

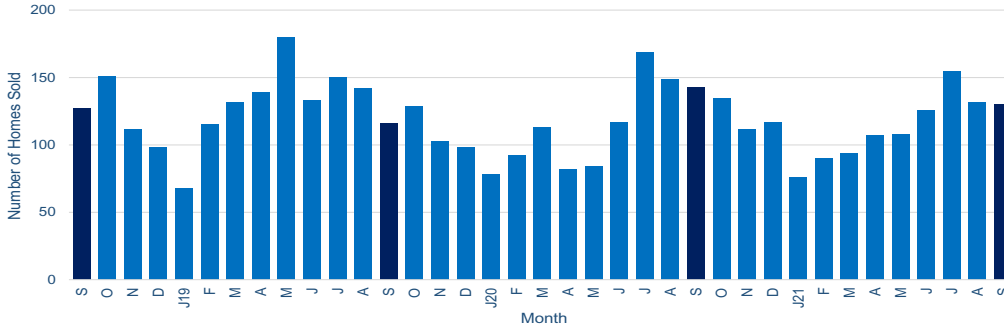


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Market Trends Report Greeley CO September 2018 - September 2021

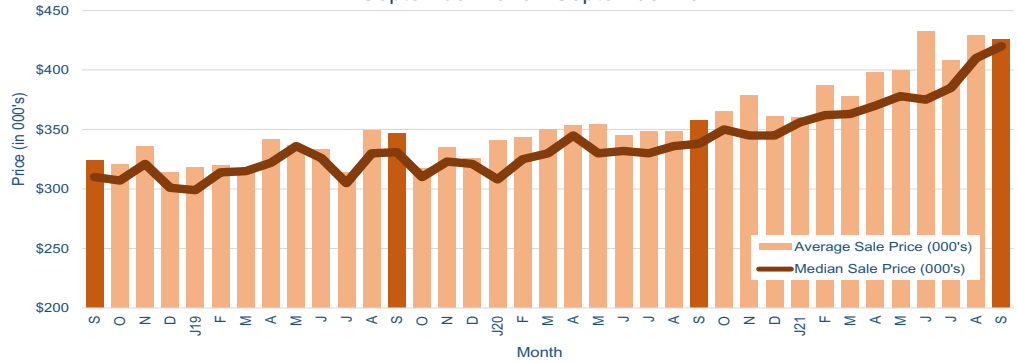
Homes Sold
 Greeley CO
 September 2018 - September 2021



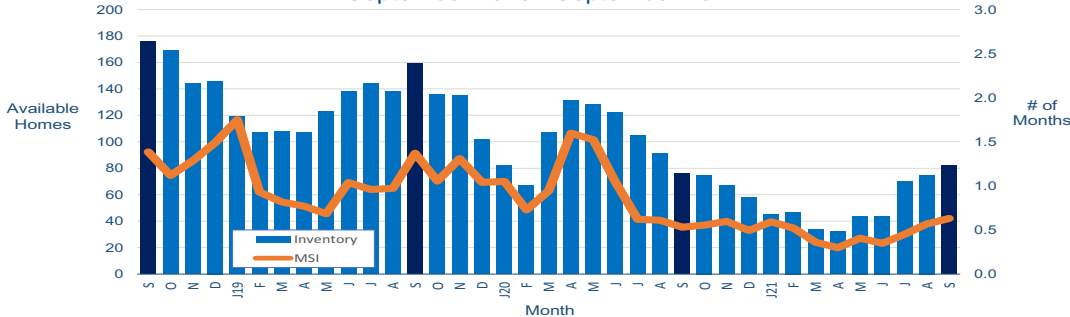
Home sales in Greeley CO dipped slightly in September 2021, with 130 homes sold, down 1.5% from the 132 sold in August 2021, and down 10.0% from the 143 homes sold in September 2020. Year-to-date sales of 1018 homes are down 0.8% from last year's sales of 1027 homes for the same period.

Home prices were mixed in September 2021. The median price was up 2.4% to \$420K from \$410K in August 2021, while the average price was down 0.7% to \$426K from \$429K during the same period. With these numbers reflecting those specific homes sold during the month, variations like this are common, and the long-term trend line is a better indicator of what's happening.

Median Price & Average Price of Homes Sold
 Greeley
 September 2018 - September 2021



Inventory & Months Supply of Inventory (MSI)
 Greeley
 September 2018 - September 2021



Inventory rose again in September 2021, but remains short of normal levels. There were 82 homes for sale at the end of September 2021, up 9.3% over last month's 75 homes. The Month's Supply of Inventory (MSI) held steady at 0.6 months.

Summary:

The fall real estate market usually demonstrates a traditional seasonal slowing, and we have begun experiencing that, no doubt complicated this year by a very active summer as well as pandemic effects. We have seen not only a recent decline in sales, but price reductions as well. As falling inventory offers fewer choices to buyers, and the upcoming holiday season competes for attention, it's more the on-going uncertainty about the economy and the pandemic that will keep the market cooled. We're anticipating it will stay that way, with moderate sales and a lessening of upward price pressure, through the remainder of the year.