

A REALTOR & CONSUMER ADVOCACY DEPARTMENT SERVICE



# FCBR 2021

FORT COLLINS BOARD OF REALTORS®

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# Monthly Indicators



## February 2021

New Listings were down 15.7 percent for single family homes and 27.9 percent for townhouse-condo properties. Pending Sales landed at 201 for single family homes and 74 for townhouse-condo properties.

The Median Sales Price was up 14.1 percent to \$485,000 for single family homes and 12.4 percent to \$353,466 for townhouse-condo properties. Days on Market decreased 3.8 percent for single family homes and 39.1 percent for townhouse-condo properties.

For homeowners currently struggling due to COVID-19, government agencies are continuing efforts to help those in need. The Federal Housing Finance Agency announced they will allow homeowners with loans backed by Fannie Mae and Freddie Mac to receive an additional three months of forbearance, extending total payment relief to up to 18 months. Qualified homeowners must already be in a forbearance plan as of the end of February.

## Activity Snapshot

<b>- 2.9%</b>	<b>- 3.8%</b>	<b>+ 14.1%</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	2-2020	2-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		236	199	- 15.7%	487	407	- 16.4%
<b>Pending Sales</b>		218	201	- 7.8%	446	412	- 7.6%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		170	165	- 2.9%	305	330	+ 8.2%
<b>Median Sales Price</b>		\$425,000	\$485,000	+ 14.1%	\$420,000	\$475,755	+ 13.3%
<b>Avg. Sales Price</b>		\$479,033	\$541,450	+ 13.0%	\$477,042	\$541,806	+ 13.6%
<b>Pct. of List Price Received</b>		99.5%	100.5%	+ 1.0%	99.2%	100.4%	+ 1.2%
<b>Days on Market</b>		79	76	- 3.8%	86	79	- 8.1%
<b>Affordability Index</b>		89	78	- 12.4%	90	80	- 11.1%
<b>Active Listings</b>		393	165	- 58.0%	--	--	--
<b>Months Supply</b>		1.6	0.6	- 62.5%	--	--	--

# 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.



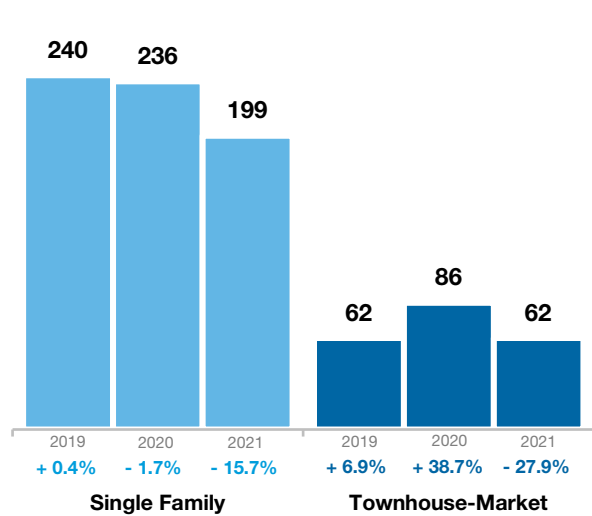
Key Metrics	Historical Sparkbars	2-2020	2-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		86	62	- 27.9%	180	158	- 12.2%
<b>Pending Sales</b>		86	74	- 14.0%	164	153	- 6.7%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		76	64	- 15.8%	133	132	- 0.8%
<b>Median Sales Price</b>		\$314,500	\$353,466	+ 12.4%	\$300,000	\$338,500	+ 12.8%
<b>Avg. Sales Price</b>		\$348,212	\$370,720	+ 6.5%	\$338,557	\$361,506	+ 6.8%
<b>Pct. of List Price Received</b>		98.8%	100.0%	+ 1.2%	98.8%	99.7%	+ 0.9%
<b>Days on Market</b>		133	81	- 39.1%	148	87	- 41.2%
<b>Affordability Index</b>		121	107	- 11.6%	126	112	- 11.1%
<b>Active Listings</b>		159	77	- 51.6%	--	--	--
<b>Months Supply</b>		2.1	1.0	- 52.4%	--	--	--

# New Listings

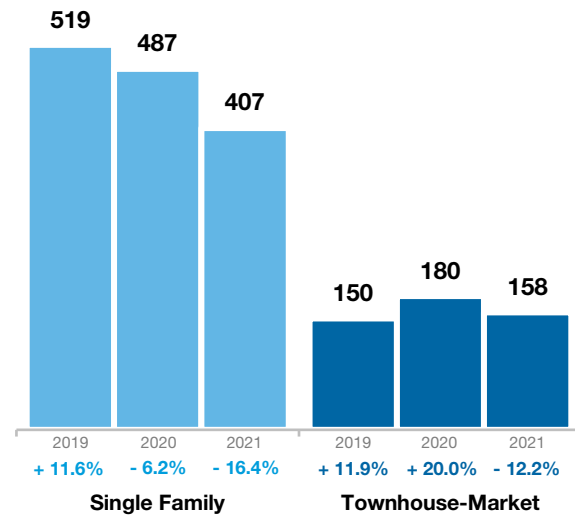
A count of the properties that have been newly listed on the market in a given month.



## February

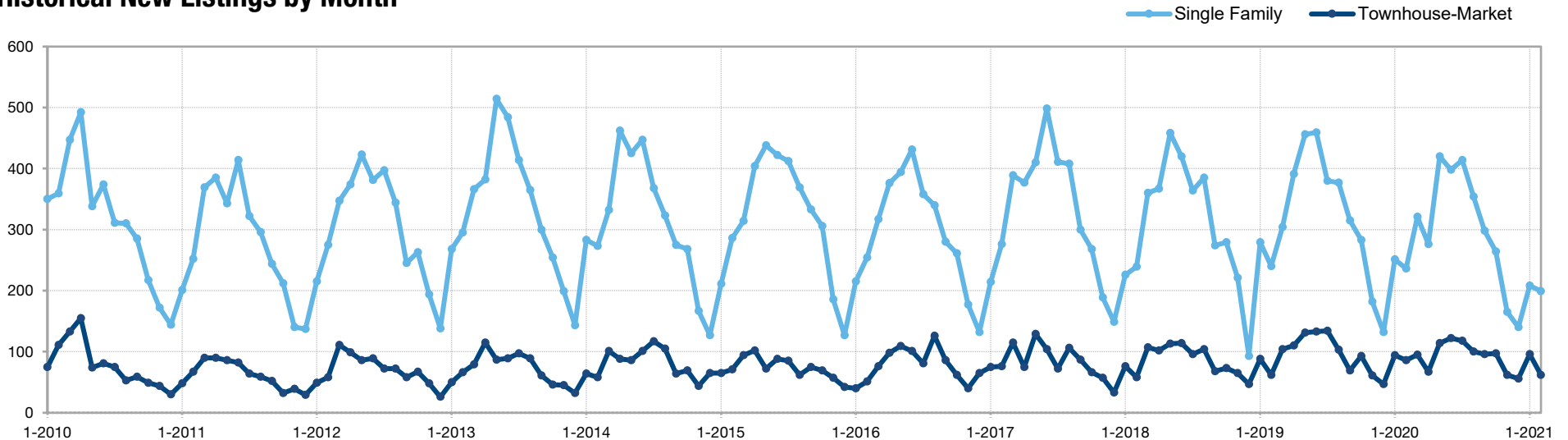


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Mar-2020	321	+5.6%	95	-8.7%
Apr-2020	276	-29.4%	67	-39.1%
May-2020	420	-7.9%	114	-13.0%
Jun-2020	398	-13.3%	122	-8.3%
Jul-2020	414	+8.9%	118	-11.9%
Aug-2020	354	-6.1%	100	-2.9%
Sep-2020	298	-5.4%	96	+39.1%
Oct-2020	264	-6.7%	97	+4.3%
Nov-2020	165	-9.3%	62	+1.6%
Dec-2020	140	+6.1%	56	+19.1%
Jan-2021	208	-17.1%	96	+2.1%
<b>Feb-2021</b>	<b>199</b>	<b>-15.7%</b>	<b>62</b>	<b>-27.9%</b>
12-Month Avg	288	-8.2%	90	-6.9%

## Historical New Listings by Month

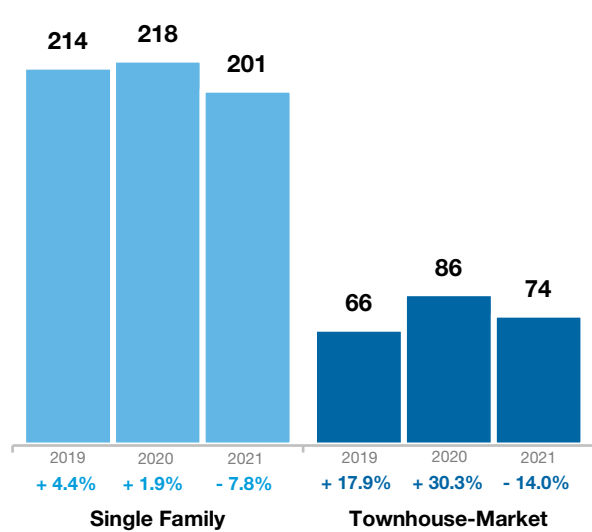


# Pending Sales

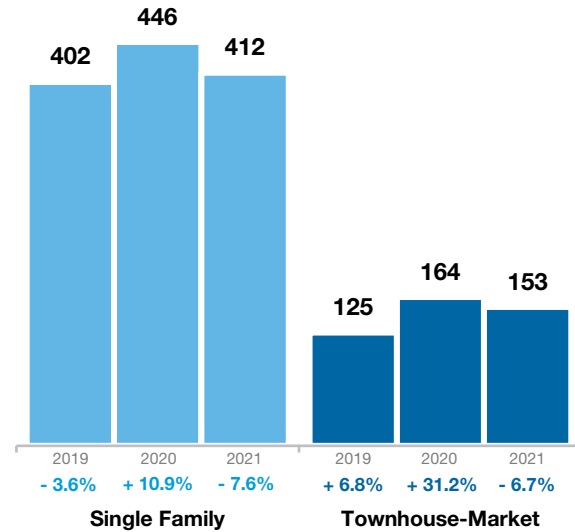
A count of the properties on which offers have been accepted in a given month.



## February

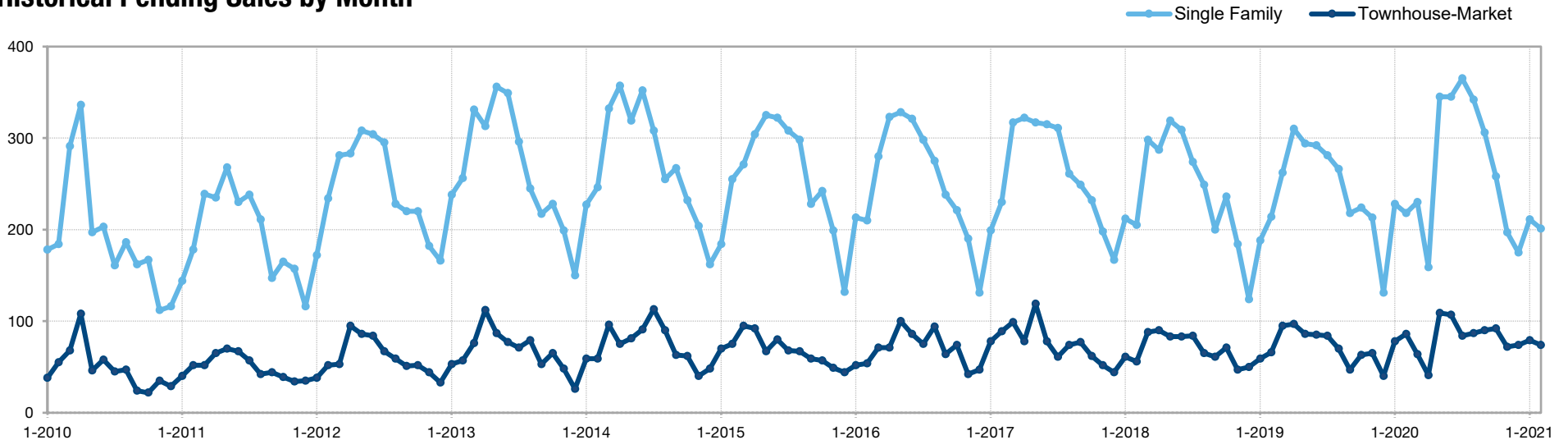


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Mar-2020	230	-12.2%	64	-32.6%
Apr-2020	159	-48.7%	41	-57.7%
May-2020	345	+17.3%	109	+26.7%
Jun-2020	345	+18.2%	107	+25.9%
Jul-2020	365	+29.9%	84	0.0%
Aug-2020	342	+28.6%	87	+24.3%
Sep-2020	306	+40.4%	90	+91.5%
Oct-2020	258	+15.2%	92	+46.0%
Nov-2020	197	-7.5%	72	+10.8%
Dec-2020	175	+33.6%	74	+85.0%
Jan-2021	211	-7.5%	79	+1.3%
<b>Feb-2021</b>	<b>201</b>	<b>-7.8%</b>	<b>74</b>	<b>-14.0%</b>
12-Month Avg	261	+6.7%	81	+8.6%

## Historical Pending Sales by Month

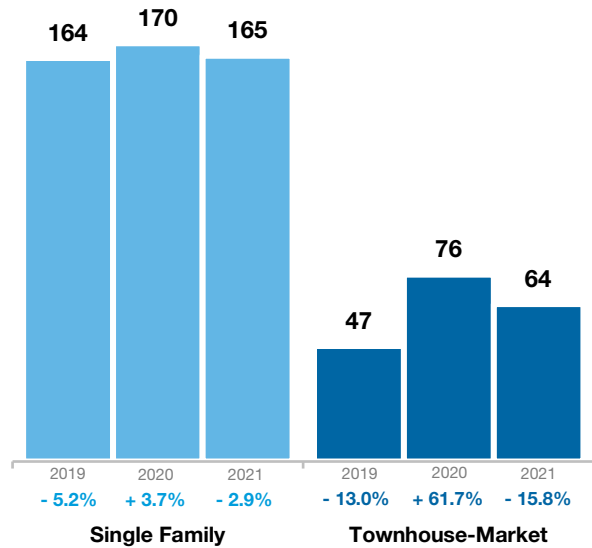


# Sold Listings

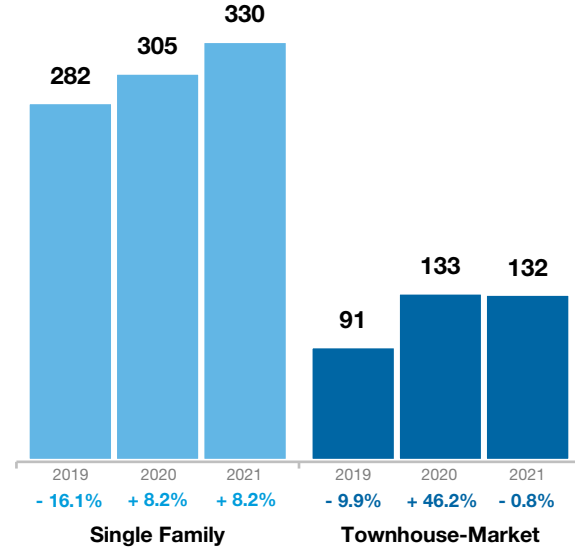
A count of the actual sales that closed in a given month.



## February

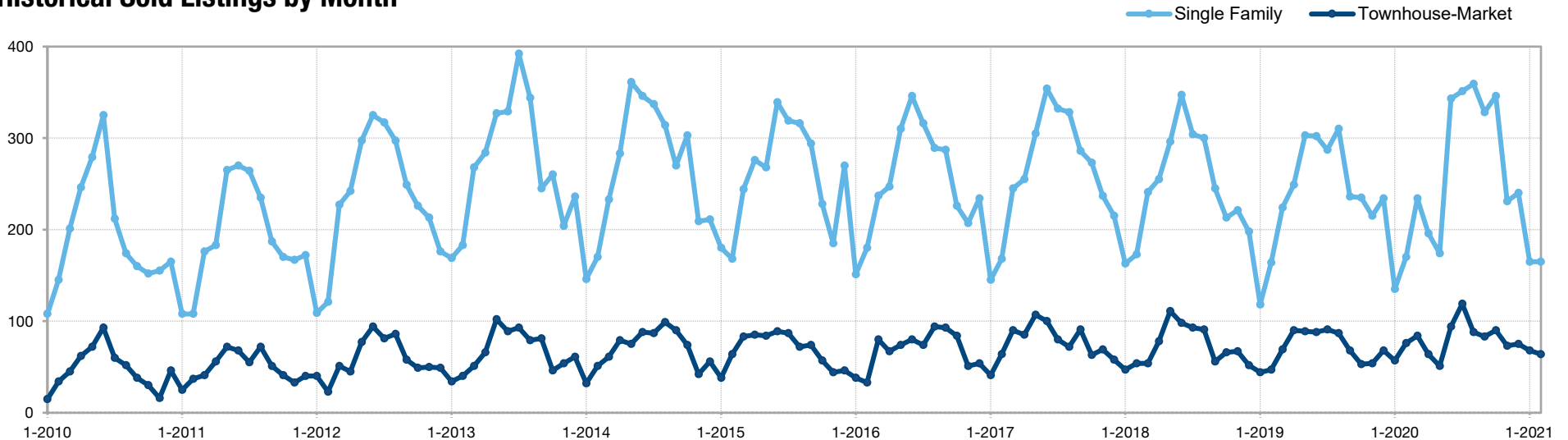


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Mar-2020	234	+4.5%	84	+21.7%
Apr-2020	196	-21.3%	64	-28.9%
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	346	+47.2%	90	+69.8%
Nov-2020	231	+7.4%	73	+35.2%
Dec-2020	240	+2.6%	75	+10.3%
Jan-2021	165	+22.2%	68	+19.3%
<b>Feb-2021</b>	<b>165</b>	<b>-2.9%</b>	<b>64</b>	<b>-15.8%</b>
12-Month Avg	261	+8.0%	79	+7.1%

## Historical Sold Listings by Month



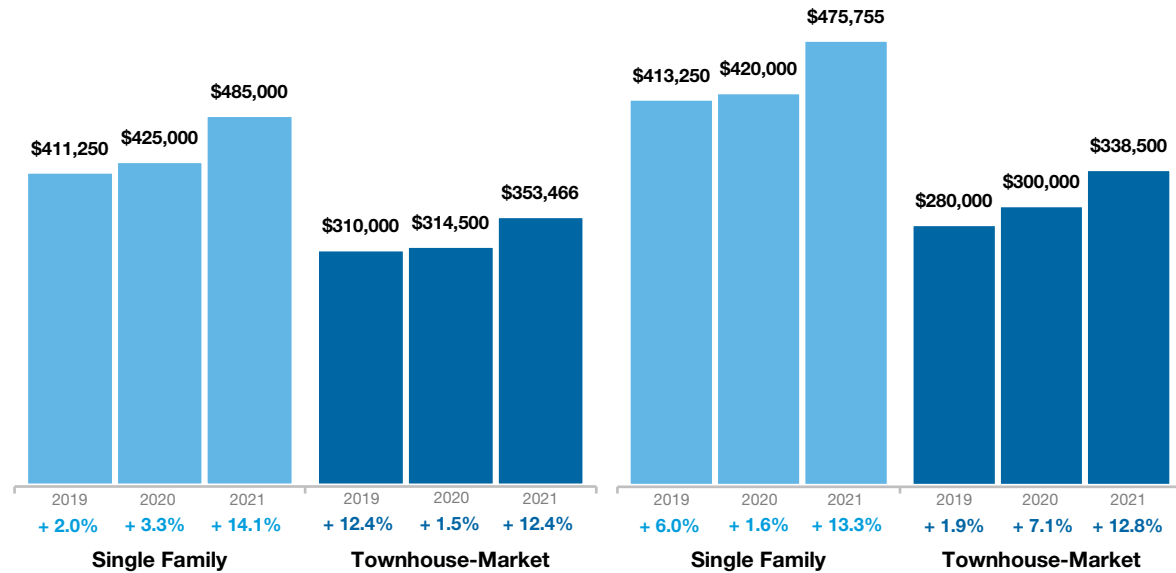


# Median Sales Price

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



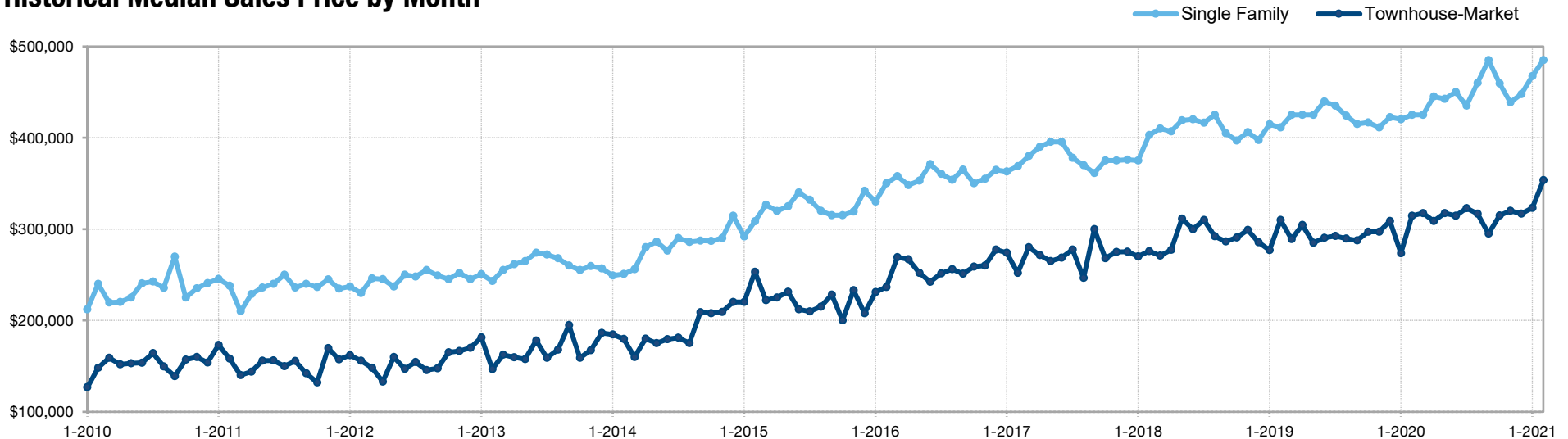
## February



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Mar-2020	\$425,000	0.0%	\$317,500	+9.9%
Apr-2020	\$445,000	+4.7%	\$308,700	+1.3%
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	\$459,500	+10.3%	\$314,700	+6.0%
Nov-2020	\$438,700	+6.7%	\$320,000	+7.7%
Dec-2020	\$447,500	+6.0%	\$316,885	+2.6%
Jan-2021	\$467,500	+11.3%	\$323,000	+18.1%
<b>Feb-2021</b>	<b>\$485,000</b>	<b>+14.1%</b>	<b>\$353,466</b>	<b>+12.4%</b>
12-Month Avg*	\$451,022	+6.1%	\$320,000	+8.5%

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

## Historical Median Sales Price by Month



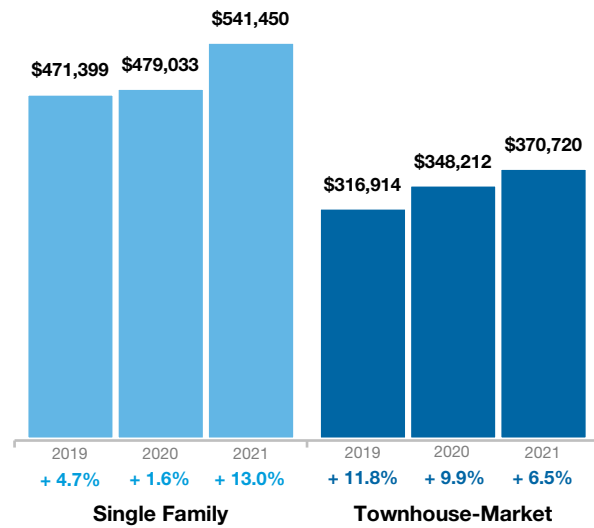


# Average Sales Price

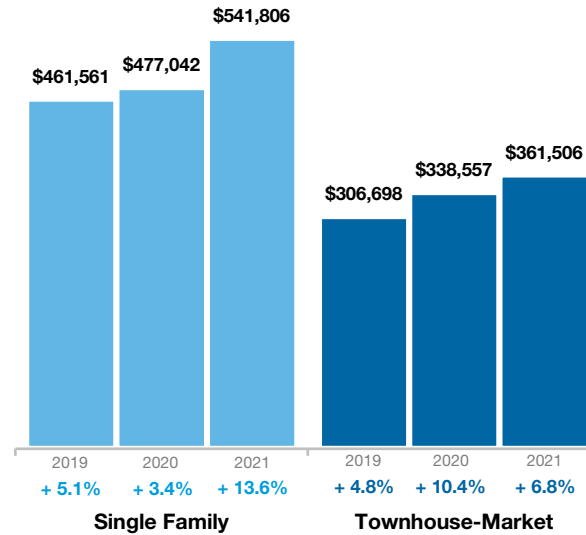
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



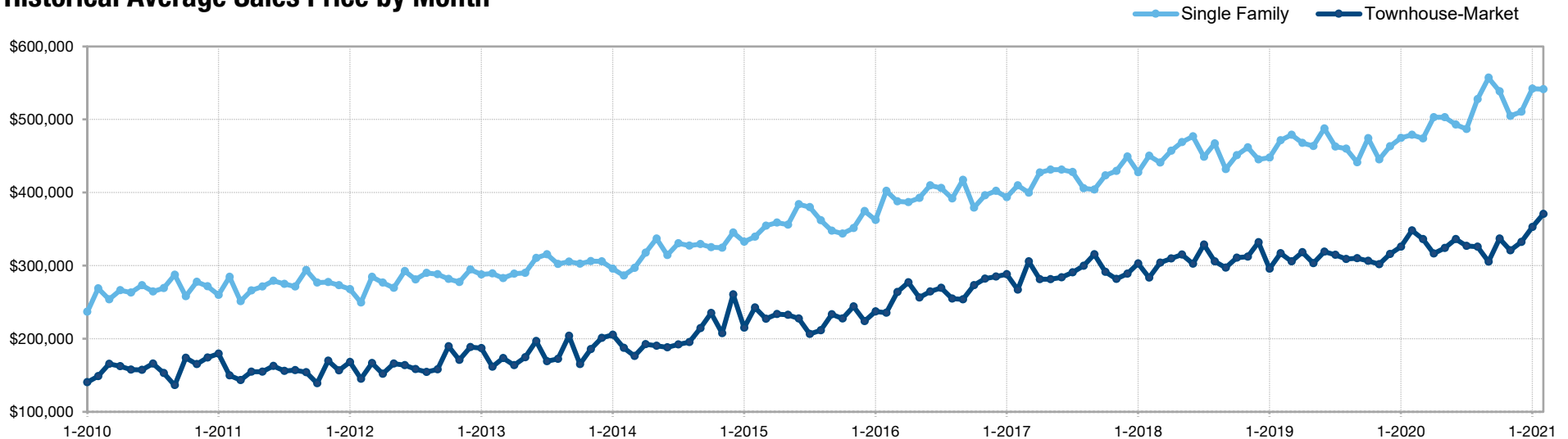
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Mar-2020	\$473,909	-1.1%	\$336,050	+9.9%
Apr-2020	\$502,813	+7.5%	\$316,628	-0.5%
May-2020	\$502,825	+8.5%	\$324,022	+6.8%
Jun-2020	\$492,801	+1.1%	\$336,088	+5.4%
Jul-2020	\$486,830	+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	\$538,366	+13.5%	\$336,903	+9.9%
Nov-2020	\$504,893	+13.4%	\$320,831	+6.3%
Dec-2020	\$510,375	+10.2%	\$332,438	+5.3%
Jan-2021	\$542,162	+14.3%	\$352,834	+8.3%
<b>Feb-2021</b>	<b>\$541,450</b>	<b>+13.0%</b>	<b>\$370,720</b>	<b>+6.5%</b>
12-Month Avg*	\$515,063	+10.5%	\$331,508	+5.2%

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

## Historical Average Sales Price by Month



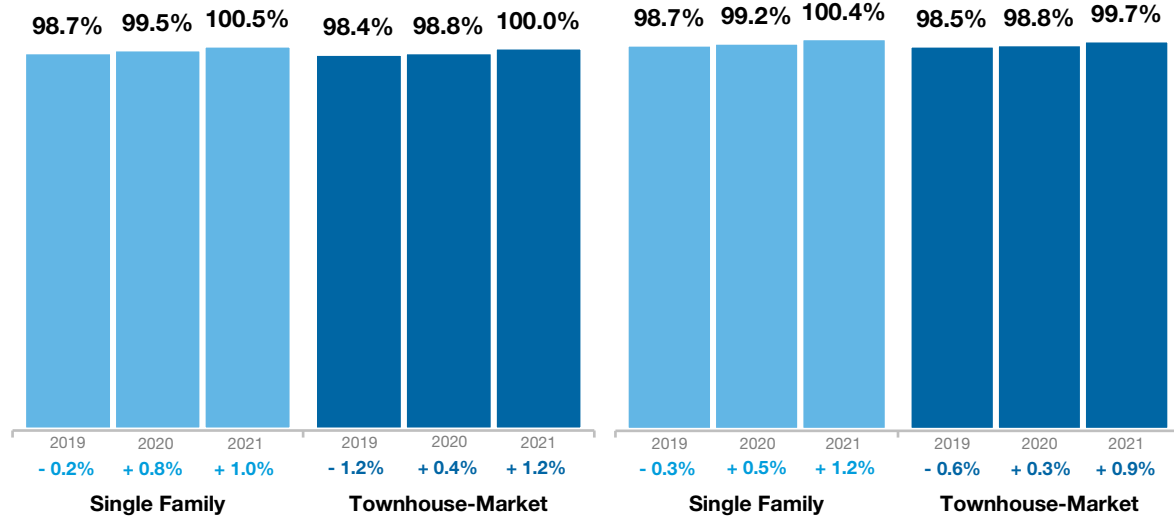
# Percent of List Price Received

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.



## February

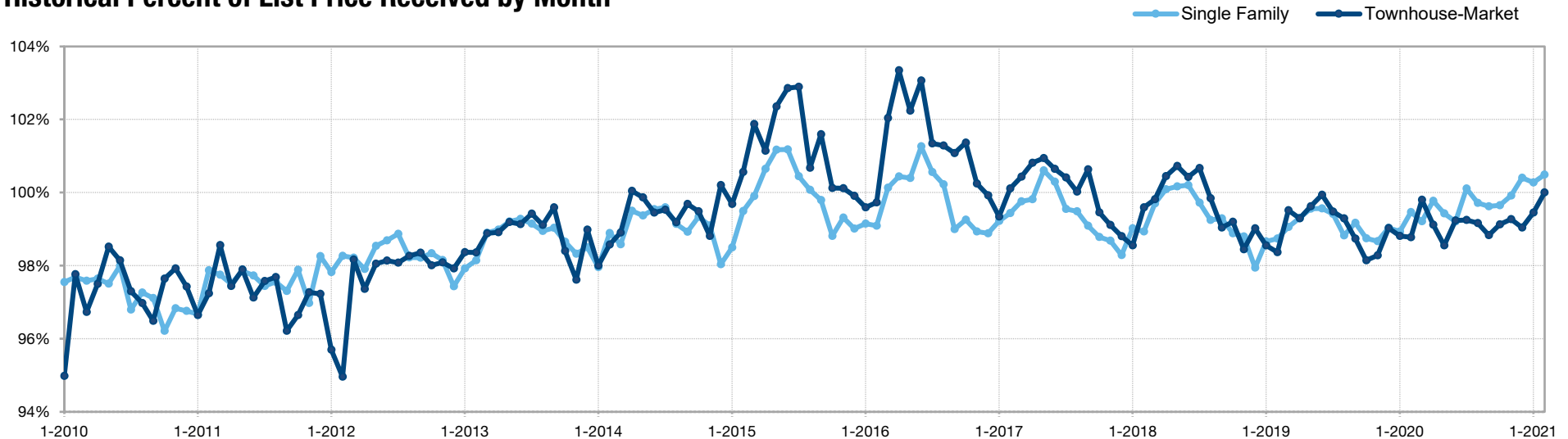
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Mar-2020	99.2%	+0.1%	99.8%	+0.3%
Apr-2020	99.8%	+0.5%	99.1%	-0.2%
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%
<b>Feb-2021</b>	<b>100.5%</b>	<b>+1.0%</b>	<b>100.0%</b>	<b>+1.2%</b>
12-Month Avg*	99.2%	+0.6%	99.2%	+0.1%

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

## Historical Percent of List Price Received by Month



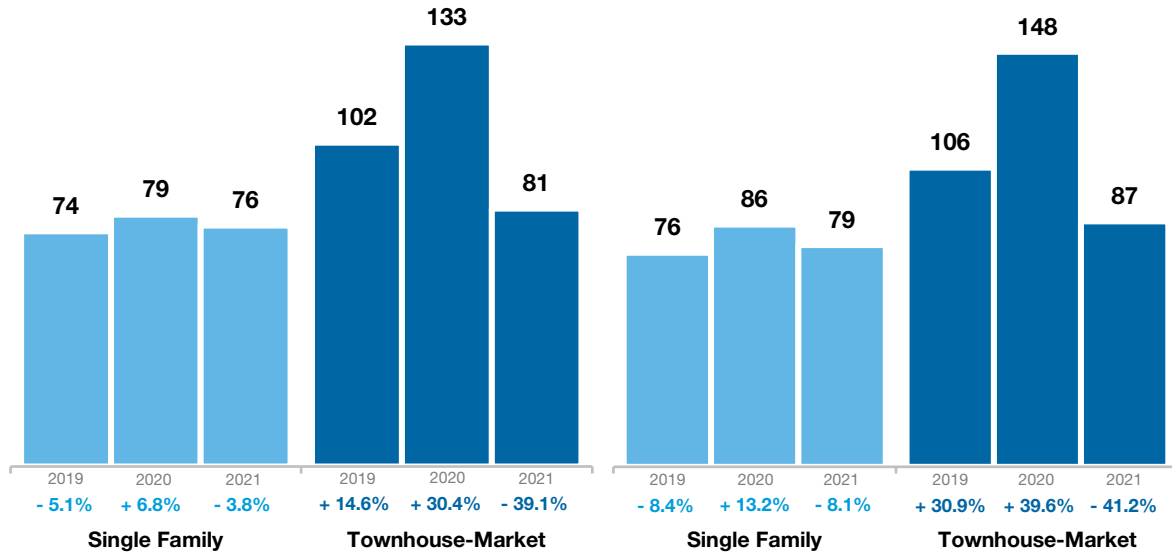
# Days on Market Until Sale

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



## February

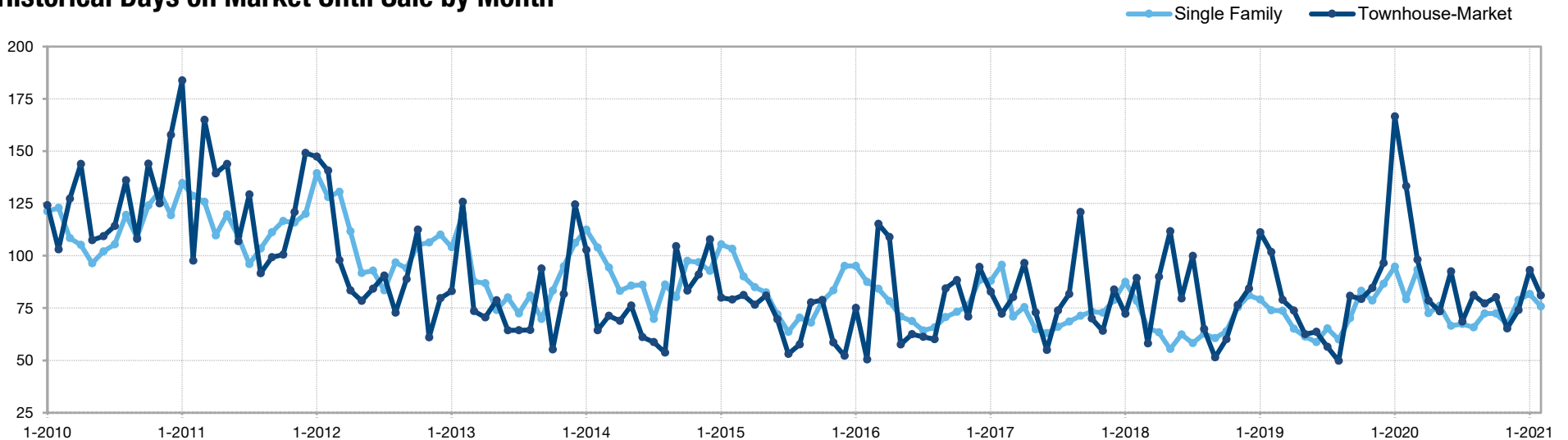
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Mar-2020	93	+25.7%	98	+24.1%
Apr-2020	73	+12.3%	79	+6.8%
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	72	-13.3%	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%
<b>Feb-2021</b>	<b>76</b>	<b>-3.8%</b>	<b>81</b>	<b>-39.1%</b>
12-Month Avg	73	+2.8%	80	-2.4%

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

## Historical Days on Market Until Sale by Month



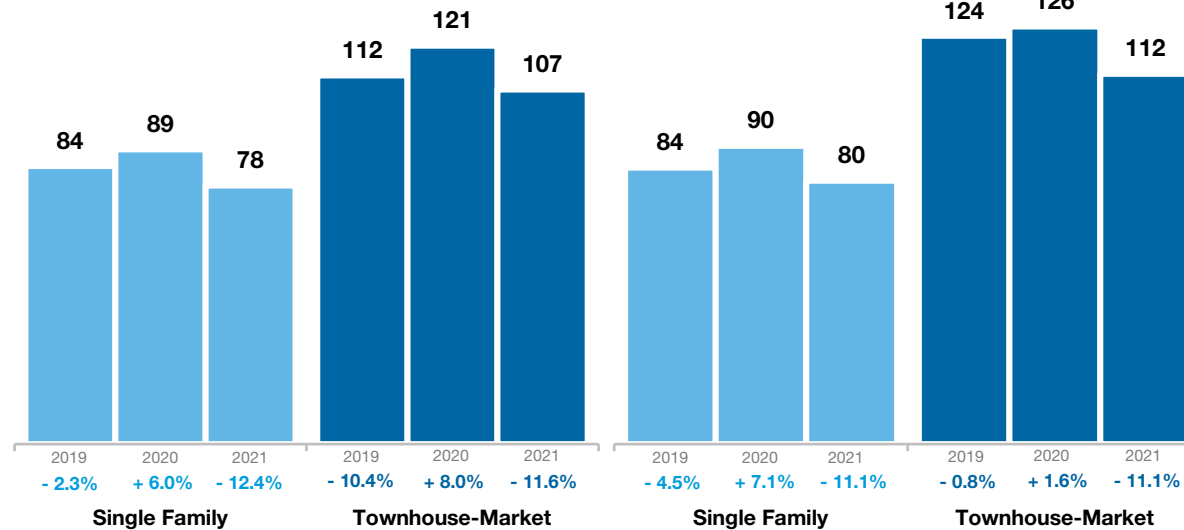
# Housing Affordability Index

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.



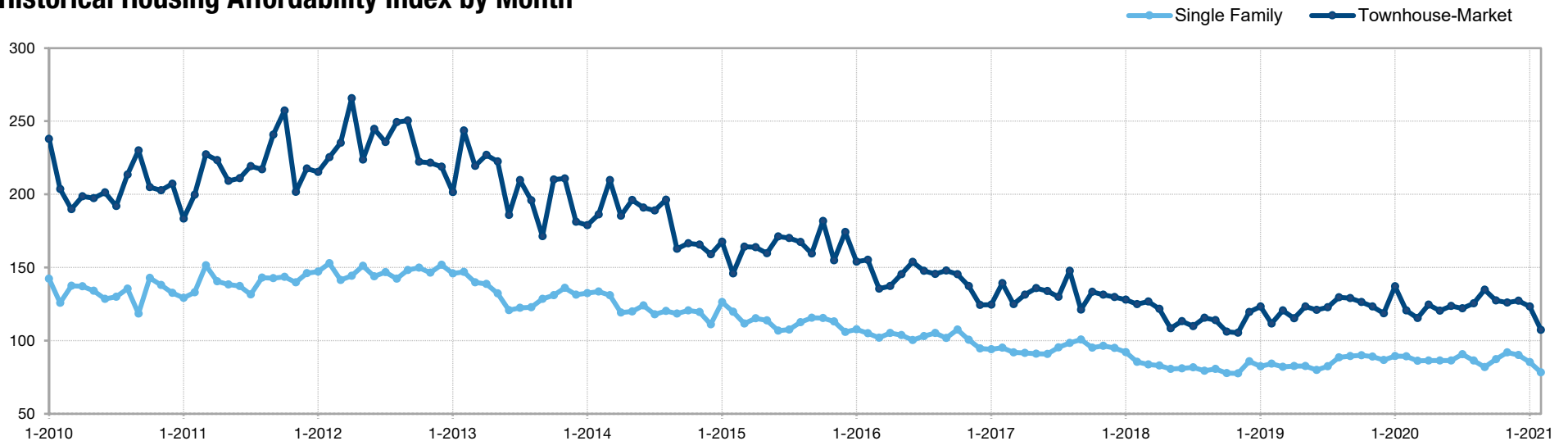
## February

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Mar-2020	86	+4.9%	115	-5.0%
Apr-2020	86	+3.6%	124	+7.8%
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%
<b>Feb-2021</b>	<b>78</b>	<b>-12.4%</b>	<b>107</b>	<b>-11.6%</b>
12-Month Avg	86	-9.3%	86	-13.7%

## Historical Housing Affordability Index by Month

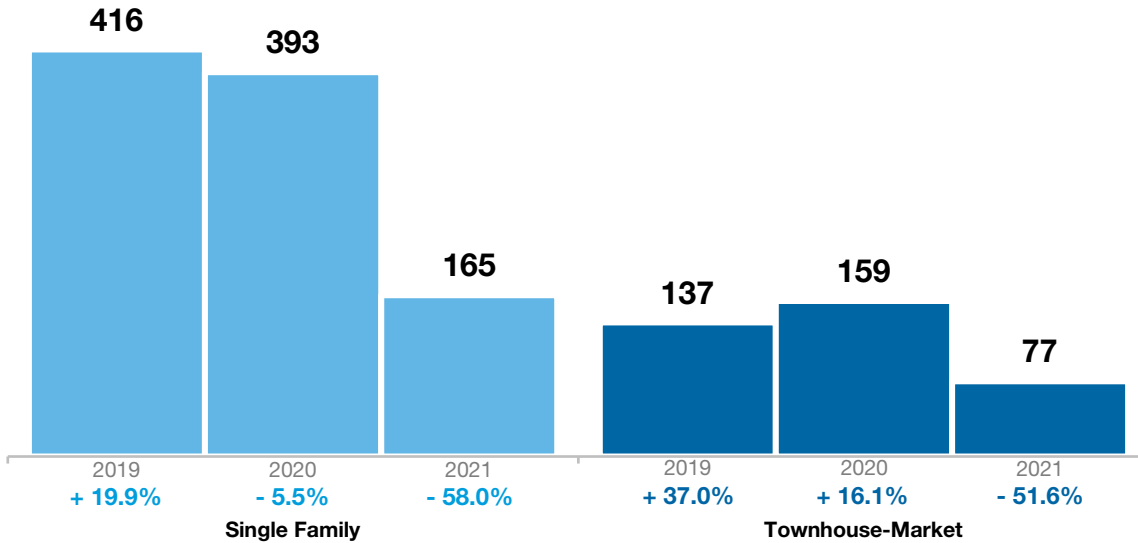


# Inventory of Active Listings

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



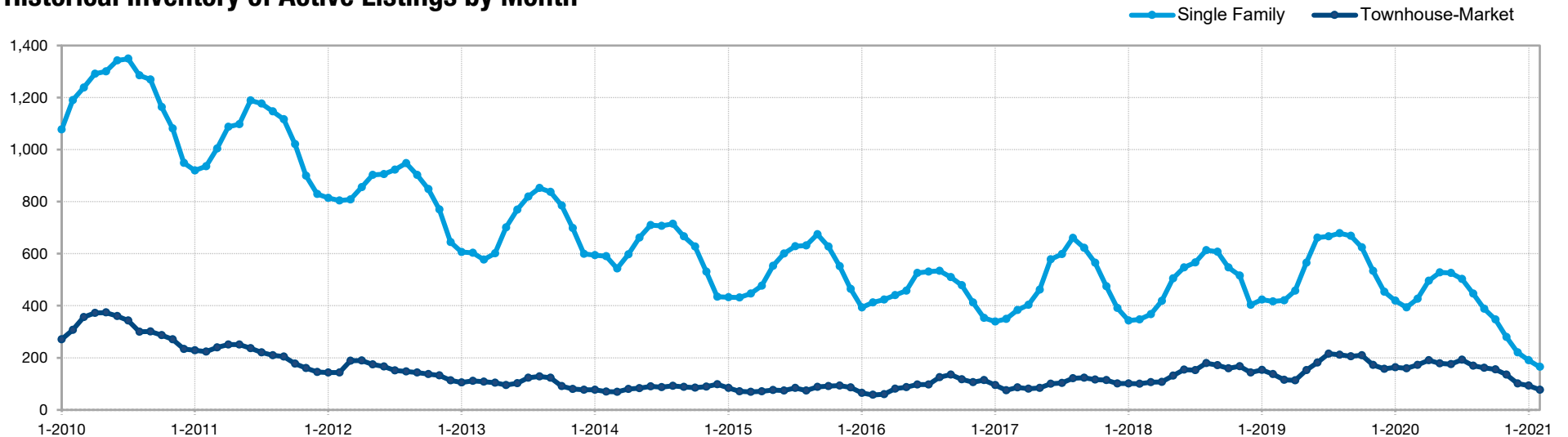
## February



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Mar-2020	426	+1.4%	173	+50.4%
Apr-2020	496	+8.3%	191	+69.0%
May-2020	528	-6.5%	179	+17.8%
Jun-2020	526	-20.4%	176	-3.3%
Jul-2020	503	-24.5%	193	-10.6%
Aug-2020	447	-34.1%	169	-20.3%
Sep-2020	388	-41.9%	161	-21.8%
Oct-2020	347	-44.4%	155	-26.2%
Nov-2020	280	-47.6%	135	-22.0%
Dec-2020	221	-51.3%	101	-35.7%
Jan-2021	191	-54.4%	93	-42.9%
<b>Feb-2021</b>	<b>165</b>	<b>-58.0%</b>	<b>77</b>	<b>-51.6%</b>
12-Month Avg*	377	-30.9%	150	-12.4%

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

## Historical Inventory of Active Listings by Month

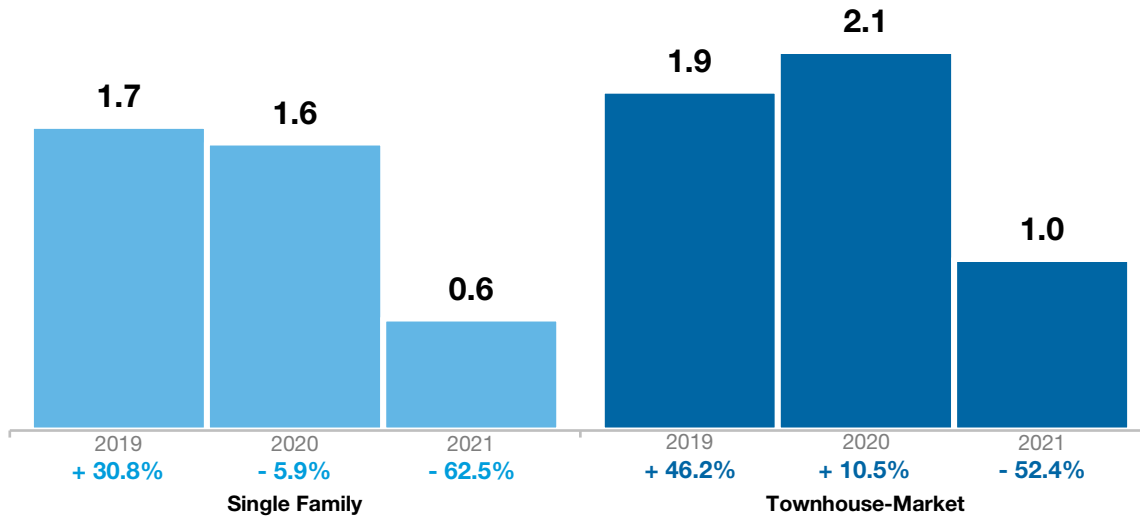


# Months Supply of Inventory

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.



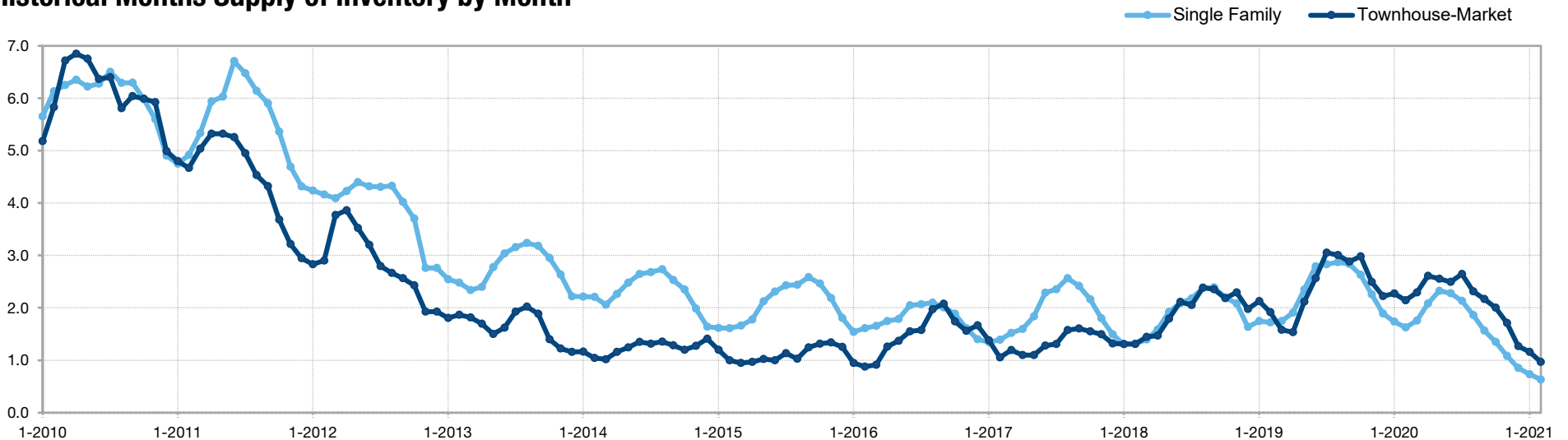
## February



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Mar-2020	1.8	+5.9%	2.3	+43.8%
Apr-2020	2.1	+10.5%	2.6	+73.3%
May-2020	2.3	0.0%	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	1.3	-50.0%	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	0.7	-58.8%	1.2	-47.8%
<b>Feb-2021</b>	<b>0.6</b>	<b>-62.5%</b>	<b>1.0</b>	<b>-52.4%</b>
12-Month Avg*	1.6	-32.1%	2.0	-16.1%

\* Months Supply for all properties from March 2020 through February 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	2-2020	2-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		322	<b>261</b>	- 18.9%	667	<b>565</b>	- 15.3%
<b>Pending Sales</b>		304	<b>275</b>	- 9.5%	164	<b>153</b>	- 6.7%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		246	<b>229</b>	- 6.9%	438	<b>462</b>	+ 5.5%
<b>Median Sales Price</b>		\$394,000	<b>\$444,015</b>	+ 12.7%	\$392,000	<b>\$440,621</b>	+ 12.4%
<b>Avg. Sales Price</b>		\$438,616	<b>\$493,735</b>	+ 12.7%	\$434,990	<b>\$490,292</b>	+ 12.7%
<b>Pct. of List Price Received</b>		99.3%	<b>100.4%</b>	+ 1.1%	99.1%	<b>100.2%</b>	+ 1.1%
<b>Days on Market</b>		96	<b>77</b>	- 22.9%	105	<b>81</b>	- 22.9%
<b>Affordability Index</b>		96	<b>86</b>	- 11.0%	97	<b>86</b>	- 11.0%
<b>Active Listings</b>		552	<b>242</b>	- 56.2%	--	--	--
<b>Months Supply</b>		1.7	<b>0.7</b>	- 59.3%	--	--	--

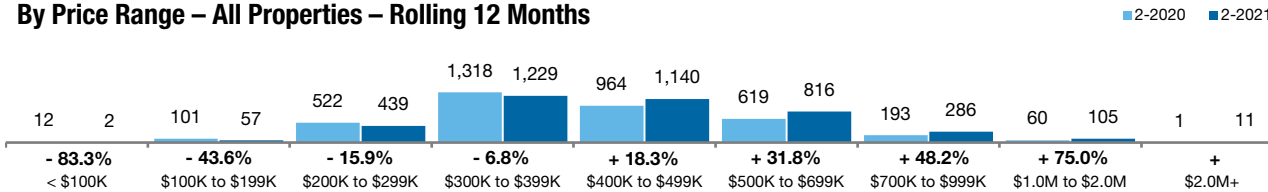


# Sold Listings

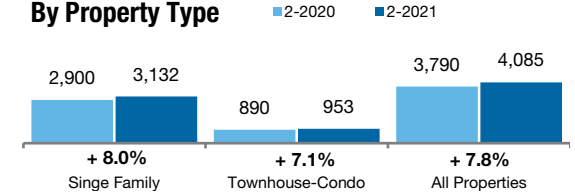
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	2-2020	2-2021	Change	2-2020	2-2021	Change
\$99,999 and Below	12	2	-83.3%	0	0	--
\$100,000 to \$199,999	47	23	-51.1%	54	34	-37.0%
\$200,000 to \$299,999	114	81	-28.9%	408	358	-12.3%
\$300,000 to \$399,999	1,002	789	-21.3%	316	440	+39.2%
\$400,000 to \$499,999	895	1,064	+18.9%	69	76	+10.1%
\$500,000 to \$699,999	591	789	+33.5%	28	27	-3.6%
\$700,000 to \$999,999	182	272	+49.5%	11	14	+27.3%
\$1,000,000 to \$1,999,999	56	101	+80.4%	4	4	0.0%
\$2,000,000 and Above	1	11	+166.6%	0	0	--
<b>All Price Ranges</b>	<b>2,900</b>	<b>3,132</b>	<b>+8.0%</b>	<b>890</b>	<b>953</b>	<b>+7.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	1-2021	2-2021	Change	1-2021	2-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	1	--	5	1	-80.0%
\$200,000 to \$299,999	1	2	+100.0%	22	14	-36.4%
\$300,000 to \$399,999	31	30	-3.2%	28	33	+17.9%
\$400,000 to \$499,999	66	60	-9.1%	7	10	+42.9%
\$500,000 to \$699,999	47	48	+2.1%	3	5	+66.7%
\$700,000 to \$999,999	11	16	+45.5%	1	1	0.0%
\$1,000,000 to \$1,999,999	8	7	-12.5%	2	0	-100.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>165</b>	<b>165</b>	<b>0.0%</b>	<b>68</b>	<b>64</b>	<b>-5.9%</b>

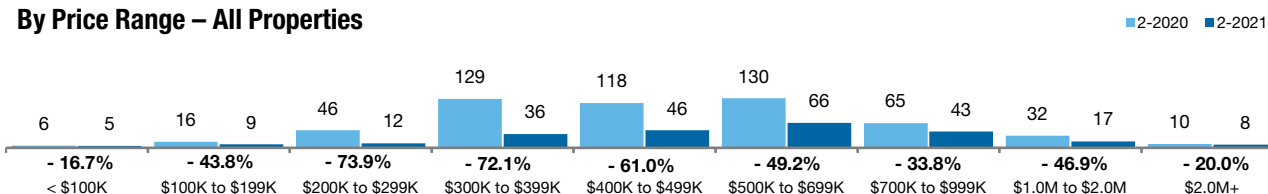
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	2-2020	2-2021	Change	2-2020	2-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	1	-66.7%	12	6	-50.0%
\$200,000 to \$299,999	9	3	-66.7%	54	36	-33.3%
\$300,000 to \$399,999	112	61	-45.5%	45	61	+35.6%
\$400,000 to \$499,999	87	126	+44.8%	6	17	+183.3%
\$500,000 to \$699,999	67	95	+41.8%	10	8	-20.0%
\$700,000 to \$999,999	19	27	+42.1%	5	2	-60.0%
\$1,000,000 to \$1,999,999	8	15	+87.5%	1	2	+100.0%
\$2,000,000 and Above	0	2	--	0	0	--
<b>All Price Ranges</b>	<b>305</b>	<b>330</b>	<b>+8.2%</b>	<b>133</b>	<b>132</b>	<b>-0.8%</b>

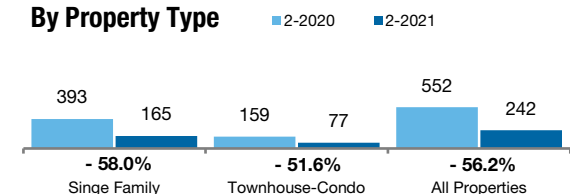
# Inventory of Active Listings

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		
	2-2020	2-2021	Change	2-2020	2-2021	Change
\$99,999 and Below	6	5	-16.7%	0	0	--
\$100,000 to \$199,999	10	8	-20.0%	6	1	-83.3%
\$200,000 to \$299,999	13	3	-76.9%	33	9	-72.7%
\$300,000 to \$399,999	59	11	-81.4%	70	25	-64.3%
\$400,000 to \$499,999	105	28	-73.3%	13	18	+38.5%
\$500,000 to \$699,999	104	53	-49.0%	26	13	-50.0%
\$700,000 to \$999,999	56	36	-35.7%	9	7	-22.2%
\$1,000,000 to \$1,999,999	30	13	-56.7%	2	4	+100.0%
\$2,000,000 and Above	10	8	-20.0%	0	0	--
<b>All Price Ranges</b>	<b>393</b>	<b>165</b>	<b>-58.0%</b>	<b>159</b>	<b>77</b>	<b>-51.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	1-2021	2-2021	Change	1-2021	2-2021	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	12	8	-33.3%	2	1	-50.0%
\$200,000 to \$299,999	5	3	-40.0%	10	9	-10.0%
\$300,000 to \$399,999	11	11	0.0%	32	25	-21.9%
\$400,000 to \$499,999	44	28	-36.4%	20	18	-10.0%
\$500,000 to \$699,999	54	53	-1.9%	18	13	-27.8%
\$700,000 to \$999,999	40	36	-10.0%	6	7	+16.7%
\$1,000,000 to \$1,999,999	14	13	-7.1%	5	4	-20.0%
\$2,000,000 and Above	6	8	+33.3%	0	0	--
<b>All Price Ranges</b>	<b>191</b>	<b>165</b>	<b>-13.6%</b>	<b>93</b>	<b>77</b>	<b>-17.2%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	2-2020	2-2021	Change	2-2020	2-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	1	-66.7%	12	6	-50.0%
\$200,000 to \$299,999	9	3	-66.7%	54	36	-33.3%
\$300,000 to \$399,999	112	61	-45.5%	45	61	+35.6%
\$400,000 to \$499,999	87	126	+44.8%	6	17	+183.3%
\$500,000 to \$699,999	67	95	+41.8%	10	8	-20.0%
\$700,000 to \$999,999	19	27	+42.1%	5	2	-60.0%
\$1,000,000 to \$1,999,999	8	15	+87.5%	1	2	+100.0%
\$2,000,000 and Above	0	2	--	0	0	--
<b>All Price Ranges</b>	<b>305</b>	<b>330</b>	<b>+8.2%</b>	<b>133</b>	<b>132</b>	<b>-0.8%</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 February 2021

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## Boulder

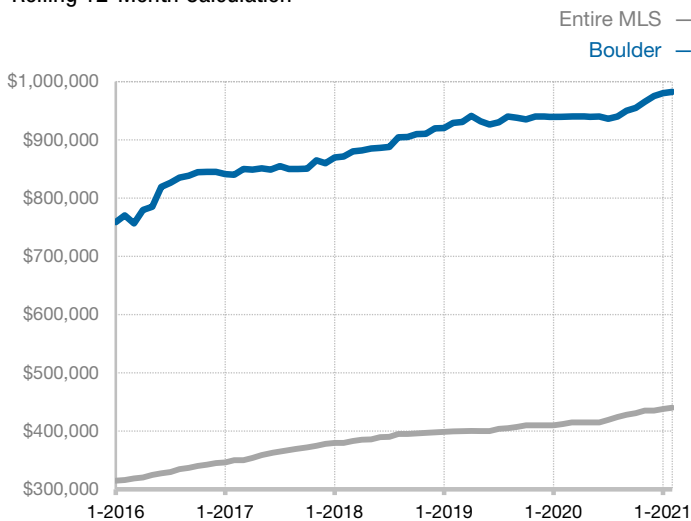
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	115	88	- 23.5%	217	161	- 25.8%
Closed Sales	67	64	- 4.5%	110	107	- 2.7%
Median Sales Price*	\$1,015,000	<b>\$1,119,500</b>	+ 10.3%	\$949,500	<b>\$1,192,500</b>	+ 25.6%
Average Sales Price*	\$1,242,688	<b>\$1,325,362</b>	+ 6.7%	\$1,235,737	<b>\$1,422,079</b>	+ 15.1%
Percent of List Price Received*	97.4%	<b>100.6%</b>	+ 3.3%	96.7%	<b>99.1%</b>	+ 2.5%
Days on Market Until Sale	89	61	- 31.5%	96	65	- 32.3%
Inventory of Homes for Sale	179	85	- 52.5%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--

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

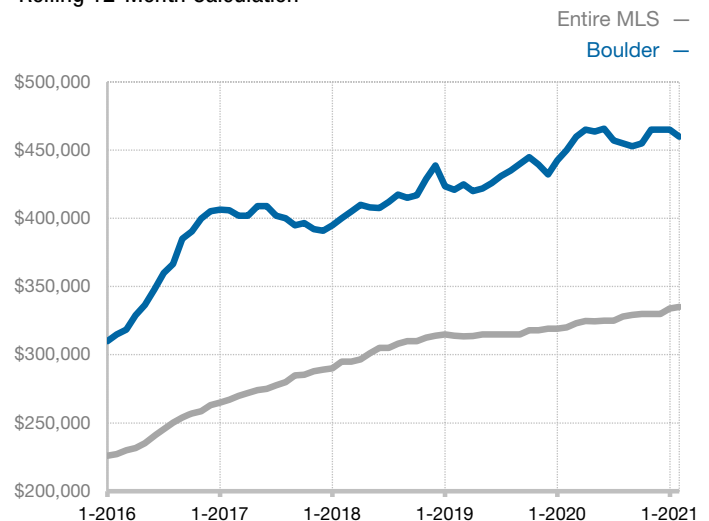
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	72	56	- 22.2%	164	115	- 29.9%
Closed Sales	42	69	+ 64.3%	88	109	+ 23.9%
Median Sales Price*	\$542,000	<b>\$450,000</b>	- 17.0%	\$547,500	<b>\$469,900</b>	- 14.2%
Average Sales Price*	\$562,749	<b>\$607,879</b>	+ 8.0%	\$617,775	<b>\$588,057</b>	- 4.8%
Percent of List Price Received*	99.2%	<b>99.6%</b>	+ 0.4%	98.6%	<b>99.1%</b>	+ 0.5%
Days on Market Until Sale	87	103	+ 18.4%	99	96	- 3.0%
Inventory of Homes for Sale	119	73	- 38.7%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--

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

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



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



# Local Market Update for February 2021

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## Loveland

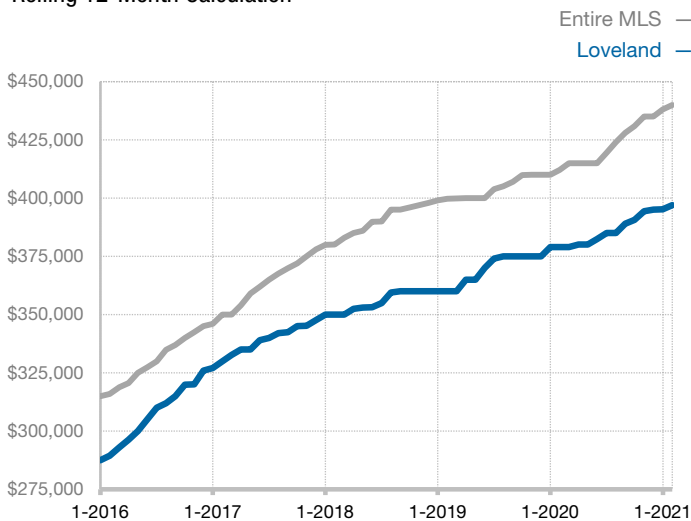
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	163	164	+ 0.6%	300	290	- 3.3%
Closed Sales	68	103	+ 51.5%	148	153	+ 3.4%
Median Sales Price*	\$388,000	<b>\$402,754</b>	+ 3.8%	\$379,500	<b>\$402,754</b>	+ 6.1%
Average Sales Price*	\$400,463	<b>\$438,150</b>	+ 9.4%	\$432,319	<b>\$441,013</b>	+ 2.0%
Percent of List Price Received*	99.2%	<b>101.5%</b>	+ 2.3%	98.7%	<b>101.2%</b>	+ 2.5%
Days on Market Until Sale	70	60	- 14.3%	70	59	- 15.7%
Inventory of Homes for Sale	188	66	- 64.9%	--	--	--
Months Supply of Inventory	1.6	0.5	- 68.8%	--	--	--

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

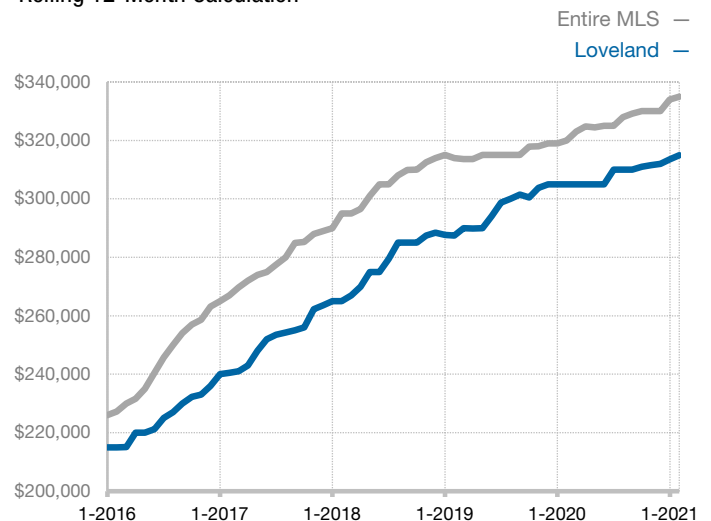
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	30	40	+ 33.3%	50	64	+ 28.0%
Closed Sales	19	16	- 15.8%	34	30	- 11.8%
Median Sales Price*	\$297,000	<b>\$332,500</b>	+ 12.0%	\$300,000	<b>\$315,000</b>	+ 5.0%
Average Sales Price*	\$322,694	<b>\$361,636</b>	+ 12.1%	\$323,484	<b>\$357,627</b>	+ 10.6%
Percent of List Price Received*	100.9%	<b>102.6%</b>	+ 1.7%	100.0%	<b>103.3%</b>	+ 3.3%
Days on Market Until Sale	130	92	- 29.2%	124	89	- 28.2%
Inventory of Homes for Sale	63	28	- 55.6%	--	--	--
Months Supply of Inventory	2.3	1.0	- 56.5%	--	--	--

\* 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 February 2021

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## Wellington

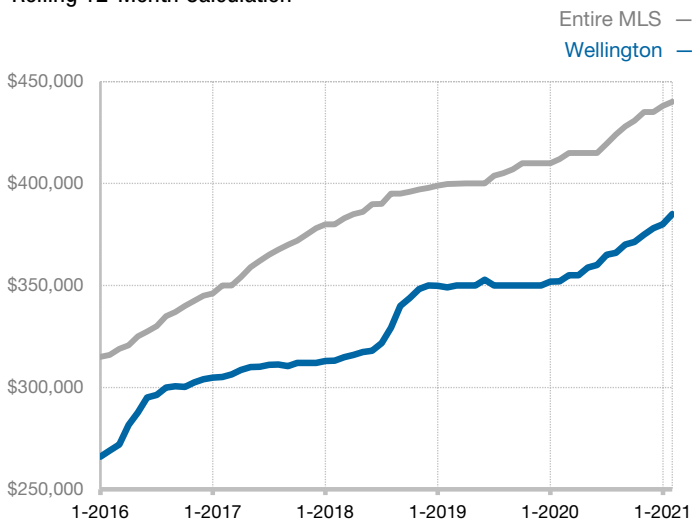
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	31	27	- 12.9%	60	59	- 1.7%
Closed Sales	20	24	+ 20.0%	37	45	+ 21.6%
Median Sales Price*	\$361,480	<b>\$405,000</b>	+ 12.0%	\$352,000	<b>\$402,000</b>	+ 14.2%
Average Sales Price*	\$364,858	<b>\$415,505</b>	+ 13.9%	\$363,160	<b>\$418,387</b>	+ 15.2%
Percent of List Price Received*	100.8%	<b>99.7%</b>	- 1.1%	100.7%	<b>100.4%</b>	- 0.3%
Days on Market Until Sale	87	71	- 18.4%	95	82	- 13.7%
Inventory of Homes for Sale	47	22	- 53.2%	--	--	--
Months Supply of Inventory	1.6	0.7	- 56.3%	--	--	--

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

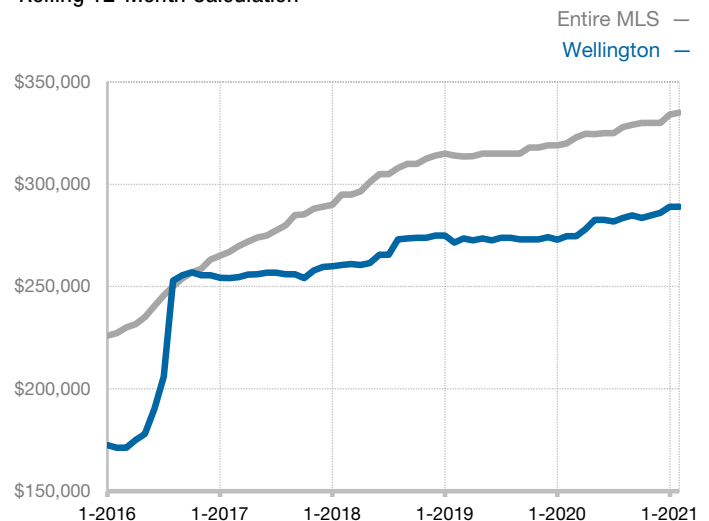
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	6	4	- 33.3%	15	9	- 40.0%
Closed Sales	2	2	0.0%	6	7	+ 16.7%
Median Sales Price*	\$290,500	<b>\$312,055</b>	+ 7.4%	\$275,250	<b>\$312,300</b>	+ 13.5%
Average Sales Price*	\$290,500	<b>\$312,055</b>	+ 7.4%	\$276,567	<b>\$308,187</b>	+ 11.4%
Percent of List Price Received*	101.1%	<b>99.8%</b>	- 1.3%	99.4%	<b>101.2%</b>	+ 1.8%
Days on Market Until Sale	38	82	+ 115.8%	76	175	+ 130.3%
Inventory of Homes for Sale	7	4	- 42.9%	--	--	--
Months Supply of Inventory	1.2	0.7	- 41.7%	--	--	--

\* 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 February 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

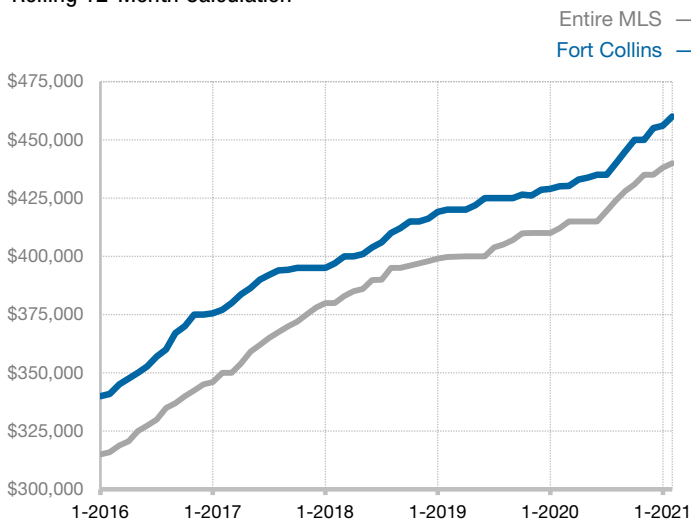
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	168	144	- 14.3%	342	289	- 15.5%
Closed Sales	132	107	- 18.9%	227	226	- 0.4%
Median Sales Price*	\$438,750	\$519,250	+ 18.3%	\$435,000	\$490,000	+ 12.6%
Average Sales Price*	\$490,225	\$561,821	+ 14.6%	\$483,880	\$554,855	+ 14.7%
Percent of List Price Received*	98.9%	100.8%	+ 1.9%	98.8%	100.3%	+ 1.5%
Days on Market Until Sale	69	68	- 1.4%	74	68	- 8.1%
Inventory of Homes for Sale	223	97	- 56.5%	--	--	--
Months Supply of Inventory	1.3	0.5	- 61.5%	--	--	--

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

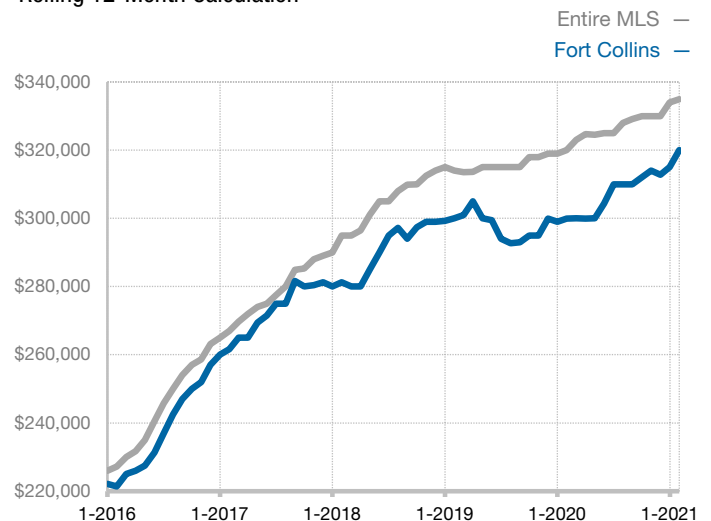
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	77	55	- 28.6%	156	131	- 16.0%
Closed Sales	73	58	- 20.5%	124	118	- 4.8%
Median Sales Price*	\$315,000	\$348,250	+ 10.6%	\$301,350	\$336,750	+ 11.7%
Average Sales Price*	\$347,972	\$371,394	+ 6.7%	\$340,697	\$357,078	+ 4.8%
Percent of List Price Received*	98.6%	100.1%	+ 1.5%	98.7%	99.6%	+ 0.9%
Days on Market Until Sale	135	76	- 43.7%	149	78	- 47.7%
Inventory of Homes for Sale	130	62	- 52.3%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--

\* 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 February 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

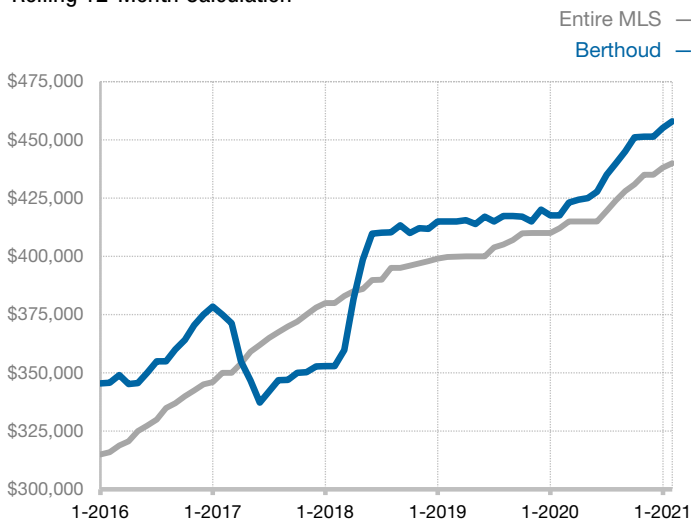
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	58	27	- 53.4%	125	59	- 52.8%
Closed Sales	18	26	+ 44.4%	33	63	+ 90.9%
Median Sales Price*	\$422,450	<b>\$467,111</b>	+ 10.6%	\$422,000	<b>\$474,222</b>	+ 12.4%
Average Sales Price*	\$458,079	<b>\$613,561</b>	+ 33.9%	\$461,563	<b>\$573,610</b>	+ 24.3%
Percent of List Price Received*	97.3%	<b>102.8%</b>	+ 5.7%	98.3%	<b>101.1%</b>	+ 2.8%
Days on Market Until Sale	72	102	+ 41.7%	70	89	+ 27.1%
Inventory of Homes for Sale	111	40	- 64.0%	--	--	--
Months Supply of Inventory	3.1	0.9	- 71.0%	--	--	--

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

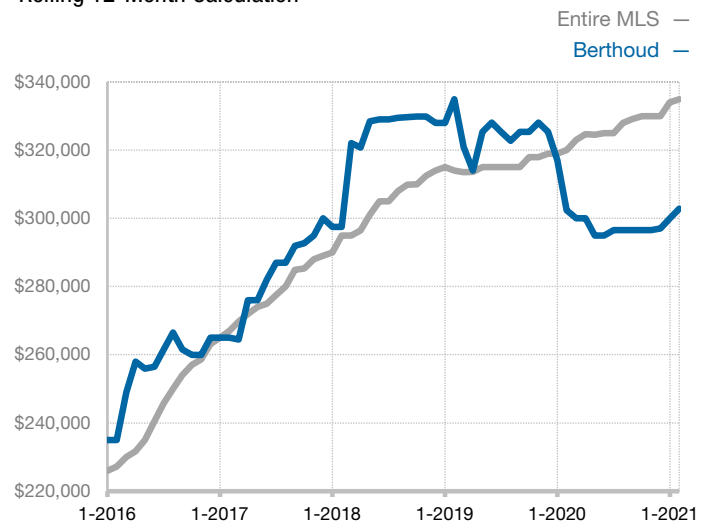
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	10	7	- 30.0%	29	11	- 62.1%
Closed Sales	17	1	- 94.1%	22	4	- 81.8%
Median Sales Price*	\$291,400	<b>\$458,882</b>	+ 57.5%	\$287,125	<b>\$480,903</b>	+ 67.5%
Average Sales Price*	\$320,552	<b>\$458,882</b>	+ 43.2%	\$312,058	<b>\$453,829</b>	+ 45.4%
Percent of List Price Received*	100.2%	<b>100.0%</b>	- 0.2%	100.2%	<b>104.6%</b>	+ 4.4%
Days on Market Until Sale	109	326	+ 199.1%	98	246	+ 151.0%
Inventory of Homes for Sale	18	2	- 88.9%	--	--	--
Months Supply of Inventory	3.9	0.4	- 89.7%	--	--	--

\* 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 February 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

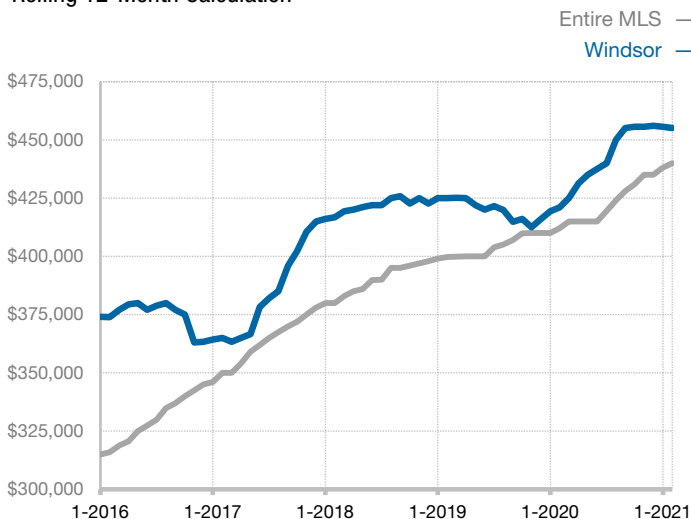
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	91	<b>158</b>	+ 73.6%	183	<b>278</b>	+ 51.9%
Closed Sales	70	<b>76</b>	+ 8.6%	113	<b>153</b>	+ 35.4%
Median Sales Price*	\$459,480	<b>\$432,500</b>	- 5.9%	\$464,500	<b>\$439,900</b>	- 5.3%
Average Sales Price*	\$516,499	<b>\$544,837</b>	+ 5.5%	\$512,821	<b>\$550,186</b>	+ 7.3%
Percent of List Price Received*	99.4%	<b>100.0%</b>	+ 0.6%	99.4%	<b>100.0%</b>	+ 0.6%
Days on Market Until Sale	94	<b>69</b>	- 26.6%	97	<b>71</b>	- 26.8%
Inventory of Homes for Sale	189	<b>93</b>	- 50.8%	--	--	--
Months Supply of Inventory	2.1	<b>1.1</b>	- 47.6%	--	--	--

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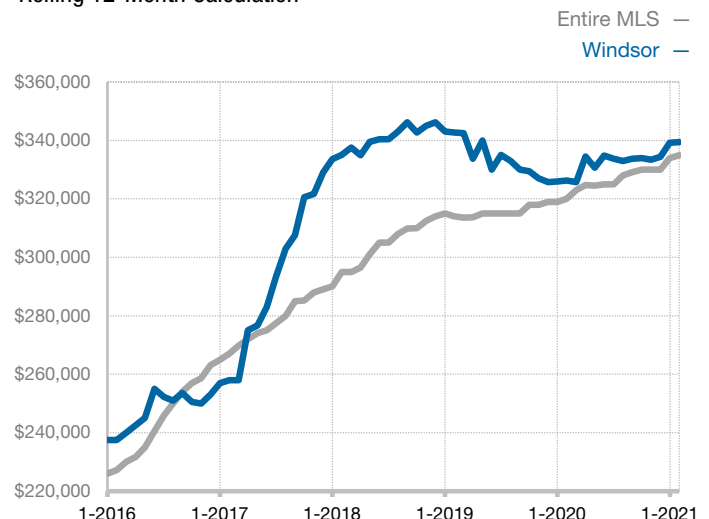
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	16	<b>20</b>	+ 25.0%	26	<b>42</b>	+ 61.5%
Closed Sales	8	<b>9</b>	+ 12.5%	12	<b>29</b>	+ 141.7%
Median Sales Price*	\$329,950	<b>\$349,766</b>	+ 6.0%	\$329,950	<b>\$377,110</b>	+ 14.3%
Average Sales Price*	\$355,020	<b>\$356,029</b>	+ 0.3%	\$340,463	<b>\$380,633</b>	+ 11.8%
Percent of List Price Received*	99.6%	<b>99.4%</b>	- 0.2%	99.1%	<b>100.3%</b>	+ 1.2%
Days on Market Until Sale	170	<b>158</b>	- 7.1%	153	<b>175</b>	+ 14.4%
Inventory of Homes for Sale	47	<b>18</b>	- 61.7%	--	--	--
Months Supply of Inventory	4.6	<b>1.2</b>	- 73.9%	--	--	--

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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 February 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

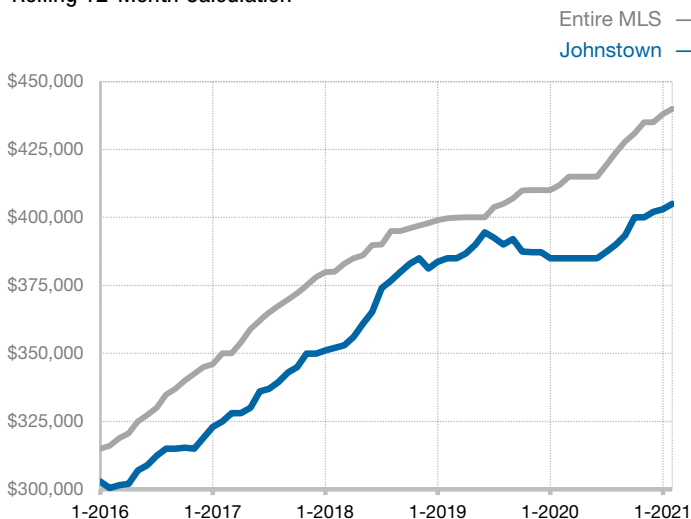
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	29	18	- 37.9%	72	39	- 45.8%
Closed Sales	23	24	+ 4.3%	42	48	+ 14.3%
Median Sales Price*	\$375,000	<b>\$434,500</b>	+ 15.9%	\$374,950	<b>\$434,500</b>	+ 15.9%
Average Sales Price*	\$387,798	<b>\$520,513</b>	+ 34.2%	\$383,273	<b>\$488,586</b>	+ 27.5%
Percent of List Price Received*	100.1%	<b>99.8%</b>	- 0.3%	99.8%	<b>100.6%</b>	+ 0.8%
Days on Market Until Sale	56	51	- 8.9%	68	53	- 22.1%
Inventory of Homes for Sale	50	15	- 70.0%	--	--	--
Months Supply of Inventory	1.5	0.4	- 73.3%	--	--	--

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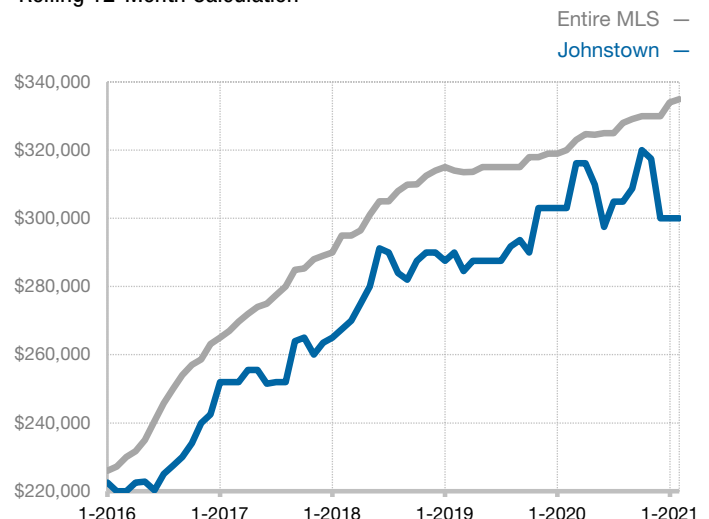
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	3	2	- 33.3%	8	4	- 50.0%
Closed Sales	1	1	0.0%	1	3	+ 200.0%
Median Sales Price*	\$322,500	<b>\$374,400</b>	+ 16.1%	\$322,500	<b>\$338,000</b>	+ 4.8%
Average Sales Price*	\$322,500	<b>\$374,400</b>	+ 16.1%	\$322,500	<b>\$335,800</b>	+ 4.1%
Percent of List Price Received*	99.3%	<b>99.9%</b>	+ 0.6%	99.3%	<b>100.1%</b>	+ 0.8%
Days on Market Until Sale	34	4	- 88.2%	34	35	+ 2.9%
Inventory of Homes for Sale	5	1	- 80.0%	--	--	--
Months Supply of Inventory	2.9	0.5	- 82.8%	--	--	--

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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 February 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

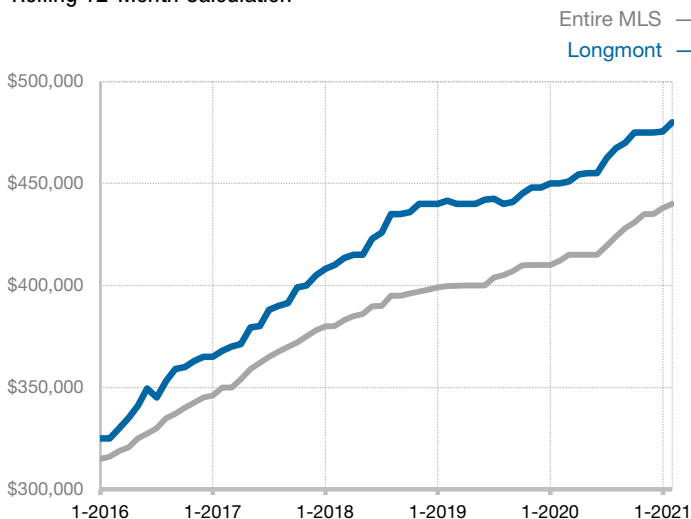
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	109	78	- 28.4%	223	153	- 31.4%
Closed Sales	103	72	- 30.1%	184	124	- 32.6%
Median Sales Price*	\$459,000	<b>\$509,500</b>	+ 11.0%	\$470,000	<b>\$509,000</b>	+ 8.3%
Average Sales Price*	\$497,218	<b>\$585,463</b>	+ 17.7%	\$521,937	<b>\$620,612</b>	+ 18.9%
Percent of List Price Received*	98.7%	<b>101.8%</b>	+ 3.1%	98.5%	<b>100.9%</b>	+ 2.4%
Days on Market Until Sale	69	40	- 42.0%	78	45	- 42.3%
Inventory of Homes for Sale	185	75	- 59.5%	--	--	--
Months Supply of Inventory	1.6	0.6	- 62.5%	--	--	--

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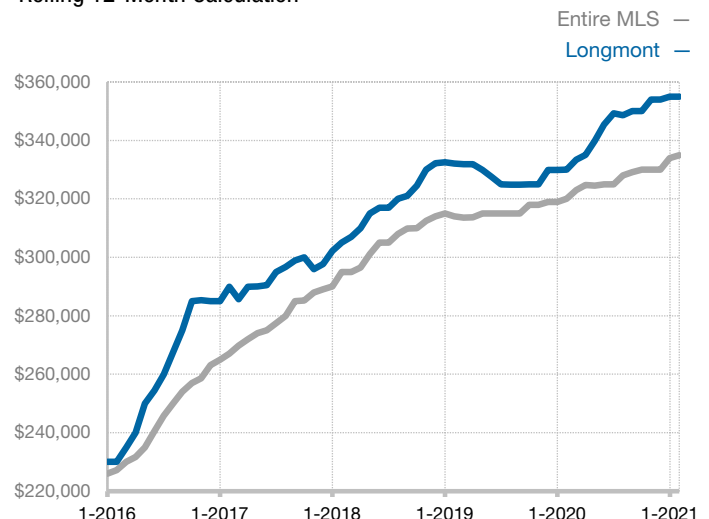
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	35	26	- 25.7%	72	41	- 43.1%
Closed Sales	27	13	- 51.9%	49	27	- 44.9%
Median Sales Price*	\$377,443	<b>\$399,900</b>	+ 5.9%	\$340,000	<b>\$388,000</b>	+ 14.1%
Average Sales Price*	\$355,450	<b>\$391,534</b>	+ 10.2%	\$345,346	<b>\$392,663</b>	+ 13.7%
Percent of List Price Received*	99.5%	<b>100.9%</b>	+ 1.4%	99.0%	<b>100.2%</b>	+ 1.2%
Days on Market Until Sale	73	42	- 42.5%	67	58	- 13.4%
Inventory of Homes for Sale	36	14	- 61.1%	--	--	--
Months Supply of Inventory	1.1	0.6	- 45.5%	--	--	--

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



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



# Local Market Update for February 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

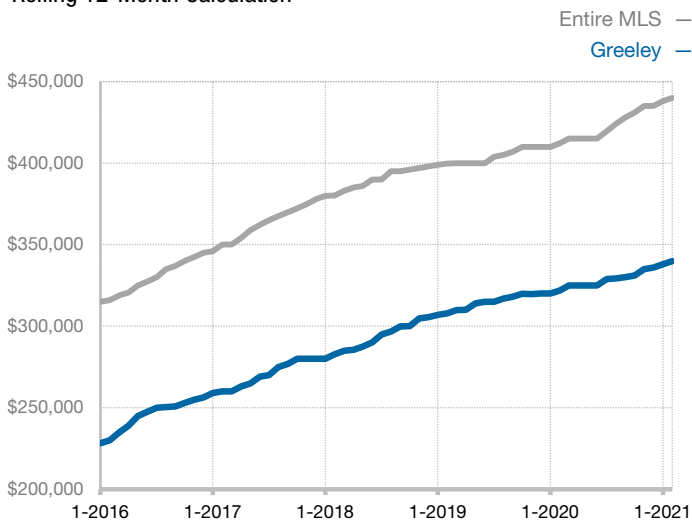
Key Metrics	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	101	90	- 10.9%	223	178	- 20.2%
Closed Sales	97	90	- 7.2%	185	168	- 9.2%
Median Sales Price*	\$325,000	<b>\$363,500</b>	+ 11.8%	\$322,500	<b>\$356,520</b>	+ 10.5%
Average Sales Price*	\$341,760	<b>\$388,887</b>	+ 13.8%	\$338,700	<b>\$374,850</b>	+ 10.7%
Percent of List Price Received*	99.3%	<b>100.5%</b>	+ 1.2%	98.9%	<b>100.3%</b>	+ 1.4%
Days on Market Until Sale	72	48	- 33.3%	69	50	- 27.5%
Inventory of Homes for Sale	119	77	- 35.3%	--	--	--
Months Supply of Inventory	0.9	0.6	- 33.3%	--	--	--

\* 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	February			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 02-2020	Thru 02-2021	Percent Change from Previous Year
New Listings	22	10	- 54.5%	45	32	- 28.9%
Closed Sales	24	19	- 20.8%	38	34	- 10.5%
Median Sales Price*	\$239,000	<b>\$260,000</b>	+ 8.8%	\$239,000	<b>\$264,875</b>	+ 10.8%
Average Sales Price*	\$243,945	<b>\$264,229</b>	+ 8.3%	\$242,070	<b>\$263,301</b>	+ 8.8%
Percent of List Price Received*	99.6%	<b>100.3%</b>	+ 0.7%	99.6%	<b>99.7%</b>	+ 0.1%
Days on Market Until Sale	63	71	+ 12.7%	69	68	- 1.4%
Inventory of Homes for Sale	24	12	- 50.0%	--	--	--
Months Supply of Inventory	1.0	0.6	- 40.0%	--	--	--

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



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

