



FCBR 2025

FORT COLLINS BOARD OF REALTORS®



Monthly Indicators



December 2025

New Listings were up 1.9 percent for single family homes but decreased 41.9 percent for townhouse-condo properties. Pending Sales landed at 118 for single family homes and 38 for townhouse-condo properties.

The Median Sales Price was up 5.9 percent to \$630,000 for single family homes and 1.5 percent to \$419,990 for townhouse-condo properties. Days on Market decreased 1.2 percent for single family homes but increased 28.0 percent for townhouse-condo properties.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

Activity Snapshot

- 10.3%	- 1.2%	+ 5.9%
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	12-2024	12-2025	Percent Change	YTD-2024	YTD-2025	Percent Change
New Listings		104	106	+ 1.9%	2,988	3,296	+ 10.3%
Pending Sales		132	118	- 10.6%	2,099	2,272	+ 8.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		185	166	- 10.3%	2,065	2,275	+ 10.2%
Median Sales Price		\$595,000	\$630,000	+ 5.9%	\$608,000	\$610,000	+ 0.3%
Avg. Sales Price		\$673,492	\$670,565	- 0.4%	\$709,780	\$706,112	- 0.5%
Pct. of List Price Received		98.1%	98.5%	+ 0.4%	99.0%	98.9%	- 0.1%
Days on Market		84	83	- 1.2%	65	68	+ 4.6%
Affordability Index		70	70	0.0%	69	72	+ 4.3%
Active Listings		343	361	+ 5.2%	--	--	--
Months Supply		2.0	1.9	- 5.0%	--	--	--

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.



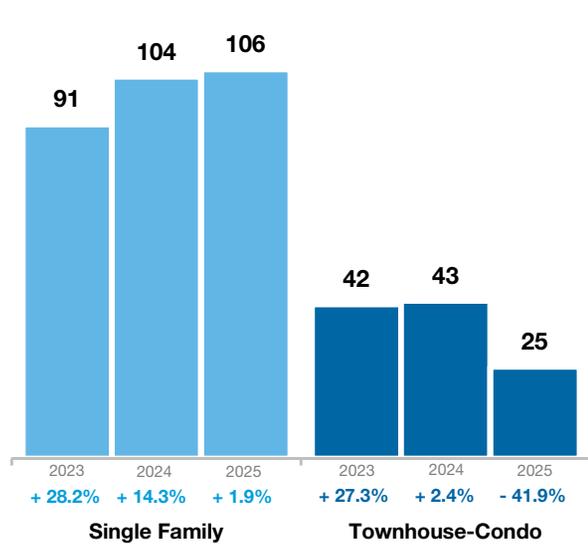
Key Metrics	Historical Sparkbars	12-2024	12-2025	Percent Change	YTD-2024	YTD-2025	Percent Change
New Listings		43	25	- 41.9%	1,003	1,101	+ 9.8%
Pending Sales		39	38	- 2.6%	695	696	+ 0.1%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		57	47	- 17.5%	684	701	+ 2.5%
Median Sales Price		\$413,789	\$419,990	+ 1.5%	\$411,000	\$406,700	- 1.0%
Avg. Sales Price		\$423,573	\$437,166	+ 3.2%	\$426,006	\$425,983	- 0.0%
Pct. of List Price Received		98.8%	98.4%	- 0.4%	99.1%	98.7%	- 0.4%
Days on Market		75	96	+ 28.0%	76	81	+ 6.6%
Affordability Index		101	105	+ 4.0%	101	109	+ 7.9%
Active Listings		166	141	- 15.1%	--	--	--
Months Supply		2.9	2.4	- 17.2%	--	--	--

New Listings

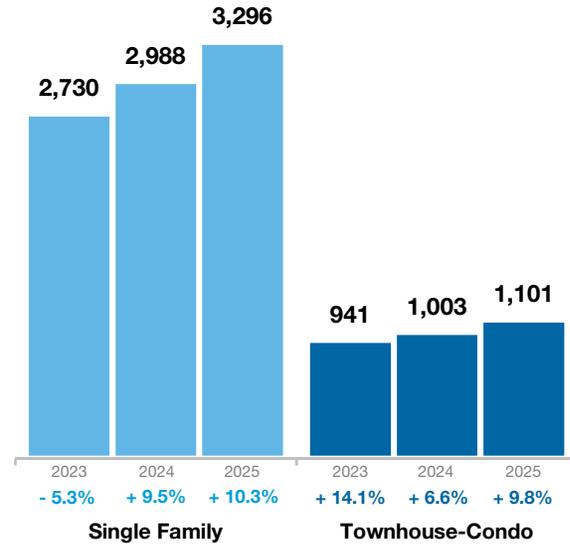
A count of the properties that have been newly listed on the market in a given month.



December

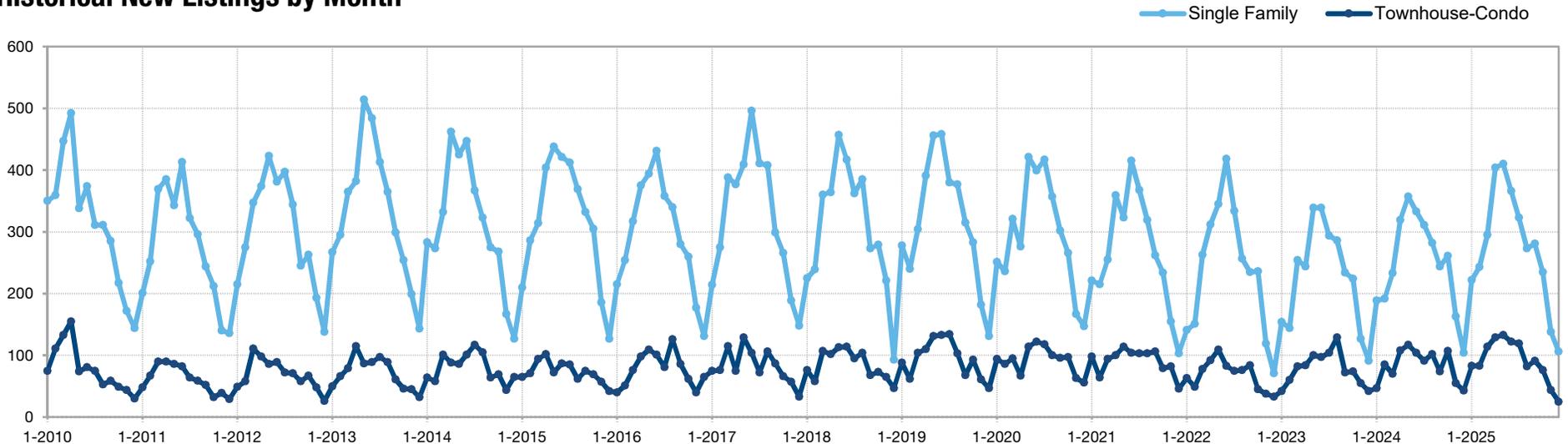


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	222	+17.5%	83	+76.6%
Feb-2025	243	+26.6%	83	-2.4%
Mar-2025	295	+26.6%	114	+62.9%
Apr-2025	404	+26.6%	129	+19.4%
May-2025	410	+14.8%	133	+13.7%
Jun-2025	366	+9.9%	122	+17.3%
Jul-2025	323	+3.9%	119	+30.8%
Aug-2025	273	-3.2%	82	-19.6%
Sep-2025	281	+15.2%	91	+23.0%
Oct-2025	235	-10.0%	76	-29.0%
Nov-2025	138	-15.3%	44	-20.0%
Dec-2025	106	+1.9%	25	-41.9%
12-Month Avg	275	+10.3%	92	+9.8%

Historical New Listings by Month

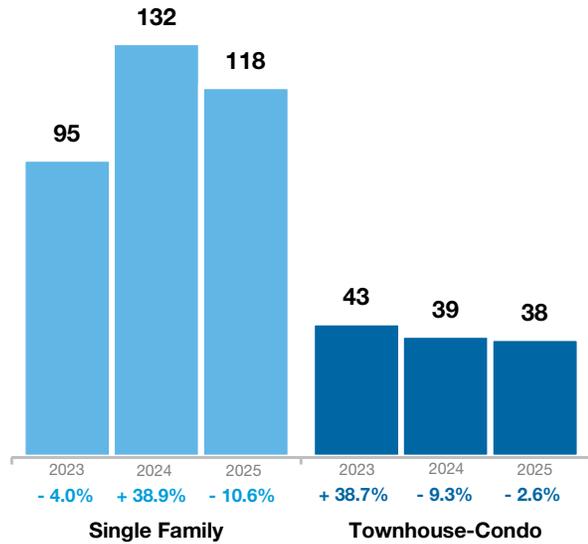


Pending Sales

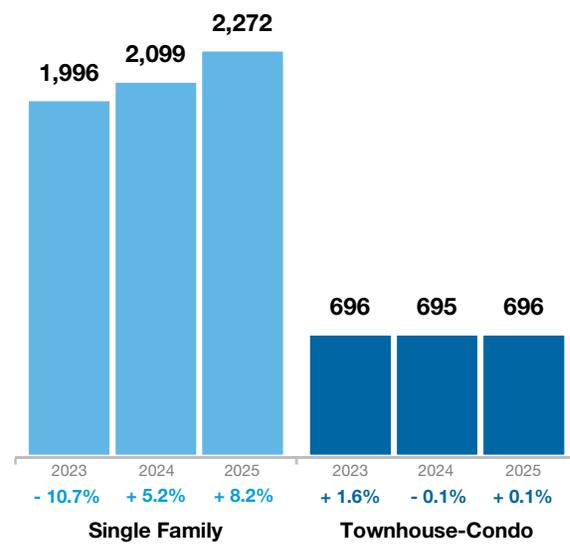
A count of the properties on which offers have been accepted in a given month.



December

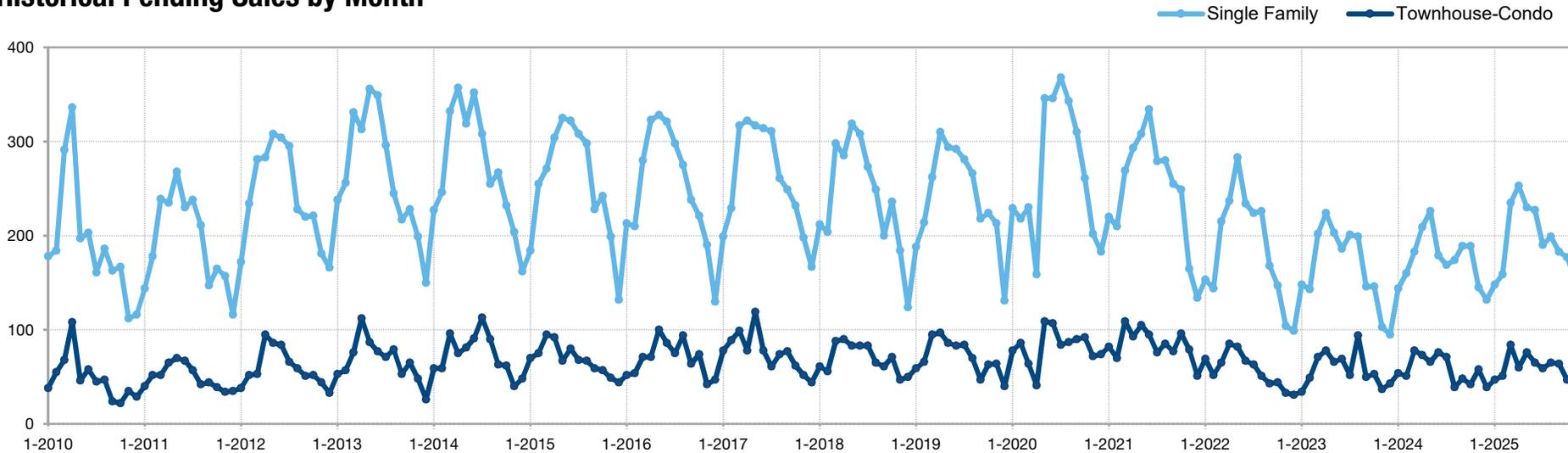


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	148	+2.8%	47	-13.0%
Feb-2025	159	-0.6%	51	0.0%
Mar-2025	235	+28.4%	84	+7.7%
Apr-2025	253	+21.1%	60	-17.8%
May-2025	230	+1.8%	76	+15.2%
Jun-2025	227	+26.8%	65	-14.5%
Jul-2025	190	+12.4%	59	-16.9%
Aug-2025	199	+14.4%	65	+66.7%
Sep-2025	183	-3.2%	64	+33.3%
Oct-2025	177	-6.3%	47	+11.9%
Nov-2025	153	+5.5%	40	-31.0%
Dec-2025	118	-10.6%	38	-2.6%
12-Month Avg	189	+8.2%	58	+0.1%

Historical Pending Sales by Month

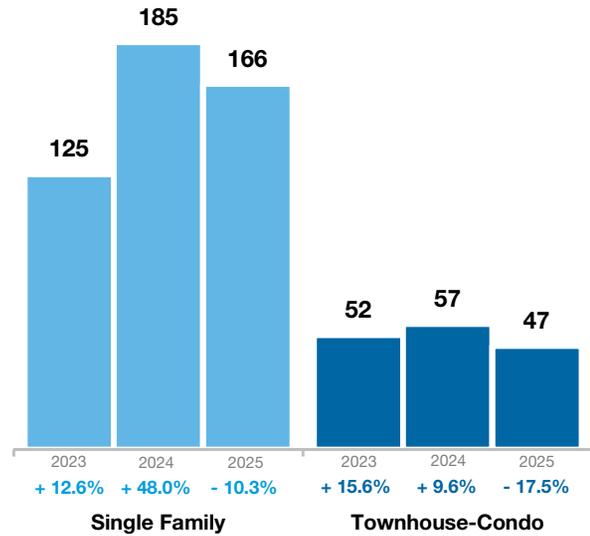


Sold Listings

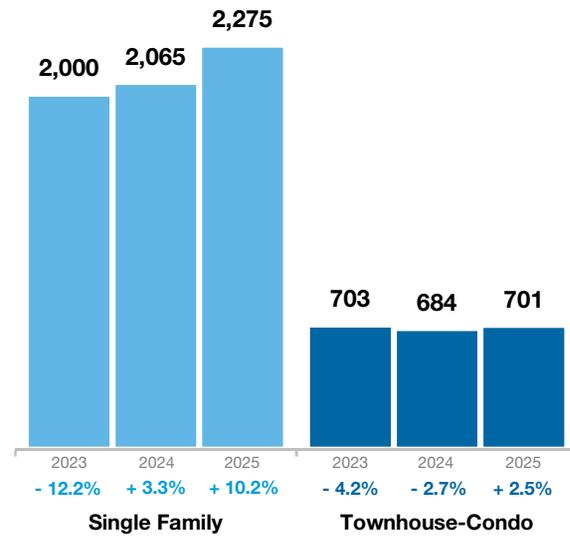
A count of the actual sales that closed in a given month.



December

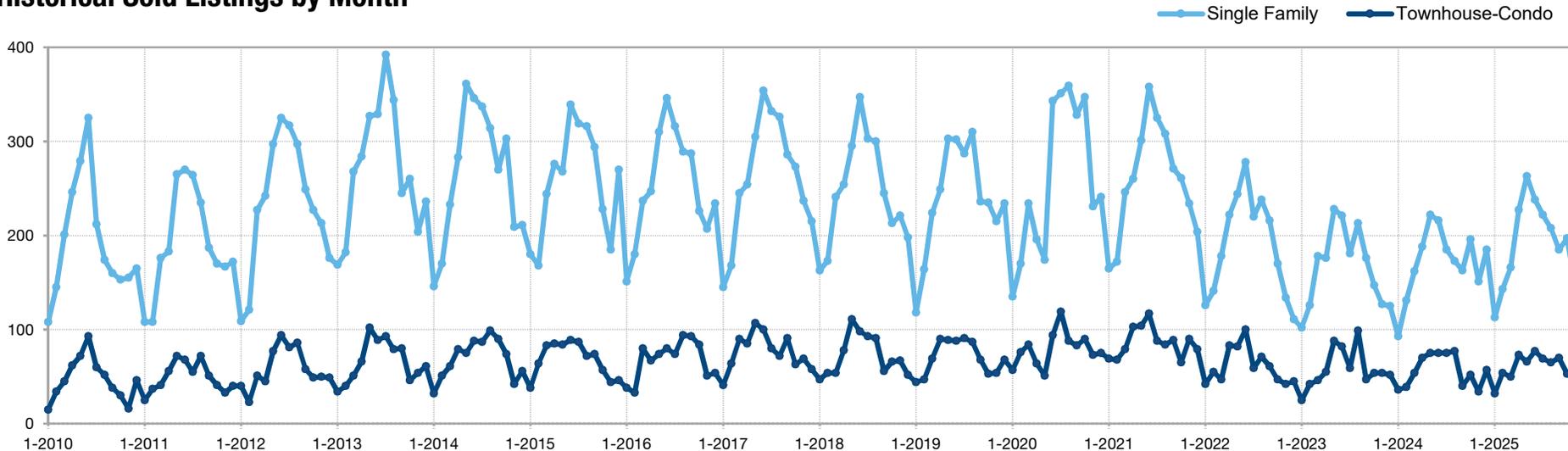


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	113	+21.5%	32	-11.1%
Feb-2025	143	+9.2%	54	+38.5%
Mar-2025	166	+2.5%	50	-7.4%
Apr-2025	227	+20.7%	73	+4.3%
May-2025	263	+18.5%	66	-12.0%
Jun-2025	238	+10.2%	77	+2.7%
Jul-2025	222	+20.0%	69	-8.0%
Aug-2025	208	+20.2%	65	-15.6%
Sep-2025	185	+13.5%	70	+75.0%
Oct-2025	197	+0.5%	53	+1.9%
Nov-2025	147	-2.6%	45	+32.4%
Dec-2025	166	-10.3%	47	-17.5%
12-Month Avg	190	+10.2%	58	+2.5%

Historical Sold Listings by Month

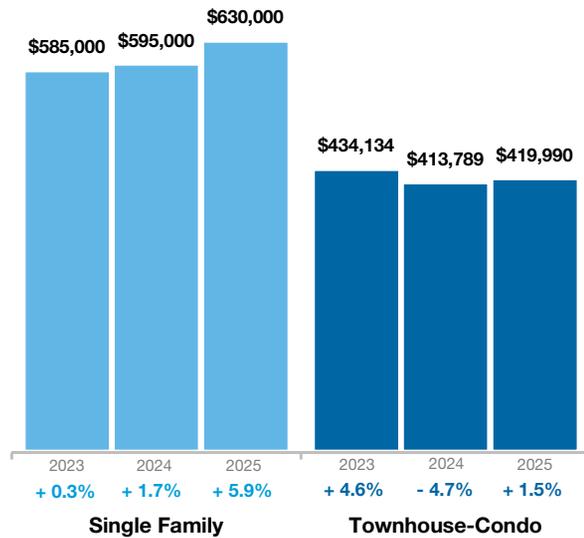


Median Sales Price

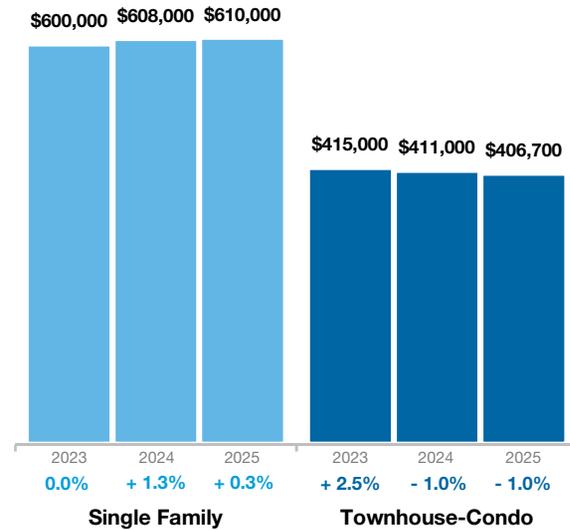
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



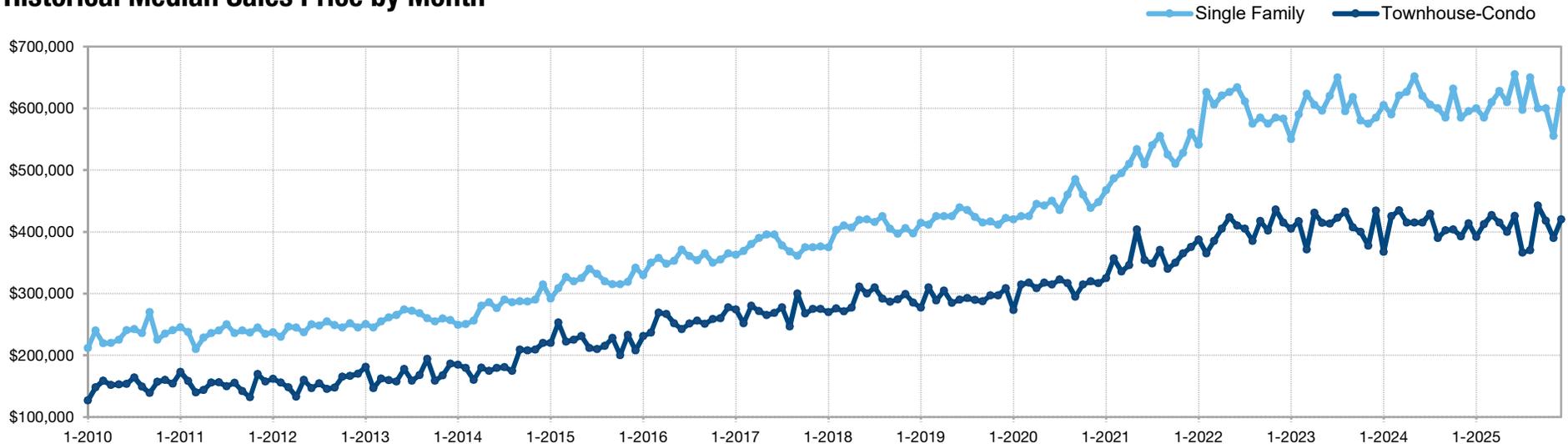
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	\$600,000	-0.8%	\$391,608	+6.6%
Feb-2025	\$585,000	-0.8%	\$412,490	-3.0%
Mar-2025	\$610,000	-1.7%	\$427,000	-1.8%
Apr-2025	\$627,743	+0.2%	\$415,000	0.0%
May-2025	\$610,000	-6.4%	\$400,000	-3.6%
Jun-2025	\$655,000	+5.7%	\$425,500	+2.5%
Jul-2025	\$597,450	-1.4%	\$366,175	-14.6%
Aug-2025	\$650,000	+8.3%	\$370,000	-5.1%
Sep-2025	\$600,000	+2.6%	\$442,500	+9.9%
Oct-2025	\$600,000	-5.1%	\$417,900	+3.5%
Nov-2025	\$555,000	-5.1%	\$389,900	-0.7%
Dec-2025	\$630,000	+5.9%	\$419,990	+1.5%
12-Month Avg*	\$610,000	+0.3%	\$406,700	-1.0%

* Median Sales Price for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month

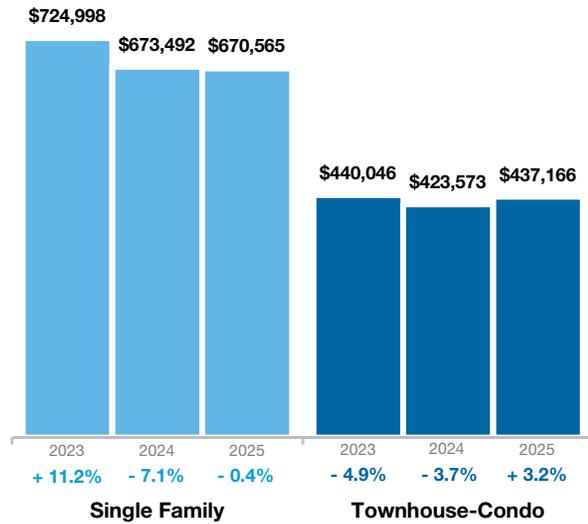


Average Sales Price

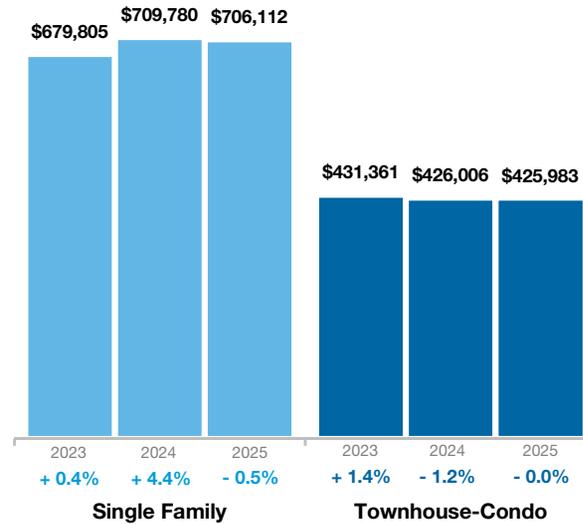
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



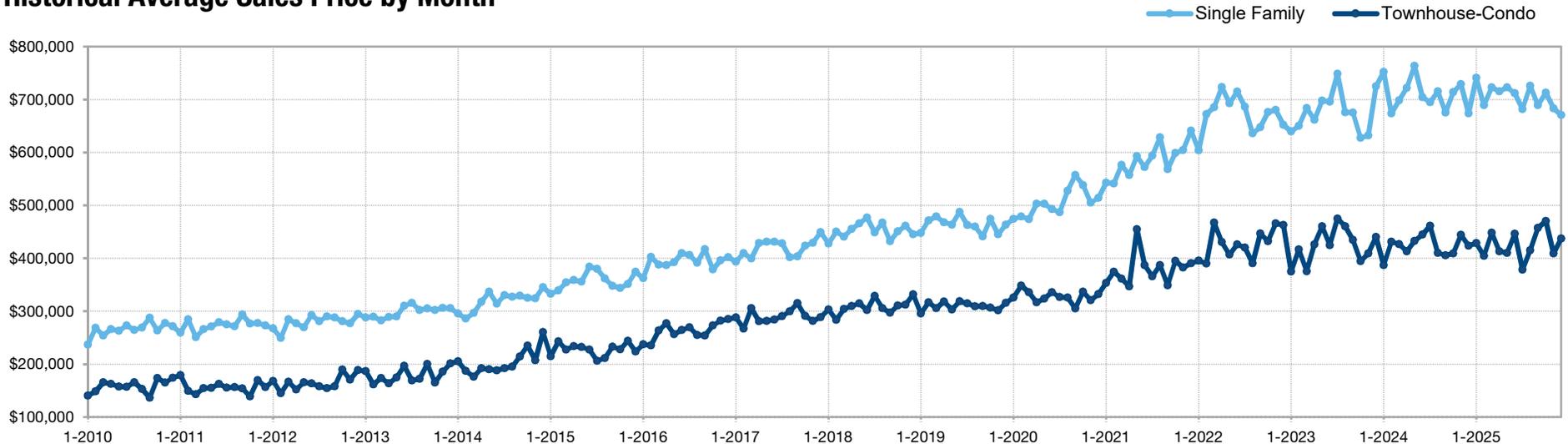
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	\$741,177	-1.4%	\$428,745	+10.7%
Feb-2025	\$689,402	+2.3%	\$404,458	-6.2%
Mar-2025	\$722,808	+3.5%	\$448,421	+5.1%
Apr-2025	\$715,540	-0.9%	\$413,211	+0.1%
May-2025	\$722,890	-5.3%	\$410,121	-5.2%
Jun-2025	\$711,992	+1.1%	\$446,512	+0.4%
Jul-2025	\$681,904	-1.9%	\$378,304	-18.0%
Aug-2025	\$725,988	+1.5%	\$415,213	+1.3%
Sep-2025	\$689,223	+2.1%	\$457,437	+12.7%
Oct-2025	\$712,833	-0.2%	\$470,529	+15.0%
Nov-2025	\$683,294	-6.3%	\$409,359	-7.8%
Dec-2025	\$670,565	-0.4%	\$437,166	+3.2%
12-Month Avg*	\$706,112	-0.5%	\$425,983	-0.0%

* Avg. Sales Price for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

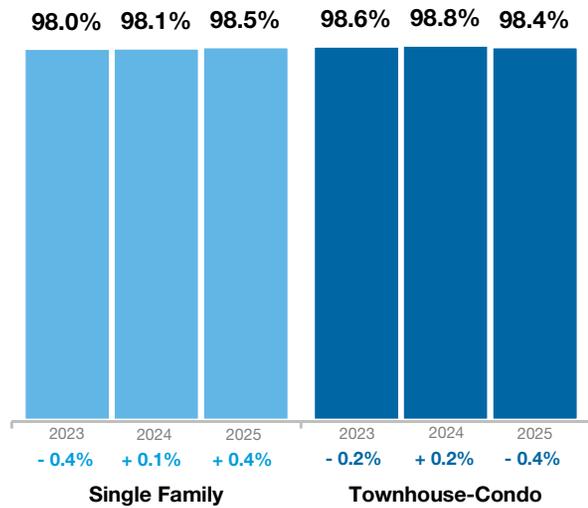


Percent of List Price Received

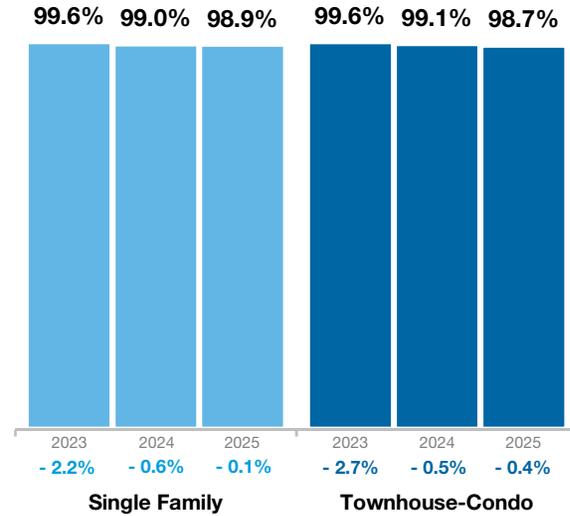
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



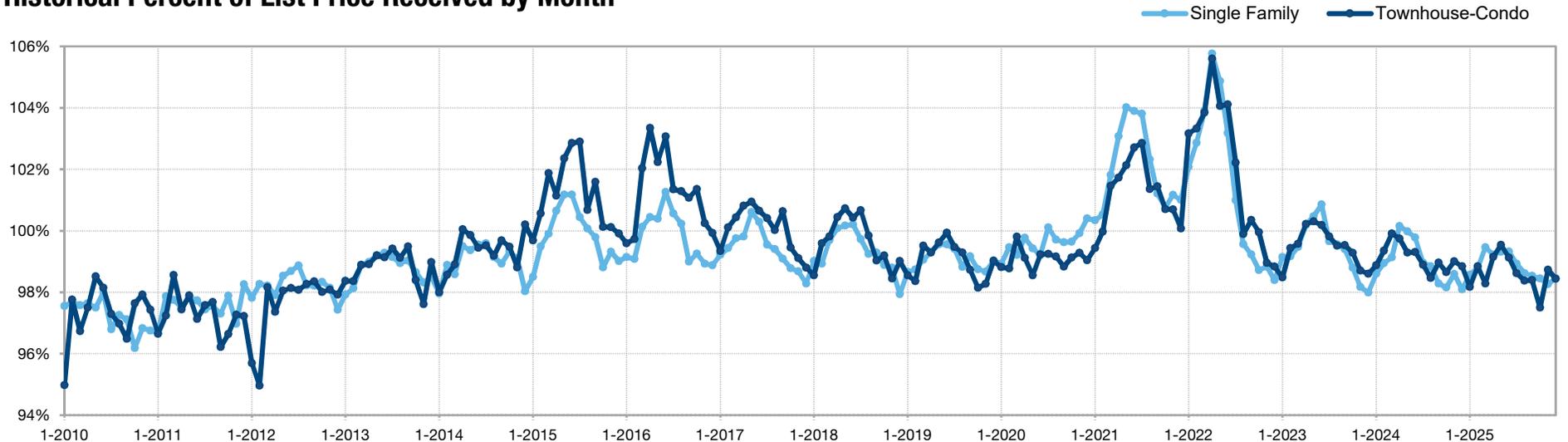
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	98.6%	0.0%	98.2%	-0.7%
Feb-2025	98.8%	-0.1%	98.8%	-0.5%
Mar-2025	99.5%	+0.4%	98.3%	-1.6%
Apr-2025	99.2%	-0.9%	99.2%	-0.5%
May-2025	99.3%	-0.7%	99.5%	+0.2%
Jun-2025	99.3%	-0.5%	99.1%	-0.2%
Jul-2025	98.9%	-0.1%	98.6%	-0.3%
Aug-2025	98.6%	-0.2%	98.4%	-0.1%
Sep-2025	98.5%	+0.2%	98.4%	-0.6%
Oct-2025	98.5%	+0.3%	97.5%	-1.2%
Nov-2025	98.3%	-0.3%	98.7%	-0.3%
Dec-2025	98.5%	+0.4%	98.4%	-0.4%
12-Month Avg*	98.9%	-0.1%	98.7%	-0.5%

* Pct. of List Price Received for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

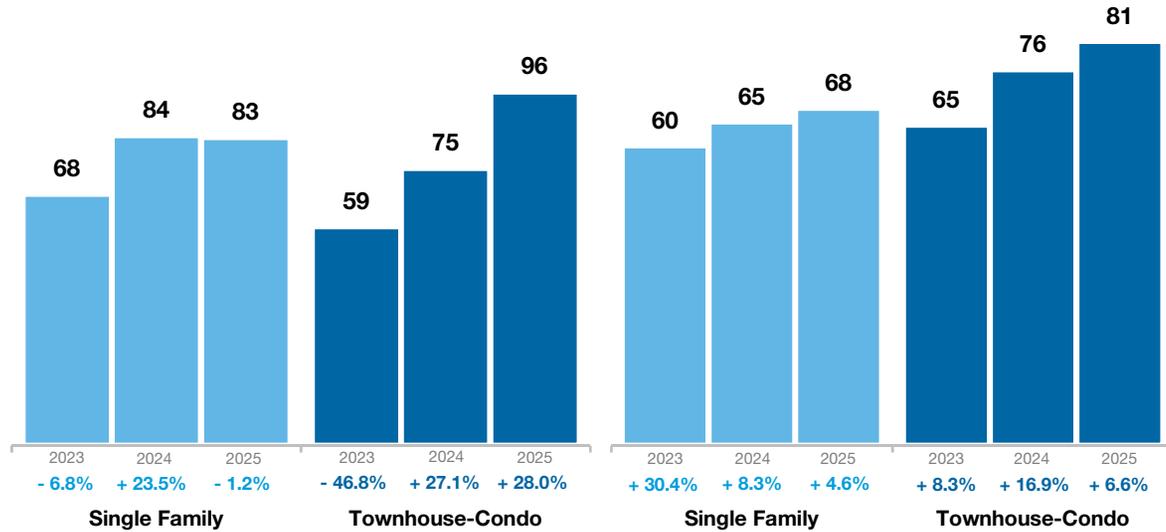
Historical Percent of List Price Received by Month



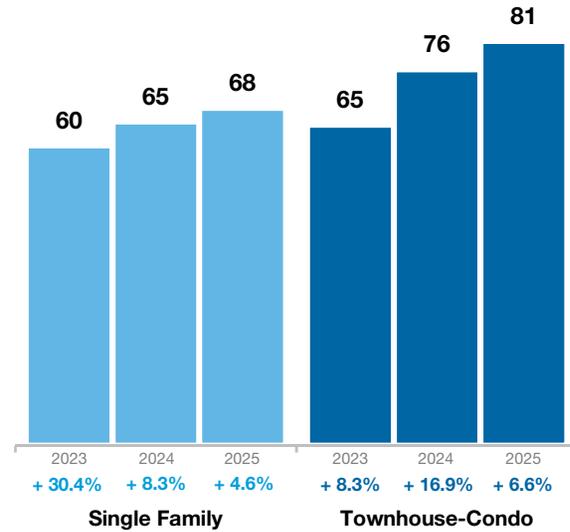
Days on Market Until Sale



December



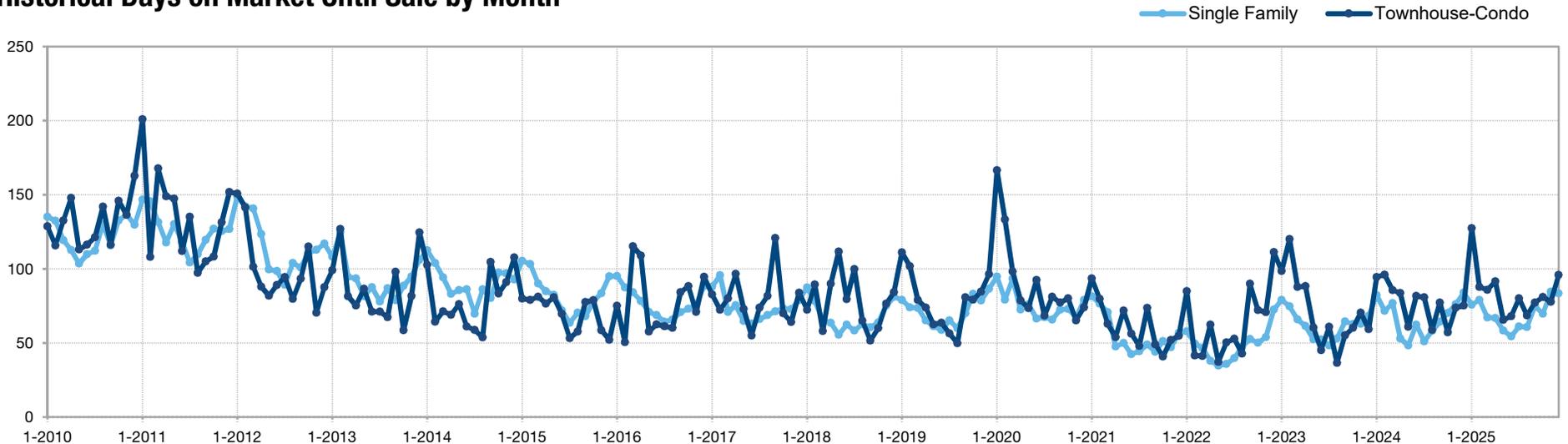
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	76	-7.3%	127	+35.1%
Feb-2025	79	+9.7%	88	-8.3%
Mar-2025	67	-13.0%	86	0.0%
Apr-2025	67	+26.4%	92	+9.5%
May-2025	58	+20.8%	66	+8.2%
Jun-2025	54	-12.9%	68	-17.1%
Jul-2025	61	+19.6%	80	-1.2%
Aug-2025	61	+5.2%	69	+16.9%
Sep-2025	75	+17.2%	77	0.0%
Oct-2025	70	0.0%	81	+42.1%
Nov-2025	85	+11.8%	78	+5.4%
Dec-2025	83	-1.2%	96	+28.0%
12-Month Avg	68	+4.3%	81	+7.5%

* Days on Market for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



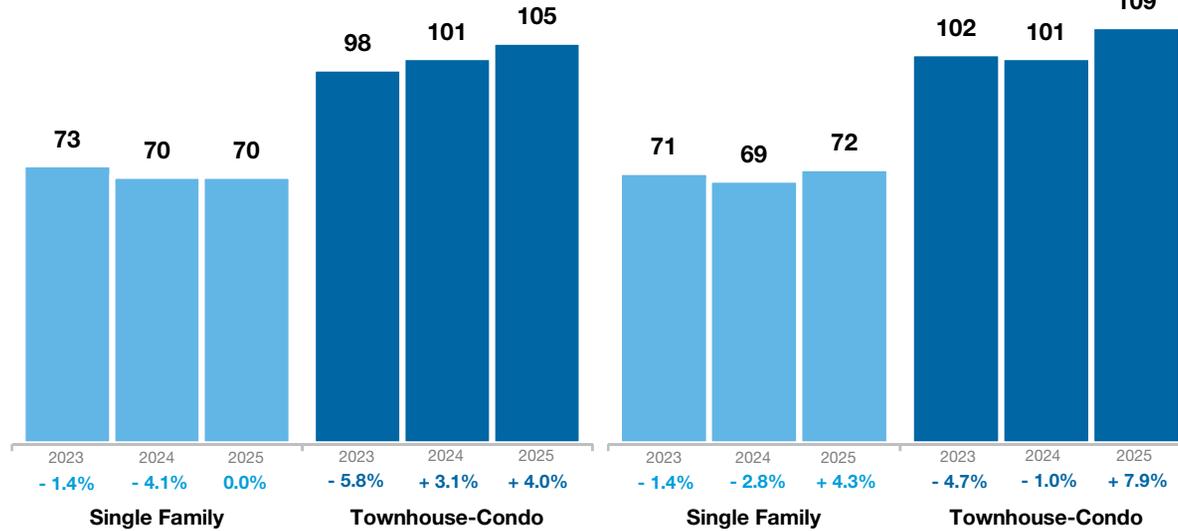
Housing Affordability Index

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.



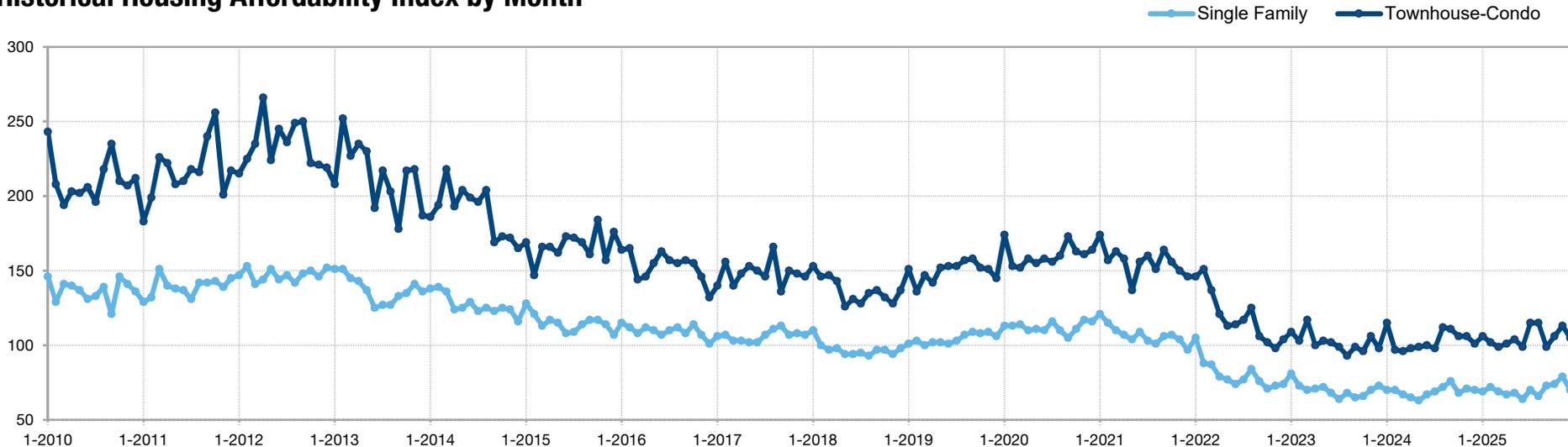
December

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	69	-1.4%	106	-7.8%
Feb-2025	72	+2.9%	102	+5.2%
Mar-2025	69	+3.0%	99	+3.1%
Apr-2025	67	+3.1%	101	+3.1%
May-2025	68	+7.9%	104	+5.1%
Jun-2025	64	-4.5%	99	-1.0%
Jul-2025	70	+1.4%	115	+17.3%
Aug-2025	66	-8.3%	115	+2.7%
Sep-2025	73	-3.9%	99	-10.8%
Oct-2025	74	+8.8%	106	0.0%
Nov-2025	79	+11.3%	113	+6.6%
Dec-2025	70	0.0%	105	+4.0%
12-Month Avg	70	+4.3%	69	+7.9%

Historical Housing Affordability Index by Month

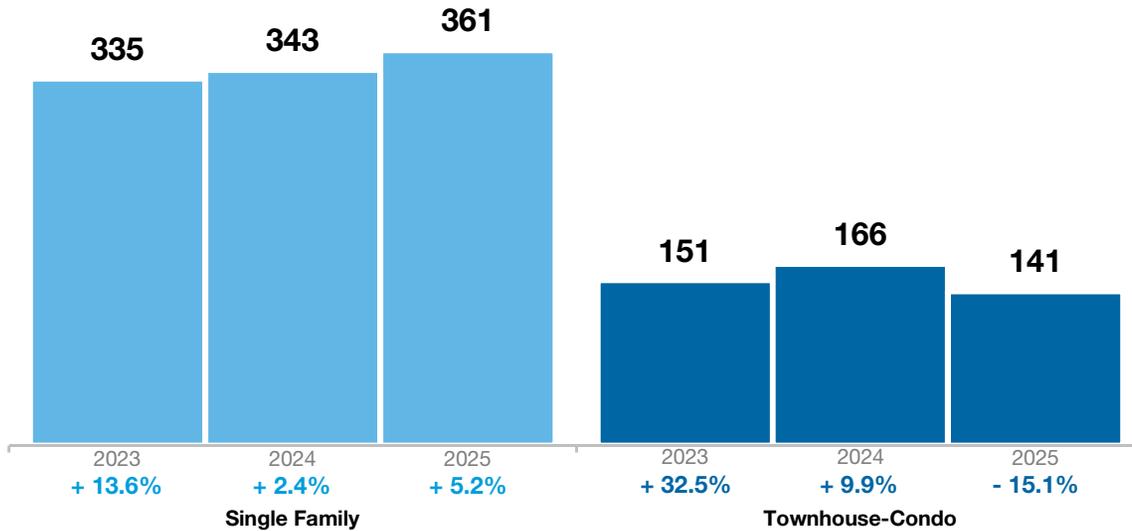


Inventory of Active Listings

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



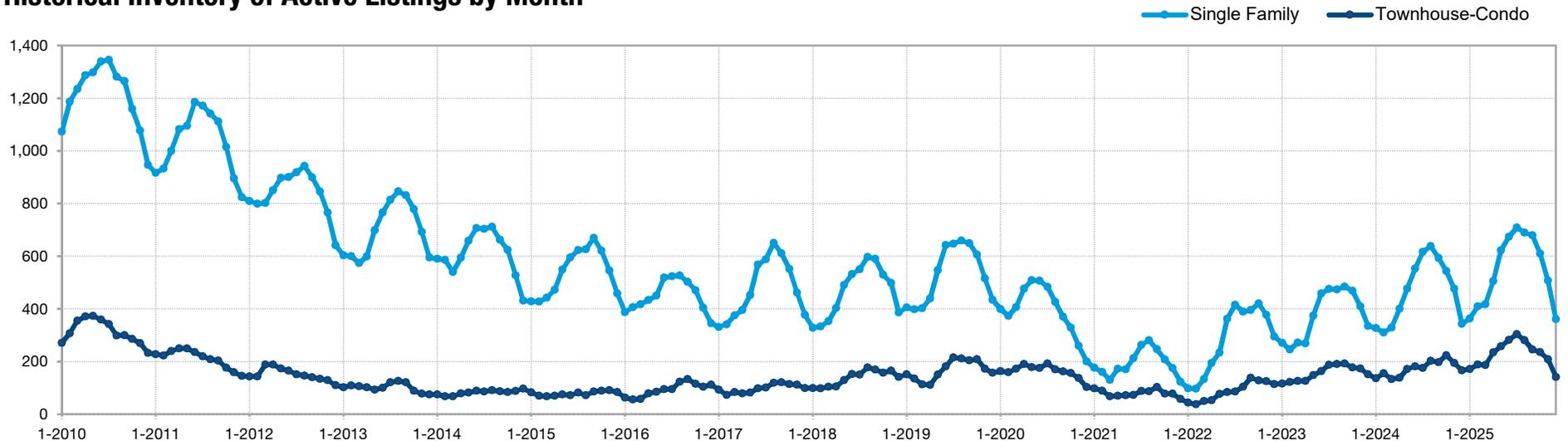
December



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	363	+11.0%	171	+25.7%
Feb-2025	409	+31.9%	189	+21.9%
Mar-2025	417	+26.7%	187	+40.6%
Apr-2025	506	+26.5%	235	+70.3%
May-2025	622	+30.4%	258	+50.9%
Jun-2025	673	+21.7%	282	+54.9%
Jul-2025	709	+15.1%	304	+72.7%
Aug-2025	690	+8.2%	281	+38.4%
Sep-2025	680	+14.7%	246	+24.2%
Oct-2025	610	+12.1%	236	+5.4%
Nov-2025	508	+6.5%	209	+7.2%
Dec-2025	361	+5.2%	141	-15.1%
12-Month Avg*	546	+16.8%	228	+31.9%

* Active Listings for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

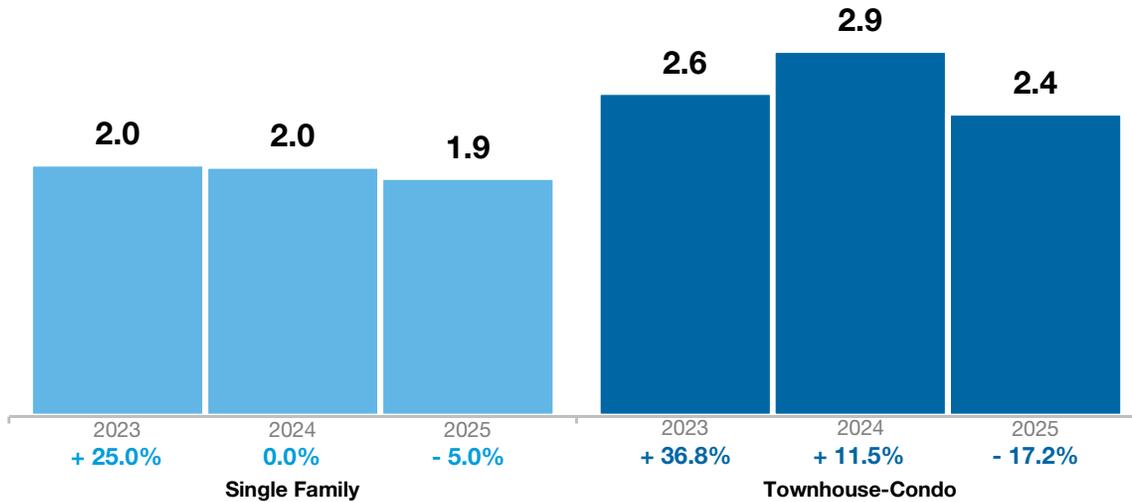


Months Supply of Inventory

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.



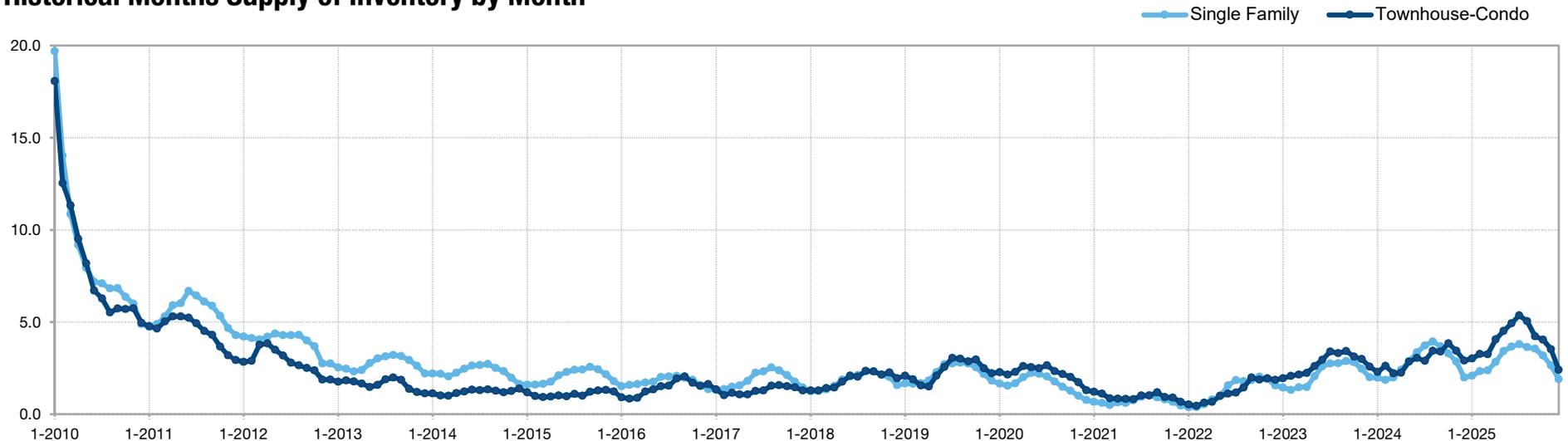
December



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	2.1	+5.0%	3.0	+30.4%
Feb-2025	2.3	+21.1%	3.3	+26.9%
Mar-2025	2.4	+20.0%	3.2	+45.5%
Apr-2025	2.8	+16.7%	4.1	+78.3%
May-2025	3.4	+17.2%	4.5	+60.7%
Jun-2025	3.7	+12.1%	4.9	+58.1%
Jul-2025	3.8	+2.7%	5.4	+86.2%
Aug-2025	3.6	-7.7%	5.0	+47.1%
Sep-2025	3.6	-2.7%	4.2	+23.5%
Oct-2025	3.2	-3.0%	4.0	+5.3%
Nov-2025	2.7	-6.9%	3.5	+2.9%
Dec-2025	1.9	-5.0%	2.4	-17.2%
12-Month Avg*	3.0	+4.5%	4.0	+35.3%

* Months Supply for all properties from January 2025 through December 2025. 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.



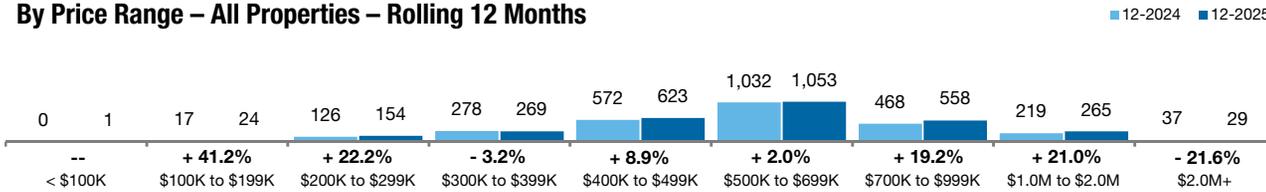
Key Metrics	Historical Sparkbars	12-2024	12-2025	Percent Change	YTD-2024	YTD-2025	Percent Change
New Listings		147	131	- 10.9%	3,991	4,397	+ 10.2%
Pending Sales		171	156	- 8.8%	695	696	+ 0.1%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		242	213	- 12.0%	2,749	2,976	+ 8.3%
Median Sales Price		\$545,000	\$562,000	+ 3.1%	\$554,393	\$559,945	+ 1.0%
Avg. Sales Price		\$614,626	\$619,064	+ 0.1%	\$639,172	\$640,128	+ 0.1%
Pct. of List Price Received		98.3%	98.5%	- 0.2%	99.0%	98.8%	- 0.2%
Days on Market		82	86	+ 4.4%	68	71	+ 4.4%
Affordability Index		76	79	+ 3.9%	75	79	+ 5.3%
Active Listings		509	502	- 1.4%	--	--	--
Months Supply		2.2	2.0	- 8.9%	--	--	--

Sold Listings

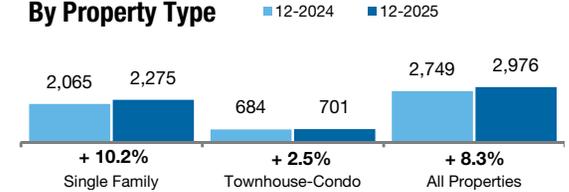
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	12-2024	12-2025	Change	12-2024	12-2025	Change
\$99,999 and Below	0	0	--	0	1	--
\$100,000 to \$199,999	15	17	+ 13.3%	2	7	+ 250.0%
\$200,000 to \$299,999	30	35	+ 16.7%	96	119	+ 24.0%
\$300,000 to \$399,999	61	67	+ 9.8%	217	202	- 6.9%
\$400,000 to \$499,999	338	369	+ 9.2%	234	254	+ 8.5%
\$500,000 to \$699,999	925	969	+ 4.8%	107	84	- 21.5%
\$700,000 to \$999,999	446	542	+ 21.5%	22	16	- 27.3%
\$1,000,000 to \$1,999,999	213	247	+ 16.0%	6	18	+ 200.0%
\$2,000,000 and Above	37	29	- 21.6%	0	0	--
All Price Ranges	2,065	2,275	+ 10.2%	684	701	+ 2.5%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2025	12-2025	Change	11-2025	12-2025	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	0	- 100.0%	0	0	--
\$200,000 to \$299,999	1	5	+ 400.0%	10	7	- 30.0%
\$300,000 to \$399,999	5	2	- 60.0%	16	12	- 25.0%
\$400,000 to \$499,999	37	23	- 37.8%	13	20	+ 53.8%
\$500,000 to \$699,999	62	75	+ 21.0%	4	6	+ 50.0%
\$700,000 to \$999,999	25	51	+ 104.0%	1	0	- 100.0%
\$1,000,000 to \$1,999,999	11	10	- 9.1%	1	2	+ 100.0%
\$2,000,000 and Above	4	0	- 100.0%	0	0	--
All Price Ranges	147	166	+ 12.9%	45	47	+ 4.4%

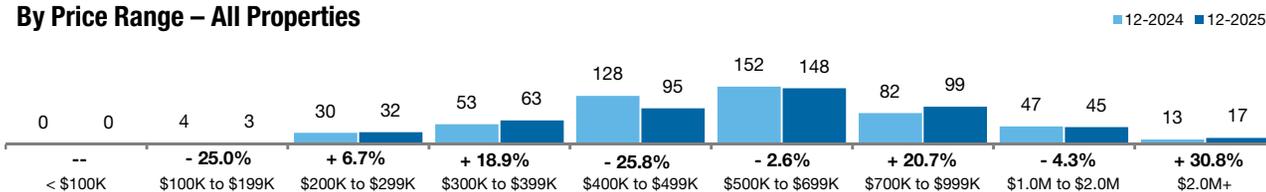
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2024	12-2025	Change	12-2024	12-2025	Change
\$99,999 and Below	0	0	--	0	1	--
\$100,000 to \$199,999	15	17	+ 13.3%	2	7	+ 250.0%
\$200,000 to \$299,999	30	35	+ 16.7%	96	119	+ 24.0%
\$300,000 to \$399,999	61	67	+ 9.8%	217	202	- 6.9%
\$400,000 to \$499,999	338	369	+ 9.2%	234	254	+ 8.5%
\$500,000 to \$699,999	925	969	+ 4.8%	107	84	- 21.5%
\$700,000 to \$999,999	446	542	+ 21.5%	22	16	- 27.3%
\$1,000,000 to \$1,999,999	213	247	+ 16.0%	6	18	+ 200.0%
\$2,000,000 and Above	37	29	- 21.6%	0	0	--
All Price Ranges	2,065	2,275	+ 10.2%	684	701	+ 2.5%

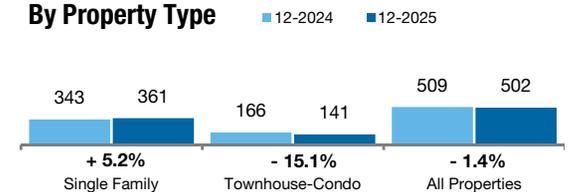
Inventory of Active Listings

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		
	12-2024	12-2025	Change	12-2024	12-2025	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	4	3	- 25.0%	0	0	--
\$200,000 to \$299,999	8	3	- 62.5%	22	29	+ 31.8%
\$300,000 to \$399,999	11	15	+ 36.4%	42	48	+ 14.3%
\$400,000 to \$499,999	53	55	+ 3.8%	75	40	- 46.7%
\$500,000 to \$699,999	134	133	- 0.7%	18	15	- 16.7%
\$700,000 to \$999,999	76	94	+ 23.7%	6	5	- 16.7%
\$1,000,000 to \$1,999,999	44	41	- 6.8%	3	4	+ 33.3%
\$2,000,000 and Above	13	17	+ 30.8%	0	0	--
All Price Ranges	343	361	+ 5.2%	166	141	- 15.1%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2025	12-2025	Change	11-2025	12-2025	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	3	0.0%	1	0	- 100.0%
\$200,000 to \$299,999	4	3	- 25.0%	43	29	- 32.6%
\$300,000 to \$399,999	27	15	- 44.4%	67	48	- 28.4%
\$400,000 to \$499,999	75	55	- 26.7%	55	40	- 27.3%
\$500,000 to \$699,999	202	133	- 34.2%	26	15	- 42.3%
\$700,000 to \$999,999	106	94	- 11.3%	10	5	- 50.0%
\$1,000,000 to \$1,999,999	65	41	- 36.9%	7	4	- 42.9%
\$2,000,000 and Above	26	17	- 34.6%	0	0	--
All Price Ranges	508	361	- 28.9%	209	141	- 32.5%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2024	12-2025	Change	12-2024	12-2025	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	4	3	- 25.0%	0	0	--
\$200,000 to \$299,999	8	3	- 62.5%	22	29	+ 31.8%
\$300,000 to \$399,999	11	15	+ 36.4%	42	48	+ 14.3%
\$400,000 to \$499,999	53	55	+ 3.8%	75	40	- 46.7%
\$500,000 to \$699,999	134	133	- 0.7%	18	15	- 16.7%
\$700,000 to \$999,999	76	94	+ 23.7%	6	5	- 16.7%
\$1,000,000 to \$1,999,999	44	41	- 6.8%	3	4	+ 33.3%
\$2,000,000 and Above	13	17	+ 30.8%	0	0	--
All Price Ranges	343	361	+ 5.2%	166	141	- 15.1%

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 2025

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Berthoud

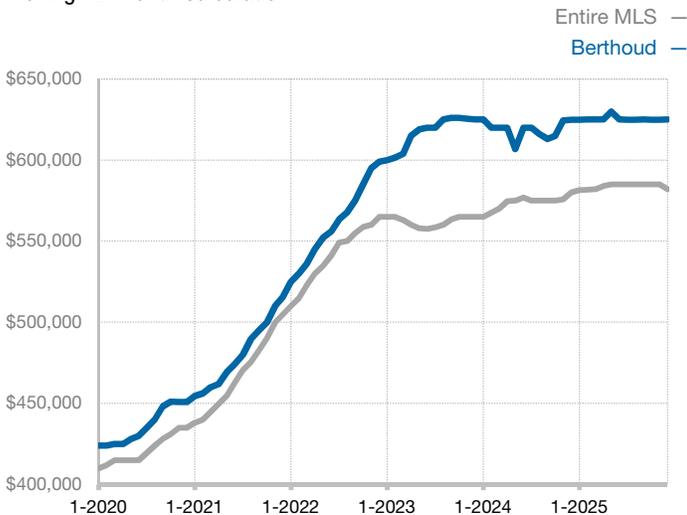
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	20	37	+ 85.0%	631	645	+ 2.2%
Closed Sales	30	21	- 30.0%	424	433	+ 2.1%
Median Sales Price*	\$599,990	\$615,000	+ 2.5%	\$624,900	\$625,000	+ 0.0%
Average Sales Price*	\$723,066	\$709,714	- 1.8%	\$744,039	\$767,145	+ 3.1%
Percent of List Price Received*	99.2%	97.2%	- 2.0%	99.2%	98.7%	- 0.5%
Days on Market Until Sale	94	88	- 6.4%	86	82	- 4.7%
Inventory of Homes for Sale	125	100	- 20.0%	--	--	--
Months Supply of Inventory	3.5	2.8	- 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.

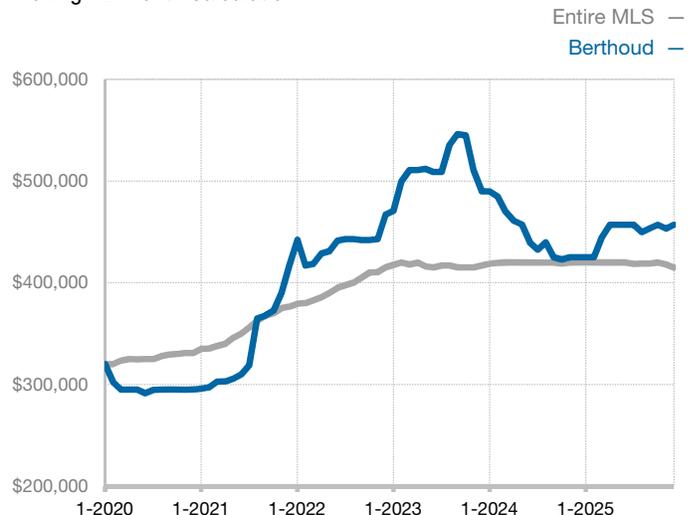
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	2	4	+ 100.0%	57	95	+ 66.7%
Closed Sales	1	3	+ 200.0%	25	44	+ 76.0%
Median Sales Price*	\$364,000	\$510,000	+ 40.1%	\$425,000	\$457,000	+ 7.5%
Average Sales Price*	\$364,000	\$518,333	+ 42.4%	\$452,095	\$458,051	+ 1.3%
Percent of List Price Received*	100.0%	96.7%	- 3.3%	98.8%	98.8%	0.0%
Days on Market Until Sale	55	149	+ 170.9%	85	83	- 2.4%
Inventory of Homes for Sale	18	22	+ 22.2%	--	--	--
Months Supply of Inventory	7.2	5.5	- 23.6%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2025

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Boulder

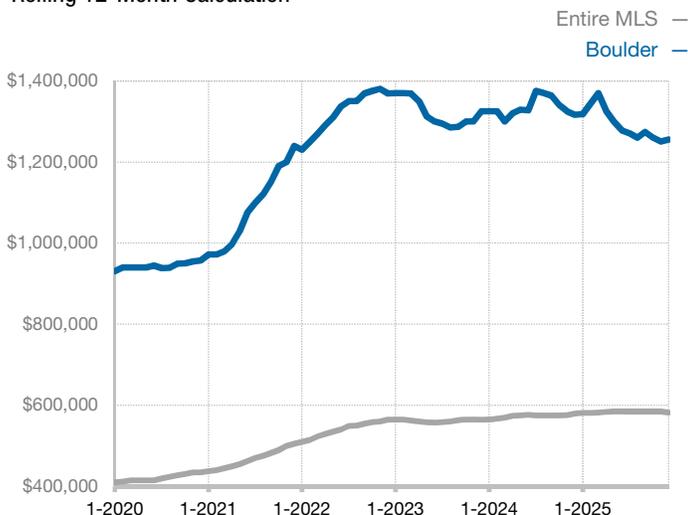
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	32	31	- 3.1%	1,467	1,733	+ 18.1%
Closed Sales	77	67	- 13.0%	898	951	+ 5.9%
Median Sales Price*	\$1,147,000	\$1,150,000	+ 0.3%	\$1,316,500	\$1,255,000	- 4.7%
Average Sales Price*	\$1,391,830	\$1,439,398	+ 3.4%	\$1,634,960	\$1,598,312	- 2.2%
Percent of List Price Received*	95.4%	97.3%	+ 2.0%	96.8%	96.6%	- 0.2%
Days on Market Until Sale	93	86	- 7.5%	71	69	- 2.8%
Inventory of Homes for Sale	183	219	+ 19.7%	--	--	--
Months Supply of Inventory	2.4	2.8	+ 16.7%	--	--	--

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

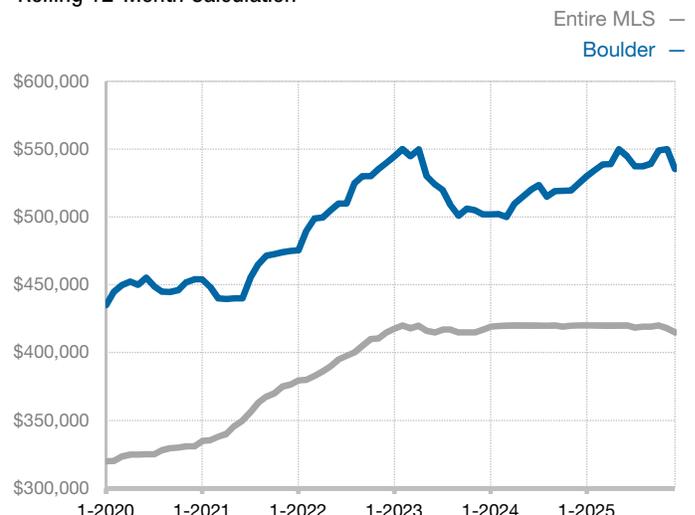
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	27	37	+ 37.0%	1,108	1,146	+ 3.4%
Closed Sales	55	40	- 27.3%	597	619	+ 3.7%
Median Sales Price*	\$565,000	\$470,000	- 16.8%	\$525,000	\$535,570	+ 2.0%
Average Sales Price*	\$650,432	\$559,543	- 14.0%	\$623,138	\$642,343	+ 3.1%
Percent of List Price Received*	97.3%	96.3%	- 1.0%	98.3%	97.7%	- 0.6%
Days on Market Until Sale	83	118	+ 42.2%	62	78	+ 25.8%
Inventory of Homes for Sale	194	191	- 1.5%	--	--	--
Months Supply of Inventory	3.9	3.7	- 5.1%	--	--	--

* 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 December 2025

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Fort Collins

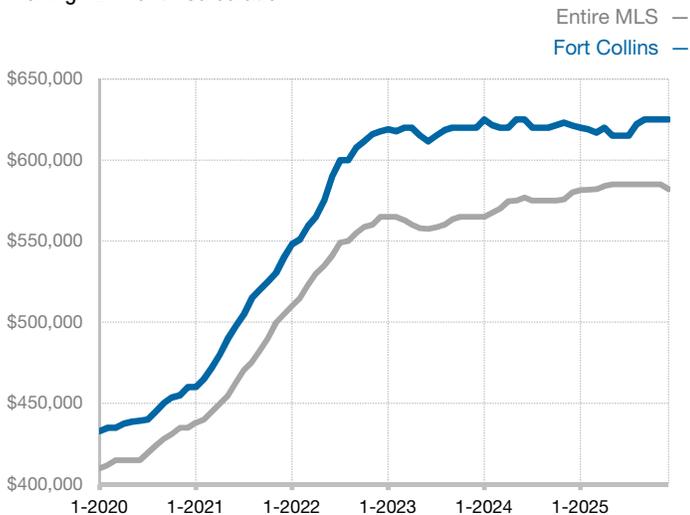
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	83	97	+ 16.9%	2,421	2,652	+ 9.5%
Closed Sales	154	149	- 3.2%	1,760	1,899	+ 7.9%
Median Sales Price*	\$607,725	\$630,000	+ 3.7%	\$621,275	\$625,000	+ 0.6%
Average Sales Price*	\$669,296	\$677,113	+ 1.2%	\$717,298	\$713,119	- 0.6%
Percent of List Price Received*	98.2%	99.0%	+ 0.8%	99.2%	99.1%	- 0.1%
Days on Market Until Sale	76	73	- 3.9%	57	58	+ 1.8%
Inventory of Homes for Sale	238	242	+ 1.7%	--	--	--
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.

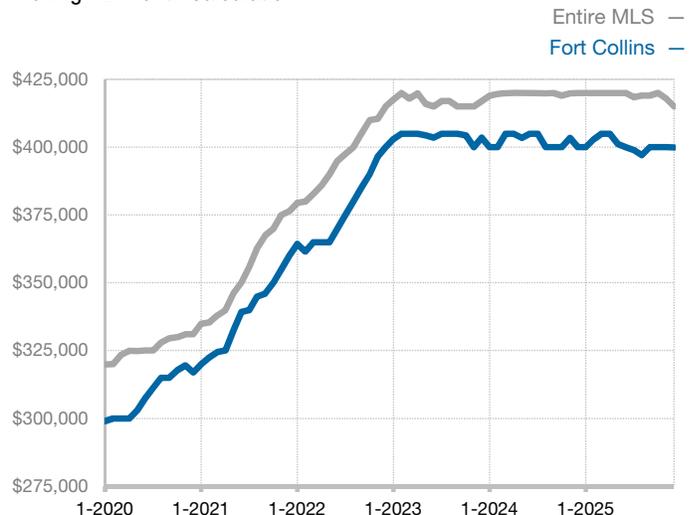
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	35	23	- 34.3%	967	1,072	+ 10.9%
Closed Sales	55	43	- 21.8%	679	690	+ 1.6%
Median Sales Price*	\$405,000	\$410,000	+ 1.2%	\$400,000	\$399,945	- 0.0%
Average Sales Price*	\$418,572	\$408,100	- 2.5%	\$415,244	\$418,346	+ 0.7%
Percent of List Price Received*	98.9%	98.4%	- 0.5%	99.1%	98.6%	- 0.5%
Days on Market Until Sale	74	89	+ 20.3%	73	77	+ 5.5%
Inventory of Homes for Sale	152	138	- 9.2%	--	--	--
Months Supply of Inventory	2.7	2.4	- 11.1%	--	--	--

* 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 December 2025

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Greeley

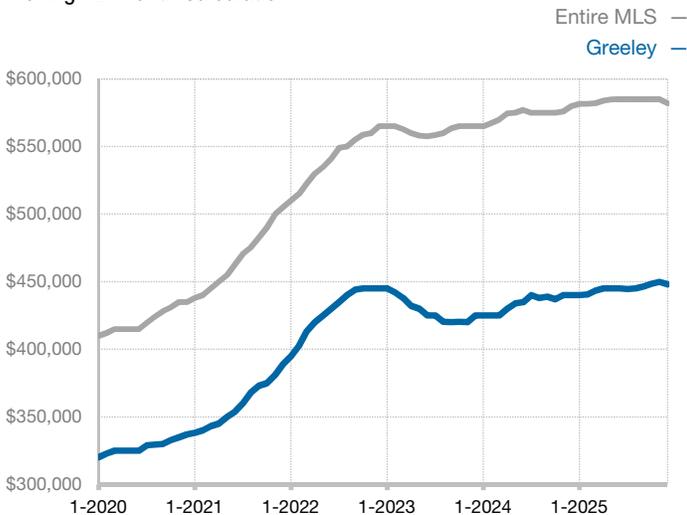
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	67	76	+ 13.4%	1,510	1,637	+ 8.4%
Closed Sales	56	98	+ 75.0%	1,117	1,179	+ 5.6%
Median Sales Price*	\$435,000	\$415,000	- 4.6%	\$440,000	\$447,990	+ 1.8%
Average Sales Price*	\$465,872	\$434,470	- 6.7%	\$461,741	\$467,768	+ 1.3%
Percent of List Price Received*	99.7%	99.1%	- 0.6%	99.4%	99.3%	- 0.1%
Days on Market Until Sale	60	72	+ 20.0%	58	66	+ 13.8%
Inventory of Homes for Sale	216	257	+ 19.0%	--	--	--
Months Supply of Inventory	2.3	2.6	+ 13.0%	--	--	--

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

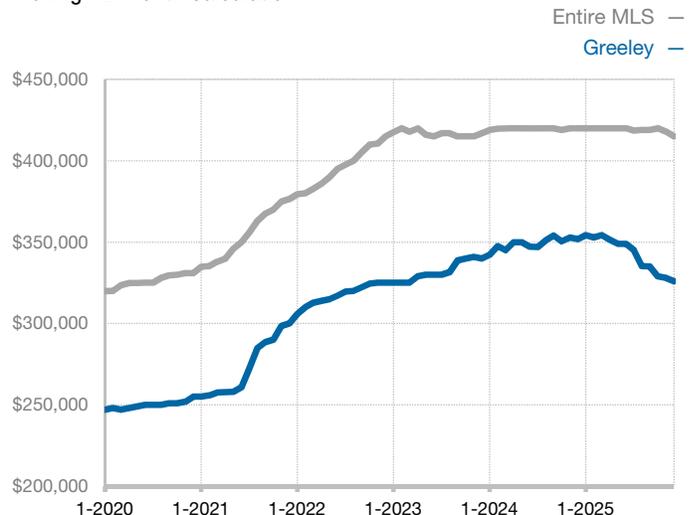
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	10	12	+ 20.0%	306	319	+ 4.2%
Closed Sales	13	13	0.0%	221	182	- 17.6%
Median Sales Price*	\$335,400	\$320,000	- 4.6%	\$351,850	\$326,000	- 7.3%
Average Sales Price*	\$314,210	\$328,369	+ 4.5%	\$347,055	\$333,237	- 4.0%
Percent of List Price Received*	99.0%	98.8%	- 0.2%	99.2%	98.9%	- 0.3%
Days on Market Until Sale	86	66	- 23.3%	66	71	+ 7.6%
Inventory of Homes for Sale	52	57	+ 9.6%	--	--	--
Months Supply of Inventory	2.8	3.8	+ 35.7%	--	--	--

* 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 2025

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Johnstown

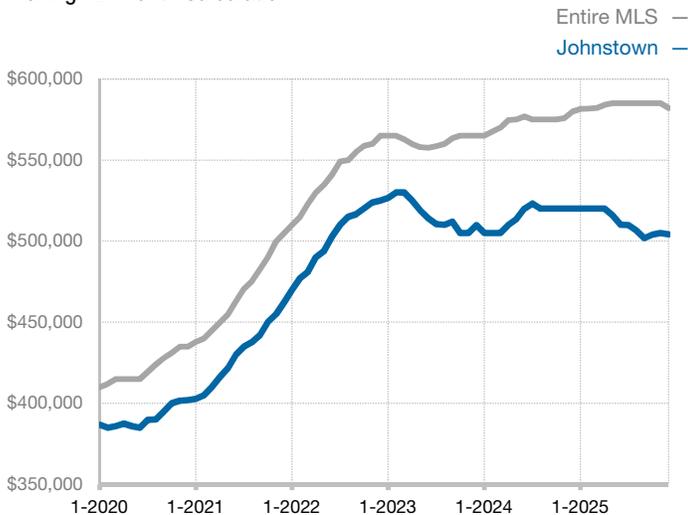
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	58	48	- 17.2%	750	981	+ 30.8%
Closed Sales	57	71	+ 24.6%	564	713	+ 26.4%
Median Sales Price*	\$520,000	\$509,990	- 1.9%	\$520,000	\$504,130	- 3.1%
Average Sales Price*	\$526,092	\$520,389	- 1.1%	\$542,356	\$519,057	- 4.3%
Percent of List Price Received*	98.2%	99.2%	+ 1.0%	99.2%	99.5%	+ 0.3%
Days on Market Until Sale	72	92	+ 27.8%	60	71	+ 18.3%
Inventory of Homes for Sale	135	142	+ 5.2%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.2%	--	--	--

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

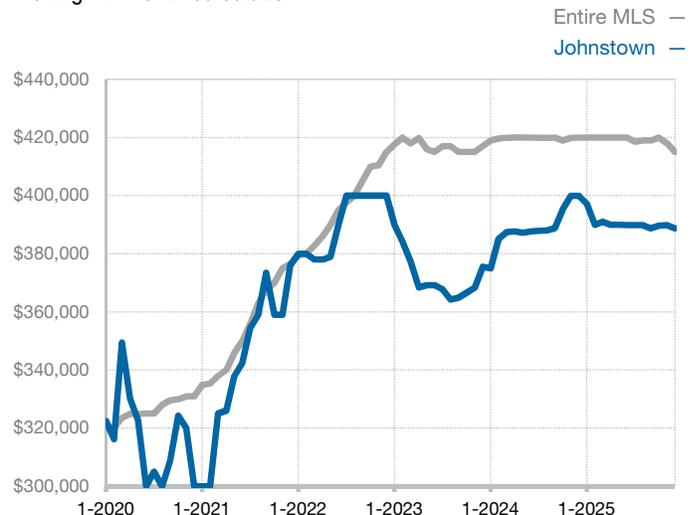
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	13	7	- 46.2%	142	158	+ 11.3%
Closed Sales	8	14	+ 75.0%	93	114	+ 22.6%
Median Sales Price*	\$380,000	\$367,450	- 3.3%	\$399,900	\$388,775	- 2.8%
Average Sales Price*	\$376,456	\$376,561	+ 0.0%	\$391,369	\$384,825	- 1.7%
Percent of List Price Received*	98.7%	99.3%	+ 0.6%	99.7%	99.4%	- 0.3%
Days on Market Until Sale	58	151	+ 160.3%	61	82	+ 34.4%
Inventory of Homes for Sale	50	31	- 38.0%	--	--	--
Months Supply of Inventory	6.5	3.3	- 49.2%	--	--	--

* 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 2025

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Longmont

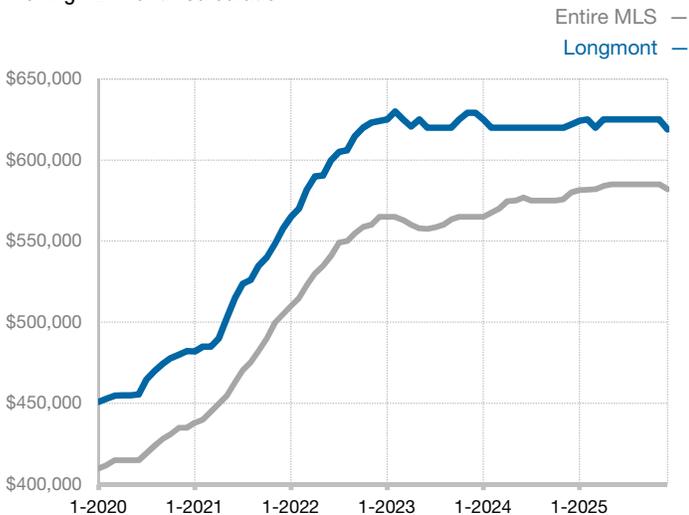
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	75	50	- 33.3%	1,615	1,689	+ 4.6%
Closed Sales	97	103	+ 6.2%	1,150	1,224	+ 6.4%
Median Sales Price*	\$637,500	\$555,000	- 12.9%	\$622,000	\$619,000	- 0.5%
Average Sales Price*	\$738,772	\$676,936	- 8.4%	\$739,537	\$735,486	- 0.5%
Percent of List Price Received*	98.7%	98.0%	- 0.7%	99.0%	98.5%	- 0.5%
Days on Market Until Sale	75	68	- 9.3%	54	57	+ 5.6%
Inventory of Homes for Sale	235	194	- 17.4%	--	--	--
Months Supply of Inventory	2.5	1.9	- 24.0%	--	--	--

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

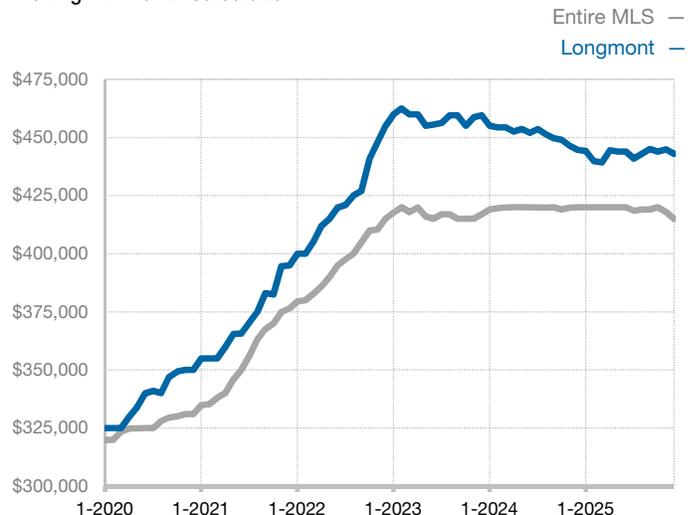
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	16	27	+ 68.8%	443	559	+ 26.2%
Closed Sales	27	23	- 14.8%	318	298	- 6.3%
Median Sales Price*	\$449,800	\$372,500	- 17.2%	\$444,675	\$442,985	- 0.4%
Average Sales Price*	\$441,224	\$418,698	- 5.1%	\$450,236	\$448,932	- 0.3%
Percent of List Price Received*	98.7%	99.0%	+ 0.3%	99.0%	98.9%	- 0.1%
Days on Market Until Sale	97	125	+ 28.9%	95	75	- 21.1%
Inventory of Homes for Sale	97	98	+ 1.0%	--	--	--
Months Supply of Inventory	3.7	3.9	+ 5.4%	--	--	--

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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 December 2025

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Loveland

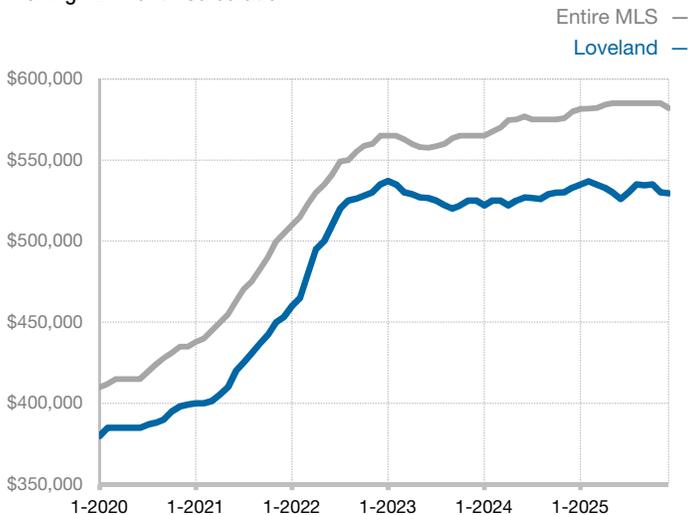
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	73	58	- 20.5%	1,552	1,789	+ 15.3%
Closed Sales	95	116	+ 22.1%	1,125	1,207	+ 7.3%
Median Sales Price*	\$533,500	\$520,000	- 2.5%	\$533,125	\$529,500	- 0.7%
Average Sales Price*	\$548,006	\$608,743	+ 11.1%	\$619,451	\$631,296	+ 1.9%
Percent of List Price Received*	99.1%	98.2%	- 0.9%	99.1%	98.8%	- 0.3%
Days on Market Until Sale	70	78	+ 11.4%	58	64	+ 10.3%
Inventory of Homes for Sale	200	237	+ 18.5%	--	--	--
Months Supply of Inventory	2.1	2.4	+ 14.3%	--	--	--

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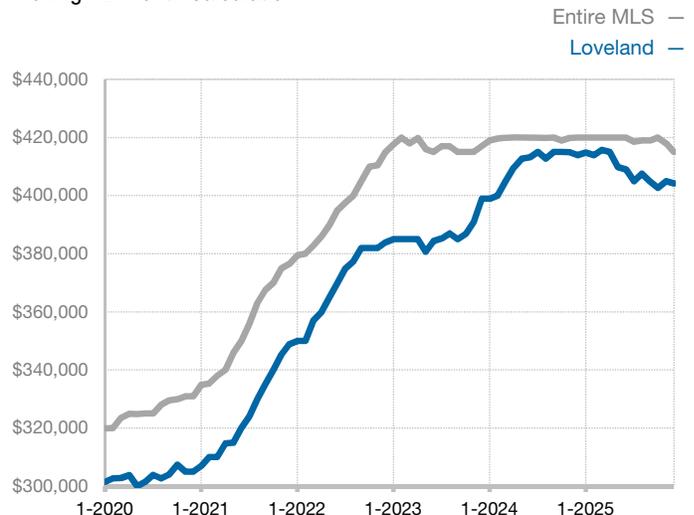
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	15	25	+ 66.7%	385	412	+ 7.0%
Closed Sales	17	25	+ 47.1%	270	270	0.0%
Median Sales Price*	\$353,000	\$384,990	+ 9.1%	\$413,962	\$404,210	- 2.4%
Average Sales Price*	\$393,047	\$381,848	- 2.8%	\$423,292	\$423,645	+ 0.1%
Percent of List Price Received*	98.5%	99.1%	+ 0.6%	99.6%	99.1%	- 0.5%
Days on Market Until Sale	141	116	- 17.7%	100	105	+ 5.0%
Inventory of Homes for Sale	106	83	- 21.7%	--	--	--
Months Supply of Inventory	4.7	3.7	- 21.3%	--	--	--

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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 December 2025

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Wellington

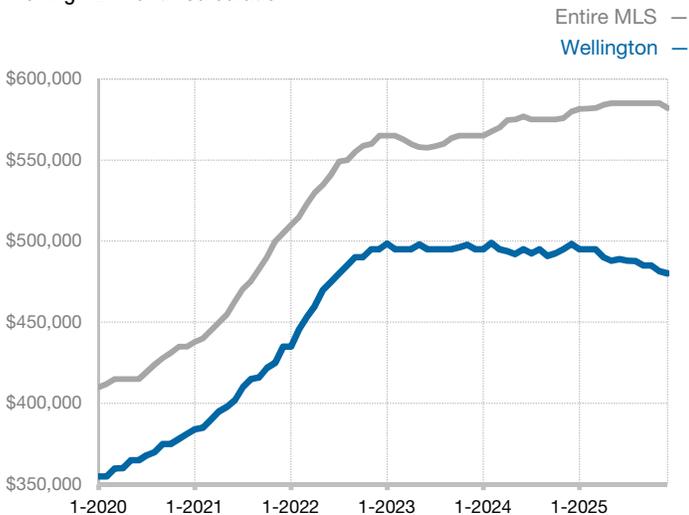
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	18	10	- 44.4%	366	331	- 9.6%
Closed Sales	16	9	- 43.8%	244	242	- 0.8%
Median Sales Price*	\$498,250	\$445,000	- 10.7%	\$498,250	\$480,000	- 3.7%
Average Sales Price*	\$523,178	\$458,111	- 12.4%	\$550,533	\$532,830	- 3.2%
Percent of List Price Received*	99.7%	97.7%	- 2.0%	99.3%	99.5%	+ 0.2%
Days on Market Until Sale	71	64	- 9.9%	66	77	+ 16.7%
Inventory of Homes for Sale	47	41	- 12.8%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--

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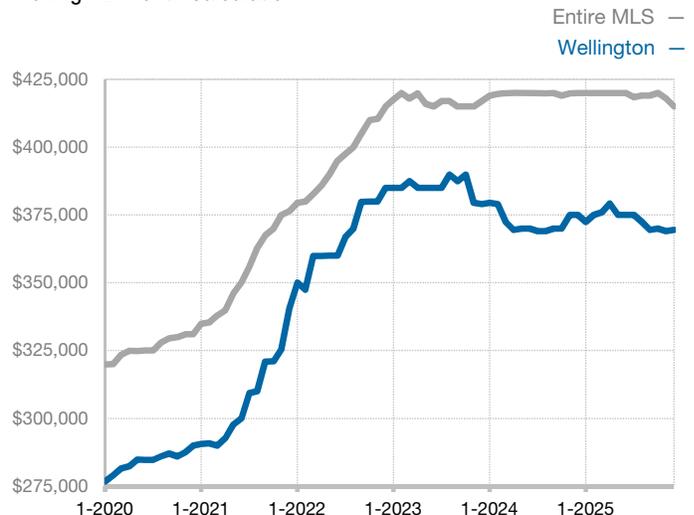
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	5	2	- 60.0%	52	46	- 11.5%
Closed Sales	1	0	- 100.0%	29	32	+ 10.3%
Median Sales Price*	\$350,900	\$0	- 100.0%	\$375,000	\$369,500	- 1.5%
Average Sales Price*	\$350,900	\$0	- 100.0%	\$368,545	\$364,390	- 1.1%
Percent of List Price Received*	100.3%	0.0%	- 100.0%	99.2%	99.1%	- 0.1%
Days on Market Until Sale	88	0	- 100.0%	76	101	+ 32.9%
Inventory of Homes for Sale	9	5	- 44.4%	--	--	--
Months Supply of Inventory	3.7	1.6	- 56.8%	--	--	--

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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 December 2025

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Windsor

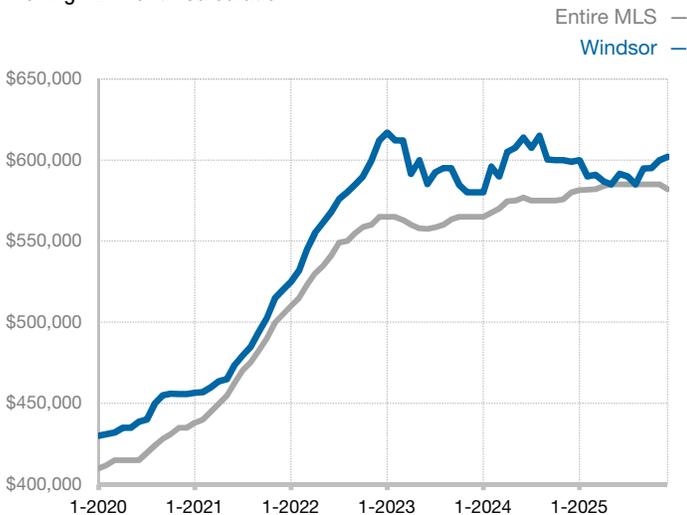
Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	58	43	- 25.9%	1,307	1,349	+ 3.2%
Closed Sales	77	57	- 26.0%	879	975	+ 10.9%
Median Sales Price*	\$578,000	\$633,500	+ 9.6%	\$599,000	\$601,990	+ 0.5%
Average Sales Price*	\$646,840	\$692,637	+ 7.1%	\$691,885	\$719,562	+ 4.0%
Percent of List Price Received*	98.5%	98.3%	- 0.2%	99.2%	99.3%	+ 0.1%
Days on Market Until Sale	103	85	- 17.5%	77	82	+ 6.5%
Inventory of Homes for Sale	238	203	- 14.7%	--	--	--
Months Supply of Inventory	3.2	2.5	- 21.9%	--	--	--

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Key Metrics	December			Year to Date		
	2024	2025	Percent Change from Previous Year	Thru 12-2024	Thru 12-2025	Percent Change from Previous Year
New Listings	5	8	+ 60.0%	150	187	+ 24.7%
Closed Sales	6	5	- 16.7%	102	95	- 6.9%
Median Sales Price*	\$430,000	\$300,000	- 30.2%	\$422,750	\$439,640	+ 4.0%
Average Sales Price*	\$446,167	\$334,500	- 25.0%	\$425,124	\$454,710	+ 7.0%
Percent of List Price Received*	97.7%	98.4%	+ 0.7%	98.6%	99.6%	+ 1.0%
Days on Market Until Sale	159	113	- 28.9%	112	107	- 4.5%
Inventory of Homes for Sale	34	32	- 5.9%	--	--	--
Months Supply of Inventory	4.0	4.0	0.0%	--	--	--

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