



# FCBR 2021

FORT COLLINS BOARD OF REALTORS®

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# Monthly Indicators



## May 2021

New Listings were down 25.9 percent for single family homes and 5.3 percent for townhouse-condo properties. Pending Sales landed at 310 for single family homes and 104 for townhouse-condo properties.

The Median Sales Price was up 20.6 percent to \$533,718 for single family homes and 27.7 percent to \$405,322 for townhouse-condo properties. Days on Market decreased 34.2 percent for single family homes but remained flat for townhouse-condo properties.

With such limited supply of existing homes to purchase, all eyes are on home builders to provide a much-needed boost of inventory to the market to help meet buyer demand. However, increasing material and labor costs, along with supply chain challenges, have contributed to significantly higher construction costs, with builders passing these costs on to homebuyers. And while the warmer temperatures, rising sales prices, and the reopening of the economy may draw more sellers to the market, historically low levels of homes for sale are likely to continue for some time.

## Activity Snapshot

**+ 77.8%**    **- 27.8%**    **+ 23.2%**

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>
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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	5-2020	5-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		421	<b>312</b>	- 25.9%	1,505	<b>1,339</b>	- 11.0%
<b>Pending Sales</b>		346	<b>310</b>	- 10.4%	1,181	<b>1,281</b>	+ 8.5%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		174	<b>298</b>	+ 71.3%	909	<b>1,137</b>	+ 25.1%
<b>Median Sales Price</b>		\$442,500	<b>\$533,718</b>	+ 20.6%	\$432,500	<b>\$500,000</b>	+ 15.6%
<b>Avg. Sales Price</b>		\$502,825	<b>\$594,082</b>	+ 18.1%	\$486,722	<b>\$566,996</b>	+ 16.5%
<b>Pct. of List Price Received</b>		99.4%	<b>104.0%</b>	+ 4.6%	99.4%	<b>102.3%</b>	+ 2.9%
<b>Days on Market</b>		76	<b>50</b>	- 34.2%	83	<b>62</b>	- 25.3%
<b>Affordability Index</b>		86	<b>73</b>	- 15.1%	88	<b>78</b>	- 11.4%
<b>Active Listings</b>		529	<b>162</b>	- 69.4%	--	--	--
<b>Months Supply</b>		2.3	<b>0.6</b>	- 73.9%	--	--	--

# 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.



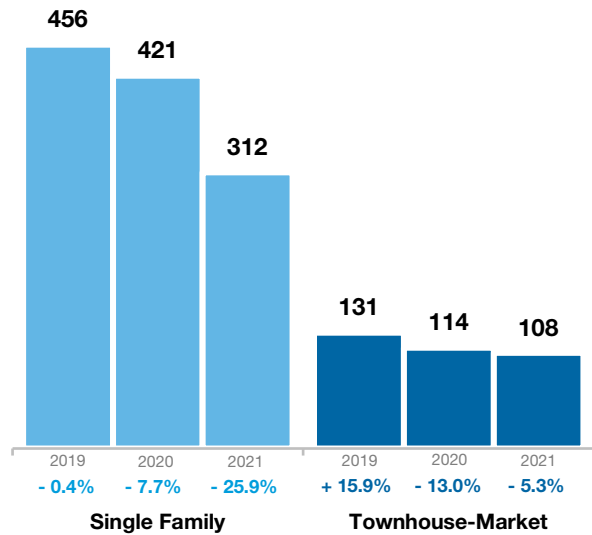
Key Metrics	Historical Sparkbars	5-2020	5-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		114	<b>108</b>	- 5.3%	456	<b>459</b>	+ 0.7%
<b>Pending Sales</b>		109	<b>104</b>	- 4.6%	378	<b>458</b>	+ 21.2%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		51	<b>102</b>	+ 100.0%	332	<b>418</b>	+ 25.9%
<b>Median Sales Price</b>		\$317,500	<b>\$405,322</b>	+ 27.7%	\$308,500	<b>\$353,055</b>	+ 14.4%
<b>Avg. Sales Price</b>		\$324,022	<b>\$457,143</b>	+ 41.1%	\$331,463	<b>\$381,071</b>	+ 15.0%
<b>Pct. of List Price Received</b>		98.6%	<b>102.2%</b>	+ 3.7%	99.1%	<b>101.1%</b>	+ 2.0%
<b>Days on Market</b>		73	<b>73</b>	0.0%	110	<b>71</b>	- 35.5%
<b>Affordability Index</b>		120	<b>96</b>	- 20.0%	124	<b>110</b>	- 11.3%
<b>Active Listings</b>		179	<b>58</b>	- 67.6%	--	--	--
<b>Months Supply</b>		2.6	<b>0.7</b>	- 73.1%	--	--	--

# New Listings

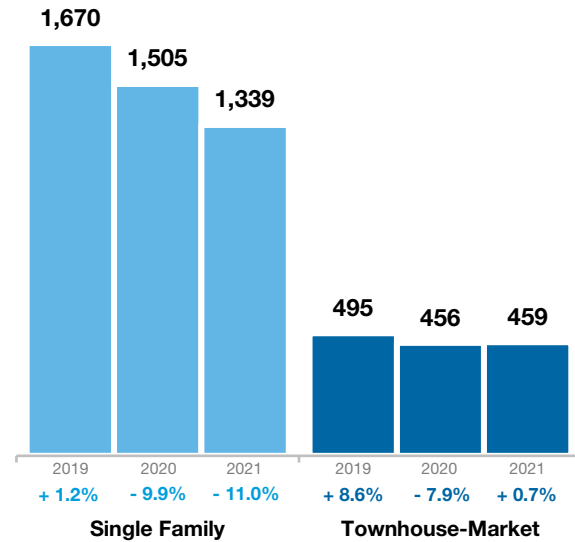
A count of the properties that have been newly listed on the market in a given month.



## May

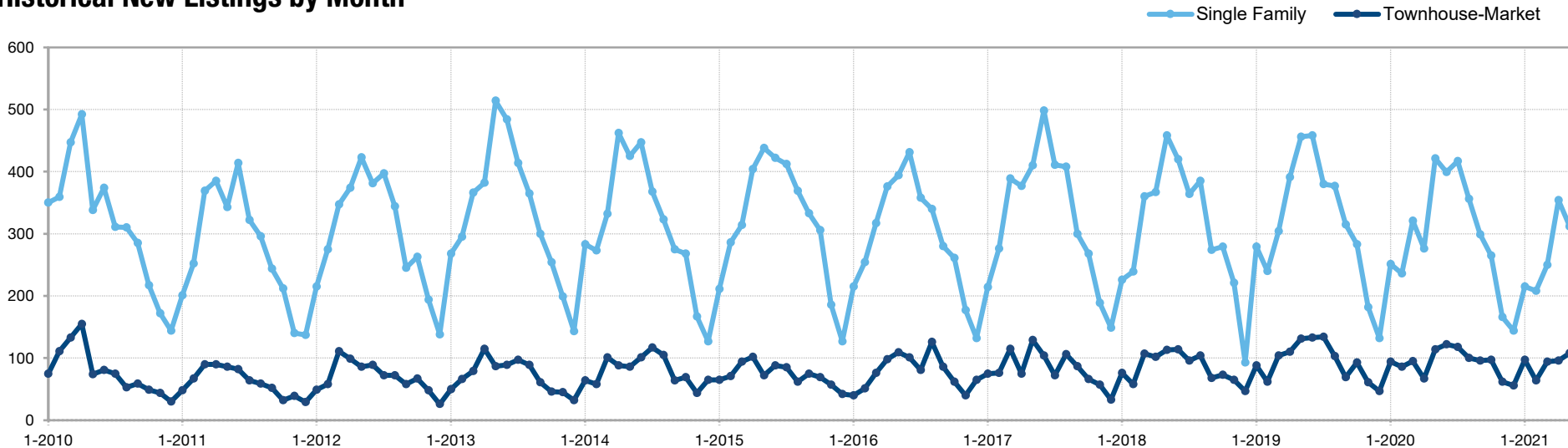


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2020	399	-12.9%	122	-8.3%
Jul-2020	417	+9.7%	118	-11.9%
Aug-2020	356	-5.6%	100	-2.9%
Sep-2020	299	-5.1%	96	+39.1%
Oct-2020	265	-6.4%	97	+4.3%
Nov-2020	166	-8.8%	62	+1.6%
Dec-2020	144	+9.1%	56	+19.1%
Jan-2021	215	-14.3%	97	+3.2%
Feb-2021	208	-11.9%	64	-25.6%
Mar-2021	250	-22.1%	94	-1.1%
Apr-2021	354	+28.3%	96	+43.3%
<b>May-2021</b>	<b>312</b>	<b>-25.9%</b>	<b>108</b>	<b>-5.3%</b>
12-Month Avg	282	-6.8%	93	+1.3%

## Historical New Listings by Month

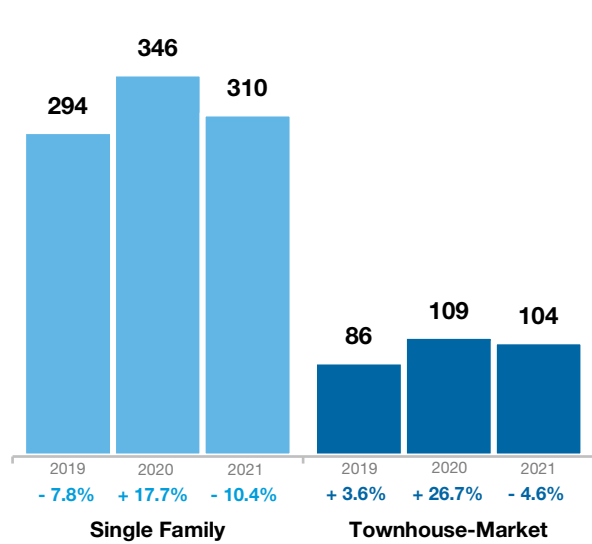


# Pending Sales

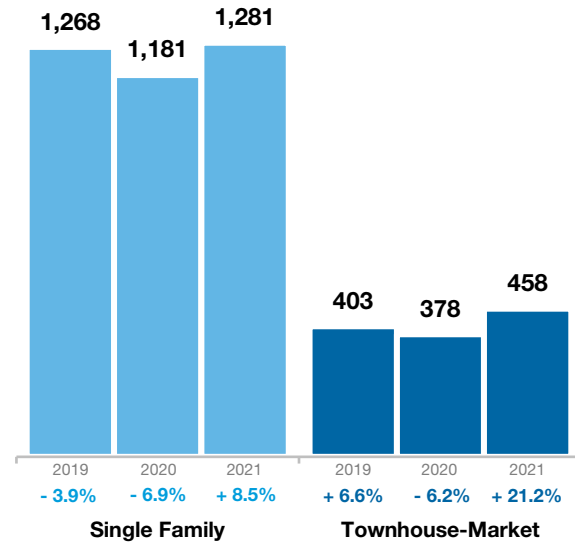
A count of the properties on which offers have been accepted in a given month.



## May

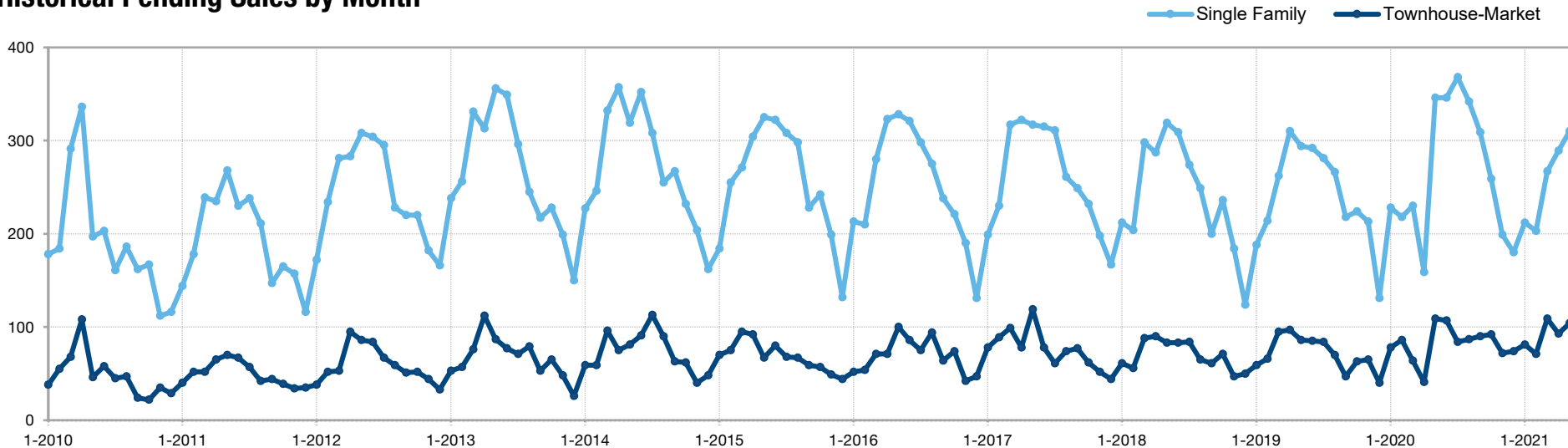


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2020	346	+18.5%	107	+25.9%
Jul-2020	368	+31.0%	84	0.0%
Aug-2020	342	+28.6%	87	+24.3%
Sep-2020	309	+41.7%	90	+91.5%
Oct-2020	259	+15.6%	92	+46.0%
Nov-2020	199	-6.6%	72	+10.8%
Dec-2020	180	+37.4%	74	+85.0%
Jan-2021	212	-7.0%	81	+3.8%
Feb-2021	203	-6.9%	71	-17.4%
Mar-2021	267	+16.1%	109	+70.3%
Apr-2021	289	+81.8%	93	+126.8%
<b>May-2021</b>	<b>310</b>	<b>-10.4%</b>	<b>104</b>	<b>-4.6%</b>
12-Month Avg	274	+17.0%	89	+27.9%

## Historical Pending Sales by Month

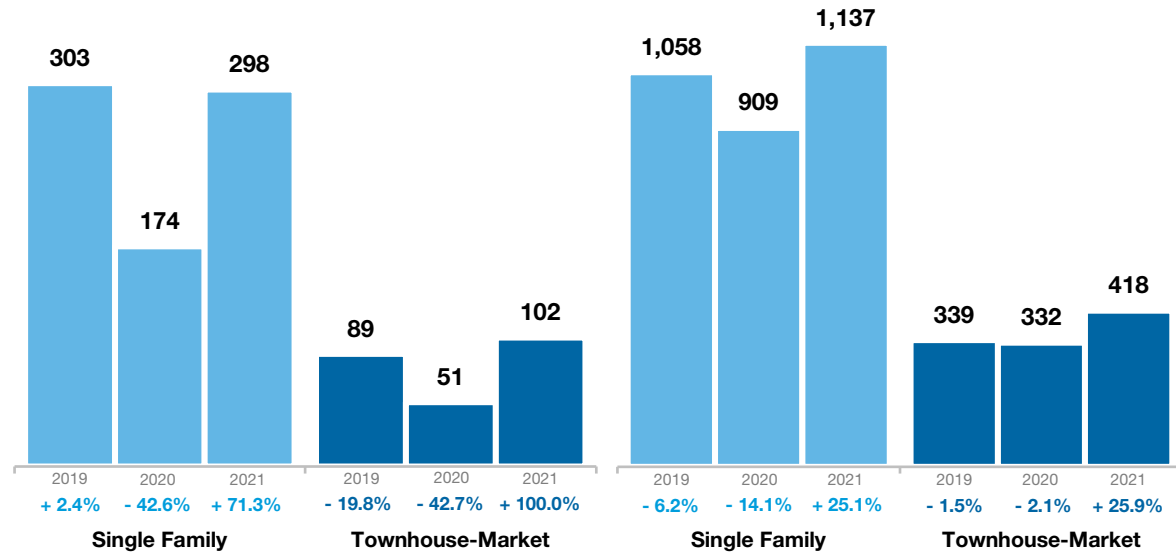


# Sold Listings

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

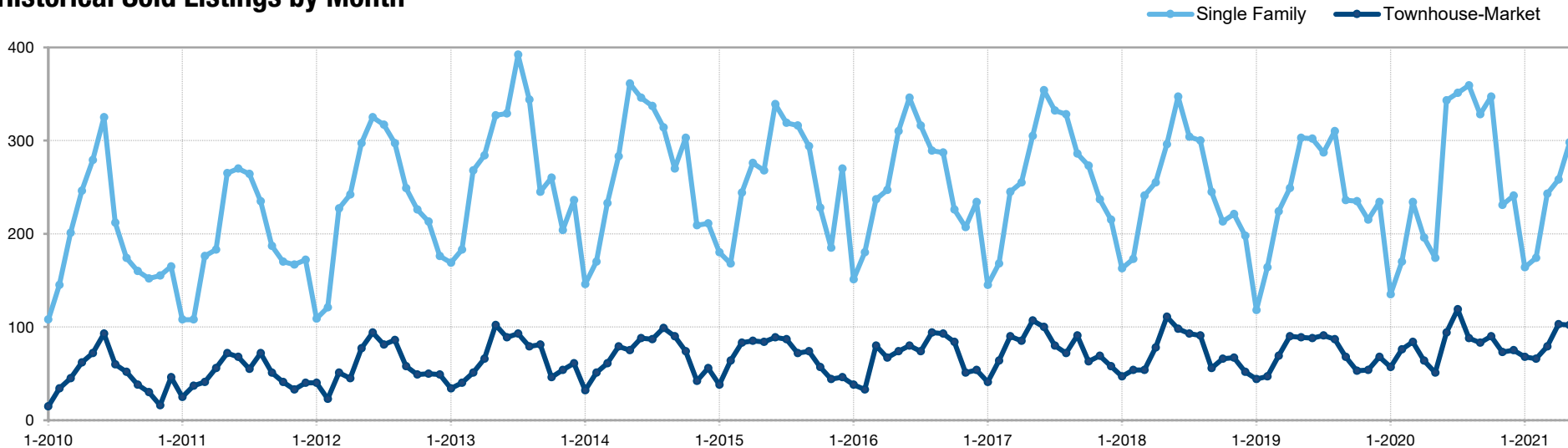


## May



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2020	343	+13.6%	94	+6.8%
Jul-2020	351	+22.3%	119	+30.8%
Aug-2020	359	+15.8%	88	+1.1%
Sep-2020	328	+39.0%	83	+22.1%
Oct-2020	347	+47.7%	90	+69.8%
Nov-2020	231	+7.4%	73	+35.2%
Dec-2020	241	+3.0%	75	+10.3%
Jan-2021	164	+21.5%	68	+19.3%
Feb-2021	174	+2.4%	66	-13.2%
Mar-2021	243	+3.8%	79	-6.0%
Apr-2021	258	+31.6%	103	+60.9%
<b>May-2021</b>	<b>298</b>	<b>+71.3%</b>	<b>102</b>	<b>+100.0%</b>
12-Month Avg	278	+22.3%	87	+23.7%

## Historical Sold Listings by Month

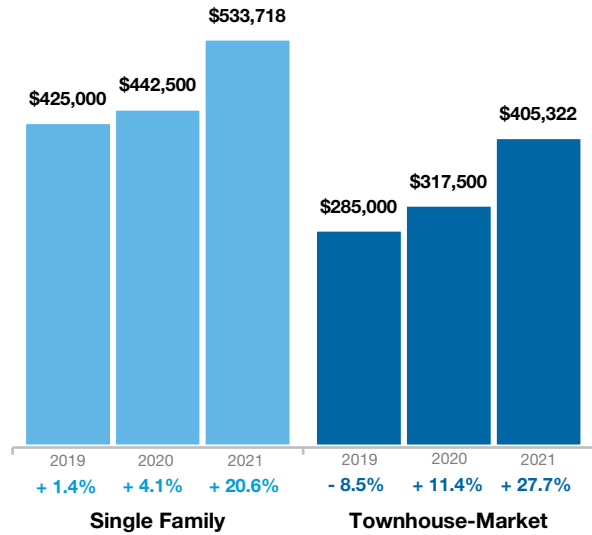


# Median Sales Price

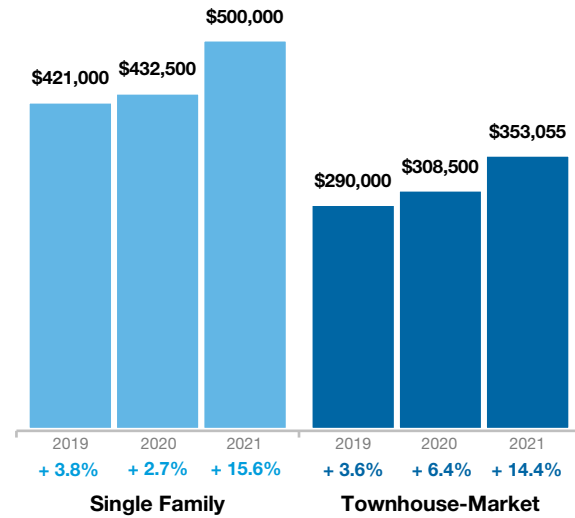
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May



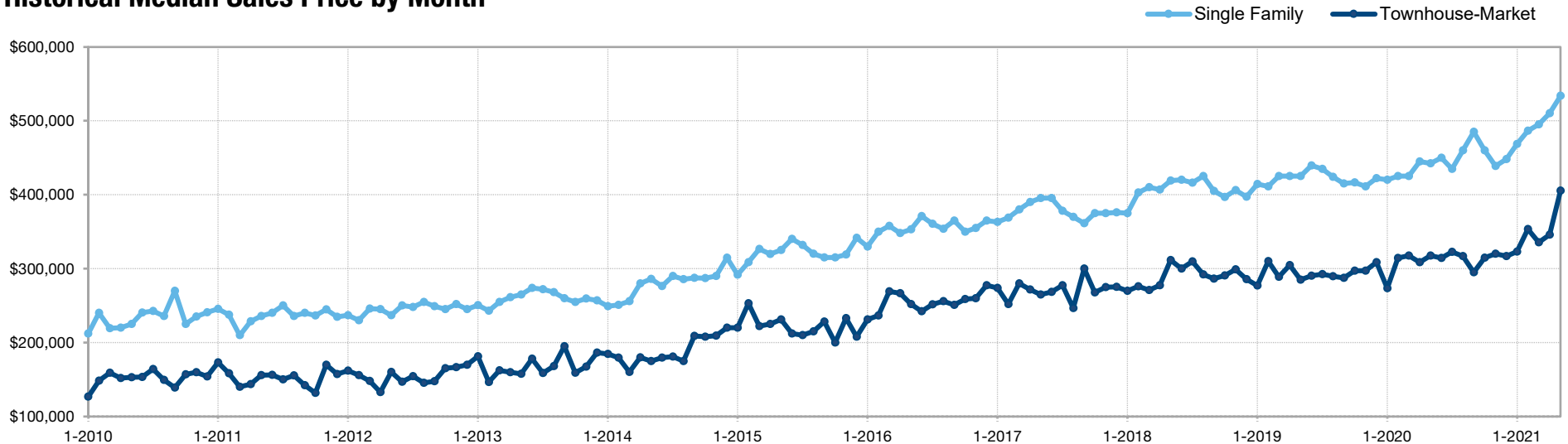
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2020	\$449,975	+2.4%	\$314,500	+8.3%
Jul-2020	\$435,000	0.0%	\$322,750	+10.3%
Aug-2020	\$460,000	+8.5%	\$316,713	+9.4%
Sep-2020	\$485,000	+16.9%	\$295,000	+2.6%
Oct-2020	\$460,000	+10.4%	\$314,700	+6.0%
Nov-2020	\$438,700	+6.7%	\$320,000	+7.7%
Dec-2020	\$448,000	+6.1%	\$316,885	+2.6%
Jan-2021	\$468,702	+11.6%	\$323,000	+18.1%
Feb-2021	\$486,500	+14.5%	\$353,466	+12.4%
Mar-2021	\$495,000	+16.5%	\$335,500	+5.7%
Apr-2021	\$510,000	+14.6%	\$346,000	+12.1%
<b>May-2021</b>	<b>\$533,718</b>	<b>+20.6%</b>	<b>\$405,322</b>	<b>+27.7%</b>
12-Month Avg*	\$470,307	+10.7%	\$329,950	+10.0%

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

## Historical Median Sales Price by Month



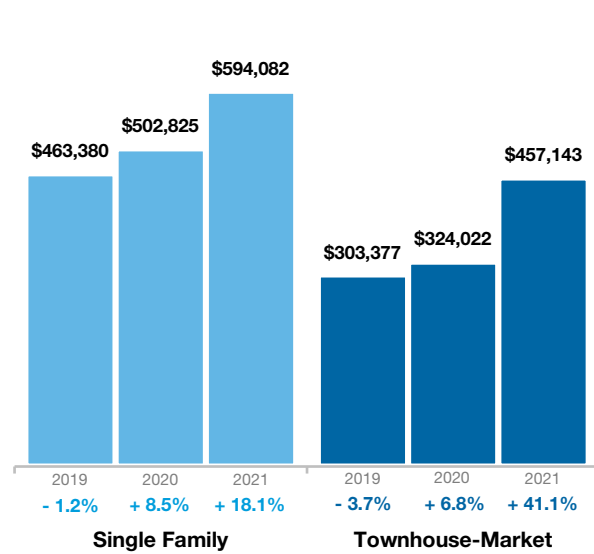


# Average Sales Price

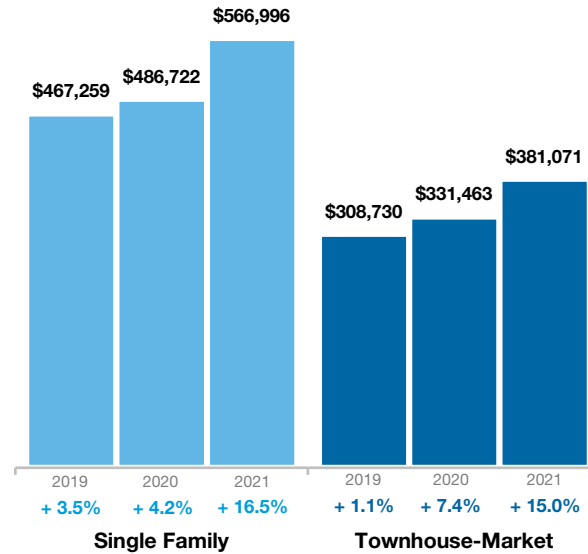
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



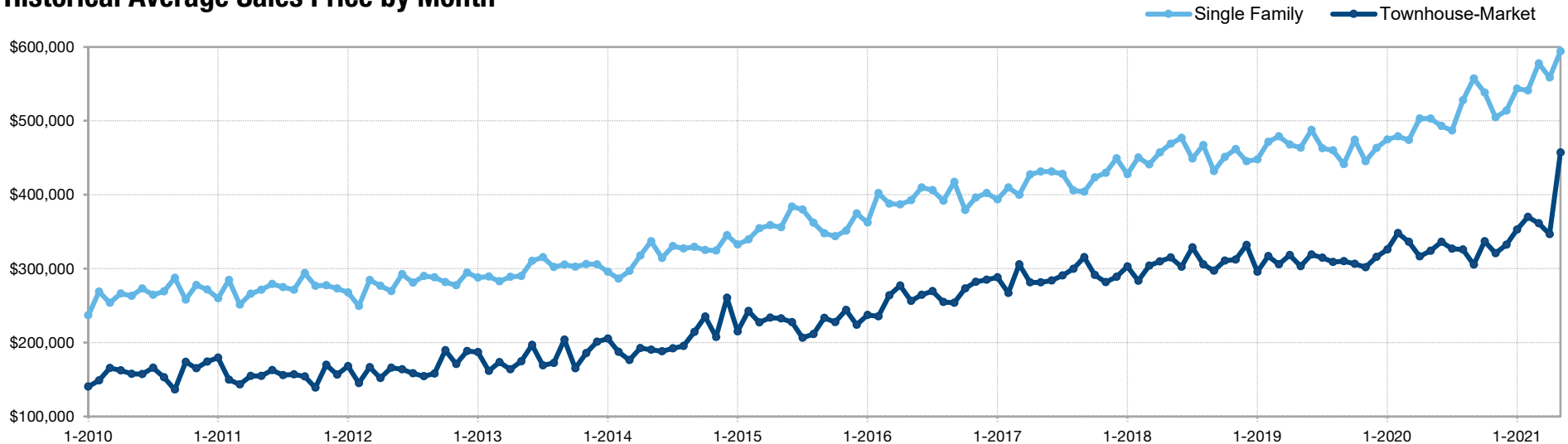
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2020	\$492,801	+1.1%	\$336,088	+5.4%
Jul-2020	\$486,800	+5.2%	\$326,866	+3.8%
Aug-2020	\$527,592	+14.7%	\$325,879	+5.5%
Sep-2020	\$557,051	+26.2%	\$305,411	-1.5%
Oct-2020	\$538,169	+13.4%	\$336,903	+9.9%
Nov-2020	\$504,893	+13.4%	\$320,831	+6.3%
Dec-2020	\$513,859	+11.0%	\$332,438	+5.3%
Jan-2021	\$543,517	+14.5%	\$352,834	+8.3%
Feb-2021	\$540,921	+12.9%	\$370,011	+6.3%
Mar-2021	\$577,412	+21.8%	\$361,233	+7.5%
Apr-2021	\$558,410	+11.1%	\$346,681	+9.5%
<b>May-2021</b>	<b>\$594,082</b>	<b>+18.1%</b>	<b>\$457,143</b>	<b>+41.1%</b>
12-Month Avg*	\$534,596	+13.5%	\$348,537	+9.1%

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

## Historical Average Sales Price by Month



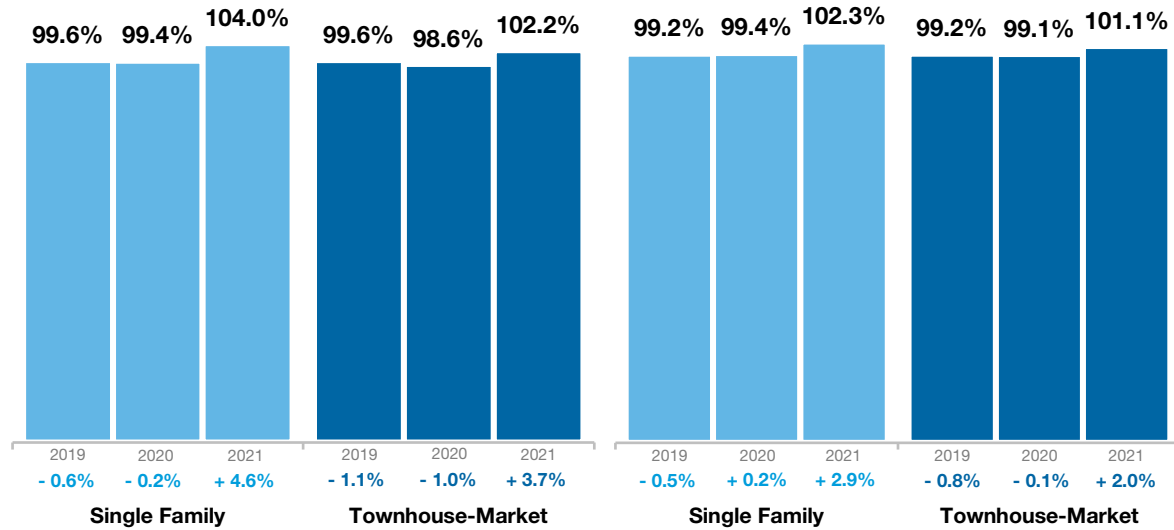
# Percent of List Price Received

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.



## May

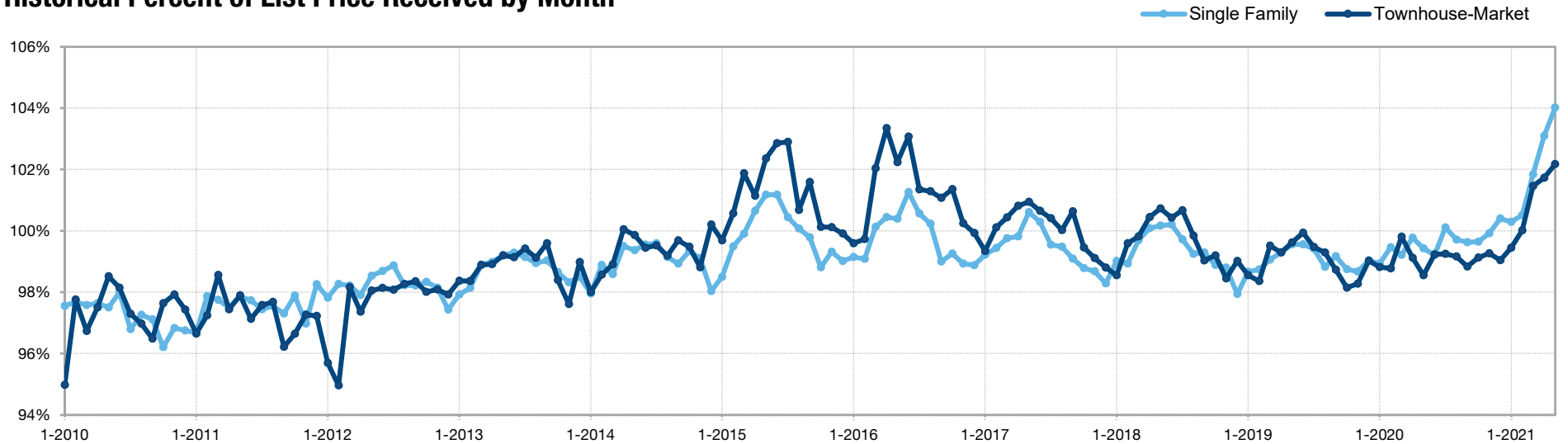
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2020	99.2%	-0.4%	99.2%	-0.7%
Jul-2020	100.1%	+0.7%	99.2%	-0.3%
Aug-2020	99.7%	+0.9%	99.2%	-0.1%
Sep-2020	99.6%	+0.4%	98.8%	+0.1%
Oct-2020	99.6%	+0.9%	99.1%	+1.0%
Nov-2020	99.9%	+1.2%	99.3%	+1.0%
Dec-2020	100.4%	+1.4%	99.0%	0.0%
Jan-2021	100.3%	+1.4%	99.4%	+0.6%
Feb-2021	100.5%	+1.0%	100.0%	+1.2%
Mar-2021	101.8%	+2.6%	101.5%	+1.7%
Apr-2021	103.1%	+3.3%	101.7%	+2.6%
<b>May-2021</b>	<b>104.0%</b>	<b>+4.6%</b>	<b>102.2%</b>	<b>+3.7%</b>
12-Month Avg*	99.2%	+1.5%	99.1%	+0.9%

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

## Historical Percent of List Price Received by Month

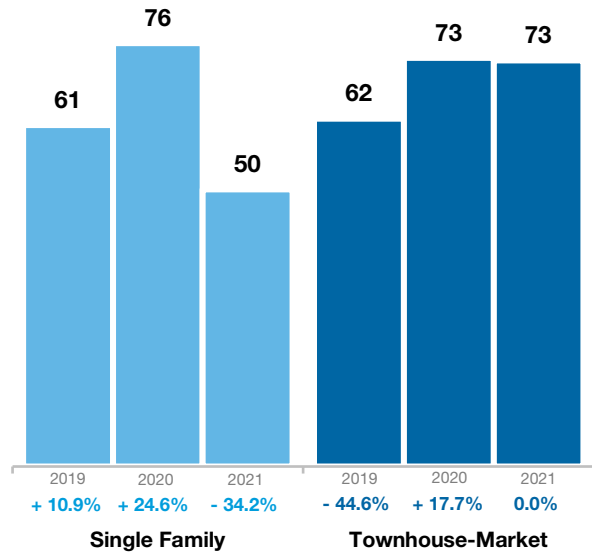


# Days on Market Until Sale

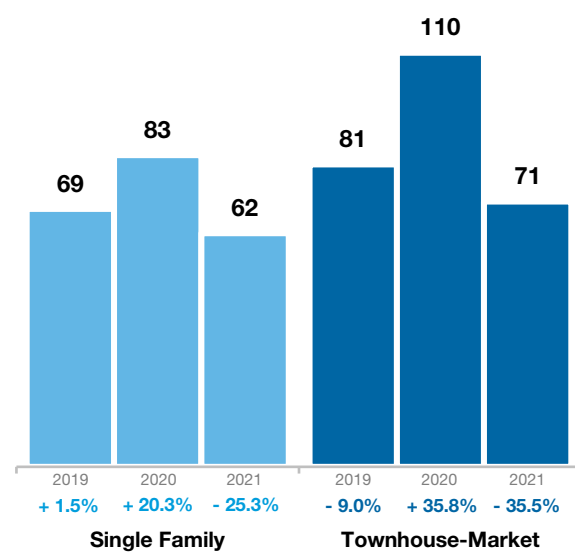
Average number of days between when a property is listed and when an offer is accepted in a given month.



## May



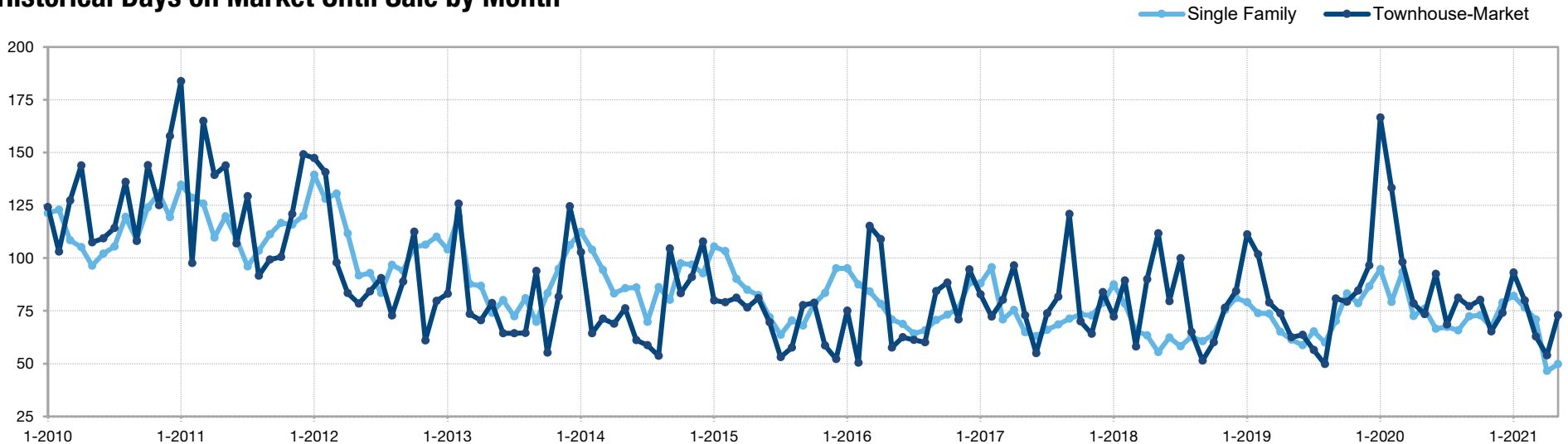
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2020	67	+13.6%	92	+43.8%
Jul-2020	67	+3.1%	68	+21.4%
Aug-2020	66	+10.0%	81	+62.0%
Sep-2020	72	+2.9%	77	-4.9%
Oct-2020	73	-12.0%	80	+1.3%
Nov-2020	67	-15.2%	65	-23.5%
Dec-2020	79	-9.2%	74	-22.9%
Jan-2021	82	-13.7%	93	-44.3%
Feb-2021	77	-2.5%	80	-39.8%
Mar-2021	71	-23.7%	63	-35.7%
Apr-2021	47	-35.6%	54	-31.6%
<b>May-2021</b>	<b>50</b>	<b>-34.2%</b>	<b>73</b>	<b>0.0%</b>
12-Month Avg	67	-10.0%	75	-13.6%

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

## Historical Days on Market Until Sale by Month



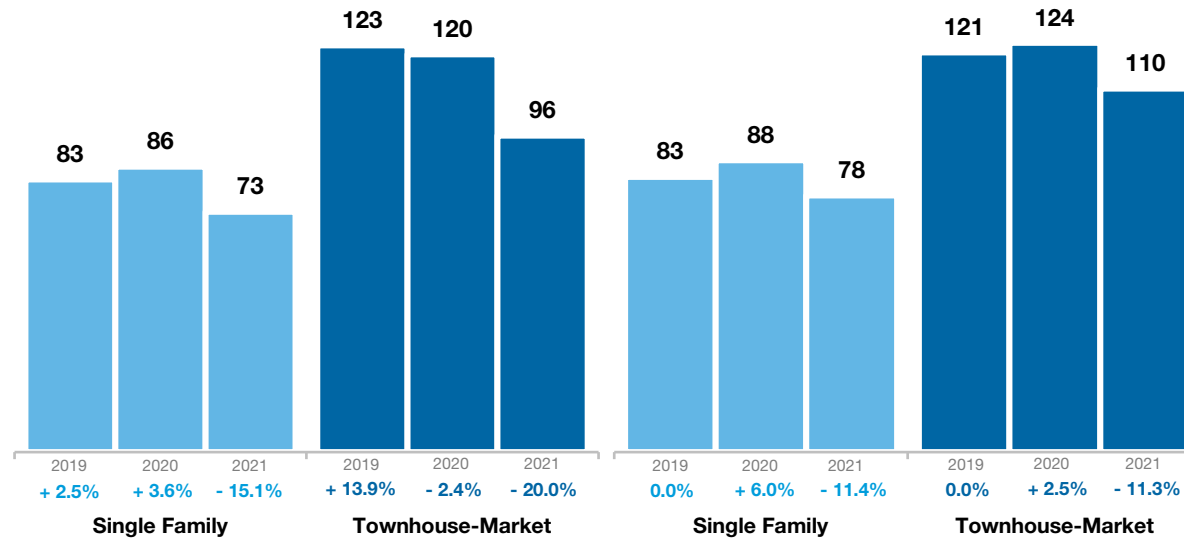
# Housing Affordability Index

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.



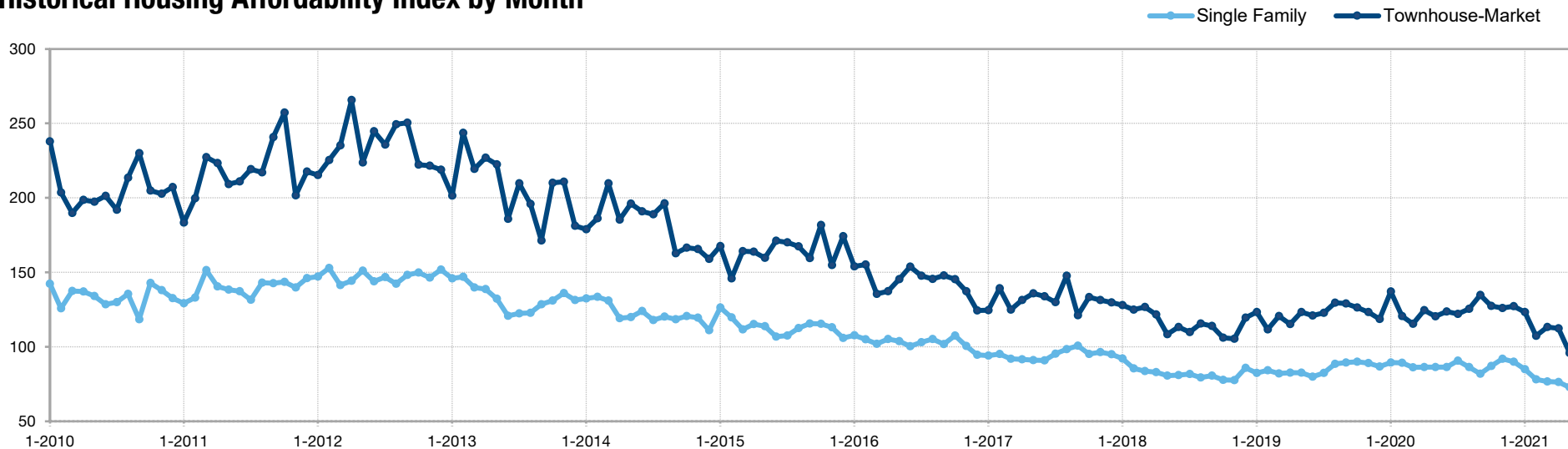
## May

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2020	86	+7.5%	124	+2.5%
Jul-2020	91	+11.0%	122	-0.8%
Aug-2020	86	-2.3%	125	-3.8%
Sep-2020	82	-7.9%	135	+4.7%
Oct-2020	87	-3.3%	127	+0.8%
Nov-2020	92	+3.4%	126	+2.4%
Dec-2020	90	+3.4%	127	+6.7%
Jan-2021	85	-4.5%	123	-10.2%
Feb-2021	78	-12.4%	107	-11.6%
Mar-2021	77	-10.5%	113	-1.7%
Apr-2021	76	-11.6%	112	-9.7%
<b>May-2021</b>	<b>73</b>	<b>-15.1%</b>	<b>96</b>	<b>-20.0%</b>
12-Month Avg	84	-16.1%	87	-22.6%

## Historical Housing Affordability Index by Month

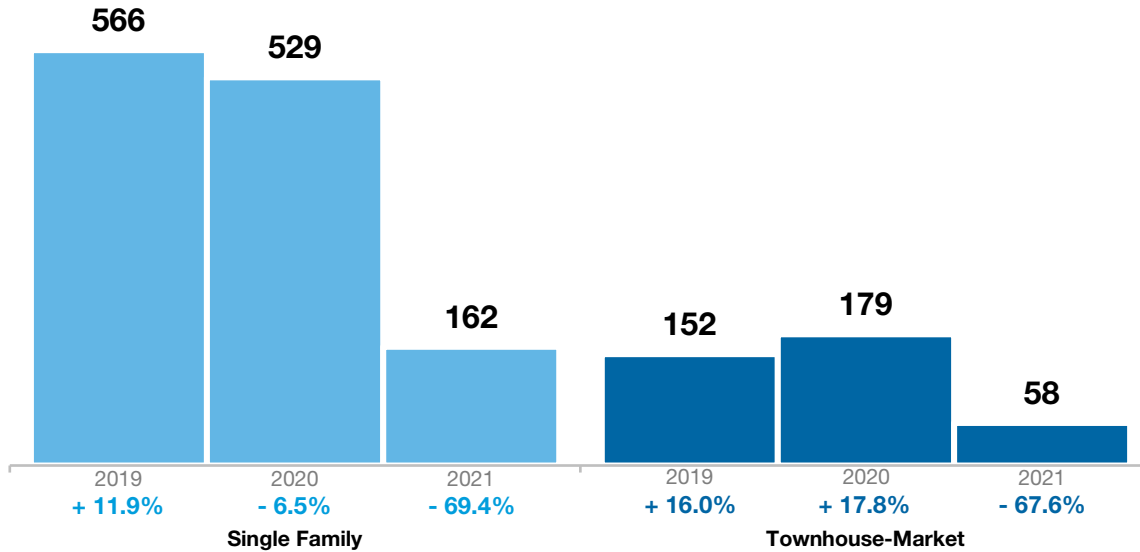


# Inventory of Active Listings

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



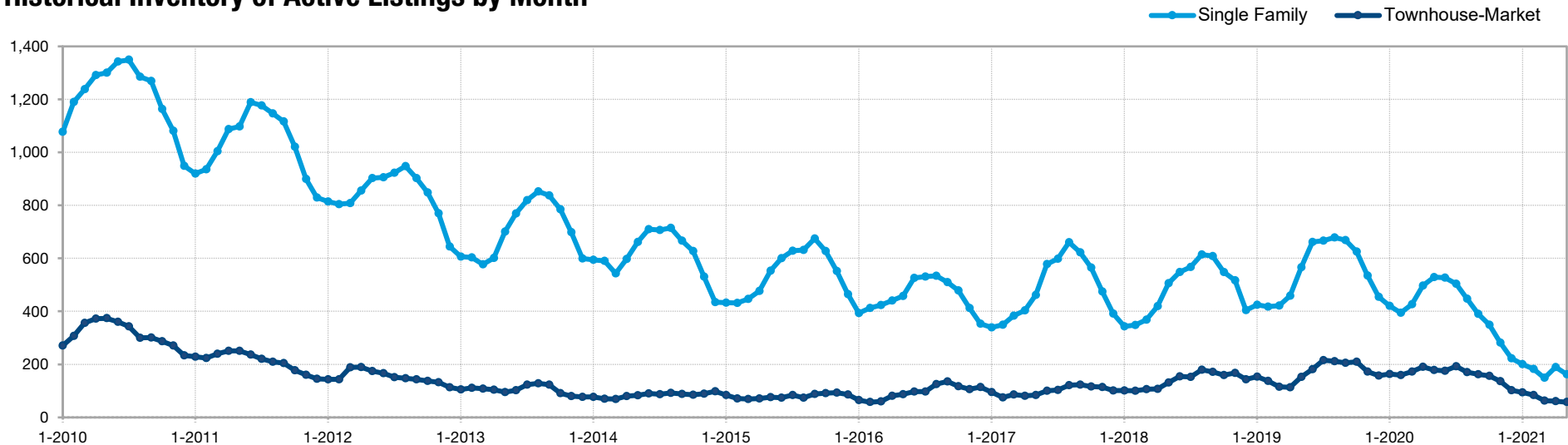
May



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2020	527	-20.3%	176	-3.3%
Jul-2020	504	-24.3%	193	-10.6%
Aug-2020	448	-33.9%	170	-19.8%
Sep-2020	390	-41.6%	162	-21.4%
Oct-2020	349	-44.2%	156	-25.7%
Nov-2020	282	-47.3%	136	-21.4%
Dec-2020	223	-51.0%	102	-35.0%
Jan-2021	201	-52.1%	94	-42.3%
Feb-2021	183	-53.6%	84	-47.2%
Mar-2021	149	-65.1%	63	-63.6%
Apr-2021	190	-61.8%	61	-68.1%
<b>May-2021</b>	<b>162</b>	<b>-69.4%</b>	<b>58</b>	<b>-67.6%</b>
12-Month Avg*	301	-45.0%	121	-34.5%

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

## Historical Inventory of Active Listings by Month

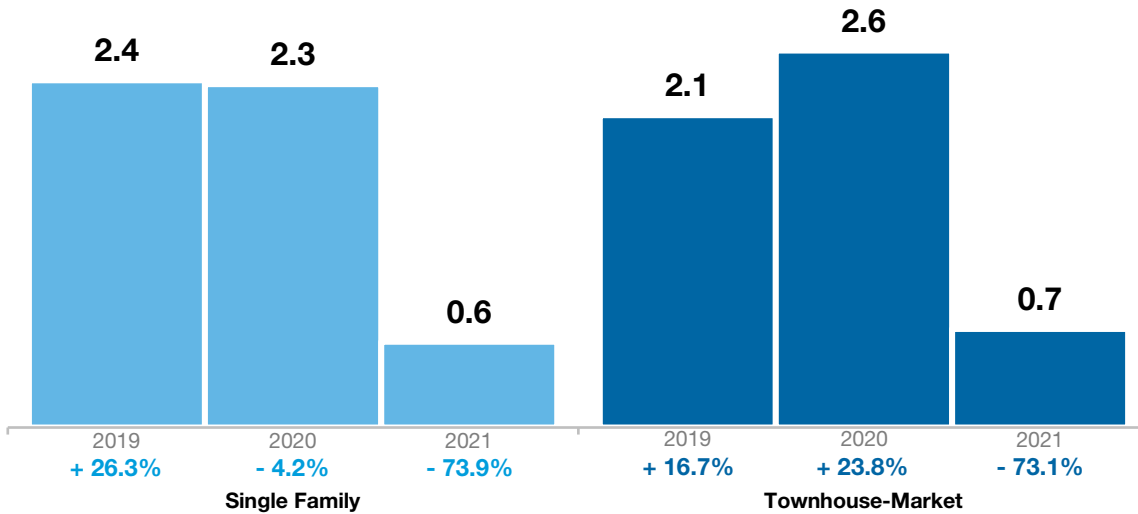


# Months Supply of Inventory

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.



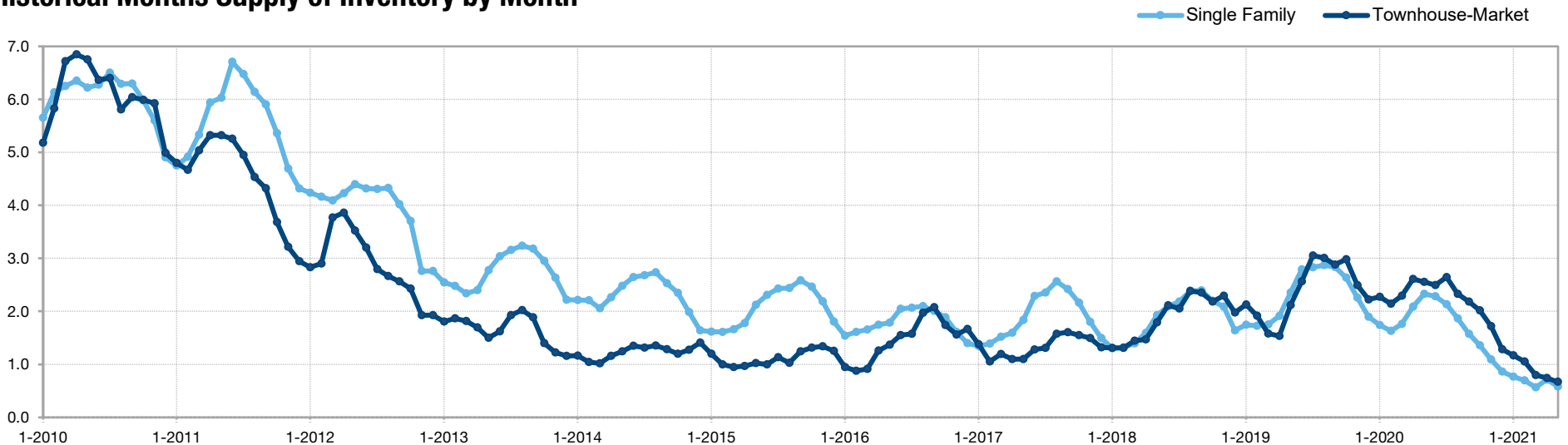
## May



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jun-2020	2.3	-17.9%	2.5	-3.8%
Jul-2020	2.1	-25.0%	2.6	-13.3%
Aug-2020	1.9	-34.5%	2.3	-23.3%
Sep-2020	1.6	-42.9%	2.2	-24.1%
Oct-2020	1.4	-46.2%	2.0	-33.3%
Nov-2020	1.1	-52.2%	1.7	-32.0%
Dec-2020	0.9	-52.6%	1.3	-40.9%
Jan-2021	0.8	-52.9%	1.2	-47.8%
Feb-2021	0.7	-56.3%	1.1	-47.6%
Mar-2021	0.6	-66.7%	0.8	-65.2%
Apr-2021	0.7	-66.7%	0.7	-73.1%
<b>May-2021</b>	<b>0.6</b>	<b>-73.9%</b>	<b>0.7</b>	<b>-73.1%</b>
12-Month Avg*	1.2	-47.6%	1.6	-38.5%

\* Months Supply for all properties from June 2020 through May 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.



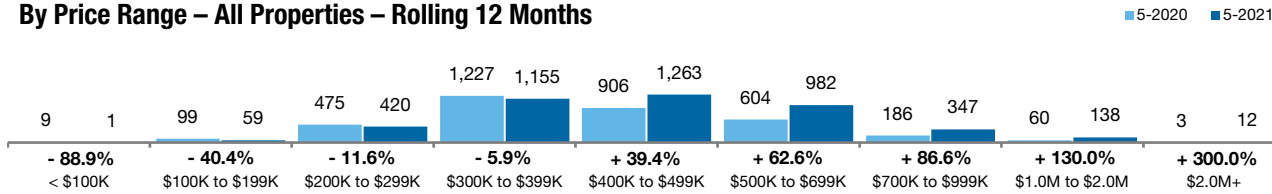
Key Metrics	Historical Sparkbars	5-2020	5-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		535	420	- 21.5%	1,961	1,798	- 8.3%
<b>Pending Sales</b>		455	414	- 9.0%	378	458	+ 21.2%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		225	400	+ 77.8%	1,241	1,555	+ 25.3%
<b>Median Sales Price</b>		\$402,293	\$495,430	+ 23.2%	\$400,000	\$460,000	+ 15.0%
<b>Avg. Sales Price</b>		\$462,297	\$559,162	+ 16.1%	\$445,186	\$517,017	+ 16.1%
<b>Pct. of List Price Received</b>		99.2%	103.5%	+ 2.7%	99.3%	102.0%	+ 2.7%
<b>Days on Market</b>		75	56	- 27.8%	90	65	- 27.8%
<b>Affordability Index</b>		95	78	- 11.6%	96	85	- 11.6%
<b>Active Listings</b>		708	220	- 68.9%	--	--	--
<b>Months Supply</b>		2.4	0.6	- 74.7%	--	--	--

# Sold Listings

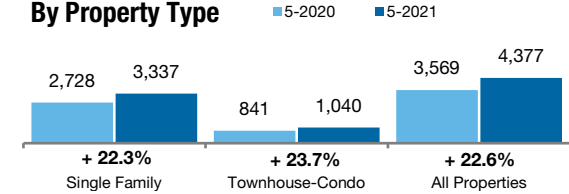
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$99,999 and Below	9	1	-88.9%	0	0	--
\$100,000 to \$199,999	48	27	-43.8%	51	32	-37.3%
\$200,000 to \$299,999	107	70	-34.6%	368	350	-4.9%
\$300,000 to \$399,999	902	702	-22.2%	325	453	+39.4%
\$400,000 to \$499,999	855	1,126	+31.7%	51	137	+168.6%
\$500,000 to \$699,999	578	937	+62.1%	26	45	+73.1%
\$700,000 to \$999,999	170	334	+96.5%	16	13	-18.8%
\$1,000,000 to \$1,999,999	56	128	+128.6%	4	10	+150.0%
\$2,000,000 and Above	3	12	+300.0%	0	0	--
<b>All Price Ranges</b>	<b>2,728</b>	<b>3,337</b>	<b>+22.3%</b>	<b>841</b>	<b>1,040</b>	<b>+23.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	4-2021	5-2021	Change	4-2021	5-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	2	-33.3%	4	1	-75.0%
\$200,000 to \$299,999	4	6	+50.0%	32	13	-59.4%
\$300,000 to \$399,999	25	28	+12.0%	42	32	-23.8%
\$400,000 to \$499,999	91	86	-5.5%	20	36	+80.0%
\$500,000 to \$699,999	94	109	+16.0%	5	11	+120.0%
\$700,000 to \$999,999	31	49	+58.1%	0	3	--
\$1,000,000 to \$1,999,999	9	17	+88.9%	0	6	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>258</b>	<b>298</b>	<b>+15.5%</b>	<b>103</b>	<b>102</b>	<b>-1.0%</b>

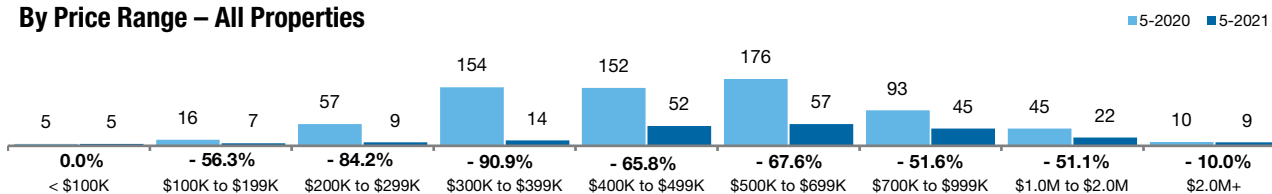
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	8	10	+25.0%	20	12	-40.0%
\$200,000 to \$299,999	31	14	-54.8%	133	107	-19.5%
\$300,000 to \$399,999	280	142	-49.3%	139	168	+20.9%
\$400,000 to \$499,999	300	400	+33.3%	15	87	+480.0%
\$500,000 to \$699,999	201	377	+87.6%	13	29	+123.1%
\$700,000 to \$999,999	62	132	+112.9%	10	6	-40.0%
\$1,000,000 to \$1,999,999	24	57	+137.5%	2	9	+350.0%
\$2,000,000 and Above	2	5	+150.0%	0	0	--
<b>All Price Ranges</b>	<b>909</b>	<b>1,137</b>	<b>+25.1%</b>	<b>332</b>	<b>418</b>	<b>+25.9%</b>

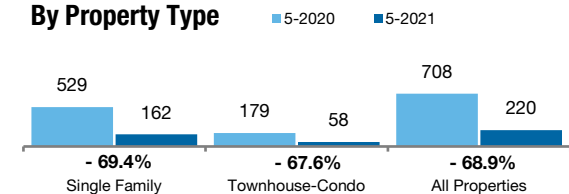
# Inventory of Active Listings

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		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	10	7	-30.0%	6	0	-100.0%
\$200,000 to \$299,999	11	4	-63.6%	46	5	-89.1%
\$300,000 to \$399,999	82	7	-91.5%	72	7	-90.3%
\$400,000 to \$499,999	140	28	-80.0%	12	24	+100.0%
\$500,000 to \$699,999	144	45	-68.8%	32	12	-62.5%
\$700,000 to \$999,999	85	37	-56.5%	8	8	0.0%
\$1,000,000 to \$1,999,999	42	20	-52.4%	3	2	-33.3%
\$2,000,000 and Above	10	9	-10.0%	0	0	--
<b>All Price Ranges</b>	<b>529</b>	<b>162</b>	<b>-69.4%</b>	<b>179</b>	<b>58</b>	<b>-67.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	4-2021	5-2021	Change	4-2021	5-2021	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	7	7	0.0%	1	0	-100.0%
\$200,000 to \$299,999	3	4	+33.3%	5	5	0.0%
\$300,000 to \$399,999	17	7	-58.8%	13	7	-46.2%
\$400,000 to \$499,999	39	28	-28.2%	19	24	+26.3%
\$500,000 to \$699,999	48	45	-6.3%	12	12	0.0%
\$700,000 to \$999,999	40	37	-7.5%	8	8	0.0%
\$1,000,000 to \$1,999,999	25	20	-20.0%	3	2	-33.3%
\$2,000,000 and Above	6	9	+50.0%	0	0	--
<b>All Price Ranges</b>	<b>190</b>	<b>162</b>	<b>-14.7%</b>	<b>61</b>	<b>58</b>	<b>-4.9%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	8	10	+25.0%	20	12	-40.0%
\$200,000 to \$299,999	31	14	-54.8%	133	107	-19.5%
\$300,000 to \$399,999	280	142	-49.3%	139	168	+20.9%
\$400,000 to \$499,999	300	400	+33.3%	15	87	+480.0%
\$500,000 to \$699,999	201	377	+87.6%	13	29	+123.1%
\$700,000 to \$999,999	62	132	+112.9%	10	6	-40.0%
\$1,000,000 to \$1,999,999	24	57	+137.5%	2	9	+350.0%
\$2,000,000 and Above	2	5	+150.0%	0	0	--
<b>All Price Ranges</b>	<b>909</b>	<b>1,137</b>	<b>+25.1%</b>	<b>332</b>	<b>418</b>	<b>+25.9%</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

A research tool provided by the Colorado Association of REALTORS®



<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 May 2021

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## Loveland

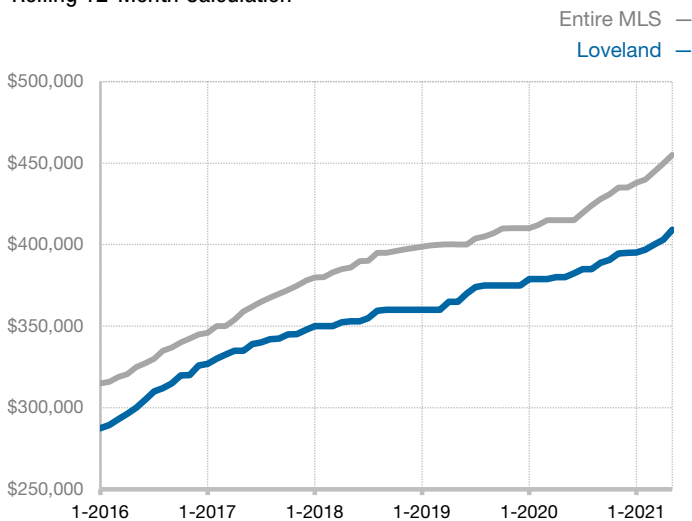
Single Family	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	215	147	- 31.6%	798	747	- 6.4%
Closed Sales	69	132	+ 91.3%	474	613	+ 29.3%
Median Sales Price*	\$387,050	<b>\$459,053</b>	+ 18.6%	\$385,000	<b>\$424,000</b>	+ 10.1%
Average Sales Price*	\$439,314	<b>\$551,171</b>	+ 25.5%	\$427,706	<b>\$477,953</b>	+ 11.7%
Percent of List Price Received*	99.5%	<b>105.0%</b>	+ 5.5%	99.6%	<b>102.7%</b>	+ 3.1%
Days on Market Until Sale	69	39	- 43.5%	68	50	- 26.5%
Inventory of Homes for Sale	230	73	- 68.3%	--	--	--
Months Supply of Inventory	2.0	0.5	- 75.0%	--	--	--

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

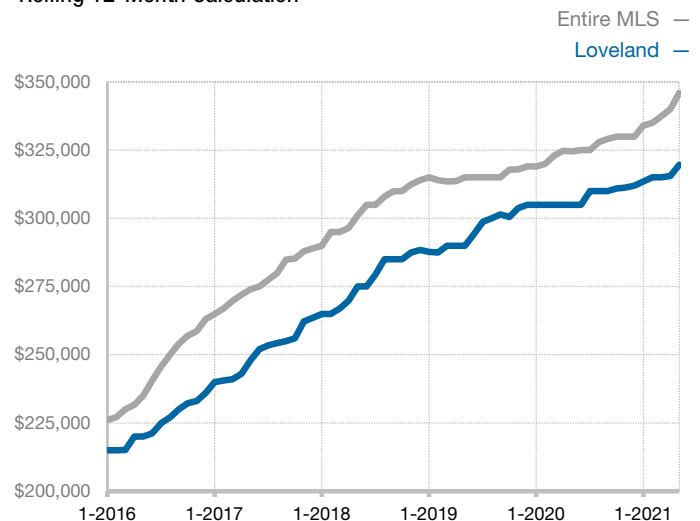
Townhouse/Condo	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	41	23	- 43.9%	152	189	+ 24.3%
Closed Sales	12	32	+ 166.7%	96	125	+ 30.2%
Median Sales Price*	\$313,275	<b>\$353,500</b>	+ 12.8%	\$305,000	<b>\$340,000</b>	+ 11.5%
Average Sales Price*	\$323,667	<b>\$372,756</b>	+ 15.2%	\$321,983	<b>\$356,297</b>	+ 10.7%
Percent of List Price Received*	101.5%	<b>103.6%</b>	+ 2.1%	100.6%	<b>102.9%</b>	+ 2.3%
Days on Market Until Sale	104	72	- 30.8%	124	69	- 44.4%
Inventory of Homes for Sale	91	14	- 84.6%	--	--	--
Months Supply of Inventory	3.8	0.5	- 86.8%	--	--	--

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

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



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



# Local Market Update for May 2021

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## Berthoud

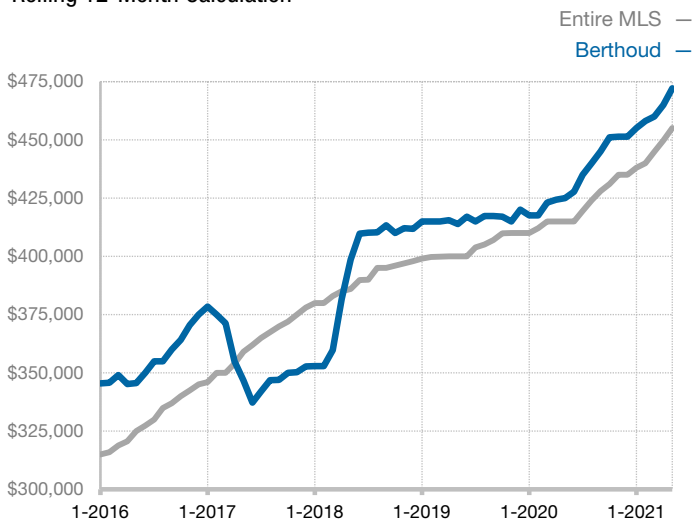
Single Family	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	67	49	- 26.9%	319	173	- 45.8%
Closed Sales	35	41	+ 17.1%	128	186	+ 45.3%
Median Sales Price*	\$425,000	<b>\$535,000</b>	+ 25.9%	\$430,000	<b>\$500,000</b>	+ 16.3%
Average Sales Price*	\$474,828	<b>\$570,822</b>	+ 20.2%	\$511,486	<b>\$580,044</b>	+ 13.4%
Percent of List Price Received*	99.0%	<b>102.1%</b>	+ 3.1%	98.6%	<b>101.4%</b>	+ 2.8%
Days on Market Until Sale	79	80	+ 1.3%	85	86	+ 1.2%
Inventory of Homes for Sale	131	42	- 67.9%	--	--	--
Months Supply of Inventory	4.1	0.9	- 78.0%	--	--	--

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

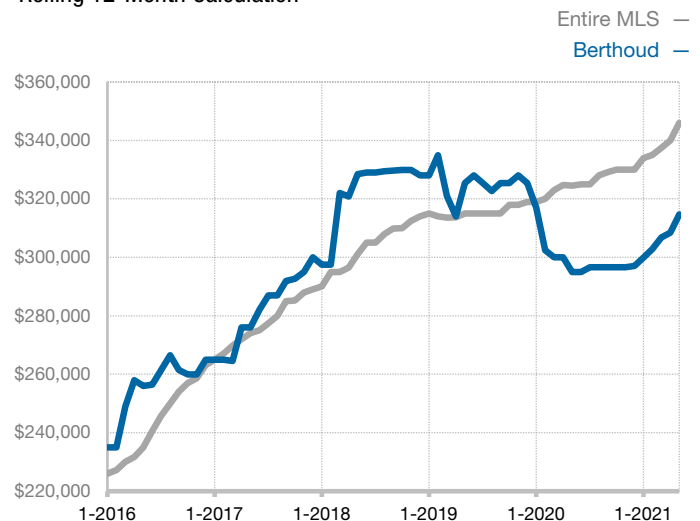
Townhouse/Condo	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	10	+ 400.0%	52	38	- 26.9%
Closed Sales	1	7	+ 600.0%	31	21	- 32.3%
Median Sales Price*	\$300,000	<b>\$390,000</b>	+ 30.0%	\$289,390	<b>\$458,882</b>	+ 58.6%
Average Sales Price*	\$300,000	<b>\$444,267</b>	+ 48.1%	\$314,847	<b>\$468,394</b>	+ 48.8%
Percent of List Price Received*	95.2%	<b>104.6%</b>	+ 9.9%	100.0%	<b>102.7%</b>	+ 2.7%
Days on Market Until Sale	47	93	+ 97.9%	96	130	+ 35.4%
Inventory of Homes for Sale	23	5	- 78.3%	--	--	--
Months Supply of Inventory	5.1	0.8	- 84.3%	--	--	--

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

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



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



# Local Market Update for May 2021

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## Greeley

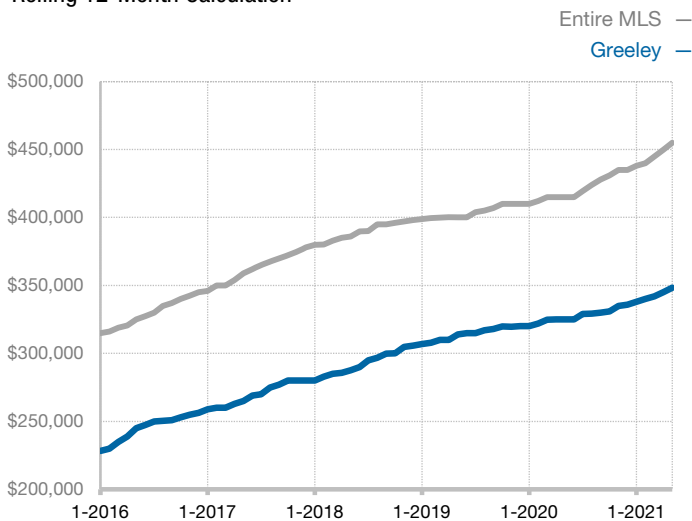
Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	184	145	- 21.2%	685	563	- 17.8%
Closed Sales	90	109	+ 21.1%	482	493	+ 2.3%
Median Sales Price*	\$330,000	<b>\$380,000</b>	+ 15.2%	\$330,000	<b>\$365,150</b>	+ 10.7%
Average Sales Price*	\$351,954	<b>\$400,043</b>	+ 13.7%	\$346,672	<b>\$385,682</b>	+ 11.3%
Percent of List Price Received*	99.5%	<b>104.6%</b>	+ 5.1%	99.2%	<b>101.7%</b>	+ 2.5%
Days on Market Until Sale	58	40	- 31.0%	63	44	- 30.2%
Inventory of Homes for Sale	187	73	- 61.0%	--	--	--
Months Supply of Inventory	1.6	0.6	- 62.5%	--	--	--

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

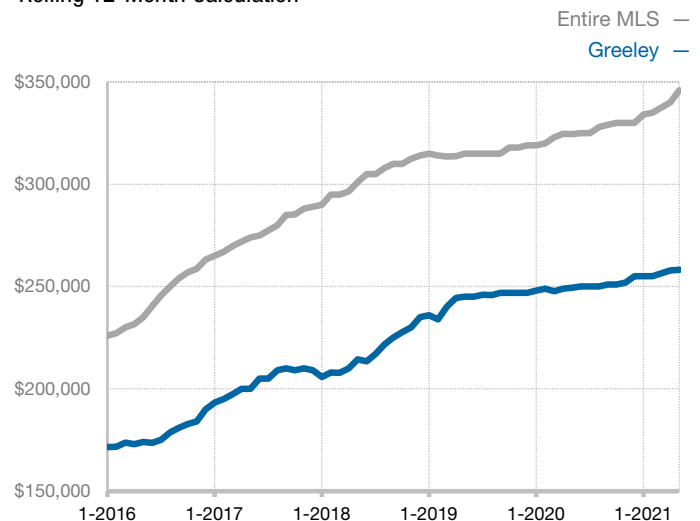
Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	30	49	+ 63.3%	131	166	+ 26.7%
Closed Sales	15	18	+ 20.0%	86	84	- 2.3%
Median Sales Price*	\$253,000	<b>\$286,500</b>	+ 13.2%	\$249,950	<b>\$269,500</b>	+ 7.8%
Average Sales Price*	\$256,317	<b>\$293,958</b>	+ 14.7%	\$251,445	<b>\$272,049</b>	+ 8.2%
Percent of List Price Received*	99.0%	<b>100.5%</b>	+ 1.5%	99.3%	<b>100.2%</b>	+ 0.9%
Days on Market Until Sale	55	36	- 34.5%	61	59	- 3.3%
Inventory of Homes for Sale	42	8	- 81.0%	--	--	--
Months Supply of Inventory	2.0	0.4	- 80.0%	--	--	--

\* 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 May 2021

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## Longmont

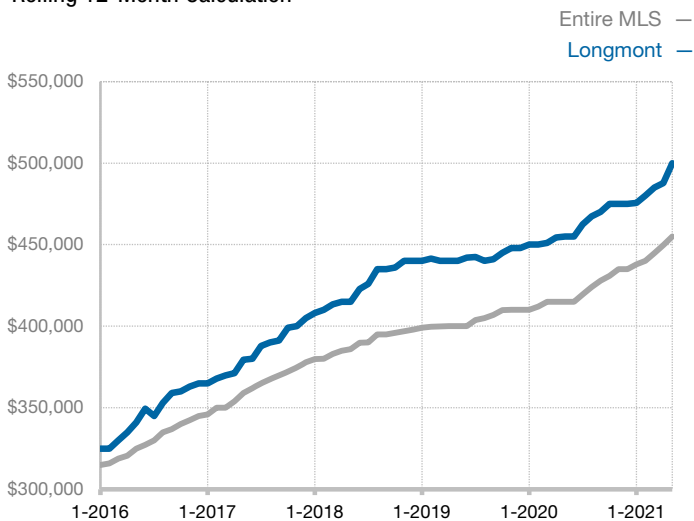
Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	174	120	- 31.0%	659	521	- 20.9%
Closed Sales	101	117	+ 15.8%	488	440	- 9.8%
Median Sales Price*	\$445,000	<b>\$590,000</b>	+ 32.6%	\$470,000	<b>\$548,250</b>	+ 16.6%
Average Sales Price*	\$518,346	<b>\$686,893</b>	+ 32.5%	\$528,004	<b>\$676,815</b>	+ 28.2%
Percent of List Price Received*	99.2%	<b>108.2%</b>	+ 9.1%	99.2%	<b>104.5%</b>	+ 5.3%
Days on Market Until Sale	61	<b>28</b>	- 54.1%	69	<b>40</b>	- 42.0%
Inventory of Homes for Sale	227	<b>92</b>	- 59.5%	--	--	--
Months Supply of Inventory	2.0	<b>0.8</b>	- 60.0%	--	--	--

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

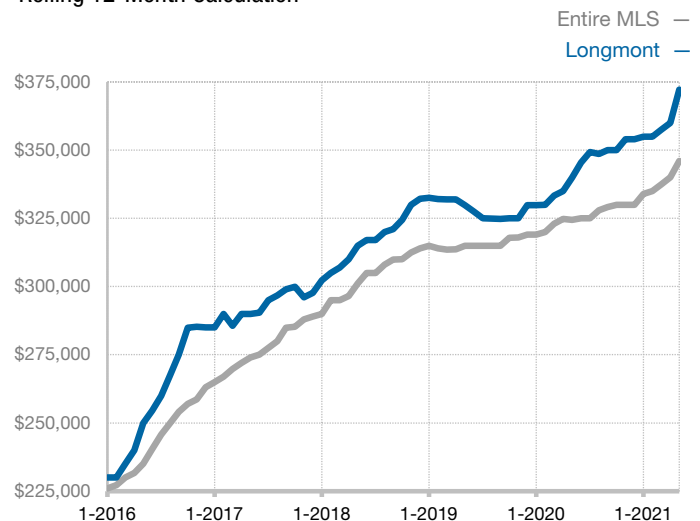
Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	29	29	0.0%	151	119	- 21.2%
Closed Sales	24	21	- 12.5%	125	104	- 16.8%
Median Sales Price*	\$316,000	<b>\$410,000</b>	+ 29.7%	\$346,400	<b>\$400,000</b>	+ 15.5%
Average Sales Price*	\$326,436	<b>\$470,381</b>	+ 44.1%	\$348,229	<b>\$415,286</b>	+ 19.3%
Percent of List Price Received*	99.5%	<b>105.7%</b>	+ 6.2%	99.4%	<b>102.8%</b>	+ 3.4%
Days on Market Until Sale	43	<b>27</b>	- 37.2%	62	<b>41</b>	- 33.9%
Inventory of Homes for Sale	34	<b>11</b>	- 67.6%	--	--	--
Months Supply of Inventory	1.1	<b>0.4</b>	- 63.6%	--	--	--

\* 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 May 2021

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## Windsor

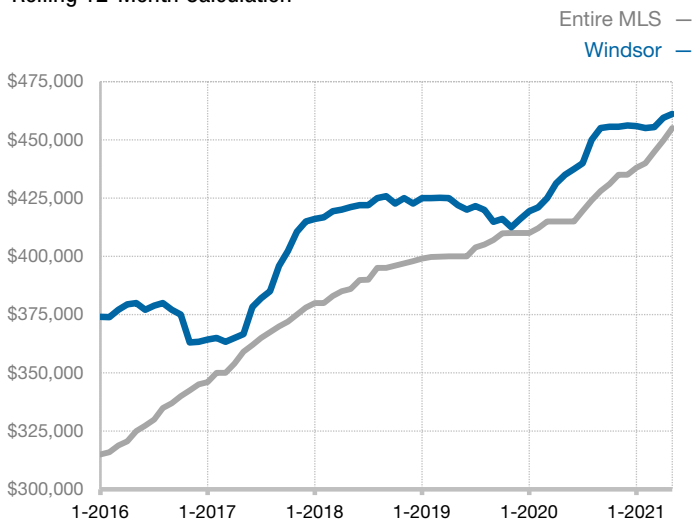
Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	115	107	- 7.0%	504	711	+ 41.1%
Closed Sales	59	154	+ 161.0%	297	570	+ 91.9%
Median Sales Price*	\$440,000	\$475,215	+ 8.0%	\$455,000	\$468,755	+ 3.0%
Average Sales Price*	\$481,298	\$547,730	+ 13.8%	\$499,691	\$546,476	+ 9.4%
Percent of List Price Received*	99.1%	102.9%	+ 3.8%	99.4%	101.4%	+ 2.0%
Days on Market Until Sale	67	62	- 7.5%	89	65	- 27.0%
Inventory of Homes for Sale	199	89	- 55.3%	--	--	--
Months Supply of Inventory	2.5	0.8	- 68.0%	--	--	--

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

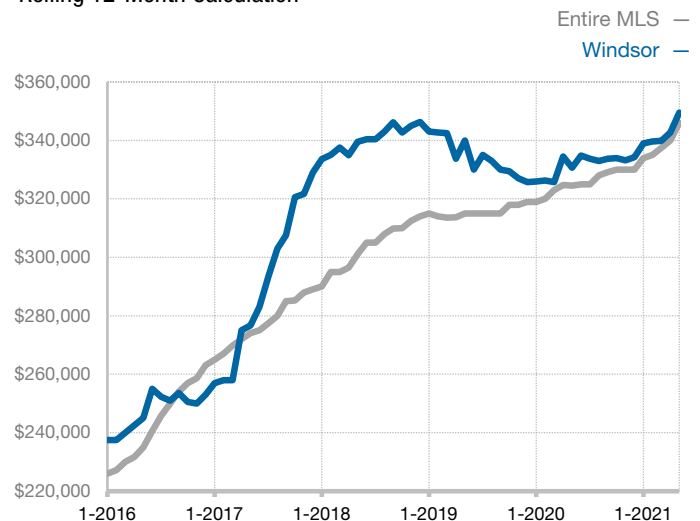
Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	10	20	+ 100.0%	61	109	+ 78.7%
Closed Sales	9	18	+ 100.0%	46	72	+ 56.5%
Median Sales Price*	\$350,208	\$385,051	+ 9.9%	\$337,814	\$377,971	+ 11.9%
Average Sales Price*	\$351,205	\$391,770	+ 11.6%	\$339,949	\$380,255	+ 11.9%
Percent of List Price Received*	100.7%	101.4%	+ 0.7%	100.7%	101.0%	+ 0.3%
Days on Market Until Sale	109	77	- 29.4%	164	113	- 31.1%
Inventory of Homes for Sale	52	9	- 82.7%	--	--	--
Months Supply of Inventory	5.6	0.6	- 89.3%	--	--	--

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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 May 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

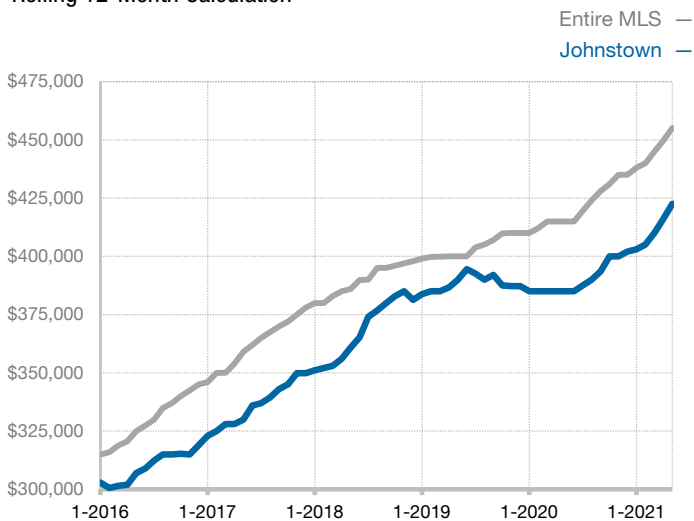
Single Family	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	50	34	- 32.0%	208	142	- 31.7%
Closed Sales	25	32	+ 28.0%	128	135	+ 5.5%
Median Sales Price*	\$403,000	<b>\$489,998</b>	+ 21.6%	\$386,500	<b>\$440,000</b>	+ 13.8%
Average Sales Price*	\$415,916	<b>\$520,144</b>	+ 25.1%	\$409,799	<b>\$483,939</b>	+ 18.1%
Percent of List Price Received*	99.2%	<b>103.7%</b>	+ 4.5%	99.6%	<b>102.2%</b>	+ 2.6%
Days on Market Until Sale	80	37	- 53.8%	73	40	- 45.2%
Inventory of Homes for Sale	59	22	- 62.7%	--	--	--
Months Supply of Inventory	1.9	0.6	- 68.4%	--	--	--

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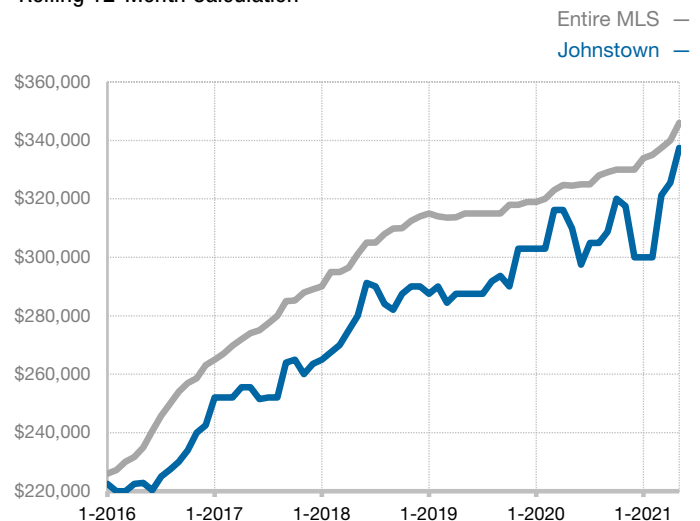
Townhouse/Condo	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	1	- 75.0%	17	9	- 47.1%
Closed Sales	1	2	+ 100.0%	6	10	+ 66.7%
Median Sales Price*	\$285,000	<b>\$370,500</b>	+ 30.0%	\$311,250	<b>\$378,200</b>	+ 21.5%
Average Sales Price*	\$285,000	<b>\$370,500</b>	+ 30.0%	\$323,250	<b>\$373,340</b>	+ 15.5%
Percent of List Price Received*	95.0%	<b>109.9%</b>	+ 15.7%	98.9%	<b>102.7%</b>	+ 3.8%
Days on Market Until Sale	108	40	- 63.0%	57	57	0.0%
Inventory of Homes for Sale	6	0	- 100.0%	--	--	--
Months Supply of Inventory	3.5	0.0	- 100.0%	--	--	--

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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 May 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

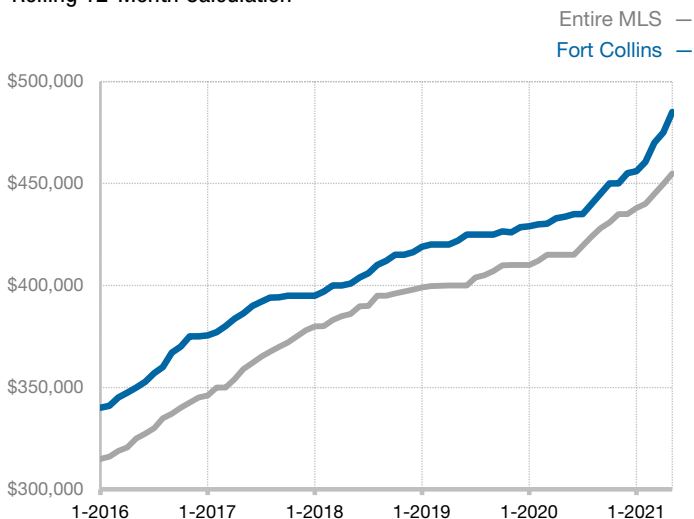
Single Family	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	310	221	- 28.7%	1,096	982	- 10.4%
Closed Sales	133	222	+ 66.9%	677	805	+ 18.9%
Median Sales Price*	\$440,000	<b>\$548,100</b>	+ 24.6%	\$437,000	<b>\$520,000</b>	+ 19.0%
Average Sales Price*	\$511,145	<b>\$605,741</b>	+ 18.5%	\$492,758	<b>\$581,927</b>	+ 18.1%
Percent of List Price Received*	99.3%	<b>104.2%</b>	+ 4.9%	99.2%	<b>102.6%</b>	+ 3.4%
Days on Market Until Sale	58	37	- 36.2%	68	49	- 27.9%
Inventory of Homes for Sale	334	95	- 71.6%	--	--	--
Months Supply of Inventory	2.0	0.5	- 75.0%	--	--	--

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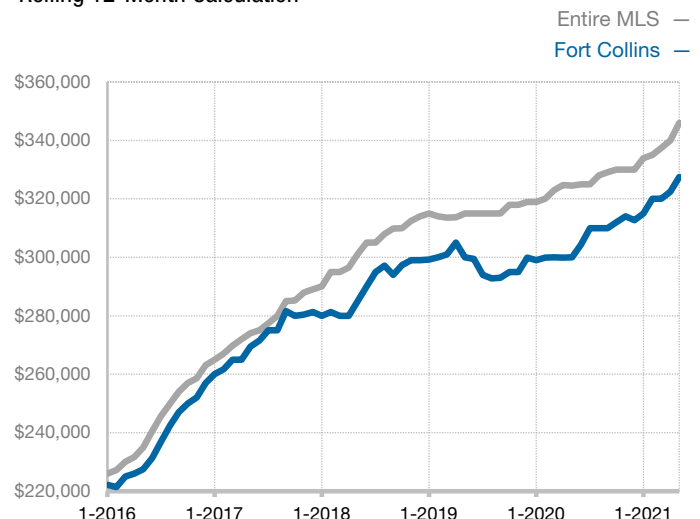
Townhouse/Condo	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	99	101	+ 2.0%	394	403	+ 2.3%
Closed Sales	42	89	+ 111.9%	290	370	+ 27.6%
Median Sales Price*	\$322,500	<b>\$415,000</b>	+ 28.7%	\$311,500	<b>\$350,000</b>	+ 12.4%
Average Sales Price*	\$327,981	<b>\$469,252</b>	+ 43.1%	\$335,225	<b>\$381,848</b>	+ 13.9%
Percent of List Price Received*	98.2%	<b>102.2%</b>	+ 4.1%	98.9%	<b>101.1%</b>	+ 2.2%
Days on Market Until Sale	62	71	+ 14.5%	106	67	- 36.8%
Inventory of Homes for Sale	144	51	- 64.6%	--	--	--
Months Supply of Inventory	2.3	0.7	- 69.6%	--	--	--

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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 May 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

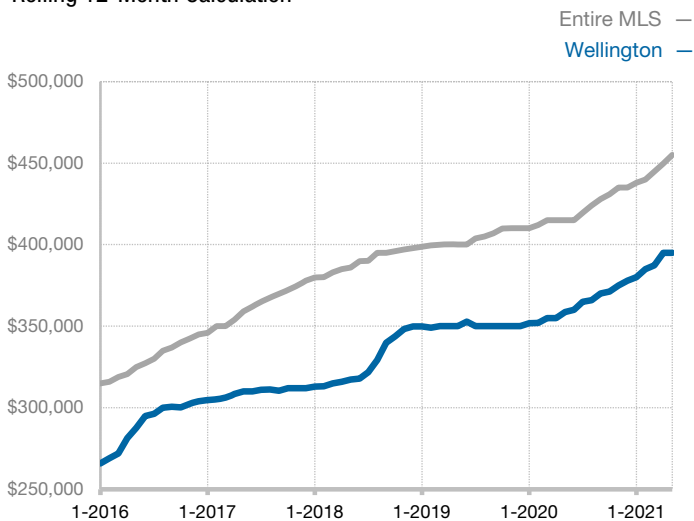
Single Family	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	49	30	- 38.8%	176	150	- 14.8%
Closed Sales	15	30	+ 100.0%	105	156	+ 48.6%
Median Sales Price*	\$381,249	<b>\$413,261</b>	+ 8.4%	\$365,985	<b>\$412,444</b>	+ 12.7%
Average Sales Price*	\$542,606	<b>\$406,191</b>	- 25.1%	\$403,697	<b>\$440,822</b>	+ 9.2%
Percent of List Price Received*	99.5%	<b>105.9%</b>	+ 6.4%	100.4%	<b>102.1%</b>	+ 1.7%
Days on Market Until Sale	134	53	- 60.4%	107	68	- 36.4%
Inventory of Homes for Sale	52	21	- 59.6%	--	--	--
Months Supply of Inventory	2.0	0.6	- 70.0%	--	--	--

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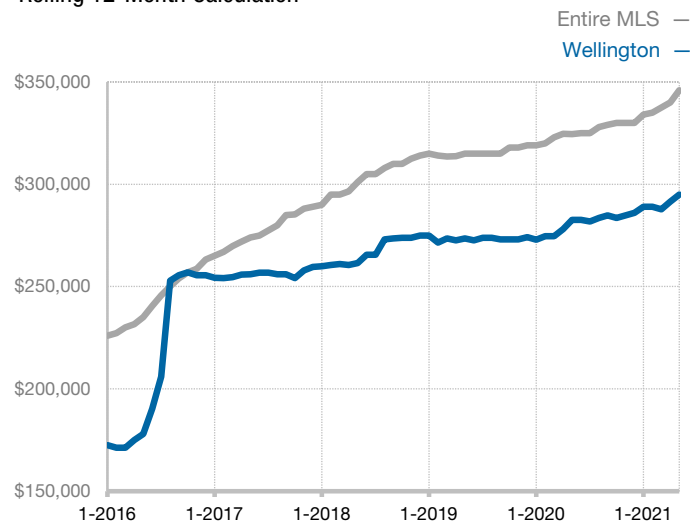
Townhouse/Condo	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	13	1	- 92.3%	38	21	- 44.7%
Closed Sales	6	6	0.0%	25	23	- 8.0%
Median Sales Price*	\$290,808	<b>\$310,000</b>	+ 6.6%	\$286,000	<b>\$310,000</b>	+ 8.4%
Average Sales Price*	\$290,586	<b>\$324,167</b>	+ 11.6%	\$283,007	<b>\$310,289</b>	+ 9.6%
Percent of List Price Received*	99.8%	<b>102.1%</b>	+ 2.3%	99.7%	<b>101.5%</b>	+ 1.8%
Days on Market Until Sale	98	28	- 71.4%	99	75	- 24.2%
Inventory of Homes for Sale	14	1	- 92.9%	--	--	--
Months Supply of Inventory	2.8	0.2	- 92.9%	--	--	--

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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 May 2021

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## Boulder

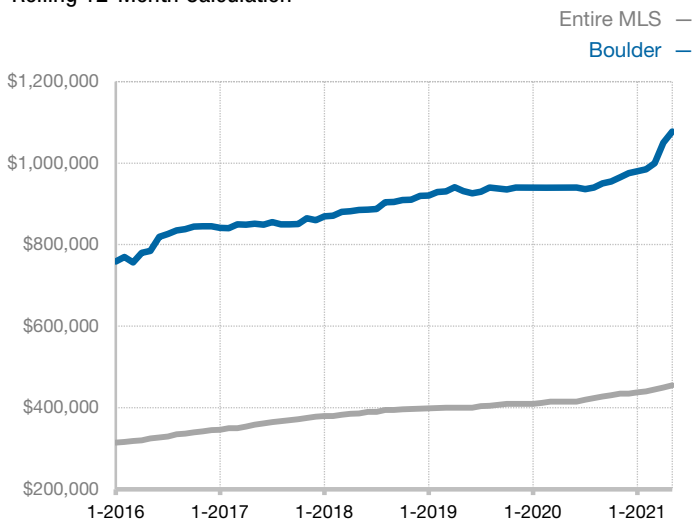
Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	181	141	- 22.1%	615	545	- 11.4%
Closed Sales	49	98	+ 100.0%	289	418	+ 44.6%
Median Sales Price*	\$890,000	\$1,296,500	+ 45.7%	\$966,000	\$1,325,000	+ 37.2%
Average Sales Price*	\$1,195,932	\$1,526,942	+ 27.7%	\$1,195,718	\$1,594,117	+ 33.3%
Percent of List Price Received*	98.1%	105.2%	+ 7.2%	97.8%	102.3%	+ 4.6%
Days on Market Until Sale	62	41	- 33.9%	73	59	- 19.2%
Inventory of Homes for Sale	273	95	- 65.2%	--	--	--
Months Supply of Inventory	3.8	1.0	- 73.7%	--	--	--

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

Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	130	66	- 49.2%	445	373	- 16.2%
Closed Sales	35	75	+ 114.3%	235	339	+ 44.3%
Median Sales Price*	\$398,000	\$499,500	+ 25.5%	\$520,000	\$471,420	- 9.3%
Average Sales Price*	\$446,512	\$567,160	+ 27.0%	\$633,995	\$582,750	- 8.1%
Percent of List Price Received*	99.1%	101.5%	+ 2.4%	98.7%	100.4%	+ 1.7%
Days on Market Until Sale	53	48	- 9.4%	77	73	- 5.2%
Inventory of Homes for Sale	183	67	- 63.4%	--	--	--
Months Supply of Inventory	3.4	1.0	- 70.6%	--	--	--

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



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

