



FORT COLLINS BOARD OF REALTORS®

FCBR 2024

MONTHLY HOUSING REPORT



Monthly Indicators



December 2023

New Listings were up 22.5 percent for single family homes and 21.2 percent for townhouse-condo properties. Pending Sales landed at 107 for single family homes and 47 for townhouse-condo properties.

The Median Sales Price was up 0.3 percent to \$585,000 for single family homes and 4.6 percent to \$434,134 for townhouse-condo properties. Days on Market decreased 5.5 percent for single family homes and 46.8 percent for townhouse-condo properties.

Low levels of inventory continue to impact U.S. home sales, offering few options for aspiring buyers to choose from. Going into December there were 1.13 million units for sale, down 1.7% from the previous month but up 0.9% from the same period last year, for a 3.5 months' supply at the current sales pace. As a result, sales prices remain high nationwide, with NAR reporting the median existing-home price rose 4% annually to \$387,600 as of last measure, the fifth consecutive month of year-over-year price gains. Homebuyer demand is picking up, and without a significant increase in supply, experts believe home prices will likely remain elevated for some time to come.

Activity Snapshot

+ 11.7%	- 5.5%	+ 0.3%
One-Year Change in Single Family Sold Listings	One-Year Change in Single Family Days On Market	One-Year Change in Single Family Median Sales Price

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

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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	12-2022	12-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		71	87	+ 22.5%	2,882	2,723	- 5.5%
Pending Sales		99	107	+ 8.1%	2,235	2,005	- 10.3%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		111	124	+ 11.7%	2,278	1,999	- 12.2%
Median Sales Price		\$583,000	\$585,000	+ 0.3%	\$600,000	\$600,000	0.0%
Avg. Sales Price		\$652,037	\$723,183	+ 10.9%	\$676,864	\$679,670	+ 0.4%
Pct. of List Price Received		98.4%	98.0%	- 0.4%	101.8%	99.6%	- 2.2%
Days on Market		73	69	- 5.5%	46	60	+ 30.4%
Affordability Index		49	48	- 2.0%	48	47	- 2.1%
Active Listings		292	306	+ 4.8%	--	--	--
Months Supply		1.5	1.8	+ 20.0%	--	--	--

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.



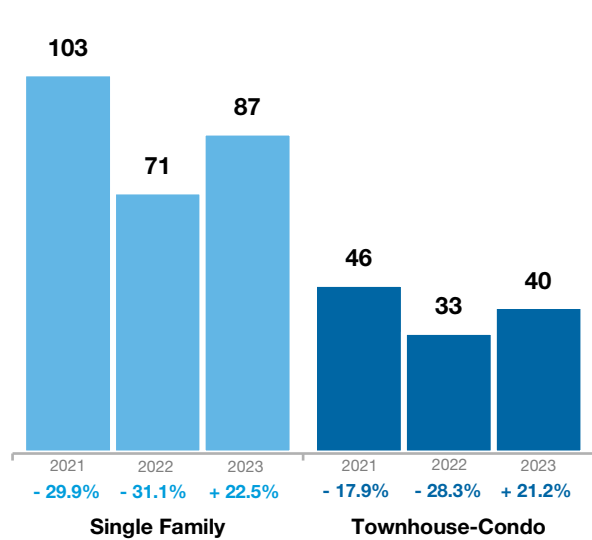
Key Metrics	Historical Sparkbars	12-2022	12-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		33	40	+ 21.2%	825	917	+ 11.2%
Pending Sales		31	47	+ 51.6%	685	681	- 0.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		45	52	+ 15.6%	734	682	- 7.1%
Median Sales Price		\$415,000	\$434,134	+ 4.6%	\$405,000	\$415,000	+ 2.5%
Avg. Sales Price		\$462,687	\$440,046	- 4.9%	\$425,365	\$431,909	+ 1.5%
Pct. of List Price Received		98.8%	98.6%	- 0.2%	102.4%	99.6%	- 2.7%
Days on Market		111	59	- 46.8%	60	66	+ 10.0%
Affordability Index		69	65	- 5.8%	71	68	- 4.2%
Active Listings		111	135	+ 21.6%	--	--	--
Months Supply		1.8	2.4	+ 33.3%	--	--	--

New Listings

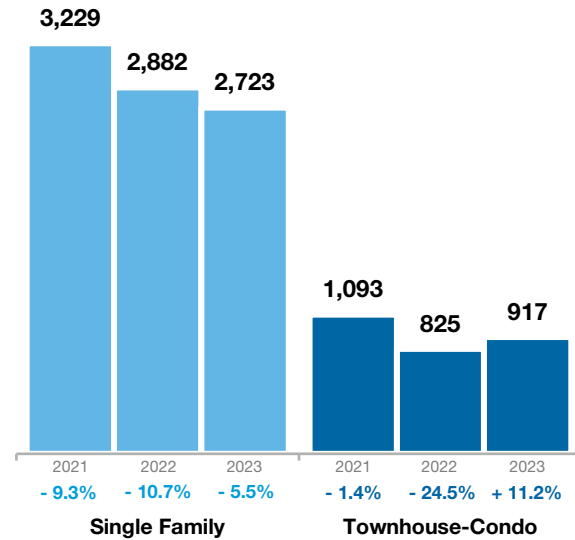
A count of the properties that have been newly listed on the market in a given month.



December

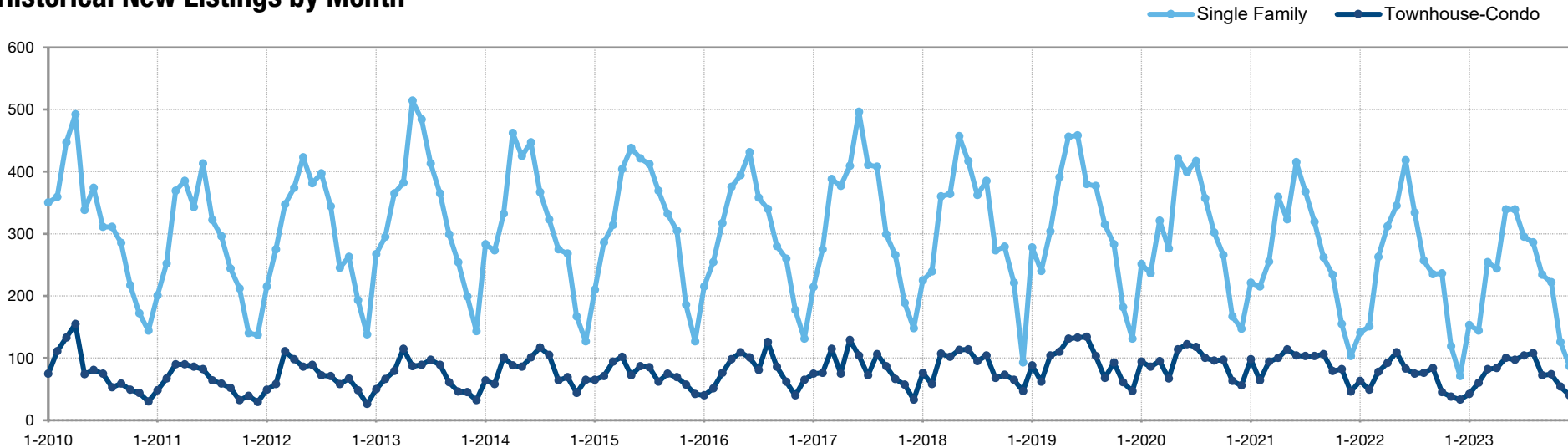


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2023	153	+8.5%	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	339	-1.7%	100	-8.3%
Jun-2023	339	-18.9%	97	+16.9%
Jul-2023	295	-11.7%	104	+38.7%
Aug-2023	286	+11.3%	108	+42.1%
Sep-2023	234	-0.4%	72	-14.3%
Oct-2023	222	-5.9%	74	+64.4%
Nov-2023	126	+5.9%	54	+42.1%
Dec-2023	87	+22.5%	40	+21.2%
12-Month Avg	227	-5.5%	76	+11.2%

Historical New Listings by Month

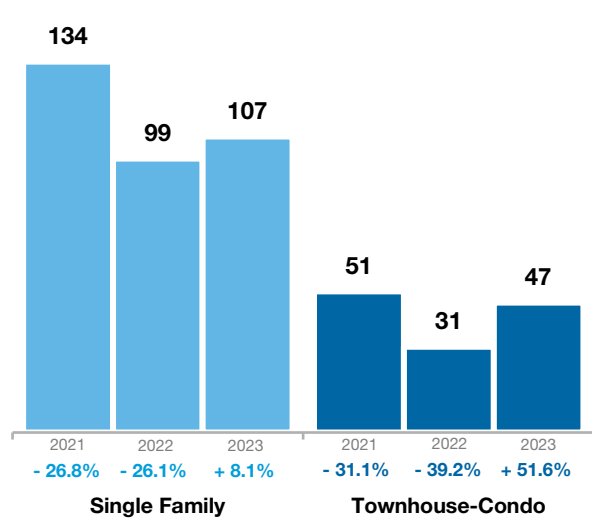


Pending Sales

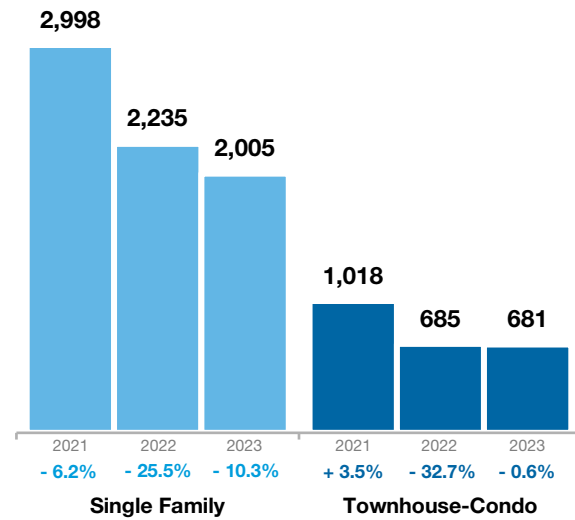
A count of the properties on which offers have been accepted in a given month.



December

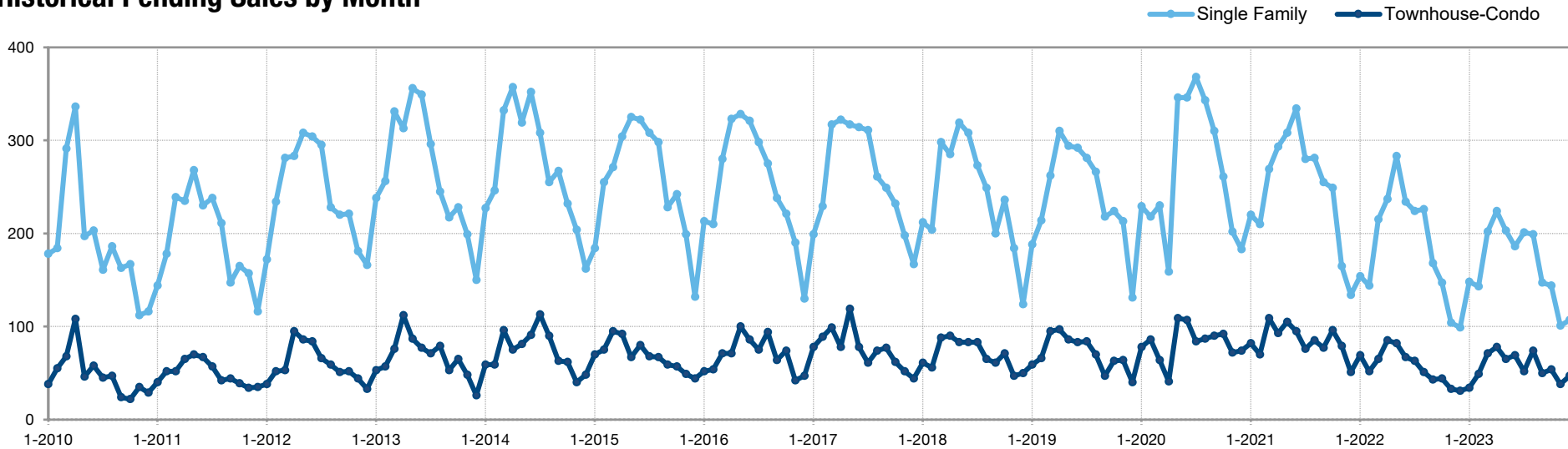


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2023	148	-3.9%	34	-50.7%
Feb-2023	143	-0.7%	49	-5.8%
Mar-2023	202	-6.0%	71	+9.2%
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	201	-10.3%	52	-17.5%
Aug-2023	199	-11.9%	74	+45.1%
Sep-2023	147	-12.5%	50	+16.3%
Oct-2023	144	-2.0%	54	+22.7%
Nov-2023	101	-2.9%	38	+15.2%
Dec-2023	107	+8.1%	47	+51.6%
12-Month Avg	167	-10.3%	57	-0.6%

Historical Pending Sales by Month

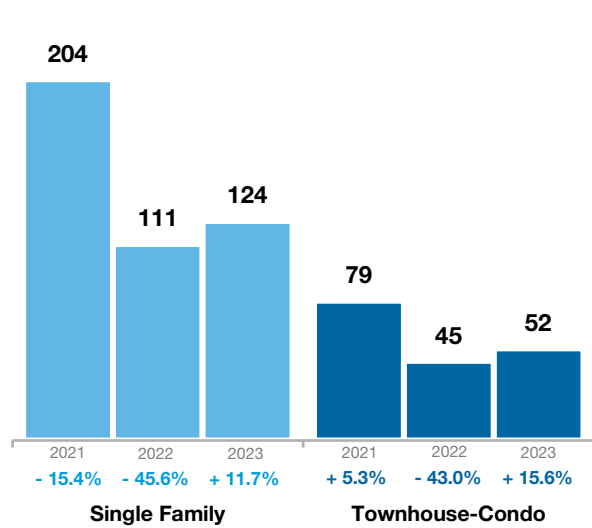


Sold Listings

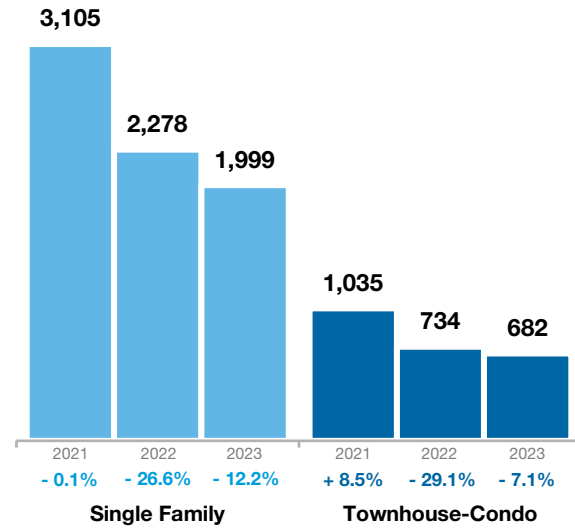
A count of the actual sales that closed in a given month.



December

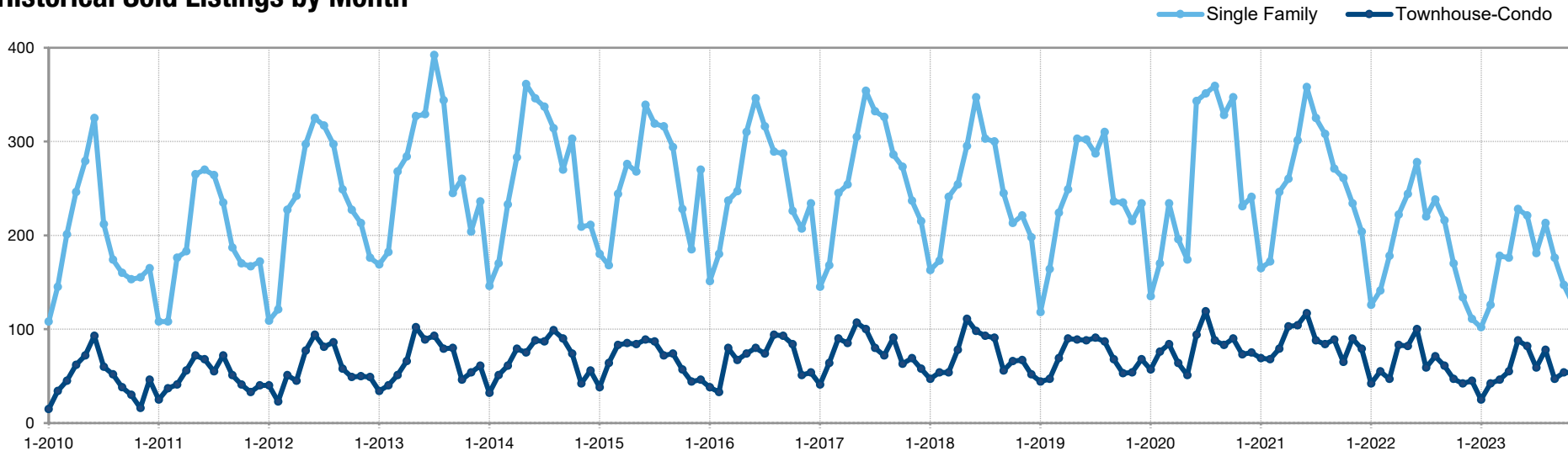


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	47	-23.0%
Oct-2023	147	-13.5%	54	+14.9%
Nov-2023	127	-5.2%	54	+28.6%
Dec-2023	124	+11.7%	52	+15.6%
12-Month Avg	167	-12.2%	57	-7.1%

Historical Sold Listings by Month

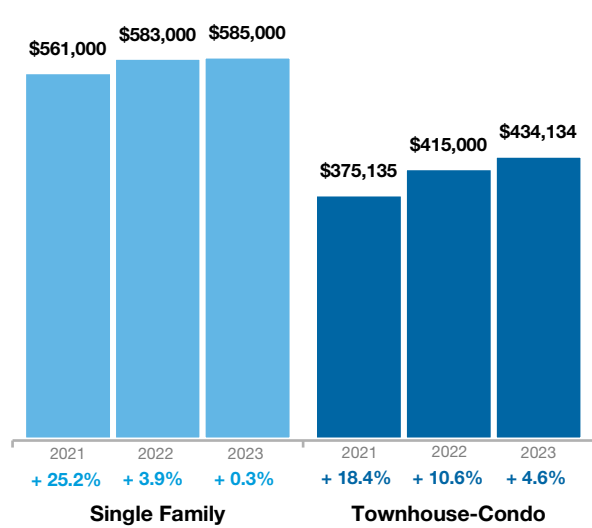


Median Sales Price

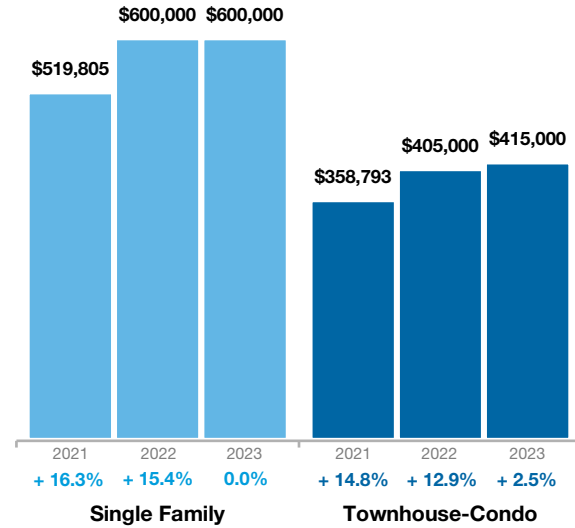
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



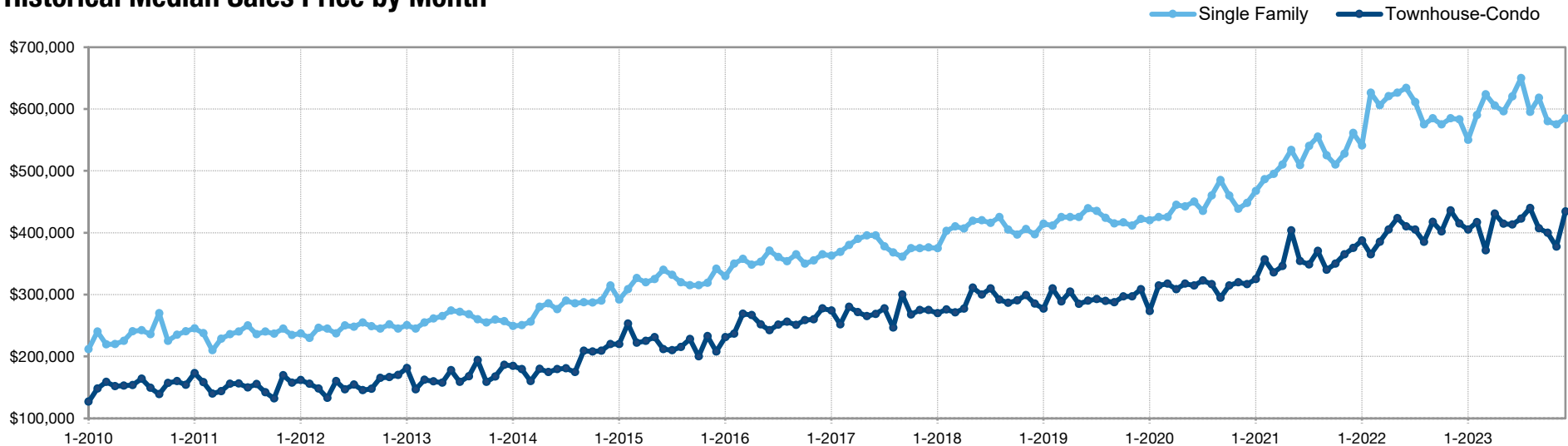
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$407,000	-2.5%
Oct-2023	\$580,000	+0.9%	\$400,000	-0.5%
Nov-2023	\$575,000	-1.7%	\$377,500	-13.4%
Dec-2023	\$585,000	+0.3%	\$434,134	+4.6%
12-Month Avg*	\$600,000	0.0%	\$415,000	+2.5%

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

Historical Median Sales Price by Month

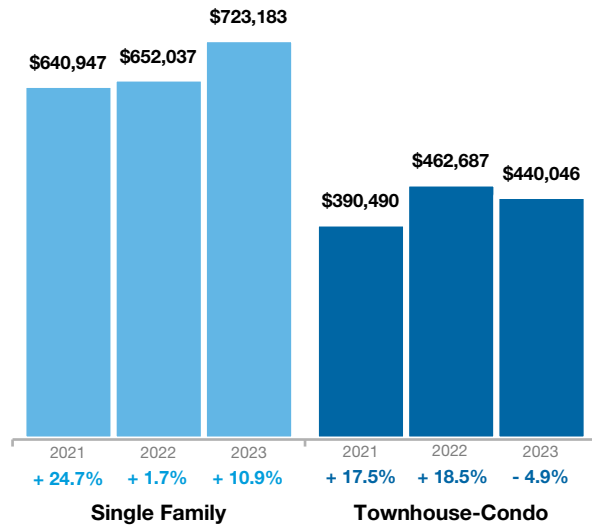


Average Sales Price

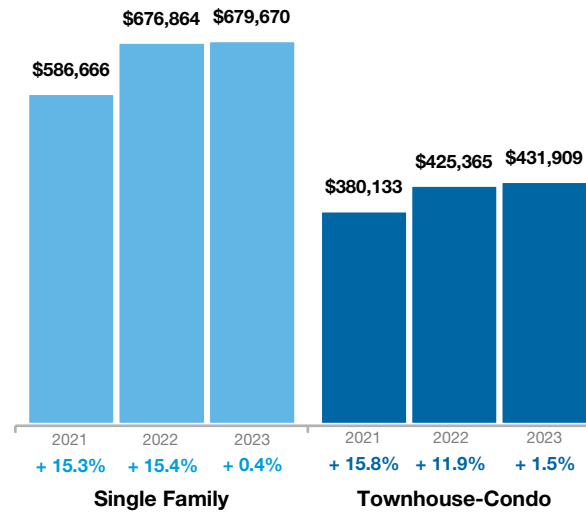
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



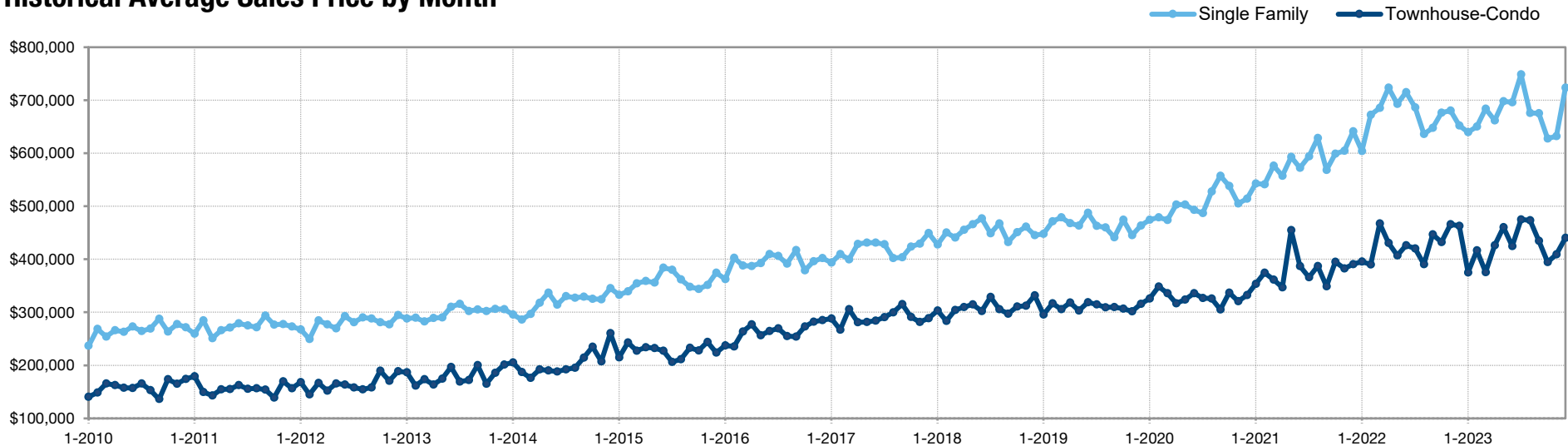
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$434,596	-2.7%
Oct-2023	\$627,558	-7.2%	\$394,662	-8.7%
Nov-2023	\$632,025	-7.1%	\$409,245	-12.1%
Dec-2023	\$723,183	+10.9%	\$440,046	-4.9%
12-Month Avg*	\$679,670	+0.4%	\$431,909	+1.5%

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

Historical Average Sales Price by Month

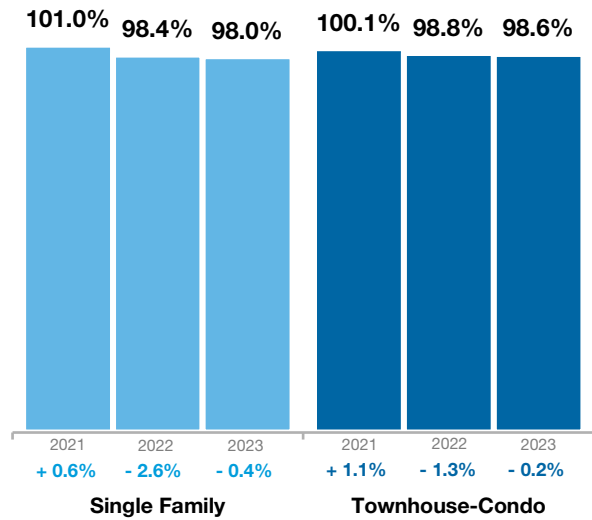


Percent of List Price Received

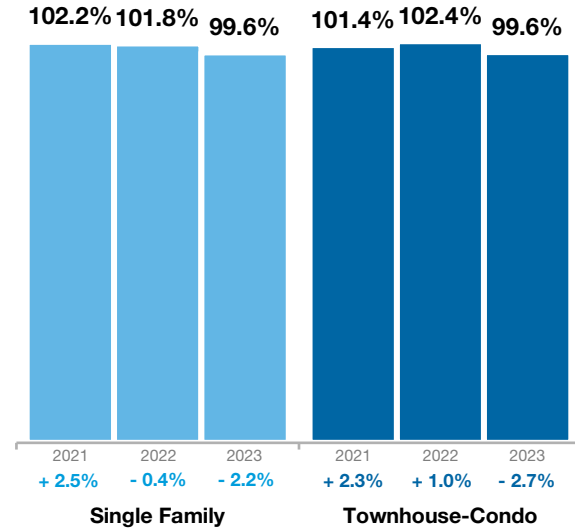
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



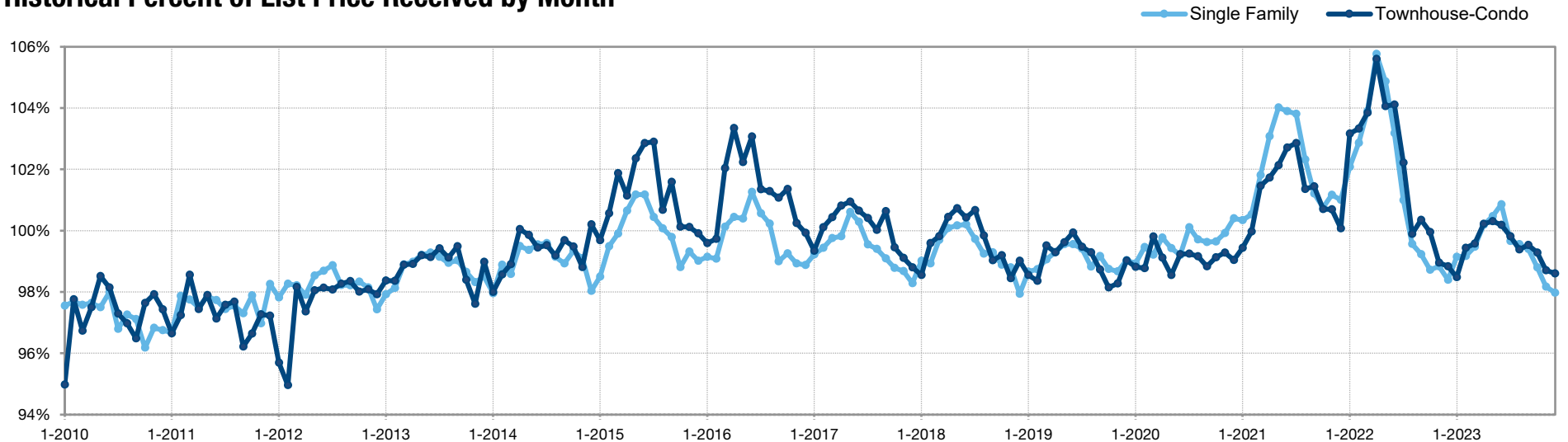
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	98.8%	+0.1%	99.3%	-0.6%
Nov-2023	98.2%	-0.6%	98.7%	-0.3%
Dec-2023	98.0%	-0.4%	98.6%	-0.2%
12-Month Avg*	99.6%	-2.2%	99.6%	-2.7%

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

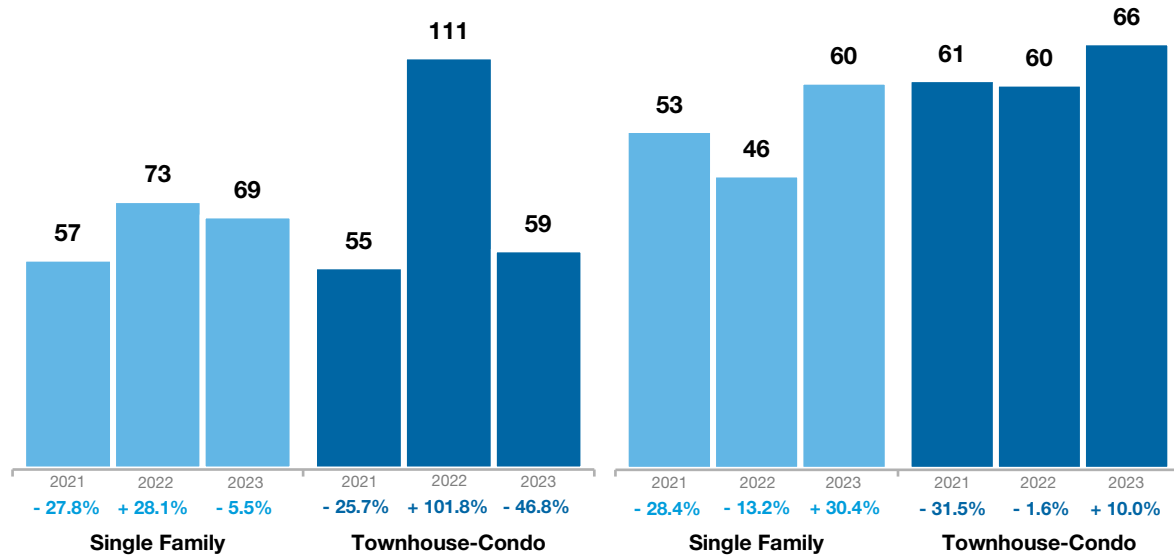
Historical Percent of List Price Received by Month



Days on Market Until Sale



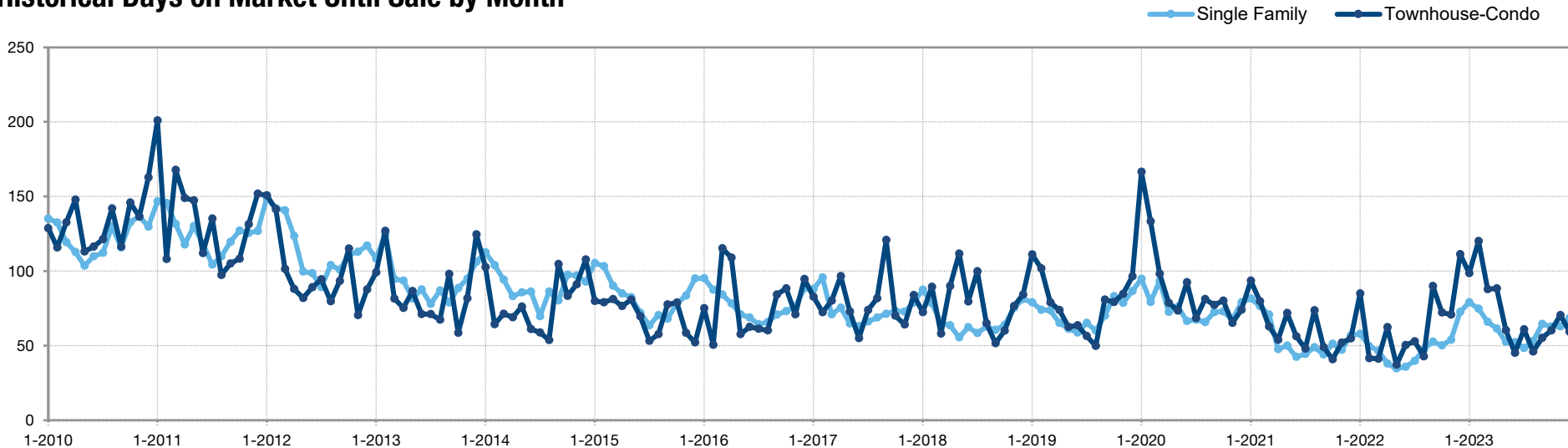
December



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	55	-38.9%
Oct-2023	63	+26.0%	60	-16.7%
Nov-2023	63	+16.7%	70	-1.4%
Dec-2023	69	-5.5%	59	-46.8%
12-Month Avg	60	+31.3%	66	+10.7%

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

Historical Days on Market Until Sale by Month



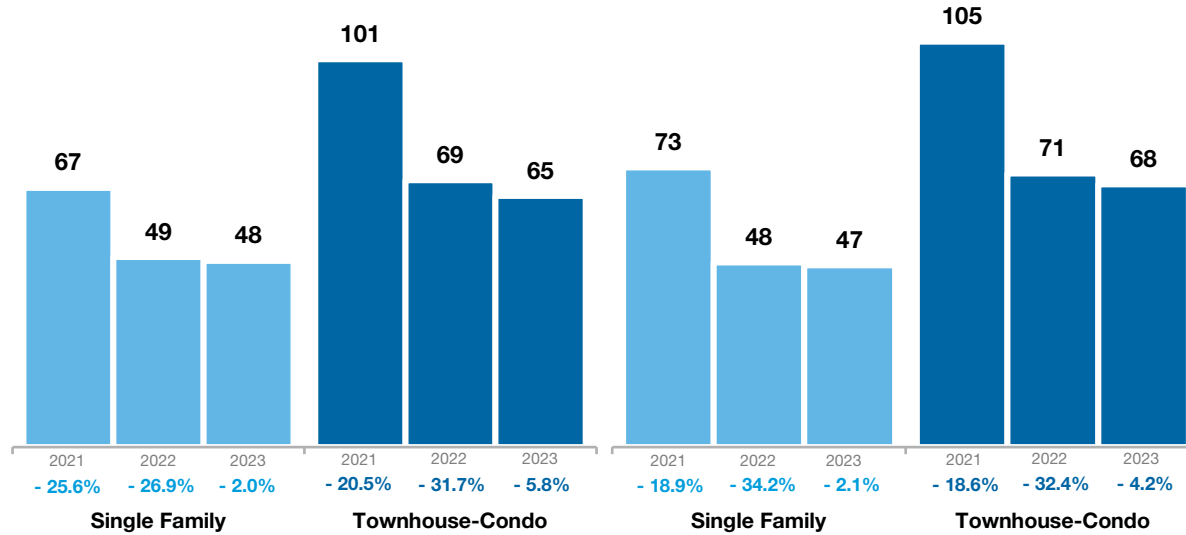
Housing Affordability Index

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.



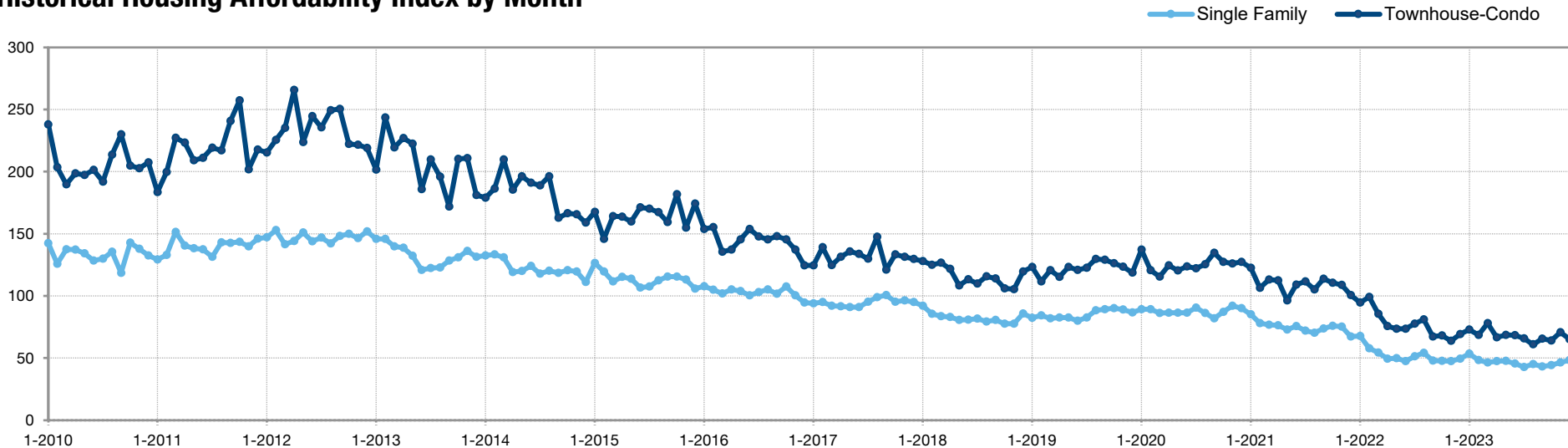
December

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Nov-2023	46	-4.2%	71	+10.9%
Dec-2023	48	-2.0%	65	-5.8%
12-Month Avg	47	-7.8%	52	-16.1%

Historical Housing Affordability Index by Month

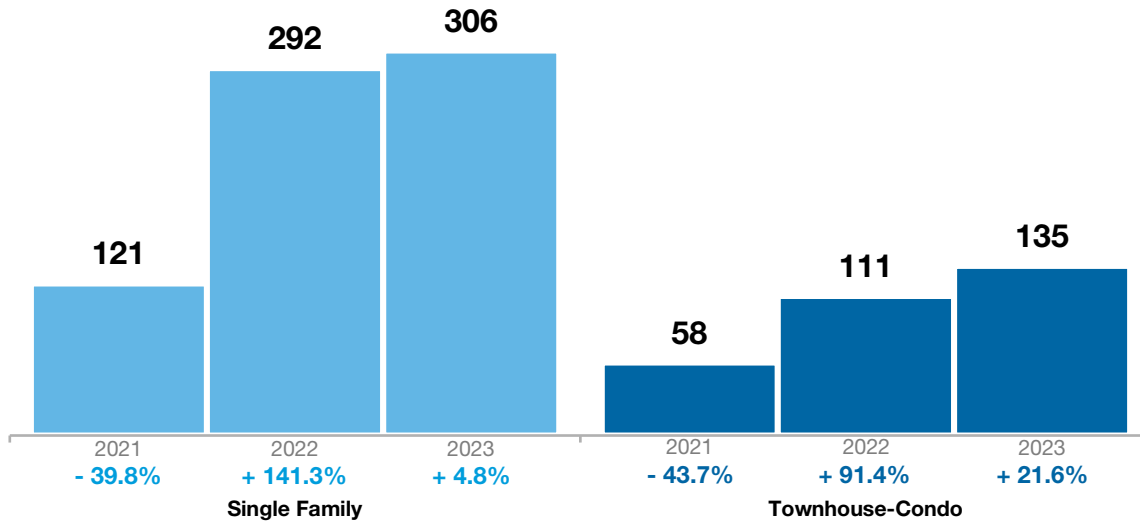


Inventory of Active Listings

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



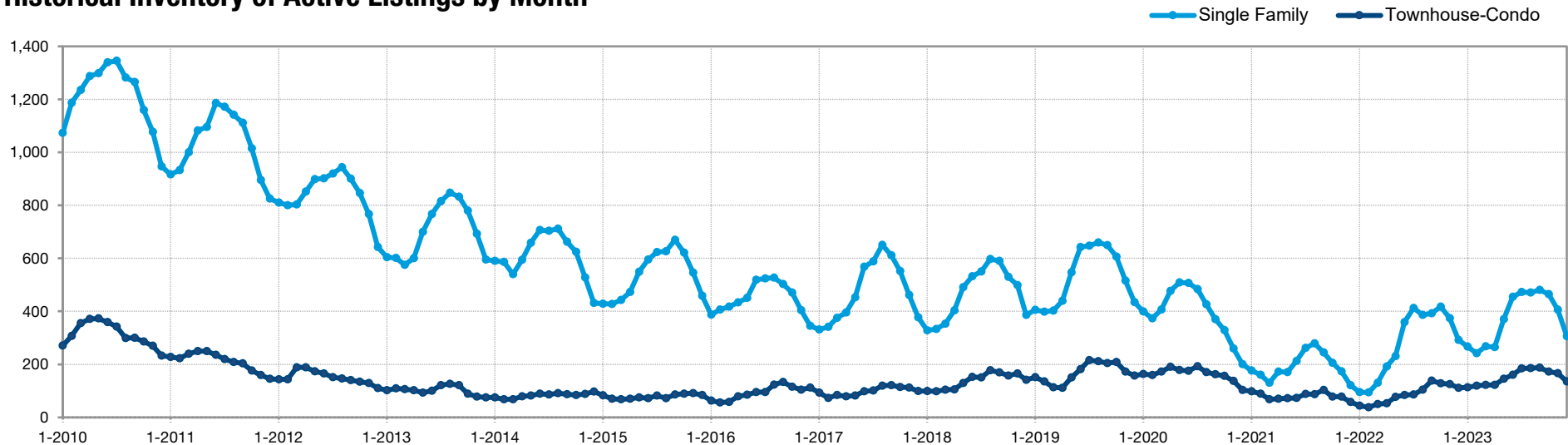
December



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2023	267	+181.1%	113	+156.8%
Feb-2023	242	+157.4%	119	+213.2%
Mar-2023	268	+106.2%	122	+144.0%
Apr-2023	265	+38.0%	122	+130.2%
May-2023	370	+60.2%	145	+88.3%
Jun-2023	455	+26.7%	160	+90.5%
Jul-2023	473	+14.8%	185	+115.1%
Aug-2023	471	+22.0%	186	+78.8%
Sep-2023	481	+22.7%	188	+36.2%
Oct-2023	465	+11.5%	172	+34.4%
Nov-2023	406	+8.6%	166	+32.8%
Dec-2023	306	+4.8%	135	+21.6%
12-Month Avg*	372	+32.5%	151	+74.7%

* Active Listings for all properties from January 2023 through December 2023. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

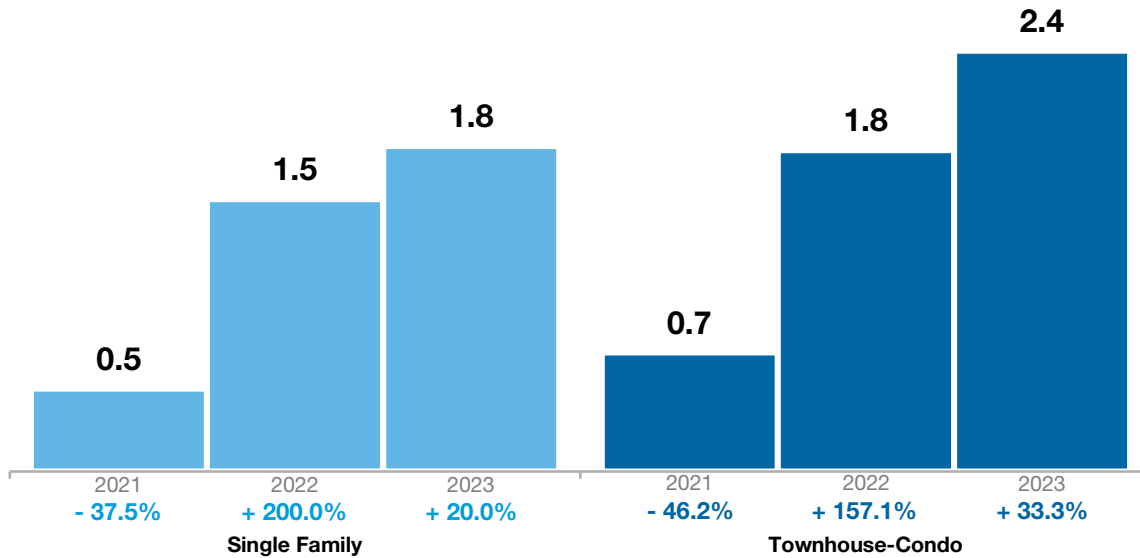


Months Supply of Inventory

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.



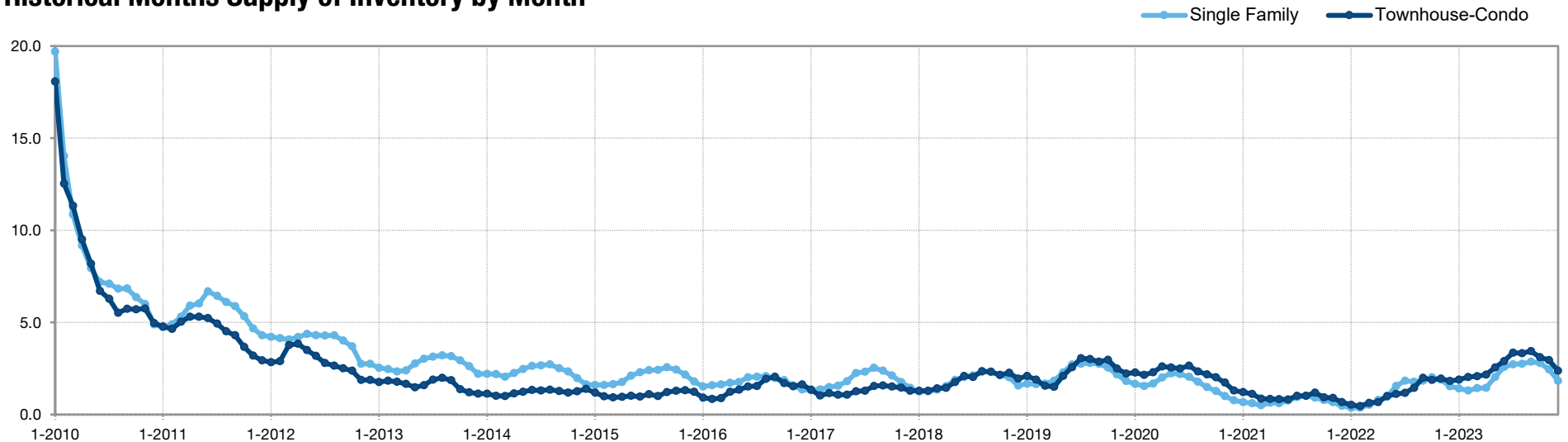
December



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	2.1	+250.0%
Apr-2023	1.5	+87.5%	2.2	+214.3%
May-2023	2.0	+100.0%	2.6	+160.0%
Jun-2023	2.6	+73.3%	2.9	+163.6%
Jul-2023	2.7	+50.0%	3.3	+175.0%
Aug-2023	2.7	+50.0%	3.3	+135.7%
Sep-2023	2.9	+61.1%	3.4	+70.0%
Oct-2023	2.8	+40.0%	3.1	+63.2%
Nov-2023	2.5	+31.6%	3.0	+50.0%
Dec-2023	1.8	+20.0%	2.4	+33.3%
12-Month Avg*	2.1	+65.8%	2.7	+119.5%

* Months Supply for all properties from January 2023 through December 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.



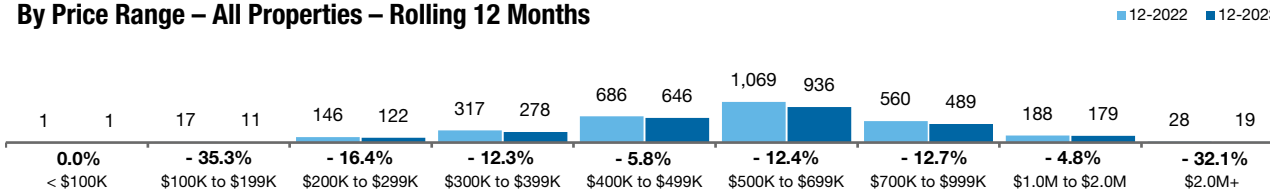
Key Metrics	Historical Sparkbars	12-2022	12-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
New Listings		104	127	+ 22.1%	3,707	3,640	- 1.8%
Pending Sales		130	154	+ 18.5%	685	681	- 0.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		156	176	+ 12.8%	3,012	2,681	- 11.0%
Median Sales Price		\$518,000	\$511,270	- 1.3%	\$550,000	\$547,000	- 0.5%
Avg. Sales Price		\$597,417	\$639,529	+ 0.2%	\$615,575	\$616,644	+ 0.2%
Pct. of List Price Received		98.5%	98.2%	- 2.3%	101.9%	99.6%	- 2.3%
Days on Market		84	66	+ 26.5%	49	62	+ 26.5%
Affordability Index		56	55	- 2.3%	54	53	- 2.3%
Active Listings		403	441	+ 9.4%	--	--	--
Months Supply		1.6	2.0	+ 22.9%	--	--	--

Sold Listings

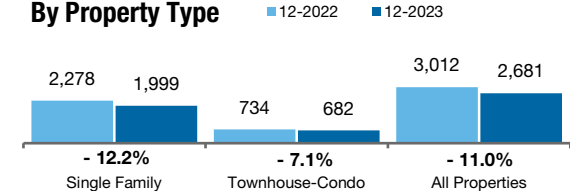
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	12-2022	12-2023	Change	12-2022	12-2023	Change
\$99,999 and Below	1	1	0.0%	0	0	--
\$100,000 to \$199,999	13	11	-15.4%	4	0	-100.0%
\$200,000 to \$299,999	25	28	+12.0%	121	94	-22.3%
\$300,000 to \$399,999	93	73	-21.5%	224	205	-8.5%
\$400,000 to \$499,999	432	377	-12.7%	254	269	+5.9%
\$500,000 to \$699,999	985	858	-12.9%	84	78	-7.1%
\$700,000 to \$999,999	524	468	-10.7%	36	21	-41.7%
\$1,000,000 to \$1,999,999	178	164	-7.9%	10	15	+50.0%
\$2,000,000 and Above	27	19	-29.6%	1	0	-100.0%
All Price Ranges	2,278	1,999	-12.2%	734	682	-7.1%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2023	12-2023	Change	11-2023	12-2023	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	0	--	0	0	--
\$200,000 to \$299,999	3	4	+33.3%	11	3	-72.7%
\$300,000 to \$399,999	7	4	-42.9%	20	14	-30.0%
\$400,000 to \$499,999	32	26	-18.8%	13	27	+107.7%
\$500,000 to \$699,999	54	52	-3.7%	7	7	0.0%
\$700,000 to \$999,999	25	24	-4.0%	3	0	-100.0%
\$1,000,000 to \$1,999,999	5	10	+100.0%	0	1	--
\$2,000,000 and Above	1	4	+300.0%	0	0	--
All Price Ranges	127	124	-2.4%	54	52	-3.7%

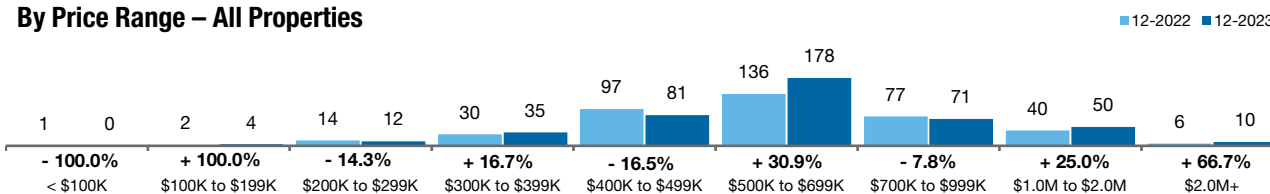
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2022	12-2023	Change	12-2022	12-2023	Change
\$99,999 and Below	1	1	0.0%	0	0	--
\$100,000 to \$199,999	13	11	-15.4%	4	0	-100.0%
\$200,000 to \$299,999	25	28	+12.0%	121	94	-22.3%
\$300,000 to \$399,999	93	73	-21.5%	224	205	-8.5%
\$400,000 to \$499,999	432	377	-12.7%	254	269	+5.9%
\$500,000 to \$699,999	985	858	-12.9%	84	78	-7.1%
\$700,000 to \$999,999	524	468	-10.7%	36	21	-41.7%
\$1,000,000 to \$1,999,999	178	164	-7.9%	10	15	+50.0%
\$2,000,000 and Above	27	19	-29.6%	1	0	-100.0%
All Price Ranges	2,278	1,999	-12.2%	734	682	-7.1%

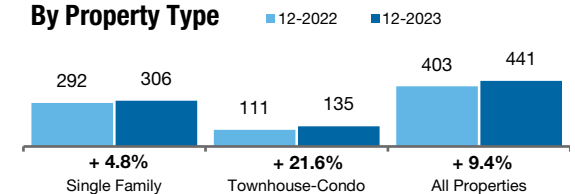
Inventory of Active Listings

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		
	12-2022	12-2023	Change	12-2022	12-2023	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	2	4	+100.0%	0	0	--
\$200,000 to \$299,999	8	2	-75.0%	6	10	+66.7%
\$300,000 to \$399,999	8	8	0.0%	22	27	+22.7%
\$400,000 to \$499,999	41	27	-34.1%	56	54	-3.6%
\$500,000 to \$699,999	123	142	+15.4%	13	36	+176.9%
\$700,000 to \$999,999	69	64	-7.2%	8	7	-12.5%
\$1,000,000 to \$1,999,999	34	49	+44.1%	6	1	-83.3%
\$2,000,000 and Above	6	10	+66.7%	0	0	--
All Price Ranges	292	306	+4.8%	111	135	+21.6%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2023	12-2023	Change	11-2023	12-2023	Change
\$99,999 and Below	3	0	-100.0%	0	0	--
\$100,000 to \$199,999	3	4	+33.3%	0	0	--
\$200,000 to \$299,999	4	2	-50.0%	13	10	-23.1%
\$300,000 to \$399,999	10	8	-20.0%	39	27	-30.8%
\$400,000 to \$499,999	43	27	-37.2%	64	54	-15.6%
\$500,000 to \$699,999	177	142	-19.8%	41	36	-12.2%
\$700,000 to \$999,999	90	64	-28.9%	7	7	0.0%
\$1,000,000 to \$1,999,999	60	49	-18.3%	2	1	-50.0%
\$2,000,000 and Above	16	10	-37.5%	0	0	--
All Price Ranges	406	306	-24.6%	166	135	-18.7%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2022	12-2023	Change	12-2022	12-2023	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	2	4	+100.0%	0	0	--
\$200,000 to \$299,999	8	2	-75.0%	6	10	+66.7%
\$300,000 to \$399,999	8	8	0.0%	22	27	+22.7%
\$400,000 to \$499,999	41	27	-34.1%	56	54	-3.6%
\$500,000 to \$699,999	123	142	+15.4%	13	36	+176.9%
\$700,000 to \$999,999	69	64	-7.2%	8	7	-12.5%
\$1,000,000 to \$1,999,999	34	49	+44.1%	6	1	-83.3%
\$2,000,000 and Above	6	10	+66.7%	0	0	--
All Price Ranges	292	306	+4.8%	111	135	+21.6%

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 December 2023

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Loveland

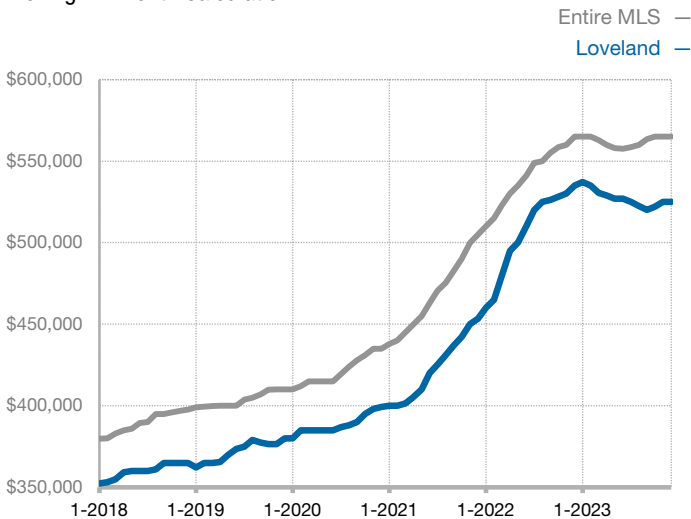
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	64	52	- 18.8%	2,135	1,463	- 31.5%
Closed Sales	90	65	- 27.8%	1,747	1,224	- 29.9%
Median Sales Price*	\$511,250	\$505,000	- 1.2%	\$535,000	\$525,000	- 1.9%
Average Sales Price*	\$598,942	\$555,536	- 7.2%	\$599,255	\$605,664	+ 1.1%
Percent of List Price Received*	97.6%	98.5%	+ 0.9%	101.5%	99.1%	- 2.4%
Days on Market Until Sale	57	68	+ 19.3%	34	56	+ 64.7%
Inventory of Homes for Sale	203	132	- 35.0%	--	--	--
Months Supply of Inventory	1.4	1.3	- 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.

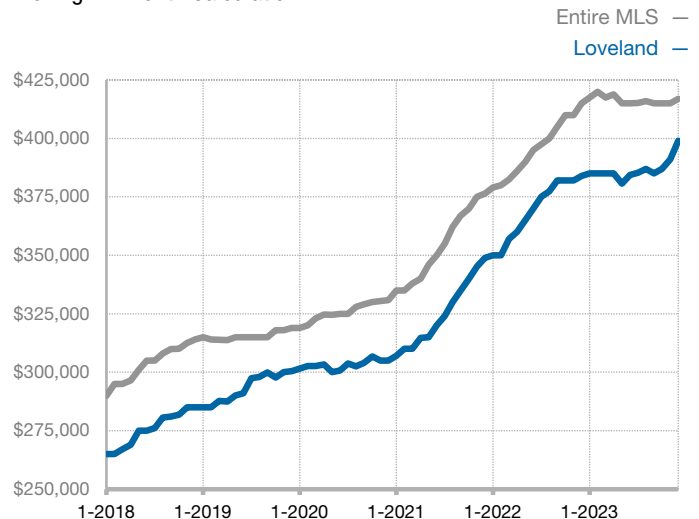
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	13	11	- 15.4%	416	353	- 15.1%
Closed Sales	21	22	+ 4.8%	388	309	- 20.4%
Median Sales Price*	\$362,145	\$414,975	+ 14.6%	\$383,925	\$399,000	+ 3.9%
Average Sales Price*	\$383,870	\$417,944	+ 8.9%	\$400,276	\$419,885	+ 4.9%
Percent of List Price Received*	99.1%	100.5%	+ 1.4%	103.2%	100.4%	- 2.7%
Days on Market Until Sale	132	105	- 20.5%	130	98	- 24.6%
Inventory of Homes for Sale	74	65	- 12.2%	--	--	--
Months Supply of Inventory	2.3	2.5	+ 8.7%	--	--	--

* 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 December 2023

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Berthoud

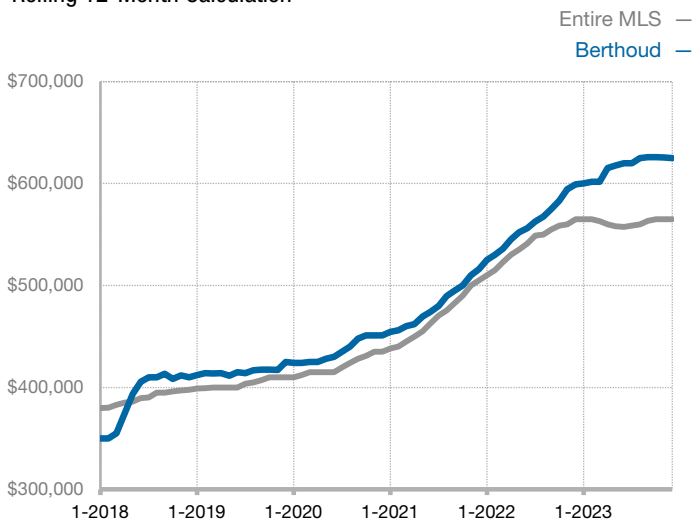
Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
Key Metrics						
New Listings	22	23	+ 4.5%	555	538	- 3.1%
Closed Sales	36	30	- 16.7%	498	390	- 21.7%
Median Sales Price*	\$548,750	\$554,400	+ 1.0%	\$599,000	\$624,950	+ 4.3%
Average Sales Price*	\$705,940	\$623,375	- 11.7%	\$698,622	\$772,585	+ 10.6%
Percent of List Price Received*	99.0%	98.6%	- 0.4%	101.5%	98.9%	- 2.6%
Days on Market Until Sale	77	78	+ 1.3%	64	73	+ 14.1%
Inventory of Homes for Sale	79	108	+ 36.7%	--	--	--
Months Supply of Inventory	1.9	3.3	+ 73.7%	--	--	--

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

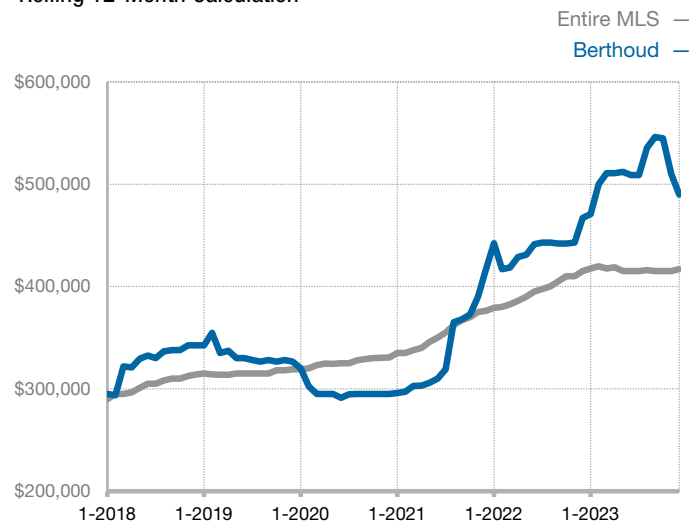
Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
Key Metrics						
New Listings	0	1	--	55	65	+ 18.2%
Closed Sales	5	2	- 60.0%	69	45	- 34.8%
Median Sales Price*	\$595,930	\$435,795	- 26.9%	\$467,000	\$490,000	+ 4.9%
Average Sales Price*	\$585,092	\$435,795	- 25.5%	\$501,774	\$535,136	+ 6.6%
Percent of List Price Received*	104.3%	98.1%	- 5.9%	103.8%	100.9%	- 2.8%
Days on Market Until Sale	319	43	- 86.5%	197	117	- 40.6%
Inventory of Homes for Sale	10	15	+ 50.0%	--	--	--
Months Supply of Inventory	1.7	4.0	+ 135.3%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2023

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Johnstown

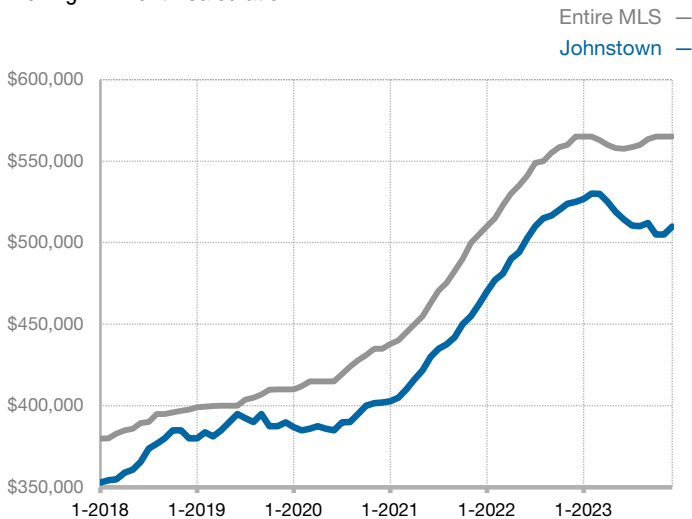
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	37	39	+ 5.4%	777	637	- 18.0%
Closed Sales	43	36	- 16.3%	610	534	- 12.5%
Median Sales Price*	\$499,000	\$510,000	+ 2.2%	\$525,000	\$509,900	- 2.9%
Average Sales Price*	\$514,531	\$530,276	+ 3.1%	\$549,069	\$529,818	- 3.5%
Percent of List Price Received*	99.2%	99.1%	- 0.1%	101.2%	99.7%	- 1.5%
Days on Market Until Sale	52	67	+ 28.8%	38	59	+ 55.3%
Inventory of Homes for Sale	107	71	- 33.6%	--	--	--
Months Supply of Inventory	2.1	1.6	- 23.8%	--	--	--

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

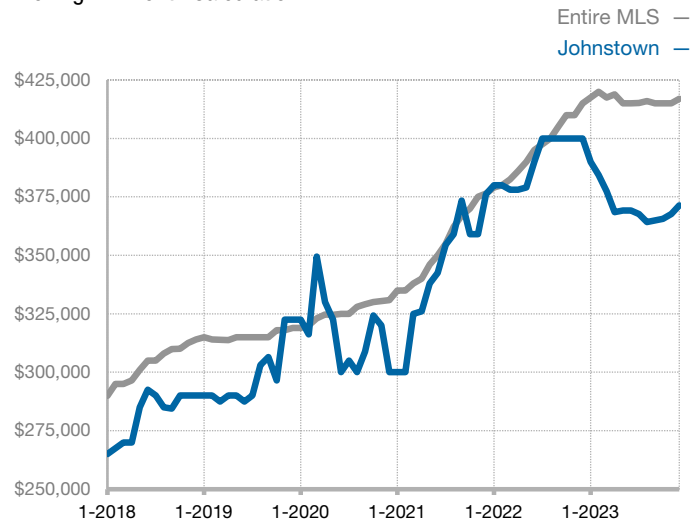
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	4	11	+ 175.0%	26	74	+ 184.6%
Closed Sales	2	4	+ 100.0%	17	43	+ 152.9%
Median Sales Price*	\$350,525	\$387,600	+ 10.6%	\$400,000	\$371,400	- 7.2%
Average Sales Price*	\$350,525	\$382,700	+ 9.2%	\$396,250	\$373,932	- 5.6%
Percent of List Price Received*	99.2%	99.4%	+ 0.2%	101.9%	99.9%	- 2.0%
Days on Market Until Sale	79	91	+ 15.2%	38	66	+ 73.7%
Inventory of Homes for Sale	4	17	+ 325.0%	--	--	--
Months Supply of Inventory	1.9	4.7	+ 147.4%	--	--	--

* 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 December 2023

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Greeley

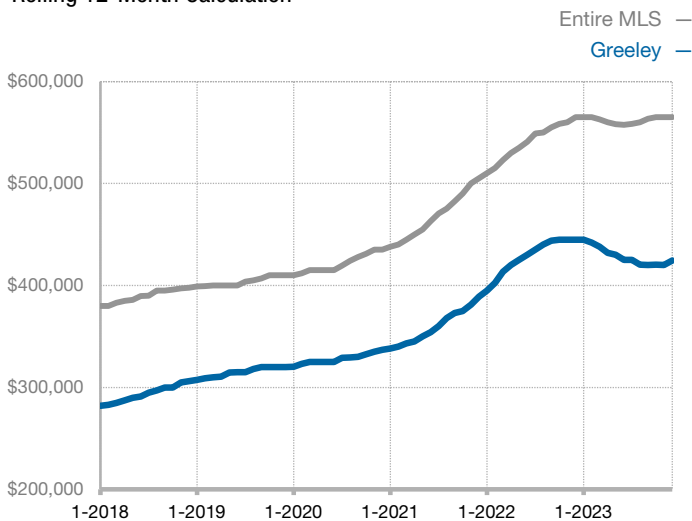
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	59	63	+ 6.8%	1,997	1,365	- 31.6%
Closed Sales	98	85	- 13.3%	1,707	1,088	- 36.3%
Median Sales Price*	\$419,000	\$437,000	+ 4.3%	\$445,000	\$424,500	- 4.6%
Average Sales Price*	\$426,512	\$457,416	+ 7.2%	\$451,208	\$447,797	- 0.8%
Percent of List Price Received*	98.7%	99.3%	+ 0.6%	101.3%	99.6%	- 1.7%
Days on Market Until Sale	67	65	- 3.0%	48	57	+ 18.8%
Inventory of Homes for Sale	176	162	- 8.0%	--	--	--
Months Supply of Inventory	1.2	1.8	+ 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.

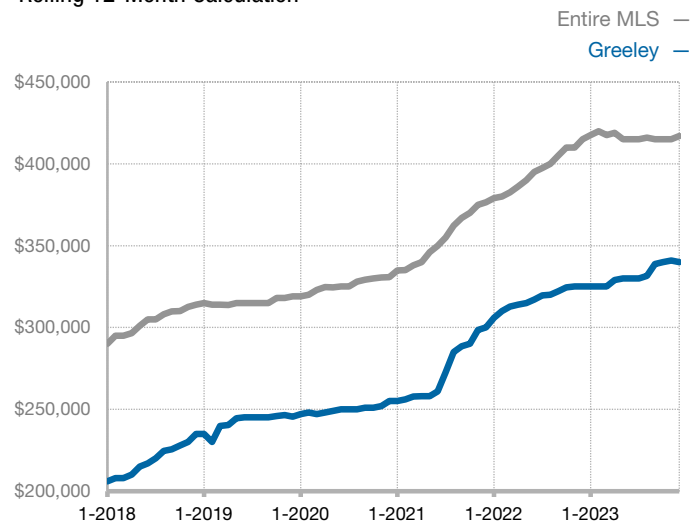
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	16	10	- 37.5%	312	297	- 4.8%
Closed Sales	10	10	0.0%	314	226	- 28.0%
Median Sales Price*	\$351,000	\$317,250	- 9.6%	\$325,000	\$340,000	+ 4.6%
Average Sales Price*	\$354,824	\$338,200	- 4.7%	\$332,448	\$344,824	+ 3.7%
Percent of List Price Received*	98.7%	97.0%	- 1.7%	100.8%	99.1%	- 1.7%
Days on Market Until Sale	88	109	+ 23.9%	70	65	- 7.1%
Inventory of Homes for Sale	40	34	- 15.0%	--	--	--
Months Supply of Inventory	1.5	1.8	+ 20.0%	--	--	--

* 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 December 2023

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Wellington

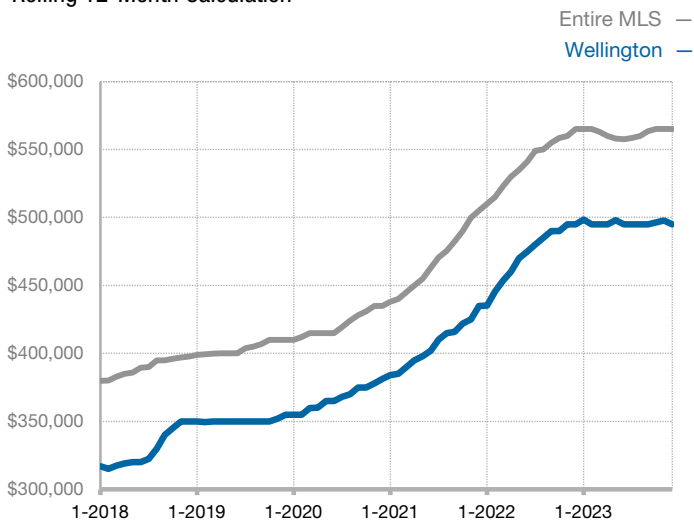
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	9	15	+ 66.7%	433	310	- 28.4%
Closed Sales	18	14	- 22.2%	338	268	- 20.7%
Median Sales Price*	\$504,500	\$467,500	- 7.3%	\$495,000	\$495,000	0.0%
Average Sales Price*	\$521,213	\$486,421	- 6.7%	\$524,601	\$511,203	- 2.6%
Percent of List Price Received*	100.5%	98.6%	- 1.9%	102.4%	99.7%	- 2.6%
Days on Market Until Sale	75	64	- 14.7%	51	70	+ 37.3%
Inventory of Homes for Sale	71	41	- 42.3%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--

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

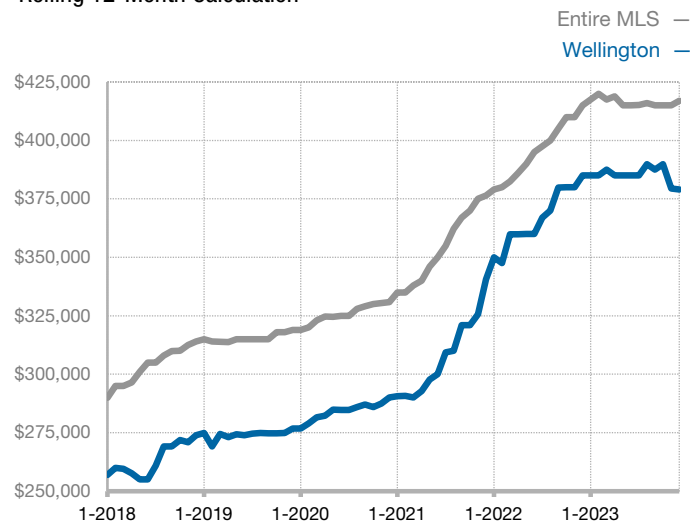
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	1	--	40	39	- 2.5%
Closed Sales	1	2	+ 100.0%	37	19	- 48.6%
Median Sales Price*	\$355,000	\$362,250	+ 2.0%	\$385,000	\$379,000	- 1.6%
Average Sales Price*	\$355,000	\$362,250	+ 2.0%	\$376,955	\$373,398	- 0.9%
Percent of List Price Received*	100.0%	94.7%	- 5.3%	101.9%	98.4%	- 3.4%
Days on Market Until Sale	9	59	+ 555.6%	31	65	+ 109.7%
Inventory of Homes for Sale	0	10	--	--	--	--
Months Supply of Inventory	0.0	4.2	--	--	--	--

* 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 December 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Longmont

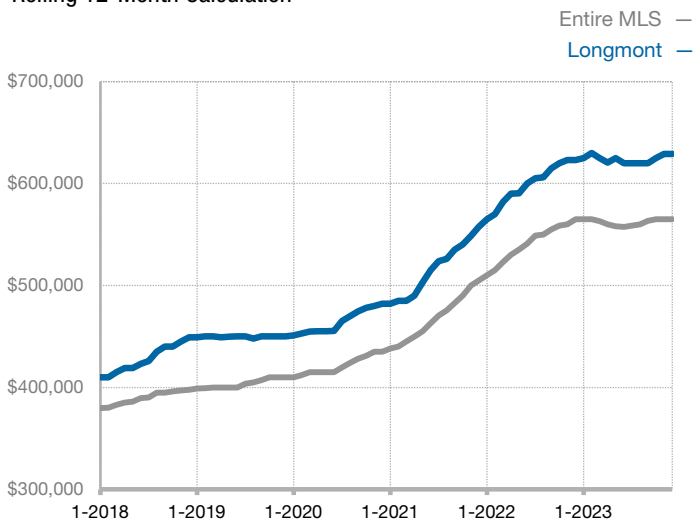
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	39	40	+ 2.6%	1,656	1,381	- 16.6%
Closed Sales	65	81	+ 24.6%	1,302	1,076	- 17.4%
Median Sales Price*	\$525,000	\$587,000	+ 11.8%	\$623,000	\$629,086	+ 1.0%
Average Sales Price*	\$629,752	\$678,389	+ 7.7%	\$714,811	\$739,392	+ 3.4%
Percent of List Price Received*	97.3%	98.1%	+ 0.8%	102.8%	99.4%	- 3.3%
Days on Market Until Sale	65	71	+ 9.2%	31	50	+ 61.3%
Inventory of Homes for Sale	169	136	- 19.5%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--

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

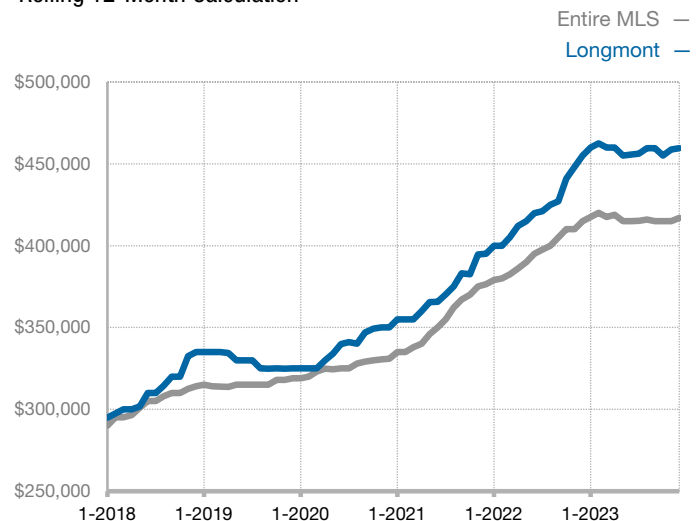
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	27	14	- 48.1%	527	383	- 27.3%
Closed Sales	18	32	+ 77.8%	330	328	- 0.6%
Median Sales Price*	\$464,000	\$462,371	- 0.4%	\$455,000	\$459,500	+ 1.0%
Average Sales Price*	\$486,781	\$462,638	- 5.0%	\$468,408	\$474,005	+ 1.2%
Percent of List Price Received*	98.1%	99.1%	+ 1.0%	102.4%	99.8%	- 2.5%
Days on Market Until Sale	62	126	+ 103.2%	30	77	+ 156.7%
Inventory of Homes for Sale	119	65	- 45.4%	--	--	--
Months Supply of Inventory	4.3	2.4	- 44.2%	--	--	--

* 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 December 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

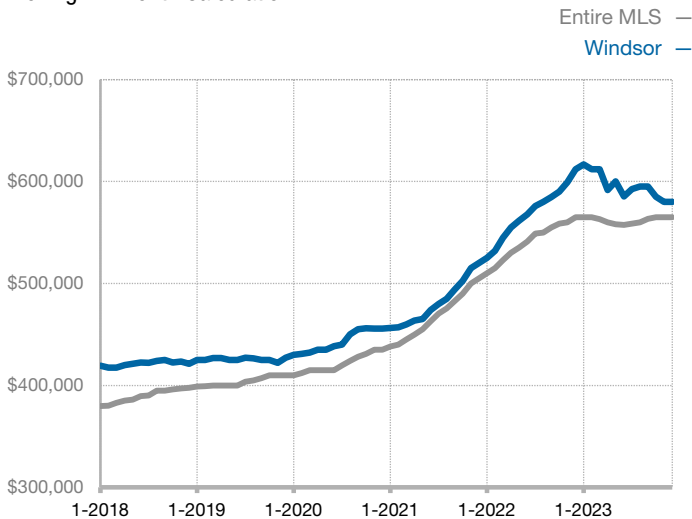
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	51	39	- 23.5%	1,241	1,032	- 16.8%
Closed Sales	37	41	+ 10.8%	972	783	- 19.4%
Median Sales Price*	\$615,000	\$605,000	- 1.6%	\$611,991	\$580,000	- 5.2%
Average Sales Price*	\$669,231	\$701,058	+ 4.8%	\$677,281	\$659,787	- 2.6%
Percent of List Price Received*	98.4%	99.3%	+ 0.9%	101.0%	99.4%	- 1.6%
Days on Market Until Sale	93	62	- 33.3%	52	85	+ 63.5%
Inventory of Homes for Sale	208	153	- 26.4%	--	--	--
Months Supply of Inventory	2.6	2.3	- 11.5%	--	--	--

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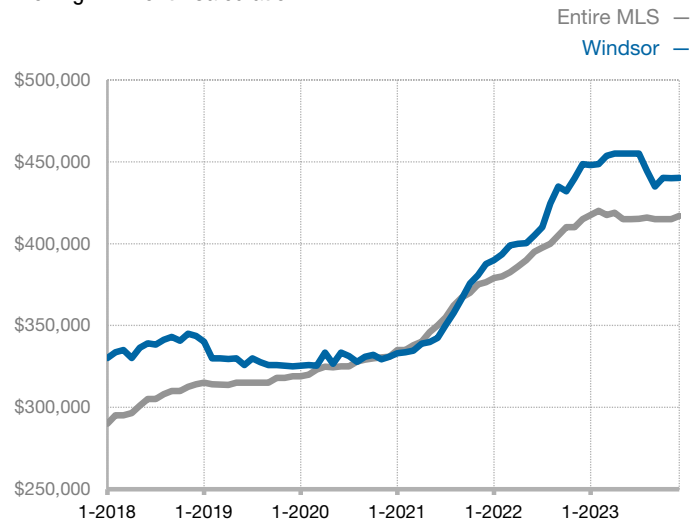
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	4	2	- 50.0%	135	168	+ 24.4%
Closed Sales	8	3	- 62.5%	147	124	- 15.6%
Median Sales Price*	\$443,450	\$520,000	+ 17.3%	\$448,520	\$440,235	- 1.8%
Average Sales Price*	\$465,293	\$516,692	+ 11.0%	\$463,724	\$455,154	- 1.8%
Percent of List Price Received*	102.2%	98.1%	- 4.0%	102.9%	100.0%	- 2.8%
Days on Market Until Sale	295	84	- 71.5%	150	91	- 39.3%
Inventory of Homes for Sale	26	33	+ 26.9%	--	--	--
Months Supply of Inventory	2.1	3.2	+ 52.4%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Local Market Update for December 2023

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Boulder

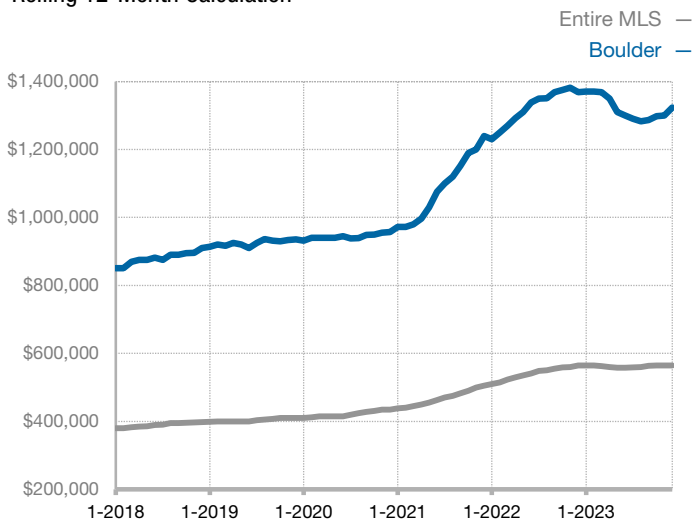
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	45	41	- 8.9%	1,430	1,458	+ 2.0%
Closed Sales	67	52	- 22.4%	996	892	- 10.4%
Median Sales Price*	\$1,117,800	\$1,250,000	+ 11.8%	\$1,369,000	\$1,323,000	- 3.4%
Average Sales Price*	\$1,359,192	\$1,411,689	+ 3.9%	\$1,645,839	\$1,670,969	+ 1.5%
Percent of List Price Received*	96.7%	97.3%	+ 0.6%	102.3%	97.9%	- 4.3%
Days on Market Until Sale	61	81	+ 32.8%	42	58	+ 38.1%
Inventory of Homes for Sale	158	160	+ 1.3%	--	--	--
Months Supply of Inventory	1.9	2.2	+ 15.8%	--	--	--

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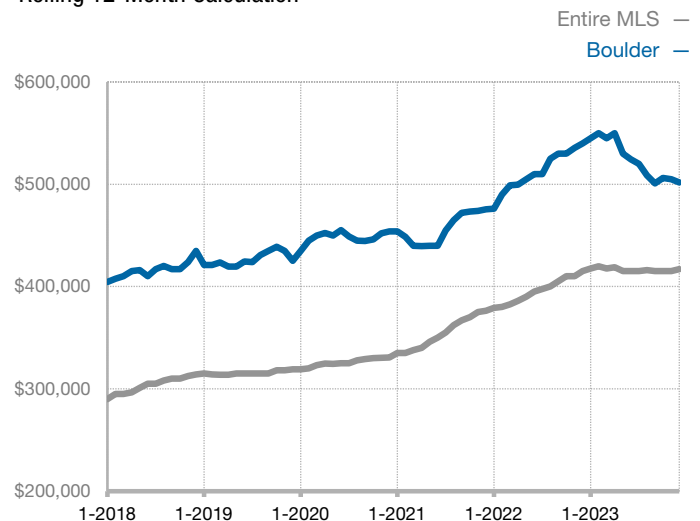
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	19	29	+ 52.6%	890	863	- 3.0%
Closed Sales	40	33	- 17.5%	772	582	- 24.6%
Median Sales Price*	\$498,200	\$457,000	- 8.3%	\$540,000	\$501,875	- 7.1%
Average Sales Price*	\$615,459	\$540,425	- 12.2%	\$699,132	\$602,034	- 13.9%
Percent of List Price Received*	98.1%	97.0%	- 1.1%	101.4%	99.3%	- 2.1%
Days on Market Until Sale	54	83	+ 53.7%	55	49	- 10.9%
Inventory of Homes for Sale	59	98	+ 66.1%	--	--	--
Months Supply of Inventory	0.9	2.0	+ 122.2%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Local Market Update for December 2023

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Fort Collins

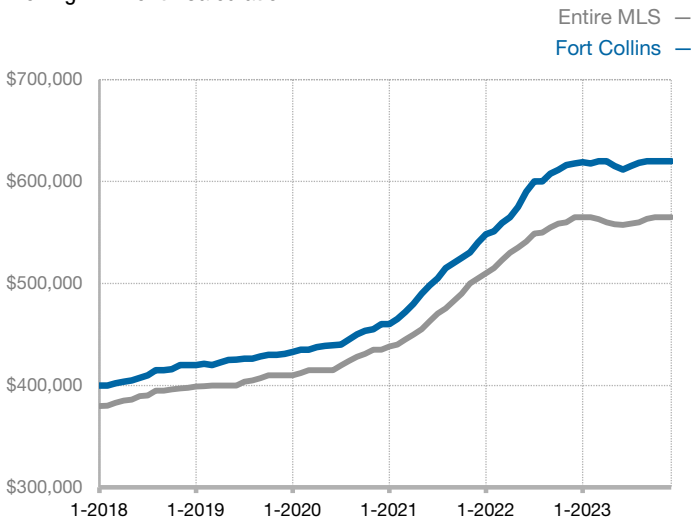
Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	58	67	+ 15.5%	2,881	2,245	- 22.1%
Closed Sales	107	106	- 0.9%	2,398	1,662	- 30.7%
Median Sales Price*	\$583,000	\$612,995	+ 5.1%	\$617,700	\$620,000	+ 0.4%
Average Sales Price*	\$647,454	\$741,868	+ 14.6%	\$694,207	\$700,655	+ 0.9%
Percent of List Price Received*	98.6%	97.8%	- 0.8%	102.3%	99.6%	- 2.6%
Days on Market Until Sale	59	64	+ 8.5%	34	51	+ 50.0%
Inventory of Homes for Sale	223	225	+ 0.9%	--	--	--
Months Supply of Inventory	1.1	1.6	+ 45.5%	--	--	--

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Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	39	30	- 23.1%	977	878	- 10.1%
Closed Sales	52	44	- 15.4%	867	669	- 22.8%
Median Sales Price*	\$409,480	\$417,500	+ 2.0%	\$400,000	\$403,500	+ 0.9%
Average Sales Price*	\$455,408	\$456,902	+ 0.3%	\$416,279	\$415,950	- 0.1%
Percent of List Price Received*	98.5%	98.2%	- 0.3%	102.4%	99.5%	- 2.8%
Days on Market Until Sale	87	71	- 18.4%	35	60	+ 71.4%
Inventory of Homes for Sale	111	126	+ 13.5%	--	--	--
Months Supply of Inventory	1.5	2.3	+ 53.3%	--	--	--

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Median Sales Price – Single Family
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Median Sales Price – Townhouse-Condo
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