



FCBR 2023

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Monthly Indicators



October 2023

New Listings were down 7.2 percent for single family homes but increased 60.0 percent for townhouse-condo properties. Pending Sales landed at 153 for single family homes and 54 for townhouse-condo properties.

The Median Sales Price was up 1.2 percent to \$581,920 for single family homes but decreased 0.5 percent to \$400,000 for townhouse-condo properties. Days on Market increased 26.0 percent for single family homes but decreased 13.9 percent for townhouse-condo properties.

Total housing inventory going into October was at 1.13 million units, up 2.7% from the previous month but down 8.1% compared to the same time last year, for a 3.4 months' supply at the current sales pace, according to NAR. The shortage of homes for sale is making it harder for buyers to find a home to purchase while at the same time pushing sales prices higher nationwide, with the median existing-home sales price rising 2.8% annually to \$394,300, the third consecutive month of year-over-year price increases.

Activity Snapshot

- 15.3% **+ 26.0%** **+ 1.2%**

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
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Residential real estate activity in Area 9 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	10-2022	10-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		236	219	- 7.2%	2,692	2,498	- 7.2%
Pending Sales		147	153	+ 4.1%	2,032	1,801	- 11.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		170	144	- 15.3%	2,033	1,745	- 14.2%
Median Sales Price		\$575,000	\$581,920	+ 1.2%	\$601,000	\$600,500	- 0.1%
Avg. Sales Price		\$676,165	\$631,761	- 6.6%	\$678,005	\$680,482	+ 0.4%
Pct. of List Price Received		98.7%	98.9%	+ 0.2%	102.2%	99.8%	- 2.3%
Days on Market		50	63	+ 26.0%	44	60	+ 36.4%
Affordability Index		48	44	- 8.3%	46	43	- 6.5%
Active Listings		417	442	+ 6.0%	--	--	--
Months Supply		2.0	2.7	+ 35.0%	--	--	--

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.



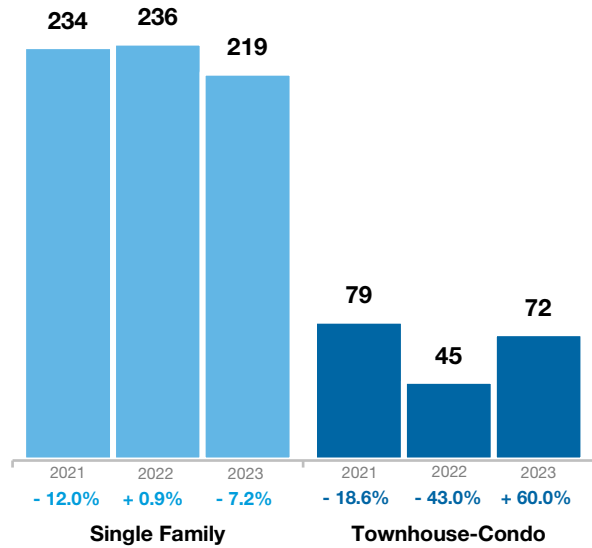
Key Metrics	Historical Sparkbars	10-2022	10-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		45	72	+ 60.0%	754	819	+ 8.6%
Pending Sales		44	54	+ 22.7%	621	597	- 3.9%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		47	52	+ 10.6%	647	573	- 11.4%
Median Sales Price		\$402,000	\$400,000	- 0.5%	\$401,500	\$415,000	+ 3.4%
Avg. Sales Price		\$432,385	\$385,117	- 10.9%	\$420,148	\$432,234	+ 2.9%
Pct. of List Price Received		99.9%	99.3%	- 0.6%	102.9%	99.7%	- 3.1%
Days on Market		72	62	- 13.9%	56	67	+ 19.6%
Affordability Index		68	64	- 5.9%	68	62	- 8.8%
Active Listings		128	157	+ 22.7%	--	--	--
Months Supply		1.9	2.9	+ 52.6%	--	--	--

New Listings

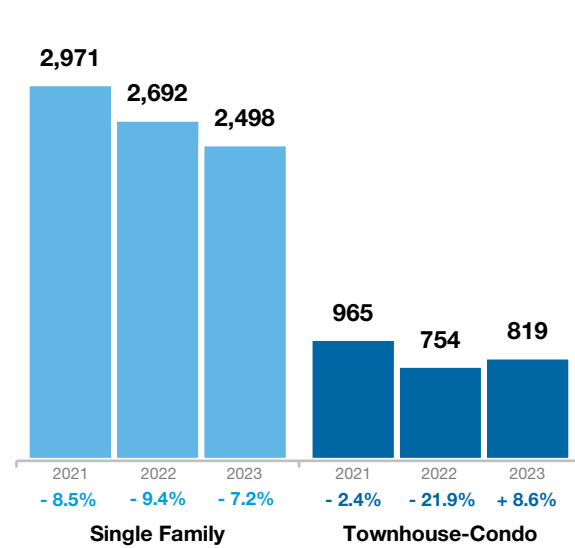
A count of the properties that have been newly listed on the market in a given month.



October

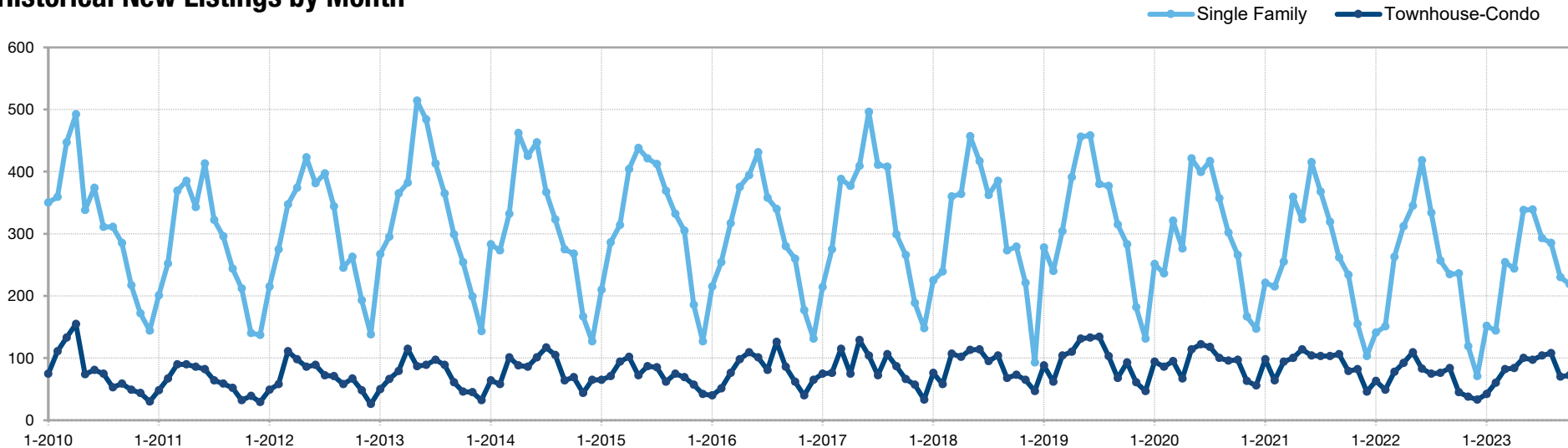


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2022	119	-23.2%	38	-53.7%
Dec-2022	71	-31.1%	33	-28.3%
Jan-2023	152	+7.8%	42	-33.3%
Feb-2023	144	-4.6%	60	+22.4%
Mar-2023	254	-3.4%	82	+5.1%
Apr-2023	244	-21.8%	84	-8.7%
May-2023	338	-2.0%	100	-8.3%
Jun-2023	339	-18.9%	97	+16.9%
Jul-2023	293	-12.3%	104	+38.7%
Aug-2023	285	+10.9%	108	+42.1%
Sep-2023	230	-2.1%	70	-16.7%
Oct-2023	219	-7.2%	72	+60.0%
12-Month Avg	224	-8.9%	74	+0.9%

Historical New Listings by Month

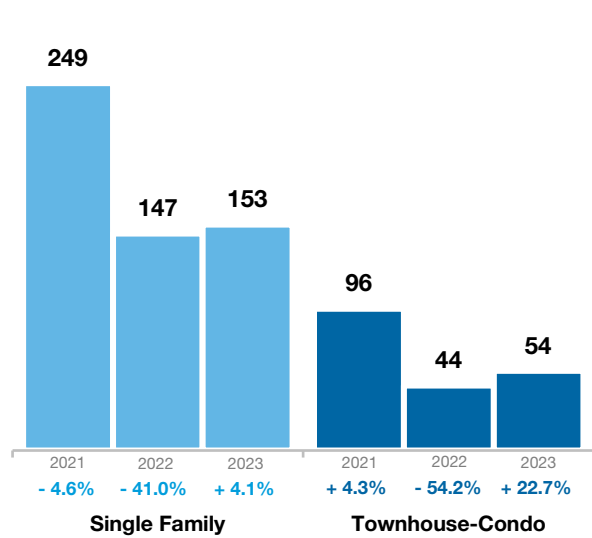


Pending Sales

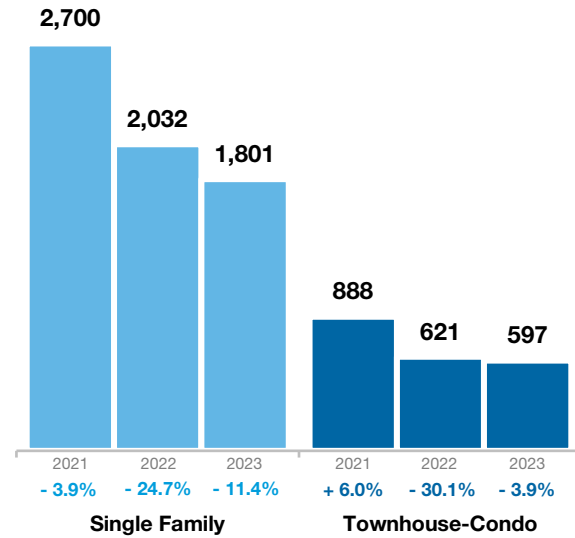
A count of the properties on which offers have been accepted in a given month.



October

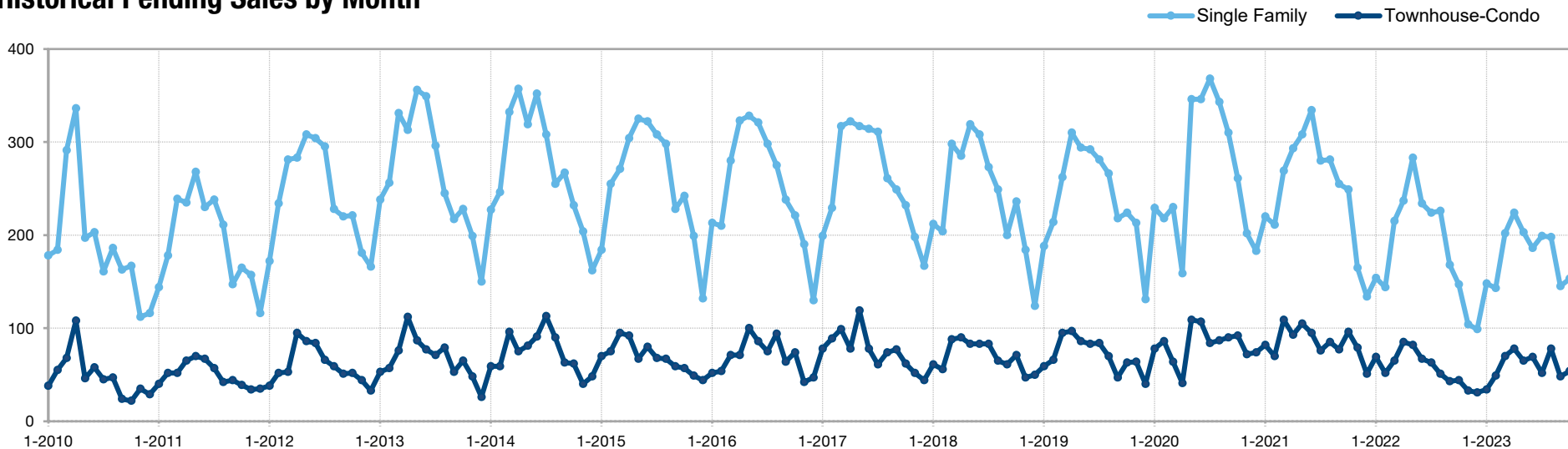


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2022	104	-37.0%	33	-58.2%
Dec-2022	99	-26.1%	31	-39.2%
Jan-2023	148	-3.9%	34	-50.7%
Feb-2023	143	-0.7%	49	-5.8%
Mar-2023	202	-6.0%	70	+7.7%
Apr-2023	224	-5.5%	78	-8.2%
May-2023	203	-28.3%	65	-20.7%
Jun-2023	186	-20.5%	69	+3.0%
Jul-2023	199	-11.2%	52	-17.5%
Aug-2023	198	-12.4%	78	+52.9%
Sep-2023	145	-13.7%	48	+11.6%
Oct-2023	153	+4.1%	54	+22.7%
12-Month Avg	167	-14.0%	55	-12.0%

Historical Pending Sales by Month

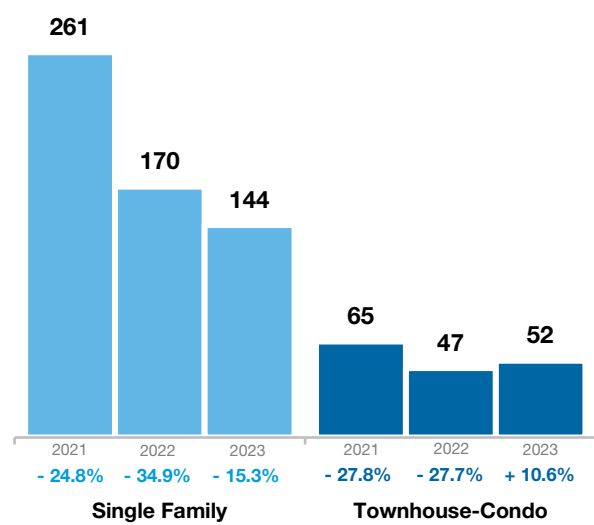


Sold Listings

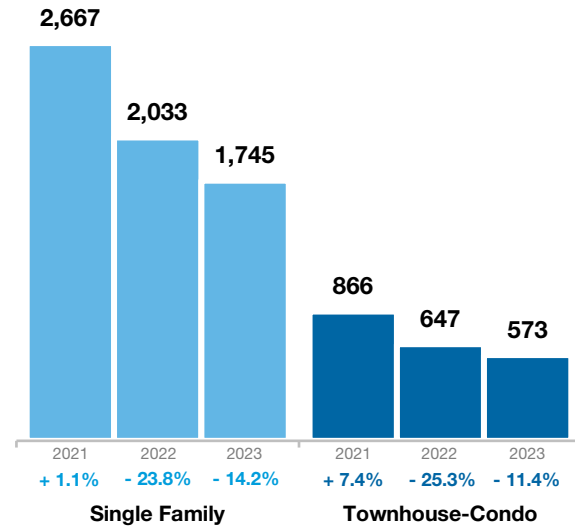
A count of the actual sales that closed in a given month.



October

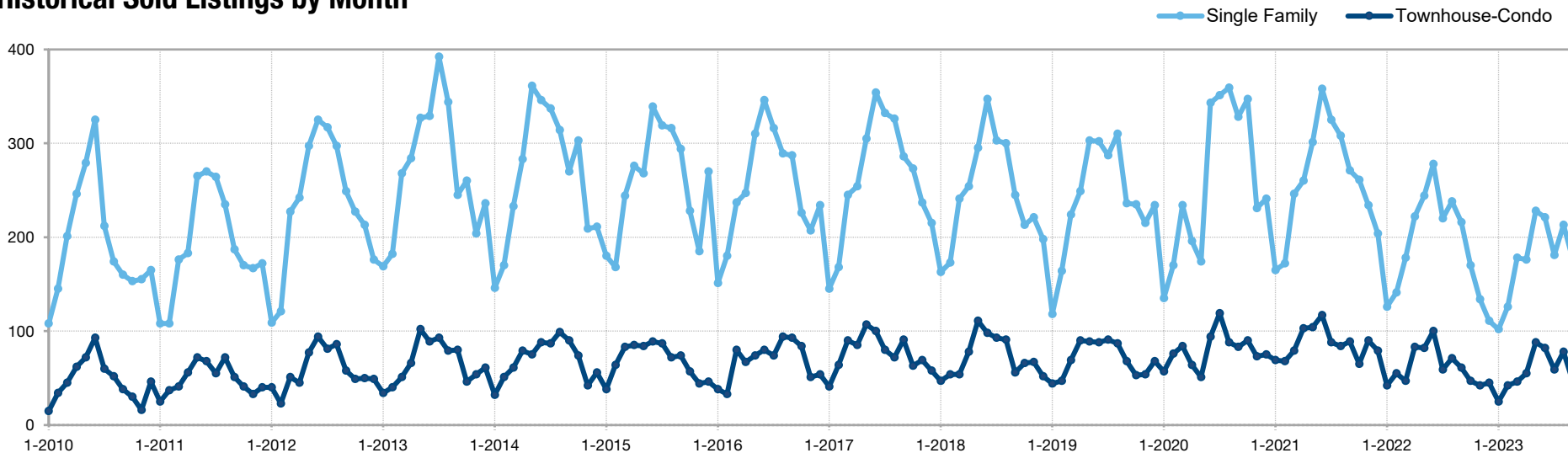


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2022	134	-42.7%	42	-53.3%
Dec-2022	111	-45.6%	45	-43.0%
Jan-2023	102	-19.0%	25	-40.5%
Feb-2023	126	-10.6%	42	-23.6%
Mar-2023	178	0.0%	46	-2.1%
Apr-2023	176	-20.7%	55	-33.7%
May-2023	228	-6.6%	88	+7.3%
Jun-2023	221	-20.5%	82	-18.0%
Jul-2023	181	-17.7%	59	0.0%
Aug-2023	213	-10.5%	78	+9.9%
Sep-2023	176	-18.5%	46	-24.6%
Oct-2023	144	-15.3%	52	+10.6%
12-Month Avg	166	-19.5%	55	-19.1%

Historical Sold Listings by Month

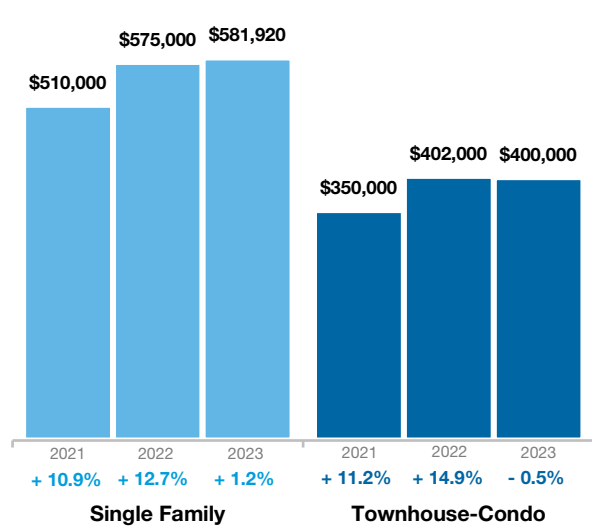


Median Sales Price

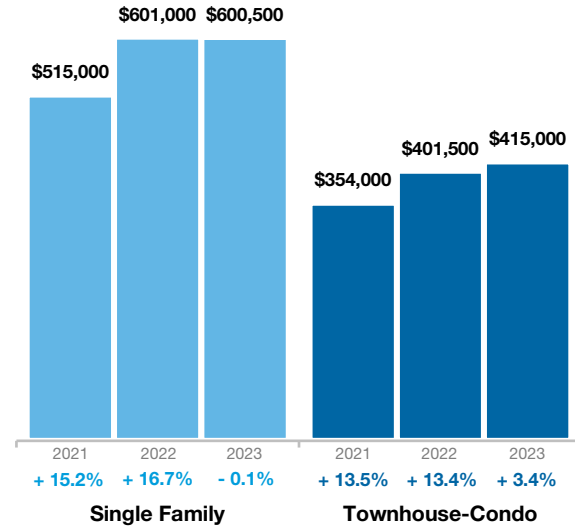
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



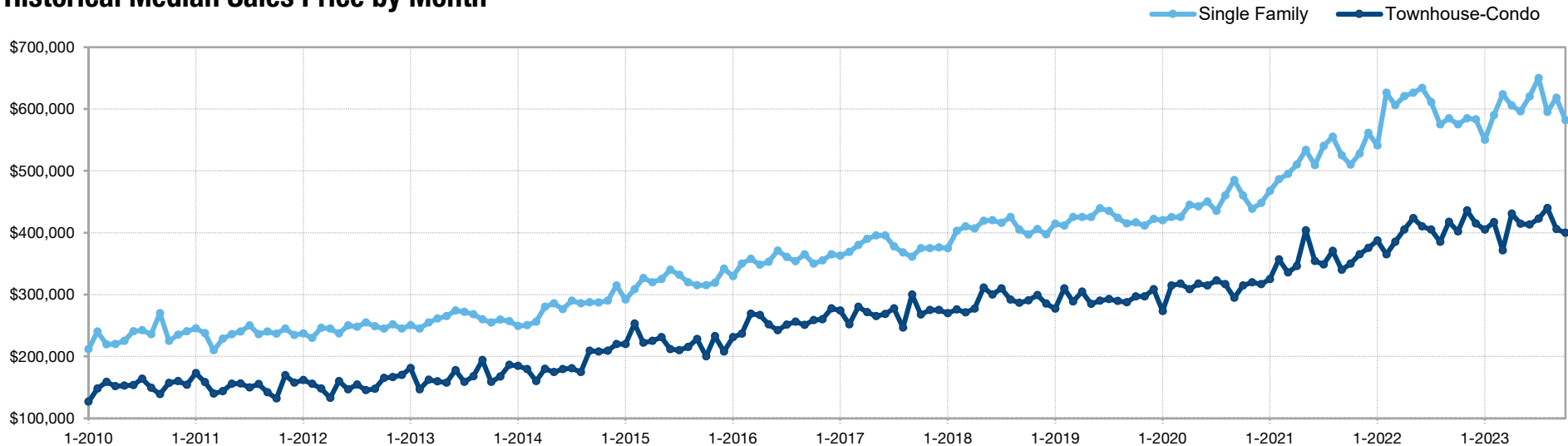
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2022	\$585,000	+10.9%	\$436,000	+19.5%
Dec-2022	\$583,000	+3.9%	\$415,000	+10.6%
Jan-2023	\$550,000	+1.7%	\$405,000	+4.5%
Feb-2023	\$590,000	-5.8%	\$417,153	+14.3%
Mar-2023	\$623,522	+2.9%	\$371,500	-3.5%
Apr-2023	\$605,500	-2.4%	\$430,750	+6.4%
May-2023	\$596,000	-4.8%	\$414,500	-2.1%
Jun-2023	\$620,000	-2.2%	\$413,250	+0.8%
Jul-2023	\$650,000	+6.3%	\$422,500	+4.3%
Aug-2023	\$595,000	+3.5%	\$440,000	+14.3%
Sep-2023	\$617,950	+5.6%	\$406,000	-2.8%
Oct-2023	\$581,920	+1.2%	\$400,000	-0.5%
12-Month Avg*	\$600,000	+0.8%	\$415,000	+5.1%

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

Historical Median Sales Price by Month

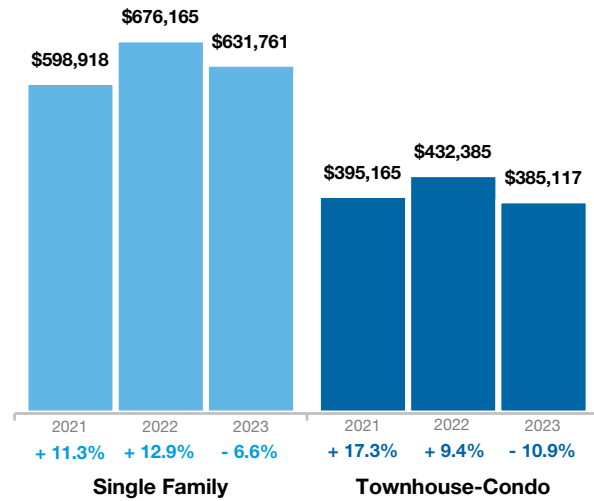


Average Sales Price

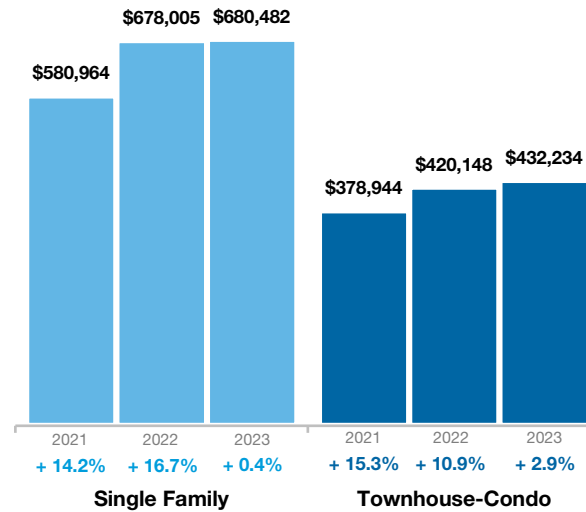
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



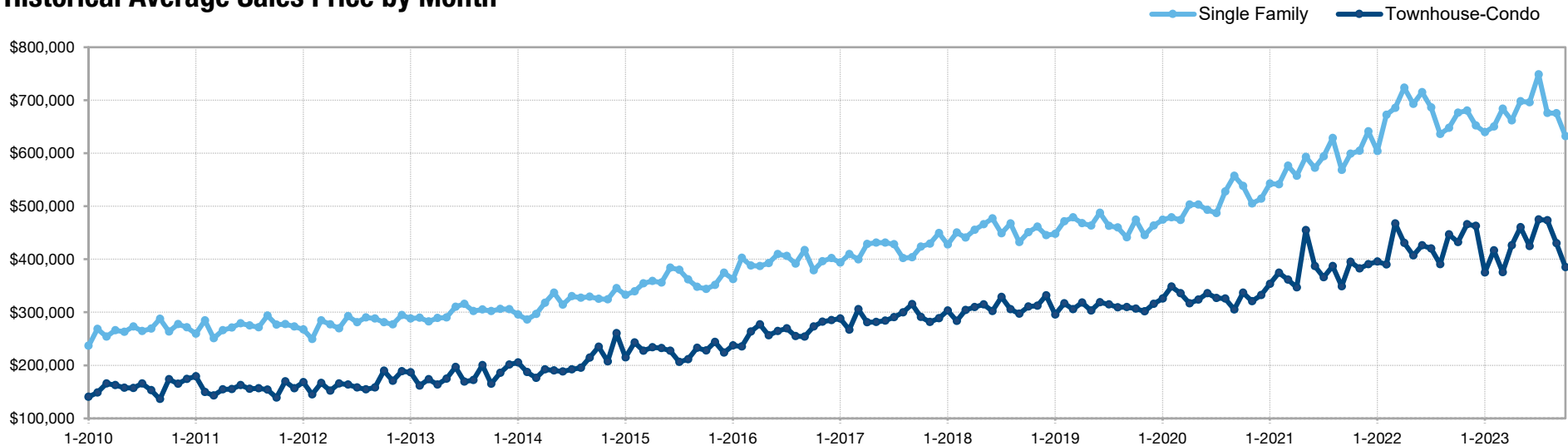
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2022	\$680,114	+12.5%	\$465,734	+21.8%
Dec-2022	\$652,037	+1.7%	\$462,687	+18.5%
Jan-2023	\$639,738	+5.9%	\$374,963	-5.2%
Feb-2023	\$650,327	-3.3%	\$416,494	+6.8%
Mar-2023	\$683,838	-0.2%	\$375,411	-19.6%
Apr-2023	\$661,632	-8.5%	\$426,298	-1.0%
May-2023	\$697,836	+0.8%	\$460,253	+13.1%
Jun-2023	\$695,832	-2.7%	\$424,626	-0.4%
Jul-2023	\$748,669	+9.1%	\$475,105	+13.1%
Aug-2023	\$675,546	+6.2%	\$473,176	+21.1%
Sep-2023	\$675,092	+4.2%	\$430,463	-3.6%
Oct-2023	\$631,761	-6.6%	\$385,117	-10.9%
12-Month Avg*	\$678,870	+1.6%	\$436,442	+5.6%

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

Historical Average Sales Price by Month

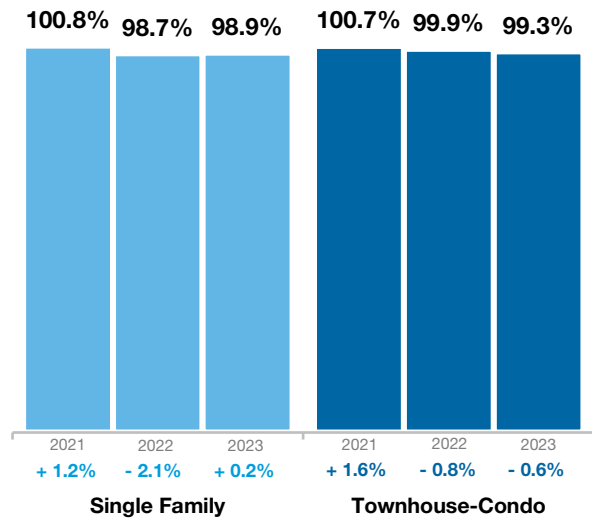


Percent of List Price Received

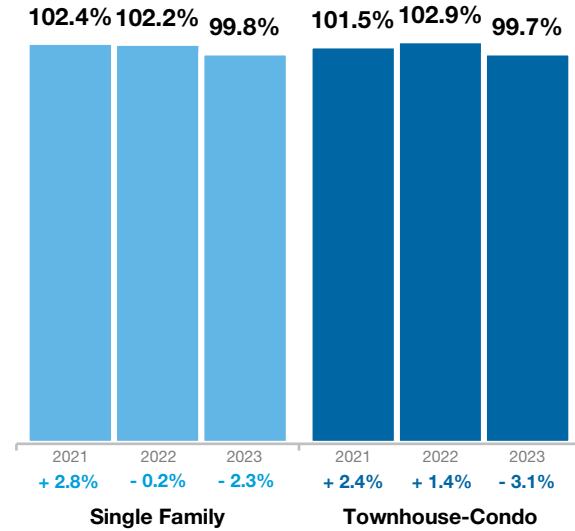
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



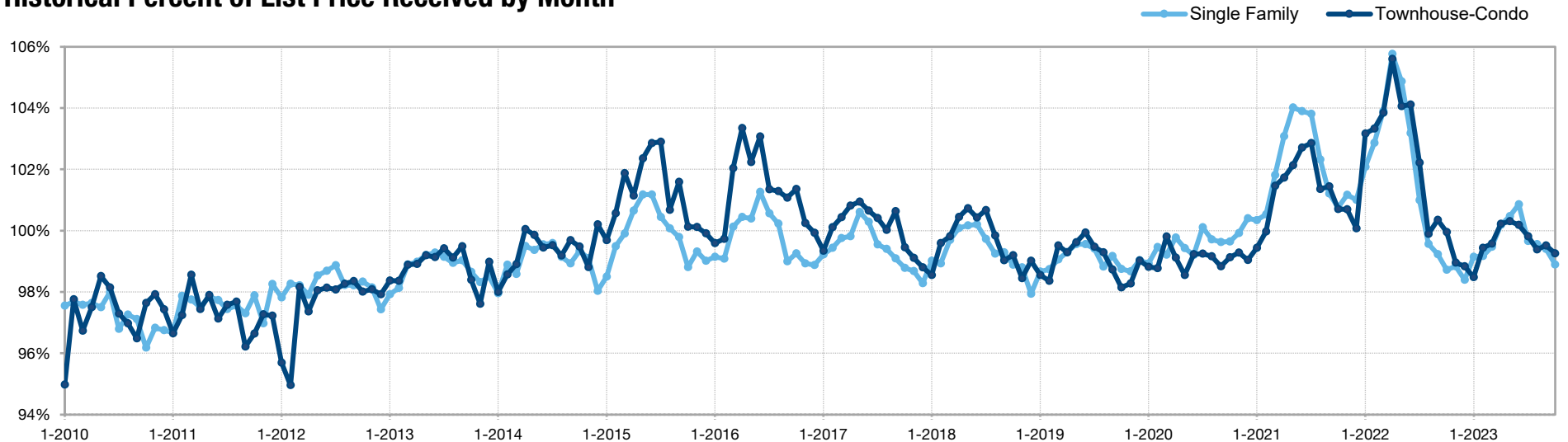
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2022	98.8%	-2.4%	99.0%	-1.7%
Dec-2022	98.4%	-2.6%	98.8%	-1.3%
Jan-2023	99.1%	-2.9%	98.5%	-4.6%
Feb-2023	99.2%	-3.6%	99.4%	-3.8%
Mar-2023	99.5%	-4.2%	99.6%	-4.0%
Apr-2023	100.2%	-5.3%	100.2%	-5.1%
May-2023	100.5%	-4.2%	100.3%	-3.7%
Jun-2023	100.9%	-2.2%	100.2%	-3.7%
Jul-2023	99.7%	-1.3%	99.8%	-2.3%
Aug-2023	99.6%	0.0%	99.4%	-0.5%
Sep-2023	99.4%	+0.2%	99.5%	-0.9%
Oct-2023	98.9%	+0.2%	99.3%	-0.6%
12-Month Avg*	99.6%	-2.3%	99.6%	-2.7%

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

Historical Percent of List Price Received by Month

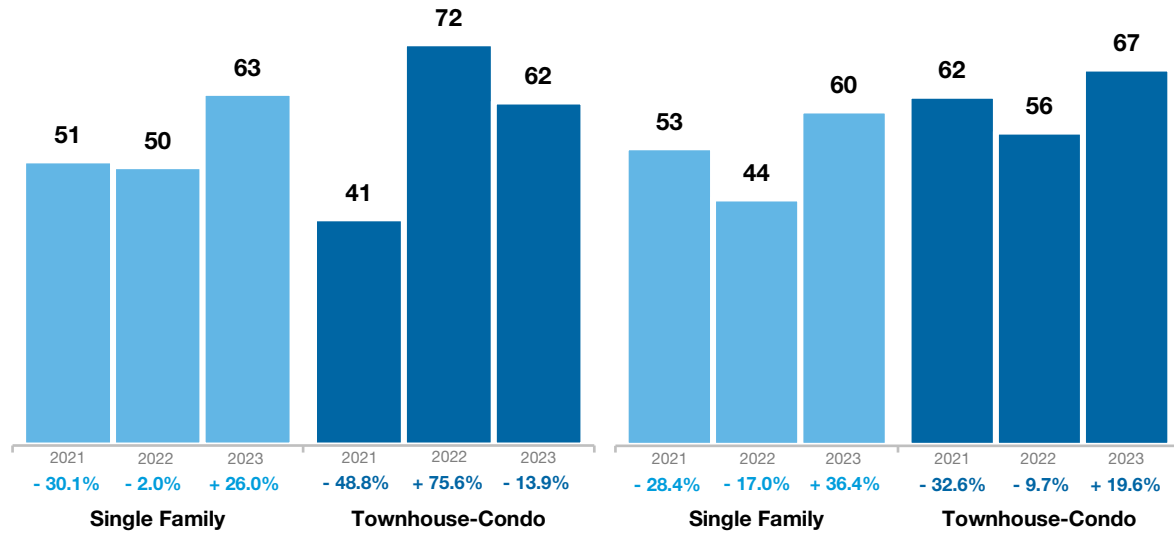


Days on Market Until Sale



October

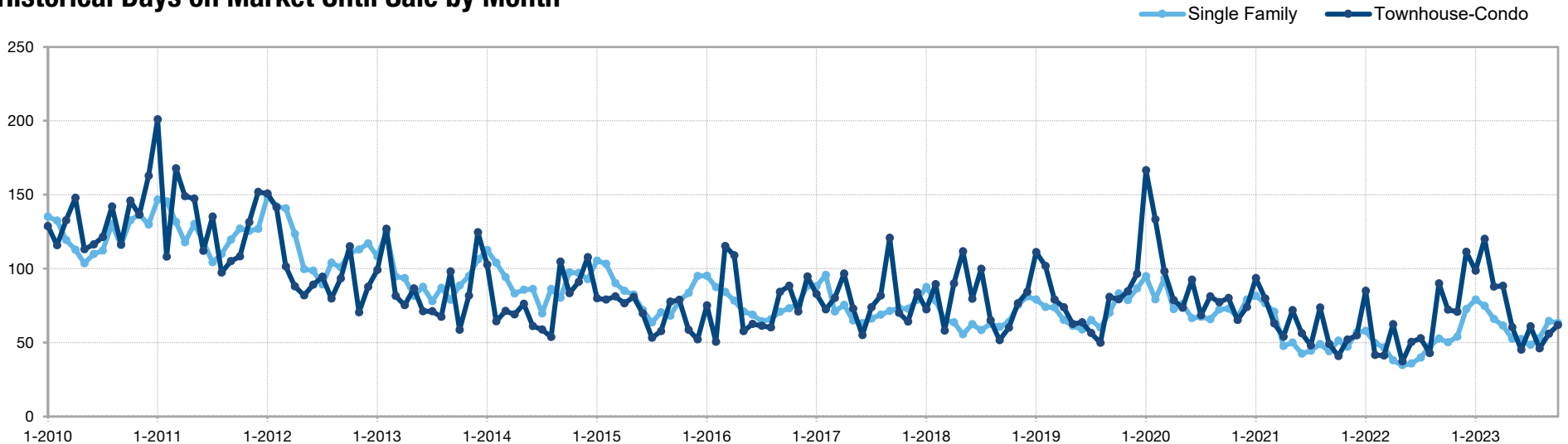
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2022	54	+14.9%	71	+36.5%
Dec-2022	73	+28.1%	111	+101.8%
Jan-2023	79	+36.2%	99	+16.5%
Feb-2023	75	+50.0%	120	+192.7%
Mar-2023	66	+40.4%	88	+114.6%
Apr-2023	61	+60.5%	88	+41.9%
May-2023	52	+48.6%	60	+62.2%
Jun-2023	52	+44.4%	45	-10.0%
Jul-2023	48	+20.0%	61	+15.1%
Aug-2023	53	+12.8%	46	+7.0%
Sep-2023	65	+22.6%	56	-37.8%
Oct-2023	63	+26.0%	62	-13.9%
12-Month Avg	60	+32.3%	70	+27.1%

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

Historical Days on Market Until Sale by Month



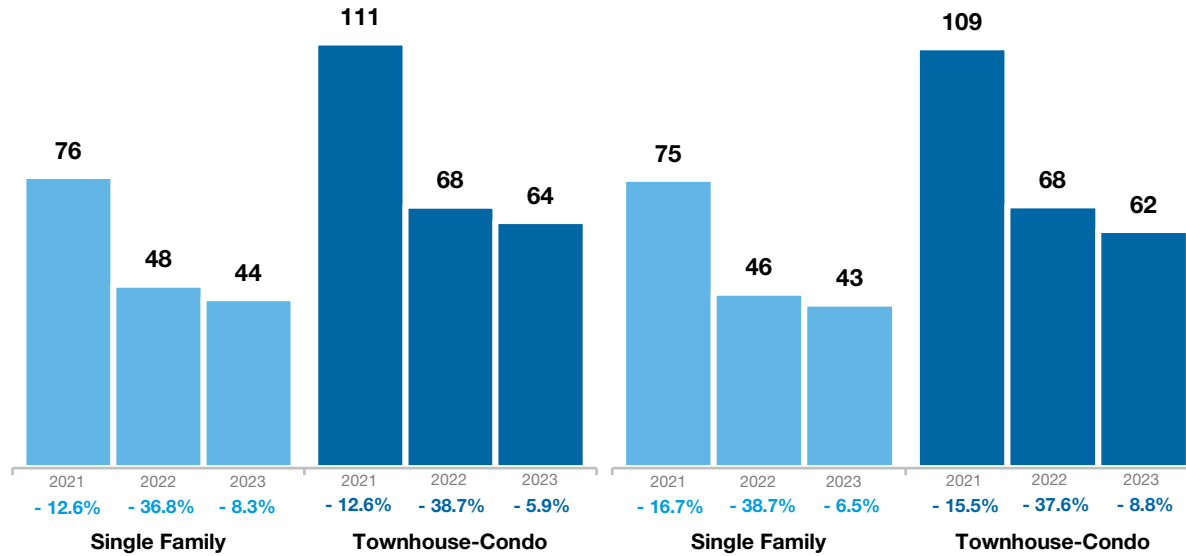
Housing Affordability Index

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.



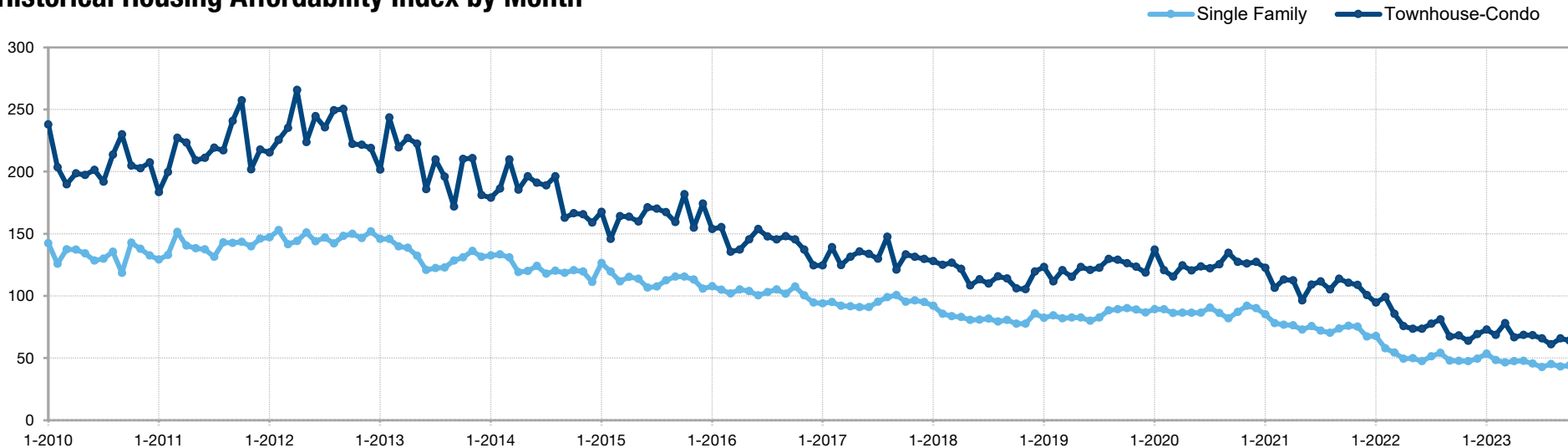
October

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2022	48	-36.0%	64	-41.3%
Dec-2022	49	-26.9%	69	-31.7%
Jan-2023	54	-20.6%	73	-23.2%
Feb-2023	48	-17.2%	68	-31.3%
Mar-2023	47	-13.0%	78	-9.3%
Apr-2023	47	-4.1%	67	-11.8%
May-2023	48	-4.0%	69	-6.8%
Jun-2023	46	-4.2%	68	-6.8%
Jul-2023	43	-15.7%	66	-15.4%
Aug-2023	45	-16.7%	61	-24.7%
Sep-2023	43	-10.4%	66	-1.5%
Oct-2023	44	-8.3%	64	-5.9%
12-Month Avg	47	-21.2%	56	-23.6%

Historical Housing Affordability Index by Month

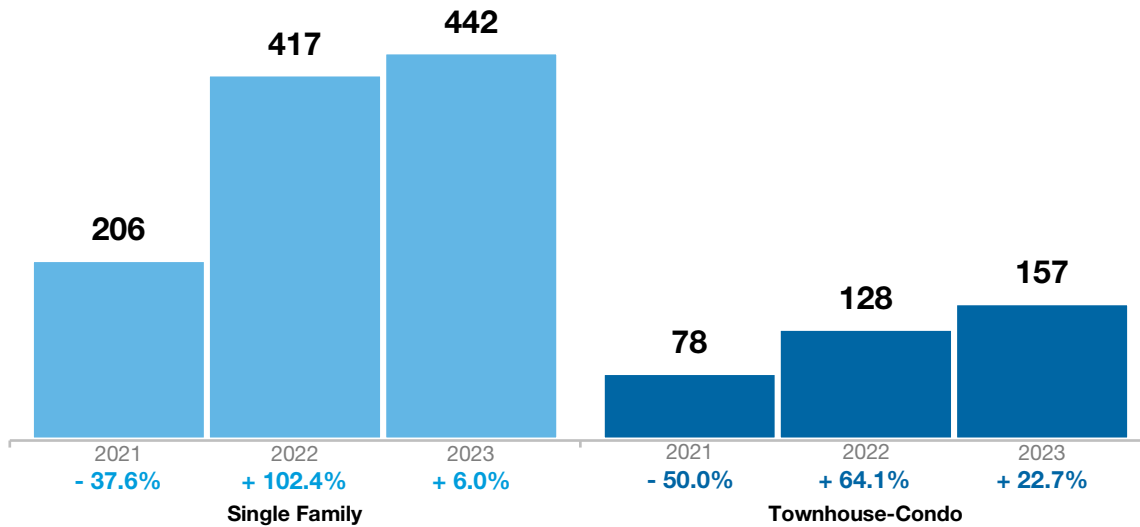


Inventory of Active Listings

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



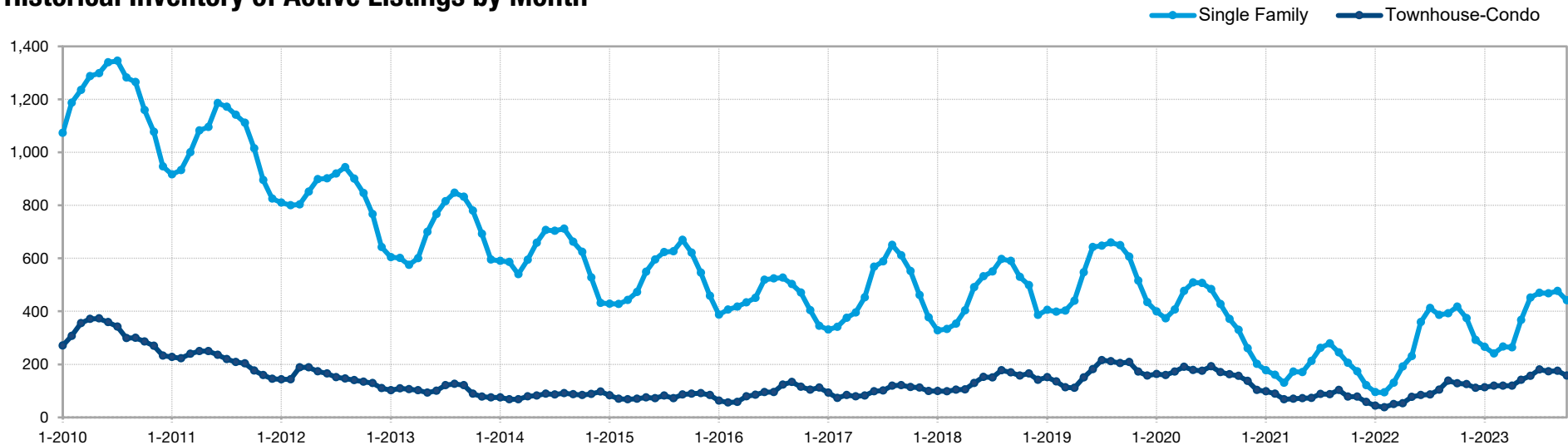
October



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2022	374	+114.9%	125	+60.3%
Dec-2022	292	+141.3%	111	+91.4%
Jan-2023	266	+180.0%	113	+156.8%
Feb-2023	241	+156.4%	119	+213.2%
Mar-2023	267	+105.4%	119	+138.0%
Apr-2023	264	+37.5%	119	+124.5%
May-2023	367	+58.9%	141	+83.1%
Jun-2023	452	+25.9%	156	+85.7%
Jul-2023	470	+14.1%	181	+110.5%
Aug-2023	468	+21.2%	174	+67.3%
Sep-2023	477	+21.7%	176	+27.5%
Oct-2023	442	+6.0%	157	+22.7%
12-Month Avg*	365	+45.9%	141	+80.3%

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

Historical Inventory of Active Listings by Month

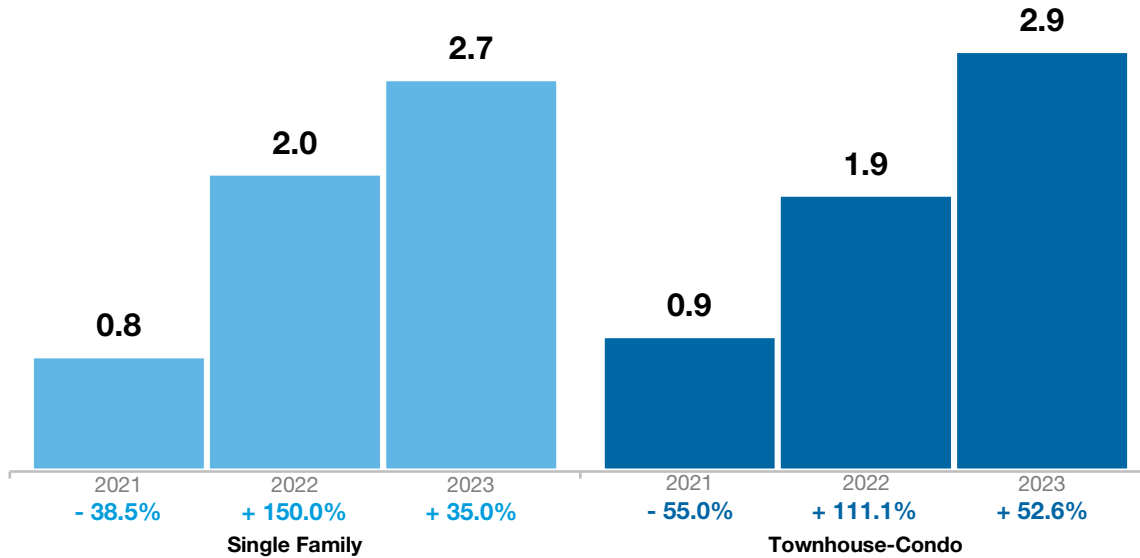


Months Supply of Inventory

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.



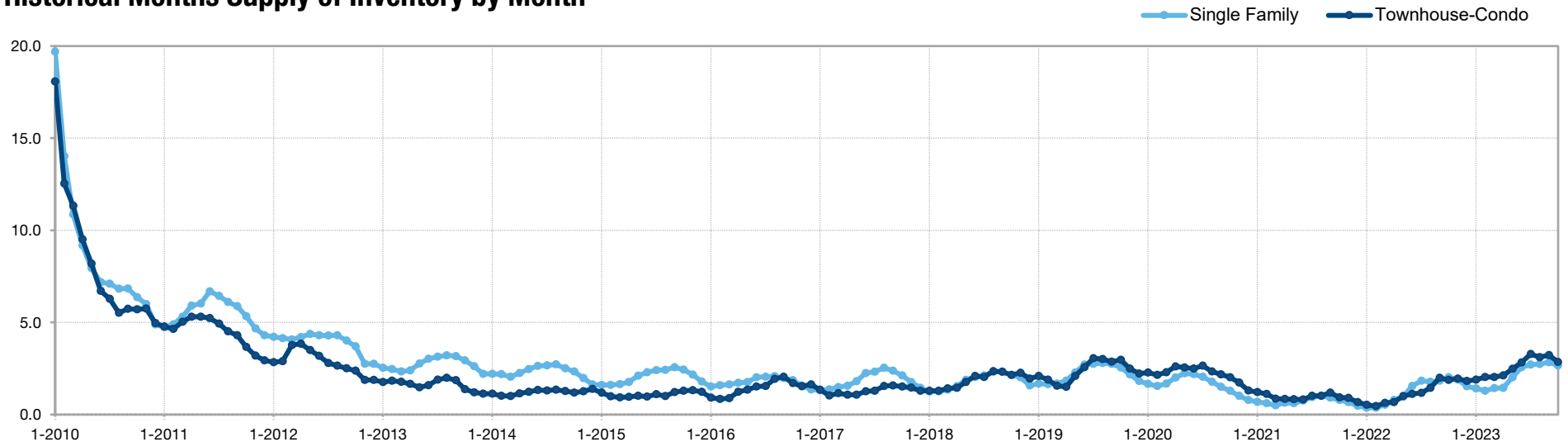
October



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2022	1.9	+171.4%	2.0	+122.2%
Dec-2022	1.5	+200.0%	1.8	+157.1%
Jan-2023	1.4	+250.0%	1.9	+280.0%
Feb-2023	1.3	+225.0%	2.0	+300.0%
Mar-2023	1.4	+180.0%	2.0	+233.3%
Apr-2023	1.4	+75.0%	2.1	+200.0%
May-2023	2.0	+100.0%	2.5	+150.0%
Jun-2023	2.6	+73.3%	2.8	+154.5%
Jul-2023	2.7	+50.0%	3.3	+175.0%
Aug-2023	2.7	+50.0%	3.1	+121.4%
Sep-2023	2.8	+55.6%	3.2	+60.0%
Oct-2023	2.7	+35.0%	2.9	+52.6%
12-Month Avg*	2.0	+86.4%	2.5	+137.4%

* Months Supply for all properties from November 2022 through October 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.



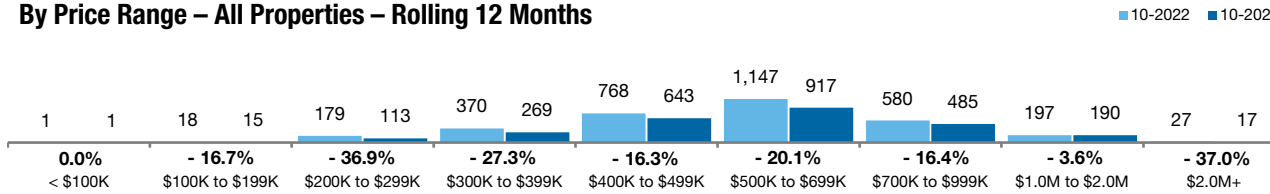
Key Metrics	Historical Sparkbars	10-2022	10-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		281	291	+ 3.6%	3,446	3,317	- 3.7%
Pending Sales		191	207	+ 8.4%	621	597	- 3.9%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		217	196	- 9.7%	2,680	2,318	- 13.5%
Median Sales Price		\$545,000	\$507,765	- 6.8%	\$550,000	\$550,000	0.0%
Avg. Sales Price		\$623,365	\$566,324	+ 0.5%	\$615,754	\$619,116	+ 0.5%
Pct. of List Price Received		99.0%	99.0%	- 2.4%	102.3%	99.8%	- 2.4%
Days on Market		55	63	+ 29.8%	47	61	+ 29.8%
Affordability Index		53	51	- 6.9%	52	48	- 6.9%
Active Listings		545	599	+ 9.9%	--	--	--
Months Supply		2.0	2.7	+ 36.3%	--	--	--

Sold Listings

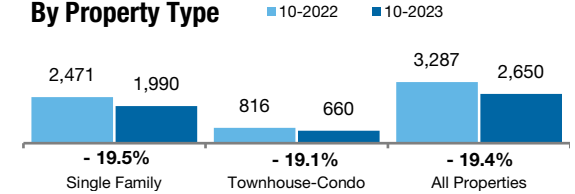
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type

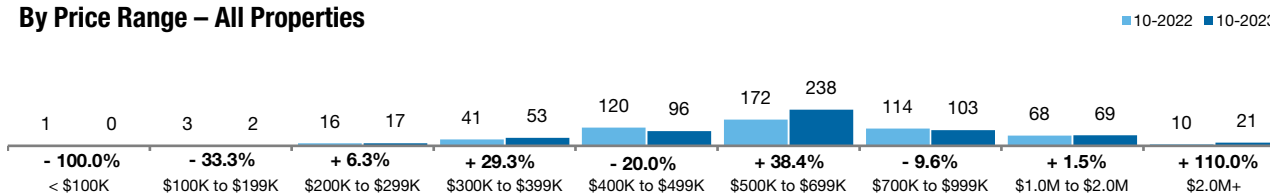


By Price Range	Rolling 12 Months			Compared to Prior Month			Year to Date		
	Single Family	Townhouse-Condo	Change	Single Family	Townhouse-Condo	Change	Single Family	Townhouse-Condo	Change
\$99,999 and Below	1	1	0.0%	0	0	--	1	1	0.0%
\$100,000 to \$199,999	11	14	+27.3%	7	1	-85.7%	10	11	+10.0%
\$200,000 to \$299,999	31	22	-29.0%	148	91	-38.5%	23	20	-13.0%
\$300,000 to \$399,999	106	76	-28.3%	264	193	-26.9%	79	62	-21.5%
\$400,000 to \$499,999	500	376	-24.8%	268	267	-0.4%	374	318	-15.0%
\$500,000 to \$699,999	1,065	847	-20.5%	82	70	-14.6%	889	751	-15.5%
\$700,000 to \$999,999	543	466	-14.2%	37	19	-48.6%	42	29	-31.0%
\$1,000,000 to \$1,999,999	188	171	-9.0%	9	19	+111.1%	17	10	-41.2%
\$2,000,000 and Above	26	17	-34.6%	1	0	-100.0%	1	0	-100.0%
All Price Ranges	2,471	1,990	-19.5%	816	660	-19.1%	176	144	-18.2%

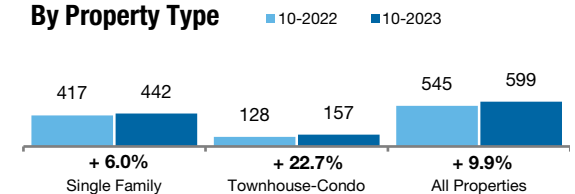
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



By Price Range	Year over Year			Compared to Prior Month			Year to Date	
	Single Family	Townhouse-Condo	Change	Single Family	Townhouse-Condo	Change	Single Family	Townhouse-Condo
\$99,999 and Below	1	0	-100.0%	0	0	--	0	0
\$100,000 to \$199,999	3	2	-33.3%	0	0	--	3	2
\$200,000 to \$299,999	8	2	-75.0%	8	15	+87.5%	2	2
\$300,000 to \$399,999	15	14	-6.7%	26	39	+50.0%	20	14
\$400,000 to \$499,999	60	40	-33.3%	60	56	-6.7%	52	40
\$500,000 to \$699,999	154	195	+26.6%	18	43	+138.9%	192	195
\$700,000 to \$999,999	106	100	-5.7%	8	3	-62.5%	124	100
\$1,000,000 to \$1,999,999	60	68	+13.3%	8	1	-87.5%	62	68
\$2,000,000 and Above	10	21	+110.0%	0	0	--	22	21
All Price Ranges	417	442	+6.0%	128	157	+22.7%	477	442

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

Glossary of Terms

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

Local Market Update for October 2023

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Berthoud

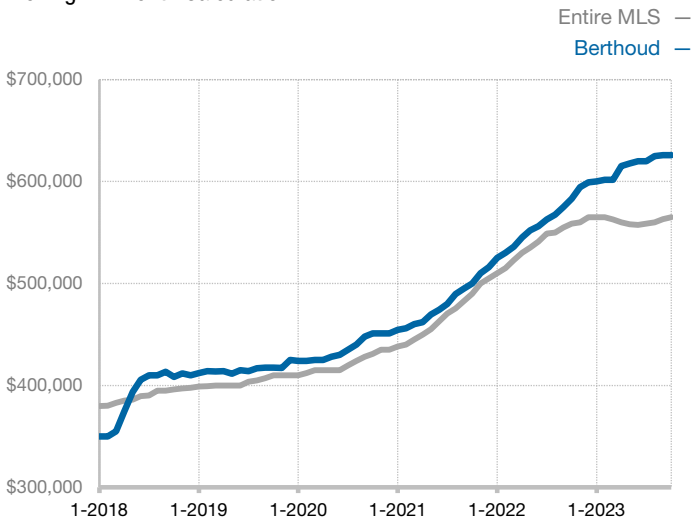
Single Family	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
Key Metrics						
New Listings	48	33	- 31.3%	513	484	- 5.7%
Closed Sales	33	25	- 24.2%	447	333	- 25.5%
Median Sales Price*	\$630,000	\$670,000	+ 6.3%	\$599,000	\$630,000	+ 5.2%
Average Sales Price*	\$711,082	\$925,011	+ 30.1%	\$698,403	\$792,515	+ 13.5%
Percent of List Price Received*	96.5%	98.4%	+ 2.0%	101.8%	98.9%	- 2.8%
Days on Market Until Sale	44	83	+ 88.6%	62	73	+ 17.7%
Inventory of Homes for Sale	120	106	- 11.7%	--	--	--
Months Supply of Inventory	2.6	3.3	+ 26.9%	--	--	--

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

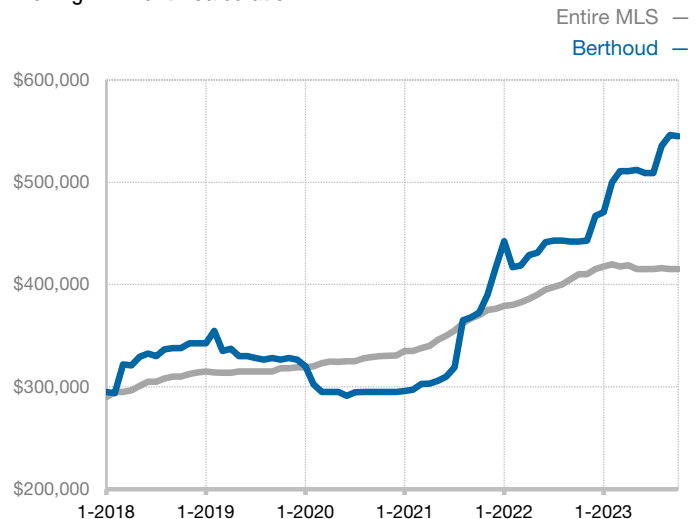
Townhouse/Condo	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
Key Metrics						
New Listings	8	11	+ 37.5%	54	59	+ 9.3%
Closed Sales	2	2	0.0%	59	40	- 32.2%
Median Sales Price*	\$551,925	\$617,450	+ 11.9%	\$443,100	\$509,000	+ 14.9%
Average Sales Price*	\$551,925	\$617,450	+ 11.9%	\$483,099	\$546,789	+ 13.2%
Percent of List Price Received*	103.3%	99.0%	- 4.2%	103.2%	101.1%	- 2.0%
Days on Market Until Sale	132	48	- 63.6%	168	127	- 24.4%
Inventory of Homes for Sale	13	14	+ 7.7%	--	--	--
Months Supply of Inventory	2.3	3.4	+ 47.8%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2023

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Boulder

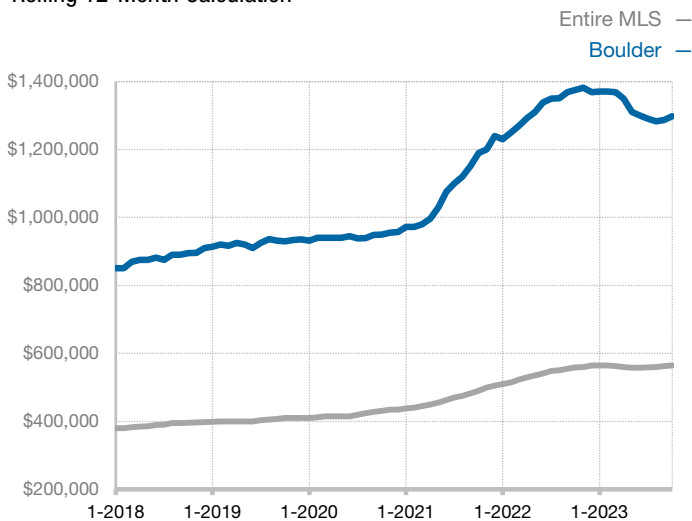
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	98	70	- 28.6%	1,322	1,360	+ 2.9%
Closed Sales	70	77	+ 10.0%	873	781	- 10.5%
Median Sales Price*	\$1,335,000	\$1,525,000	+ 14.2%	\$1,400,000	\$1,320,000	- 5.7%
Average Sales Price*	\$1,590,711	\$1,702,266	+ 7.0%	\$1,667,301	\$1,676,787	+ 0.6%
Percent of List Price Received*	95.6%	96.1%	+ 0.5%	103.1%	98.1%	- 4.8%
Days on Market Until Sale	50	78	+ 56.0%	39	55	+ 41.0%
Inventory of Homes for Sale	246	277	+ 12.6%	--	--	--
Months Supply of Inventory	2.8	3.7	+ 32.1%	--	--	--

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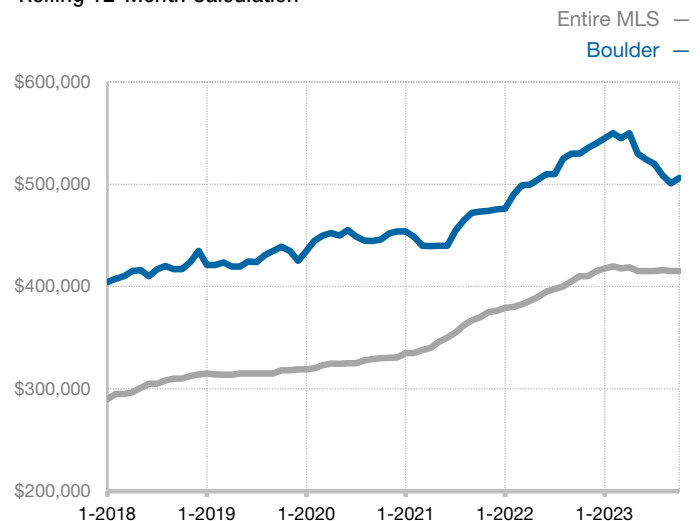
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	54	75	+ 38.9%	840	799	- 4.9%
Closed Sales	52	28	- 46.2%	689	503	- 27.0%
Median Sales Price*	\$442,500	\$478,000	+ 8.0%	\$544,936	\$502,000	- 7.9%
Average Sales Price*	\$620,231	\$589,554	- 4.9%	\$708,617	\$599,259	- 15.4%
Percent of List Price Received*	98.0%	99.4%	+ 1.4%	101.9%	99.5%	- 2.4%
Days on Market Until Sale	56	54	- 3.6%	55	45	- 18.2%
Inventory of Homes for Sale	108	141	+ 30.6%	--	--	--
Months Supply of Inventory	1.5	2.9	+ 93.3%	--	--	--

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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 October 2023

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Fort Collins

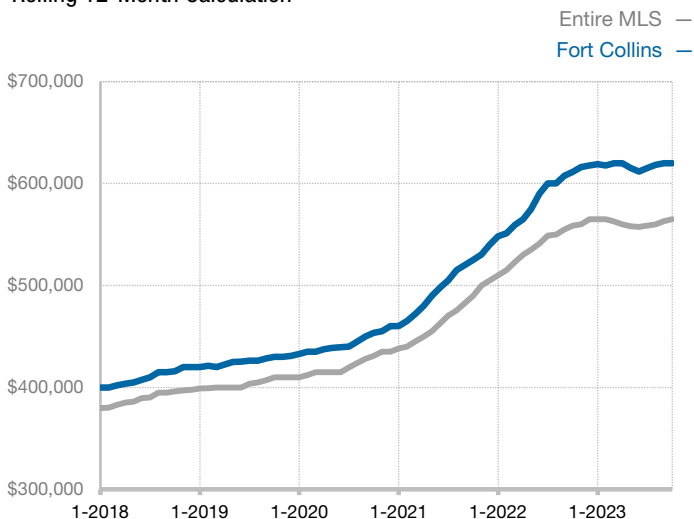
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	216	192	- 11.1%	2,708	2,065	- 23.7%
Closed Sales	179	114	- 36.3%	2,146	1,442	- 32.8%
Median Sales Price*	\$577,500	\$580,000	+ 0.4%	\$620,000	\$625,000	+ 0.8%
Average Sales Price*	\$700,302	\$658,024	- 6.0%	\$698,988	\$702,999	+ 0.6%
Percent of List Price Received*	99.0%	99.2%	+ 0.2%	102.7%	99.9%	- 2.7%
Days on Market Until Sale	39	49	+ 25.6%	32	49	+ 53.1%
Inventory of Homes for Sale	345	345	0.0%	--	--	--
Months Supply of Inventory	1.6	2.4	+ 50.0%	--	--	--

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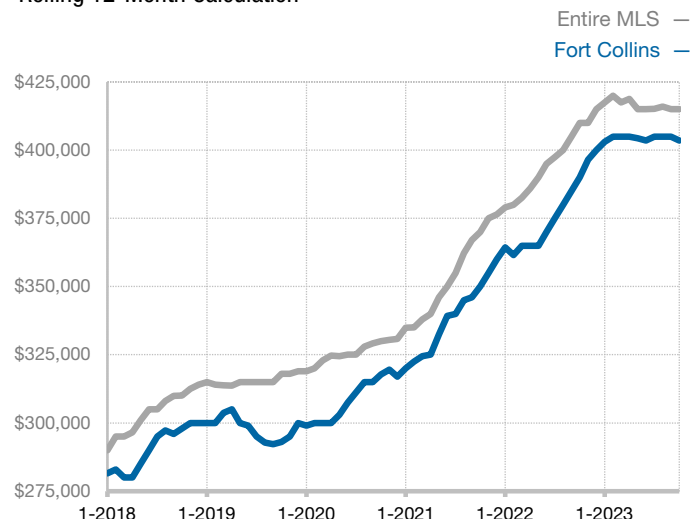
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	53	73	+ 37.7%	889	791	- 11.0%
Closed Sales	52	48	- 7.7%	771	573	- 25.7%
Median Sales Price*	\$410,000	\$384,000	- 6.3%	\$400,000	\$403,500	+ 0.9%
Average Sales Price*	\$414,318	\$377,784	- 8.8%	\$410,924	\$412,450	+ 0.4%
Percent of List Price Received*	99.9%	99.5%	- 0.4%	102.8%	99.7%	- 3.0%
Days on Market Until Sale	39	54	+ 38.5%	30	59	+ 96.7%
Inventory of Homes for Sale	130	147	+ 13.1%	--	--	--
Months Supply of Inventory	1.6	2.6	+ 62.5%	--	--	--

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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 October 2023

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Greeley

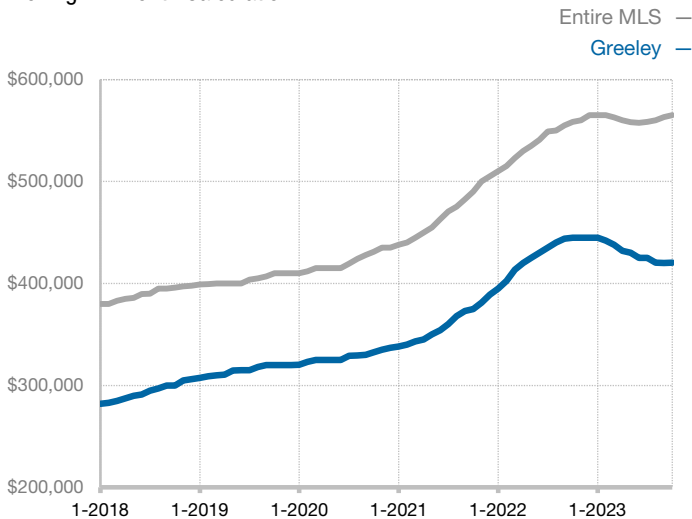
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	153	126	- 17.6%	1,841	1,215	- 34.0%
Closed Sales	119	87	- 26.9%	1,489	938	- 37.0%
Median Sales Price*	\$405,000	\$439,000	+ 8.4%	\$450,000	\$425,000	- 5.6%
Average Sales Price*	\$416,081	\$469,303	+ 12.8%	\$454,155	\$448,568	- 1.2%
Percent of List Price Received*	99.4%	98.6%	- 0.8%	101.6%	99.7%	- 1.9%
Days on Market Until Sale	48	55	+ 14.6%	46	56	+ 21.7%
Inventory of Homes for Sale	247	222	- 10.1%	--	--	--
Months Supply of Inventory	1.6	2.3	+ 43.8%	--	--	--

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

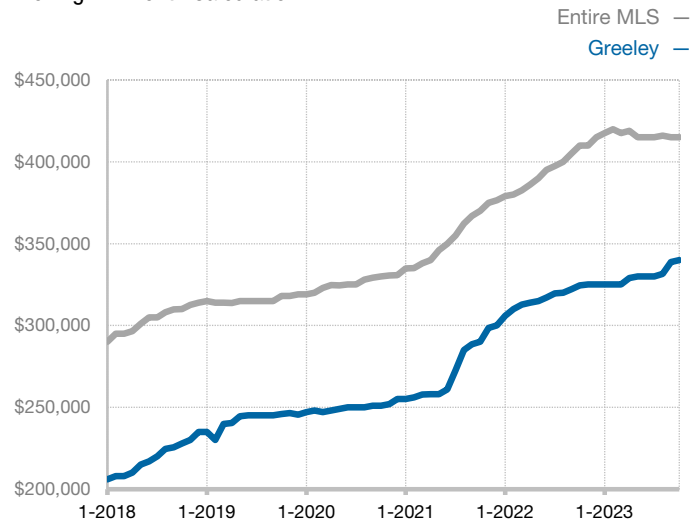
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	32	20	- 37.5%	278	272	- 2.2%
Closed Sales	15	7	- 53.3%	288	200	- 30.6%
Median Sales Price*	\$380,000	\$393,500	+ 3.6%	\$325,000	\$340,000	+ 4.6%
Average Sales Price*	\$394,400	\$379,271	- 3.8%	\$332,112	\$346,376	+ 4.3%
Percent of List Price Received*	98.4%	99.5%	+ 1.1%	101.0%	99.3%	- 1.7%
Days on Market Until Sale	86	162	+ 88.4%	70	62	- 11.4%
Inventory of Homes for Sale	52	56	+ 7.7%	--	--	--
Months Supply of Inventory	1.8	3.0	+ 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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2023

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Johnstown

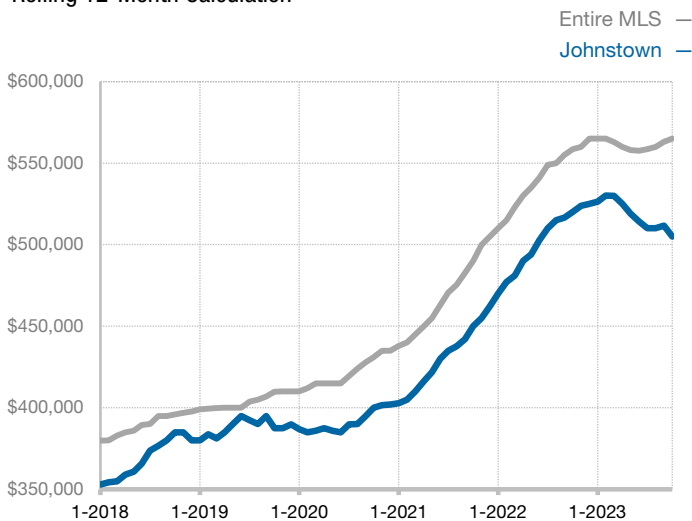
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	70	44	- 37.1%	706	558	- 21.0%
Closed Sales	50	33	- 34.0%	525	455	- 13.3%
Median Sales Price*	\$530,000	\$500,000	- 5.7%	\$529,000	\$510,000	- 3.6%
Average Sales Price*	\$580,894	\$511,093	- 12.0%	\$553,909	\$530,275	- 4.3%
Percent of List Price Received*	99.4%	100.1%	+ 0.7%	101.5%	99.7%	- 1.8%
Days on Market Until Sale	42	60	+ 42.9%	36	56	+ 55.6%
Inventory of Homes for Sale	137	84	- 38.7%	--	--	--
Months Supply of Inventory	2.7	1.9	- 29.6%	--	--	--

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

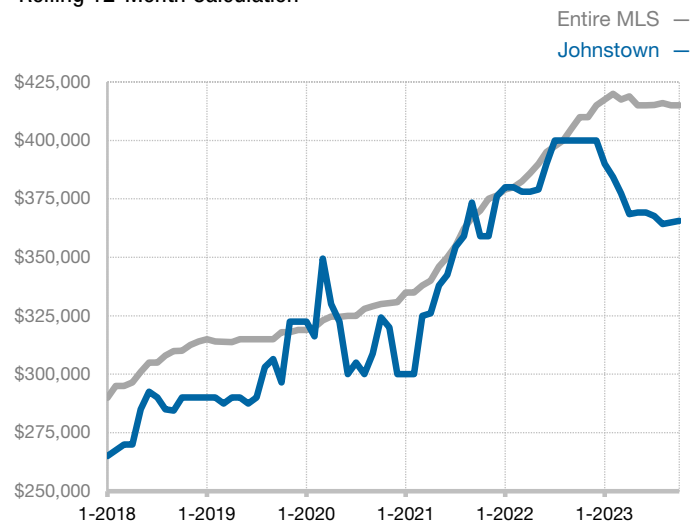
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	1	12	+ 1100.0%	20	62	+ 210.0%
Closed Sales	2	5	+ 150.0%	15	35	+ 133.3%
Median Sales Price*	\$394,600	\$387,200	- 1.9%	\$400,000	\$367,700	- 8.1%
Average Sales Price*	\$394,600	\$387,350	- 1.8%	\$402,347	\$372,887	- 7.3%
Percent of List Price Received*	100.5%	99.8%	- 0.7%	102.3%	99.9%	- 2.3%
Days on Market Until Sale	70	57	- 18.6%	33	67	+ 103.0%
Inventory of Homes for Sale	4	22	+ 450.0%	--	--	--
Months Supply of Inventory	1.7	6.5	+ 282.4%	--	--	--

* 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 October 2023

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Longmont

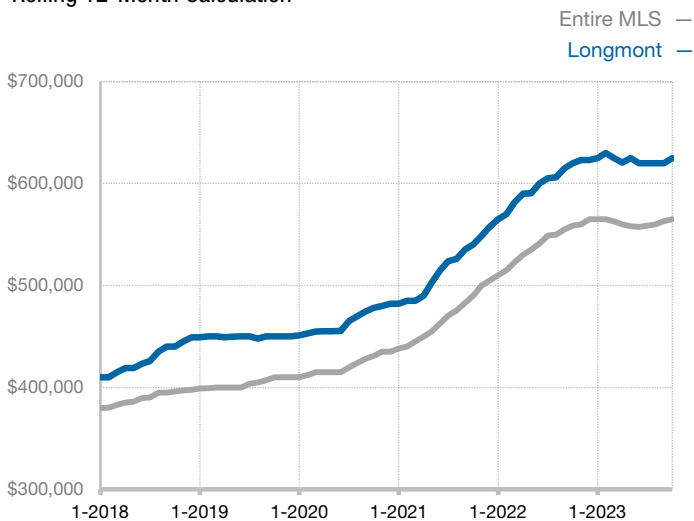
Single Family	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
Key Metrics						
New Listings	113	121	+ 7.1%	1,555	1,272	- 18.2%
Closed Sales	93	85	- 8.6%	1,152	936	- 18.8%
Median Sales Price*	\$554,000	\$675,000	+ 21.8%	\$630,000	\$635,000	+ 0.8%
Average Sales Price*	\$658,817	\$734,685	+ 11.5%	\$723,798	\$741,860	+ 2.5%
Percent of List Price Received*	98.7%	99.2%	+ 0.5%	103.5%	99.6%	- 3.8%
Days on Market Until Sale	39	42	+ 7.7%	29	49	+ 69.0%
Inventory of Homes for Sale	265	217	- 18.1%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--

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

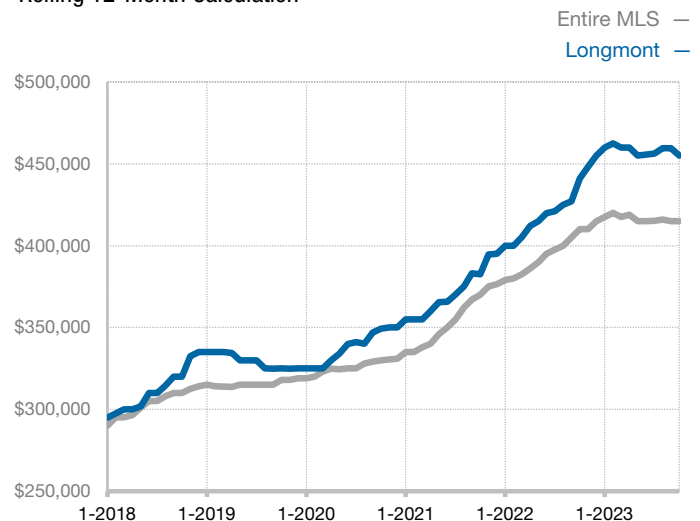
Townhouse/Condo	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
Key Metrics						
New Listings	47	27	- 42.6%	478	350	- 26.8%
Closed Sales	25	39	+ 56.0%	277	271	- 2.2%
Median Sales Price*	\$474,400	\$454,000	- 4.3%	\$451,606	\$458,400	+ 1.5%
Average Sales Price*	\$470,737	\$483,216	+ 2.7%	\$468,761	\$475,587	+ 1.5%
Percent of List Price Received*	99.4%	99.5%	+ 0.1%	103.0%	99.8%	- 3.1%
Days on Market Until Sale	40	83	+ 107.5%	24	69	+ 187.5%
Inventory of Homes for Sale	115	84	- 27.0%	--	--	--
Months Supply of Inventory	3.9	3.1	- 20.5%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2023

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Loveland

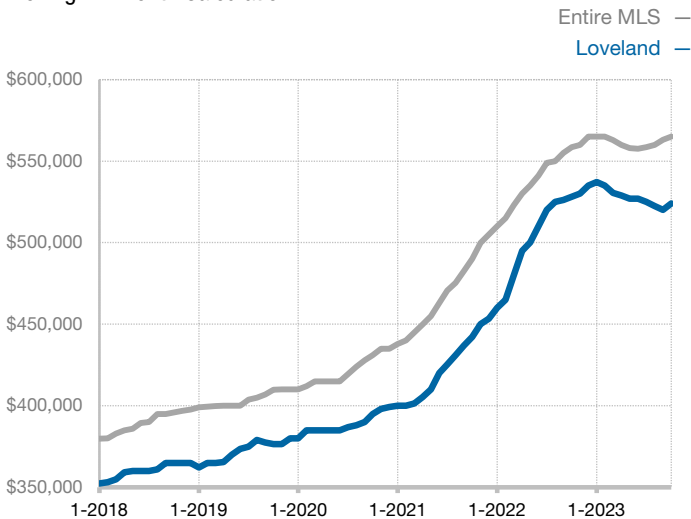
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	156	98	- 37.2%	1,959	1,332	- 32.0%
Closed Sales	152	77	- 49.3%	1,538	1,080	- 29.8%
Median Sales Price*	\$508,000	\$530,000	+ 4.3%	\$540,000	\$525,000	- 2.8%
Average Sales Price*	\$595,573	\$564,312	- 5.2%	\$604,242	\$607,076	+ 0.5%
Percent of List Price Received*	99.2%	98.8%	- 0.4%	101.9%	99.2%	- 2.6%
Days on Market Until Sale	43	55	+ 27.9%	32	55	+ 71.9%
Inventory of Homes for Sale	272	207	- 23.9%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--

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

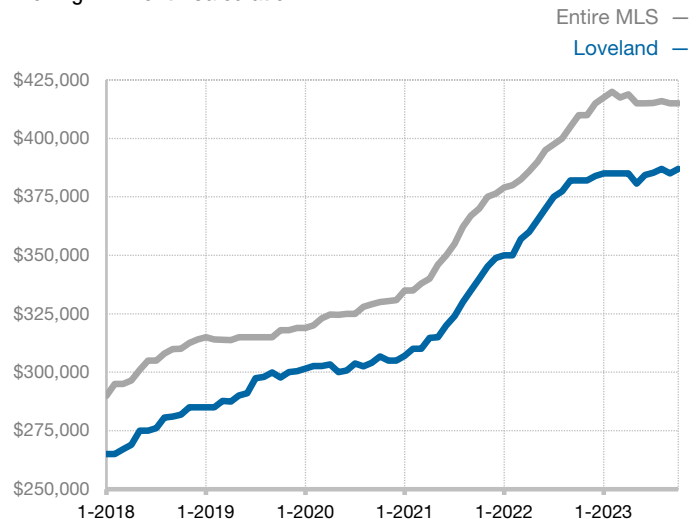
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	32	31	- 3.1%	345	322	- 6.7%
Closed Sales	18	17	- 5.6%	338	270	- 20.1%
Median Sales Price*	\$350,000	\$400,000	+ 14.3%	\$389,001	\$394,798	+ 1.5%
Average Sales Price*	\$355,141	\$476,867	+ 34.3%	\$401,806	\$417,386	+ 3.9%
Percent of List Price Received*	99.4%	99.6%	+ 0.2%	103.7%	100.4%	- 3.2%
Days on Market Until Sale	81	67	- 17.3%	137	100	- 27.0%
Inventory of Homes for Sale	67	63	- 6.0%	--	--	--
Months Supply of Inventory	1.9	2.4	+ 26.3%	--	--	--

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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 October 2023

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Wellington

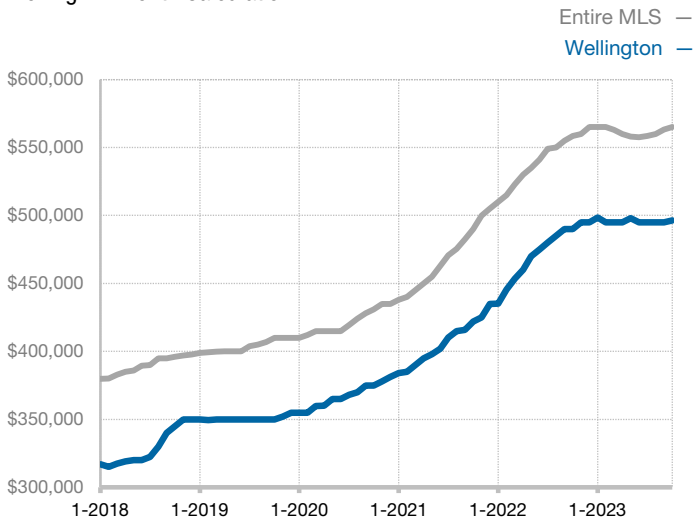
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	50	18	- 64.0%	404	278	- 31.2%
Closed Sales	14	14	0.0%	303	238	- 21.5%
Median Sales Price*	\$447,500	\$482,500	+ 7.8%	\$495,000	\$496,250	+ 0.3%
Average Sales Price*	\$467,505	\$505,130	+ 8.0%	\$524,326	\$513,366	- 2.1%
Percent of List Price Received*	99.4%	99.6%	+ 0.2%	102.7%	99.9%	- 2.7%
Days on Market Until Sale	59	70	+ 18.6%	48	70	+ 45.8%
Inventory of Homes for Sale	99	47	- 52.5%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.3%	--	--	--

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

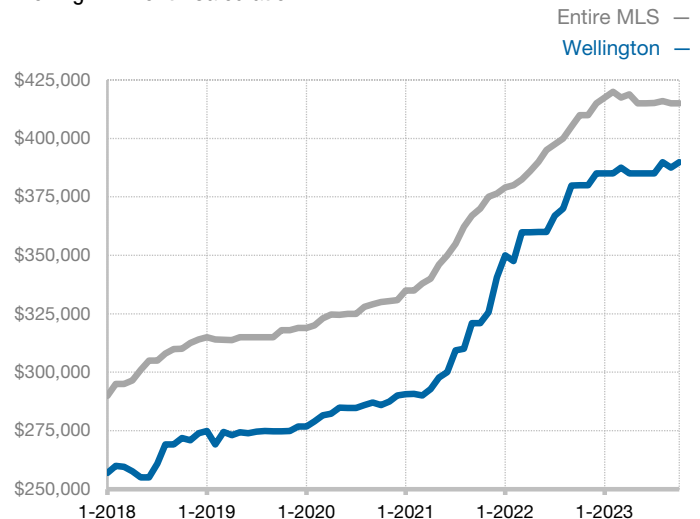
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	1	6	+ 500.0%	40	37	- 7.5%
Closed Sales	4	0	- 100.0%	33	14	- 57.6%
Median Sales Price*	\$377,500	\$0	- 100.0%	\$380,000	\$392,500	+ 3.3%
Average Sales Price*	\$381,250	\$0	- 100.0%	\$376,592	\$382,615	+ 1.6%
Percent of List Price Received*	101.1%	0.0%	- 100.0%	102.3%	98.8%	- 3.4%
Days on Market Until Sale	37	0	- 100.0%	31	56	+ 80.6%
Inventory of Homes for Sale	2	12	+ 500.0%	--	--	--
Months Supply of Inventory	0.5	5.3	+ 960.0%	--	--	--

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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 October 2023

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Windsor

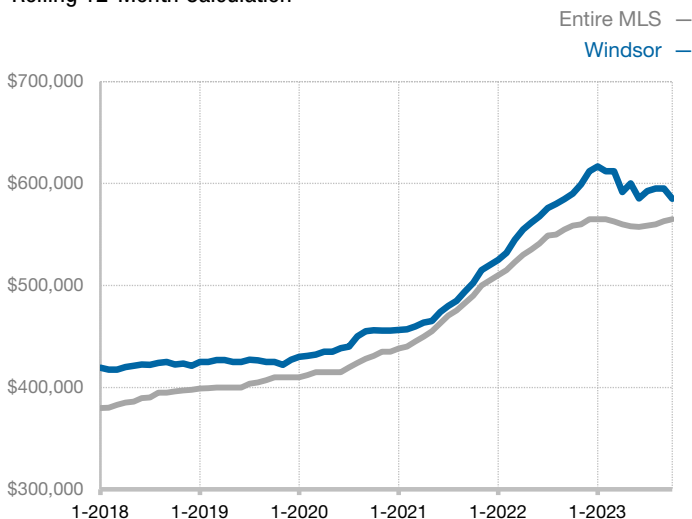
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	68	87	+ 27.9%	1,118	903	- 19.2%
Closed Sales	59	54	- 8.5%	881	717	- 18.6%
Median Sales Price*	\$655,000	\$602,500	- 8.0%	\$610,000	\$580,000	- 4.9%
Average Sales Price*	\$756,351	\$679,291	- 10.2%	\$673,843	\$655,334	- 2.7%
Percent of List Price Received*	98.4%	98.8%	+ 0.4%	101.2%	99.5%	- 1.7%
Days on Market Until Sale	57	72	+ 26.3%	49	87	+ 77.6%
Inventory of Homes for Sale	216	160	- 25.9%	--	--	--
Months Supply of Inventory	2.3	2.4	+ 4.3%	--	--	--

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

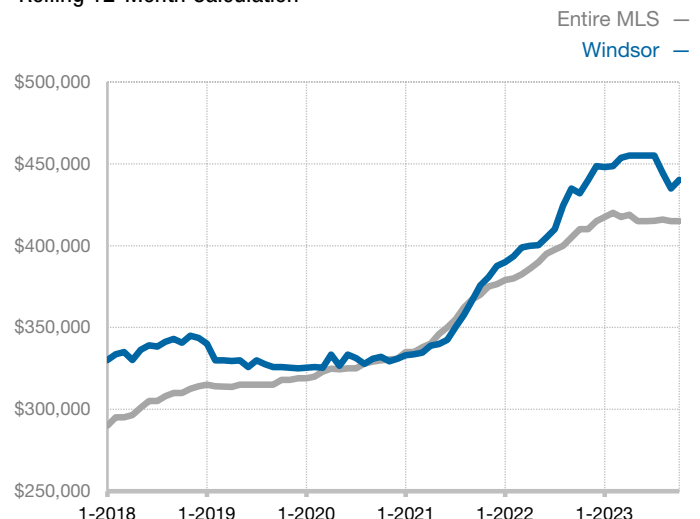
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	8	12	+ 50.0%	117	156	+ 33.3%
Closed Sales	14	14	0.0%	128	113	- 11.7%
Median Sales Price*	\$418,115	\$435,575	+ 4.2%	\$439,500	\$435,000	- 1.0%
Average Sales Price*	\$427,651	\$419,851	- 1.8%	\$457,591	\$448,379	- 2.0%
Percent of List Price Received*	101.8%	100.7%	- 1.1%	102.9%	100.1%	- 2.7%
Days on Market Until Sale	193	51	- 73.6%	142	88	- 38.0%
Inventory of Homes for Sale	17	37	+ 117.6%	--	--	--
Months Supply of Inventory	1.3	3.4	+ 161.5%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2023

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Boulder

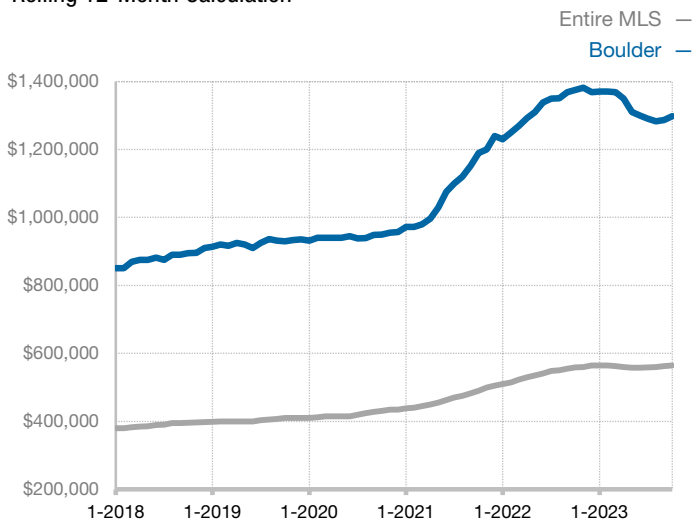
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	98	70	- 28.6%	1,322	1,360	+ 2.9%
Closed Sales	70	77	+ 10.0%	873	781	- 10.5%
Median Sales Price*	\$1,335,000	\$1,525,000	+ 14.2%	\$1,400,000	\$1,320,000	- 5.7%
Average Sales Price*	\$1,590,711	\$1,702,266	+ 7.0%	\$1,667,301	\$1,676,787	+ 0.6%
Percent of List Price Received*	95.6%	96.1%	+ 0.5%	103.1%	98.1%	- 4.8%
Days on Market Until Sale	50	78	+ 56.0%	39	55	+ 41.0%
Inventory of Homes for Sale	246	277	+ 12.6%	--	--	--
Months Supply of Inventory	2.8	3.7	+ 32.1%	--	--	--

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

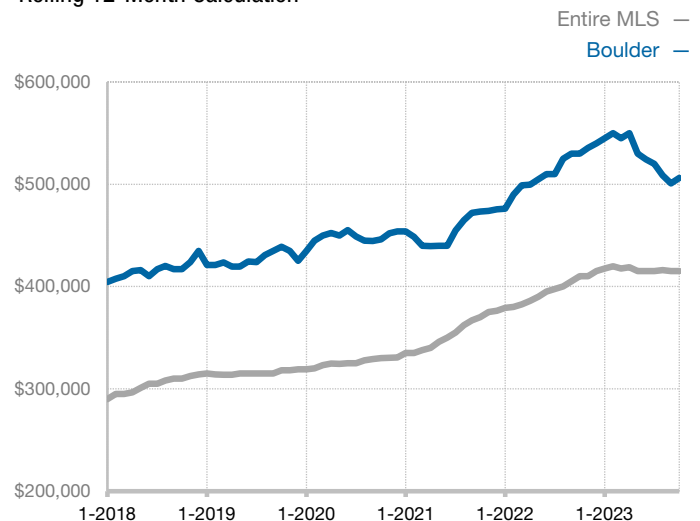
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	54	75	+ 38.9%	840	799	- 4.9%
Closed Sales	52	28	- 46.2%	689	503	- 27.0%
Median Sales Price*	\$442,500	\$478,000	+ 8.0%	\$544,936	\$502,000	- 7.9%
Average Sales Price*	\$620,231	\$589,554	- 4.9%	\$708,617	\$599,259	- 15.4%
Percent of List Price Received*	98.0%	99.4%	+ 1.4%	101.9%	99.5%	- 2.4%
Days on Market Until Sale	56	54	- 3.6%	55	45	- 18.2%
Inventory of Homes for Sale	108	141	+ 30.6%	--	--	--
Months Supply of Inventory	1.5	2.9	+ 93.3%	--	--	--

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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 October 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Loveland

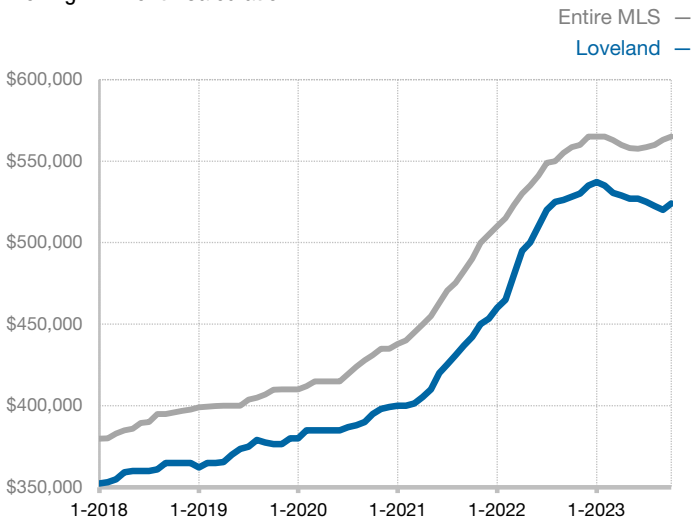
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	156	98	- 37.2%	1,959	1,332	- 32.0%
Closed Sales	152	77	- 49.3%	1,538	1,080	- 29.8%
Median Sales Price*	\$508,000	\$530,000	+ 4.3%	\$540,000	\$525,000	- 2.8%
Average Sales Price*	\$595,573	\$564,312	- 5.2%	\$604,242	\$607,076	+ 0.5%
Percent of List Price Received*	99.2%	98.8%	- 0.4%	101.9%	99.2%	- 2.6%
Days on Market Until Sale	43	55	+ 27.9%	32	55	+ 71.9%
Inventory of Homes for Sale	272	207	- 23.9%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--

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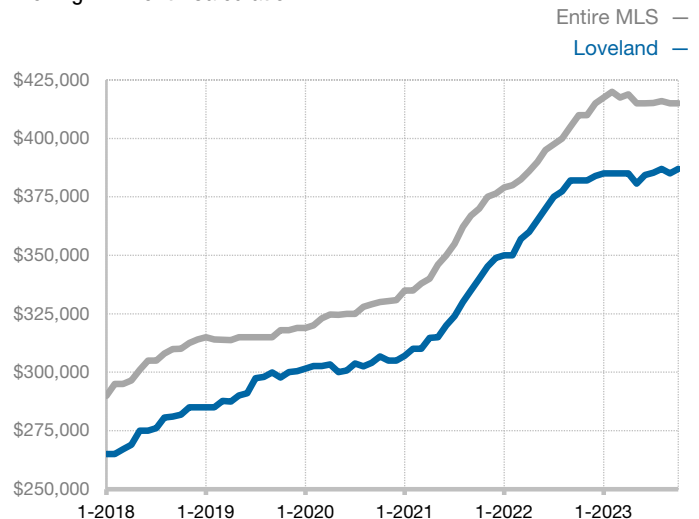
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	32	31	- 3.1%	345	322	- 6.7%
Closed Sales	18	17	- 5.6%	338	270	- 20.1%
Median Sales Price*	\$350,000	\$400,000	+ 14.3%	\$389,001	\$394,798	+ 1.5%
Average Sales Price*	\$355,141	\$476,867	+ 34.3%	\$401,806	\$417,386	+ 3.9%
Percent of List Price Received*	99.4%	99.6%	+ 0.2%	103.7%	100.4%	- 3.2%
Days on Market Until Sale	81	67	- 17.3%	137	100	- 27.0%
Inventory of Homes for Sale	67	63	- 6.0%	--	--	--
Months Supply of Inventory	1.9	2.4	+ 26.3%	--	--	--

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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 October 2023

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Berthoud

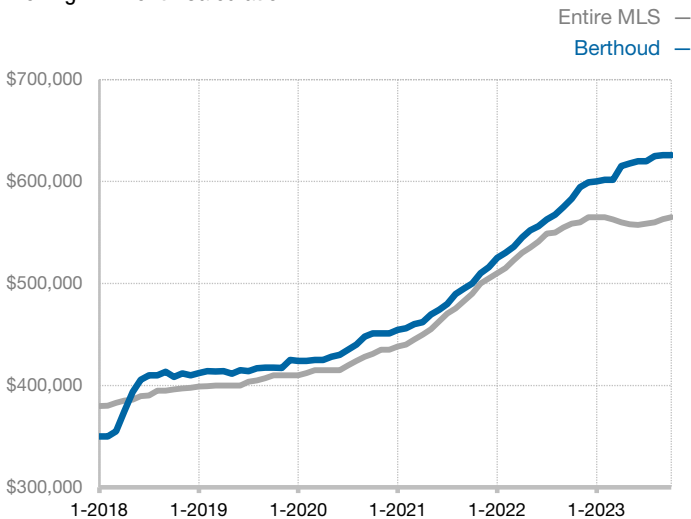
Single Family	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
Key Metrics						
New Listings	48	33	- 31.3%	513	484	- 5.7%
Closed Sales	33	25	- 24.2%	447	333	- 25.5%
Median Sales Price*	\$630,000	\$670,000	+ 6.3%	\$599,000	\$630,000	+ 5.2%
Average Sales Price*	\$711,082	\$925,011	+ 30.1%	\$698,403	\$792,515	+ 13.5%
Percent of List Price Received*	96.5%	98.4%	+ 2.0%	101.8%	98.9%	- 2.8%
Days on Market Until Sale	44	83	+ 88.6%	62	73	+ 17.7%
Inventory of Homes for Sale	120	106	- 11.7%	--	--	--
Months Supply of Inventory	2.6	3.3	+ 26.9%	--	--	--

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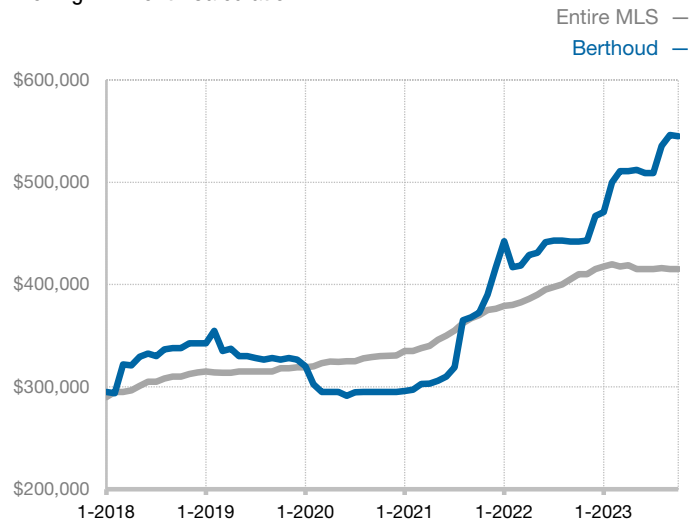
Townhouse/Condo	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
Key Metrics						
New Listings	8	11	+ 37.5%	54	59	+ 9.3%
Closed Sales	2	2	0.0%	59	40	- 32.2%
Median Sales Price*	\$551,925	\$617,450	+ 11.9%	\$443,100	\$509,000	+ 14.9%
Average Sales Price*	\$551,925	\$617,450	+ 11.9%	\$483,099	\$546,789	+ 13.2%
Percent of List Price Received*	103.3%	99.0%	- 4.2%	103.2%	101.1%	- 2.0%
Days on Market Until Sale	132	48	- 63.6%	168	127	- 24.4%
Inventory of Homes for Sale	13	14	+ 7.7%	--	--	--
Months Supply of Inventory	2.3	3.4	+ 47.8%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Fort Collins

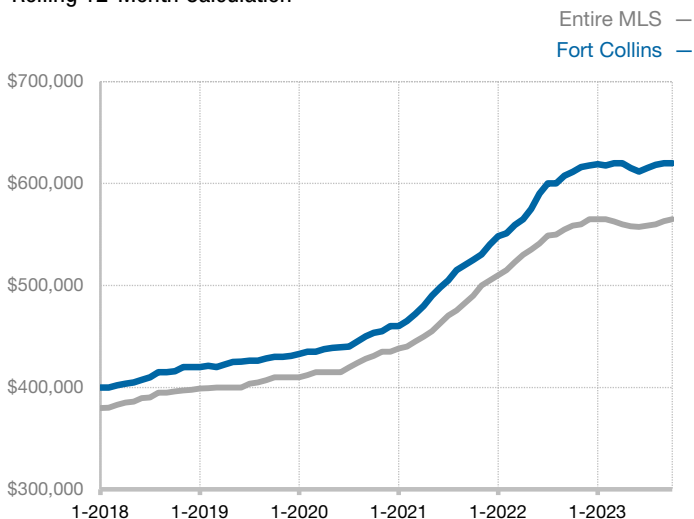
Single Family	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
Key Metrics						
New Listings	216	192	- 11.1%	2,708	2,065	- 23.7%
Closed Sales	179	114	- 36.3%	2,146	1,442	- 32.8%
Median Sales Price*	\$577,500	\$580,000	+ 0.4%	\$620,000	\$625,000	+ 0.8%
Average Sales Price*	\$700,302	\$658,024	- 6.0%	\$698,988	\$702,999	+ 0.6%
Percent of List Price Received*	99.0%	99.2%	+ 0.2%	102.7%	99.9%	- 2.7%
Days on Market Until Sale	39	49	+ 25.6%	32	49	+ 53.1%
Inventory of Homes for Sale	345	345	0.0%	--	--	--
Months Supply of Inventory	1.6	2.4	+ 50.0%	--	--	--

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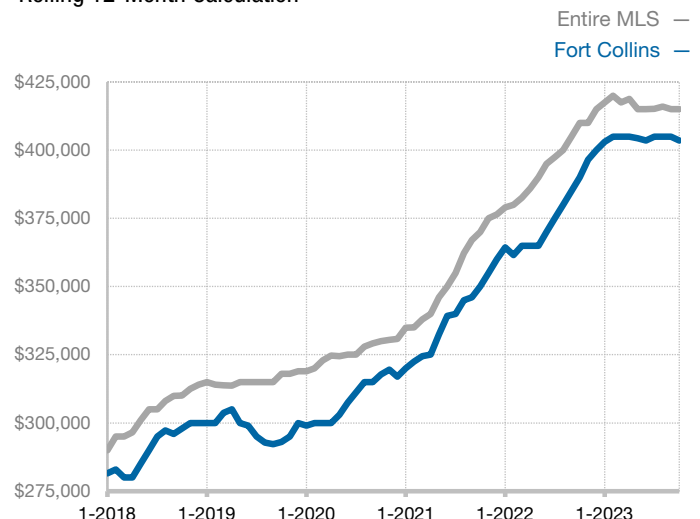
Townhouse/Condo	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
Key Metrics						
New Listings	53	73	+ 37.7%	889	791	- 11.0%
Closed Sales	52	48	- 7.7%	771	573	- 25.7%
Median Sales Price*	\$410,000	\$384,000	- 6.3%	\$400,000	\$403,500	+ 0.9%
Average Sales Price*	\$414,318	\$377,784	- 8.8%	\$410,924	\$412,450	+ 0.4%
Percent of List Price Received*	99.9%	99.5%	- 0.4%	102.8%	99.7%	- 3.0%
Days on Market Until Sale	39	54	+ 38.5%	30	59	+ 96.7%
Inventory of Homes for Sale	130	147	+ 13.1%	--	--	--
Months Supply of Inventory	1.6	2.6	+ 62.5%	--	--	--

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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 October 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

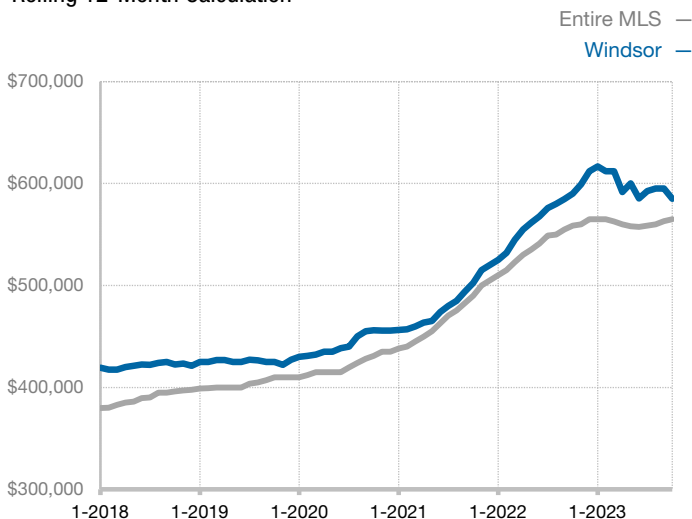
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	68	87	+ 27.9%	1,118	903	- 19.2%
Closed Sales	59	54	- 8.5%	881	717	- 18.6%
Median Sales Price*	\$655,000	\$602,500	- 8.0%	\$610,000	\$580,000	- 4.9%
Average Sales Price*	\$756,351	\$679,291	- 10.2%	\$673,843	\$655,334	- 2.7%
Percent of List Price Received*	98.4%	98.8%	+ 0.4%	101.2%	99.5%	- 1.7%
Days on Market Until Sale	57	72	+ 26.3%	49	87	+ 77.6%
Inventory of Homes for Sale	216	160	- 25.9%	--	--	--
Months Supply of Inventory	2.3	2.4	+ 4.3%	--	--	--

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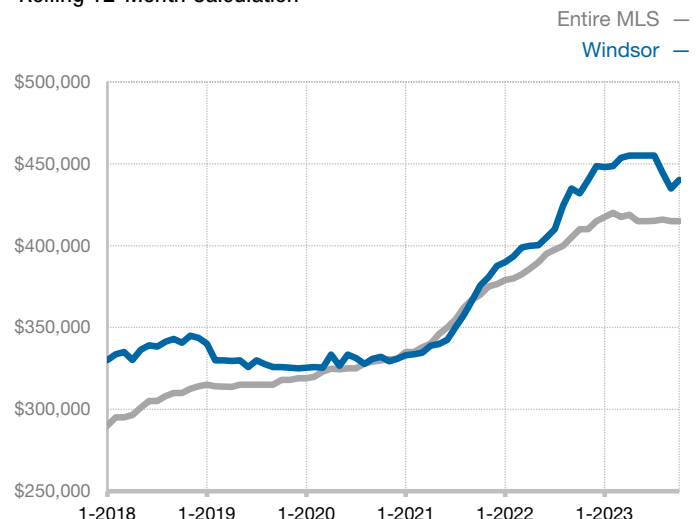
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	8	12	+ 50.0%	117	156	+ 33.3%
Closed Sales	14	14	0.0%	128	113	- 11.7%
Median Sales Price*	\$418,115	\$435,575	+ 4.2%	\$439,500	\$435,000	- 1.0%
Average Sales Price*	\$427,651	\$419,851	- 1.8%	\$457,591	\$448,379	- 2.0%
Percent of List Price Received*	101.8%	100.7%	- 1.1%	102.9%	100.1%	- 2.7%
Days on Market Until Sale	193	51	- 73.6%	142	88	- 38.0%
Inventory of Homes for Sale	17	37	+ 117.6%	--	--	--
Months Supply of Inventory	1.3	3.4	+ 161.5%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Longmont

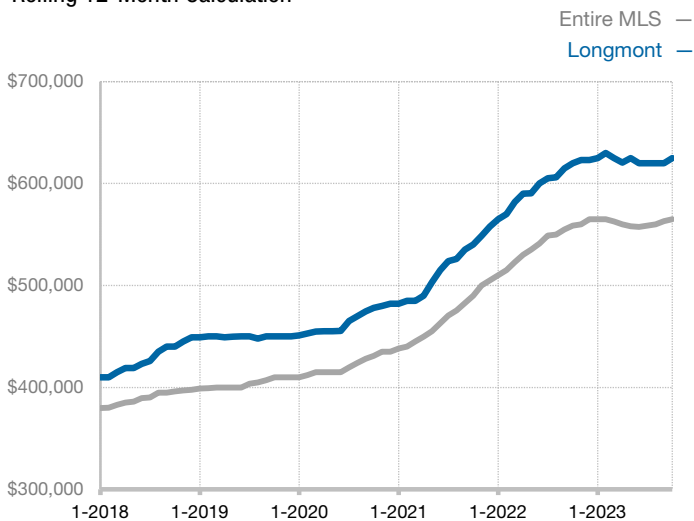
Single Family	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
Key Metrics						
New Listings	113	121	+ 7.1%	1,555	1,272	- 18.2%
Closed Sales	93	85	- 8.6%	1,152	936	- 18.8%
Median Sales Price*	\$554,000	\$675,000	+ 21.8%	\$630,000	\$635,000	+ 0.8%
Average Sales Price*	\$658,817	\$734,685	+ 11.5%	\$723,798	\$741,860	+ 2.5%
Percent of List Price Received*	98.7%	99.2%	+ 0.5%	103.5%	99.6%	- 3.8%
Days on Market Until Sale	39	42	+ 7.7%	29	49	+ 69.0%
Inventory of Homes for Sale	265	217	- 18.1%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--

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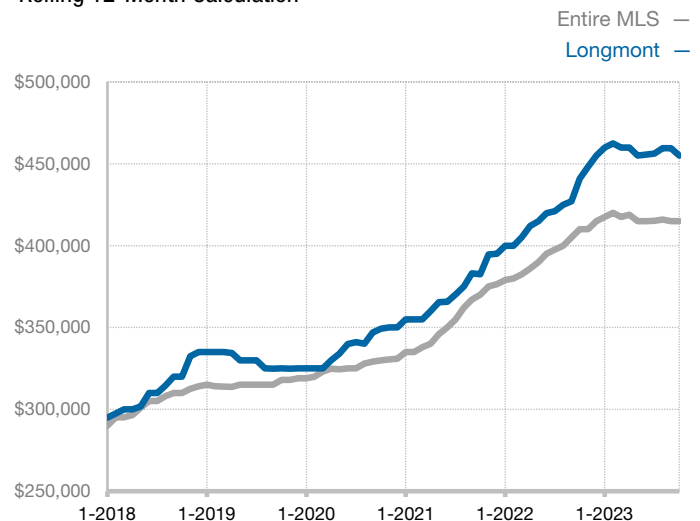
Townhouse/Condo	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
Key Metrics						
New Listings	47	27	- 42.6%	478	350	- 26.8%
Closed Sales	25	39	+ 56.0%	277	271	- 2.2%
Median Sales Price*	\$474,400	\$454,000	- 4.3%	\$451,606	\$458,400	+ 1.5%
Average Sales Price*	\$470,737	\$483,216	+ 2.7%	\$468,761	\$475,587	+ 1.5%
Percent of List Price Received*	99.4%	99.5%	+ 0.1%	103.0%	99.8%	- 3.1%
Days on Market Until Sale	40	83	+ 107.5%	24	69	+ 187.5%
Inventory of Homes for Sale	115	84	- 27.0%	--	--	--
Months Supply of Inventory	3.9	3.1	- 20.5%	--	--	--

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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 October 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Greeley

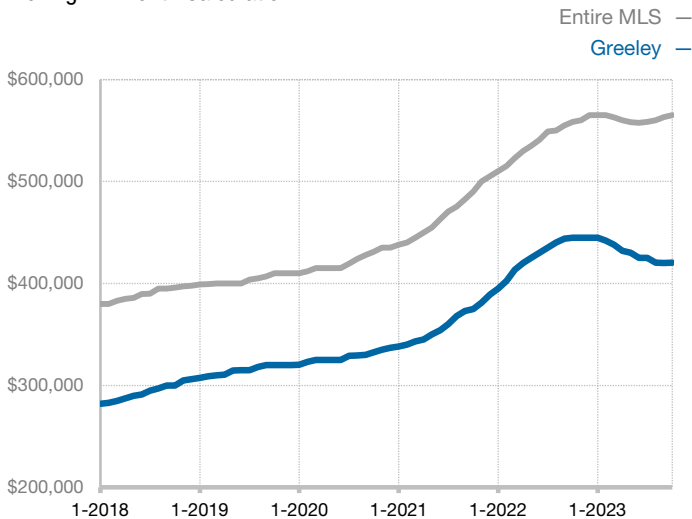
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	153	126	- 17.6%	1,841	1,215	- 34.0%
Closed Sales	119	87	- 26.9%	1,489	938	- 37.0%
Median Sales Price*	\$405,000	\$439,000	+ 8.4%	\$450,000	\$425,000	- 5.6%
Average Sales Price*	\$416,081	\$469,303	+ 12.8%	\$454,155	\$448,568	- 1.2%
Percent of List Price Received*	99.4%	98.6%	- 0.8%	101.6%	99.7%	- 1.9%
Days on Market Until Sale	48	55	+ 14.6%	46	56	+ 21.7%
Inventory of Homes for Sale	247	222	- 10.1%	--	--	--
Months Supply of Inventory	1.6	2.3	+ 43.8%	--	--	--

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

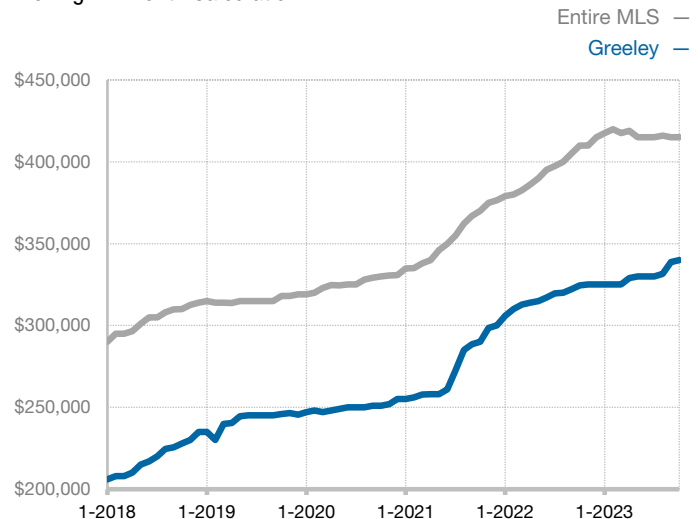
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	32	20	- 37.5%	278	272	- 2.2%
Closed Sales	15	7	- 53.3%	288	200	- 30.6%
Median Sales Price*	\$380,000	\$393,500	+ 3.6%	\$325,000	\$340,000	+ 4.6%
Average Sales Price*	\$394,400	\$379,271	- 3.8%	\$332,112	\$346,376	+ 4.3%
Percent of List Price Received*	98.4%	99.5%	+ 1.1%	101.0%	99.3%	- 1.7%
Days on Market Until Sale	86	162	+ 88.4%	70	62	- 11.4%
Inventory of Homes for Sale	52	56	+ 7.7%	--	--	--
Months Supply of Inventory	1.8	3.0	+ 66.7%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2023

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Wellington

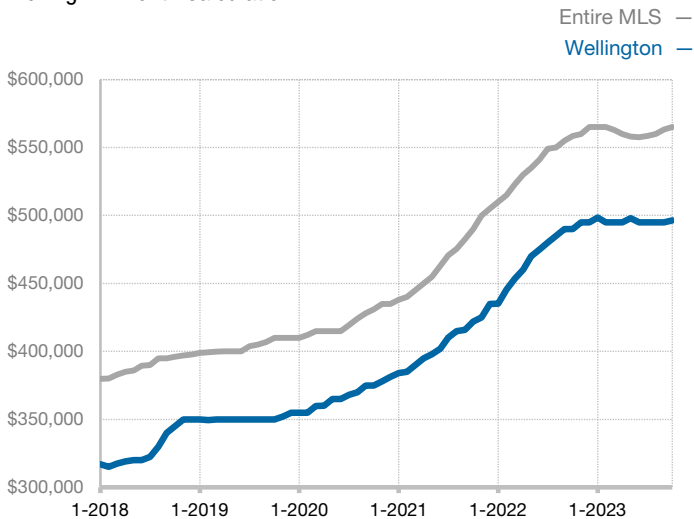
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	50	18	- 64.0%	404	278	- 31.2%
Closed Sales	14	14	0.0%	303	238	- 21.5%
Median Sales Price*	\$447,500	\$482,500	+ 7.8%	\$495,000	\$496,250	+ 0.3%
Average Sales Price*	\$467,505	\$505,130	+ 8.0%	\$524,326	\$513,366	- 2.1%
Percent of List Price Received*	99.4%	99.6%	+ 0.2%	102.7%	99.9%	- 2.7%
Days on Market Until Sale	59	70	+ 18.6%	48	70	+ 45.8%
Inventory of Homes for Sale	99	47	- 52.5%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.3%	--	--	--

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

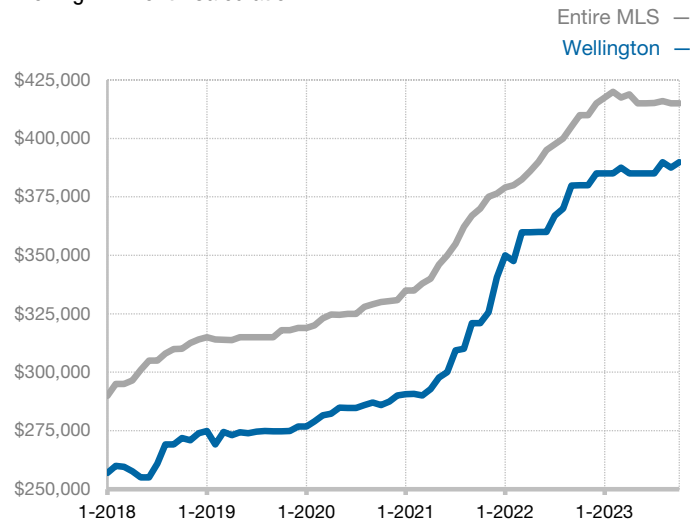
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	1	6	+ 500.0%	40	37	- 7.5%
Closed Sales	4	0	- 100.0%	33	14	- 57.6%
Median Sales Price*	\$377,500	\$0	- 100.0%	\$380,000	\$392,500	+ 3.3%
Average Sales Price*	\$381,250	\$0	- 100.0%	\$376,592	\$382,615	+ 1.6%
Percent of List Price Received*	101.1%	0.0%	- 100.0%	102.3%	98.8%	- 3.4%
Days on Market Until Sale	37	0	- 100.0%	31	56	+ 80.6%
Inventory of Homes for Sale	2	12	+ 500.0%	--	--	--
Months Supply of Inventory	0.5	5.3	+ 960.0%	--	--	--

* 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 October 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Johnstown

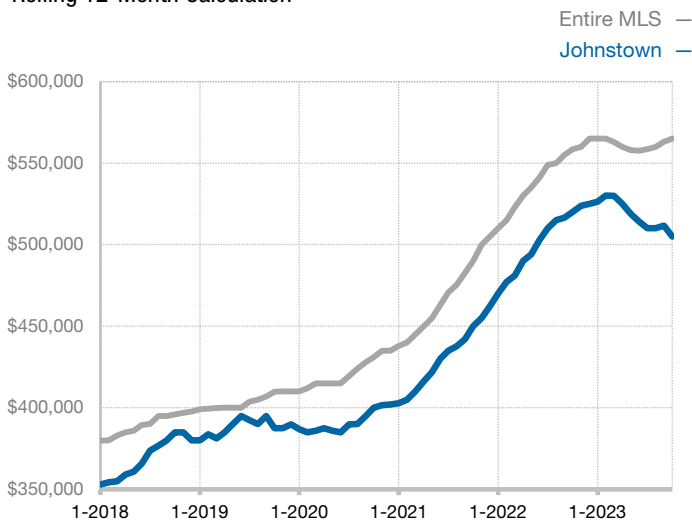
Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	70	44	- 37.1%	706	558	- 21.0%
Closed Sales	50	33	- 34.0%	525	455	- 13.3%
Median Sales Price*	\$530,000	\$500,000	- 5.7%	\$529,000	\$510,000	- 3.6%
Average Sales Price*	\$580,894	\$511,093	- 12.0%	\$553,909	\$530,275	- 4.3%
Percent of List Price Received*	99.4%	100.1%	+ 0.7%	101.5%	99.7%	- 1.8%
Days on Market Until Sale	42	60	+ 42.9%	36	56	+ 55.6%
Inventory of Homes for Sale	137	84	- 38.7%	--	--	--
Months Supply of Inventory	2.7	1.9	- 29.6%	--	--	--

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

Key Metrics	October			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	1	12	+ 1100.0%	20	62	+ 210.0%
Closed Sales	2	5	+ 150.0%	15	35	+ 133.3%
Median Sales Price*	\$394,600	\$387,200	- 1.9%	\$400,000	\$367,700	- 8.1%
Average Sales Price*	\$394,600	\$387,350	- 1.8%	\$402,347	\$372,887	- 7.3%
Percent of List Price Received*	100.5%	99.8%	- 0.7%	102.3%	99.9%	- 2.3%
Days on Market Until Sale	70	57	- 18.6%	33	67	+ 103.0%
Inventory of Homes for Sale	4	22	+ 450.0%	--	--	--
Months Supply of Inventory	1.7	6.5	+ 282.4%	--	--	--

* 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

