



FCBR 2023

FORT COLLINS BOARD OF REALTORS®

PERSONALIZED
EXPERIENCE.
EXPERT
ADVICE.

Contact Me!



Clara Pilcher
Mortgage Loan Officer
970.494.5254
NMLS 1105212



MORTGAGE



Monthly Indicators



February 2023

New Listings were down 11.2 percent for single family homes but increased 14.3 percent for townhouse-condo properties. Pending Sales landed at 144 for single family homes and 51 for townhouse-condo properties.

The Median Sales Price was down 5.8 percent to \$590,000 for single family homes but increased 14.3 percent to \$417,153 for townhouse-condo properties. Days on Market increased 50.0 percent for single family homes and 204.9 percent for townhouse-condo properties.

With buyer demand down from peak levels, home price growth has continued to slow nationwide, although prices remain up from a year ago. Sellers have been increasingly cutting prices and offering sales incentives in an attempt to attract buyers, who have continued to struggle with affordability challenges this winter. The slight decline in mortgage rates earlier this year convinced some buyers to come off the sidelines, but with rates ticking up again in recent weeks, buyers are once again pulling back, causing sales activity to remain down heading into spring.

Activity Snapshot

- 12.1% **+ 50.0%** **- 5.8%**

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.

Single Family Activity Overview	2
Townhouse-Condo Activity Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Active Listings	12
Months Supply of Inventory	13
All Properties Activity Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

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	2-2022	2-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		152	135	- 11.2%	293	284	- 3.1%
Pending Sales		145	144	- 0.7%	299	289	- 3.3%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		141	124	- 12.1%	267	227	- 15.0%
Median Sales Price		\$626,221	\$590,000	- 5.8%	\$590,000	\$565,000	- 4.2%
Avg. Sales Price		\$672,361	\$650,792	- 3.2%	\$640,046	\$645,403	+ 0.8%
Pct. of List Price Received		102.9%	99.2%	- 3.6%	102.5%	99.2%	- 3.2%
Days on Market		50	75	+ 50.0%	53	77	+ 45.3%
Affordability Index		58	48	- 17.2%	61	51	- 16.4%
Active Listings		118	236	+ 100.0%	--	--	--
Months Supply		0.5	1.3	+ 160.0%	--	--	--

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.



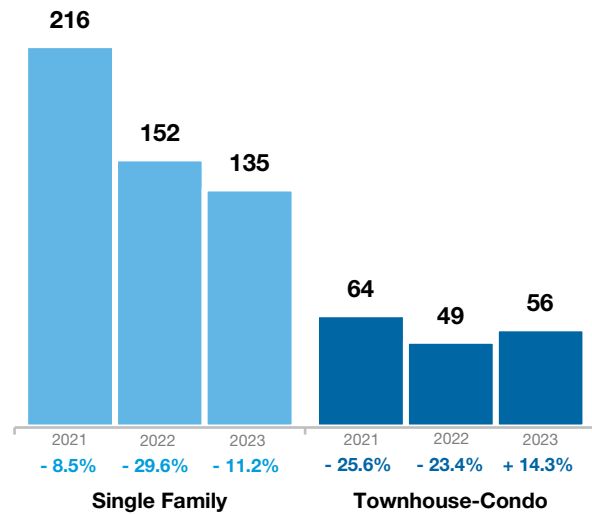
Key Metrics	Historical Sparkbars	2-2022	2-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		49	56	+ 14.3%	112	97	- 13.4%
Pending Sales		52	51	- 1.9%	121	86	- 28.9%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		55	40	- 27.3%	97	65	- 33.0%
Median Sales Price		\$364,810	\$417,153	+ 14.3%	\$380,000	\$405,125	+ 6.6%
Avg. Sales Price		\$390,127	\$416,382	+ 6.7%	\$392,379	\$400,451	+ 2.1%
Pct. of List Price Received		103.3%	99.4%	- 3.8%	103.3%	99.1%	- 4.1%
Days on Market		41	125	+ 204.9%	60	115	+ 91.7%
Affordability Index		99	68	- 31.3%	95	71	- 25.3%
Active Listings		36	97	+ 169.4%	--	--	--
Months Supply		0.4	1.7	+ 325.0%	--	--	--

New Listings

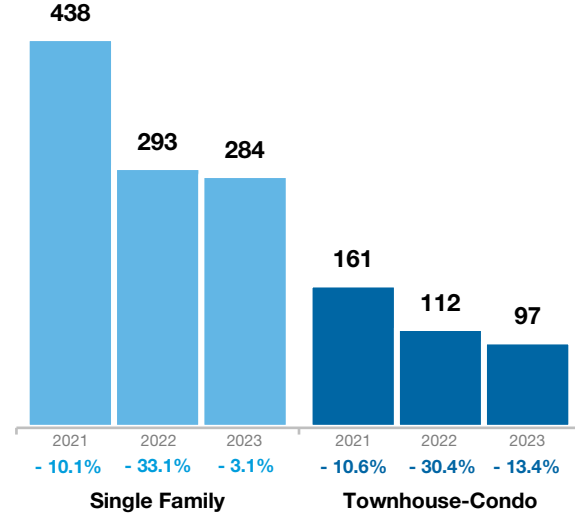
A count of the properties that have been newly listed on the market in a given month.



February

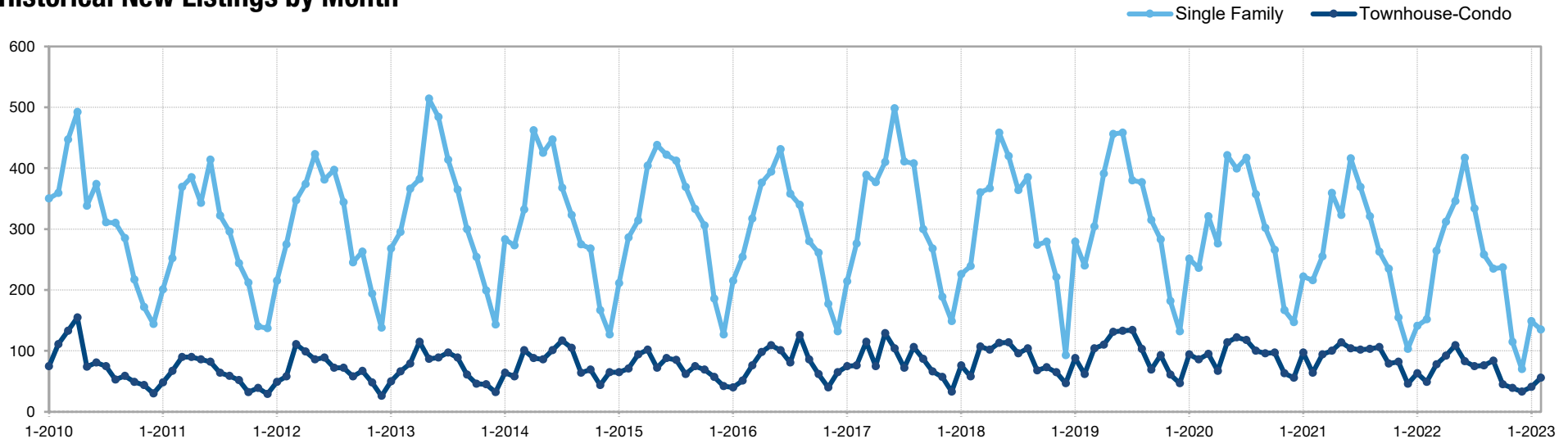


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	334	-9.5%	75	-26.5%
Aug-2022	258	-19.6%	76	-26.2%
Sep-2022	235	-10.6%	84	-20.8%
Oct-2022	237	+0.9%	45	-43.0%
Nov-2022	115	-25.8%	39	-52.4%
Dec-2022	70	-32.0%	33	-28.3%
Jan-2023	149	+5.7%	41	-34.9%
Feb-2023	135	-11.2%	56	+14.3%
12-Month Avg	239	-7.1%	68	-22.2%

Historical New Listings by Month

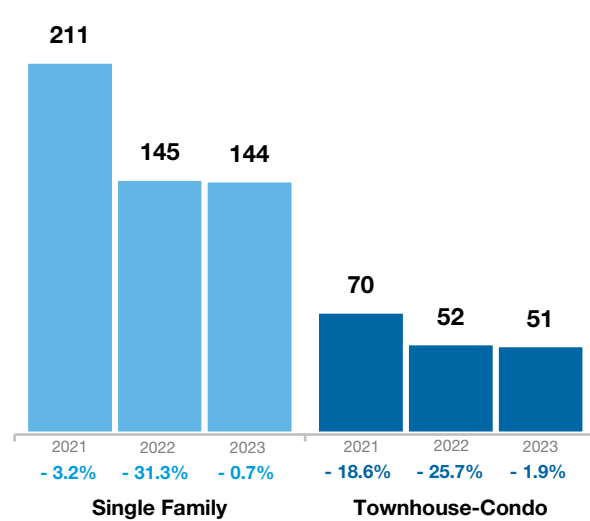


Pending Sales

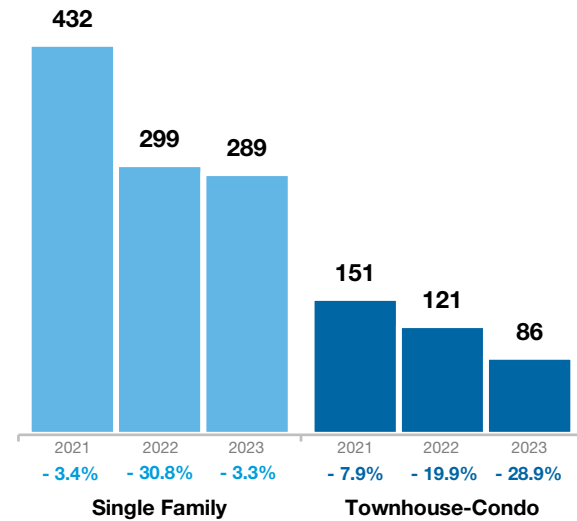
A count of the properties on which offers have been accepted in a given month.



February

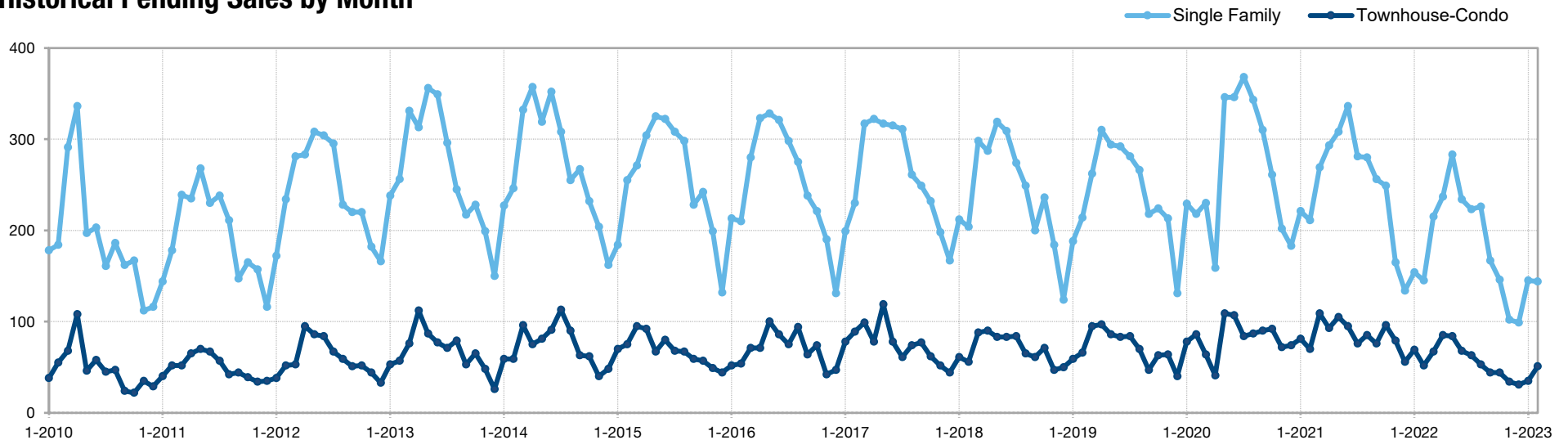


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2022	215	-20.1%	67	-38.5%
Apr-2022	237	-19.1%	85	-8.6%
May-2022	283	-8.1%	84	-20.0%
Jun-2022	234	-30.4%	68	-28.4%
Jul-2022	223	-20.6%	63	-17.1%
Aug-2022	226	-19.3%	53	-37.6%
Sep-2022	167	-34.8%	44	-42.1%
Oct-2022	146	-41.4%	44	-54.2%
Nov-2022	102	-38.2%	34	-57.0%
Dec-2022	99	-26.1%	31	-44.6%
Jan-2023	145	-5.8%	35	-49.3%
Feb-2023	144	-0.7%	51	-1.9%
12-Month Avg	185	-22.6%	55	-33.5%

Historical Pending Sales by Month

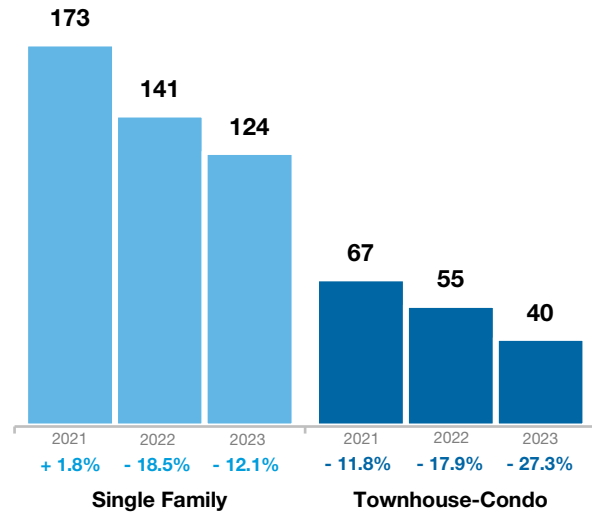


Sold Listings

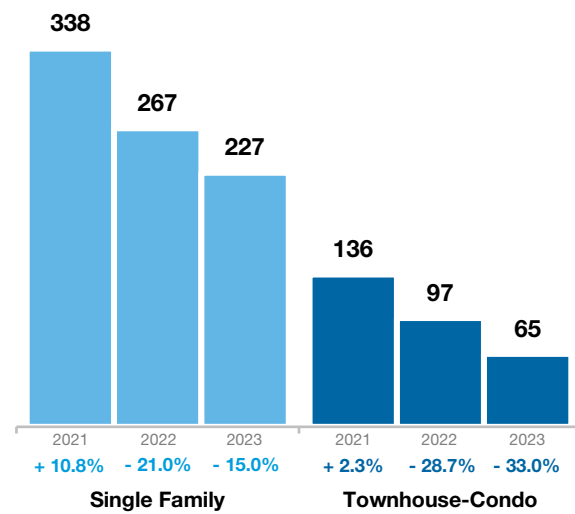
A count of the actual sales that closed in a given month.



February

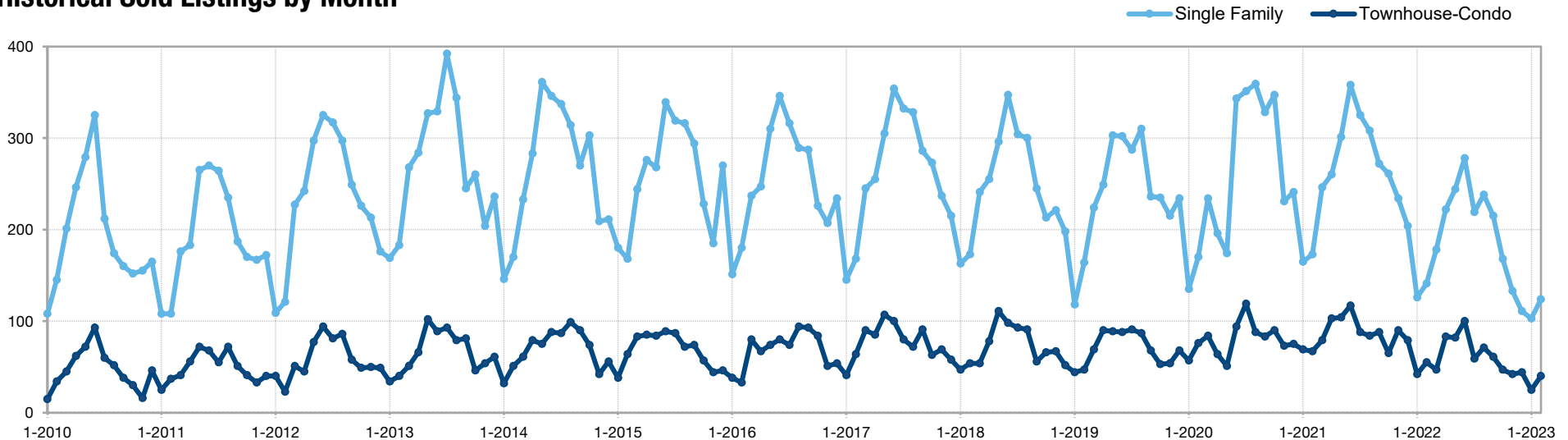


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	215	-21.0%	61	-30.7%
Oct-2022	168	-35.6%	47	-27.7%
Nov-2022	133	-43.2%	42	-53.3%
Dec-2022	111	-45.6%	44	-44.3%
Jan-2023	103	-18.3%	25	-40.5%
Feb-2023	124	-12.1%	40	-27.3%
12-Month Avg	186	-26.4%	58	-29.5%

Historical Sold Listings by Month

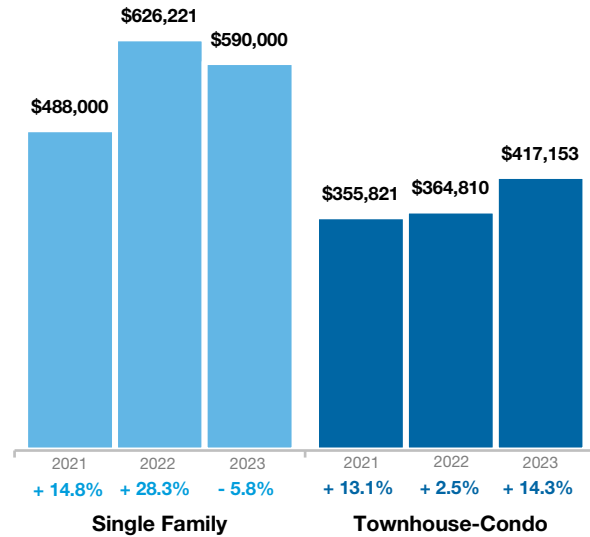


Median Sales Price

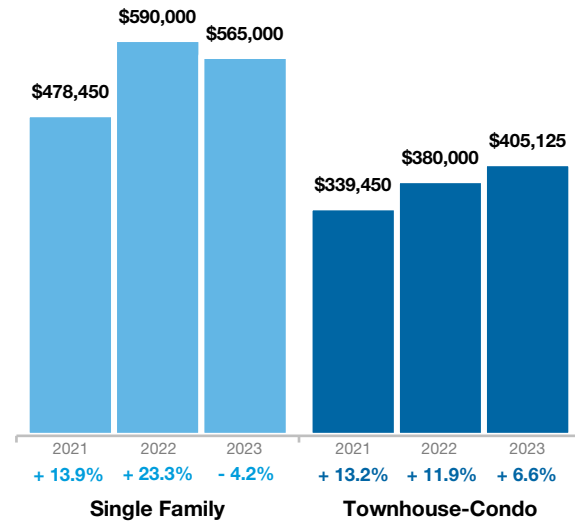
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



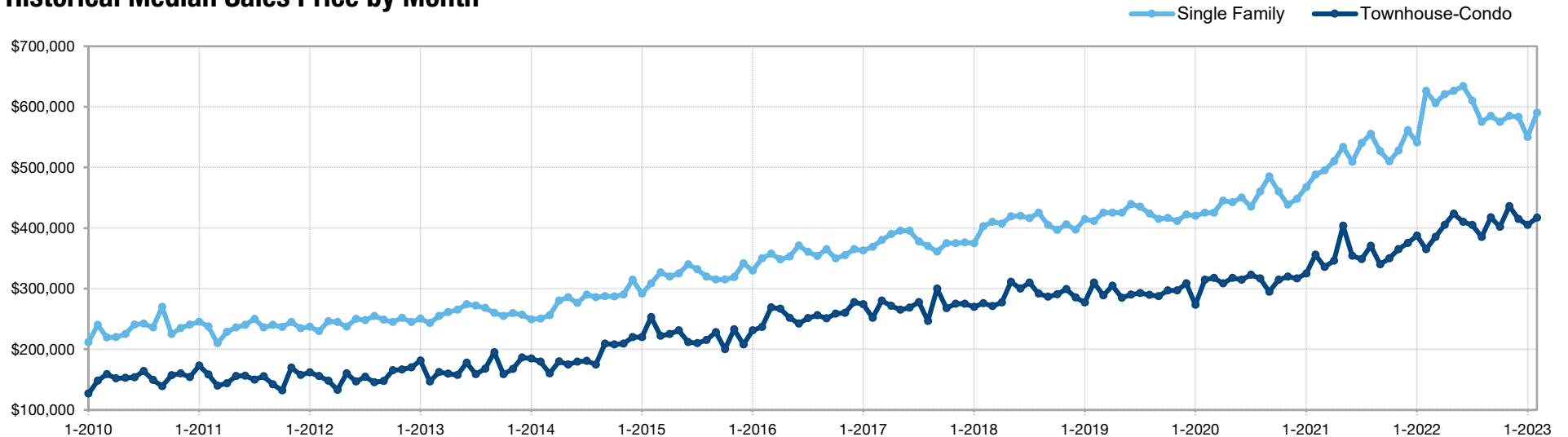
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$583,000	+3.9%	\$415,000	+10.6%
Jan-2023	\$550,000	+1.7%	\$405,000	+4.5%
Feb-2023	\$590,000	-5.8%	\$417,153	+14.3%
12-Month Avg*	\$600,000	+13.2%	\$406,142	+12.8%

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

Historical Median Sales Price by Month

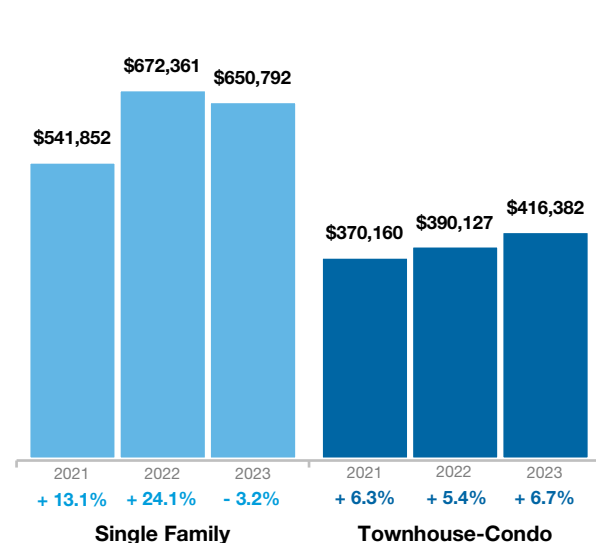


Average Sales Price

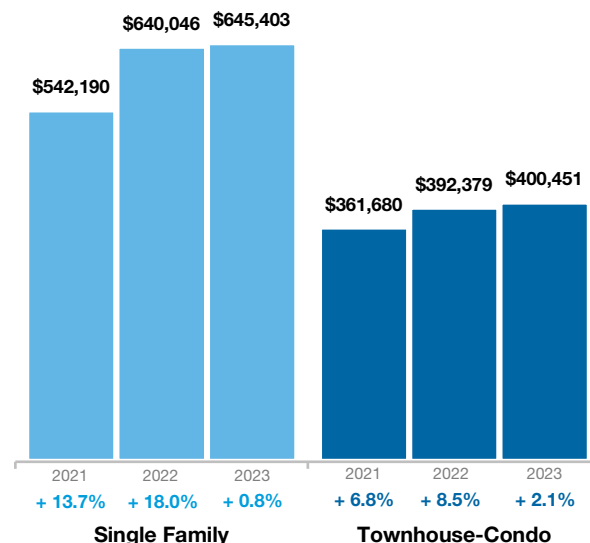
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



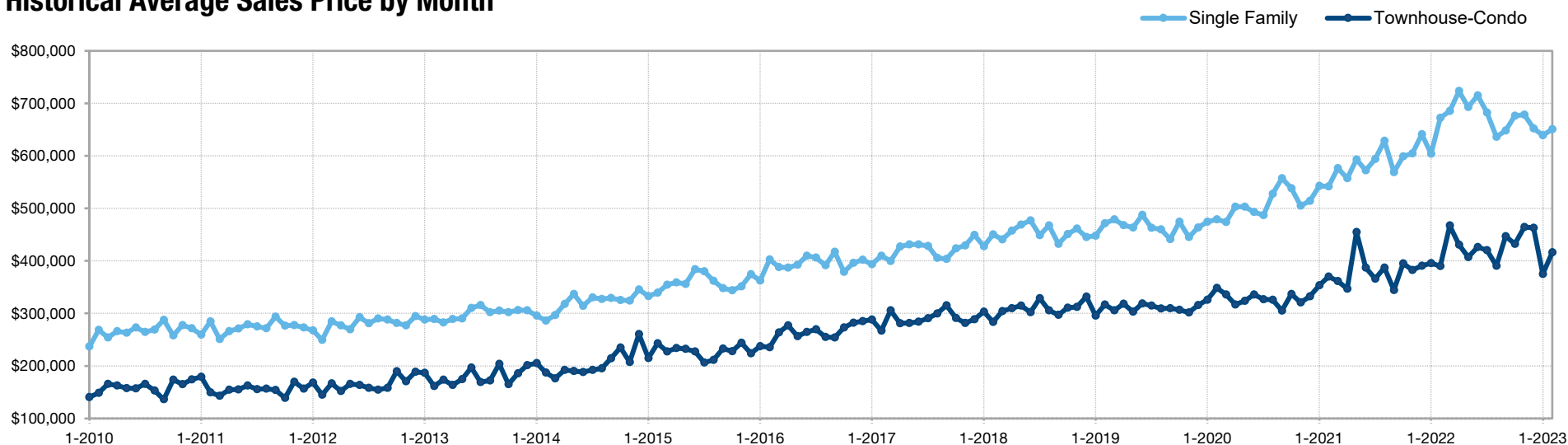
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$390,774	+1.0%
Sep-2022	\$648,273	+14.0%	\$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	\$652,037	+1.7%	\$462,753	+18.5%
Jan-2023	\$638,915	+5.8%	\$374,963	-5.2%
Feb-2023	\$650,792	-3.2%	\$416,382	+6.7%
12-Month Avg*	\$677,603	+13.6%	\$427,484	+11.6%

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

Historical Average Sales Price by Month

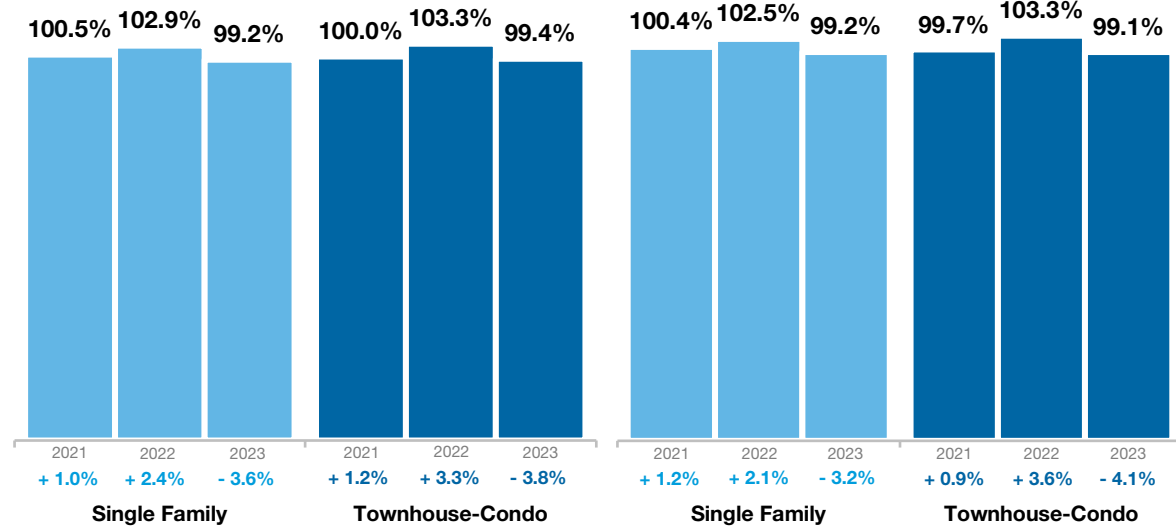


Percent of List Price Received

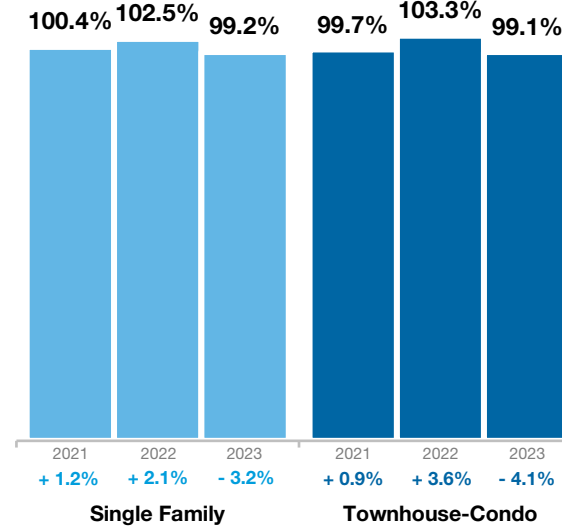
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



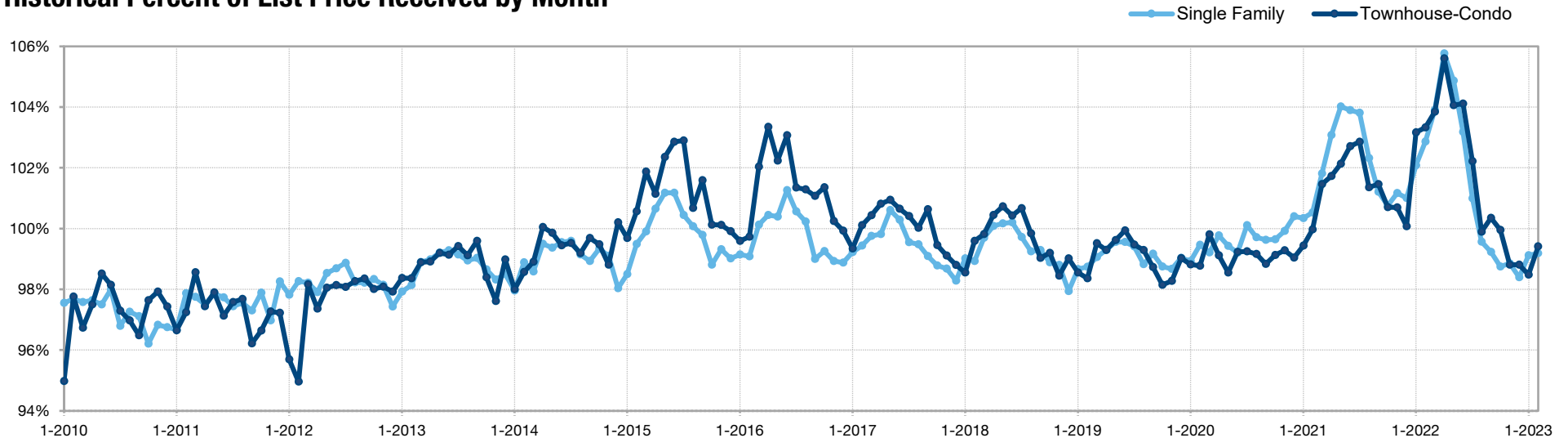
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	99.9%	-1.5%
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%
Jan-2023	99.1%	-2.9%	98.5%	-4.6%
Feb-2023	99.2%	-3.6%	99.4%	-3.8%
12-Month Avg*	101.5%	-1.0%	102.0%	+0.2%

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

Historical Percent of List Price Received by Month

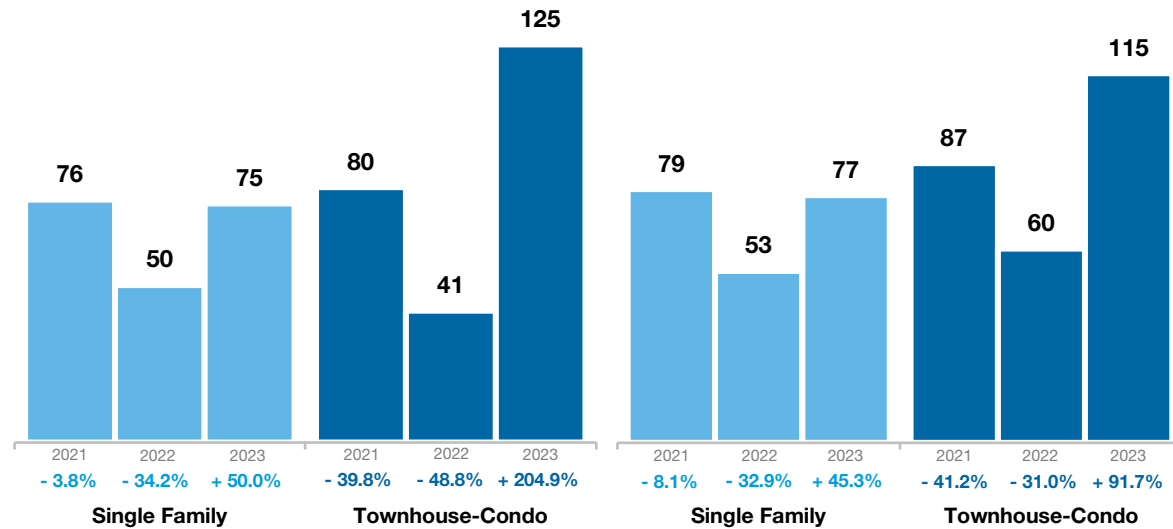


Days on Market Until Sale



February

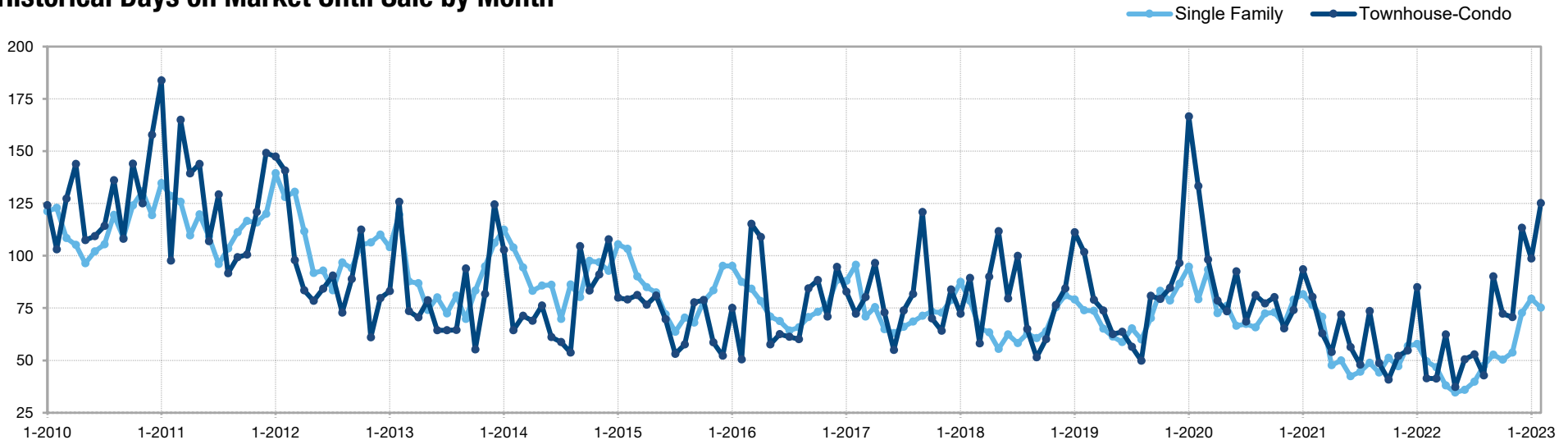
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	113	+105.5%
Jan-2023	79	+36.2%	99	+16.5%
Feb-2023	75	+50.0%	125	+204.9%
12-Month Avg	48	-3.6%	65	+14.0%

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

Historical Days on Market Until Sale by Month



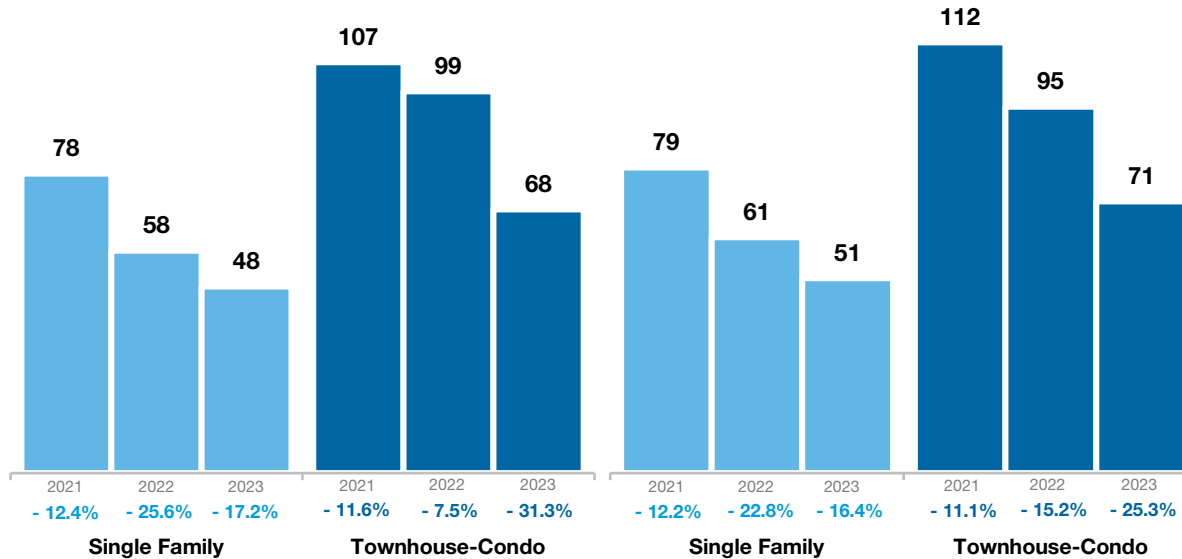
Housing Affordability Index

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



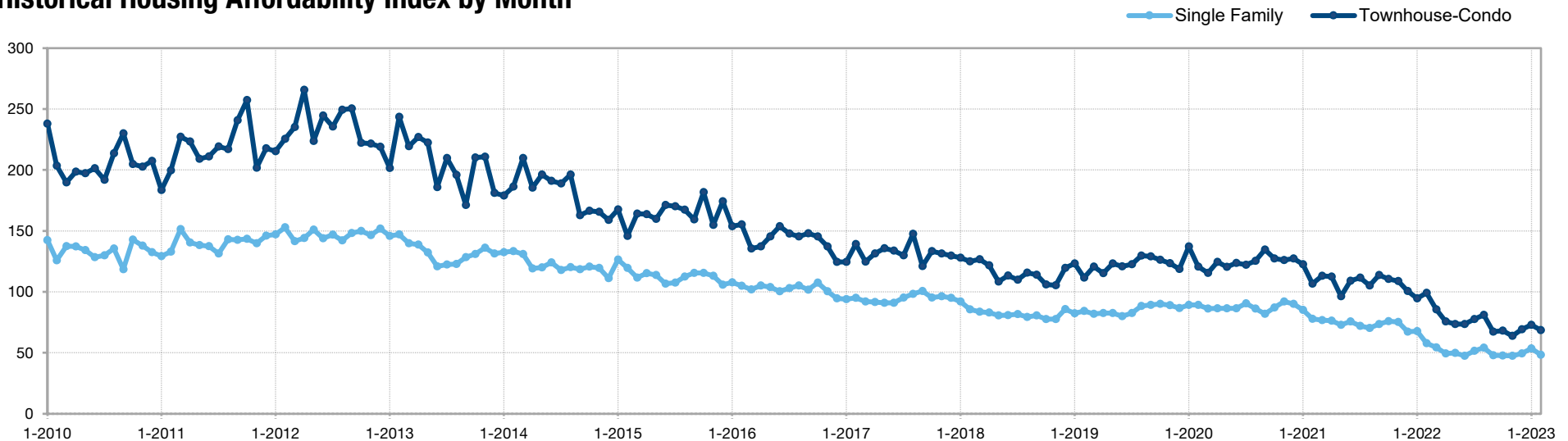
February

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Jan-2023	54	-20.6%	73	-23.2%
Feb-2023	48	-17.2%	68	-31.3%
12-Month Avg	50	-33.1%	72	-36.0%

Historical Housing Affordability Index by Month

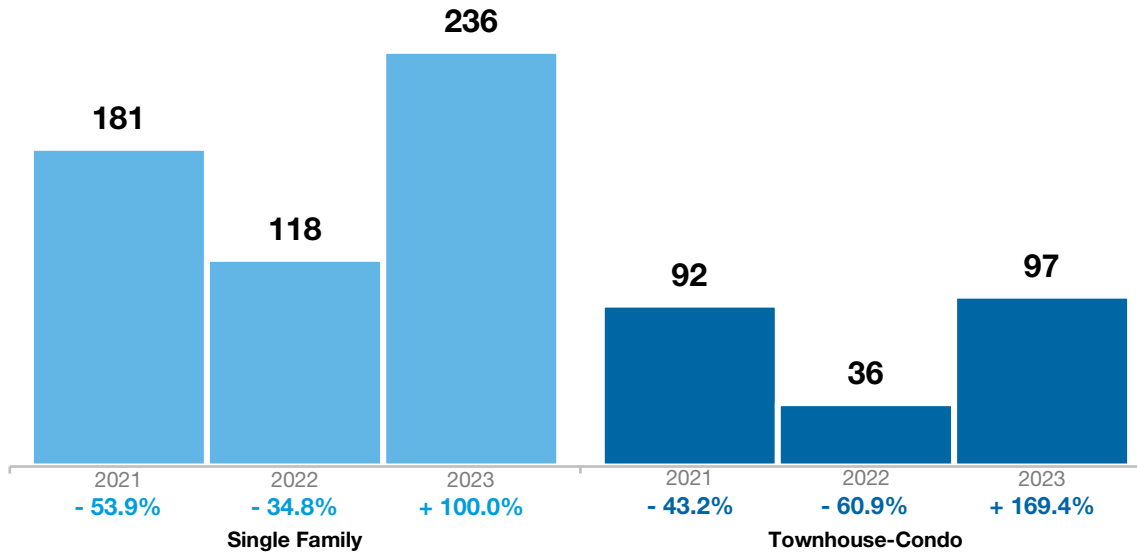


Inventory of Active Listings

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



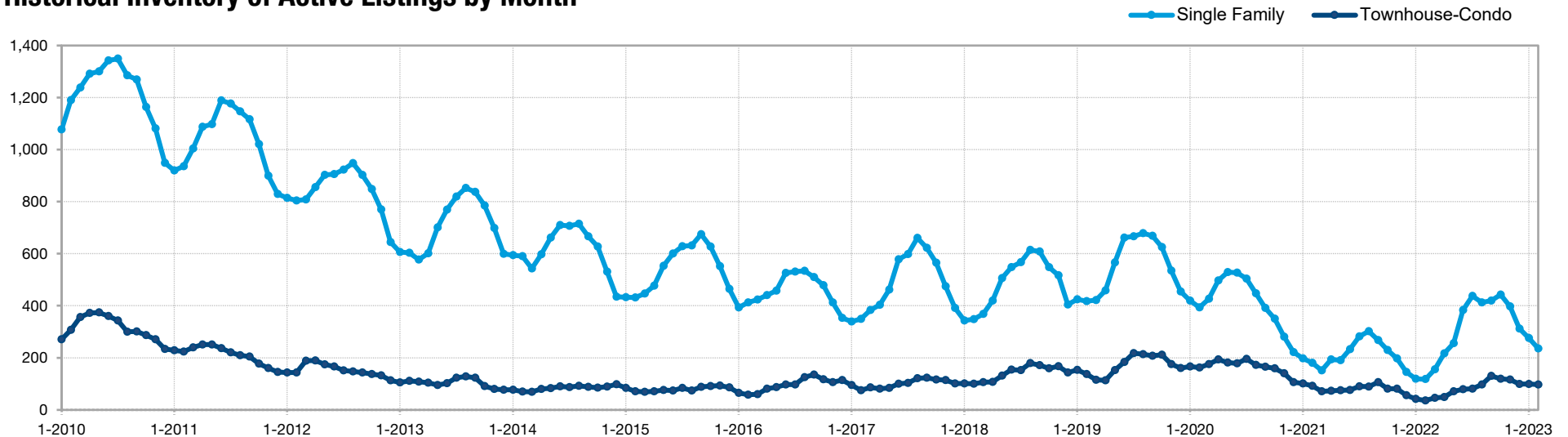
February



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2022	155	+2.6%	46	-35.2%
Apr-2022	217	+11.9%	49	-32.9%
May-2022	256	+34.0%	71	-5.3%
Jun-2022	383	+64.4%	79	+3.9%
Jul-2022	438	+55.3%	81	-10.0%
Aug-2022	412	+36.4%	97	+9.0%
Sep-2022	419	+56.3%	130	+22.6%
Oct-2022	443	+92.6%	119	+46.9%
Nov-2022	397	+100.5%	116	+43.2%
Dec-2022	312	+115.2%	99	+76.8%
Jan-2023	276	+131.9%	99	+135.7%
Feb-2023	236	+100.0%	97	+169.4%
12-Month Avg*	329	+62.2%	90	+23.6%

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

Historical Inventory of Active Listings by Month

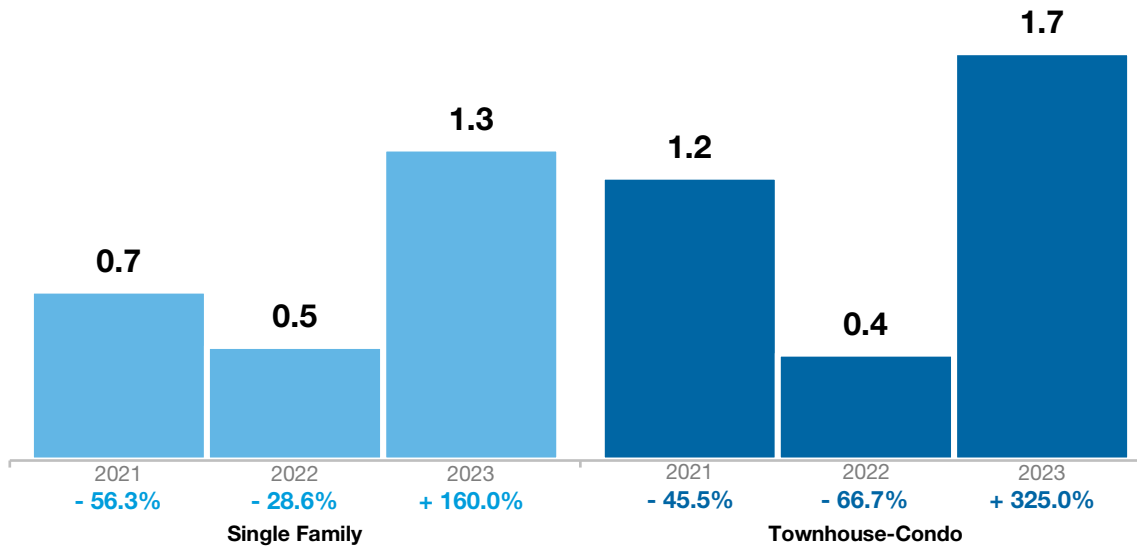


Months Supply of Inventory

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



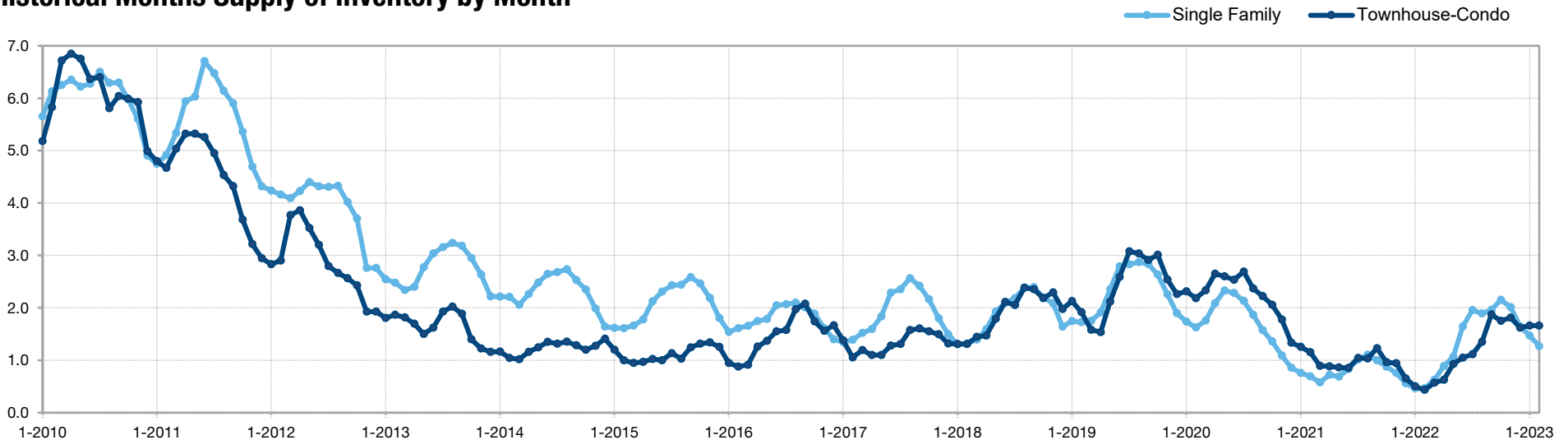
February



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2022	0.6	0.0%	0.6	-33.3%
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	2.0	+100.0%	1.1	+10.0%
Aug-2022	1.9	+72.7%	1.4	+40.0%
Sep-2022	2.0	+100.0%	1.9	+58.3%
Oct-2022	2.2	+144.4%	1.8	+80.0%
Nov-2022	2.0	+150.0%	1.8	+100.0%
Dec-2022	1.6	+166.7%	1.6	+128.6%
Jan-2023	1.5	+200.0%	1.7	+240.0%
Feb-2023	1.3	+160.0%	1.7	+325.0%
12-Month Avg*	1.5	+105.3%	1.3	+55.6%

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

Historical Months Supply of Inventory by Month



All Properties Activity Overview

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



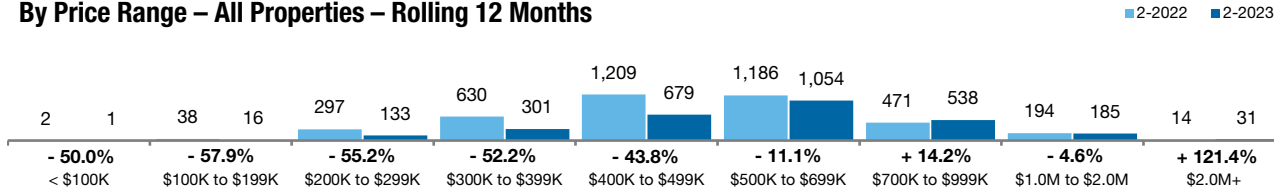
Key Metrics	Historical Sparkbars	2-2022	2-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		201	192	- 4.5%	406	382	- 5.9%
Pending Sales		197	196	- 0.5%	121	86	- 28.9%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		197	164	- 16.8%	365	293	- 19.7%
Median Sales Price		\$530,000	\$526,000	- 0.8%	\$516,000	\$524,900	+ 1.7%
Avg. Sales Price		\$595,634	\$593,619	+ 3.6%	\$575,433	\$596,027	+ 3.6%
Pct. of List Price Received		102.9%	99.2%	- 3.6%	102.7%	99.0%	- 3.6%
Days on Market		48	87	+ 56.4%	55	86	+ 56.4%
Affordability Index		68	54	- 22.3%	70	54	- 22.3%
Active Listings		163	340	+ 108.6%	--	--	--
Months Supply		0.5	1.4	+ 186.9%	--	--	--

Sold Listings

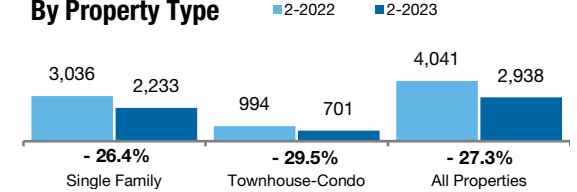
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type

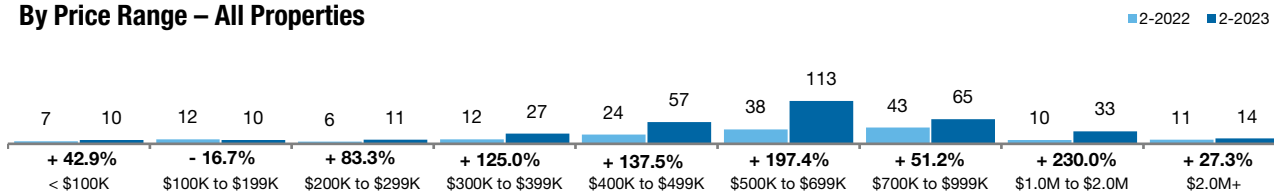


By Price Range	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
	2-2022	2-2023	Change	2-2022	2-2023	Change	1-2023	2-2023	Change	1-2023	2-2023	Change	2-2022	2-2023	Change	2-2022	2-2023	Change
\$99,999 and Below	2	1	- 50.0%	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$100,000 to \$199,999	22	12	- 45.5%	15	4	- 73.3%	0	0	--	0	0	--	1	0	- 100.0%	0	0	--
\$200,000 to \$299,999	43	25	- 41.9%	251	108	- 57.0%	4	0	- 100.0%	5	7	+ 40.0%	4	4	0.0%	25	12	- 52.0%
\$300,000 to \$399,999	244	93	- 61.9%	385	208	- 46.0%	4	7	+ 75.0%	7	10	+ 42.9%	10	11	+ 10.0%	33	17	- 48.5%
\$400,000 to \$499,999	968	424	- 56.2%	241	255	+ 5.8%	28	29	+ 3.6%	11	18	+ 63.6%	65	57	- 12.3%	27	29	+ 7.4%
\$500,000 to \$699,999	1,124	969	- 13.8%	60	85	+ 41.7%	40	54	+ 35.0%	2	4	+ 100.0%	109	94	- 13.8%	5	6	+ 20.0%
\$700,000 to \$999,999	444	509	+ 14.6%	26	29	+ 11.5%	20	25	+ 25.0%	0	0	--	58	45	- 22.4%	7	0	- 100.0%
\$1,000,000 to \$1,999,999	177	172	- 2.8%	14	11	- 21.4%	6	9	+ 50.0%	0	1	--	20	15	- 25.0%	0	1	--
\$2,000,000 and Above	12	28	+ 133.3%	2	1	- 50.0%	1	0	- 100.0%	0	0	--	0	1	--	0	0	--
All Price Ranges	3,036	2,233	- 26.4%	994	701	- 29.5%	103	124	+ 20.4%	25	40	+ 60.0%	267	227	- 15.0%	97	65	- 33.0%

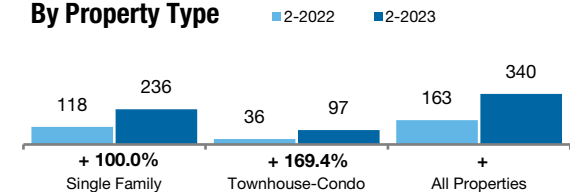
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



By Price Range	Year over Year						Compared to Prior Month						Year to Date	
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family	Townhouse-Condo
	2-2022	2-2023	Change	2-2022	2-2023	Change	1-2023	2-2023	Change	1-2023	2-2023	Change		
\$99,999 and Below	7	10	+ 42.9%	0	0	--	10	10	0.0%	0	0	--		
\$100,000 to \$199,999	12	10	- 16.7%	0	0	--	10	10	0.0%	0	0	--		
\$200,000 to \$299,999	4	9	+ 125.0%	2	2	0.0%	9	9	0.0%	7	2	- 71.4%		
\$300,000 to \$399,999	4	5	+ 25.0%	8	22	+ 175.0%	7	5	- 28.6%	21	22	+ 4.8%		
\$400,000 to \$499,999	12	24	+ 100.0%	12	33	+ 175.0%	34	24	- 29.4%	36	33	- 8.3%		
\$500,000 to \$699,999	32	88	+ 175.0%	5	25	+ 400.0%	108	88	- 18.5%	20	25	+ 25.0%		
\$700,000 to \$999,999	35	55	+ 57.1%	8	9	+ 12.5%	63	55	- 12.7%	8	9	+ 12.5%		
\$1,000,000 to \$1,999,999	7	27	+ 285.7%	1	6	+ 500.0%	29	27	- 6.9%	7	6	- 14.3%		
\$2,000,000 and Above	5	8	+ 60.0%	0	0	--	6	8	+ 33.3%	0	0	--		
All Price Ranges	118	236	+ 100.0%	36	97	+ 169.4%	276	236	- 14.5%	99	97	- 2.0%		

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

Local Market Update for February 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Boulder

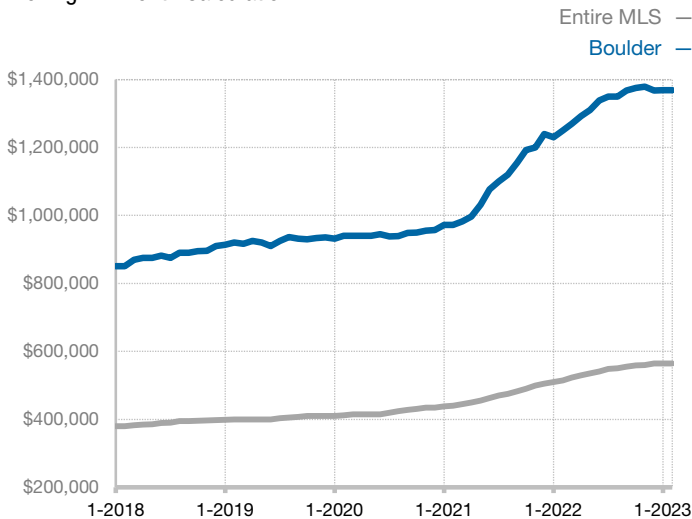
Single Family	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	76	99	+ 30.3%	160	179	+ 11.9%
Closed Sales	66	52	- 21.2%	114	82	- 28.1%
Median Sales Price*	\$1,495,000	\$1,425,000	- 4.7%	\$1,277,286	\$1,282,500	+ 0.4%
Average Sales Price*	\$1,632,194	\$1,700,632	+ 4.2%	\$1,590,150	\$1,765,108	+ 11.0%
Percent of List Price Received*	106.2%	99.2%	- 6.6%	103.4%	98.3%	- 4.9%
Days on Market Until Sale	37	53	+ 43.2%	46	64	+ 39.1%
Inventory of Homes for Sale	68	159	+ 133.8%	--	--	--
Months Supply of Inventory	0.6	2.0	+ 233.3%	--	--	--

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

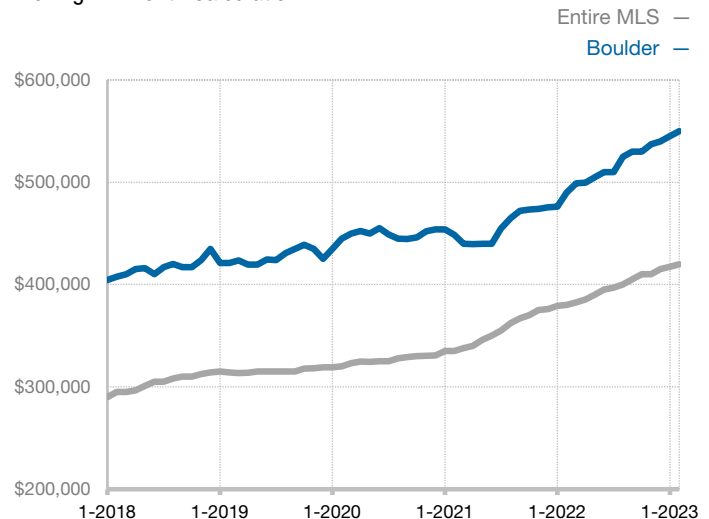
Townhouse/Condo	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	62	55	- 11.3%	120	101	- 15.8%
Closed Sales	61	37	- 39.3%	120	69	- 42.5%
Median Sales Price*	\$510,000	\$525,000	+ 2.9%	\$492,000	\$469,000	- 4.7%
Average Sales Price*	\$717,268	\$711,448	- 0.8%	\$648,416	\$613,358	- 5.4%
Percent of List Price Received*	102.9%	99.2%	- 3.6%	102.1%	98.6%	- 3.4%
Days on Market Until Sale	50	55	+ 10.0%	49	54	+ 10.2%
Inventory of Homes for Sale	43	60	+ 39.5%	--	--	--
Months Supply of Inventory	0.5	1.0	+ 100.0%	--	--	--

* 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 February 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Longmont

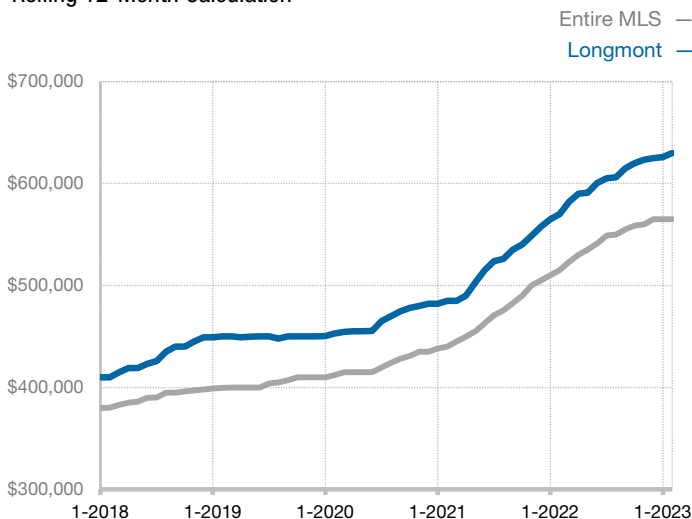
Single Family	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	122	88	- 27.9%	199	158	- 20.6%
Closed Sales	71	58	- 18.3%	155	117	- 24.5%
Median Sales Price*	\$605,000	\$655,000	+ 8.3%	\$590,000	\$650,000	+ 10.2%
Average Sales Price*	\$682,971	\$700,908	+ 2.6%	\$671,710	\$736,993	+ 9.7%
Percent of List Price Received*	105.1%	98.3%	- 6.5%	103.7%	98.1%	- 5.4%
Days on Market Until Sale	31	66	+ 112.9%	34	72	+ 111.8%
Inventory of Homes for Sale	89	165	+ 85.4%	--	--	--
Months Supply of Inventory	0.6	1.6	+ 166.7%	--	--	--

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

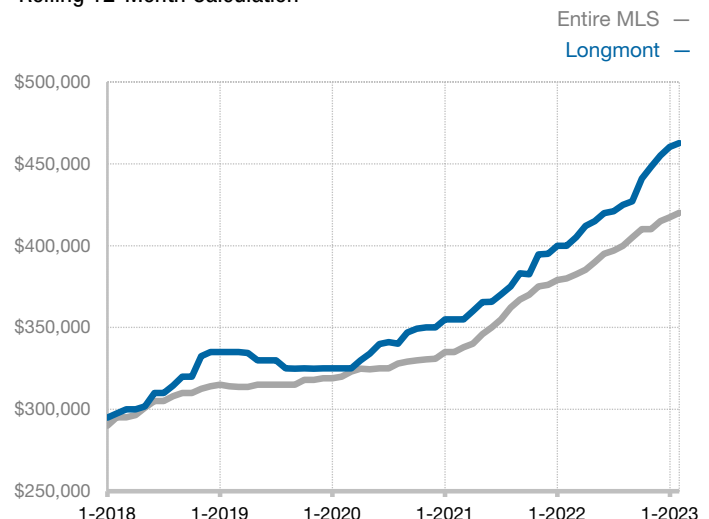
Townhouse/Condo	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	31	44	+ 41.9%	49	67	+ 36.7%
Closed Sales	19	16	- 15.8%	33	36	+ 9.1%
Median Sales Price*	\$447,225	\$492,500	+ 10.1%	\$429,000	\$484,960	+ 13.0%
Average Sales Price*	\$476,900	\$488,303	+ 2.4%	\$453,359	\$497,206	+ 9.7%
Percent of List Price Received*	108.8%	99.3%	- 8.7%	105.5%	99.2%	- 6.0%
Days on Market Until Sale	25	53	+ 112.0%	23	56	+ 143.5%
Inventory of Homes for Sale	6	94	+ 1466.7%	--	--	--
Months Supply of Inventory	0.2	3.4	+ 1600.0%	--	--	--

* 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 February 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

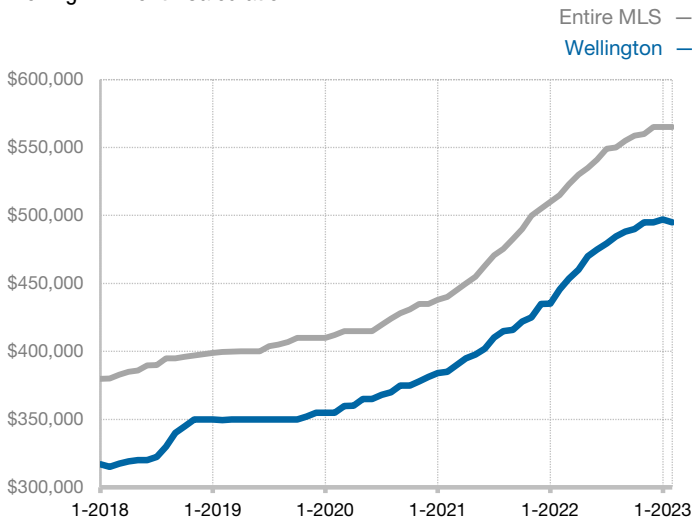
Single Family	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	31	20	- 35.5%	57	60	+ 5.3%
Closed Sales	22	32	+ 45.5%	51	53	+ 3.9%
Median Sales Price*	\$500,000	\$475,565	- 4.9%	\$463,000	\$475,000	+ 2.6%
Average Sales Price*	\$528,954	\$481,365	- 9.0%	\$494,815	\$492,303	- 0.5%
Percent of List Price Received*	102.2%	99.2%	- 2.9%	102.4%	99.0%	- 3.3%
Days on Market Until Sale	50	83	+ 66.0%	57	77	+ 35.1%
Inventory of Homes for Sale	22	43	+ 95.5%	--	--	--
Months Supply of Inventory	0.6	1.5	+ 150.0%	--	--	--

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

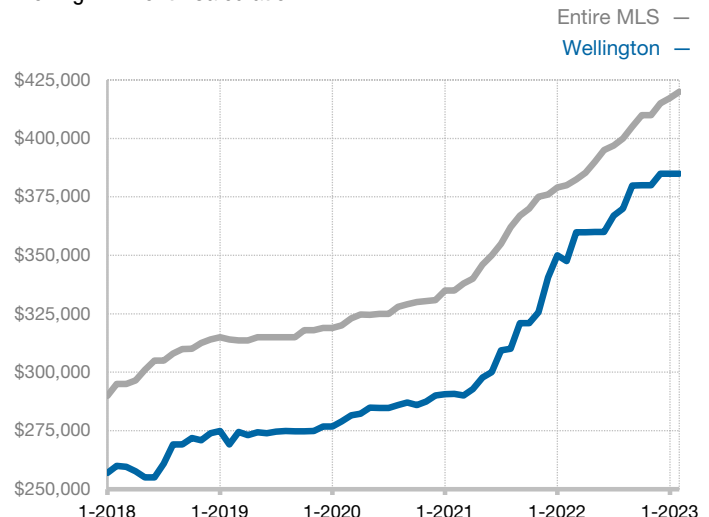
Townhouse/Condo	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	6	4	- 33.3%	8	4	- 50.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$301,000	\$0	- 100.0%	\$301,000	\$0	- 100.0%
Average Sales Price*	\$301,000	\$0	- 100.0%	\$301,000	\$0	- 100.0%
Percent of List Price Received*	111.5%	0.0%	- 100.0%	111.5%	0.0%	- 100.0%
Days on Market Until Sale	4	0	- 100.0%	4	0	- 100.0%
Inventory of Homes for Sale	3	4	+ 33.3%	--	--	--
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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

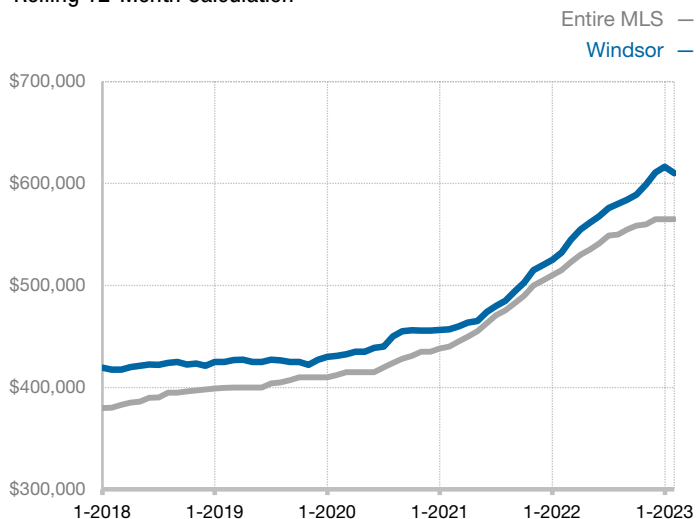
Single Family	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	72	67	- 6.9%	159	130	- 18.2%
Closed Sales	88	88	0.0%	160	116	- 27.5%
Median Sales Price*	\$595,253	\$526,615	- 11.5%	\$575,408	\$528,984	- 8.1%
Average Sales Price*	\$638,814	\$580,283	- 9.2%	\$617,895	\$602,384	- 2.5%
Percent of List Price Received*	101.3%	101.4%	+ 0.1%	100.8%	100.9%	+ 0.1%
Days on Market Until Sale	35	196	+ 460.0%	43	170	+ 295.3%
Inventory of Homes for Sale	71	135	+ 90.1%	--	--	--
Months Supply of Inventory	0.5	1.8	+ 260.0%	--	--	--

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

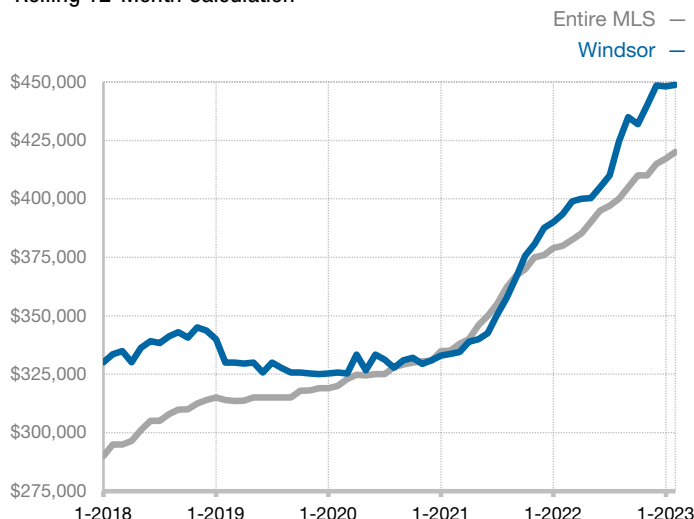
Townhouse/Condo	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	12	9	- 25.0%	19	18	- 5.3%
Closed Sales	14	6	- 57.1%	22	9	- 59.1%
Median Sales Price*	\$454,050	\$587,360	+ 29.4%	\$429,950	\$447,565	+ 4.1%
Average Sales Price*	\$463,871	\$539,542	+ 16.3%	\$464,009	\$496,909	+ 7.1%
Percent of List Price Received*	102.9%	105.9%	+ 2.9%	102.0%	102.9%	+ 0.9%
Days on Market Until Sale	252	297	+ 17.9%	205	246	+ 20.0%
Inventory of Homes for Sale	10	29	+ 190.0%	--	--	--
Months Supply of Inventory	0.7	2.6	+ 271.4%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Loveland

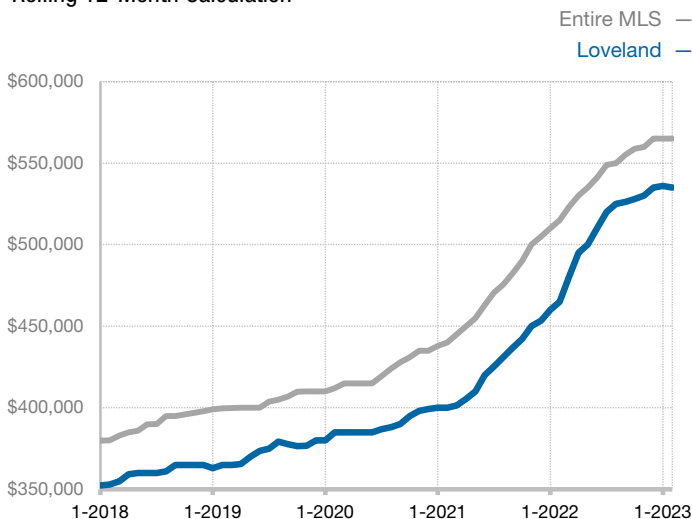
Single Family	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	130	98	- 24.6%	241	179	- 25.7%
Closed Sales	108	98	- 9.3%	190	173	- 8.9%
Median Sales Price*	\$523,600	\$515,000	- 1.6%	\$520,000	\$515,000	- 1.0%
Average Sales Price*	\$582,204	\$575,933	- 1.1%	\$562,379	\$665,565	+ 18.3%
Percent of List Price Received*	103.0%	98.5%	- 4.4%	102.2%	98.2%	- 3.9%
Days on Market Until Sale	34	76	+ 123.5%	36	73	+ 102.8%
Inventory of Homes for Sale	95	130	+ 36.8%	--	--	--
Months Supply of Inventory	0.5	0.9	+ 80.0%	--	--	--

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

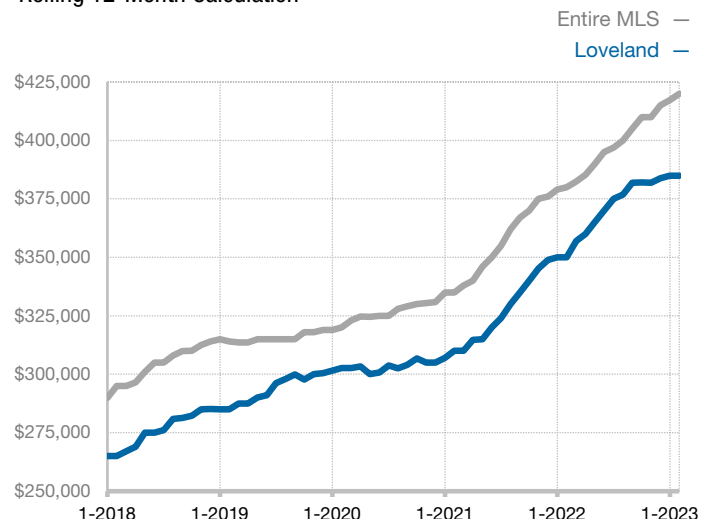
Townhouse/Condo	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	20	23	+ 15.0%	38	46	+ 21.1%
Closed Sales	16	22	+ 37.5%	48	42	- 12.5%
Median Sales Price*	\$382,450	\$374,810	- 2.0%	\$376,193	\$380,000	+ 1.0%
Average Sales Price*	\$388,816	\$401,309	+ 3.2%	\$383,997	\$404,648	+ 5.4%
Percent of List Price Received*	102.5%	101.2%	- 1.3%	102.8%	101.8%	- 1.0%
Days on Market Until Sale	71	165	+ 132.4%	77	189	+ 145.5%
Inventory of Homes for Sale	14	53	+ 278.6%	--	--	--
Months Supply of Inventory	0.3	1.7	+ 466.7%	--	--	--

* 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 February 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Fort Collins

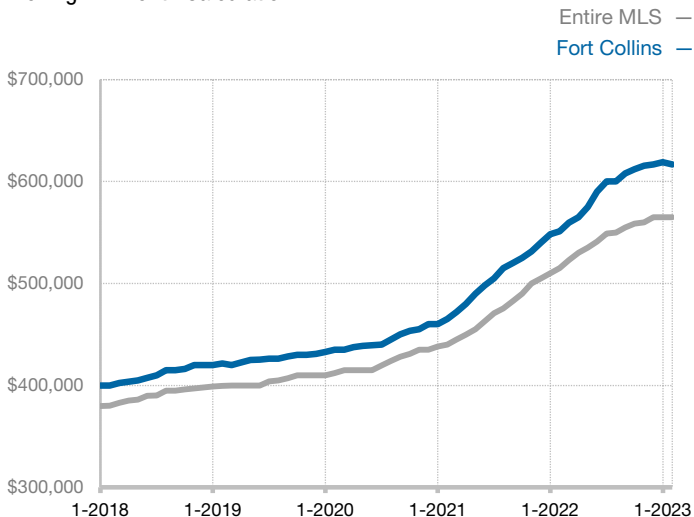
Single Family	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	162	107	- 34.0%	310	232	- 25.2%
Closed Sales	141	106	- 24.8%	264	200	- 24.2%
Median Sales Price*	\$627,000	\$612,500	- 2.3%	\$600,000	\$599,000	- 0.2%
Average Sales Price*	\$694,584	\$699,428	+ 0.7%	\$659,124	\$672,387	+ 2.0%
Percent of List Price Received*	103.5%	99.2%	- 4.2%	102.9%	99.0%	- 3.8%
Days on Market Until Sale	37	67	+ 81.1%	38	66	+ 73.7%
Inventory of Homes for Sale	112	164	+ 46.4%	--	--	--
Months Supply of Inventory	0.5	0.8	+ 60.0%	--	--	--

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

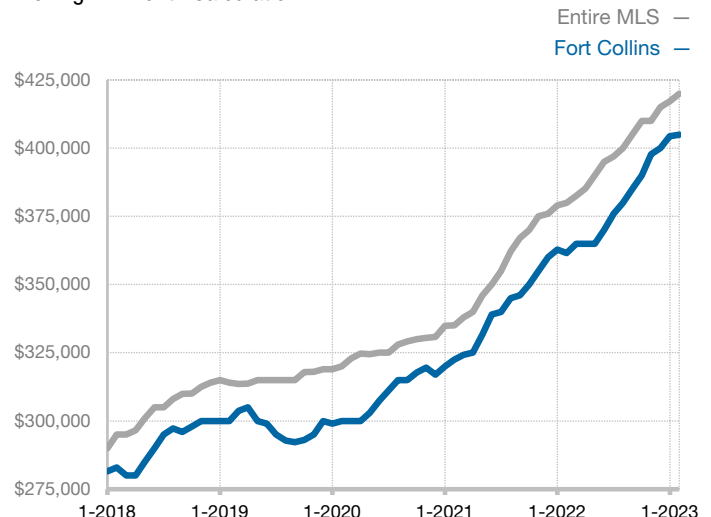
Townhouse/Condo	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	52	61	+ 17.3%	134	105	- 21.6%
Closed Sales	68	46	- 32.4%	122	80	- 34.4%
Median Sales Price*	\$369,405	\$398,500	+ 7.9%	\$367,905	\$404,405	+ 9.9%
Average Sales Price*	\$388,225	\$395,394	+ 1.8%	\$386,633	\$388,229	+ 0.4%
Percent of List Price Received*	103.1%	99.3%	- 3.7%	102.8%	98.6%	- 4.1%
Days on Market Until Sale	31	110	+ 254.8%	32	95	+ 196.9%
Inventory of Homes for Sale	40	84	+ 110.0%	--	--	--
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 February 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Greeley

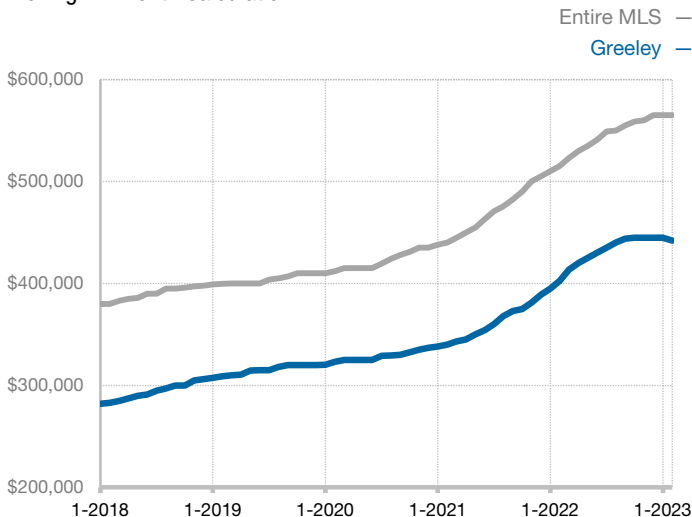
Single Family	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	182	83	- 54.4%	338	182	- 46.2%
Closed Sales	149	99	- 33.6%	247	164	- 33.6%
Median Sales Price*	\$445,000	\$422,411	- 5.1%	\$440,000	\$420,750	- 4.4%
Average Sales Price*	\$446,752	\$426,904	- 4.4%	\$448,744	\$423,010	- 5.7%
Percent of List Price Received*	102.1%	99.1%	- 2.9%	101.8%	99.3%	- 2.5%
Days on Market Until Sale	56	76	+ 35.7%	53	77	+ 45.3%
Inventory of Homes for Sale	147	149	+ 1.4%	--	--	--
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--

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

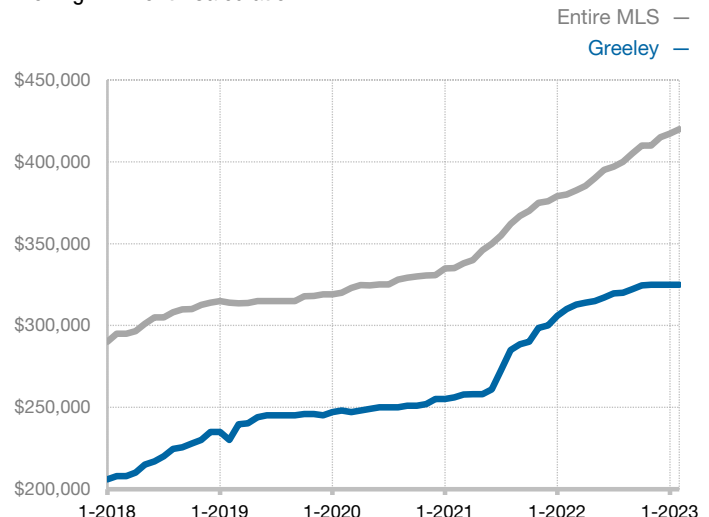
Townhouse/Condo	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	14	21	+ 50.0%	33	48	+ 45.5%
Closed Sales	44	20	- 54.5%	78	36	- 53.8%
Median Sales Price*	\$320,255	\$310,000	- 3.2%	\$321,178	\$310,000	- 3.5%
Average Sales Price*	\$315,942	\$313,088	- 0.9%	\$317,208	\$317,537	+ 0.1%
Percent of List Price Received*	99.5%	99.2%	- 0.3%	100.3%	99.2%	- 1.1%
Days on Market Until Sale	139	48	- 65.5%	118	66	- 44.1%
Inventory of Homes for Sale	21	42	+ 100.0%	--	--	--
Months Supply of Inventory	0.7	1.9	+ 171.4%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Berthoud

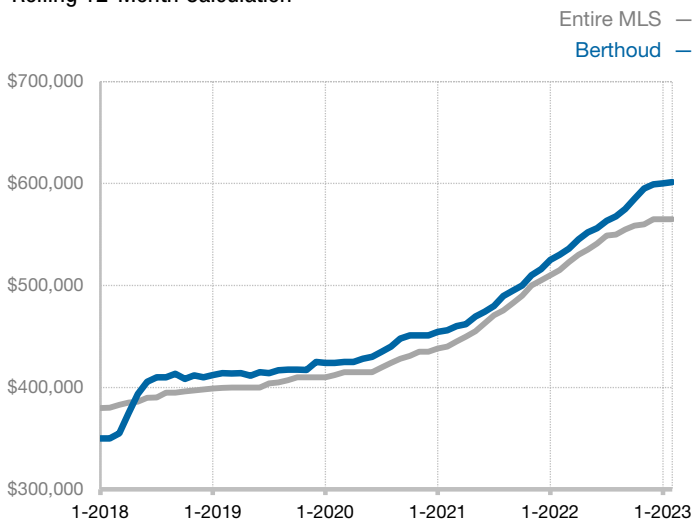
Single Family	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	43	39	- 9.3%	72	75	+ 4.2%
Closed Sales	34	27	- 20.6%	75	63	- 16.0%
Median Sales Price*	\$583,598	\$601,700	+ 3.1%	\$545,015	\$601,700	+ 10.4%
Average Sales Price*	\$724,305	\$816,761	+ 12.8%	\$621,075	\$812,640	+ 30.8%
Percent of List Price Received*	101.7%	99.4%	- 2.3%	101.4%	98.8%	- 2.6%
Days on Market Until Sale	72	104	+ 44.4%	106	98	- 7.5%
Inventory of Homes for Sale	34	64	+ 88.2%	--	--	--
Months Supply of Inventory	0.6	1.6	+ 166.7%	--	--	--

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

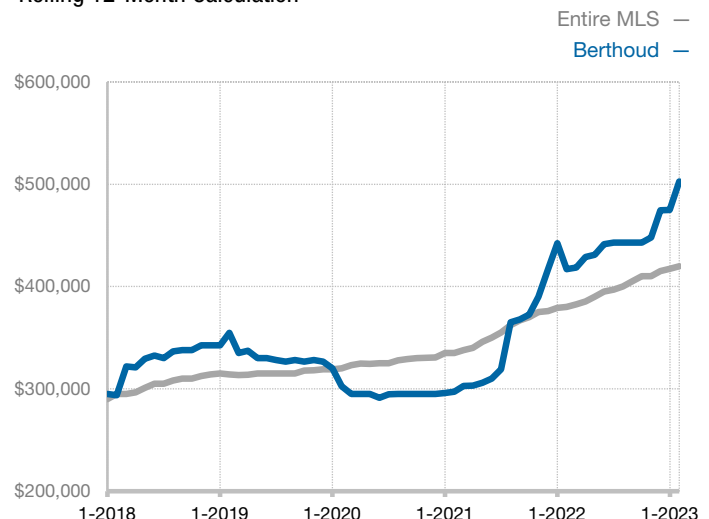
Townhouse/Condo	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	3	7	+ 133.3%	10	9	- 10.0%
Closed Sales	7	7	0.0%	17	10	- 41.2%
Median Sales Price*	\$397,000	\$609,985	+ 53.6%	\$420,300	\$510,000	+ 21.3%
Average Sales Price*	\$404,471	\$540,403	+ 33.6%	\$459,656	\$521,682	+ 13.5%
Percent of List Price Received*	101.4%	104.2%	+ 2.8%	103.7%	103.0%	- 0.7%
Days on Market Until Sale	141	247	+ 75.2%	210	224	+ 6.7%
Inventory of Homes for Sale	4	11	+ 175.0%	--	--	--
Months Supply of Inventory	0.7	2.2	+ 214.3%	--	--	--

* 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 February 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Johnstown

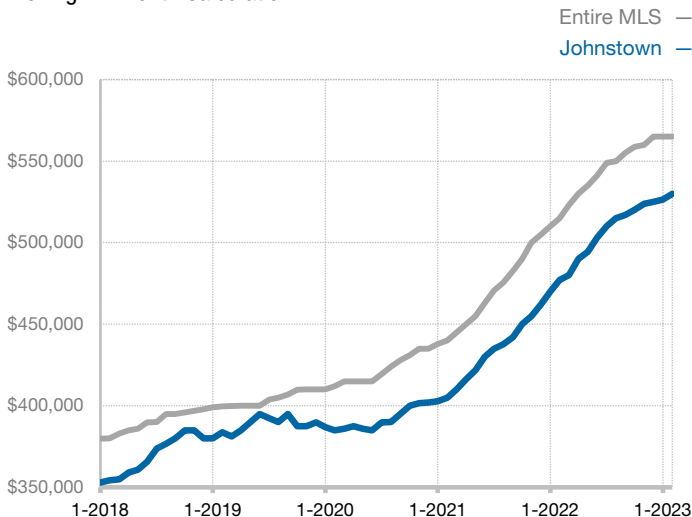
Single Family	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	46	59	+ 28.3%	93	108	+ 16.1%
Closed Sales	54	24	- 55.6%	93	52	- 44.1%
Median Sales Price*	\$503,533	\$512,250	+ 1.7%	\$493,980	\$530,000	+ 7.3%
Average Sales Price*	\$538,196	\$535,597	- 0.5%	\$534,001	\$570,458	+ 6.8%
Percent of List Price Received*	101.5%	99.4%	- 2.1%	101.2%	99.1%	- 2.1%
Days on Market Until Sale	40	69	+ 72.5%	43	72	+ 67.4%
Inventory of Homes for Sale	40	76	+ 90.0%	--	--	--
Months Supply of Inventory	0.9	1.6	+ 77.8%	--	--	--

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

Townhouse/Condo	February			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	0	1	--	1	6	+ 500.0%
Closed Sales	1	4	+ 300.0%	2	7	+ 250.0%
Median Sales Price*	\$365,000	\$339,400	- 7.0%	\$402,450	\$342,850	- 14.8%
Average Sales Price*	\$365,000	\$345,450	- 5.4%	\$402,450	\$371,471	- 7.7%
Percent of List Price Received*	102.8%	100.2%	- 2.5%	101.4%	100.0%	- 1.4%
Days on Market Until Sale	4	109	+ 2625.0%	34	104	+ 205.9%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	0.7	--	--	--	--

* 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

