FCBR 2022

FORT COLLINS BOARD OF REALTORS®

MONTHLY HOUSING REPORT

Monthly Indicators

December 2022

New Listings were down 33.3 percent for single family homes and 30.4 percent for townhouse-condo properties. Pending Sales landed at 101 for single family homes and 32 for townhouse-condo properties.

The Median Sales Price was up 4.3 percent to $585,000 for single family homes and 10.6 percent to $415,000 for townhouse-condo properties. Days on Market increased 28.1 percent for single family homes and 110.9 percent for townhouse-condo properties.

Economists predict sales will continue to slow and housing prices will soften in many markets over the next 12 months, with larger price declines projected in more expensive areas. However, national inventory shortages will likely keep prices from dropping too much, as buyer demand continues to outpace supply, which remains limited at 3.3 months, according to NAR. Even if prices fall, many prospective buyers will find it difficult to afford a home in 2023, as higher rates have diminished purchasing power, adding hundreds of dollars to monthly mortgage payments.

Activity Snapshot

- 46.1%	+ 28.1%	+ 4.3%
One-Year Change in Single Family **Sold Listings**	One-Year Change in Single Family **Days On Market**	One-Year Change in Single Familly **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.

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.

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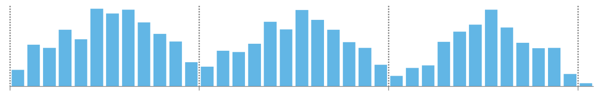
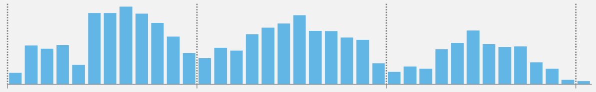
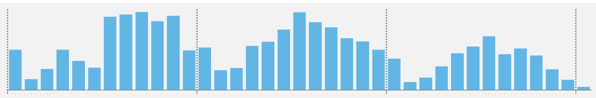
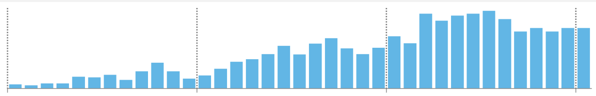
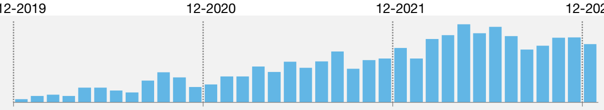
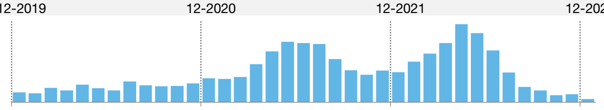
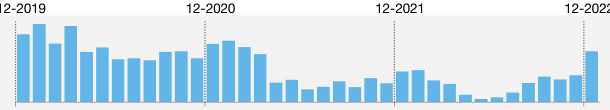
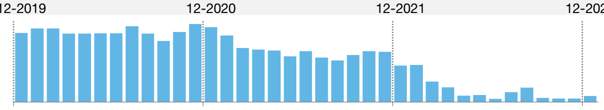
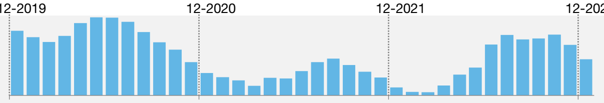
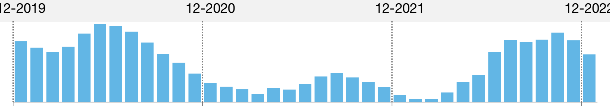
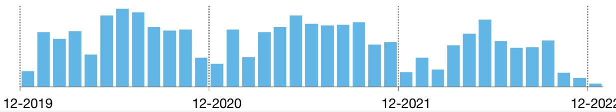
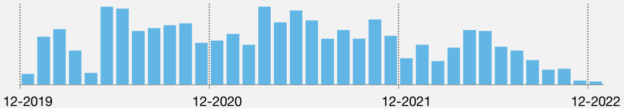
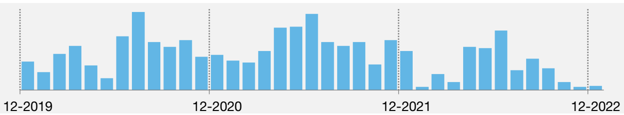
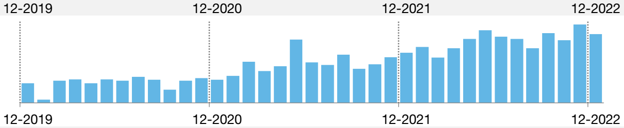
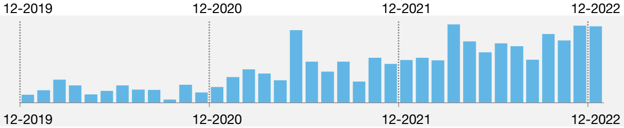
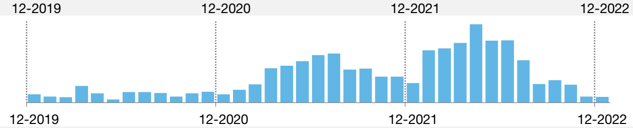
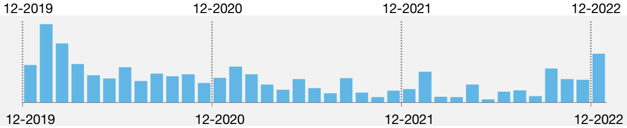
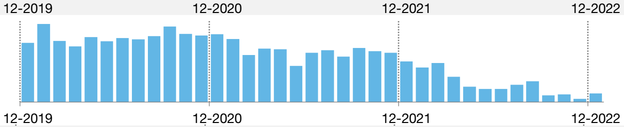
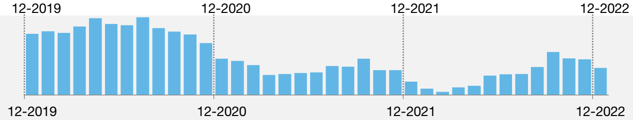
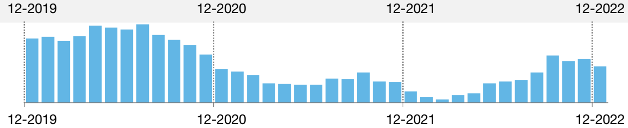
Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
New Listings		102	**68**	- 33.3%	3,236	**2,876**	- 11.1%
Pending Sales		134	**101**	- 24.6%	3,005	**2,230**	- 25.8%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		204	**110**	- 46.1%	3,107	**2,272**	- 26.9%
Median Sales Price		$561,000	**$585,000**	+ 4.3%	$520,000	**$600,000**	+ 15.4%
Avg. Sales Price		$640,947	**$653,973**	+ 2.0%	$586,744	**$676,521**	+ 15.3%
Pct. of List Price Received		101.0%	**98.4%**	- 2.6%	102.2%	**101.8%**	- 0.4%
Days on Market		57	**73**	+ 28.1%	53	**46**	- 13.2%
Affordability Index		67	**49**	- 26.9%	73	**48**	- 34.2%
Active Listings		142	**297**	+ 109.2%	--	**--**	--
Months Supply		0.5	**1.6**	+ 220.0%	--	**--**	--

Townhouse-Condo Activity Overview

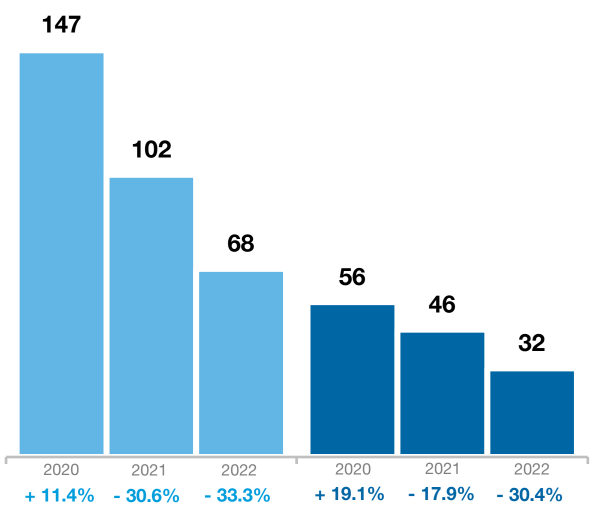
Key metrics for Townhouse-Condo by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
New Listings		46	**32**	- 30.4%	1,091	**825**	- 24.4%
Pending Sales		56	**32**	- 42.9%	1,021	**698**	- 31.6%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		79	**43**	- 45.6%	1,033	**732**	- 29.1%
Median Sales Price		$375,135	**$415,000**	+ 10.6%	$358,293	**$405,000**	+ 13.0%
Avg. Sales Price		$390,490	**$462,846**	+ 18.5%	$379,497	**$425,190**	+ 12.0%
Pct. of List Price Received		100.1%	**98.8%**	- 1.3%	101.4%	**102.4%**	+ 1.0%
Days on Market		55	**116**	+ 110.9%	61	**60**	- 1.6%
Affordability Index		101	**69**	- 31.7%	105	**71**	- 32.4%
Active Listings		56	**86**	+ 53.6%	--	**--**	--
Months Supply		0.7	**1.4**	+ 100.0%	--	**--**	--

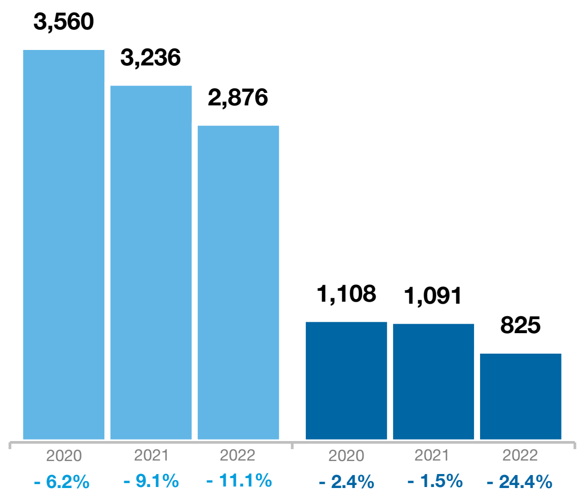
New Listings

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

December

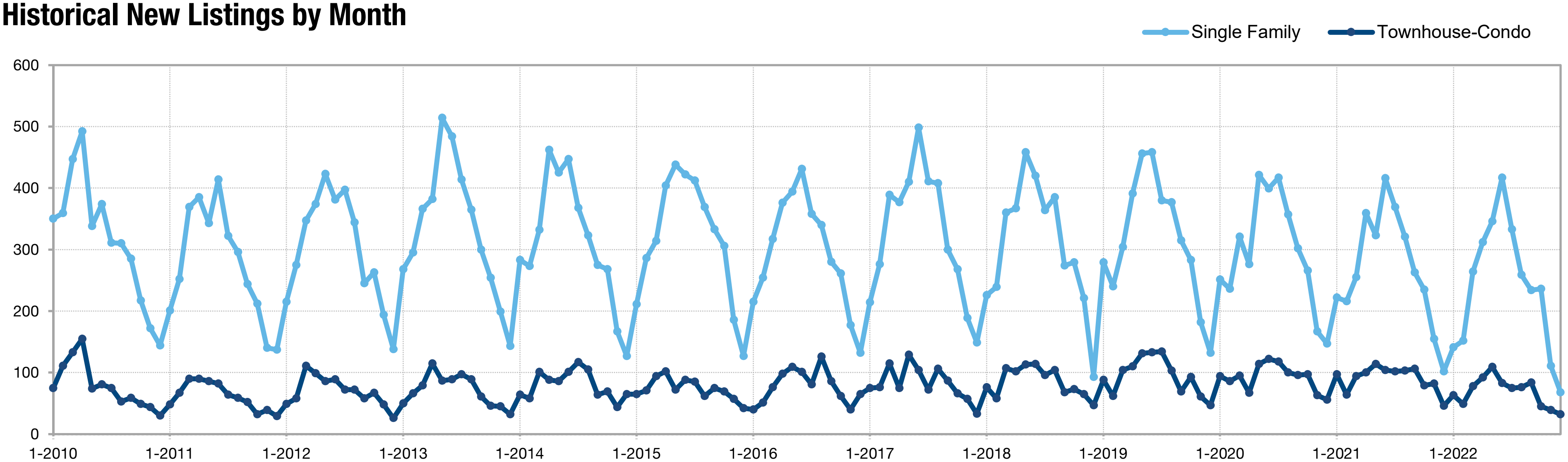


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2022	141	-36.5%	63	-35.1%
Feb-2022	152	-29.6%	49	-23.4%
Mar-2022	264	+3.5%	78	-17.0%
Apr-2022	312	-13.1%	92	-8.0%
May-2022	346	+7.1%	109	-4.4%
Jun-2022	417	+0.2%	83	-20.2%
Jul-2022	333	-9.8%	75	-26.5%
Aug-2022	259	-19.3%	76	-26.2%
Sep-2022	234	-11.0%	84	-20.8%
Oct-2022	236	+0.4%	45	-43.0%
Nov-2022	111	-28.4%	39	-52.4%
Dec-2022	**68**	**-33.3%**	**32**	**-30.4%**
12-Month Avg	240	-11.2%	69	-24.4%

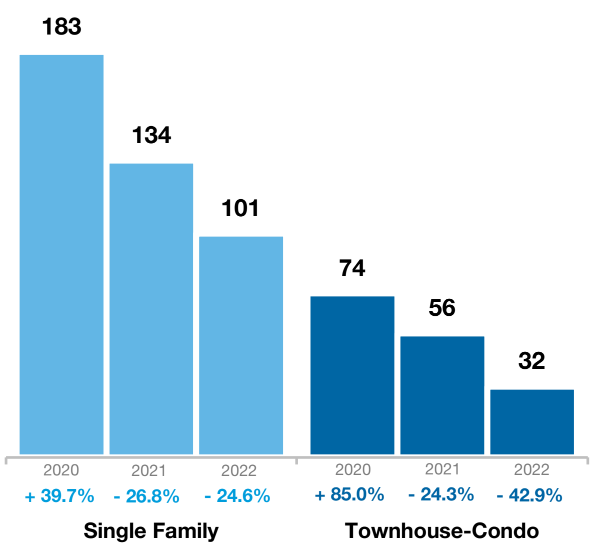
Historical New Listings by Month



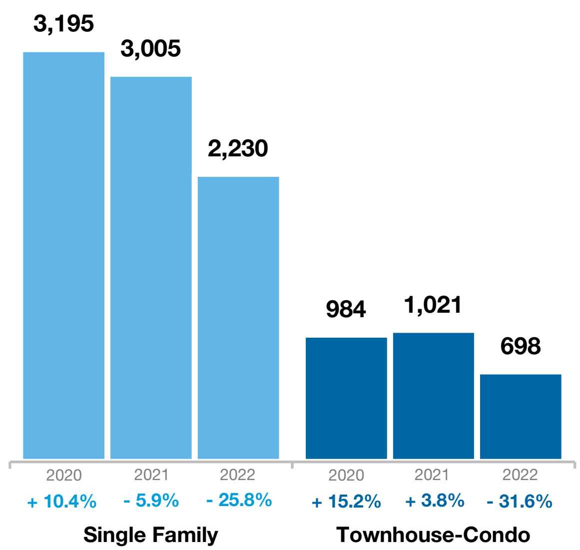
Pending Sales

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

December

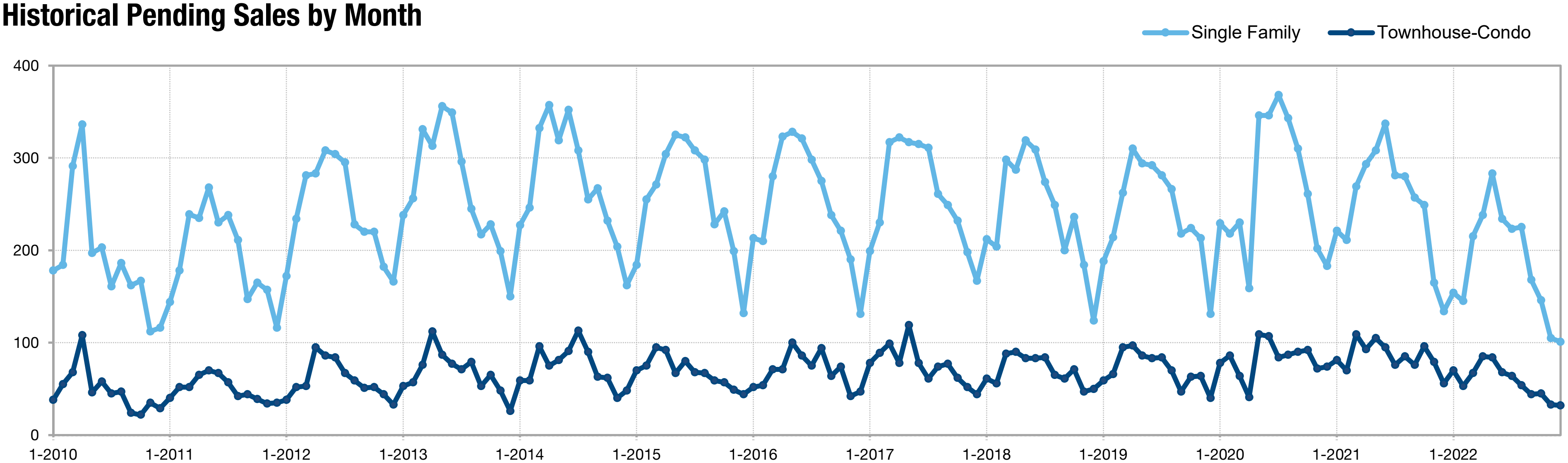


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2022	154	-30.3%	70	-13.6%
Feb-2022	145	-31.3%	53	-24.3%
Mar-2022	215	-20.1%	67	-38.5%
Apr-2022	238	-18.8%	85	-8.6%
May-2022	283	-8.1%	84	-20.0%
Jun-2022	234	-30.6%	68	-28.4%
Jul-2022	223	-20.6%	64	-15.8%
Aug-2022	225	-19.6%	54	-36.5%
Sep-2022	168	-34.6%	44	-42.1%
Oct-2022	146	-41.4%	45	-53.1%
Nov-2022	105	-36.4%	33	-58.2%
Dec-2022	**101**	**-24.6%**	**32**	**-42.9%**
12-Month Avg	186	-25.8%	58	-31.6%

Historical Pending Sales by Month



Sold Listings

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

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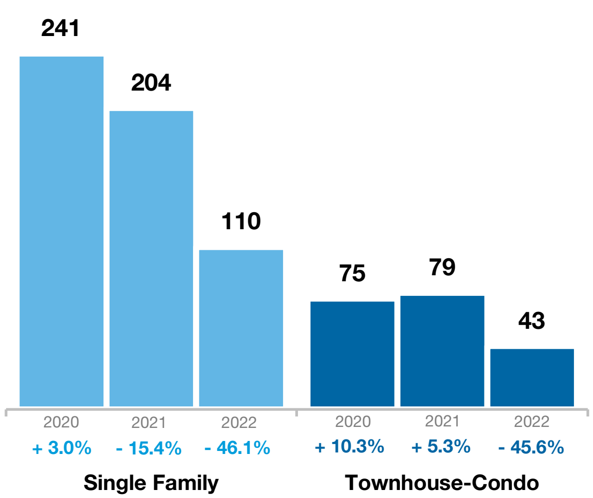
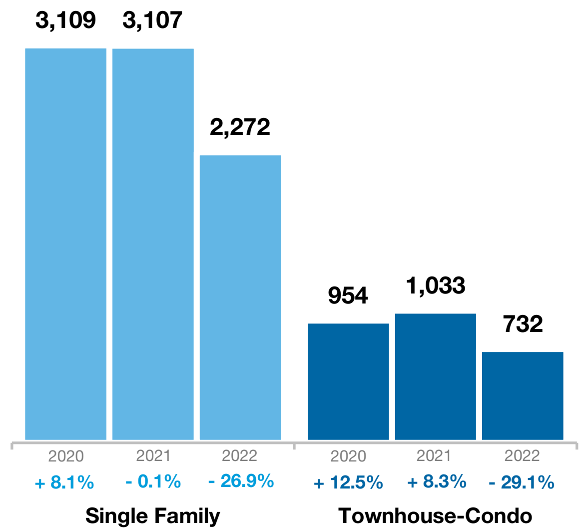
December

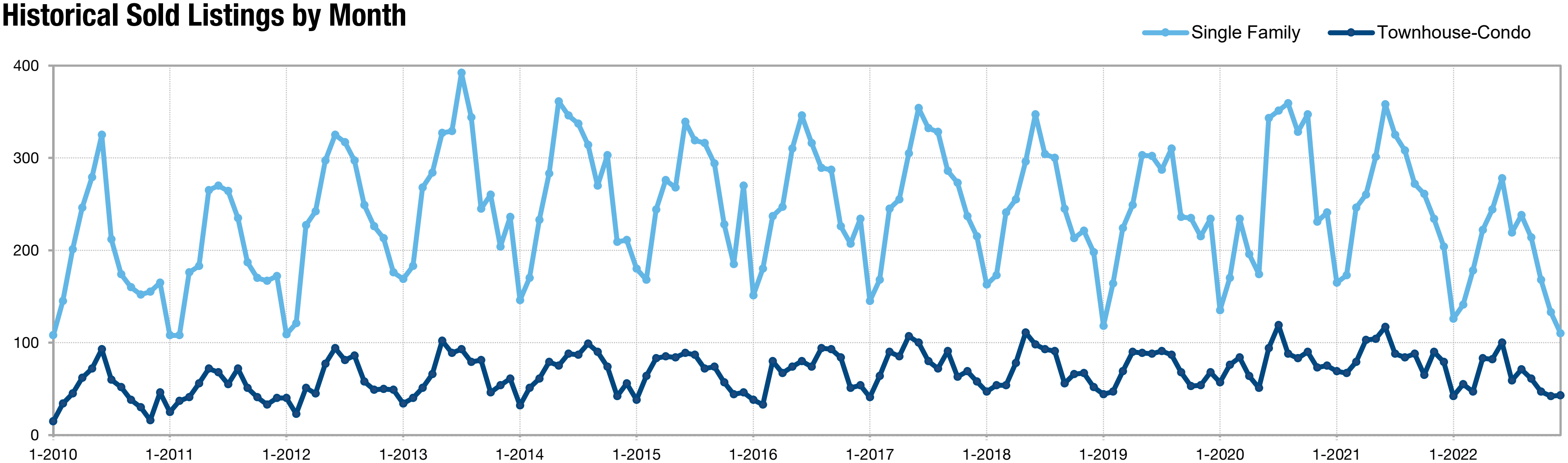


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2022	126	-23.6%	42	-39.1%
Feb-2022	141	-18.5%	55	-17.9%
Mar-2022	178	-27.6%	47	-40.5%
Apr-2022	222	-14.6%	83	-19.4%
May-2022	244	-18.9%	82	-21.2%
Jun-2022	278	-22.3%	100	-14.5%
Jul-2022	219	-32.6%	59	-33.0%
Aug-2022	238	-22.7%	71	-15.5%
Sep-2022	214	-21.3%	61	-30.7%
Oct-2022	168	-35.6%	47	-27.7%
Nov-2022	133	-43.2%	42	-53.3%
Dec-2022	**110**	**-46.1%**	**43**	**-45.6%**
12-Month Avg	189	-26.9%	61	-29.1%

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.

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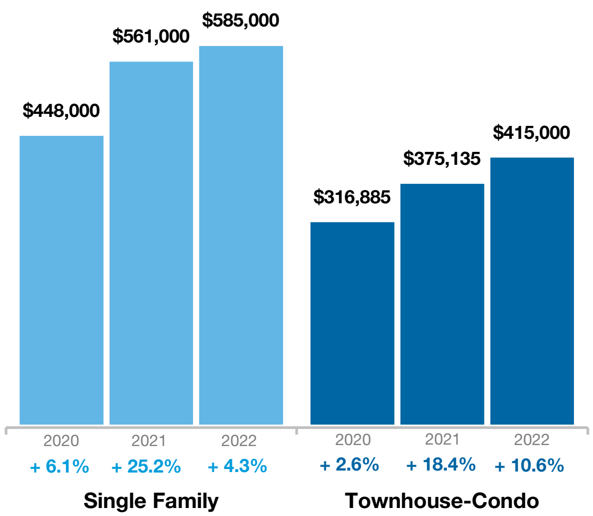
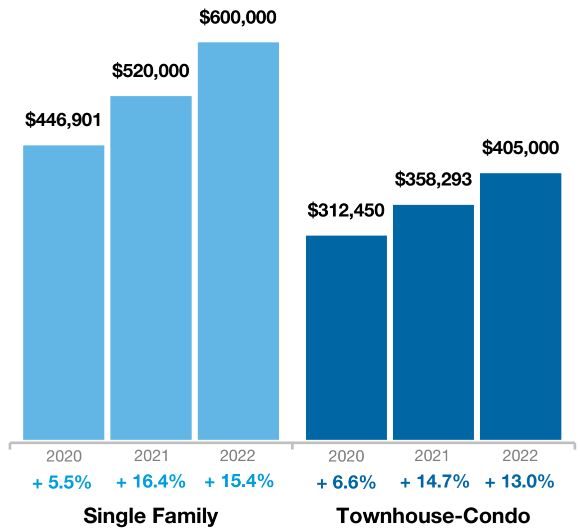


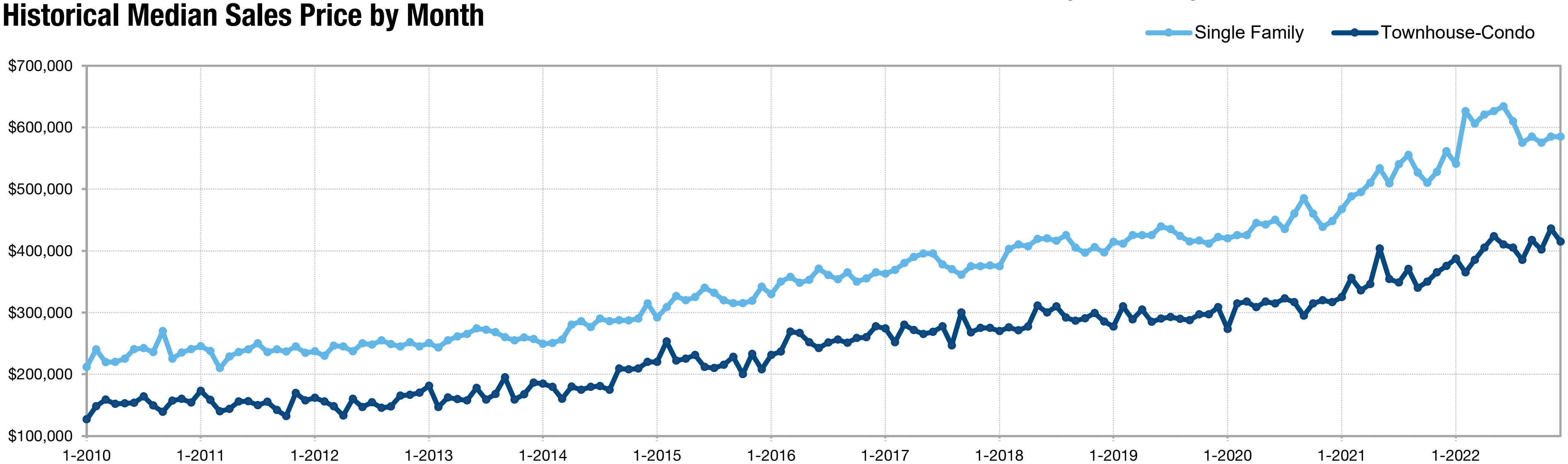
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2022	$541,000	+15.7%	$387,500	+19.2%
Feb-2022	$626,221	+28.3%	$364,810	+2.5%
Mar-2022	$606,041	+22.4%	$385,000	+14.8%
Apr-2022	$620,495	+21.7%	$405,000	+17.1%
May-2022	$626,300	+17.4%	$423,433	+4.9%
Jun-2022	$633,947	+24.5%	$410,000	+15.8%
Jul-2022	$610,000	+13.0%	$405,000	+16.2%
Aug-2022	$575,000	+3.6%	$385,000	+3.9%
Sep-2022	$585,000	+11.1%	$417,585	+22.8%
Oct-2022	$575,000	+12.7%	$402,000	+14.9%
Nov-2022	$585,000	+10.9%	$436,000	+19.5%
Dec-2022	**$585,000**	**+4.3%**	**$415,000**	**+10.6%**
12-Month Avg*	$600,000	+15.4%	$405,000	+13.0%

* Median Sales Price for all properties from January 2022 through December 2022. 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.

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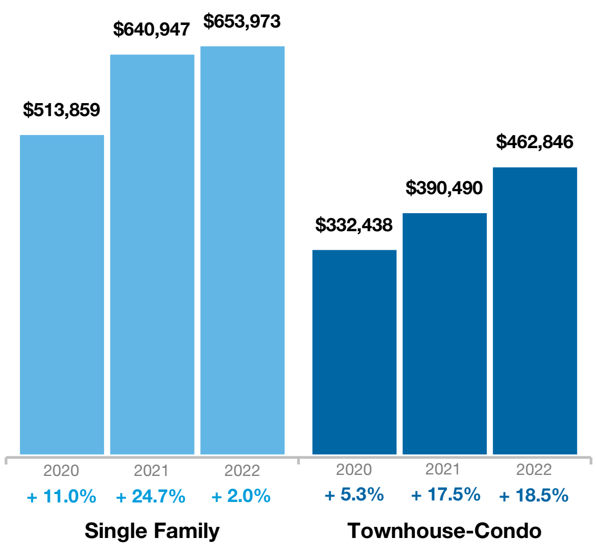
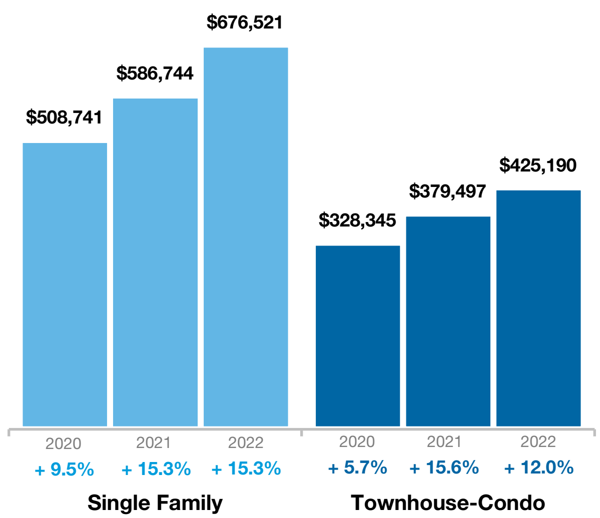
December



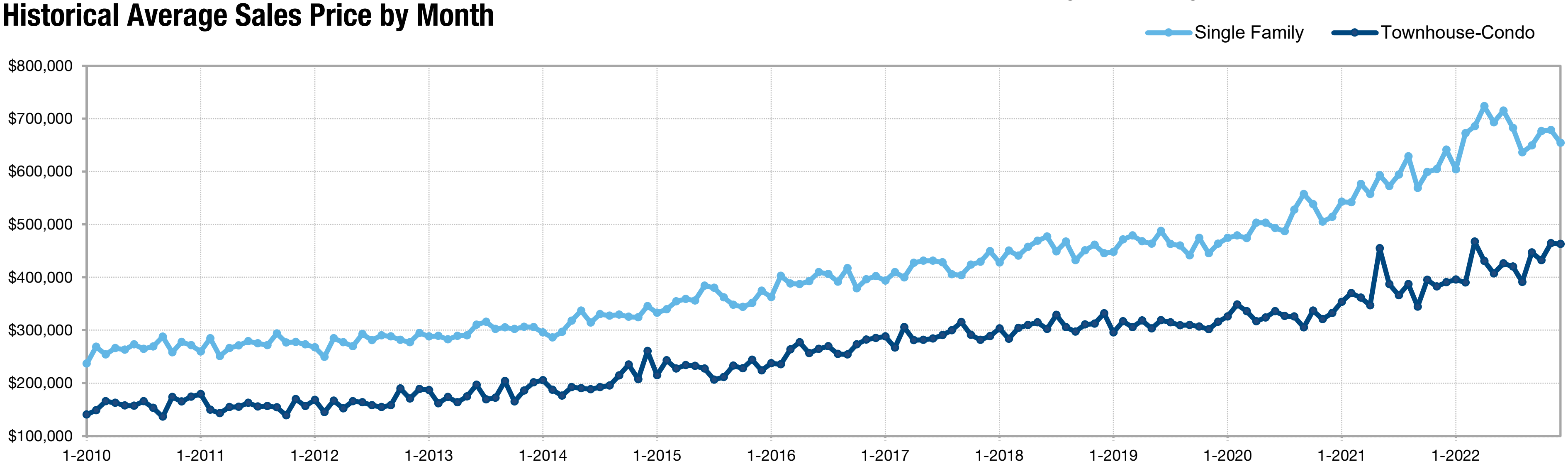
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2022	$603,885	+11.3%	$395,329	+11.9%
Feb-2022	$672,361	+24.1%	$390,127	+5.4%
Mar-2022	$685,231	+19.0%	$467,153	+29.3%
Apr-2022	$723,257	+29.8%	$430,603	+24.2%
May-2022	$692,506	+16.8%	$406,922	-10.6%
Jun-2022	$715,072	+24.9%	$426,142	+10.1%
Jul-2022	$681,970	+14.8%	$420,063	+14.8%
Aug-2022	$635,873	+1.1%	$391,126	+1.1%
Sep-2022	$649,068	+14.1%	$446,661	+29.7%
Oct-2022	$676,328	+12.9%	$432,385	+9.4%
Nov-2022	$678,325	+12.3%	$464,305	+21.4%
Dec-2022	**$653,973**	**+2.0%**	**$462,846**	**+18.5%**
12-Month Avg*	$676,521	+15.3%	$425,190	+12.0%

* Avg. Sales Price for all properties from January 2022 through December 2022. This is not the average of the individual figures above.

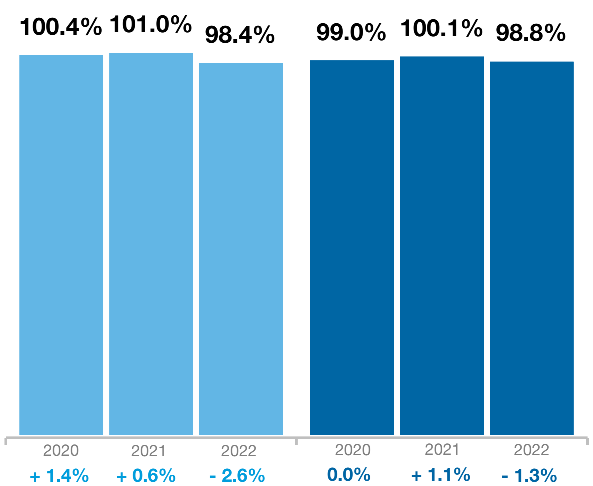
Historical Average Sales Price by Month



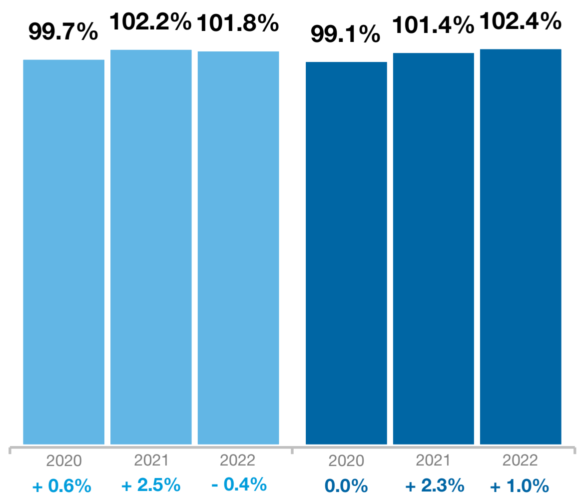
Percent of List Price Received

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

December



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2022	102.1%	+1.8%	103.2%	+3.8%
Feb-2022	102.9%	+2.4%	103.3%	+3.3%
Mar-2022	103.9%	+2.1%	103.8%	+2.3%
Apr-2022	105.8%	+2.6%	105.6%	+3.8%
May-2022	104.9%	+0.9%	104.1%	+2.0%
Jun-2022	103.2%	-0.7%	104.1%	+1.4%
Jul-2022	101.0%	-2.7%	102.2%	-0.7%
Aug-2022	99.6%	-2.6%	100.0%	-1.4%
Sep-2022	99.2%	-2.0%	100.4%	-1.1%
Oct-2022	98.7%	-2.1%	99.9%	-0.8%
Nov-2022	98.8%	-2.4%	98.8%	-1.9%
Dec-2022	**98.4%**	**-2.6%**	**98.8%**	**-1.3%**
12-Month Avg*	101.8%	-0.4%	102.4%	+1.0%

* Pct. of List Price Received for all properties from January 2022 through December 2022. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

Days on Market Until Sale

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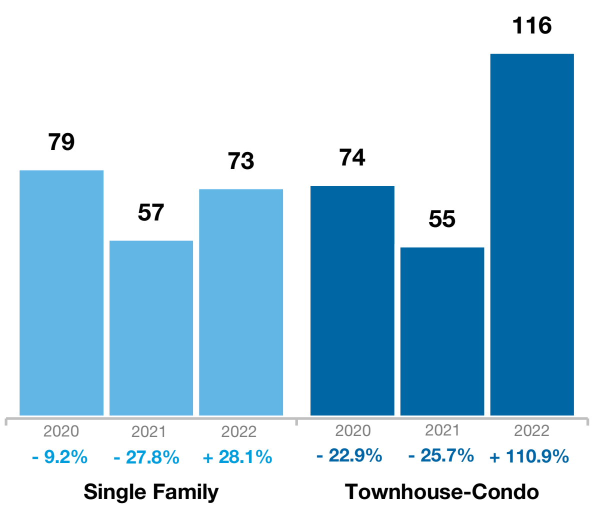
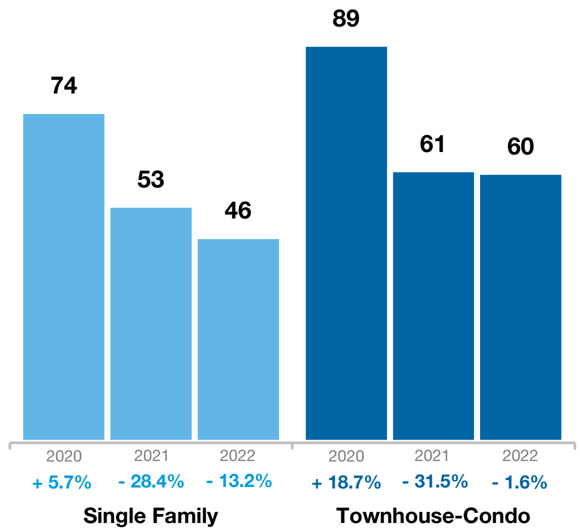
December



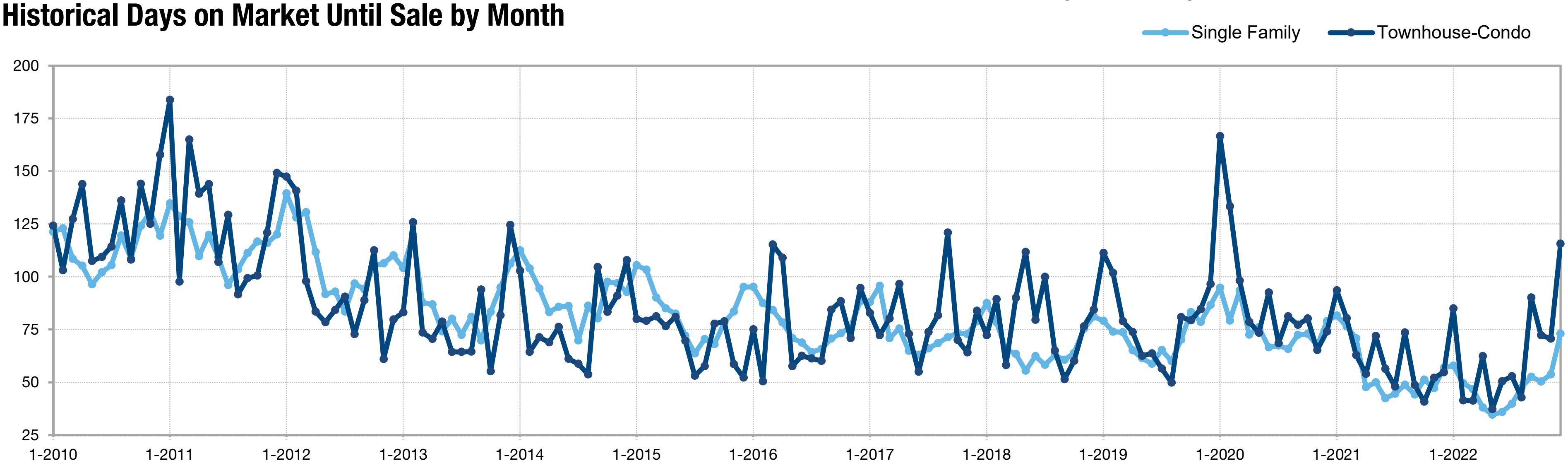
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2022	58	-29.3%	85	-9.6%
Feb-2022	50	-34.2%	41	-48.8%
Mar-2022	47	-33.8%	41	-34.9%
Apr-2022	38	-20.8%	62	+14.8%
May-2022	35	-30.0%	37	-48.6%
Jun-2022	36	-14.3%	50	-10.7%
Jul-2022	40	-9.1%	53	+10.4%
Aug-2022	47	-4.1%	43	-41.9%
Sep-2022	53	+20.5%	90	+83.7%
Oct-2022	50	-2.0%	72	+75.6%
Nov-2022	54	+14.9%	71	+36.5%
Dec-2022	**73**	**+28.1%**	**116**	**+110.9%**
12-Month Avg	46	-13.1%	60	-0.9%

* Days on Market for all properties from January 2022 through December 2022. 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.

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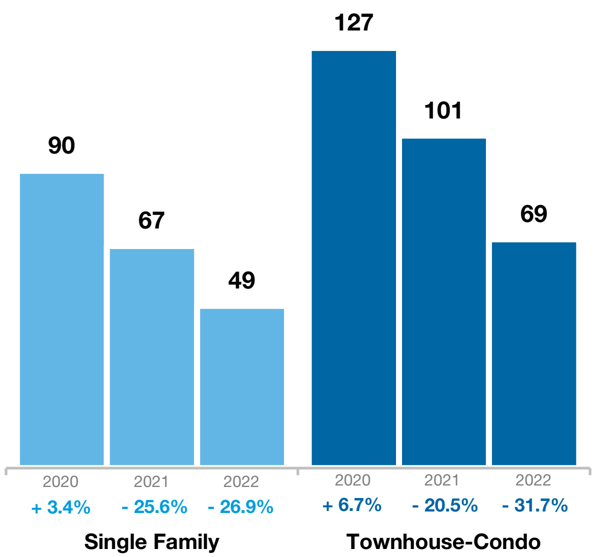
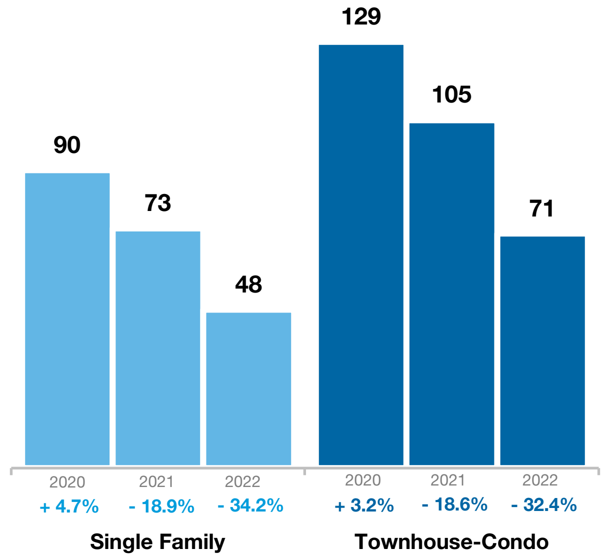
December

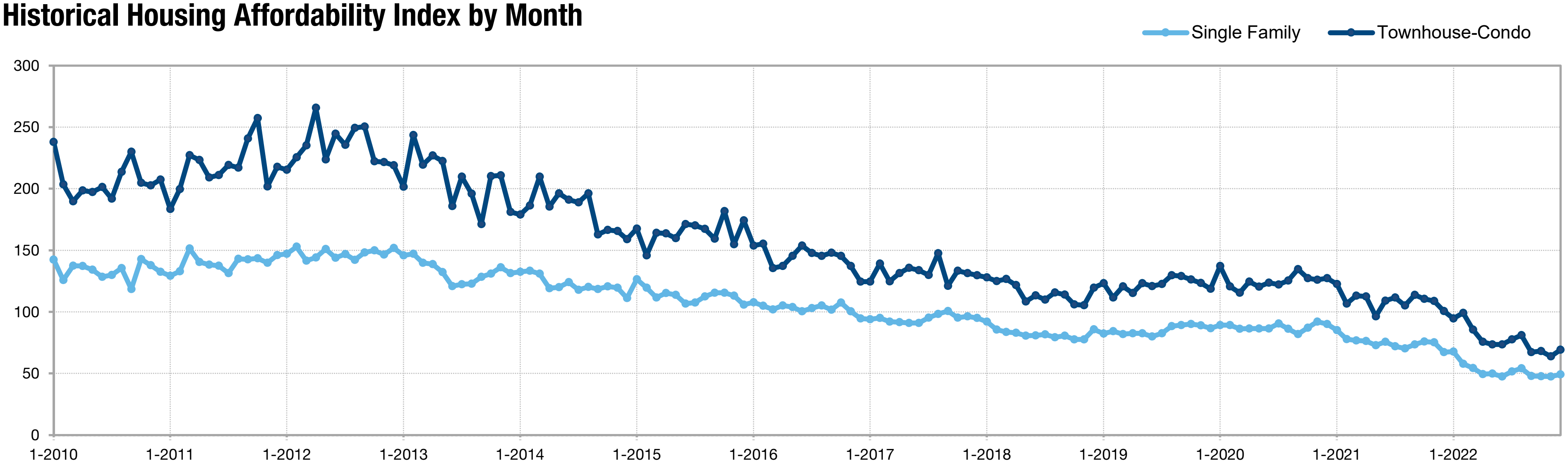


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2022	68	-20.0%	95	-22.8%
Feb-2022	58	-25.6%	99	-7.5%
Mar-2022	54	-29.9%	86	-23.9%
Apr-2022	49	-35.5%	76	-32.1%
May-2022	50	-31.5%	74	-22.9%
Jun-2022	48	-36.8%	73	-33.0%
Jul-2022	52	-27.8%	78	-30.4%
Aug-2022	54	-22.9%	81	-22.9%
Sep-2022	48	-34.2%	67	-41.2%
Oct-2022	48	-36.8%	68	-38.7%
Nov-2022	48	-36.0%	64	-41.3%
Dec-2022	**49**	**-26.9%**	**69**	**-31.7%**
12-Month Avg	52	-34.6%	75	-36.8%

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.

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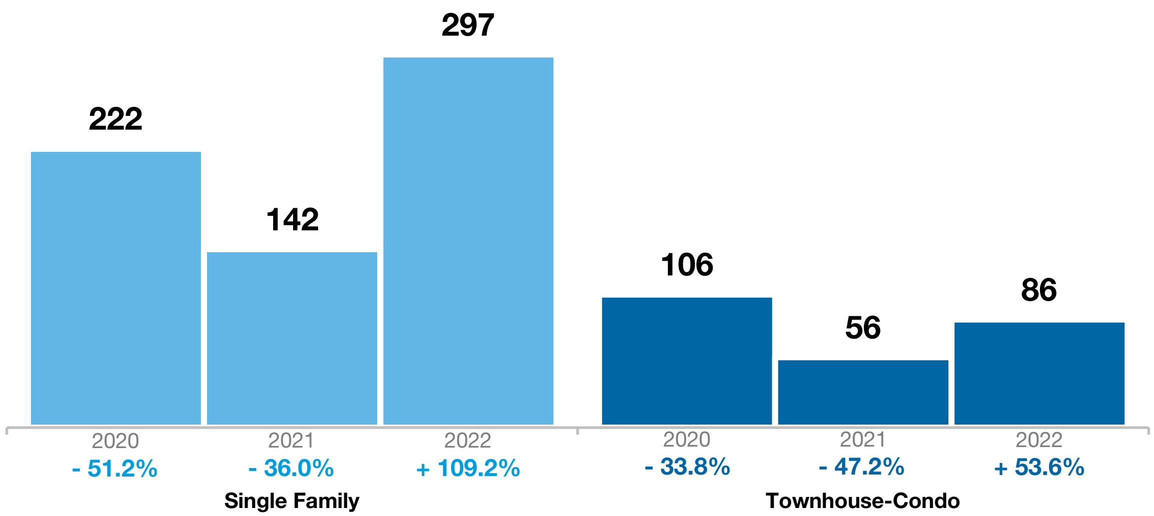
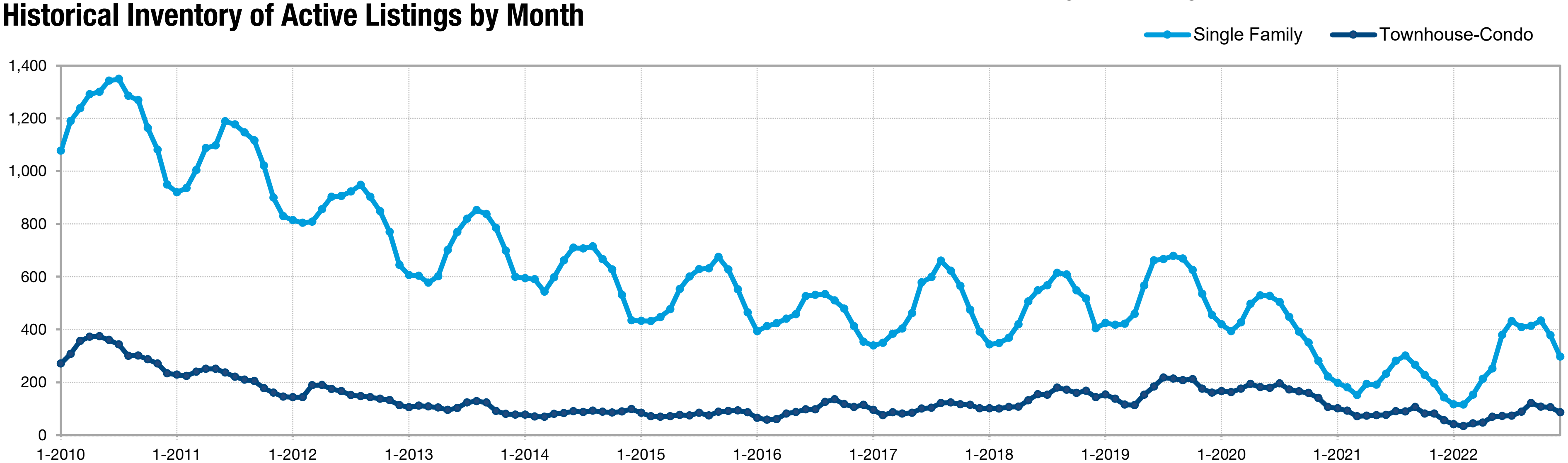
December



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2022	116	-41.4%	41	-59.4%
Feb-2022	115	-36.5%	34	-63.0%
Mar-2022	152	+0.7%	44	-38.0%
Apr-2022	213	+9.8%	47	-35.6%
May-2022	252	+31.9%	69	-8.0%
Jun-2022	379	+63.4%	72	-5.3%
Jul-2022	432	+53.7%	73	-18.9%
Aug-2022	408	+35.5%	88	-1.1%
Sep-2022	413	+55.3%	121	+14.2%
Oct-2022	434	+90.4%	107	+32.1%
Nov-2022	378	+92.9%	105	+29.6%
Dec-2022	**297**	**+109.2%**	**86**	**+53.6%**
12-Month Avg*	301	+40.8%	75	-9.8%

* Active Listings for all properties from January 2022 through December 2022. This is not the average of the individual figures above.

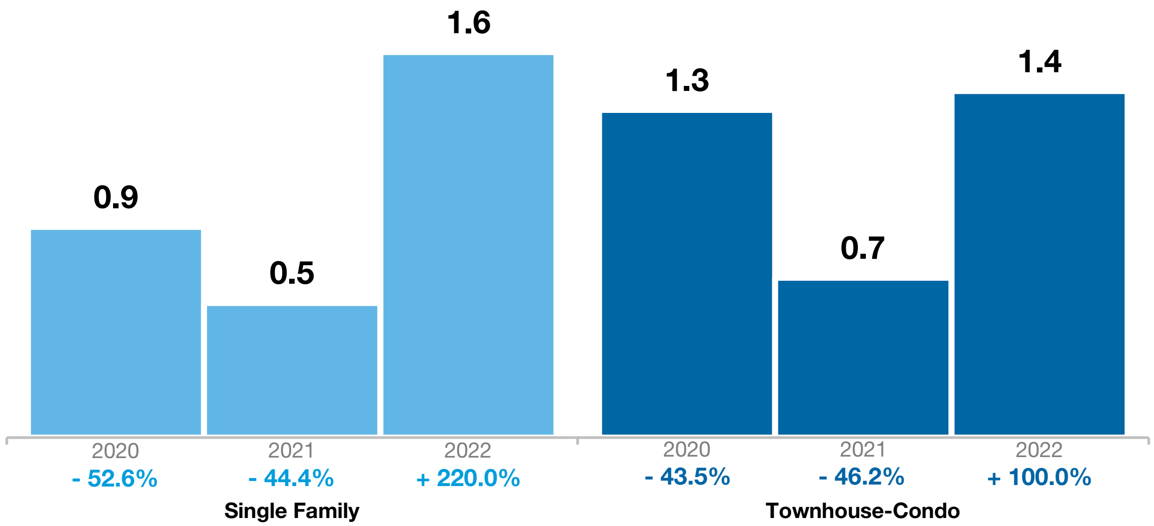
Historical Inventory of Active Listings by Month



Months Supply of Inventory

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

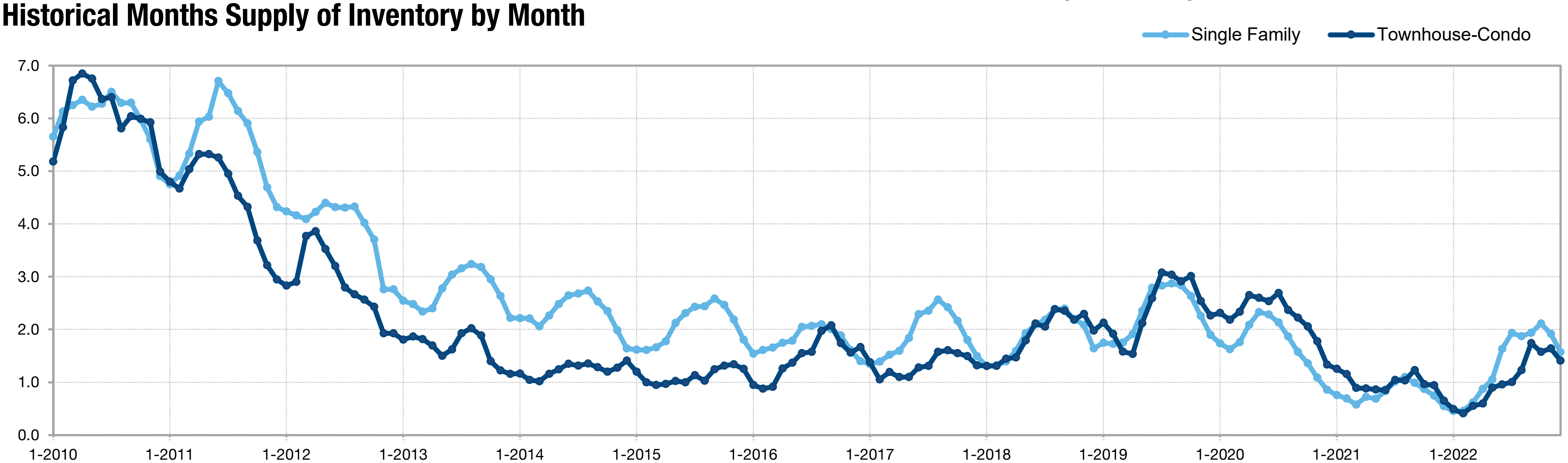
December



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2022	0.5	-37.5%	0.5	-61.5%
Feb-2022	0.5	-28.6%	0.4	-66.7%
Mar-2022	0.6	0.0%	0.5	-44.4%
Apr-2022	0.9	+28.6%	0.6	-33.3%
May-2022	1.1	+57.1%	0.9	0.0%
Jun-2022	1.6	+100.0%	1.0	+11.1%
Jul-2022	1.9	+90.0%	1.0	0.0%
Aug-2022	1.9	+72.7%	1.2	+20.0%
Sep-2022	1.9	+90.0%	1.7	+41.7%
Oct-2022	2.1	+133.3%	1.6	+60.0%
Nov-2022	1.9	+171.4%	1.6	+77.8%
Dec-2022	**1.6**	**+220.0%**	**1.4**	**+100.0%**
12-Month Avg*	1.4	+73.1%	1.1	+7.1%

* Months Supply for all properties from January 2022 through December 2022. 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.

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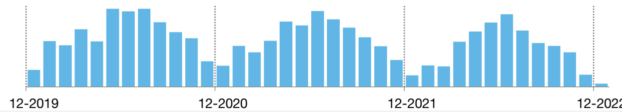
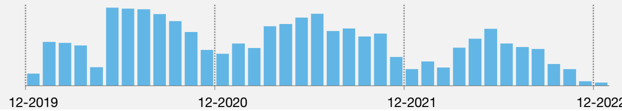
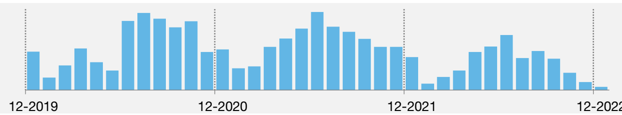
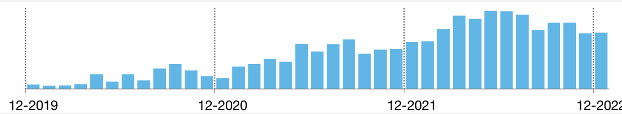
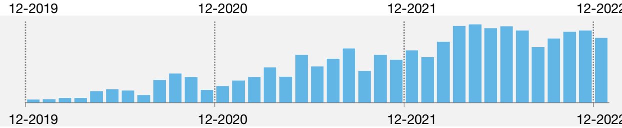
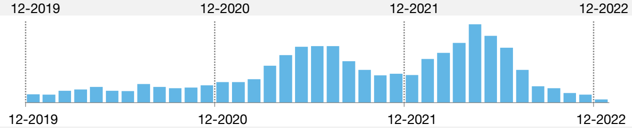
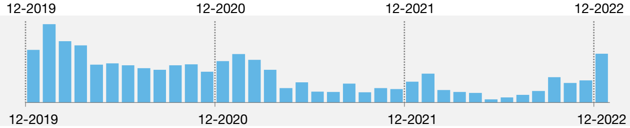
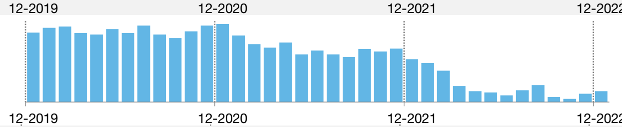
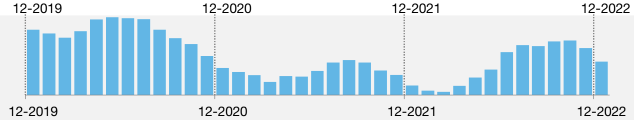
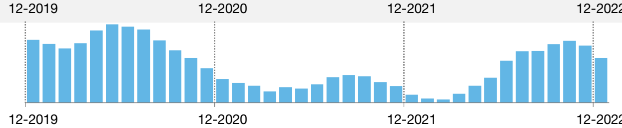
Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
New Listings		149	**100**	- 32.9%	4,346	**3,715**	- 14.5%
Pending Sales		191	**133**	- 30.4%	1,021	**698**	- 31.6%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		283	**154**	- 45.6%	4,152	**3,008**	- 27.6%
Median Sales Price		$498,900	**$521,000**	+ 4.4%	$475,703	**$550,000**	+ 15.6%
Avg. Sales Price		$571,031	**$605,983**	+ 15.2%	$535,433	**$617,045**	+ 15.2%
Pct. of List Price Received		100.7%	**98.4%**	- 0.1%	102.0%	**101.9%**	- 0.1%
Days on Market		56	**86**	- 9.1%	55	**50**	- 9.1%
Affordability Index		76	**55**	- 34.1%	79	**52**	- 34.1%
Active Listings		207	**390**	+ 88.4%	--	**--**	--
Months Supply		0.6	**1.6**	+ 160.1%	--	**--**	--

Sold Listings

Actual sales that have closed in a given quarter.

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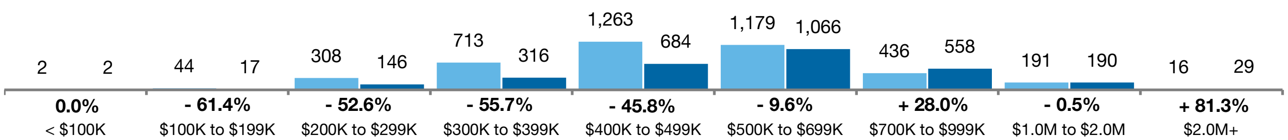
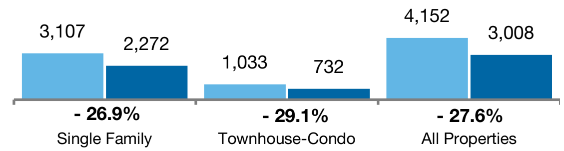
By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family 12-2021	Single Family 12-2022	Single Family Change	Townhouse-Condo 12-2021	Townhouse-Condo 12-2022	Townhouse-Condo Change
$99,999 and Below	2	2	0.0%	0	0	--
$100,000 to $199,999	22	13	- 40.9%	21	4	- 81.0%
$200,000 to $299,999	42	25	- 40.5%	262	121	- 53.8%
$300,000 to $399,999	295	92	- 68.8%	417	224	- 46.3%
$400,000 to $499,999	1,032	432	- 58.1%	231	252	+ 9.1%
$500,000 to $699,999	1,114	982	- 11.8%	63	84	+ 33.3%
$700,000 to $999,999	414	522	+ 26.1%	21	36	+ 71.4%
$1,000,000 to $1,999,999	172	177	+ 2.9%	16	10	- 37.5%
$2,000,000 and Above	14	27	+ 92.9%	2	1	- 50.0%
All Price Ranges	**3,107**	**2,272**	**- 26.9%**	**1,033**	**732**	**- 29.1%**

Compared to Prior Month

By Price Range	Single Family 11-2022	Single Family 12-2022	Single Family Change	Townhouse-Condo 11-2022	Townhouse-Condo 12-2022	Townhouse-Condo Change
$99,999 and Below	0	1	--	0	0	--
$100,000 to $199,999	2	1	- 50.0%	0	1	--
$200,000 to $299,999	1	1	0.0%	6	5	- 16.7%
$300,000 to $399,999	9	5	- 44.4%	11	11	0.0%
$400,000 to $499,999	33	25	- 24.2%	17	19	+ 11.8%
$500,000 to $699,999	49	45	- 8.2%	5	4	- 20.0%
$700,000 to $999,999	23	23	0.0%	1	0	- 100.0%
$1,000,000 to $1,999,999	14	8	- 42.9%	2	3	+ 50.0%
$2,000,000 and Above	2	1	- 50.0%	0	0	--
All Price Ranges	**133**	**110**	**- 17.3%**	**42**	**43**	**+ 2.4%**

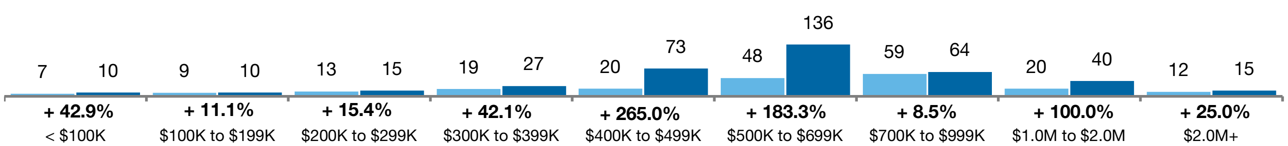
Year to Date

By Price Range	Single Family 12-2021	Single Family 12-2022	Single Family Change	Townhouse-Condo 12-2021	Townhouse-Condo 12-2022	Townhouse-Condo Change
$99,999 and Below	2	2	0.0%	0	0	--
$100,000 to $199,999	22	13	- 40.9%	21	4	- 81.0%
$200,000 to $299,999	42	25	- 40.5%	262	121	- 53.8%
$300,000 to $399,999	295	92	- 68.8%	417	224	- 46.3%
$400,000 to $499,999	1,032	432	- 58.1%	231	252	+ 9.1%
$500,000 to $699,999	1,114	982	- 11.8%	63	84	+ 33.3%
$700,000 to $999,999	414	522	+ 26.1%	21	36	+ 71.4%
$1,000,000 to $1,999,999	172	177	+ 2.9%	16	10	- 37.5%
$2,000,000 and Above	14	27	+ 92.9%	2	1	- 50.0%
All Price Ranges	**3,107**	**2,272**	**- 26.9%**	**1,033**	**732**	**- 29.1%**

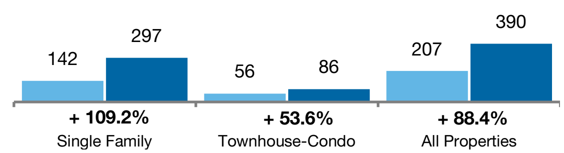
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family 12-2021	Single Family 12-2022	Single Family Change	Townhouse-Condo 12-2021	Townhouse-Condo 12-2022	Townhouse-Condo Change
$99,999 and Below	7	10	+ 42.9%	0	0	--
$100,000 to $199,999	9	10	+ 11.1%	0	0	--
$200,000 to $299,999	4	10	+ 150.0%	9	5	- 44.4%
$300,000 to $399,999	6	7	+ 16.7%	13	20	+ 53.8%
$400,000 to $499,999	8	41	+ 412.5%	12	32	+ 166.7%
$500,000 to $699,999	44	120	+ 172.7%	3	16	+ 433.3%
$700,000 to $999,999	43	55	+ 27.9%	16	9	- 43.8%
$1,000,000 to $1,999,999	16	35	+ 118.8%	2	4	+ 100.0%
$2,000,000 and Above	5	9	+ 80.0%	1	0	- 100.0%
All Price Ranges	**142**	**297**	**+ 109.2%**	**56**	**86**	**+ 53.6%**

Compared to Prior Month

By Price Range	Single Family 11-2022	Single Family 12-2022	Single Family Change	Townhouse-Condo 11-2022	Townhouse-Condo 12-2022	Townhouse-Condo Change
$99,999 and Below	10	10	0.0%	0	0	--
$100,000 to $199,999	10	10	0.0%	0	0	--
$200,000 to $299,999	10	10	0.0%	9	5	- 44.4%
$300,000 to $399,999	12	7	- 41.7%	27	20	- 25.9%
$400,000 to $499,999	57	41	- 28.1%	37	32	- 13.5%
$500,000 to $699,999	143	120	- 16.1%	18	16	- 11.1%
$700,000 to $999,999	76	55	- 27.6%	9	9	0.0%
$1,000,000 to $1,999,999	46	35	- 23.9%	5	4	- 20.0%
$2,000,000 and Above	14	9	- 35.7%	0	0	--
All Price Ranges	**378**	**297**	**- 21.4%**	**105**	**86**	**- 18.1%**

Year to Date

Single Family	Townhouse-Condo

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®

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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 December 2022

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR FORT COLLINS BOARD OF REALTORS®

Berthoud

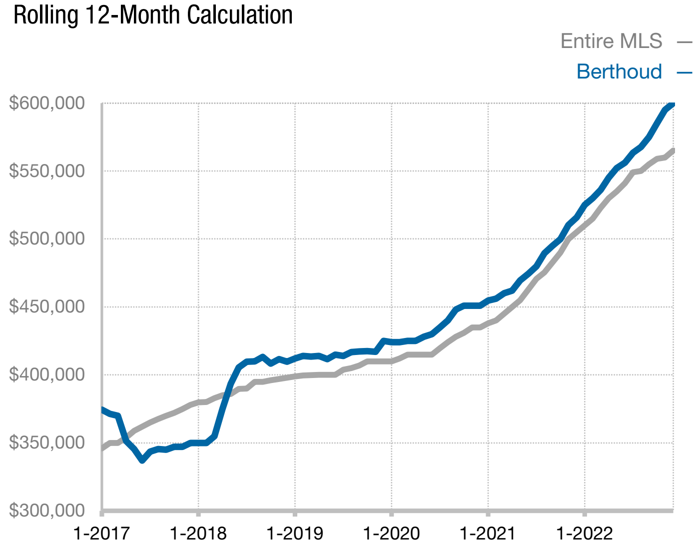
Single Family	December			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 12-2021**	**Thru 12-2022**	**Percent Change from Previous Year**
New Listings	25	**22**	- 12.0%	645	**554**	- 14.1%
Closed Sales	59	**36**	- 39.0%	659	**494**	- 25.0%
Median Sales Price*	$553,235	**$571,500**	+ 3.3%	$515,855	**$599,900**	+ 16.3%
Average Sales Price*	$668,801	**$709,412**	+ 6.1%	$614,198	**$699,497**	+ 13.9%
Percent of List Price Received*	101.8%	**99.7%**	- 2.1%	101.8%	**101.5%**	- 0.3%
Days on Market Until Sale	97	**77**	- 20.6%	76	**64**	- 15.8%
Inventory of Homes for Sale	48	**70**	+ 45.8%	--	**--**	--
Months Supply of Inventory	0.9	**1.7**	+ 88.9%	--	**--**	--

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

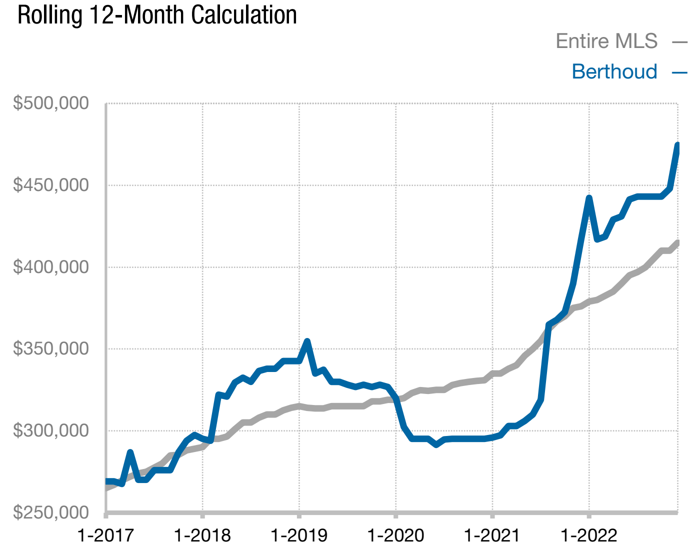
Townhouse/Condo	December			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 12-2021**	**Thru 12-2022**	**Percent Change from Previous Year**
New Listings	3	**0**	- 100.0%	86	**53**	- 38.4%
Closed Sales	3	**5**	+ 66.7%	61	**67**	+ 9.8%
Median Sales Price*	$417,000	**$595,930**	+ 42.9%	$417,000	**$474,650**	+ 13.8%
Average Sales Price*	$425,250	**$585,092**	+ 37.6%	$449,344	**$505,081**	+ 12.4%
Percent of List Price Received*	100.7%	**104.3%**	+ 3.6%	101.9%	**103.8%**	+ 1.9%
Days on Market Until Sale	159	**319**	+ 100.6%	101	**202**	+ 100.0%
Inventory of Homes for Sale	6	**8**	+ 33.3%	--	**--**	--
Months Supply of Inventory	1.2	**1.4**	+ 16.7%	--	**--**	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2022

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR FORT COLLINS BOARD OF REALTORS®

Fort Collins

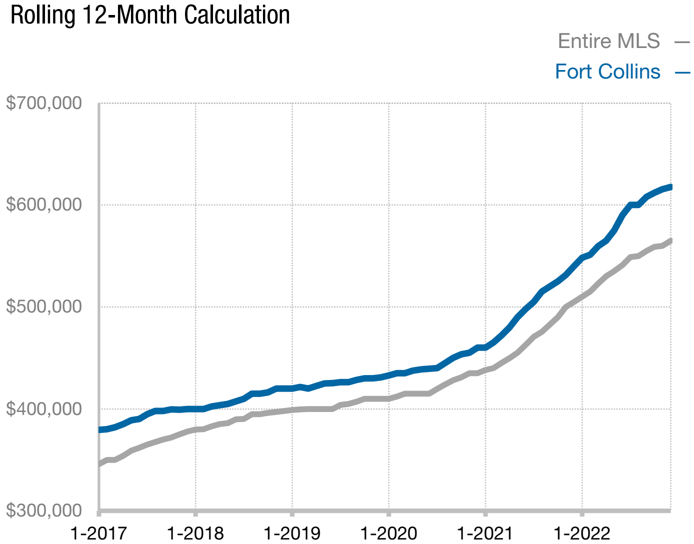
Single Family	December			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 12-2021**	**Thru 12-2022**	**Percent Change from Previous Year**
New Listings	102	**55**	- 46.1%	3,192	**2,873**	- 10.0%
Closed Sales	197	**106**	- 46.2%	3,024	**2,383**	- 21.2%
Median Sales Price*	$587,000	**$585,000**	- 0.3%	$540,000	**$617,700**	+ 14.4%
Average Sales Price*	$686,376	**$649,377**	- 5.4%	$610,723	**$694,152**	+ 13.7%
Percent of List Price Received*	101.7%	**98.6%**	- 3.0%	102.6%	**102.3%**	- 0.3%
Days on Market Until Sale	39	**60**	+ 53.8%	36	**34**	- 5.6%
Inventory of Homes for Sale	118	**210**	+ 78.0%	--	**--**	--
Months Supply of Inventory	0.5	**1.1**	+ 120.0%	--	**--**	--

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

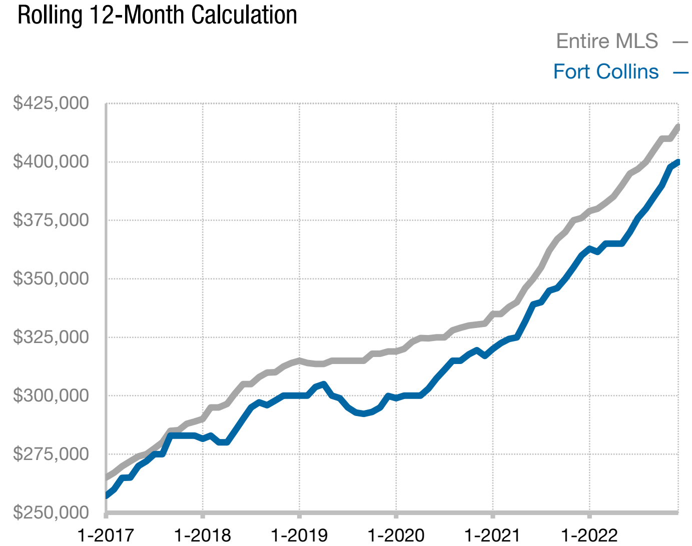
Townhouse/Condo	December			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 12-2021**	**Thru 12-2022**	**Percent Change from Previous Year**
New Listings	52	**38**	- 26.9%	1,350	**977**	- 27.6%
Closed Sales	91	**51**	- 44.0%	1,325	**861**	- 35.0%
Median Sales Price*	$370,000	**$405,000**	+ 9.5%	$360,000	**$400,000**	+ 11.1%
Average Sales Price*	$395,836	**$455,341**	+ 15.0%	$387,454	**$416,370**	+ 7.5%
Percent of List Price Received*	100.1%	**98.5%**	- 1.6%	101.2%	**102.4%**	+ 1.2%
Days on Market Until Sale	48	**88**	+ 83.3%	48	**35**	- 27.1%
Inventory of Homes for Sale	46	**86**	+ 87.0%	--	**--**	--
Months Supply of Inventory	0.4	**1.2**	+ 200.0%	--	**--**	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2022

A Research Tool Provided by the Colorado Association of REALTORS®

FORT COLLINS BOARD OF REALTORS®

Greeley

Single Family	December			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 12-2021**	**Thru 12-2022**	**Percent Change from Previous Year**
New Listings	121	**59**	- 51.2%	1,939	**2,006**	+ 3.5%
Closed Sales	159	**96**	- 39.6%	1,729	**1,698**	- 1.8%
Median Sales Price*	$428,000	**$419,000**	- 2.1%	$389,000	**$445,000**	+ 14.4%
Average Sales Price*	$431,028	**$427,091**	- 0.9%	$411,567	**$451,446**	+ 9.7%
Percent of List Price Received*	101.2%	**98.8%**	- 2.4%	102.1%	**101.3%**	- 0.8%
Days on Market Until Sale	37	**62**	+ 67.6%	35	**48**	+ 37.1%
Inventory of Homes for Sale	144	**204**	+ 41.7%	--	**--**	--
Months Supply of Inventory	1.0	**1.4**	+ 40.0%	--	**--**	--

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

Townhouse/Condo	December			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 12-2021**	**Thru 12-2022**	**Percent Change from Previous Year**
New Listings	21	**16**	- 23.8%	414	**312**	- 24.6%
Closed Sales	36	**10**	- 72.2%	342	**312**	- 8.8%
Median Sales Price*	$321,954	**$351,000**	+ 9.0%	$300,000	**$325,455**	+ 8.5%
Average Sales Price*	$313,730	**$354,824**	+ 13.1%	$299,704	**$332,632**	+ 11.0%
Percent of List Price Received*	100.3%	**98.7%**	- 1.6%	101.1%	**100.8%**	- 0.3%
Days on Market Until Sale	63	**88**	+ 39.7%	53	**70**	+ 32.1%
Inventory of Homes for Sale	32	**41**	+ 28.1%	--	**--**	--
Months Supply of Inventory	1.1	**1.6**	+ 45.5%	--	**--**	--

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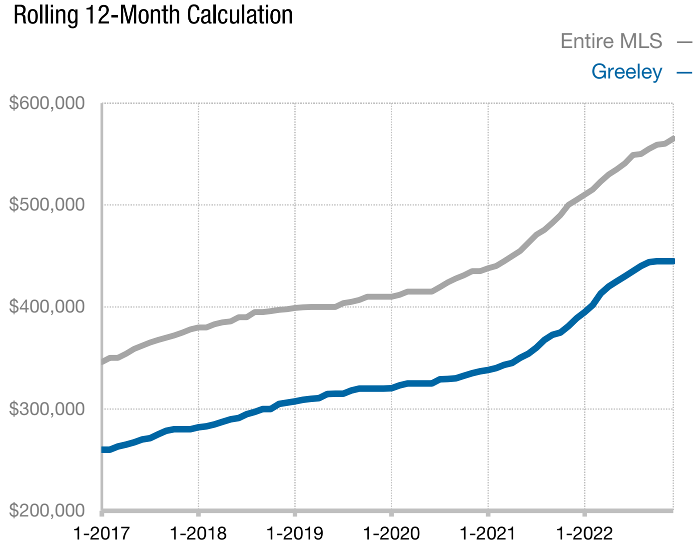
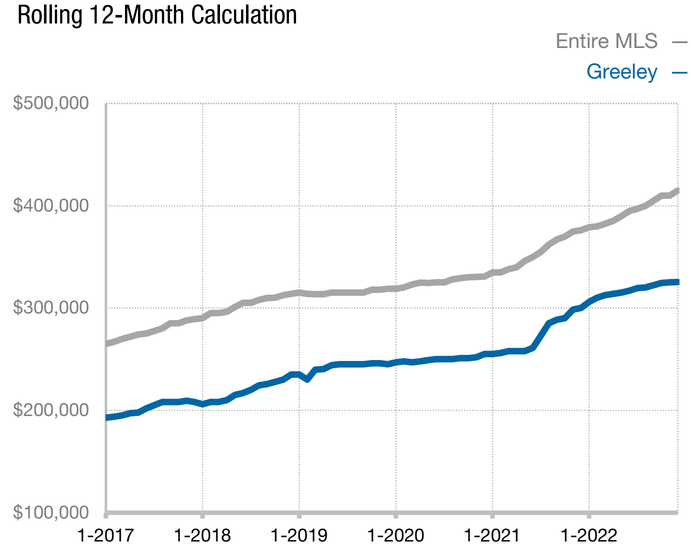
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2022

A Research Tool Provided by the Colorado Association of REALTORS®

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Wellington

Single Family	December			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 12-2021**	**Thru 12-2022**	**Percent Change from Previous Year**
New Listings	18	**9**	- 50.0%	476	**433**	- 9.0%
Closed Sales	38	**18**	- 52.6%	492	**332**	- 32.5%
Median Sales Price*	$492,500	**$504,500**	+ 2.4%	$435,000	**$495,000**	+ 13.8%
Average Sales Price*	$529,399	**$521,213**	- 1.5%	$476,763	**$524,266**	+ 10.0%
Percent of List Price Received*	102.3%	**100.5%**	- 1.8%	102.1%	**102.2%**	+ 0.1%
Days on Market Until Sale	76	**75**	- 1.3%	62	**51**	- 17.7%
Inventory of Homes for Sale	23	**70**	+ 204.3%	--	**--**	--
Months Supply of Inventory	0.6	**2.5**	+ 316.7%	--	**--**	--

* 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	December			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 12-2021**	**Thru 12-2022**	**Percent Change from Previous Year**
New Listings	0	**0**	--	72	**40**	- 44.4%
Closed Sales	10	**1**	- 90.0%	76	**37**	- 51.3%
Median Sales Price*	$372,130	**$355,000**	- 4.6%	$340,500	**$385,000**	+ 13.1%
Average Sales Price*	$352,493	**$355,000**	+ 0.7%	$329,730	**$376,955**	+ 14.3%
Percent of List Price Received*	100.5%	**100.0%**	- 0.5%	101.4%	**101.9%**	+ 0.5%
Days on Market Until Sale	36	**9**	- 75.0%	58	**31**	- 46.6%
Inventory of Homes for Sale	2	**0**	- 100.0%	--	**--**	--
Months Supply of Inventory	0.3	**0.0**	- 100.0%	--	**--**	--

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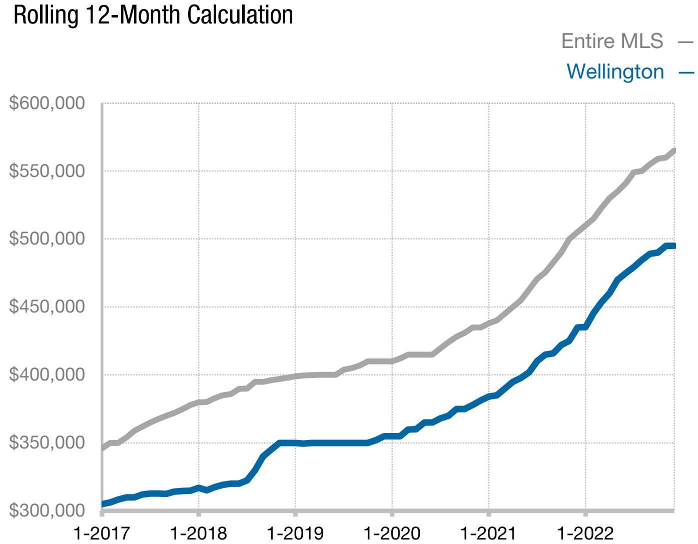
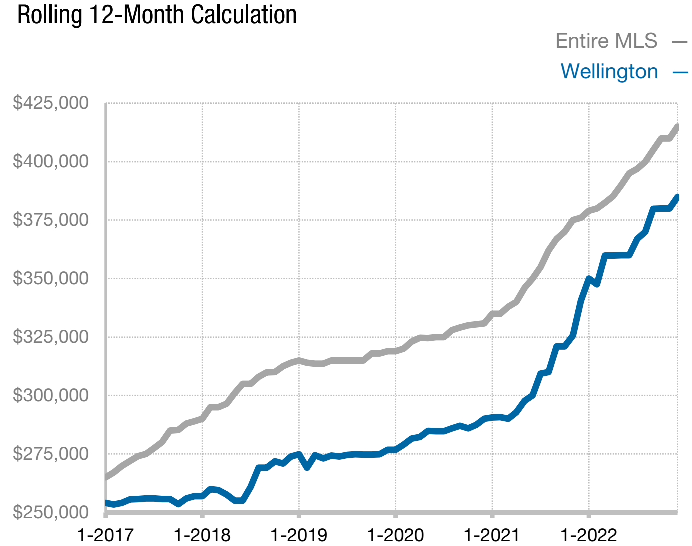
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2022

A Research Tool Provided by the Colorado Association of REALTORS®

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FORT COLLINS BOARD OF REALTORS®

Loveland

Single Family	December			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 12-2021**	**Thru 12-2022**	Percent Change from Previous Year
New Listings	76	**63**	- 17.1%	2,257	**2,139**	- 5.2%
Closed Sales	147	**86**	- 41.5%	2,115	**1,731**	- 18.2%
Median Sales Price*	$479,900	**$513,350**	+ 7.0%	$453,500	**$535,000**	+ 18.0%
Average Sales Price*	$537,569	**$605,032**	+ 12.5%	$526,241	**$599,384**	+ 13.9%
Percent of List Price Received*	101.5%	**97.5%**	- 3.9%	102.7%	**101.5%**	- 1.2%
Days on Market Until Sale	31	**56**	+ 80.6%	36	**34**	- 5.6%
Inventory of Homes for Sale	91	**191**	+ 109.9%	--	**--**	--
Months Supply of Inventory	0.5	**1.3**	+ 160.0%	--	**--**	--

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

Townhouse/Condo	December			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 12-2021**	**Thru 12-2022**	Percent Change from Previous Year
New Listings	23	**13**	- 43.5%	518	**417**	- 19.5%
Closed Sales	35	**21**	- 40.0%	483	**389**	- 19.5%
Median Sales Price*	$350,110	**$362,145**	+ 3.4%	$348,900	**$383,850**	+ 10.0%
Average Sales Price*	$362,740	**$383,870**	+ 5.8%	$359,404	**$400,145**	+ 11.3%
Percent of List Price Received*	102.5%	**99.1%**	- 3.3%	102.5%	**103.2%**	+ 0.7%
Days on Market Until Sale	115	**132**	+ 14.8%	81	**130**	+ 60.5%
Inventory of Homes for Sale	19	**57**	+ 200.0%	--	**--**	--
Months Supply of Inventory	0.5	**1.8**	+ 260.0%	--	**--**	--

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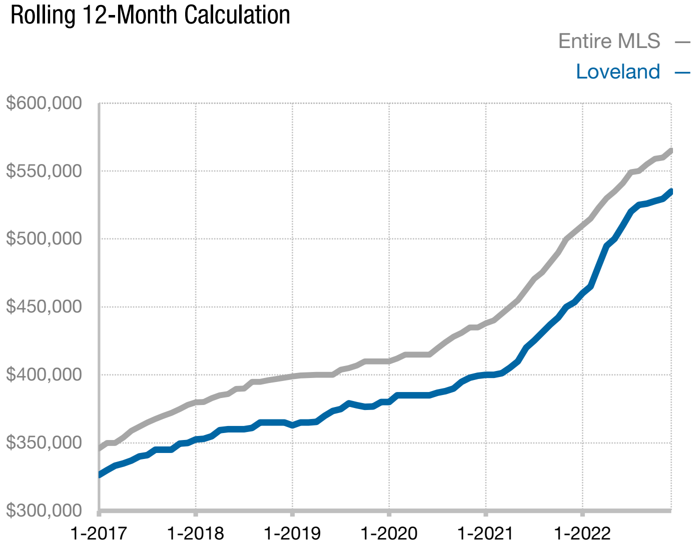
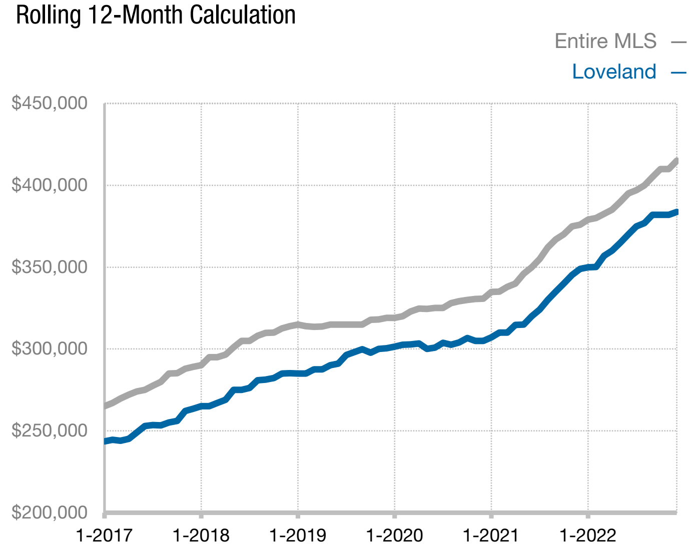
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2022

A Research Tool Provided by the Colorado Association of REALTORS®

Boulder

Single Family	December			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 12-2021**	**Thru 12-2022**	Percent Change from Previous Year
New Listings	29	**44**	+ 51.7%	1,580	**1,426**	- 9.7%
Closed Sales	82	**67**	- 18.3%	1,452	**988**	- 32.0%
Median Sales Price*	$1,350,000	**$1,117,800**	- 17.2%	$1,240,000	**$1,368,000**	+ 10.3%
Average Sales Price*	$1,531,530	**$1,359,192**	- 11.3%	$1,517,432	**$1,645,239**	+ 8.4%
Percent of List Price Received*	99.2%	**96.7%**	- 2.5%	102.0%	**102.3%**	+ 0.3%
Days on Market Until Sale	60	**61**	+ 1.7%	48	**42**	- 12.5%
Inventory of Homes for Sale	63	**132**	+ 109.5%	--	**--**	--
Months Supply of Inventory	0.5	**1.6**	+ 220.0%	--	**--**	--

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

Townhouse/Condo	December			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 12-2021**	**Thru 12-2022**	Percent Change from Previous Year
New Listings	31	**18**	- 41.9%	1,122	**886**	- 21.0%
Closed Sales	63	**40**	- 36.5%	1,094	**765**	- 30.1%
Median Sales Price*	$515,000	**$498,200**	- 3.3%	$475,500	**$544,936**	+ 14.6%
Average Sales Price*	$546,977	**$615,459**	+ 12.5%	$571,167	**$701,601**	+ 22.8%
Percent of List Price Received*	100.5%	**98.1%**	- 2.4%	100.3%	**101.5%**	+ 1.2%
Days on Market Until Sale	44	**54**	+ 22.7%	57	**55**	- 3.5%
Inventory of Homes for Sale	57	**53**	- 7.0%	--	**--**	--
Months Supply of Inventory	0.6	**0.8**	+ 33.3%	--	**--**	--

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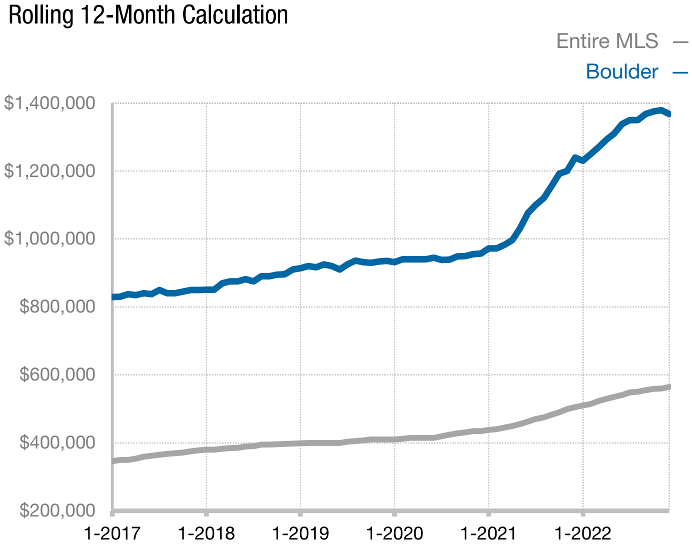
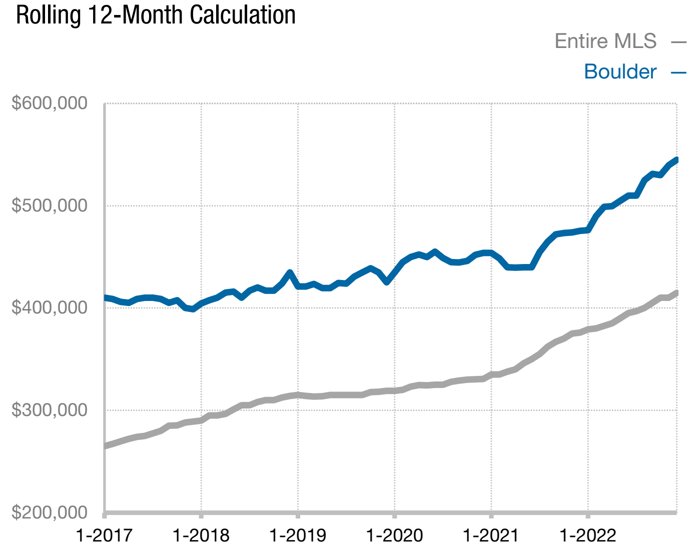
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2022

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Johnstown

Single Family	December			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 12-2021**	**Thru 12-2022**	Percent Change from Previous Year
New Listings	35	**34**	- 2.9%	585	**768**	+ 31.3%
Closed Sales	58	**41**	- 29.3%	544	**602**	+ 10.7%
Median Sales Price*	$486,345	**$499,000**	+ 2.6%	$462,250	**$525,000**	+ 13.6%
Average Sales Price*	$518,362	**$510,960**	- 1.4%	$500,290	**$549,250**	+ 9.8%
Percent of List Price Received*	100.0%	**99.2%**	- 0.8%	102.0%	**101.2%**	- 0.8%
Days on Market Until Sale	37	**53**	+ 43.2%	32	**37**	+ 15.6%
Inventory of Homes for Sale	54	**90**	+ 66.7%	--	**--**	--
Months Supply of Inventory	1.2	**1.8**	+ 50.0%	--	**--**	--

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Townhouse/Condo	December			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 12-2021**	**Thru 12-2022**	Percent Change from Previous Year
New Listings	0	**4**	--	24	**26**	+ 8.3%
Closed Sales	4	**2**	- 50.0%	26	**17**	- 34.6%
Median Sales Price*	$410,000	**$350,525**	- 14.5%	$376,200	**$400,000**	+ 6.3%
Average Sales Price*	$408,875	**$350,525**	- 14.3%	$383,438	**$396,250**	+ 3.3%
Percent of List Price Received*	99.1%	**99.2%**	+ 0.1%	102.2%	**101.9%**	- 0.3%
Days on Market Until Sale	47	**79**	+ 68.1%	39	**38**	- 2.6%
Inventory of Homes for Sale	0	**4**	--	--	**--**	--
Months Supply of Inventory	0.0	**1.9**	--	--	**--**	--

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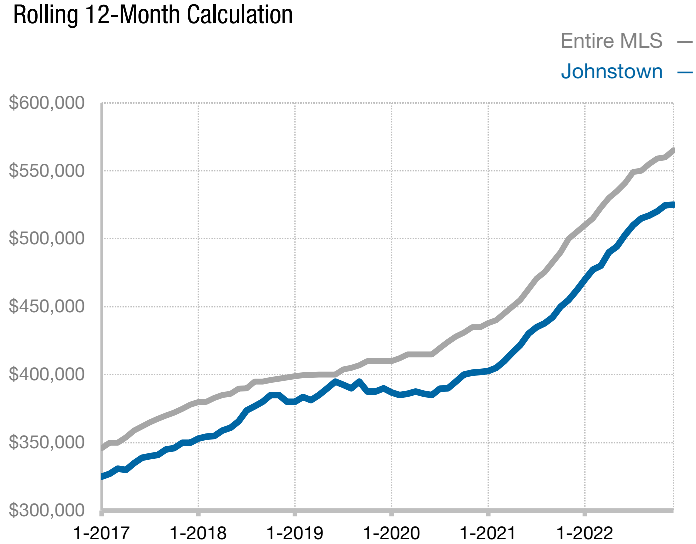
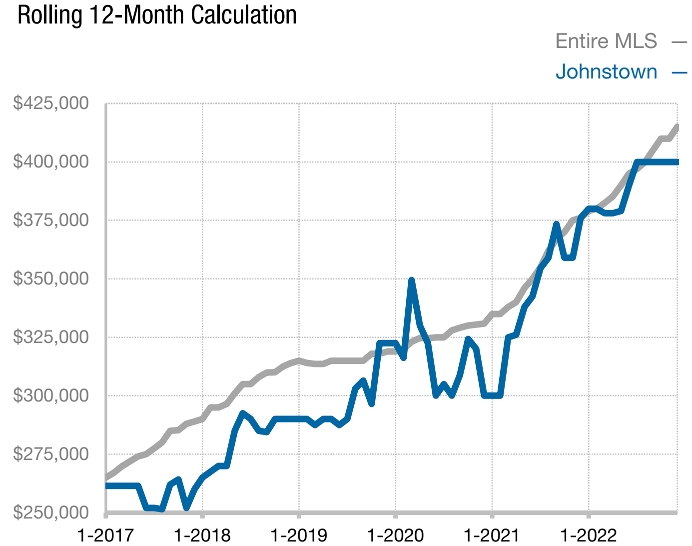
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2022

A Research Tool Provided by the Colorado Association of REALTORS®

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Longmont

Single Family

Key Metrics	December 2021	December 2022	Percent Change from Previous Year	Year to Date Thru 12-2021	Year to Date Thru 12-2022	Percent Change from Previous Year
New Listings	63	**39**	- 38.1%	1,834	**1,659**	- 9.5%
Closed Sales	121	**64**	- 47.1%	1,776	**1,288**	- 27.5%
Median Sales Price*	$590,000	**$527,000**	- 10.7%	$557,750	**$625,000**	+ 12.1%
Average Sales Price*	$684,586	**$633,498**	- 7.5%	$685,913	**$715,692**	+ 4.3%
Percent of List Price Received*	103.0%	**97.7%**	- 5.1%	103.6%	**102.9%**	- 0.7%
Days on Market Until Sale	33	**64**	+ 93.9%	31	**31**	0.0%
Inventory of Homes for Sale	90	**183**	+ 103.3%	--	**--**	--
Months Supply of Inventory	0.6	**1.7**	+ 183.3%	--	**--**	--

* 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

Key Metrics	December 2021	December 2022	Percent Change from Previous Year	Year to Date Thru 12-2021	Year to Date Thru 12-2022	Percent Change from Previous Year
New Listings	15	**25**	+ 66.7%	425	**525**	+ 23.5%
Closed Sales	35	**18**	- 48.6%	424	**324**	- 23.6%
Median Sales Price*	$375,000	**$464,000**	+ 23.7%	$395,000	**$455,000**	+ 15.2%
Average Sales Price*	$388,891	**$486,781**	+ 25.2%	$406,838	**$469,455**	+ 15.4%
Percent of List Price Received*	102.7%	**98.1%**	- 4.5%	102.5%	**102.4%**	- 0.1%
Days on Market Until Sale	27	**62**	+ 129.6%	31	**30**	- 3.2%
Inventory of Homes for Sale	7	**94**	+ 1242.9%	--	**--**	--
Months Supply of Inventory	0.2	**3.5**	+ 1650.0%	--	**--**	--

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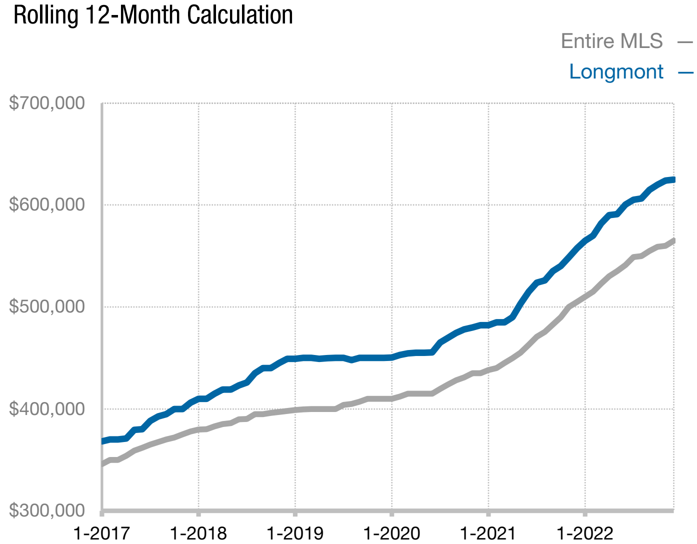
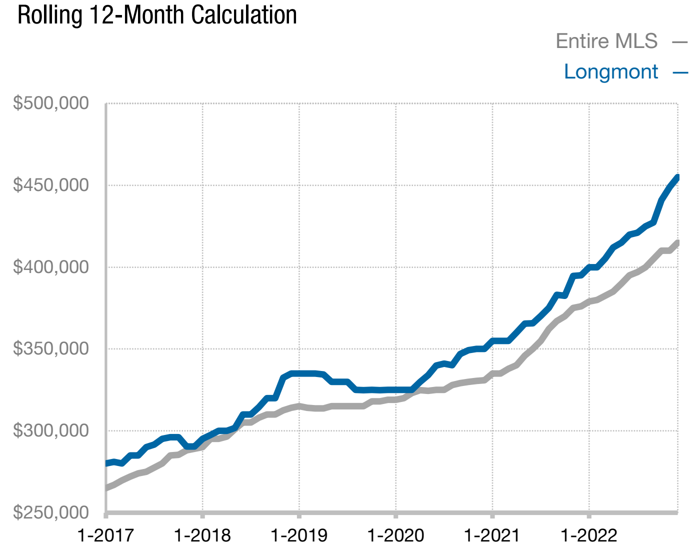
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2022

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR FORT COLLINS BOARD OF REALTORS®

Windsor

Single Family	December			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 12-2021**	**Thru 12-2022**	Percent Change from Previous Year
New Listings	123	**51**	- 58.5%	1,737	**1,239**	- 28.7%
Closed Sales	131	**37**	- 71.8%	1,642	**967**	- 41.1%
Median Sales Price*	$540,080	**$615,000**	+ 13.9%	$520,000	**$610,900**	+ 17.5%
Average Sales Price*	$598,729	**$669,231**	+ 11.8%	$580,965	**$677,598**	+ 16.6%
Percent of List Price Received*	100.1%	**98.4%**	- 1.7%	101.5%	**101.0%**	- 0.5%
Days on Market Until Sale	62	**93**	+ 50.0%	57	**51**	- 10.5%
Inventory of Homes for Sale	105	**183**	+ 74.3%	--	**--**	--
Months Supply of Inventory	0.8	**2.3**	+ 187.5%	--	**--**	--

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Townhouse/Condo	December			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 12-2021**	**Thru 12-2022**	Percent Change from Previous Year
New Listings	12	**4**	- 66.7%	205	**135**	- 34.1%
Closed Sales	12	**8**	- 33.3%	195	**147**	- 24.6%
Median Sales Price*	$414,748	**$443,450**	+ 6.9%	$387,554	**$448,520**	+ 15.7%
Average Sales Price*	$427,889	**$465,293**	+ 8.7%	$386,027	**$463,724**	+ 20.1%
Percent of List Price Received*	106.0%	**102.2%**	- 3.6%	101.8%	**102.9%**	+ 1.1%
Days on Market Until Sale	157	**295**	+ 87.9%	115	**150**	+ 30.4%
Inventory of Homes for Sale	9	**26**	+ 188.9%	--	**--**	--
Months Supply of Inventory	0.6	**2.1**	+ 250.0%	--	**--**	--

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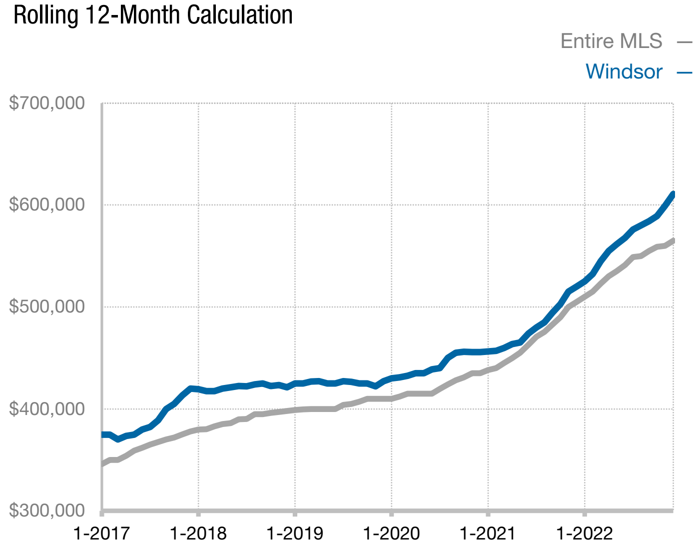
Median Sales Price – Single Family
Rolling 12-Month Calculation



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