

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



March 2020

New Listings were up 3.6 percent for single family homes but decreased 11.5 percent for townhouse-condo properties. Pending Sales landed at 236 for single family homes and 68 for townhouse-condo properties.

The Median Sales Price was down 0.1 percent to \$424,500 for single family homes but increased 9.3 percent to \$316,000 for townhouse-condo properties. Days on Market increased 25.7 percent for single family homes and 19.0 percent for townhouse-condo properties.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

Activity Snapshot

+ 1.8%	+ 25.7%	- 0.1%
One-Year Change in Single Family Sold Listings	One-Year Change in Single Family Days On Market	One-Year Change in Single Family Median Sales Price

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.

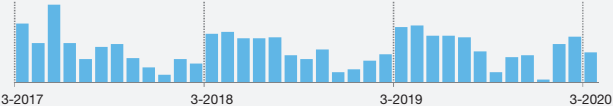


Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		304	315	+ 3.6%	823	780	- 5.2%
Pending Sales		262	236	- 9.9%	665	678	+ 2.0%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		224	228	+ 1.8%	506	528	+ 4.3%
Median Sales Price		\$425,000	\$424,500	- 0.1%	\$418,000	\$422,000	+ 1.0%
Avg. Sales Price		\$478,978	\$469,254	- 2.0%	\$469,271	\$473,269	+ 0.9%
Pct. of List Price Received		99.1%	99.2%	+ 0.1%	98.9%	99.2%	+ 0.3%
Days on Market		74	93	+ 25.7%	75	89	+ 18.7%
Affordability Index		82	86	+ 4.9%	83	87	+ 4.8%
Active Listings		418	378	- 9.6%	--	--	--
Months Supply		1.7	1.6	- 5.9%	--	--	--

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.



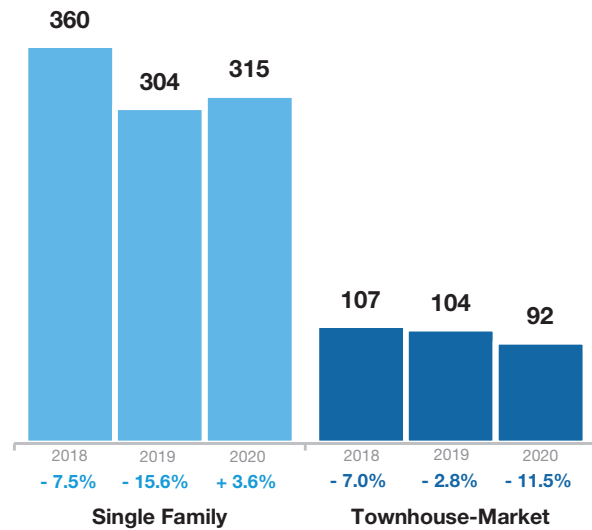
Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		104	92	- 11.5%	254	268	+ 5.5%
Pending Sales		95	68	- 28.4%	220	230	+ 4.5%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		69	81	+ 17.4%	160	213	+ 33.1%
Median Sales Price		\$289,000	\$316,000	+ 9.3%	\$286,500	\$305,000	+ 6.5%
Avg. Sales Price		\$305,863	\$336,038	+ 9.9%	\$306,338	\$337,244	+ 10.1%
Pct. of List Price Received		99.5%	99.6%	+ 0.1%	98.9%	99.1%	+ 0.2%
Days on Market		79	94	+ 19.0%	95	128	+ 34.7%
Affordability Index		121	116	- 4.1%	122	120	- 1.6%
Active Listings		113	152	+ 34.5%	--	--	--
Months Supply		1.6	2.0	+ 25.0%	--	--	--

New Listings

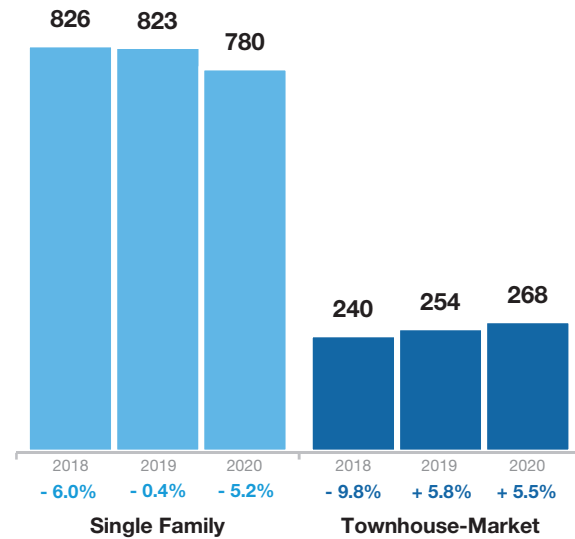
A count of the properties that have been newly listed on the market in a given month.



March

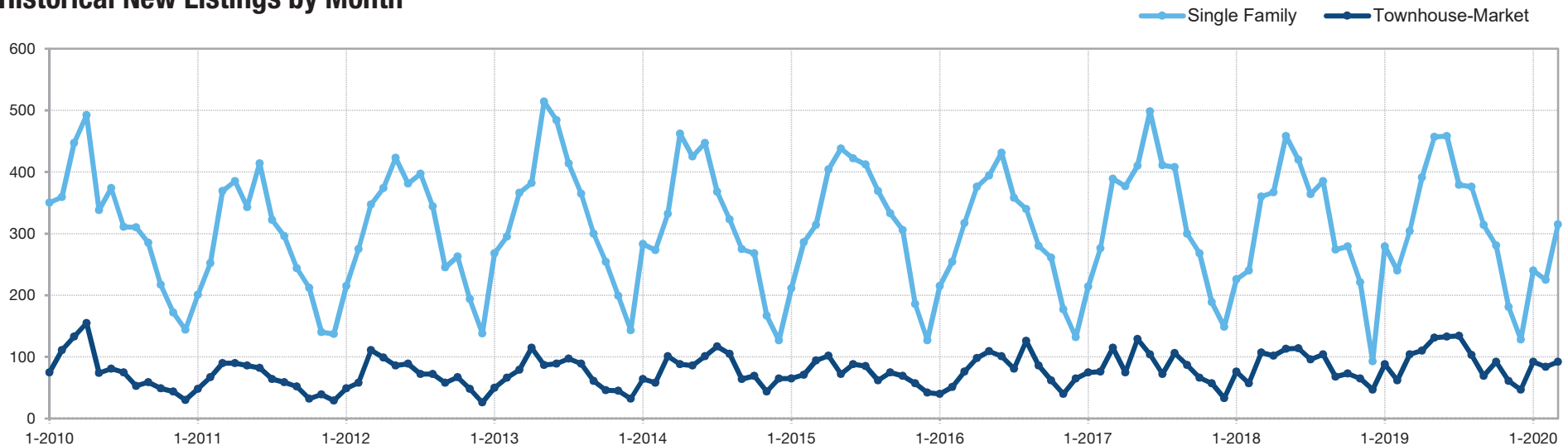


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	391	+6.5%	110	+7.8%
May-2019	457	-0.2%	131	+15.9%
Jun-2019	458	+9.0%	133	+16.7%
Jul-2019	379	+4.1%	134	+39.6%
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	181	-18.1%	61	-6.2%
Dec-2019	128	+37.6%	47	0.0%
Jan-2020	240	-14.0%	92	+4.5%
Feb-2020	225	-6.3%	84	+35.5%
Mar-2020	315	+3.6%	92	-11.5%
12-Month Avg	312	+1.7%	96	+10.8%

Historical New Listings by Month

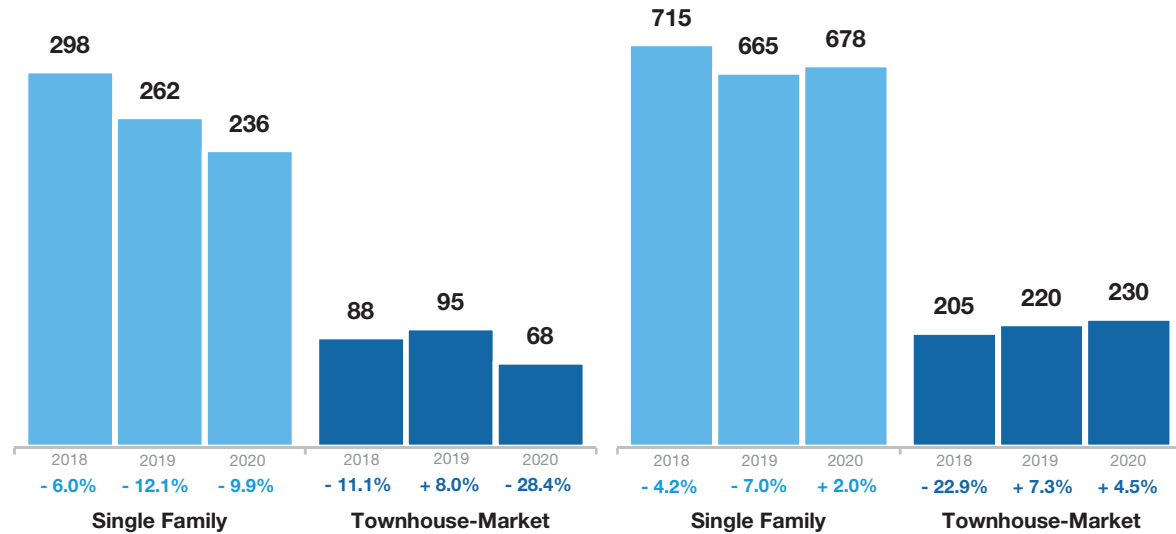


Pending Sales

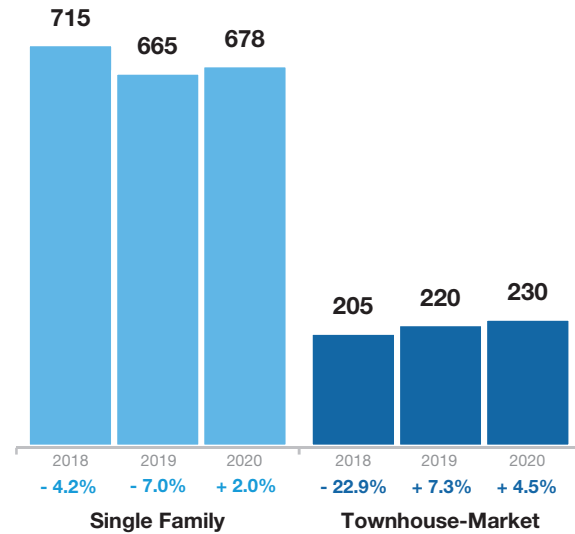
A count of the properties on which offers have been accepted in a given month.



March

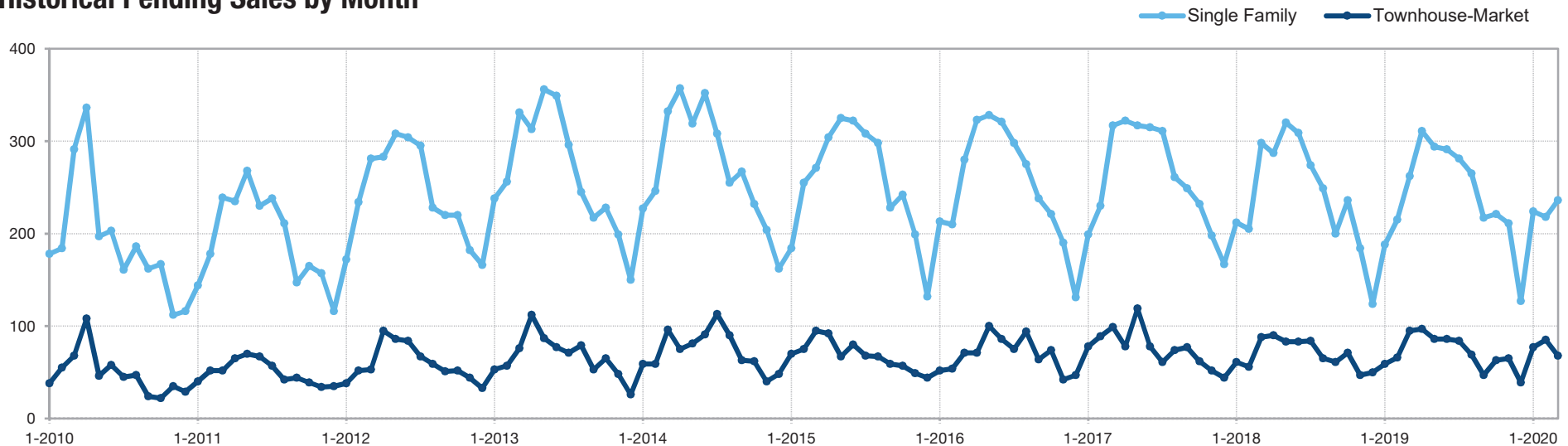


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	311	+8.4%	97	+7.8%
May-2019	294	-8.1%	86	+3.6%
Jun-2019	291	-5.8%	86	+3.6%
Jul-2019	281	+2.6%	84	0.0%
Aug-2019	265	+6.4%	69	+6.2%
Sep-2019	217	+8.5%	47	-23.0%
Oct-2019	221	-6.4%	63	-11.3%
Nov-2019	211	+14.7%	65	+38.3%
Dec-2019	127	+2.4%	39	-22.0%
Jan-2020	224	+19.1%	77	+30.5%
Feb-2020	218	+1.4%	85	+28.8%
Mar-2020	236	-9.9%	68	-28.4%
12-Month Avg	241	+1.7%	72	+1.4%

Historical Pending Sales by Month

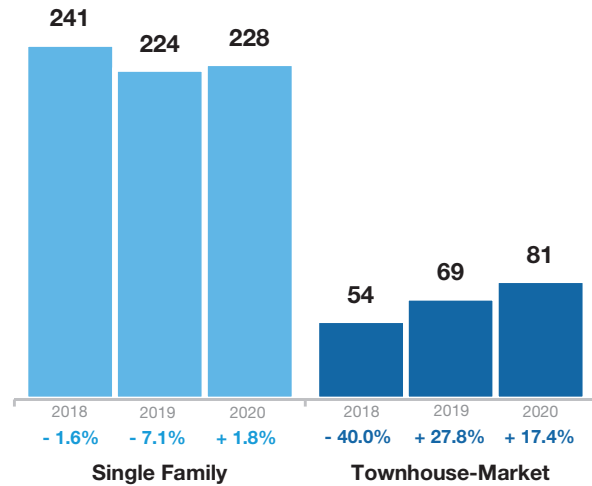


Sold Listings

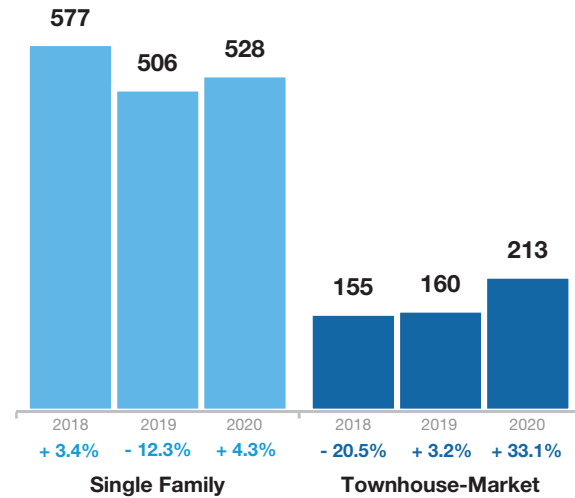
A count of the actual sales that closed in a given month.



March

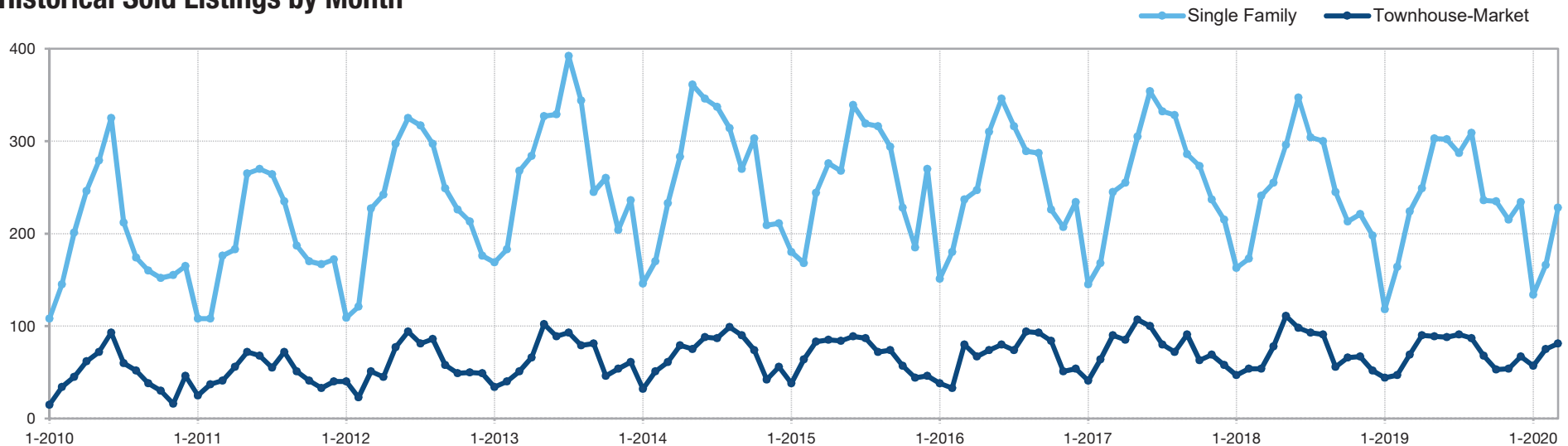


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	249	-2.4%	90	+15.4%
May-2019	303	+2.4%	89	-19.8%
Jun-2019	302	-13.0%	88	-10.2%
Jul-2019	287	-5.6%	91	-2.2%
Aug-2019	309	+3.0%	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	134	+13.6%	57	+29.5%
Feb-2020	166	+1.2%	75	+59.6%
Mar-2020	228	+1.8%	81	+17.4%
12-Month Avg	242	+0.5%	75	+3.2%

Historical Sold Listings by Month

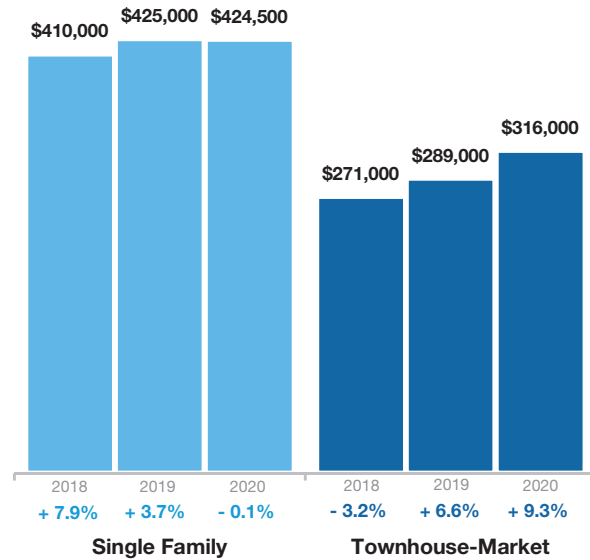


Median Sales Price

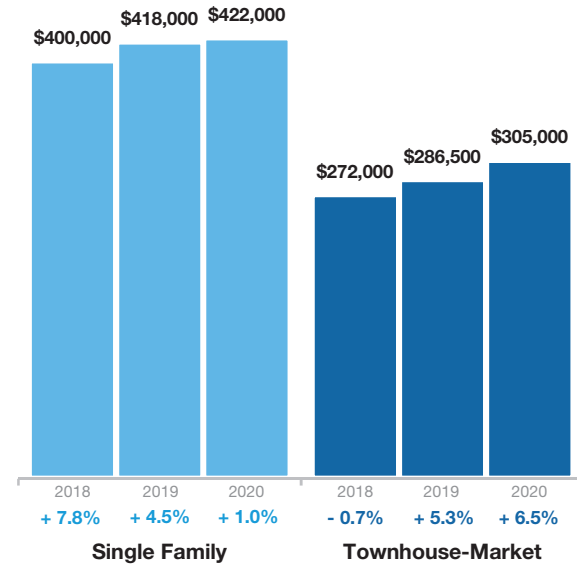
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



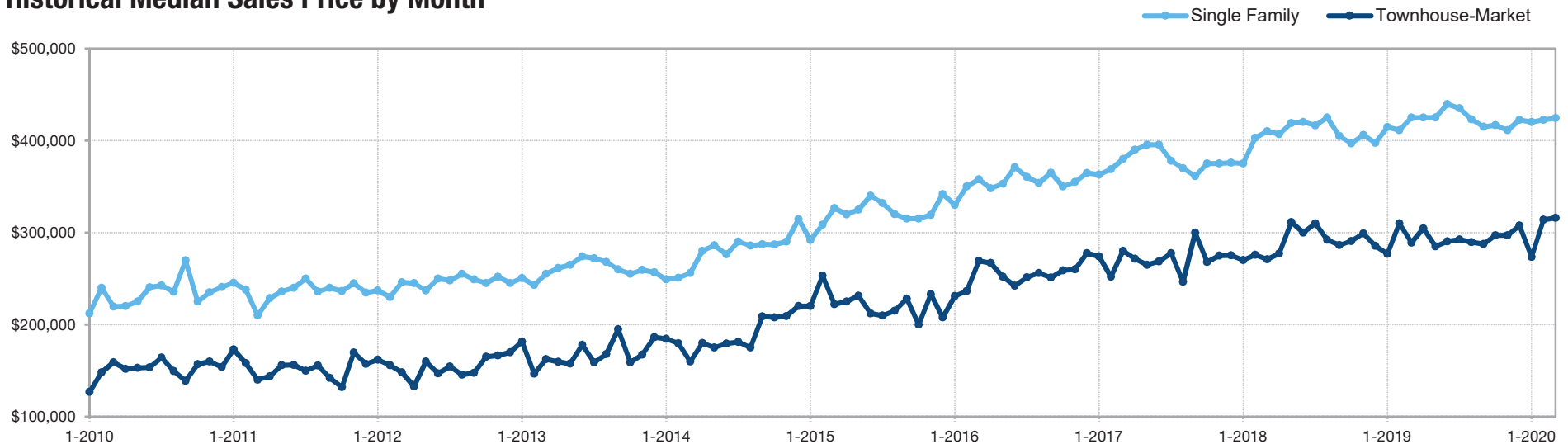
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	\$425,000	+4.4%	\$304,613	+9.9%
May-2019	\$425,000	+1.4%	\$285,000	-8.5%
Jun-2019	\$439,500	+4.6%	\$290,314	-3.2%
Jul-2019	\$435,000	+4.5%	\$292,500	-5.6%
Aug-2019	\$423,000	-0.5%	\$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	\$422,500	+2.7%	\$314,000	+1.3%
Mar-2020	\$424,500	-0.1%	\$316,000	+9.3%
12-Month Avg*	\$425,000	+2.7%	\$297,000	+0.5%

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

Historical Median Sales Price by Month

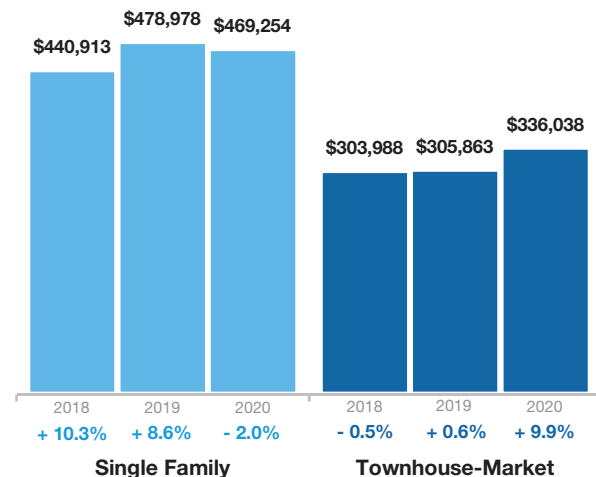


Average Sales Price

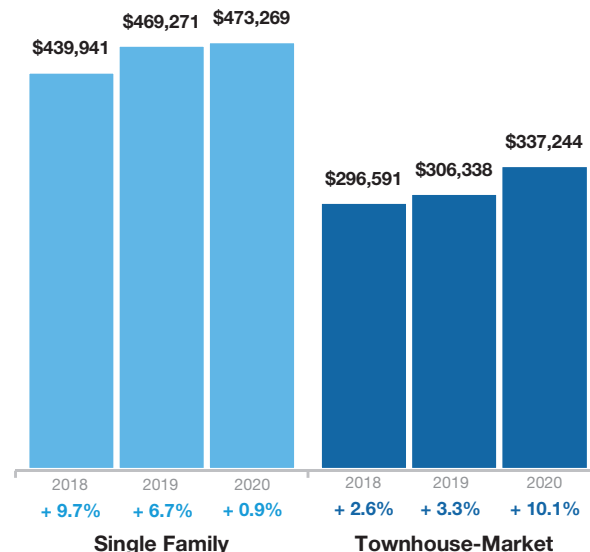
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



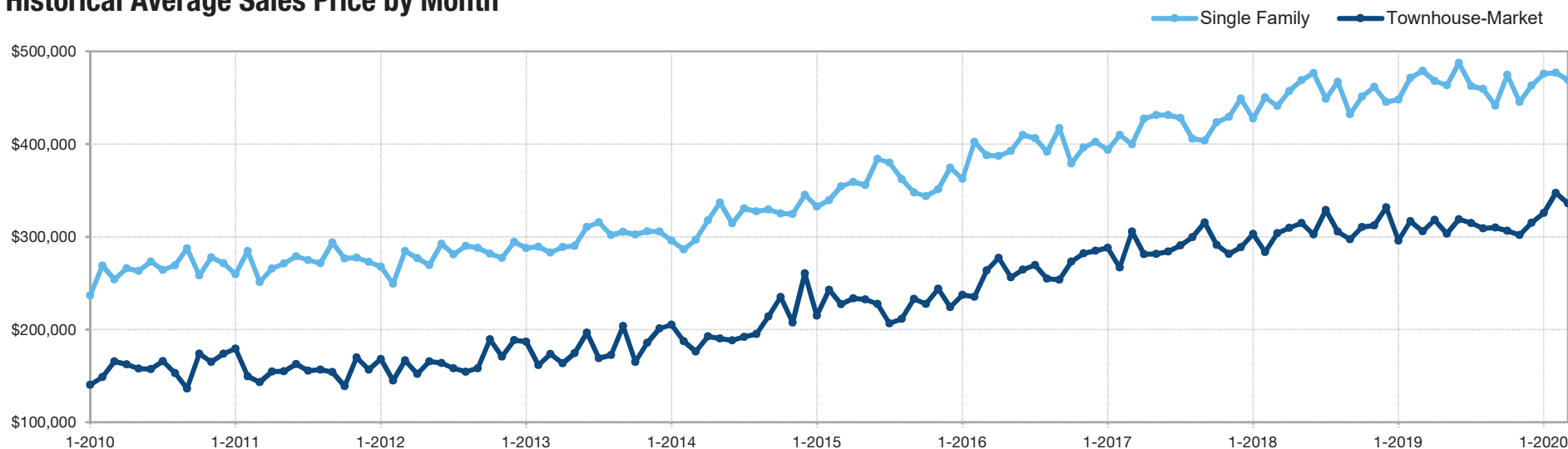
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	\$467,890	+2.4%	\$318,276	+2.8%
May-2019	\$463,380	-1.2%	\$303,377	-3.7%
Jun-2019	\$487,558	+2.3%	\$318,911	+5.5%
Jul-2019	\$462,630	+3.1%	\$314,797	-4.3%
Aug-2019	\$459,292	-1.7%	\$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	\$475,651	+6.2%	\$325,684	+10.1%
Feb-2020	\$476,861	+1.2%	\$347,331	+9.6%
Mar-2020	\$469,254	-2.0%	\$336,038	+9.9%
12-Month Avg*	\$465,330	+1.2%	\$317,564	+2.0%

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

Historical Average Sales Price by Month



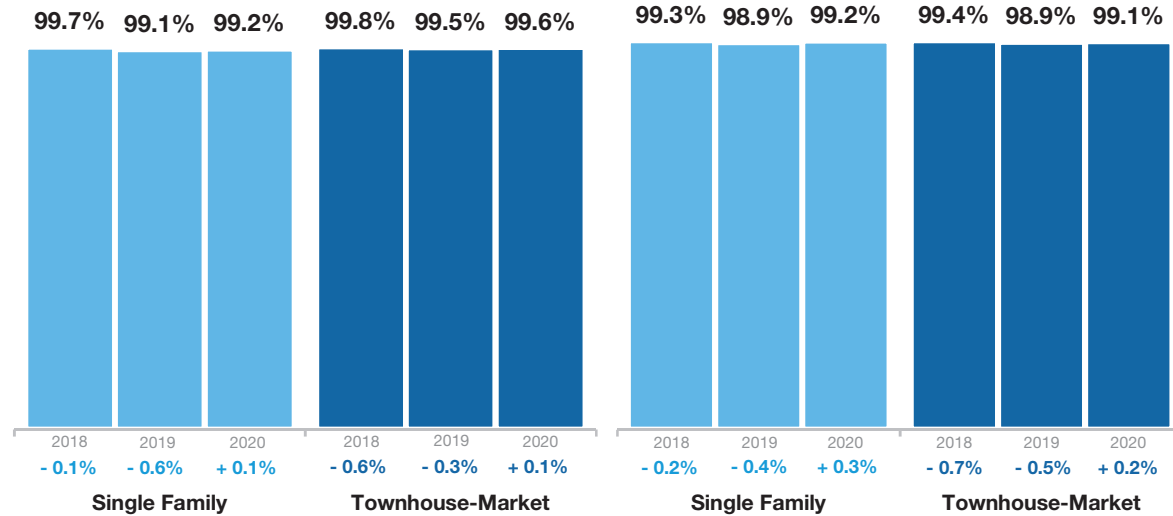
Percent of List Price Received

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.



March

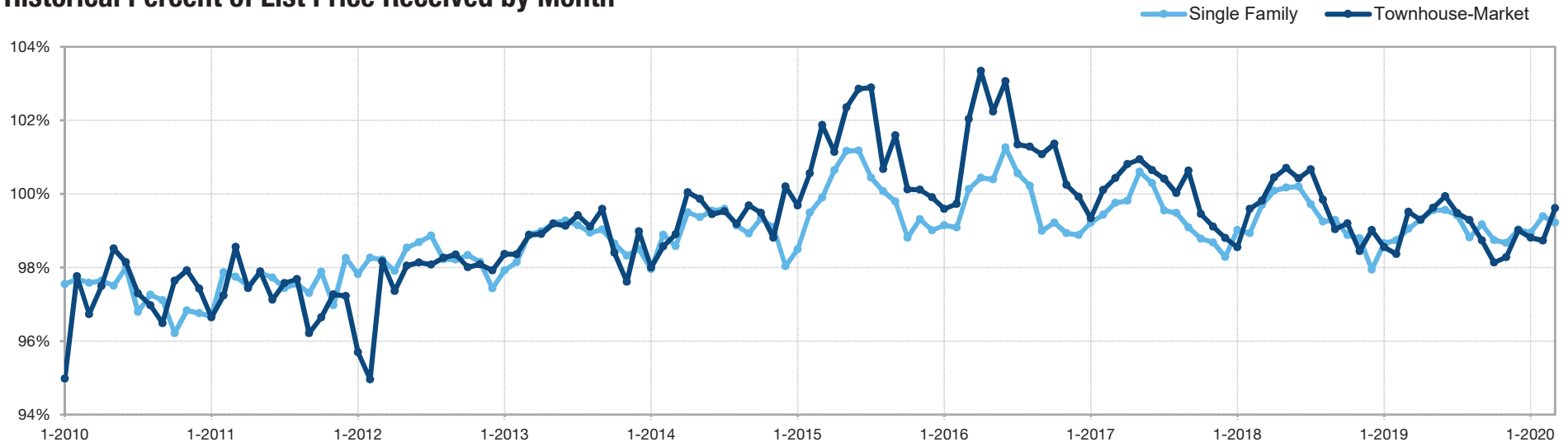
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	99.3%	-0.8%	99.3%	-1.1%
May-2019	99.6%	-0.6%	99.6%	-1.1%
Jun-2019	99.6%	-0.6%	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%
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%	98.7%	+0.3%
Mar-2020	99.2%	+0.1%	99.6%	+0.1%
12-Month Avg*	99.4%	-0.2%	99.7%	-0.6%

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

Historical Percent of List Price Received by Month

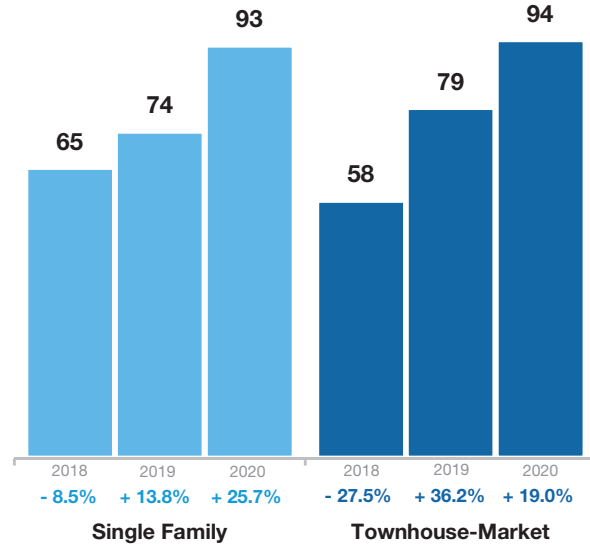


Days on Market Until Sale

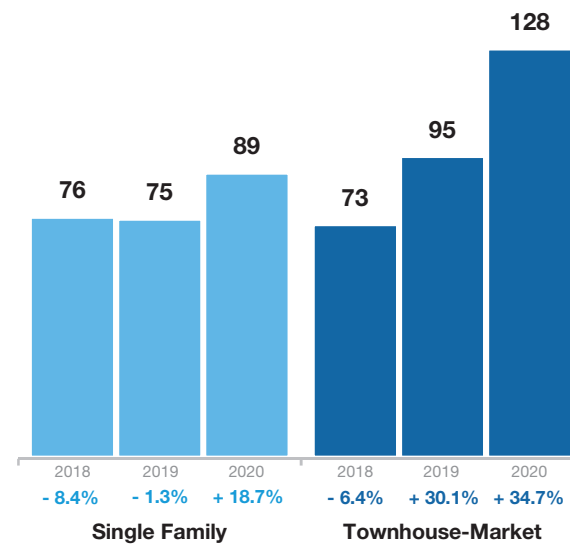
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



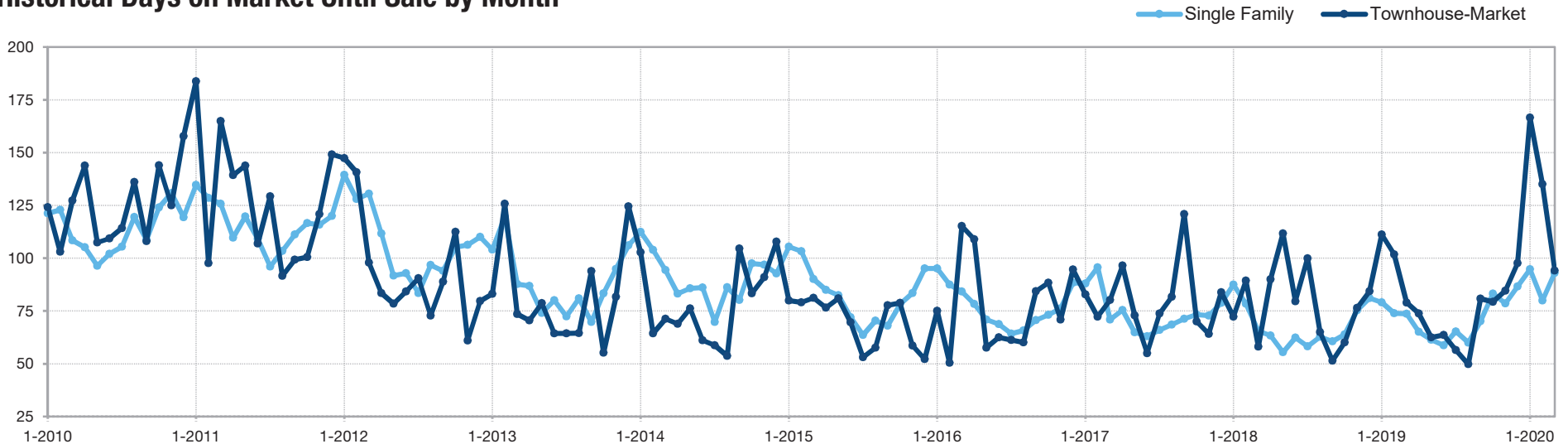
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
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%
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%	94	+19.0%
12-Month Avg	73	+10.2%	84	-1.2%

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

Historical Days on Market Until Sale by Month



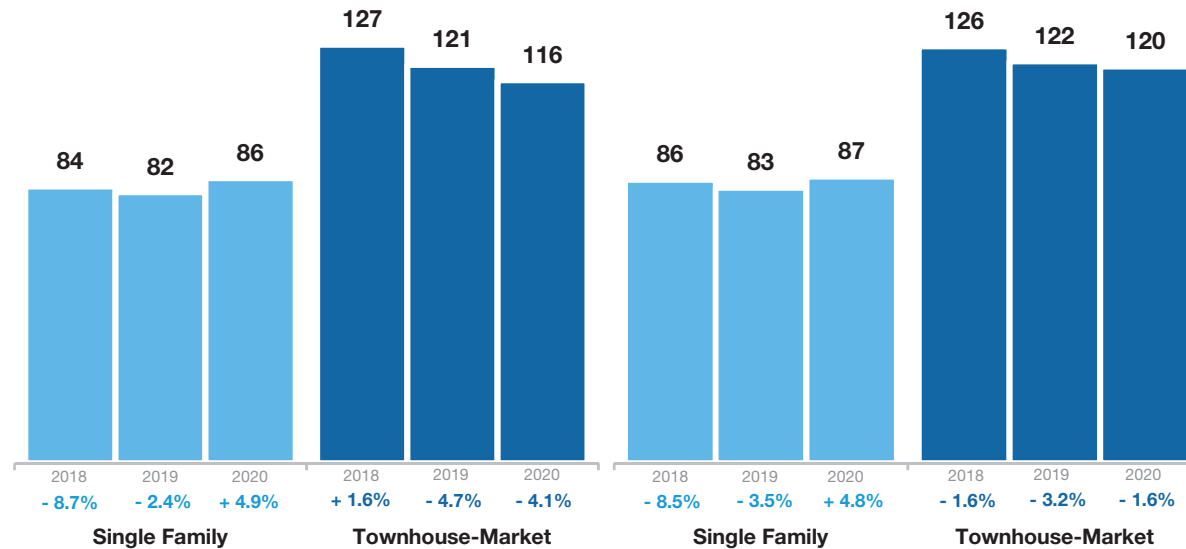
Housing Affordability Index

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.



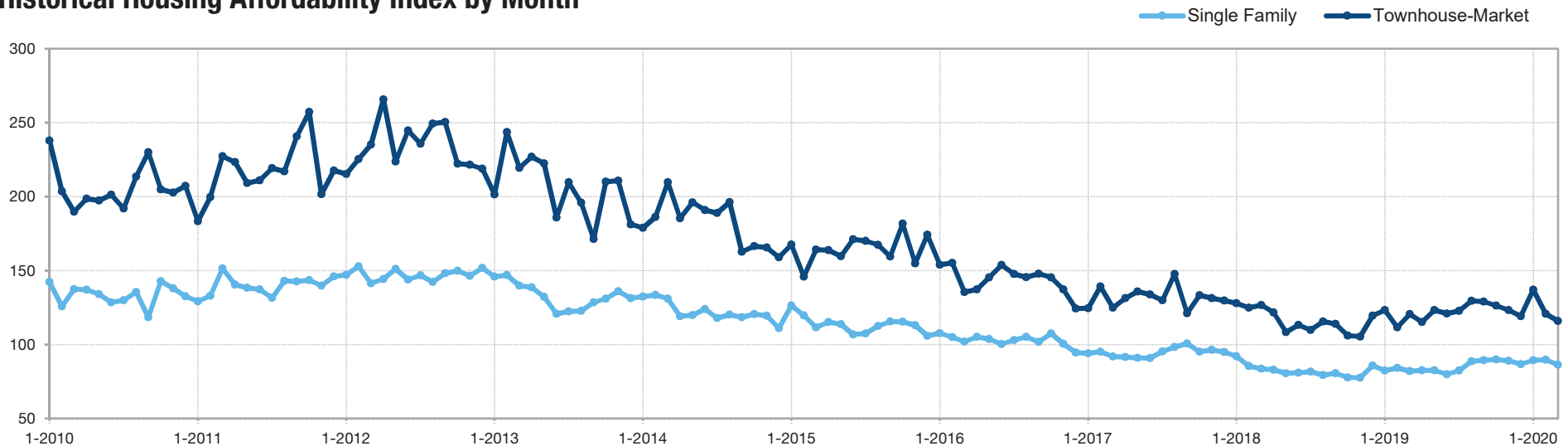
March

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
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	82	0.0%	123	+11.8%
Aug-2019	89	+12.7%	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	90	+7.1%	121	+8.0%
Mar-2020	86	+4.9%	116	-4.1%
12-Month Avg	86	+5.7%	81	+1.6%

Historical Housing Affordability Index by Month

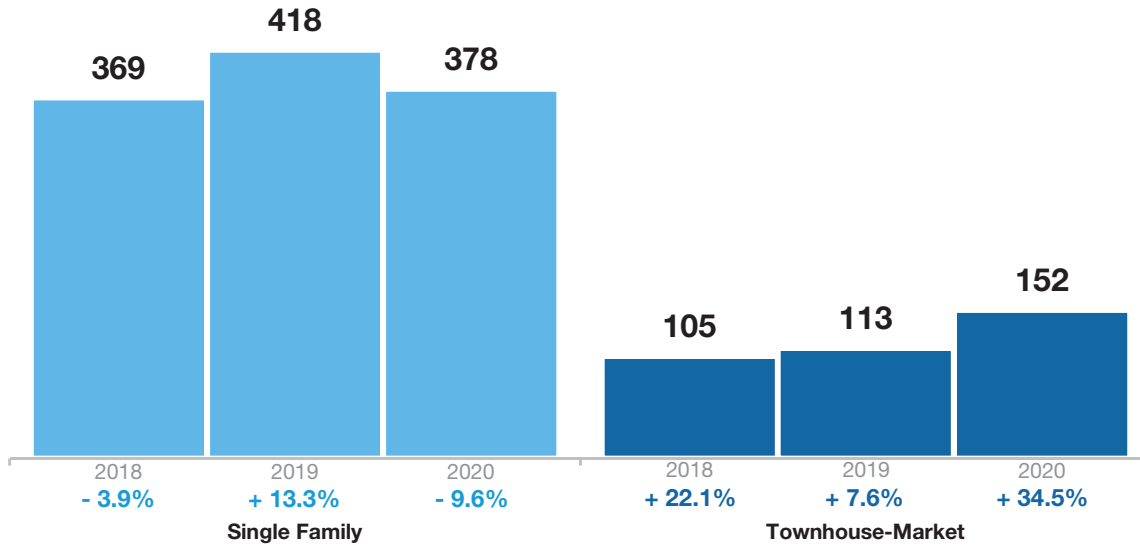


Inventory of Active Listings

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



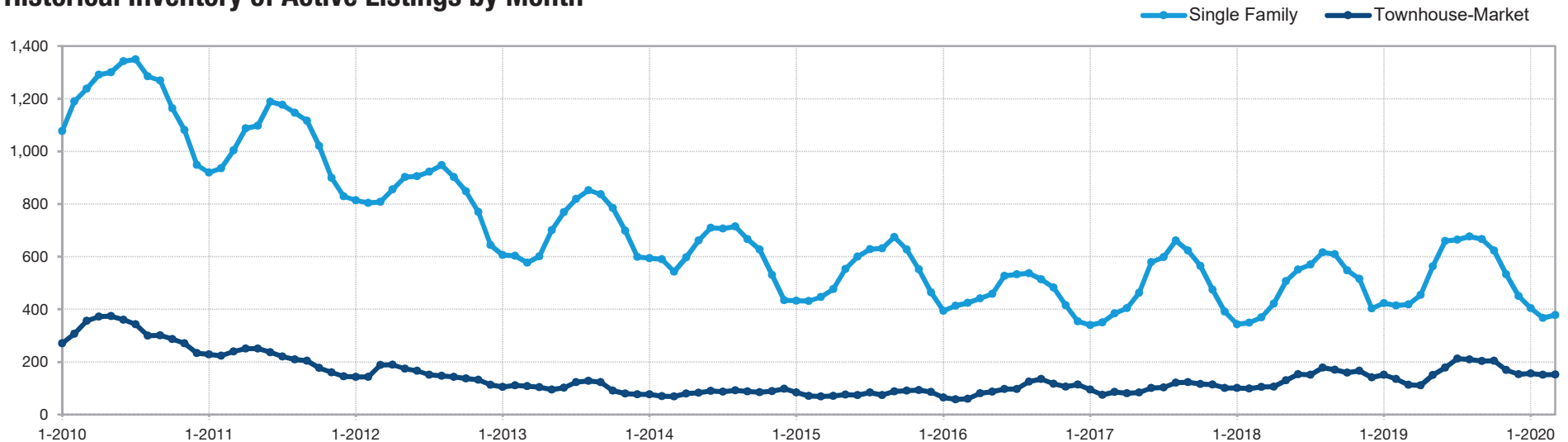
March



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	455	+8.1%	111	+4.7%
May-2019	563	+11.0%	150	+15.4%
Jun-2019	659	+19.6%	179	+17.0%
Jul-2019	664	+16.5%	213	+41.1%
Aug-2019	676	+9.7%	210	+17.3%
Sep-2019	666	+9.4%	204	+20.0%
Oct-2019	623	+13.7%	205	+28.9%
Nov-2019	533	+3.3%	169	+1.8%
Dec-2019	451	+11.9%	153	+8.5%
Jan-2020	404	-4.5%	156	+3.3%
Feb-2020	367	-11.4%	151	+11.9%
Mar-2020	378	-9.6%	152	+34.5%
12-Month Avg*	537	+7.4%	171	+17.0%

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

Historical Inventory of Active Listings by Month

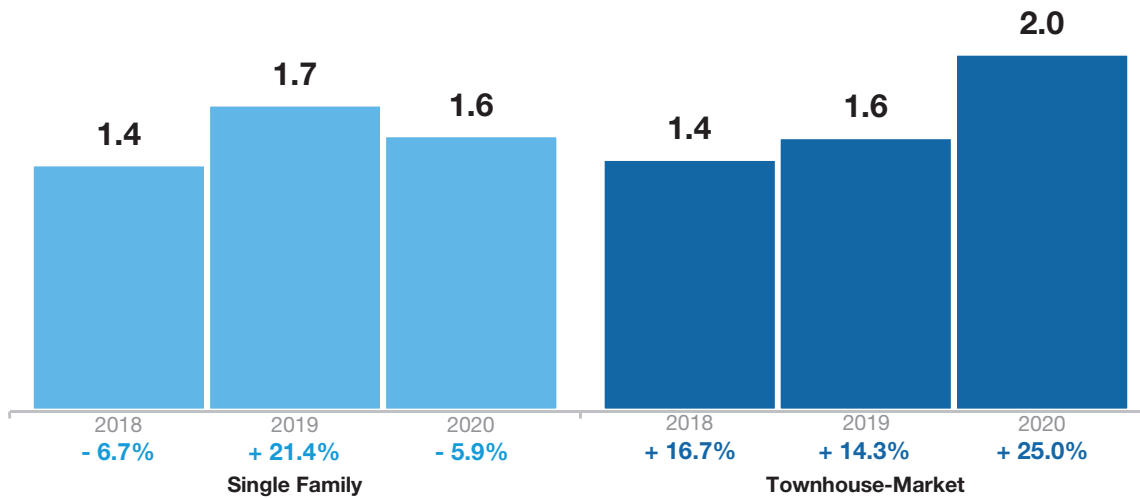


Months Supply of Inventory

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.



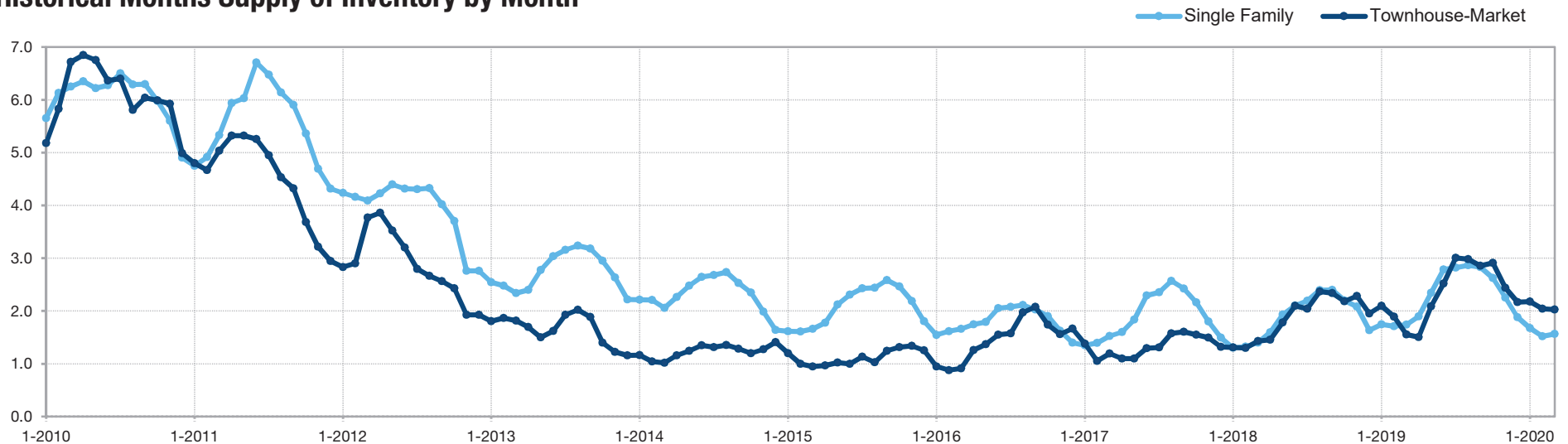
March



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Apr-2019	1.9	+18.8%	1.5	0.0%
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%	3.0	+25.0%
Sep-2019	2.8	+16.7%	2.9	+26.1%
Oct-2019	2.6	+18.2%	2.9	+31.8%
Nov-2019	2.3	+9.5%	2.4	+4.3%
Dec-2019	1.9	+18.8%	2.2	+10.0%
Jan-2020	1.7	0.0%	2.2	+4.8%
Feb-2020	1.5	-11.8%	2.0	+5.3%
Mar-2020	1.6	-5.9%	2.0	+25.0%
12-Month Avg*	2.3	+14.1%	2.4	+19.5%

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


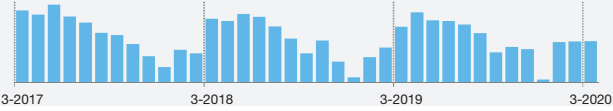
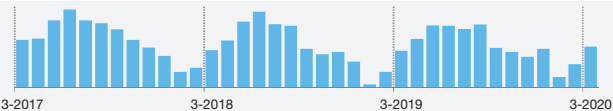
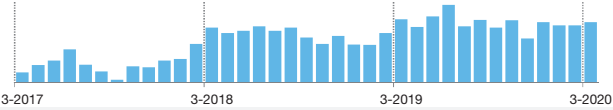
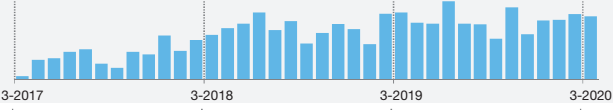
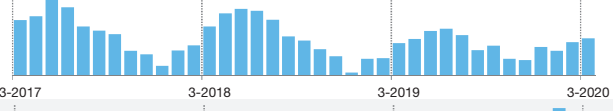
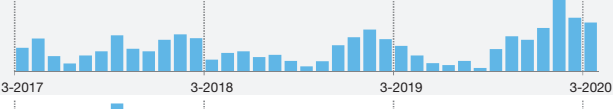

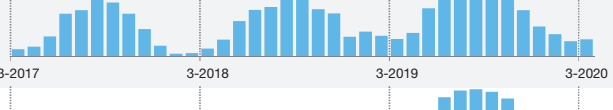

Historical Months Supply of Inventory by Month



All Properties Activity Overview

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



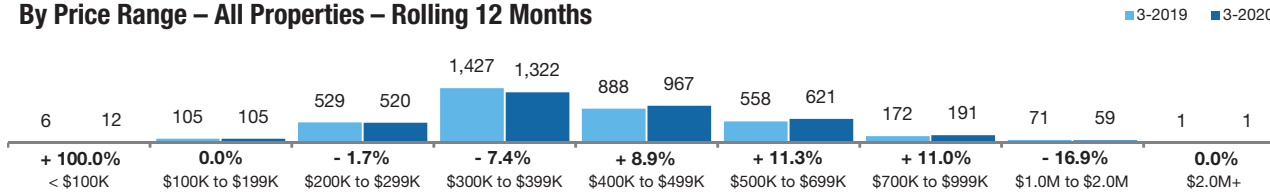
Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		408	407	- 0.2%	1,077	1,048	- 2.7%
Pending Sales		357	304	- 14.8%	220	230	+ 4.5%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		293	309	+ 5.5%	666	741	+ 11.3%
Median Sales Price		\$397,500	\$395,000	- 0.6%	\$385,000	\$393,000	+ 2.1%
Avg. Sales Price		\$438,210	\$434,333	+ 0.9%	\$430,128	\$434,169	+ 0.9%
Pct. of List Price Received		99.2%	99.3%	+ 0.3%	98.9%	99.2%	+ 0.3%
Days on Market		75	93	+ 25.0%	80	100	+ 25.0%
Affordability Index		88	93	+ 3.0%	91	93	+ 3.0%
Active Listings		531	530	- 0.2%	--	--	--
Months Supply		1.7	1.7	- 1.3%	--	--	--

Sold Listings

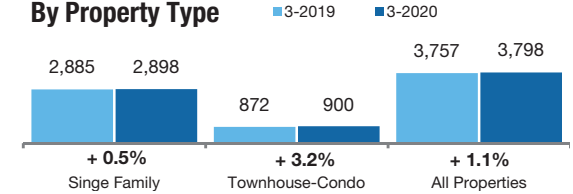
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	6	12	+100.0%	0	0	--
\$100,000 to \$199,999	43	50	+16.3%	62	55	-11.3%
\$200,000 to \$299,999	140	117	-16.4%	389	403	+3.6%
\$300,000 to \$399,999	1,098	992	-9.7%	329	330	+0.3%
\$400,000 to \$499,999	836	901	+7.8%	52	66	+26.9%
\$500,000 to \$699,999	528	594	+12.5%	30	27	-10.0%
\$700,000 to \$999,999	167	177	+6.0%	5	14	+180.0%
\$1,000,000 to \$1,999,999	66	54	-18.2%	5	5	0.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	2,885	2,898	+0.5%	872	900	+3.2%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
Single Family	0	1	--	0	0	--
Townhouse-Condo	0	3	--	6	6	0.0%
Single Family	6	10	+66.7%	25	28	+12.0%
Townhouse-Condo	60	72	+20.0%	31	38	+22.6%
Single Family	49	76	+55.1%	3	3	0.0%
Townhouse-Condo	36	46	+27.8%	7	2	-71.4%
Single Family	12	15	+25.0%	3	3	0.0%
Townhouse-Condo	3	5	+66.7%	0	1	--
Single Family	0	0	--	0	0	--
Townhouse-Condo	166	228	+37.3%	75	81	+8.0%

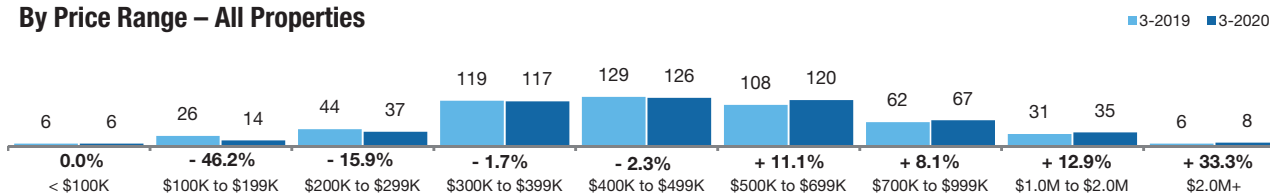
Year to Date

	Single Family			Townhouse-Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
Single Family	1	1	0.0%	0	0	--
Townhouse-Condo	5	6	+20.0%	14	18	+28.6%
Single Family	24	18	-25.0%	72	82	+13.9%
Townhouse-Condo	185	183	-1.1%	58	82	+41.4%
Single Family	152	162	+6.6%	9	9	0.0%
Townhouse-Condo	92	112	+21.7%	6	12	+100.0%
Single Family	33	34	+3.0%	1	8	+700.0%
Townhouse-Condo	14	12	-14.3%	0	2	--
Single Family	0	0	--	0	0	--
Townhouse-Condo	506	528	+4.3%	160	213	+33.1%

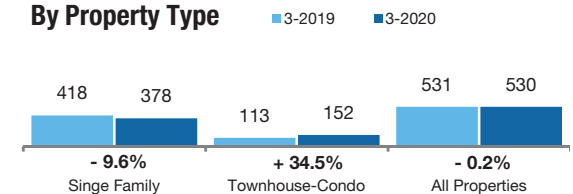
Inventory of Active Listings

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		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	6	6	0.0%	0	0	--
\$100,000 to \$199,999	20	10	-50.0%	6	4	-33.3%
\$200,000 to \$299,999	17	10	-41.2%	27	27	0.0%
\$300,000 to \$399,999	73	46	-37.0%	46	71	+54.3%
\$400,000 to \$499,999	116	109	-6.0%	13	17	+30.8%
\$500,000 to \$699,999	98	99	+1.0%	10	21	+110.0%
\$700,000 to \$999,999	53	57	+7.5%	9	10	+11.1%
\$1,000,000 to \$1,999,999	29	33	+13.8%	2	2	0.0%
\$2,000,000 and Above	6	8	+33.3%	0	0	--
All Price Ranges	418	378	-9.6%	113	152	+34.5%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
Single Family	6	6	0.0%	0	0	--
Townhouse-Condo	10	10	0.0%	5	4	-20.0%
Single Family	13	10	-23.1%	32	27	-15.6%
Townhouse-Condo	54	46	-14.8%	63	71	+12.7%
Single Family	95	109	+14.7%	18	17	-5.6%
Townhouse-Condo	95	99	+4.2%	22	21	-4.5%
Single Family	55	57	+3.6%	9	10	+11.1%
Townhouse-Condo	31	33	+6.5%	2	2	0.0%
Single Family	8	8	0.0%	0	0	--
Townhouse-Condo	367	378	+3.0%	151	152	+0.7%

Year to Date

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

Local Market Update for March 2020

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Boulder

Single Family

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	136	120	350	334
		- 11.8%		- 4.6%
Closed Sales	86	77	167	185
		- 10.5%		+ 10.8%
Median Sales Price*	\$949,000	\$999,000	\$960,000	\$970,000
		+ 5.3%		+ 1.0%
Average Sales Price*	\$1,230,814	\$1,211,833	\$1,254,811	\$1,228,174
		- 1.5%		- 2.1%
Percent of List Price Received*	99.6%	98.6%	98.5%	97.5%
		- 1.0%		- 1.0%
Days on Market Until Sale	61	59	70	81
		- 3.3%		+ 15.7%
Inventory of Homes for Sale	203	183	--	--
		- 9.9%		--
Months Supply of Inventory	2.7	2.3	--	--
		- 14.8%		--

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

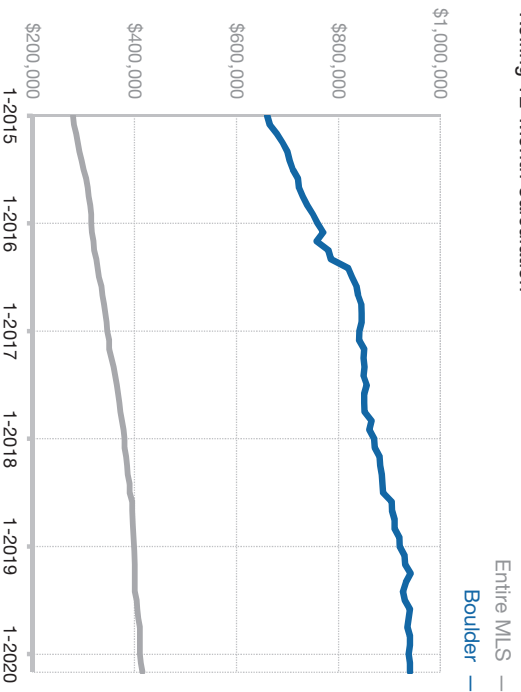
Townhouse/Condo

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	85	84	240	247
		- 1.2%		+ 2.9%
Closed Sales	58	72	122	158
		+ 24.1%		+ 29.5%
Median Sales Price*	\$485,000	\$548,503	\$417,190	\$551,003
		+ 13.1%		+ 32.1%
Average Sales Price*	\$541,858	\$781,528	\$485,812	\$696,739
		+ 44.2%		+ 43.4%
Percent of List Price Received*	99.7%	98.7%	99.4%	98.6%
		- 1.0%		- 0.8%
Days on Market Until Sale	57	69	65	86
		+ 21.1%		+ 32.3%
Inventory of Homes for Sale	138	127	--	--
		- 8.0%		--
Months Supply of Inventory	2.5	2.2	--	--
		- 12.0%		--

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

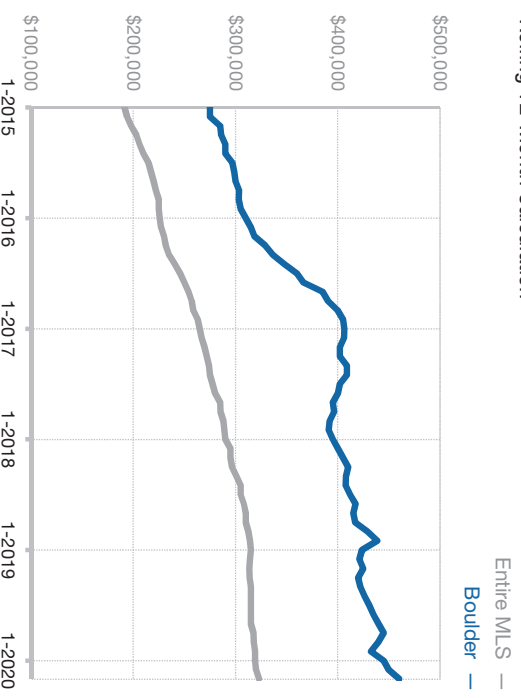
Median Sales Price – Single Family

Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation



Local Market Update for March 2020

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Longmont

Single Family	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
Key Metrics				
New Listings	129	139	366	357
				Percent Change from Previous Year
				- 2.5%
Closed Sales	96	105	245	279
				+ 13.9%
Median Sales Price*	\$435,500	\$477,000	\$447,000	\$474,000
				+ 6.0%
Average Sales Price*	\$475,441	\$566,725	\$497,958	\$536,194
				+ 7.7%
Percent of List Price Received*	99.1%	99.4%	98.8%	98.8%
				0.0%
Days on Market Until Sale	53	67	63	72
				+ 14.3%
Inventory of Homes for Sale	211	171	--	--
				--
Months Supply of Inventory	1.9	1.4	--	--
				--

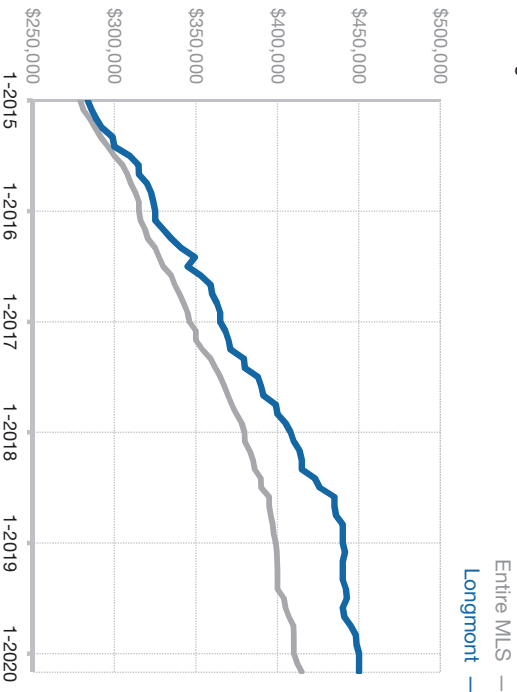
* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
Key Metrics				
New Listings	41	19	105	91
				Percent Change from Previous Year
				- 13.3%
Closed Sales	29	26	62	75
				+ 21.0%
Median Sales Price*	\$331,900	\$379,842	\$330,950	\$365,000
				+ 10.3%
Average Sales Price*	\$390,746	\$386,575	\$352,992	\$359,639
				+ 1.9%
Percent of List Price Received*	100.0%	99.6%	99.8%	99.2%
				- 0.6%
Days on Market Until Sale	94	79	80	71
				- 11.3%
Inventory of Homes for Sale	61	29	--	--
				--
Months Supply of Inventory	2.2	0.9	--	--
				--

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

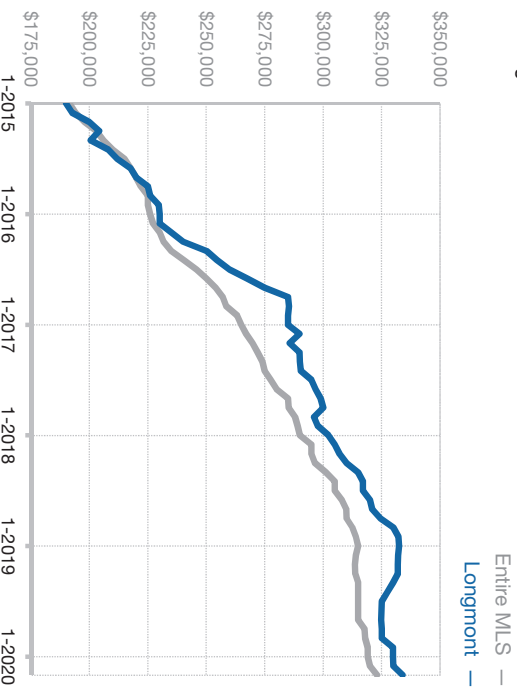
Median Sales Price – Single Family

Rolling 12-Month Calculation



Median Sales Price – Townhouse/Condo

Rolling 12-Month Calculation



Local Market Update for March 2020

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Wellington

Single Family	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
Key Metrics		Percent Change from Previous Year		Percent Change from Previous Year
New Listings	29	34	99	88
		+ 17.2%		- 11.1%
Closed Sales	28	33	62	69
		+ 17.9%		+ 11.3%
Median Sales Price*	\$351,500	\$369,600	\$343,000	\$365,000
		+ 5.1%		+ 6.4%
Average Sales Price*	\$369,369	\$392,495	\$384,899	\$377,743
		+ 6.3%		- 1.9%
Percent of List Price Received*	100.2%	101.1%	100.1%	100.9%
		+ 0.9%		+ 0.8%
Days on Market Until Sale	61	115	74	104
		+ 88.5%		+ 40.5%
Inventory of Homes for Sale	45	35	--	--
		- 22.2%		--
Months Supply of Inventory	1.9	1.2	--	--
		- 36.8%		--

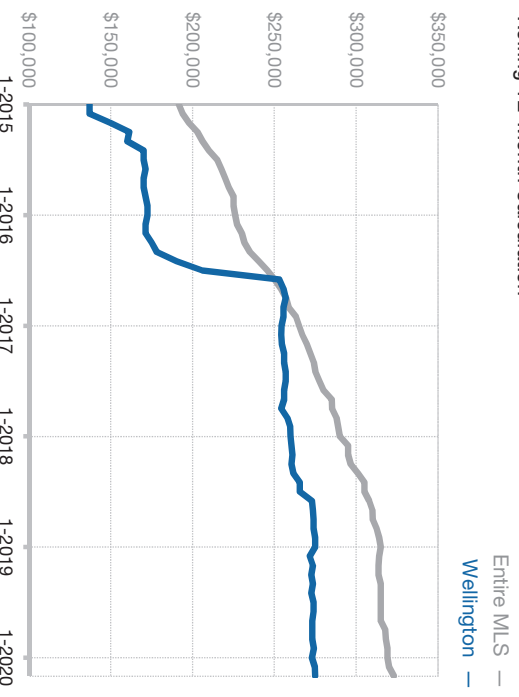
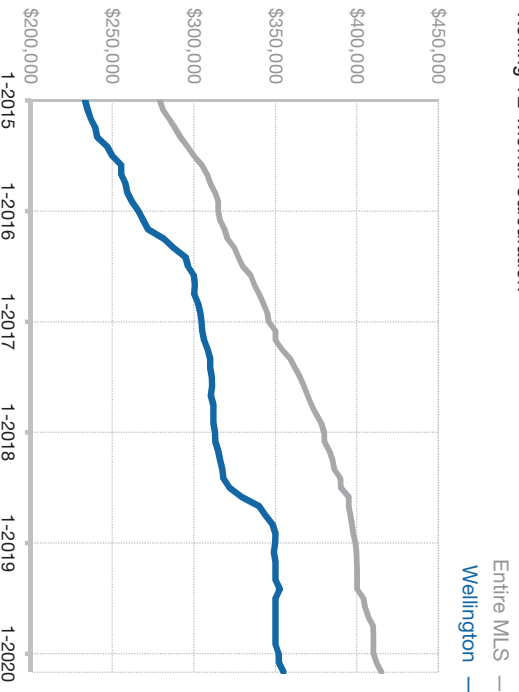
* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
Key Metrics		Percent Change from Previous Year		Percent Change from Previous Year
New Listings	10	4	21	18
		- 60.0%		- 14.3%
Closed Sales	9	6	14	12
		- 33.3%		- 14.3%
Median Sales Price*	\$274,900	\$293,803	\$263,500	\$288,303
		+ 6.9%		+ 9.4%
Average Sales Price*	\$270,211	\$288,014	\$265,929	\$282,290
		+ 6.6%		+ 6.2%
Percent of List Price Received*	99.2%	99.5%	99.3%	99.5%
		+ 0.3%		+ 0.2%
Days on Market Until Sale	124	120	140	98
		- 3.2%		- 30.0%
Inventory of Homes for Sale	7	5	--	--
		- 28.6%		--
Months Supply of Inventory	1.5	0.9	--	--
		- 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

Median Sales Price – Townhouse-Condo



Local Market Update for March 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

Single Family

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	125	99	349	263
		- 20.8%		- 24.6%
Closed Sales	78	63	193	175
		- 19.2%		- 9.3%
Median Sales Price*	\$428,748	\$450,000	\$425,000	\$457,000
		+ 5.0%		+ 7.5%
Average Sales Price*	\$444,754	\$480,142	\$465,824	\$502,044
		+ 8.0%		+ 7.8%
Percent of List Price Received*	99.1%	99.5%	99.0%	99.4%
		+ 0.4%		+ 0.4%
Days on Market Until Sale	90	92	100	96
		+ 2.2%		- 4.0%
Inventory of Homes for Sale	233	169	--	--
		- 27.5%		--
Months Supply of Inventory	3.1	1.9	--	--
		- 38.7%		--

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

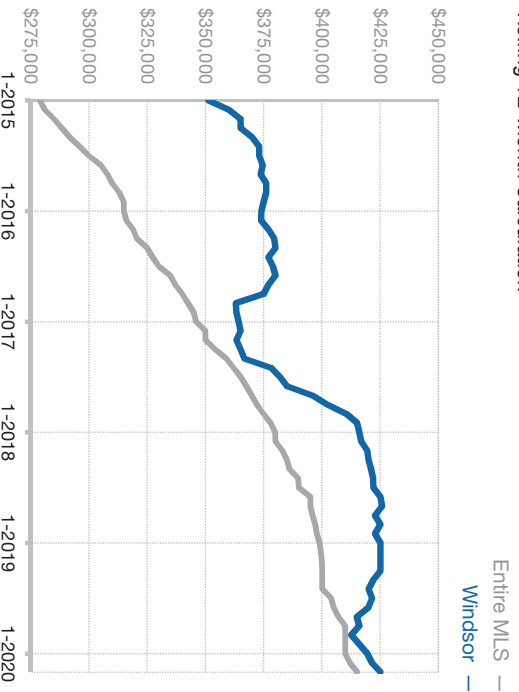
Townhouse/Condo

Key Metrics	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
New Listings	4	9	60	36
		+ 125.0%		- 40.0%
Closed Sales	12	6	24	18
		- 50.0%		- 25.0%
Median Sales Price*	\$329,306	\$322,500	\$314,594	\$327,500
		- 2.1%		+ 4.1%
Average Sales Price*	\$328,721	\$327,483	\$320,613	\$335,998
		- 0.4%		+ 4.8%
Percent of List Price Received*	100.9%	99.2%	100.2%	99.1%
		- 1.7%		- 1.1%
Days on Market Until Sale	123	100	137	135
		- 18.7%		- 1.5%
Inventory of Homes for Sale	69	48	--	--
		- 30.4%		--
Months Supply of Inventory	6.7	5.0	--	--
		- 25.4%		--

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

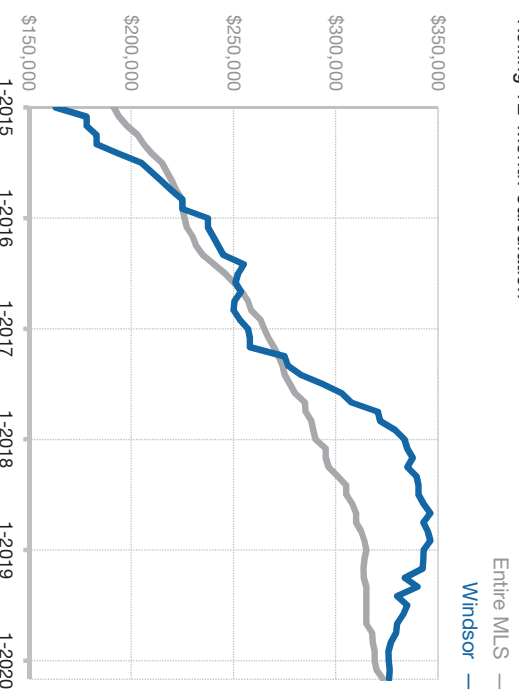
Median Sales Price – Single Family

Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation



Local Market Update for March 2020

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Loveland

Single Family	March		Year to Date	
	2019	2020 <small>Percent Change from Previous Year</small>	Thru 03-2019	Thru 03-2020 <small>Percent Change from Previous Year</small>
Key Metrics				
New Listings	143	161 + 12.6%	372	452 + 21.5%
Closed Sales	109	139 + 27.5%	260	287 + 10.4%
Median Sales Price*	\$380,000	\$381,500 + 0.4%	\$370,975	\$380,000 + 2.4%
Average Sales Price*	\$426,561	\$431,663 + 1.2%	\$431,725	\$432,001 + 0.1%
Percent of List Price Received*	99.1%	99.9% + 0.8%	98.9%	99.3% + 0.4%
Days on Market Until Sale	78	69 - 11.5%	74	69 - 6.8%
Inventory of Homes for Sale	150	182 + 21.3%	--	--
Months Supply of Inventory	1.3	1.5 + 15.4%	--	--

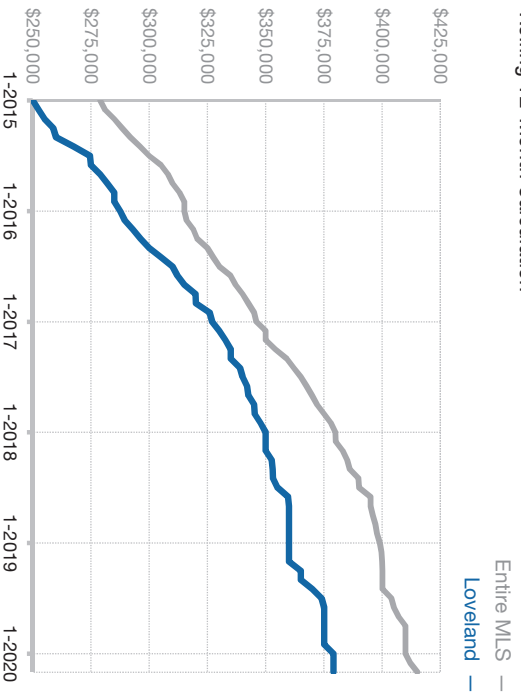
* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo	March		Year to Date	
	2019	2020 <small>Percent Change from Previous Year</small>	Thru 03-2019	Thru 03-2020 <small>Percent Change from Previous Year</small>
Key Metrics				
New Listings	30	30 0.0%	87	81 - 6.9%
Closed Sales	30	19 - 36.7%	53	53 0.0%
Median Sales Price*	\$315,000	\$355,061 + 12.7%	\$291,000	\$305,000 + 4.8%
Average Sales Price*	\$317,786	\$337,746 + 6.3%	\$309,130	\$328,691 + 6.3%
Percent of List Price Received*	100.0%	100.7% + 0.7%	99.9%	100.3% + 0.4%
Days on Market Until Sale	118	101 - 14.4%	131	116 - 11.5%
Inventory of Homes for Sale	59	65 + 10.2%	--	--
Months Supply of Inventory	2.3	2.4 + 4.3%	--	--

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

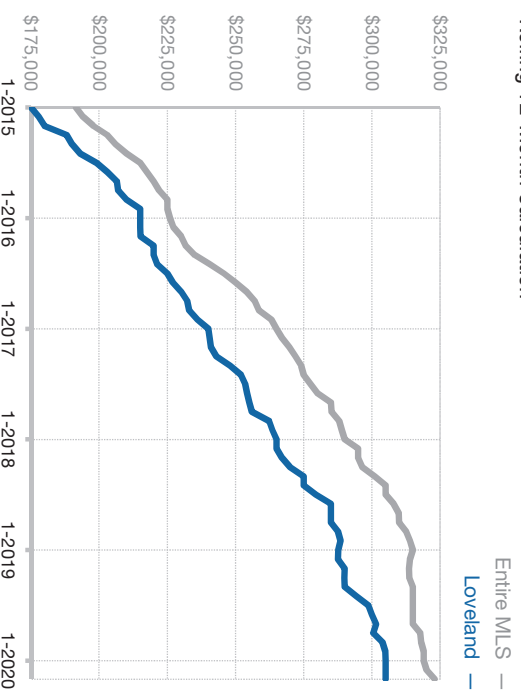
Median Sales Price – Single Family

Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation



Local Market Update for March 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Greeley

Single Family	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
Key Metrics				
New Listings	175	148	469	371
				Percent Change from Previous Year
				- 20.9%
Closed Sales	142	110	332	293
				- 11.7%
Median Sales Price*	\$312,349	\$326,950	\$310,896	\$323,100
				+ 3.9%
Average Sales Price*	\$314,596	\$350,383	\$315,465	\$343,061
				+ 8.7%
Percent of List Price Received*	99.2%	99.6%	99.1%	99.2%
				+ 0.1%
Days on Market Until Sale	62	62	61	66
				+ 8.2%
Inventory of Homes for Sale	159	130	--	--
				--
Months Supply of Inventory	1.2	1.0	--	--
				--

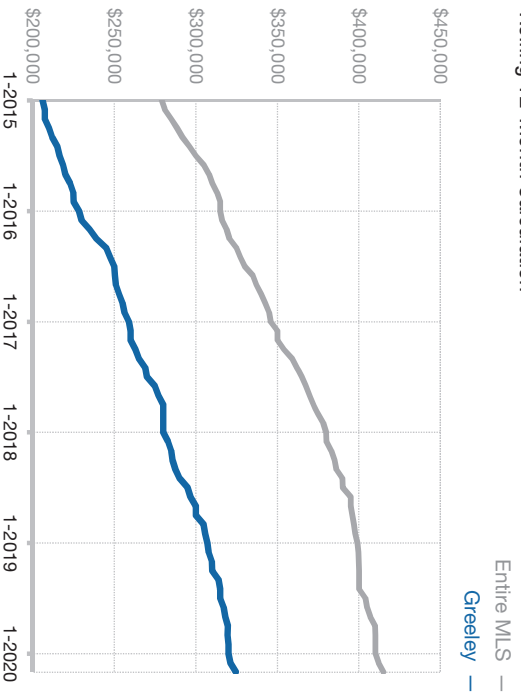
* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
Key Metrics				
New Listings	27	26	86	71
				Percent Change from Previous Year
				- 17.4%
Closed Sales	31	15	73	53
				- 27.4%
Median Sales Price*	\$249,000	\$247,000	\$244,900	\$240,000
				- 2.0%
Average Sales Price*	\$251,548	\$246,593	\$239,771	\$243,351
				+ 1.5%
Percent of List Price Received*	99.1%	99.4%	99.2%	99.5%
				+ 0.3%
Days on Market Until Sale	51	69	51	69
				+ 35.3%
Inventory of Homes for Sale	20	23	--	--
				--
Months Supply of Inventory	0.8	1.0	--	--
				--

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

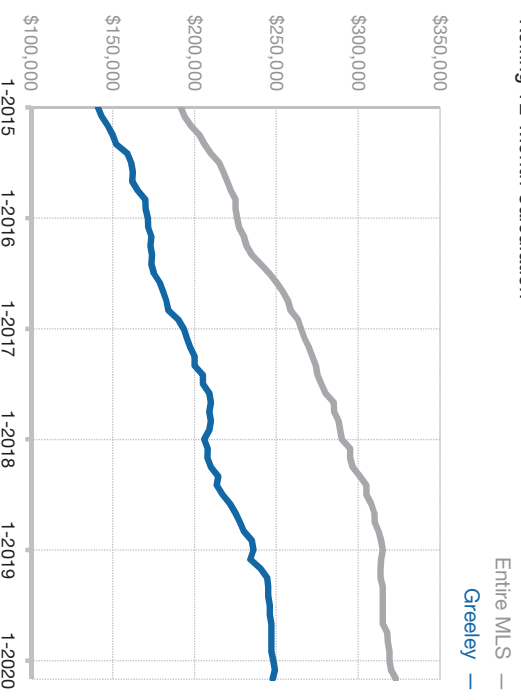
Median Sales Price – Single Family

Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation



Local Market Update for March 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Fort Collins

Single Family

Key Metrics	March		Year to Date	
	2019	2020 <small>Percent Change from Previous Year</small>	Thru 03-2019	Thru 03-2020 <small>Percent Change from Previous Year</small>
New Listings	215	236 + 9.8%	573	568 - 0.9%
Closed Sales	161	166 + 3.1%	376	390 + 3.7%
Median Sales Price*	\$425,000	\$433,250 + 1.9%	\$420,000	\$434,250 + 3.4%
Average Sales Price*	\$469,140	\$474,639 + 1.2%	\$464,015	\$480,634 + 3.6%
Percent of List Price Received*	99.2%	99.2% 0.0%	98.9%	99.0% + 0.1%
Days on Market Until Sale	59	77 + 30.5%	65	76 + 16.9%
Inventory of Homes for Sale	238	225 - 5.5%	--	-- --
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.

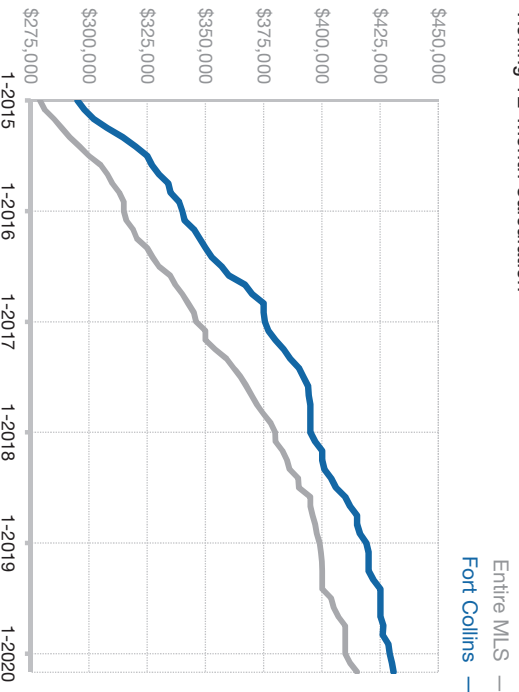
Townhouse/Condo

Key Metrics	March		Year to Date	
	2019	2020 <small>Percent Change from Previous Year</small>	Thru 03-2019	Thru 03-2020 <small>Percent Change from Previous Year</small>
New Listings	94	76 - 19.1%	223	231 + 3.6%
Closed Sales	59	72 + 22.0%	145	195 + 34.5%
Median Sales Price*	\$312,000	\$317,500 + 1.8%	\$310,000	\$306,000 - 1.3%
Average Sales Price*	\$311,994	\$339,279 + 8.7%	\$310,524	\$339,796 + 9.4%
Percent of List Price Received*	99.6%	99.5% - 0.1%	98.9%	99.0% + 0.1%
Days on Market Until Sale	72	88 + 22.2%	90	127 + 41.1%
Inventory of Homes for Sale	91	126 + 38.5%	--	-- --
Months Supply of Inventory	1.3	1.9 + 46.2%	--	-- --

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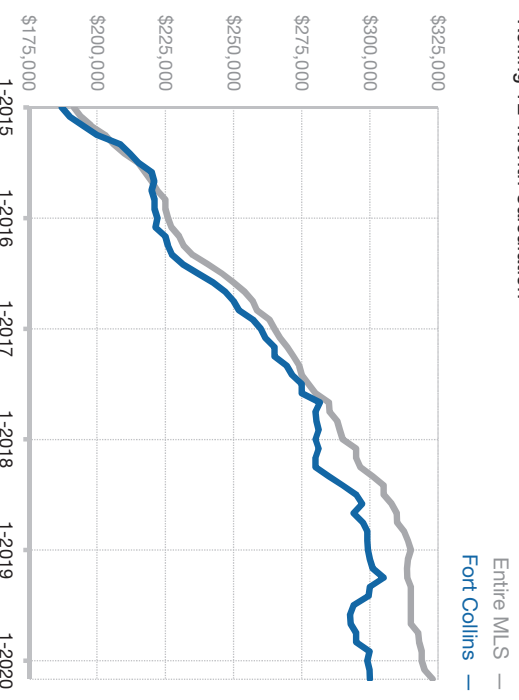
Median Sales Price – Single Family

Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation



Local Market Update for March 2020

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Berthoud

Single Family	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
Key Metrics		Percent Change from Previous Year		Percent Change from Previous Year
New Listings	42	69	125	188
		+ 64.3%		+ 50.4%
Closed Sales	42	33	85	66
		- 21.4%		- 22.4%
Median Sales Price*	\$410,075	\$453,900	\$424,950	\$432,500
		+ 10.7%		+ 1.8%
Average Sales Price*	\$426,720	\$571,098	\$468,327	\$516,331
		+ 33.8%		+ 10.3%
Percent of List Price Received*	99.2%	98.4%	98.9%	98.3%
		- 0.8%		- 0.6%
Days on Market Until Sale	133	96	122	83
		- 27.8%		- 32.0%
Inventory of Homes for Sale	107	111	--	--
		+ 3.7%		--
Months Supply of Inventory	3.5	3.2	--	--
		- 8.6%		--

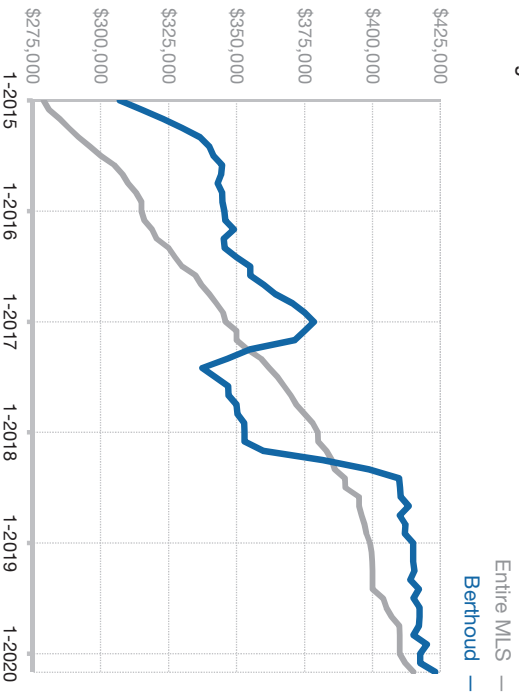
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Townhouse/Condo	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
Key Metrics		Percent Change from Previous Year		Percent Change from Previous Year
New Listings	14	20	19	49
		+ 42.9%		+ 157.9%
Closed Sales	6	5	7	26
		- 16.7%		+ 271.4%
Median Sales Price*	\$292,264	\$289,390	\$304,528	\$289,320
		- 1.0%		- 5.0%
Average Sales Price*	\$285,130	\$297,174	\$289,254	\$310,767
		+ 4.2%		+ 7.4%
Percent of List Price Received*	101.3%	99.8%	101.1%	100.1%
		- 1.5%		- 1.0%
Days on Market Until Sale	107	61	96	92
		- 43.0%		- 4.2%
Inventory of Homes for Sale	16	28	--	--
		+ 75.0%		--
Months Supply of Inventory	5.8	6.2	--	--
		+ 6.9%		--

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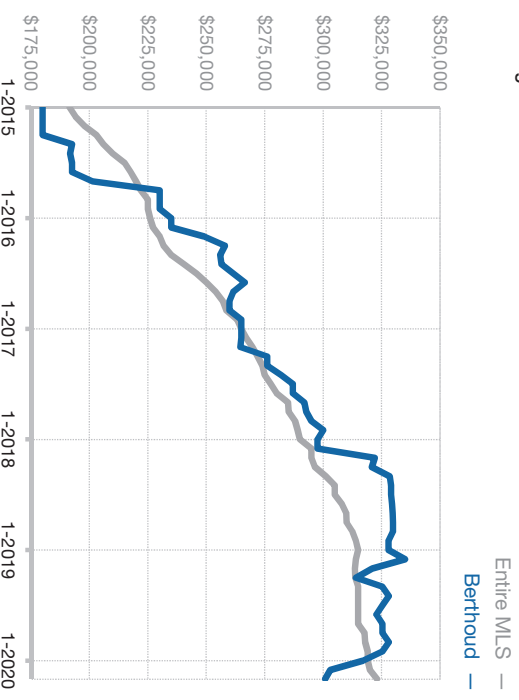
Median Sales Price – Single Family

Rolling 12-Month Calculation



Median Sales Price – Townhouse/Condo

Rolling 12-Month Calculation



Local Market Update for March 2020

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Johnstown

Single Family	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
Key Metrics		Percent Change from Previous Year		Percent Change from Previous Year
New Listings	45	41	122	113
		- 8.9%		- 7.4%
Closed Sales	43	31	74	72
		- 27.9%		- 2.7%
Median Sales Price*	\$385,000	\$385,000	\$399,450	\$379,000
		0.0%		- 5.1%
Average Sales Price*	\$409,147	\$407,888	\$416,273	\$394,612
		- 0.3%		- 5.2%
Percent of List Price Received*	99.2%	100.7%	99.3%	100.2%
		+ 1.5%		+ 0.9%
Days on Market Until Sale	78	83	91	74
		+ 6.4%		- 18.7%
Inventory of Homes for Sale	66	44	--	--
		- 33.3%		--
Months Supply of Inventory	1.9	1.4	--	--
		- 26.3%		--

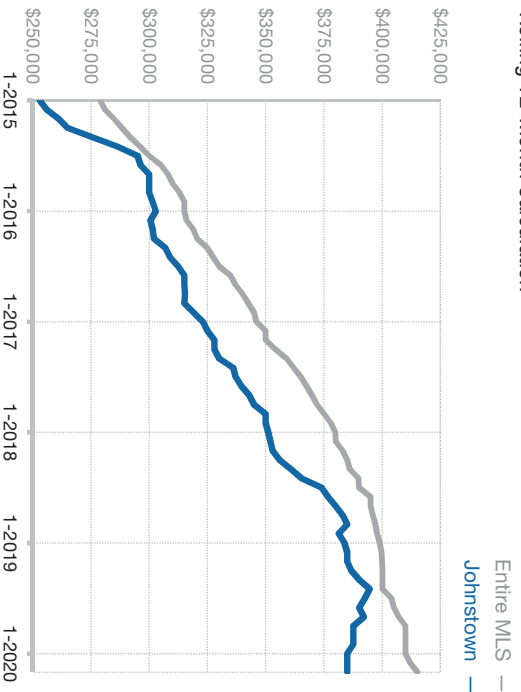
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Townhouse/Condo	March		Year to Date	
	2019	2020	Thru 03-2019	Thru 03-2020
Key Metrics		Percent Change from Previous Year		Percent Change from Previous Year
New Listings	1	1	1	9
		0.0%		+ 800.0%
Closed Sales	2	3	3	4
		+ 50.0%		+ 33.3%
Median Sales Price*	\$237,450	\$330,000	\$264,900	\$326,250
		+ 39.0%		+ 23.2%
Average Sales Price*	\$237,450	\$350,000	\$269,967	\$343,125
		+ 47.4%		+ 27.1%
Percent of List Price Received*	95.6%	100.0%	98.0%	99.8%
		+ 4.6%		+ 1.8%
Days on Market Until Sale	99	52	66	48
		- 47.5%		- 27.3%
Inventory of Homes for Sale	1	5	--	--
		+ 400.0%		--
Months Supply of Inventory	0.5	2.8	--	--
		+ 460.0%		--

* 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

