

# FCBR 2023

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# Monthly Indicators



## September 2023

New Listings were down 5.1 percent for single family homes and 16.7 percent for townhouse-condo properties. Pending Sales landed at 157 for single family homes and 51 for townhouse-condo properties.

The Median Sales Price was up 5.6 percent to \$617,950 for single family homes but decreased 2.5 percent to \$407,000 for townhouse-condo properties. Days on Market increased 22.6 percent for single family homes but decreased 38.9 percent for townhouse-condo properties.

Prices have continued to increase this fall despite softening home sales nationwide, as a lack of inventory has kept the market competitive for prospective buyers, sparking bidding wars and causing homes to sell for above asking price in some areas. Heading into September there were only 1.1 million units available for sale, 0.9% fewer than a month ago and 14.1% fewer than the same period last year, according to NAR. As a result, the U.S. median existing-home sales price rose 3.9% year-over-year to \$407,100, marking the third consecutive month that the median sales price topped \$400,000.

## Activity Snapshot

<b>- 18.5%</b>	<b>+ 22.6%</b>	<b>+ 5.6%</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	9-2022	9-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		235	223	- 5.1%	2,456	2,271	- 7.5%
Pending Sales		168	157	- 6.5%	1,885	1,660	- 11.9%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		216	176	- 18.5%	1,863	1,601	- 14.1%
Median Sales Price		\$585,000	\$617,950	+ 5.6%	\$603,000	\$605,000	+ 0.3%
Avg. Sales Price		\$647,725	\$675,092	+ 4.2%	\$678,173	\$684,864	+ 1.0%
Pct. of List Price Received		99.2%	99.4%	+ 0.2%	102.5%	99.9%	- 2.5%
Days on Market		53	65	+ 22.6%	43	59	+ 37.2%
Affordability Index		48	43	- 10.4%	47	44	- 6.4%
Active Listings		392	454	+ 15.8%	--	--	--
Months Supply		1.8	2.7	+ 50.0%	--	--	--

# 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.



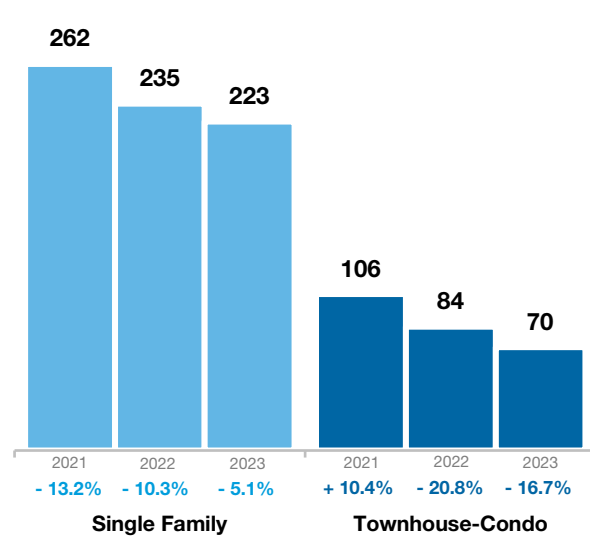
Key Metrics	Historical Sparkbars	9-2022	9-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		84	70	- 16.7%	709	746	+ 5.2%
Pending Sales		43	51	+ 18.6%	577	546	- 5.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		61	45	- 26.2%	600	520	- 13.3%
Median Sales Price		\$417,585	\$407,000	- 2.5%	\$401,250	\$415,000	+ 3.4%
Avg. Sales Price		\$446,661	\$432,817	- 3.1%	\$419,190	\$437,153	+ 4.3%
Pct. of List Price Received		100.4%	99.5%	- 0.9%	103.1%	99.8%	- 3.2%
Days on Market		90	55	- 38.9%	55	68	+ 23.6%
Affordability Index		67	66	- 1.5%	70	64	- 8.6%
Active Listings		138	169	+ 22.5%	--	--	--
Months Supply		2.0	3.1	+ 55.0%	--	--	--

# New Listings

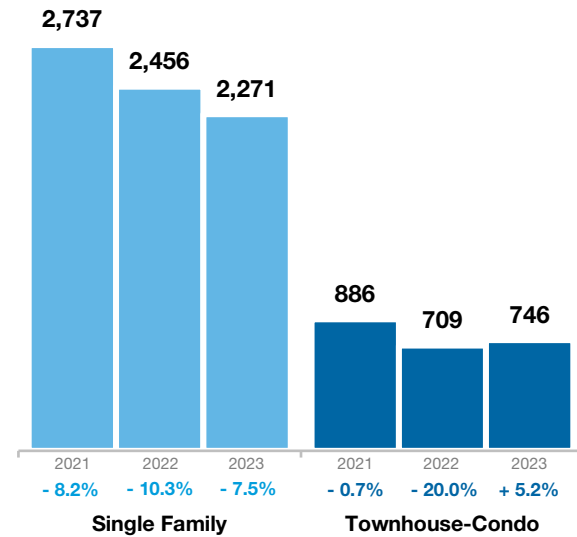
A count of the properties that have been newly listed on the market in a given month.



## September

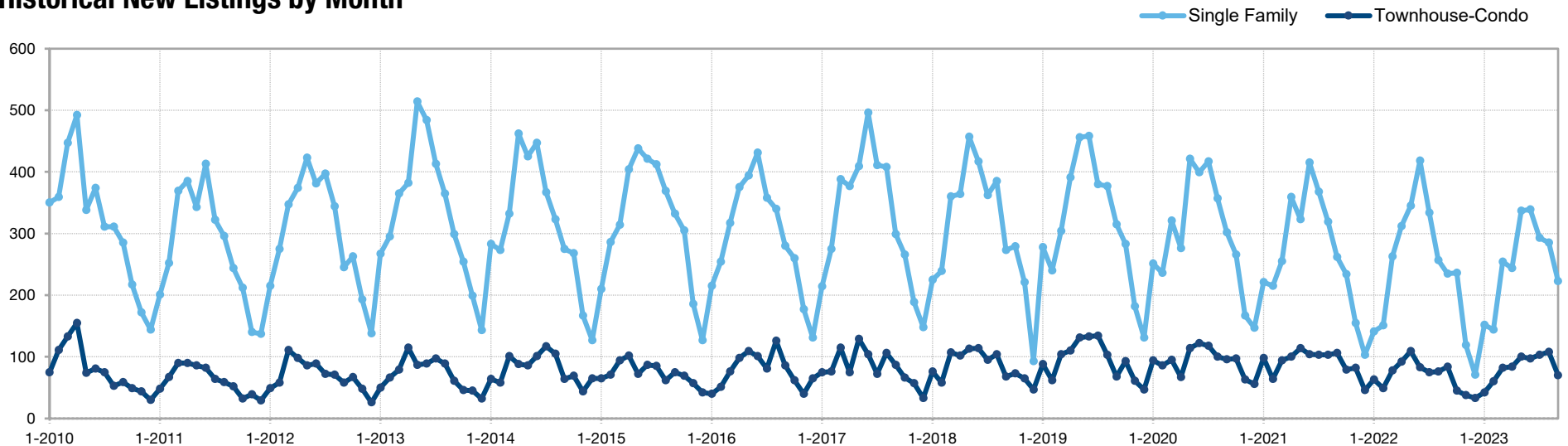


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2022	236	+0.9%	45	-43.0%
Nov-2022	119	-23.2%	38	-53.7%
Dec-2022	71	-31.1%	33	-28.3%
Jan-2023	152	+7.8%	42	-33.3%
Feb-2023	144	-4.6%	60	+22.4%
Mar-2023	254	-3.4%	82	+5.1%
Apr-2023	244	-21.8%	84	-8.7%
May-2023	337	-2.3%	100	-8.3%
Jun-2023	339	-18.9%	97	+16.9%
Jul-2023	293	-12.3%	103	+37.3%
Aug-2023	285	+10.9%	108	+42.1%
Sep-2023	223	-5.1%	70	-16.7%
12-Month Avg	225	-8.5%	72	-5.9%

## Historical New Listings by Month

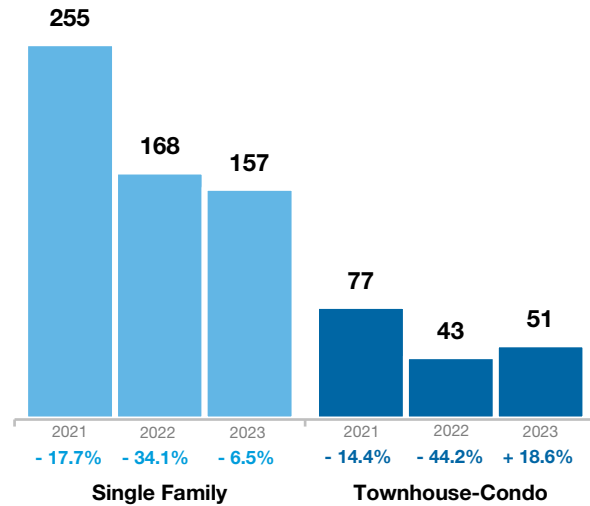


# Pending Sales

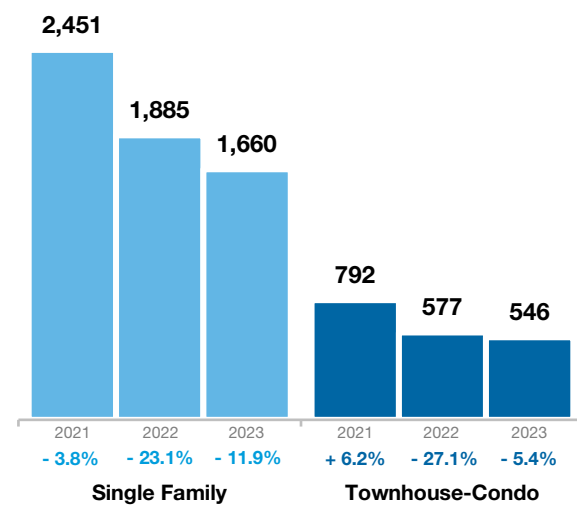
A count of the properties on which offers have been accepted in a given month.



## September

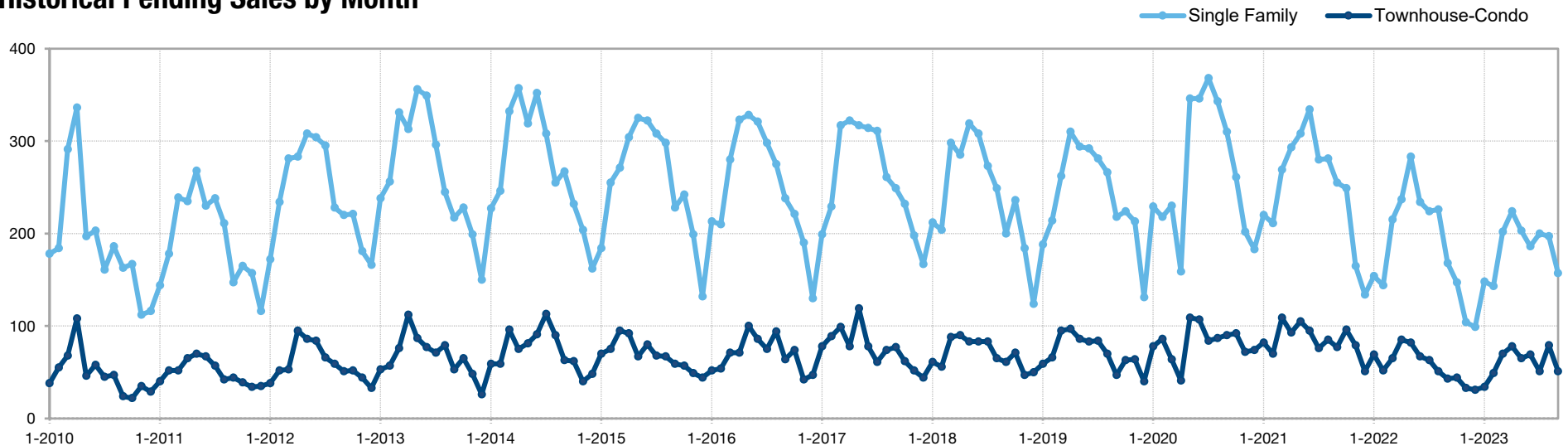


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2022	147	-41.0%	44	-54.2%
Nov-2022	104	-37.0%	33	-58.2%
Dec-2022	99	-26.1%	31	-39.2%
Jan-2023	148	-3.9%	34	-50.7%
Feb-2023	143	-0.7%	49	-5.8%
Mar-2023	202	-6.0%	70	+7.7%
Apr-2023	224	-5.5%	78	-8.2%
May-2023	203	-28.3%	65	-20.7%
Jun-2023	186	-20.5%	69	+3.0%
Jul-2023	200	-10.7%	51	-19.0%
Aug-2023	197	-12.8%	79	+54.9%
<b>Sep-2023</b>	<b>157</b>	<b>-6.5%</b>	<b>51</b>	<b>+18.6%</b>
12-Month Avg	168	-17.4%	55	-18.6%

## Historical Pending Sales by Month



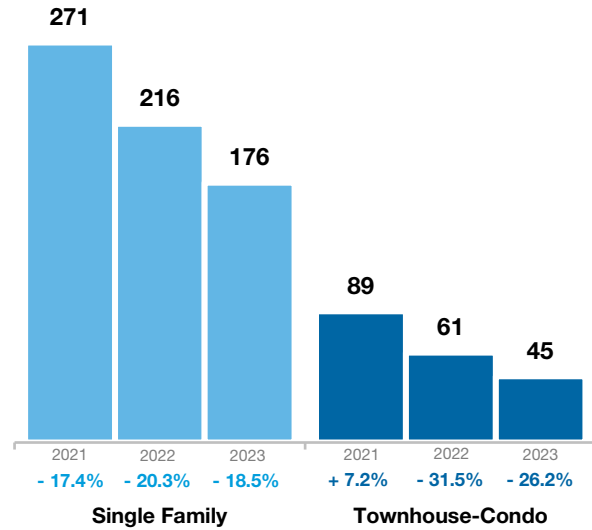


# Sold Listings

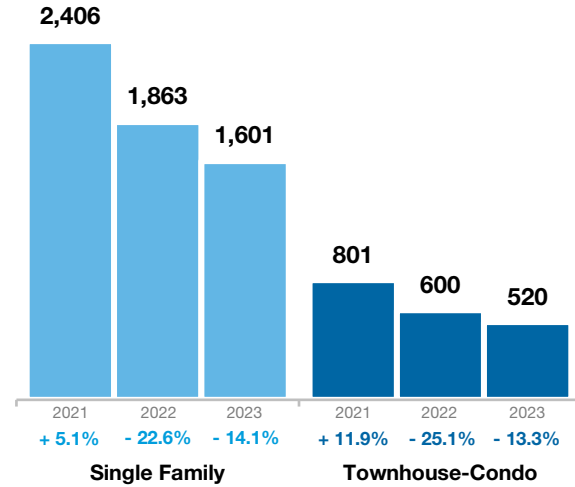
A count of the actual sales that closed in a given month.



## September

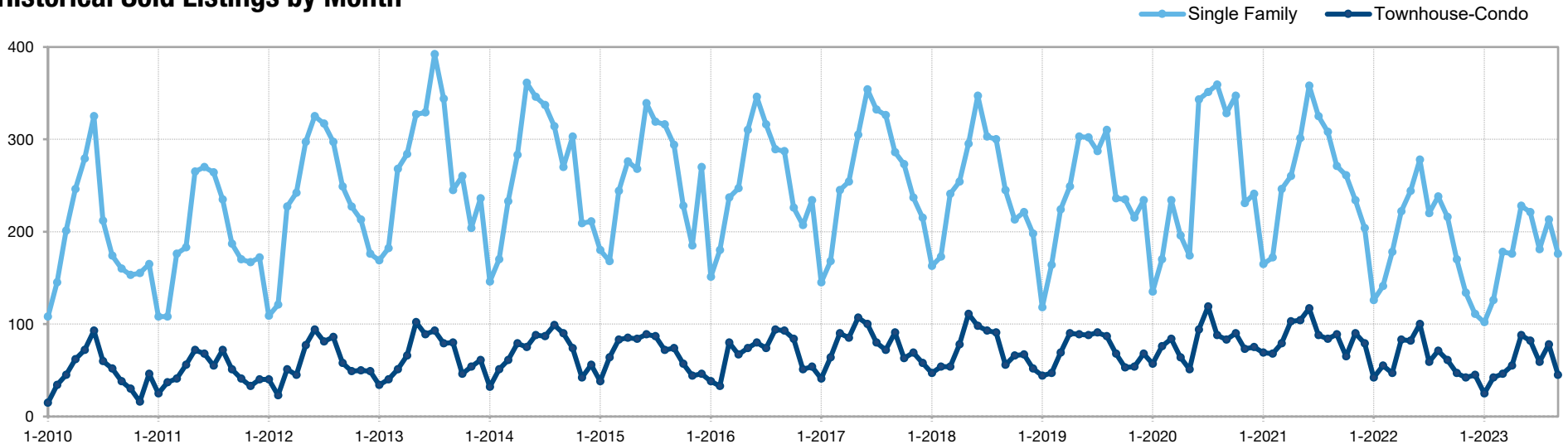


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2022	170	-34.9%	47	-27.7%
Nov-2022	134	-42.7%	42	-53.3%
Dec-2022	111	-45.6%	45	-43.0%
Jan-2023	102	-19.0%	25	-40.5%
Feb-2023	126	-10.6%	42	-23.6%
Mar-2023	178	0.0%	46	-2.1%
Apr-2023	176	-20.7%	55	-33.7%
May-2023	228	-6.6%	88	+7.3%
Jun-2023	221	-20.5%	82	-18.0%
Jul-2023	181	-17.7%	59	0.0%
Aug-2023	213	-10.5%	78	+9.9%
<b>Sep-2023</b>	<b>176</b>	<b>-18.5%</b>	<b>45</b>	<b>-26.2%</b>
12-Month Avg	168	-21.3%	55	-21.6%

## Historical Sold Listings by Month

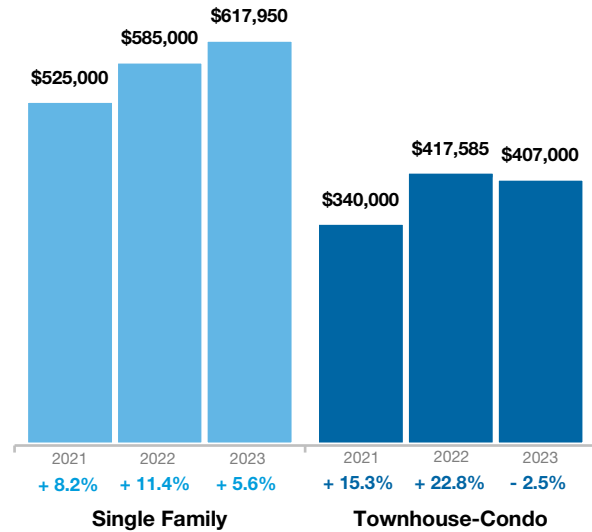


# Median Sales Price

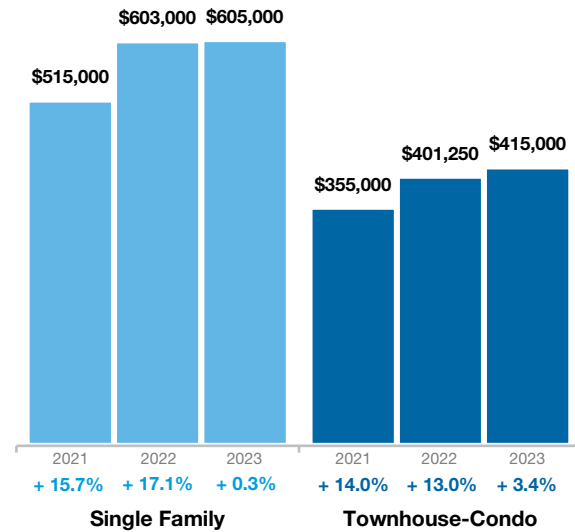
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



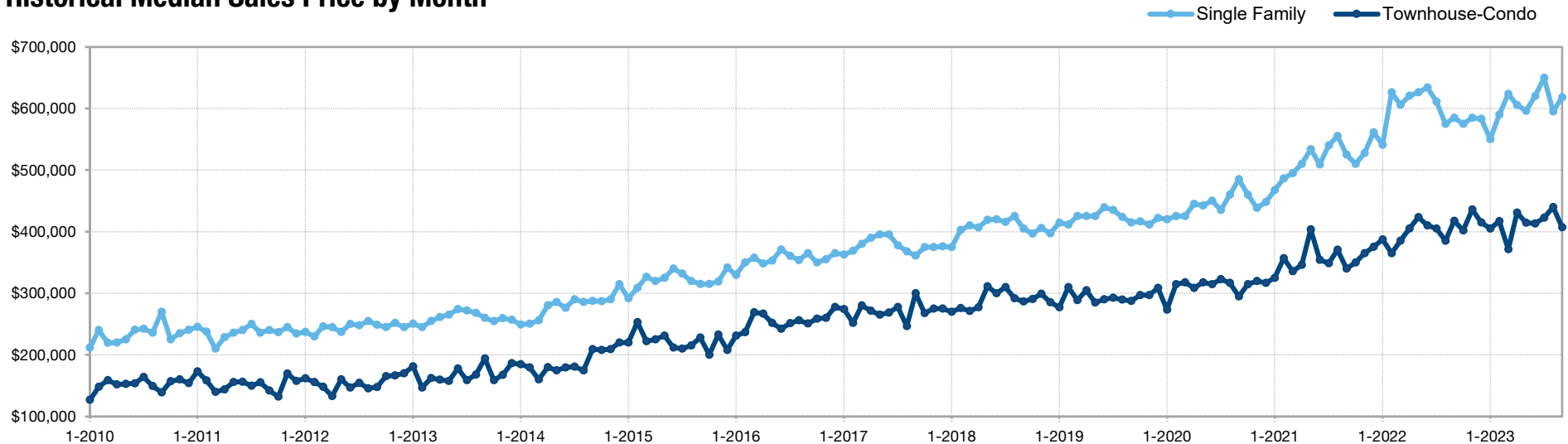
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2022	\$575,000	+12.7%	\$402,000	+14.9%
Nov-2022	\$585,000	+10.9%	\$436,000	+19.5%
Dec-2022	\$583,000	+3.9%	\$415,000	+10.6%
Jan-2023	\$550,000	+1.7%	\$405,000	+4.5%
Feb-2023	\$590,000	-5.8%	\$417,153	+14.3%
Mar-2023	\$623,522	+2.9%	\$371,500	-3.5%
Apr-2023	\$605,500	-2.4%	\$430,750	+6.4%
May-2023	\$596,000	-4.8%	\$414,500	-2.1%
Jun-2023	\$620,000	-2.2%	\$413,250	+0.8%
Jul-2023	\$650,000	+6.3%	\$422,500	+4.3%
Aug-2023	\$595,000	+3.5%	\$440,000	+14.3%
<b>Sep-2023</b>	<b>\$617,950</b>	<b>+5.6%</b>	<b>\$407,000</b>	<b>-2.5%</b>
12-Month Avg*	\$600,000	+1.7%	\$415,000	+6.4%

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

## Historical Median Sales Price by Month



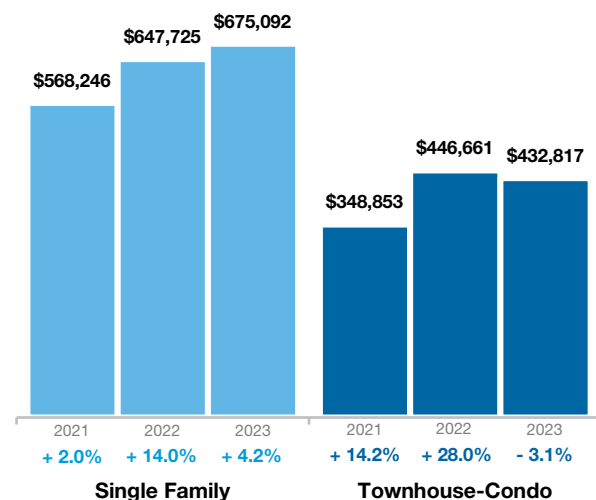


# Average Sales Price

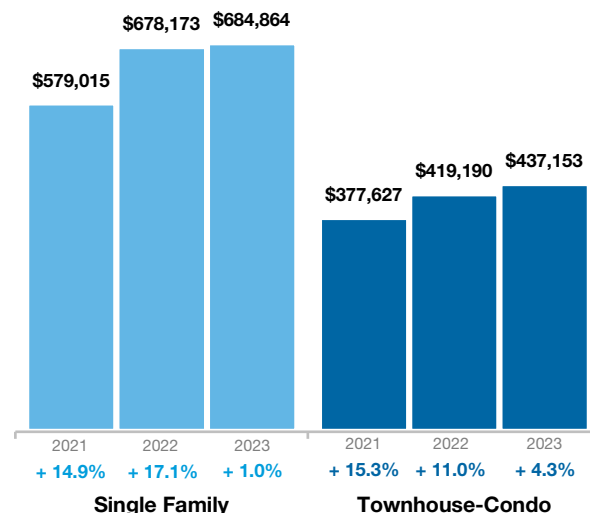
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



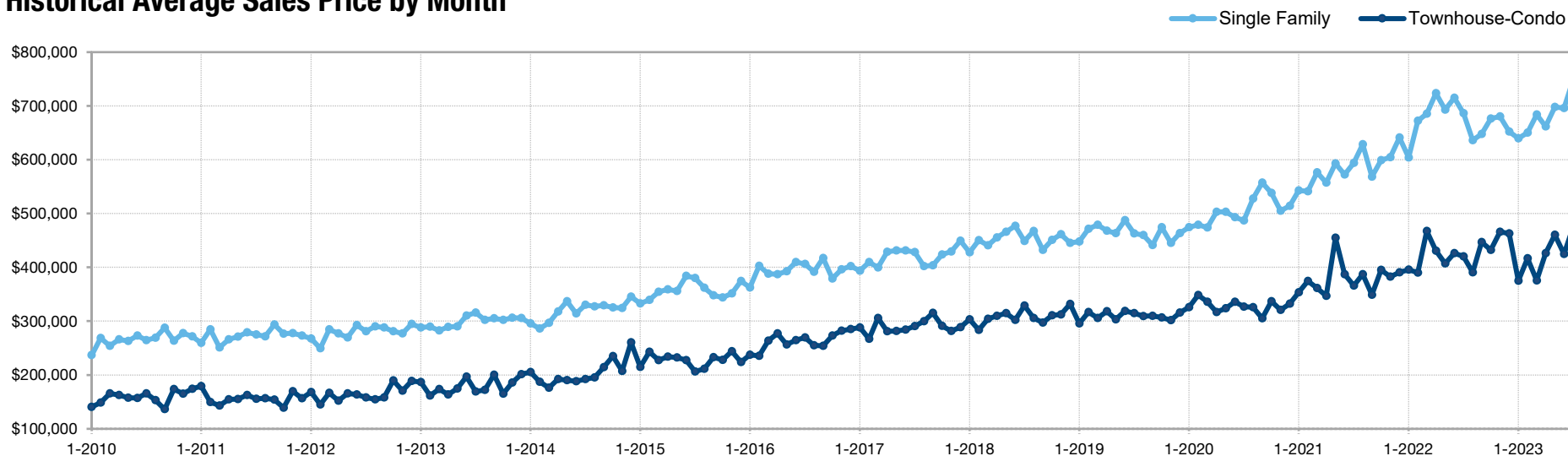
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2022	\$676,165	+12.9%	\$432,385	+9.4%
Nov-2022	\$680,114	+12.5%	\$465,734	+21.8%
Dec-2022	\$652,037	+1.7%	\$462,687	+18.5%
Jan-2023	\$639,738	+5.9%	\$374,963	-5.2%
Feb-2023	\$650,327	-3.3%	\$416,494	+6.8%
Mar-2023	\$683,838	-0.2%	\$375,411	-19.6%
Apr-2023	\$661,632	-8.5%	\$426,298	-1.0%
May-2023	\$697,836	+0.8%	\$460,253	+13.1%
Jun-2023	\$695,832	-2.7%	\$424,626	-0.4%
Jul-2023	\$748,669	+9.1%	\$475,105	+13.1%
Aug-2023	\$675,546	+6.2%	\$473,176	+21.1%
Sep-2023	\$675,092	+4.2%	\$432,817	-3.1%
12-Month Avg*	\$682,007	+3.3%	\$440,402	+7.2%

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

## Historical Average Sales Price by Month

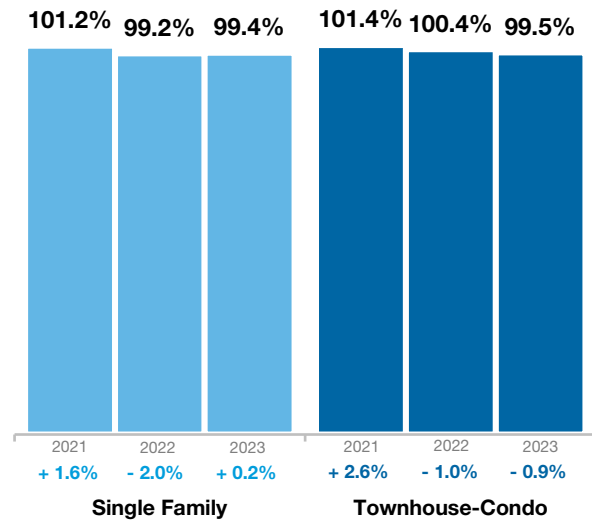


# Percent of List Price Received

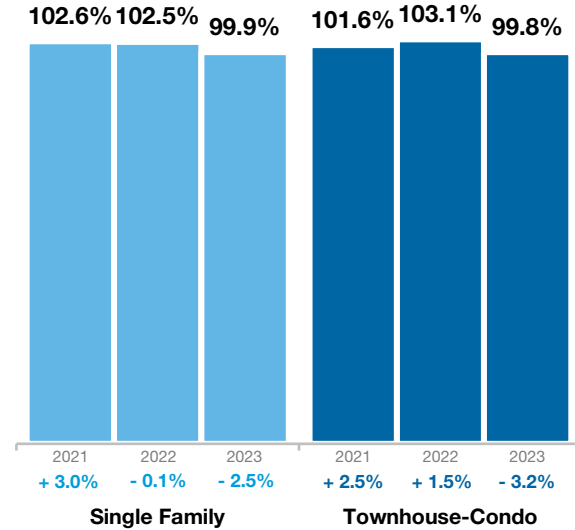
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## September



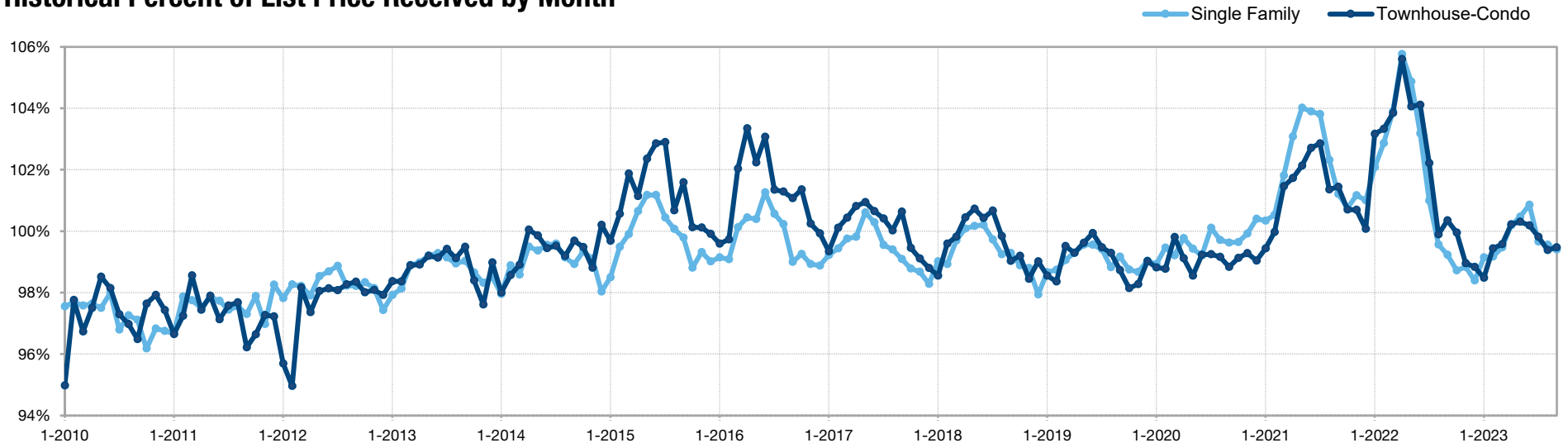
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2022	98.7%	-2.1%	99.9%	-0.8%
Nov-2022	98.8%	-2.4%	99.0%	-1.7%
Dec-2022	98.4%	-2.6%	98.8%	-1.3%
Jan-2023	99.1%	-2.9%	98.5%	-4.6%
Feb-2023	99.2%	-3.6%	99.4%	-3.8%
Mar-2023	99.5%	-4.2%	99.6%	-4.0%
Apr-2023	100.2%	-5.3%	100.2%	-5.1%
May-2023	100.5%	-4.2%	100.3%	-3.7%
Jun-2023	100.9%	-2.2%	100.2%	-3.7%
Jul-2023	99.7%	-1.3%	99.8%	-2.3%
Aug-2023	99.6%	0.0%	99.4%	-0.5%
<b>Sep-2023</b>	<b>99.4%</b>	<b>+0.2%</b>	<b>99.5%</b>	<b>-0.9%</b>
12-Month Avg*	99.6%	-2.4%	99.7%	-2.6%

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

## Historical Percent of List Price Received by Month

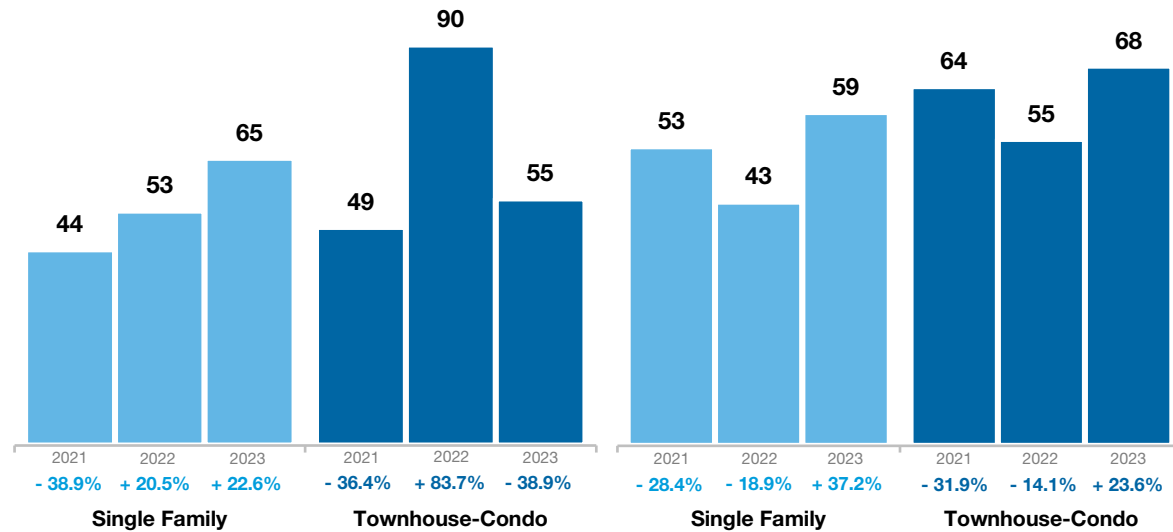


# Days on Market Until Sale



## September

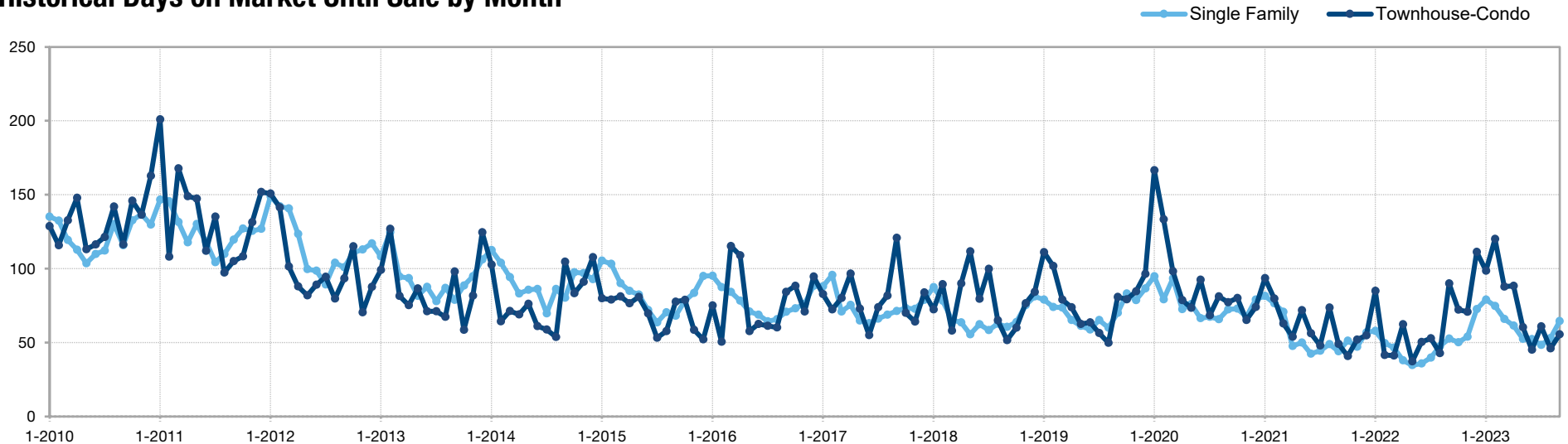
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2022	50	-2.0%	72	+75.6%
Nov-2022	54	+14.9%	71	+36.5%
Dec-2022	73	+28.1%	111	+101.8%
Jan-2023	79	+36.2%	99	+16.5%
Feb-2023	75	+50.0%	120	+192.7%
Mar-2023	66	+40.4%	88	+114.6%
Apr-2023	61	+60.5%	88	+41.9%
May-2023	52	+48.6%	60	+62.2%
Jun-2023	52	+44.4%	45	-10.0%
Jul-2023	48	+20.0%	61	+15.1%
Aug-2023	53	+12.8%	46	+7.0%
Sep-2023	65	+22.6%	55	-38.9%
12-Month Avg	59	+29.2%	71	+33.6%

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

## Historical Days on Market Until Sale by Month



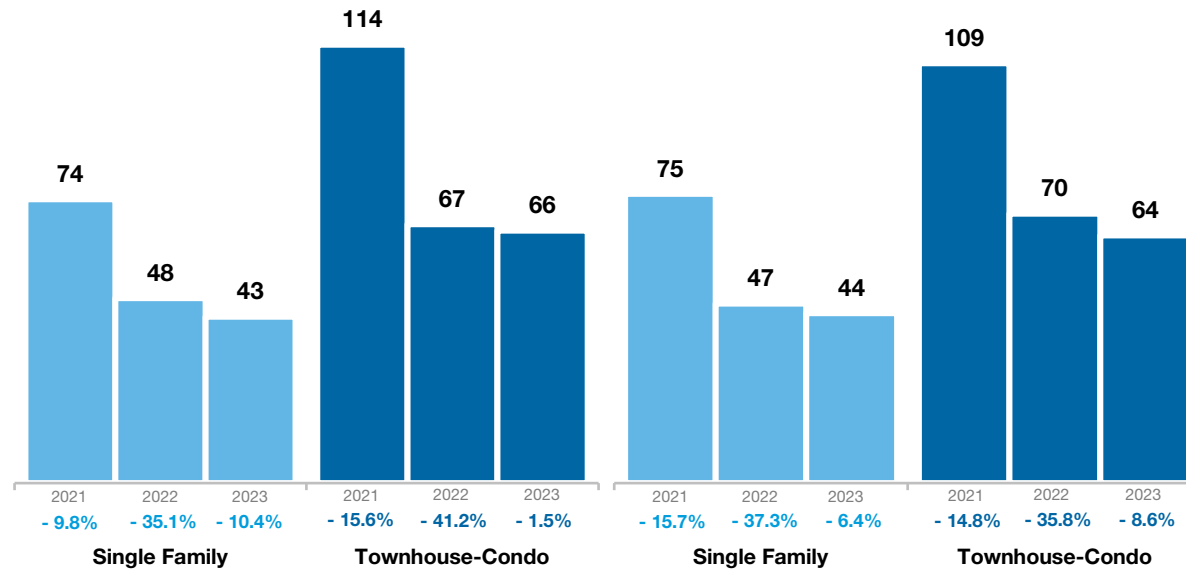
# Housing Affordability Index

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



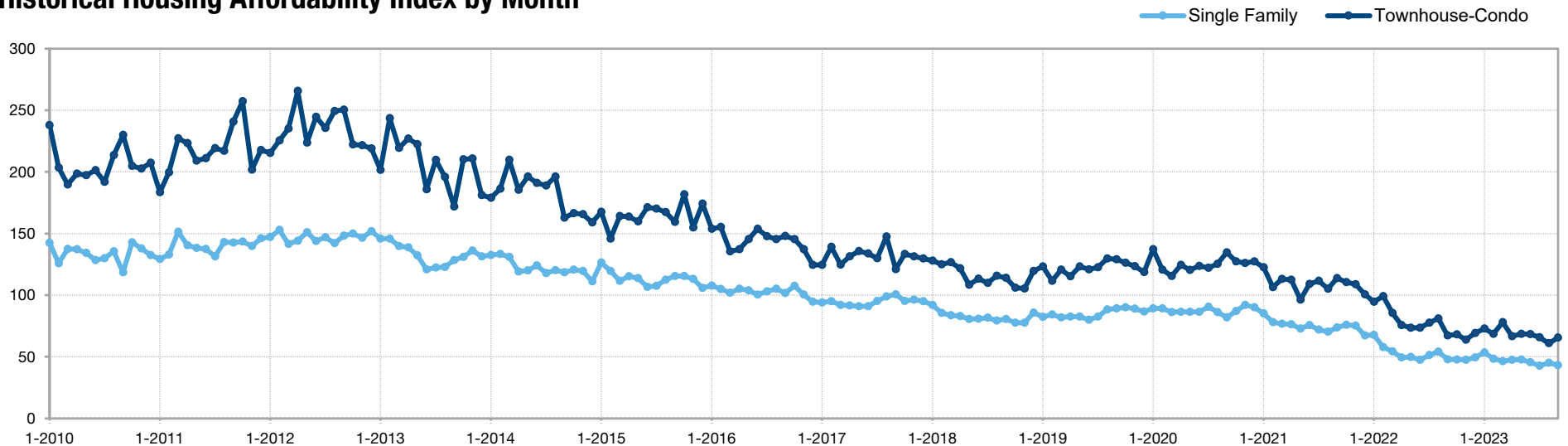
## September

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2022	48	-36.8%	68	-38.7%
Nov-2022	48	-36.0%	64	-41.3%
Dec-2022	49	-26.9%	69	-31.7%
Jan-2023	54	-20.6%	73	-23.2%
Feb-2023	48	-17.2%	68	-31.3%
Mar-2023	47	-13.0%	78	-9.3%
Apr-2023	47	-4.1%	67	-11.8%
May-2023	48	-4.0%	69	-6.8%
Jun-2023	46	-4.2%	68	-6.8%
Jul-2023	43	-15.7%	66	-15.4%
Aug-2023	45	-16.7%	61	-24.7%
Sep-2023	43	-10.4%	66	-1.5%
12-Month Avg	47	-26.1%	58	-24.4%

## Historical Housing Affordability Index by Month

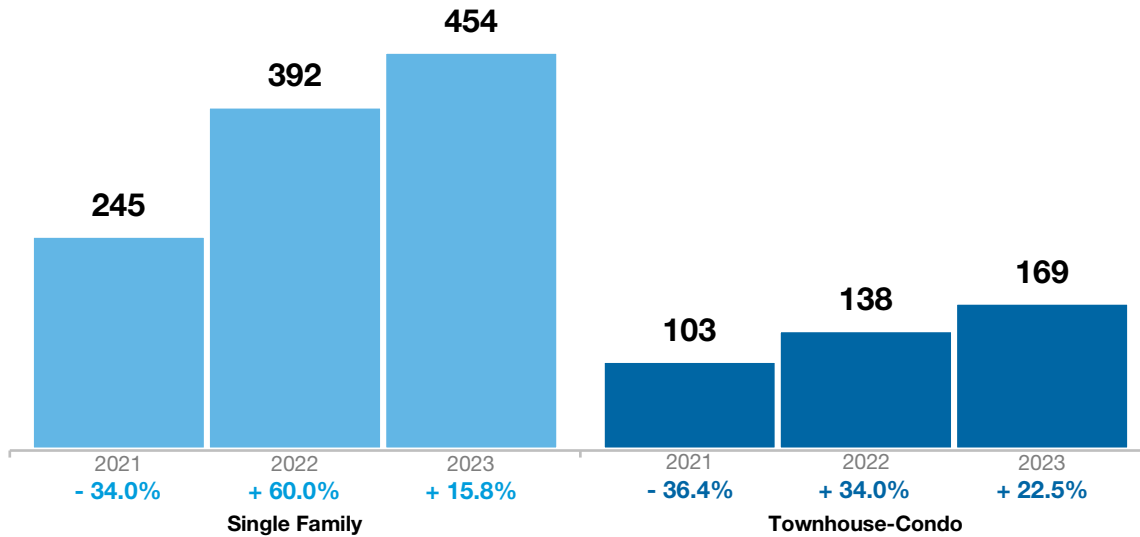


# Inventory of Active Listings

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



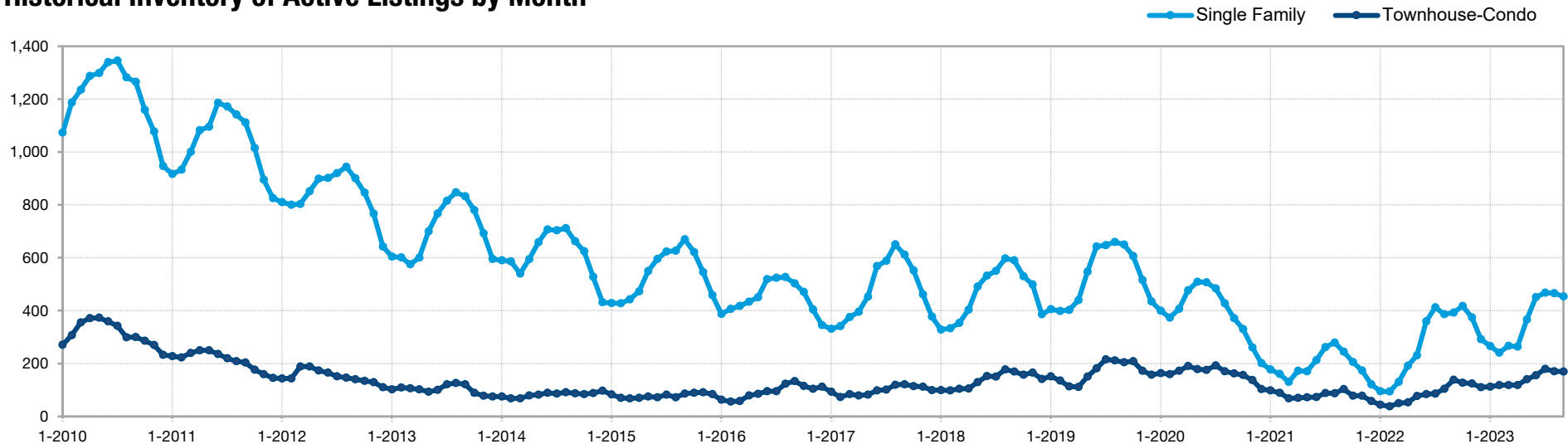
## September



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2022	417	+102.4%	127	+62.8%
Nov-2022	374	+114.9%	124	+59.0%
Dec-2022	292	+141.3%	110	+89.7%
Jan-2023	266	+180.0%	112	+154.5%
Feb-2023	241	+156.4%	118	+210.5%
Mar-2023	267	+105.4%	118	+136.0%
Apr-2023	264	+37.5%	118	+122.6%
May-2023	366	+58.4%	140	+81.8%
Jun-2023	451	+25.6%	155	+84.5%
Jul-2023	468	+13.6%	180	+109.3%
Aug-2023	466	+20.7%	170	+63.5%
Sep-2023	454	+15.8%	169	+22.5%
12-Month Avg*	361	+54.9%	137	+84.8%

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

## Historical Inventory of Active Listings by Month

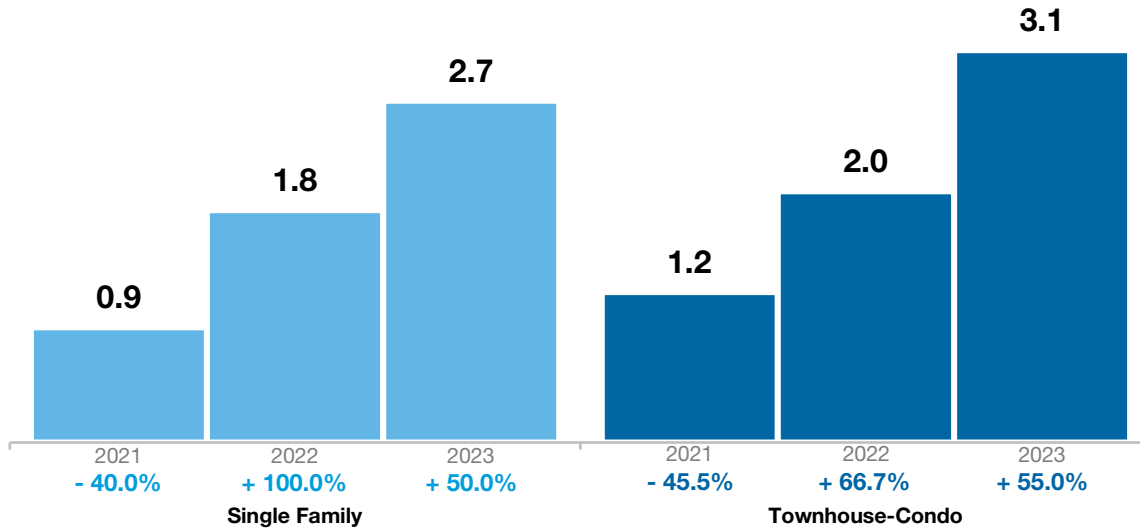


# Months Supply of Inventory

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



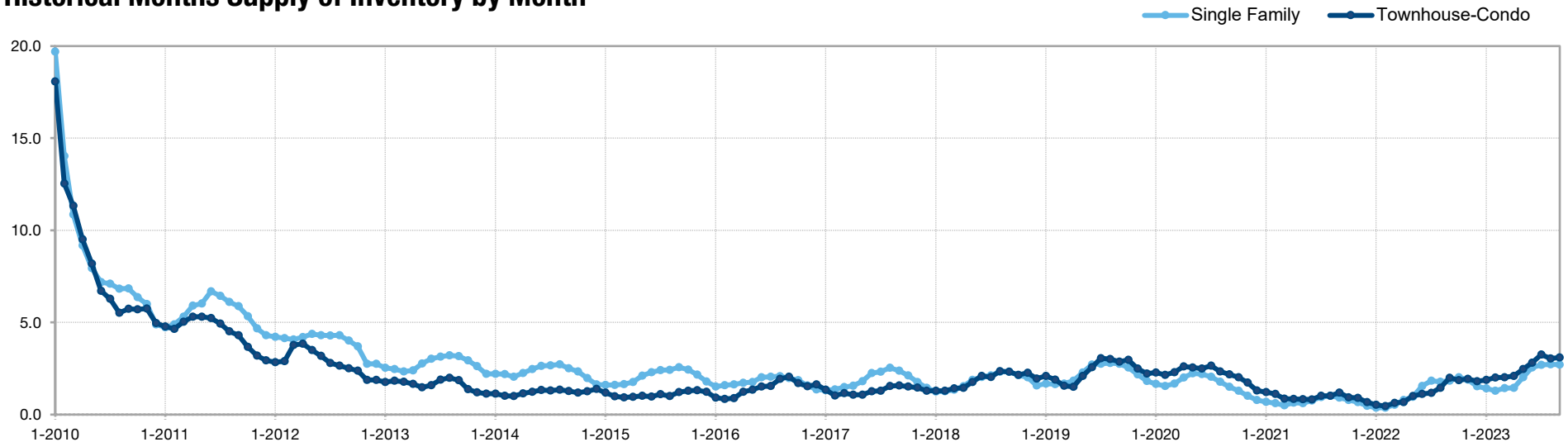
## September



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2022	2.0	+150.0%	1.9	+111.1%
Nov-2022	1.9	+171.4%	1.9	+111.1%
Dec-2022	1.5	+200.0%	1.8	+157.1%
Jan-2023	1.4	+250.0%	1.9	+280.0%
Feb-2023	1.3	+225.0%	2.0	+300.0%
Mar-2023	1.4	+180.0%	2.0	+233.3%
Apr-2023	1.4	+75.0%	2.1	+200.0%
May-2023	2.0	+100.0%	2.5	+150.0%
Jun-2023	2.6	+73.3%	2.8	+154.5%
Jul-2023	2.7	+50.0%	3.3	+175.0%
Aug-2023	2.7	+50.0%	3.0	+114.3%
Sep-2023	2.7	+50.0%	3.1	+55.0%
12-Month Avg*	2.0	+98.9%	2.4	+145.6%

\* Months Supply for all properties from October 2022 through September 2023. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Activity Overview

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



Key Metrics	Historical Sparkbars	9-2022	9-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		319	293	- 8.2%	3,165	3,017	- 4.7%
Pending Sales		211	208	- 1.4%	577	546	- 5.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		277	221	- 20.2%	2,463	2,121	- 13.9%
Median Sales Price		\$540,000	\$565,000	+ 4.6%	\$550,000	\$550,000	0.0%
Avg. Sales Price		\$603,448	\$625,760	+ 1.5%	\$615,083	\$624,133	+ 1.5%
Pct. of List Price Received		99.5%	99.4%	- 2.7%	102.6%	99.8%	- 2.7%
Days on Market		61	63	+ 32.6%	46	61	+ 32.6%
Affordability Index		55	50	- 5.9%	52	49	- 5.9%
Active Listings		530	623	+ 17.5%	--	--	--
Months Supply		1.9	2.8	+ 49.5%	--	--	--

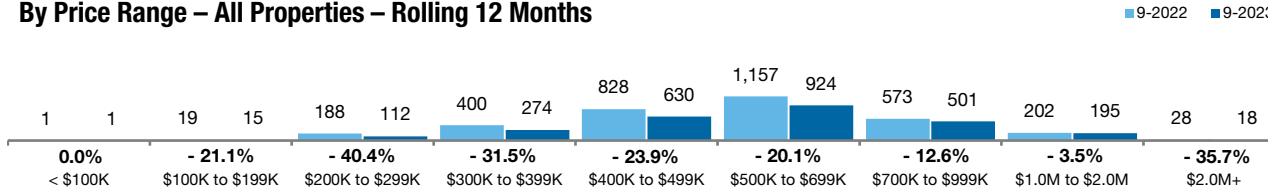


# Sold Listings

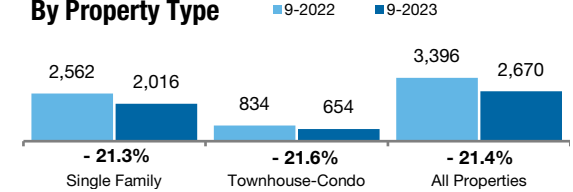
Actual sales that have closed in a given quarter.



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



## By Property Type

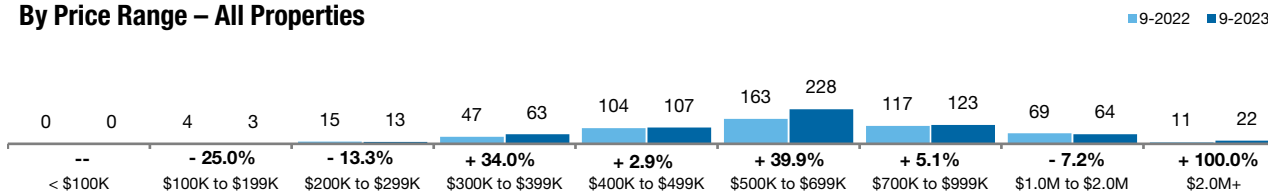


By Price Range	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
	9-2022	9-2023	Change	9-2022	9-2023	Change	8-2023	9-2023	Change	8-2023	9-2023	Change	9-2022	9-2023	Change	9-2022	9-2023	Change
\$99,999 and Below	1	1	0.0%	0	0	--	0	0	--	0	0	--	1	1	0.0%	0	0	--
\$100,000 to \$199,999	13	13	0.0%	6	2	-66.7%	1	4	+300.0%	0	0	--	10	10	0.0%	2	0	-100.0%
\$200,000 to \$299,999	34	26	-23.5%	154	86	-44.2%	2	3	+50.0%	6	4	-33.3%	19	20	+5.3%	103	68	-34.0%
\$300,000 to \$399,999	118	81	-31.4%	282	193	-31.6%	9	9	0.0%	19	16	-15.8%	68	56	-17.6%	188	157	-16.5%
\$400,000 to \$499,999	563	371	-34.1%	265	259	-2.3%	43	30	-30.2%	38	17	-55.3%	346	285	-17.6%	199	204	+2.5%
\$500,000 to \$699,999	1,074	853	-20.6%	83	71	-14.5%	91	70	-23.1%	8	6	-25.0%	818	686	-16.1%	72	59	-18.1%
\$700,000 to \$999,999	540	477	-11.7%	33	24	-27.3%	51	42	-17.6%	3	0	-100.0%	437	390	-10.8%	30	18	-40.0%
\$1,000,000 to \$1,999,999	193	176	-8.8%	9	19	+111.1%	14	17	+21.4%	4	2	-50.0%	141	139	-1.4%	5	14	+180.0%
\$2,000,000 and Above	26	18	-30.8%	2	0	-100.0%	2	1	-50.0%	0	0	--	23	14	-39.1%	1	0	-100.0%
All Price Ranges	2,562	2,016	-21.3%	834	654	-21.6%	213	176	-17.4%	78	45	-42.3%	1,863	1,601	-14.1%	600	520	-13.3%

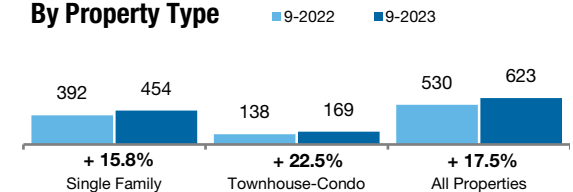
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



By Price Range	Year over Year						Compared to Prior Month						Year to Date	
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family	Townhouse-Condo
	9-2022	9-2023	Change	9-2022	9-2023	Change	8-2023	9-2023	Change	8-2023	9-2023	Change		
\$99,999 and Below	0	0	--	0	0	--	0	0	--	0	0	--		
\$100,000 to \$199,999	3	3	0.0%	1	0	-100.0%	3	3	0.0%	0	0	--		
\$200,000 to \$299,999	7	2	-71.4%	8	11	+37.5%	3	2	-33.3%	16	11	-31.3%		
\$300,000 to \$399,999	16	18	+12.5%	31	45	+45.2%	22	18	-18.2%	48	45	-6.3%		
\$400,000 to \$499,999	41	50	+22.0%	63	57	-9.5%	62	50	-19.4%	53	57	+7.5%		
\$500,000 to \$699,999	143	179	+25.2%	20	49	+145.0%	184	179	-2.7%	44	49	+11.4%		
\$700,000 to \$999,999	110	118	+7.3%	7	5	-28.6%	120	118	-1.7%	5	5	0.0%		
\$1,000,000 to \$1,999,999	61	62	+1.6%	8	2	-75.0%	55	62	+12.7%	4	2	-50.0%		
\$2,000,000 and Above	11	22	+100.0%	0	0	--	17	22	+29.4%	0	0	--		
All Price Ranges	392	454	+15.8%	138	169	+22.5%	466	454	-2.6%	170	169	-0.6%		

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 September 2023

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## Berthoud

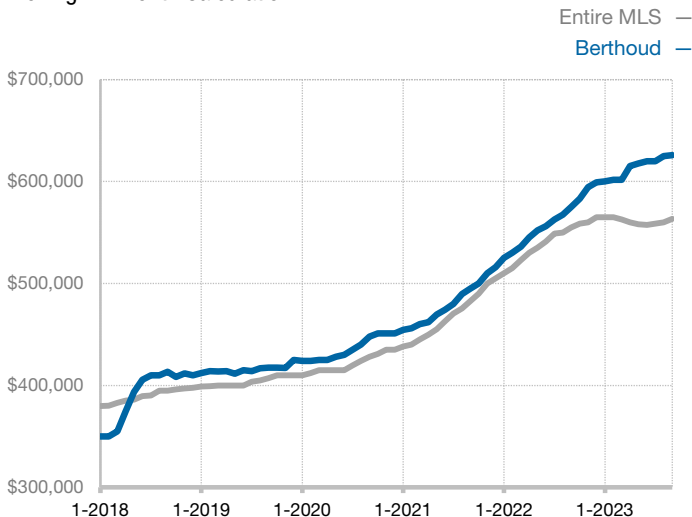
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	43	37	- 14.0%	465	451	- 3.0%
Closed Sales	42	43	+ 2.4%	414	308	- 25.6%
Median Sales Price*	\$598,963	<b>\$625,000</b>	+ 4.3%	\$599,000	<b>\$630,000</b>	+ 5.2%
Average Sales Price*	\$786,971	<b>\$727,268</b>	- 7.6%	\$697,387	<b>\$781,760</b>	+ 12.1%
Percent of List Price Received*	100.5%	<b>98.5%</b>	- 2.0%	102.3%	<b>98.9%</b>	- 3.3%
Days on Market Until Sale	39	65	+ 66.7%	63	72	+ 14.3%
Inventory of Homes for Sale	107	125	+ 16.8%	--	--	--
Months Supply of Inventory	2.2	3.8	+ 72.7%	--	--	--

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

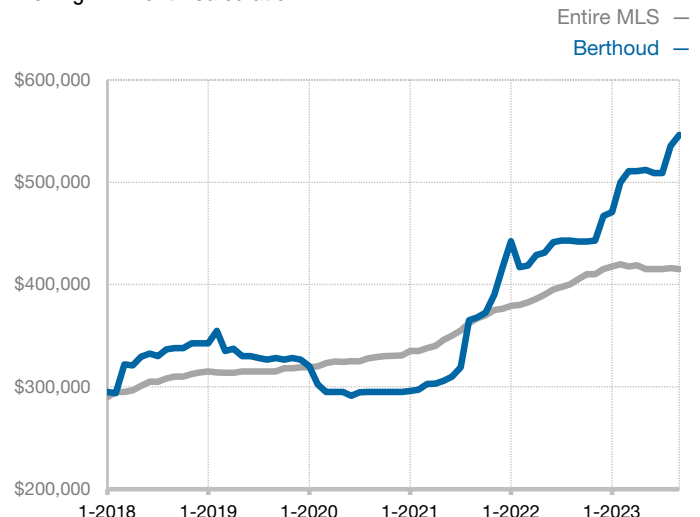
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	3	6	+ 100.0%	46	48	+ 4.3%
Closed Sales	2	2	0.0%	57	38	- 33.3%
Median Sales Price*	\$469,650	<b>\$639,900</b>	+ 36.3%	\$443,100	<b>\$509,000</b>	+ 14.9%
Average Sales Price*	\$469,650	<b>\$639,900</b>	+ 36.3%	\$480,684	<b>\$543,070</b>	+ 13.0%
Percent of List Price Received*	99.3%	<b>100.0%</b>	+ 0.7%	103.2%	<b>101.2%</b>	- 1.9%
Days on Market Until Sale	70	58	- 17.1%	169	131	- 22.5%
Inventory of Homes for Sale	7	14	+ 100.0%	--	--	--
Months Supply of Inventory	1.3	3.4	+ 161.5%	--	--	--

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

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

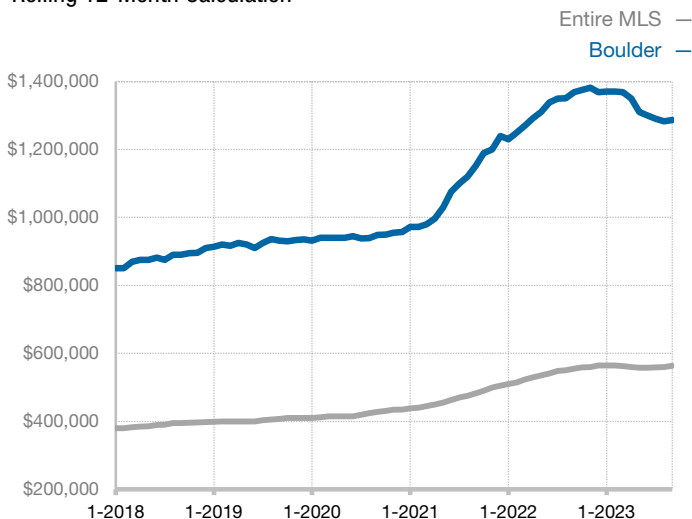
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	129	151	+ 17.1%	1,224	1,289	+ 5.3%
Closed Sales	85	76	- 10.6%	803	703	- 12.5%
Median Sales Price*	\$1,200,000	\$1,262,500	+ 5.2%	\$1,400,000	\$1,300,000	- 7.1%
Average Sales Price*	\$1,574,532	\$1,487,257	- 5.5%	\$1,673,986	\$1,675,119	+ 0.1%
Percent of List Price Received*	98.6%	97.5%	- 1.1%	103.8%	98.3%	- 5.3%
Days on Market Until Sale	52	50	- 3.8%	38	53	+ 39.5%
Inventory of Homes for Sale	246	321	+ 30.5%	--	--	--
Months Supply of Inventory	2.7	4.3	+ 59.3%	--	--	--

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

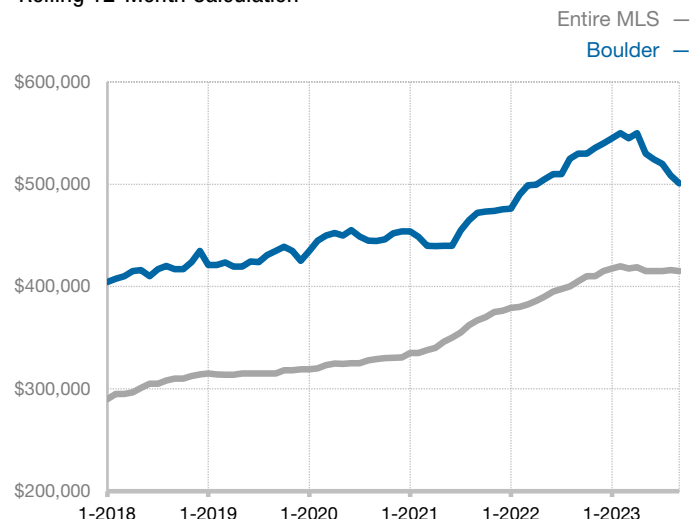
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	78	75	- 3.8%	786	724	- 7.9%
Closed Sales	65	51	- 21.5%	637	473	- 25.7%
Median Sales Price*	\$605,000	\$527,000	- 12.9%	\$550,000	\$505,000	- 8.2%
Average Sales Price*	\$811,682	\$609,378	- 24.9%	\$715,832	\$600,321	- 16.1%
Percent of List Price Received*	99.2%	98.9%	- 0.3%	102.2%	99.5%	- 2.6%
Days on Market Until Sale	59	38	- 35.6%	55	44	- 20.0%
Inventory of Homes for Sale	115	142	+ 23.5%	--	--	--
Months Supply of Inventory	1.6	2.8	+ 75.0%	--	--	--

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

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



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



# Local Market Update for September 2023

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## Fort Collins

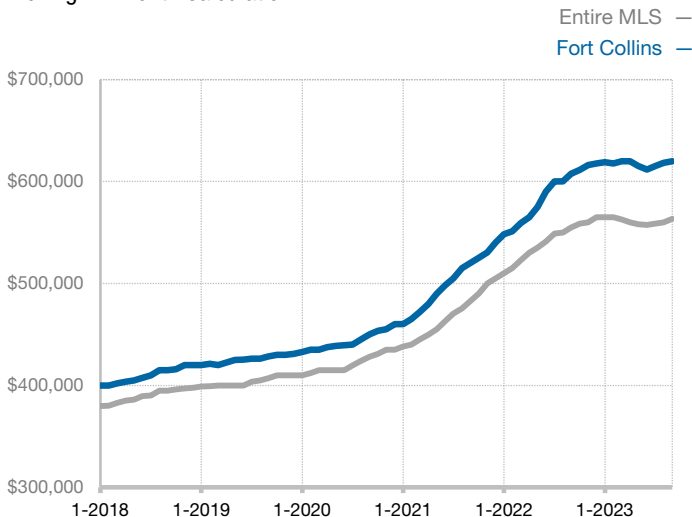
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	233	189	- 18.9%	2,492	1,868	- 25.0%
Closed Sales	216	142	- 34.3%	1,967	1,328	- 32.5%
Median Sales Price*	\$600,000	\$605,800	+ 1.0%	\$625,000	\$629,500	+ 0.7%
Average Sales Price*	\$714,128	\$677,750	- 5.1%	\$698,869	\$706,859	+ 1.1%
Percent of List Price Received*	99.4%	99.2%	- 0.2%	103.0%	99.9%	- 3.0%
Days on Market Until Sale	41	53	+ 29.3%	32	49	+ 53.1%
Inventory of Homes for Sale	336	340	+ 1.2%	--	--	--
Months Supply of Inventory	1.5	2.3	+ 53.3%	--	--	--

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

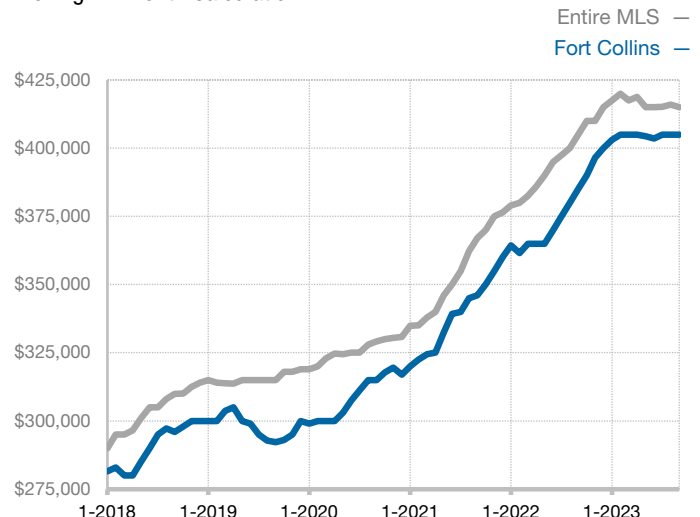
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	91	66	- 27.5%	836	717	- 14.2%
Closed Sales	66	47	- 28.8%	719	524	- 27.1%
Median Sales Price*	\$405,000	\$405,000	0.0%	\$400,000	\$405,000	+ 1.3%
Average Sales Price*	\$411,748	\$413,645	+ 0.5%	\$410,678	\$415,794	+ 1.2%
Percent of List Price Received*	99.6%	99.4%	- 0.2%	103.0%	99.7%	- 3.2%
Days on Market Until Sale	45	50	+ 11.1%	30	59	+ 96.7%
Inventory of Homes for Sale	139	153	+ 10.1%	--	--	--
Months Supply of Inventory	1.7	2.7	+ 58.8%	--	--	--

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

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

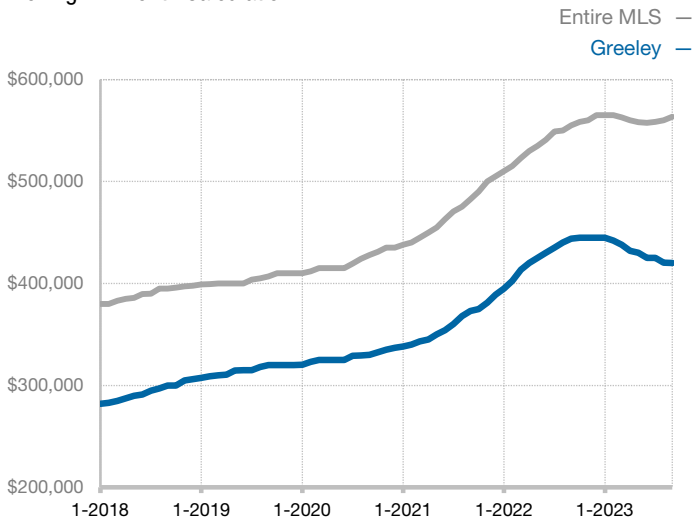
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	178	124	- 30.3%	1,688	1,087	- 35.6%
Closed Sales	135	103	- 23.7%	1,370	847	- 38.2%
Median Sales Price*	\$453,000	<b>\$425,000</b>	- 6.2%	\$450,213	<b>\$423,591</b>	- 5.9%
Average Sales Price*	\$452,333	<b>\$451,940</b>	- 0.1%	\$457,467	<b>\$446,814</b>	- 2.3%
Percent of List Price Received*	99.5%	<b>99.0%</b>	- 0.5%	101.8%	<b>99.8%</b>	- 2.0%
Days on Market Until Sale	54	48	- 11.1%	46	56	+ 21.7%
Inventory of Homes for Sale	256	194	- 24.2%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

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

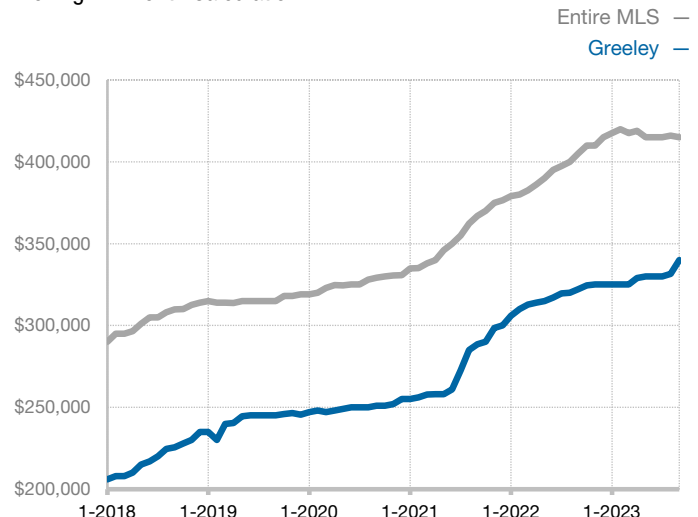
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	22	25	+ 13.6%	246	252	+ 2.4%
Closed Sales	29	24	- 17.2%	273	192	- 29.7%
Median Sales Price*	\$329,000	<b>\$350,000</b>	+ 6.4%	\$325,000	<b>\$336,250</b>	+ 3.5%
Average Sales Price*	\$336,987	<b>\$356,798</b>	+ 5.9%	\$328,677	<b>\$345,320</b>	+ 5.1%
Percent of List Price Received*	99.6%	<b>98.8%</b>	- 0.8%	101.2%	<b>99.3%</b>	- 1.9%
Days on Market Until Sale	46	44	- 4.3%	69	58	- 15.9%
Inventory of Homes for Sale	38	62	+ 63.2%	--	--	--
Months Supply of Inventory	1.2	3.2	+ 166.7%	--	--	--

\* 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 September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

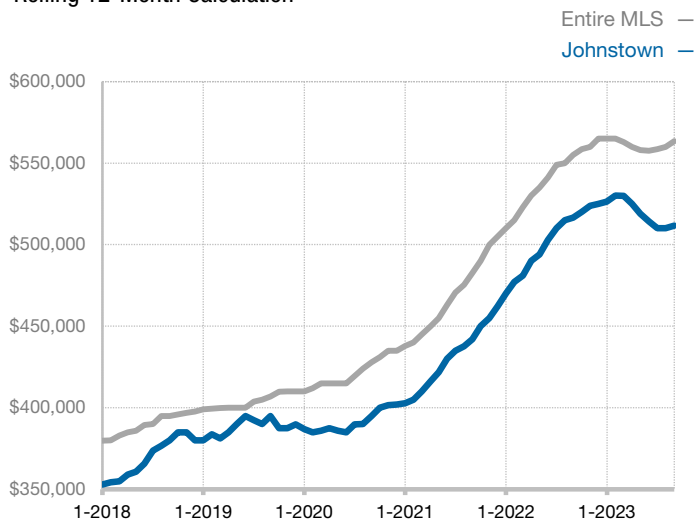
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	75	53	- 29.3%	636	512	- 19.5%
Closed Sales	47	41	- 12.8%	475	422	- 11.2%
Median Sales Price*	\$526,700	<b>\$537,500</b>	+ 2.1%	\$526,000	<b>\$511,231</b>	- 2.8%
Average Sales Price*	\$531,919	<b>\$543,295</b>	+ 2.1%	\$551,069	<b>\$531,775</b>	- 3.5%
Percent of List Price Received*	98.9%	<b>99.3%</b>	+ 0.4%	101.7%	<b>99.7%</b>	- 2.0%
Days on Market Until Sale	50	50	0.0%	35	56	+ 60.0%
Inventory of Homes for Sale	125	96	- 23.2%	--	--	--
Months Supply of Inventory	2.4	2.1	- 12.5%	--	--	--

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

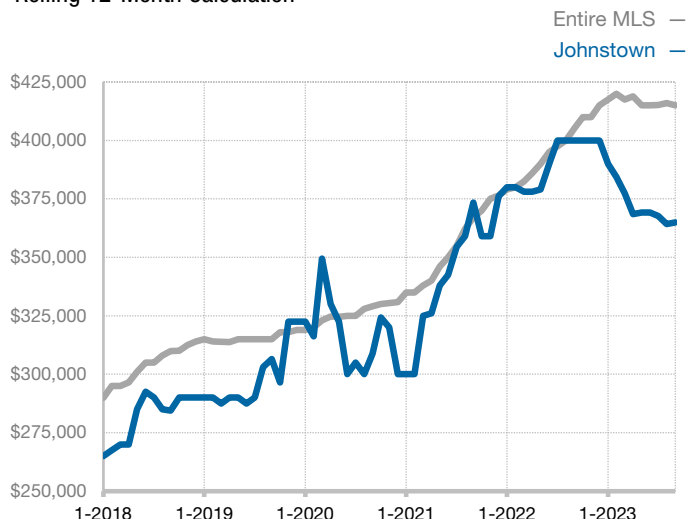
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	4	9	+ 125.0%	19	50	+ 163.2%
Closed Sales	2	5	+ 150.0%	13	30	+ 130.8%
Median Sales Price*	\$363,100	<b>\$379,600</b>	+ 4.5%	\$400,000	<b>\$357,675</b>	- 10.6%
Average Sales Price*	\$363,100	<b>\$374,590</b>	+ 3.2%	\$403,538	<b>\$370,476</b>	- 8.2%
Percent of List Price Received*	101.1%	<b>99.9%</b>	- 1.2%	102.5%	<b>100.0%</b>	- 2.4%
Days on Market Until Sale	90	36	- 60.0%	27	68	+ 151.9%
Inventory of Homes for Sale	3	17	+ 466.7%	--	--	--
Months Supply of Inventory	1.3	5.5	+ 323.1%	--	--	--

\* 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 September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

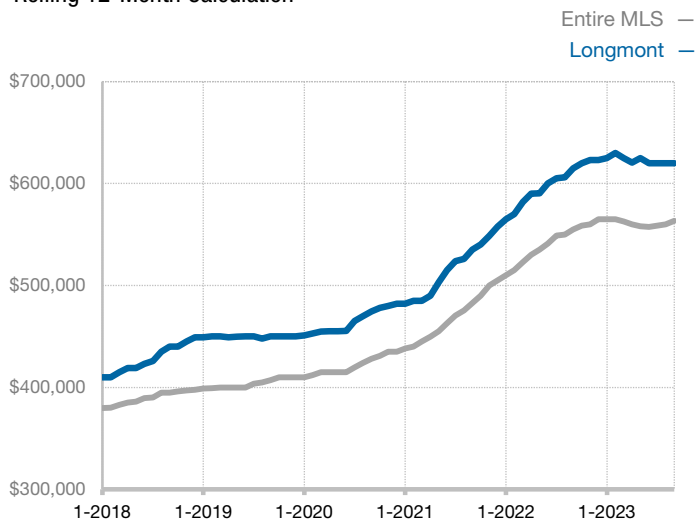
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	153	116	- 24.2%	1,442	1,149	- 20.3%
Closed Sales	123	94	- 23.6%	1,059	851	- 19.6%
Median Sales Price*	\$640,000	\$625,000	- 2.3%	\$634,450	\$629,086	- 0.8%
Average Sales Price*	\$709,288	\$759,000	+ 7.0%	\$729,521	\$742,694	+ 1.8%
Percent of List Price Received*	99.3%	99.5%	+ 0.2%	103.9%	99.7%	- 4.0%
Days on Market Until Sale	43	48	+ 11.6%	28	49	+ 75.0%
Inventory of Homes for Sale	280	215	- 23.2%	--	--	--
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.

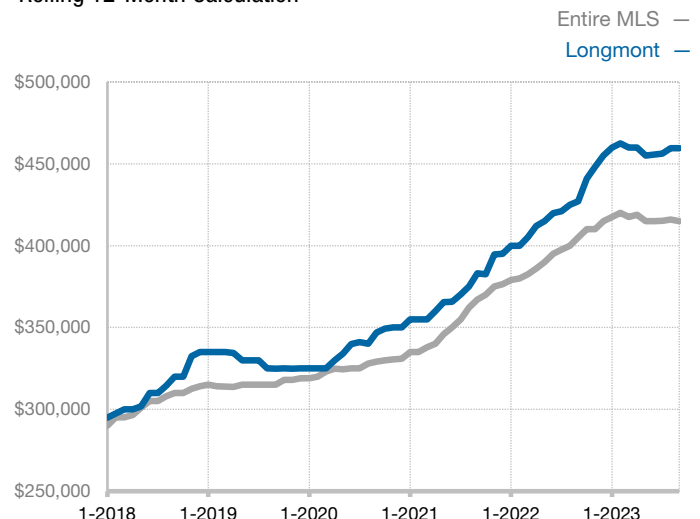
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	54	31	- 42.6%	431	323	- 25.1%
Closed Sales	32	18	- 43.8%	252	232	- 7.9%
Median Sales Price*	\$472,500	\$493,750	+ 4.5%	\$450,000	\$460,000	+ 2.2%
Average Sales Price*	\$469,564	\$519,923	+ 10.7%	\$468,563	\$474,305	+ 1.2%
Percent of List Price Received*	99.5%	98.5%	- 1.0%	103.4%	99.9%	- 3.4%
Days on Market Until Sale	30	110	+ 266.7%	23	66	+ 187.0%
Inventory of Homes for Sale	113	90	- 20.4%	--	--	--
Months Supply of Inventory	3.7	3.5	- 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 September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

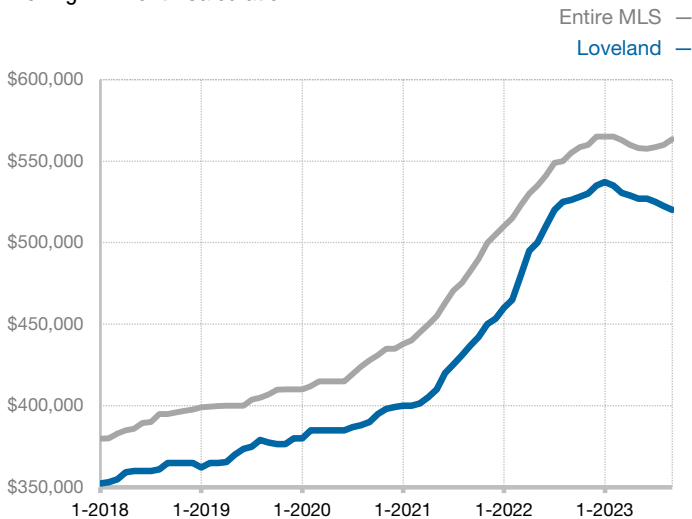
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	188	130	- 30.9%	1,804	1,233	- 31.7%
Closed Sales	165	101	- 38.8%	1,386	1,002	- 27.7%
Median Sales Price*	\$525,000	\$500,000	- 4.8%	\$542,000	\$525,000	- 3.1%
Average Sales Price*	\$590,745	\$605,549	+ 2.5%	\$605,195	\$610,453	+ 0.9%
Percent of List Price Received*	99.1%	98.5%	- 0.6%	102.2%	99.3%	- 2.8%
Days on Market Until Sale	40	53	+ 32.5%	31	55	+ 77.4%
Inventory of Homes for Sale	317	210	- 33.8%	--	--	--
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.

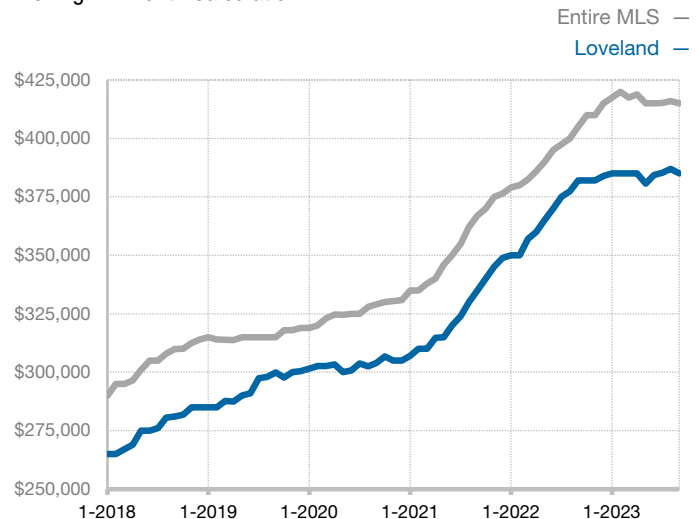
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	32	23	- 28.1%	313	290	- 7.3%
Closed Sales	23	31	+ 34.8%	320	253	- 20.9%
Median Sales Price*	\$425,000	\$376,000	- 11.5%	\$390,000	\$394,725	+ 1.2%
Average Sales Price*	\$413,875	\$387,250	- 6.4%	\$404,431	\$413,389	+ 2.2%
Percent of List Price Received*	101.1%	99.3%	- 1.8%	103.9%	100.5%	- 3.3%
Days on Market Until Sale	136	38	- 72.1%	141	102	- 27.7%
Inventory of Homes for Sale	67	61	- 9.0%	--	--	--
Months Supply of Inventory	1.8	2.3	+ 27.8%	--	--	--

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

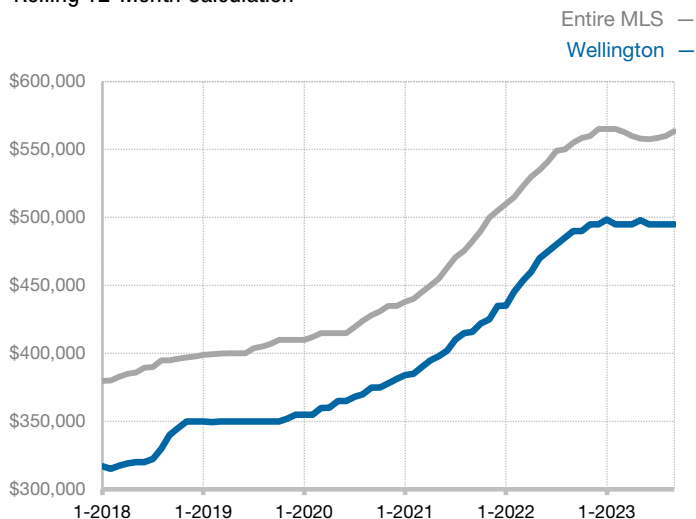
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	42	22	- 47.6%	354	259	- 26.8%
Closed Sales	36	15	- 58.3%	289	224	- 22.5%
Median Sales Price*	\$495,000	<b>\$499,000</b>	+ 0.8%	\$495,000	<b>\$497,750</b>	+ 0.6%
Average Sales Price*	\$504,805	<b>\$568,926</b>	+ 12.7%	\$527,098	<b>\$513,881</b>	- 2.5%
Percent of List Price Received*	101.1%	<b>103.8%</b>	+ 2.7%	102.9%	<b>99.9%</b>	- 2.9%
Days on Market Until Sale	60	67	+ 11.7%	48	70	+ 45.8%
Inventory of Homes for Sale	76	54	- 28.9%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--

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

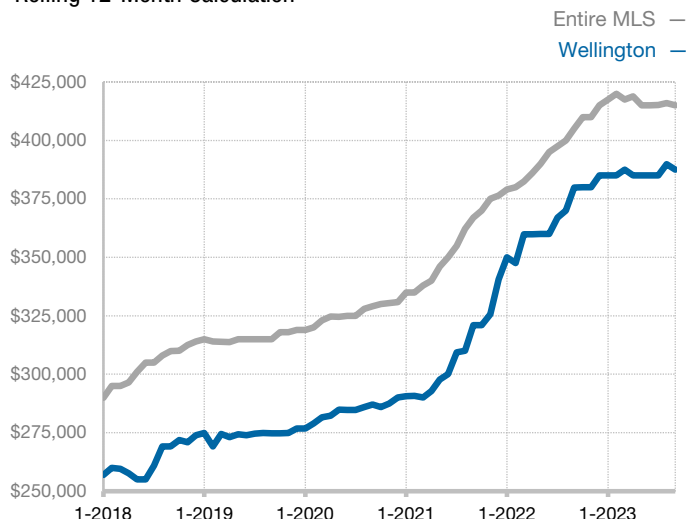
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	39	31	- 20.5%
Closed Sales	1	0	- 100.0%	29	14	- 51.7%
Median Sales Price*	\$395,000	<b>\$0</b>	- 100.0%	\$385,000	<b>\$392,500</b>	+ 1.9%
Average Sales Price*	\$395,000	<b>\$0</b>	- 100.0%	\$375,950	<b>\$382,615</b>	+ 1.8%
Percent of List Price Received*	101.5%	<b>0.0%</b>	- 100.0%	102.4%	<b>98.8%</b>	- 3.5%
Days on Market Until Sale	37	0	- 100.0%	30	56	+ 86.7%
Inventory of Homes for Sale	2	10	+ 400.0%	--	--	--
Months Supply of Inventory	0.5	4.1	+ 720.0%	--	--	--

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

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

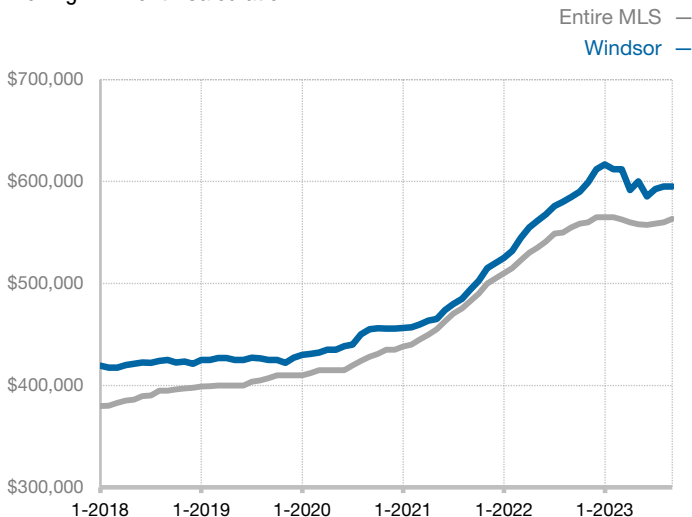
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	63	67	+ 6.3%	1,050	815	- 22.4%
Closed Sales	53	47	- 11.3%	822	663	- 19.3%
Median Sales Price*	\$615,700	\$680,700	+ 10.6%	\$604,800	\$580,000	- 4.1%
Average Sales Price*	\$707,253	\$741,405	+ 4.8%	\$667,914	\$653,379	- 2.2%
Percent of List Price Received*	98.8%	98.9%	+ 0.1%	101.4%	99.5%	- 1.9%
Days on Market Until Sale	43	53	+ 23.3%	48	89	+ 85.4%
Inventory of Homes for Sale	242	124	- 48.8%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--

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

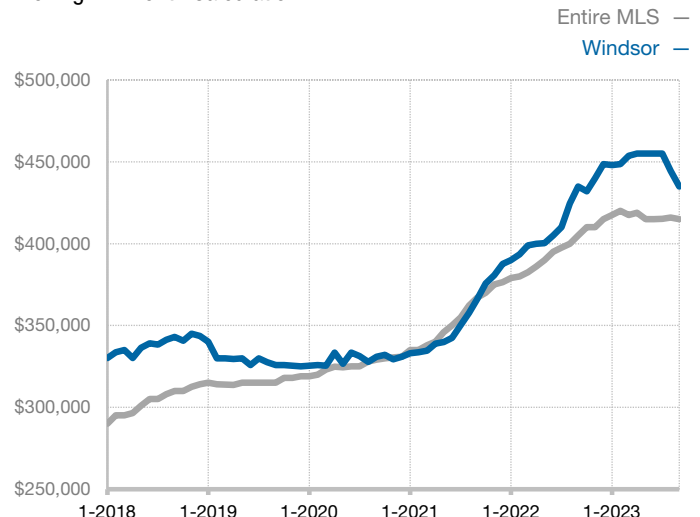
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	9	14	+ 55.6%	109	136	+ 24.8%
Closed Sales	12	16	+ 33.3%	114	99	- 13.2%
Median Sales Price*	\$490,000	\$411,500	- 16.0%	\$449,560	\$435,000	- 3.2%
Average Sales Price*	\$511,110	\$393,305	- 23.0%	\$461,268	\$452,413	- 1.9%
Percent of List Price Received*	101.7%	99.0%	- 2.7%	103.0%	100.0%	- 2.9%
Days on Market Until Sale	137	72	- 47.4%	136	93	- 31.6%
Inventory of Homes for Sale	18	33	+ 83.3%	--	--	--
Months Supply of Inventory	1.4	3.0	+ 114.3%	--	--	--

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

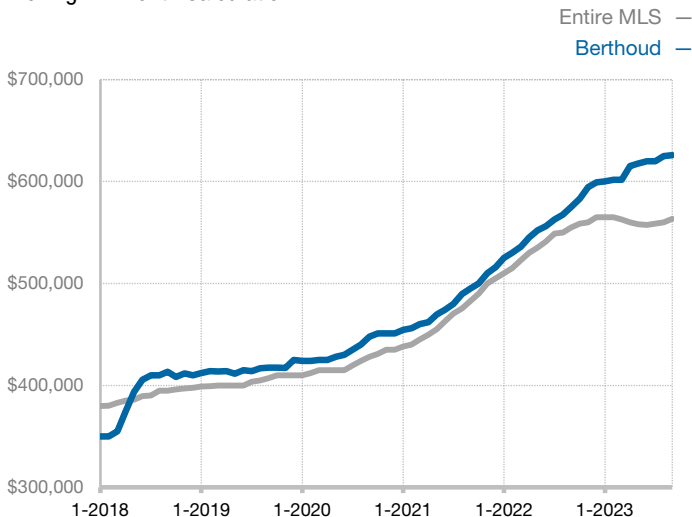
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	43	37	- 14.0%	465	451	- 3.0%
Closed Sales	42	43	+ 2.4%	414	308	- 25.6%
Median Sales Price*	\$598,963	<b>\$625,000</b>	+ 4.3%	\$599,000	<b>\$630,000</b>	+ 5.2%
Average Sales Price*	\$786,971	<b>\$727,268</b>	- 7.6%	\$697,387	<b>\$781,760</b>	+ 12.1%
Percent of List Price Received*	100.5%	<b>98.5%</b>	- 2.0%	102.3%	<b>98.9%</b>	- 3.3%
Days on Market Until Sale	39	65	+ 66.7%	63	72	+ 14.3%
Inventory of Homes for Sale	107	125	+ 16.8%	--	--	--
Months Supply of Inventory	2.2	3.8	+ 72.7%	--	--	--

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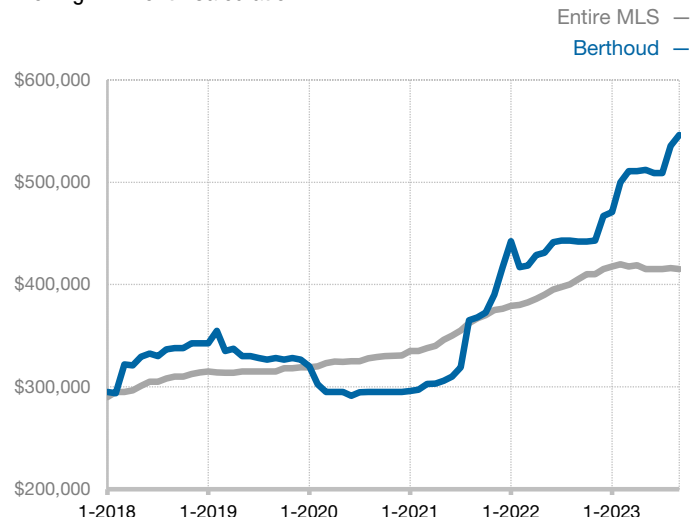
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	3	6	+ 100.0%	46	48	+ 4.3%
Closed Sales	2	2	0.0%	57	38	- 33.3%
Median Sales Price*	\$469,650	<b>\$639,900</b>	+ 36.3%	\$443,100	<b>\$509,000</b>	+ 14.9%
Average Sales Price*	\$469,650	<b>\$639,900</b>	+ 36.3%	\$480,684	<b>\$543,070</b>	+ 13.0%
Percent of List Price Received*	99.3%	<b>100.0%</b>	+ 0.7%	103.2%	<b>101.2%</b>	- 1.9%
Days on Market Until Sale	70	58	- 17.1%	169	131	- 22.5%
Inventory of Homes for Sale	7	14	+ 100.0%	--	--	--
Months Supply of Inventory	1.3	3.4	+ 161.5%	--	--	--

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

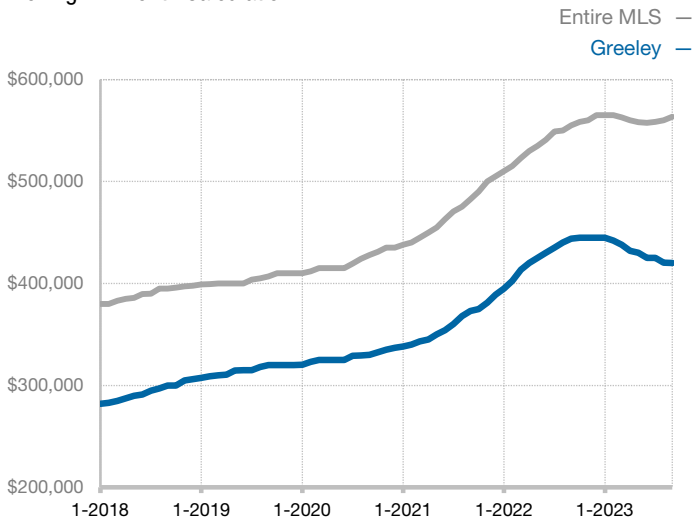
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	178	124	- 30.3%	1,688	1,087	- 35.6%
Closed Sales	135	103	- 23.7%	1,370	847	- 38.2%
Median Sales Price*	\$453,000	<b>\$425,000</b>	- 6.2%	\$450,213	<b>\$423,591</b>	- 5.9%
Average Sales Price*	\$452,333	<b>\$451,940</b>	- 0.1%	\$457,467	<b>\$446,814</b>	- 2.3%
Percent of List Price Received*	99.5%	<b>99.0%</b>	- 0.5%	101.8%	<b>99.8%</b>	- 2.0%
Days on Market Until Sale	54	48	- 11.1%	46	56	+ 21.7%
Inventory of Homes for Sale	256	194	- 24.2%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

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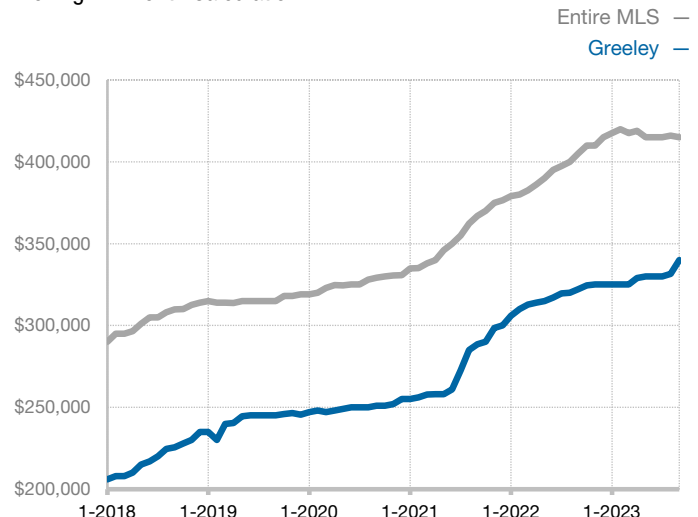
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	22	25	+ 13.6%	246	252	+ 2.4%
Closed Sales	29	24	- 17.2%	273	192	- 29.7%
Median Sales Price*	\$329,000	<b>\$350,000</b>	+ 6.4%	\$325,000	<b>\$336,250</b>	+ 3.5%
Average Sales Price*	\$336,987	<b>\$356,798</b>	+ 5.9%	\$328,677	<b>\$345,320</b>	+ 5.1%
Percent of List Price Received*	99.6%	<b>98.8%</b>	- 0.8%	101.2%	<b>99.3%</b>	- 1.9%
Days on Market Until Sale	46	44	- 4.3%	69	58	- 15.9%
Inventory of Homes for Sale	38	62	+ 63.2%	--	--	--
Months Supply of Inventory	1.2	3.2	+ 166.7%	--	--	--

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

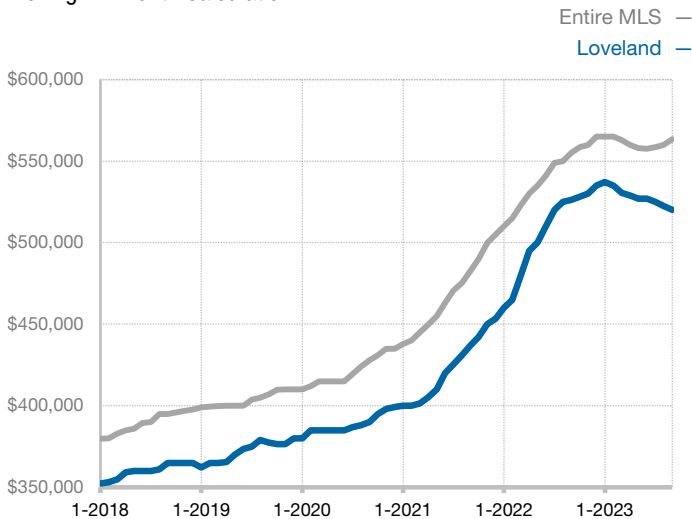
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	188	130	- 30.9%	1,804	1,233	- 31.7%
Closed Sales	165	101	- 38.8%	1,386	1,002	- 27.7%
Median Sales Price*	\$525,000	\$500,000	- 4.8%	\$542,000	\$525,000	- 3.1%
Average Sales Price*	\$590,745	\$605,549	+ 2.5%	\$605,195	\$610,453	+ 0.9%
Percent of List Price Received*	99.1%	98.5%	- 0.6%	102.2%	99.3%	- 2.8%
Days on Market Until Sale	40	53	+ 32.5%	31	55	+ 77.4%
Inventory of Homes for Sale	317	210	- 33.8%	--	--	--
Months Supply of Inventory	2.0	1.8	- 10.0%	--	--	--

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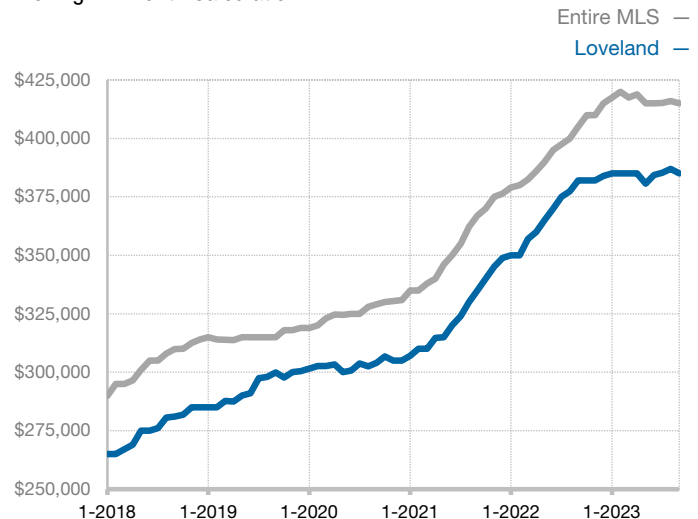
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	32	23	- 28.1%	313	290	- 7.3%
Closed Sales	23	31	+ 34.8%	320	253	- 20.9%
Median Sales Price*	\$425,000	\$376,000	- 11.5%	\$390,000	\$394,725	+ 1.2%
Average Sales Price*	\$413,875	\$387,250	- 6.4%	\$404,431	\$413,389	+ 2.2%
Percent of List Price Received*	101.1%	99.3%	- 1.8%	103.9%	100.5%	- 3.3%
Days on Market Until Sale	136	38	- 72.1%	141	102	- 27.7%
Inventory of Homes for Sale	67	61	- 9.0%	--	--	--
Months Supply of Inventory	1.8	2.3	+ 27.8%	--	--	--

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



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





# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

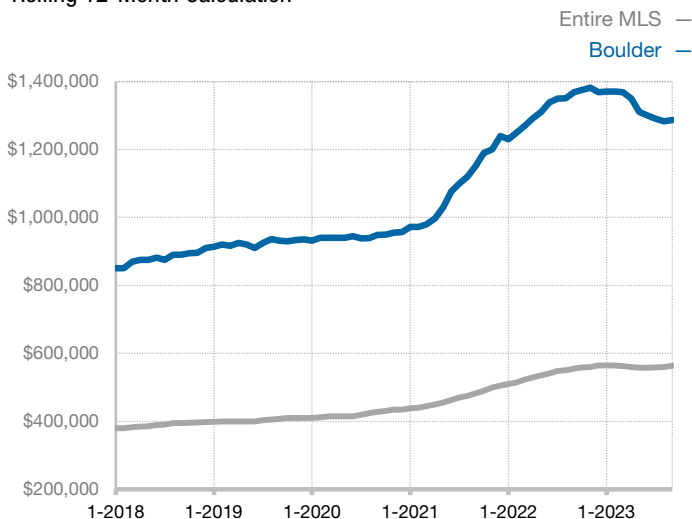
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	129	151	+ 17.1%	1,224	1,289	+ 5.3%
Closed Sales	85	76	- 10.6%	803	703	- 12.5%
Median Sales Price*	\$1,200,000	\$1,262,500	+ 5.2%	\$1,400,000	\$1,300,000	- 7.1%
Average Sales Price*	\$1,574,532	\$1,487,257	- 5.5%	\$1,673,986	\$1,675,119	+ 0.1%
Percent of List Price Received*	98.6%	97.5%	- 1.1%	103.8%	98.3%	- 5.3%
Days on Market Until Sale	52	50	- 3.8%	38	53	+ 39.5%
Inventory of Homes for Sale	246	321	+ 30.5%	--	--	--
Months Supply of Inventory	2.7	4.3	+ 59.3%	--	--	--

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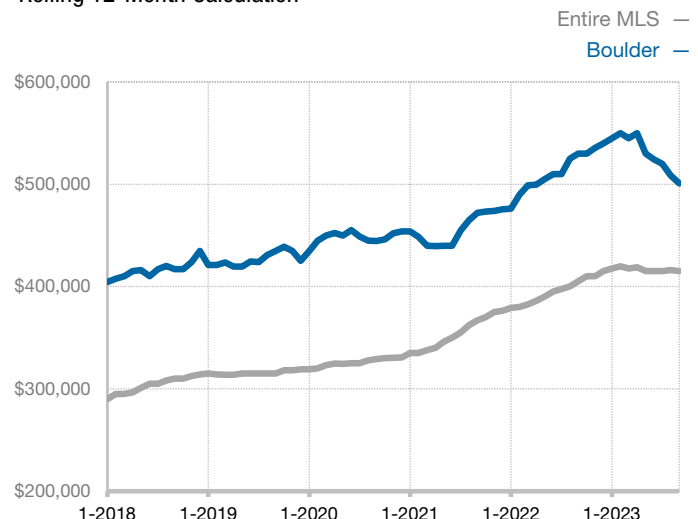
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	78	75	- 3.8%	786	724	- 7.9%
Closed Sales	65	51	- 21.5%	637	473	- 25.7%
Median Sales Price*	\$605,000	\$527,000	- 12.9%	\$550,000	\$505,000	- 8.2%
Average Sales Price*	\$811,682	\$609,378	- 24.9%	\$715,832	\$600,321	- 16.1%
Percent of List Price Received*	99.2%	98.9%	- 0.3%	102.2%	99.5%	- 2.6%
Days on Market Until Sale	59	38	- 35.6%	55	44	- 20.0%
Inventory of Homes for Sale	115	142	+ 23.5%	--	--	--
Months Supply of Inventory	1.6	2.8	+ 75.0%	--	--	--

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

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

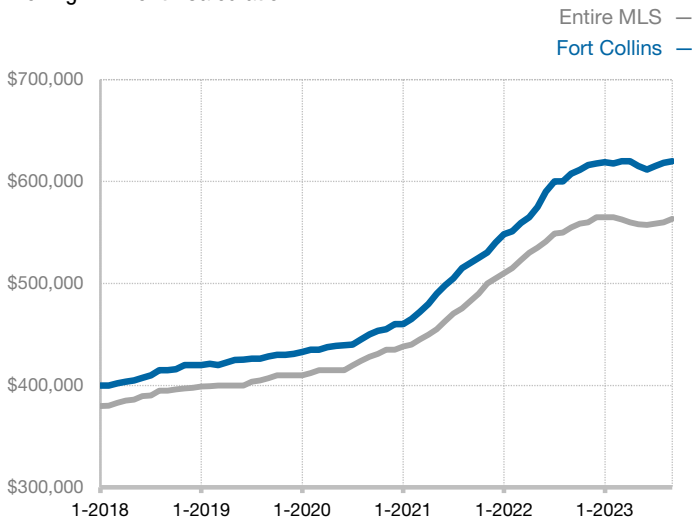
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	233	189	- 18.9%	2,492	1,868	- 25.0%
Closed Sales	216	142	- 34.3%	1,967	1,328	- 32.5%
Median Sales Price*	\$600,000	\$605,800	+ 1.0%	\$625,000	\$629,500	+ 0.7%
Average Sales Price*	\$714,128	\$677,750	- 5.1%	\$698,869	\$706,859	+ 1.1%
Percent of List Price Received*	99.4%	99.2%	- 0.2%	103.0%	99.9%	- 3.0%
Days on Market Until Sale	41	53	+ 29.3%	32	49	+ 53.1%
Inventory of Homes for Sale	336	340	+ 1.2%	--	--	--
Months Supply of Inventory	1.5	2.3	+ 53.3%	--	--	--

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

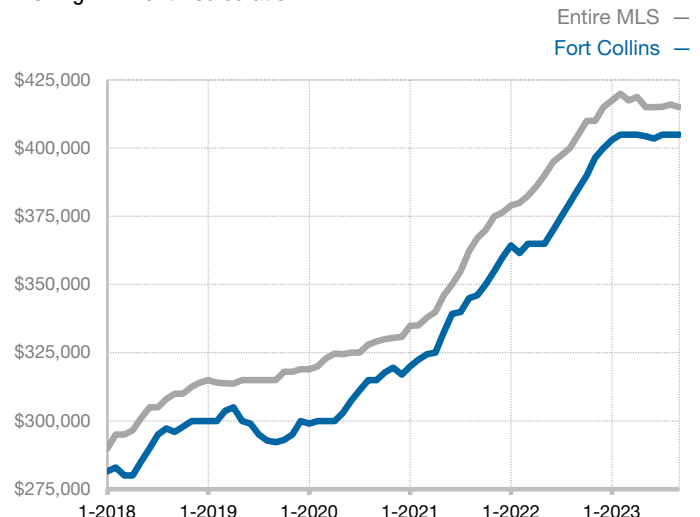
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	91	66	- 27.5%	836	717	- 14.2%
Closed Sales	66	47	- 28.8%	719	524	- 27.1%
Median Sales Price*	\$405,000	\$405,000	0.0%	\$400,000	\$405,000	+ 1.3%
Average Sales Price*	\$411,748	\$413,645	+ 0.5%	\$410,678	\$415,794	+ 1.2%
Percent of List Price Received*	99.6%	99.4%	- 0.2%	103.0%	99.7%	- 3.2%
Days on Market Until Sale	45	50	+ 11.1%	30	59	+ 96.7%
Inventory of Homes for Sale	139	153	+ 10.1%	--	--	--
Months Supply of Inventory	1.7	2.7	+ 58.8%	--	--	--

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

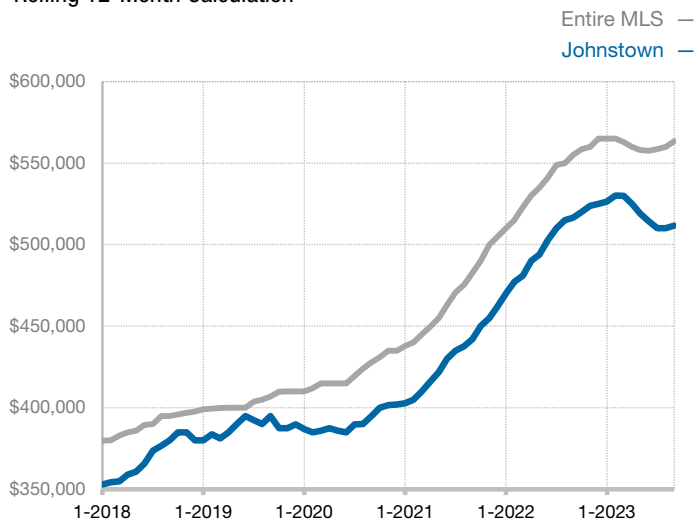
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	75	53	- 29.3%	636	512	- 19.5%
Closed Sales	47	41	- 12.8%	475	422	- 11.2%
Median Sales Price*	\$526,700	<b>\$537,500</b>	+ 2.1%	\$526,000	<b>\$511,231</b>	- 2.8%
Average Sales Price*	\$531,919	<b>\$543,295</b>	+ 2.1%	\$551,069	<b>\$531,775</b>	- 3.5%
Percent of List Price Received*	98.9%	<b>99.3%</b>	+ 0.4%	101.7%	<b>99.7%</b>	- 2.0%
Days on Market Until Sale	50	50	0.0%	35	56	+ 60.0%
Inventory of Homes for Sale	125	96	- 23.2%	--	--	--
Months Supply of Inventory	2.4	2.1	- 12.5%	--	--	--

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

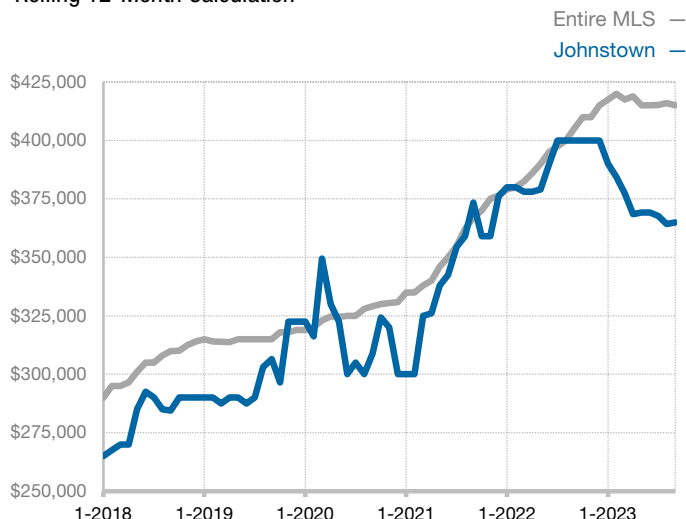
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	4	9	+ 125.0%	19	50	+ 163.2%
Closed Sales	2	5	+ 150.0%	13	30	+ 130.8%
Median Sales Price*	\$363,100	<b>\$379,600</b>	+ 4.5%	\$400,000	<b>\$357,675</b>	- 10.6%
Average Sales Price*	\$363,100	<b>\$374,590</b>	+ 3.2%	\$403,538	<b>\$370,476</b>	- 8.2%
Percent of List Price Received*	101.1%	<b>99.9%</b>	- 1.2%	102.5%	<b>100.0%</b>	- 2.4%
Days on Market Until Sale	90	36	- 60.0%	27	68	+ 151.9%
Inventory of Homes for Sale	3	17	+ 466.7%	--	--	--
Months Supply of Inventory	1.3	5.5	+ 323.1%	--	--	--

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

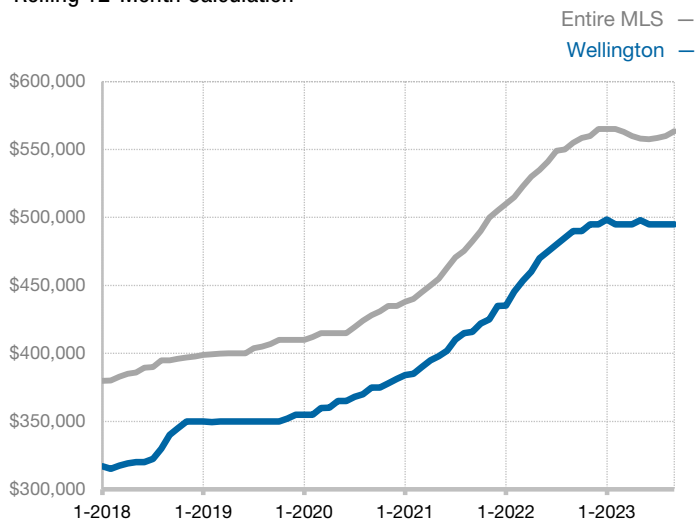
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	42	22	- 47.6%	354	259	- 26.8%
Closed Sales	36	15	- 58.3%	289	224	- 22.5%
Median Sales Price*	\$495,000	\$499,000	+ 0.8%	\$495,000	\$497,750	+ 0.6%
Average Sales Price*	\$504,805	\$568,926	+ 12.7%	\$527,098	\$513,881	- 2.5%
Percent of List Price Received*	101.1%	103.8%	+ 2.7%	102.9%	99.9%	- 2.9%
Days on Market Until Sale	60	67	+ 11.7%	48	70	+ 45.8%
Inventory of Homes for Sale	76	54	- 28.9%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--

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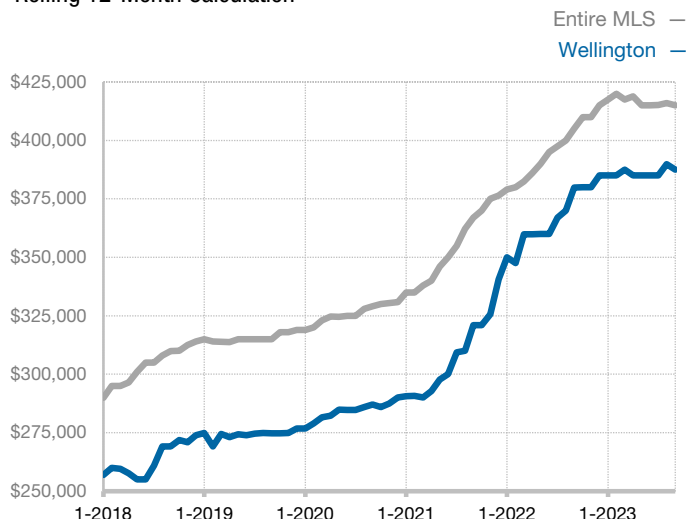
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	39	31	- 20.5%
Closed Sales	1	0	- 100.0%	29	14	- 51.7%
Median Sales Price*	\$395,000	\$0	- 100.0%	\$385,000	\$392,500	+ 1.9%
Average Sales Price*	\$395,000	\$0	- 100.0%	\$375,950	\$382,615	+ 1.8%
Percent of List Price Received*	101.5%	0.0%	- 100.0%	102.4%	98.8%	- 3.5%
Days on Market Until Sale	37	0	- 100.0%	30	56	+ 86.7%
Inventory of Homes for Sale	2	10	+ 400.0%	--	--	--
Months Supply of Inventory	0.5	4.1	+ 720.0%	--	--	--

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

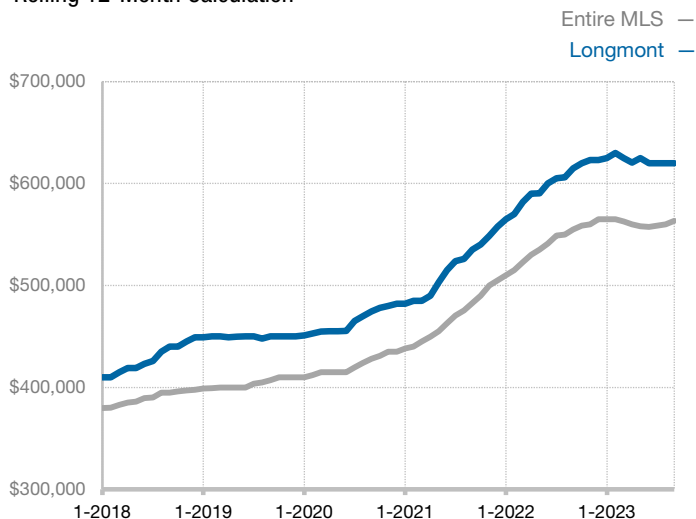
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	153	116	- 24.2%	1,442	1,149	- 20.3%
Closed Sales	123	94	- 23.6%	1,059	851	- 19.6%
Median Sales Price*	\$640,000	\$625,000	- 2.3%	\$634,450	\$629,086	- 0.8%
Average Sales Price*	\$709,288	\$759,000	+ 7.0%	\$729,521	\$742,694	+ 1.8%
Percent of List Price Received*	99.3%	99.5%	+ 0.2%	103.9%	99.7%	- 4.0%
Days on Market Until Sale	43	48	+ 11.6%	28	49	+ 75.0%
Inventory of Homes for Sale	280	215	- 23.2%	--	--	--
Months Supply of Inventory	2.3	2.4	+ 4.3%	--	--	--

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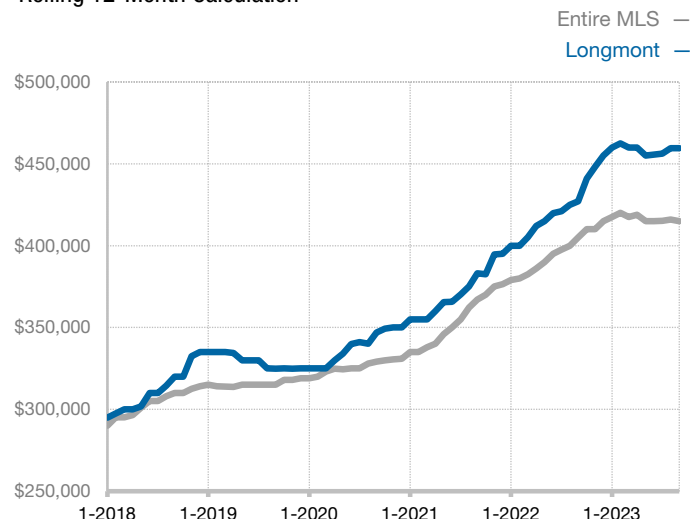
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	54	31	- 42.6%	431	323	- 25.1%
Closed Sales	32	18	- 43.8%	252	232	- 7.9%
Median Sales Price*	\$472,500	\$493,750	+ 4.5%	\$450,000	\$460,000	+ 2.2%
Average Sales Price*	\$469,564	\$519,923	+ 10.7%	\$468,563	\$474,305	+ 1.2%
Percent of List Price Received*	99.5%	98.5%	- 1.0%	103.4%	99.9%	- 3.4%
Days on Market Until Sale	30	110	+ 266.7%	23	66	+ 187.0%
Inventory of Homes for Sale	113	90	- 20.4%	--	--	--
Months Supply of Inventory	3.7	3.5	- 5.4%	--	--	--

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



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



# Local Market Update for September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

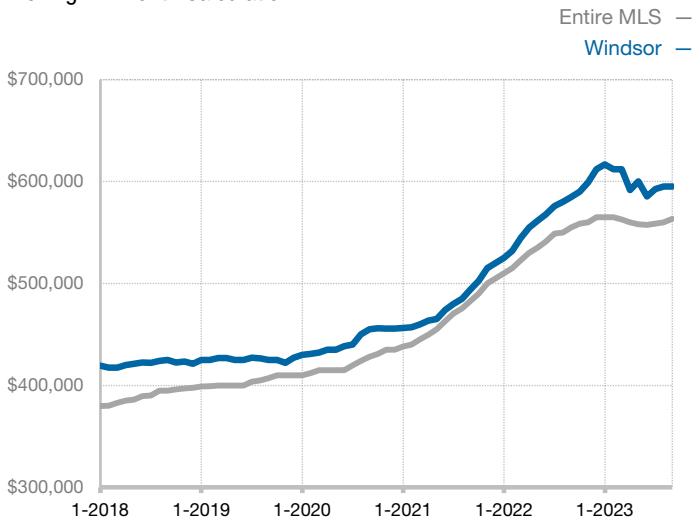
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	63	67	+ 6.3%	1,050	815	- 22.4%
Closed Sales	53	47	- 11.3%	822	663	- 19.3%
Median Sales Price*	\$615,700	\$680,700	+ 10.6%	\$604,800	\$580,000	- 4.1%
Average Sales Price*	\$707,253	\$741,405	+ 4.8%	\$667,914	\$653,379	- 2.2%
Percent of List Price Received*	98.8%	98.9%	+ 0.1%	101.4%	99.5%	- 1.9%
Days on Market Until Sale	43	53	+ 23.3%	48	89	+ 85.4%
Inventory of Homes for Sale	242	124	- 48.8%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--

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Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	9	14	+ 55.6%	109	136	+ 24.8%
Closed Sales	12	16	+ 33.3%	114	99	- 13.2%
Median Sales Price*	\$490,000	\$411,500	- 16.0%	\$449,560	\$435,000	- 3.2%
Average Sales Price*	\$511,110	\$393,305	- 23.0%	\$461,268	\$452,413	- 1.9%
Percent of List Price Received*	101.7%	99.0%	- 2.7%	103.0%	100.0%	- 2.9%
Days on Market Until Sale	137	72	- 47.4%	136	93	- 31.6%
Inventory of Homes for Sale	18	33	+ 83.3%	--	--	--
Months Supply of Inventory	1.4	3.0	+ 114.3%	--	--	--

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



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

