



# FCBR 2021

FORT COLLINS BOARD OF REALTORS®

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# Monthly Indicators



## April 2021

New Listings were up 24.6 percent for single family homes and 38.8 percent for townhouse-condo properties. Pending Sales landed at 290 for single family homes and 97 for townhouse-condo properties.

The Median Sales Price was up 14.6 percent to \$510,000 for single family homes and 12.7 percent to \$348,000 for townhouse-condo properties. Days on Market decreased 35.6 percent for single family homes and 31.6 percent for townhouse-condo properties.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

## Activity Snapshot

<b>+ 30.1%</b>	<b>- 35.6%</b>	<b>+ 14.6%</b>
One-Year Change in Single Family <b>Sold Listings</b>	One-Year Change in Single Family <b>Days On Market</b>	One-Year Change in Single Family <b>Median Sales Price</b>

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	4-2020	4-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		276	<b>344</b>	+ 24.6%	1,084	<b>1,013</b>	- 6.5%
<b>Pending Sales</b>		159	<b>290</b>	+ 82.4%	835	<b>972</b>	+ 16.4%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		196	<b>255</b>	+ 30.1%	735	<b>835</b>	+ 13.6%
<b>Median Sales Price</b>		\$445,000	<b>\$510,000</b>	+ 14.6%	\$430,000	<b>\$490,007</b>	+ 14.0%
<b>Avg. Sales Price</b>		\$502,813	<b>\$559,149</b>	+ 11.2%	\$482,910	<b>\$557,546</b>	+ 15.5%
<b>Pct. of List Price Received</b>		99.8%	<b>103.2%</b>	+ 3.4%	99.4%	<b>101.7%</b>	+ 2.3%
<b>Days on Market</b>		73	<b>47</b>	- 35.6%	85	<b>67</b>	- 21.2%
<b>Affordability Index</b>		86	<b>76</b>	- 11.6%	89	<b>79</b>	- 11.2%
<b>Active Listings</b>		497	<b>174</b>	- 65.0%	--	--	--
<b>Months Supply</b>		2.1	<b>0.7</b>	- 66.7%	--	--	--

# 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.



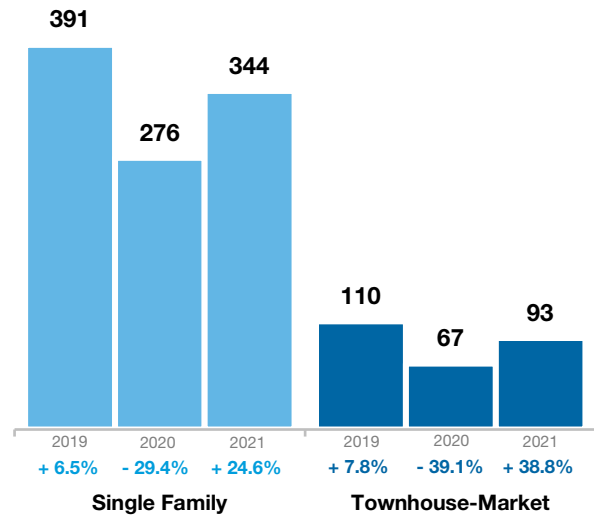
Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		67	93	+ 38.8%	342	348	+ 1.8%
<b>Pending Sales</b>		41	97	+ 136.6%	269	357	+ 32.7%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		64	102	+ 59.4%	281	315	+ 12.1%
<b>Median Sales Price</b>		\$308,700	\$348,000	+ 12.7%	\$305,500	\$339,900	+ 11.3%
<b>Avg. Sales Price</b>		\$316,628	\$348,481	+ 10.1%	\$332,813	\$357,130	+ 7.3%
<b>Pct. of List Price Received</b>		99.1%	101.7%	+ 2.6%	99.2%	100.8%	+ 1.6%
<b>Days on Market</b>		79	54	- 31.6%	117	70	- 40.2%
<b>Affordability Index</b>		124	112	- 9.7%	126	114	- 9.5%
<b>Active Listings</b>		191	54	- 71.7%	--	--	--
<b>Months Supply</b>		2.6	0.7	- 73.1%	--	--	--

# New Listings

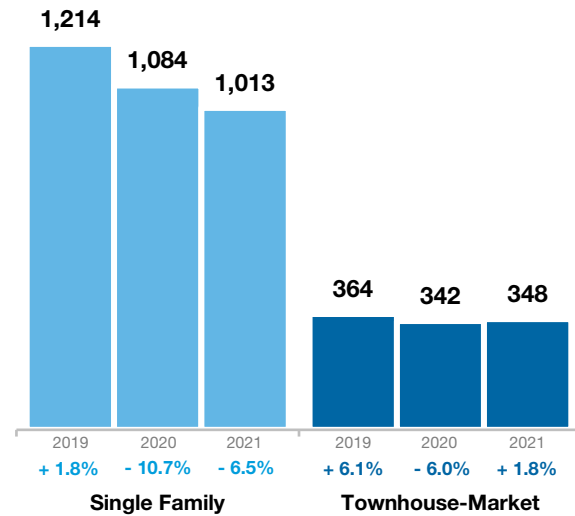
A count of the properties that have been newly listed on the market in a given month.



## April

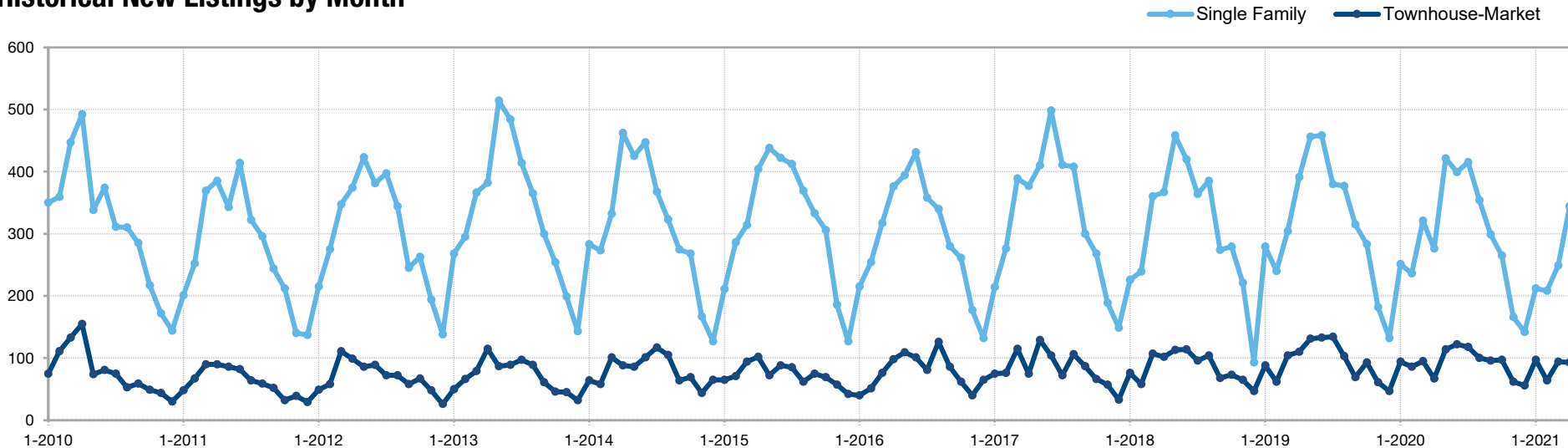


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
May-2020	421	-7.7%	114	-13.0%
Jun-2020	399	-12.9%	122	-8.3%
Jul-2020	415	+9.2%	118	-11.9%
Aug-2020	354	-6.1%	100	-2.9%
Sep-2020	299	-5.1%	96	+39.1%
Oct-2020	265	-6.4%	97	+4.3%
Nov-2020	166	-8.8%	62	+1.6%
Dec-2020	142	+7.6%	56	+19.1%
Jan-2021	212	-15.5%	97	+3.2%
Feb-2021	208	-11.9%	64	-25.6%
Mar-2021	249	-22.4%	94	-1.1%
<b>Apr-2021</b>	<b>344</b>	<b>+24.6%</b>	<b>93</b>	<b>+38.8%</b>
12-Month Avg	290	-5.3%	93	0.0%

## Historical New Listings by Month

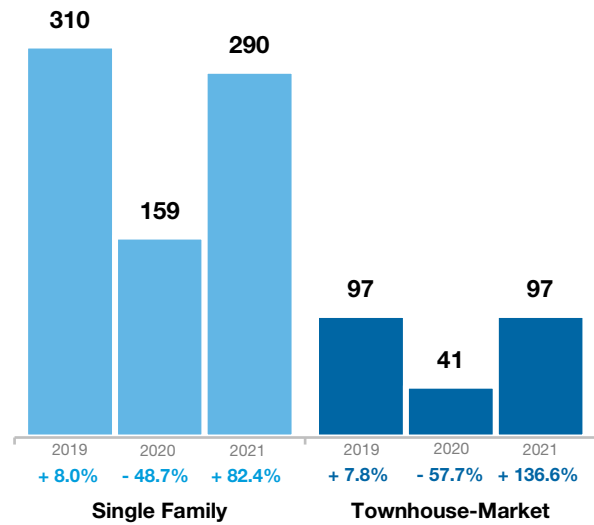


# Pending Sales

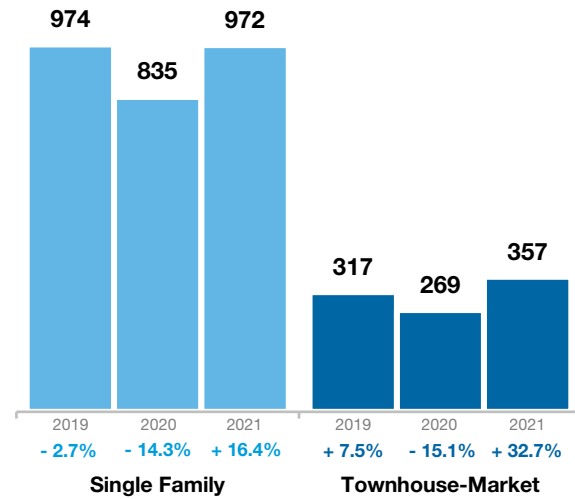
A count of the properties on which offers have been accepted in a given month.



## April

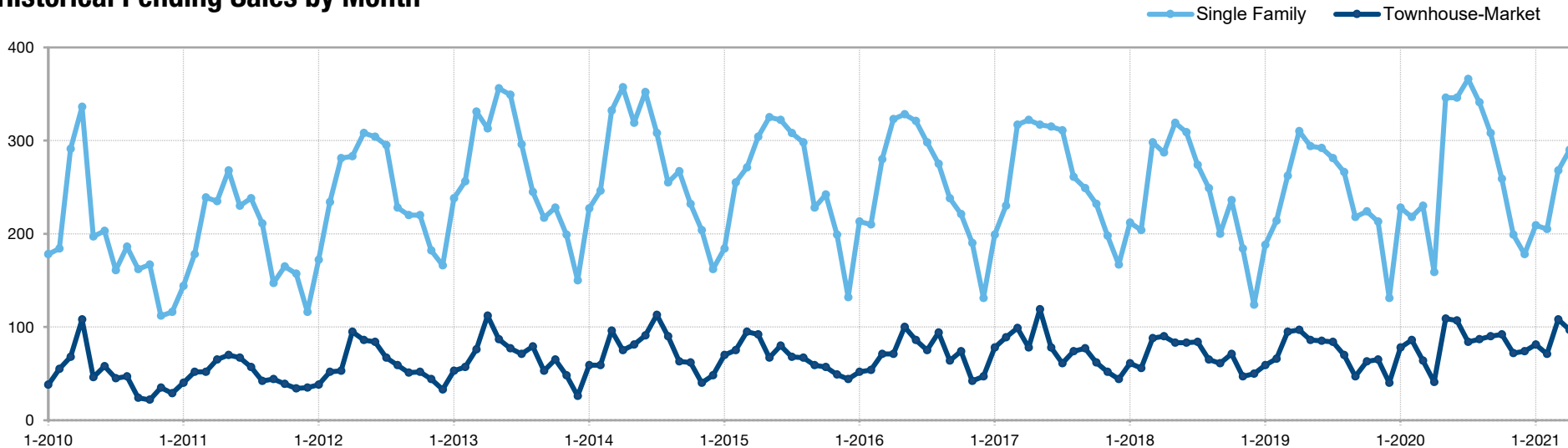


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
May-2020	346	+17.7%	109	+26.7%
Jun-2020	346	+18.5%	107	+25.9%
Jul-2020	366	+30.2%	84	0.0%
Aug-2020	341	+28.2%	87	+24.3%
Sep-2020	308	+41.3%	90	+91.5%
Oct-2020	259	+15.6%	92	+46.0%
Nov-2020	199	-6.6%	72	+10.8%
Dec-2020	178	+35.9%	74	+85.0%
Jan-2021	209	-8.3%	81	+3.8%
Feb-2021	205	-6.0%	71	-17.4%
Mar-2021	268	+16.5%	108	+68.8%
<b>Apr-2021</b>	<b>290</b>	<b>+82.4%</b>	<b>97</b>	<b>+136.6%</b>
12-Month Avg	276	+20.4%	89	+32.5%

## Historical Pending Sales by Month

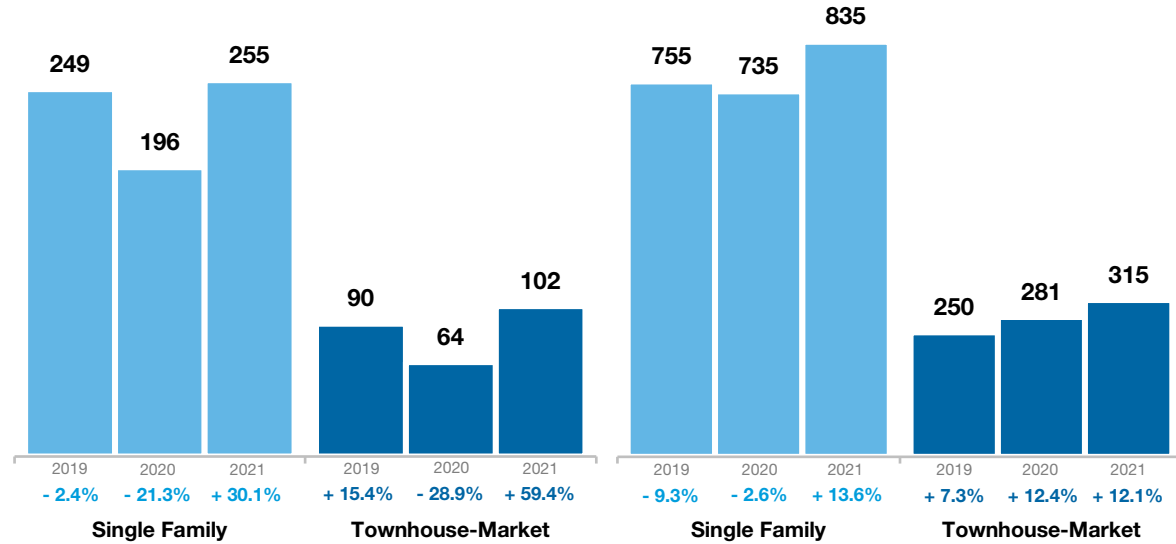


# Sold Listings

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

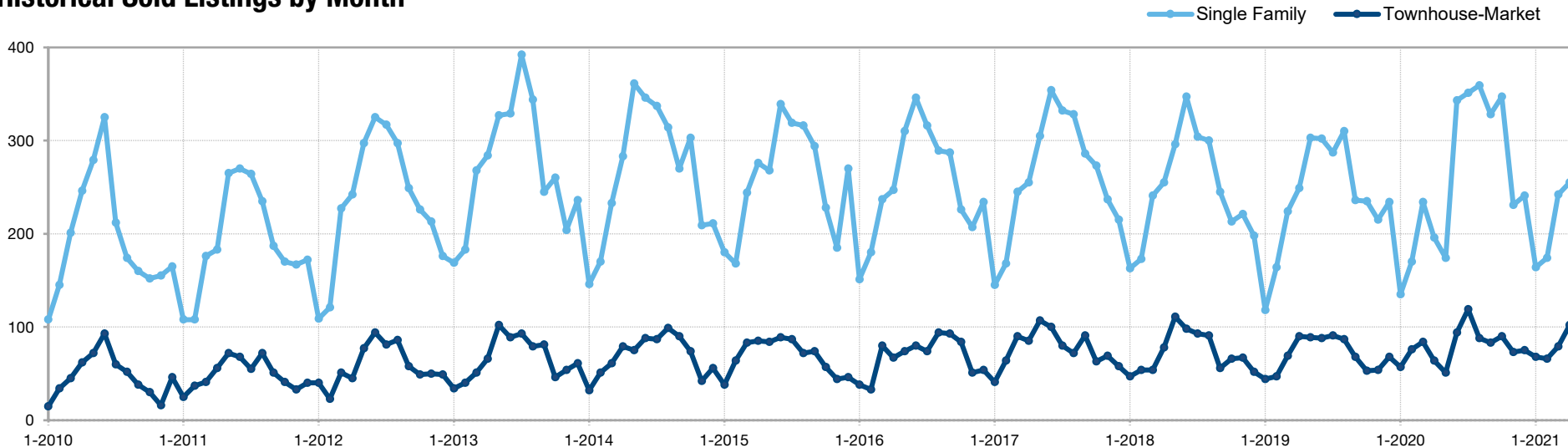


## April



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
May-2020	174	-42.6%	51	-42.7%
Jun-2020	343	+13.6%	94	+6.8%
Jul-2020	351	+22.3%	119	+30.8%
Aug-2020	359	+15.8%	88	+1.1%
Sep-2020	328	+39.0%	83	+22.1%
Oct-2020	347	+47.7%	90	+69.8%
Nov-2020	231	+7.4%	73	+35.2%
Dec-2020	241	+3.0%	75	+10.3%
Jan-2021	164	+21.5%	68	+19.3%
Feb-2021	174	+2.4%	66	-13.2%
Mar-2021	242	+3.4%	79	-6.0%
<b>Apr-2021</b>	<b>255</b>	<b>+30.1%</b>	<b>102</b>	<b>+59.4%</b>
12-Month Avg	267	+12.3%	82	+12.4%

## Historical Sold Listings by Month



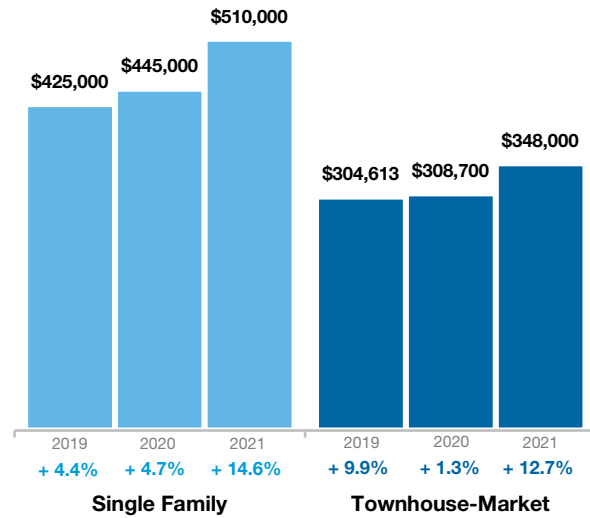


# Median Sales Price

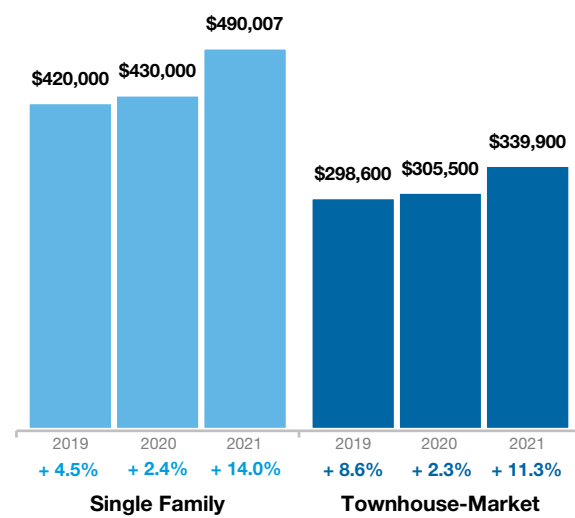
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



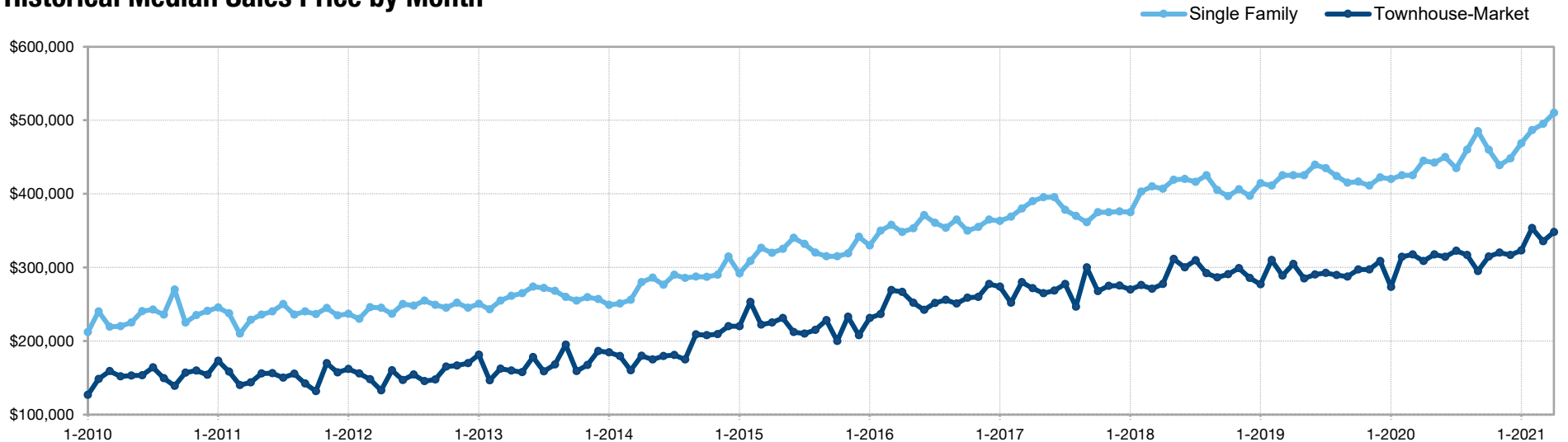
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
May-2020	\$442,500	+4.1%	\$317,500	+11.4%
Jun-2020	\$449,975	+2.4%	\$314,500	+8.3%
Jul-2020	\$435,000	0.0%	\$322,750	+10.3%
Aug-2020	\$460,000	+8.5%	\$316,713	+9.4%
Sep-2020	\$485,000	+16.9%	\$295,000	+2.6%
Oct-2020	\$460,000	+10.4%	\$314,700	+6.0%
Nov-2020	\$438,700	+6.7%	\$320,000	+7.7%
Dec-2020	\$448,000	+6.1%	\$316,885	+2.6%
Jan-2021	\$468,702	+11.6%	\$323,000	+18.1%
Feb-2021	\$486,500	+14.5%	\$353,466	+12.4%
Mar-2021	\$495,000	+16.5%	\$335,500	+5.7%
<b>Apr-2021</b>	<b>\$510,000</b>	<b>+14.6%</b>	<b>\$348,000</b>	<b>+12.7%</b>
12-Month Avg*	\$465,000	+9.4%	\$324,000	+9.3%

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

## Historical Median Sales Price by Month



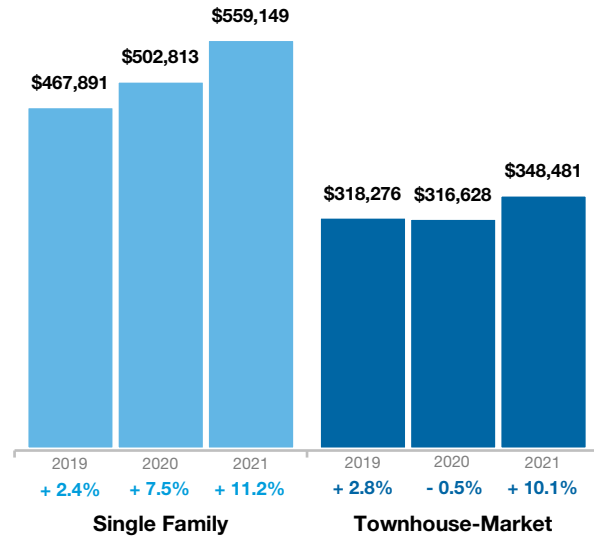


# Average Sales Price

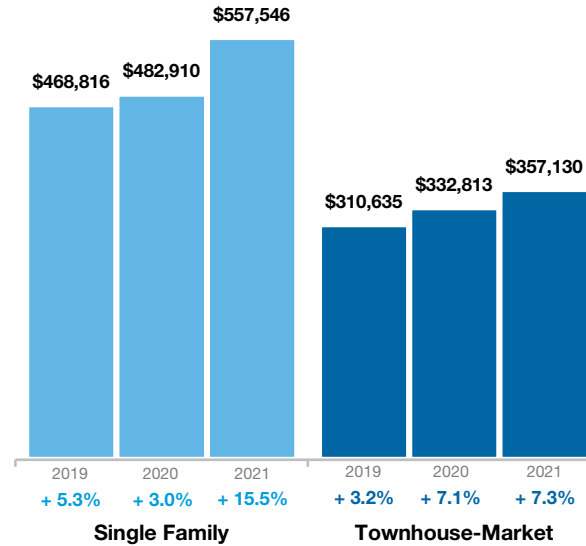
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



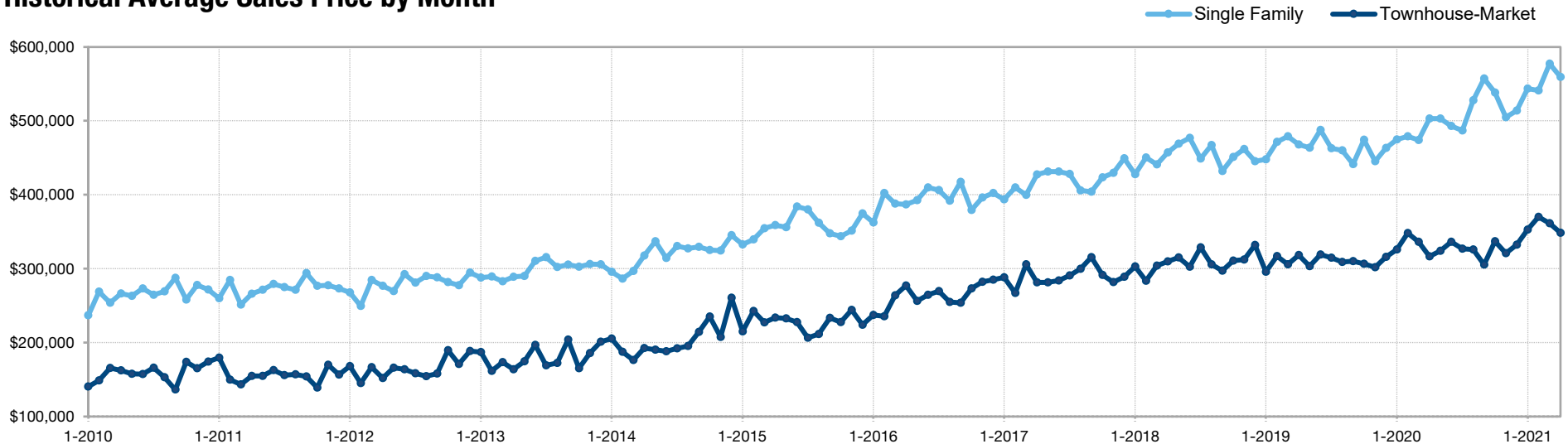
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
May-2020	\$502,825	+8.5%	\$324,022	+6.8%
Jun-2020	\$492,801	+1.1%	\$336,088	+5.4%
Jul-2020	\$486,800	+5.2%	\$326,866	+3.8%
Aug-2020	\$527,592	+14.7%	\$325,879	+5.5%
Sep-2020	\$557,051	+26.2%	\$305,411	-1.5%
Oct-2020	\$538,169	+13.4%	\$336,903	+9.9%
Nov-2020	\$504,893	+13.4%	\$320,831	+6.3%
Dec-2020	\$513,859	+11.0%	\$332,438	+5.3%
Jan-2021	\$543,517	+14.5%	\$352,834	+8.3%
Feb-2021	\$540,921	+12.9%	\$370,011	+6.3%
Mar-2021	\$577,318	+21.8%	\$361,233	+7.5%
<b>Apr-2021</b>	<b>\$559,149</b>	<b>+11.2%</b>	<b>\$348,481</b>	<b>+10.1%</b>
12-Month Avg*	\$527,363	+12.6%	\$336,247	+5.9%

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

## Historical Average Sales Price by Month



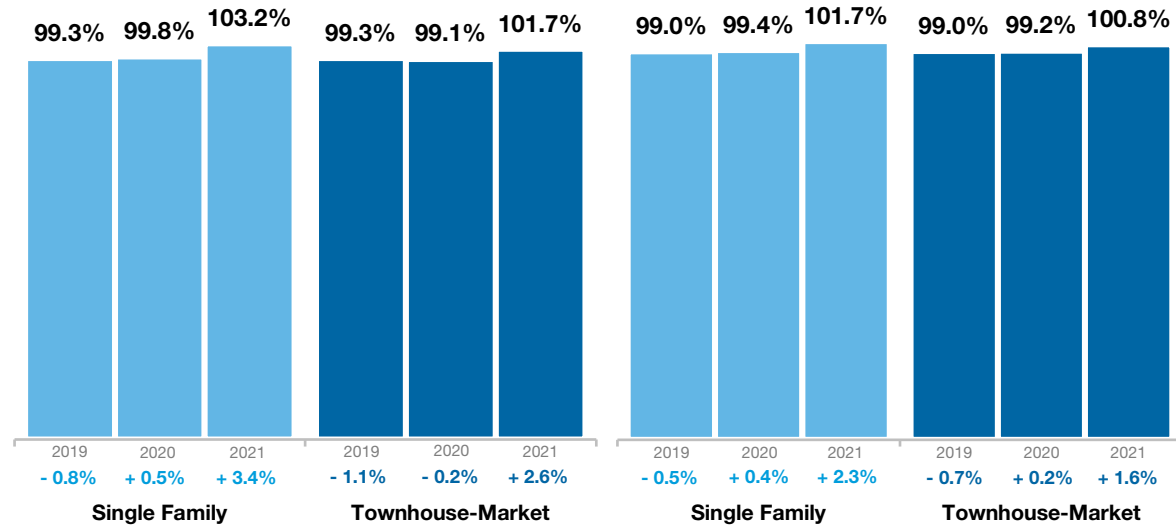
# Percent of List Price Received

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.



## April

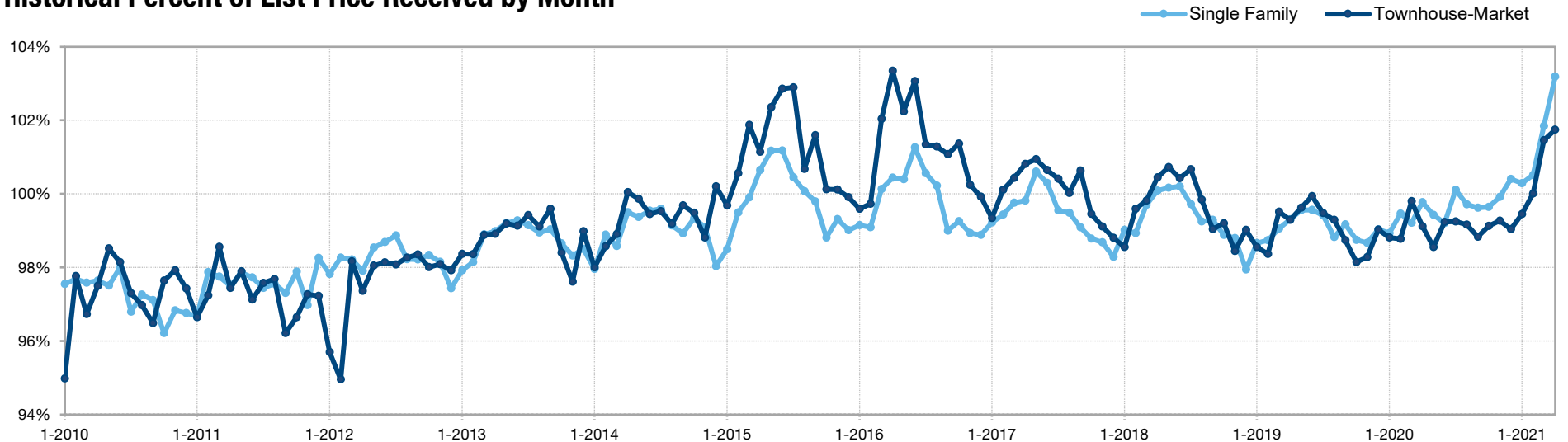
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
May-2020	99.4%	-0.2%	98.6%	-1.0%
Jun-2020	99.2%	-0.4%	99.2%	-0.7%
Jul-2020	100.1%	+0.7%	99.2%	-0.3%
Aug-2020	99.7%	+0.9%	99.2%	-0.1%
Sep-2020	99.6%	+0.4%	98.8%	+0.1%
Oct-2020	99.6%	+0.9%	99.1%	+1.0%
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%
<b>Apr-2021</b>	<b>103.2%</b>	<b>+3.4%</b>	<b>101.7%</b>	<b>+2.6%</b>
12-Month Avg*	99.2%	+1.0%	99.2%	+0.5%

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

## Historical Percent of List Price Received by Month



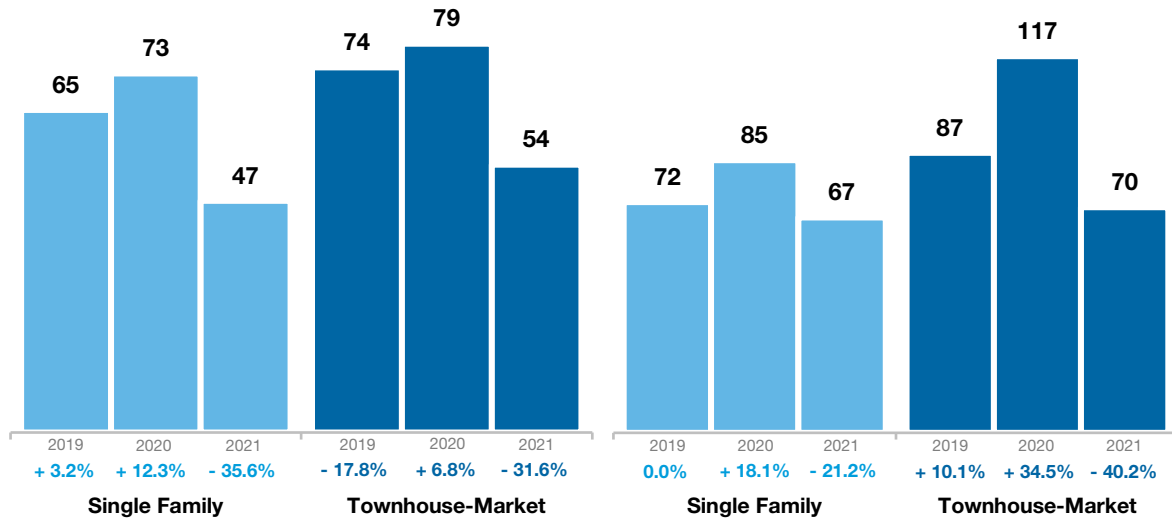
# Days on Market Until Sale

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



## April

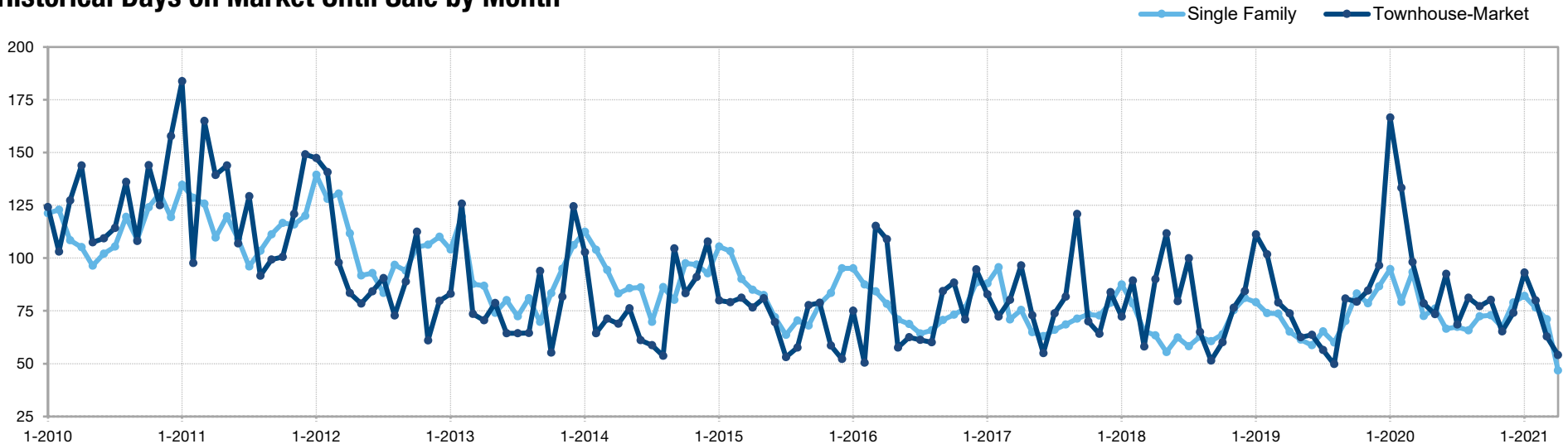
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
May-2020	76	+24.6%	73	+17.7%
Jun-2020	67	+13.6%	92	+43.8%
Jul-2020	67	+3.1%	68	+21.4%
Aug-2020	66	+10.0%	81	+62.0%
Sep-2020	72	+2.9%	77	-4.9%
Oct-2020	73	-12.0%	80	+1.3%
Nov-2020	67	-15.2%	65	-23.5%
Dec-2020	79	-9.2%	74	-22.9%
Jan-2021	82	-13.7%	93	-44.3%
Feb-2021	77	-2.5%	80	-39.8%
Mar-2021	71	-23.7%	63	-35.7%
<b>Apr-2021</b>	<b>47</b>	<b>-35.6%</b>	<b>54</b>	<b>-31.6%</b>
12-Month Avg	69	-5.2%	75	-11.7%

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

## Historical Days on Market Until Sale by Month



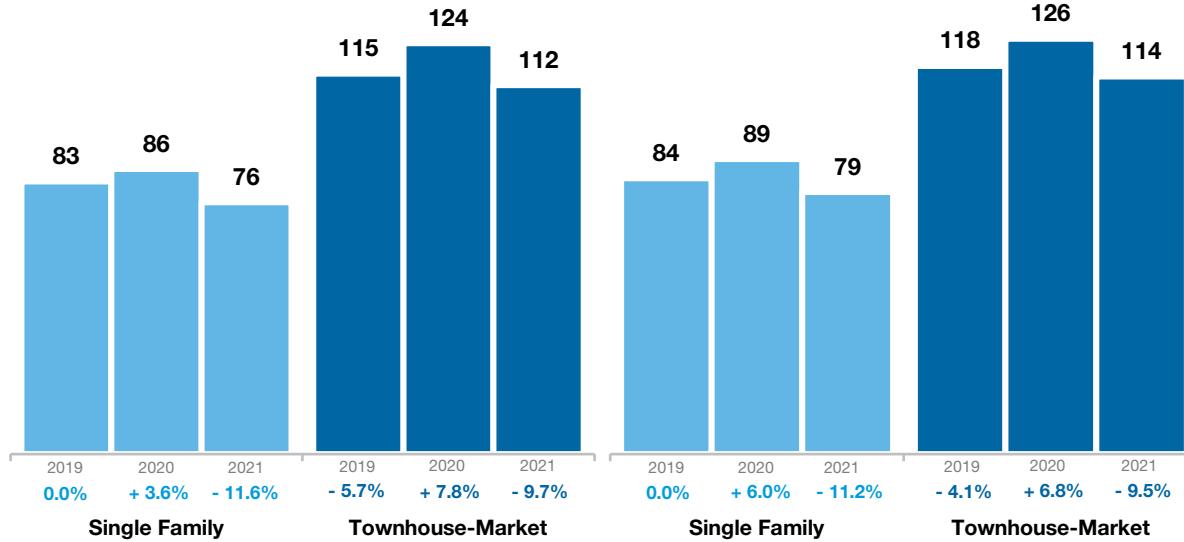
# Housing Affordability Index

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.



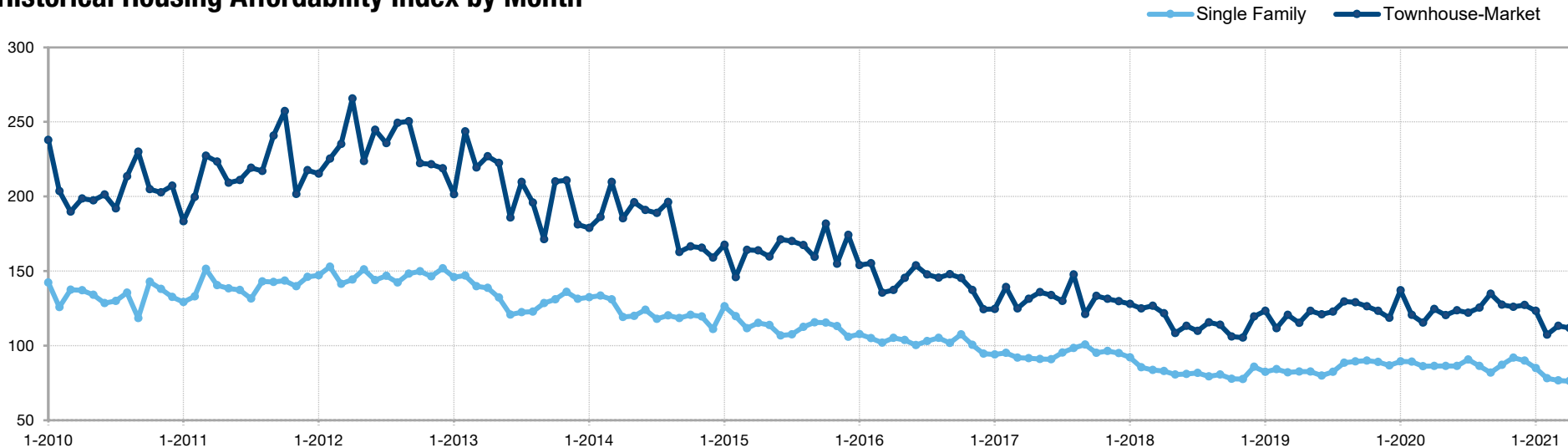
## April

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
May-2020	86	+3.6%	120	-2.4%
Jun-2020	86	+7.5%	124	+2.5%
Jul-2020	91	+11.0%	122	-0.8%
Aug-2020	86	-2.3%	125	-3.8%
Sep-2020	82	-7.9%	135	+4.7%
Oct-2020	87	-3.3%	127	+0.8%
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%
<b>Apr-2021</b>	<b>76</b>	<b>-11.6%</b>	<b>112</b>	<b>-9.7%</b>
12-Month Avg	85	-12.3%	87	-9.9%

## Historical Housing Affordability Index by Month

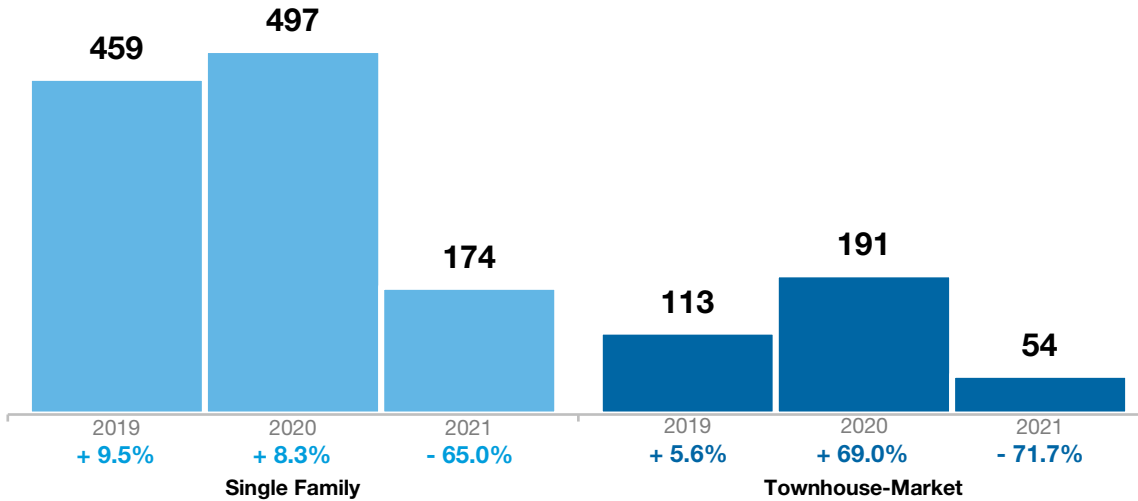


# Inventory of Active Listings

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



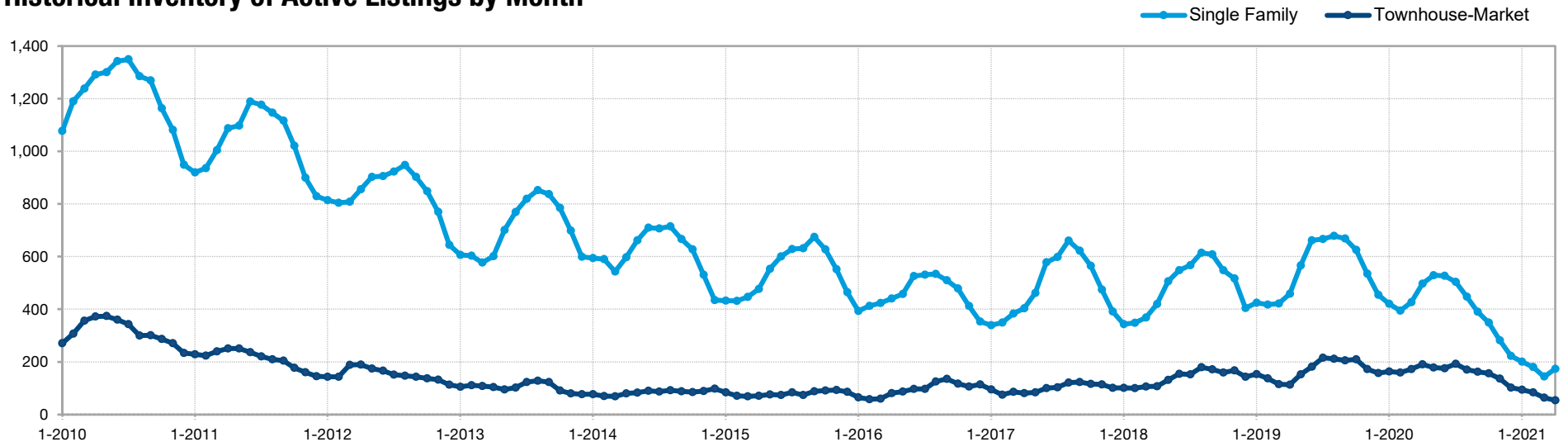
## April



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
May-2020	529	-6.5%	179	+17.8%
Jun-2020	527	-20.3%	176	-3.3%
Jul-2020	504	-24.3%	193	-10.6%
Aug-2020	448	-33.9%	170	-19.8%
Sep-2020	390	-41.6%	162	-21.4%
Oct-2020	349	-44.2%	156	-25.7%
Nov-2020	282	-47.3%	136	-21.4%
Dec-2020	223	-51.0%	102	-35.0%
Jan-2021	201	-52.1%	94	-42.3%
Feb-2021	181	-54.1%	84	-47.2%
Mar-2021	144	-66.3%	64	-63.0%
<b>Apr-2021</b>	<b>174</b>	<b>-65.0%</b>	<b>54</b>	<b>-71.7%</b>
12-Month Avg*	329	-40.0%	131	-28.4%

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

## Historical Inventory of Active Listings by Month

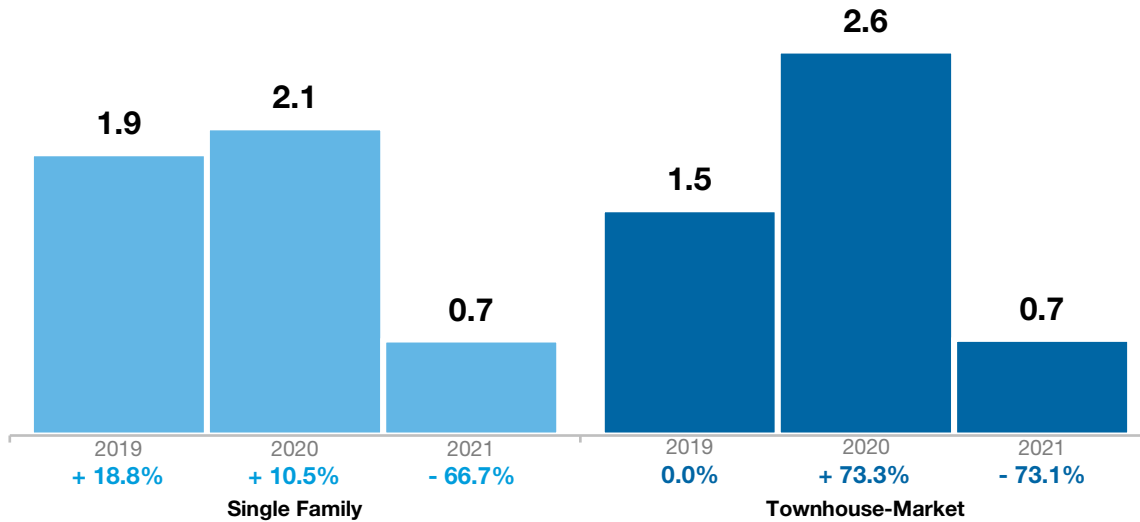


# Months Supply of Inventory

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.



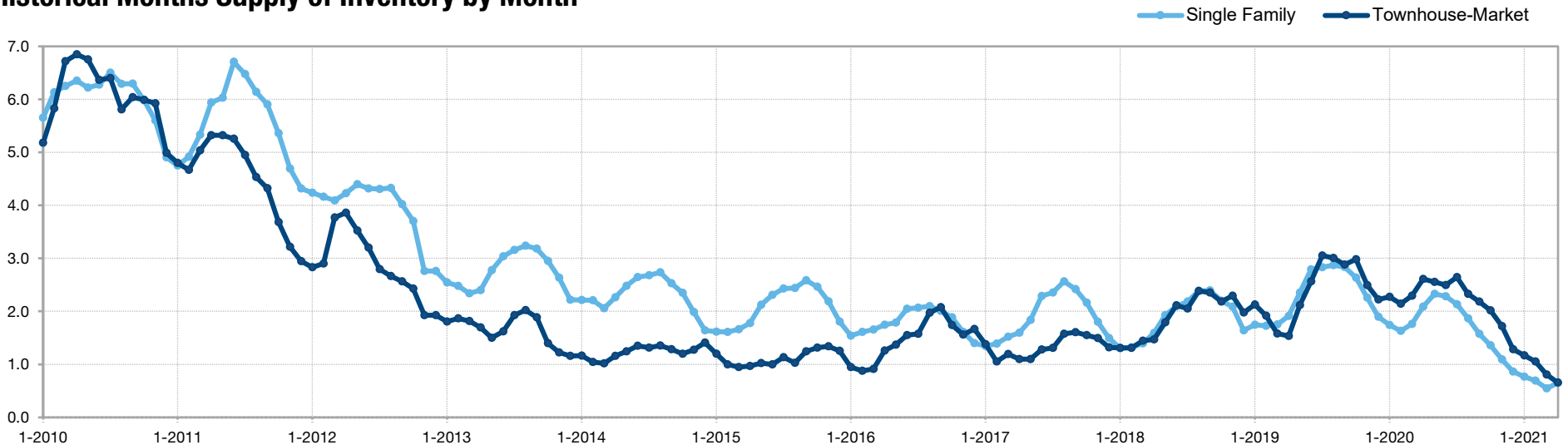
## April



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
May-2020	2.3	-4.2%	2.6	+23.8%
Jun-2020	2.3	-17.9%	2.5	-3.8%
Jul-2020	2.1	-25.0%	2.6	-13.3%
Aug-2020	1.9	-34.5%	2.3	-23.3%
Sep-2020	1.6	-42.9%	2.2	-24.1%
Oct-2020	1.4	-46.2%	2.0	-33.3%
Nov-2020	1.1	-52.2%	1.7	-32.0%
Dec-2020	0.9	-52.6%	1.3	-40.9%
Jan-2021	0.8	-52.9%	1.2	-47.8%
Feb-2021	0.7	-56.3%	1.1	-47.6%
Mar-2021	0.5	-72.2%	0.8	-65.2%
<b>Apr-2021</b>	<b>0.7</b>	<b>-66.7%</b>	<b>0.7</b>	<b>-73.1%</b>
12-Month Avg*	1.3	-41.7%	1.7	-31.7%

\* Months Supply for all properties from May 2020 through April 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	4-2020	4-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		343	<b>437</b>	+ 27.4%	1,426	<b>1,361</b>	- 4.6%
<b>Pending Sales</b>		200	<b>387</b>	+ 93.5%	269	<b>357</b>	+ 32.7%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		260	<b>357</b>	+ 37.3%	1,016	<b>1,150</b>	+ 13.2%
<b>Median Sales Price</b>		\$420,000	<b>\$449,079</b>	+ 6.9%	\$400,000	<b>\$449,953</b>	+ 12.5%
<b>Avg. Sales Price</b>		\$456,983	<b>\$498,959</b>	+ 13.9%	\$441,397	<b>\$502,650</b>	+ 13.9%
<b>Pct. of List Price Received</b>		99.6%	<b>102.8%</b>	+ 2.1%	99.3%	<b>101.4%</b>	+ 2.1%
<b>Days on Market</b>		74	<b>49</b>	- 27.7%	94	<b>68</b>	- 27.7%
<b>Affordability Index</b>		91	<b>87</b>	- 10.0%	96	<b>86</b>	- 10.0%
<b>Active Listings</b>		688	<b>228</b>	- 66.9%	--	--	--
<b>Months Supply</b>		2.2	<b>0.7</b>	- 70.5%	--	--	--

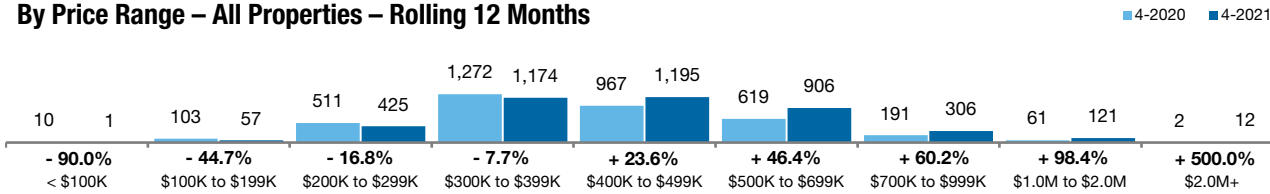


# Sold Listings

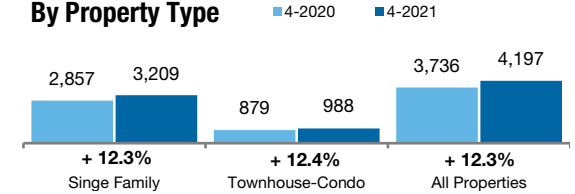
Actual sales that have closed in a given quarter.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	10	1	-90.0%	0	0	--
\$100,000 to \$199,999	52	25	-51.9%	51	32	-37.3%
\$200,000 to \$299,999	113	69	-38.9%	398	356	-10.6%
\$300,000 to \$399,999	946	727	-23.2%	326	447	+37.1%
\$400,000 to \$499,999	909	1,091	+20.0%	58	104	+79.3%
\$500,000 to \$699,999	592	872	+47.3%	27	34	+25.9%
\$700,000 to \$999,999	176	295	+67.6%	15	11	-26.7%
\$1,000,000 to \$1,999,999	57	117	+105.3%	4	4	0.0%
\$2,000,000 and Above	2	12	+500.0%	0	0	--
<b>All Price Ranges</b>	<b>2,857</b>	<b>3,209</b>	<b>+12.3%</b>	<b>879</b>	<b>988</b>	<b>+12.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	3-2021	4-2021	Change	3-2021	4-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	4	3	-25.0%	1	3	+200.0%
\$200,000 to \$299,999	1	3	+200.0%	26	32	+23.1%
\$300,000 to \$399,999	28	25	-10.7%	31	42	+35.5%
\$400,000 to \$499,999	94	90	-4.3%	14	20	+42.9%
\$500,000 to \$699,999	74	94	+27.0%	5	5	0.0%
\$700,000 to \$999,999	24	30	+25.0%	1	0	-100.0%
\$1,000,000 to \$1,999,999	16	9	-43.8%	1	0	-100.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>242</b>	<b>255</b>	<b>+5.4%</b>	<b>79</b>	<b>102</b>	<b>+29.1%</b>

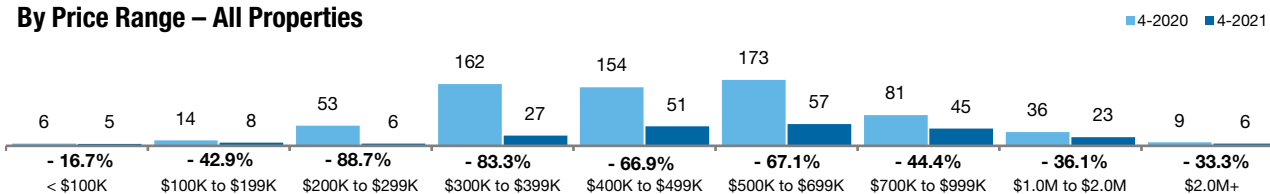
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	8	8	0.0%	18	10	-44.4%
\$200,000 to \$299,999	25	7	-72.0%	114	94	-17.5%
\$300,000 to \$399,999	227	114	-49.8%	113	136	+20.4%
\$400,000 to \$499,999	248	313	+26.2%	12	51	+325.0%
\$500,000 to \$699,999	156	267	+71.2%	13	18	+38.5%
\$700,000 to \$999,999	51	82	+60.8%	9	3	-66.7%
\$1,000,000 to \$1,999,999	18	40	+122.2%	2	3	+50.0%
\$2,000,000 and Above	1	4	+300.0%	0	0	--
<b>All Price Ranges</b>	<b>735</b>	<b>835</b>	<b>+13.6%</b>	<b>281</b>	<b>315</b>	<b>+12.1%</b>

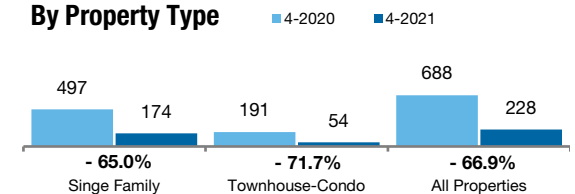
# Inventory of Active Listings

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		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	6	5	-16.7%	0	0	--
\$100,000 to \$199,999	10	7	-30.0%	4	1	-75.0%
\$200,000 to \$299,999	11	3	-72.7%	42	3	-92.9%
\$300,000 to \$399,999	77	15	-80.5%	85	12	-85.9%
\$400,000 to \$499,999	136	35	-74.3%	18	16	-11.1%
\$500,000 to \$699,999	141	45	-68.1%	32	12	-62.5%
\$700,000 to \$999,999	72	37	-48.6%	9	8	-11.1%
\$1,000,000 to \$1,999,999	35	21	-40.0%	1	2	+100.0%
\$2,000,000 and Above	9	6	-33.3%	0	0	--
<b>All Price Ranges</b>	<b>497</b>	<b>174</b>	<b>-65.0%</b>	<b>191</b>	<b>54</b>	<b>-71.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	3-2021	4-2021	Change	3-2021	4-2021	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	6	7	+16.7%	2	1	-50.0%
\$200,000 to \$299,999	4	3	-25.0%	6	3	-50.0%
\$300,000 to \$399,999	9	15	+66.7%	12	12	0.0%
\$400,000 to \$499,999	24	35	+45.8%	20	16	-20.0%
\$500,000 to \$699,999	46	45	-2.2%	14	12	-14.3%
\$700,000 to \$999,999	34	37	+8.8%	6	8	+33.3%
\$1,000,000 to \$1,999,999	9	21	+133.3%	4	2	-50.0%
\$2,000,000 and Above	7	6	-14.3%	0	0	--
<b>All Price Ranges</b>	<b>144</b>	<b>174</b>	<b>+20.8%</b>	<b>64</b>	<b>54</b>	<b>-15.6%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	8	8	0.0%	18	10	-44.4%
\$200,000 to \$299,999	25	7	-72.0%	114	94	-17.5%
\$300,000 to \$399,999	227	114	-49.8%	113	136	+20.4%
\$400,000 to \$499,999	248	313	+26.2%	12	51	+325.0%
\$500,000 to \$699,999	156	267	+71.2%	13	18	+38.5%
\$700,000 to \$999,999	51	82	+60.8%	9	3	-66.7%
\$1,000,000 to \$1,999,999	18	40	+122.2%	2	3	+50.0%
\$2,000,000 and Above	1	4	+300.0%	0	0	--
<b>All Price Ranges</b>	<b>735</b>	<b>835</b>	<b>+13.6%</b>	<b>281</b>	<b>315</b>	<b>+12.1%</b>

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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<b>New Listings</b>	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).
<b>Pending Sales</b>	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.
<b>Under Contract Activity</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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 April 2021

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## Berthoud

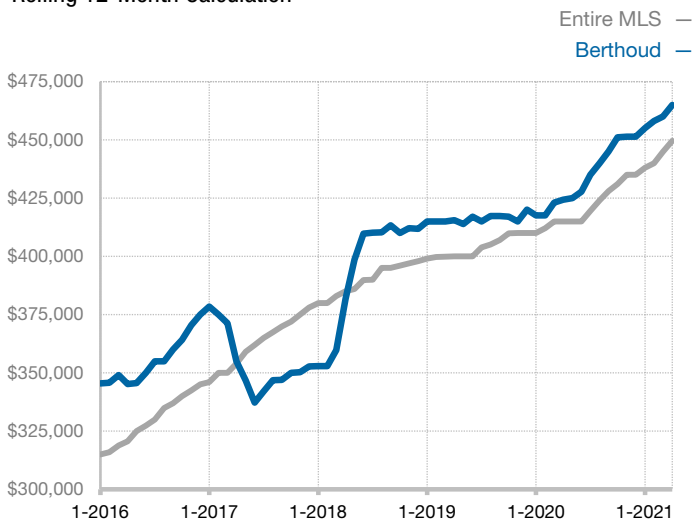
Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	56	34	- 39.3%	252	119	- 52.8%
Closed Sales	25	35	+ 40.0%	93	143	+ 53.8%
Median Sales Price*	\$458,000	<b>\$510,280</b>	+ 11.4%	\$435,000	<b>\$495,000</b>	+ 13.8%
Average Sales Price*	\$557,372	<b>\$571,364</b>	+ 2.5%	\$525,282	<b>\$583,598</b>	+ 11.1%
Percent of List Price Received*	98.6%	<b>101.9%</b>	+ 3.3%	98.4%	<b>101.2%</b>	+ 2.8%
Days on Market Until Sale	104	<b>84</b>	- 19.2%	87	<b>88</b>	+ 1.1%
Inventory of Homes for Sale	135	<b>29</b>	- 78.5%	--	--	--
Months Supply of Inventory	4.1	<b>0.6</b>	- 85.4%	--	--	--

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

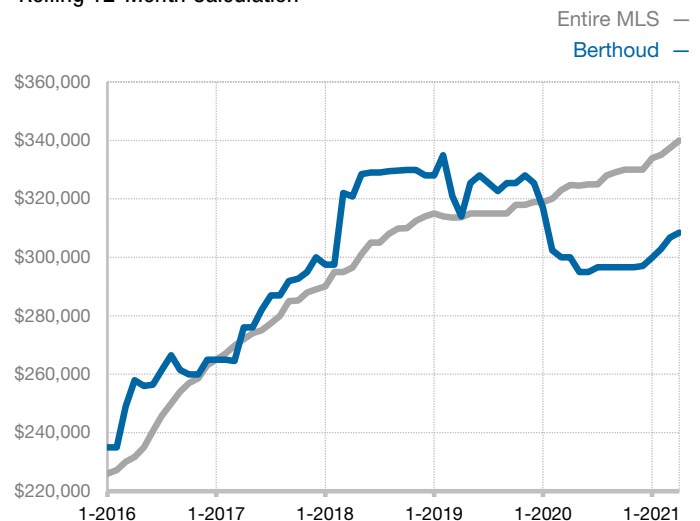
Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	1	12	+ 1100.0%	50	28	- 44.0%
Closed Sales	3	3	0.0%	30	14	- 53.3%
Median Sales Price*	\$313,000	<b>\$365,000</b>	+ 16.6%	\$289,320	<b>\$480,903</b>	+ 66.2%
Average Sales Price*	\$369,704	<b>\$409,000</b>	+ 10.6%	\$315,342	<b>\$480,458</b>	+ 52.4%
Percent of List Price Received*	100.2%	<b>101.4%</b>	+ 1.2%	100.1%	<b>101.7%</b>	+ 1.6%
Days on Market Until Sale	158	<b>49</b>	- 69.0%	98	<b>148</b>	+ 51.0%
Inventory of Homes for Sale	27	<b>5</b>	- 81.5%	--	--	--
Months Supply of Inventory	5.7	<b>0.9</b>	- 84.2%	--	--	--

\* 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 April 2021

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## Johnstown

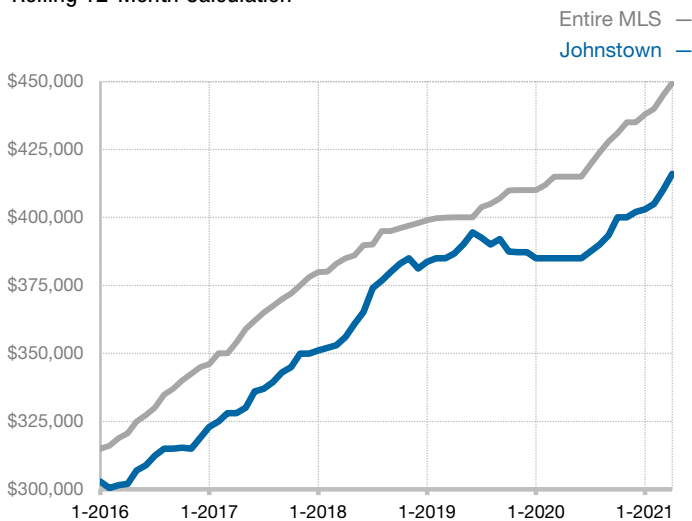
Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	44	25	- 43.2%	158	107	- 32.3%
Closed Sales	28	33	+ 17.9%	103	103	0.0%
Median Sales Price*	\$391,750	<b>\$455,000</b>	+ 16.1%	\$385,000	<b>\$434,000</b>	+ 12.7%
Average Sales Price*	\$449,875	<b>\$477,618</b>	+ 6.2%	\$408,314	<b>\$472,691</b>	+ 15.8%
Percent of List Price Received*	98.5%	<b>103.0%</b>	+ 4.6%	99.7%	<b>101.8%</b>	+ 2.1%
Days on Market Until Sale	63	33	- 47.6%	71	41	- 42.3%
Inventory of Homes for Sale	70	23	- 67.1%	--	--	--
Months Supply of Inventory	2.2	0.7	- 68.2%	--	--	--

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

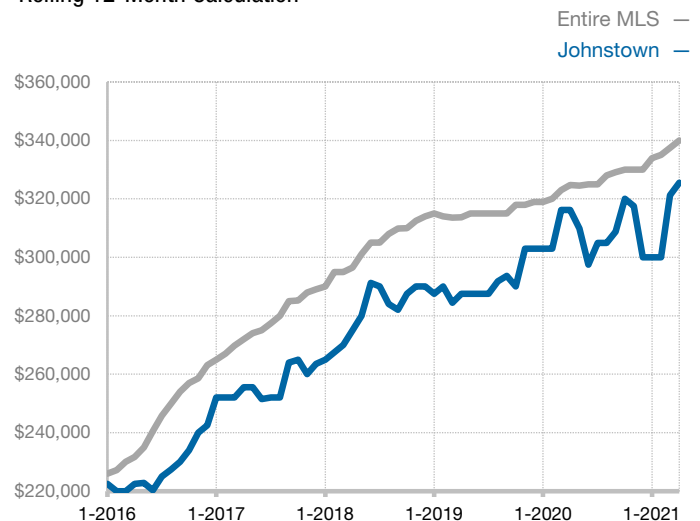
Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	4	3	- 25.0%	13	8	- 38.5%
Closed Sales	1	1	0.0%	5	8	+ 60.0%
Median Sales Price*	\$282,000	<b>\$415,000</b>	+ 47.2%	\$322,500	<b>\$382,200</b>	+ 18.5%
Average Sales Price*	\$282,000	<b>\$415,000</b>	+ 47.2%	\$330,900	<b>\$374,050</b>	+ 13.0%
Percent of List Price Received*	98.9%	<b>98.8%</b>	- 0.1%	99.6%	<b>100.9%</b>	+ 1.3%
Days on Market Until Sale	42	51	+ 21.4%	47	61	+ 29.8%
Inventory of Homes for Sale	5	1	- 80.0%	--	--	--
Months Supply of Inventory	2.8	0.5	- 82.1%	--	--	--

\* 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 April 2021

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## Loveland

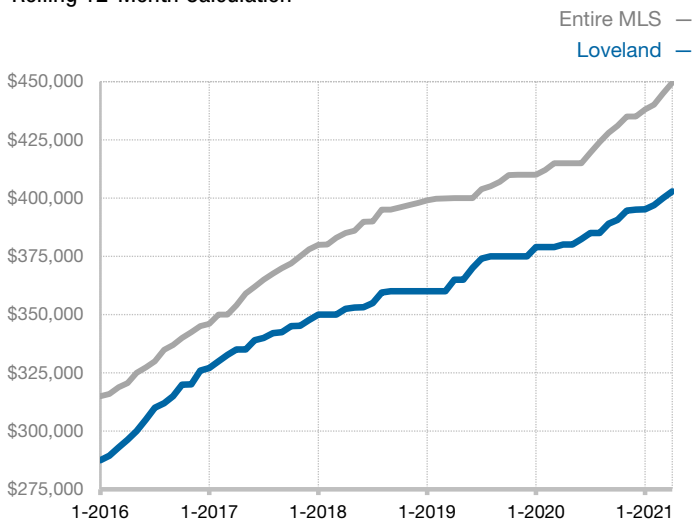
Single Family	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	119	156	+ 31.1%	583	588	+ 0.9%
Closed Sales	114	163	+ 43.0%	405	478	+ 18.0%
Median Sales Price*	\$387,716	<b>\$420,000</b>	+ 8.3%	\$384,850	<b>\$414,104</b>	+ 7.6%
Average Sales Price*	\$411,645	<b>\$475,385</b>	+ 15.5%	\$425,728	<b>\$457,472</b>	+ 7.5%
Percent of List Price Received*	100.6%	<b>103.1%</b>	+ 2.5%	99.6%	<b>102.0%</b>	+ 2.4%
Days on Market Until Sale	66	46	- 30.3%	68	53	- 22.1%
Inventory of Homes for Sale	232	74	- 68.1%	--	--	--
Months Supply of Inventory	2.0	0.5	- 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.

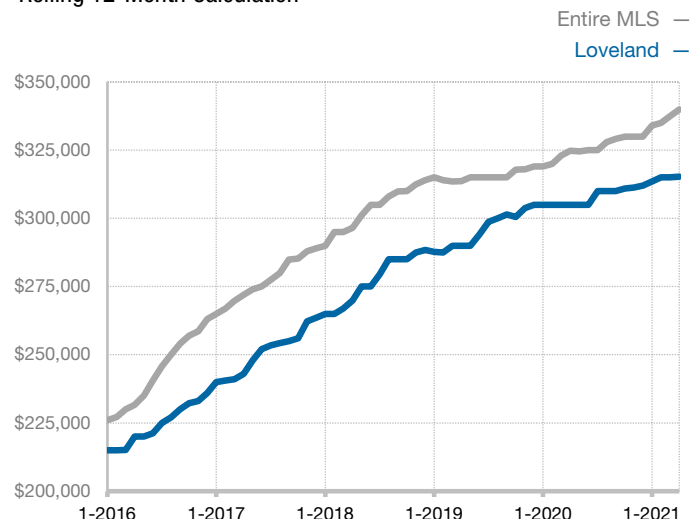
Townhouse/Condo	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	29	46	+ 58.6%	111	165	+ 48.6%
Closed Sales	29	33	+ 13.8%	84	92	+ 9.5%
Median Sales Price*	\$303,750	<b>\$345,000</b>	+ 13.6%	\$305,000	<b>\$335,000</b>	+ 9.8%
Average Sales Price*	\$307,284	<b>\$350,260</b>	+ 14.0%	\$321,742	<b>\$349,825</b>	+ 8.7%
Percent of List Price Received*	100.7%	<b>102.8%</b>	+ 2.1%	100.4%	<b>102.7%</b>	+ 2.3%
Days on Market Until Sale	144	58	- 59.7%	127	68	- 46.5%
Inventory of Homes for Sale	84	12	- 85.7%	--	--	--
Months Supply of Inventory	3.2	0.4	- 87.5%	--	--	--

\* 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 April 2021

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## Greeley

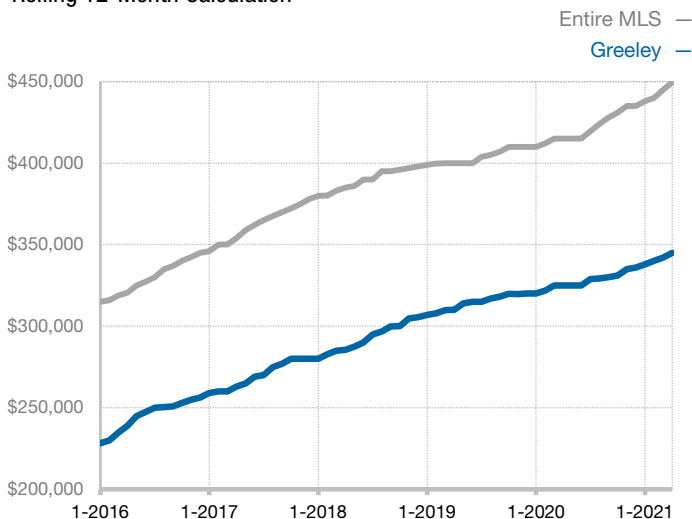
Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	128	122	- 4.7%	501	417	- 16.8%
Closed Sales	85	106	+ 24.7%	392	378	- 3.6%
Median Sales Price*	\$345,000	\$370,000	+ 7.2%	\$330,000	\$360,000	+ 9.1%
Average Sales Price*	\$355,302	\$397,601	+ 11.9%	\$345,459	\$381,111	+ 10.3%
Percent of List Price Received*	99.1%	101.8%	+ 2.7%	99.2%	100.9%	+ 1.7%
Days on Market Until Sale	57	34	- 40.4%	64	45	- 29.7%
Inventory of Homes for Sale	183	82	- 55.2%	--	--	--
Months Supply of Inventory	1.5	0.7	- 53.3%	--	--	--

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

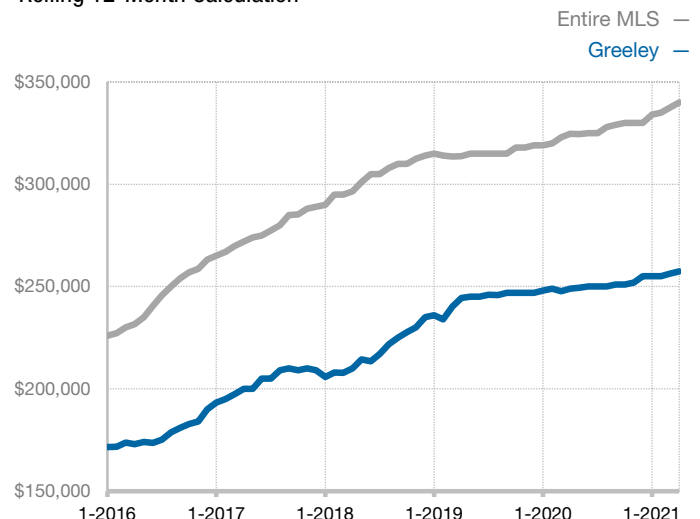
Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	31	53	+ 71.0%	101	117	+ 15.8%
Closed Sales	18	13	- 27.8%	71	64	- 9.9%
Median Sales Price*	\$255,450	\$272,500	+ 6.7%	\$249,900	\$265,500	+ 6.2%
Average Sales Price*	\$271,217	\$269,842	- 0.5%	\$250,415	\$264,076	+ 5.5%
Percent of List Price Received*	99.0%	99.8%	+ 0.8%	99.4%	100.1%	+ 0.7%
Days on Market Until Sale	41	78	+ 90.2%	62	66	+ 6.5%
Inventory of Homes for Sale	44	22	- 50.0%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--

\* 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 April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

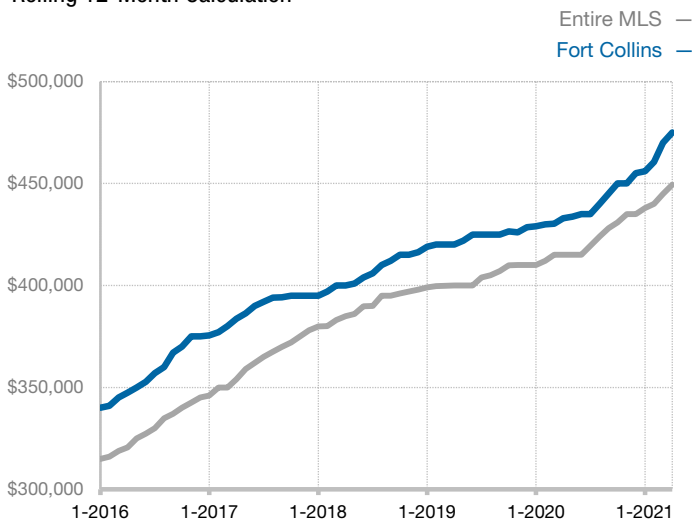
Single Family	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	202	<b>259</b>	+ 28.2%	786	<b>753</b>	- 4.2%
Closed Sales	147	<b>178</b>	+ 21.1%	544	<b>582</b>	+ 7.0%
Median Sales Price*	\$445,000	<b>\$525,000</b>	+ 18.0%	\$435,558	<b>\$510,215</b>	+ 17.1%
Average Sales Price*	\$513,463	<b>\$573,393</b>	+ 11.7%	\$488,263	<b>\$572,608</b>	+ 17.3%
Percent of List Price Received*	99.5%	<b>103.9%</b>	+ 4.4%	99.1%	<b>102.0%</b>	+ 2.9%
Days on Market Until Sale	58	<b>37</b>	- 36.2%	70	<b>54</b>	- 22.9%
Inventory of Homes for Sale	309	<b>116</b>	- 62.5%	--	--	--
Months Supply of Inventory	1.8	<b>0.6</b>	- 66.7%	--	--	--

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

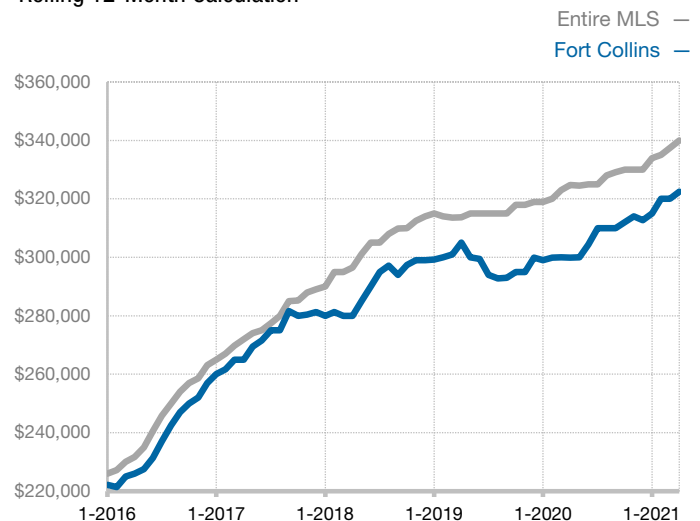
Townhouse/Condo	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	63	<b>81</b>	+ 28.6%	295	<b>299</b>	+ 1.4%
Closed Sales	52	<b>92</b>	+ 76.9%	248	<b>280</b>	+ 12.9%
Median Sales Price*	\$320,250	<b>\$346,000</b>	+ 8.0%	\$309,500	<b>\$338,250</b>	+ 9.3%
Average Sales Price*	\$322,402	<b>\$348,422</b>	+ 8.1%	\$336,451	<b>\$354,848</b>	+ 5.5%
Percent of List Price Received*	99.1%	<b>101.8%</b>	+ 2.7%	99.0%	<b>100.7%</b>	+ 1.7%
Days on Market Until Sale	65	<b>56</b>	- 13.8%	114	<b>66</b>	- 42.1%
Inventory of Homes for Sale	156	<b>47</b>	- 69.9%	--	--	--
Months Supply of Inventory	2.4	<b>0.7</b>	- 70.8%	--	--	--

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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 April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

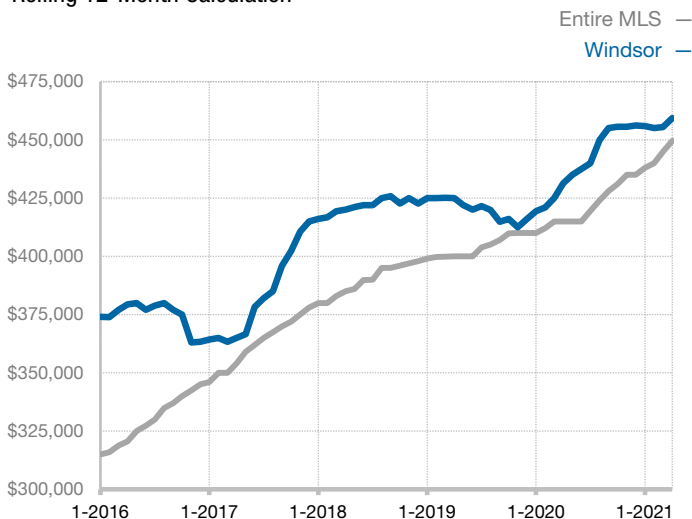
Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	96	133	+ 38.5%	389	593	+ 52.4%
Closed Sales	60	119	+ 98.3%	238	411	+ 72.7%
Median Sales Price*	\$473,439	<b>\$498,483</b>	+ 5.3%	\$457,250	<b>\$462,650</b>	+ 1.2%
Average Sales Price*	\$515,354	<b>\$555,530</b>	+ 7.8%	\$504,250	<b>\$541,864</b>	+ 7.5%
Percent of List Price Received*	99.3%	<b>101.5%</b>	+ 2.2%	99.4%	<b>100.9%</b>	+ 1.5%
Days on Market Until Sale	94	70	- 25.5%	95	66	- 30.5%
Inventory of Homes for Sale	214	104	- 51.4%	--	--	--
Months Supply of Inventory	2.5	1.0	- 60.0%	--	--	--

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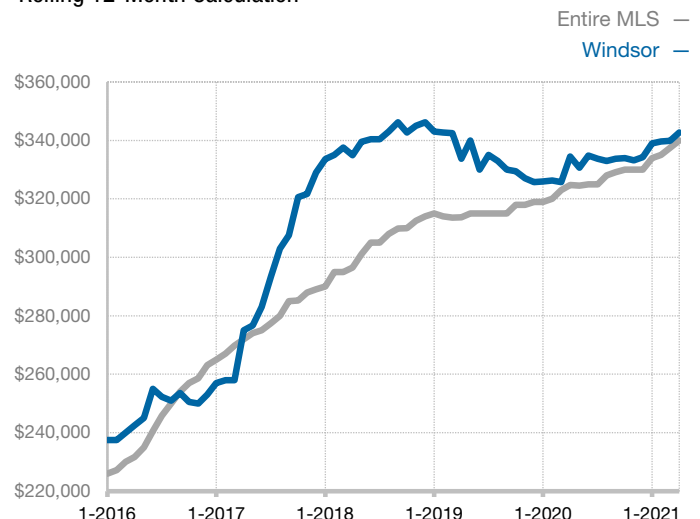
Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	13	23	+ 76.9%	51	88	+ 72.5%
Closed Sales	18	9	- 50.0%	37	54	+ 45.9%
Median Sales Price*	\$337,814	<b>\$366,000</b>	+ 8.3%	\$336,627	<b>\$376,430</b>	+ 11.8%
Average Sales Price*	\$339,608	<b>\$360,361</b>	+ 6.1%	\$337,211	<b>\$376,417</b>	+ 11.6%
Percent of List Price Received*	102.3%	<b>100.5%</b>	- 1.8%	100.7%	<b>100.9%</b>	+ 0.2%
Days on Market Until Sale	217	44	- 79.7%	178	125	- 29.8%
Inventory of Homes for Sale	60	15	- 75.0%	--	--	--
Months Supply of Inventory	6.0	1.0	- 83.3%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Local Market Update for April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

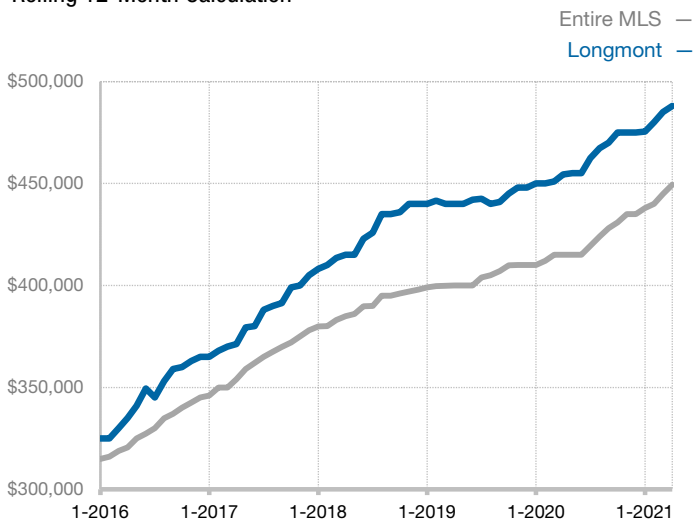
Single Family	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	125	141	+ 12.8%	485	399	- 17.7%
Closed Sales	90	95	+ 5.6%	387	322	- 16.8%
Median Sales Price*	\$470,000	\$591,700	+ 25.9%	\$475,000	\$530,500	+ 11.7%
Average Sales Price*	\$505,699	\$724,705	+ 43.3%	\$530,525	\$673,786	+ 27.0%
Percent of List Price Received*	100.4%	105.3%	+ 4.9%	99.2%	103.2%	+ 4.0%
Days on Market Until Sale	57	44	- 22.8%	71	44	- 38.0%
Inventory of Homes for Sale	206	102	- 50.5%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--

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

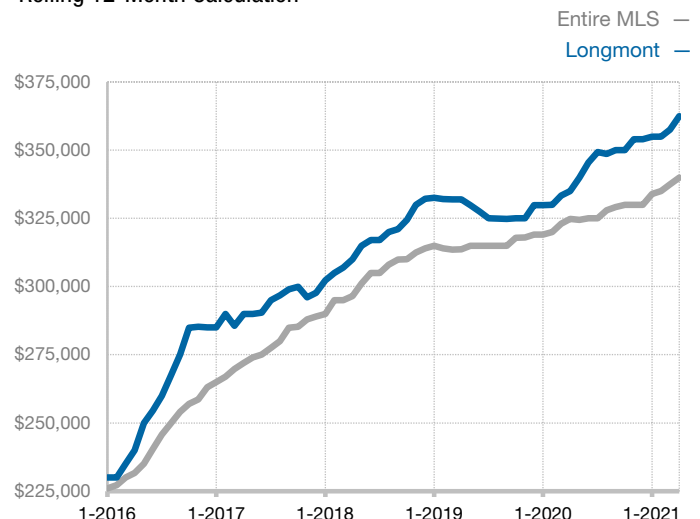
Townhouse/Condo	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	31	20	- 35.5%	122	89	- 27.0%
Closed Sales	22	22	0.0%	101	82	- 18.8%
Median Sales Price*	\$343,200	\$411,250	+ 19.8%	\$351,475	\$397,306	+ 13.0%
Average Sales Price*	\$341,151	\$398,881	+ 16.9%	\$353,407	\$402,216	+ 13.8%
Percent of List Price Received*	99.8%	103.5%	+ 3.7%	99.4%	102.0%	+ 2.6%
Days on Market Until Sale	44	47	+ 6.8%	67	45	- 32.8%
Inventory of Homes for Sale	39	8	- 79.5%	--	--	--
Months Supply of Inventory	1.2	0.3	- 75.0%	--	--	--

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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 April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

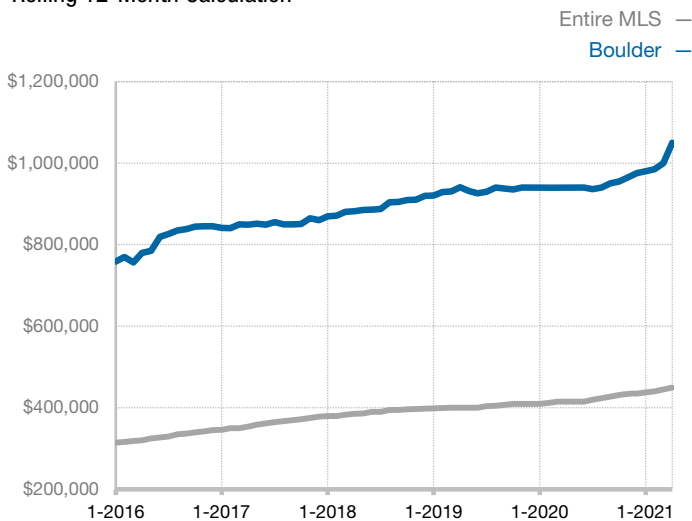
Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	95	131	+ 37.9%	434	401	- 7.6%
Closed Sales	47	116	+ 146.8%	240	319	+ 32.9%
Median Sales Price*	\$1,075,000	\$1,476,500	+ 37.3%	\$975,000	\$1,350,000	+ 38.5%
Average Sales Price*	\$1,107,554	\$1,885,264	+ 70.2%	\$1,195,674	\$1,617,425	+ 35.3%
Percent of List Price Received*	99.0%	103.2%	+ 4.2%	97.8%	101.4%	+ 3.7%
Days on Market Until Sale	53	67	+ 26.4%	75	64	- 14.7%
Inventory of Homes for Sale	217	98	- 54.8%	--	--	--
Months Supply of Inventory	2.8	1.1	- 60.7%	--	--	--

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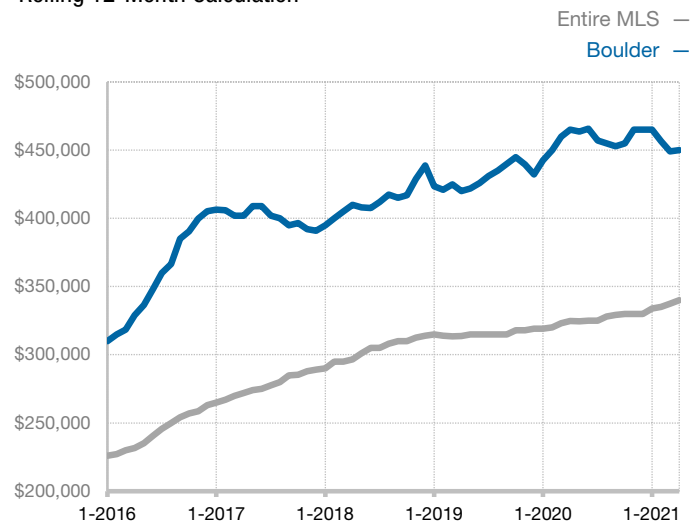
Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	68	92	+ 35.3%	315	304	- 3.5%
Closed Sales	36	77	+ 113.9%	200	263	+ 31.5%
Median Sales Price*	\$477,700	\$495,000	+ 3.6%	\$543,550	\$470,000	- 13.5%
Average Sales Price*	\$557,343	\$611,051	+ 9.6%	\$666,805	\$587,986	- 11.8%
Percent of List Price Received*	98.8%	101.8%	+ 3.0%	98.7%	100.1%	+ 1.4%
Days on Market Until Sale	69	64	- 7.2%	81	80	- 1.2%
Inventory of Homes for Sale	141	77	- 45.4%	--	--	--
Months Supply of Inventory	2.5	1.2	- 52.0%	--	--	--

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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 April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

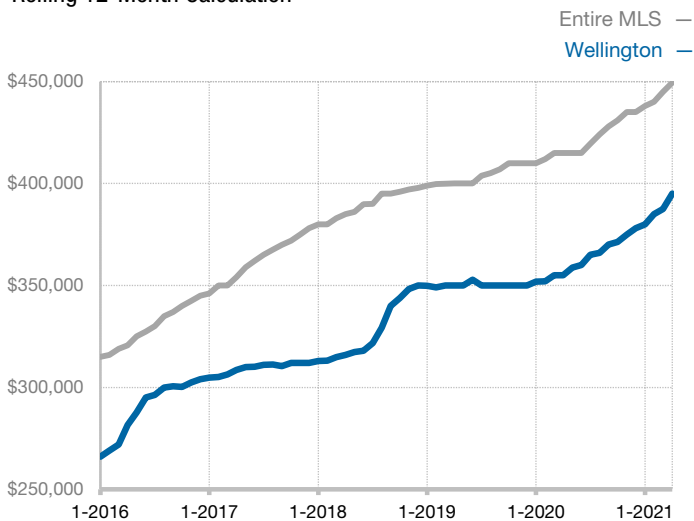
Single Family	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	31	<b>32</b>	+ 3.2%	127	<b>119</b>	- 6.3%
Closed Sales	20	<b>38</b>	+ 90.0%	90	<b>125</b>	+ 38.9%
Median Sales Price*	\$365,000	<b>\$427,625</b>	+ 17.2%	\$365,000	<b>\$412,500</b>	+ 13.0%
Average Sales Price*	\$392,993	<b>\$457,708</b>	+ 16.5%	\$380,546	<b>\$450,879</b>	+ 18.5%
Percent of List Price Received*	99.6%	<b>102.5%</b>	+ 2.9%	100.6%	<b>101.2%</b>	+ 0.6%
Days on Market Until Sale	95	<b>53</b>	- 44.2%	102	<b>71</b>	- 30.4%
Inventory of Homes for Sale	50	<b>18</b>	- 64.0%	--	--	--
Months Supply of Inventory	1.8	<b>0.5</b>	- 72.2%	--	--	--

\* 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	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	<b>7</b>	+ 75.0%	25	<b>20</b>	- 20.0%
Closed Sales	6	<b>5</b>	- 16.7%	19	<b>17</b>	- 10.5%
Median Sales Price*	\$280,743	<b>\$334,045</b>	+ 19.0%	\$284,485	<b>\$310,000</b>	+ 9.0%
Average Sales Price*	\$280,781	<b>\$330,169</b>	+ 17.6%	\$280,614	<b>\$305,391</b>	+ 8.8%
Percent of List Price Received*	99.9%	<b>102.5%</b>	+ 2.6%	99.6%	<b>101.3%</b>	+ 1.7%
Days on Market Until Sale	101	<b>30</b>	- 70.3%	99	<b>92</b>	- 7.1%
Inventory of Homes for Sale	9	<b>2</b>	- 77.8%	--	--	--
Months Supply of Inventory	1.6	<b>0.4</b>	- 75.0%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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

