



FCBR 2024

FORT COLLINS BOARD OF REALTORS®



Monthly Indicators



July 2024

New Listings remained flat for single family homes but decreased 13.5 percent for townhouse condo properties. Pending Sales landed at 177 for single family homes and 71 for townhouse-condo properties.

The Median Sales Price was down 6.8 percent to \$606,000 for single family homes but increased 1.7 percent to \$429,495 for townhouse-condo properties. Days on Market increased 6.3 percent for single family homes and 32.8 percent for townhouse-condo properties.

Home prices have maintained their upward trend across much of the country, even as sales slow and inventory improves. According to NAR, the national median existing-home sales price climbed 4.1% year-over-year to \$426,900 as of last measure, an all-time high. Meanwhile, total housing inventory increased 3.1% month-over-month to 1.32 million units heading into July, the highest level since 2020, for a 4.1-month supply at the current sales pace.

Activity Snapshot

+ 1.1%	+ 6.3%	- 6.8%
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	7-2023	7-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		295	295	0.0%	1,769	1,907	+ 7.8%
Pending Sales		201	177	- 11.9%	1,307	1,272	- 2.7%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		181	183	+ 1.1%	1,212	1,193	- 1.6%
Median Sales Price		\$650,000	\$606,000	- 6.8%	\$605,000	\$620,110	+ 2.5%
Avg. Sales Price		\$748,669	\$683,746	- 8.7%	\$687,920	\$714,764	+ 3.9%
Pct. of List Price Received		99.7%	99.0%	- 0.7%	100.0%	99.5%	- 0.5%
Days on Market		48	51	+ 6.3%	60	61	+ 1.7%
Affordability Index		43	46	+ 7.0%	46	45	- 2.2%
Active Listings		477	583	+ 22.2%	--	--	--
Months Supply		2.8	3.5	+ 25.0%	--	--	--

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.



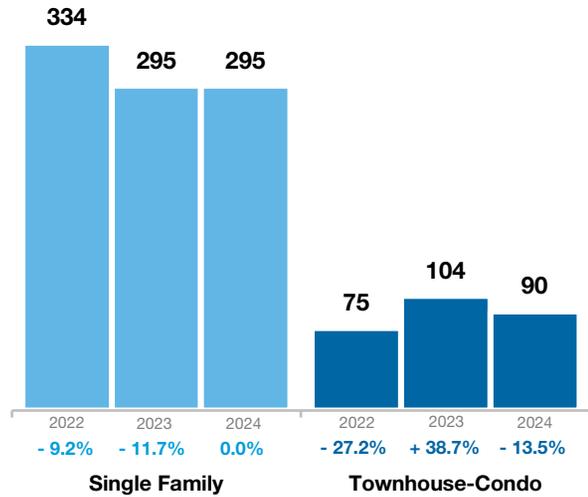
Key Metrics	Historical Sparkbars	7-2023	7-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		104	90	- 13.5%	569	618	+ 8.6%
Pending Sales		52	71	+ 36.5%	419	466	+ 11.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		59	74	+ 25.4%	397	422	+ 6.3%
Median Sales Price		\$422,500	\$429,495	+ 1.7%	\$411,100	\$420,000	+ 2.2%
Avg. Sales Price		\$475,105	\$463,098	- 2.5%	\$430,566	\$432,446	+ 0.4%
Pct. of List Price Received		99.8%	98.9%	- 0.9%	99.9%	99.3%	- 0.6%
Days on Market		61	81	+ 32.8%	73	81	+ 11.0%
Affordability Index		66	65	- 1.5%	68	66	- 2.9%
Active Listings		186	170	- 8.6%	--	--	--
Months Supply		3.4	2.8	- 17.6%	--	--	--

New Listings

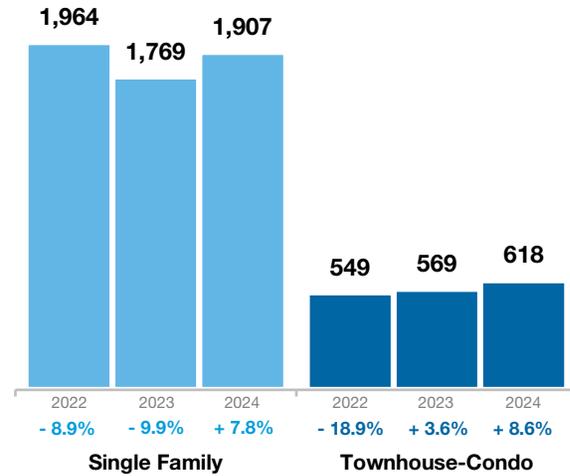
A count of the properties that have been newly listed on the market in a given month.



July

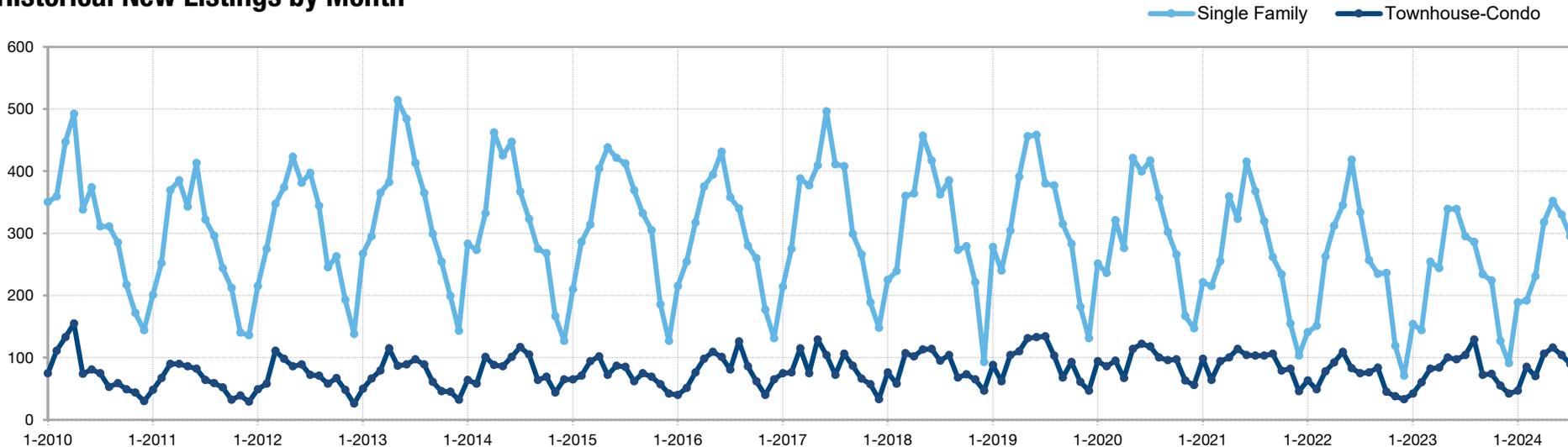


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	286	+11.3%	129	+69.7%
Sep-2023	234	-0.4%	72	-14.3%
Oct-2023	224	-5.1%	74	+64.4%
Nov-2023	127	+6.7%	55	+44.7%
Dec-2023	91	+28.2%	42	+27.3%
Jan-2024	189	+22.7%	47	+11.9%
Feb-2024	192	+33.3%	85	+41.7%
Mar-2024	231	-9.1%	70	-14.6%
Apr-2024	318	+30.3%	106	+26.2%
May-2024	352	+3.8%	116	+16.0%
Jun-2024	330	-2.7%	104	+7.2%
Jul-2024	295	0.0%	90	-13.5%
12-Month Avg	239	+6.8%	83	+17.2%

Historical New Listings by Month

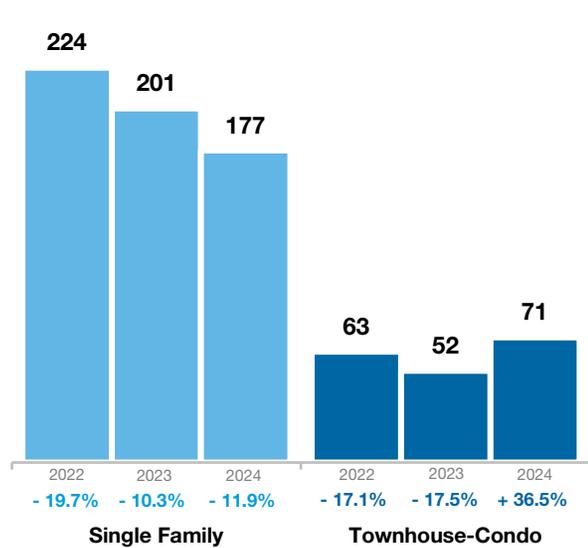


Pending Sales

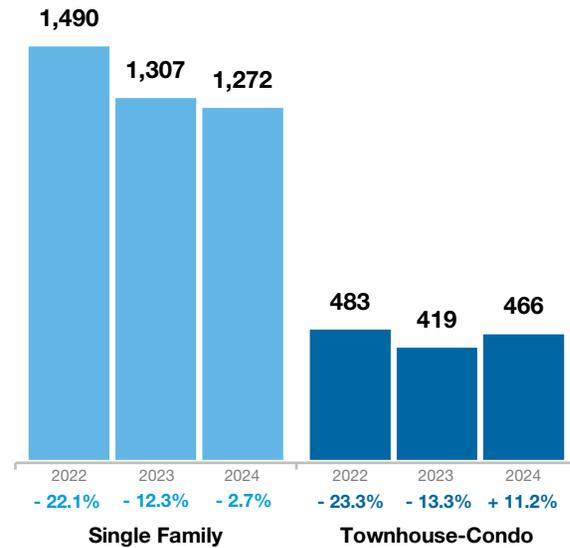
A count of the properties on which offers have been accepted in a given month.



July

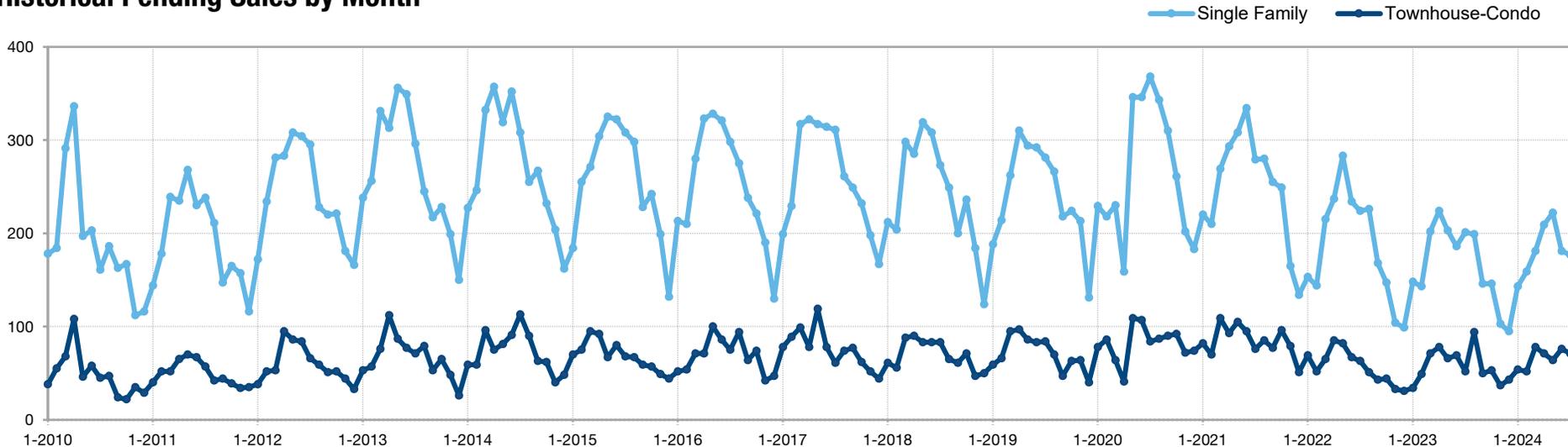


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	199	-11.9%	94	+84.3%
Sep-2023	146	-13.1%	50	+16.3%
Oct-2023	146	-0.7%	53	+20.5%
Nov-2023	103	-1.0%	37	+12.1%
Dec-2023	95	-4.0%	43	+38.7%
Jan-2024	143	-3.4%	54	+58.8%
Feb-2024	159	+11.2%	52	+6.1%
Mar-2024	181	-10.4%	78	+9.9%
Apr-2024	209	-6.7%	71	-9.0%
May-2024	222	+9.4%	64	-3.0%
Jun-2024	181	-2.7%	76	+10.1%
Jul-2024	177	-11.9%	71	+36.5%
12-Month Avg	163	-4.4%	62	+19.6%

Historical Pending Sales by Month

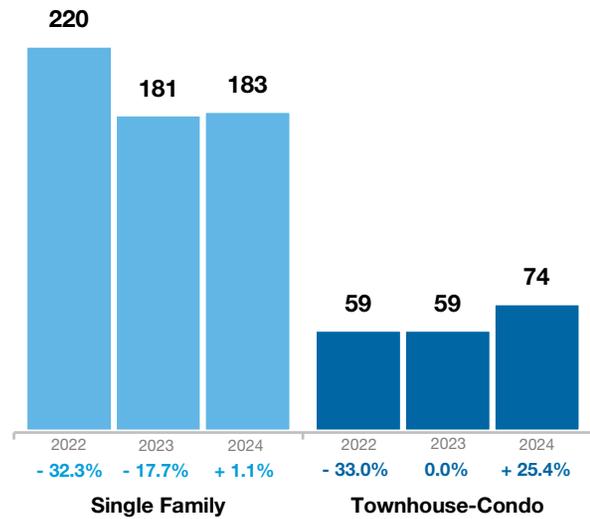


Sold Listings

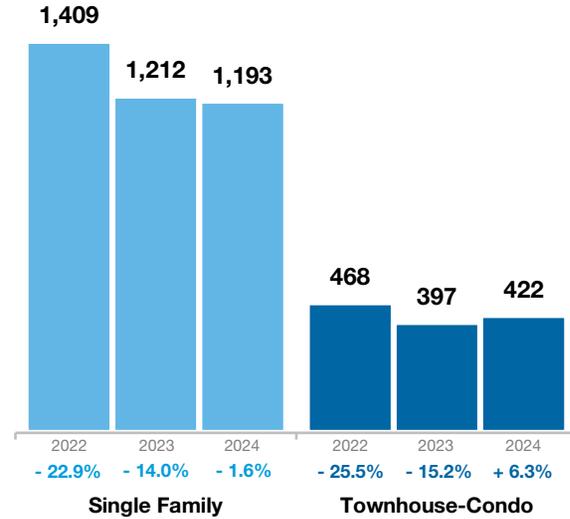
A count of the actual sales that closed in a given month.



July

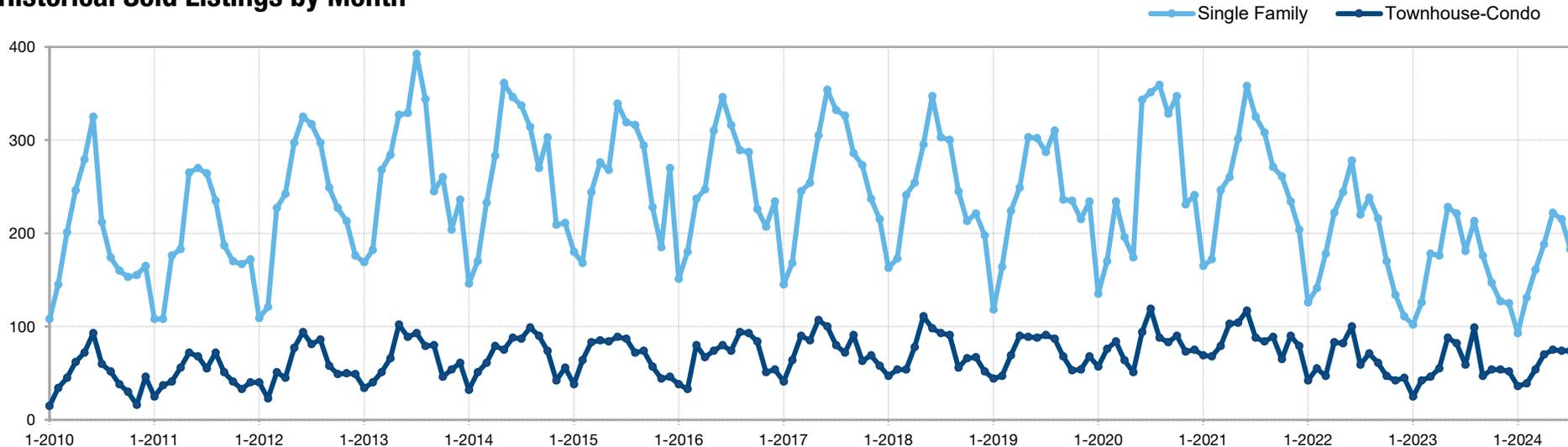


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	213	-10.5%	99	+39.4%
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	125	+12.6%	52	+15.6%
Jan-2024	93	-8.8%	36	+44.0%
Feb-2024	131	+4.0%	39	-7.1%
Mar-2024	161	-9.6%	54	+17.4%
Apr-2024	188	+6.8%	70	+27.3%
May-2024	222	-2.6%	75	-14.8%
Jun-2024	215	-2.7%	74	-9.8%
Jul-2024	183	+1.1%	74	+25.4%
12-Month Avg	165	-4.8%	61	+9.8%

Historical Sold Listings by Month

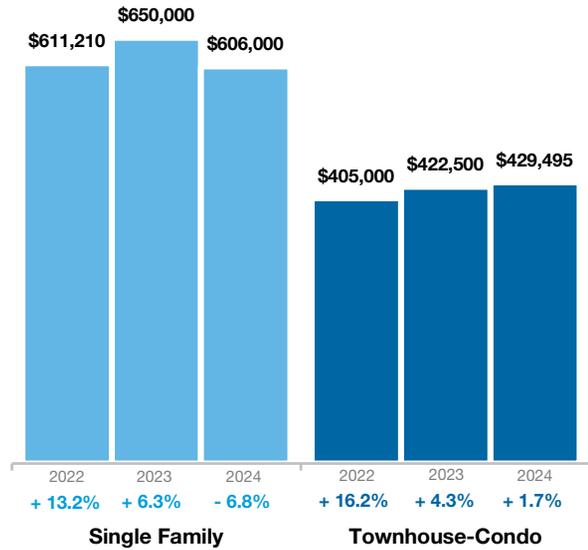


Median Sales Price

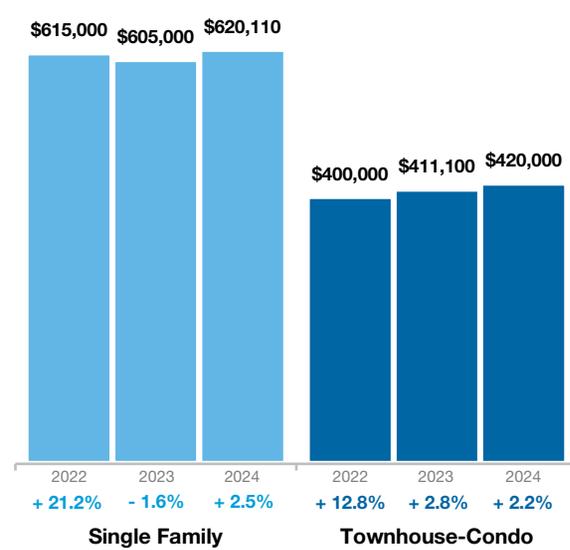
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



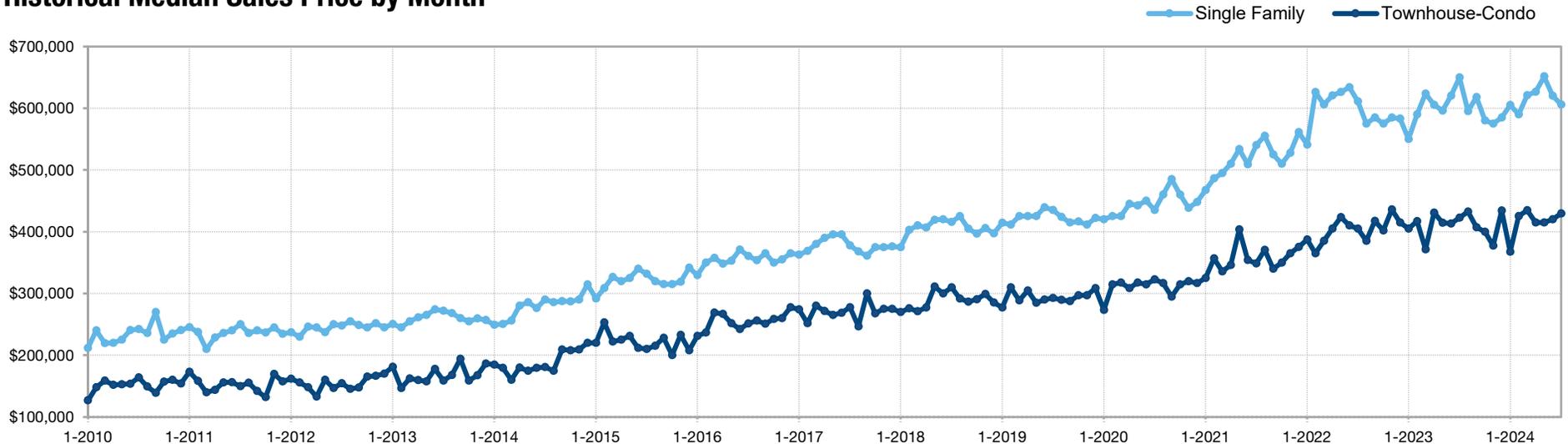
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	\$595,000	+3.5%	\$432,523	+12.3%
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%
Jan-2024	\$605,000	+10.0%	\$367,500	-9.3%
Feb-2024	\$590,000	0.0%	\$425,320	+2.0%
Mar-2024	\$621,100	-0.4%	\$434,688	+17.0%
Apr-2024	\$626,395	+3.5%	\$415,000	-3.7%
May-2024	\$651,500	+9.3%	\$415,000	+0.1%
Jun-2024	\$620,000	0.0%	\$420,020	+1.6%
Jul-2024	\$606,000	-6.8%	\$429,495	+1.7%
12-Month Avg*	\$605,000	+1.5%	\$420,000	+2.4%

* Median Sales Price for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Median Sales Price by Month

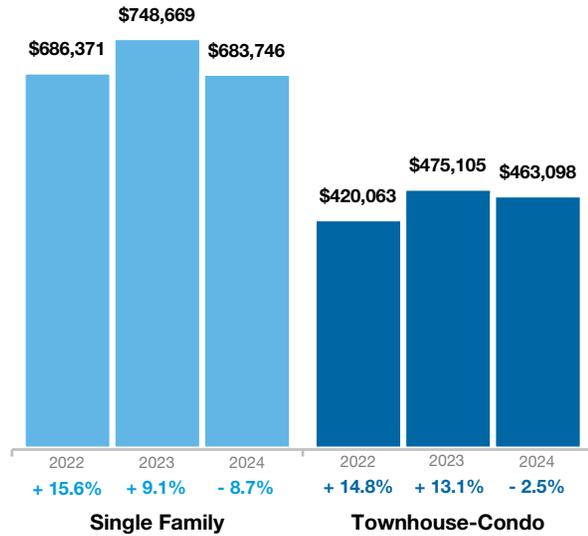


Average Sales Price

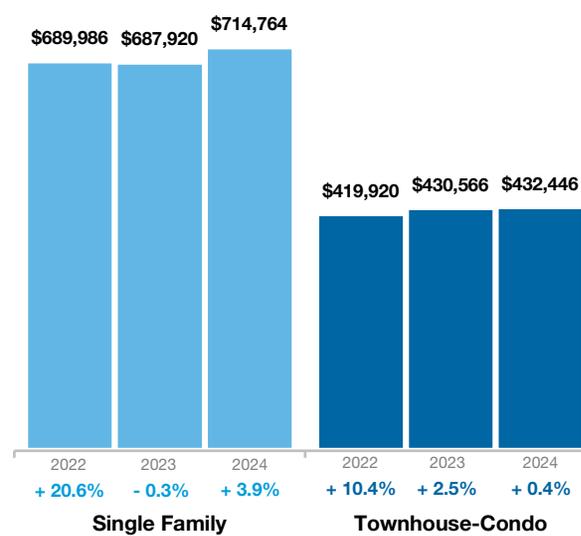
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



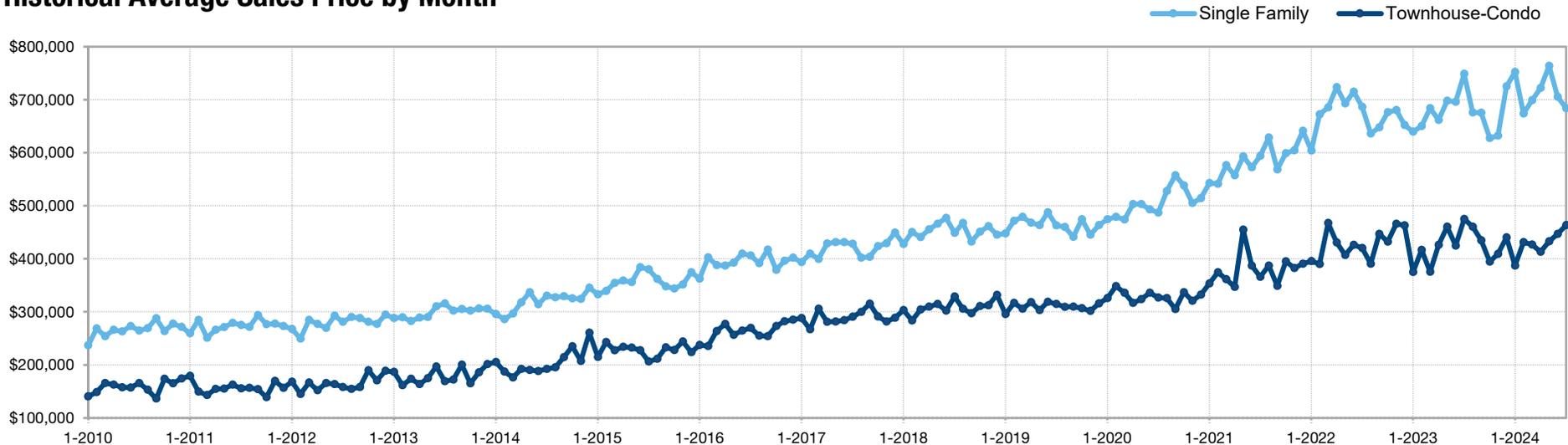
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	\$675,546	+6.2%	\$460,532	+17.9%
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	\$724,998	+11.2%	\$440,046	-4.9%
Jan-2024	\$751,941	+17.5%	\$387,172	+3.3%
Feb-2024	\$673,827	+3.6%	\$431,350	+3.6%
Mar-2024	\$698,940	+2.2%	\$426,546	+13.6%
Apr-2024	\$722,019	+9.1%	\$412,898	-3.1%
May-2024	\$763,638	+9.4%	\$432,658	-6.0%
Jun-2024	\$705,068	+1.3%	\$446,979	+5.3%
Jul-2024	\$683,746	-8.7%	\$463,098	-2.5%
12-Month Avg*	\$695,893	+3.2%	\$432,423	+0.0%

* Avg. Sales Price for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Average Sales Price by Month

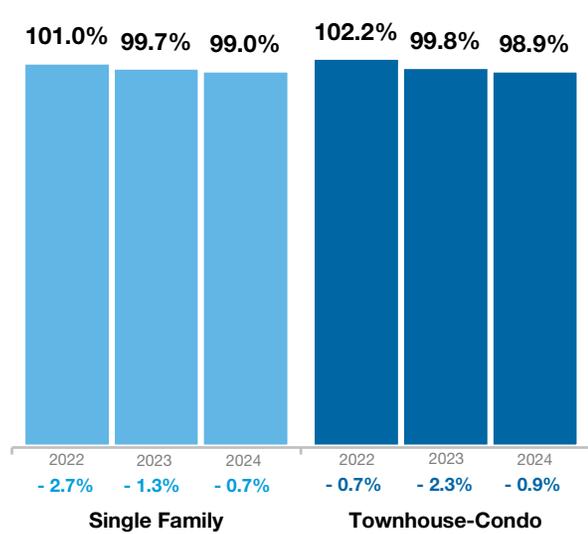


Percent of List Price Received

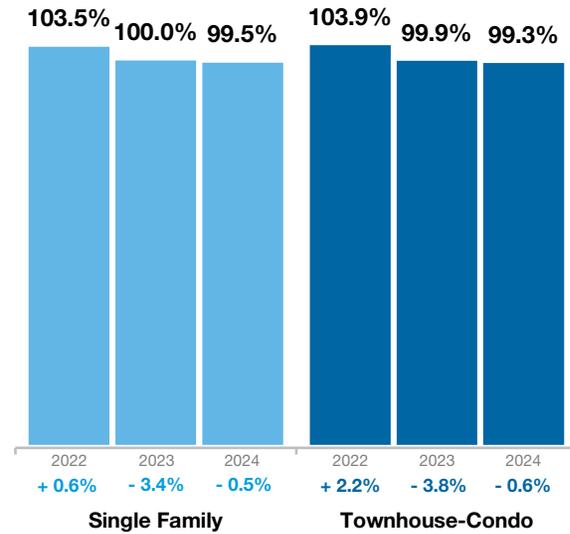
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	99.6%	0.0%	99.5%	-0.4%
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%
Jan-2024	98.6%	-0.5%	98.9%	+0.4%
Feb-2024	98.9%	-0.3%	99.3%	-0.1%
Mar-2024	99.1%	-0.4%	99.9%	+0.3%
Apr-2024	100.1%	-0.1%	99.7%	-0.5%
May-2024	100.0%	-0.5%	99.3%	-1.0%
Jun-2024	99.8%	-1.1%	99.3%	-0.9%
Jul-2024	99.0%	-0.7%	98.9%	-0.9%
12-Month Avg*	99.3%	-0.3%	99.3%	-0.5%

* Pct. of List Price Received for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

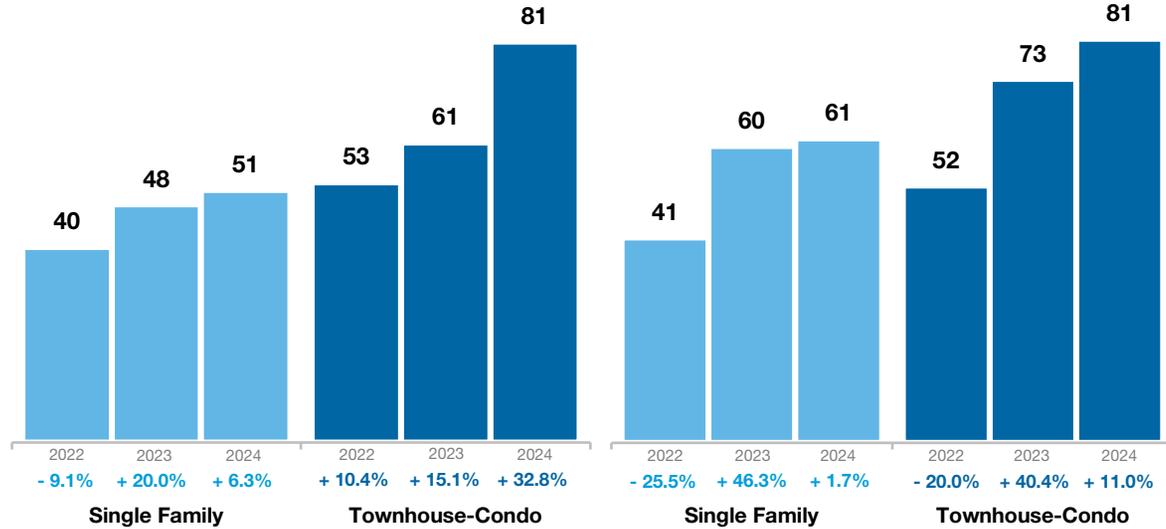


Days on Market Until Sale



July

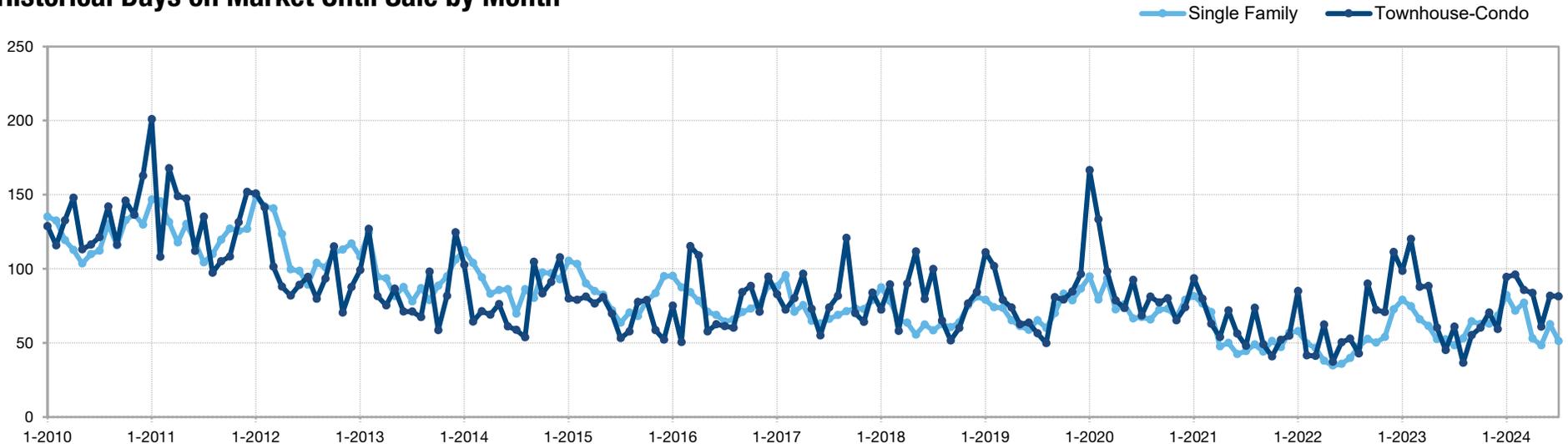
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	53	+12.8%	36	-16.3%
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	68	-6.8%	59	-46.8%
Jan-2024	82	+3.8%	94	-5.1%
Feb-2024	72	-4.0%	96	-20.0%
Mar-2024	77	+16.7%	86	-2.3%
Apr-2024	53	-13.1%	84	-4.5%
May-2024	48	-7.7%	61	+1.7%
Jun-2024	62	+19.2%	82	+82.2%
Jul-2024	51	+6.3%	81	+32.8%
12-Month Avg	61	+7.3%	70	-5.8%

* Days on Market for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



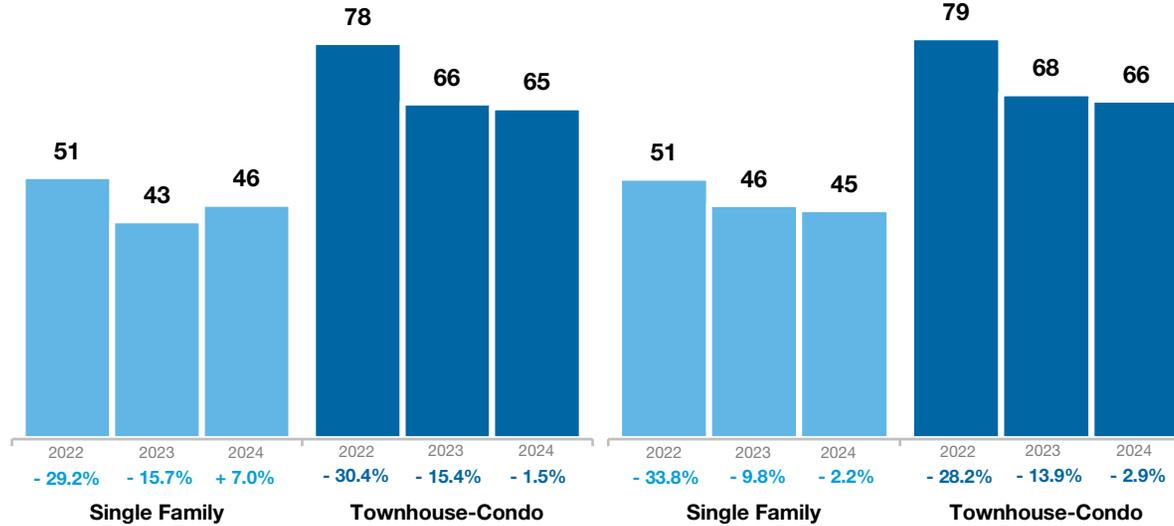
Housing Affordability Index

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.



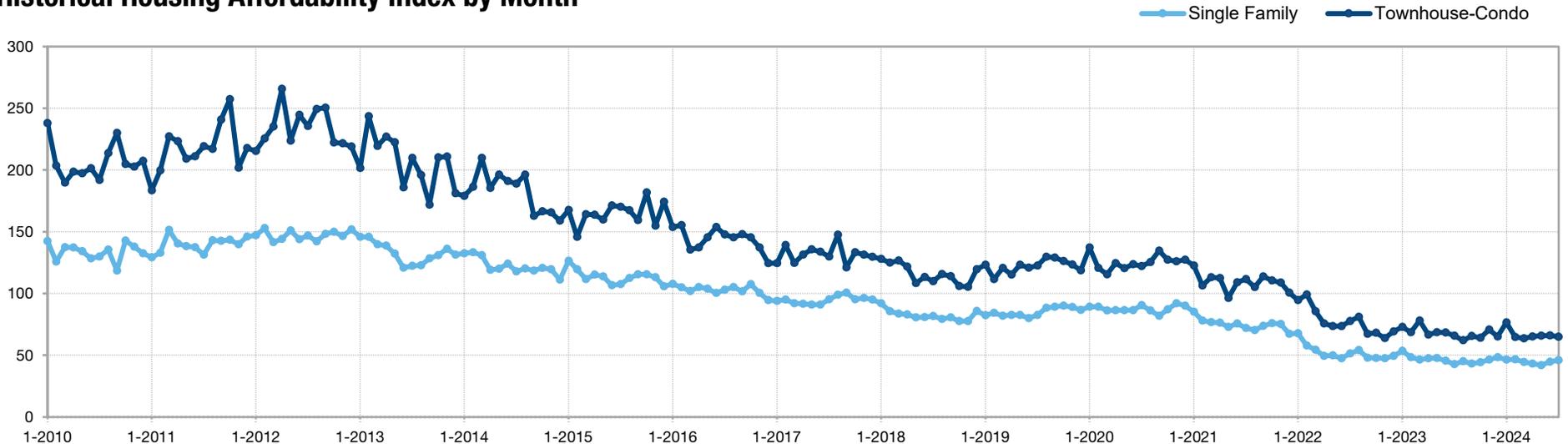
July

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	45	-16.7%	62	-23.5%
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%
Jan-2024	46	-14.8%	76	+4.1%
Feb-2024	47	-2.1%	65	-4.4%
Mar-2024	45	-4.3%	64	-17.9%
Apr-2024	43	-8.5%	65	-3.0%
May-2024	42	-12.5%	66	-4.3%
Jun-2024	45	-2.2%	66	-2.9%
Jul-2024	46	+7.0%	65	-1.5%
12-Month Avg	45	-4.6%	48	-7.0%

Historical Housing Affordability Index by Month

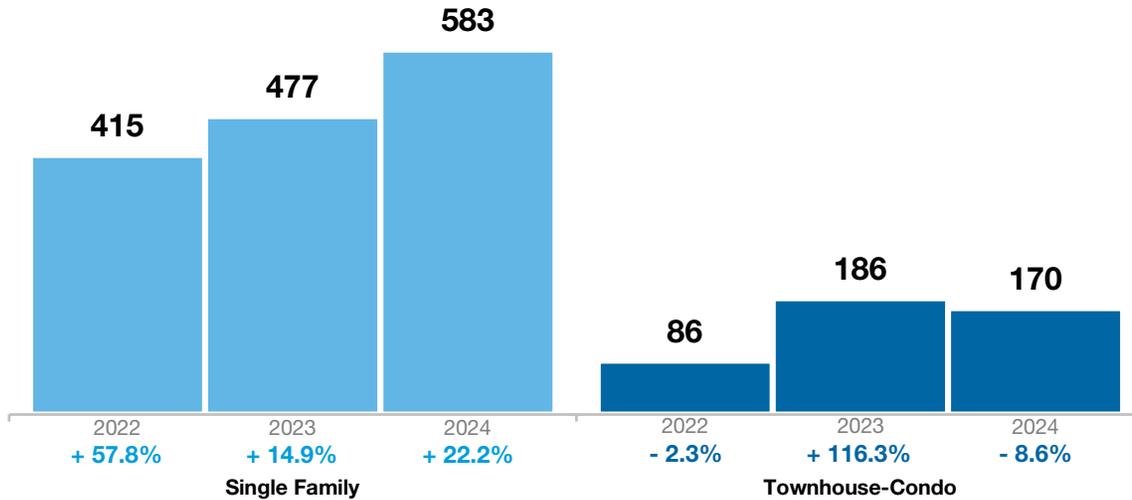


Inventory of Active Listings

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



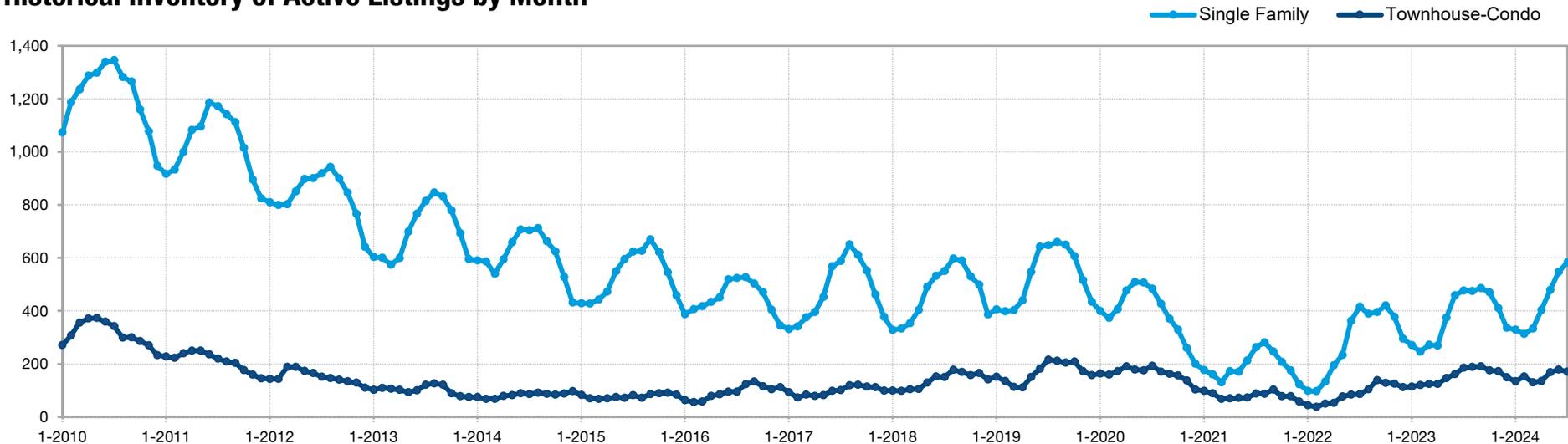
July



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	475	+22.1%	189	+81.7%
Sep-2023	486	+23.0%	191	+38.4%
Oct-2023	470	+11.9%	176	+37.5%
Nov-2023	410	+8.8%	172	+37.6%
Dec-2023	336	+13.9%	149	+33.0%
Jan-2024	329	+21.4%	134	+17.5%
Feb-2024	313	+27.2%	152	+26.7%
Mar-2024	333	+22.4%	130	+4.8%
Apr-2024	403	+49.8%	135	+8.9%
May-2024	479	+28.1%	168	+15.1%
Jun-2024	547	+19.2%	179	+11.2%
Jul-2024	583	+22.2%	170	-8.6%
12-Month Avg*	430	+21.7%	162	+22.9%

* Active Listings for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

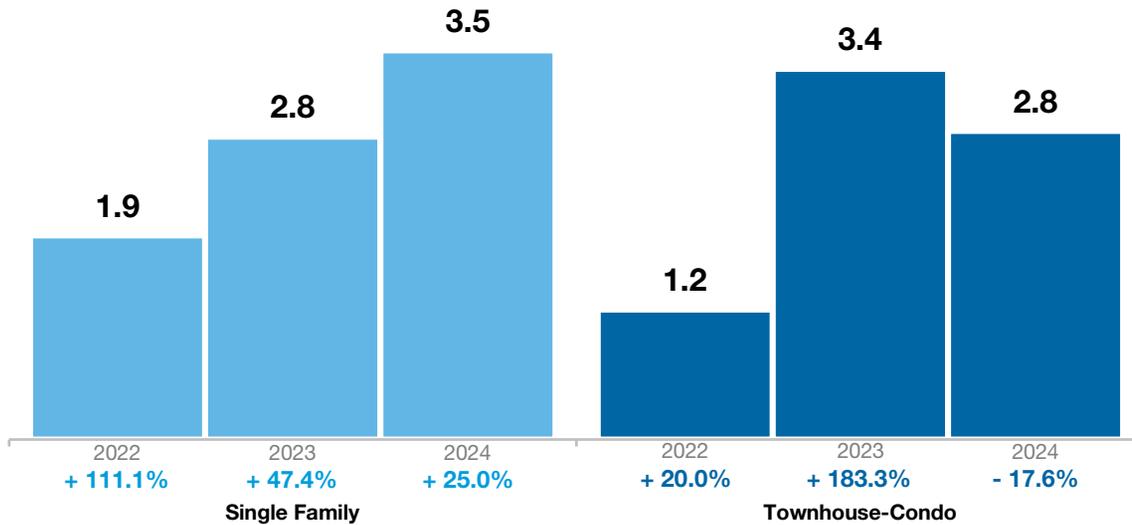


Months Supply of Inventory

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.



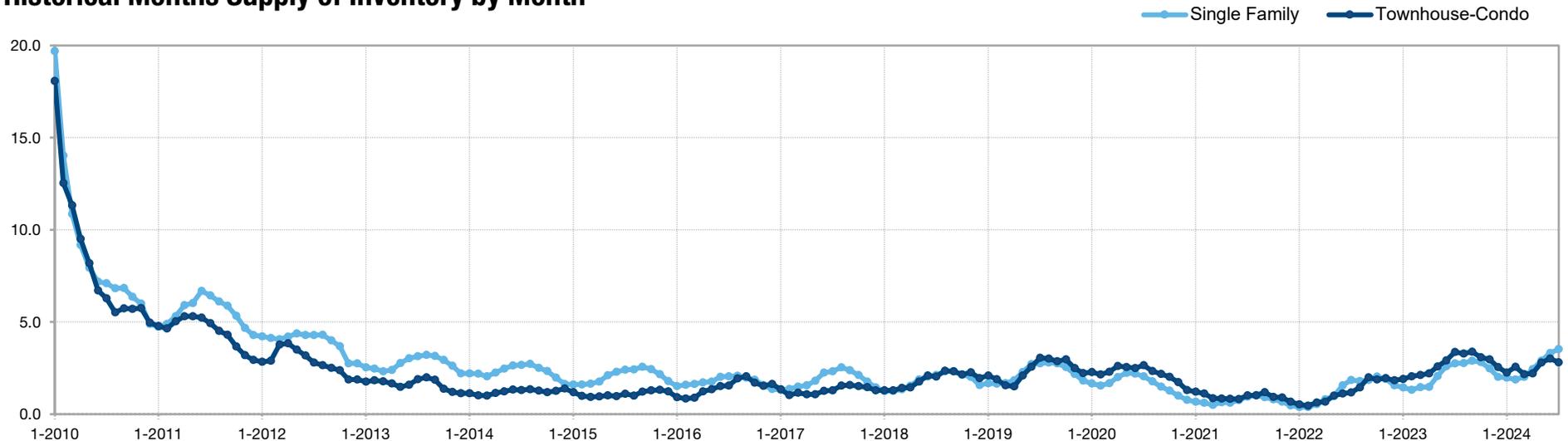
July



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	2.8	+55.6%	3.3	+135.7%
Sep-2023	2.9	+52.6%	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	2.0	+25.0%	2.5	+38.9%
Jan-2024	2.0	+42.9%	2.3	+21.1%
Feb-2024	1.9	+46.2%	2.6	+30.0%
Mar-2024	2.0	+33.3%	2.2	+4.8%
Apr-2024	2.4	+60.0%	2.2	0.0%
May-2024	2.9	+38.1%	2.8	+7.7%
Jun-2024	3.3	+26.9%	3.0	+3.4%
Jul-2024	3.5	+25.0%	2.8	-17.6%
12-Month Avg*	2.6	+39.6%	2.8	+26.1%

* Months Supply for all properties from August 2023 through July 2024. 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.



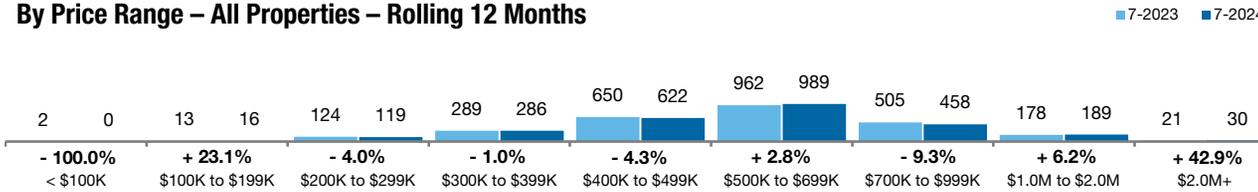
Key Metrics	Historical Sparkbars	7-2023	7-2024	Percent Change	YTD-2023	YTD-2024	Percent Change
New Listings		399	385	- 3.5%	2,338	2,525	+ 8.0%
Pending Sales		253	248	- 2.0%	419	466	+ 11.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		240	257	+ 7.1%	1,609	1,615	+ 0.4%
Median Sales Price		\$596,488	\$553,000	- 7.3%	\$550,650	\$561,195	+ 1.9%
Avg. Sales Price		\$681,418	\$620,213	+ 2.7%	\$624,422	\$640,994	+ 2.7%
Pct. of List Price Received		99.7%	98.9%	- 0.6%	100.0%	99.4%	- 0.6%
Days on Market		51	60	+ 4.8%	63	66	+ 4.8%
Affordability Index		48	52	- 0.7%	51	51	- 0.7%
Active Listings		663	753	+ 13.6%	--	--	--
Months Supply		2.9	3.3	+ 15.0%	--	--	--

Sold Listings

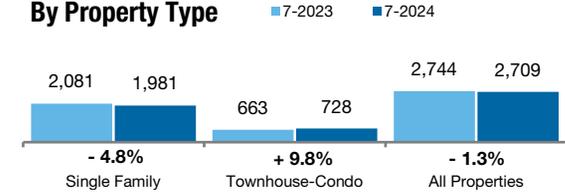
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type

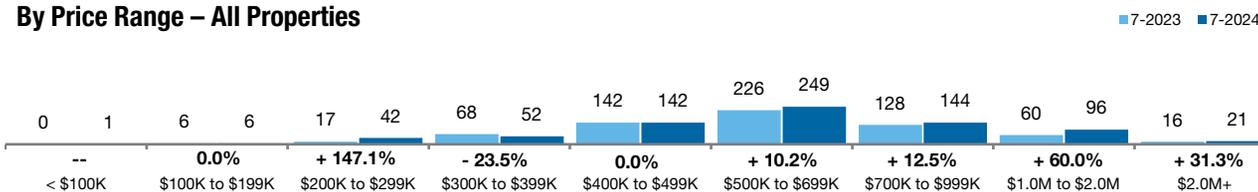


By Price Range	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
	7-2023	7-2024	Change	7-2023	7-2024	Change	6-2024	7-2024	Change	6-2024	7-2024	Change	7-2023	7-2024	Change	7-2023	7-2024	Change
\$99,999 and Below	2	0	-100.0%	0	0	--	0	0	--	0	0	--	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	9	15	+66.7%	4	1	-75.0%	5	1	-80.0%	0	0	--	5	9	+80.0%	0	1	--
\$200,000 to \$299,999	28	27	-3.6%	96	92	-4.2%	5	1	-80.0%	5	16	+220.0%	15	14	-6.7%	58	56	-3.4%
\$300,000 to \$399,999	93	65	-30.1%	196	221	+12.8%	2	4	+100.0%	26	17	-34.6%	38	30	-21.1%	122	129	+5.7%
\$400,000 to \$499,999	396	339	-14.4%	254	283	+11.4%	27	31	+14.8%	27	27	0.0%	212	174	-17.9%	149	151	+1.3%
\$500,000 to \$699,999	889	888	-0.1%	73	101	+38.4%	105	88	-16.2%	12	7	-41.7%	525	555	+5.7%	45	68	+51.1%
\$700,000 to \$999,999	478	441	-7.7%	27	17	-37.0%	46	41	-10.9%	3	4	+33.3%	297	269	-9.4%	15	11	-26.7%
\$1,000,000 to \$1,999,999	165	176	+6.7%	13	13	0.0%	22	14	-36.4%	1	3	+200.0%	108	120	+11.1%	8	6	-25.0%
\$2,000,000 and Above	21	30	+42.9%	0	0	--	3	3	0.0%	0	0	--	11	22	+100.0%	0	0	--
All Price Ranges	2,081	1,981	-4.8%	663	728	+9.8%	215	183	-14.9%	74	74	0.0%	1,212	1,193	-1.6%	397	422	+6.3%

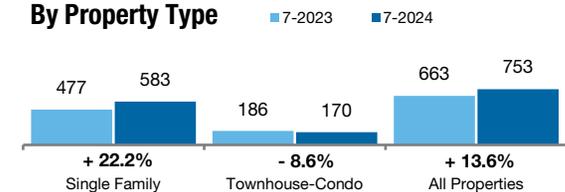
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



By Price Range	Year over Year						Compared to Prior Month						Year to Date	
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family	Townhouse-Condo
	7-2023	7-2024	Change	7-2023	7-2024	Change	6-2024	7-2024	Change	6-2024	7-2024	Change		
\$99,999 and Below	0	0	--	0	1	--	0	0	--	1	1	0.0%		
\$100,000 to \$199,999	6	6	0.0%	0	0	--	6	6	0.0%	0	0	--		
\$200,000 to \$299,999	7	11	+57.1%	10	31	+210.0%	10	11	+10.0%	30	31	+3.3%		
\$300,000 to \$399,999	25	19	-24.0%	43	33	-23.3%	24	19	-20.8%	40	33	-17.5%		
\$400,000 to \$499,999	63	72	+14.3%	79	70	-11.4%	60	72	+20.0%	69	70	+1.4%		
\$500,000 to \$699,999	183	222	+21.3%	43	27	-37.2%	210	222	+5.7%	29	27	-6.9%		
\$700,000 to \$999,999	123	138	+12.2%	5	6	+20.0%	125	138	+10.4%	9	6	-33.3%		
\$1,000,000 to \$1,999,999	54	94	+74.1%	6	2	-66.7%	89	94	+5.6%	1	2	+100.0%		
\$2,000,000 and Above	16	21	+31.3%	0	0	--	23	21	-8.7%	0	0	--		
All Price Ranges	477	583	+22.2%	186	170	-8.6%	547	583	+6.6%	179	170	-5.0%		

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 July 2024

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Johnstown

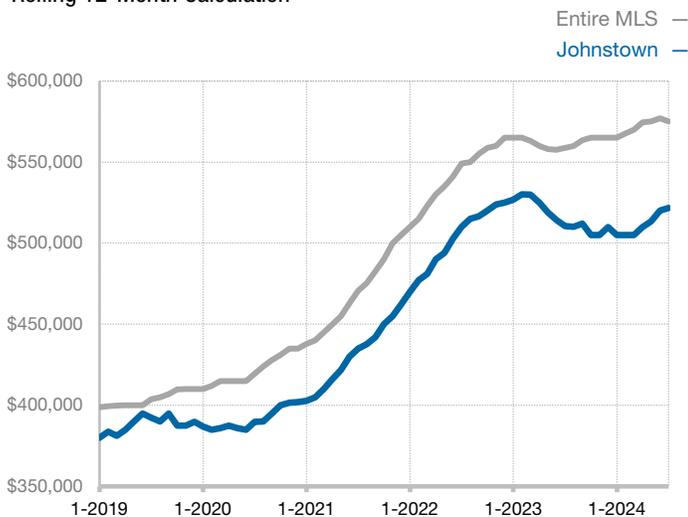
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	48	53	+ 10.4%	408	457	+ 12.0%
Closed Sales	35	55	+ 57.1%	346	325	- 6.1%
Median Sales Price*	\$513,500	\$524,990	+ 2.2%	\$504,770	\$528,000	+ 4.6%
Average Sales Price*	\$535,467	\$551,208	+ 2.9%	\$530,594	\$547,456	+ 3.2%
Percent of List Price Received*	100.5%	99.9%	- 0.6%	99.7%	99.6%	- 0.1%
Days on Market Until Sale	37	65	+ 75.7%	59	56	- 5.1%
Inventory of Homes for Sale	91	126	+ 38.5%	--	--	--
Months Supply of Inventory	1.9	2.9	+ 52.6%	--	--	--

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

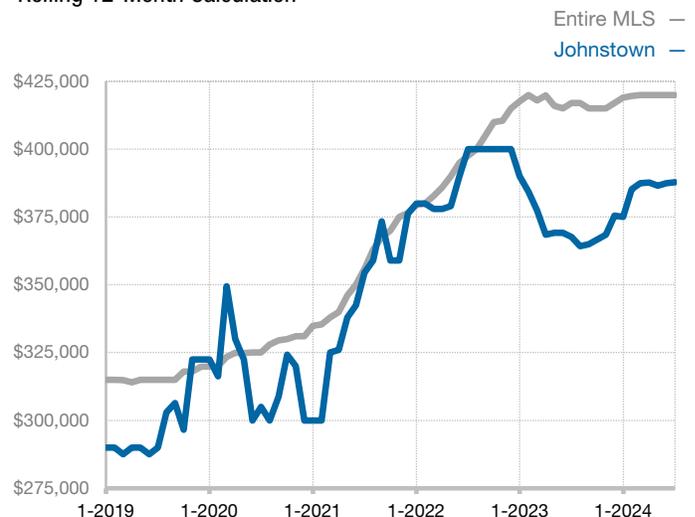
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	13	10	- 23.1%	35	92	+ 162.9%
Closed Sales	3	6	+ 100.0%	20	57	+ 185.0%
Median Sales Price*	\$351,150	\$397,475	+ 13.2%	\$347,700	\$399,950	+ 15.0%
Average Sales Price*	\$375,750	\$387,964	+ 3.3%	\$366,357	\$391,436	+ 6.8%
Percent of List Price Received*	100.2%	100.0%	- 0.2%	100.1%	99.8%	- 0.3%
Days on Market Until Sale	69	130	+ 88.4%	79	65	- 17.7%
Inventory of Homes for Sale	18	44	+ 144.4%	--	--	--
Months Supply of Inventory	6.4	6.5	+ 1.6%	--	--	--

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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 July 2024

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Longmont

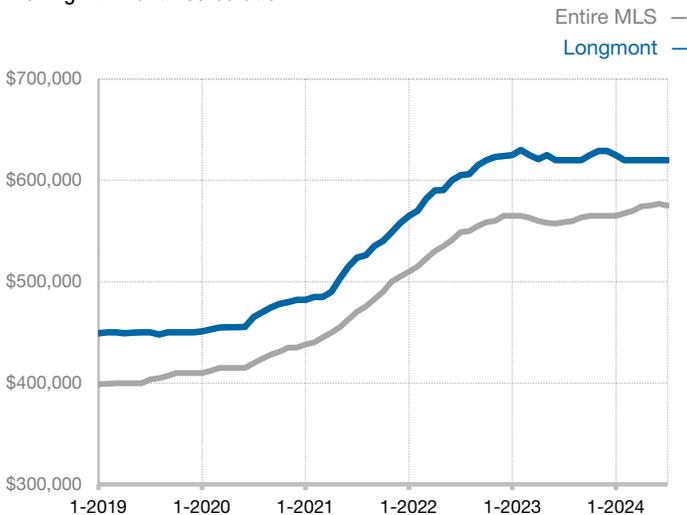
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	122	151	+ 23.8%	898	1,031	+ 14.8%
Closed Sales	94	106	+ 12.8%	654	661	+ 1.1%
Median Sales Price*	\$613,500	\$619,000	+ 0.9%	\$635,000	\$620,000	- 2.4%
Average Sales Price*	\$744,085	\$823,300	+ 10.6%	\$746,213	\$750,739	+ 0.6%
Percent of List Price Received*	99.5%	99.6%	+ 0.1%	99.7%	99.3%	- 0.4%
Days on Market Until Sale	42	40	- 4.8%	50	49	- 2.0%
Inventory of Homes for Sale	216	287	+ 32.9%	--	--	--
Months Supply of Inventory	2.3	3.2	+ 39.1%	--	--	--

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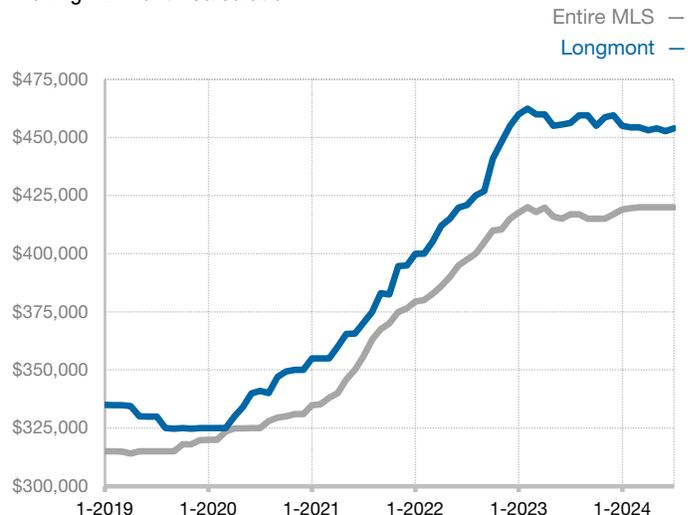
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	31	42	+ 35.5%	259	281	+ 8.5%
Closed Sales	30	19	- 36.7%	179	182	+ 1.7%
Median Sales Price*	\$450,000	\$451,469	+ 0.3%	\$459,000	\$449,829	- 2.0%
Average Sales Price*	\$462,267	\$438,604	- 5.1%	\$471,601	\$456,336	- 3.2%
Percent of List Price Received*	100.4%	99.2%	- 1.2%	99.9%	99.1%	- 0.8%
Days on Market Until Sale	76	46	- 39.5%	66	106	+ 60.6%
Inventory of Homes for Sale	115	101	- 12.2%	--	--	--
Months Supply of Inventory	4.3	3.7	- 14.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2024

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Windsor

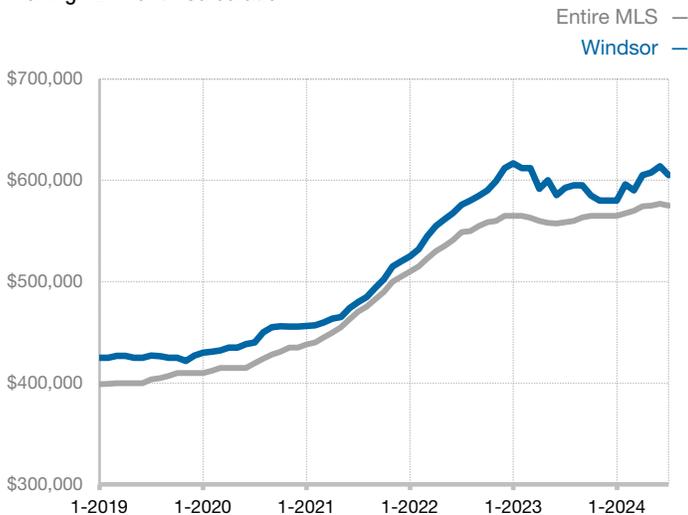
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	85	120	+ 41.2%	671	782	+ 16.5%
Closed Sales	63	82	+ 30.2%	554	509	- 8.1%
Median Sales Price*	\$625,000	\$627,500	+ 0.4%	\$570,000	\$600,000	+ 5.3%
Average Sales Price*	\$677,092	\$688,408	+ 1.7%	\$644,971	\$699,050	+ 8.4%
Percent of List Price Received*	98.8%	99.6%	+ 0.8%	99.6%	99.5%	- 0.1%
Days on Market Until Sale	62	65	+ 4.8%	95	70	- 26.3%
Inventory of Homes for Sale	169	239	+ 41.4%	--	--	--
Months Supply of Inventory	2.4	3.9	+ 62.5%	--	--	--

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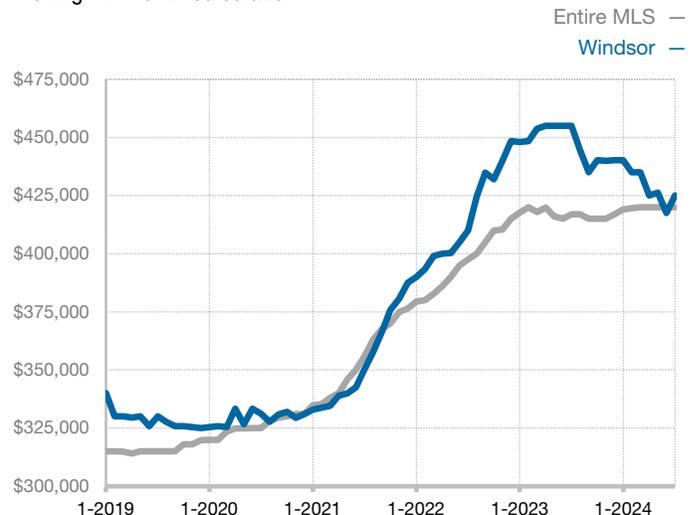
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	14	12	- 14.3%	93	99	+ 6.5%
Closed Sales	8	8	0.0%	70	59	- 15.7%
Median Sales Price*	\$533,960	\$587,500	+ 10.0%	\$441,945	\$416,555	- 5.7%
Average Sales Price*	\$491,114	\$579,481	+ 18.0%	\$464,769	\$429,321	- 7.6%
Percent of List Price Received*	99.4%	99.3%	- 0.1%	100.3%	98.9%	- 1.4%
Days on Market Until Sale	102	154	+ 51.0%	108	106	- 1.9%
Inventory of Homes for Sale	32	36	+ 12.5%	--	--	--
Months Supply of Inventory	2.9	3.8	+ 31.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2024

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Boulder

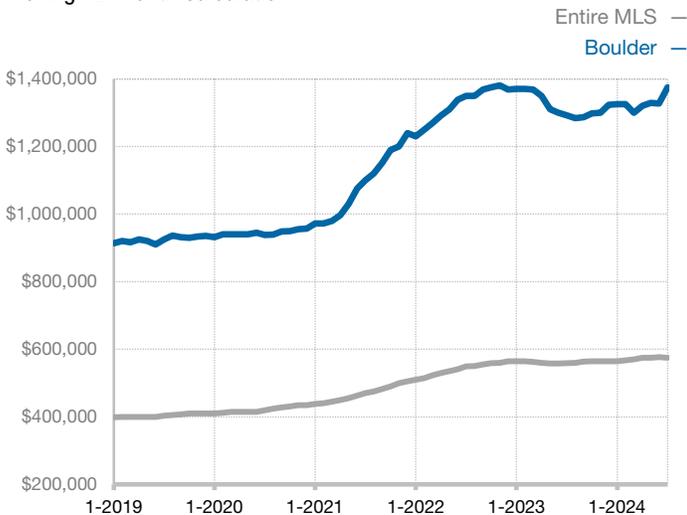
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	131	127	- 3.1%	989	1,025	+ 3.6%
Closed Sales	109	87	- 20.2%	551	537	- 2.5%
Median Sales Price*	\$1,225,000	\$1,437,500	+ 17.3%	\$1,320,000	\$1,400,000	+ 6.1%
Average Sales Price*	\$1,460,108	\$1,815,429	+ 24.3%	\$1,698,301	\$1,644,459	- 3.2%
Percent of List Price Received*	97.7%	97.0%	- 0.7%	98.3%	97.3%	- 1.0%
Days on Market Until Sale	47	59	+ 25.5%	53	67	+ 26.4%
Inventory of Homes for Sale	313	384	+ 22.7%	--	--	--
Months Supply of Inventory	4.0	5.2	+ 30.0%	--	--	--

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

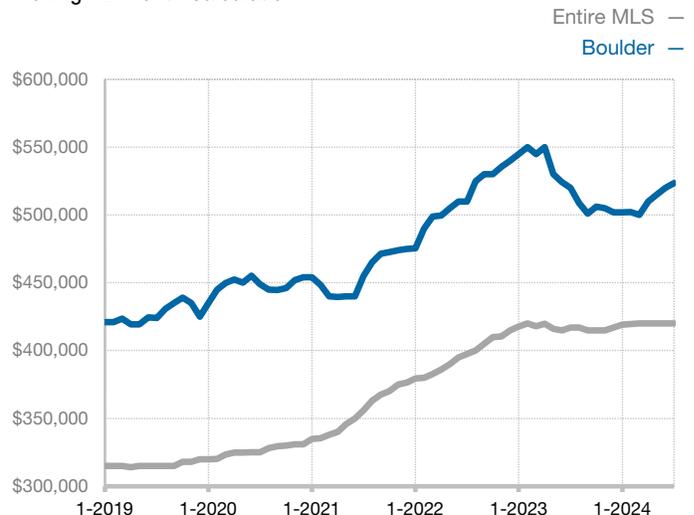
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	83	115	+ 38.6%	557	734	+ 31.8%
Closed Sales	53	50	- 5.7%	349	357	+ 2.3%
Median Sales Price*	\$479,900	\$534,500	+ 11.4%	\$499,500	\$525,000	+ 5.1%
Average Sales Price*	\$581,641	\$674,173	+ 15.9%	\$592,670	\$632,336	+ 6.7%
Percent of List Price Received*	99.4%	97.8%	- 1.6%	99.6%	98.5%	- 1.1%
Days on Market Until Sale	47	59	+ 25.5%	43	60	+ 39.5%
Inventory of Homes for Sale	143	256	+ 79.0%	--	--	--
Months Supply of Inventory	2.7	5.2	+ 92.6%	--	--	--

* 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 July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

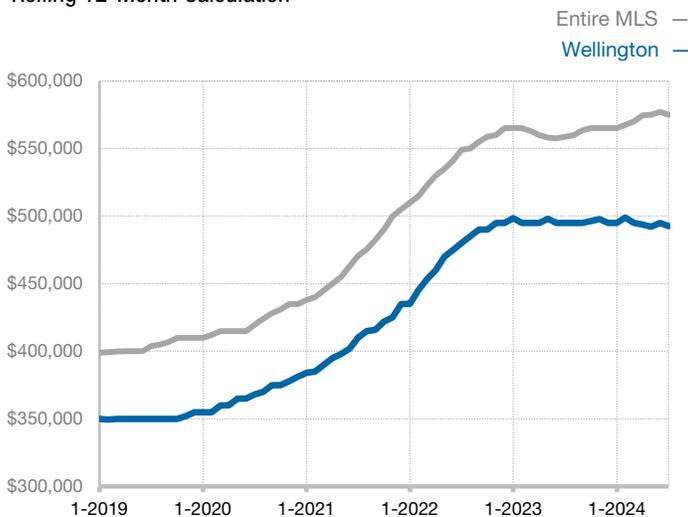
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	26	36	+ 38.5%	203	246	+ 21.2%
Closed Sales	21	17	- 19.0%	195	138	- 29.2%
Median Sales Price*	\$478,000	\$489,000	+ 2.3%	\$498,000	\$499,895	+ 0.4%
Average Sales Price*	\$506,776	\$495,470	- 2.2%	\$513,276	\$553,925	+ 7.9%
Percent of List Price Received*	99.7%	99.2%	- 0.5%	99.5%	99.6%	+ 0.1%
Days on Market Until Sale	42	63	+ 50.0%	71	64	- 9.9%
Inventory of Homes for Sale	47	75	+ 59.6%	--	--	--
Months Supply of Inventory	1.8	4.3	+ 138.9%	--	--	--

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

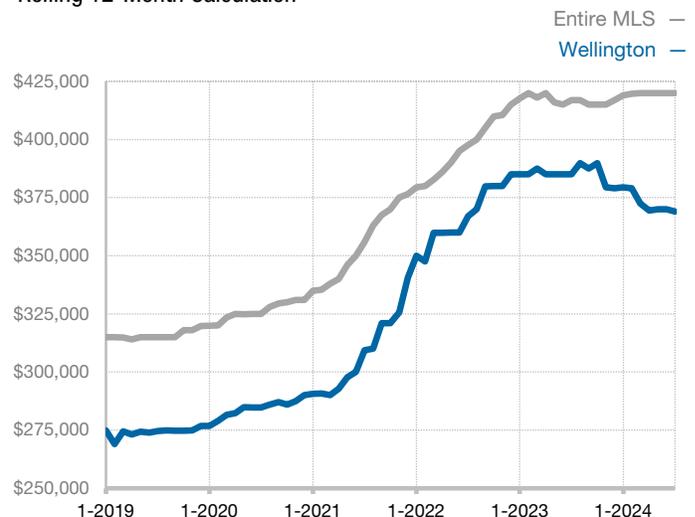
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	5	3	- 40.0%	25	30	+ 20.0%
Closed Sales	2	4	+ 100.0%	12	20	+ 66.7%
Median Sales Price*	\$395,000	\$374,500	- 5.2%	\$385,000	\$372,500	- 3.2%
Average Sales Price*	\$395,000	\$365,975	- 7.3%	\$379,301	\$363,545	- 4.2%
Percent of List Price Received*	100.0%	99.0%	- 1.0%	98.7%	99.2%	+ 0.5%
Days on Market Until Sale	36	38	+ 5.6%	45	76	+ 68.9%
Inventory of Homes for Sale	7	10	+ 42.9%	--	--	--
Months Supply of Inventory	2.9	3.7	+ 27.6%	--	--	--

* 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 July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Fort Collins

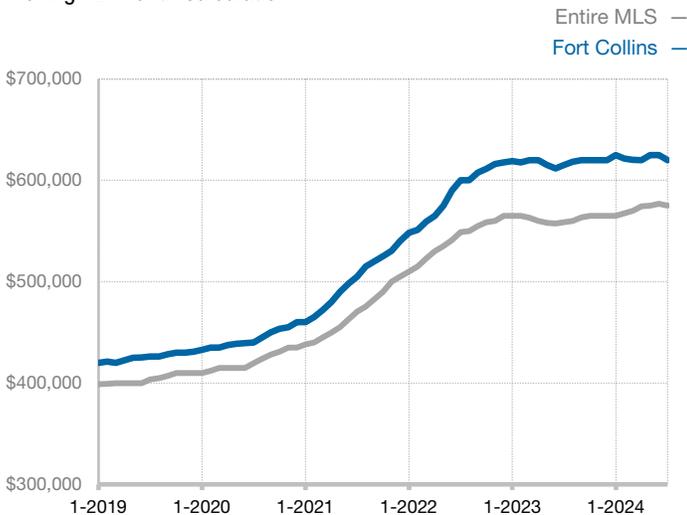
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	244	258	+ 5.7%	1,454	1,550	+ 6.6%
Closed Sales	169	160	- 5.3%	1,020	1,015	- 0.5%
Median Sales Price*	\$692,000	\$637,500	- 7.9%	\$636,750	\$635,000	- 0.3%
Average Sales Price*	\$792,216	\$691,699	- 12.7%	\$717,684	\$726,222	+ 1.2%
Percent of List Price Received*	99.6%	99.1%	- 0.5%	100.1%	99.6%	- 0.5%
Days on Market Until Sale	44	47	+ 6.8%	49	53	+ 8.2%
Inventory of Homes for Sale	354	424	+ 19.8%	--	--	--
Months Supply of Inventory	2.2	3.1	+ 40.9%	--	--	--

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

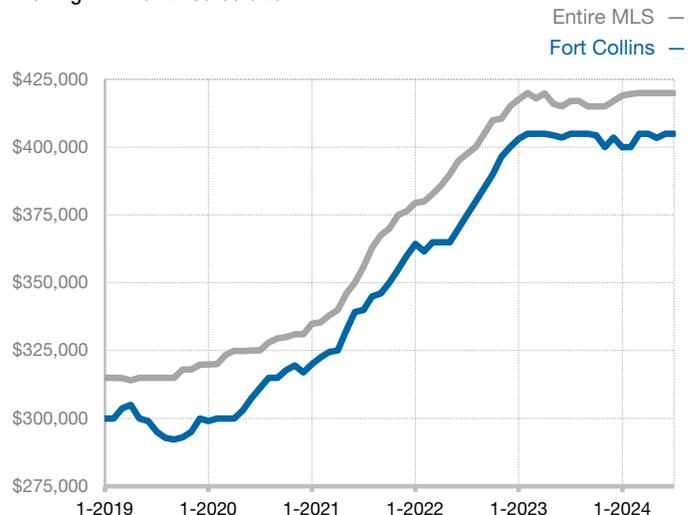
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	111	94	- 15.3%	570	606	+ 6.3%
Closed Sales	53	74	+ 39.6%	414	416	+ 0.5%
Median Sales Price*	\$417,000	\$420,000	+ 0.7%	\$405,000	\$410,500	+ 1.4%
Average Sales Price*	\$416,457	\$454,690	+ 9.2%	\$410,873	\$419,172	+ 2.0%
Percent of List Price Received*	100.0%	99.0%	- 1.0%	99.8%	99.3%	- 0.5%
Days on Market Until Sale	43	73	+ 69.8%	63	78	+ 23.8%
Inventory of Homes for Sale	181	166	- 8.3%	--	--	--
Months Supply of Inventory	3.0	3.0	0.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2024

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Loveland

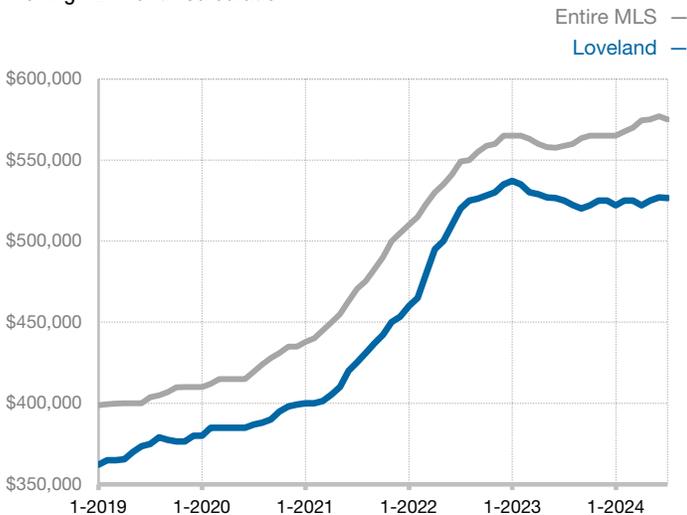
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	138	140	+ 1.4%	960	954	- 0.6%
Closed Sales	105	98	- 6.7%	773	673	- 12.9%
Median Sales Price*	\$520,000	\$525,000	+ 1.0%	\$527,000	\$530,000	+ 0.6%
Average Sales Price*	\$585,618	\$621,728	+ 6.2%	\$618,754	\$626,927	+ 1.3%
Percent of List Price Received*	99.3%	98.8%	- 0.5%	99.4%	99.4%	0.0%
Days on Market Until Sale	51	48	- 5.9%	56	53	- 5.4%
Inventory of Homes for Sale	211	237	+ 12.3%	--	--	--
Months Supply of Inventory	1.7	2.5	+ 47.1%	--	--	--

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

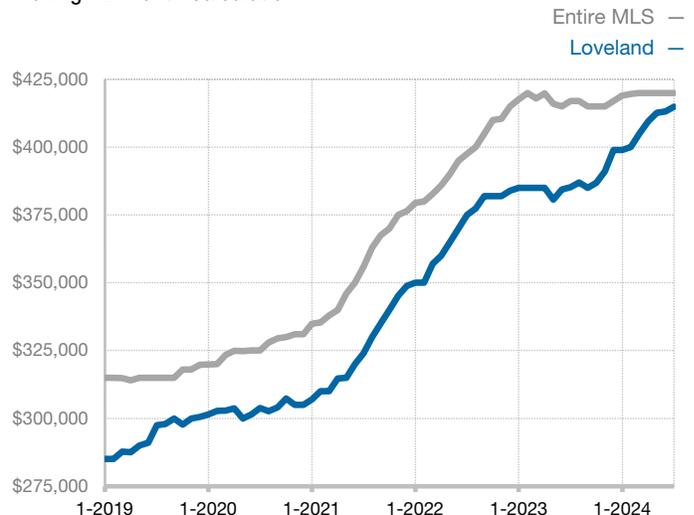
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	30	34	+ 13.3%	212	229	+ 8.0%
Closed Sales	30	26	- 13.3%	191	159	- 16.8%
Median Sales Price*	\$386,000	\$443,000	+ 14.8%	\$394,950	\$418,500	+ 6.0%
Average Sales Price*	\$407,402	\$436,895	+ 7.2%	\$413,897	\$425,190	+ 2.7%
Percent of List Price Received*	100.9%	99.6%	- 1.3%	100.8%	99.9%	- 0.9%
Days on Market Until Sale	79	141	+ 78.5%	120	106	- 11.7%
Inventory of Homes for Sale	88	91	+ 3.4%	--	--	--
Months Supply of Inventory	3.2	3.9	+ 21.9%	--	--	--

* 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 July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Berthoud

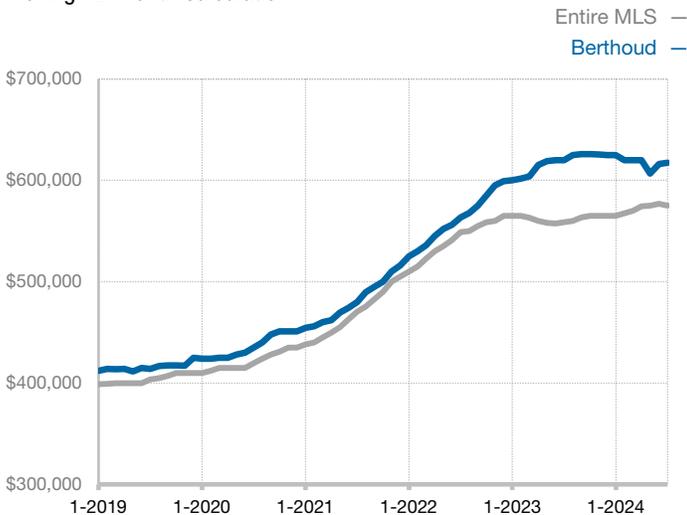
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	57	59	+ 3.5%	366	416	+ 13.7%
Closed Sales	38	33	- 13.2%	223	235	+ 5.4%
Median Sales Price*	\$642,500	\$625,000	- 2.7%	\$635,000	\$620,000	- 2.4%
Average Sales Price*	\$716,732	\$742,780	+ 3.6%	\$798,268	\$746,633	- 6.5%
Percent of List Price Received*	98.2%	99.7%	+ 1.5%	99.2%	99.4%	+ 0.2%
Days on Market Until Sale	63	73	+ 15.9%	77	85	+ 10.4%
Inventory of Homes for Sale	139	147	+ 5.8%	--	--	--
Months Supply of Inventory	4.3	4.4	+ 2.3%	--	--	--

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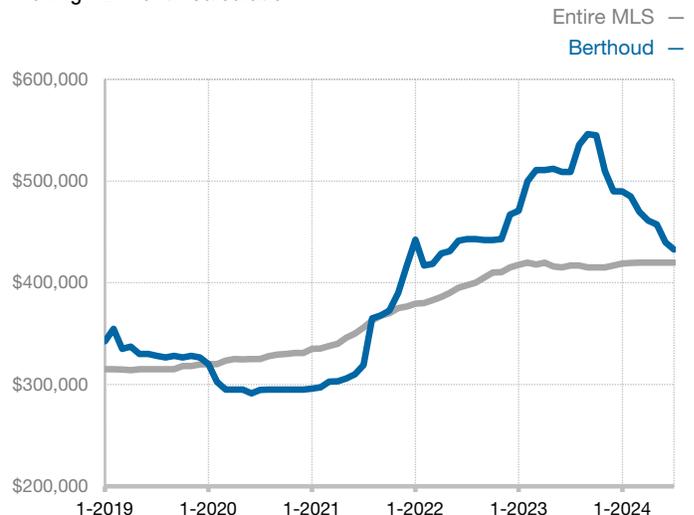
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	1	5	+ 400.0%	36	26	- 27.8%
Closed Sales	3	0	- 100.0%	34	13	- 61.8%
Median Sales Price*	\$457,500	\$0	- 100.0%	\$507,000	\$421,000	- 17.0%
Average Sales Price*	\$426,000	\$0	- 100.0%	\$535,792	\$413,298	- 22.9%
Percent of List Price Received*	100.1%	0.0%	- 100.0%	101.4%	99.5%	- 1.9%
Days on Market Until Sale	60	0	- 100.0%	136	81	- 40.4%
Inventory of Homes for Sale	11	18	+ 63.6%	--	--	--
Months Supply of Inventory	2.3	7.5	+ 226.1%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2024

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Greeley

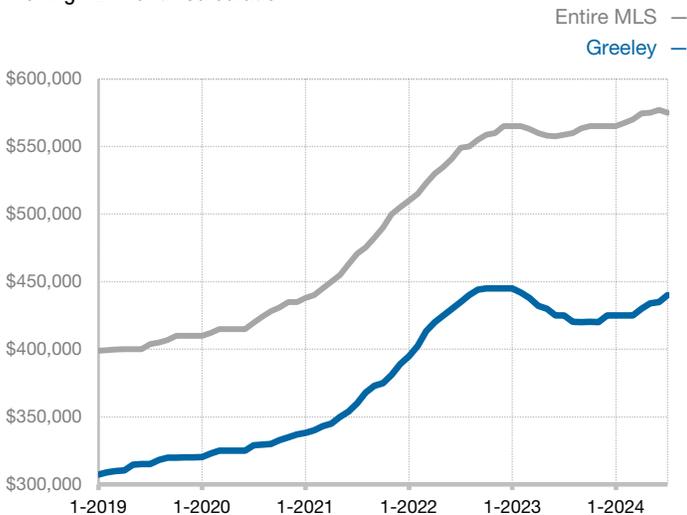
Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	125	133	+ 6.4%	811	937	+ 15.5%
Closed Sales	90	105	+ 16.7%	674	722	+ 7.1%
Median Sales Price*	\$433,250	\$453,000	+ 4.6%	\$420,500	\$445,000	+ 5.8%
Average Sales Price*	\$445,845	\$472,295	+ 5.9%	\$444,425	\$459,529	+ 3.4%
Percent of List Price Received*	99.6%	99.6%	0.0%	99.9%	99.5%	- 0.4%
Days on Market Until Sale	46	51	+ 10.9%	58	59	+ 1.7%
Inventory of Homes for Sale	195	191	- 2.1%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 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.

Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	34	45	+ 32.4%	197	197	0.0%
Closed Sales	23	17	- 26.1%	147	131	- 10.9%
Median Sales Price*	\$357,735	\$349,000	- 2.4%	\$335,000	\$349,382	+ 4.3%
Average Sales Price*	\$351,802	\$340,082	- 3.3%	\$340,619	\$338,152	- 0.7%
Percent of List Price Received*	99.0%	98.3%	- 0.7%	99.3%	99.4%	+ 0.1%
Days on Market Until Sale	64	49	- 23.4%	59	69	+ 16.9%
Inventory of Homes for Sale	56	56	0.0%	--	--	--
Months Supply of Inventory	2.8	3.2	+ 14.3%	--	--	--

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