	50	-23.1%
Sep-2019	70	+14.8%	81	+55.8%
Oct-2019	83	+29.7%	79	+31.7%
Nov-2019	79	+5.3%	85	+11.8%
<b>Dec-2019</b>	<b>87</b>	<b>+7.4%</b>	<b>98</b>	<b>+16.7%</b>
12-Month Avg	70	+5.6%	75	-7.7%

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

## Historical Days on Market Until Sale by Month



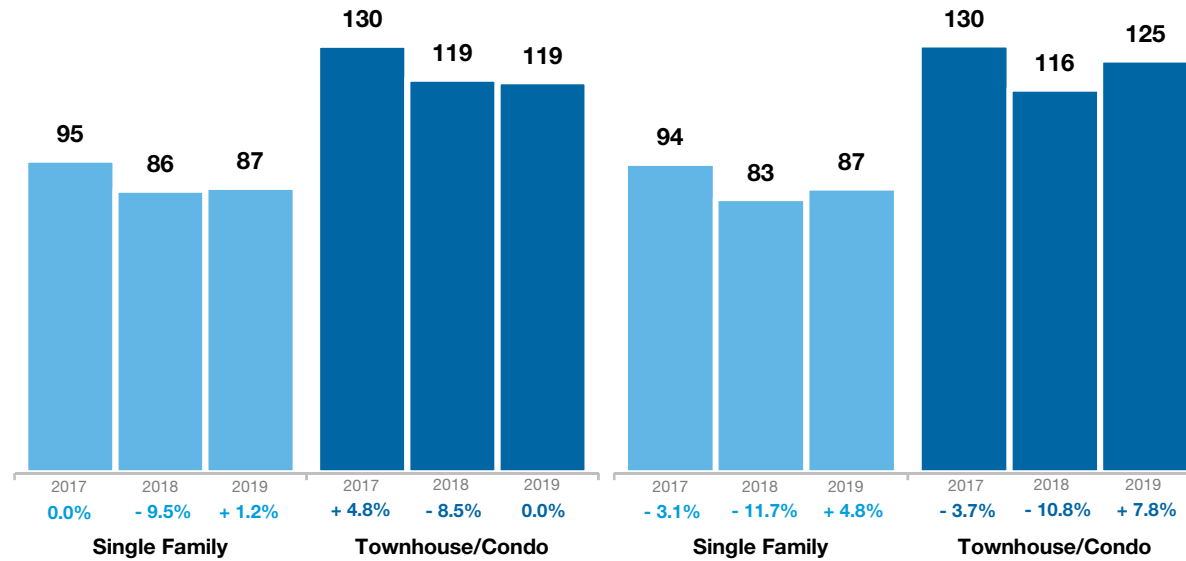
# Housing Affordability Index

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.



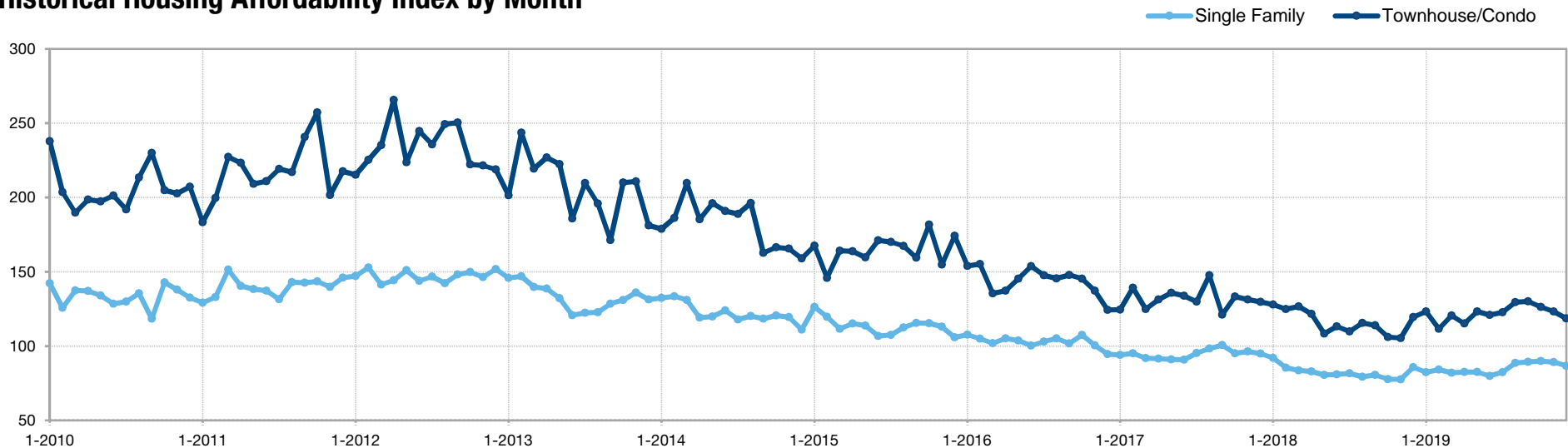
## December

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Jan-2019	82	-10.9%	123	-3.9%
Feb-2019	84	-2.3%	112	-10.4%
Mar-2019	82	-2.4%	121	-4.7%
Apr-2019	83	0.0%	115	-5.7%
May-2019	83	+2.5%	123	+13.9%
Jun-2019	80	-1.2%	121	+7.1%
Jul-2019	83	+1.2%	123	+11.8%
Aug-2019	89	+12.7%	130	+12.1%
Sep-2019	89	+9.9%	130	+14.0%
Oct-2019	90	+15.4%	126	+18.9%
Nov-2019	89	+14.1%	123	+17.1%
Dec-2019	87	+1.2%	119	0.0%
12-Month Avg	85	+5.6%	82	+2.5%

## Historical Housing Affordability Index by Month

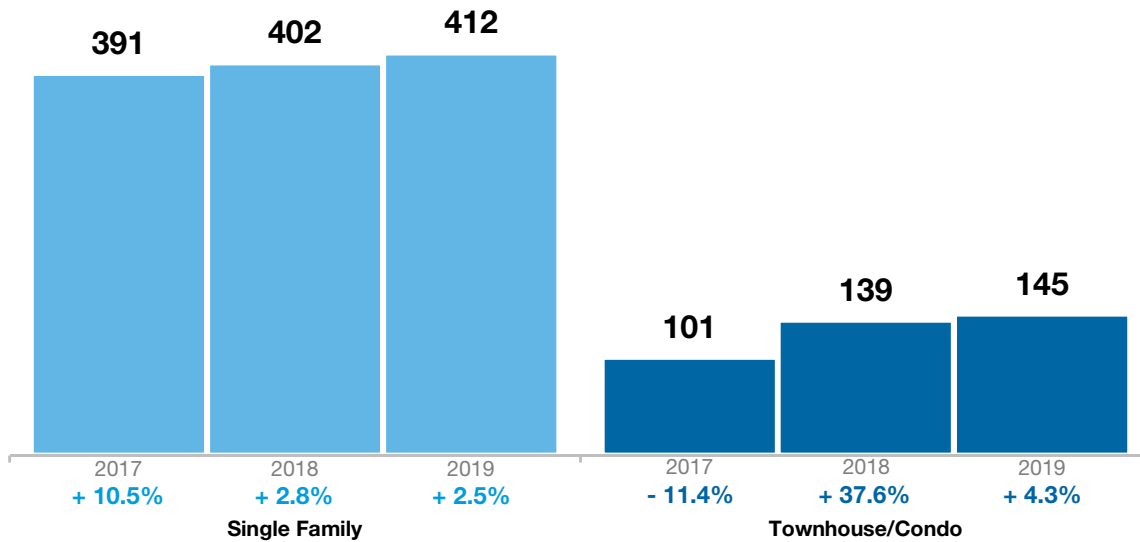


# Inventory of Active Listings

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



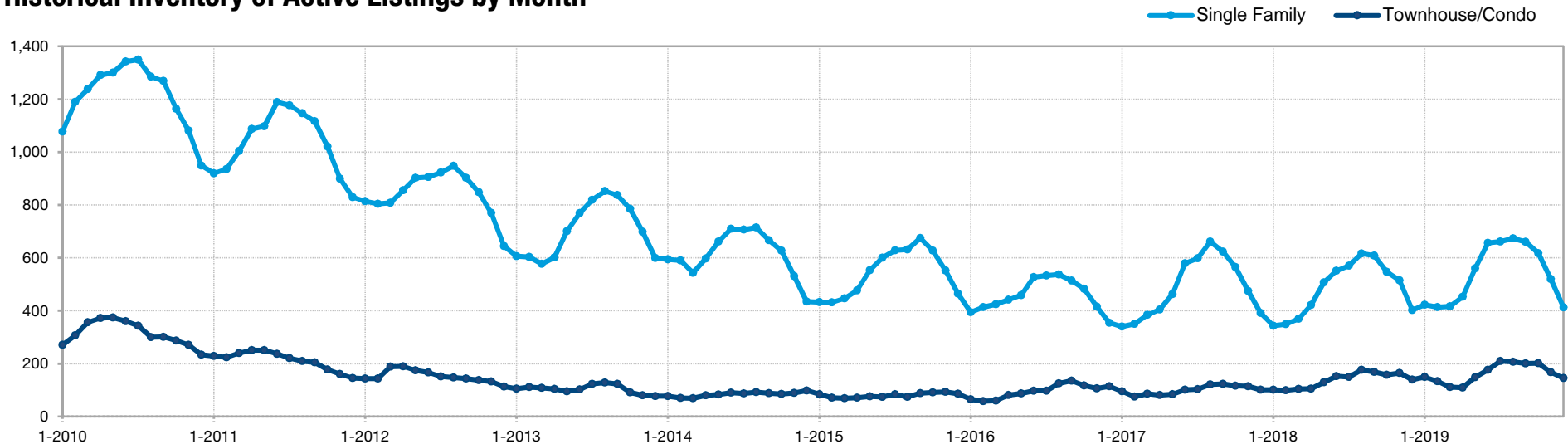
## December



Active Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Jan-2019	422	+23.0%	149	+47.5%
Feb-2019	413	+18.3%	133	+34.3%
Mar-2019	416	+12.7%	111	+6.7%
Apr-2019	453	+7.6%	109	+3.8%
May-2019	560	+10.5%	148	+14.7%
Jun-2019	656	+19.1%	177	+16.4%
Jul-2019	661	+16.0%	210	+40.9%
Aug-2019	673	+9.3%	207	+16.9%
Sep-2019	660	+8.6%	201	+19.6%
Oct-2019	617	+12.8%	202	+28.7%
Nov-2019	520	+1.0%	167	+1.8%
<b>Dec-2019</b>	<b>412</b>	<b>+2.5%</b>	<b>145</b>	<b>+4.3%</b>
12-Month Avg*	539	+11.5%	163	+19.2%

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

## Historical Inventory of Active Listings by Month

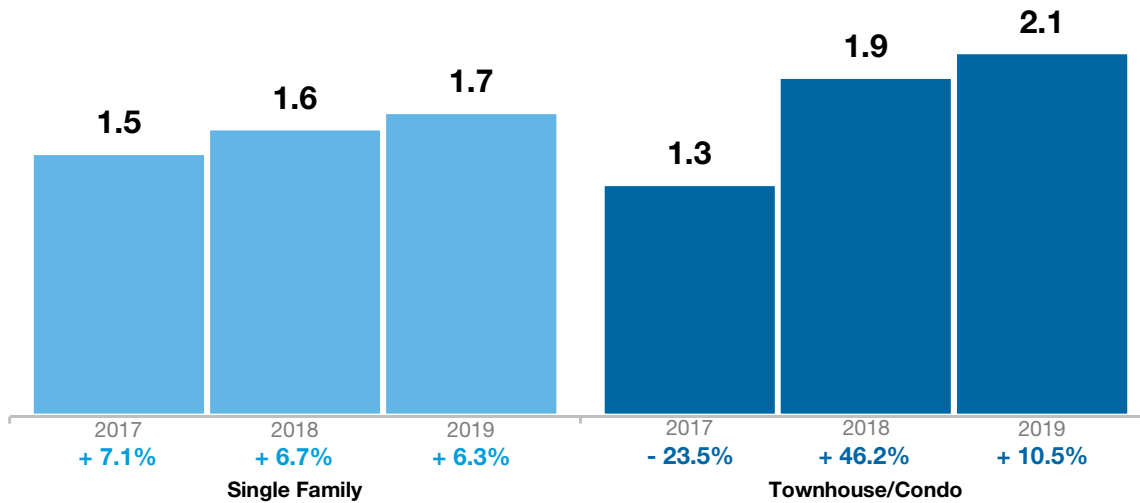


# Months Supply of Inventory

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.



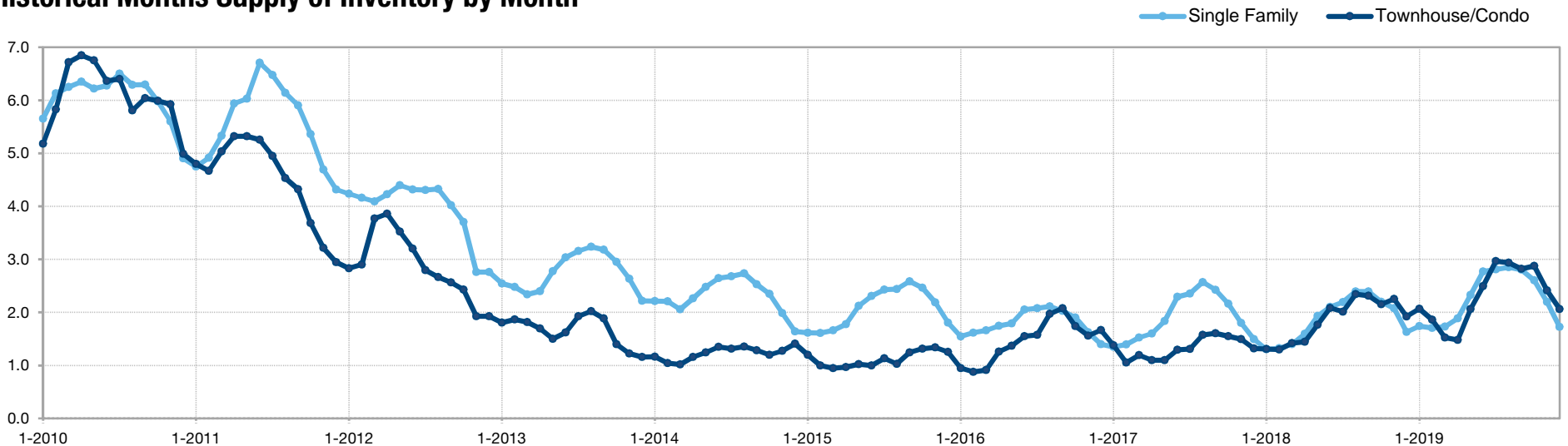
## December



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Jan-2019	1.7	+30.8%	2.1	+61.5%
Feb-2019	1.7	+30.8%	1.9	+46.2%
Mar-2019	1.7	+21.4%	1.5	+7.1%
Apr-2019	1.9	+18.8%	1.5	+7.1%
May-2019	2.3	+21.1%	2.1	+16.7%
Jun-2019	2.8	+33.3%	2.5	+19.0%
Jul-2019	2.8	+27.3%	3.0	+50.0%
Aug-2019	2.9	+20.8%	2.9	+26.1%
Sep-2019	2.8	+16.7%	2.8	+21.7%
Oct-2019	2.6	+18.2%	2.9	+31.8%
Nov-2019	2.2	+4.8%	2.4	+4.3%
<b>Dec-2019</b>	<b>1.7</b>	<b>+6.3%</b>	<b>2.1</b>	<b>+10.5%</b>
12-Month Avg*	2.3	+20.5%	2.3	+23.5%

\* Months Supply for all properties from January 2019 through December 2019. 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.



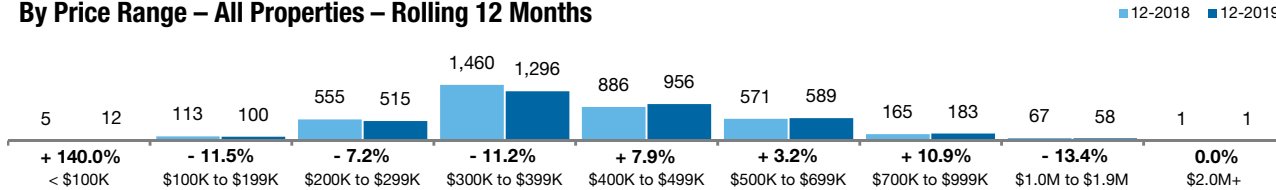
Key Metrics	Historical Sparkbars	12-2018	12-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		140	170	+ 21.4%	4,709	4,912	+ 4.3%
Pending Sales		174	176	+ 1.1%	841	855	+ 1.7%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		250	293	+ 17.2%	3,823	3,710	- 3.0%
Median Sales Price		\$374,500	\$395,000	+ 5.5%	\$383,417	\$395,000	+ 3.0%
Avg. Sales Price		\$421,728	\$428,670	+ 1.8%	\$421,606	\$429,195	+ 1.8%
Pct. of List Price Received		98.2%	99.0%	- 0.4%	99.5%	99.1%	- 0.4%
Days on Market		82	89	+ 2.9%	69	71	+ 2.9%
Affordability Index		91	93	+ 4.2%	89	93	+ 4.2%
Active Listings		541	557	+ 3.0%	--	--	--
Months Supply		1.7	1.8	+ 6.1%	--	--	--

# Sold Listings

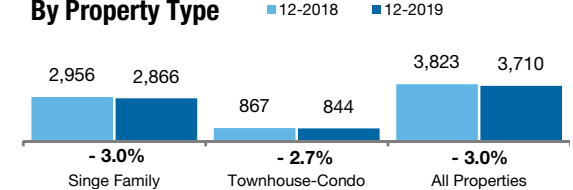
Actual sales that have closed in a given quarter.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	12-2018	12-2019	Change	12-2018	12-2019	Change
\$99,999 and Below	5	12	+ 140.0%	0	0	--
\$100,000 to \$199,999	46	49	+ 6.5%	67	51	- 23.9%
\$200,000 to \$299,999	161	123	- 23.6%	394	392	- 0.5%
\$300,000 to \$399,999	1,144	990	- 13.5%	316	306	- 3.2%
\$400,000 to \$499,999	836	890	+ 6.5%	50	66	+ 32.0%
\$500,000 to \$699,999	542	570	+ 5.2%	29	19	- 34.5%
\$700,000 to \$999,999	160	176	+ 10.0%	5	7	+ 40.0%
\$1,000,000 to \$1,999,999	61	55	- 9.8%	6	3	- 50.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>2,956</b>	<b>2,866</b>	<b>- 3.0%</b>	<b>867</b>	<b>844</b>	<b>- 2.7%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	11-2019	12-2019	Change	11-2019	12-2019	Change
	2	2	0.0%	0	0	--
	5	1	- 80.0%	4	3	- 25.0%
	11	10	- 9.1%	24	26	+ 8.3%
	79	84	+ 6.3%	21	29	+ 38.1%
	64	67	+ 4.7%	4	7	+ 75.0%
	37	49	+ 32.4%	1	1	0.0%
	10	12	+ 20.0%	0	0	--
	6	1	- 83.3%	0	0	--
	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>214</b>	<b>227</b>	<b>+ 6.1%</b>	<b>54</b>	<b>66</b>	<b>+ 22.2%</b>

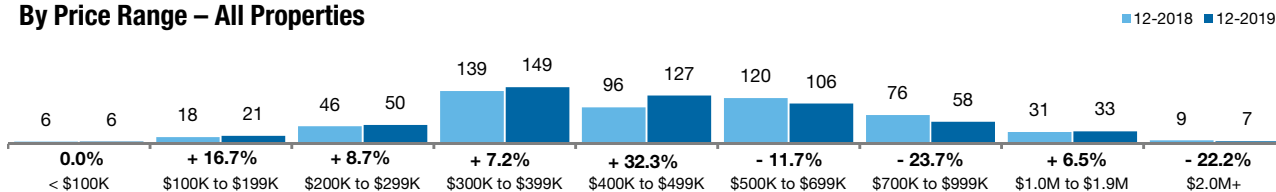
### Year to Date

	Single Family			Townhouse-Condo		
	12-2018	12-2019	Change	12-2018	12-2019	Change
	5	12	+ 140.0%	0	0	--
	46	49	+ 6.5%	67	51	- 23.9%
	161	123	- 23.6%	394	392	- 0.5%
	1,144	990	- 13.5%	316	306	- 3.2%
	836	890	+ 6.5%	50	66	+ 32.0%
	542	570	+ 5.2%	29	19	- 34.5%
	160	176	+ 10.0%	5	7	+ 40.0%
	61	55	- 9.8%	6	3	- 50.0%
	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>2,956</b>	<b>2,866</b>	<b>- 3.0%</b>	<b>867</b>	<b>844</b>	<b>- 2.7%</b>

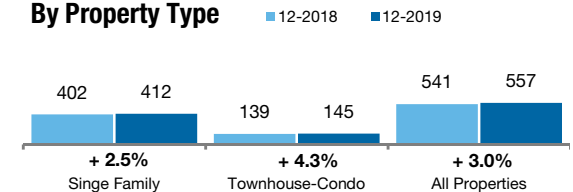
# Inventory of Active Listings

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		
	12-2018	12-2019	Change	12-2018	12-2019	Change
\$99,999 and Below	6	6	0.0%	0	0	--
\$100,000 to \$199,999	15	11	- 26.7%	3	10	+ 233.3%
\$200,000 to \$299,999	19	14	- 26.3%	27	36	+ 33.3%
\$300,000 to \$399,999	91	85	- 6.6%	48	64	+ 33.3%
\$400,000 to \$499,999	81	117	+ 44.4%	15	10	- 33.3%
\$500,000 to \$699,999	100	88	- 12.0%	20	18	- 10.0%
\$700,000 to \$999,999	54	51	- 5.6%	22	7	- 68.2%
\$1,000,000 to \$1,999,999	27	33	+ 22.2%	4	0	- 100.0%
\$2,000,000 and Above	9	7	- 22.2%	0	0	--
<b>All Price Ranges</b>	<b>402</b>	<b>412</b>	<b>+ 2.5%</b>	<b>139</b>	<b>145</b>	<b>+ 4.3%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	11-2019	12-2019	Change	11-2019	12-2019	Change
	7	6	- 14.3%	0	0	--
	11	11	0.0%	11	10	- 9.1%
	15	14	- 6.7%	56	36	- 35.7%
	112	85	- 24.1%	74	64	- 13.5%
	158	117	- 25.9%	8	10	+ 25.0%
	113	88	- 22.1%	10	18	+ 80.0%
	54	51	- 5.6%	8	7	- 12.5%
	41	33	- 19.5%	0	0	--
	9	7	- 22.2%	0	0	--
<b>All Price Ranges</b>	<b>520</b>	<b>412</b>	<b>- 20.8%</b>	<b>167</b>	<b>145</b>	<b>- 13.2%</b>

### Year to Date

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

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	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).
<b>Pending Sales</b>	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.
<b>Under Contract Activity</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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 December 2019

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## Berthoud

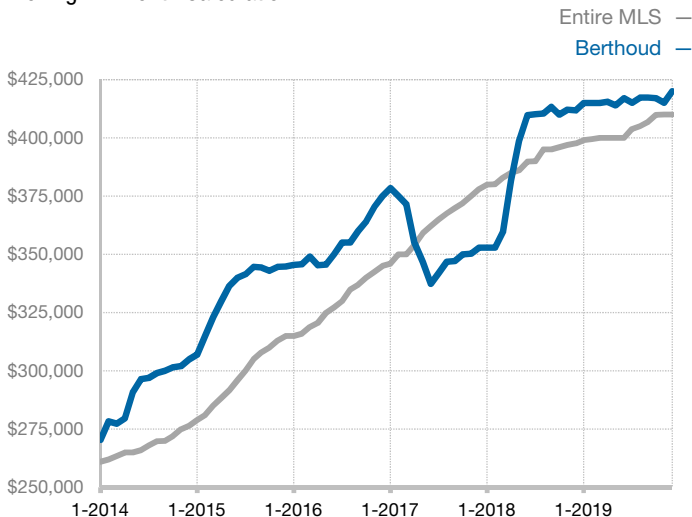
	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	28	16	- 42.9%	485	529	+ 9.1%
Closed Sales	29	22	- 24.1%	328	433	+ 32.0%
Median Sales Price*	\$406,475	<b>\$499,076</b>	+ 22.8%	\$411,826	<b>\$420,000</b>	+ 2.0%
Average Sales Price*	\$431,122	<b>\$523,738</b>	+ 21.5%	\$455,104	<b>\$472,561</b>	+ 3.8%
Percent of List Price Received*	99.8%	<b>99.1%</b>	- 0.7%	99.7%	<b>99.5%</b>	- 0.2%
Days on Market Until Sale	102	<b>67</b>	- 34.3%	88	<b>93</b>	+ 5.7%
Inventory of Homes for Sale	108	<b>83</b>	- 23.1%	--	--	--
Months Supply of Inventory	4.0	<b>2.3</b>	- 42.5%	--	--	--

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

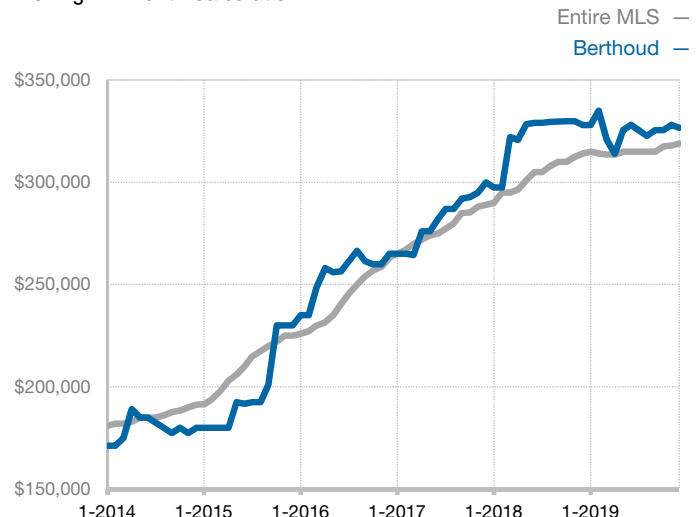
	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	0	<b>9</b>	--	38	<b>87</b>	+ 128.9%
Closed Sales	0	<b>3</b>	--	22	<b>34</b>	+ 54.5%
Median Sales Price*	\$0	<b>\$272,000</b>	--	\$327,985	<b>\$326,724</b>	- 0.4%
Average Sales Price*	\$0	<b>\$303,463</b>	--	\$336,995	<b>\$356,646</b>	+ 5.8%
Percent of List Price Received*	0.0%	<b>99.9%</b>	--	100.9%	<b>101.0%</b>	+ 0.1%
Days on Market Until Sale	0	<b>16</b>	--	69	<b>99</b>	+ 43.5%
Inventory of Homes for Sale	6	<b>19</b>	+ 216.7%	--	--	--
Months Supply of Inventory	2.5	<b>6.1</b>	+ 144.0%	--	--	--

\* 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 December 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

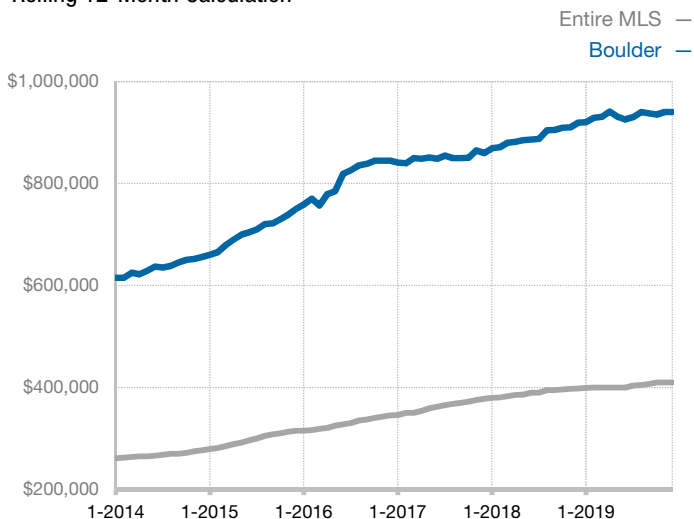
Single Family	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	26	32	+ 23.1%	1,348	1,533	+ 13.7%
Closed Sales	67	72	+ 7.5%	932	932	0.0%
Median Sales Price*	\$885,000	<b>\$933,763</b>	+ 5.5%	\$919,525	<b>\$940,000</b>	+ 2.2%
Average Sales Price*	\$1,078,826	<b>\$1,158,775</b>	+ 7.4%	\$1,169,061	<b>\$1,207,864</b>	+ 3.3%
Percent of List Price Received*	96.6%	<b>96.5%</b>	- 0.1%	98.7%	<b>98.0%</b>	- 0.7%
Days on Market Until Sale	83	81	- 2.4%	64	67	+ 4.7%
Inventory of Homes for Sale	138	146	+ 5.8%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--

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

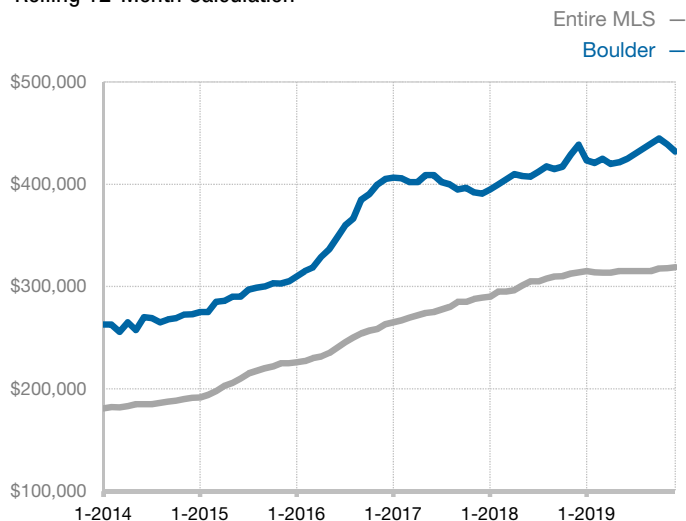
Townhouse/Condo	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	19	24	+ 26.3%	923	984	+ 6.6%
Closed Sales	37	40	+ 8.1%	688	649	- 5.7%
Median Sales Price*	\$498,750	<b>\$407,500</b>	- 18.3%	\$438,750	<b>\$432,000</b>	- 1.5%
Average Sales Price*	\$560,433	<b>\$552,838</b>	- 1.4%	\$507,561	<b>\$516,812</b>	+ 1.8%
Percent of List Price Received*	99.1%	<b>98.3%</b>	- 0.8%	99.8%	<b>98.9%</b>	- 0.9%
Days on Market Until Sale	58	113	+ 94.8%	50	80	+ 60.0%
Inventory of Homes for Sale	114	99	- 13.2%	--	--	--
Months Supply of Inventory	2.0	1.8	- 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.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Local Market Update for December 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

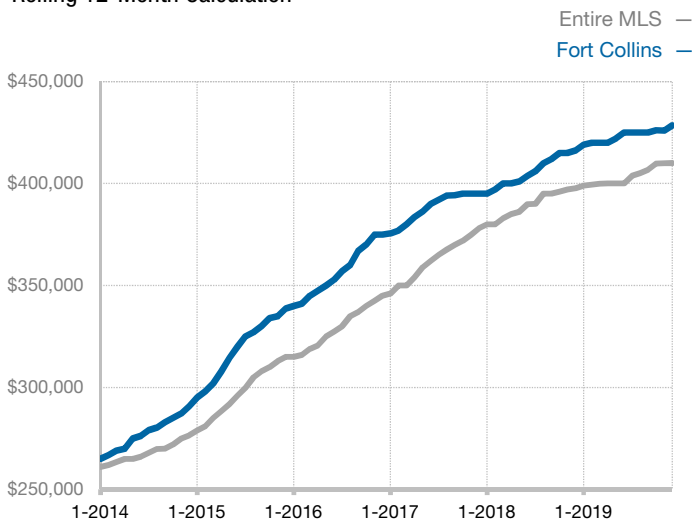
Single Family	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	64	83	+ 29.7%	2,720	2,679	- 1.5%
Closed Sales	143	156	+ 9.1%	2,268	2,079	- 8.3%
Median Sales Price*	\$400,000	<b>\$426,000</b>	+ 6.5%	\$416,250	<b>\$428,475</b>	+ 2.9%
Average Sales Price*	\$440,336	<b>\$465,757</b>	+ 5.8%	\$462,067	<b>\$473,632</b>	+ 2.5%
Percent of List Price Received*	97.7%	<b>99.0%</b>	+ 1.3%	99.5%	<b>99.1%</b>	- 0.4%
Days on Market Until Sale	79	73	- 7.6%	61	61	0.0%
Inventory of Homes for Sale	244	224	- 8.2%	--	--	--
Months Supply of Inventory	1.3	1.3	0.0%	--	--	--

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

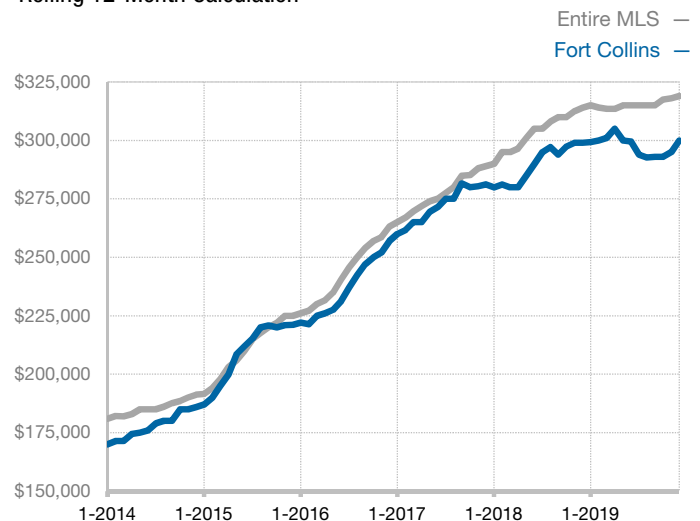
Townhouse/Condo	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	36	42	+ 16.7%	940	1,014	+ 7.9%
Closed Sales	45	53	+ 17.8%	815	751	- 7.9%
Median Sales Price*	\$285,000	<b>\$330,000</b>	+ 15.8%	\$299,000	<b>\$299,900</b>	+ 0.3%
Average Sales Price*	\$328,409	<b>\$324,745</b>	- 1.1%	\$312,321	<b>\$311,802</b>	- 0.2%
Percent of List Price Received*	98.7%	<b>98.7%</b>	0.0%	99.8%	<b>99.0%</b>	- 0.8%
Days on Market Until Sale	79	89	+ 12.7%	81	69	- 14.8%
Inventory of Homes for Sale	118	115	- 2.5%	--	--	--
Months Supply of Inventory	1.7	1.8	+ 5.9%	--	--	--

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

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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





# Local Market Update for December 2019

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## Greeley

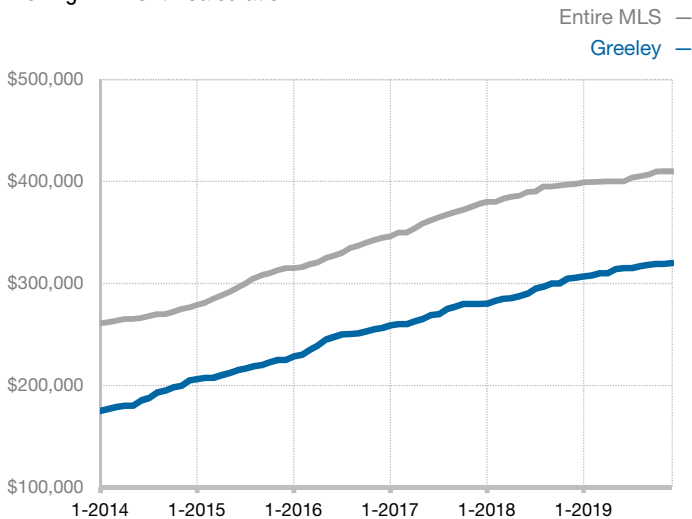
Single Family	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	77	69	- 10.4%	1,901	1,849	- 2.7%
Closed Sales	101	98	- 3.0%	1,558	1,577	+ 1.2%
Median Sales Price*	\$304,900	<b>\$320,750</b>	+ 5.2%	\$305,627	<b>\$320,000</b>	+ 4.7%
Average Sales Price*	\$311,623	<b>\$325,588</b>	+ 4.5%	\$320,625	<b>\$330,134</b>	+ 3.0%
Percent of List Price Received*	99.0%	<b>99.2%</b>	+ 0.2%	100.2%	<b>99.6%</b>	- 0.6%
Days on Market Until Sale	61	68	+ 11.5%	56	56	0.0%
Inventory of Homes for Sale	176	135	- 23.3%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

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

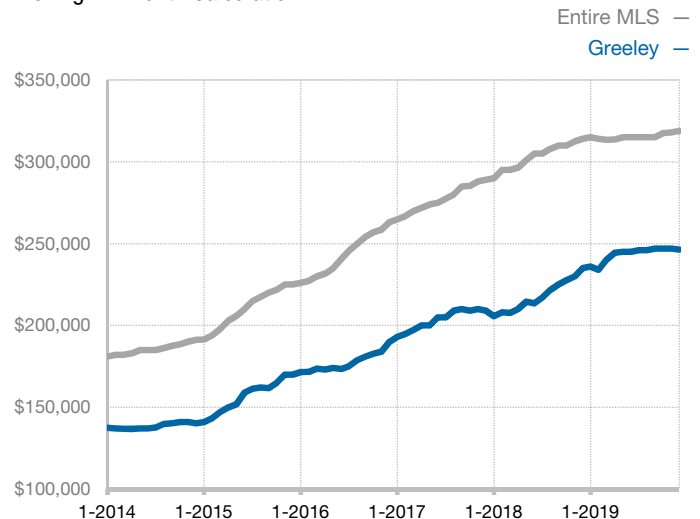
Townhouse/Condo	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	17	8	- 52.9%	300	327	+ 9.0%
Closed Sales	17	19	+ 11.8%	261	280	+ 7.3%
Median Sales Price*	\$239,900	<b>\$225,000</b>	- 6.2%	\$235,000	<b>\$246,450</b>	+ 4.9%
Average Sales Price*	\$241,141	<b>\$243,561</b>	+ 1.0%	\$238,646	<b>\$247,735</b>	+ 3.8%
Percent of List Price Received*	98.8%	<b>98.7%</b>	- 0.1%	99.9%	<b>99.2%</b>	- 0.7%
Days on Market Until Sale	70	59	- 15.7%	47	54	+ 14.9%
Inventory of Homes for Sale	19	19	0.0%	--	--	--
Months Supply of Inventory	0.9	0.8	- 11.1%	--	--	--

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

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Local Market Update for December 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

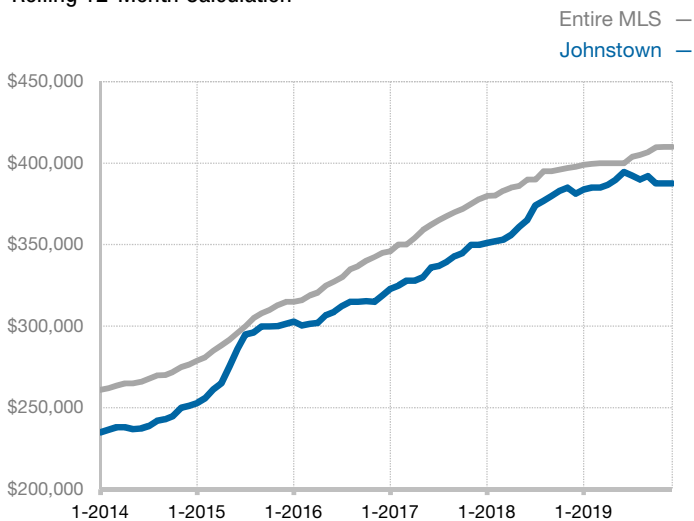
Single Family	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	10	13	+ 30.0%	528	504	- 4.5%
Closed Sales	20	28	+ 40.0%	428	391	- 8.6%
Median Sales Price*	\$360,922	\$375,500	+ 4.0%	\$381,250	\$387,500	+ 1.6%
Average Sales Price*	\$407,490	\$407,073	- 0.1%	\$401,267	\$415,015	+ 3.4%
Percent of List Price Received*	98.4%	99.1%	+ 0.7%	99.8%	99.6%	- 0.2%
Days on Market Until Sale	79	87	+ 10.1%	65	74	+ 13.8%
Inventory of Homes for Sale	62	54	- 12.9%	--	--	--
Months Supply of Inventory	1.7	1.7	0.0%	--	--	--

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

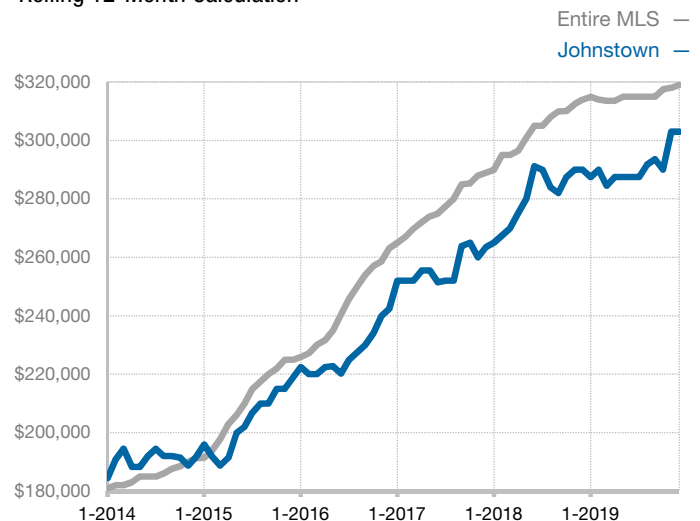
Townhouse/Condo	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	3	0	- 100.0%	30	18	- 40.0%
Closed Sales	4	0	- 100.0%	26	17	- 34.6%
Median Sales Price*	\$320,500	\$0	- 100.0%	\$290,000	\$303,000	+ 4.5%
Average Sales Price*	\$323,500	\$0	- 100.0%	\$295,030	\$316,368	+ 7.2%
Percent of List Price Received*	99.1%	0.0%	- 100.0%	99.1%	99.6%	+ 0.5%
Days on Market Until Sale	118	0	- 100.0%	63	70	+ 11.1%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	1.3	1.2	- 7.7%	--	--	--

\* 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 December 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

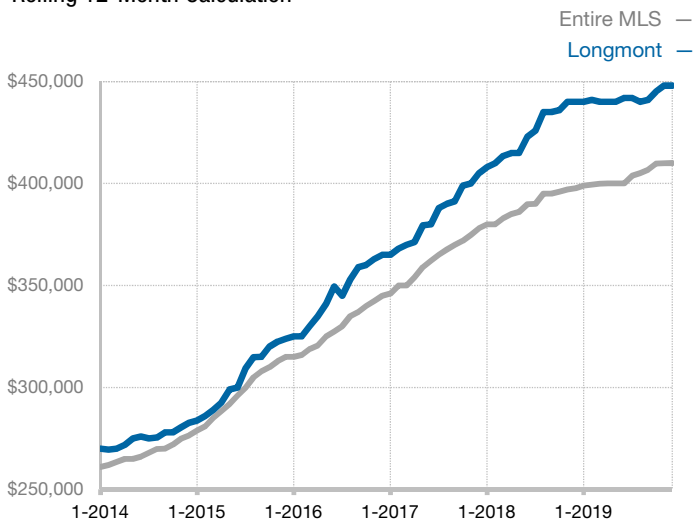
Single Family	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	63	69	+ 9.5%	1,716	1,814	+ 5.7%
Closed Sales	94	107	+ 13.8%	1,342	1,375	+ 2.5%
Median Sales Price*	\$458,715	<b>\$464,900</b>	+ 1.3%	\$440,000	<b>\$448,000</b>	+ 1.8%
Average Sales Price*	\$537,717	<b>\$511,282</b>	- 4.9%	\$509,328	<b>\$507,375</b>	- 0.4%
Percent of List Price Received*	99.0%	<b>98.8%</b>	- 0.2%	99.8%	<b>99.0%</b>	- 0.8%
Days on Market Until Sale	80	66	- 17.5%	57	59	+ 3.5%
Inventory of Homes for Sale	201	198	- 1.5%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--

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

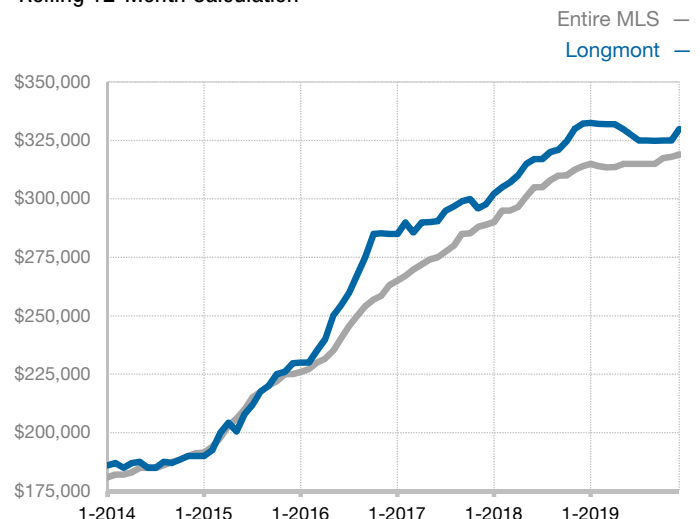
Townhouse/Condo	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	14	12	- 14.3%	406	453	+ 11.6%
Closed Sales	16	31	+ 93.8%	338	373	+ 10.4%
Median Sales Price*	\$351,250	<b>\$350,000</b>	- 0.4%	\$332,214	<b>\$329,900</b>	- 0.7%
Average Sales Price*	\$348,476	<b>\$360,211</b>	+ 3.4%	\$353,045	<b>\$345,699</b>	- 2.1%
Percent of List Price Received*	99.8%	<b>99.3%</b>	- 0.5%	100.5%	<b>99.6%</b>	- 0.9%
Days on Market Until Sale	57	101	+ 77.2%	51	77	+ 51.0%
Inventory of Homes for Sale	56	36	- 35.7%	--	--	--
Months Supply of Inventory	2.0	1.2	- 40.0%	--	--	--

\* 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 December 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

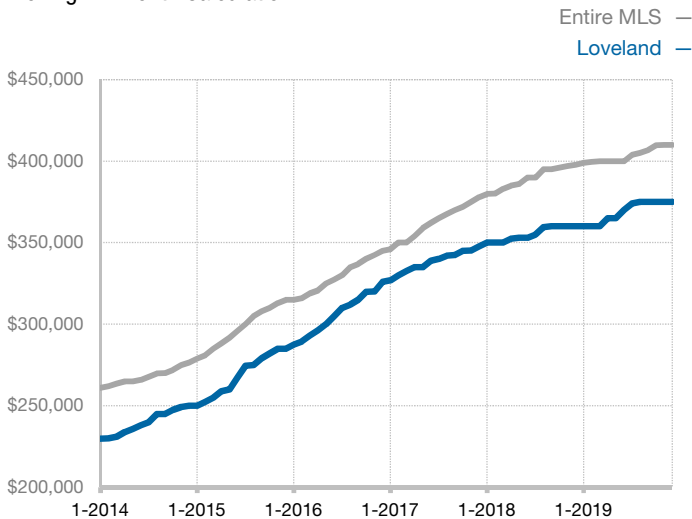
Single Family	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	65	72	+ 10.8%	1,741	1,856	+ 6.6%
Closed Sales	108	103	- 4.6%	1,407	1,388	- 1.4%
Median Sales Price*	\$353,098	<b>\$375,000</b>	+ 6.2%	\$360,000	<b>\$375,000</b>	+ 4.2%
Average Sales Price*	\$393,633	<b>\$436,041</b>	+ 10.8%	\$408,027	<b>\$431,195</b>	+ 5.7%
Percent of List Price Received*	98.6%	<b>98.9%</b>	+ 0.3%	99.8%	<b>99.1%</b>	- 0.7%
Days on Market Until Sale	68	81	+ 19.1%	68	62	- 8.8%
Inventory of Homes for Sale	149	153	+ 2.7%	--	--	--
Months Supply of Inventory	1.3	1.3	0.0%	--	--	--

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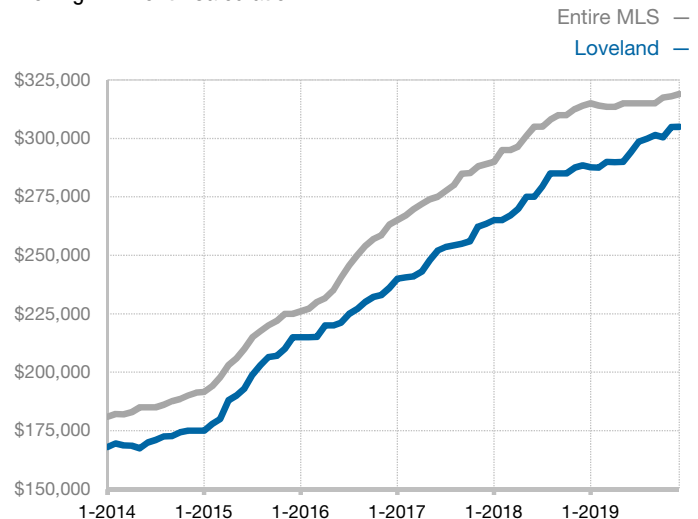
Townhouse/Condo	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	18	25	+ 38.9%	361	382	+ 5.8%
Closed Sales	22	26	+ 18.2%	320	321	+ 0.3%
Median Sales Price*	\$288,450	<b>\$302,250</b>	+ 4.8%	\$288,450	<b>\$305,000</b>	+ 5.7%
Average Sales Price*	\$300,918	<b>\$309,359</b>	+ 2.8%	\$301,237	<b>\$313,897</b>	+ 4.2%
Percent of List Price Received*	100.3%	<b>99.4%</b>	- 0.9%	100.3%	<b>99.9%</b>	- 0.4%
Days on Market Until Sale	96	88	- 8.3%	104	124	+ 19.2%
Inventory of Homes for Sale	59	70	+ 18.6%	--	--	--
Months Supply of Inventory	2.2	2.6	+ 18.2%	--	--	--

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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 December 2019

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## Wellington

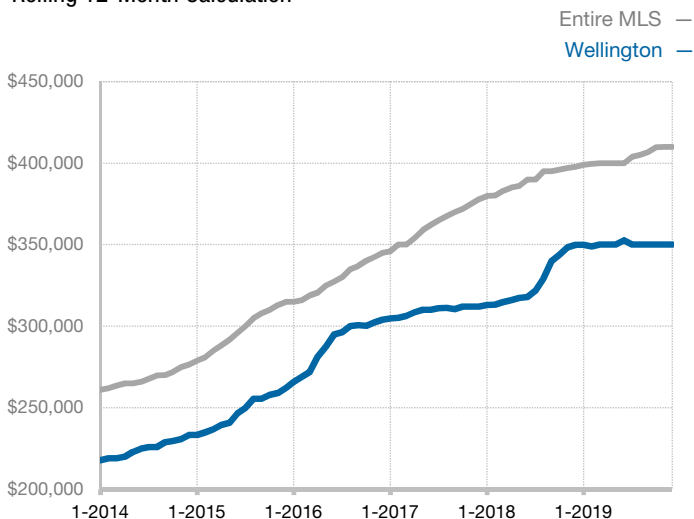
Single Family	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	10	17	+ 70.0%	342	436	+ 27.5%
Closed Sales	19	37	+ 94.7%	268	339	+ 26.5%
Median Sales Price*	\$355,000	\$360,000	+ 1.4%	\$349,950	\$350,000	+ 0.0%
Average Sales Price*	\$349,914	\$374,049	+ 6.9%	\$365,717	\$372,910	+ 2.0%
Percent of List Price Received*	99.8%	99.8%	0.0%	99.6%	99.7%	+ 0.1%
Days on Market Until Sale	65	100	+ 53.8%	54	82	+ 51.9%
Inventory of Homes for Sale	42	54	+ 28.6%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--

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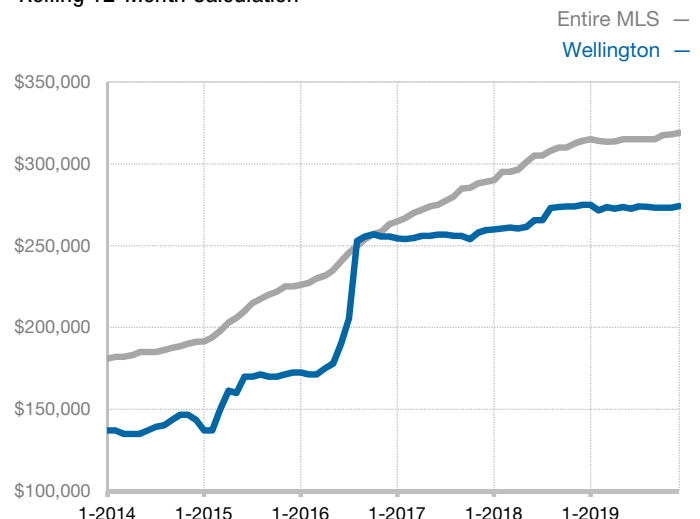
Townhouse/Condo	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	1	2	+ 100.0%	53	80	+ 50.9%
Closed Sales	6	11	+ 83.3%	43	70	+ 62.8%
Median Sales Price*	\$279,600	\$276,785	- 1.0%	\$274,900	\$274,100	- 0.3%
Average Sales Price*	\$279,233	\$279,617	+ 0.1%	\$265,641	\$273,078	+ 2.8%
Percent of List Price Received*	100.6%	99.3%	- 1.3%	100.7%	99.7%	- 1.0%
Days on Market Until Sale	109	119	+ 9.2%	71	104	+ 46.5%
Inventory of Homes for Sale	10	10	0.0%	--	--	--
Months Supply of Inventory	2.6	1.7	- 34.6%	--	--	--

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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 December 2019

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## Windsor

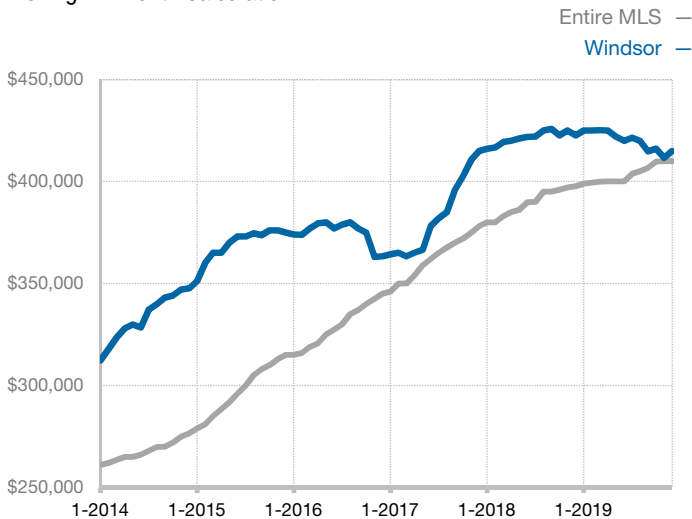
	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	54	48	- 11.1%	1,169	1,329	+ 13.7%
Closed Sales	68	64	- 5.9%	849	1,056	+ 24.4%
Median Sales Price*	\$413,165	\$457,495	+ 10.7%	\$422,650	\$415,000	- 1.8%
Average Sales Price*	\$441,465	\$490,523	+ 11.1%	\$466,619	\$466,873	+ 0.1%
Percent of List Price Received*	99.0%	99.2%	+ 0.2%	99.6%	99.6%	0.0%
Days on Market Until Sale	81	89	+ 9.9%	87	86	- 1.1%
Inventory of Homes for Sale	217	185	- 14.7%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.3%	--	--	--

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	December			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
New Listings	7	3	- 57.1%	157	183	+ 16.6%
Closed Sales	15	3	- 80.0%	118	122	+ 3.4%
Median Sales Price*	\$359,900	\$345,000	- 4.1%	\$346,282	\$325,750	- 5.9%
Average Sales Price*	\$363,115	\$352,000	- 3.1%	\$335,506	\$332,904	- 0.8%
Percent of List Price Received*	100.4%	99.2%	- 1.2%	101.9%	100.2%	- 1.7%
Days on Market Until Sale	150	132	- 12.0%	137	156	+ 13.9%
Inventory of Homes for Sale	50	37	- 26.0%	--	--	--
Months Supply of Inventory	5.1	3.6	- 29.4%	--	--	--

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