

A REALTOR & CONSUMER ADVOCACY DEPARTMENT SERVICE



# FCBR 2020

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Colorado is your backyard - and ours. That's why you can trust your investment to our 50+ years of local expertise and experience.



# Monthly Indicators



## June 2020

New Listings were down 16.1 percent for single family homes and 9.0 percent for townhouse-condo properties. Pending Sales landed at 350 for single family homes and 112 for townhouse-condo properties.

The Median Sales Price was up 2.4 percent to \$449,975 for single family homes and 6.8 percent to \$309,950 for townhouse-condo properties. Days on Market increased 11.9 percent for single family homes and 35.9 percent for townhouse-condo properties.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

## Activity Snapshot

<b>+ 7.3%</b>	<b>+ 11.9%</b>	<b>+ 2.4%</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	6-2019	6-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		459	385	- 16.1%	2,129	1,868	- 12.3%
Pending Sales		292	350	+ 19.9%	1,561	1,510	- 3.3%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		302	324	+ 7.3%	1,360	1,228	- 9.7%
Median Sales Price		\$439,500	\$449,975	+ 2.4%	\$425,000	\$435,825	+ 2.5%
Avg. Sales Price		\$487,558	\$492,747	+ 1.1%	\$471,766	\$488,191	+ 3.5%
Pct. of List Price Received		99.6%	99.3%	- 0.3%	99.3%	99.3%	0.0%
Days on Market		59	66	+ 11.9%	67	79	+ 17.9%
Affordability Index		80	86	+ 7.5%	83	89	+ 7.2%
Active Listings		659	486	- 26.3%	--	--	--
Months Supply		2.8	2.1	- 25.0%	--	--	--

# Townhouse-Condo Activity Overview

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



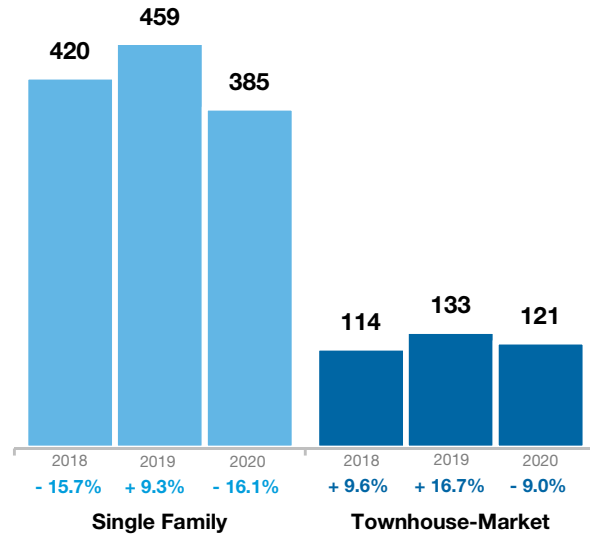
Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		133	121	- 9.0%	628	570	- 9.2%
Pending Sales		86	112	+ 30.2%	489	488	- 0.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		88	86	- 2.3%	427	416	- 2.6%
Median Sales Price		\$290,314	\$309,950	+ 6.8%	\$290,000	\$308,500	+ 6.4%
Avg. Sales Price		\$318,911	\$335,602	+ 5.2%	\$310,828	\$332,187	+ 6.9%
Pct. of List Price Received		99.9%	99.3%	- 0.6%	99.4%	99.1%	- 0.3%
Days on Market		64	87	+ 35.9%	77	106	+ 37.7%
Affordability Index		121	125	+ 3.3%	121	126	+ 4.1%
Active Listings		179	163	- 8.9%	--	--	--
Months Supply		2.5	2.3	- 8.0%	--	--	--

# New Listings

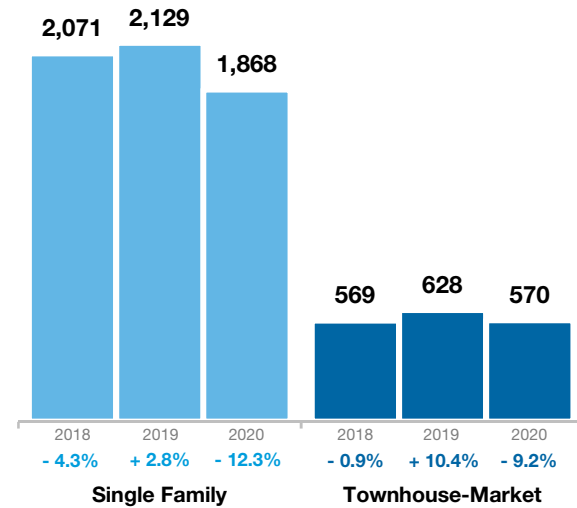
A count of the properties that have been newly listed on the market in a given month.



## June

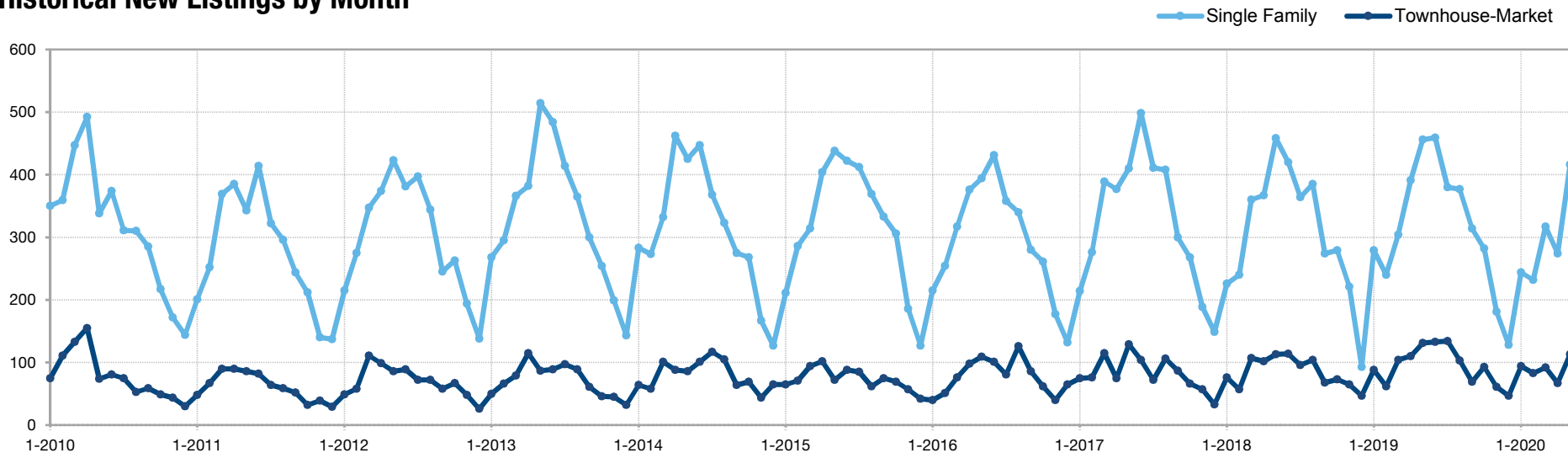


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2019	380	+4.4%	134	+39.6%
Aug-2019	377	-2.1%	103	-1.0%
Sep-2019	314	+14.6%	69	+1.5%
Oct-2019	282	+1.1%	93	+27.4%
Nov-2019	181	-18.1%	61	-6.2%
Dec-2019	128	+37.6%	47	0.0%
Jan-2020	244	-12.5%	94	+6.8%
Feb-2020	232	-3.3%	83	+33.9%
Mar-2020	317	+4.3%	92	-11.5%
Apr-2020	274	-29.9%	67	-39.1%
May-2020	416	-8.8%	113	-13.7%
<b>Jun-2020</b>	<b>385</b>	<b>-16.1%</b>	<b>121</b>	<b>-9.0%</b>
12-Month Avg	294	-5.7%	90	-0.4%

## Historical New Listings by Month

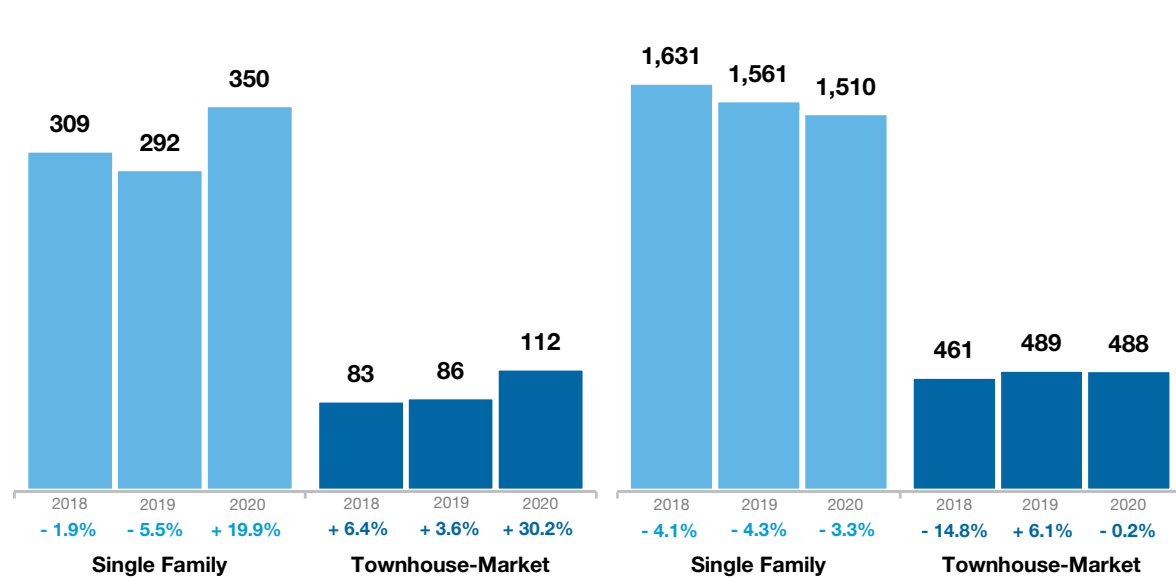


# Pending Sales

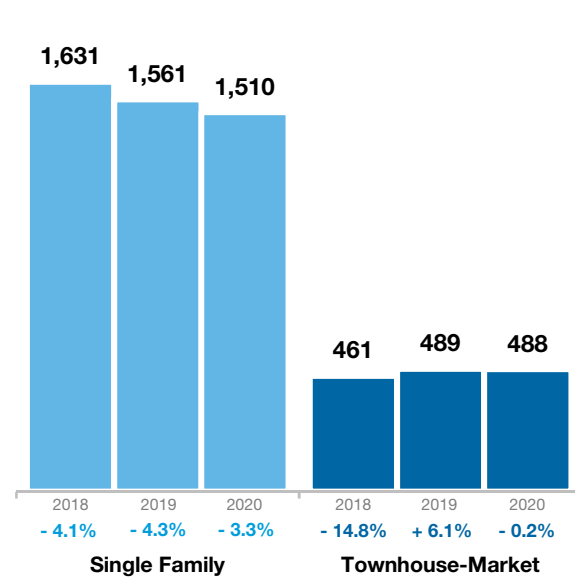
A count of the properties on which offers have been accepted in a given month.



## June

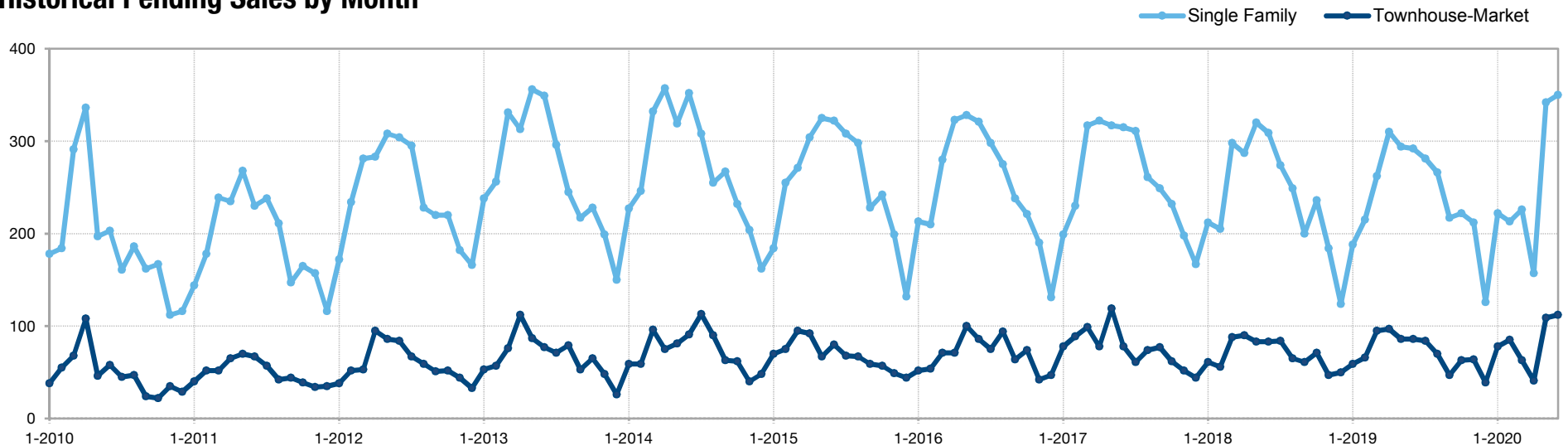


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2019	281	+2.6%	84	0.0%
Aug-2019	266	+6.8%	70	+7.7%
Sep-2019	217	+8.5%	47	-23.0%
Oct-2019	222	-5.9%	63	-11.3%
Nov-2019	212	+15.2%	64	+36.2%
Dec-2019	126	+1.6%	39	-22.0%
Jan-2020	222	+18.1%	78	+32.2%
Feb-2020	213	-0.9%	85	+28.8%
Mar-2020	226	-13.7%	63	-33.7%
Apr-2020	157	-49.4%	41	-57.7%
May-2020	342	+16.3%	109	+26.7%
<b>Jun-2020</b>	<b>350</b>	<b>+19.9%</b>	<b>112</b>	<b>+30.2%</b>
12-Month Avg	236	+0.2%	71	-1.4%

## Historical Pending Sales by Month

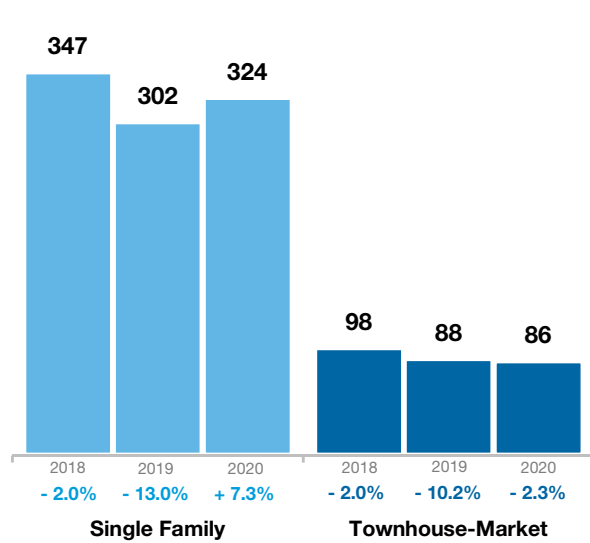


# Sold Listings

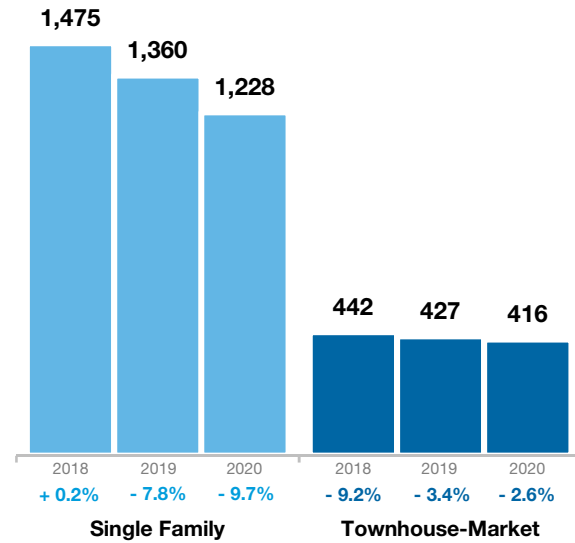
A count of the actual sales that closed in a given month.



## June

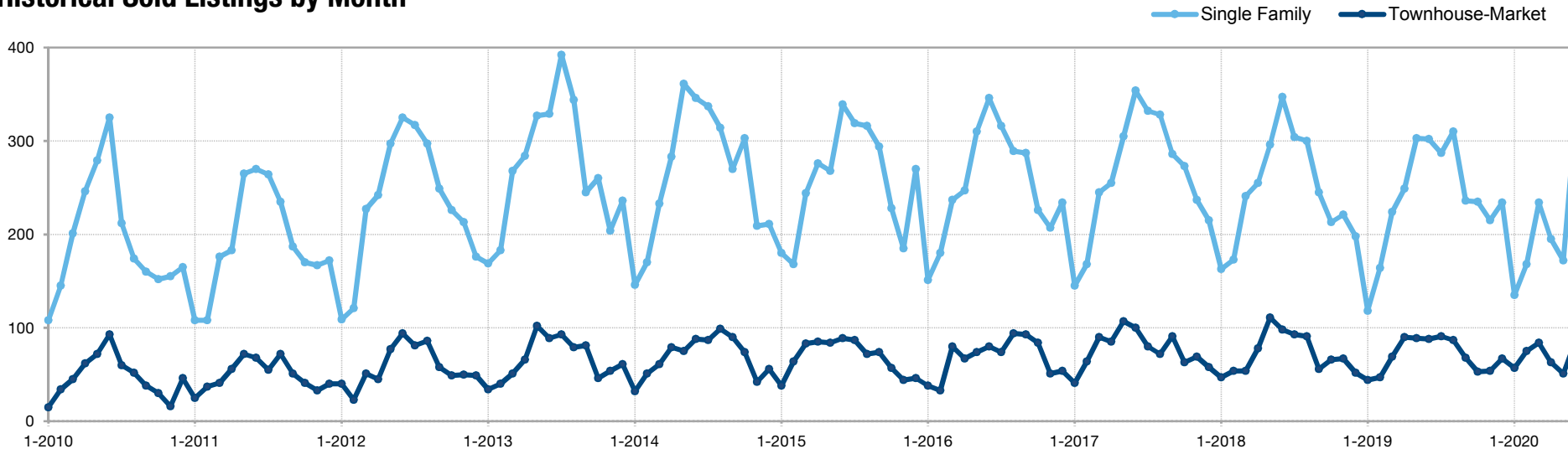


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2019	287	-5.6%	91	-2.2%
Aug-2019	310	+3.3%	87	-4.4%
Sep-2019	236	-3.7%	68	+21.4%
Oct-2019	235	+10.3%	53	-19.7%
Nov-2019	215	-2.7%	54	-19.4%
Dec-2019	234	+18.2%	67	+28.8%
Jan-2020	135	+14.4%	57	+29.5%
Feb-2020	168	+2.4%	75	+59.6%
Mar-2020	234	+4.5%	84	+21.7%
Apr-2020	195	-21.7%	63	-30.0%
May-2020	172	-43.2%	51	-42.7%
<b>Jun-2020</b>	<b>324</b>	<b>+7.3%</b>	<b>86</b>	<b>-2.3%</b>
12-Month Avg	229	-3.4%	70	-1.9%

## Historical Sold Listings by Month



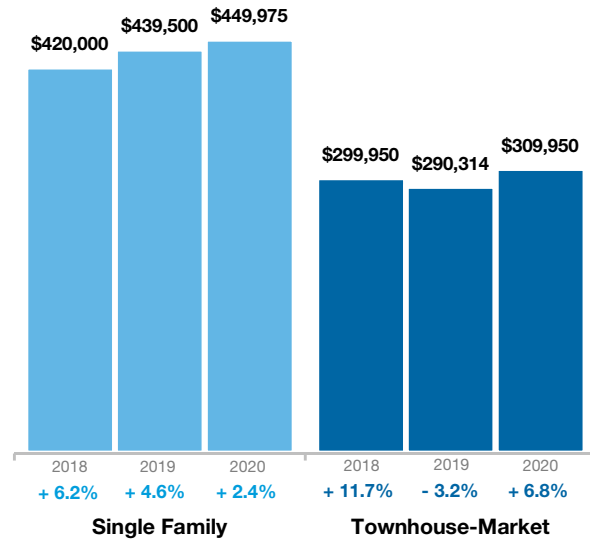


# Median Sales Price

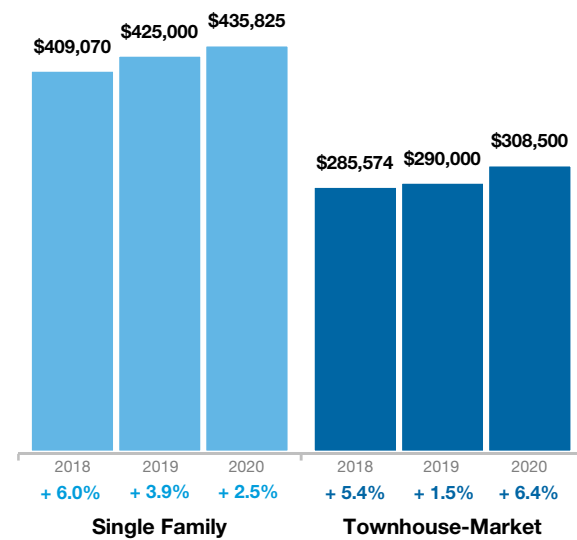
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



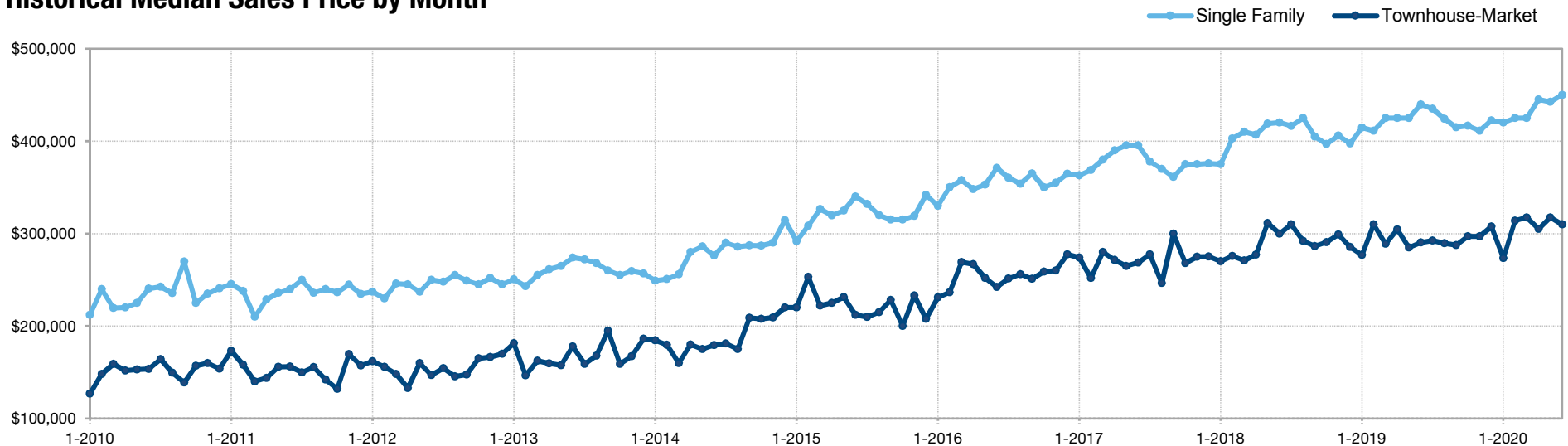
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2019	\$435,000	+4.5%	\$292,500	-5.6%
Aug-2019	\$423,963	-0.2%	\$289,500	-0.9%
Sep-2019	\$415,000	+2.5%	\$287,500	+0.3%
Oct-2019	\$416,687	+5.0%	\$297,000	+2.2%
Nov-2019	\$411,300	+1.3%	\$297,000	-0.7%
Dec-2019	\$422,273	+6.3%	\$307,500	+7.7%
Jan-2020	\$420,000	+1.3%	\$273,500	-1.3%
Feb-2020	\$425,000	+3.3%	\$314,000	+1.3%
Mar-2020	\$425,000	0.0%	\$317,500	+9.9%
Apr-2020	\$445,000	+4.7%	\$305,000	+0.1%
May-2020	\$442,500	+4.1%	\$317,500	+11.4%
<b>Jun-2020</b>	<b>\$449,975</b>	<b>+2.4%</b>	<b>\$309,950</b>	<b>+6.8%</b>
12-Month Avg*	\$426,000	+1.7%	\$300,000	+2.4%

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

## Historical Median Sales Price by Month



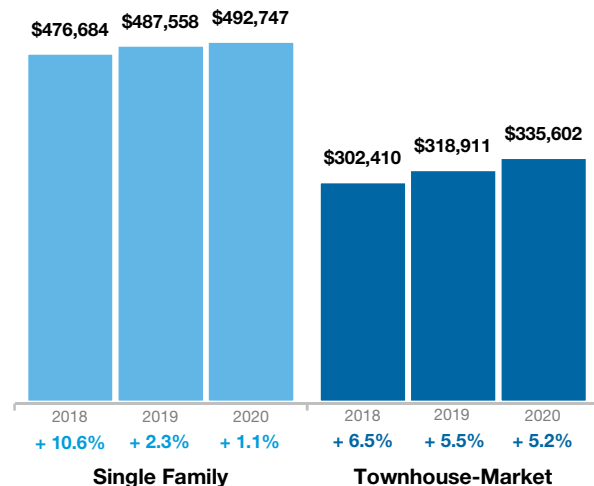


# Average Sales Price

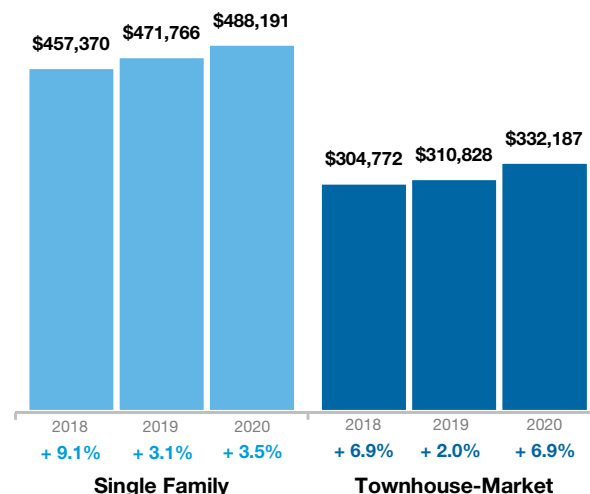
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



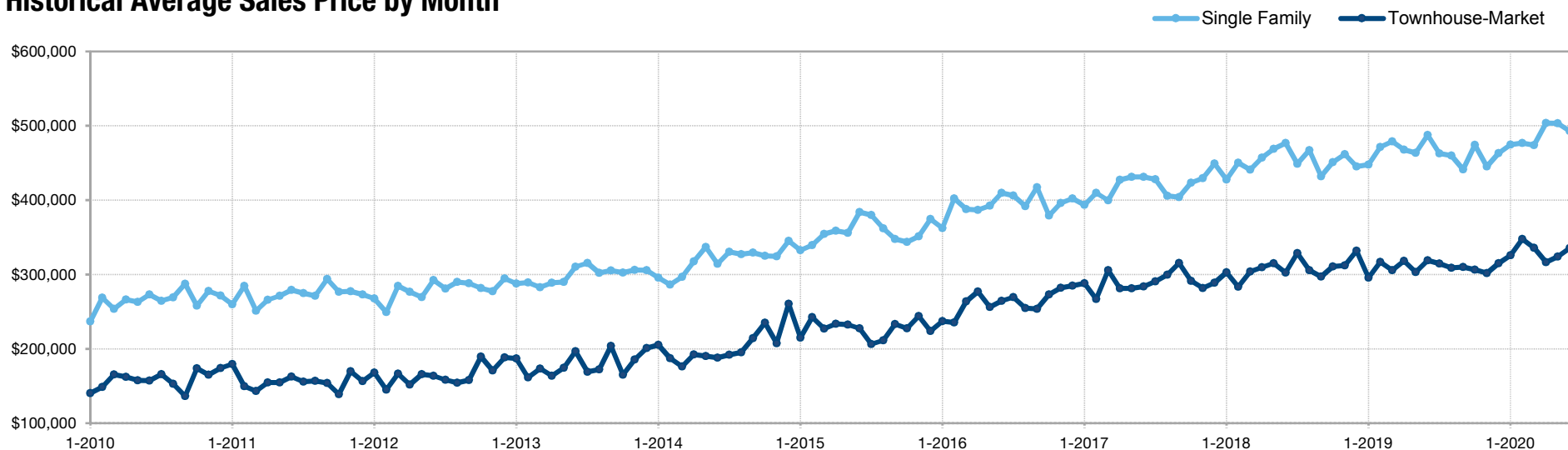
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2019	\$462,630	+3.1%	\$314,797	-4.3%
Aug-2019	\$460,068	-1.5%	\$309,001	+1.1%
Sep-2019	\$441,356	+2.1%	\$309,908	+4.3%
Oct-2019	\$474,439	+5.2%	\$306,536	-1.3%
Nov-2019	\$445,320	-3.5%	\$301,862	-3.3%
Dec-2019	\$463,132	+4.0%	\$315,142	-5.0%
Jan-2020	\$474,535	+5.9%	\$325,684	+10.1%
Feb-2020	\$476,891	+1.2%	\$347,561	+9.7%
Mar-2020	\$473,909	-1.1%	\$336,044	+9.9%
Apr-2020	\$503,529	+7.6%	\$316,575	-0.5%
May-2020	\$503,405	+8.6%	\$324,022	+6.8%
<b>Jun-2020</b>	<b>\$492,747</b>	<b>+1.1%</b>	<b>\$335,602</b>	<b>+5.2%</b>
12-Month Avg*	\$471,656	+2.3%	\$321,118	+2.7%

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

## Historical Average Sales Price by Month



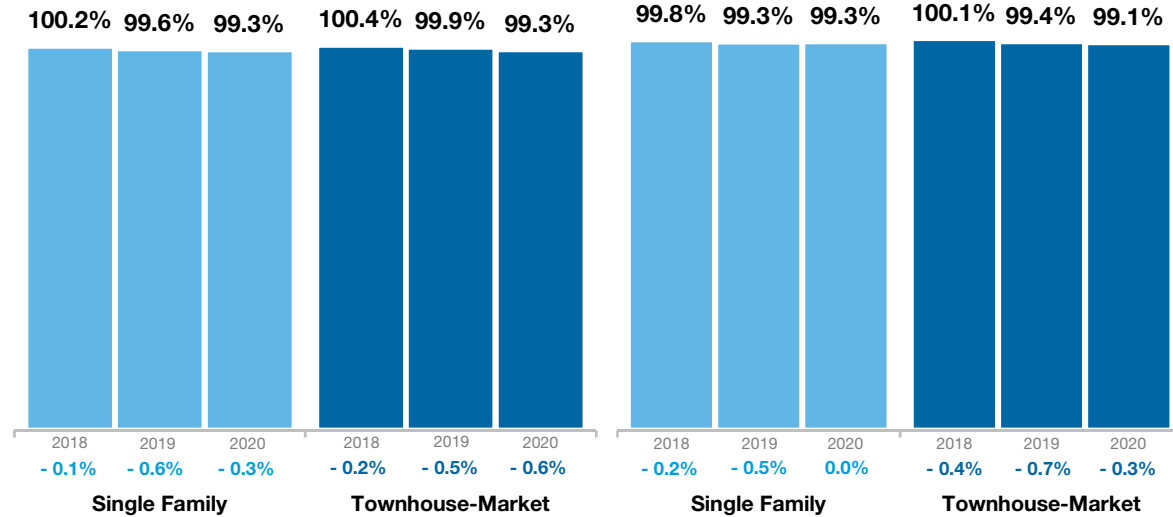
# Percent of List Price Received

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



## June

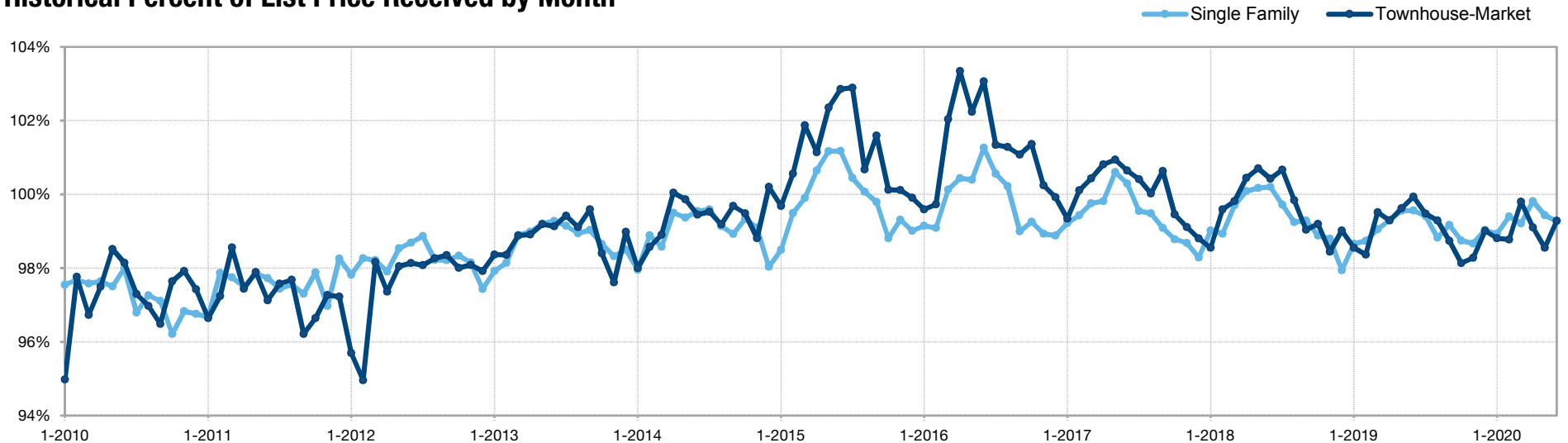
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2019	99.4%	-0.3%	99.5%	-1.2%
Aug-2019	98.8%	-0.4%	99.3%	-0.5%
Sep-2019	99.2%	-0.1%	98.7%	-0.3%
Oct-2019	98.7%	-0.2%	98.1%	-1.1%
Nov-2019	98.7%	-0.1%	98.3%	-0.1%
Dec-2019	99.0%	+1.1%	99.0%	0.0%
Jan-2020	98.9%	+0.2%	98.8%	+0.2%
Feb-2020	99.4%	+0.7%	98.8%	+0.4%
Mar-2020	99.2%	+0.1%	99.8%	+0.3%
Apr-2020	99.8%	+0.5%	99.1%	-0.2%
May-2020	99.4%	-0.2%	98.6%	-1.0%
<b>Jun-2020</b>	<b>99.3%</b>	<b>-0.3%</b>	<b>99.3%</b>	<b>-0.6%</b>
12-Month Avg*	99.2%	-0.0%	99.4%	-0.4%

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

## Historical Percent of List Price Received by Month



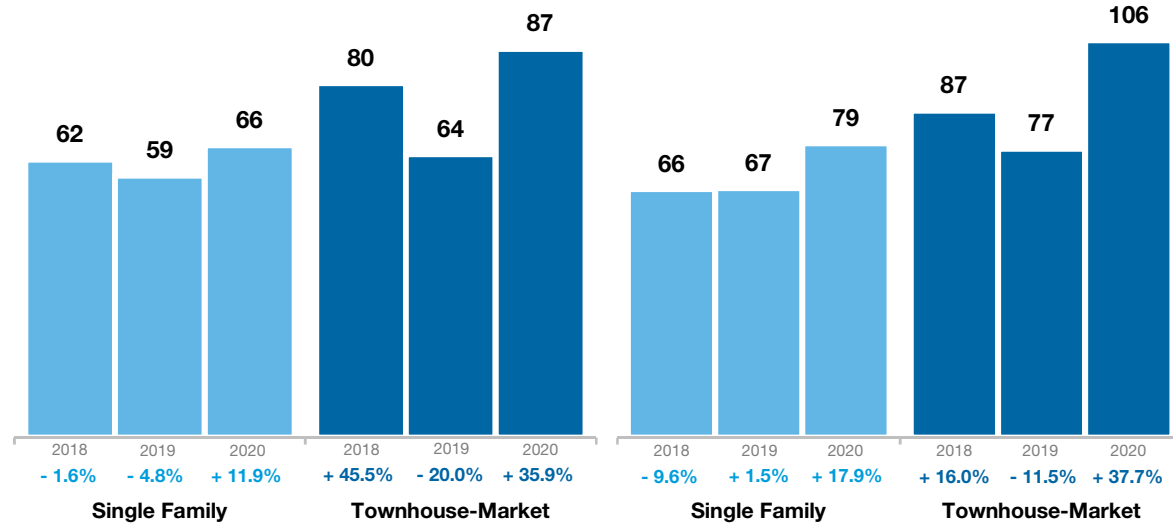
# Days on Market Until Sale

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



## June

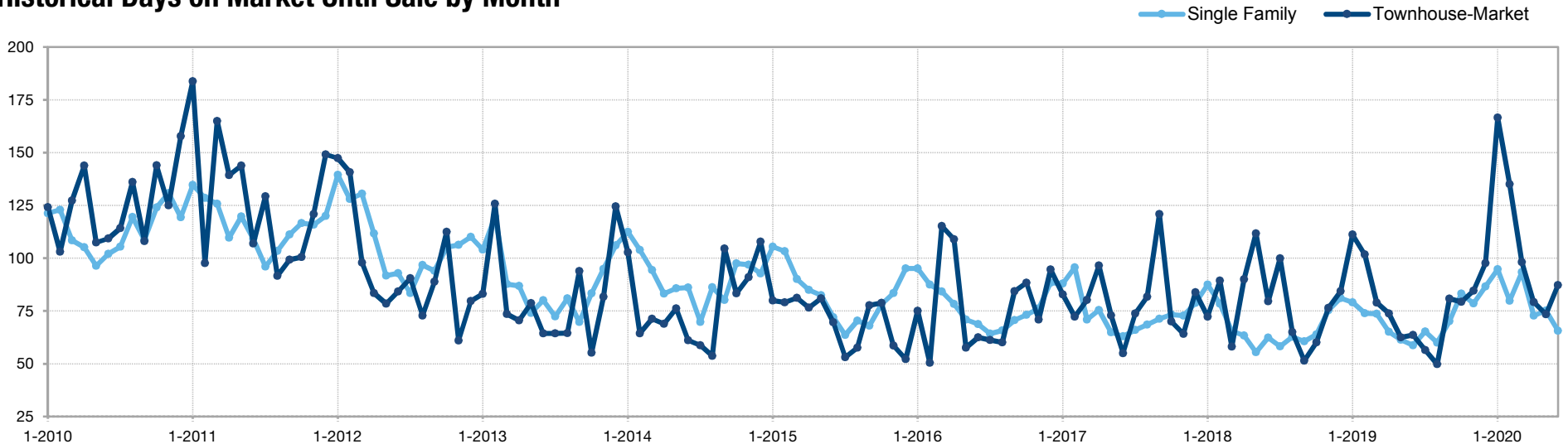
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2019	65	+12.1%	56	-44.0%
Aug-2019	60	-4.8%	50	-23.1%
Sep-2019	70	+14.8%	81	+55.8%
Oct-2019	83	+29.7%	79	+31.7%
Nov-2019	79	+5.3%	85	+11.8%
Dec-2019	87	+7.4%	98	+16.7%
Jan-2020	95	+20.3%	167	+50.5%
Feb-2020	80	+8.1%	135	+32.4%
Mar-2020	93	+25.7%	98	+24.1%
Apr-2020	73	+12.3%	79	+6.8%
May-2020	75	+23.0%	73	+17.7%
<b>Jun-2020</b>	<b>66</b>	<b>+11.9%</b>	<b>87</b>	<b>+35.9%</b>
12-Month Avg	75	+13.8%	89	+17.6%

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

## Historical Days on Market Until Sale by Month



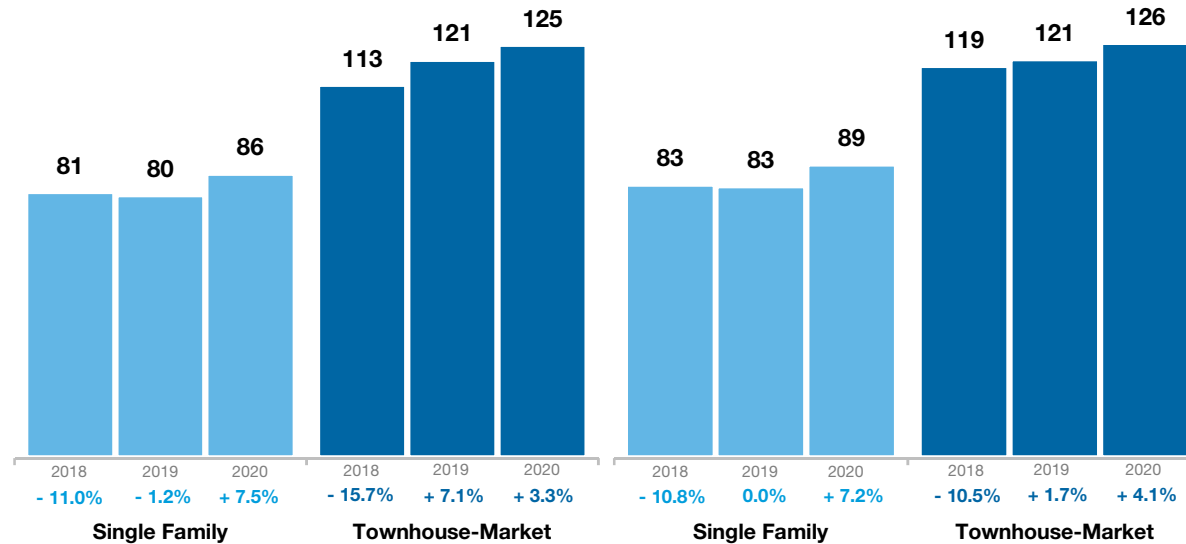
# Housing Affordability Index

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



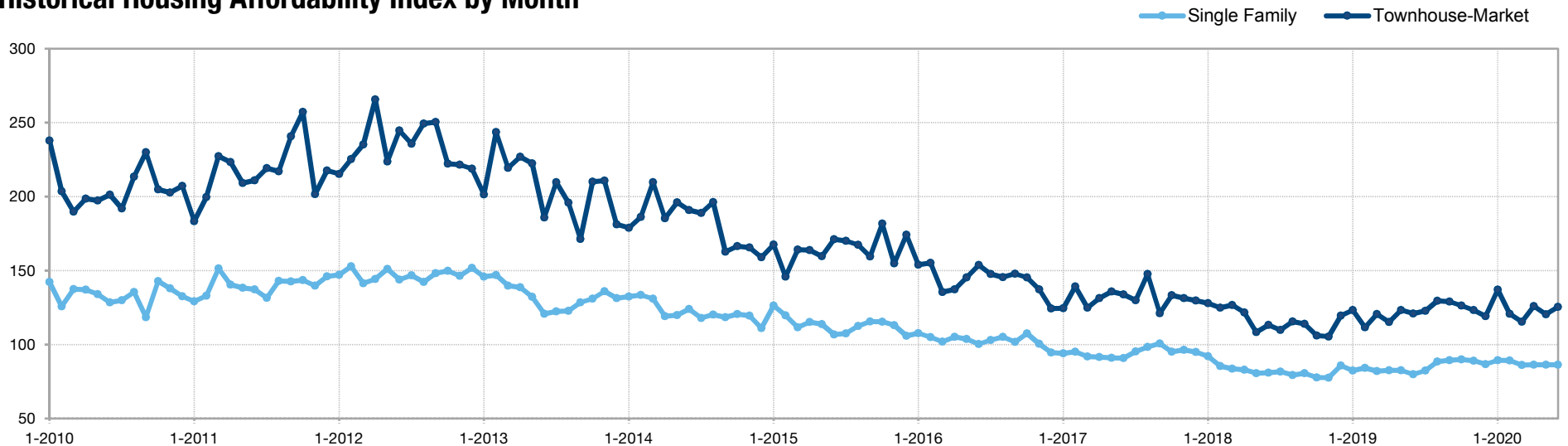
## June

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2019	82	0.0%	123	+11.8%
Aug-2019	88	+11.4%	130	+12.1%
Sep-2019	89	+9.9%	129	+13.2%
Oct-2019	90	+15.4%	126	+18.9%
Nov-2019	89	+14.1%	123	+17.1%
Dec-2019	87	+1.2%	119	0.0%
Jan-2020	89	+8.5%	137	+11.4%
Feb-2020	89	+6.0%	121	+8.0%
Mar-2020	86	+4.9%	115	-5.0%
Apr-2020	86	+3.6%	126	+9.6%
May-2020	86	+3.6%	120	-2.4%
Jun-2020	86	+7.5%	125	+3.3%
12-Month Avg	88	+5.7%	81	+8.3%

## Historical Housing Affordability Index by Month

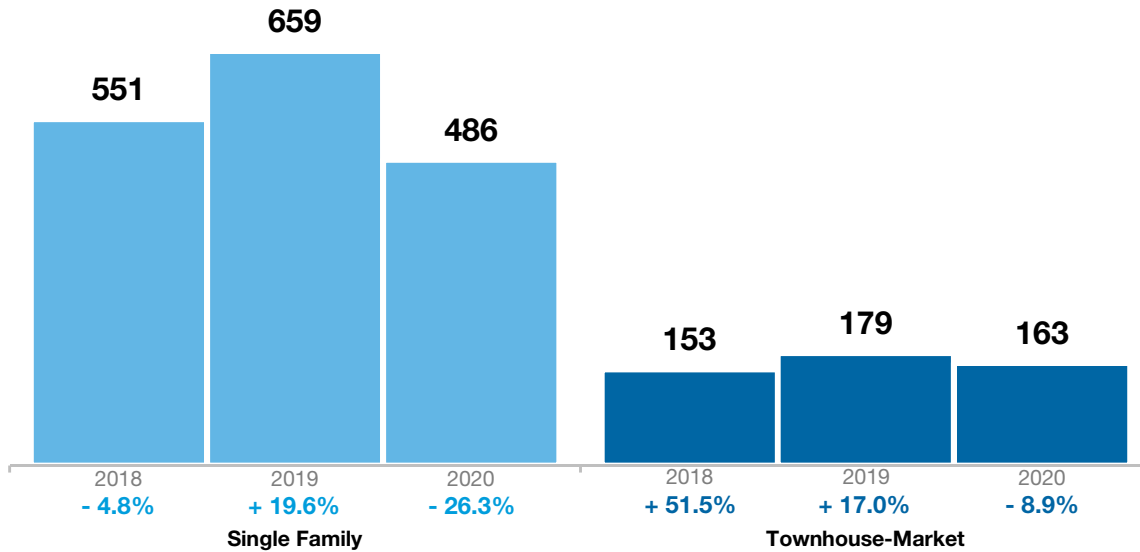


# Inventory of Active Listings

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



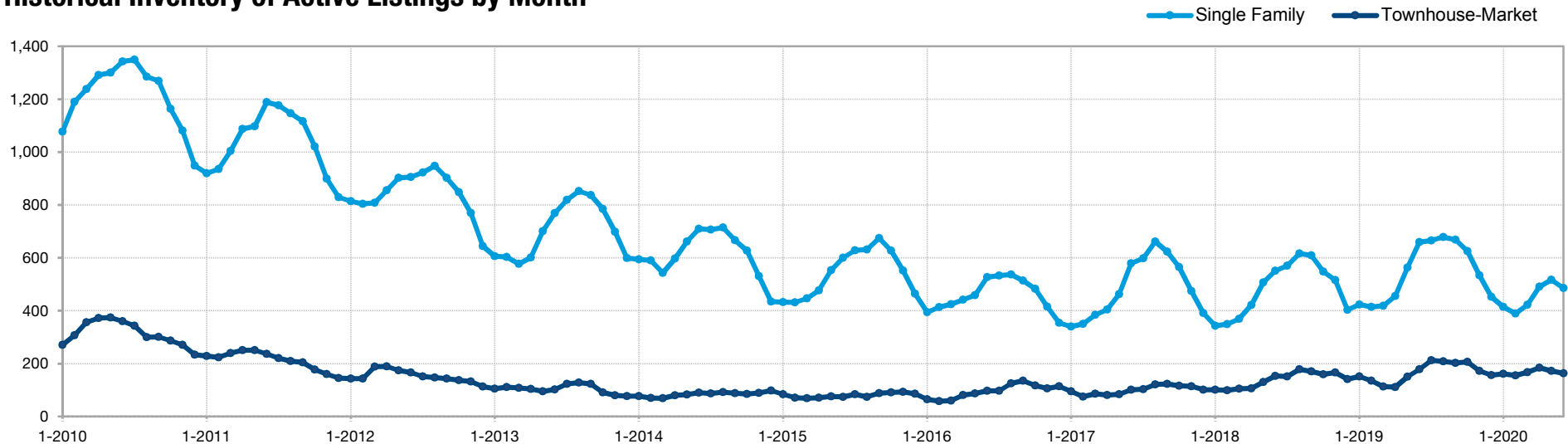
June



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2019	665	+16.7%	213	+41.1%
Aug-2019	678	+10.1%	209	+16.8%
Sep-2019	668	+9.7%	203	+19.4%
Oct-2019	625	+14.1%	207	+30.2%
Nov-2019	534	+3.5%	172	+3.6%
Dec-2019	453	+12.4%	156	+10.6%
Jan-2020	414	-2.1%	161	+6.6%
Feb-2020	389	-6.0%	155	+14.8%
Mar-2020	422	+1.0%	167	+47.8%
Apr-2020	491	+7.7%	185	+66.7%
May-2020	517	-8.2%	173	+15.3%
<b>Jun-2020</b>	<b>486</b>	<b>-26.3%</b>	<b>163</b>	<b>-8.9%</b>
12-Month Avg*	529	+2.4%	180	+19.9%

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

## Historical Inventory of Active Listings by Month

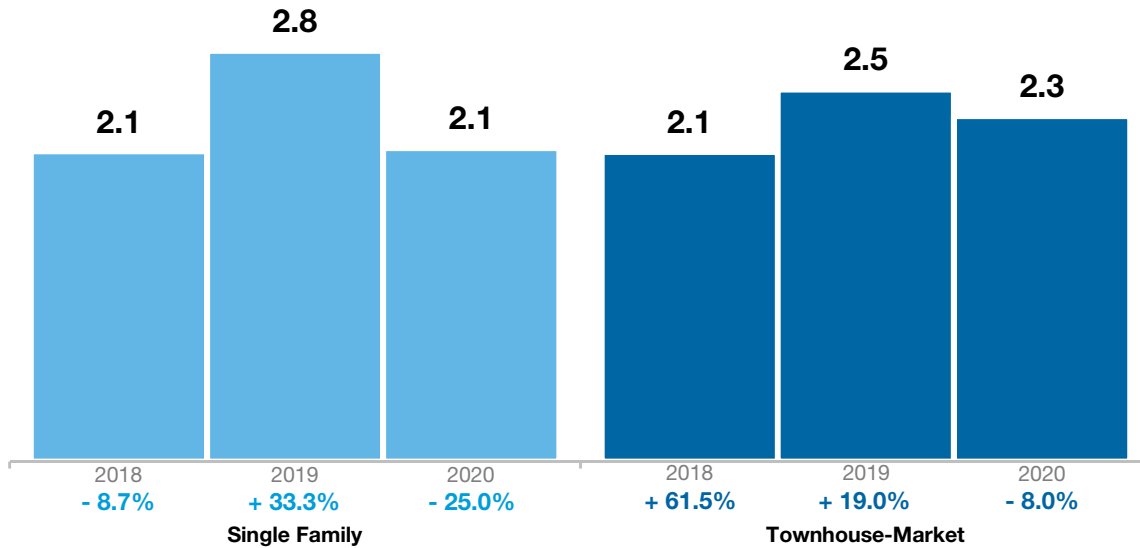


# Months Supply of Inventory

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



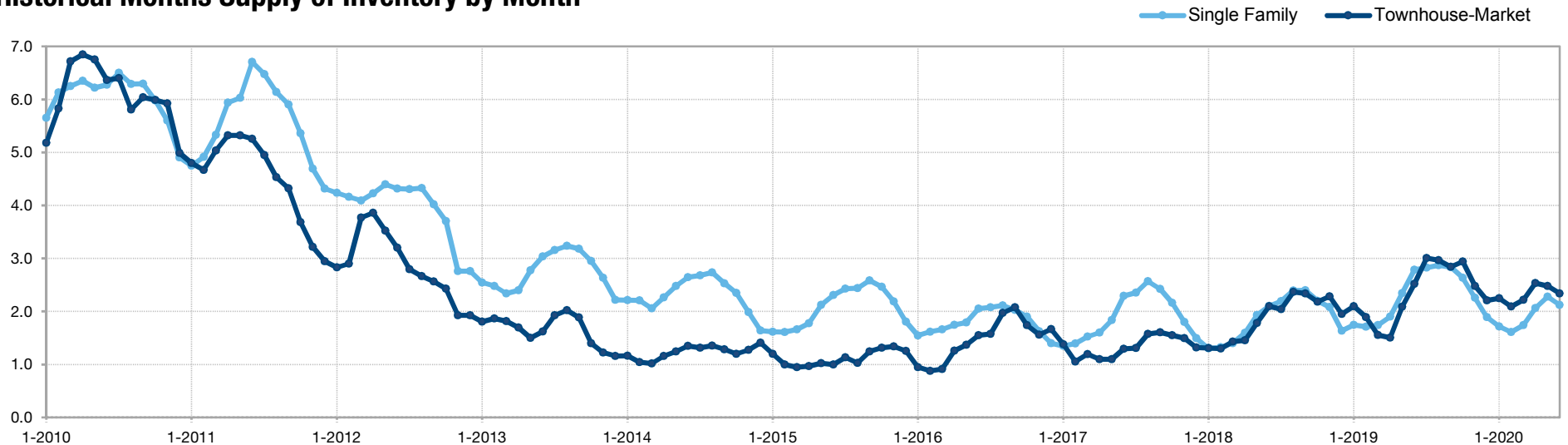
June



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2019	2.8	+27.3%	3.0	+50.0%
Aug-2019	2.9	+20.8%	3.0	+25.0%
Sep-2019	2.8	+16.7%	2.8	+21.7%
Oct-2019	2.6	+18.2%	2.9	+31.8%
Nov-2019	2.3	+9.5%	2.5	+8.7%
Dec-2019	1.9	+18.8%	2.2	+10.0%
Jan-2020	1.7	0.0%	2.2	+4.8%
Feb-2020	1.6	-5.9%	2.1	+10.5%
Mar-2020	1.7	0.0%	2.2	+37.5%
Apr-2020	2.1	+10.5%	2.5	+66.7%
May-2020	2.3	0.0%	2.5	+19.0%
<b>Jun-2020</b>	<b>2.1</b>	<b>-25.0%</b>	<b>2.3</b>	<b>-8.0%</b>
12-Month Avg*	2.2	+6.9%	2.5	+22.3%

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

## Historical Months Supply of Inventory by Month



# All Properties Activity Overview

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



Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		592	506	- 14.5%	2,757	2,438	- 11.6%
Pending Sales		378	462	+ 22.2%	489	488	- 0.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		390	410	+ 5.1%	1,787	1,644	- 8.0%
Median Sales Price		\$410,500	\$423,000	+ 3.0%	\$395,930	\$405,000	+ 2.3%
Avg. Sales Price		\$449,504	\$459,785	+ 3.6%	\$433,311	\$448,716	+ 3.6%
Pct. of List Price Received		99.6%	99.3%	0.0%	99.3%	99.3%	0.0%
Days on Market		60	70	+ 23.2%	69	85	+ 23.2%
Affordability Index		86	92	+ 8.2%	89	96	+ 8.2%
Active Listings		838	649	- 22.6%	--	--	--
Months Supply		2.7	2.2	- 20.1%	--	--	--

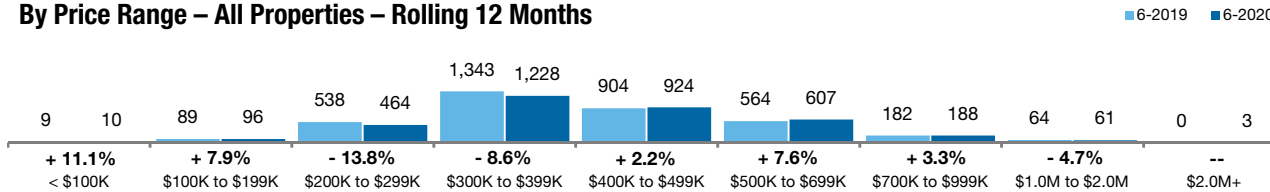


# Sold Listings

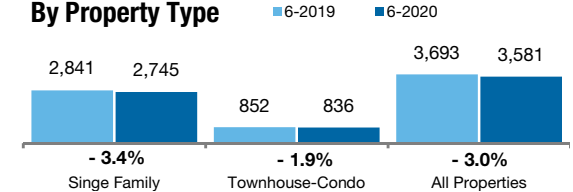
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$99,999 and Below	9	10	+ 11.1%	0	0	--
\$100,000 to \$199,999	35	48	+ 37.1%	54	48	- 11.1%
\$200,000 to \$299,999	144	101	- 29.9%	394	363	- 7.9%
\$300,000 to \$399,999	1,039	905	- 12.9%	304	323	+ 6.3%
\$400,000 to \$499,999	842	869	+ 3.2%	62	55	- 11.3%
\$500,000 to \$699,999	537	579	+ 7.8%	27	28	+ 3.7%
\$700,000 to \$999,999	176	173	- 1.7%	6	15	+ 150.0%
\$1,000,000 to \$1,999,999	59	57	- 3.4%	5	4	- 20.0%
\$2,000,000 and Above	0	3	--	0	0	--
<b>All Price Ranges</b>	<b>2,841</b>	<b>2,745</b>	<b>- 3.4%</b>	<b>852</b>	<b>836</b>	<b>- 1.9%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	5-2020	6-2020	Change	5-2020	6-2020	Change
	0	1	--	0	0	--
	0	3	--	2	0	- 100.0%
	6	8	+ 33.3%	19	39	+ 105.3%
	52	92	+ 76.9%	26	31	+ 19.2%
	52	109	+ 109.6%	3	11	+ 266.7%
	44	79	+ 79.5%	0	4	--
	11	24	+ 118.2%	1	1	0.0%
	6	8	+ 33.3%	0	0	--
	1	0	- 100.0%	0	0	--
<b>All Price Ranges</b>	<b>172</b>	<b>324</b>	<b>+ 88.4%</b>	<b>51</b>	<b>86</b>	<b>+ 68.6%</b>

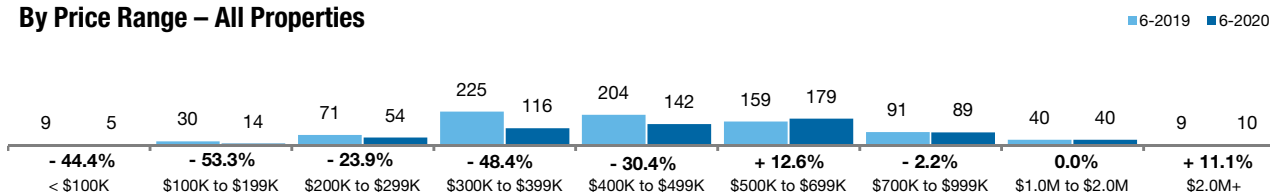
### Year to Date

	Single Family			Townhouse-Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
	4	2	- 50.0%	0	0	--
	12	11	- 8.3%	23	20	- 13.0%
	60	38	- 36.7%	202	172	- 14.9%
	459	370	- 19.4%	151	168	+ 11.3%
	431	409	- 5.1%	37	26	- 29.7%
	274	279	+ 1.8%	10	17	+ 70.0%
	90	86	- 4.4%	3	11	+ 266.7%
	30	31	+ 3.3%	1	2	+ 100.0%
	0	2	--	0	0	--
<b>All Price Ranges</b>	<b>1,360</b>	<b>1,228</b>	<b>- 9.7%</b>	<b>427</b>	<b>416</b>	<b>- 2.6%</b>

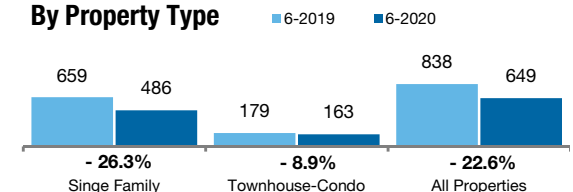
# Inventory of Active Listings

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		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$99,999 and Below	9	5	- 44.4%	0	0	--
\$100,000 to \$199,999	26	9	- 65.4%	4	5	+ 25.0%
\$200,000 to \$299,999	22	14	- 36.4%	49	40	- 18.4%
\$300,000 to \$399,999	155	54	- 65.2%	70	62	- 11.4%
\$400,000 to \$499,999	190	125	- 34.2%	14	17	+ 21.4%
\$500,000 to \$699,999	137	151	+ 10.2%	22	28	+ 27.3%
\$700,000 to \$999,999	76	82	+ 7.9%	15	7	- 53.3%
\$1,000,000 to \$1,999,999	35	36	+ 2.9%	5	4	- 20.0%
\$2,000,000 and Above	9	10	+ 11.1%	0	0	--
<b>All Price Ranges</b>	<b>659</b>	<b>486</b>	<b>- 26.3%</b>	<b>179</b>	<b>163</b>	<b>- 8.9%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	5-2020	6-2020	Change	5-2020	6-2020	Change
	5	5	0.0%	0	0	--
	10	9	- 10.0%	6	5	- 16.7%
	12	14	+ 16.7%	45	40	- 11.1%
	79	54	- 31.6%	68	62	- 8.8%
	139	125	- 10.1%	15	17	+ 13.3%
	131	151	+ 15.3%	28	28	0.0%
	89	82	- 7.9%	8	7	- 12.5%
	43	36	- 16.3%	3	4	+ 33.3%
	9	10	+ 11.1%	0	0	--
<b>All Price Ranges</b>	<b>517</b>	<b>486</b>	<b>- 6.0%</b>	<b>173</b>	<b>163</b>	<b>- 5.8%</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 June 2020

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## Longmont

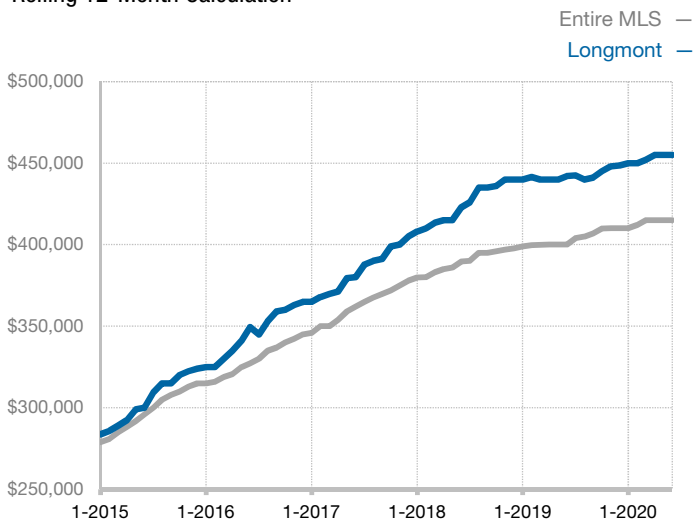
Single Family	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	200	176	- 12.0%	1,022	832	- 18.6%
Closed Sales	137	137	0.0%	646	620	- 4.0%
Median Sales Price*	\$455,000	\$449,950	- 1.1%	\$445,500	\$465,000	+ 4.4%
Average Sales Price*	\$489,826	\$514,249	+ 5.0%	\$498,492	\$525,380	+ 5.4%
Percent of List Price Received*	99.4%	99.8%	+ 0.4%	99.2%	99.3%	+ 0.1%
Days on Market Until Sale	54	48	- 11.1%	58	64	+ 10.3%
Inventory of Homes for Sale	302	195	- 35.4%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--

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

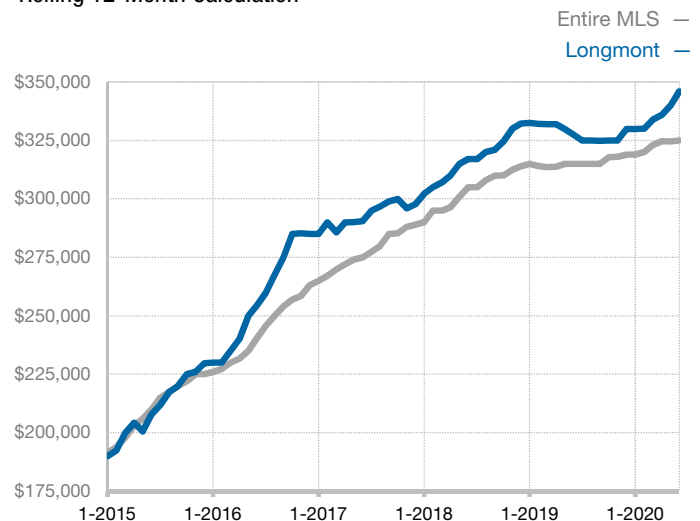
Townhouse/Condo	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	46	33	- 28.3%	256	184	- 28.1%
Closed Sales	32	36	+ 12.5%	177	160	- 9.6%
Median Sales Price*	\$325,000	\$370,000	+ 13.8%	\$324,900	\$352,488	+ 8.5%
Average Sales Price*	\$347,398	\$371,919	+ 7.1%	\$343,228	\$354,157	+ 3.2%
Percent of List Price Received*	99.9%	99.3%	- 0.6%	99.9%	99.4%	- 0.5%
Days on Market Until Sale	68	48	- 29.4%	78	59	- 24.4%
Inventory of Homes for Sale	83	32	- 61.4%	--	--	--
Months Supply of Inventory	2.9	1.1	- 62.1%	--	--	--

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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 June 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

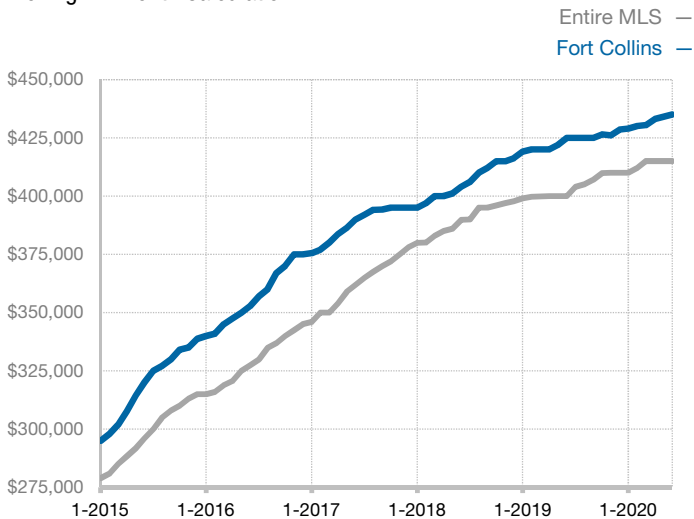
Single Family	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	335	278	- 17.0%	1,509	1,371	- 9.1%
Closed Sales	236	230	- 2.5%	1,018	903	- 11.3%
Median Sales Price*	\$450,000	<b>\$453,700</b>	+ 0.8%	\$430,000	<b>\$440,000</b>	+ 2.3%
Average Sales Price*	\$500,506	<b>\$495,061</b>	- 1.1%	\$477,756	<b>\$493,878</b>	+ 3.4%
Percent of List Price Received*	99.6%	<b>99.1%</b>	- 0.5%	99.4%	<b>99.2%</b>	- 0.2%
Days on Market Until Sale	49	56	+ 14.3%	57	65	+ 14.0%
Inventory of Homes for Sale	391	294	- 24.8%	--	--	--
Months Supply of Inventory	2.2	1.8	- 18.2%	--	--	--

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

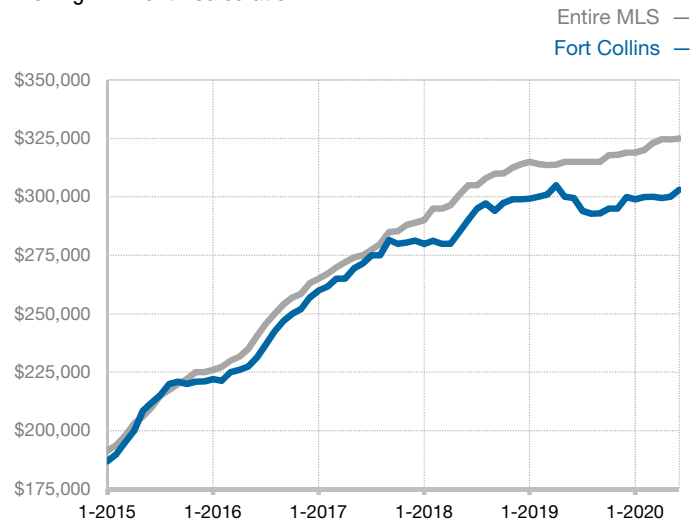
Townhouse/Condo	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	126	106	- 15.9%	566	498	- 12.0%
Closed Sales	75	79	+ 5.3%	375	367	- 2.1%
Median Sales Price*	\$287,000	<b>\$309,900</b>	+ 8.0%	\$299,900	<b>\$310,000</b>	+ 3.4%
Average Sales Price*	\$314,690	<b>\$333,943</b>	+ 6.1%	\$313,155	<b>\$334,821</b>	+ 6.9%
Percent of List Price Received*	99.5%	<b>99.1%</b>	- 0.4%	99.2%	<b>98.9%</b>	- 0.3%
Days on Market Until Sale	46	76	+ 65.2%	70	100	+ 42.9%
Inventory of Homes for Sale	156	140	- 10.3%	--	--	--
Months Supply of Inventory	2.4	2.3	- 4.2%	--	--	--

\* 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 June 2020

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## Windsor

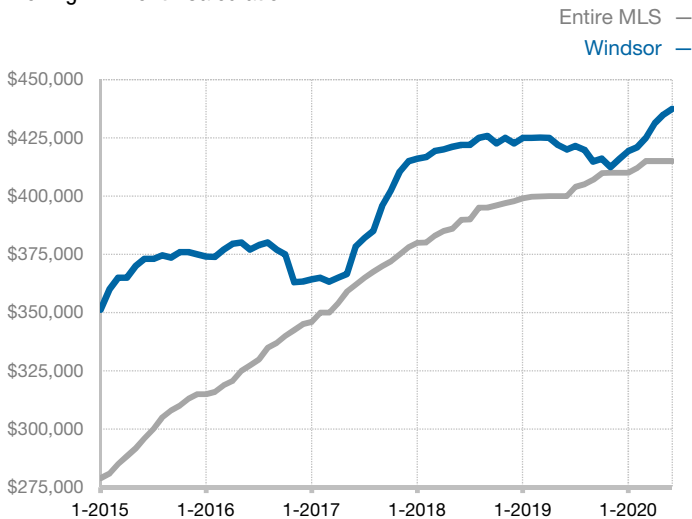
Single Family	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	136	132	- 2.9%	777	613	- 21.1%
Closed Sales	102	88	- 13.7%	514	384	- 25.3%
Median Sales Price*	\$417,500	<b>\$455,537</b>	+ 9.1%	\$417,698	<b>\$455,459</b>	+ 9.0%
Average Sales Price*	\$465,159	<b>\$490,074</b>	+ 5.4%	\$462,376	<b>\$497,684</b>	+ 7.6%
Percent of List Price Received*	99.6%	<b>99.6%</b>	0.0%	99.4%	<b>99.4%</b>	0.0%
Days on Market Until Sale	76	90	+ 18.4%	92	90	- 2.2%
Inventory of Homes for Sale	255	190	- 25.5%	--	--	--
Months Supply of Inventory	3.2	2.4	- 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.

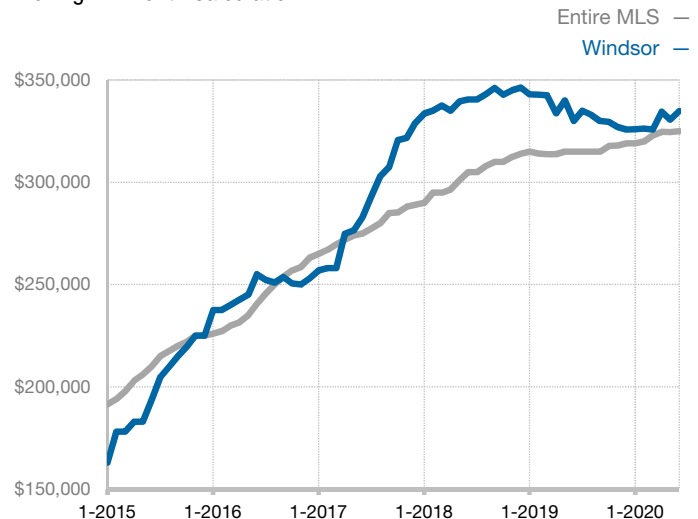
Townhouse/Condo	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	28	19	- 32.1%	112	79	- 29.5%
Closed Sales	14	15	+ 7.1%	70	61	- 12.9%
Median Sales Price*	\$315,300	<b>\$338,908</b>	+ 7.5%	\$325,375	<b>\$338,908</b>	+ 4.2%
Average Sales Price*	\$316,582	<b>\$370,208</b>	+ 16.9%	\$328,362	<b>\$347,349</b>	+ 5.8%
Percent of List Price Received*	100.8%	<b>101.5%</b>	+ 0.7%	100.4%	<b>100.9%</b>	+ 0.5%
Days on Market Until Sale	174	210	+ 20.7%	164	176	+ 7.3%
Inventory of Homes for Sale	63	50	- 20.6%	--	--	--
Months Supply of Inventory	5.6	5.3	- 5.4%	--	--	--

\* 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 June 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

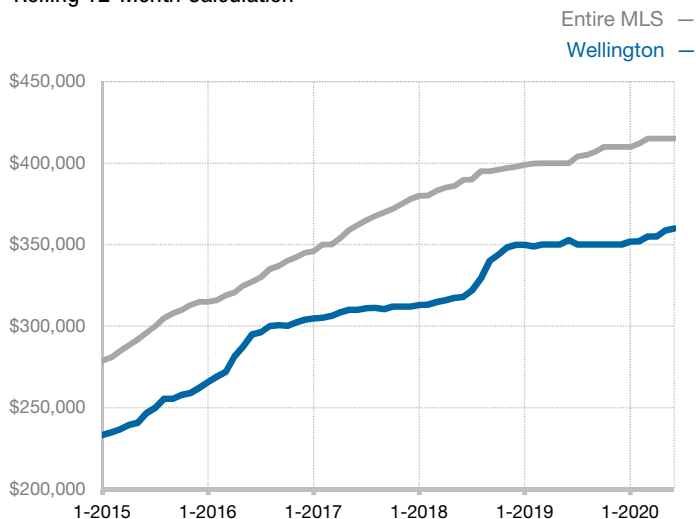
Single Family	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	44	41	- 6.8%	243	207	- 14.8%
Closed Sales	26	41	+ 57.7%	158	146	- 7.6%
Median Sales Price*	\$372,745	<b>\$372,500</b>	- 0.1%	\$355,500	<b>\$367,222</b>	+ 3.3%
Average Sales Price*	\$365,892	<b>\$389,463</b>	+ 6.4%	\$373,442	<b>\$399,700</b>	+ 7.0%
Percent of List Price Received*	99.7%	<b>100.3%</b>	+ 0.6%	99.7%	<b>100.4%</b>	+ 0.7%
Days on Market Until Sale	67	<b>77</b>	+ 14.9%	75	<b>98</b>	+ 30.7%
Inventory of Homes for Sale	84	<b>50</b>	- 40.5%	--	--	--
Months Supply of Inventory	3.3	<b>1.8</b>	- 45.5%	--	--	--

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

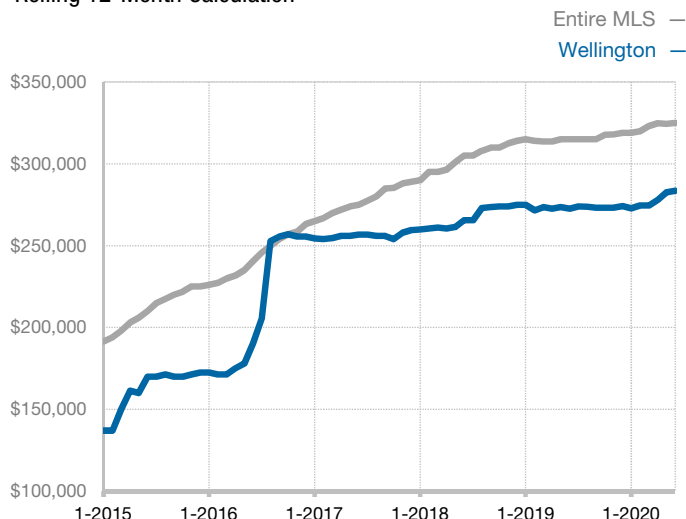
Townhouse/Condo	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	7	7	0.0%	45	42	- 6.7%
Closed Sales	2	3	+ 50.0%	36	28	- 22.2%
Median Sales Price*	\$247,200	<b>\$279,900</b>	+ 13.2%	\$267,250	<b>\$285,500</b>	+ 6.8%
Average Sales Price*	\$247,200	<b>\$275,967</b>	+ 11.6%	\$266,520	<b>\$282,253</b>	+ 5.9%
Percent of List Price Received*	100.7%	<b>99.7%</b>	- 1.0%	99.8%	<b>99.7%</b>	- 0.1%
Days on Market Until Sale	96	<b>88</b>	- 8.3%	108	<b>98</b>	- 9.3%
Inventory of Homes for Sale	11	<b>9</b>	- 18.2%	--	--	--
Months Supply of Inventory	2.1	<b>1.7</b>	- 19.0%	--	--	--

\* 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 June 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

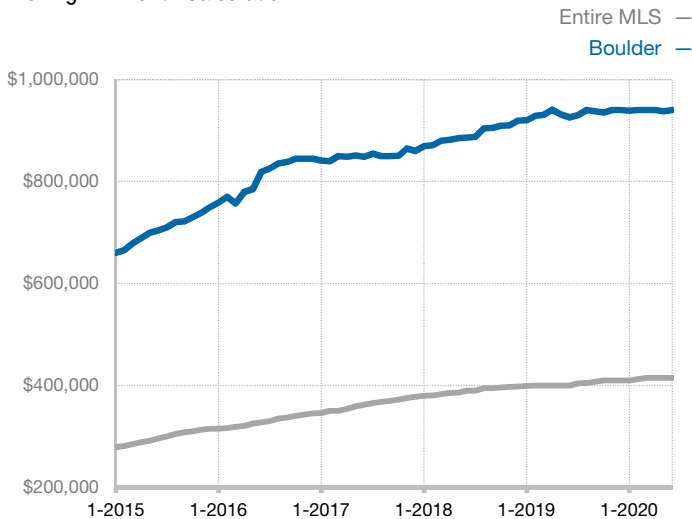
Single Family	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	181	153	- 15.5%	907	763	- 15.9%
Closed Sales	85	89	+ 4.7%	453	373	- 17.7%
Median Sales Price*	\$860,000	<b>\$939,000</b>	+ 9.2%	\$940,000	<b>\$943,000</b>	+ 0.3%
Average Sales Price*	\$1,032,302	<b>\$1,129,769</b>	+ 9.4%	\$1,184,244	<b>\$1,177,699</b>	- 0.6%
Percent of List Price Received*	98.7%	<b>100.0%</b>	+ 1.3%	98.9%	<b>98.3%</b>	- 0.6%
Days on Market Until Sale	54	54	0.0%	63	69	+ 9.5%
Inventory of Homes for Sale	322	249	- 22.7%	--	--	--
Months Supply of Inventory	4.3	3.5	- 18.6%	--	--	--

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

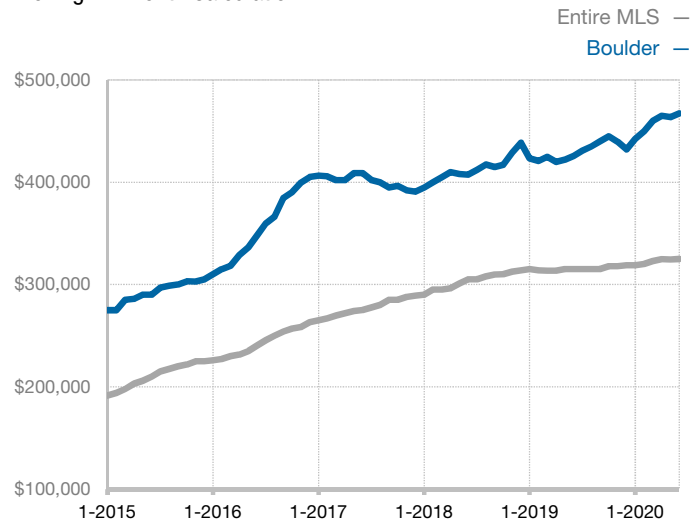
Townhouse/Condo	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	94	129	+ 37.2%	569	574	+ 0.9%
Closed Sales	71	57	- 19.7%	314	292	- 7.0%
Median Sales Price*	\$437,000	<b>\$455,450</b>	+ 4.2%	\$428,400	<b>\$503,750</b>	+ 17.6%
Average Sales Price*	\$523,962	<b>\$491,403</b>	- 6.2%	\$519,094	<b>\$606,160</b>	+ 16.8%
Percent of List Price Received*	99.1%	<b>98.6%</b>	- 0.5%	99.5%	<b>98.7%</b>	- 0.8%
Days on Market Until Sale	73	56	- 23.3%	68	73	+ 7.4%
Inventory of Homes for Sale	165	193	+ 17.0%	--	--	--
Months Supply of Inventory	3.2	3.7	+ 15.6%	--	--	--

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

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



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





# Local Market Update for June 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

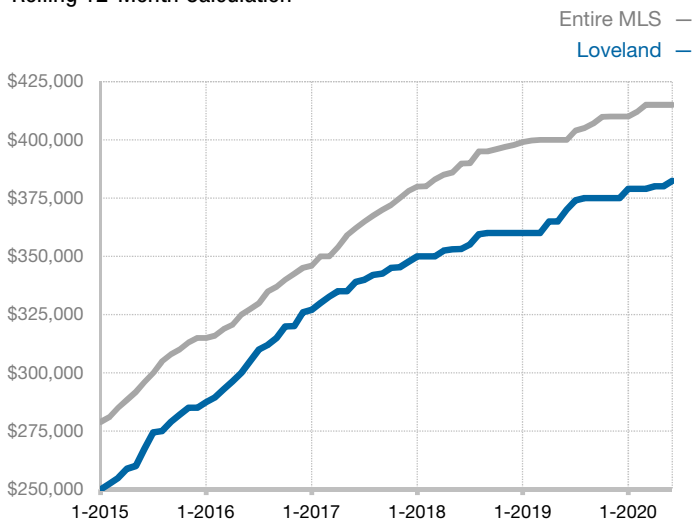
Single Family	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	233	202	- 13.3%	1,016	990	- 2.6%
Closed Sales	135	200	+ 48.1%	651	675	+ 3.7%
Median Sales Price*	\$387,000	\$391,250	+ 1.1%	\$379,500	\$387,050	+ 2.0%
Average Sales Price*	\$442,092	\$429,630	- 2.8%	\$433,783	\$427,872	- 1.4%
Percent of List Price Received*	99.3%	99.9%	+ 0.6%	99.3%	99.7%	+ 0.4%
Days on Market Until Sale	51	68	+ 33.3%	61	68	+ 11.5%
Inventory of Homes for Sale	298	163	- 45.3%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.2%	--	--	--

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

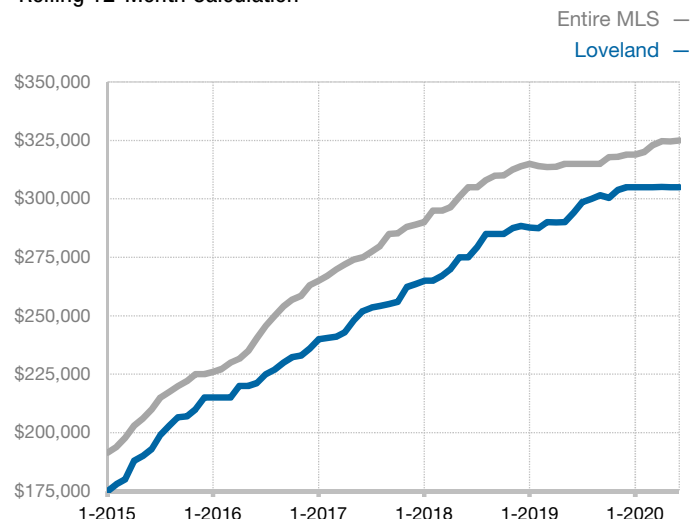
Townhouse/Condo	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	37	30	- 18.9%	215	178	- 17.2%
Closed Sales	22	39	+ 77.3%	155	134	- 13.5%
Median Sales Price*	\$295,000	\$315,000	+ 6.8%	\$300,500	\$310,000	+ 3.2%
Average Sales Price*	\$318,485	\$322,380	+ 1.2%	\$314,112	\$323,307	+ 2.9%
Percent of List Price Received*	100.7%	99.7%	- 1.0%	100.2%	100.3%	+ 0.1%
Days on Market Until Sale	107	147	+ 37.4%	130	132	+ 1.5%
Inventory of Homes for Sale	99	59	- 40.4%	--	--	--
Months Supply of Inventory	4.0	2.4	- 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 June 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

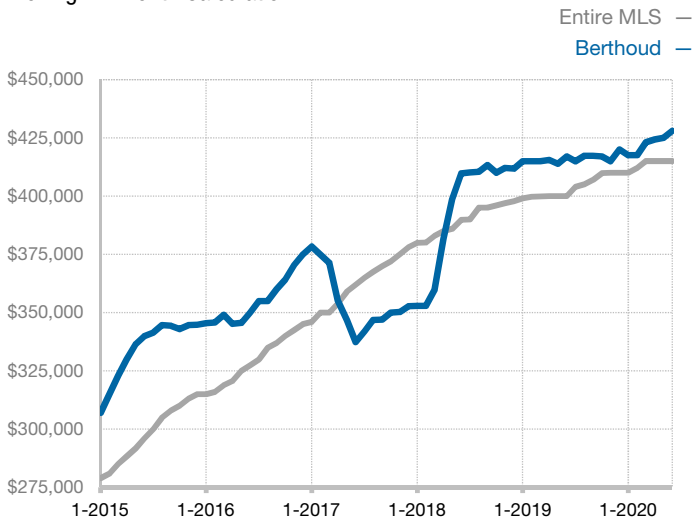
Single Family	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	40	51	+ 27.5%	300	360	+ 20.0%
Closed Sales	55	51	- 7.3%	238	179	- 24.8%
Median Sales Price*	\$417,550	<b>\$440,000</b>	+ 5.4%	\$417,505	<b>\$431,500</b>	+ 3.4%
Average Sales Price*	\$476,253	<b>\$511,552</b>	+ 7.4%	\$456,070	<b>\$511,504</b>	+ 12.2%
Percent of List Price Received*	99.6%	<b>99.7%</b>	+ 0.1%	99.6%	<b>98.9%</b>	- 0.7%
Days on Market Until Sale	89	84	- 5.6%	102	85	- 16.7%
Inventory of Homes for Sale	102	97	- 4.9%	--	--	--
Months Supply of Inventory	3.0	3.1	+ 3.3%	--	--	--

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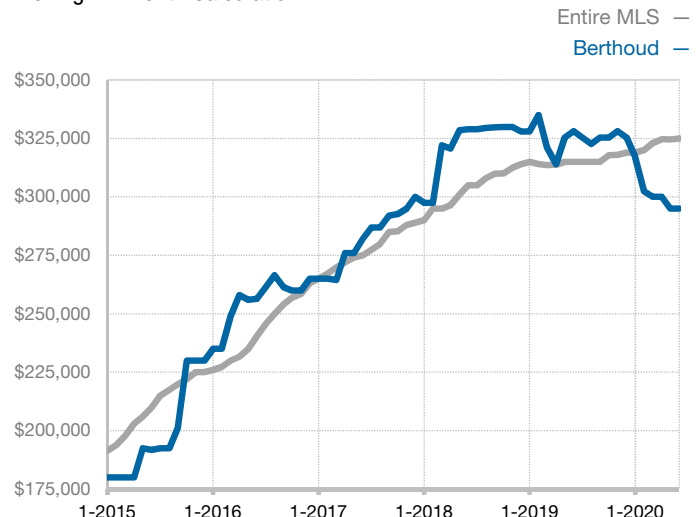
Townhouse/Condo	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	11	4	- 63.6%	47	56	+ 19.1%
Closed Sales	3	1	- 66.7%	15	32	+ 113.3%
Median Sales Price*	\$365,000	<b>\$299,950</b>	- 17.8%	\$328,050	<b>\$290,290</b>	- 11.5%
Average Sales Price*	\$365,598	<b>\$299,950</b>	- 18.0%	\$323,692	<b>\$314,382</b>	- 2.9%
Percent of List Price Received*	103.6%	<b>100.0%</b>	- 3.5%	102.1%	<b>100.0%</b>	- 2.1%
Days on Market Until Sale	88	267	+ 203.4%	106	101	- 4.7%
Inventory of Homes for Sale	21	8	- 61.9%	--	--	--
Months Supply of Inventory	8.2	1.8	- 78.0%	--	--	--

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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 June 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

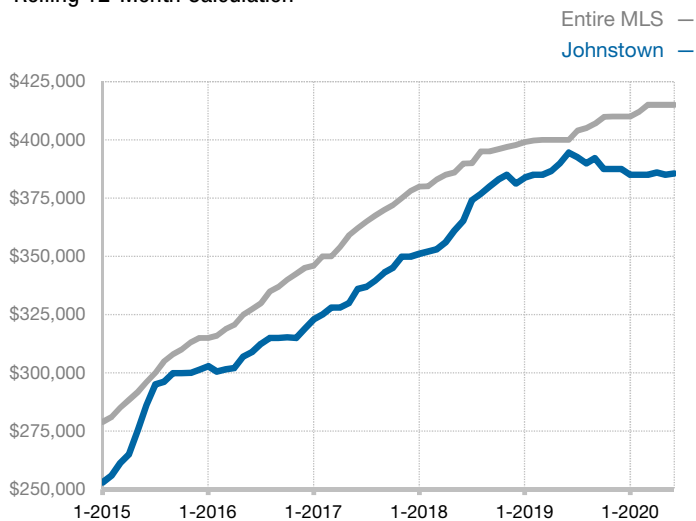
Single Family	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	48	47	- 2.1%	290	254	- 12.4%
Closed Sales	40	48	+ 20.0%	187	174	- 7.0%
Median Sales Price*	\$387,250	\$393,500	+ 1.6%	\$395,686	\$389,889	- 1.5%
Average Sales Price*	\$410,381	\$411,371	+ 0.2%	\$412,344	\$410,898	- 0.4%
Percent of List Price Received*	100.4%	101.0%	+ 0.6%	99.9%	100.0%	+ 0.1%
Days on Market Until Sale	42	51	+ 21.4%	77	67	- 13.0%
Inventory of Homes for Sale	92	48	- 47.8%	--	--	--
Months Supply of Inventory	2.9	1.5	- 48.3%	--	--	--

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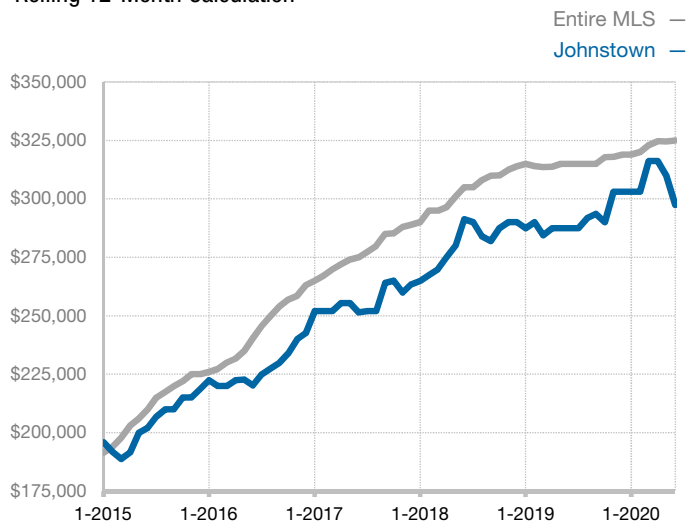
Townhouse/Condo	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	10	20	+ 100.0%
Closed Sales	3	4	+ 33.3%	9	10	+ 11.1%
Median Sales Price*	\$290,000	\$281,000	- 3.1%	\$290,000	\$291,000	+ 0.3%
Average Sales Price*	\$312,467	\$281,750	- 9.8%	\$300,467	\$306,650	+ 2.1%
Percent of List Price Received*	101.0%	97.9%	- 3.1%	99.3%	98.5%	- 0.8%
Days on Market Until Sale	50	51	+ 2.0%	62	55	- 11.3%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.5	1.7	+ 240.0%	--	--	--

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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 June 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

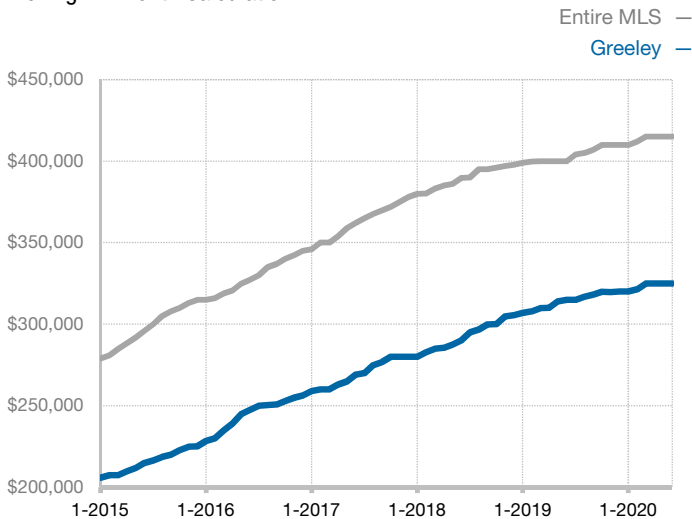
Single Family	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	201	187	- 7.0%	1,051	867	- 17.5%
Closed Sales	144	117	- 18.8%	814	597	- 26.7%
Median Sales Price*	\$325,000	<b>\$335,000</b>	+ 3.1%	\$319,900	<b>\$330,000</b>	+ 3.2%
Average Sales Price*	\$334,608	<b>\$347,822</b>	+ 3.9%	\$328,471	<b>\$346,979</b>	+ 5.6%
Percent of List Price Received*	100.2%	<b>99.8%</b>	- 0.4%	99.7%	<b>99.4%</b>	- 0.3%
Days on Market Until Sale	49	47	- 4.1%	56	60	+ 7.1%
Inventory of Homes for Sale	178	166	- 6.7%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--

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Townhouse/Condo	June			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	32	32	0.0%	182	163	- 10.4%
Closed Sales	22	22	0.0%	142	108	- 23.9%
Median Sales Price*	\$249,500	<b>\$255,850</b>	+ 2.5%	\$245,000	<b>\$251,700</b>	+ 2.7%
Average Sales Price*	\$251,516	<b>\$267,773</b>	+ 6.5%	\$245,703	<b>\$254,771</b>	+ 3.7%
Percent of List Price Received*	99.1%	<b>98.4%</b>	- 0.7%	99.4%	<b>99.1%</b>	- 0.3%
Days on Market Until Sale	43	62	+ 44.2%	47	61	+ 29.8%
Inventory of Homes for Sale	35	31	- 11.4%	--	--	--
Months Supply of Inventory	1.5	1.5	0.0%	--	--	--

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



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

