

Monthly Indicators



December 2016

Percent changes calculated using year-over-year comparisons.

New Listings were up 18.0 percent for single family homes and 50.0 percent for townhouse-condo properties. Pending Sales landed at 291 for single family homes and 66 for townhouse-condo properties.

The Median Sales Price was up 9.2 percent to \$365,000 for single family homes and 25.9 percent to \$275,000 for townhouse-condo properties. Days on Market increased 1.1 percent for single family homes and 36.9 percent for condo properties.

The overwhelming feeling about prospects in residential real estate for the immediate future is optimism. Real estate professionals across the nation are expressing that they are as busy as ever. There are certainly challenges in this market, like continued low inventory and higher competition for those fewer properties, but opportunities abound for creative and diligent agents prepared to put in the necessary amount of work.

Activity Snapshot

- 15.0%	+ 10.2%	+ 4.7%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Days on Market All Properties

Residential real estate activity in Larimer County comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview



Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
New Listings		233	275	+ 18.0%	6,932	6,601	- 4.8%
Pending / Under Contract		255	291	+ 14.1%	5,573	5,509	- 1.1%
Sold Listings		487	396	- 18.7%	5,629	5,446	- 3.3%
Median Sales Price		\$334,145	\$365,000	+ 9.2%	\$320,469	\$352,745	+ 10.1%
Average Sales Price		\$367,779	\$404,198	+ 9.9%	\$357,307	\$392,064	+ 9.7%
Pct. of List Price Received		99.0%	99.1%	+ 0.1%	99.8%	99.8%	0.0%
Days on Market		90	91	+ 1.1%	80	79	- 1.3%
Affordability Index		108	95	- 12.0%	113	98	- 13.3%
Active Listings		938	724	- 22.8%	--	--	--
Months Supply		2.0	1.6	- 20.0%	--	--	--

Townhouse-Condo Market Overview

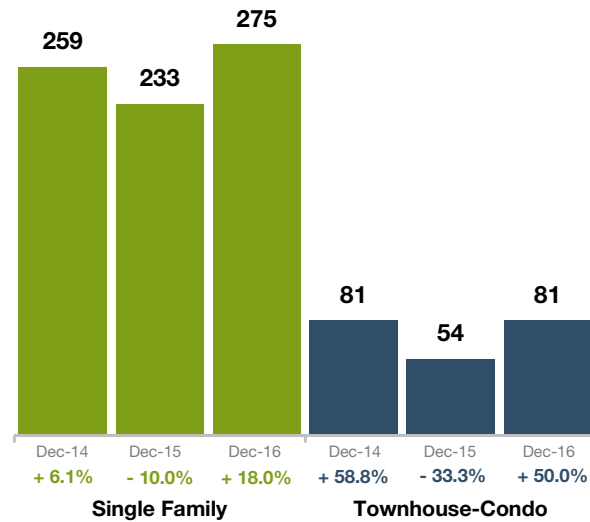


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

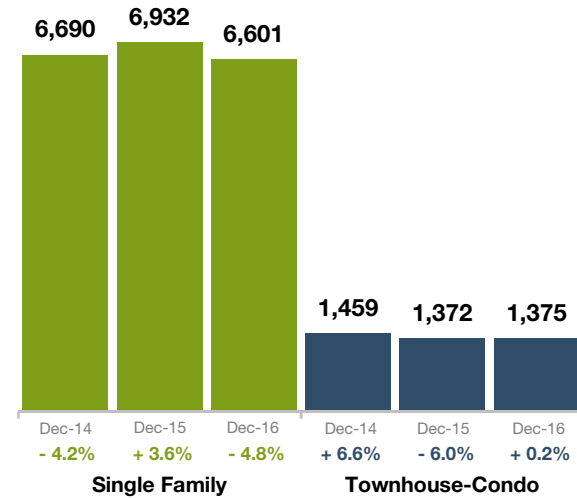
Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
New Listings		54	81	+ 50.0%	1,372	1,375	+ 0.2%
Pending / Under Contract		55	66	+ 20.0%	1,259	1,259	0.0%
Sold Listings		74	81	+ 9.5%	1,269	1,231	- 3.0%
Median Sales Price		\$218,500	\$275,000	+ 25.9%	\$221,500	\$252,900	+ 14.2%
Average Sales Price		\$218,191	\$280,830	+ 28.7%	\$231,566	\$262,507	+ 13.4%
Pct. of List Price Received		98.9%	100.0%	+ 1.1%	100.7%	100.9%	+ 0.2%
Days on Market		65	89	+ 36.9%	77	81	+ 5.2%
Affordability Index		166	126	- 24.1%	163	137	- 16.0%
Active Listings		160	143	- 10.6%	--	--	--
Months Supply		1.5	1.4	- 6.7%	--	--	--

New Listings

December

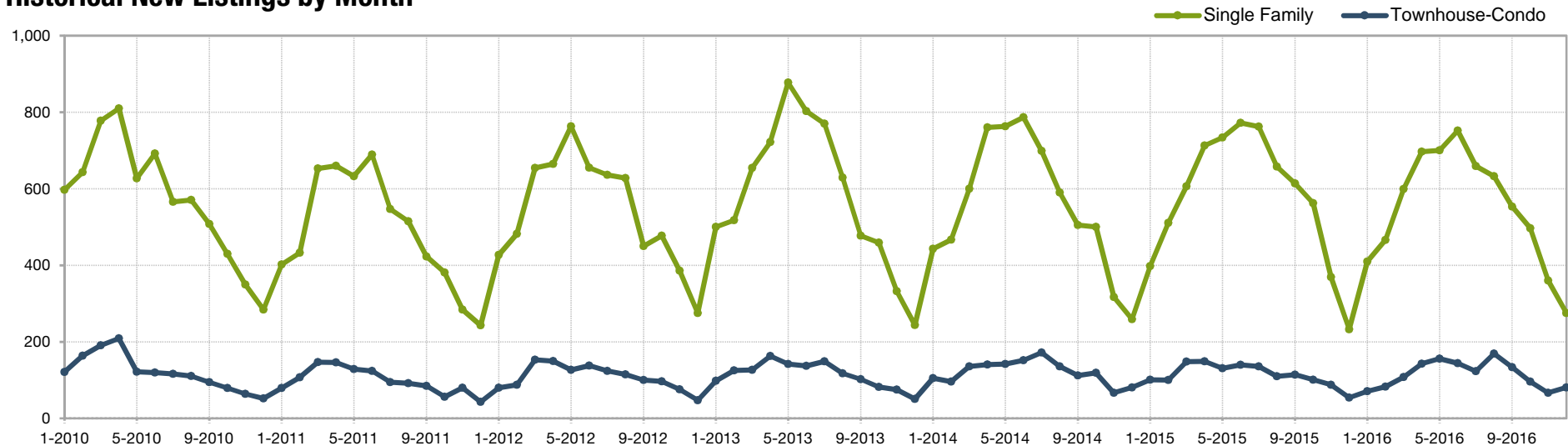


Year to Date



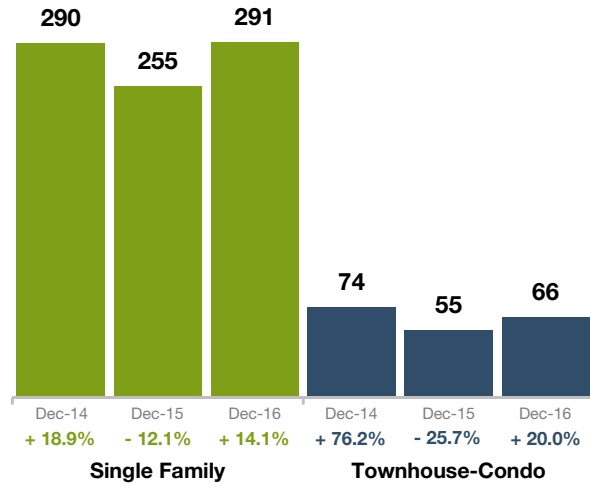
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	410	+3.0%	71	-29.7%
Feb-2016	466	-8.8%	83	-17.0%
Mar-2016	599	-1.2%	108	-27.0%
Apr-2016	697	-2.2%	143	-4.0%
May-2016	700	-4.6%	156	+19.1%
Jun-2016	752	-2.6%	144	+2.9%
Jul-2016	659	-13.5%	123	-9.6%
Aug-2016	633	-3.8%	169	+53.6%
Sep-2016	553	-9.9%	134	+17.5%
Oct-2016	497	-11.6%	96	-5.0%
Nov-2016	360	-2.4%	67	-23.9%
Dec-2016	275	+18.0%	81	+50.0%

Historical New Listings by Month

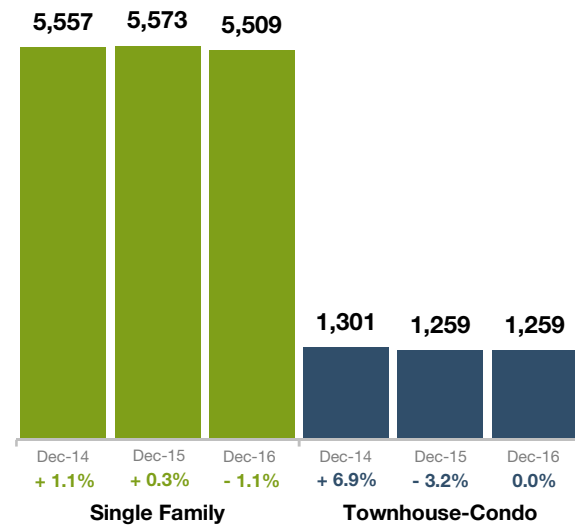


Pending / Under Contract

December

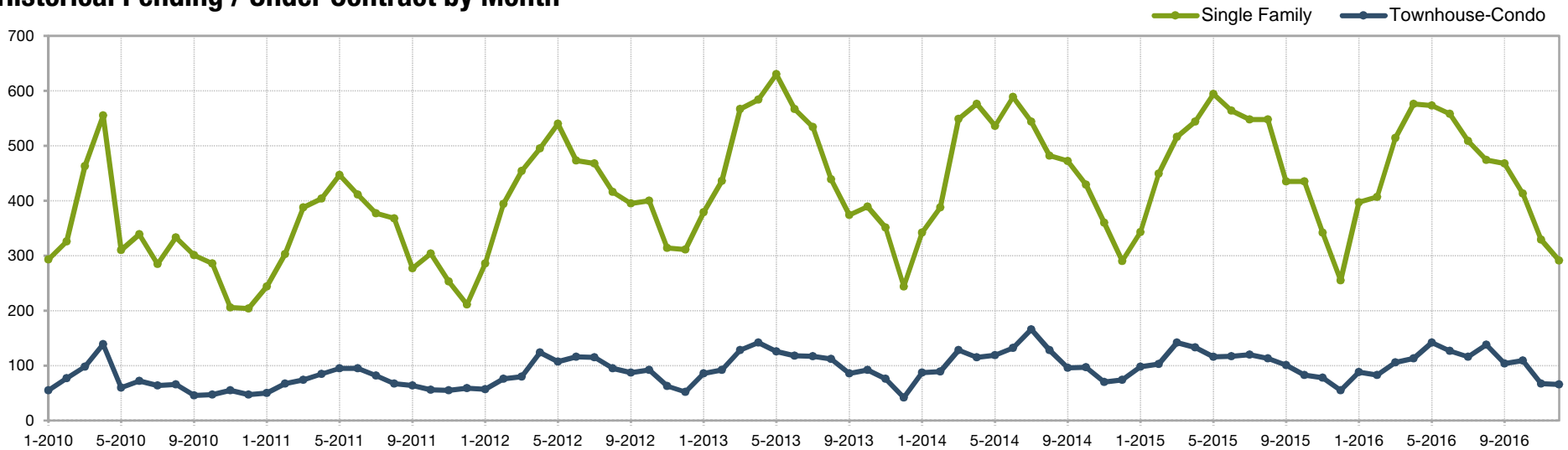


Year to Date



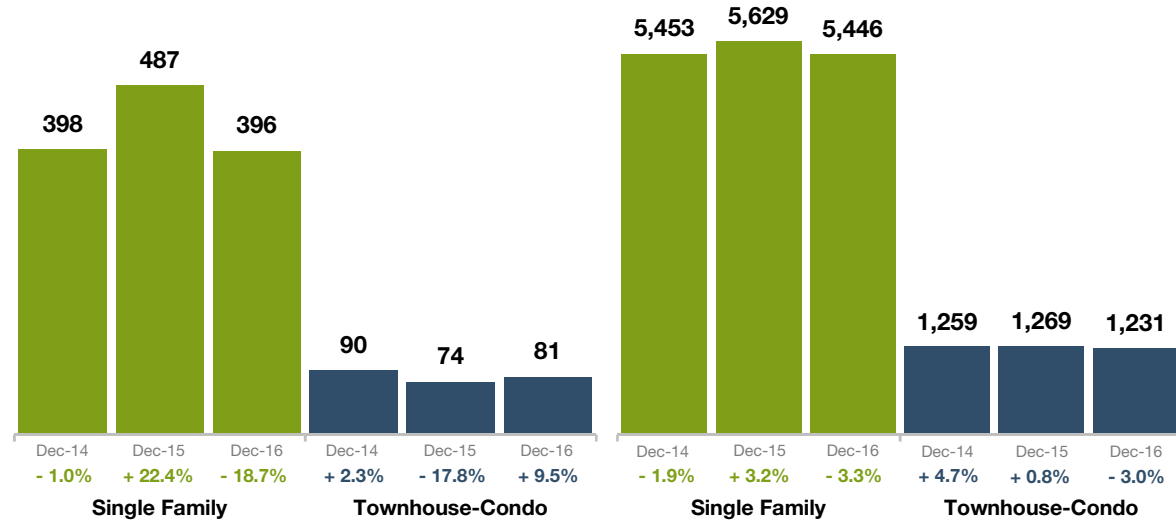
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	397	+15.7%	88	-10.2%
Feb-2016	407	-9.4%	83	-19.4%
Mar-2016	514	-0.4%	106	-25.4%
Apr-2016	576	+5.9%	113	-15.0%
May-2016	573	-3.5%	142	+22.4%
Jun-2016	558	-1.1%	127	+8.5%
Jul-2016	509	-7.1%	116	-3.3%
Aug-2016	474	-13.5%	138	+22.1%
Sep-2016	468	+7.6%	104	+3.0%
Oct-2016	413	-5.1%	109	+31.3%
Nov-2016	329	-3.8%	67	-14.1%
Dec-2016	291	+14.1%	66	+20.0%

Historical Pending / Under Contract by Month

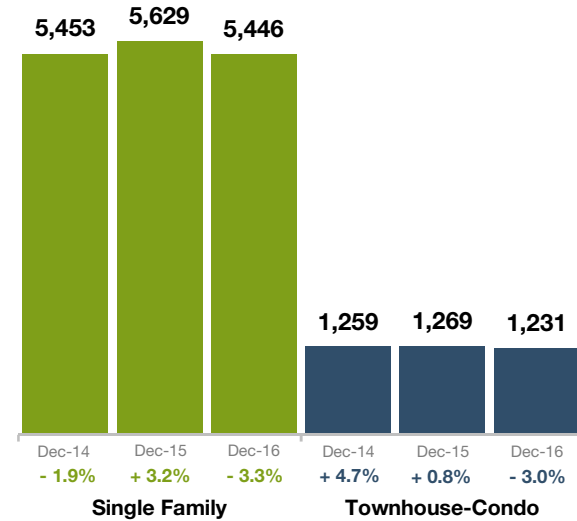


Sold Listings

December

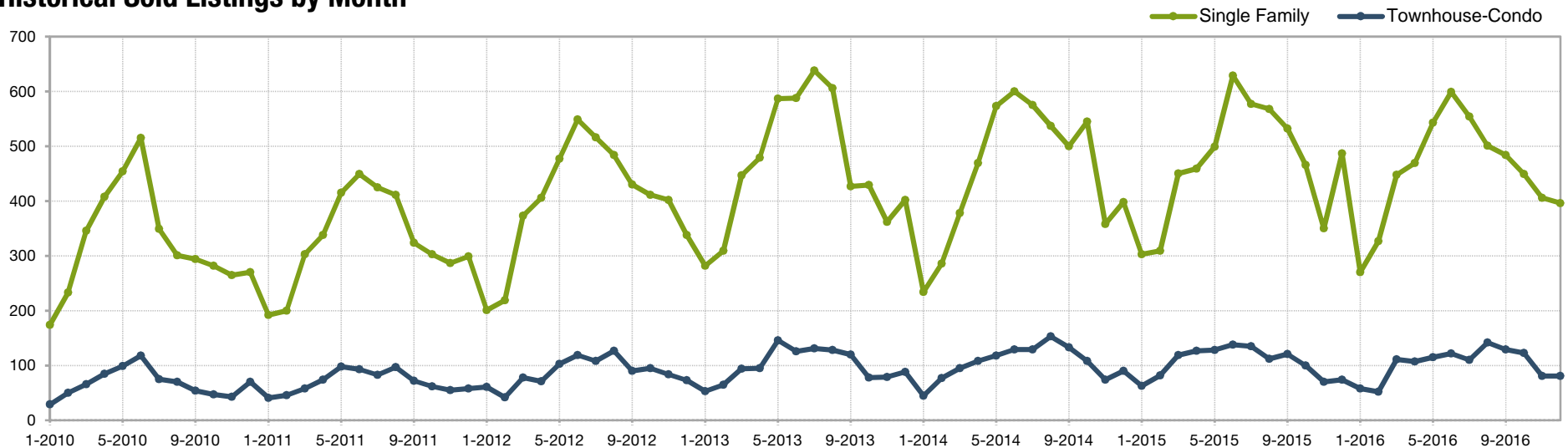


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	270	-10.9%	58	-7.9%
Feb-2016	327	+5.8%	52	-36.6%
Mar-2016	448	-0.4%	111	-6.7%
Apr-2016	469	+2.2%	107	-15.7%
May-2016	543	+8.8%	115	-10.2%
Jun-2016	599	-4.8%	122	-11.6%
Jul-2016	554	-4.0%	110	-18.5%
Aug-2016	501	-11.8%	142	+26.8%
Sep-2016	484	-9.0%	129	+6.6%
Oct-2016	449	-3.6%	123	+23.0%
Nov-2016	406	+16.0%	81	+15.7%
Dec-2016	396	-18.7%	81	+9.5%

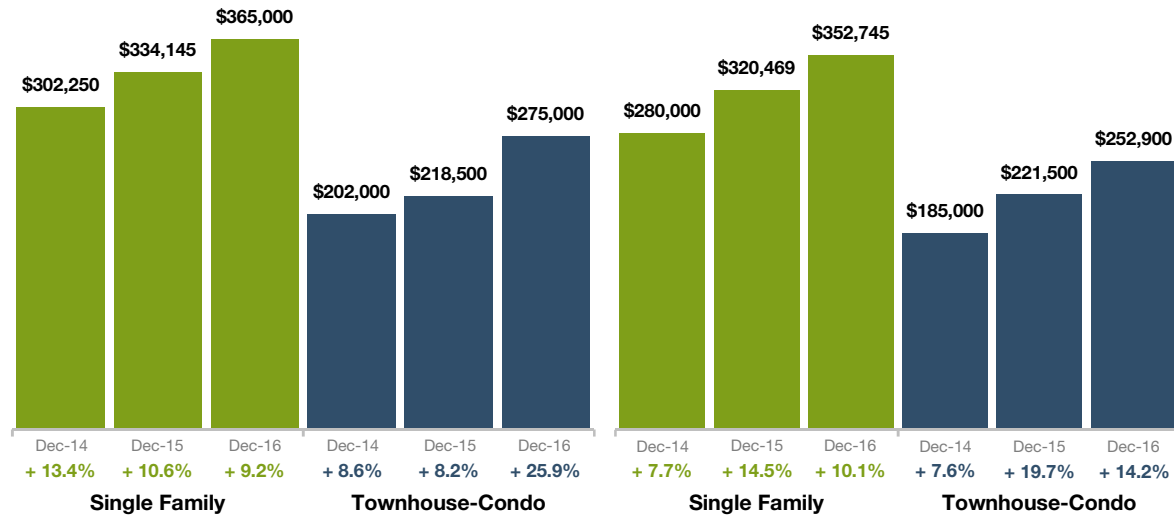
Historical Sold Listings by Month



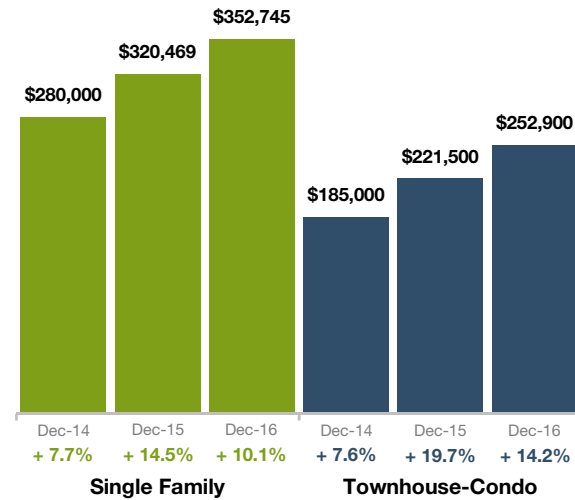
Median Sales Price



December

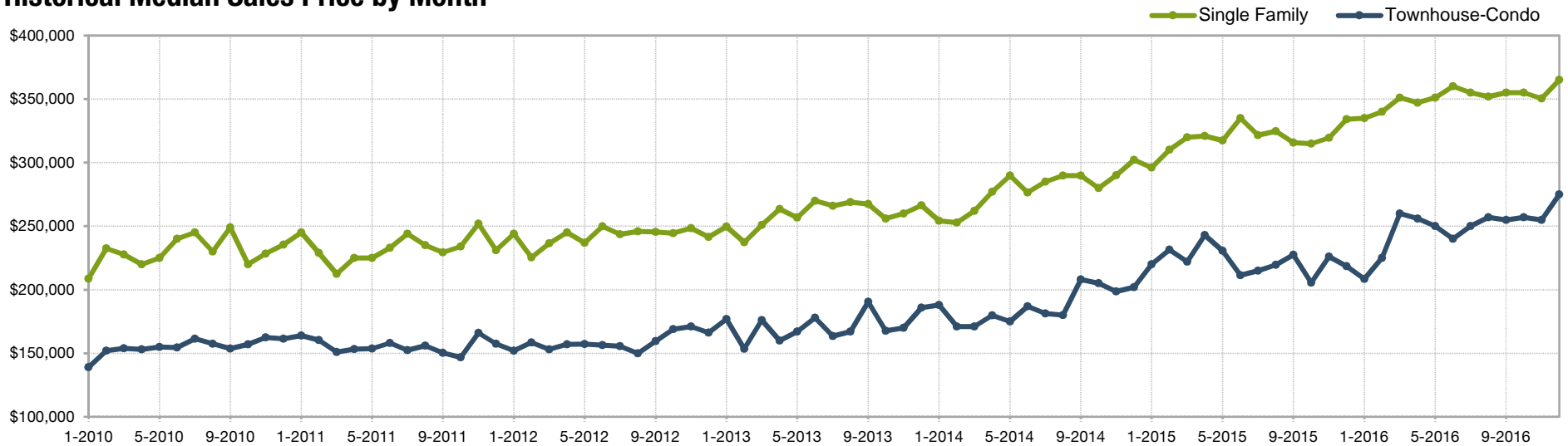


Year to Date



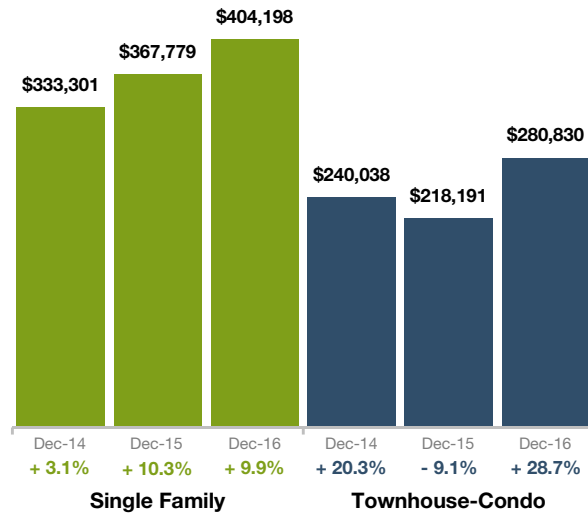
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	\$334,950	+13.2%	\$208,500	-5.2%
Feb-2016	\$340,000	+9.7%	\$225,000	-2.8%
Mar-2016	\$351,000	+9.7%	\$260,000	+17.1%
Apr-2016	\$347,000	+8.1%	\$256,000	+5.3%
May-2016	\$351,000	+10.6%	\$250,000	+8.4%
Jun-2016	\$360,000	+7.5%	\$240,000	+13.5%
Jul-2016	\$355,000	+10.4%	\$250,000	+16.3%
Aug-2016	\$351,960	+8.4%	\$256,950	+17.1%
Sep-2016	\$355,000	+12.4%	\$255,000	+12.1%
Oct-2016	\$355,000	+12.7%	\$257,000	+25.1%
Nov-2016	\$350,513	+9.7%	\$255,000	+12.8%
Dec-2016	\$365,000	+9.2%	\$275,000	+25.9%

Historical Median Sales Price by Month

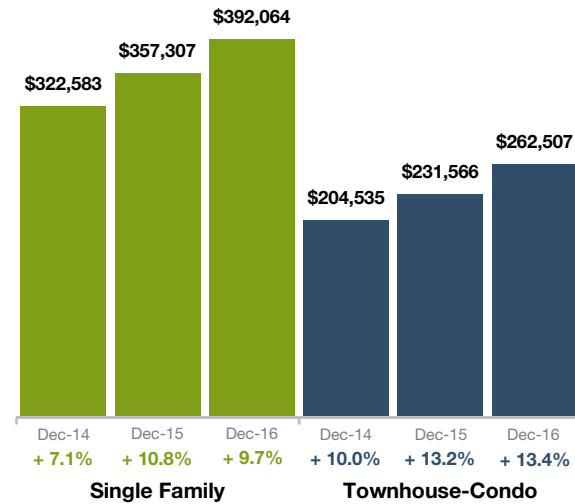


Average Sales Price

December

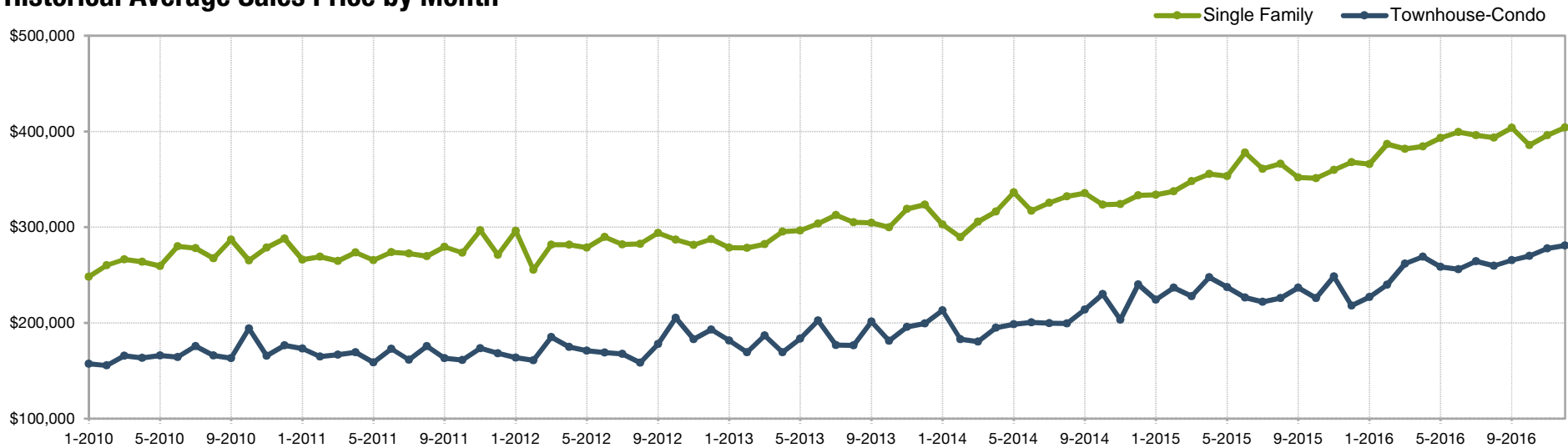


Year to Date



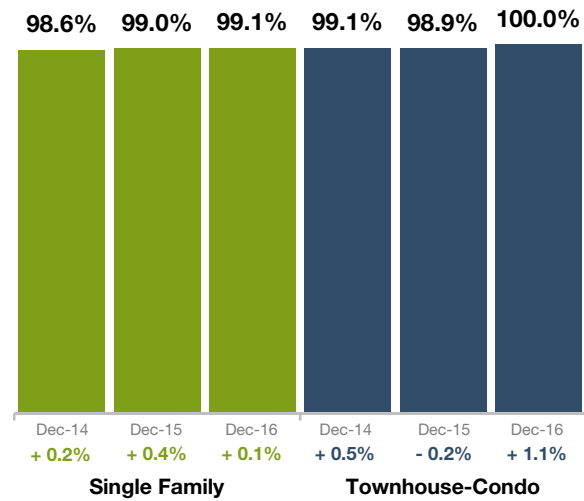
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	\$365,971	+9.6%	\$227,046	+1.3%
Feb-2016	\$386,851	+14.7%	\$239,840	+1.3%
Mar-2016	\$381,791	+9.7%	\$261,867	+14.9%
Apr-2016	\$384,278	+8.0%	\$269,121	+8.6%
May-2016	\$393,121	+11.2%	\$258,535	+8.9%
Jun-2016	\$399,340	+5.7%	\$256,064	+13.0%
Jul-2016	\$395,902	+9.7%	\$264,403	+19.0%
Aug-2016	\$393,564	+7.5%	\$259,682	+14.9%
Sep-2016	\$403,751	+14.7%	\$265,595	+12.1%
Oct-2016	\$385,580	+9.8%	\$269,943	+19.5%
Nov-2016	\$396,090	+10.1%	\$277,784	+11.7%
Dec-2016	\$404,198	+9.9%	\$280,830	+28.7%

Historical Average Sales Price by Month

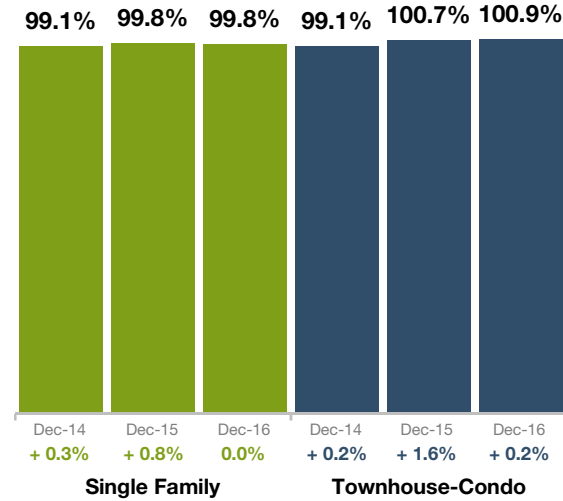


Percent of List Price Received

December

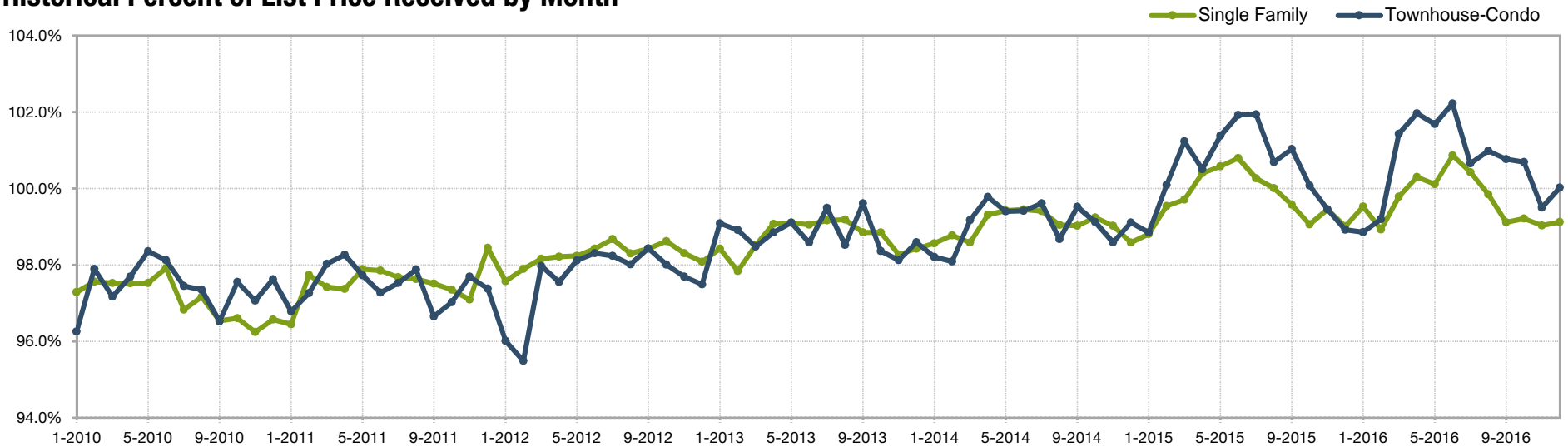


Year to Date



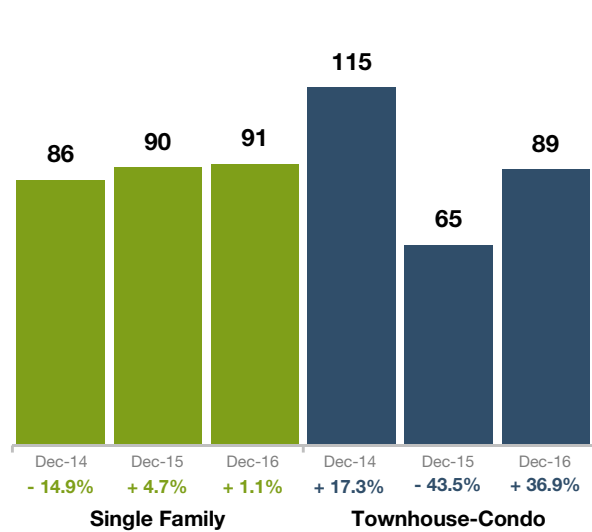
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	99.5%	+0.7%	98.9%	+0.1%
Feb-2016	98.9%	-0.6%	99.2%	-0.9%
Mar-2016	99.8%	+0.1%	101.4%	+0.2%
Apr-2016	100.3%	-0.1%	102.0%	+1.5%
May-2016	100.1%	-0.5%	101.7%	+0.3%
Jun-2016	100.9%	+0.1%	102.2%	+0.3%
Jul-2016	100.4%	+0.1%	100.7%	-1.2%
Aug-2016	99.8%	-0.2%	101.0%	+0.3%
Sep-2016	99.1%	-0.5%	100.8%	-0.2%
Oct-2016	99.2%	+0.1%	100.7%	+0.6%
Nov-2016	99.0%	-0.4%	99.5%	0.0%
Dec-2016	99.1%	+0.1%	100.0%	+1.1%

Historical Percent of List Price Received by Month

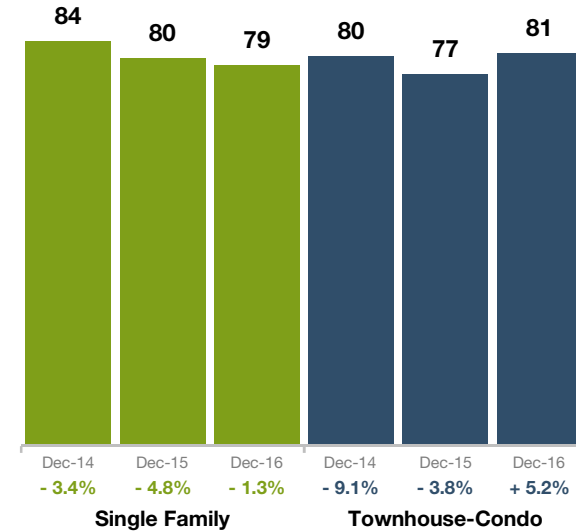


Days on Market Until Sale

December

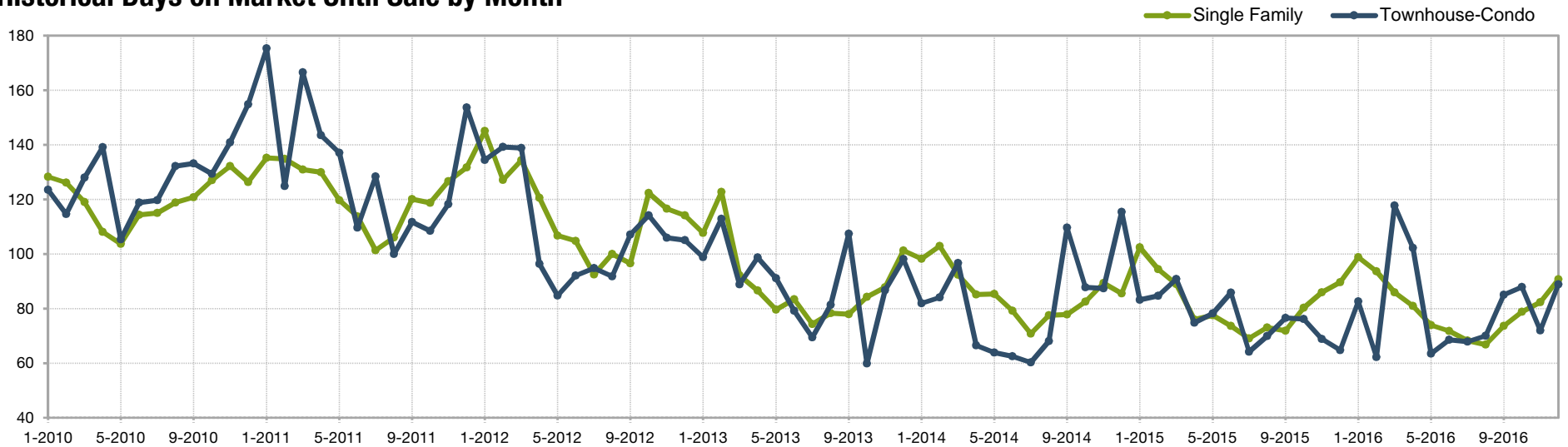


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	99	-2.9%	83	0.0%
Feb-2016	94	0.0%	62	-27.1%
Mar-2016	86	-3.4%	118	+29.7%
Apr-2016	81	+6.6%	102	+36.0%
May-2016	74	-5.1%	63	-19.2%
Jun-2016	72	-2.7%	69	-19.8%
Jul-2016	68	-1.4%	68	+6.3%
Aug-2016	67	-8.2%	70	0.0%
Sep-2016	74	+2.8%	85	+10.4%
Oct-2016	79	-1.3%	88	+15.8%
Nov-2016	82	-4.7%	72	+4.3%
Dec-2016	91	+1.1%	89	+36.9%

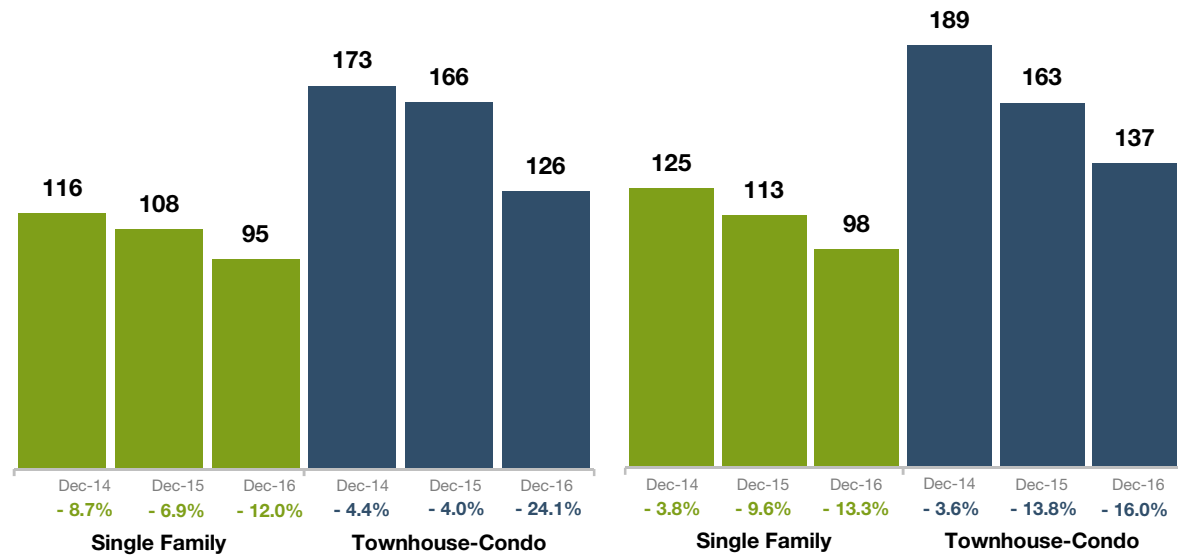
Historical Days on Market Until Sale by Month



Housing Affordability Index

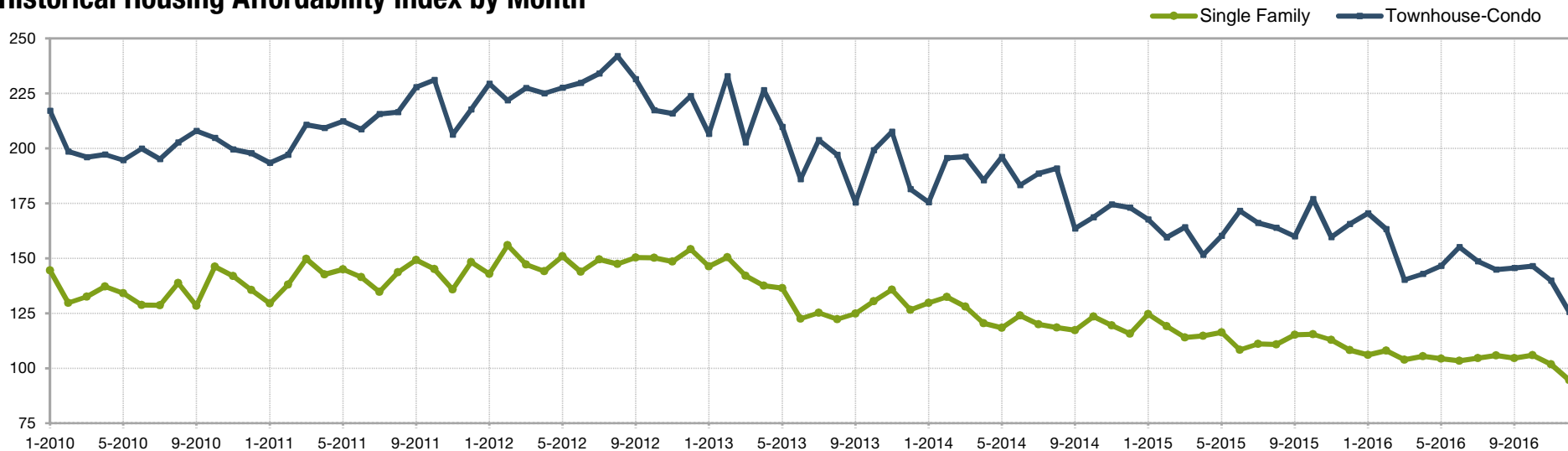
December

Year to Date



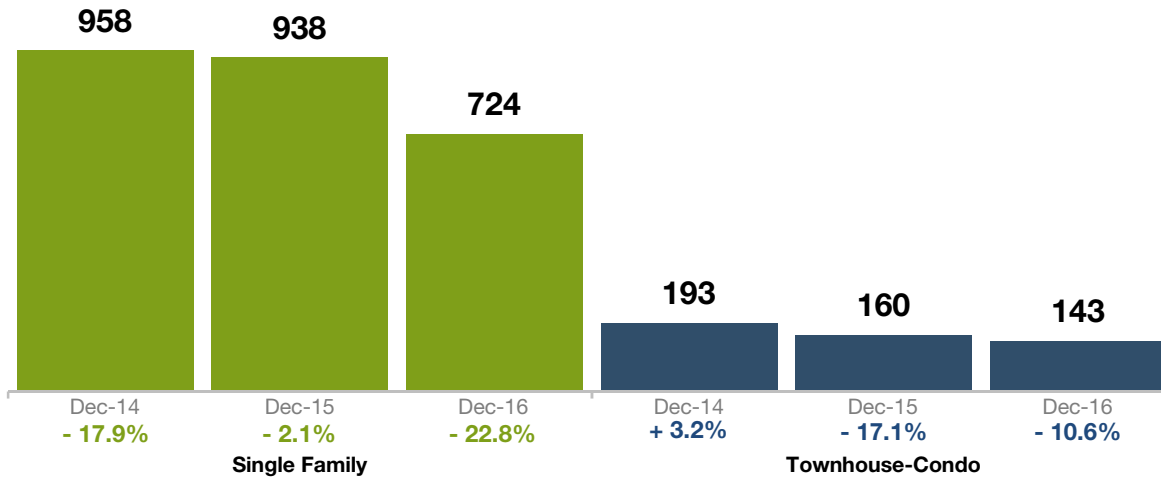
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	106	-15.2%	170	+1.2%
Feb-2016	108	-9.2%	163	+2.5%
Mar-2016	104	-8.8%	140	-14.6%
Apr-2016	105	-8.7%	143	-5.9%
May-2016	104	-10.3%	147	-8.1%
Jun-2016	103	-4.6%	155	-9.9%
Jul-2016	105	-5.4%	149	-10.2%
Aug-2016	106	-4.5%	145	-11.6%
Sep-2016	105	-8.7%	146	-8.8%
Oct-2016	106	-7.8%	146	-17.5%
Nov-2016	102	-9.7%	140	-12.5%
Dec-2016	95	-12.0%	126	-24.1%

Historical Housing Affordability Index by Month



Inventory of Active Listings

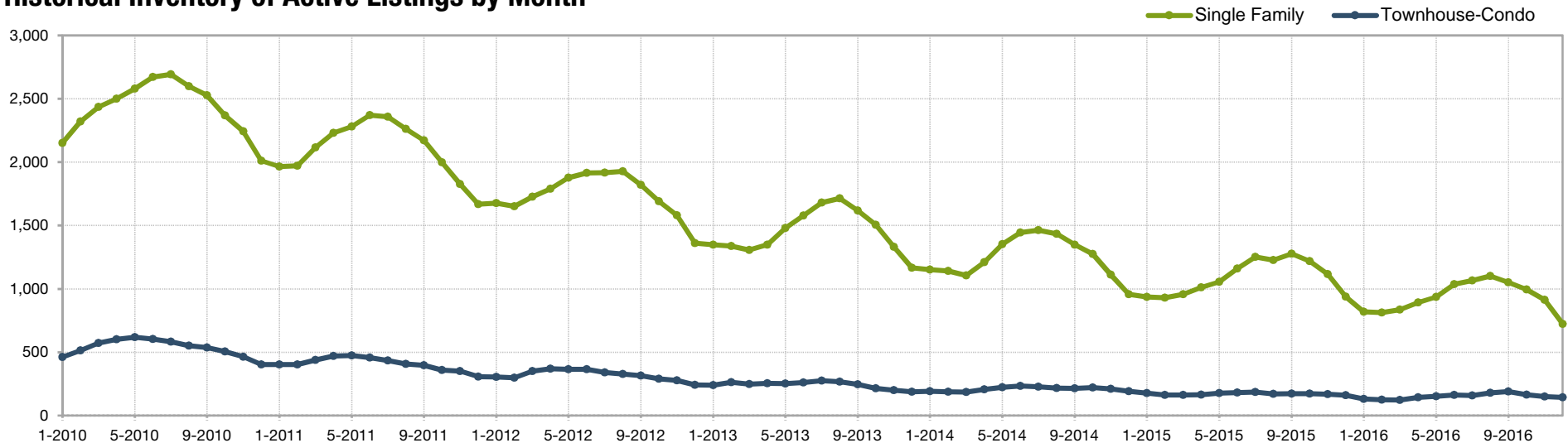
December



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	819	-12.6%	132	-25.4%
Feb-2016	813	-12.7%	126	-22.7%
Mar-2016	835	-12.7%	123	-24.1%
Apr-2016	893	-11.7%	144	-12.7%
May-2016	937	-11.3%	153	-13.6%
Jun-2016	1,036	-10.8%	163	-9.9%
Jul-2016	1,067	-14.8%	159	-14.1%
Aug-2016	1,101	-10.3%	179	+4.7%
Sep-2016	1,051	-17.7%	190	+9.8%
Oct-2016	994	-18.5%	165	-4.6%
Nov-2016	914	-18.1%	151	-11.2%
Dec-2016	724	-22.8%	143	-10.6%

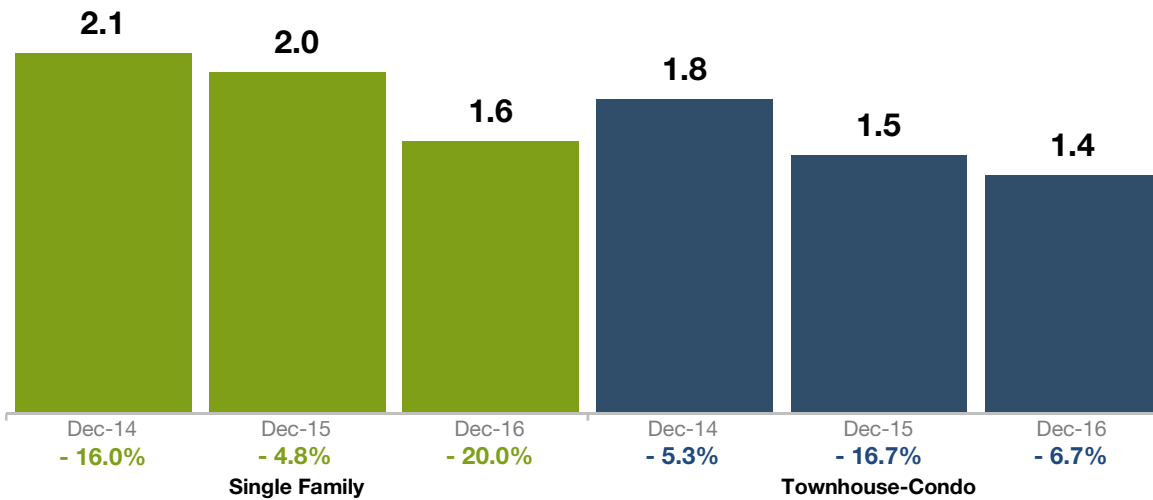
* Active Listings for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month



Months Supply of Inventory

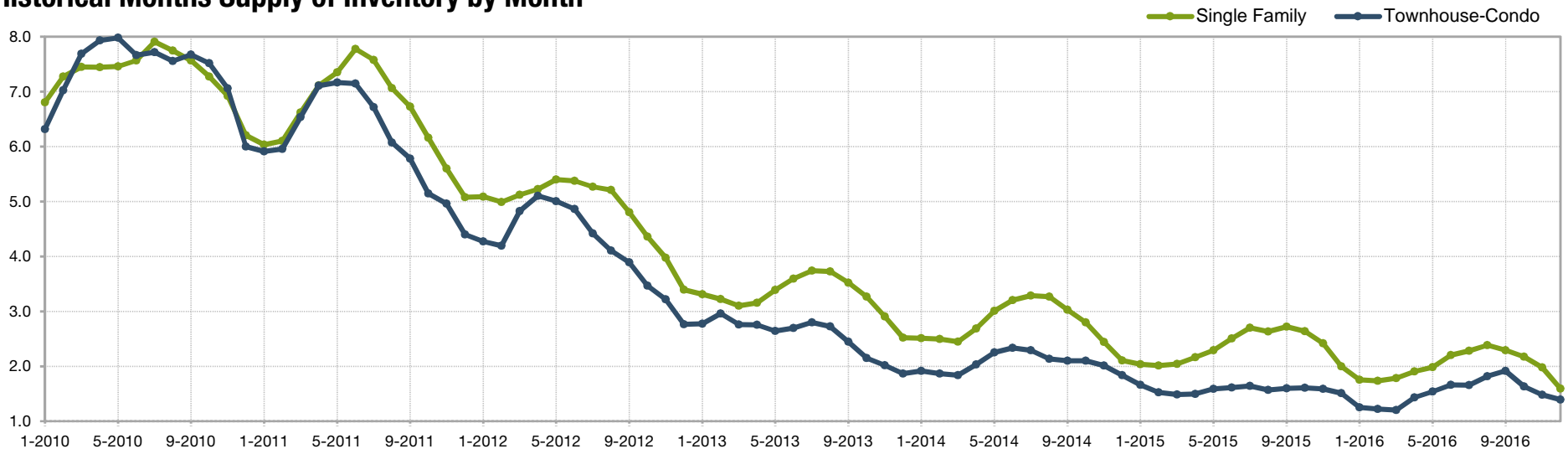
December



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	1.8	-10.0%	1.3	-23.5%
Feb-2016	1.7	-15.0%	1.2	-20.0%
Mar-2016	1.8	-10.0%	1.2	-20.0%
Apr-2016	1.9	-13.6%	1.4	-6.7%
May-2016	2.0	-13.0%	1.5	-6.3%
Jun-2016	2.2	-12.0%	1.7	+6.3%
Jul-2016	2.3	-14.8%	1.7	+6.3%
Aug-2016	2.4	-7.7%	1.8	+12.5%
Sep-2016	2.3	-14.8%	1.9	+18.8%
Oct-2016	2.2	-15.4%	1.6	0.0%
Nov-2016	2.0	-16.7%	1.5	-6.3%
Dec-2016	1.6	-20.0%	1.4	-6.7%

* Months Supply for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Total Market Overview



Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

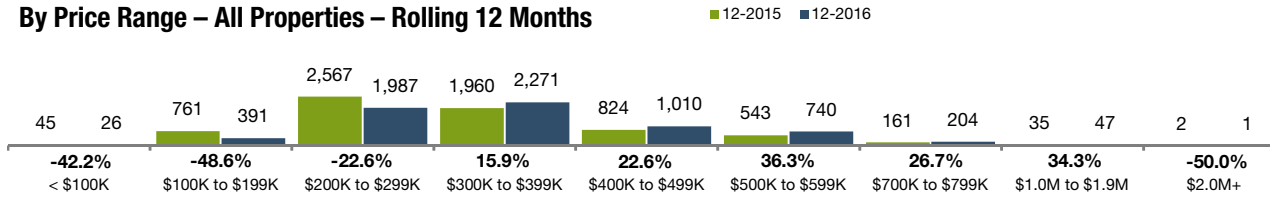
Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
New Listings		287	356	+ 24.0%	8,304	7,976	- 3.9%
Pending / Under Contract		310	357	+ 15.2%	6,832	6,768	- 0.9%
Sold Listings		561	477	- 15.0%	6,898	6,677	- 3.2%
Median Sales Price		\$317,658	\$350,000	+ 10.2%	\$301,000	\$334,089	+ 11.0%
Average Sales Price		\$348,047	\$383,249	+ 10.1%	\$334,190	\$368,175	+ 10.2%
Pct. of List Price Received		99.0%	99.3%	+ 0.3%	100.0%	100.0%	0.0%
Days on Market		86	90	+ 4.7%	79	79	0.0%
Affordability Index		114	99	- 13.2%	120	103	- 14.2%
Active Listings		1,098	867	- 21.0%	--	--	--
Months Supply		1.9	1.6	- 15.8%	--	--	--

Sold Listings

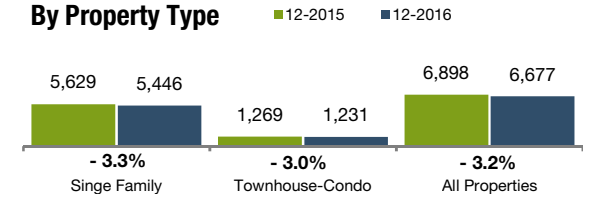
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	12-2015	12-2016	Change	12-2015	12-2016	Change
\$99,999 and Below	30	11	-63.3%	15	15	0.0%
\$100,000 to \$199,999	304	157	-48.4%	457	234	-48.8%
\$200,000 to \$299,999	1,986	1,343	-32.4%	581	644	+10.8%
\$300,000 to \$399,999	1,778	1,995	+12.2%	182	276	+51.6%
\$400,000 to \$499,999	801	974	+21.6%	23	36	+56.5%
\$500,000 to \$699,999	533	718	+34.7%	10	22	+120.0%
\$700,000 to \$999,999	160	200	+25.0%	1	4	+300.0%
\$1,000,000 to \$1,999,999	35	47	+34.3%	0	0	--
\$2,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	5,629	5,446	-3.3%	1,269	1,231	-3.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	11-2016	12-2016	Change	11-2016	12-2016	Change
\$99,999 and Below	0	0	--	2	0	-100.0%
\$100,000 to \$199,999	11	5	-54.5%	6	14	+133.3%
\$200,000 to \$299,999	100	100	0.0%	49	38	-22.4%
\$300,000 to \$399,999	152	130	-14.5%	14	25	+78.6%
\$400,000 to \$499,999	75	86	+14.7%	6	3	-50.0%
\$500,000 to \$699,999	44	52	+18.2%	4	0	-100.0%
\$700,000 to \$999,999	19	19	0.0%	0	1	--
\$1,000,000 to \$1,999,999	5	4	-20.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	406	396	-2.5%	81	81	0.0%

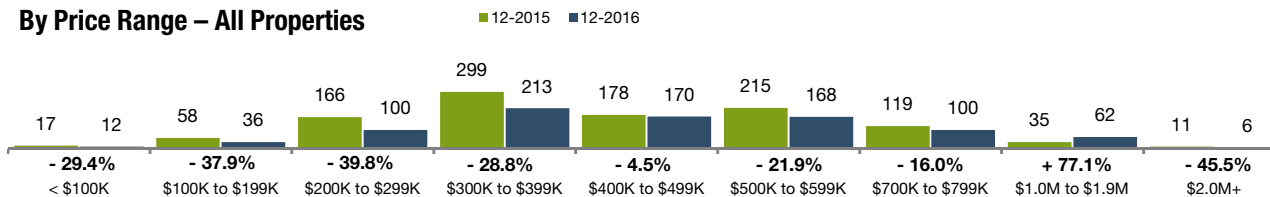
Year to Date

By Price Range	Single Family			Condo		
	12-2015	12-2016	Change	12-2015	12-2016	Change
\$99,999 and Below	30	11	-63.3%	15	15	0.0%
\$100,000 to \$199,999	304	157	-48.4%	457	234	-48.8%
\$200,000 to \$299,999	1,986	1,343	-32.4%	581	644	+10.8%
\$300,000 to \$399,999	1,778	1,995	+12.2%	182	276	+51.6%
\$400,000 to \$499,999	801	974	+21.6%	23	36	+56.5%
\$500,000 to \$699,999	533	718	+34.7%	10	22	+120.0%
\$700,000 to \$999,999	160	200	+25.0%	1	4	+300.0%
\$1,000,000 to \$1,999,999	35	47	+34.3%	0	0	--
\$2,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	5,629	5,446	-3.3%	1,269	1,231	-3.0%

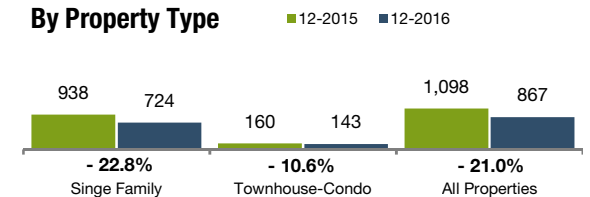
Inventory of Active Listings

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			Condo		
	12-2015	12-2016	Change	12-2015	12-2016	Change
\$99,999 and Below	9	10	+11.1%	8	2	-75.0%
\$100,000 to \$199,999	41	26	-36.6%	17	10	-41.2%
\$200,000 to \$299,999	109	57	-47.7%	57	43	-24.6%
\$300,000 to \$399,999	256	160	-37.5%	43	53	+23.3%
\$400,000 to \$499,999	167	155	-7.2%	11	15	+36.4%
\$500,000 to \$699,999	206	163	-20.9%	9	5	-44.4%
\$700,000 to \$999,999	108	89	-17.6%	11	11	0.0%
\$1,000,000 to \$1,999,999	31	58	+87.1%	4	4	0.0%
\$2,000,000 and Above	11	6	-45.5%	0	0	--
All Price Ranges	938	724	-22.8%	160	143	-10.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	11-2016	12-2016	Change	11-2016	12-2016	Change
\$99,999 and Below	13	10	-23.1%	1	2	+100.0%
\$100,000 to \$199,999	28	26	-7.1%	11	10	-9.1%
\$200,000 to \$299,999	78	57	-26.9%	55	43	-21.8%
\$300,000 to \$399,999	224	160	-28.6%	49	53	+8.2%
\$400,000 to \$499,999	191	155	-18.8%	14	15	+7.1%
\$500,000 to \$699,999	196	163	-16.8%	7	5	-28.6%
\$700,000 to \$999,999	113	89	-21.2%	10	11	+10.0%
\$1,000,000 to \$1,999,999	64	58	-9.4%	4	4	0.0%
\$2,000,000 and Above	7	6	-14.3%	0	0	--
All Price Ranges	914	724	-20.8%	151	143	-5.3%

Year to Date

By Price Range	Single Family			Condo		
	12-2015	12-2016	Change	12-2015	12-2016	Change
\$99,999 and Below	9	10	+11.1%	8	2	-75.0%
\$100,000 to \$199,999	41	26	-36.6%	17	10	-41.2%
\$200,000 to \$299,999	109	57	-47.7%	57	43	-24.6%
\$300,000 to \$399,999	256	160	-37.5%	43	53	+23.3%
\$400,000 to \$499,999	167	155	-7.2%	11	15	+36.4%
\$500,000 to \$699,999	206	163	-20.9%	9	5	-44.4%
\$700,000 to \$999,999	108	89	-17.6%	11	11	0.0%
\$1,000,000 to \$1,999,999	31	58	+87.1%	4	4	0.0%
\$2,000,000 and Above	11	6	-45.5%	0	0	--
All Price Ranges	938	724	-22.8%	160	143	-10.6%

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.
Pending / Under Contract	A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. 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. The Pending/Under Contract metric includes Pending, Active/Backup and Active/First Right.
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 average 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.