



FCBR 2021

FORT COLLINS BOARD OF REALTORS®

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Monthly Indicators



October 2021

New Listings were down 15.4 percent for single family homes and 22.7 percent for townhouse-condo properties. Pending Sales landed at 254 for single family homes and 99 for townhouse-condo properties.

The Median Sales Price was up 11.1 percent to \$511,278 for single family homes and 11.4 percent to \$350,500 for townhouse-condo properties. Days on Market decreased 30.1 percent for single family homes and 48.8 percent for townhouse-condo properties.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Activity Snapshot

- 26.2% **- 30.1%** **+ 11.1%**

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	10-2020	10-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		266	225	- 15.4%	3,246	2,955	- 9.0%
Pending Sales		261	254	- 2.7%	2,810	2,712	- 3.5%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		347	256	- 26.2%	2,637	2,663	+ 1.0%
Median Sales Price		\$460,000	\$511,278	+ 11.1%	\$447,000	\$515,000	+ 15.2%
Avg. Sales Price		\$538,169	\$601,459	+ 11.8%	\$508,611	\$581,216	+ 14.3%
Pct. of List Price Received		99.6%	100.8%	+ 1.2%	99.6%	102.4%	+ 2.8%
Days on Market		73	51	- 30.1%	74	53	- 28.4%
Affordability Index		87	76	- 12.6%	90	75	- 16.7%
Active Listings		350	189	- 46.0%	--	--	--
Months Supply		1.4	0.7	- 50.0%	--	--	--

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.



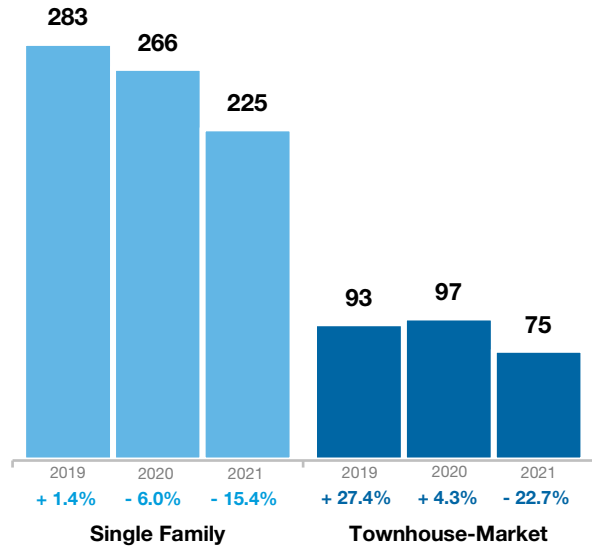
Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		97	75	- 22.7%	989	957	- 3.2%
Pending Sales		92	99	+ 7.6%	838	887	+ 5.8%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		90	64	- 28.9%	806	860	+ 6.7%
Median Sales Price		\$314,700	\$350,500	+ 11.4%	\$312,000	\$353,000	+ 13.1%
Avg. Sales Price		\$336,903	\$397,419	+ 18.0%	\$328,639	\$378,331	+ 15.1%
Pct. of List Price Received		99.1%	100.7%	+ 1.6%	99.1%	101.5%	+ 2.4%
Days on Market		80	41	- 48.8%	92	62	- 32.6%
Affordability Index		127	110	- 13.4%	129	110	- 14.7%
Active Listings		158	69	- 56.3%	--	--	--
Months Supply		2.0	0.8	- 60.0%	--	--	--

New Listings

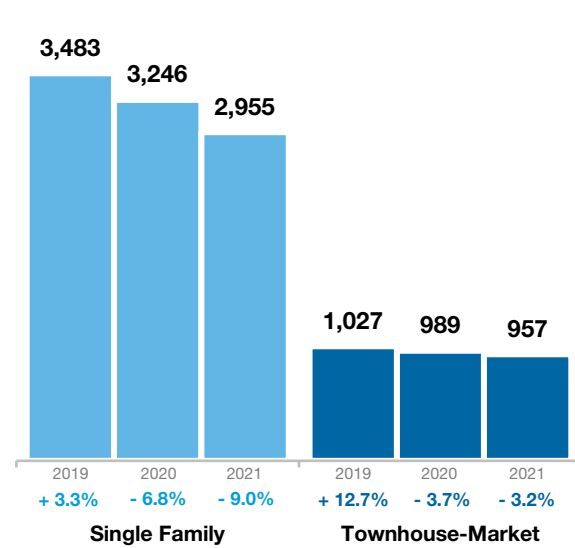
A count of the properties that have been newly listed on the market in a given month.



October

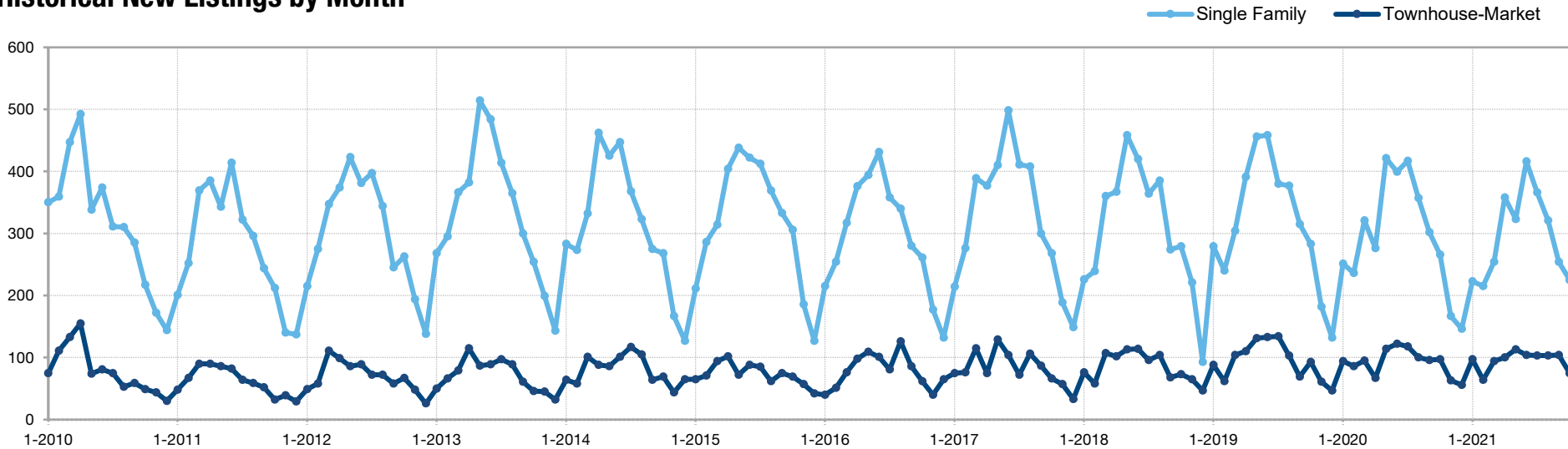


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2020	167	-8.2%	63	+3.3%
Dec-2020	146	+10.6%	56	+19.1%
Jan-2021	223	-11.2%	97	+3.2%
Feb-2021	215	-8.9%	64	-25.6%
Mar-2021	254	-20.9%	94	-1.1%
Apr-2021	358	+29.7%	100	+49.3%
May-2021	323	-23.3%	113	-0.9%
Jun-2021	416	+4.3%	104	-14.8%
Jul-2021	366	-12.2%	103	-12.7%
Aug-2021	321	-10.1%	103	+3.0%
Sep-2021	254	-15.9%	104	+8.3%
Oct-2021	225	-15.4%	75	-22.7%
12-Month Avg	272	-8.2%	90	-1.9%

Historical New Listings by Month

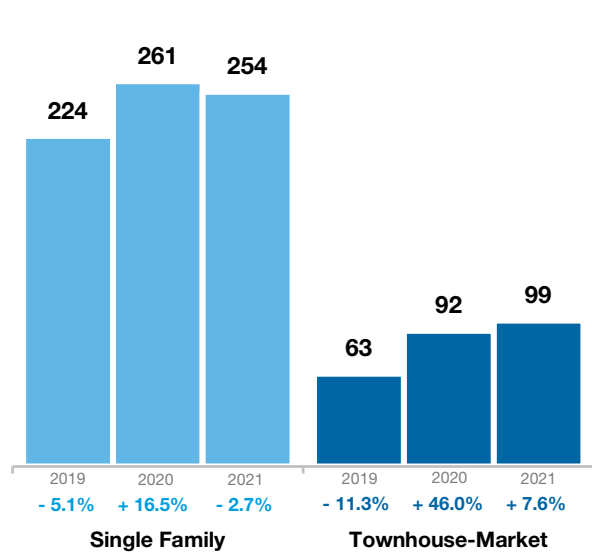


Pending Sales

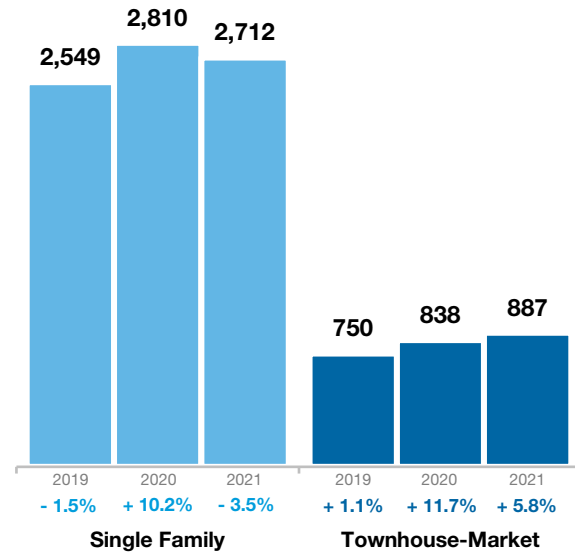
A count of the properties on which offers have been accepted in a given month.



October

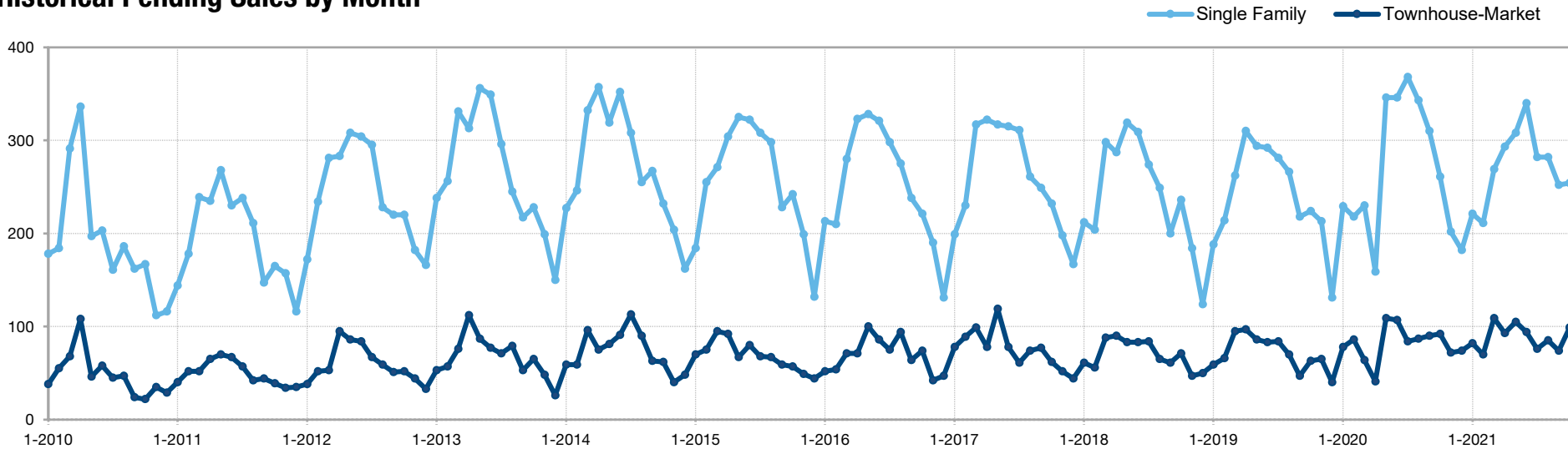


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2020	202	-5.2%	72	+10.8%
Dec-2020	182	+38.9%	74	+85.0%
Jan-2021	221	-3.5%	82	+5.1%
Feb-2021	211	-3.2%	70	-18.6%
Mar-2021	269	+17.0%	109	+70.3%
Apr-2021	293	+84.3%	93	+126.8%
May-2021	308	-11.0%	105	-3.7%
Jun-2021	340	-1.7%	94	-12.1%
Jul-2021	282	-23.4%	76	-9.5%
Aug-2021	282	-17.8%	85	-2.3%
Sep-2021	252	-18.7%	74	-17.8%
Oct-2021	254	-2.7%	99	+7.6%
12-Month Avg	258	-1.8%	86	+9.5%

Historical Pending Sales by Month

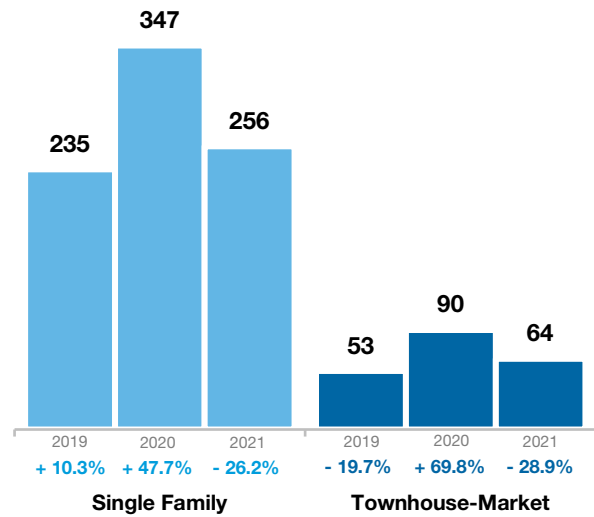


Sold Listings

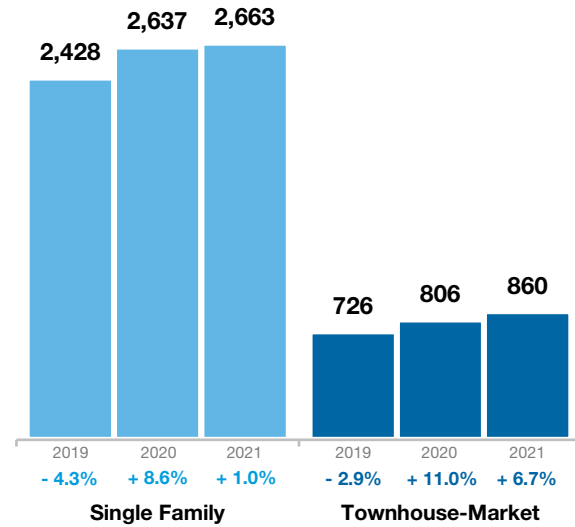
A count of the actual sales that closed in a given month.



October

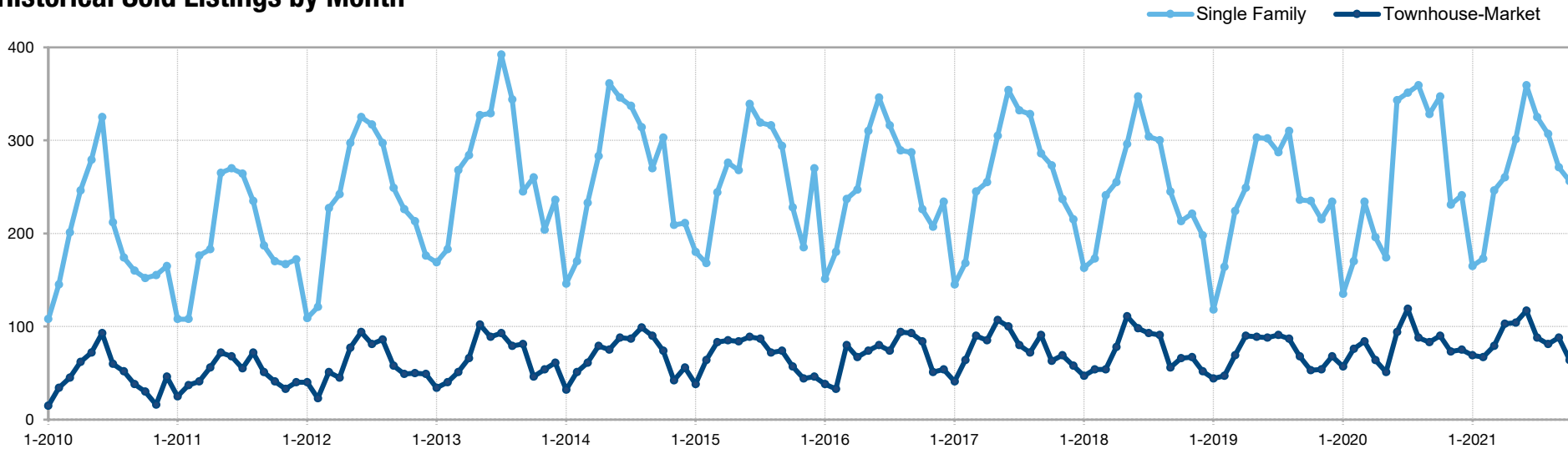


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2020	231	+7.4%	73	+35.2%
Dec-2020	241	+3.0%	75	+10.3%
Jan-2021	165	+22.2%	69	+21.1%
Feb-2021	173	+1.8%	67	-11.8%
Mar-2021	246	+5.1%	79	-6.0%
Apr-2021	260	+32.7%	103	+60.9%
May-2021	301	+73.0%	104	+103.9%
Jun-2021	359	+4.7%	117	+24.5%
Jul-2021	325	-7.4%	88	-26.1%
Aug-2021	307	-14.5%	81	-8.0%
Sep-2021	271	-17.4%	88	+6.0%
Oct-2021	256	-26.2%	64	-28.9%
12-Month Avg	261	+1.6%	84	+8.6%

Historical Sold Listings by Month

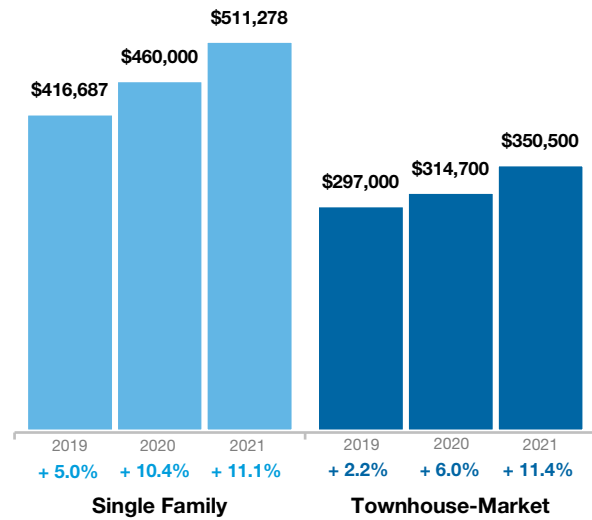


Median Sales Price

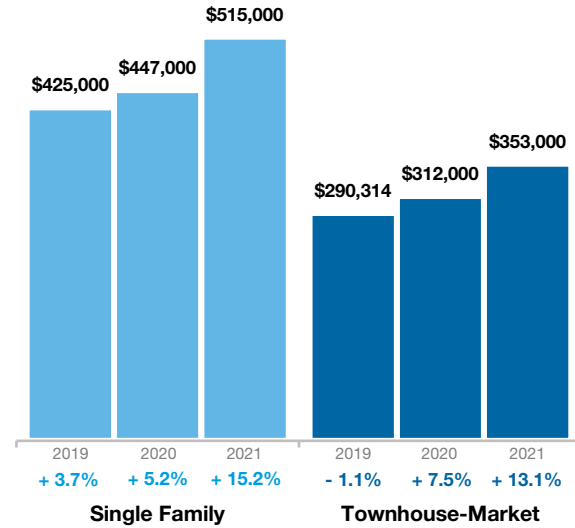
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



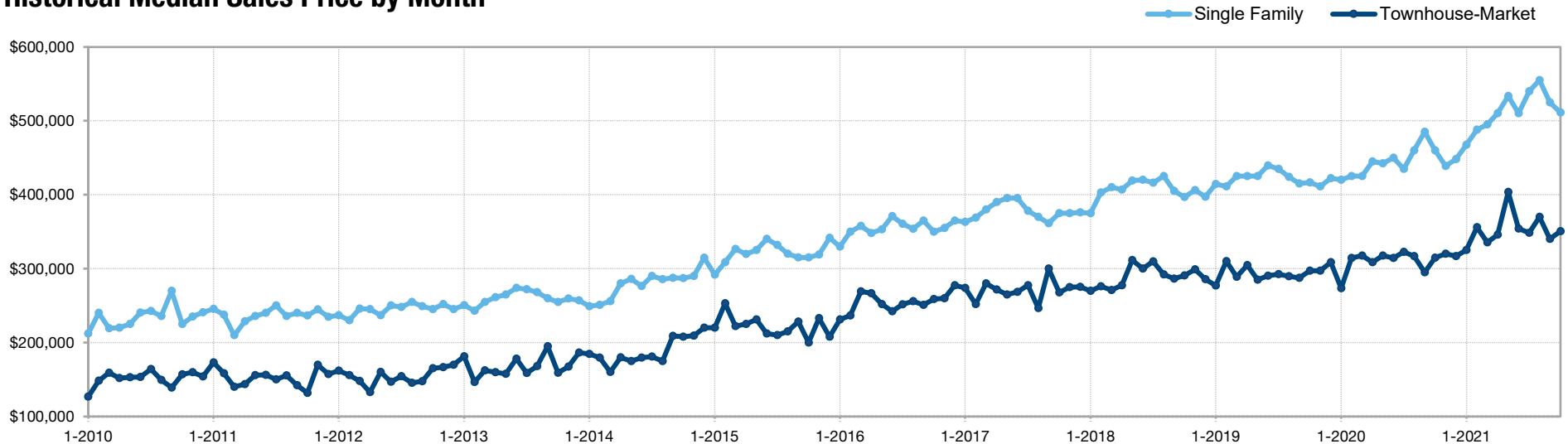
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2020	\$438,700	+6.7%	\$320,000	+7.7%
Dec-2020	\$448,000	+6.1%	\$316,885	+2.6%
Jan-2021	\$467,500	+11.3%	\$325,000	+18.8%
Feb-2021	\$488,000	+14.8%	\$355,821	+13.1%
Mar-2021	\$495,000	+16.5%	\$335,500	+5.7%
Apr-2021	\$510,000	+14.6%	\$346,000	+12.1%
May-2021	\$533,435	+20.6%	\$403,750	+27.2%
Jun-2021	\$510,000	+13.3%	\$354,000	+12.6%
Jul-2021	\$540,000	+24.1%	\$348,500	+8.0%
Aug-2021	\$555,000	+20.7%	\$370,000	+16.8%
Sep-2021	\$525,000	+8.2%	\$340,000	+15.3%
Oct-2021	\$511,278	+11.1%	\$350,500	+11.4%
12-Month Avg*	\$503,600	+13.9%	\$347,000	+11.9%

* Median Sales Price for all properties from November 2020 through October 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month

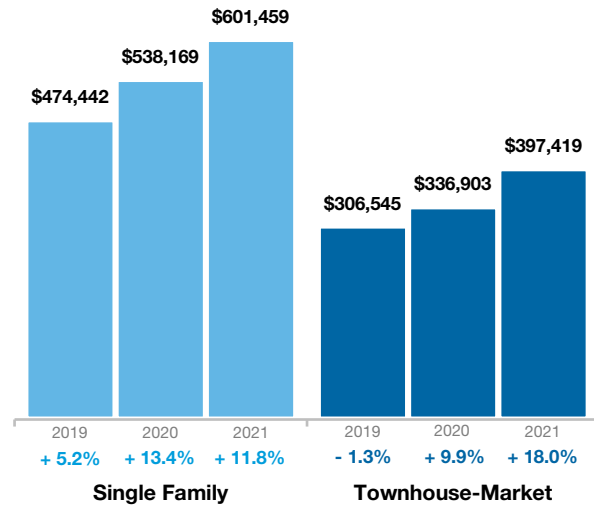


Average Sales Price

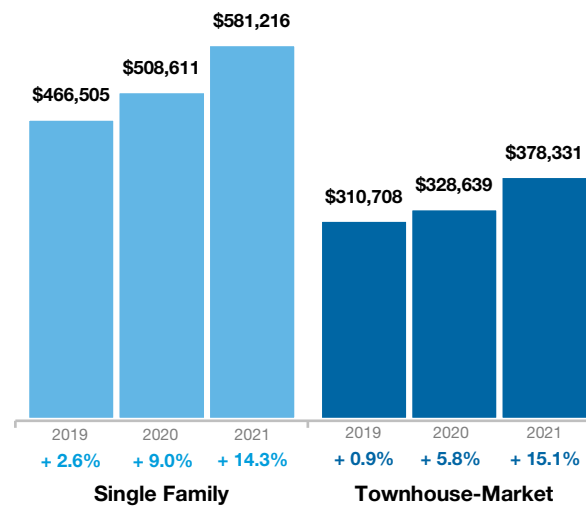
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



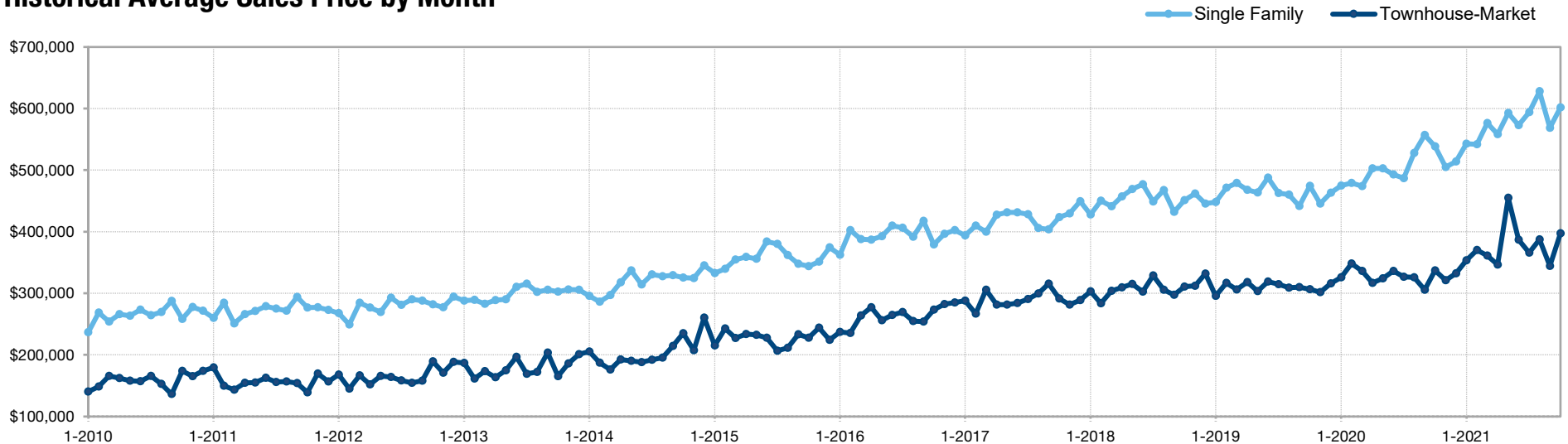
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2020	\$504,893	+13.4%	\$320,900	+6.3%
Dec-2020	\$513,859	+11.0%	\$332,438	+5.3%
Jan-2021	\$542,544	+14.3%	\$353,445	+8.5%
Feb-2021	\$541,852	+13.1%	\$370,160	+6.3%
Mar-2021	\$576,045	+21.6%	\$361,233	+7.5%
Apr-2021	\$558,052	+11.0%	\$346,681	+9.5%
May-2021	\$592,727	+17.9%	\$455,018	+40.4%
Jun-2021	\$572,597	+16.2%	\$386,900	+15.1%
Jul-2021	\$593,998	+22.0%	\$365,895	+11.9%
Aug-2021	\$627,764	+19.0%	\$387,356	+18.9%
Sep-2021	\$568,604	+2.1%	\$344,300	+12.7%
Oct-2021	\$601,459	+11.8%	\$397,419	+18.0%
12-Month Avg*	\$570,408	+13.9%	\$370,750	+13.7%

* Avg. Sales Price for all properties from November 2020 through October 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month



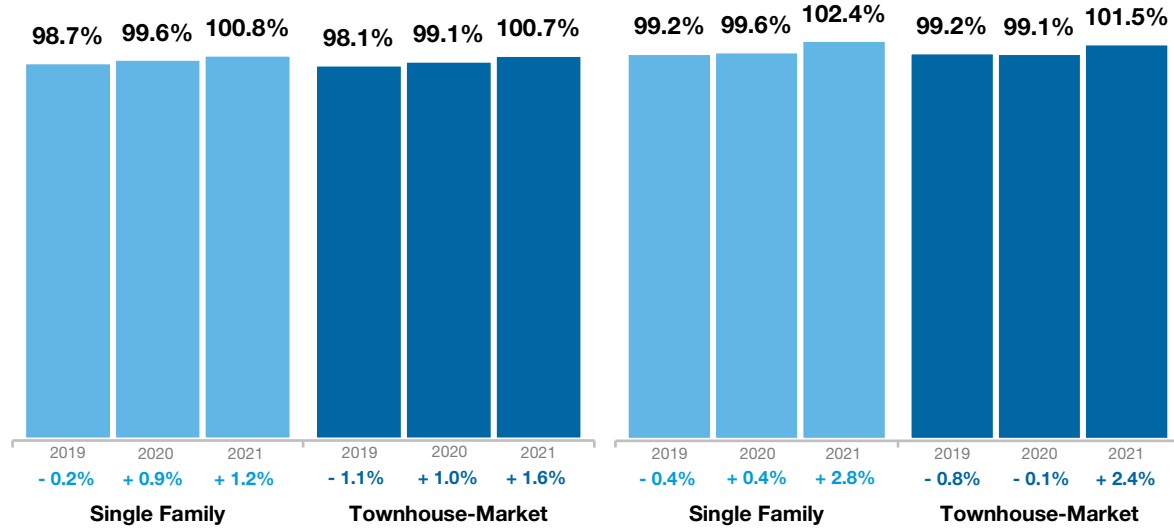
Percent of List Price Received

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

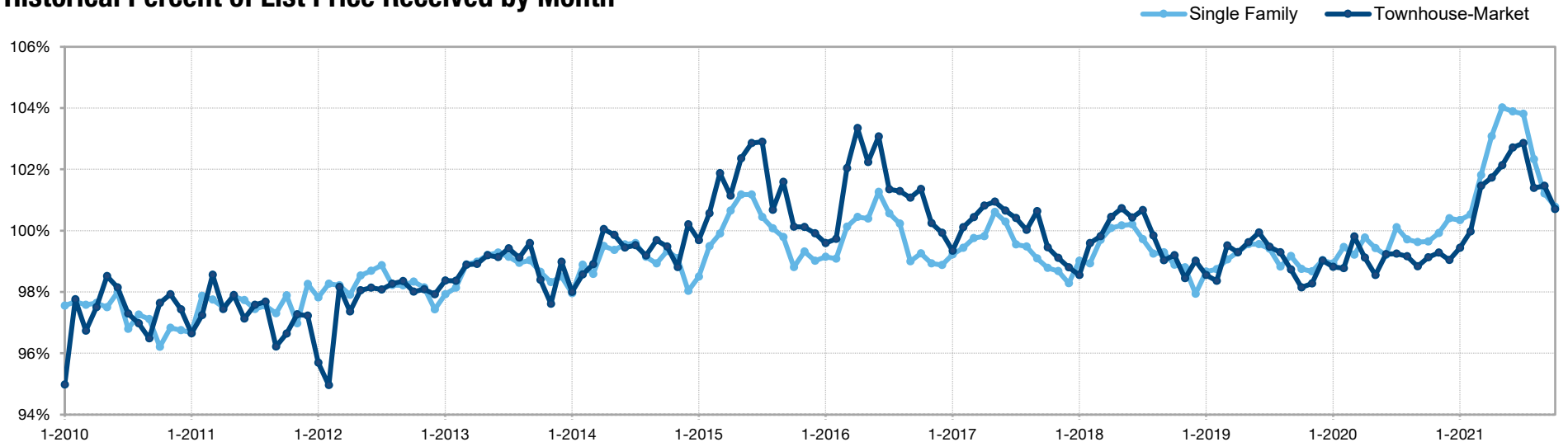
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2020	99.9%	+1.2%	99.3%	+1.0%
Dec-2020	100.4%	+1.4%	99.0%	0.0%
Jan-2021	100.3%	+1.4%	99.4%	+0.6%
Feb-2021	100.5%	+1.0%	100.0%	+1.2%
Mar-2021	101.8%	+2.6%	101.5%	+1.7%
Apr-2021	103.1%	+3.3%	101.7%	+2.6%
May-2021	104.0%	+4.6%	102.1%	+3.5%
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%
12-Month Avg*	99.5%	+2.6%	99.1%	+2.2%

* Pct. of List Price Received for all properties from November 2020 through October 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

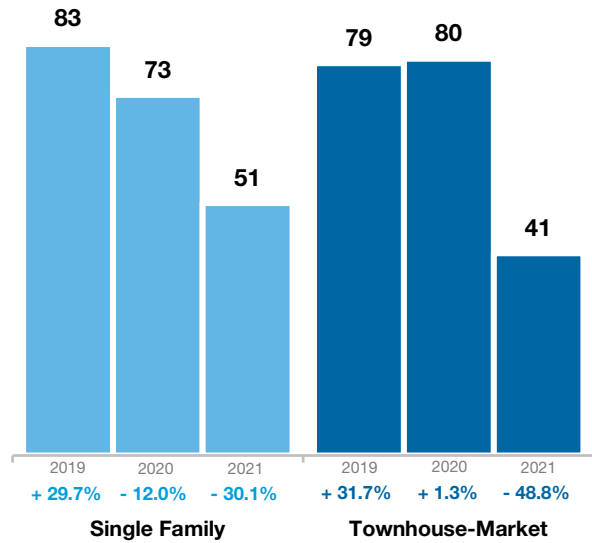


Days on Market Until Sale

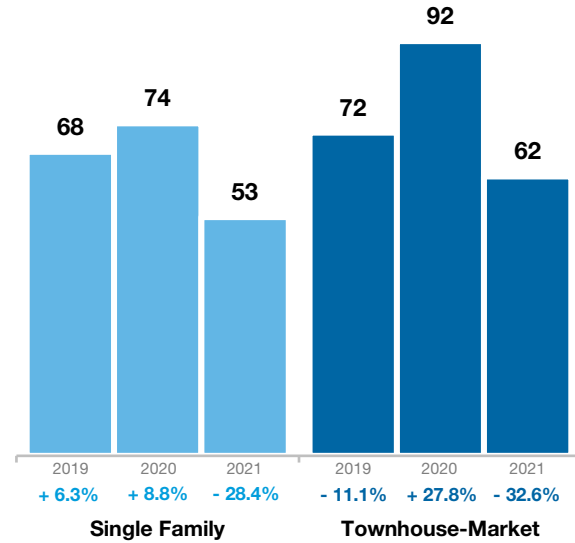
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



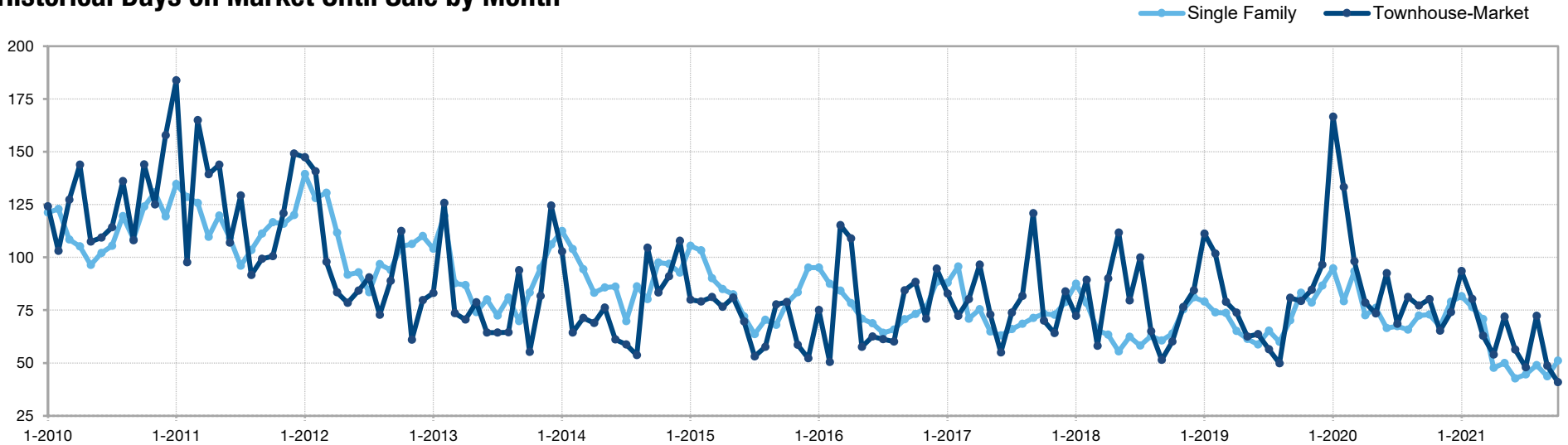
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2020	67	-15.2%	65	-23.5%
Dec-2020	79	-9.2%	74	-22.9%
Jan-2021	82	-13.7%	94	-43.7%
Feb-2021	76	-3.8%	80	-39.8%
Mar-2021	71	-23.7%	63	-35.7%
Apr-2021	48	-34.2%	54	-31.6%
May-2021	50	-34.2%	72	-1.4%
Jun-2021	43	-35.8%	56	-39.1%
Jul-2021	44	-34.3%	48	-29.4%
Aug-2021	49	-25.8%	72	-11.1%
Sep-2021	44	-38.9%	49	-36.4%
Oct-2021	51	-30.1%	41	-48.8%
12-Month Avg	56	-25.3%	63	-31.3%

* Days on Market for all properties from November 2020 through October 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



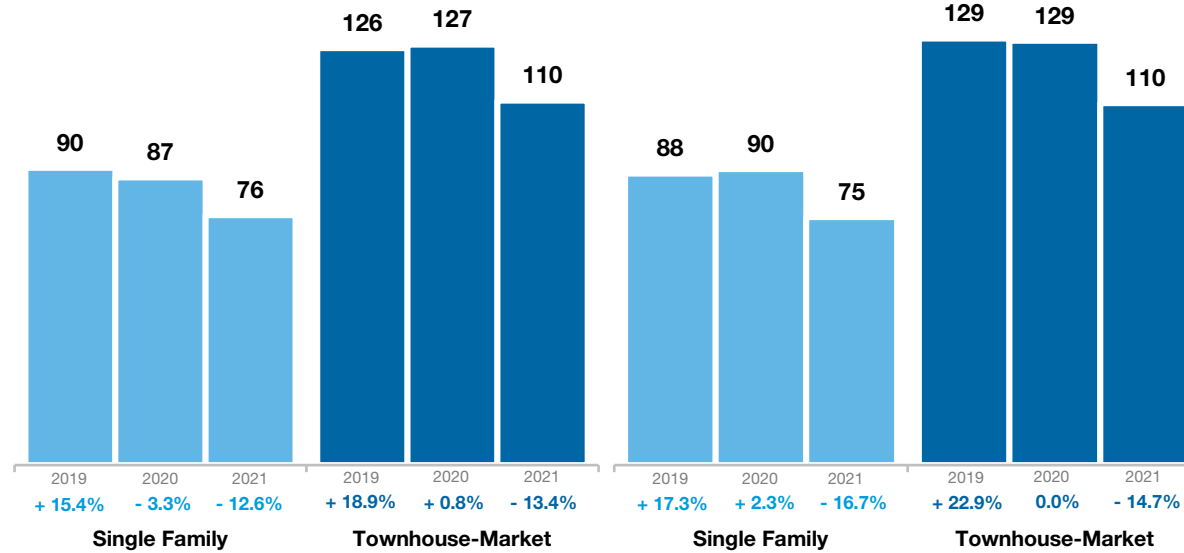
Housing Affordability Index

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.



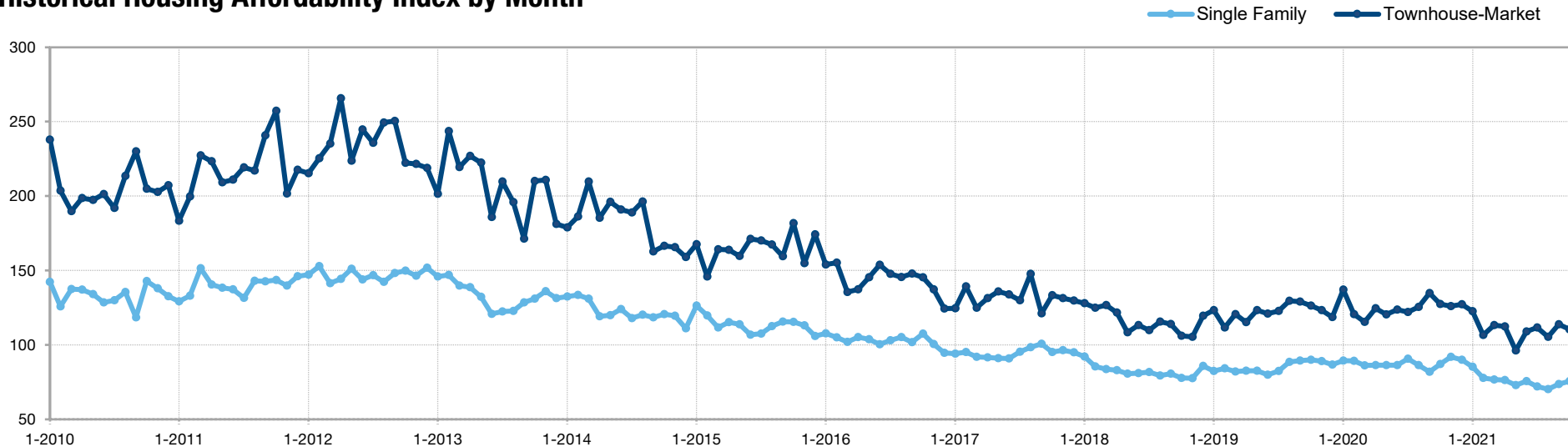
October

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2020	92	+3.4%	126	+2.4%
Dec-2020	90	+3.4%	127	+6.7%
Jan-2021	85	-4.5%	123	-10.2%
Feb-2021	78	-12.4%	107	-11.6%
Mar-2021	77	-10.5%	113	-1.7%
Apr-2021	76	-11.6%	112	-9.7%
May-2021	73	-15.1%	96	-20.0%
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	74	-9.8%	114	-15.6%
Oct-2021	76	-12.6%	110	-13.4%
12-Month Avg	78	-12.8%	87	-11.6%

Historical Housing Affordability Index by Month

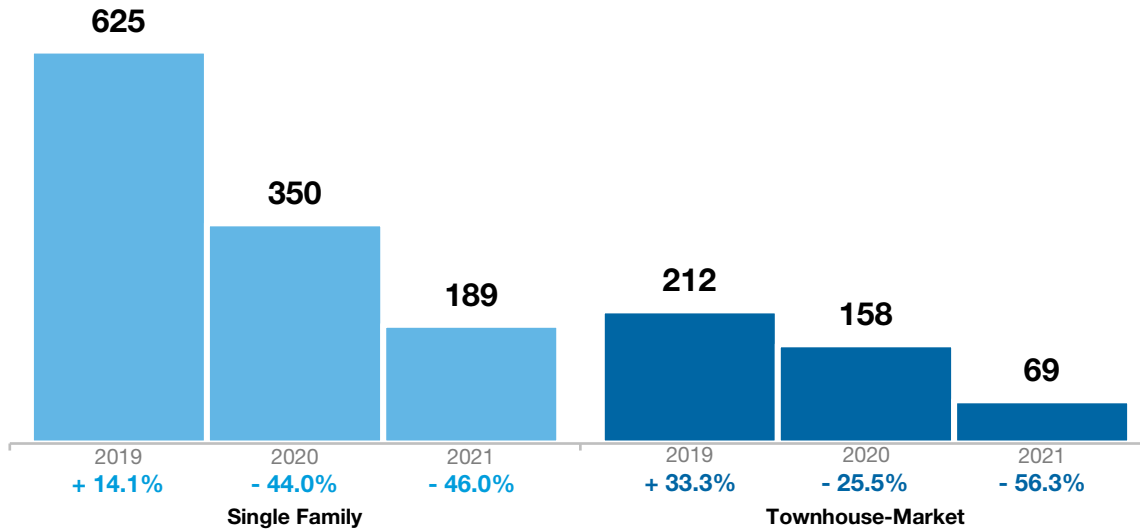


Inventory of Active Listings

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



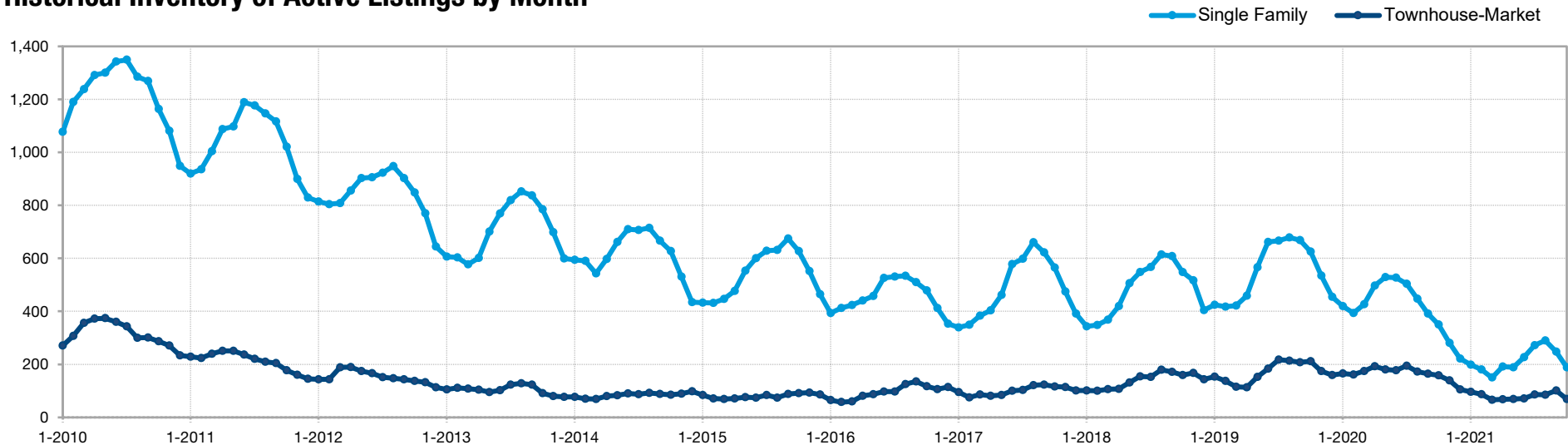
October



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2020	281	-47.5%	139	-20.6%
Dec-2020	222	-51.2%	105	-34.0%
Jan-2021	199	-52.5%	96	-41.8%
Feb-2021	181	-53.9%	87	-46.0%
Mar-2021	150	-64.8%	66	-62.3%
Apr-2021	192	-61.4%	68	-64.8%
May-2021	189	-64.3%	69	-61.9%
Jun-2021	227	-56.9%	71	-60.1%
Jul-2021	272	-46.0%	86	-55.9%
Aug-2021	290	-35.3%	85	-50.6%
Sep-2021	248	-36.6%	101	-38.4%
Oct-2021	189	-46.0%	69	-56.3%
12-Month Avg*	220	-51.8%	87	-49.8%

* Active Listings for all properties from November 2020 through October 2021. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

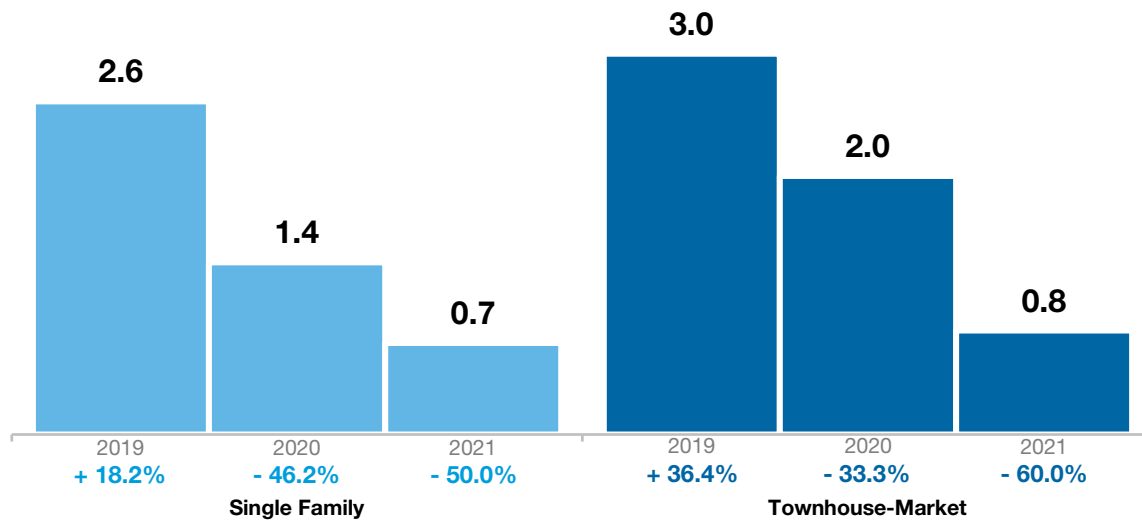


Months Supply of Inventory

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.



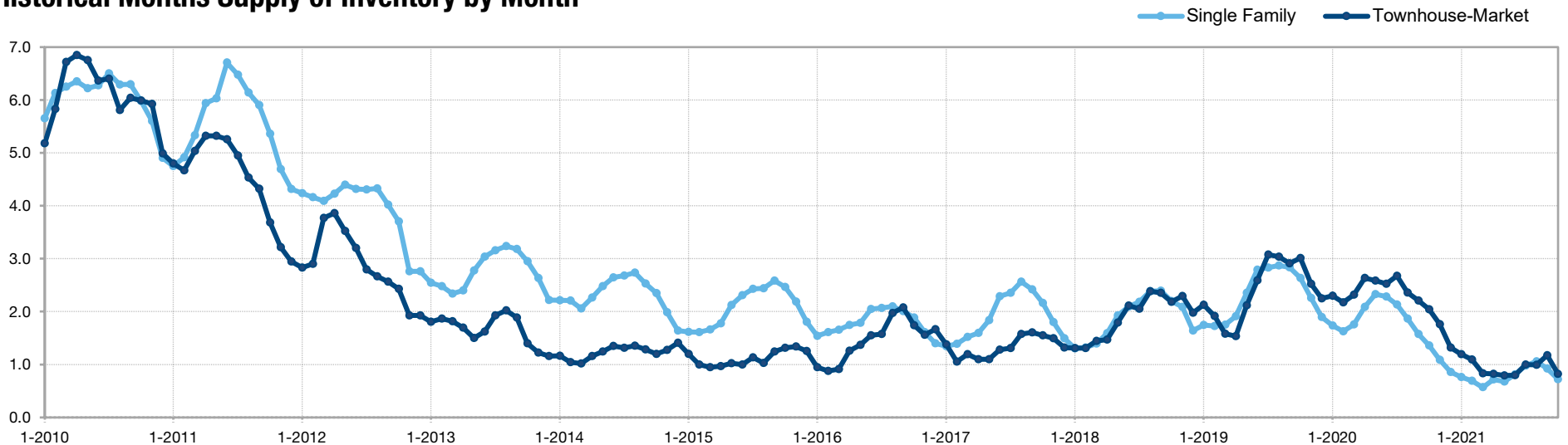
October



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2020	1.1	-52.2%	1.8	-28.0%
Dec-2020	0.9	-52.6%	1.3	-43.5%
Jan-2021	0.8	-52.9%	1.2	-47.8%
Feb-2021	0.7	-56.3%	1.1	-50.0%
Mar-2021	0.6	-66.7%	0.8	-65.2%
Apr-2021	0.7	-66.7%	0.8	-69.2%
May-2021	0.7	-69.6%	0.8	-69.2%
Jun-2021	0.8	-65.2%	0.8	-68.0%
Jul-2021	1.0	-52.4%	1.0	-63.0%
Aug-2021	1.1	-42.1%	1.0	-58.3%
Sep-2021	0.9	-43.8%	1.2	-45.5%
Oct-2021	0.7	-50.0%	0.8	-60.0%
12-Month Avg*	0.8	-57.0%	1.0	-55.9%

* Months Supply for all properties from November 2020 through October 2021. 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.



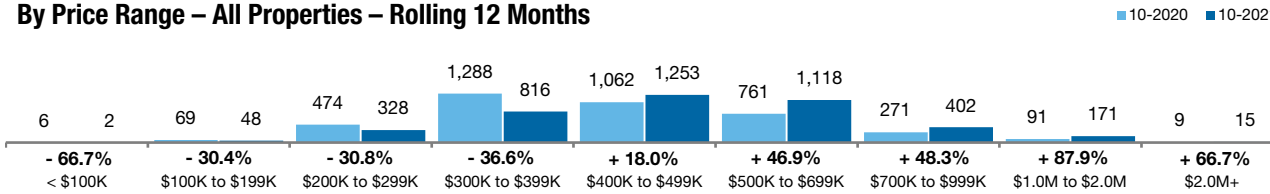
Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		364	303	- 16.8%	4,243	3,928	- 7.4%
Pending Sales		353	354	+ 0.3%	838	887	+ 5.8%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		437	321	- 26.5%	3,453	3,533	+ 2.3%
Median Sales Price		\$429,000	\$480,500	+ 12.0%	\$415,000	\$475,000	+ 14.5%
Avg. Sales Price		\$496,718	\$560,651	+ 14.0%	\$466,574	\$531,942	+ 14.0%
Pct. of List Price Received		99.5%	100.8%	+ 2.8%	99.4%	102.2%	+ 2.8%
Days on Market		74	49	- 30.4%	79	55	- 30.4%
Affordability Index		93	81	- 15.7%	97	81	- 15.7%
Active Listings		522	267	- 48.9%	--	--	--
Months Supply		1.6	0.8	- 50.4%	--	--	--

Sold Listings

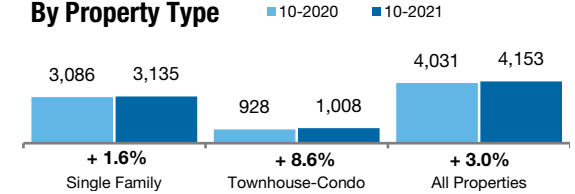
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$99,999 and Below	6	2	-66.7%	0	0	--
\$100,000 to \$199,999	27	25	-7.4%	42	22	-47.6%
\$200,000 to \$299,999	91	51	-44.0%	377	273	-27.6%
\$300,000 to \$399,999	889	385	-56.7%	398	430	+8.0%
\$400,000 to \$499,999	997	1,063	+6.6%	64	190	+196.9%
\$500,000 to \$699,999	728	1,059	+45.5%	29	58	+100.0%
\$700,000 to \$999,999	253	380	+50.2%	15	21	+40.0%
\$1,000,000 to \$1,999,999	86	157	+82.6%	3	12	+300.0%
\$2,000,000 and Above	9	13	+44.4%	0	2	--
All Price Ranges	3,086	3,135	+1.6%	928	1,008	+8.6%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	9-2021	10-2021	Change	9-2021	10-2021	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	2	2	0.0%	1	0	-100.0%
\$200,000 to \$299,999	5	7	+40.0%	28	12	-57.1%
\$300,000 to \$399,999	29	22	-24.1%	34	32	-5.9%
\$400,000 to \$499,999	88	88	0.0%	21	14	-33.3%
\$500,000 to \$699,999	102	79	-22.5%	2	4	+100.0%
\$700,000 to \$999,999	32	37	+15.6%	1	1	0.0%
\$1,000,000 to \$1,999,999	11	20	+81.8%	0	0	--
\$2,000,000 and Above	1	1	0.0%	1	1	0.0%
All Price Ranges	271	256	-5.5%	88	64	-27.3%

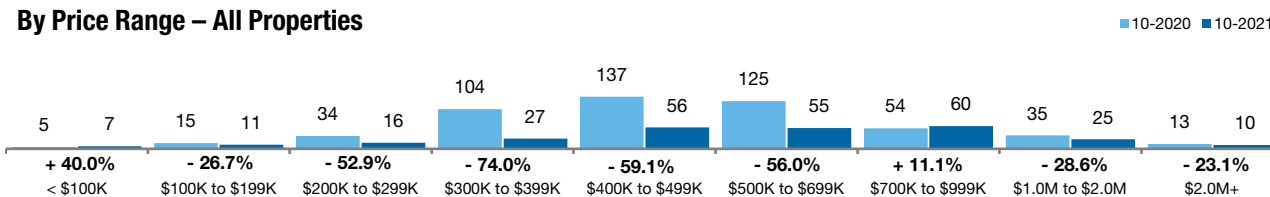
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$99,999 and Below	2	2	0.0%	0	0	--
\$100,000 to \$199,999	21	21	0.0%	35	17	-51.4%
\$200,000 to \$299,999	70	34	-51.4%	326	223	-31.6%
\$300,000 to \$399,999	722	267	-63.0%	347	353	+1.7%
\$400,000 to \$499,999	865	902	+4.3%	53	178	+235.8%
\$500,000 to \$699,999	640	938	+46.6%	27	56	+107.4%
\$700,000 to \$999,999	231	347	+50.2%	15	19	+26.7%
\$1,000,000 to \$1,999,999	78	140	+79.5%	3	12	+300.0%
\$2,000,000 and Above	8	12	+50.0%	0	2	--
All Price Ranges	2,637	2,663	+1.0%	806	860	+6.7%

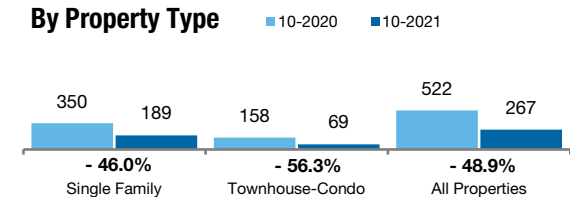
Inventory of Active Listings

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

By Price Range	Single Family			Townhouse-Condo		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$99,999 and Below	5	7	+40.0%	0	0	--
\$100,000 to \$199,999	10	10	0.0%	5	1	-80.0%
\$200,000 to \$299,999	8	9	+12.5%	22	7	-68.2%
\$300,000 to \$399,999	42	8	-81.0%	61	19	-68.9%
\$400,000 to \$499,999	102	25	-75.5%	35	30	-14.3%
\$500,000 to \$699,999	104	55	-47.1%	21	0	-100.0%
\$700,000 to \$999,999	44	50	+13.6%	10	10	0.0%
\$1,000,000 to \$1,999,999	28	21	-25.0%	4	2	-50.0%
\$2,000,000 and Above	7	4	-42.9%	0	0	--
All Price Ranges	350	189	-46.0%	158	69	-56.3%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	9-2021	10-2021	Change	9-2021	10-2021	Change
\$99,999 and Below	6	7	+16.7%	0	0	--
\$100,000 to \$199,999	12	10	-16.7%	1	1	0.0%
\$200,000 to \$299,999	11	9	-18.2%	17	7	-58.8%
\$300,000 to \$399,999	20	8	-60.0%	25	19	-24.0%
\$400,000 to \$499,999	49	25	-49.0%	42	30	-28.6%
\$500,000 to \$699,999	73	55	-24.7%	4	0	-100.0%
\$700,000 to \$999,999	53	50	-5.7%	10	10	0.0%
\$1,000,000 to \$1,999,999	19	21	+10.5%	2	2	0.0%
\$2,000,000 and Above	5	4	-20.0%	0	0	--
All Price Ranges	248	189	-23.8%	101	69	-31.7%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$99,999 and Below	2	2	0.0%	0	0	--
\$100,000 to \$199,999	21	21	0.0%	35	17	-51.4%
\$200,000 to \$299,999	70	34	-51.4%	326	223	-31.6%
\$300,000 to \$399,999	722	267	-63.0%	347	353	+1.7%
\$400,000 to \$499,999	865	902	+4.3%	53	178	+235.8%
\$500,000 to \$699,999	640	938	+46.6%	27	56	+107.4%
\$700,000 to \$999,999	231	347	+50.2%	15	19	+26.7%
\$1,000,000 to \$1,999,999	78	140	+79.5%	3	12	+300.0%
\$2,000,000 and Above	8	12	+50.0%	0	2	--
All Price Ranges	2,637	2,663	+1.0%	806	860	+6.7%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

Local Market Update for October 2021

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Johnstown

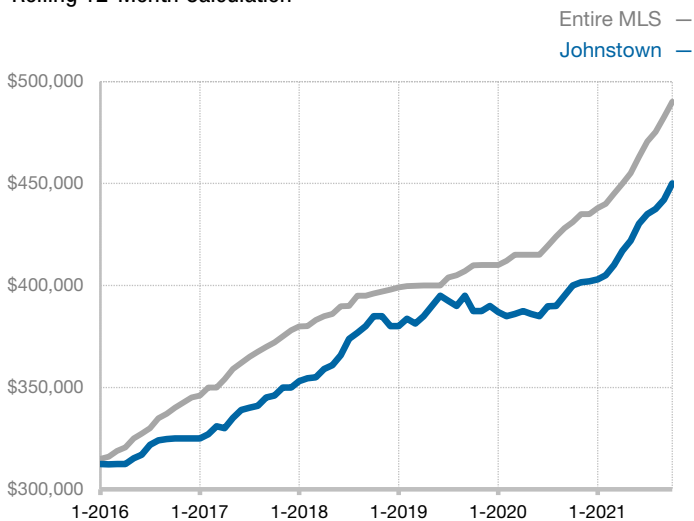
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	58	60	+ 3.4%	657	513	- 21.9%
Closed Sales	55	44	- 20.0%	547	444	- 18.8%
Median Sales Price*	\$407,500	\$477,500	+ 17.2%	\$400,000	\$455,500	+ 13.9%
Average Sales Price*	\$410,613	\$520,874	+ 26.9%	\$424,211	\$498,454	+ 17.5%
Percent of List Price Received*	100.4%	100.7%	+ 0.3%	99.9%	102.4%	+ 2.5%
Days on Market Until Sale	32	35	+ 9.4%	49	31	- 36.7%
Inventory of Homes for Sale	72	66	- 8.3%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--

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

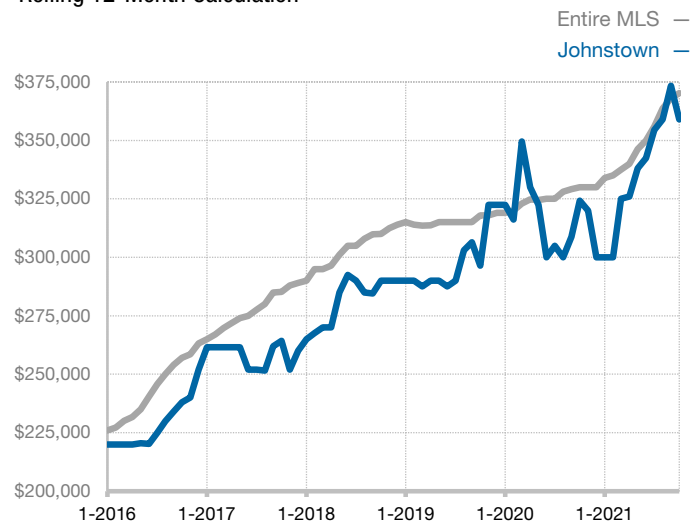
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	3	3	0.0%	40	22	- 45.0%
Closed Sales	2	1	- 50.0%	26	22	- 15.4%
Median Sales Price*	\$396,000	\$355,000	- 10.4%	\$320,000	\$373,450	+ 16.7%
Average Sales Price*	\$396,000	\$355,000	- 10.4%	\$324,608	\$378,814	+ 16.7%
Percent of List Price Received*	100.0%	104.7%	+ 4.7%	98.8%	102.8%	+ 4.0%
Days on Market Until Sale	77	31	- 59.7%	44	38	- 13.6%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--

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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 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

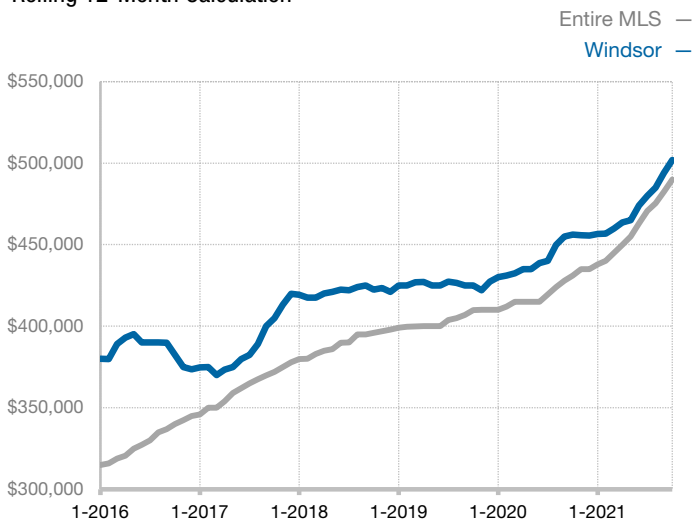
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	149	104	- 30.2%	1,558	1,527	- 2.0%
Closed Sales	154	111	- 27.9%	1,176	1,398	+ 18.9%
Median Sales Price*	\$454,358	\$568,665	+ 25.2%	\$457,200	\$515,000	+ 12.6%
Average Sales Price*	\$515,581	\$626,868	+ 21.6%	\$511,197	\$577,487	+ 13.0%
Percent of List Price Received*	99.4%	101.2%	+ 1.8%	99.5%	101.6%	+ 2.1%
Days on Market Until Sale	68	59	- 13.2%	75	57	- 24.0%
Inventory of Homes for Sale	227	129	- 43.2%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--

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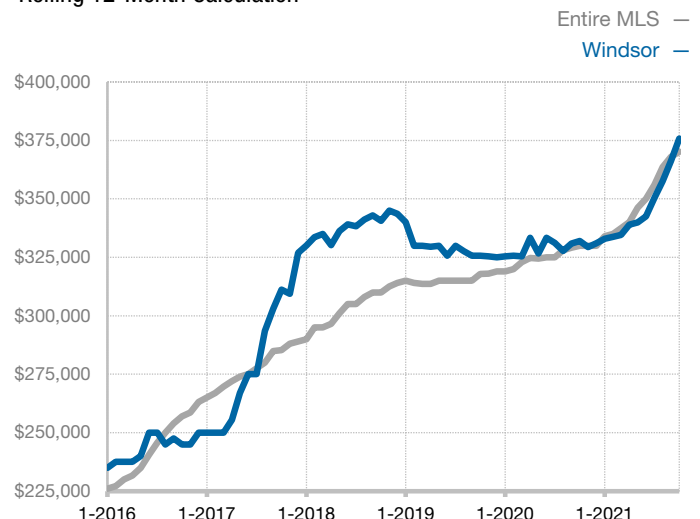
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	22	13	- 40.9%	197	181	- 8.1%
Closed Sales	32	15	- 53.1%	176	169	- 4.0%
Median Sales Price*	\$318,000	\$400,608	+ 26.0%	\$329,745	\$386,000	+ 17.1%
Average Sales Price*	\$327,989	\$400,168	+ 22.0%	\$338,478	\$381,600	+ 12.7%
Percent of List Price Received*	100.3%	102.4%	+ 2.1%	99.9%	101.5%	+ 1.6%
Days on Market Until Sale	105	105	0.0%	145	106	- 26.9%
Inventory of Homes for Sale	43	6	- 86.0%	--	--	--
Months Supply of Inventory	2.7	0.4	- 85.2%	--	--	--

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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 October 2021

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Longmont

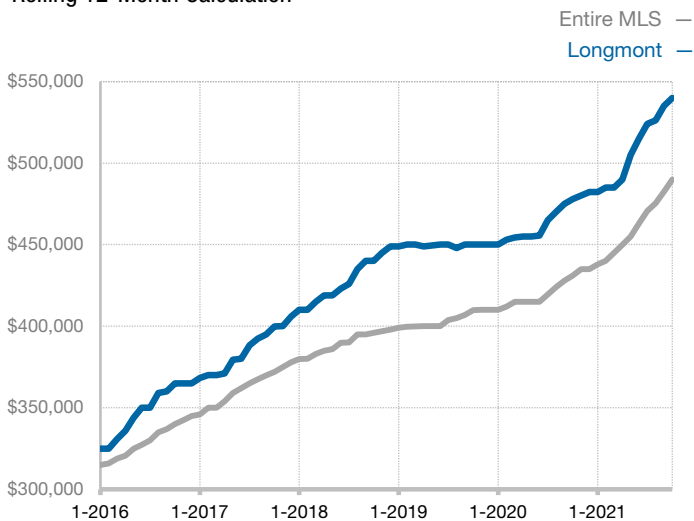
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	227	140	- 38.3%	2,398	1,674	- 30.2%
Closed Sales	232	154	- 33.6%	2,142	1,498	- 30.1%
Median Sales Price*	\$504,663	\$551,445	+ 9.3%	\$481,000	\$550,000	+ 14.3%
Average Sales Price*	\$597,174	\$629,896	+ 5.5%	\$555,653	\$687,161	+ 23.7%
Percent of List Price Received*	99.9%	101.8%	+ 1.9%	99.7%	103.8%	+ 4.1%
Days on Market Until Sale	46	27	- 41.3%	50	31	- 38.0%
Inventory of Homes for Sale	251	125	- 50.2%	--	--	--
Months Supply of Inventory	1.2	0.8	- 33.3%	--	--	--

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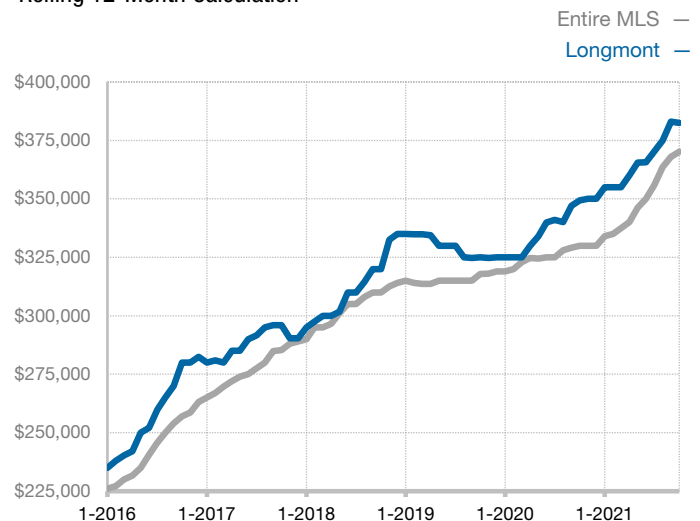
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	35	22	- 37.1%	472	382	- 19.1%
Closed Sales	39	41	+ 5.1%	462	349	- 24.5%
Median Sales Price*	\$375,000	\$375,000	0.0%	\$353,500	\$394,712	+ 11.7%
Average Sales Price*	\$415,479	\$376,295	- 9.4%	\$364,542	\$404,334	+ 10.9%
Percent of List Price Received*	98.9%	100.3%	+ 1.4%	99.4%	102.6%	+ 3.2%
Days on Market Until Sale	42	29	- 31.0%	46	30	- 34.8%
Inventory of Homes for Sale	32	11	- 65.6%	--	--	--
Months Supply of Inventory	0.7	0.3	- 57.1%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2021

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Wellington

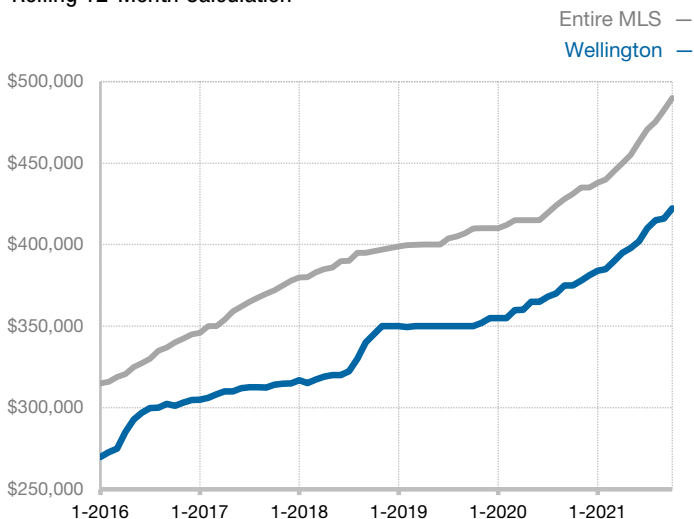
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	44	39	- 11.4%	542	427	- 21.2%
Closed Sales	51	45	- 11.8%	442	409	- 7.5%
Median Sales Price*	\$387,500	\$460,000	+ 18.7%	\$376,950	\$426,733	+ 13.2%
Average Sales Price*	\$415,269	\$484,091	+ 16.6%	\$406,719	\$471,024	+ 15.8%
Percent of List Price Received*	101.9%	101.4%	- 0.5%	101.3%	102.1%	+ 0.8%
Days on Market Until Sale	71	44	- 38.0%	79	62	- 21.5%
Inventory of Homes for Sale	75	30	- 60.0%	--	--	--
Months Supply of Inventory	1.7	0.7	- 58.8%	--	--	--

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

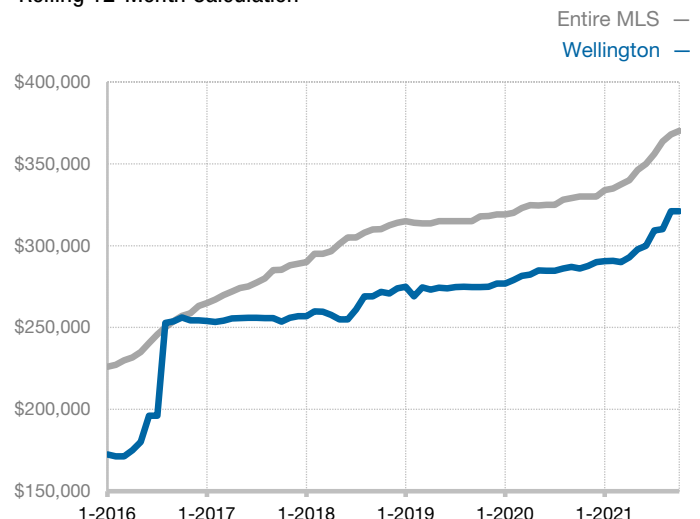
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	5	2	- 60.0%	89	67	- 24.7%
Closed Sales	4	2	- 50.0%	76	63	- 17.1%
Median Sales Price*	\$249,500	\$314,510	+ 26.1%	\$289,015	\$326,300	+ 12.9%
Average Sales Price*	\$270,750	\$314,510	+ 16.2%	\$285,172	\$323,850	+ 13.6%
Percent of List Price Received*	99.6%	100.9%	+ 1.3%	99.8%	101.5%	+ 1.7%
Days on Market Until Sale	49	105	+ 114.3%	80	62	- 22.5%
Inventory of Homes for Sale	8	4	- 50.0%	--	--	--
Months Supply of Inventory	1.0	0.6	- 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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2021

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Boulder

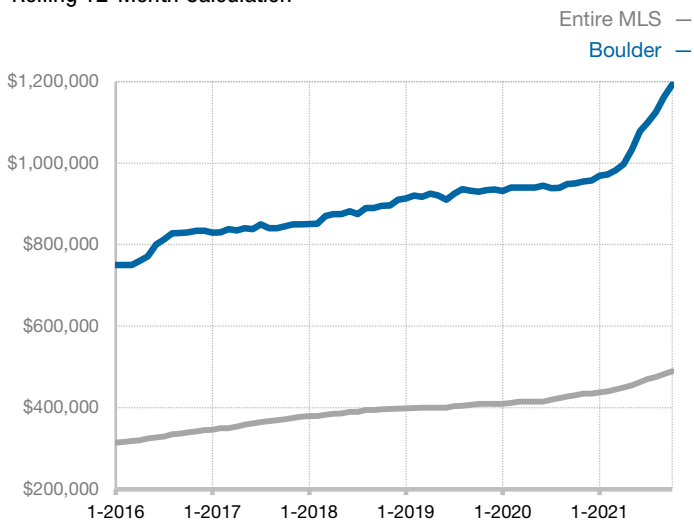
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	172	104	- 39.5%	2,094	1,488	- 28.9%
Closed Sales	181	126	- 30.4%	1,440	1,267	- 12.0%
Median Sales Price*	\$972,500	\$1,255,000	+ 29.0%	\$952,500	\$1,230,000	+ 29.1%
Average Sales Price*	\$1,328,580	\$1,664,692	+ 25.3%	\$1,201,993	\$1,515,519	+ 26.1%
Percent of List Price Received*	99.1%	101.3%	+ 2.2%	98.5%	102.3%	+ 3.9%
Days on Market Until Sale	47	39	- 17.0%	55	47	- 14.5%
Inventory of Homes for Sale	350	120	- 65.7%	--	--	--
Months Supply of Inventory	2.5	0.9	- 64.0%	--	--	--

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

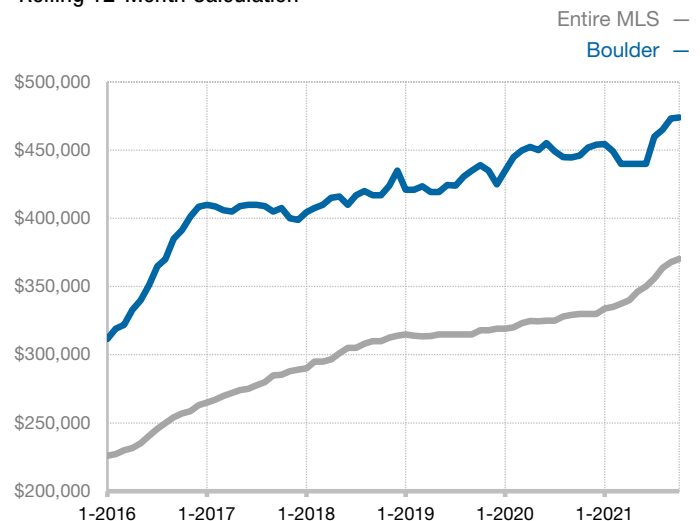
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	138	91	- 34.1%	1,567	1,038	- 33.8%
Closed Sales	101	70	- 30.7%	948	941	- 0.7%
Median Sales Price*	\$480,000	\$510,000	+ 6.3%	\$452,750	\$475,000	+ 4.9%
Average Sales Price*	\$538,588	\$616,989	+ 14.6%	\$530,834	\$569,292	+ 7.2%
Percent of List Price Received*	99.1%	99.6%	+ 0.5%	98.8%	100.3%	+ 1.5%
Days on Market Until Sale	49	56	+ 14.3%	53	58	+ 9.4%
Inventory of Homes for Sale	326	87	- 73.3%	--	--	--
Months Supply of Inventory	3.6	0.9	- 75.0%	--	--	--

* 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 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Berthoud

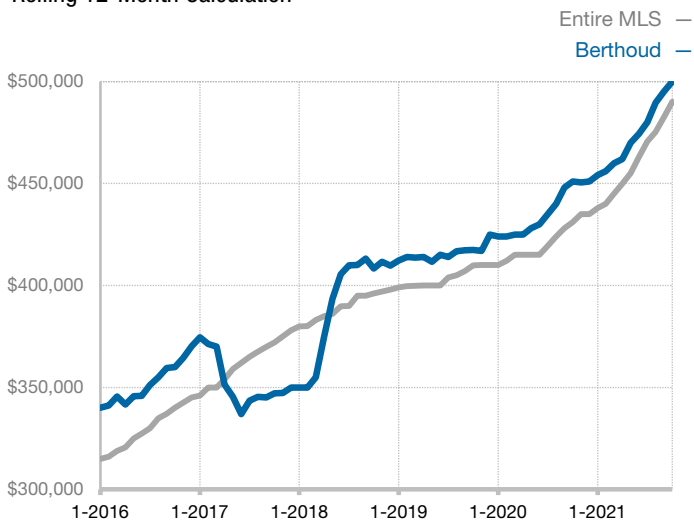
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	81	36	- 55.6%	897	555	- 38.1%
Closed Sales	88	55	- 37.5%	658	538	- 18.2%
Median Sales Price*	\$474,862	\$535,000	+ 12.7%	\$450,000	\$511,350	+ 13.6%
Average Sales Price*	\$542,614	\$684,003	+ 26.1%	\$518,513	\$611,376	+ 17.9%
Percent of List Price Received*	100.3%	101.5%	+ 1.2%	99.6%	101.9%	+ 2.3%
Days on Market Until Sale	74	89	+ 20.3%	76	75	- 1.3%
Inventory of Homes for Sale	148	73	- 50.7%	--	--	--
Months Supply of Inventory	2.4	1.3	- 45.8%	--	--	--

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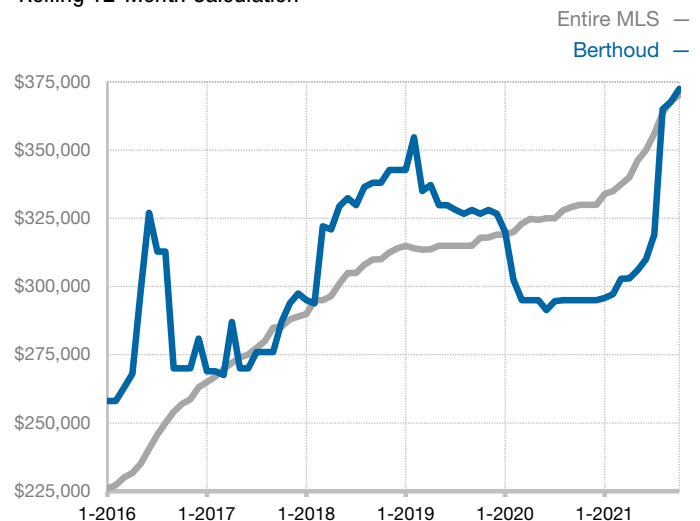
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	5	4	- 20.0%	107	78	- 27.1%
Closed Sales	6	2	- 66.7%	103	53	- 48.5%
Median Sales Price*	\$290,900	\$586,873	+ 101.7%	\$295,000	\$443,877	+ 50.5%
Average Sales Price*	\$299,400	\$586,873	+ 96.0%	\$322,144	\$453,004	+ 40.6%
Percent of List Price Received*	100.9%	110.9%	+ 9.9%	100.4%	102.0%	+ 1.6%
Days on Market Until Sale	80	303	+ 278.8%	97	91	- 6.2%
Inventory of Homes for Sale	15	5	- 66.7%	--	--	--
Months Supply of Inventory	1.6	0.8	- 50.0%	--	--	--

* 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 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Loveland

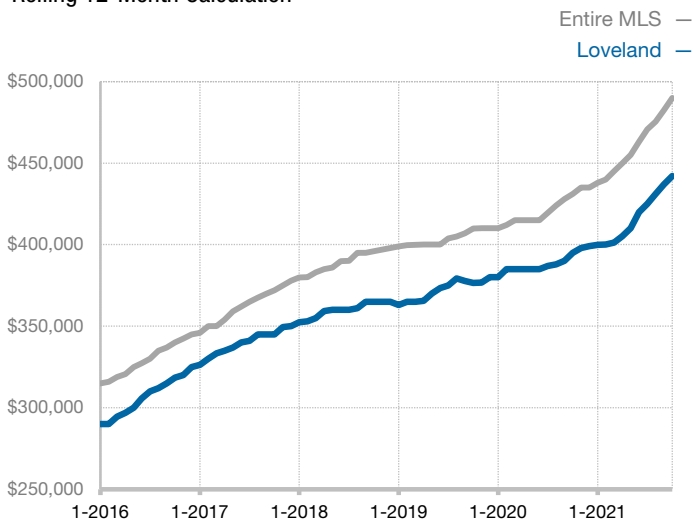
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	177	148	- 16.4%	2,296	2,005	- 12.7%
Closed Sales	236	168	- 28.8%	1,963	1,804	- 8.1%
Median Sales Price*	\$420,000	\$478,000	+ 13.8%	\$398,000	\$449,750	+ 13.0%
Average Sales Price*	\$469,727	\$575,186	+ 22.5%	\$453,213	\$519,651	+ 14.7%
Percent of List Price Received*	100.0%	100.6%	+ 0.6%	99.7%	102.9%	+ 3.2%
Days on Market Until Sale	50	33	- 34.0%	56	37	- 33.9%
Inventory of Homes for Sale	183	121	- 33.9%	--	--	--
Months Supply of Inventory	1.0	0.7	- 30.0%	--	--	--

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

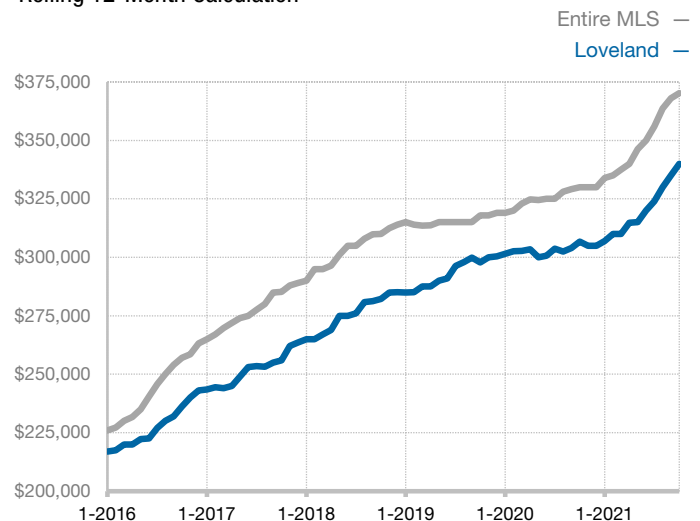
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	57	37	- 35.1%	437	464	+ 6.2%
Closed Sales	48	45	- 6.3%	352	398	+ 13.1%
Median Sales Price*	\$310,500	\$350,000	+ 12.7%	\$307,375	\$345,000	+ 12.2%
Average Sales Price*	\$324,283	\$353,808	+ 9.1%	\$321,264	\$358,352	+ 11.5%
Percent of List Price Received*	99.5%	101.7%	+ 2.2%	99.9%	102.4%	+ 2.5%
Days on Market Until Sale	74	71	- 4.1%	96	77	- 19.8%
Inventory of Homes for Sale	70	9	- 87.1%	--	--	--
Months Supply of Inventory	2.0	0.2	- 90.0%	--	--	--

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Fort Collins

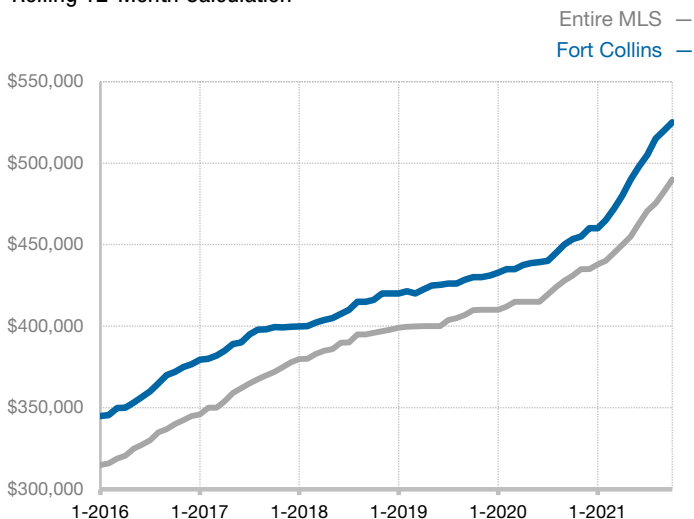
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	274	228	- 16.8%	3,292	2,918	- 11.4%
Closed Sales	350	244	- 30.3%	2,739	2,593	- 5.3%
Median Sales Price*	\$469,500	\$550,000	+ 17.1%	\$456,960	\$535,000	+ 17.1%
Average Sales Price*	\$549,618	\$622,122	+ 13.2%	\$523,143	\$603,962	+ 15.4%
Percent of List Price Received*	99.2%	101.2%	+ 2.0%	99.3%	102.8%	+ 3.5%
Days on Market Until Sale	56	41	- 26.8%	54	36	- 33.3%
Inventory of Homes for Sale	310	160	- 48.4%	--	--	--
Months Supply of Inventory	1.2	0.6	- 50.0%	--	--	--

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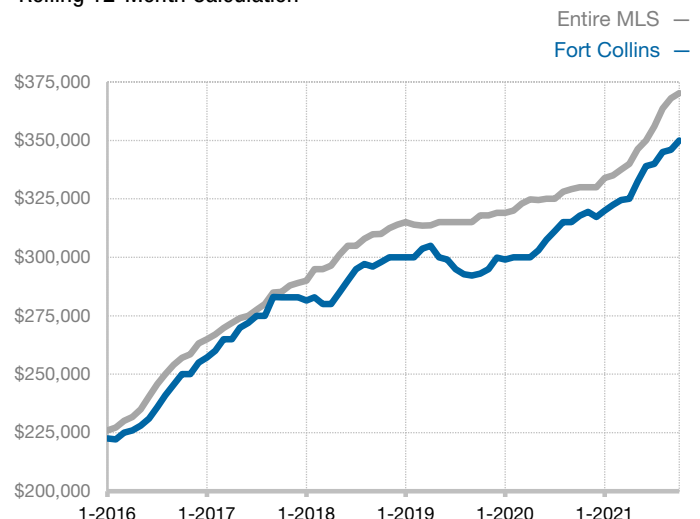
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	129	93	- 27.9%	1,254	1,210	- 3.5%
Closed Sales	124	81	- 34.7%	1,013	1,113	+ 9.9%
Median Sales Price*	\$312,500	\$350,000	+ 12.0%	\$317,500	\$357,000	+ 12.4%
Average Sales Price*	\$338,265	\$419,682	+ 24.1%	\$334,702	\$387,940	+ 15.9%
Percent of List Price Received*	99.1%	100.8%	+ 1.7%	98.9%	101.4%	+ 2.5%
Days on Market Until Sale	63	32	- 49.2%	74	48	- 35.1%
Inventory of Homes for Sale	206	65	- 68.4%	--	--	--
Months Supply of Inventory	2.1	0.6	- 71.4%	--	--	--

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Greeley

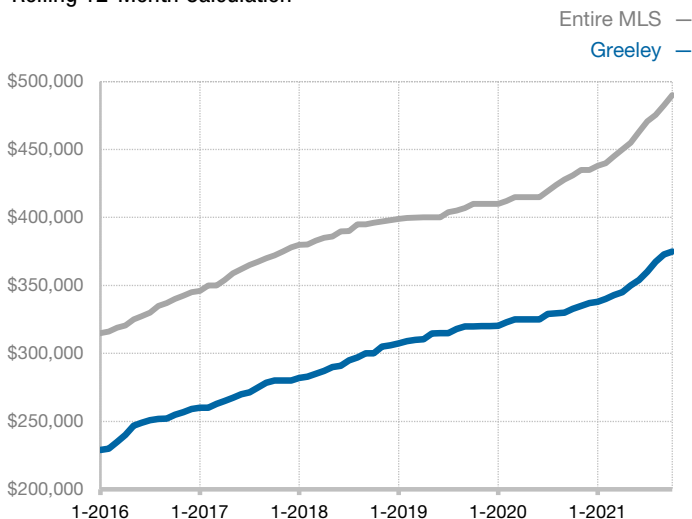
Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	176	200	+ 13.6%	1,879	1,671	- 11.1%
Closed Sales	179	131	- 26.8%	1,600	1,412	- 11.8%
Median Sales Price*	\$352,000	\$406,000	+ 15.3%	\$335,000	\$382,795	+ 14.3%
Average Sales Price*	\$366,955	\$413,515	+ 12.7%	\$350,460	\$407,697	+ 16.3%
Percent of List Price Received*	100.1%	102.1%	+ 2.0%	99.7%	102.3%	+ 2.6%
Days on Market Until Sale	46	33	- 28.3%	49	35	- 28.6%
Inventory of Homes for Sale	181	159	- 12.2%	--	--	--
Months Supply of Inventory	1.2	1.1	- 8.3%	--	--	--

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Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	47	25	- 46.8%	339	362	+ 6.8%
Closed Sales	19	28	+ 47.4%	264	265	+ 0.4%
Median Sales Price*	\$255,000	\$303,063	+ 18.8%	\$253,850	\$293,000	+ 15.4%
Average Sales Price*	\$262,610	\$308,587	+ 17.5%	\$257,446	\$294,151	+ 14.3%
Percent of List Price Received*	99.3%	101.1%	+ 1.8%	99.0%	101.2%	+ 2.2%
Days on Market Until Sale	34	44	+ 29.4%	52	50	- 3.8%
Inventory of Homes for Sale	49	28	- 42.9%	--	--	--
Months Supply of Inventory	1.9	1.1	- 42.1%	--	--	--

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