

Zip Code: 80525

David Timm

Broker Associate

970 631 3226

www.FortCollinsValues.com

david@davidtimmhomes.com



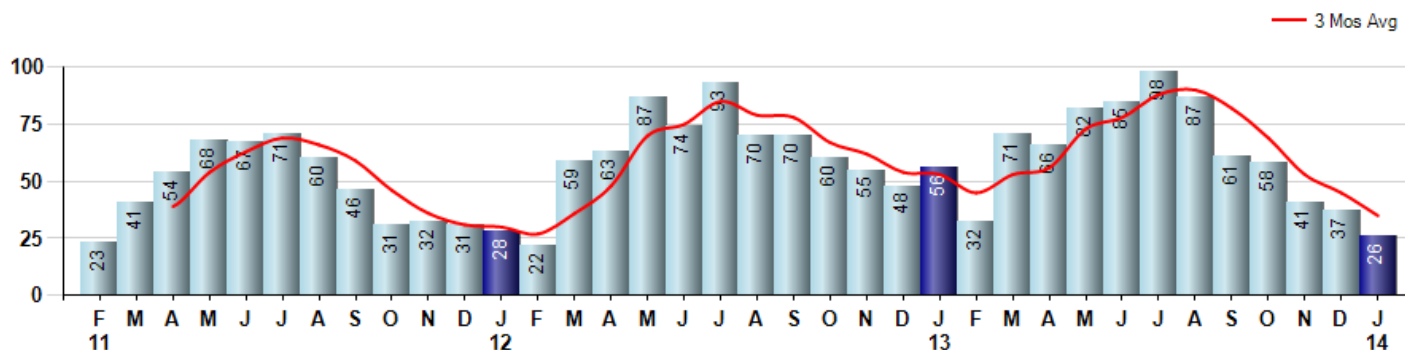
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$352,736	↔		↑				
Average List Price of all Current Listings	\$414,953	↓		↑				
January Median Sales Price	\$285,048	↓	↔	↓	↓	\$285,048	↓	↓
January Average Sales Price	\$319,149	↓	↔	↑	↑	\$319,149	↑	↑
Total Properties Currently for Sale (Inventory)	151	↑		↑				
January Number of Properties Sold	26	↓		↓		26	↔	
January Average Days on Market (Solds)	44	↑	↑	↓	↑	44	↓	↑
Asking Price per Square Foot (based on New Listings)	\$132	↑	↑	↑	↑	\$132	↑	↑
January Sold Price per Square Foot	\$130	↑	↑	↑	↑	\$130	↑	↑
January Month's Supply of Inventory	5.8	↑	↑	↑	↑	5.8	↑	↑
January Sale Price vs List Price Ratio	98.3%	↑	↑	↓	↓	98.4%	↓	↓

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

Property Sales

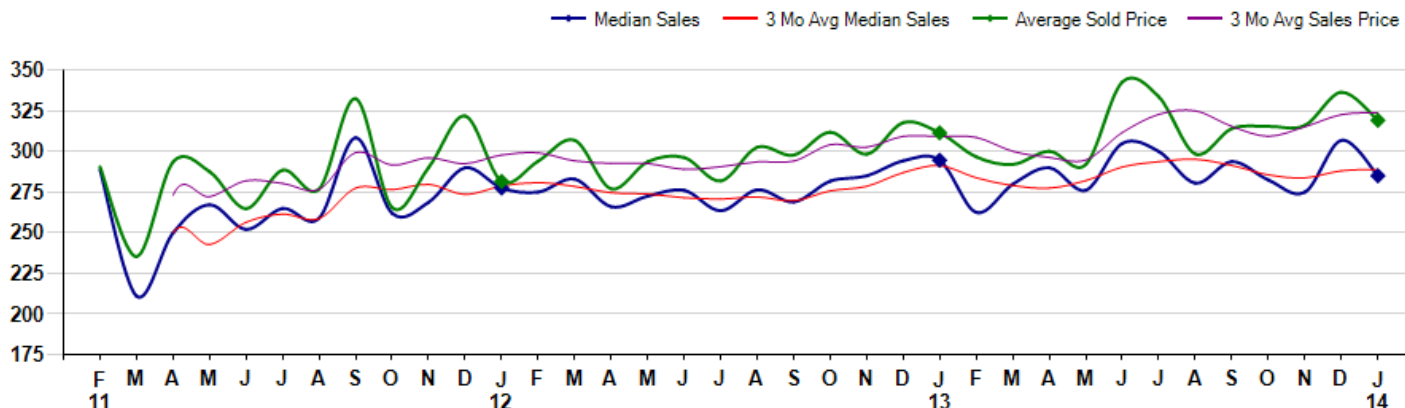
January Property sales were 26, down -53.6% from 56 in January of 2013 and -29.7% lower than the 37 sales last month. January 2014 sales were at their lowest level compared to January of 2013 and 2012. January YTD sales of 26 are running -53.6% behind last year's year-to-date sales of 56.



Prices

The Median Sales Price in January was \$285,048, down -3.2% from \$294,612 in January of 2013 and down -7.1% from \$306,900 last month. The Average Sales Price in January was \$319,149, up 2.5% from \$311,490 in January of 2013 and down -5.2% from \$336,513 last month. January 2014 ASP was at highest level compared to January of 2013 and 2012.

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



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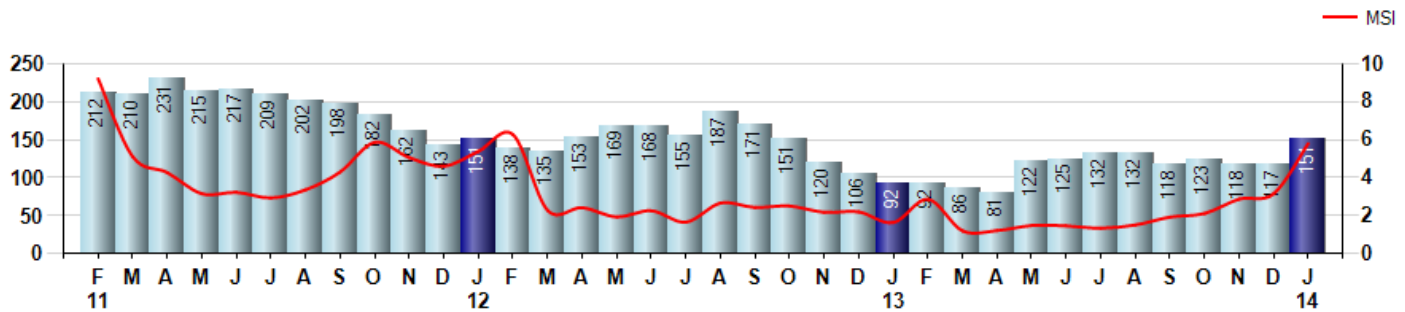
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 151, up 29.1% from 117 last month and up 64.1% from 92 in January of last year. January 2014 Inventory was at a mid range compared to January of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2014 MSI of 5.8 months was at its highest level compared with January of 2013 and 2012.

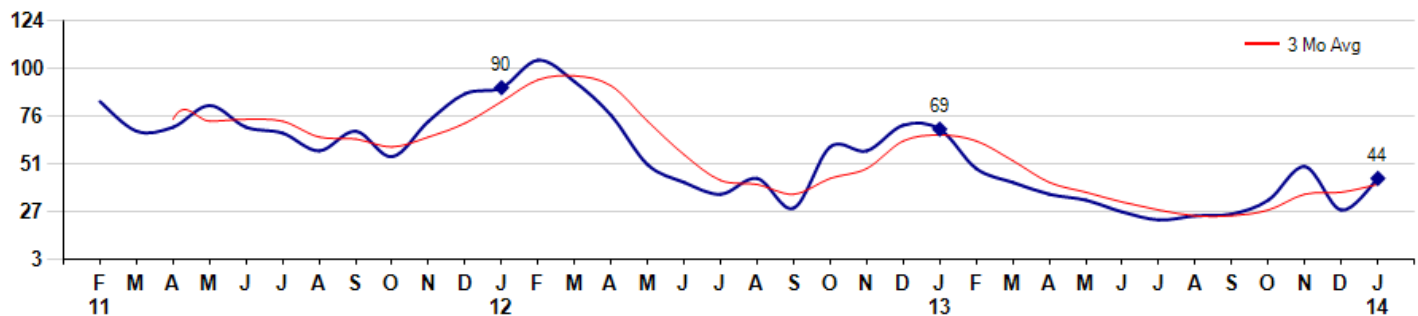
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 44, up 57.1% from 28 days last month and down -36.2% from 69 days in January of last year. The January 2014 DOM was at its lowest level compared with January of 2013 and 2012.

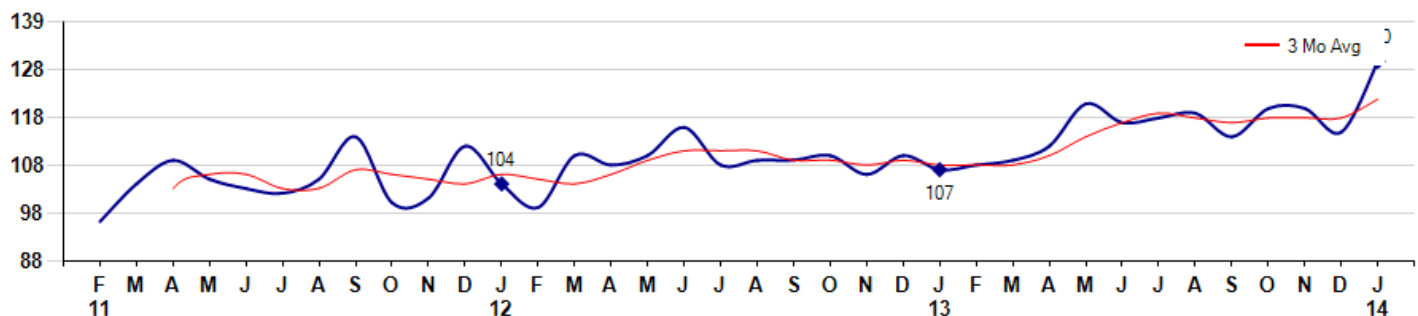
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2014 Selling Price per Square Foot of \$130 was up 13.0% from \$115 last month and up 21.5% from \$107 in January of last year.

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



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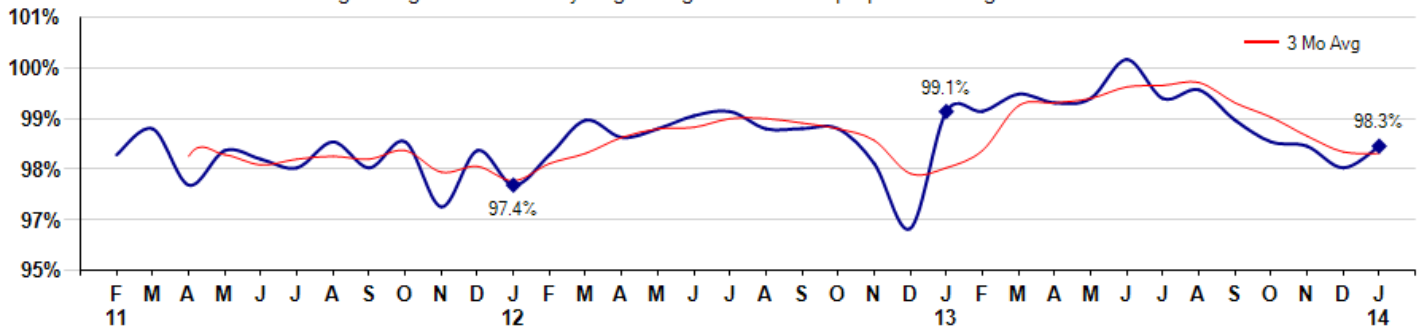


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Selling Price vs Listing Price

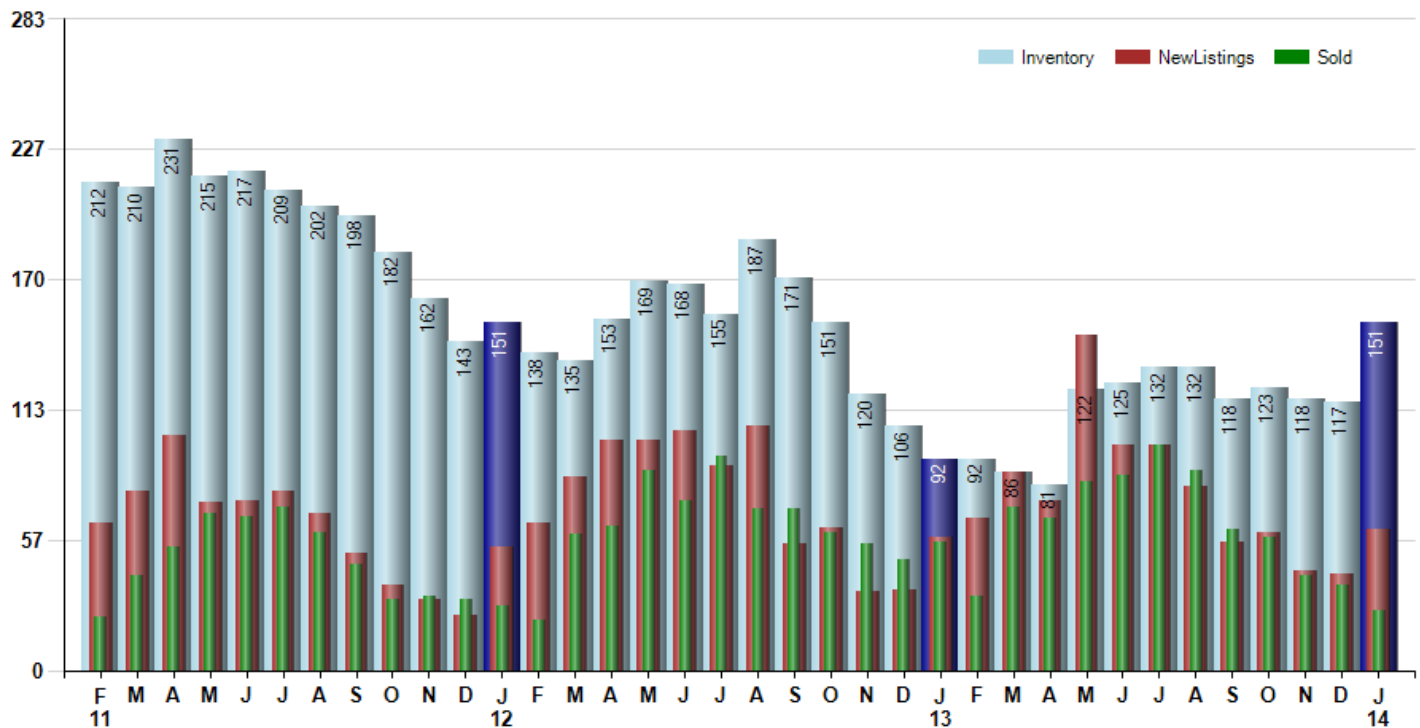
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2014 Selling Price vs List Price of 98.3% was up from 97.8% last month and down from 99.1% in January 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 January 2014 was 61, up 45.2% from 42 last month and up 5.2% from 58 in January of last year.



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MARKET ACTION REPORT

January 2014

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	F 11	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	O	N	D	J 14
Homes Sold	23	41	54	68	67	71	60	46	31	32	31	28	22	59	63	87	74	93	70	70	60	55	48	56	32	71	66	82	85	98	87	61	58	41	37	26
3 Mo. Roll Avg			39	54	63	69	66	59	46	36	31	30	27	36	48	70	75	85	79	78	67	62	54	53	45	53	56	73	78	88	90	82	69	53	45	35

	(000's) F 11	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	O	N	D	J 14
Median Sale Price	289	211	250	267	252	265	259	309	262	269	290	278	275	283	266	273	276	264	277	269	282	285	294	295	263	280	290	276	305	300	281	294	282	275	307	285
3 Mo. Roll Avg			250	243	256	261	259	277	276	280	274	279	281	279	275	274	272	271	272	270	276	279	287	291	284	279	277	282	290	294	295	291	286	284	288	289

	F 11	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	O	N	D	J 14
Inventory	212	210	231	215	217	209	202	198	182	162	143	151	138	135	153	169	168	155	187	171	151	120	106	92	92	86	81	122	125	132	132	118	123	118	117	151
MSI	9	5	4	3	3	3	3	4	6	5	5	5	6	2	2	2	2	2	3	2	3	2	2	2	3	1	1	1	1	1	2	2	2	3	3	6

	F 11	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	O	N	D	J 14
Days On Market	83	68	70	81	70	67	58	68	55	73	87	90	104	93	76	51	42	36	44	29	60	58	71	69	49	42	36	33	27	23	25	26	33	50	28	44
3 Mo. Roll Avg			74	73	74	73	65	64	60	65	72	83	94	96	91	73	56	43	41	36	44	49	63	66	63	53	42	37	32	28	25	25	28	36	37	41

	F 11	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	O	N	D	J 14
Price per Sq Ft	96	104	109	105	103	102	105	114	100	101	112	104	99	110	108	110	116	108	109	109	110	106	110	107	108	109	112	121	117	118	119	114	120	120	115	130
3 Mo. Roll Avg			103	106	106	103	103	107	106	105	104	106	105	104	106	109	111	111	111	109	109	108	109	108	108	108	110	114	117	119	118	117	118	118	118	122

	F 11	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	O	N	D	J 14
Sale to List Price	0.981	0.987	0.974	0.982	0.980	0.978	0.984	0.978	0.984	0.969	0.982	0.974	0.981	0.989	0.985	0.987	0.990	0.991	0.987	0.987	0.987	0.979	0.964	0.991	0.991	0.995	0.993	0.994	1.003	0.994	0.996	0.989	0.984	0.983	0.978	0.983
3 Mo. Roll Avg			0.981	0.981	0.979	0.980	0.981	0.980	0.982	0.977	0.978	0.975	0.979	0.981	0.985	0.987	0.987	0.989	0.989	0.988	0.987	0.984	0.977	0.978	0.982	0.992	0.993	0.994	0.997	0.997	0.998	0.993	0.990	0.985	0.982	0.981

	F 11	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	O	N	D	J 14
New Listings	64	78	102	73	74	78	68	51	37	31	24	54	64	84	100	100	104	89	106	55	62	34	35	58	66	86	74	146	98	98	80	56	60	43	42	61
Inventory	212	210	231	215	217	209	202	198	182	162	143	151	138	135	153	169	168	155	187	171	151	120	106	92	92	86	81	122	125	132	132	118	123	118	117	151
Sales	23	41	54	68	67	71	60	46	31	32	31	28	22	59	63	87	74	93	70	70	60	55	48	56	32	71	66	82	85	98	87	61	58	41	37	26

	(000's) F 11	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	O	N	D	J 14
Avg Sale Price	291	235	294	288	265	289	277	333	266	290	322	282	294	307	277	294	296	282	303	298	312	298	318	311	297	292	300	292	343	334	298	314	315	316	337	319
3 Mo. Roll Avg			273	272	282	280	277	299	292	296	292	298	299	294	293	293	289	291	294	294	304	303	309	309	309	300	296	295	312	323	325	315	309	315	323	324

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