

MONTHLY HOUSING REPORT
A REALTOR & CONSUMER ADVOCACY DEPARTMENT SERVICE



FCBR 2019

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Jan Jordan

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Office - 970-646-8908/303-993-7658

Fax - 888-879-3820

2janjordan@gmail.com

NMLS 543249



Monthly Indicators



November 2019

New Listings were down 19.9 percent for single family homes and 9.2 percent for townhouse-condo properties. Pending Sales landed at 220 for single family homes and 63 for townhouse-condo properties.

The Median Sales Price was up 1.3 percent to \$411,300 for single family homes but decreased 1.3 percent to \$295,000 for townhouse-condo properties. Days on Market increased 5.3 percent for single family homes and 6.6 percent for townhouse-condo properties.

While many economic signs are quite strong, total household debt has been rising for twenty-one consecutive quarters and is now \$1.3 trillion higher than the previous peak of \$12.68 trillion in 2008. While delinquency rates remain low across most debt types (including mortgages), higher consumer debt loads can limit future household spending capability and increase risk if the economy slows down.

Activity Snapshot

- 3.6%	+ 5.3%	+ 1.3%
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	11-2018	11-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		221	177	- 19.9%	3,594	3,651	+ 1.6%
Pending Sales		184	220	+ 19.6%	2,774	2,763	- 0.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		221	213	- 3.6%	2,758	2,635	- 4.5%
Median Sales Price		\$406,000	\$411,300	+ 1.3%	\$410,000	\$424,450	+ 3.5%
Avg. Sales Price		\$461,573	\$445,507	- 3.5%	\$455,110	\$464,598	+ 2.1%
Pct. of List Price Received		98.8%	98.6%	- 0.2%	99.5%	99.1%	- 0.4%
Days on Market		75	79	+ 5.3%	65	68	+ 4.6%
Affordability Index		78	89	+ 14.1%	77	86	+ 11.7%
Active Listings		515	506	- 1.7%	--	--	--
Months Supply		2.1	2.1	0.0%	--	--	--

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.



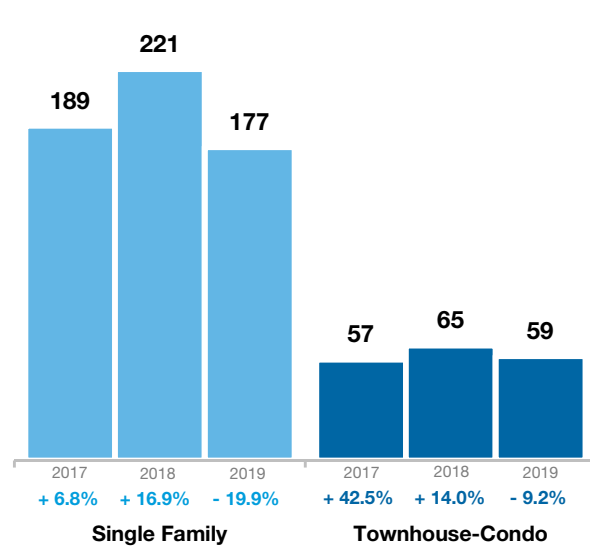
Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		65	59	- 9.2%	975	1,082	+ 11.0%
Pending Sales		47	63	+ 34.0%	791	815	+ 3.0%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		67	50	- 25.4%	815	773	- 5.2%
Median Sales Price		\$299,000	\$295,000	- 1.3%	\$294,000	\$291,000	- 1.0%
Avg. Sales Price		\$312,247	\$303,033	- 3.0%	\$308,189	\$309,702	+ 0.5%
Pct. of List Price Received		98.4%	98.3%	- 0.1%	99.9%	99.2%	- 0.7%
Days on Market		76	81	+ 6.6%	81	72	- 11.1%
Affordability Index		105	124	+ 18.1%	107	126	+ 17.8%
Active Listings		164	162	- 1.2%	--	--	--
Months Supply		2.3	2.4	+ 4.3%	--	--	--

New Listings

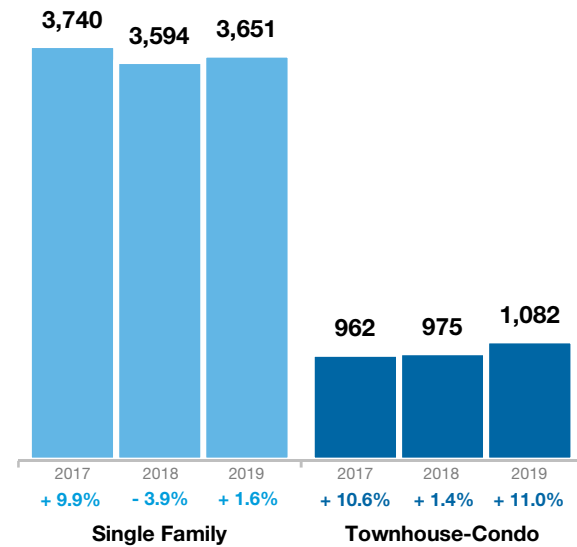
A count of the properties that have been newly listed on the market in a given month.



November

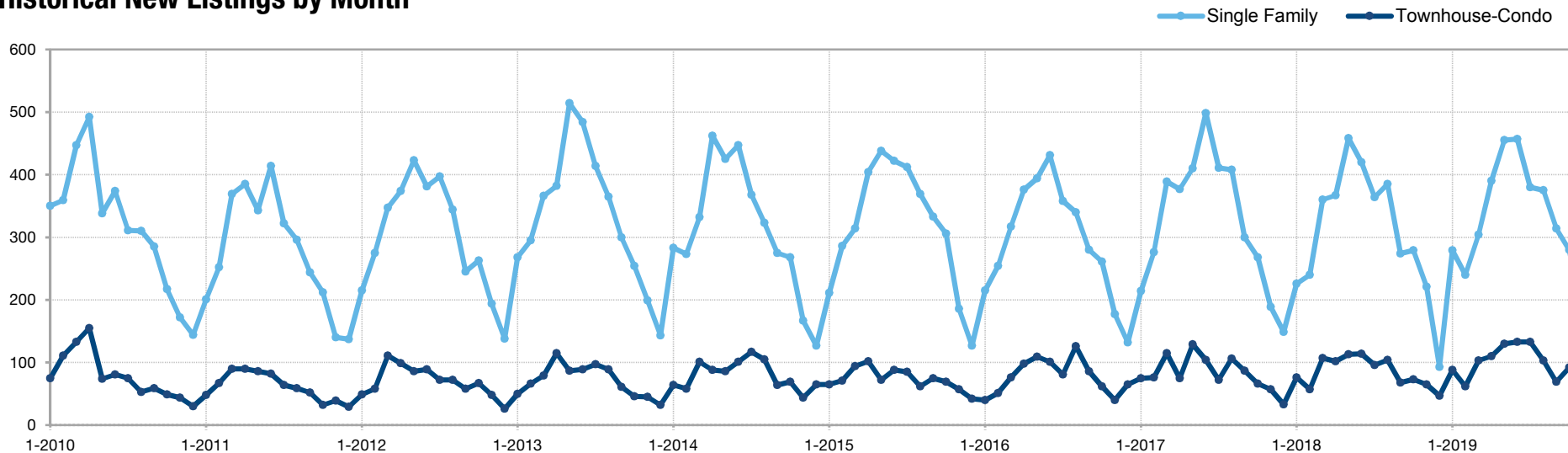


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2018	93	-37.6%	47	+42.4%
Jan-2019	279	+23.5%	88	+15.8%
Feb-2019	240	0.0%	62	+8.8%
Mar-2019	304	-15.6%	103	-3.7%
Apr-2019	390	+6.3%	110	+7.8%
May-2019	455	-0.7%	130	+15.0%
Jun-2019	457	+8.8%	133	+16.7%
Jul-2019	380	+4.4%	133	+38.5%
Aug-2019	375	-2.6%	103	-1.0%
Sep-2019	314	+14.6%	69	+1.5%
Oct-2019	280	+0.4%	92	+26.0%
Nov-2019	177	-19.9%	59	-9.2%
12-Month Avg	312	+0.0%	94	+12.0%

Historical New Listings by Month

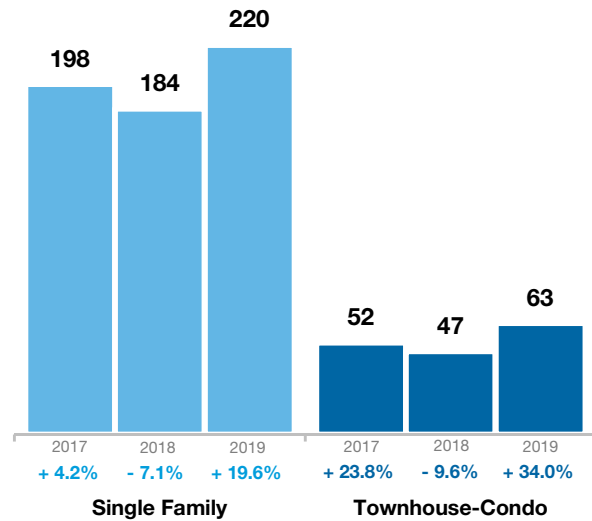


Pending Sales

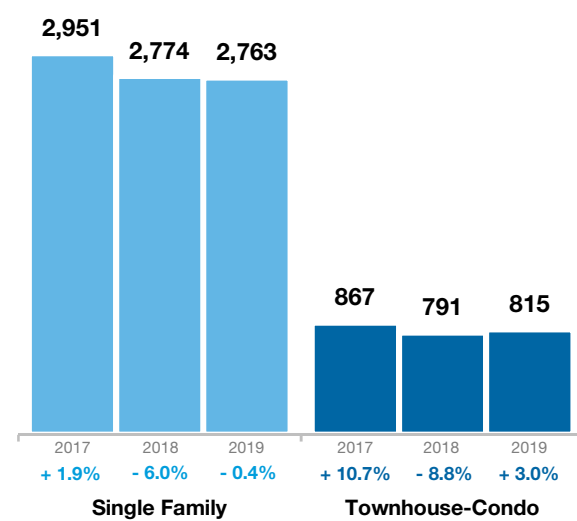
A count of the properties on which offers have been accepted in a given month.



November

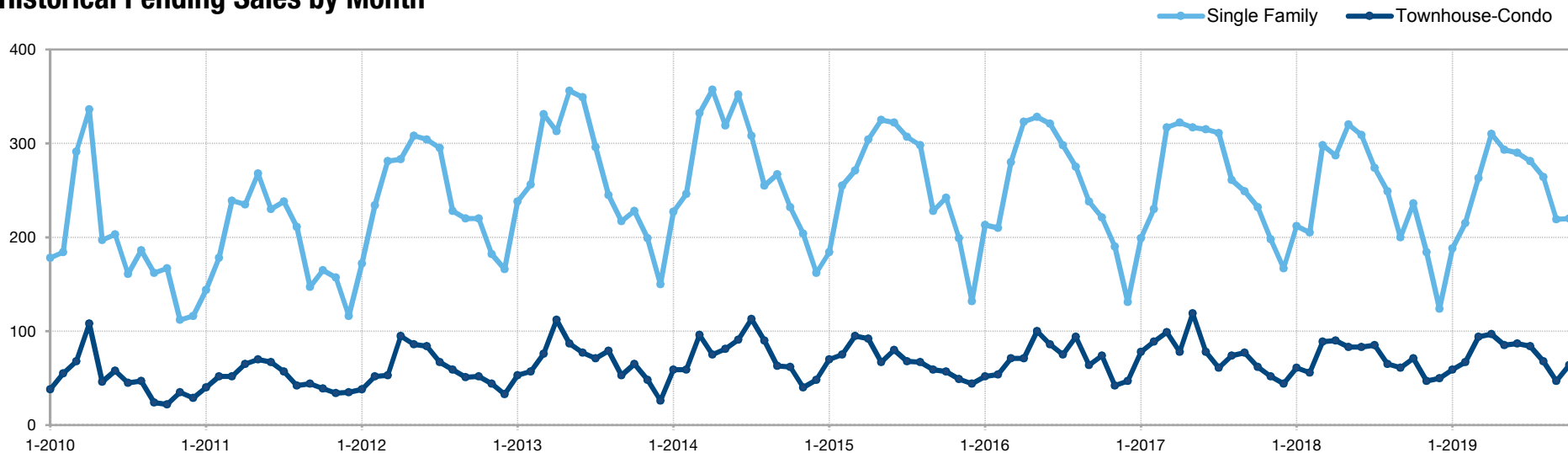


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2018	124	-25.7%	50	+13.6%
Jan-2019	188	-11.3%	59	-3.3%
Feb-2019	215	+4.9%	67	+19.6%
Mar-2019	263	-11.7%	94	+5.6%
Apr-2019	310	+8.0%	97	+7.8%
May-2019	293	-8.4%	85	+2.4%
Jun-2019	290	-6.1%	87	+4.8%
Jul-2019	281	+2.6%	84	-1.2%
Aug-2019	264	+6.0%	68	+4.6%
Sep-2019	219	+9.5%	47	-23.0%
Oct-2019	220	-6.8%	64	-9.9%
Nov-2019	220	+19.6%	63	+34.0%
12-Month Avg	241	-1.8%	72	+3.6%

Historical Pending Sales by Month

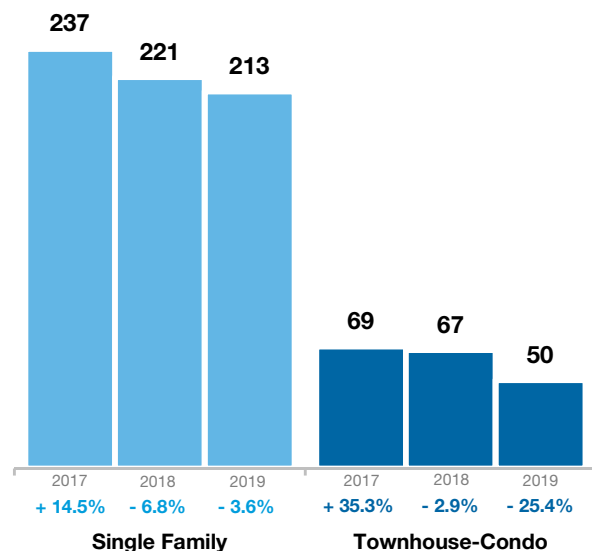


Sold Listings

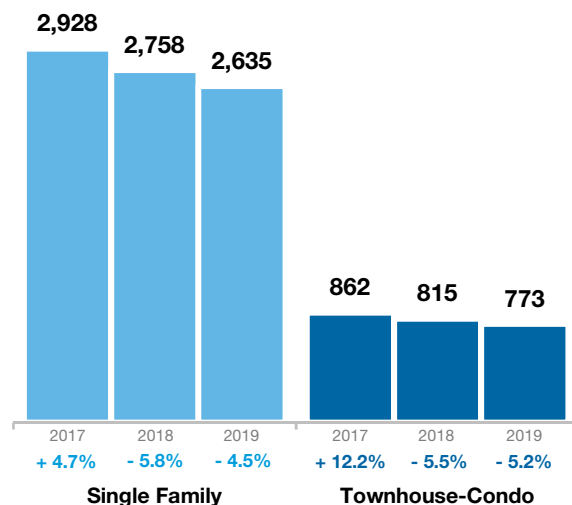
A count of the actual sales that closed in a given month.



November

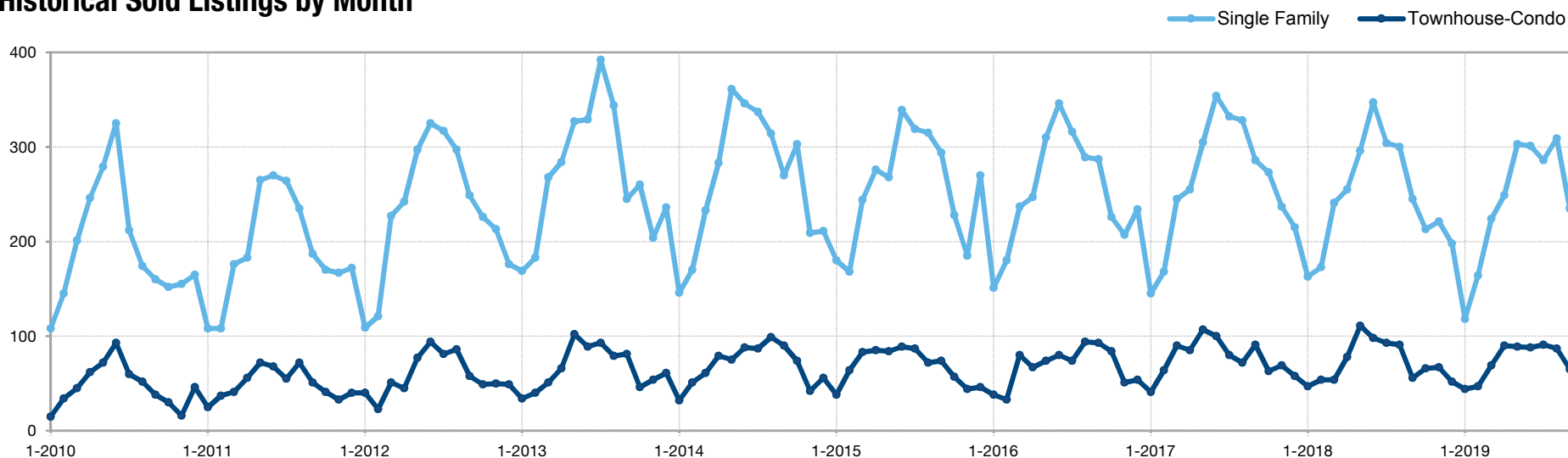


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2018	198	-7.9%	52	-10.3%
Jan-2019	118	-27.6%	44	-6.4%
Feb-2019	164	-5.2%	47	-13.0%
Mar-2019	224	-7.1%	69	+27.8%
Apr-2019	249	-2.4%	90	+15.4%
May-2019	303	+2.4%	89	-19.8%
Jun-2019	301	-13.3%	88	-10.2%
Jul-2019	286	-5.9%	91	-2.2%
Aug-2019	309	+3.0%	87	-4.4%
Sep-2019	235	-4.1%	65	+16.1%
Oct-2019	233	+9.4%	53	-19.7%
Nov-2019	213	-3.6%	50	-25.4%
12-Month Avg	236	-4.7%	69	-5.5%

Historical Sold Listings by Month

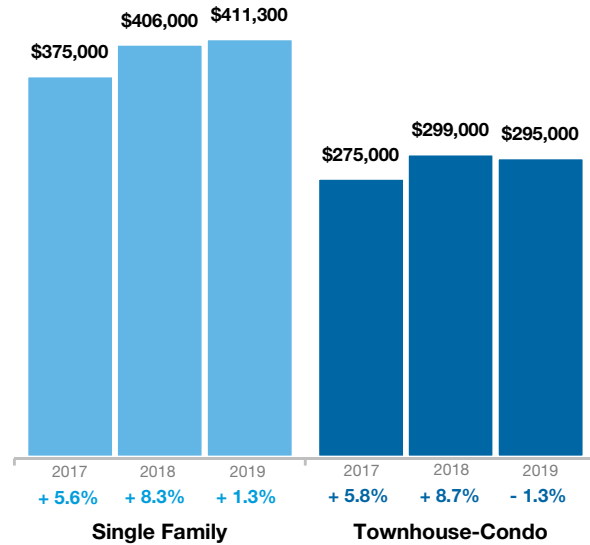


Median Sales Price

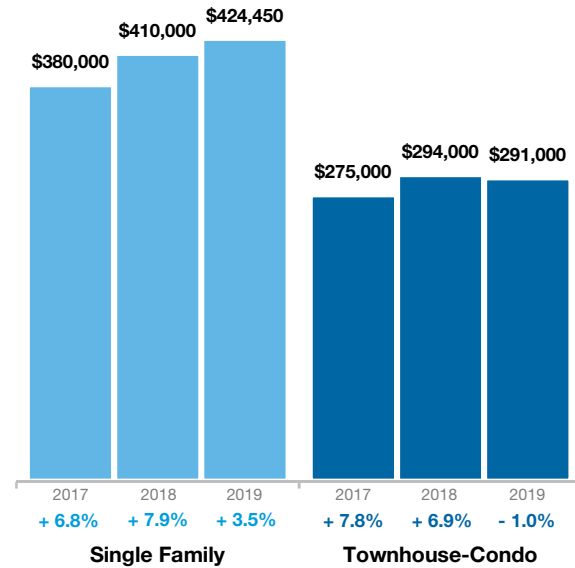
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



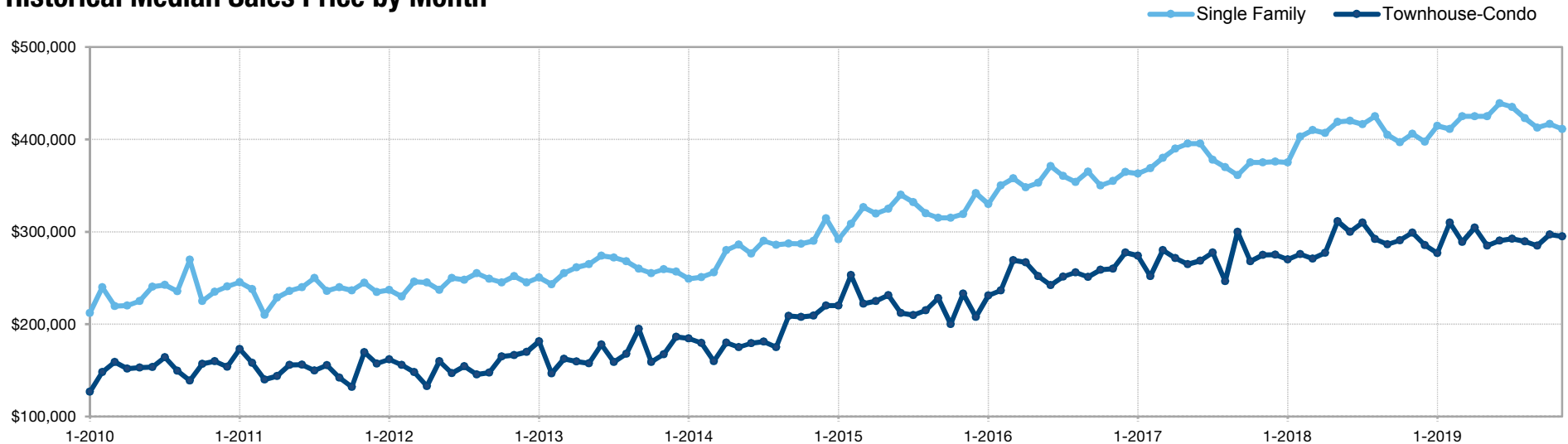
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2018	\$397,325	+5.7%	\$285,550	+3.8%
Jan-2019	\$414,500	+10.5%	\$277,000	+2.6%
Feb-2019	\$411,250	+2.0%	\$310,000	+12.4%
Mar-2019	\$425,000	+3.7%	\$289,000	+6.6%
Apr-2019	\$425,000	+4.4%	\$304,613	+9.9%
May-2019	\$425,000	+1.4%	\$285,000	-8.5%
Jun-2019	\$439,000	+4.5%	\$290,314	-3.2%
Jul-2019	\$434,901	+4.5%	\$292,500	-5.6%
Aug-2019	\$423,000	-0.5%	\$289,500	-0.9%
Sep-2019	\$412,500	+1.9%	\$285,000	-0.5%
Oct-2019	\$416,687	+5.0%	\$297,000	+2.2%
Nov-2019	\$411,300	+1.3%	\$295,000	-1.3%
12-Month Avg*	\$421,727	+3.4%	\$290,628	-0.5%

* Median Sales Price for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month

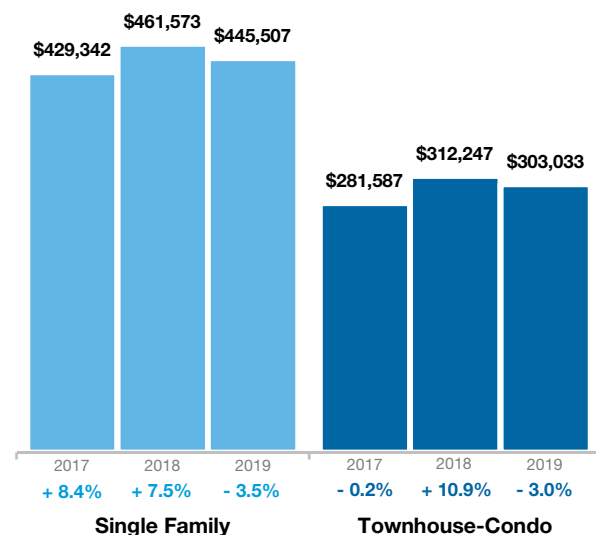


Average Sales Price

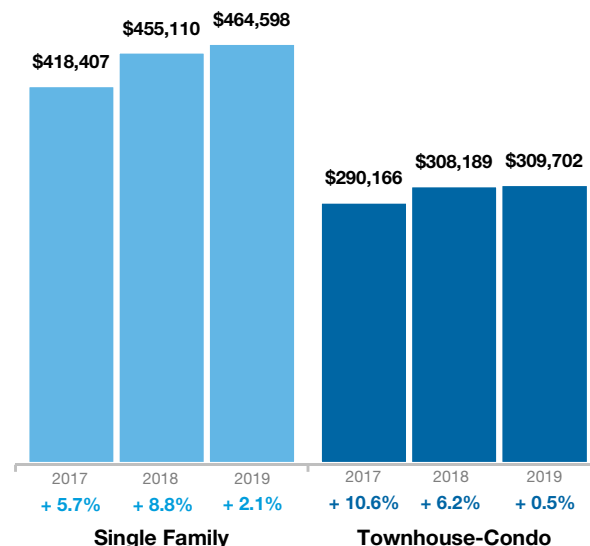
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



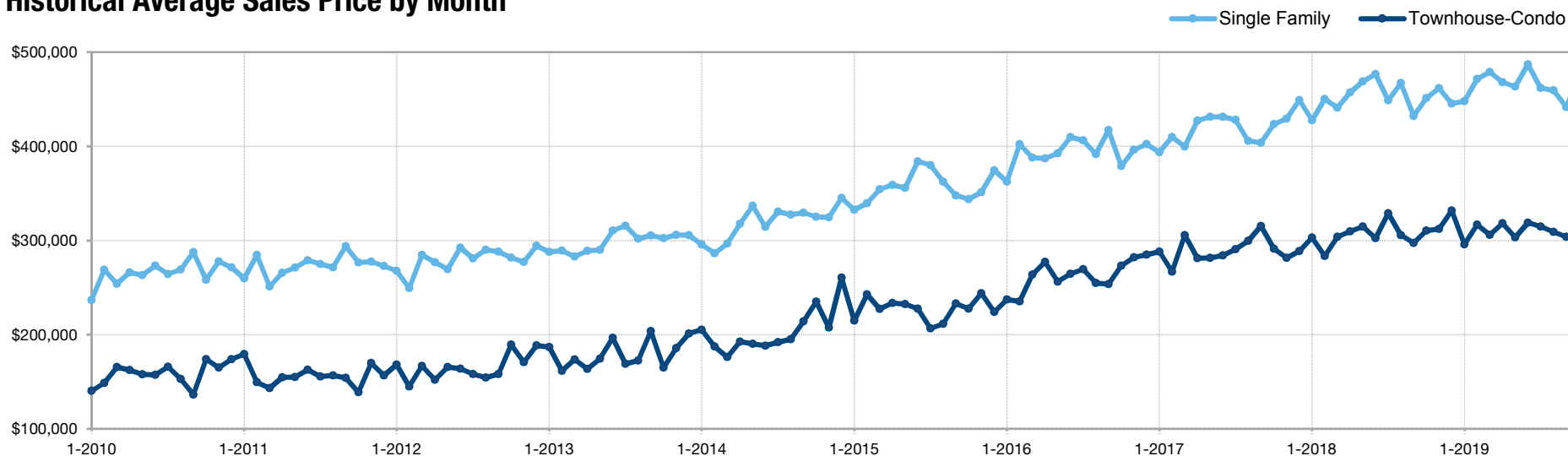
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2018	\$445,357	-0.8%	\$331,756	+14.9%
Jan-2019	\$447,888	+4.7%	\$295,785	-2.4%
Feb-2019	\$471,399	+4.7%	\$316,914	+11.8%
Mar-2019	\$478,978	+8.6%	\$305,863	+0.6%
Apr-2019	\$467,890	+2.4%	\$318,276	+2.8%
May-2019	\$463,380	-1.2%	\$303,377	-3.7%
Jun-2019	\$487,001	+2.2%	\$318,871	+5.4%
Jul-2019	\$461,814	+2.9%	\$314,797	-4.3%
Aug-2019	\$459,292	-1.7%	\$309,001	+1.1%
Sep-2019	\$441,453	+2.2%	\$303,876	+2.2%
Oct-2019	\$474,722	+5.3%	\$306,536	-1.3%
Nov-2019	\$445,507	-3.5%	\$303,033	-3.0%
12-Month Avg*	\$463,253	+1.9%	\$311,092	+1.4%

* Avg. Sales Price for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

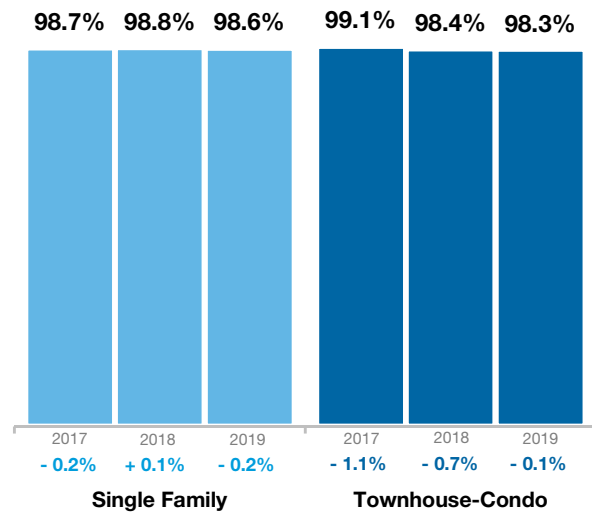


Percent of List Price Received

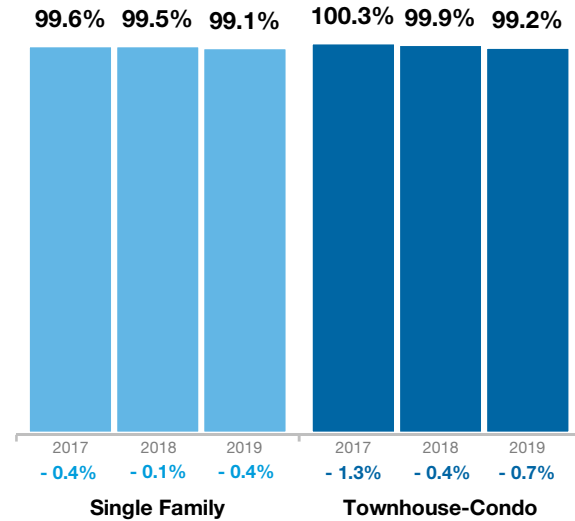
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



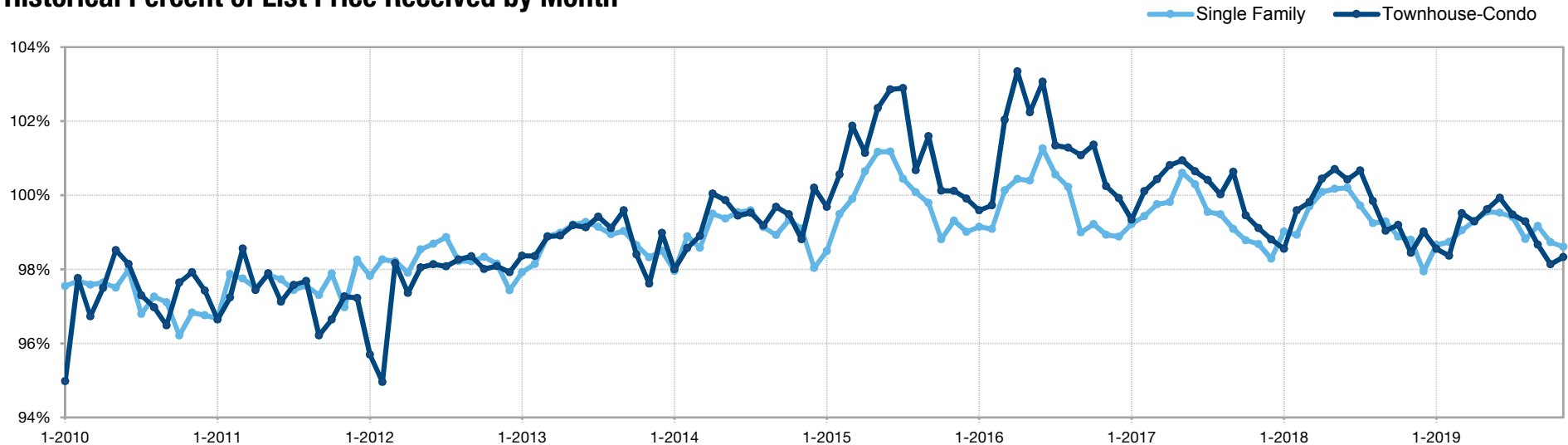
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2018	97.9%	-0.4%	99.0%	+0.2%
Jan-2019	98.7%	-0.3%	98.6%	0.0%
Feb-2019	98.7%	-0.2%	98.4%	-1.2%
Mar-2019	99.1%	-0.6%	99.5%	-0.3%
Apr-2019	99.3%	-0.8%	99.3%	-1.1%
May-2019	99.6%	-0.6%	99.6%	-1.1%
Jun-2019	99.5%	-0.7%	99.9%	-0.5%
Jul-2019	99.4%	-0.3%	99.5%	-1.2%
Aug-2019	98.8%	-0.4%	99.3%	-0.5%
Sep-2019	99.2%	-0.1%	98.7%	-0.3%
Oct-2019	98.7%	-0.2%	98.1%	-1.1%
Nov-2019	98.6%	-0.2%	98.3%	-0.1%
12-Month Avg*	99.5%	-0.4%	99.8%	-0.7%

* Pct. of List Price Received for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

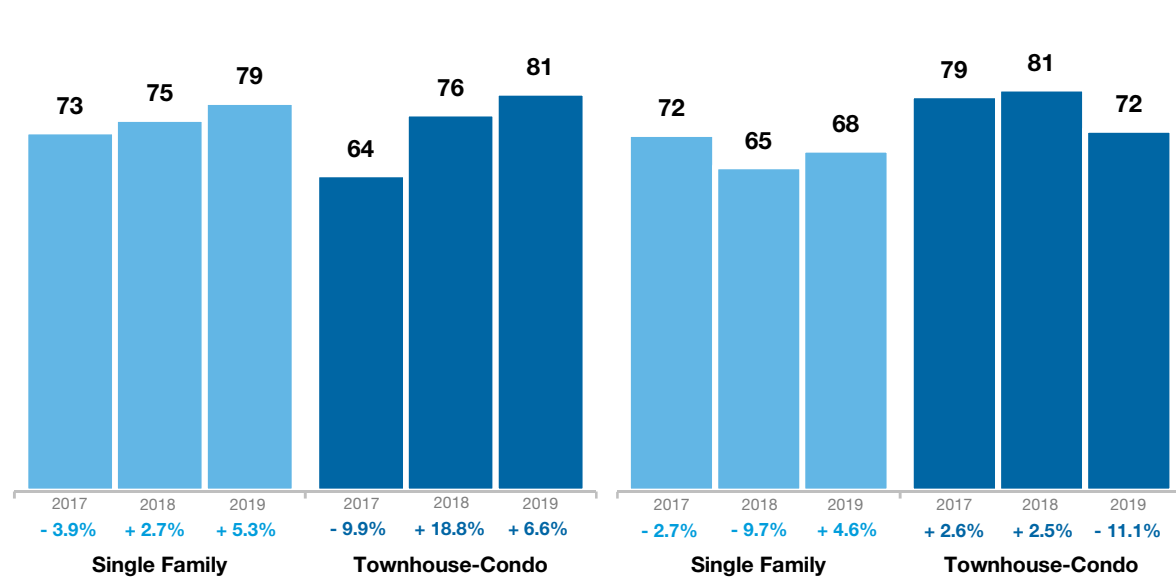


Days on Market Until Sale

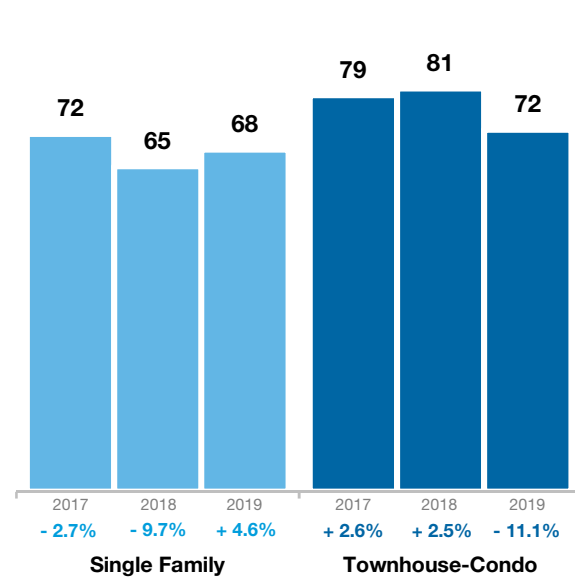
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



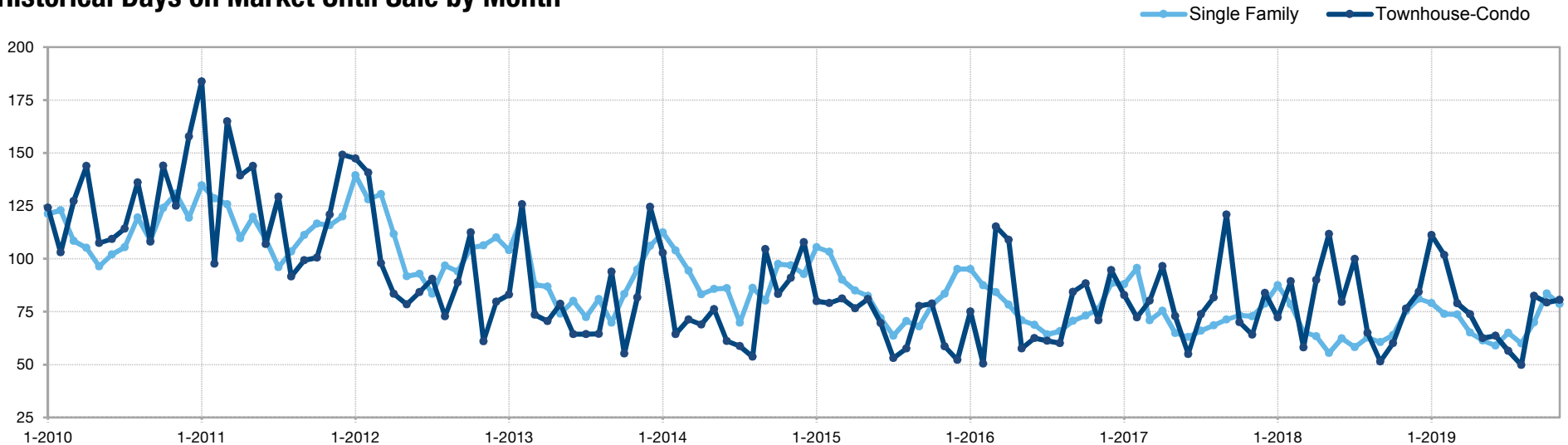
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2018	81	+2.5%	84	0.0%
Jan-2019	79	-10.2%	111	+54.2%
Feb-2019	74	-5.1%	102	+14.6%
Mar-2019	74	+13.8%	79	+36.2%
Apr-2019	65	+3.2%	74	-17.8%
May-2019	61	+10.9%	62	-44.6%
Jun-2019	59	-4.8%	64	-20.0%
Jul-2019	65	+12.1%	56	-44.0%
Aug-2019	60	-4.8%	50	-23.1%
Sep-2019	70	+14.8%	82	+57.7%
Oct-2019	84	+31.3%	79	+31.7%
Nov-2019	79	+5.3%	81	+6.6%
12-Month Avg	69	+4.9%	73	-9.5%

* Days on Market for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



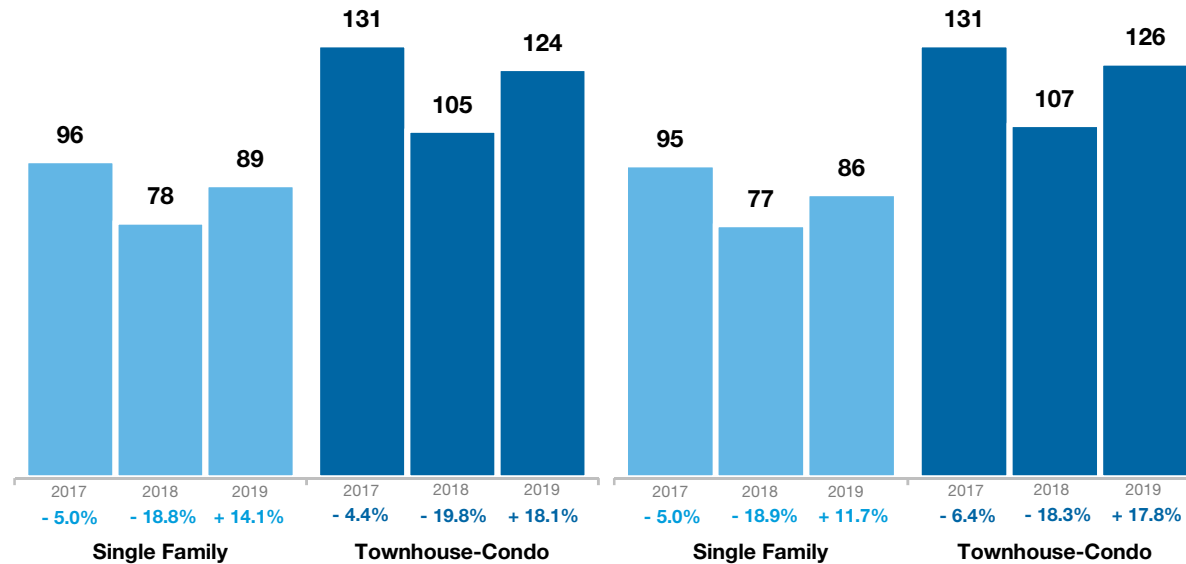
Housing Affordability Index

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



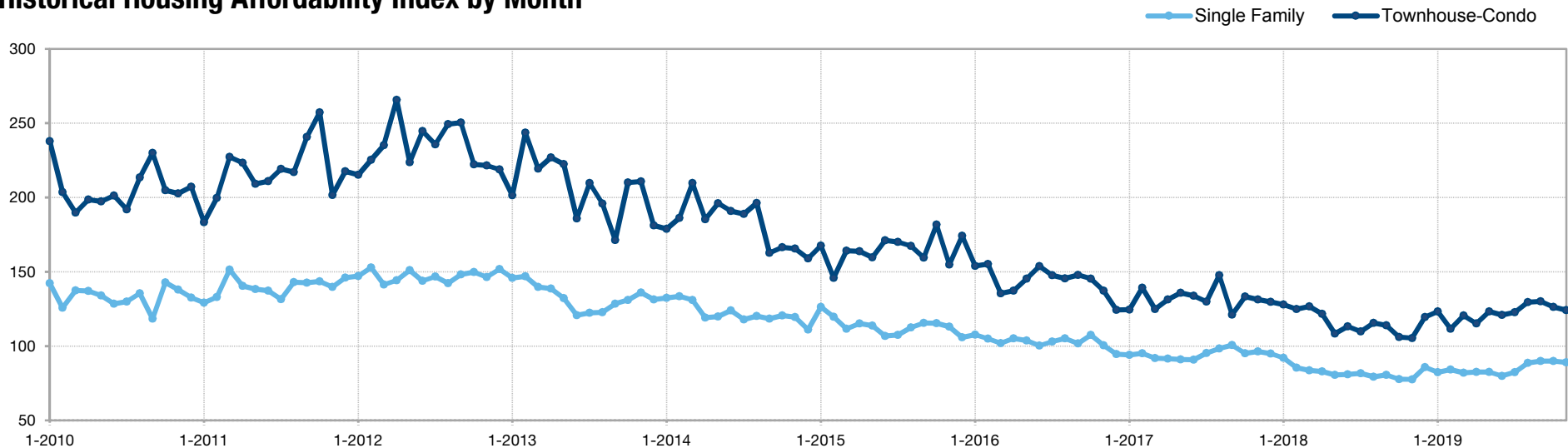
November

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2018	86	-9.5%	119	-8.5%
Jan-2019	82	-10.9%	123	-3.9%
Feb-2019	84	-2.3%	112	-10.4%
Mar-2019	82	-2.4%	121	-4.7%
Apr-2019	83	0.0%	115	-5.7%
May-2019	83	+2.5%	123	+13.9%
Jun-2019	80	-1.2%	121	+7.1%
Jul-2019	83	+1.2%	123	+11.8%
Aug-2019	89	+12.7%	130	+12.1%
Sep-2019	90	+11.1%	130	+14.0%
Oct-2019	90	+15.4%	126	+18.9%
Nov-2019	89	+14.1%	124	+18.1%
12-Month Avg	85	+7.0%	83	+6.0%

Historical Housing Affordability Index by Month

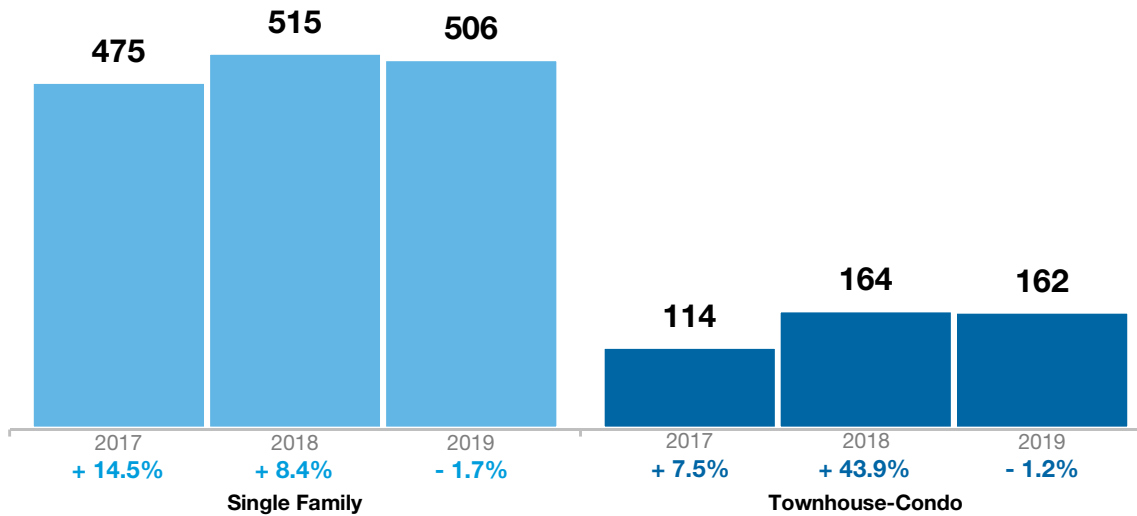


Inventory of Active Listings

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



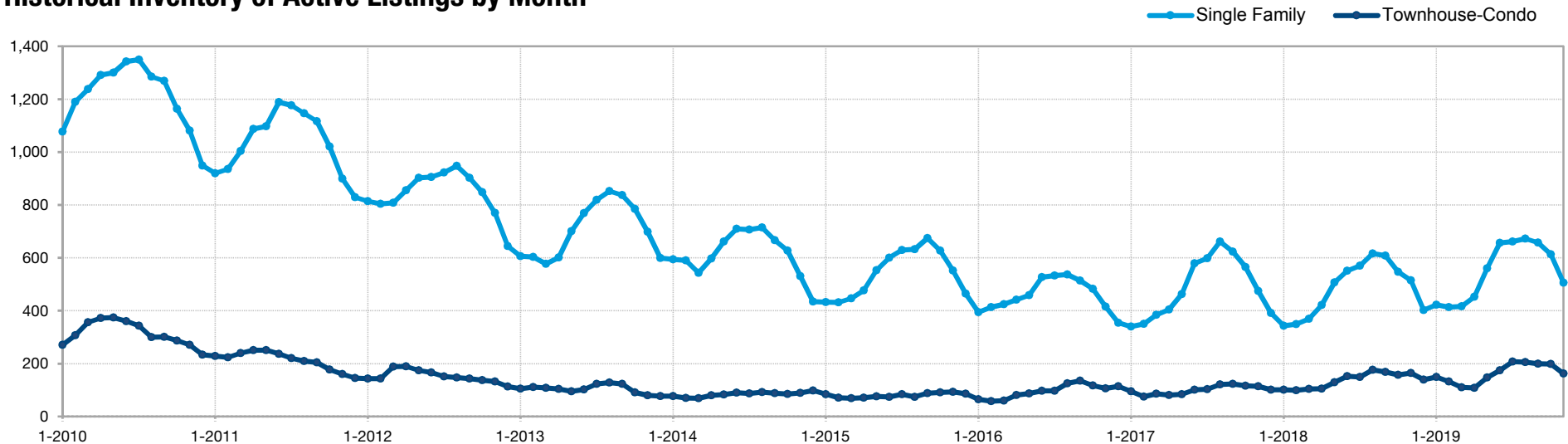
November



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2018	402	+2.8%	139	+37.6%
Jan-2019	422	+23.0%	149	+47.5%
Feb-2019	413	+18.3%	132	+33.3%
Mar-2019	416	+12.7%	110	+5.8%
Apr-2019	453	+7.6%	108	+2.9%
May-2019	560	+10.5%	147	+14.0%
Jun-2019	656	+19.1%	175	+15.1%
Jul-2019	661	+16.0%	208	+39.6%
Aug-2019	672	+9.1%	206	+16.4%
Sep-2019	657	+8.1%	200	+19.0%
Oct-2019	613	+12.1%	199	+26.8%
Nov-2019	506	-1.7%	162	-1.2%
12-Month Avg*	536	+11.1%	161	+20.5%

* Active Listings for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

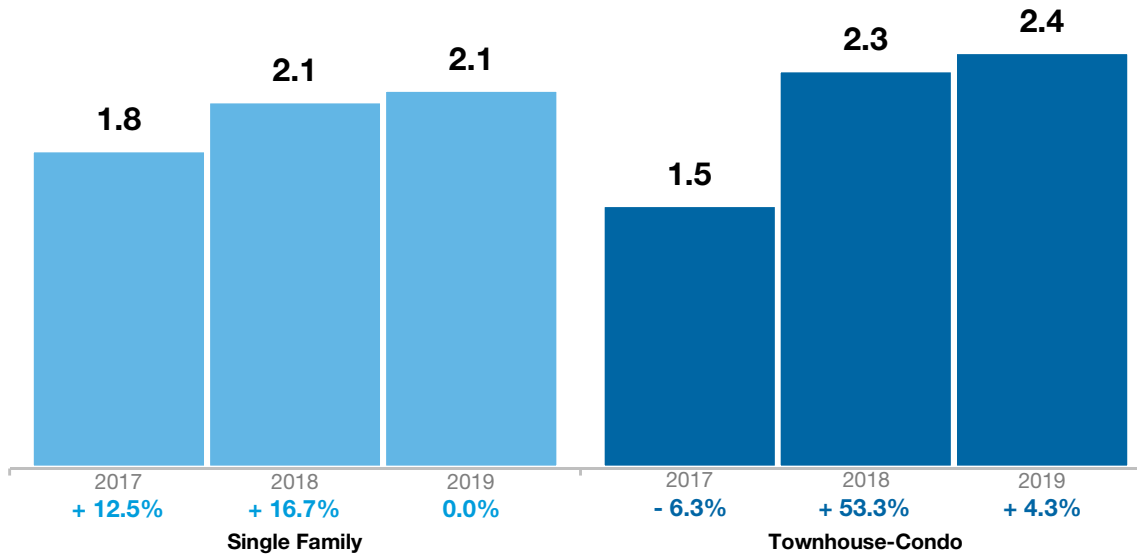


Months Supply of Inventory

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



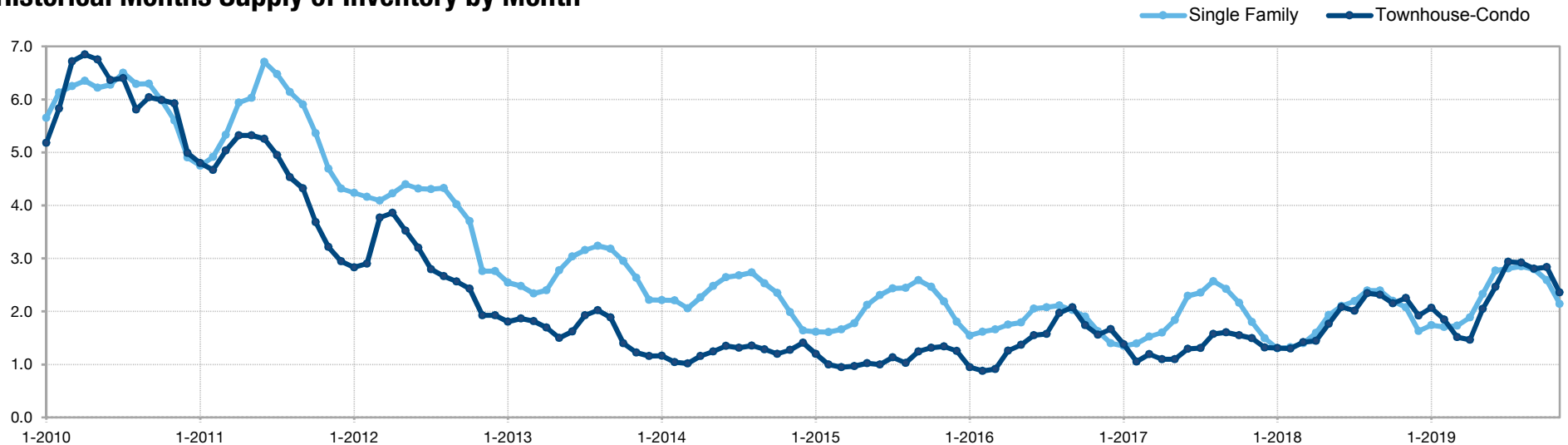
November



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2018	1.6	+6.7%	1.9	+46.2%
Jan-2019	1.7	+30.8%	2.1	+61.5%
Feb-2019	1.7	+30.8%	1.8	+38.5%
Mar-2019	1.7	+21.4%	1.5	+7.1%
Apr-2019	1.9	+18.8%	1.5	+7.1%
May-2019	2.3	+21.1%	2.0	+11.1%
Jun-2019	2.8	+33.3%	2.5	+19.0%
Jul-2019	2.8	+27.3%	2.9	+45.0%
Aug-2019	2.8	+16.7%	2.9	+26.1%
Sep-2019	2.8	+16.7%	2.8	+21.7%
Oct-2019	2.6	+18.2%	2.8	+27.3%
Nov-2019	2.1	0.0%	2.4	+4.3%
12-Month Avg*	2.2	+20.5%	2.3	+25.3%

* Months Supply for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview

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



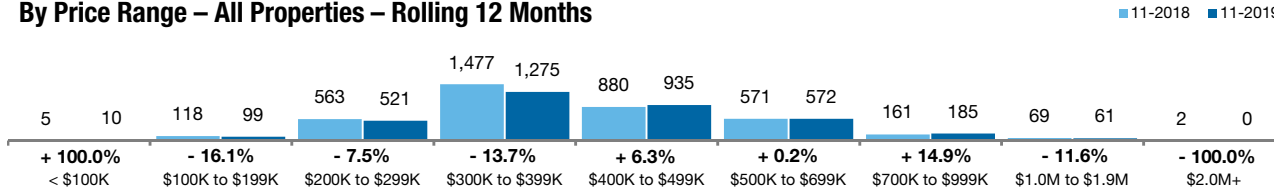
Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		286	236	- 17.5%	4,569	4,733	+ 3.6%
Pending Sales		231	283	+ 22.5%	791	815	+ 3.0%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		288	263	- 8.7%	3,573	3,408	- 4.6%
Median Sales Price		\$382,250	\$385,000	+ 0.7%	\$384,500	\$395,000	+ 2.7%
Avg. Sales Price		\$426,834	\$418,420	+ 1.9%	\$421,597	\$429,454	+ 1.9%
Pct. of List Price Received		98.7%	98.6%	- 0.5%	99.6%	99.1%	- 0.5%
Days on Market		76	79	0.0%	69	69	0.0%
Affordability Index		82	95	+ 13.1%	82	93	+ 13.1%
Active Listings		679	668	- 1.6%	--	--	--
Months Supply		2.1	2.2	+ 3.4%	--	--	--

Sold Listings

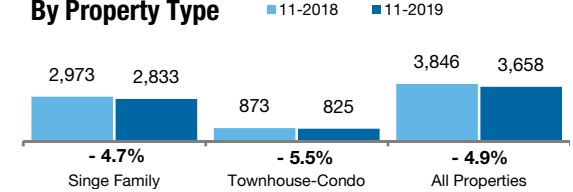
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	11-2018	11-2019	Change	11-2018	11-2019	Change
\$99,999 and Below	5	10	+100.0%	0	0	--
\$100,000 to \$199,999	48	49	+2.1%	70	50	-28.6%
\$200,000 to \$299,999	168	129	-23.2%	395	392	-0.8%
\$300,000 to \$399,999	1,155	987	-14.5%	322	288	-10.6%
\$400,000 to \$499,999	830	873	+5.2%	50	62	+24.0%
\$500,000 to \$699,999	543	552	+1.7%	28	20	-28.6%
\$700,000 to \$999,999	158	176	+11.4%	3	9	+200.0%
\$1,000,000 to \$1,999,999	64	57	-10.9%	5	4	-20.0%
\$2,000,000 and Above	2	0	-100.0%	0	0	--
All Price Ranges	2,973	2,833	-4.7%	873	825	-5.5%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	10-2019	11-2019	Change	10-2019	11-2019	Change
	1	2	+100.0%	0	0	--
	4	5	+25.0%	5	3	-40.0%
	6	11	+83.3%	25	24	-4.0%
	87	78	-10.3%	18	18	0.0%
	67	64	-4.5%	2	4	+100.0%
	42	37	-11.9%	1	1	0.0%
	20	10	-50.0%	2	0	-100.0%
	6	6	0.0%	0	0	--
	0	0	--	0	0	--
All Price Ranges	233	213	-8.6%	53	50	-5.7%

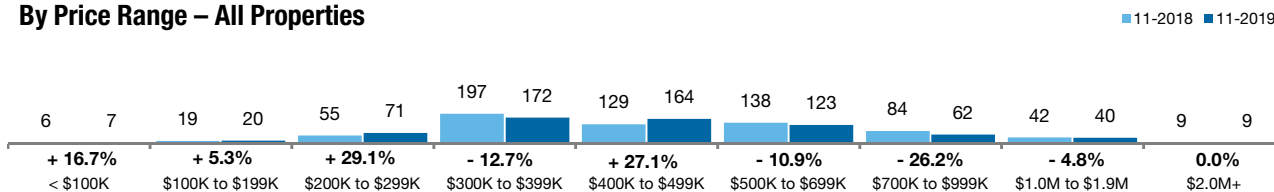
Year to Date

	Single Family			Townhouse-Condo		
	11-2018	11-2019	Change	11-2018	11-2019	Change
	5	10	+100.0%	0	0	--
	45	48	+6.7%	64	47	-26.6%
	145	113	-22.1%	367	365	-0.5%
	1,061	904	-14.8%	302	274	-9.3%
	785	822	+4.7%	47	59	+25.5%
	510	520	+2.0%	27	18	-33.3%
	148	164	+10.8%	3	7	+133.3%
	58	54	-6.9%	5	3	-40.0%
	1	0	-100.0%	0	0	--
All Price Ranges	2,758	2,635	-4.5%	815	773	-5.2%

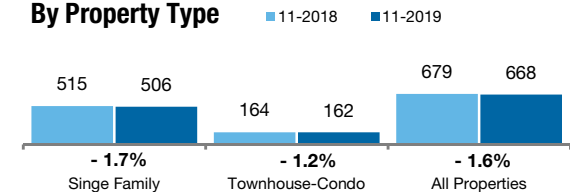
Inventory of Active Listings

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		
	11-2018	11-2019	Change	11-2018	11-2019	Change
\$99,999 and Below	6	7	+16.7%	0	0	--
\$100,000 to \$199,999	14	11	-21.4%	5	9	+80.0%
\$200,000 to \$299,999	23	15	-34.8%	32	56	+75.0%
\$300,000 to \$399,999	133	101	-24.1%	64	71	+10.9%
\$400,000 to \$499,999	110	155	+40.9%	19	9	-52.6%
\$500,000 to \$699,999	119	114	-4.2%	19	9	-52.6%
\$700,000 to \$999,999	63	54	-14.3%	21	8	-61.9%
\$1,000,000 to \$1,999,999	38	40	+5.3%	4	0	-100.0%
\$2,000,000 and Above	9	9	0.0%	0	0	--
All Price Ranges	515	506	-1.7%	164	162	-1.2%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	10-2019	11-2019	Change	10-2019	11-2019	Change
	8	7	-12.5%	0	0	--
	14	11	-21.4%	11	9	-18.2%
	20	15	-25.0%	64	56	-12.5%
	155	101	-34.8%	82	71	-13.4%
	171	155	-9.4%	11	9	-18.2%
	135	114	-15.6%	18	9	-50.0%
	61	54	-11.5%	12	8	-33.3%
	39	40	+2.6%	1	0	-100.0%
	10	9	-10.0%	0	0	--
All Price Ranges	613	506	-17.5%	199	162	-18.6%

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

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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 November 2019

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Berthoud

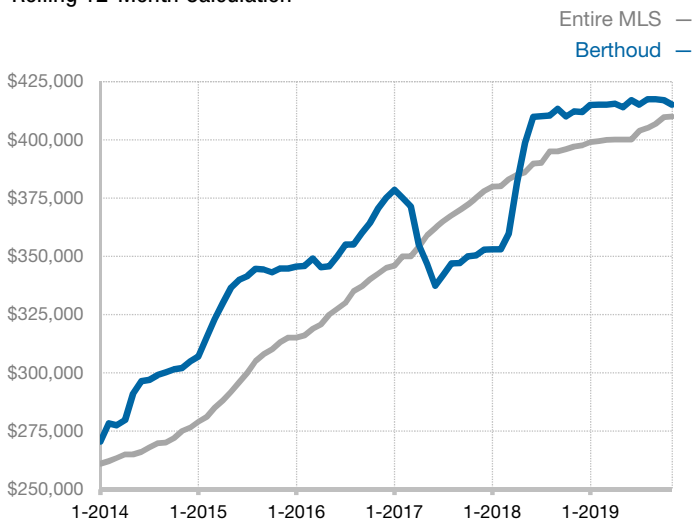
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	38	44	+ 15.8%	457	512	+ 12.0%
Closed Sales	24	34	+ 41.7%	299	410	+ 37.1%
Median Sales Price*	\$435,474	\$437,000	+ 0.4%	\$413,130	\$416,260	+ 0.8%
Average Sales Price*	\$481,064	\$558,950	+ 16.2%	\$457,430	\$469,931	+ 2.7%
Percent of List Price Received*	99.3%	99.0%	- 0.3%	99.7%	99.5%	- 0.2%
Days on Market Until Sale	91	70	- 23.1%	86	95	+ 10.5%
Inventory of Homes for Sale	126	95	- 24.6%	--	--	--
Months Supply of Inventory	4.7	2.6	- 44.7%	--	--	--

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

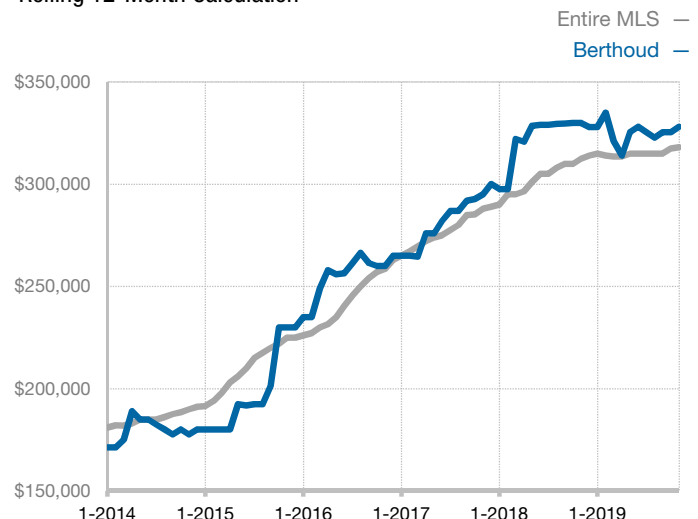
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	3	16	+ 433.3%	38	78	+ 105.3%
Closed Sales	0	4	--	22	31	+ 40.9%
Median Sales Price*	\$0	\$467,829	--	\$327,985	\$328,050	+ 0.0%
Average Sales Price*	\$0	\$453,285	--	\$336,995	\$361,792	+ 7.4%
Percent of List Price Received*	0.0%	100.2%	--	100.9%	101.1%	+ 0.2%
Days on Market Until Sale	0	197	--	69	107	+ 55.1%
Inventory of Homes for Sale	8	21	+ 162.5%	--	--	--
Months Supply of Inventory	3.5	6.8	+ 94.3%	--	--	--

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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 November 2019

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Boulder

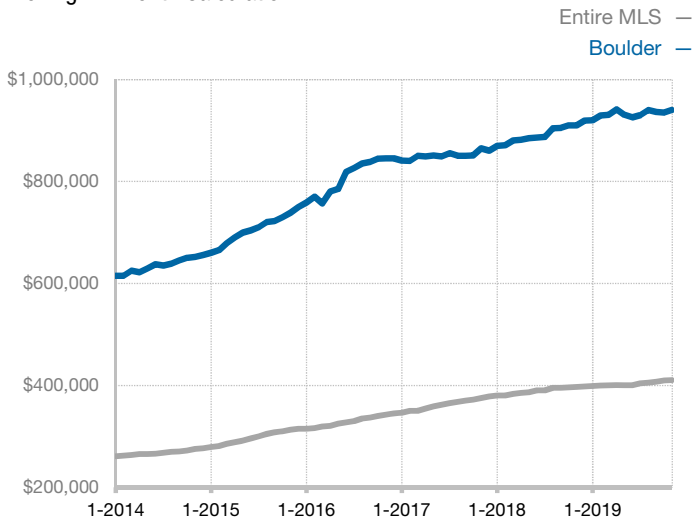
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	76	44	- 42.1%	1,322	1,500	+ 13.5%
Closed Sales	53	78	+ 47.2%	865	858	- 0.8%
Median Sales Price*	\$870,000	\$902,500	+ 3.7%	\$920,000	\$940,000	+ 2.2%
Average Sales Price*	\$1,104,017	\$1,305,940	+ 18.3%	\$1,176,050	\$1,212,858	+ 3.1%
Percent of List Price Received*	97.4%	96.4%	- 1.0%	98.8%	98.1%	- 0.7%
Days on Market Until Sale	63	76	+ 20.6%	63	66	+ 4.8%
Inventory of Homes for Sale	189	218	+ 15.3%	--	--	--
Months Supply of Inventory	2.4	2.8	+ 16.7%	--	--	--

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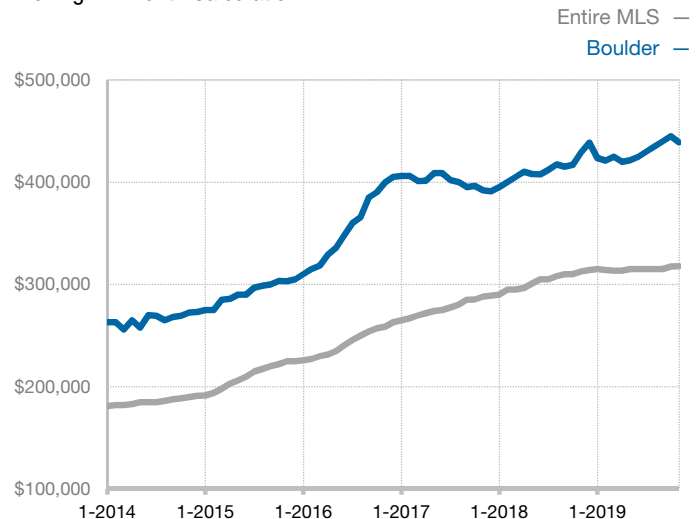
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	36	43	+ 19.4%	904	960	+ 6.2%
Closed Sales	46	44	- 4.3%	651	608	- 6.6%
Median Sales Price*	\$465,000	\$408,250	- 12.2%	\$430,000	\$433,700	+ 0.9%
Average Sales Price*	\$552,532	\$446,680	- 19.2%	\$504,556	\$514,108	+ 1.9%
Percent of List Price Received*	97.8%	98.2%	+ 0.4%	99.9%	99.0%	- 0.9%
Days on Market Until Sale	66	83	+ 25.8%	49	77	+ 57.1%
Inventory of Homes for Sale	145	129	- 11.0%	--	--	--
Months Supply of Inventory	2.5	2.4	- 4.0%	--	--	--

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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 November 2019

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Fort Collins

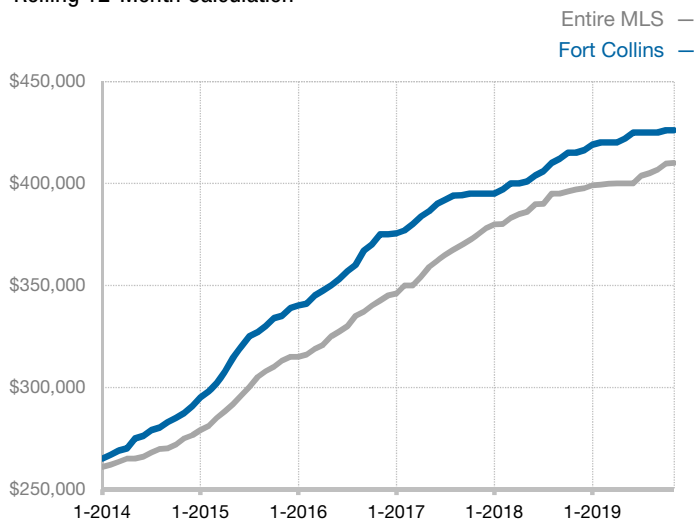
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	158	120	- 24.1%	2,656	2,595	- 2.3%
Closed Sales	157	147	- 6.4%	2,125	1,919	- 9.7%
Median Sales Price*	\$405,000	\$412,850	+ 1.9%	\$417,750	\$428,500	+ 2.6%
Average Sales Price*	\$456,470	\$458,444	+ 0.4%	\$463,530	\$474,261	+ 2.3%
Percent of List Price Received*	99.1%	98.4%	- 0.7%	99.7%	99.1%	- 0.6%
Days on Market Until Sale	71	69	- 2.8%	59	59	0.0%
Inventory of Homes for Sale	320	293	- 8.4%	--	--	--
Months Supply of Inventory	1.7	1.7	0.0%	--	--	--

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

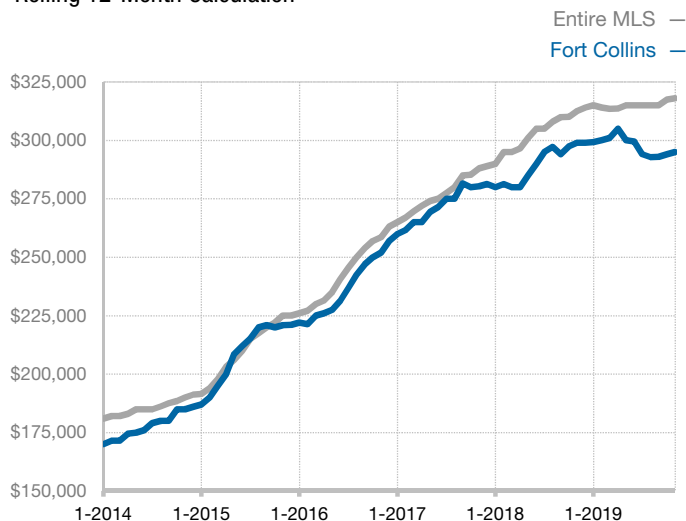
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	59	53	- 10.2%	904	971	+ 7.4%
Closed Sales	66	47	- 28.8%	770	694	- 9.9%
Median Sales Price*	\$299,250	\$299,000	- 0.1%	\$299,700	\$295,000	- 1.6%
Average Sales Price*	\$313,387	\$304,908	- 2.7%	\$311,381	\$311,048	- 0.1%
Percent of List Price Received*	98.5%	98.2%	- 0.3%	99.9%	99.0%	- 0.9%
Days on Market Until Sale	77	79	+ 2.6%	82	67	- 18.3%
Inventory of Homes for Sale	144	131	- 9.0%	--	--	--
Months Supply of Inventory	2.1	2.1	0.0%	--	--	--

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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 November 2019

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Greeley

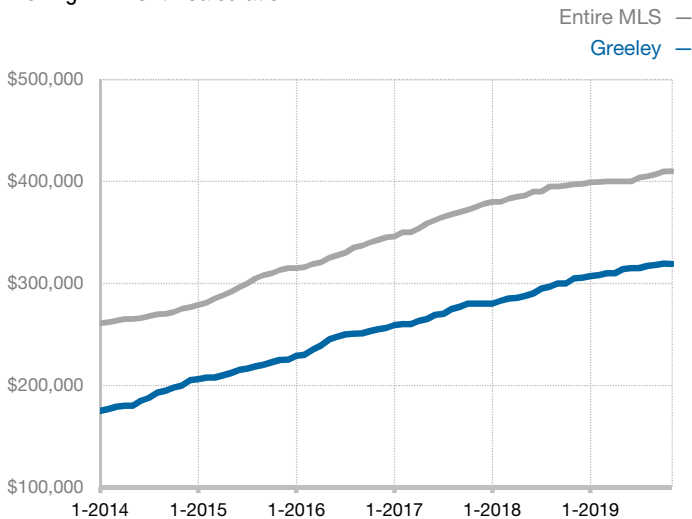
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	152	101	- 33.6%	1,824	1,780	- 2.4%
Closed Sales	122	103	- 15.6%	1,457	1,478	+ 1.4%
Median Sales Price*	\$323,438	\$322,500	- 0.3%	\$305,804	\$320,000	+ 4.6%
Average Sales Price*	\$336,323	\$333,882	- 0.7%	\$321,249	\$330,515	+ 2.9%
Percent of List Price Received*	99.5%	99.7%	+ 0.2%	100.3%	99.7%	- 0.6%
Days on Market Until Sale	57	61	+ 7.0%	56	55	- 1.8%
Inventory of Homes for Sale	197	154	- 21.8%	--	--	--
Months Supply of Inventory	1.5	1.2	- 20.0%	--	--	--

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

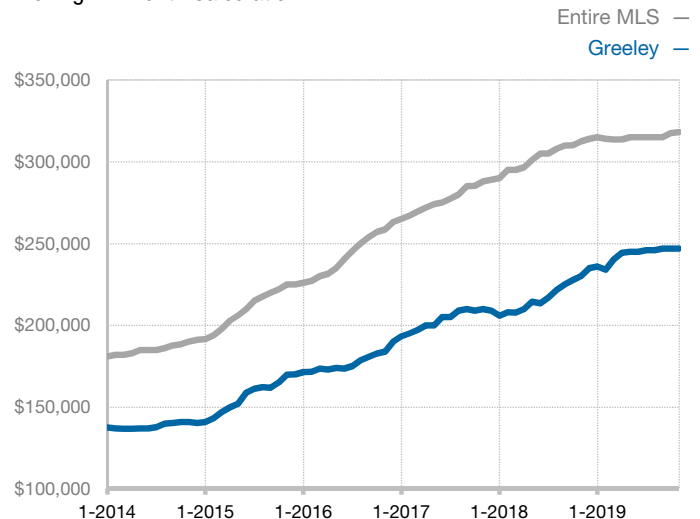
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	13	19	+ 46.2%	283	320	+ 13.1%
Closed Sales	13	19	+ 46.2%	244	261	+ 7.0%
Median Sales Price*	\$230,000	\$225,000	- 2.2%	\$235,000	\$247,000	+ 5.1%
Average Sales Price*	\$249,173	\$237,311	- 4.8%	\$238,472	\$248,039	+ 4.0%
Percent of List Price Received*	99.4%	98.2%	- 1.2%	100.0%	99.3%	- 0.7%
Days on Market Until Sale	61	59	- 3.3%	45	54	+ 20.0%
Inventory of Homes for Sale	27	29	+ 7.4%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--

* 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 November 2019

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Johnstown

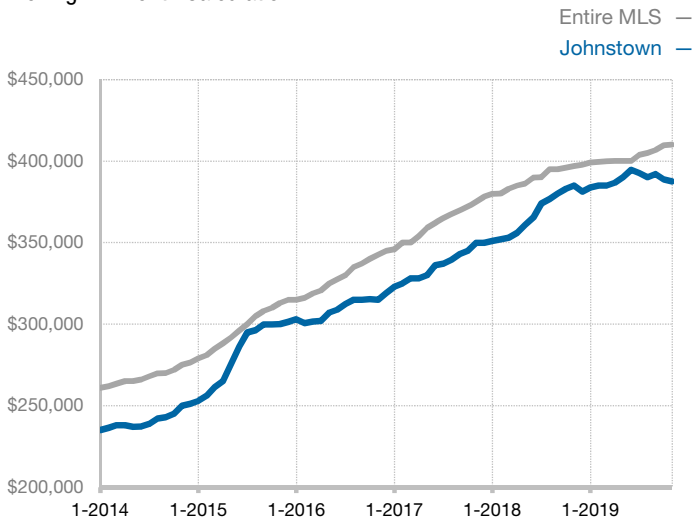
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	22	18	- 18.2%	518	492	- 5.0%
Closed Sales	31	25	- 19.4%	408	360	- 11.8%
Median Sales Price*	\$390,000	\$380,000	- 2.6%	\$385,000	\$389,950	+ 1.3%
Average Sales Price*	\$403,608	\$442,875	+ 9.7%	\$400,962	\$415,572	+ 3.6%
Percent of List Price Received*	99.8%	99.7%	- 0.1%	99.9%	99.7%	- 0.2%
Days on Market Until Sale	80	99	+ 23.8%	64	73	+ 14.1%
Inventory of Homes for Sale	74	56	- 24.3%	--	--	--
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.

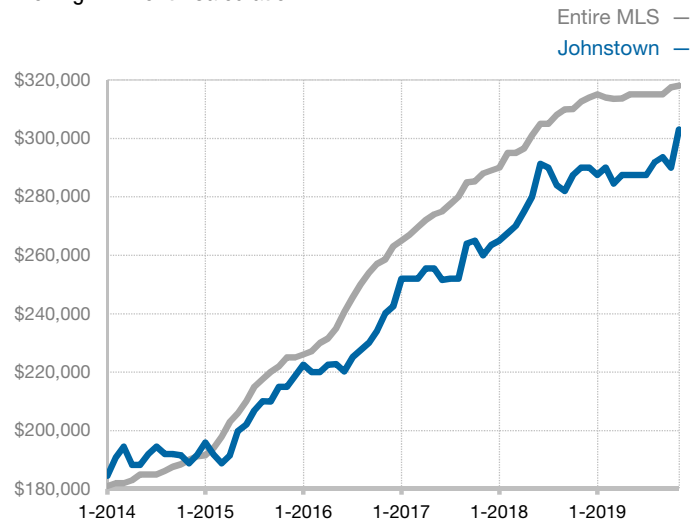
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	3	1	- 66.7%	27	18	- 33.3%
Closed Sales	2	1	- 50.0%	22	17	- 22.7%
Median Sales Price*	\$267,500	\$373,379	+ 39.6%	\$290,000	\$303,000	+ 4.5%
Average Sales Price*	\$267,500	\$373,379	+ 39.6%	\$289,853	\$316,368	+ 9.1%
Percent of List Price Received*	98.0%	101.2%	+ 3.3%	99.1%	99.6%	+ 0.5%
Days on Market Until Sale	47	113	+ 140.4%	53	70	+ 32.1%
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	0.9	2.6	+ 188.9%	--	--	--

* 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 November 2019

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Longmont

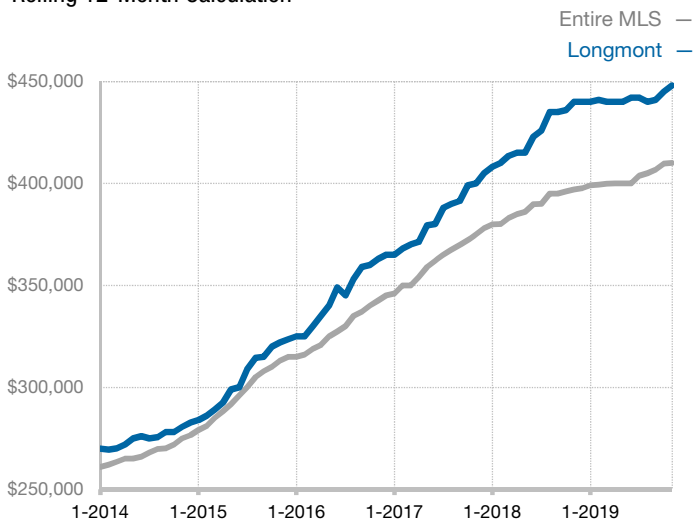
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	92	86	- 6.5%	1,653	1,744	+ 5.5%
Closed Sales	121	87	- 28.1%	1,248	1,265	+ 1.4%
Median Sales Price*	\$420,000	\$450,000	+ 7.1%	\$440,000	\$447,000	+ 1.6%
Average Sales Price*	\$501,857	\$530,606	+ 5.7%	\$507,189	\$507,419	+ 0.0%
Percent of List Price Received*	98.8%	98.3%	- 0.5%	99.8%	99.0%	- 0.8%
Days on Market Until Sale	61	61	0.0%	55	58	+ 5.5%
Inventory of Homes for Sale	226	249	+ 10.2%	--	--	--
Months Supply of Inventory	2.0	2.2	+ 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.

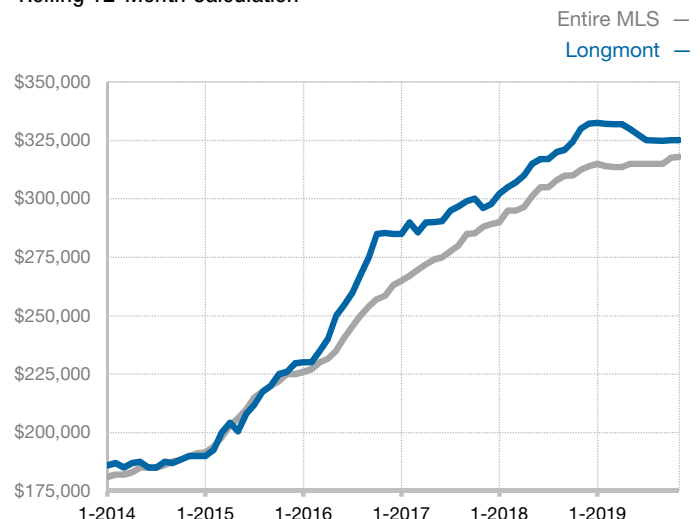
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	21	27	+ 28.6%	392	441	+ 12.5%
Closed Sales	46	28	- 39.1%	322	342	+ 6.2%
Median Sales Price*	\$320,638	\$324,875	+ 1.3%	\$330,525	\$325,000	- 1.7%
Average Sales Price*	\$327,234	\$335,845	+ 2.6%	\$353,272	\$344,384	- 2.5%
Percent of List Price Received*	100.2%	99.4%	- 0.8%	100.6%	99.6%	- 1.0%
Days on Market Until Sale	48	60	+ 25.0%	51	74	+ 45.1%
Inventory of Homes for Sale	66	45	- 31.8%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--

* 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 November 2019

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Loveland

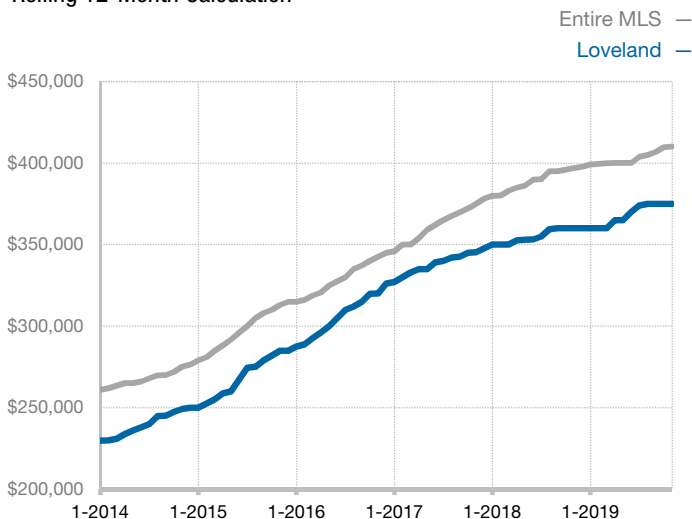
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	90	103	+ 14.4%	1,676	1,784	+ 6.4%
Closed Sales	94	102	+ 8.5%	1,299	1,285	- 1.1%
Median Sales Price*	\$354,975	\$357,500	+ 0.7%	\$360,000	\$375,000	+ 4.2%
Average Sales Price*	\$418,271	\$414,866	- 0.8%	\$409,223	\$430,807	+ 5.3%
Percent of List Price Received*	99.0%	98.6%	- 0.4%	99.9%	99.2%	- 0.7%
Days on Market Until Sale	65	74	+ 13.8%	68	61	- 10.3%
Inventory of Homes for Sale	183	188	+ 2.7%	--	--	--
Months Supply of Inventory	1.5	1.6	+ 6.7%	--	--	--

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

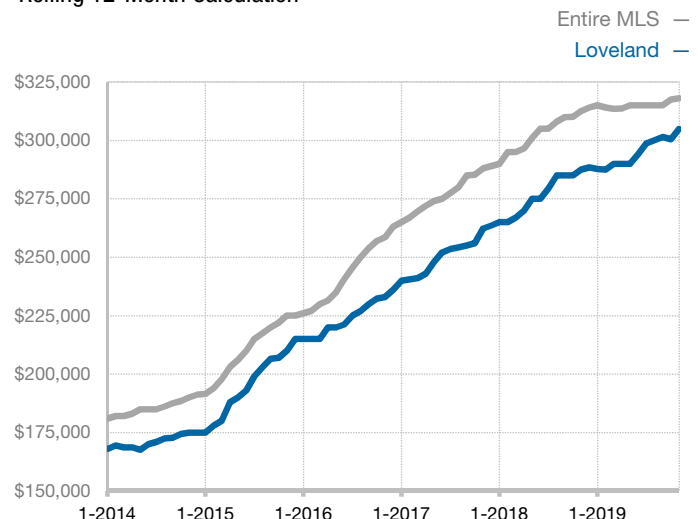
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	20	10	- 50.0%	343	355	+ 3.5%
Closed Sales	23	27	+ 17.4%	298	295	- 1.0%
Median Sales Price*	\$297,500	\$310,834	+ 4.5%	\$288,702	\$305,000	+ 5.6%
Average Sales Price*	\$327,232	\$314,837	- 3.8%	\$301,261	\$314,296	+ 4.3%
Percent of List Price Received*	99.6%	98.8%	- 0.8%	100.3%	100.0%	- 0.3%
Days on Market Until Sale	117	121	+ 3.4%	104	127	+ 22.1%
Inventory of Homes for Sale	58	65	+ 12.1%	--	--	--
Months Supply of Inventory	2.2	2.5	+ 13.6%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for November 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

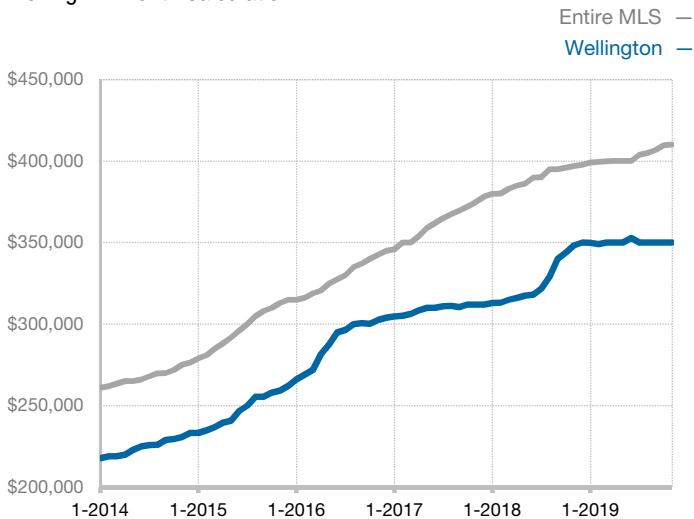
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	22	21	- 4.5%	332	415	+ 25.0%
Closed Sales	27	25	- 7.4%	249	302	+ 21.3%
Median Sales Price*	\$350,000	\$348,000	- 0.6%	\$349,900	\$350,000	+ 0.0%
Average Sales Price*	\$380,135	\$373,959	- 1.6%	\$366,923	\$372,770	+ 1.6%
Percent of List Price Received*	99.2%	99.7%	+ 0.5%	99.6%	99.7%	+ 0.1%
Days on Market Until Sale	48	103	+ 114.6%	53	80	+ 50.9%
Inventory of Homes for Sale	54	58	+ 7.4%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--

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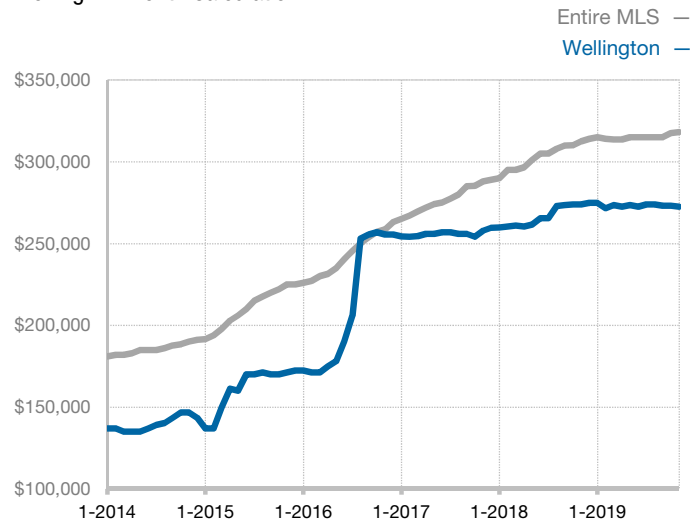
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	2	4	+ 100.0%	52	75	+ 44.2%
Closed Sales	0	3	--	37	58	+ 56.8%
Median Sales Price*	\$0	\$264,900	--	\$274,900	\$271,600	- 1.2%
Average Sales Price*	\$0	\$273,652	--	\$263,437	\$271,202	+ 2.9%
Percent of List Price Received*	0.0%	100.0%	--	100.7%	99.8%	- 0.9%
Days on Market Until Sale	0	113	--	65	99	+ 52.3%
Inventory of Homes for Sale	10	11	+ 10.0%	--	--	--
Months Supply of Inventory	2.7	2.1	- 22.2%	--	--	--

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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 November 2019

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Windsor

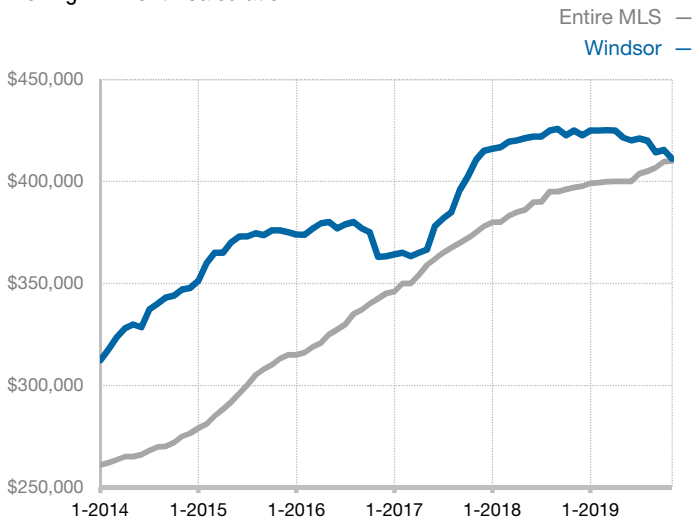
	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	67	59	- 11.9%	1,115	1,278	+ 14.6%
Closed Sales	63	64	+ 1.6%	781	989	+ 26.6%
Median Sales Price*	\$429,000	\$405,500	- 5.5%	\$425,000	\$411,072	- 3.3%
Average Sales Price*	\$521,558	\$476,796	- 8.6%	\$468,812	\$464,082	- 1.0%
Percent of List Price Received*	99.0%	99.6%	+ 0.6%	99.6%	99.6%	0.0%
Days on Market Until Sale	67	81	+ 20.9%	88	86	- 2.3%
Inventory of Homes for Sale	239	197	- 17.6%	--	--	--
Months Supply of Inventory	3.4	2.2	- 35.3%	--	--	--

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	November			Year to Date		
Key Metrics	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	17	5	- 70.6%	150	180	+ 20.0%
Closed Sales	10	10	0.0%	103	119	+ 15.5%
Median Sales Price*	\$392,956	\$331,174	- 15.7%	\$343,000	\$325,750	- 5.0%
Average Sales Price*	\$372,589	\$336,235	- 9.8%	\$331,485	\$332,422	+ 0.3%
Percent of List Price Received*	102.6%	100.2%	- 2.3%	102.1%	100.3%	- 1.8%
Days on Market Until Sale	193	191	- 1.0%	135	156	+ 15.6%
Inventory of Homes for Sale	53	41	- 22.6%	--	--	--
Months Supply of Inventory	5.6	3.7	- 33.9%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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