

City: Fort Collins

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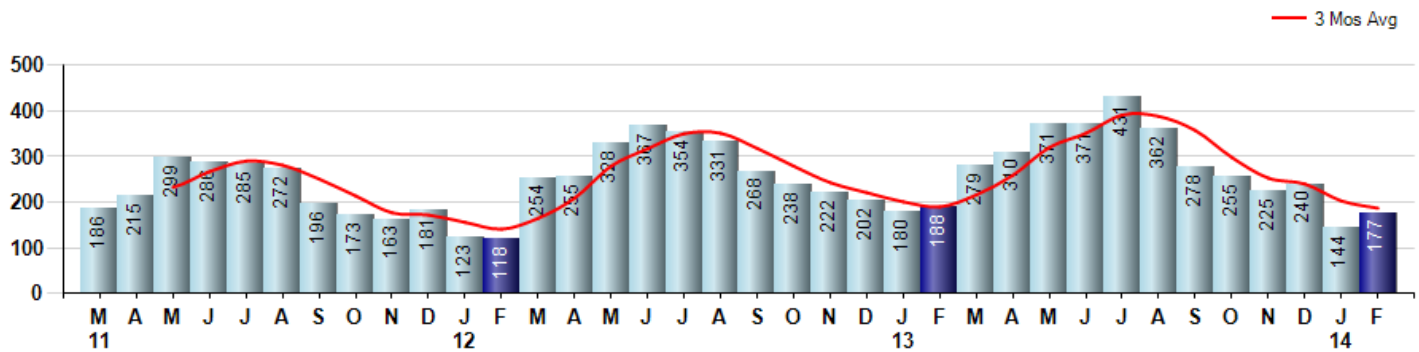
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$316,500	↓						
Average List Price of all Current Listings	\$403,833	↓						
February Median Sales Price	\$242,050	↔	↓	↑	↓	\$240,000	↑	↓
February Average Sales Price	\$265,036	↓	↓	↔	↓	\$274,994	↑	↓
Total Properties Currently for Sale (Inventory)	688	↑		↑				
February Number of Properties Sold	177	↑		↓		321	↓	
February Average Days on Market (Solds)	40	↓	↓	↓	↑	48	↓	↑
Asking Price per Square Foot (based on New Listings)	\$130	↓	↓	↑	↓	\$136	↑	↑
February Sold Price per Square Foot	\$129	↓	↔	↑	↑	\$131	↑	↑
February Month's Supply of Inventory	3.9	↑	↑	↑	↑	3.7	↑	↑
February Sale Price vs List Price Ratio	98.9%	↑	↑	↑	↑	98.1%	↔	↓

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

Property Sales

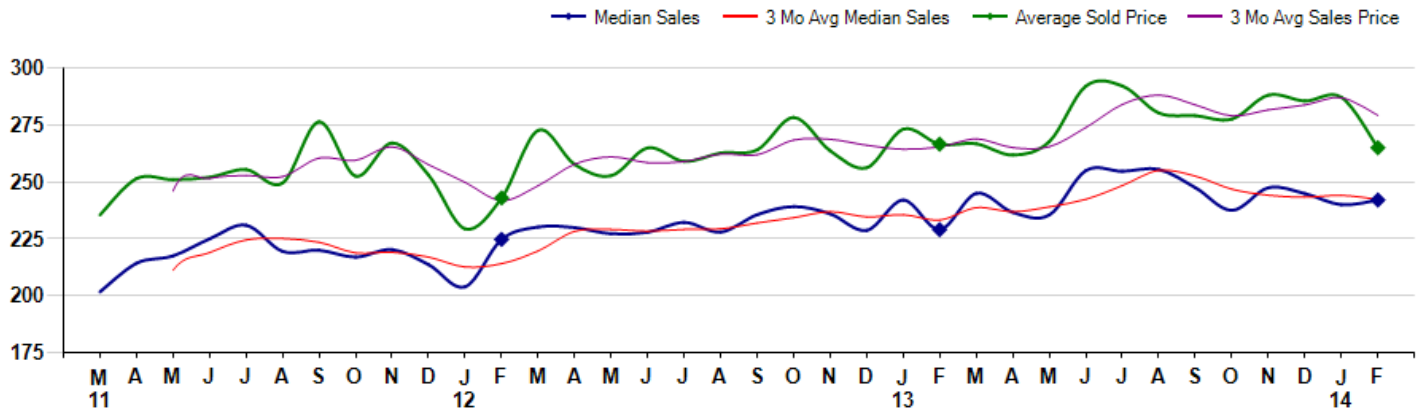
February Property sales were 177, down -5.9% from 188 in February of 2013 and 22.9% higher than the 144 sales last month. February 2014 sales were at a mid level compared to February of 2013 and 2012. February YTD sales of 321 are running -12.8% behind last year's year-to-date sales of 368.



Prices

The Median Sales Price in February was \$242,050, up 5.7% from \$229,038 in February of 2013 and up 0.9% from \$240,000 last month. The Average Sales Price in February was \$265,036, down -0.6% from \$266,625 in February of 2013 and down -7.7% from \$287,234 last month. February 2014 ASP was at a mid range compared to February of 2013 and 2012.

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



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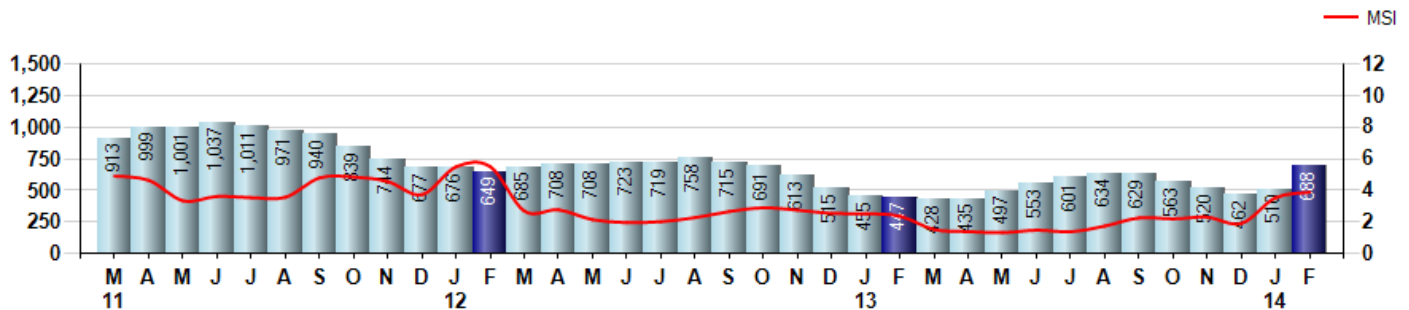
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 688, up 34.9% from 510 last month and up 53.9% from 447 in February of last year. February 2014 Inventory was at highest level compared to February of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2014 MSI of 3.9 months was at a mid range compared with February of 2013 and 2012.

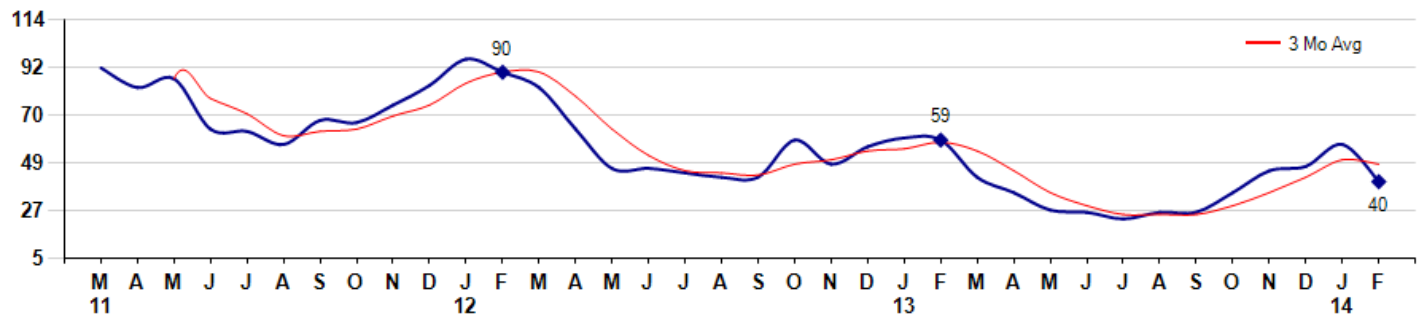
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 40, down -29.8% from 57 days last month and down -32.2% from 59 days in February of last year. The February 2014 DOM was at its lowest level compared with February of 2013 and 2012.

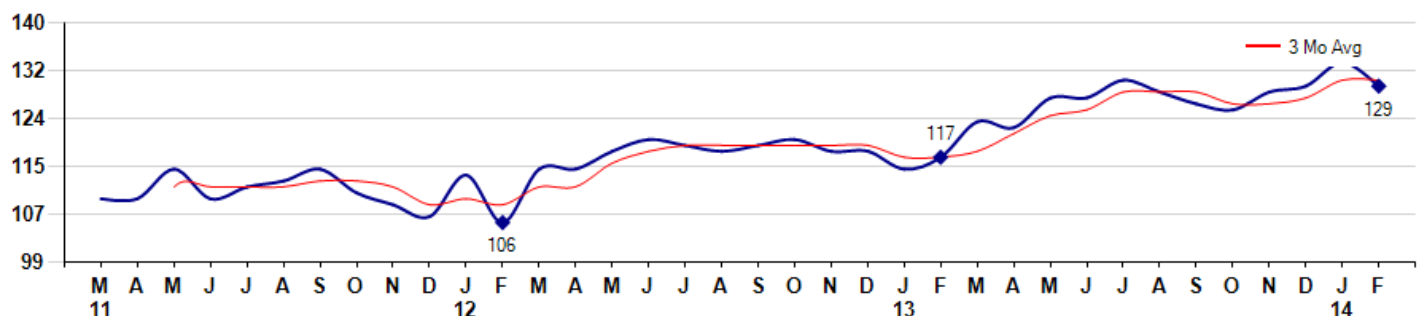
Average Days on Market(Listing to Contract) for properties sold during the month



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 February 2014 Selling Price per Square Foot of \$129 was down -3.0% from \$133 last month and up 10.3% from \$117 in February of last year.

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



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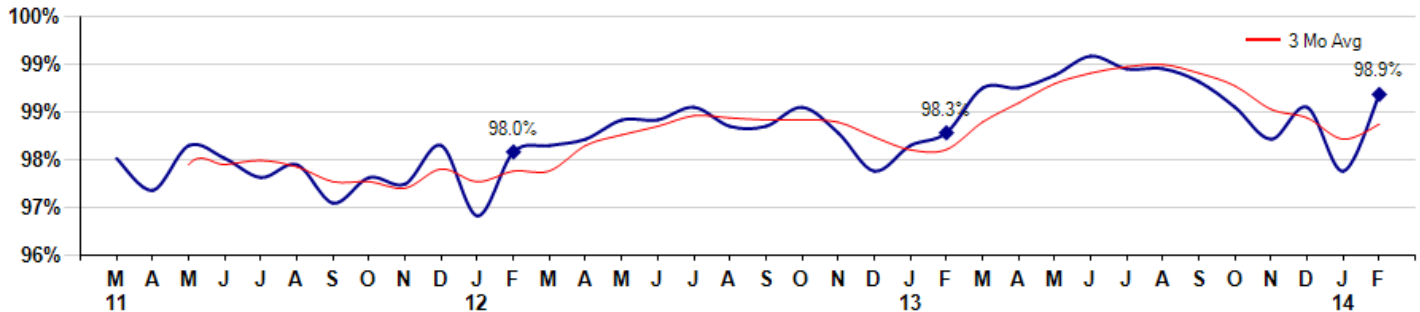


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Selling Price vs Listing Price

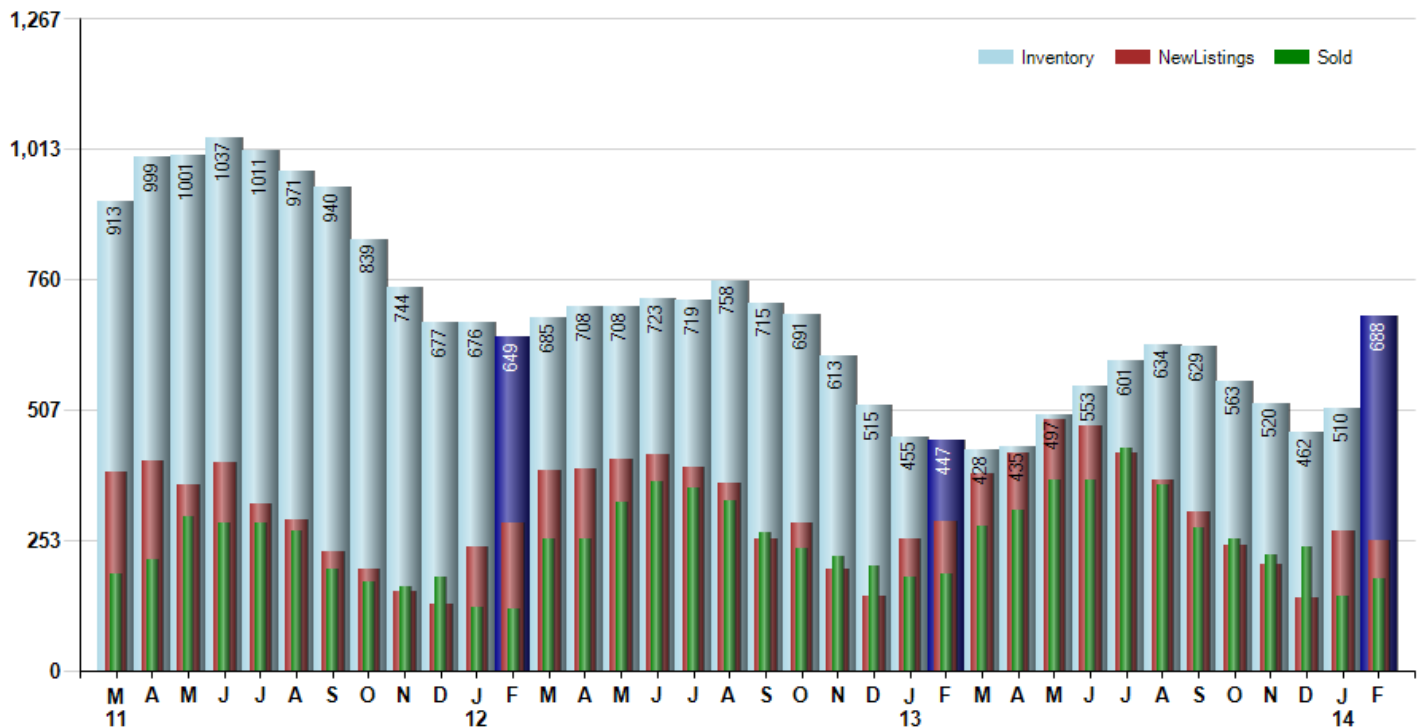
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2014 Selling Price vs List Price of 98.9% was up from 97.7% last month and up from 98.3% in February 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 February 2014 was 251, down -7.7% from 272 last month and down -13.4% from 290 in February of last year.



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MARKET ACTION REPORT

February 2014

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	M 11	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	F
Homes Sold	186	215	299	286	285	272	196	173	163	181	123	118	254	255	328	367	354	331	268	238	222	202	180	188	279	310	371	371	431	362	278	255	225	240	144	177
3 Mo. Roll Avg			233	267	290	281	251	214	177	172	156	141	165	209	279	317	350	351	318	279	243	221	201	190	216	259	320	351	391	388	357	298	253	240	203	187

	(000's) M 11	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	F
Median Sale Price	202	214	218	225	231	220	220	217	220	214	204	225	230	230	227	228	232	228	236	239	236	229	242	229	245	237	236	255	255	256	248	238	248	245	240	242
3 Mo. Roll Avg			211	219	225	225	224	219	219	217	213	214	220	228	229	228	229	229	232	234	237	235	236	233	239	237	239	242	248	255	253	247	244	243	244	242

	M 11	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	F
Inventory	913	999	1,001	1,037	1,011	971	940	839	744	677	676	649	685	708	708	723	719	758	715	691	613	515	455	447	428	435	497	553	601	634	629	563	520	462	510	688
MSI	5	5	3	4	4	4	5	5	5	4	5	6	3	3	2	2	2	2	3	3	3	3	3	2	2	1	1	1	1	2	2	2	2	2	4	4

	M 11	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	F
Days On Market	92	83	87	64	63	57	68	67	75	84	96	90	83	64	46	46	44	42	42	59	48	56	60	59	42	35	27	26	23	26	26	35	45	47	57	40
3 Mo. Roll Avg			87	78	71	61	63	64	70	75	85	90	90	79	64	52	45	44	43	48	50	54	55	58	54	45	35	29	25	25	25	29	35	42	50	48

	M 11	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	F
Price per Sq Ft	110	110	115	110	112	113	115	111	109	107	114	106	115	115	118	120	119	118	119	120	118	118	115	117	123	122	127	127	130	128	126	125	128	129	133	129
3 Mo. Roll Avg			112	112	112	112	113	113	112	109	110	109	112	112	116	118	119	119	119	119	119	119	119	117	118	121	124	125	128	128	126	126	127	130	130	

	M 11	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	F
Sale to List Price	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	0.987	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	0.987	0.982	0.987	0.977	0.989
3 Mo. Roll Avg			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	0.985	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	0.990	0.987	0.985	0.982	0.984

	M 11	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	F
New Listings	387	408	362	403	323	292	232	196	154	129	239	285	390	393	410	421	396	363	256	288	197	143	254	290	381	423	487	475	423	369	307	242	206	142	272	251
Inventory	913	999	1,001	1,037	1,011	971	940	839	744	677	676	649	685	708	708	723	719	758	715	691	613	515	455	447	428	435	497	553	601	634	629	563	520	462	510	688
Sales	186	215	299	286	285	272	196	173	163	181	123	118	254	255	328	367	354	331	268	238	222	202	180	188	279	310	371	371	431	362	278	255	225	240	144	177

	(000's) M 11	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	F
Avg Sale Price	236	251	251	252	255	250	276	253	267	253	229	243	273	258	253	265	259	263	264	278	264	256	273	267	267	262	268	292	292	280	279	278	288	286	287	265
3 Mo. Roll Avg			246	252	253	252	260	260	265	258	250	242	248	258	261	258	259	262	262	268	269	266	264	265	269	265	265	274	284	288	284	279	282	284	287	279

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