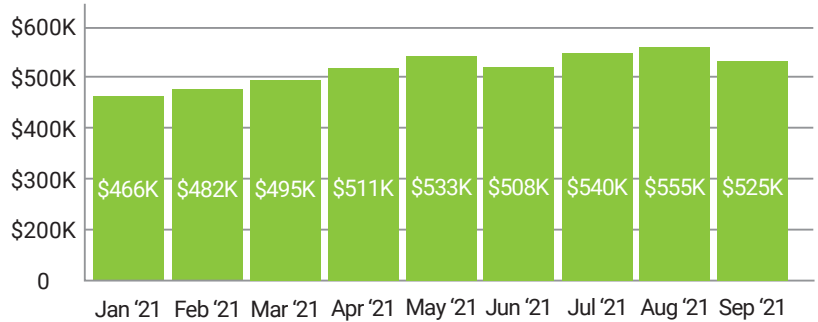


**Terminology Tip - Amendments:**  
Changes to previously approved and adopted written agreements.

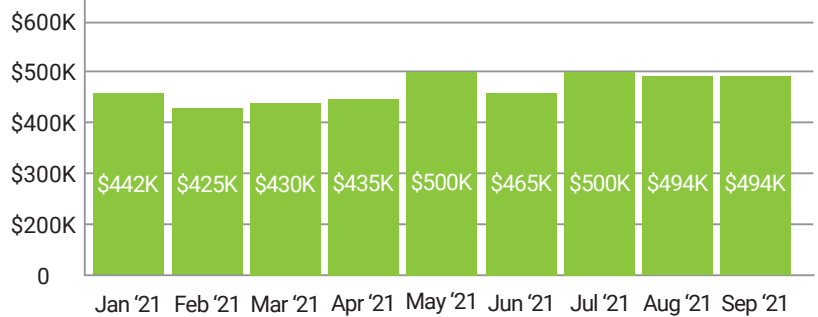


### LOCAL REAL ESTATE STATISTICS REGIONAL SNAPSHOT 2021 MEDIAN SALES PRICE

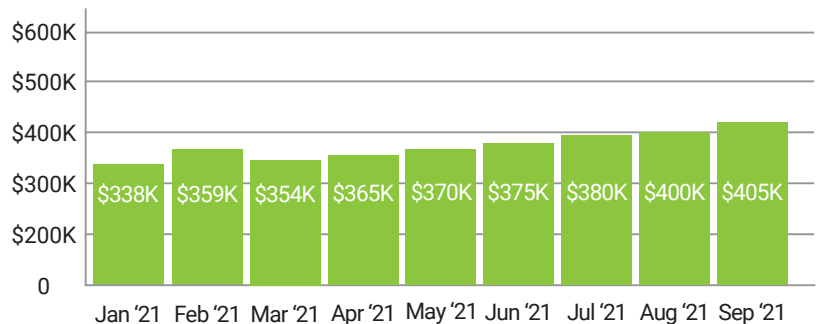
#### FORT COLLINS



#### LOVELAND/BERTHOUD



#### GREELEY/EVANS



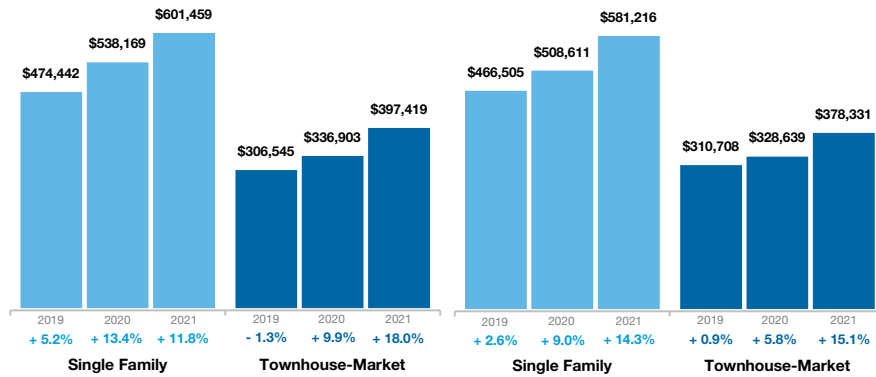
#### Fun Fact/Quote –

The world's largest treehouse has over 80 rooms, 10 floors and took the builder over 14 years to build.

# AVERAGE SALES PRICE

October

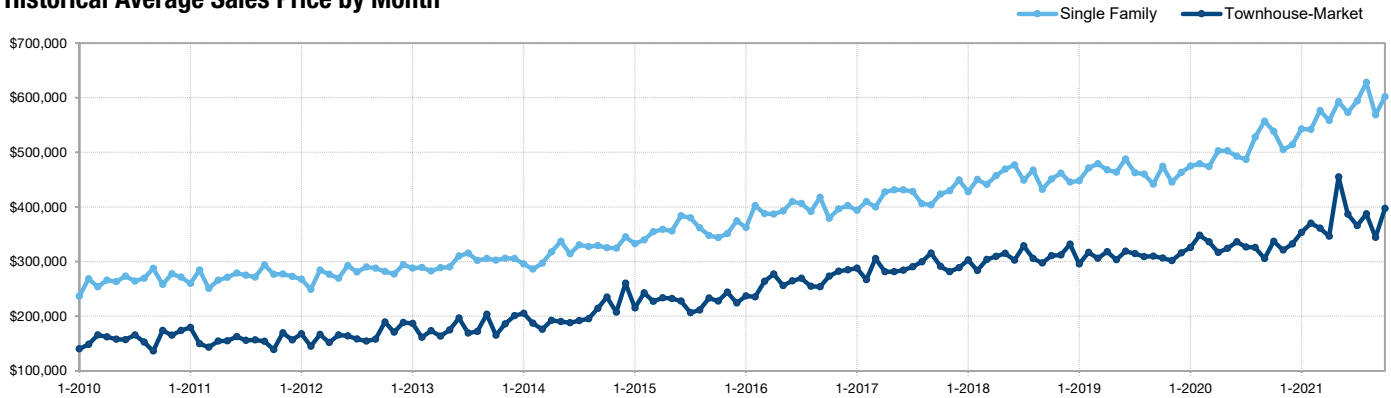
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2020	\$504,893	+13.4%	\$320,900	+6.3%
Dec-2020	\$513,859	+11.0%	\$332,438	+5.3%
Jan-2021	\$542,544	+14.3%	\$353,445	+8.5%
Feb-2021	\$541,852	+13.1%	\$370,160	+6.3%
Mar-2021	\$576,045	+21.6%	\$361,233	+7.5%
Apr-2021	\$558,052	+11.0%	\$346,681	+9.5%
May-2021	\$592,727	+17.9%	\$455,018	+40.4%
Jun-2021	\$572,597	+16.2%	\$386,900	+15.1%
Jul-2021	\$593,998	+22.0%	\$365,895	+11.9%
Aug-2021	\$627,764	+19.0%	\$387,356	+18.9%
Sep-2021	\$568,604	+2.1%	\$344,300	+12.7%
<b>Oct-2021</b>	<b>\$601,459</b>	<b>+11.8%</b>	<b>\$397,419</b>	<b>+18.0%</b>
12-Month Avg*	\$570,408	+13.9%	\$370,750	+13.7%

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

## Historical Average Sales Price by Month



Current as of November 3, 2021. All data from IRES, LLC. Report © 2021 ShowingTime. | 8

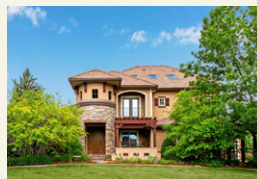
Source: Fort Collins Board of Realtors

## Our Northern Colorado Featured Listings



**1308 N Jefferson Ave,  
Loveland**

3 Beds/1 Bath, 1281 SF  
\$445K, MLS # 950517



**6463 Pumpkin Ridge Dr,  
Windsor**

5 Beds/3Baths, 5595 SF  
MIL, MLS # 953692



**4104 Green Ridge Dr,  
Laporte**

3 Beds/3 Baths, 1727 SF  
\$595K, MLS # 954951



**3026 Chase Dr,  
Fort Collins**

4 Beds/4 Baths, 2180 SF  
\$475K, MLS # 954776



**4912 Pueblo Dr,  
Laporte**

3 Beds/2 Baths, 2396 SF  
\$945K, MLS # 945807



**7703 Fox Chase Ln,  
Wellington**

3 Beds/3 Baths, 3173 SF  
\$815K, MLS # 947295



**4403 W 16th St Ln,  
Greeley**

5 Beds/5 Baths, 3289 SF  
\$699,990, MLS # 949286



**4659 W 21st St Cir,  
Greeley**

6 Beds/4 Baths, 4617 SF  
\$875K, MLS # 948030



**8236 CR 74,  
Windsor**

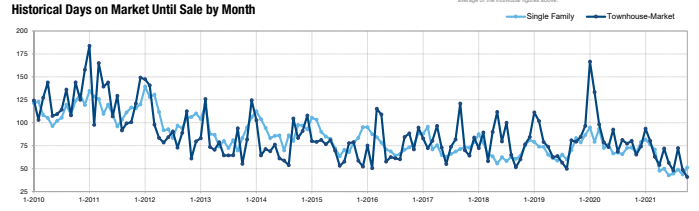
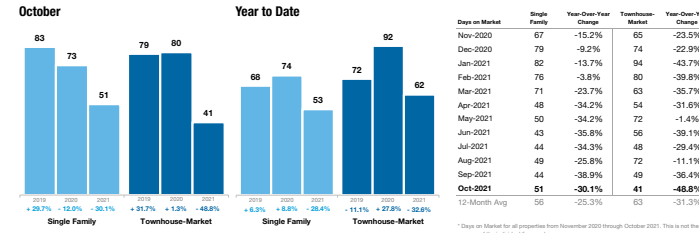
6 Beds/7 Baths, 9595 SF  
\$3.35MIL, MLS # 954934



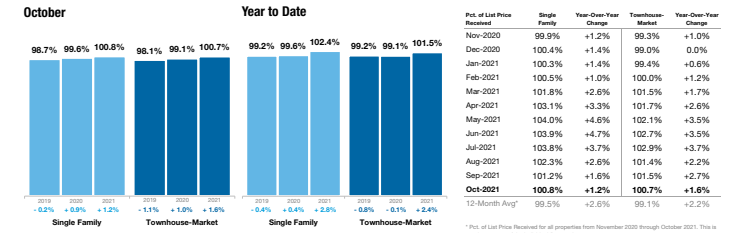
**616 Pine Mountain Ct,  
Windsor**

4 Beds/3 Baths, 2569 SF  
\$425K, MLS # 955111

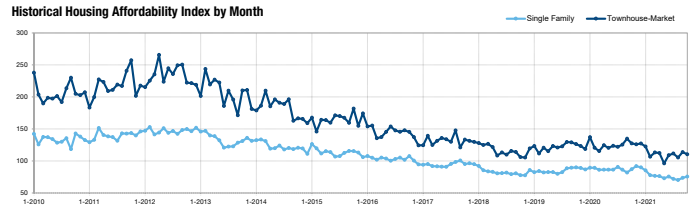
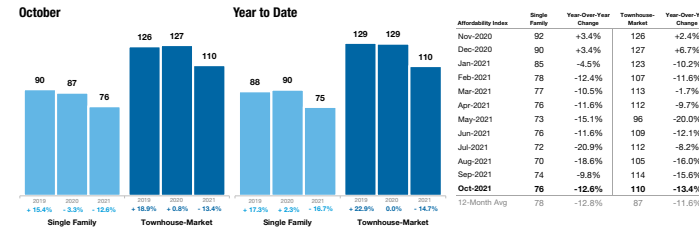
# DAYS ON MARKET UNTIL SALE



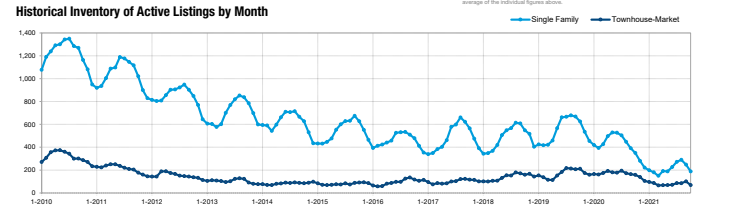
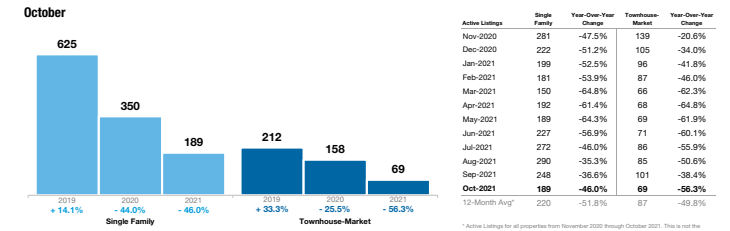
# PERCENT OF LIST PRICE RECEIVED



# HOUSING AFFORDABILITY INDEX



# INVENTORY OF ACTIVE LISTINGS



# LOCAL MARKET UPDATE

## FORT COLLINS

Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	274	228	-16.8%	3,292	2,918	-11.4%
Closed Sales	350	244	-30.3%	2,739	2,593	-5.3%
Median Sales Price*	\$469,500	\$560,000	+17.1%	\$456,960	\$535,000	+17.1%
Average Sales Price*	\$549,618	\$622,122	+13.2%	\$523,143	\$603,962	+15.4%
Percent of List Price Received*	99.2%	101.2%	+2.0%	99.3%	102.8%	+3.5%
Days on Market Until Sale	56	41	-26.8%	54	36	-33.3%
Inventory of Homes for Sale	310	160	-48.4%	--	--	--
Months Supply of Inventory	1.2	0.6	-50.0%	--	--	--

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

## Townhouse/Condo

Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	129	98	-27.9%	1,254	1,210	-3.5%
Closed Sales	124	81	-34.7%	1,013	1,113	+9.9%
Median Sales Price*	\$312,500	\$390,000	+24.0%	\$317,500	\$397,000	+24.9%
Average Sales Price*	\$338,265	\$419,682	+24.1%	\$334,702	\$387,940	+15.9%
Percent of List Price Received*	99.1%	100.8%	+1.7%	98.9%	101.4%	+2.5%
Days on Market Until Sale	63	32	-49.2%	74	48	-35.1%
Inventory of Homes for Sale	206	65	-68.4%	--	--	--
Months Supply of Inventory	2.1	0.6	-71.4%	--	--	--

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

## BERTHOUD

Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	81	36	-55.6%	897	555	-38.1%
Closed Sales	88	55	-37.5%	658	538	-18.2%
Median Sales Price*	\$474,862	\$635,000	+12.7%	\$450,000	\$511,350	+13.6%
Average Sales Price*	\$542,614	\$684,003	+26.1%	\$518,513	\$611,376	+17.9%
Percent of List Price Received*	100.3%	101.5%	+1.2%	99.6%	101.9%	+2.3%
Days on Market Until Sale	74	89	+20.3%	76	75	-1.3%
Inventory of Homes for Sale	148	73	-50.7%	--	--	--
Months Supply of Inventory	2.4	1.3	-45.8%	--	--	--

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

## Townhouse/Condo

Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	5	4	-20.0%	107	78	-27.1%
Closed Sales	6	2	-66.7%	103	53	-48.5%
Median Sales Price*	\$290,900	\$986,873	+101.7%	\$295,000	\$443,877	+50.5%
Average Sales Price*	\$299,400	\$986,873	+96.0%	\$322,144	\$453,004	+40.6%
Percent of List Price Received*	100.9%	110.9%	+9.9%	100.4%	102.0%	+1.6%
Days on Market Until Sale	80	303	+278.8%	97	91	-6.2%
Inventory of Homes for Sale	15	5	-66.7%	--	--	--
Months Supply of Inventory	1.6	0.8	-50.0%	--	--	--

## LOVELAND

Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	177	148	-16.4%	2,296	2,005	-12.7%
Closed Sales	236	168	-28.8%	1,983	1,804	-8.1%
Median Sales Price*	\$420,000	\$478,000	+13.8%	\$398,000	\$449,750	+13.0%
Average Sales Price*	\$469,727	\$575,186	+22.5%	\$453,213	\$519,651	+14.7%
Percent of List Price Received*	100.0%	100.6%	+0.6%	99.7%	102.9%	+3.2%
Days on Market Until Sale	50	33	-34.0%	56	37	-33.9%
Inventory of Homes for Sale	183	121	-33.9%	--	--	--
Months Supply of Inventory	1.0	0.7	-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.

## Townhouse/Condo

Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	57	37	-35.1%	437	464	+6.2%
Closed Sales	48	45	-6.3%	352	398	+13.1%
Median Sales Price*	\$310,500	\$390,000	+25.6%	\$307,375	\$345,000	+12.2%
Average Sales Price*	\$324,283	\$413,808	+27.6%	\$321,264	\$398,352	+21.5%
Percent of List Price Received*	99.5%	101.7%	+2.2%	99.9%	102.4%	+2.5%
Days on Market Until Sale	74	71	-4.1%	96	77	-19.8%
Inventory of Homes for Sale	70	9	-87.1%	--	--	--
Months Supply of Inventory	2.0	0.2	-90.0%	--	--	--

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

## GREELEY

Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	176	200	+13.6%	1,879	1,671	-11.1%
Closed Sales	179	131	-26.8%	1,600	1,412	-11.8%
Median Sales Price*	\$352,000	\$406,000	+15.3%	\$335,000	\$382,795	+14.3%
Average Sales Price*	\$366,955	\$413,515	+12.7%	\$350,460	\$407,897	+16.3%
Percent of List Price Received*	100.1%	102.1%	+2.0%	99.7%	102.3%	+2.6%
Days on Market Until Sale	46	33	-28.3%	49	35	-28.6%
Inventory of Homes for Sale	181	159	-12.2%	--	--	--
Months Supply of Inventory	1.2	1.1	-8.3%	--	--	--

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

## Townhouse/Condo

Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	47	25	-46.8%	339	362	+6.8%
Closed Sales	19	28	+47.4%	264	265	+0.4%
Median Sales Price*	\$255,000	\$303,063	+18.8%	\$253,850	\$293,000	+15.4%
Average Sales Price*	\$262,610	\$308,587	+17.5%	\$257,446	\$294,151	+14.3%
Percent of List Price Received*	99.3%	101.1%	+1.8%	99.9%	101.2%	+1.3%
Days on Market Until Sale	34	44	+29.4%	52	50	-3.8%
Inventory of Homes for Sale	49	28	-42.9%	--	--	--
Months Supply of Inventory	1.9	1.1	-42.1%	--	--	--



2720 Council Tree Ave, #178,  
Fort Collins, CO 80525

PRSR STD  
US POSTAGE  
PAID  
GREELEY, CO  
PERMIT 92

## YOUR COMMUNITY CONNECTION NEWSLETTER ISSUE 36

RESIDENTIAL | COMMERCIAL | PROPERTY MANAGEMENT | LENDING

Five convenient locations including Summit County to serve you.



**FORT COLLINS**  
Front Range Village  
2720 Council Tree Ave.,  
Suite 178  
Fort Collins, CO 80525  
Phone: (970) 225-5152  
Fax: (970) 225-5170



**FORT COLLINS**  
Old Town  
200 S. College Ave.,  
Suite 160  
Fort Collins, CO 80524  
Phone: (970) 689-3521  
Fax: (970) 568-8079



**JOHNSTOWN**  
4864 Thompson Pkwy,  
Johnstown, CO 80534  
Phone: (970) 667-2509  
Fax: (970) 667-2802



**LOVELAND**  
209 E. 4th Street  
Loveland, CO 80537  
Phone: (970) 800-3181  
Fax: (970) 800-3934



**BRECKENRIDGE**  
100 North Main Street,  
Suite 103  
Breckenridge, CO 80424  
Phone: (970) 453-5500



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