FCBR 2022

FORT COLLINS BOARD OF REALTORS®

MONTHLY HOUSING REPORT

Monthly Indicators

FCBR
FORT COLLINS BOARD OF REALTORS®

May 2022

New Listings were up 2.5 percent for single family homes but decreased 7.9 percent for townhouse-condo properties. Pending Sales landed at 286 for single family homes and 84 for townhouse-condo properties.

The Median Sales Price was up 16.7 percent to $622,450 for single family homes and 5.3 percent to $425,000 for townhouse-condo properties. Days on Market decreased 30.0 percent for single family homes and 47.2 percent for townhouse-condo properties.

The slowdown in sales has provided a much-needed lift to housing supply, with inventory up 10.8% from the previous month according to NAR, although supply remains down 10.4% compared to this time last year, with only 2.2 months' supply of homes at the current sales pace. As the nation continues to explore ways to solve the ongoing housing shortage, estimated at 5.5 million homes, the Biden administration recently unveiled the Housing Supply Action Plan, which aims to expand housing access through a number of administrative and legislative actions and help relieve the nation's housing crisis over the next 5 years.

Activity Snapshot

- 20.3%	- 30.0%	+ 16.7%
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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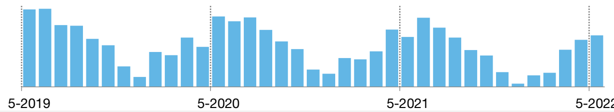
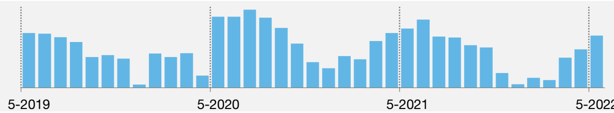
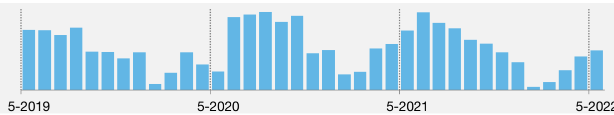
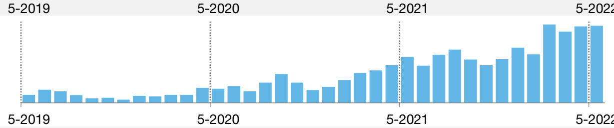
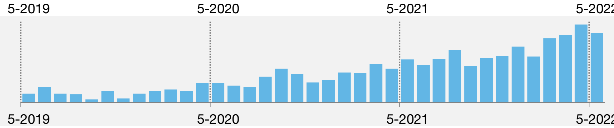
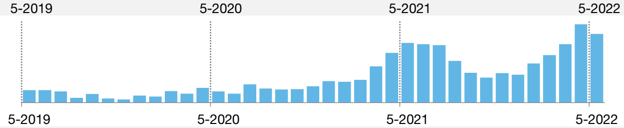
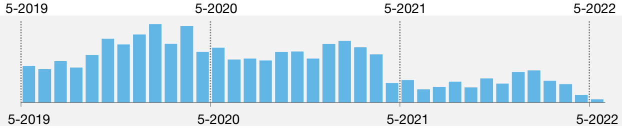
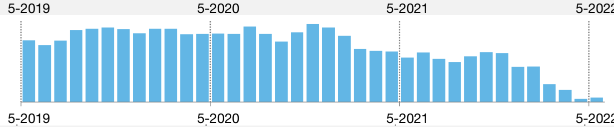
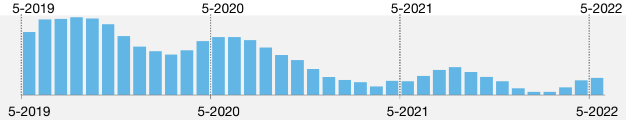
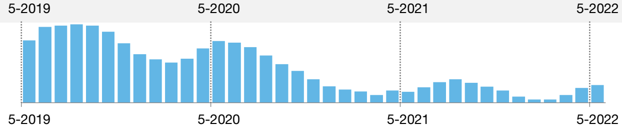
Key Metrics	Historical Sparkbars	5-2021	5-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
New Listings		323	**331**	+ 2.5%	1,375	**1,195**	- 13.1%
Pending Sales		308	**286**	- 7.1%	1,303	**1,041**	- 20.1%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		301	**240**	- 20.3%	1,145	**906**	- 20.9%
Median Sales Price		$533,435	**$622,450**	+ 16.7%	$500,000	**$610,000**	+ 22.0%
Avg. Sales Price		$592,727	**$691,812**	+ 16.7%	$566,173	**$683,245**	+ 20.7%
Pct. of List Price Received		104.0%	**104.9%**	+ 0.9%	102.3%	**104.2%**	+ 1.9%
Days on Market		50	**35**	- 30.0%	62	**43**	- 30.6%
Affordability Index		73	**50**	- 31.5%	78	**51**	- 34.6%
Active Listings		190	**215**	+ 13.2%	--	**--**	--
Months Supply		0.7	**0.9**	+ 28.6%	--	**--**	--

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.

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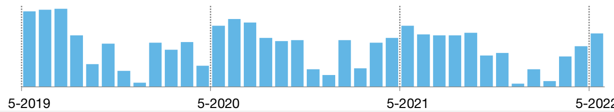
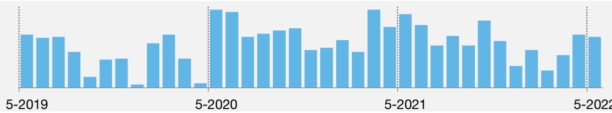
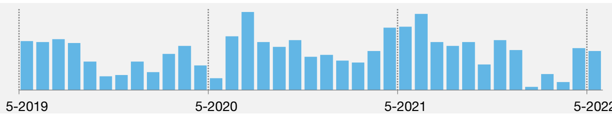
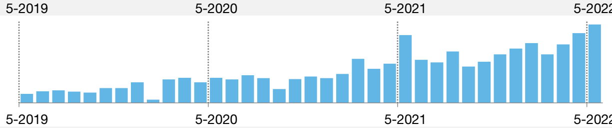
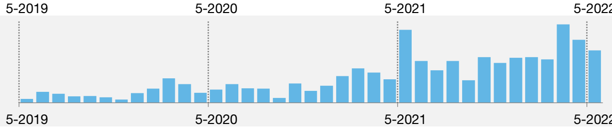
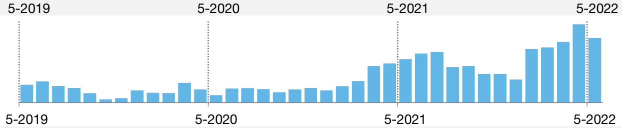
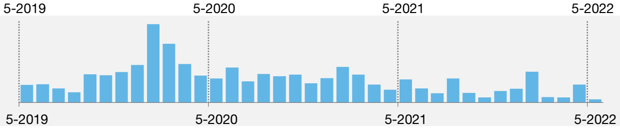
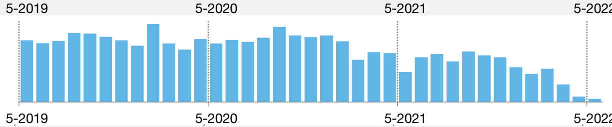
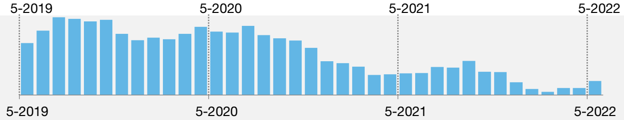
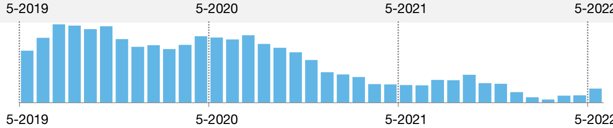
Key Metrics	Historical Sparkbars	5-2021	5-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
New Listings		114	**105**	- 7.9%	469	**385**	- 17.9%
Pending Sales		105	**84**	- 20.0%	458	**362**	- 21.0%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		104	**79**	- 24.0%	422	**305**	- 27.7%
Median Sales Price		$403,750	**$425,000**	+ 5.3%	$355,000	**$396,000**	+ 11.5%
Avg. Sales Price		$455,018	**$409,843**	- 9.9%	$380,938	**$419,414**	+ 10.1%
Pct. of List Price Received		102.1%	**104.2%**	+ 2.1%	101.1%	**104.2%**	+ 3.1%
Days on Market		72	**38**	- 47.2%	71	**52**	- 26.8%
Affordability Index		96	**73**	- 24.0%	109	**79**	- 27.5%
Active Listings		75	**56**	- 25.3%	--	**--**	--
Months Supply		0.9	**0.7**	- 22.2%	--	**--**	--

New Listings

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

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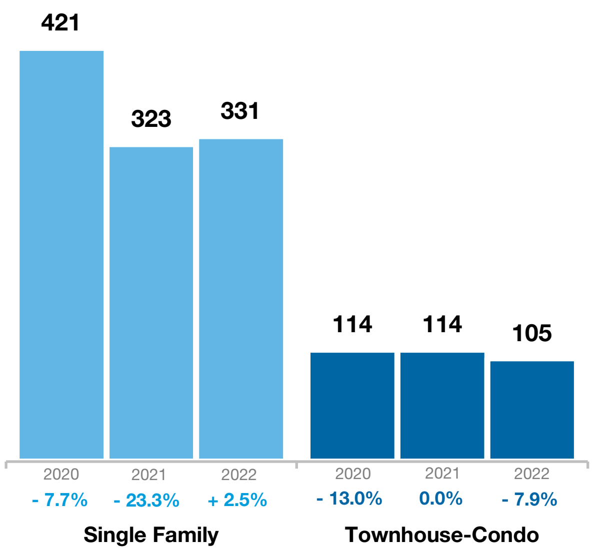
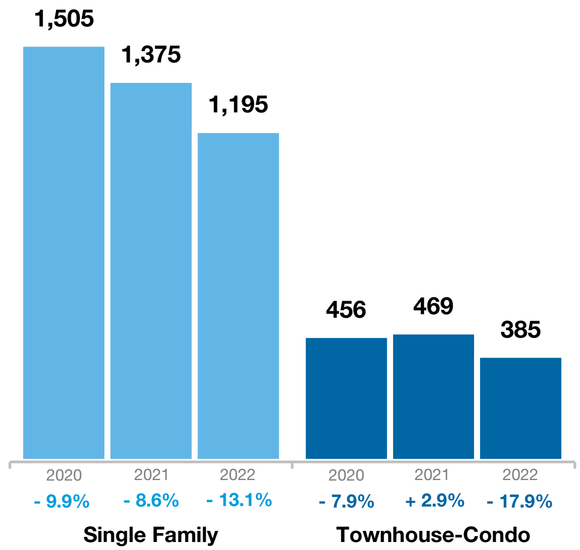
May

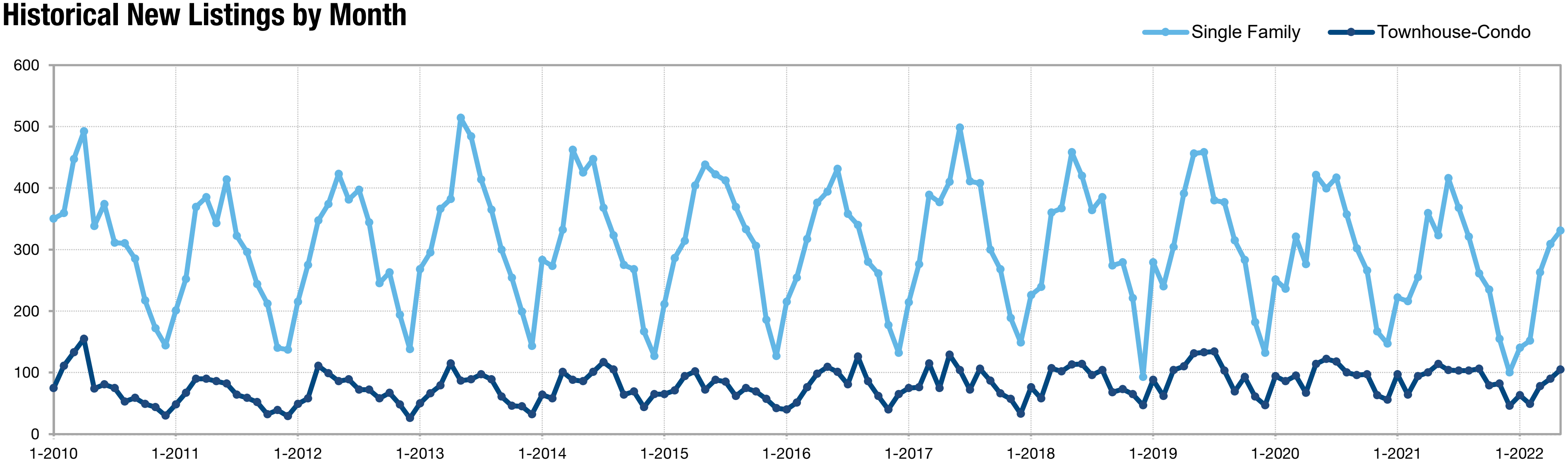


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2021	416	+4.3%	104	-14.8%
Jul-2021	368	-11.8%	103	-12.7%
Aug-2021	321	-10.1%	103	+3.0%
Sep-2021	261	-13.6%	106	+10.4%
Oct-2021	235	-11.7%	79	-18.6%
Nov-2021	155	-7.2%	82	+30.2%
Dec-2021	100	-32.0%	46	-17.9%
Jan-2022	140	-36.9%	63	-35.1%
Feb-2022	152	-29.6%	49	-23.4%
Mar-2022	263	+3.1%	78	-17.0%
Apr-2022	309	-13.9%	90	-10.0%
May-2022	**331**	**+2.5%**	**105**	**-7.9%**
12-Month Avg	254	-11.0%	84	-10.1%

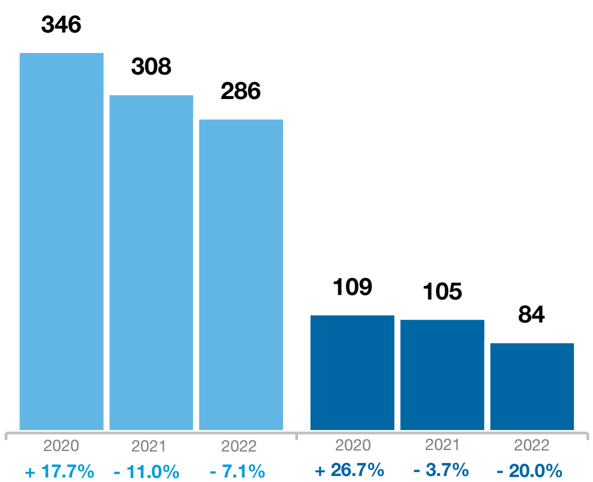
Historical New Listings by Month



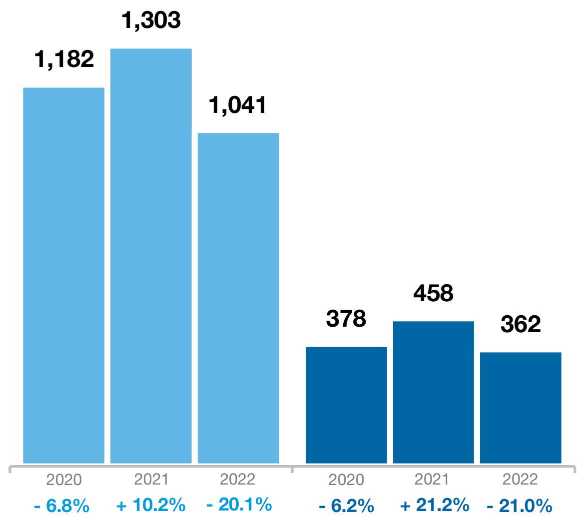
Pending Sales

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

May

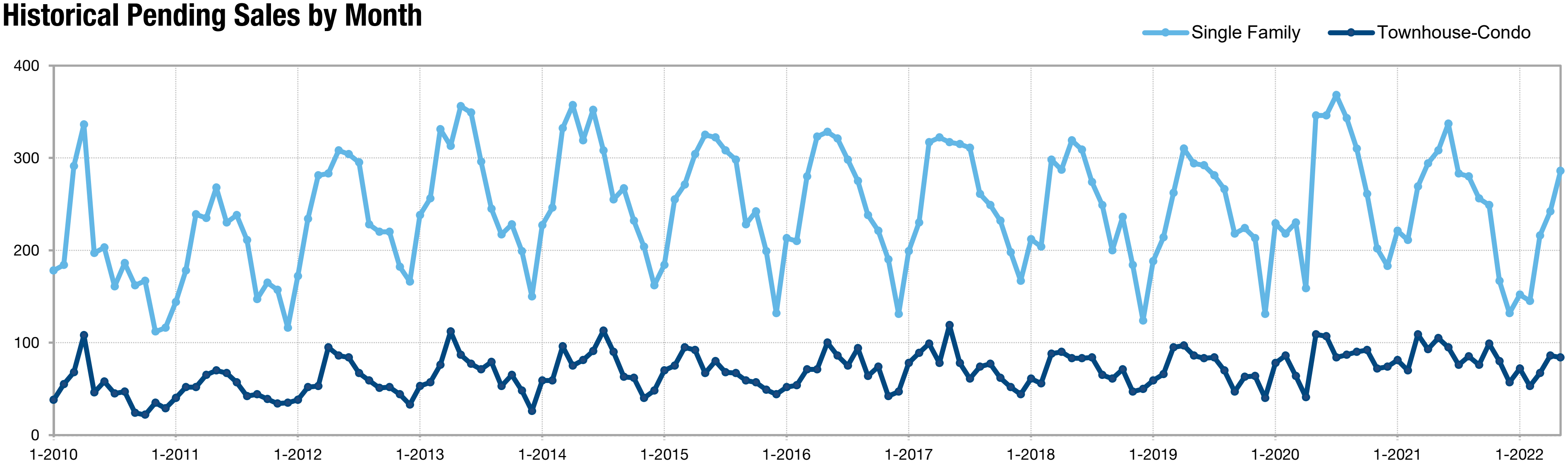


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2021	337	-2.6%	95	-11.2%
Jul-2021	283	-23.1%	76	-9.5%
Aug-2021	280	-18.4%	85	-2.3%
Sep-2021	256	-17.4%	76	-15.6%
Oct-2021	249	-4.6%	99	+7.6%
Nov-2021	167	-17.3%	80	+11.1%
Dec-2021	132	-27.9%	57	-23.0%
Jan-2022	152	-31.2%	72	-11.1%
Feb-2022	145	-31.3%	53	-24.3%
Mar-2022	216	-19.7%	67	-38.5%
Apr-2022	242	-17.7%	86	-7.5%
May-2022	**286**	**-7.1%**	**84**	**-20.0%**
12-Month Avg	229	-17.2%	78	-12.6%

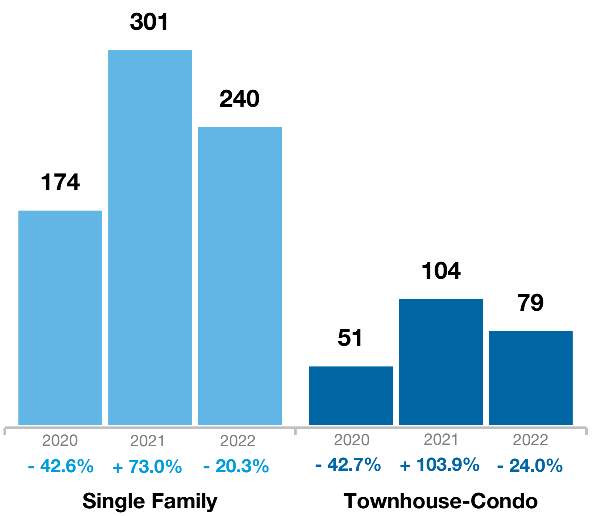
Historical Pending Sales by Month



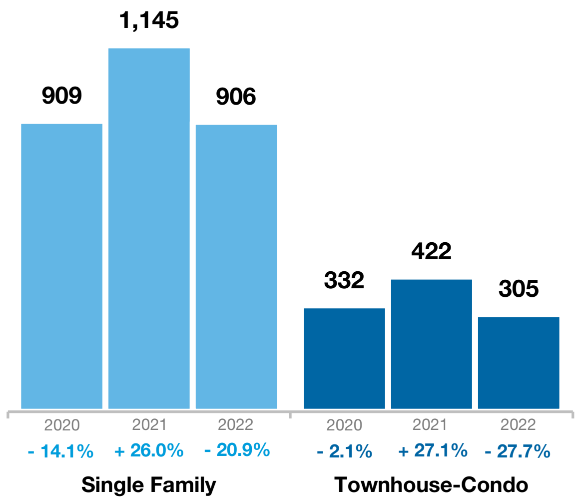
Sold Listings

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

May

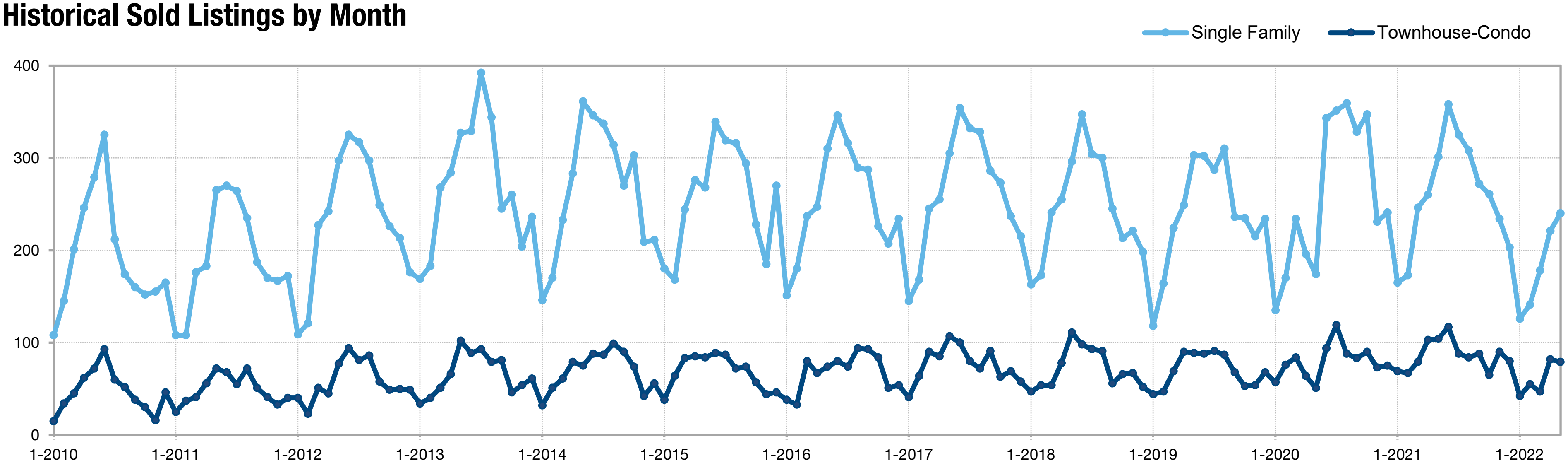


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2021	358	+4.4%	117	+24.5%
Jul-2021	325	-7.4%	88	-26.1%
Aug-2021	308	-14.2%	84	-4.5%
Sep-2021	272	-17.1%	88	+6.0%
Oct-2021	261	-24.8%	65	-27.8%
Nov-2021	234	+1.3%	90	+23.3%
Dec-2021	203	-15.8%	80	+6.7%
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	221	-15.0%	82	-20.4%
May-2022	**240**	**-20.3%**	**79**	**-24.0%**
12-Month Avg	239	-14.3%	76	-12.2%

Historical Sold Listings by Month



Median Sales Price

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

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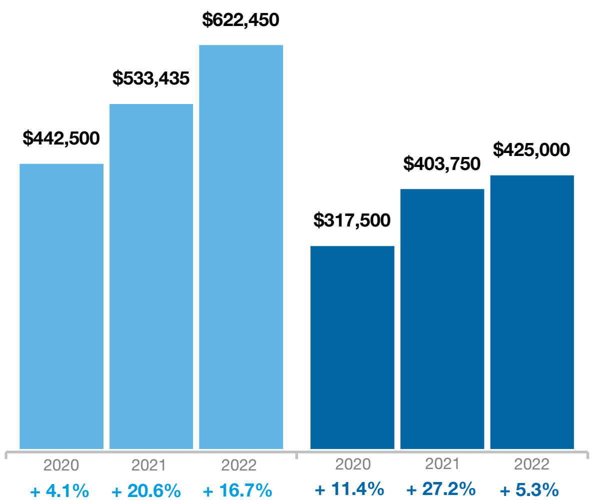
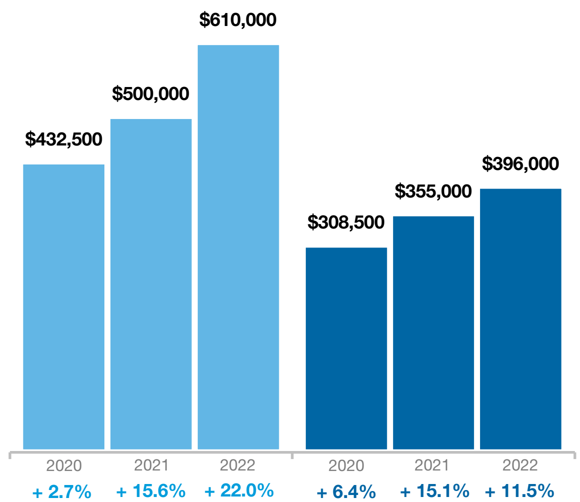
May



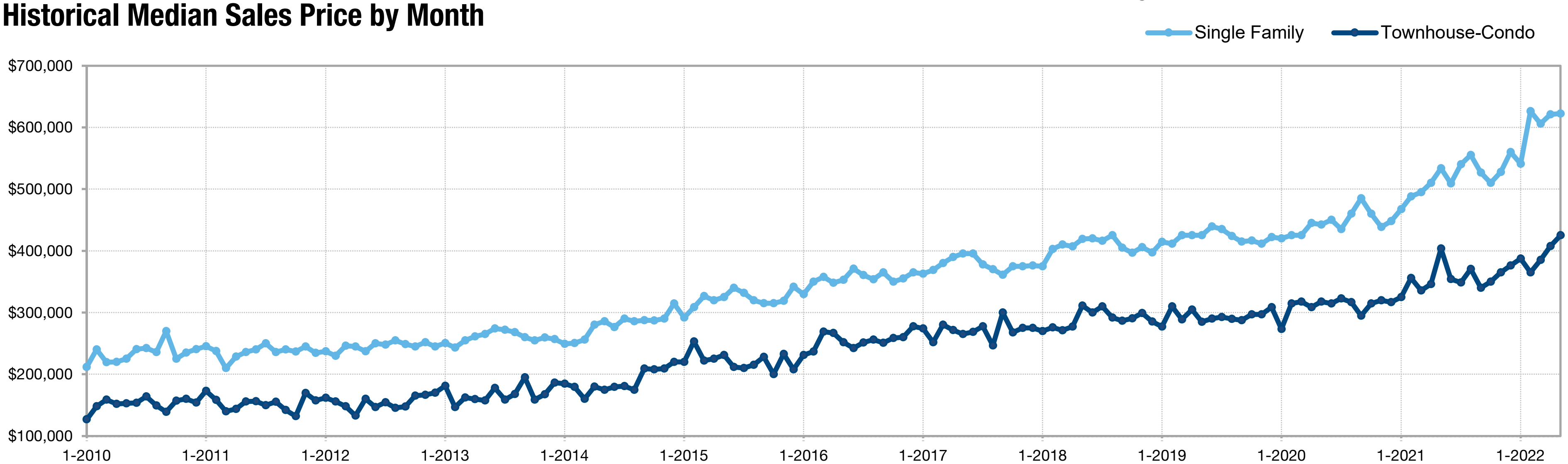
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2021	$509,000	+13.1%	$354,000	+12.6%
Jul-2021	$540,000	+24.1%	$348,500	+8.0%
Aug-2021	$555,000	+20.7%	$370,500	+17.0%
Sep-2021	$526,548	+8.6%	$340,000	+15.3%
Oct-2021	$510,000	+10.9%	$350,000	+11.2%
Nov-2021	$527,500	+20.2%	$365,000	+14.1%
Dec-2021	$560,000	+25.0%	$376,318	+18.8%
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	$620,990	+21.8%	$407,500	+17.8%
May-2022	**$622,450**	**+16.7%**	**$425,000**	**+5.3%**
12-Month Avg*	$556,000	+18.3%	$369,950	+12.1%

* Median Sales Price for all properties from June 2021 through May 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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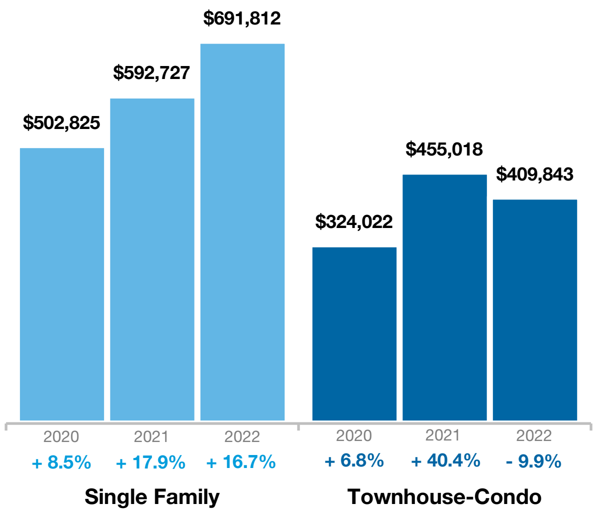
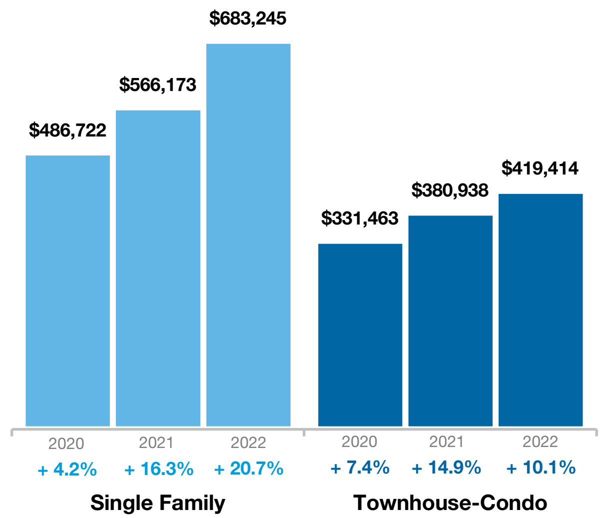
May



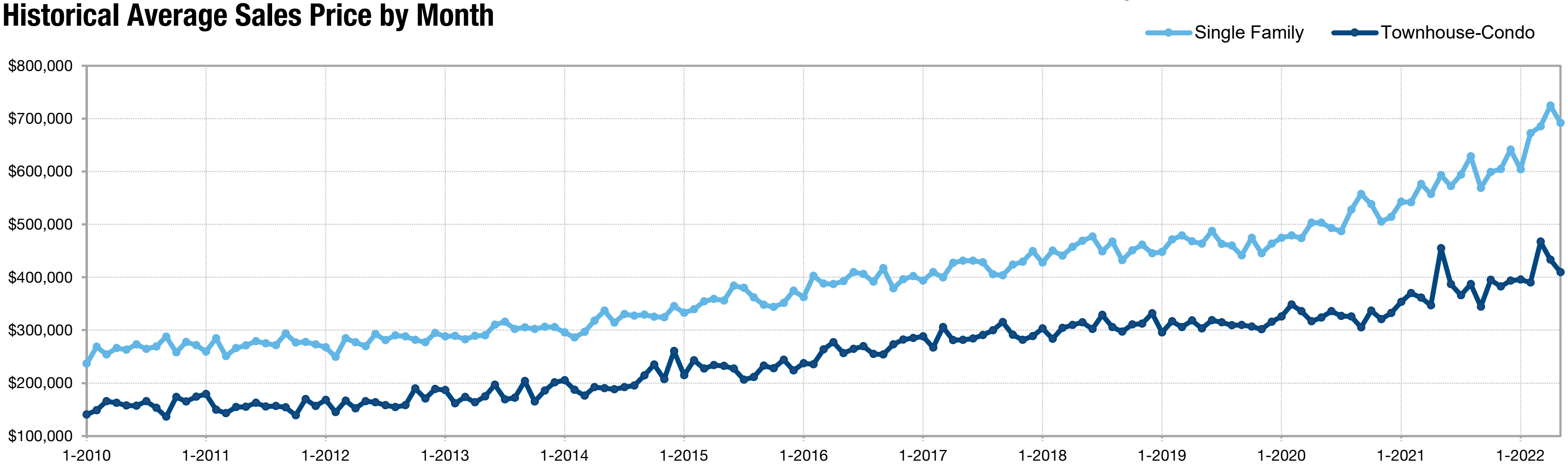
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2021	$572,465	+16.2%	$386,900	+15.1%
Jul-2021	$593,998	+22.0%	$365,895	+11.9%
Aug-2021	$628,657	+19.2%	$387,003	+18.8%
Sep-2021	$568,895	+2.1%	$344,300	+12.7%
Oct-2021	$598,918	+11.3%	$395,165	+17.3%
Nov-2021	$604,279	+19.7%	$382,467	+19.2%
Dec-2021	$640,964	+24.7%	$393,577	+18.4%
Jan-2022	$603,885	+11.3%	$395,329	+11.9%
Feb-2022	$672,361	+24.1%	$389,994	+5.4%
Mar-2022	$685,231	+19.0%	$467,153	+29.3%
Apr-2022	$724,530	+30.0%	$433,342	+25.0%
May-2022	**$691,812**	**+16.7%**	**$409,843**	**-9.9%**
12-Month Avg*	$625,464	+17.0%	$392,406	+12.6%

* Avg. Sales Price for all properties from June 2021 through May 2022. This is not the average of the individual figures above.

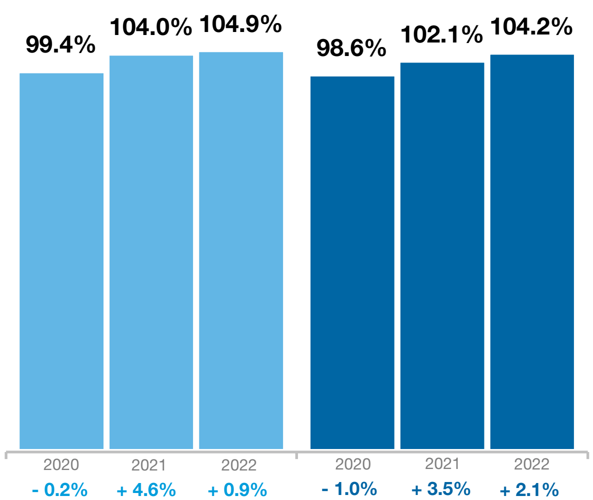
Historical Average Sales Price by Month



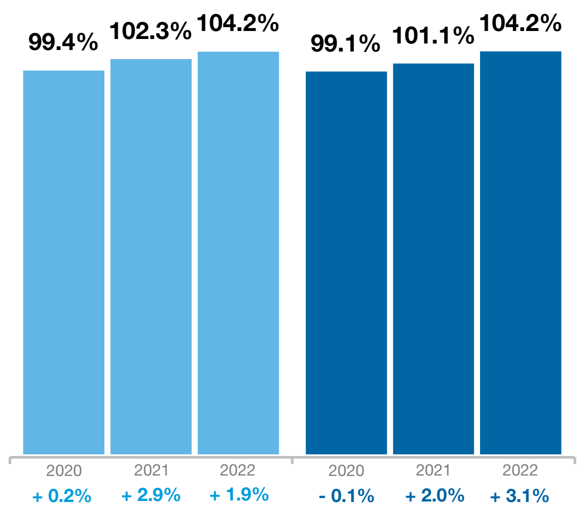
Percent of List Price Received

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.

May



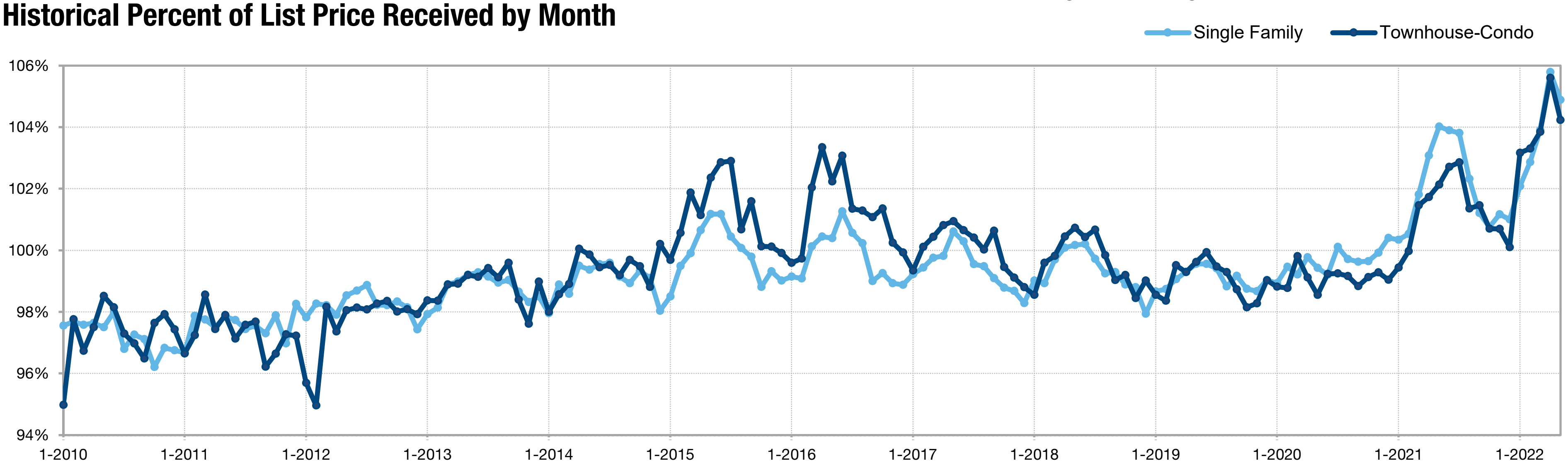
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2021	103.9%	+4.7%	102.7%	+3.5%
Jul-2021	103.8%	+3.7%	102.9%	+3.7%
Aug-2021	102.3%	+2.6%	101.4%	+2.2%
Sep-2021	101.2%	+1.6%	101.5%	+2.7%
Oct-2021	100.8%	+1.2%	100.7%	+1.6%
Nov-2021	101.2%	+1.3%	100.7%	+1.4%
Dec-2021	101.0%	+0.6%	100.1%	+1.1%
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%**	**104.2%**	**+2.1%**
12-Month Avg*	102.8%	+2.2%	102.4%	+2.5%

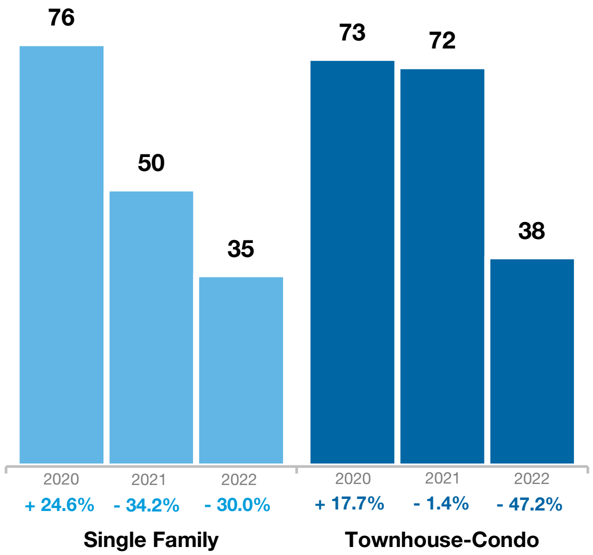
* Pct. of List Price Received for all properties from June 2021 through May 2022. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

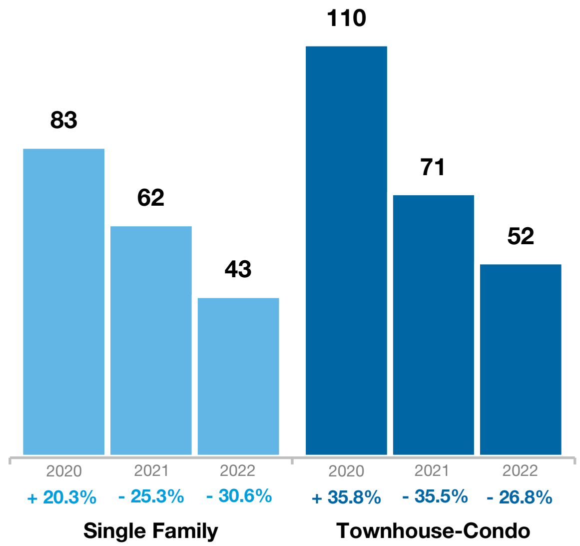


Days on Market Until Sale

May



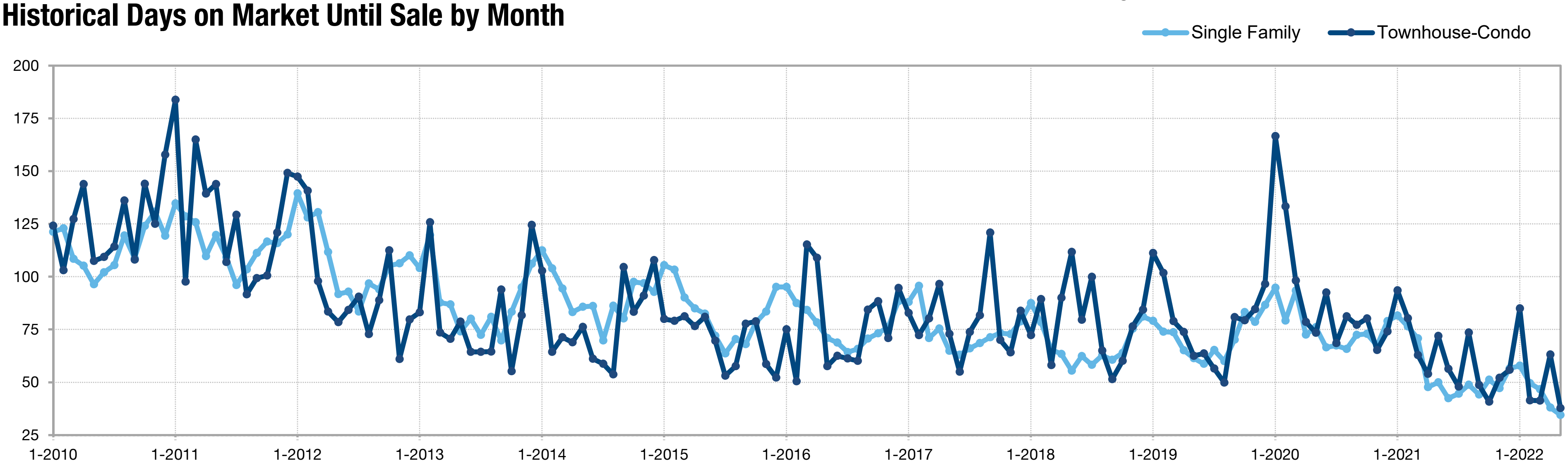
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2021	42	-37.3%	56	-39.1%
Jul-2021	44	-34.3%	48	-29.4%
Aug-2021	49	-25.8%	74	-8.6%
Sep-2021	44	-38.9%	49	-36.4%
Oct-2021	51	-30.1%	41	-48.8%
Nov-2021	47	-29.9%	52	-20.0%
Dec-2021	56	-29.1%	56	-24.3%
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%	63	+16.7%
May-2022	**35**	**-30.0%**	**38**	**-47.2%**
12-Month Avg	46	-31.7%	53	-28.2%

* Days on Market for all properties from June 2021 through May 2022. This is not the average of the individual figures above.

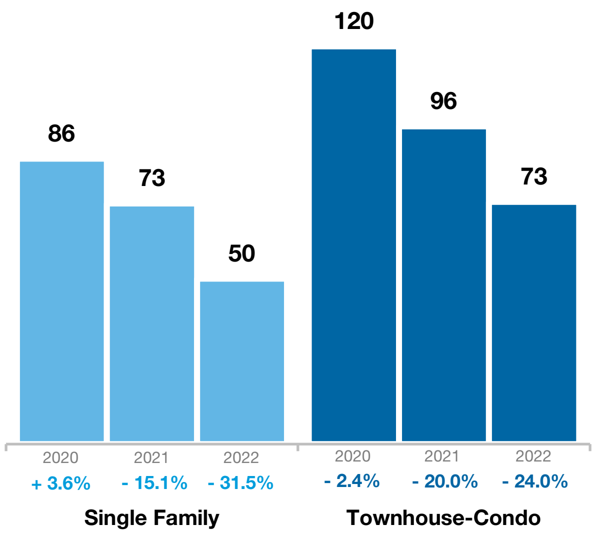
Historical Days on Market Until Sale by Month



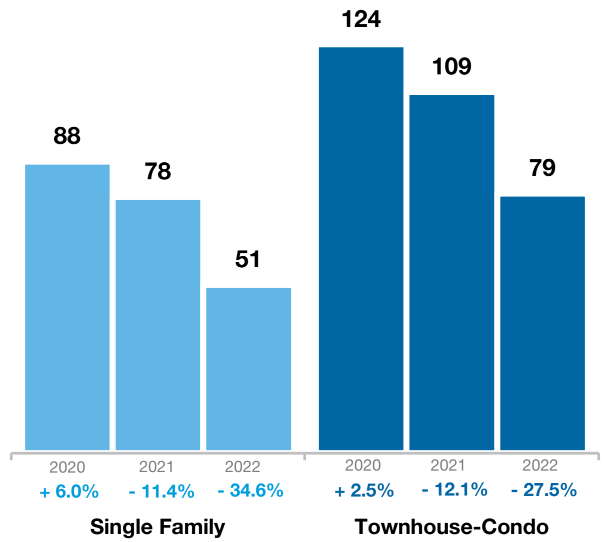
Housing Affordability Index

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.

May

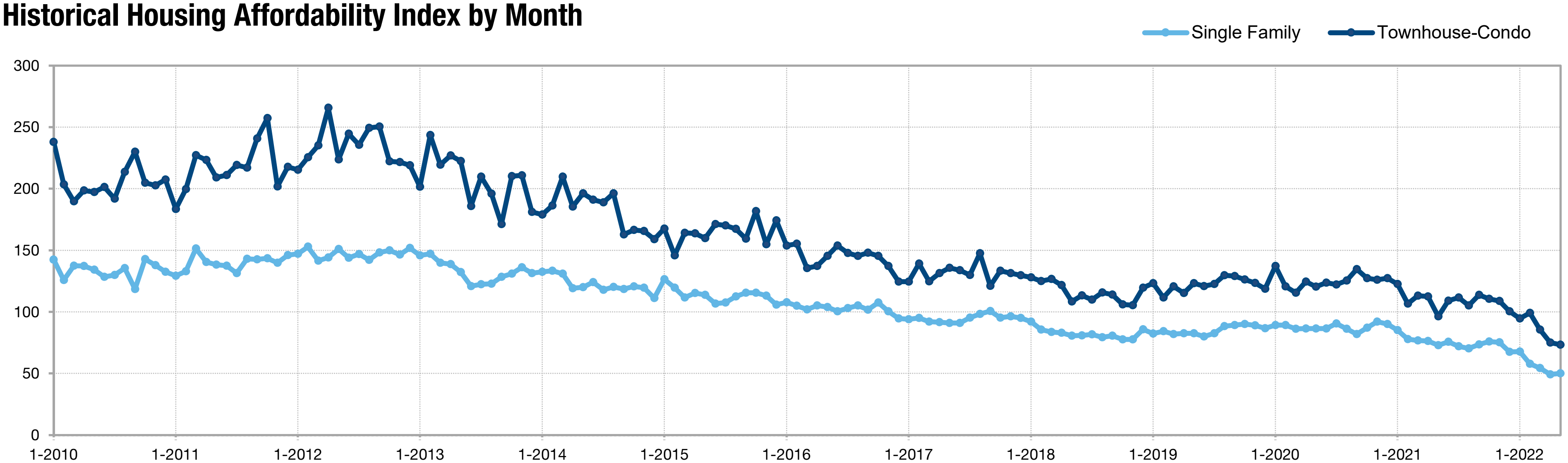


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2021	76	-11.6%	109	-12.1%
Jul-2021	72	-20.9%	112	-8.2%
Aug-2021	70	-18.6%	105	-16.0%
Sep-2021	73	-11.0%	114	-15.6%
Oct-2021	76	-12.6%	111	-12.6%
Nov-2021	75	-18.5%	109	-13.5%
Dec-2021	67	-25.6%	100	-21.3%
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%	75	-33.0%
May-2022	**50**	**-31.5%**	**73**	**-24.0%**
12-Month Avg	66	-40.2%	84	-39.1%

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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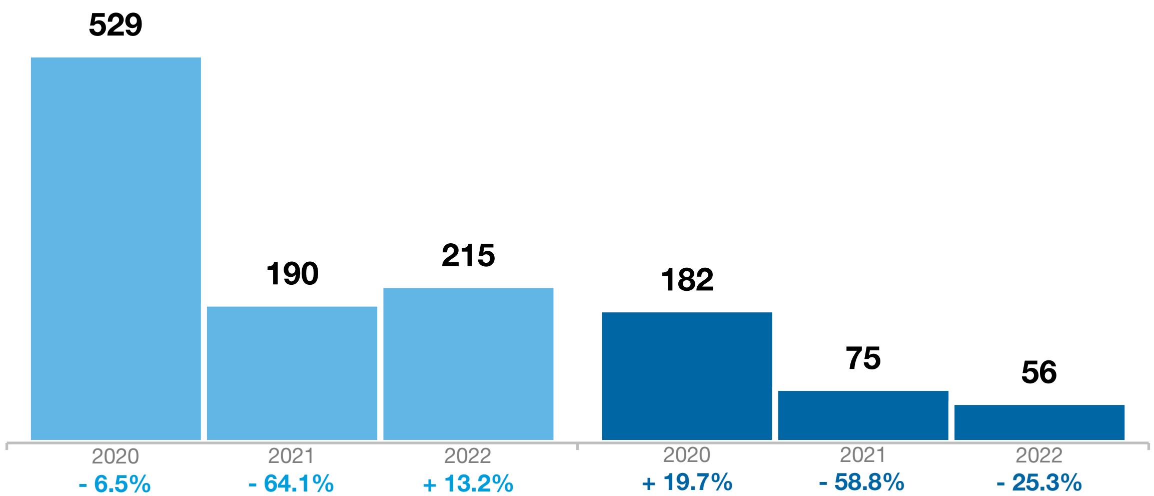
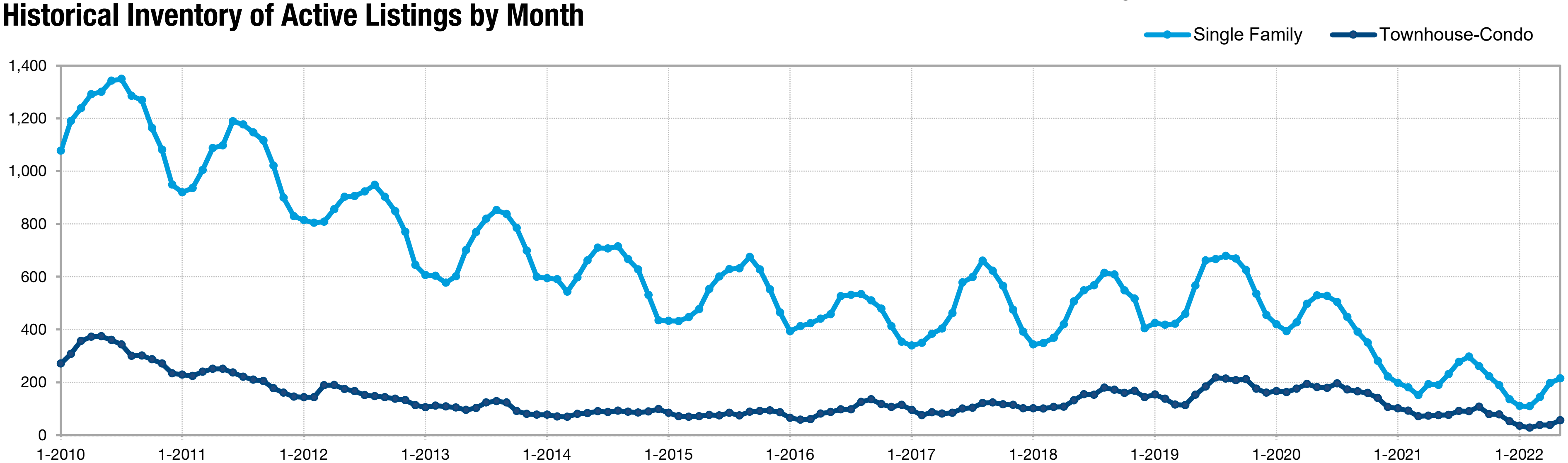
May



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2021	231	-56.2%	76	-57.5%
Jul-2021	277	-45.0%	91	-53.6%
Aug-2021	297	-33.7%	90	-48.0%
Sep-2021	261	-33.2%	107	-35.2%
Oct-2021	223	-36.3%	79	-50.3%
Nov-2021	189	-32.7%	78	-44.3%
Dec-2021	135	-39.2%	52	-50.9%
Jan-2022	110	-44.4%	35	-65.3%
Feb-2022	109	-39.8%	28	-69.6%
Mar-2022	143	-5.3%	38	-46.5%
Apr-2022	197	+2.1%	38	-47.9%
May-2022	**215**	**+13.2%**	**56**	**-25.3%**
12-Month Avg*	199	-34.4%	64	-49.8%

* Active Listings for all properties from June 2021 through May 2022. This is not the average of the individual figures above.

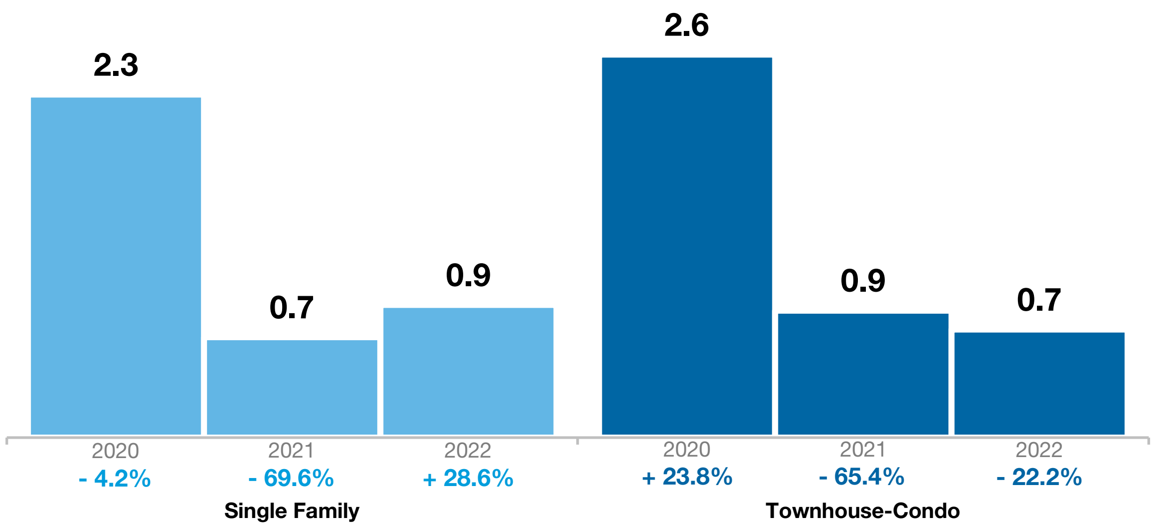
Historical Inventory of Active Listings by Month



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.

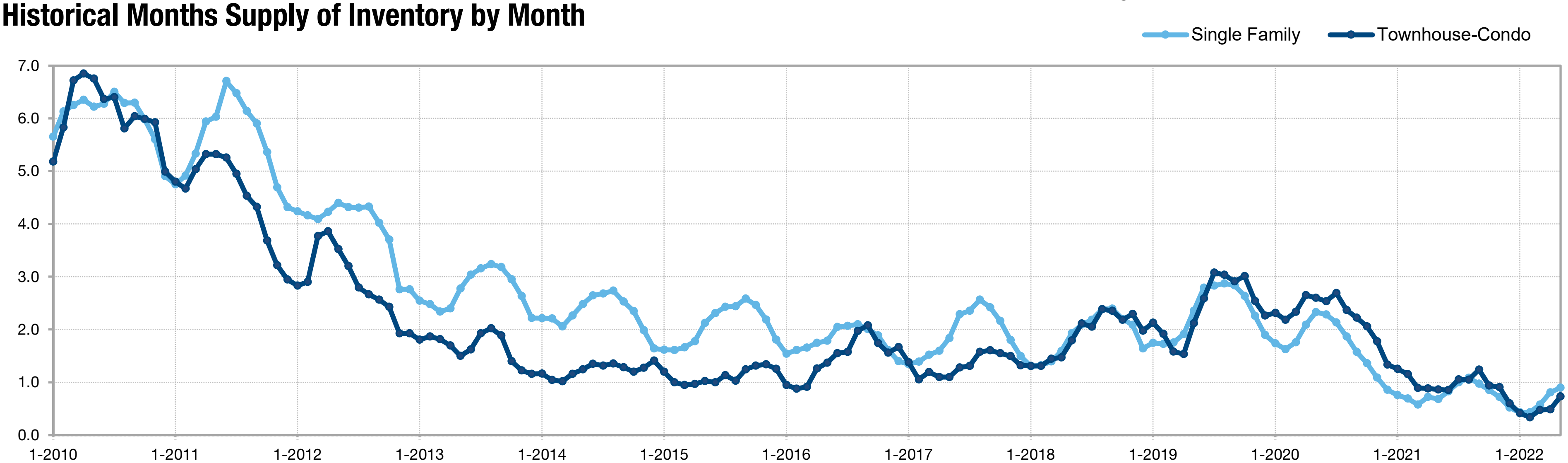
May



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2021	0.8	-65.2%	0.9	-64.0%
Jul-2021	1.0	-52.4%	1.1	-59.3%
Aug-2021	1.1	-42.1%	1.0	-58.3%
Sep-2021	1.0	-37.5%	1.2	-45.5%
Oct-2021	0.9	-35.7%	0.9	-57.1%
Nov-2021	0.7	-36.4%	0.9	-50.0%
Dec-2021	0.5	-44.4%	0.6	-53.8%
Jan-2022	0.4	-50.0%	0.4	-69.2%
Feb-2022	0.4	-42.9%	0.3	-75.0%
Mar-2022	0.6	0.0%	0.5	-44.4%
Apr-2022	0.8	+14.3%	0.5	-44.4%
May-2022	**0.9**	**+28.6%**	**0.7**	**-22.2%**
12-Month Avg*	0.8	-37.5%	0.8	-54.6%

* Months Supply for all properties from June 2021 through May 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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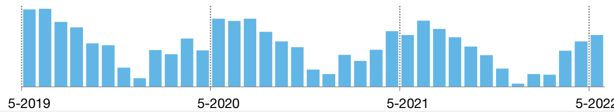
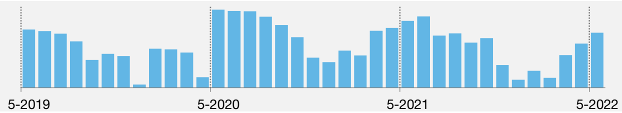
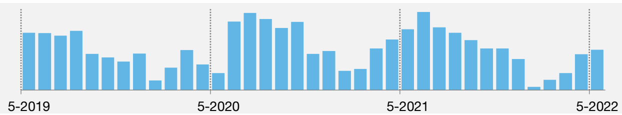
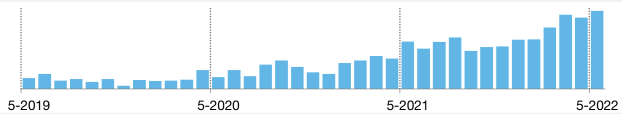
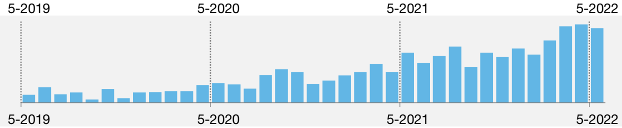
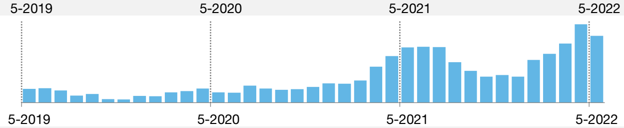
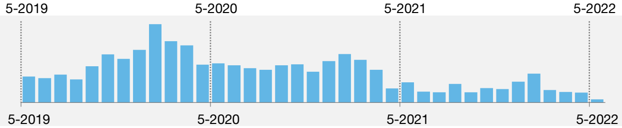
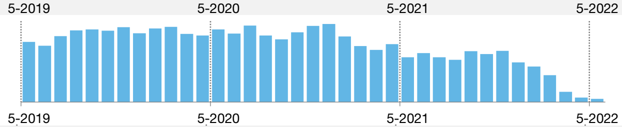
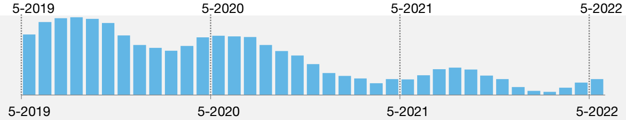
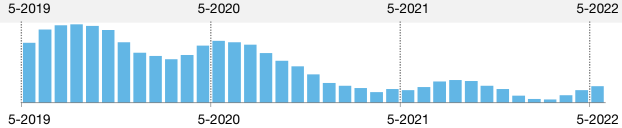
Key Metrics	Historical Sparkbars	5-2021	5-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
New Listings		438	**437**	- 0.2%	1,850	**1,584**	- 14.4%
Pending Sales		415	**370**	- 10.8%	458	**362**	- 21.0%
Under Contract	Not enough historical data for chart	--	**--**	--	--	**--**	--
Sold Listings		406	**321**	- 20.9%	1,572	**1,214**	- 22.8%
Median Sales Price		$493,617	**$573,000**	+ 16.1%	$460,000	**$550,000**	+ 19.6%
Avg. Sales Price		$557,950	**$634,385**	+ 20.1%	$516,695	**$620,466**	+ 20.1%
Pct. of List Price Received		103.5%	**104.6%**	+ 2.3%	101.9%	**104.2%**	+ 2.3%
Days on Market		56	**38**	- 29.2%	65	**46**	- 29.2%
Affordability Index		79	**54**	- 32.9%	85	**57**	- 32.9%
Active Listings		275	**278**	+ 1.1%	--	**--**	--
Months Supply		0.8	**0.9**	+ 17.2%	--	**--**	--

Sold Listings

Actual sales that have closed in a given quarter.

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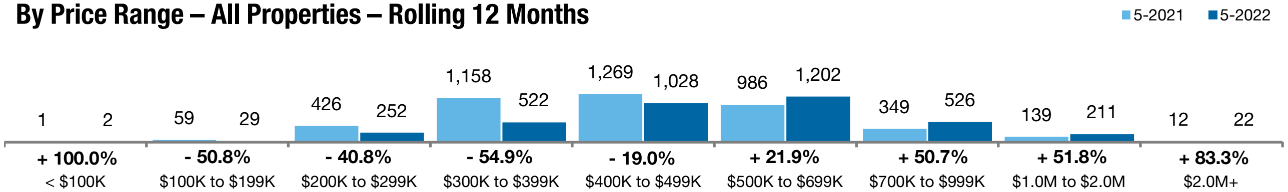
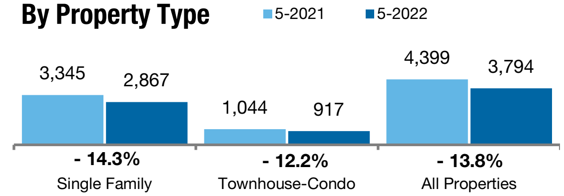
By Price Range – All Properties – Rolling 12 Months



By Property Type

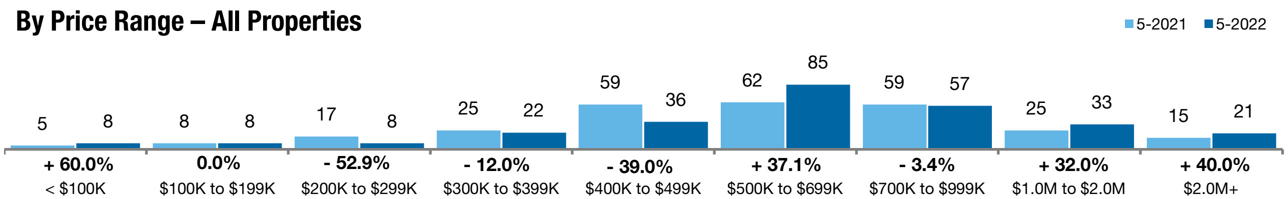


	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
By Price Range	5-2021	5-2022	Change	5-2021	5-2022	Change	4-2022	5-2022	Change	4-2022	5-2022	Change	5-2021	5-2022	Change	5-2021	5-2022	Change
$99,999 and Below	1	2	+ 100.0%	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
$100,000 to $199,999	27	19	- 29.6%	32	9	- 71.9%	3	2	- 33.3%	0	0	--	10	7	- 30.0%	12	0	- 100.0%
$200,000 to $299,999	70	36	- 48.6%	351	214	- 39.0%	2	1	- 50.0%	13	11	- 15.4%	14	8	- 42.9%	108	60	- 44.4%
$300,000 to $399,999	702	180	- 74.4%	456	341	- 25.2%	6	5	- 16.7%	25	21	- 16.0%	142	27	- 81.0%	171	95	- 44.4%
$400,000 to $499,999	1,132	787	- 30.5%	137	241	+ 75.9%	28	32	+ 14.3%	25	37	+ 48.0%	406	161	- 60.3%	87	97	+ 11.5%
$500,000 to $699,999	939	1,133	+ 20.7%	45	68	+ 51.1%	97	117	+ 20.6%	14	9	- 35.7%	379	399	+ 5.3%	29	33	+ 13.8%
$700,000 to $999,999	334	497	+ 48.8%	13	29	+ 123.1%	61	58	- 4.9%	2	1	- 50.0%	132	215	+ 62.9%	6	14	+ 133.3%
$1,000,000 to $1,999,999	128	195	+ 52.3%	10	12	+ 20.0%	18	24	+ 33.3%	3	0	- 100.0%	57	80	+ 40.4%	9	5	- 44.4%
$2,000,000 and Above	12	18	+ 50.0%	0	3	--	6	1	- 83.3%	0	0	--	5	9	+ 80.0%	0	1	--
All Price Ranges	**3,345**	**2,867**	**- 14.3%**	**1,044**	**917**	**- 12.2%**	**221**	**240**	**+ 8.6%**	**82**	**79**	**- 3.7%**	**1,145**	**906**	**- 20.9%**	**422**	**305**	**- 27.7%**

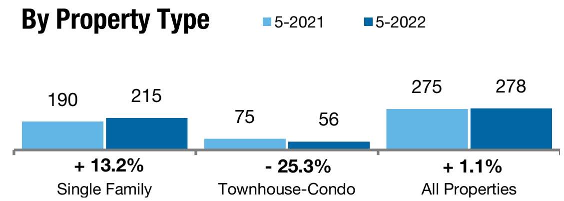
Inventory of Active Listings

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						Compared to Prior Month					
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
By Price Range	5-2021	5-2022	Change	5-2021	5-2022	Change	4-2022	5-2022	Change	4-2022	5-2022	Change
$99,999 and Below	5	8	+ 60.0%	0	0	--	8	8	0.0%	0	0	--
$100,000 to $199,999	7	8	+ 14.3%	1	0	- 100.0%	8	8	0.0%	0	0	--
$200,000 to $299,999	7	5	- 28.6%	9	3	- 66.7%	4	5	+ 25.0%	1	3	+ 200.0%
$300,000 to $399,999	10	14	+ 40.0%	14	8	- 42.9%	9	14	+ 55.6%	8	8	0.0%
$400,000 to $499,999	34	21	- 38.2%	24	15	- 37.5%	23	21	- 8.7%	17	15	- 11.8%
$500,000 to $699,999	51	60	+ 17.6%	11	24	+ 118.2%	66	60	- 9.1%	5	24	+ 380.0%
$700,000 to $999,999	46	53	+ 15.2%	13	4	- 69.2%	45	53	+ 17.8%	6	4	- 33.3%
$1,000,000 to $1,999,999	22	31	+ 40.9%	3	2	- 33.3%	23	31	+ 34.8%	1	2	+ 100.0%
$2,000,000 and Above	8	15	+ 87.5%	0	0	--	11	15	+ 36.4%	0	0	--
All Price Ranges	**190**	**215**	**+ 13.2%**	**75**	**56**	**- 25.3%**	**197**	**215**	**+ 9.1%**	**38**	**56**	**+ 47.4%**

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 May 2022

A Research Tool Provided by the Colorado Association of REALTORS®

FCBR FORT COLLINS BOARD OF REALTORS®

Fort Collins

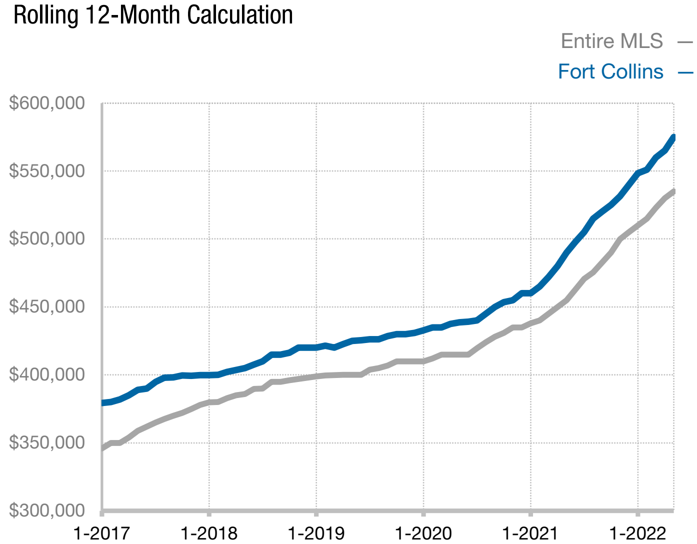
Single Family	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	300	**339**	+ 13.0%	1,325	**1,271**	- 4.1%
Closed Sales	306	**265**	- 13.4%	1,108	**960**	- 13.4%
Median Sales Price*	$550,000	**$650,000**	+ 18.2%	$522,860	**$620,000**	+ 18.6%
Average Sales Price*	$609,097	**$725,115**	+ 19.0%	$586,009	**$695,150**	+ 18.6%
Percent of List Price Received*	104.2%	**105.5%**	+ 1.2%	102.5%	**104.9%**	+ 2.3%
Days on Market Until Sale	30	**25**	- 16.7%	42	**31**	- 26.2%
Inventory of Homes for Sale	153	**178**	+ 16.3%	--	**--**	--
Months Supply of Inventory	0.5	**0.7**	+ 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.

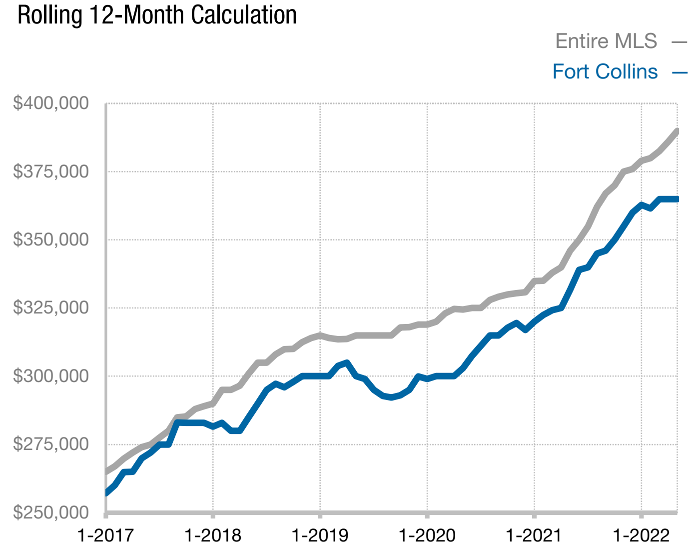
Townhouse/Condo	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	142	**122**	- 14.1%	601	**455**	- 24.3%
Closed Sales	135	**99**	- 26.7%	548	**373**	- 31.9%
Median Sales Price*	$417,000	**$427,000**	+ 2.4%	$365,323	**$396,000**	+ 8.4%
Average Sales Price*	$494,414	**$419,693**	- 15.1%	$395,805	**$418,573**	+ 5.8%
Percent of List Price Received*	101.9%	**104.3%**	+ 2.4%	101.0%	**104.2%**	+ 3.2%
Days on Market Until Sale	56	**28**	- 50.0%	55	**30**	- 45.5%
Inventory of Homes for Sale	96	**54**	- 43.8%	--	**--**	--
Months Supply of Inventory	0.9	**0.6**	- 33.3%	--	**--**	--

* 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 May 2022

A Research Tool Provided by the Colorado Association of REALTORS®

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Longmont

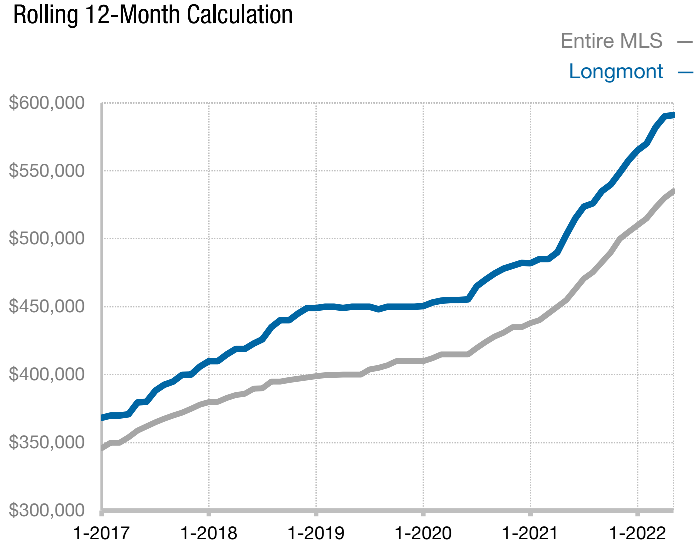
Single Family	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	164	**188**	+ 14.6%	733	**744**	+ 1.5%
Closed Sales	165	**137**	- 17.0%	648	**543**	- 16.2%
Median Sales Price*	$590,000	**$630,000**	+ 6.8%	$546,000	**$631,000**	+ 15.6%
Average Sales Price*	$689,457	**$727,387**	+ 5.5%	$679,668	**$744,203**	+ 9.5%
Percent of List Price Received*	108.1%	**106.1%**	- 1.9%	104.3%	**106.5%**	+ 2.1%
Days on Market Until Sale	24	**22**	- 8.3%	33	**25**	- 24.2%
Inventory of Homes for Sale	119	**139**	+ 16.8%	--	**--**	--
Months Supply of Inventory	0.6	**1.0**	+ 66.7%	--	**--**	--

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

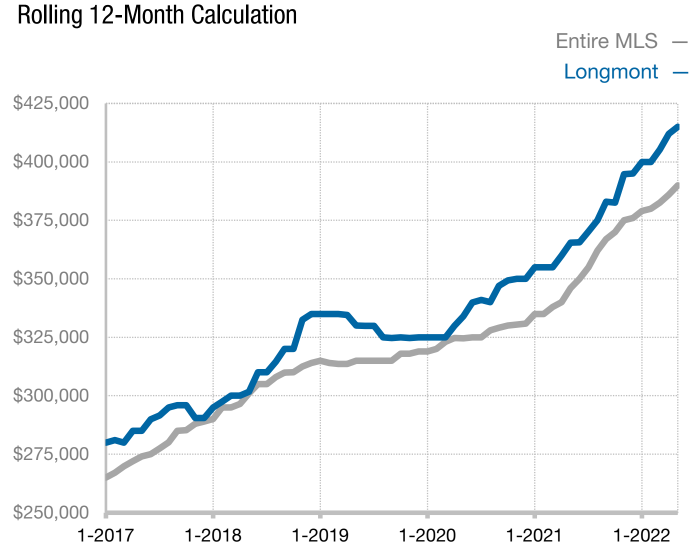
Townhouse/Condo	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	43	**43**	0.0%	178	**176**	- 1.1%
Closed Sales	32	**30**	- 6.3%	158	**125**	- 20.9%
Median Sales Price*	$423,500	**$482,500**	+ 13.9%	$392,356	**$460,000**	+ 17.2%
Average Sales Price*	$472,366	**$483,983**	+ 2.5%	$410,168	**$475,056**	+ 15.8%
Percent of List Price Received*	105.2%	**104.3%**	- 0.9%	103.0%	**106.2%**	+ 3.1%
Days on Market Until Sale	21	**22**	+ 4.8%	31	**19**	- 38.7%
Inventory of Homes for Sale	15	**17**	+ 13.3%	--	**--**	--
Months Supply of Inventory	0.4	**0.5**	+ 25.0%	--	**--**	--

* 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 May 2022

A Research Tool Provided by the Colorado Association of REALTORS®

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Greeley

Single Family	May			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 05-2021**	**Thru 05-2022**	**Percent Change from Previous Year**
New Listings	183	**228**	+ 24.6%	680	**915**	+ 34.6%
Closed Sales	126	**151**	+ 19.8%	599	**772**	+ 28.9%
Median Sales Price*	$374,450	**$460,000**	+ 22.8%	$369,475	**$450,000**	+ 21.8%
Average Sales Price*	$394,798	**$469,461**	+ 18.9%	$385,683	**$454,108**	+ 17.7%
Percent of List Price Received*	105.1%	**102.9%**	- 2.1%	102.0%	**102.5%**	+ 0.5%
Days on Market Until Sale	36	**34**	- 5.6%	39	**48**	+ 23.1%
Inventory of Homes for Sale	103	**154**	+ 49.5%	--	**--**	--
Months Supply of Inventory	0.7	**1.0**	+ 42.9%	--	**--**	--

* 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	May			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 05-2021**	**Thru 05-2022**	**Percent Change from Previous Year**
New Listings	53	**37**	- 30.2%	184	**128**	- 30.4%
Closed Sales	22	**19**	- 13.6%	104	**155**	+ 49.0%
Median Sales Price*	$285,000	**$320,000**	+ 12.3%	$272,750	**$321,000**	+ 17.7%
Average Sales Price*	$291,420	**$331,886**	+ 13.9%	$274,793	**$319,449**	+ 16.3%
Percent of List Price Received*	101.0%	**101.7%**	+ 0.7%	100.2%	**101.3%**	+ 1.1%
Days on Market Until Sale	32	**33**	+ 3.1%	54	**88**	+ 63.0%
Inventory of Homes for Sale	22	**16**	- 27.3%	--	**--**	--
Months Supply of Inventory	0.8	**0.5**	- 37.5%	--	**--**	--

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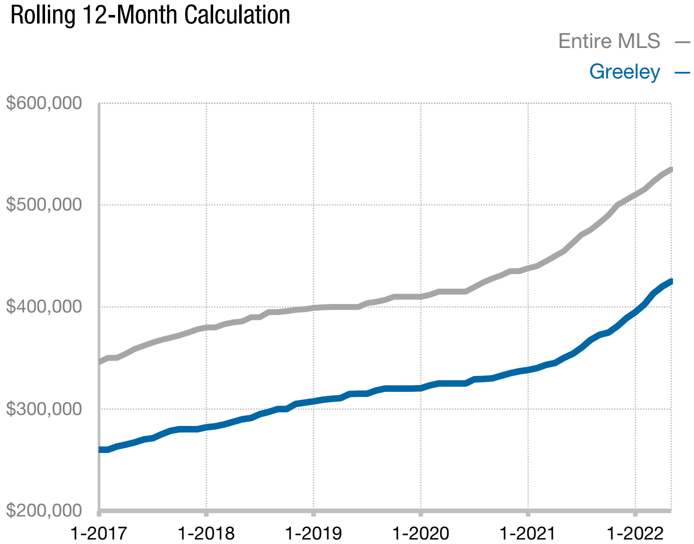
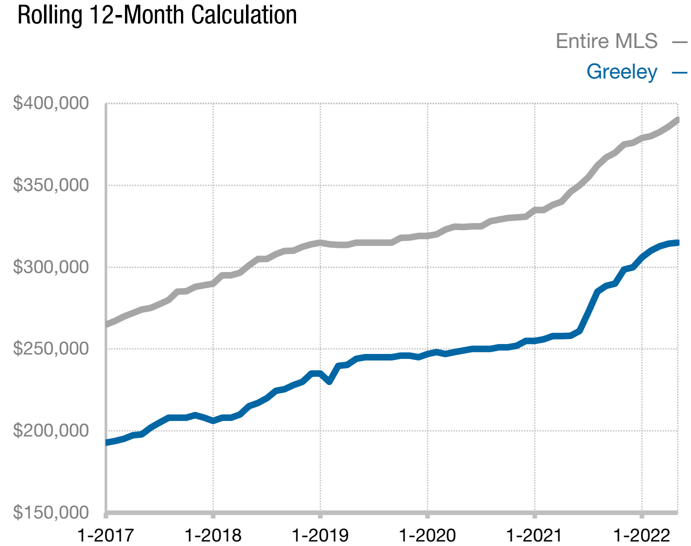
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2022

A Research Tool Provided by the Colorado Association of REALTORS®

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Johnstown

Single Family	May			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 05-2021**	**Thru 05-2022**	**Percent Change from Previous Year**
New Listings	50	**73**	+ 46.0%	210	**329**	+ 56.7%
Closed Sales	44	**62**	+ 40.9%	212	**250**	+ 17.9%
Median Sales Price*	$489,998	**$525,000**	+ 7.1%	$437,000	**$515,000**	+ 17.8%
Average Sales Price*	$513,491	**$565,301**	+ 10.1%	$482,613	**$548,482**	+ 13.6%
Percent of List Price Received*	104.2%	**103.6%**	- 0.6%	102.4%	**102.8%**	+ 0.4%
Days on Market Until Sale	29	**18**	- 37.9%	33	**29**	- 12.1%
Inventory of Homes for Sale	40	**72**	+ 80.0%	--	**--**	--
Months Supply of Inventory	0.7	**1.5**	+ 114.3%	--	**--**	--

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Townhouse/Condo	May			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 05-2021**	**Thru 05-2022**	**Percent Change from Previous Year**
New Listings	1	**0**	- 100.0%	12	**4**	- 66.7%
Closed Sales	3	**0**	- 100.0%	13	**5**	- 61.5%
Median Sales Price*	$359,000	**$0**	- 100.0%	$374,400	**$400,000**	+ 6.8%
Average Sales Price*	$366,667	**$0**	- 100.0%	$369,800	**$395,980**	+ 7.1%
Percent of List Price Received*	106.6%	**0.0%**	- 100.0%	102.7%	**104.1%**	+ 1.4%
Days on Market Until Sale	29	**0**	- 100.0%	46	**15**	- 67.4%
Inventory of Homes for Sale	0	**0**	--	--	**--**	--
Months Supply of Inventory	0.0	**0.0**	--	--	**--**	--

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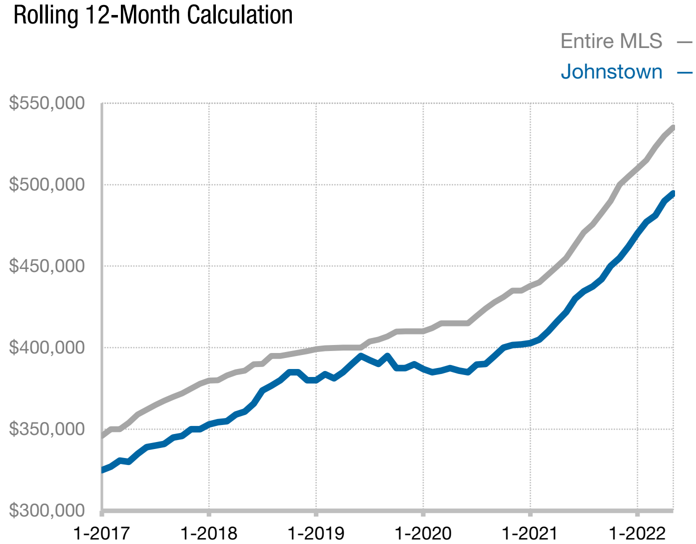
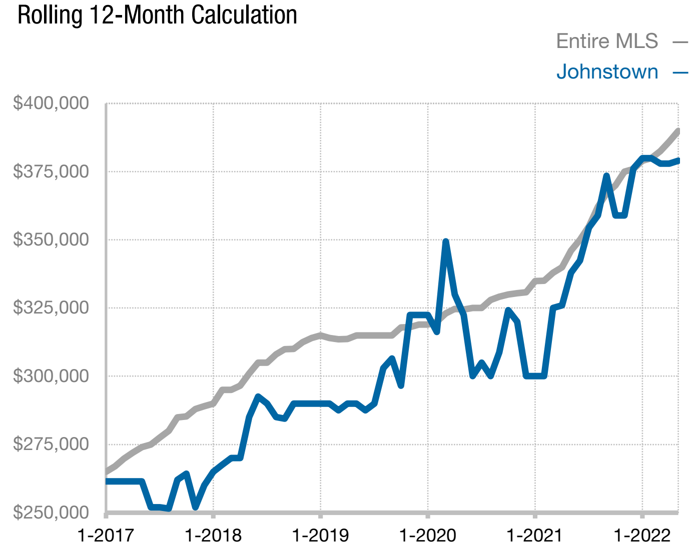
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2022

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Loveland

Single Family	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	198	**274**	+ 38.4%	978	**926**	- 5.3%
Closed Sales	176	**198**	+ 12.5%	760	**671**	- 11.7%
Median Sales Price*	$455,000	**$538,000**	+ 18.2%	$425,000	**$546,000**	+ 28.5%
Average Sales Price*	$541,973	**$619,003**	+ 14.2%	$483,363	**$598,032**	+ 23.7%
Percent of List Price Received*	104.9%	**104.3%**	- 0.6%	102.7%	**103.8%**	+ 1.1%
Days on Market Until Sale	31	**25**	- 19.4%	44	**29**	- 34.1%
Inventory of Homes for Sale	118	**167**	+ 41.5%	--	**--**	--
Months Supply of Inventory	0.6	**1.0**	+ 66.7%	--	**--**	--

* 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	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	27	**36**	+ 33.3%	224	**152**	- 32.1%
Closed Sales	38	**55**	+ 44.7%	163	**154**	- 5.5%
Median Sales Price*	$342,500	**$410,000**	+ 19.7%	$335,000	**$398,775**	+ 19.0%
Average Sales Price*	$364,808	**$413,080**	+ 13.2%	$351,734	**$403,552**	+ 14.7%
Percent of List Price Received*	103.9%	**105.1%**	+ 1.2%	102.8%	**105.1%**	+ 2.2%
Days on Market Until Sale	61	**140**	+ 129.5%	58	**115**	+ 98.3%
Inventory of Homes for Sale	26	**15**	- 42.3%	--	**--**	--
Months Supply of Inventory	0.7	**0.4**	- 42.9%	--	**--**	--

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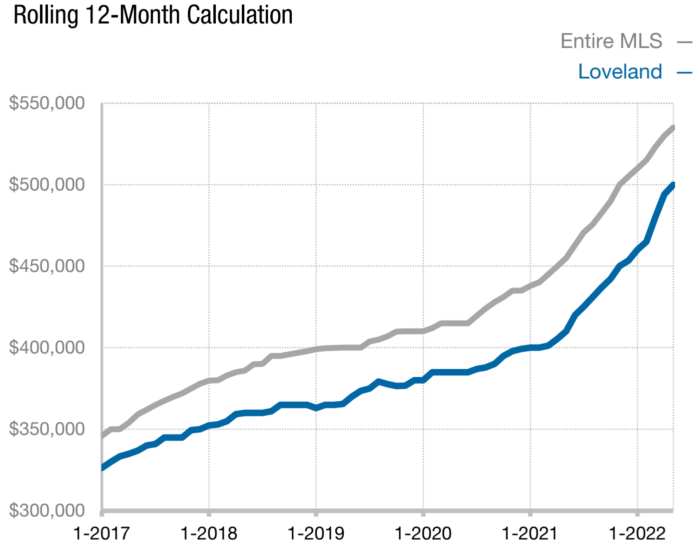
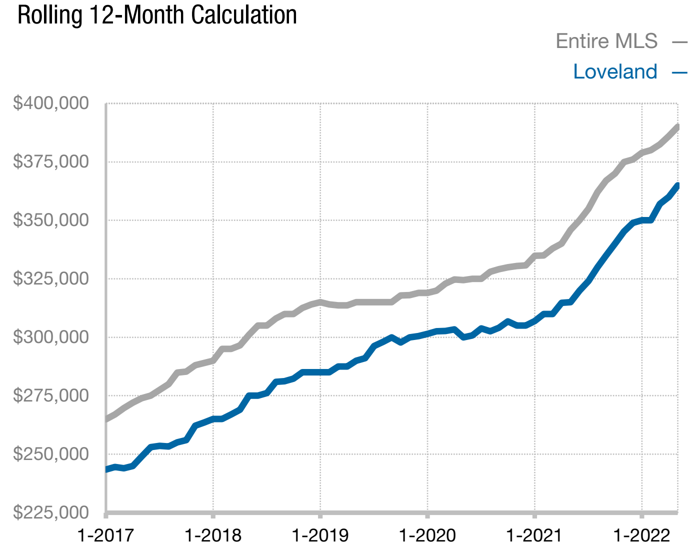
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2022

A Research Tool Provided by the Colorado Association of REALTORS®

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Wellington

Single Family	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	37	**31**	- 16.2%	205	**185**	- 9.8%
Closed Sales	40	**43**	+ 7.5%	216	**163**	- 24.5%
Median Sales Price*	$414,761	**$490,000**	+ 18.1%	$415,000	**$494,300**	+ 19.1%
Average Sales Price*	$406,044	**$561,253**	+ 38.2%	$442,522	**$531,017**	+ 20.0%
Percent of List Price Received*	105.6%	**102.6%**	- 2.8%	102.1%	**103.5%**	+ 1.4%
Days on Market Until Sale	43	**26**	- 39.5%	63	**45**	- 28.6%
Inventory of Homes for Sale	30	**28**	- 6.7%	--	**--**	--
Months Supply of Inventory	0.6	**0.8**	+ 33.3%	--	**--**	--

* 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	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	4	**8**	+ 100.0%	30	**24**	- 20.0%
Closed Sales	8	**2**	- 75.0%	29	**9**	- 69.0%
Median Sales Price*	$310,000	**$379,000**	+ 22.3%	$310,000	**$379,900**	+ 22.5%
Average Sales Price*	$324,500	**$379,000**	+ 16.8%	$310,692	**$364,822**	+ 17.4%
Percent of List Price Received*	102.3%	**103.9%**	+ 1.6%	101.4%	**103.1%**	+ 1.7%
Days on Market Until Sale	22	**49**	+ 122.7%	66	**26**	- 60.6%
Inventory of Homes for Sale	8	**1**	- 87.5%	--	**--**	--
Months Supply of Inventory	1.2	**0.2**	- 83.3%	--	**--**	--

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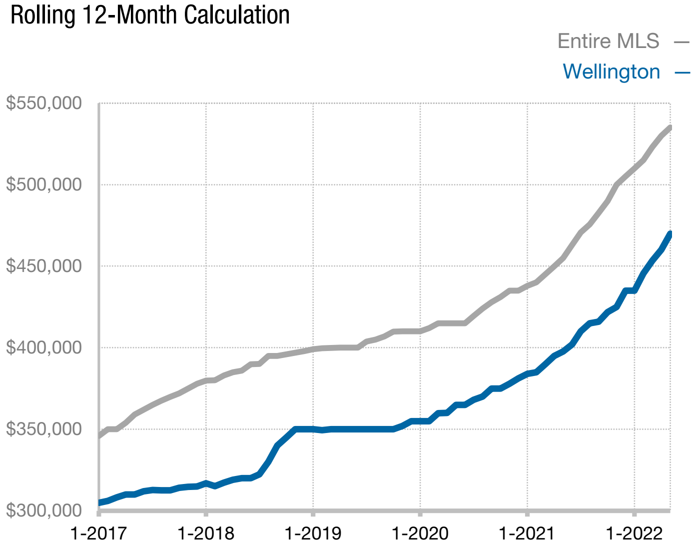
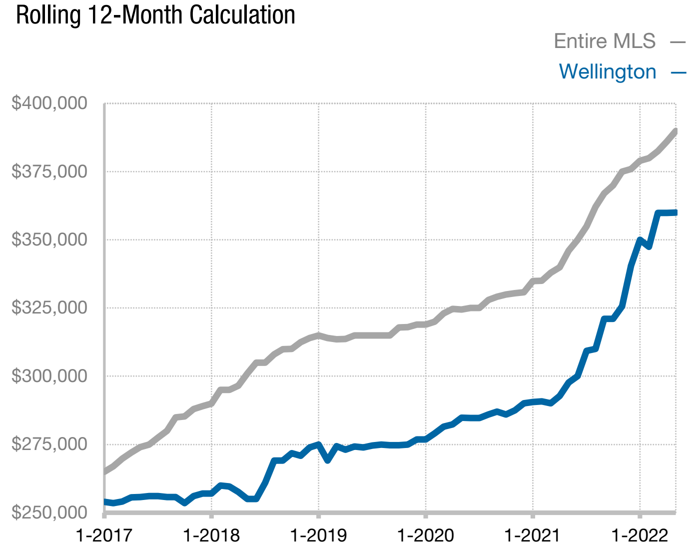
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2022

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Boulder

Single Family	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	190	**192**	+ 1.1%	699	**625**	- 10.6%
Closed Sales	126	**106**	- 15.9%	549	**398**	- 27.5%
Median Sales Price*	$1,266,870	**$1,422,500**	+ 12.3%	$1,265,000	**$1,451,500**	+ 14.7%
Average Sales Price*	$1,519,338	**$1,726,074**	+ 13.6%	$1,543,038	**$1,713,987**	+ 11.1%
Percent of List Price Received*	104.8%	**109.5%**	+ 4.5%	101.9%	**107.9%**	+ 5.9%
Days on Market Until Sale	41	**25**	- 39.0%	57	**37**	- 35.1%
Inventory of Homes for Sale	157	**163**	+ 3.8%	--	**--**	--
Months Supply of Inventory	1.1	**1.5**	+ 36.4%	--	**--**	--

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Townhouse/Condo	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	94	**108**	+ 14.9%	500	**411**	- 17.8%
Closed Sales	101	**67**	- 33.7%	471	**315**	- 33.1%
Median Sales Price*	$499,500	**$639,000**	+ 27.9%	$453,500	**$525,000**	+ 15.8%
Average Sales Price*	$579,203	**$649,949**	+ 12.2%	$559,270	**$648,899**	+ 16.0%
Percent of List Price Received*	101.5%	**104.4%**	+ 2.9%	100.3%	**104.3%**	+ 4.0%
Days on Market Until Sale	41	**23**	- 43.9%	65	**40**	- 38.5%
Inventory of Homes for Sale	115	**70**	- 39.1%	--	**--**	--
Months Supply of Inventory	1.1	**0.9**	- 18.2%	--	**--**	--

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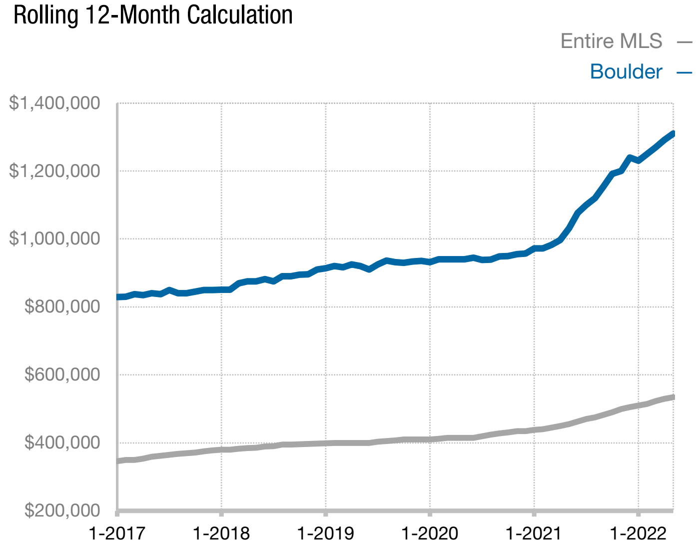
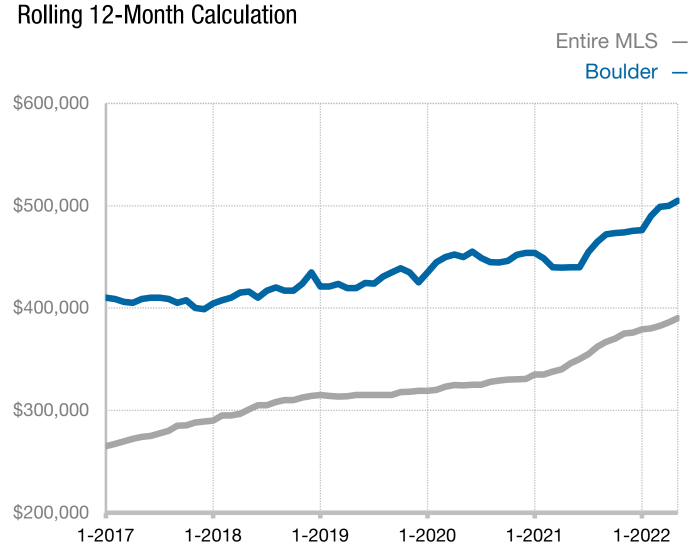
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2022

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Berthoud

Single Family	May			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 05-2021**	**Thru 05-2022**	**Percent Change from Previous Year**
New Listings	72	**66**	- 8.3%	279	**241**	- 13.6%
Closed Sales	58	**51**	- 12.1%	281	**218**	- 22.4%
Median Sales Price*	$525,000	**$640,000**	+ 21.9%	$496,500	**$589,000**	+ 18.6%
Average Sales Price*	$567,981	**$736,795**	+ 29.7%	$584,220	**$682,670**	+ 16.9%
Percent of List Price Received*	101.7%	**104.0%**	+ 2.3%	101.4%	**103.2%**	+ 1.8%
Days on Market Until Sale	64	**75**	+ 17.2%	71	**77**	+ 8.5%
Inventory of Homes for Sale	67	**44**	- 34.3%	--	**--**	--
Months Supply of Inventory	0.9	**0.9**	0.0%	--	**--**	--

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Townhouse/Condo	May			Year to Date		
Key Metrics	**2021**	**2022**	**Percent Change from Previous Year**	**Thru 05-2021**	**Thru 05-2022**	**Percent Change from Previous Year**
New Listings	11	**7**	- 36.4%	40	**25**	- 37.5%
Closed Sales	7	**4**	- 42.9%	21	**32**	+ 52.4%
Median Sales Price*	$390,000	**$419,000**	+ 7.4%	$458,882	**$435,500**	- 5.1%
Average Sales Price*	$444,267	**$421,075**	- 5.2%	$468,394	**$463,262**	- 1.1%
Percent of List Price Received*	104.6%	**99.8%**	- 4.6%	102.7%	**102.9%**	+ 0.2%
Days on Market Until Sale	93	**188**	+ 102.2%	130	**214**	+ 64.6%
Inventory of Homes for Sale	10	**5**	- 50.0%	--	**--**	--
Months Supply of Inventory	1.2	**0.8**	- 33.3%	--	**--**	--

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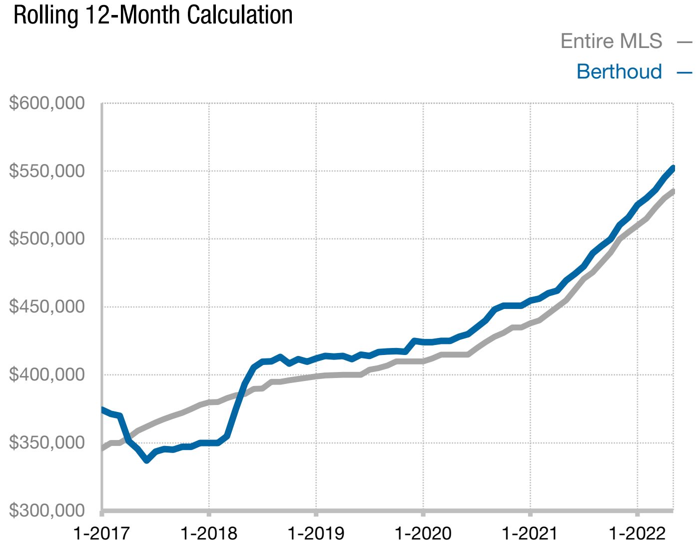
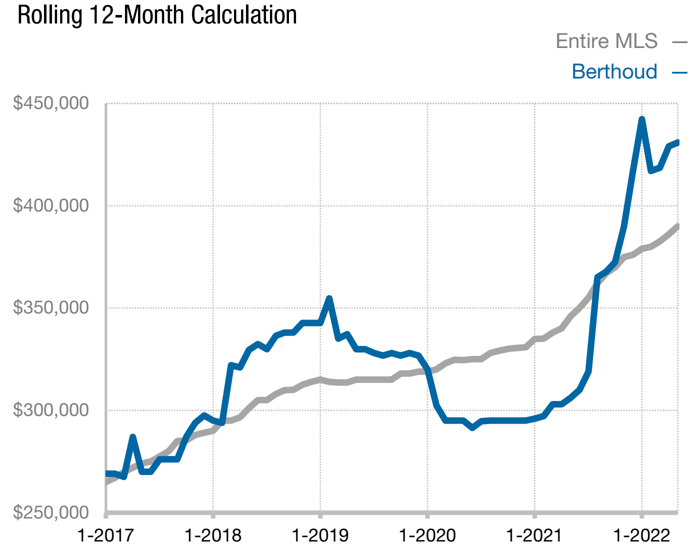
Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2022

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Windsor

Single Family	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	135	**125**	- 7.4%	905	**612**	- 32.4%
Closed Sales	180	**131**	- 27.2%	692	**506**	- 26.9%
Median Sales Price*	$486,419	**$536,526**	+ 10.3%	$475,772	**$597,429**	+ 25.6%
Average Sales Price*	$554,853	**$624,612**	+ 12.6%	$546,957	**$650,884**	+ 19.0%
Percent of List Price Received*	103.4%	**102.8%**	- 0.6%	101.5%	**102.0%**	+ 0.5%
Days on Market Until Sale	60	**78**	+ 30.0%	63	**50**	- 20.6%
Inventory of Homes for Sale	149	**118**	- 20.8%	--	**--**	--
Months Supply of Inventory	1.0	**1.0**	0.0%	--	**--**	--

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Townhouse/Condo	May			Year to Date		
Key Metrics	**2021**	**2022**	Percent Change from Previous Year	**Thru 05-2021**	**Thru 05-2022**	Percent Change from Previous Year
New Listings	26	**12**	- 53.8%	124	**62**	- 50.0%
Closed Sales	19	**11**	- 42.1%	82	**53**	- 35.4%
Median Sales Price*	$391,269	**$452,500**	+ 15.6%	$376,430	**$432,000**	+ 14.8%
Average Sales Price*	$392,203	**$442,636**	+ 12.9%	$377,801	**$443,844**	+ 17.5%
Percent of List Price Received*	101.3%	**103.4%**	+ 2.1%	100.9%	**102.9%**	+ 2.0%
Days on Market Until Sale	73	**20**	- 72.6%	113	**97**	- 14.2%
Inventory of Homes for Sale	17	**7**	- 58.8%	--	**--**	--
Months Supply of Inventory	0.9	**0.5**	- 44.4%	--	**--**	--

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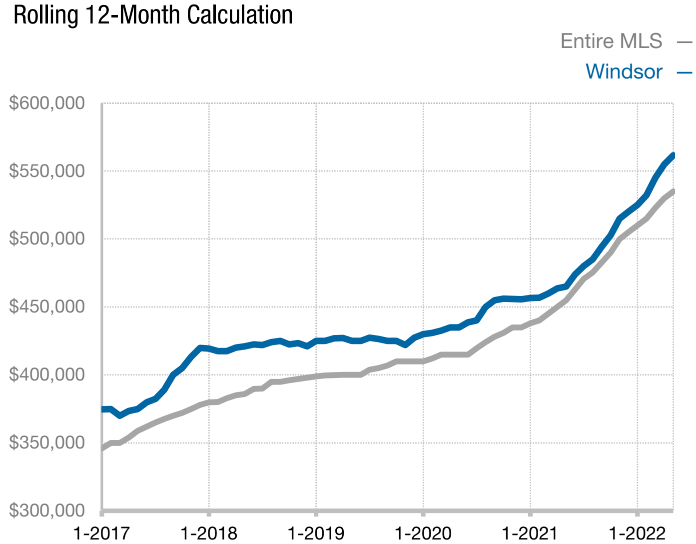
Median Sales Price – Single Family
Rolling 12-Month Calculation



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