

# MARKET ACTION REPORT

# September 2013

Zip Code: 80521, 80524, 80525, 80526, 80528

**David Timm**

Broker Associate

970 631 3226

www.FortCollinsValues.com

david@davidtimmhomes.com



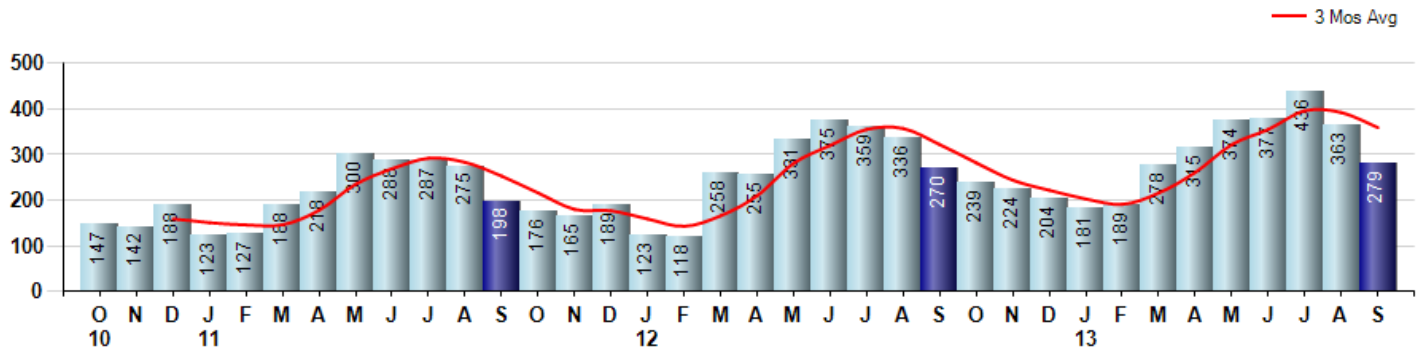
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$325,500	↑		↑				
Average List Price of all Current Listings	\$417,502	→		↑				
September Median Sales Price	\$247,500	↓	↓	↑	↑	\$247,000	↑	↑
September Average Sales Price	\$280,122	→	↓	↑	↑	\$279,109	↑	↑
Total Properties Currently for Sale (Inventory)	668	→		↓				
September Number of Properties Sold	279	↓		↑		2,792	↑	
September Average Days on Market (Solds)	26	→	↑	↓	↓	33	↓	↓
Asking Price per Square Foot (based on New Listings)	\$138	↑	↑	↑	↑	\$131	↑	↑
September Sold Price per Square Foot	\$126	→	↓	↑	↑	\$125	↑	↑
September Month's Supply of Inventory	2.4	↑	↑	↓	↓	1.8	↓	↓
September Sale Price vs List Price Ratio	99.1%	↓	→	↑	↑	98.8%	↑	↑

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

## Property Sales

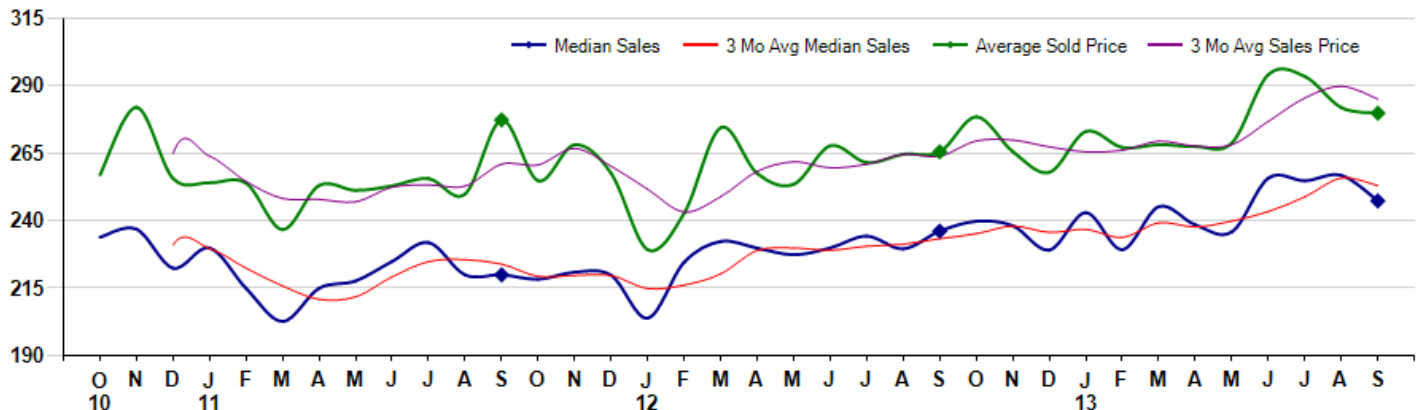
September Property sales were 279, up 3.3% from 270 in September of 2012 and -23.1% lower than the 363 sales last month. September 2013 sales were at their highest level compared to September of 2012 and 2011. September YTD sales of 2,792 are running 15.1% ahead of last year's year-to-date sales of 2,425.



## Prices

The Median Sales Price in September was \$247,500, up 4.8% from \$236,250 in September of 2012 and down -3.7% from \$257,000 last month. The Average Sales Price in September was \$280,122, up 5.4% from \$265,730 in September of 2012 and down -0.7% from \$282,193 last month. September 2013 ASP was at highest level compared to September of 2012 and 2011.

Median means Middle (the same # of properties sold above and below Median) (000's)



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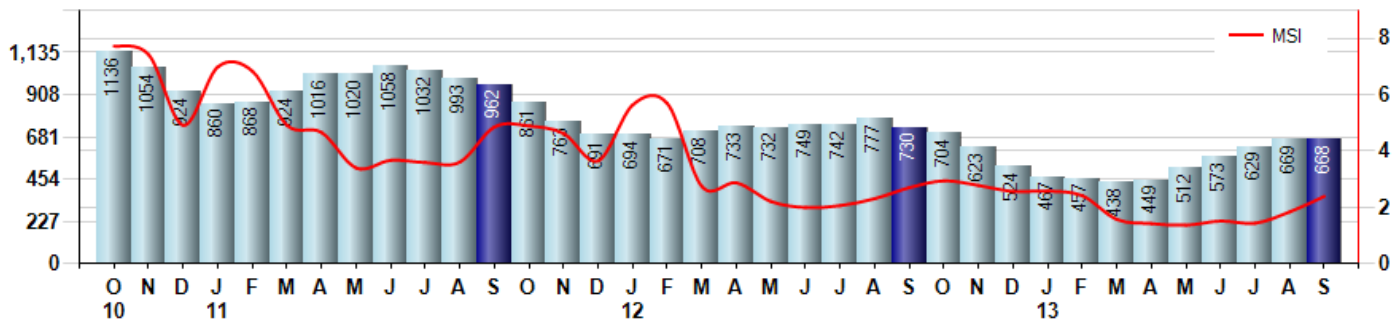
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## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 668, down -0.1% from 669 last month and down -8.5% from 730 in September of last year. September 2013 Inventory was at the lowest level compared to September of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2013 MSI of 2.4 months was at its lowest level compared with September of 2012 and 2011.

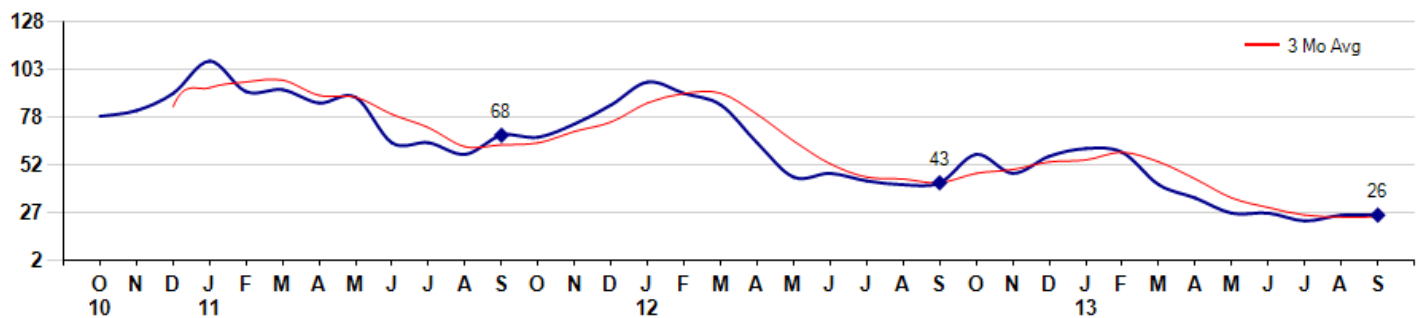
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for September was 26, equal to 26 days last month and down -39.5% from 43 days in September of last year. The September 2013 DOM was at its lowest level compared with September of 2012 and 2011.

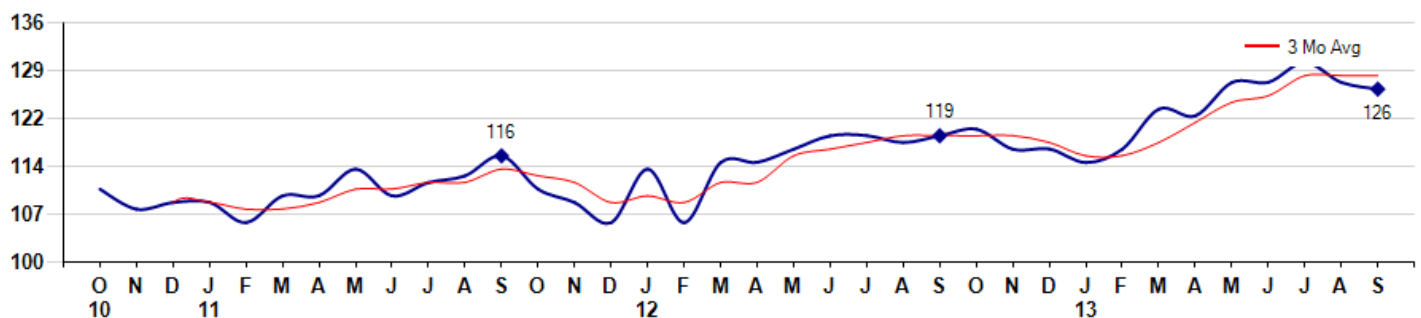
Average Days on Market(Listing to Contract) for properties sold during the month



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The September 2013 Selling Price per Square Foot of \$126 was down -0.8% from \$127 last month and up 5.9% from \$119 in September of last year.

Average Selling Price per Square Foot for properties that sold during the month



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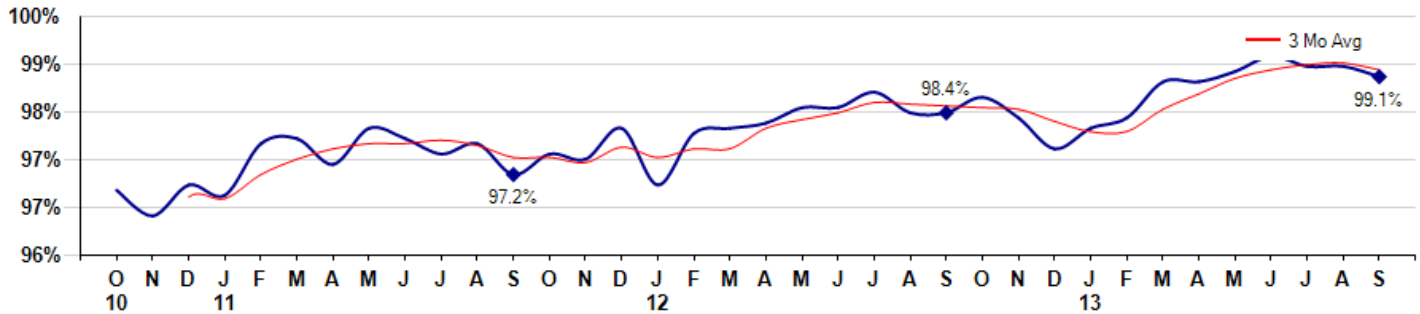


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## Selling Price vs Listing Price

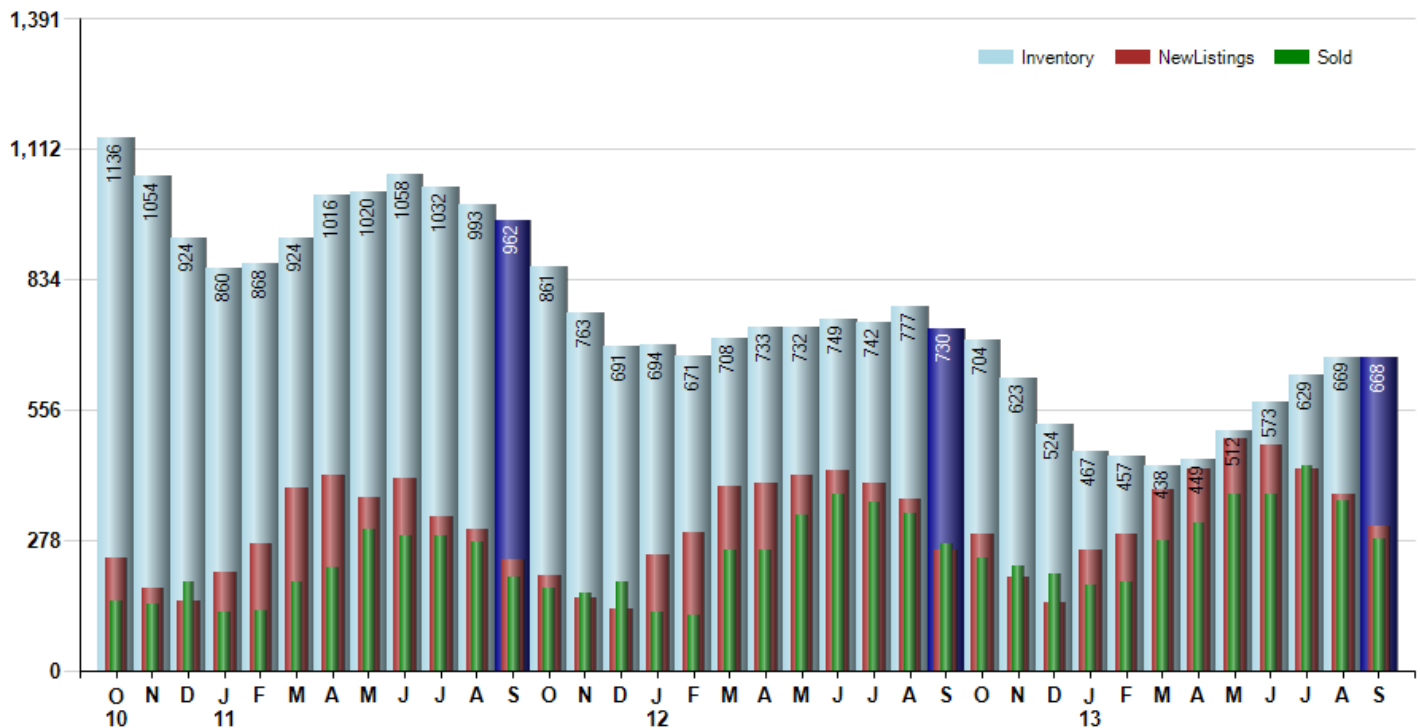
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2013 Selling Price vs List Price of 99.1% was down from 99.3% last month and up from 98.4% in September of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in September 2013 was 306, down -18.6% from 376 last month and up 18.6% from 258 in September of last year.



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Homes Sold	147	142	188	123	127	188	218	300	288	287	275	198	176	165	189	123	118	258	255	331	375	359	336	270	239	224	204	181	189	278	315	374	377	436	363	279
3 Mo. Roll Avg			159	151	146	146	178	235	269	292	283	253	216	180	177	159	143	166	210	281	320	355	357	322	282	244	222	203	191	216	261	322	355	396	392	359

	(000's) O 10	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S
Median Sale Price	234	237	223	230	215	203	215	218	225	232	220	220	218	221	220	204	225	232	230	228	230	234	230	236	240	238	229	243	229	245	239	236	256	255	257	248
3 Mo. Roll Avg			231	230	223	216	211	212	219	225	226	224	219	220	220	215	216	220	229	230	229	231	231	233	235	238	236	237	234	239	238	240	244	249	256	253

	O 10	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S
Inventory	1,136	1,054	924	860	868	924	1,016	1,020	1,058	1,032	993	962	861	763	691	694	671	708	733	732	749	742	777	730	704	623	524	467	457	438	449	512	573	629	669	668
MSI	8	7	5	7	7	5	5	3	4	4	4	5	5	5	4	6	6	3	3	2	2	2	2	3	3	3	3	3	2	2	1	1	2	1	2	2

	O 10	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S
Days On Market	78	81	90	107	91	92	85	88	64	64	58	68	67	74	84	96	90	84	64	46	48	44	42	43	58	48	57	61	59	42	35	27	27	23	26	26
3 Mo. Roll Avg			83	93	96	97	89	88	79	72	62	63	64	70	75	85	90	90	79	65	53	46	45	43	48	50	54	55	59	54	45	35	30	26	25	25

	O 10	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S
Price per Sq Ft	111	108	109	109	106	110	110	114	110	112	113	116	111	109	106	114	106	115	115	117	119	119	118	119	120	117	117	115	117	123	122	127	127	130	127	126
3 Mo. Roll Avg			109	109	108	108	109	111	111	112	112	114	113	112	109	110	109	112	112	116	117	118	119	119	119	119	118	116	116	118	121	124	125	128	128	128

	O 10	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S
Sale to List Price	0.969	0.964	0.970	0.968	0.978	0.979	0.974	0.981	0.979	0.976	0.978	0.972	0.976	0.975	0.981	0.970	0.980	0.981	0.982	0.985	0.985	0.988	0.984	0.984	0.987	0.983	0.977	0.981	0.983	0.990	0.990	0.992	0.995	0.993	0.993	0.991
3 Mo. Roll Avg			0.968	0.967	0.972	0.975	0.977	0.978	0.978	0.979	0.978	0.975	0.975	0.974	0.977	0.975	0.977	0.977	0.981	0.983	0.984	0.986	0.986	0.985	0.985	0.985	0.982	0.980	0.980	0.985	0.988	0.991	0.992	0.993	0.994	0.992

	O 10	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S
New Listings	240	175	148	210	271	388	415	368	409	327	300	236	202	155	131	245	293	394	401	418	428	401	365	258	290	200	144	258	292	385	431	496	481	431	376	306
Inventory	1,136	1,054	924	860	868	924	1,016	1,020	1,058	1,032	993	962	861	763	691	694	671	708	733	732	749	742	777	730	704	623	524	467	457	438	449	512	573	629	669	668
Sales	147	142	188	123	127	188	218	300	288	287	275	198	176	165	189	123	118	258	255	331	375	359	336	270	239	224	204	181	189	278	315	374	377	436	363	279

	(000's) O 10	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S
Avg Sale Price	257	282	256	254	254	237	253	251	253	256	250	278	255	268	258	229	243	275	258	254	268	262	265	266	279	266	258	273	267	268	268	269	294	294	282	280
3 Mo. Roll Avg			265	264	255	248	248	247	253	253	253	261	261	267	260	252	243	249	258	262	260	261	265	264	270	270	268	266	266	270	268	268	277	286	290	285

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