

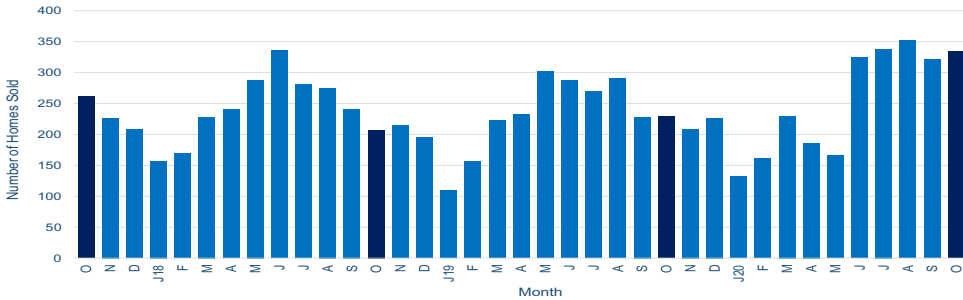


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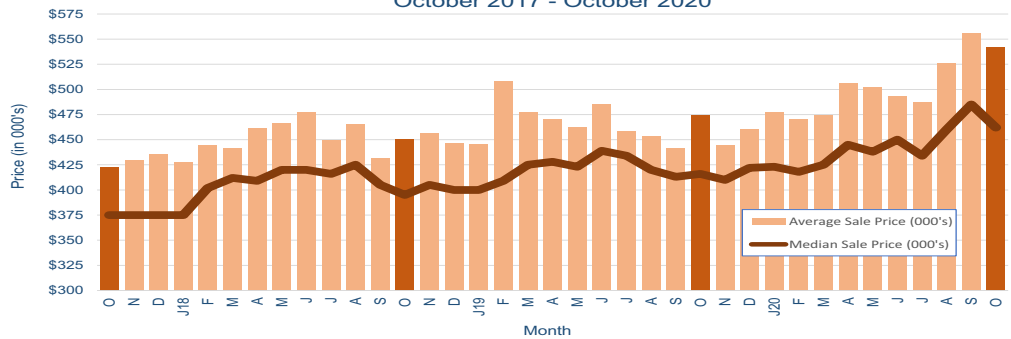
## Market Trends Report Fort Collins CO October 2017 - October 2020

Homes Sold  
 Fort Collins  
 October 2017 - October 2020



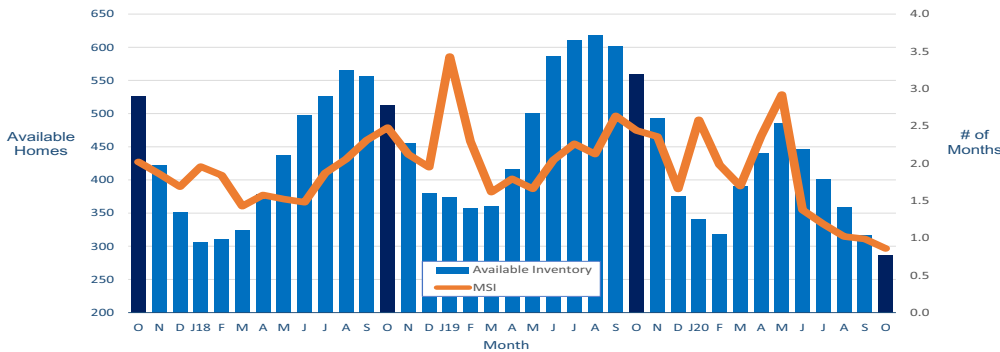
Home sales in Fort Collins CO have now topped 300 in each of the last 5 months, a number exceeded only 2 other times in the last 3 years. 334 homes sold in October, up 4.0% from September's 321 sales and up 45.9% over October 2019's sales of 229. 2020 year-to-date sales of 2,545 are up 8.4% over 2019 year-to-date sales of 2,327.

Median Price & Average Price of Homes Sold  
 Fort Collins  
 October 2017 - October 2020



Home prices declined a bit in October 2020. The median price fell 4.9% to \$462K from \$485K in September 2020, while the average price was down 2.6%, to \$542K from \$556K. October's home prices were still the second highest over the last 3 years, however.

Inventory & Months Supply of Inventory (MSI)  
 Fort Collins  
 October 2017 - October 2020



A quick glance at the chart to the left shows how unusual the inventory situation is, with home availability at its lowest lever for the last three years. There were only 287 homes on the market at the end of the month, down 10.5% from September's 317 homes for sale. The Month's Supply of Inventory (MSI) fell to 0.9 months, as sales continue to deplete available inventory.

### Summary:

There is so much we don't understand about the current real estate market right now. There can be little doubt that the pandemic is the main moving force in the market. But we don't have much other than anecdotal information about the current motivations of either buyers or sellers, or how the economic implications of the pandemic might be impacting their buying and selling decisions. Low inventory appears to be the result of home owners deferring action in uncertain times, and is certainly doing its part in keeping prices moving upwards, but we aren't certain that is a sustainable condition. There is so much yet to play out regarding the pandemic and the economy, and we're just feeling our way along at the present, adapting to events and situations as they occur. But we're watching closely, and if you have questions or concerns about the real estate market, please give us a call and we'll share what we currently know and what we think the future might be looking like.