

Annual Report for the IRES MLS Area

FOR RESIDENTIAL REAL ESTATE ACTIVITY IN THE IRES MLS AREA



2024

2024 Annual Report for the IRES MLS Area

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The 2024 housing market started on a positive note: inventory was on the rise, mortgage rates had fallen from a 23-year high of 7.79% in October 2023 to the mid 6% range, and homebuyers had returned to the market, with U.S. existing-home sales posting back-to-back monthly increases for the first time in more than two years in January and February. But rates soon began to climb, topping 7% in April, and buyers pulled back, causing sales to slump during the traditionally busy spring buying season.

Summer arrived, and with it came a surge of new listings, pushing inventory to its highest level since 2020, according to the National Association of REALTORS®. Although buyers had more options to choose from in their home search, the additional supply did little to temper home prices, which continued to hit record highs nationwide, and sales remained slow. Eventually, mortgage rates began to ease, falling to a yearly low of 6.08% in September, and with inflation moving toward its 2% target, the Federal Reserve initiated a series of interest rate cuts, dropping the benchmark rate one full percentage point. Buyers took advantage of lower borrowing costs and a greater supply of homes on the market, leading sales of existing homes to surge in October and November, marking the first time since May that home sales exceeded four million units

Sales: Pending sales increased 2.7 percent, finishing 2023 at 64,680. Closed sales were up 1.6 percent to end the year at 64,201.

Listings: Comparing 2024 to the prior year, the number of homes available for sale was up by 26.2 percent. There were 12,148 active listings at the end of the year. New listings increased by 12.6 percent to finish the year at 87,977.

Bedroom Count: In 2024, properties with 4 Bedrooms or More saw an increase of 3.3 percent. The highest percent of list price received at sale went to properties with 3 Bedrooms at 99.2 percent.

Prices: The overall median sales price increased 2.7 percent to \$570,000 for the year. Single Family home prices were up 3.3 percent compared to last year, and Townhouse/Condo home prices were up 1.2 percent.

List Price Received: Sellers received, on average, 99.0 percent of their list price at sale, a year-over-year decrease of 0.3 percent. Single Family homes received 99.0 percent of the list price at sale, while Townhouse/Condo received 98.9 percent.

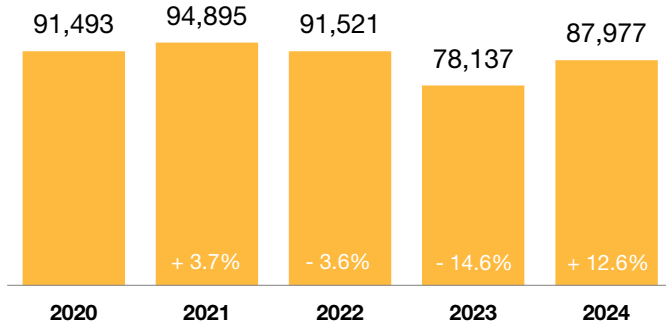
Economists are projecting a more active housing market in 2025. Existing-home sales are predicted to increase, as are home prices, albeit at a moderate pace. Mortgage rates will vary throughout the year but will likely stay within the 6% - 7% range. Buyers and sellers remain sensitive to fluctuations in mortgage rates, and the trajectory of rates will have a major impact on market activity. Inventory of new and existing homes will continue to improve in the new year, building on the supply gains made in 2024, with increases in both single-family and multifamily construction expected, according to the National Association of Home Builders.

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Quick Facts

New Listings



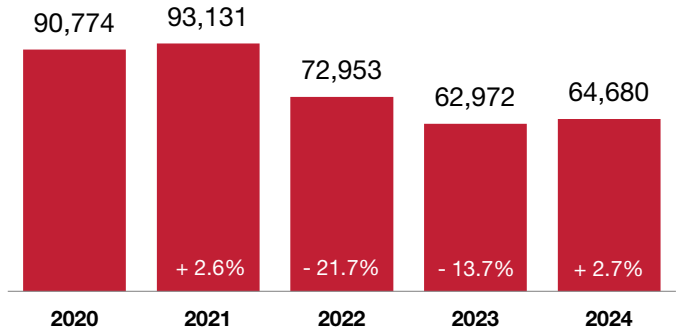
Top 5 Areas: Change in New Listings from 2023

Brush	+ 44.0%
Evans	+ 32.6%
Louisville	+ 32.0%
Broomfield	+ 29.8%
Timnath	+ 27.2%

Bottom 5 Areas: Change in New Listings from 2023

Superior	- 3.7%
Frederick	- 7.5%
Severance	- 9.9%
Logan County	- 13.6%
Sterling	- 17.6%

Pending Sales



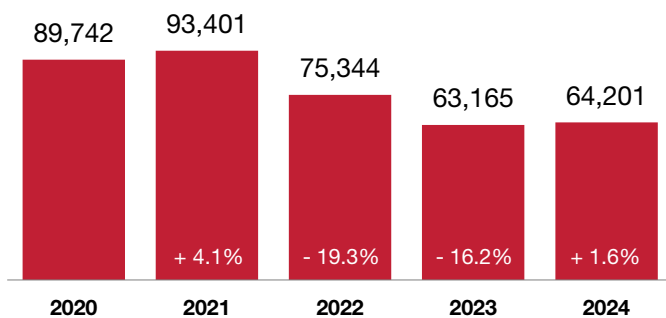
Top 5 Areas: Change in Pending Sales from 2023

Evans	+ 30.1%
Lafayette	+ 20.2%
Timnath	+ 18.2%
Broomfield	+ 17.3%
Berthoud	+ 15.1%

Bottom 5 Areas: Change in Pending Sales from 2023

Superior	- 7.9%
Frederick	- 8.2%
Red Feather Lakes	- 8.4%
Logan County	- 8.8%
Sterling	- 12.1%

Closed Sales



Top 5 Areas: Change in Closed Sales from 2023

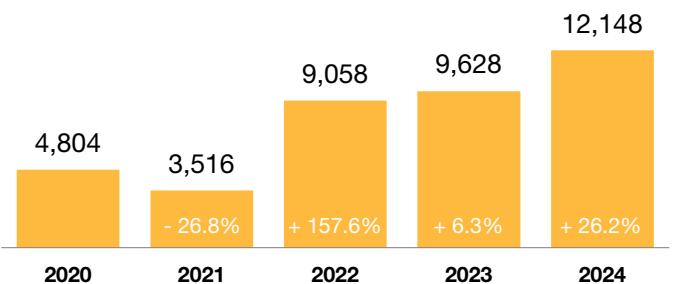
Lafayette	+ 44.2%
Evans	+ 30.9%
Broomfield	+ 20.4%
Timnath	+ 10.9%
Louisville	+ 9.2%

Bottom 5 Areas: Change in Closed Sales from 2023

Logan County	- 8.8%
Sterling	- 10.7%
Superior	- 12.4%
Frederick	- 13.5%
Red Feather Lakes	- 14.3%

Inventory of Homes for Sale

At the end of the year.



Top 5 Areas: Change in Homes for Sale from 2023

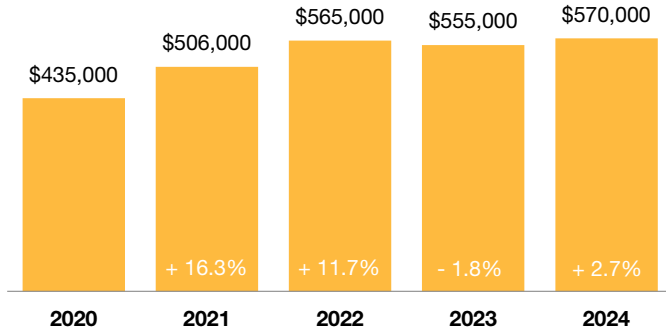
Brush	+ 150.0%
Louisville	+ 100.0%
Johnstown	+ 83.6%
Milliken	+ 77.8%
Eaton	+ 66.7%

Bottom 5 Areas: Change in Homes for Sale from 2023

Sterling	- 21.3%
Red Feather Lakes	- 21.4%
Logan County	- 22.2%
Severance	- 29.9%
Niwot	- 50.0%

Quick Facts

Median Sales Price



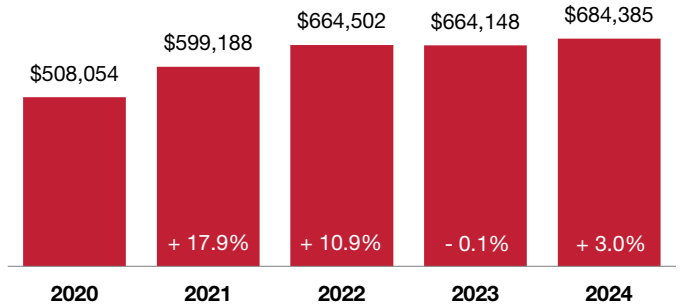
Top 5 Areas: Change in Median Sales Price from 2023

Niwot	+ 16.7%
Brush	+ 8.5%
Estes Park	+ 7.5%
Nederland	+ 7.4%
Firestone	+ 6.7%

Bottom 5 Areas: Change in Median Sales Price from 2023

Broomfield County	0.0%
Berthoud	- 0.2%
Broomfield	- 3.5%
Lyons	- 7.8%
Red Feather Lakes	- 8.0%

Average Sales Price



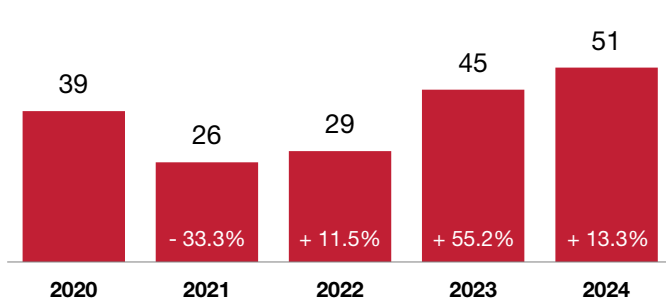
Top 5 Areas: Change in Avg. Sales Price from 2023

Niwot	+ 9.8%
Eaton	+ 6.3%
Firestone	+ 6.3%
Wellington	+ 5.6%
Brush	+ 5.2%

Bottom 5 Areas: Change in Avg. Sales Price from 2023

Nederland	- 1.5%
Frederick	- 1.6%
Boulder	- 2.1%
Berthoud	- 2.4%
Red Feather Lakes	- 10.0%

Days on Market Until Sale



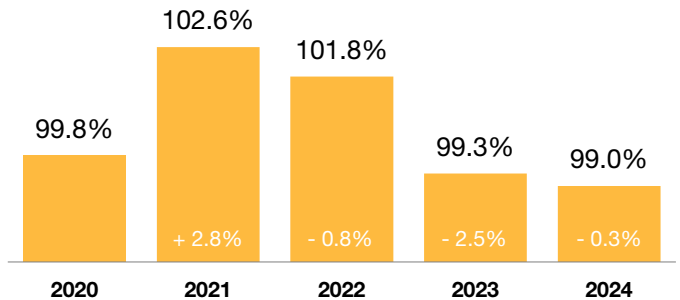
Top 5 Areas: Change in Days on Market from 2023

Estes Park	+ 37.1%
Frederick	+ 29.0%
Boulder	+ 25.5%
Firestone	+ 18.5%
Red Feather Lakes	+ 17.5%

Bottom 5 Areas: Change in Days on Market from 2023

Timnath	- 5.6%
Morgan County	- 7.5%
Niwot	- 11.5%
Nederland	- 14.3%
Brush	- 28.4%

Percent of List Price Received



Top 5 Areas: Change in Pct. of List Price Received from 2023

Firestone	+ 0.9%
Milliken	+ 0.6%
Erie	+ 0.2%
Berthoud	+ 0.1%
Severance	+ 0.1%

Bottom 5 Areas: Change in Pct. of List Price Received from 2023

Boulder	- 1.0%
Timnath	- 1.1%
Louisville	- 1.3%
Lyons	- 1.5%
Red Feather Lakes	- 2.5%

Price Range Review

\$345,000 to \$464,999

Price Range with Shortest Average Market Time

\$344,999 or Less

Price Range with Longest Average Market Time

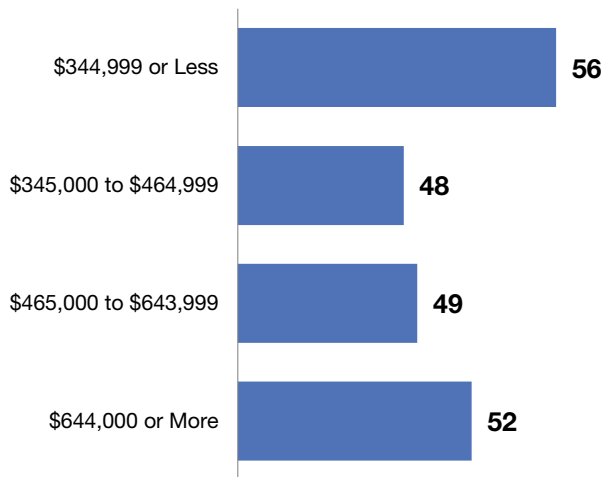
16.6%

of Homes for Sale at Year End Priced \$344,999 or Less

+ 27.5%

One-Year Change in Homes for Sale Priced \$344,999 or Less

Days on Market Until Sale by Price Range



Share of Homes for Sale \$344,999 or Less



\$644,000 or More

Price Range with the Most Closed Sales

+ 9.0%

Price Range with Strongest One-Year Change in Sales: \$644,000 or More

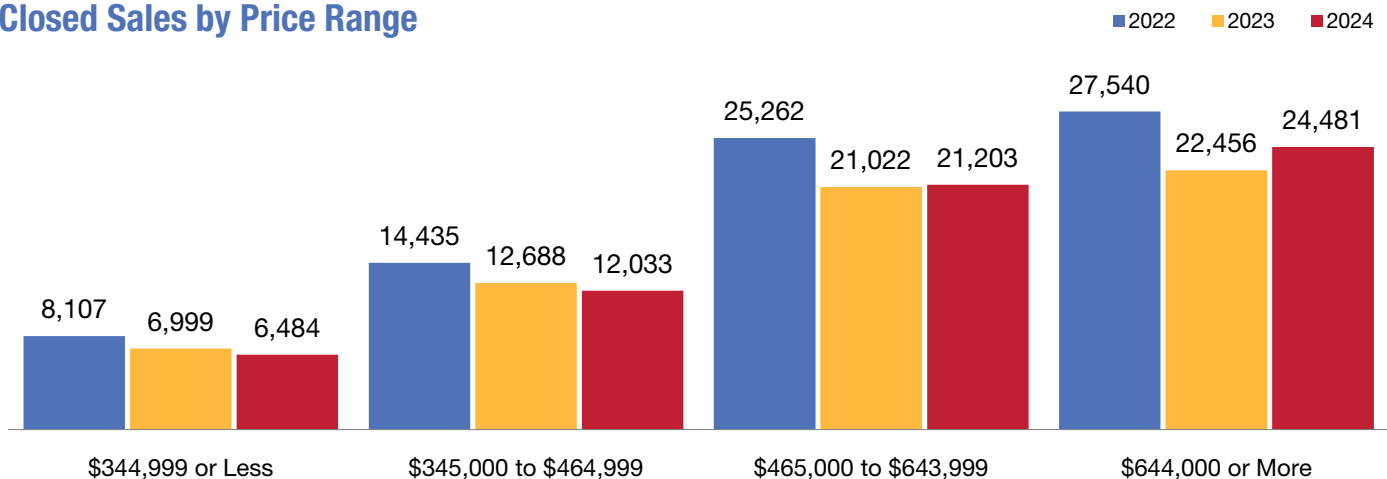
\$344,999 or Less

Price Range with the Fewest Closed Sales

- 7.4%

Price Range with Weakest One-Year Change in Sales: \$344,999 or Less

Closed Sales by Price Range



Property Type Review

50

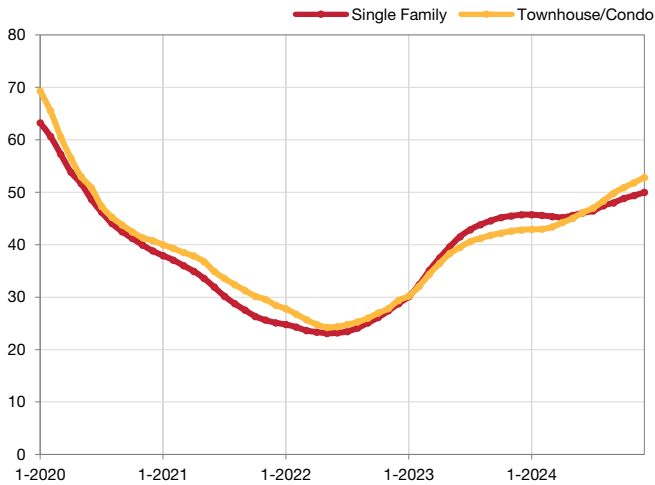
Average Days on Market
Single Family

53

Average Days on Market
Townhouse/Condo

Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



Top Areas: Townhouse/Condo Market Share in 2024

Estes Park	41.8%
Boulder	40.1%
Superior	36.5%
Boulder County	28.7%
Lafayette	28.0%
Fort Collins	27.5%
Timnath	25.8%
Broomfield	24.2%
Broomfield County	23.6%
Louisville	23.1%
Larimer County	22.7%
Loveland	20.9%
Evans	19.9%
Johnstown	19.6%
Longmont	18.2%
Greeley	17.8%

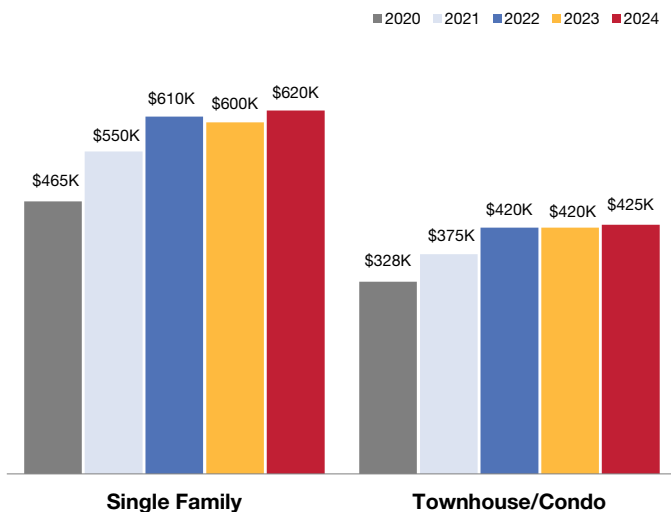
+ 3.3%

One-Year Change in Price
Single Family

+ 1.2%

One-Year Change in Price
Townhouse/Condo

Median Sales Price



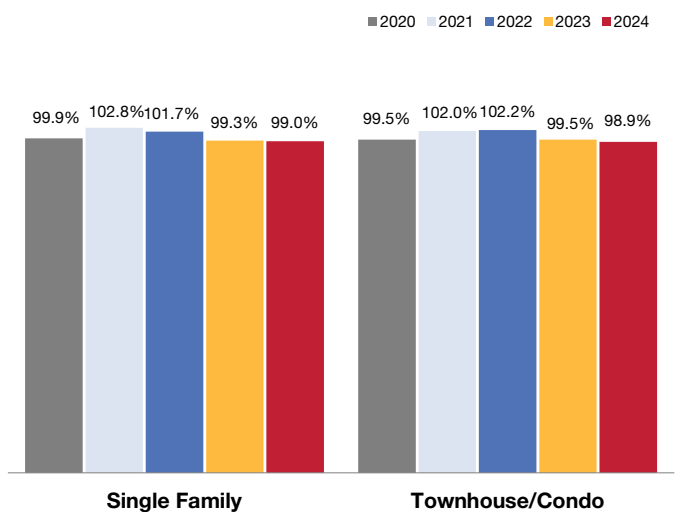
99.0%

Pct. of List Price Received
Single Family

98.9%

Pct. of List Price Received
Townhouse/Condo

Percent of List Price Received



Square Foot Range Review

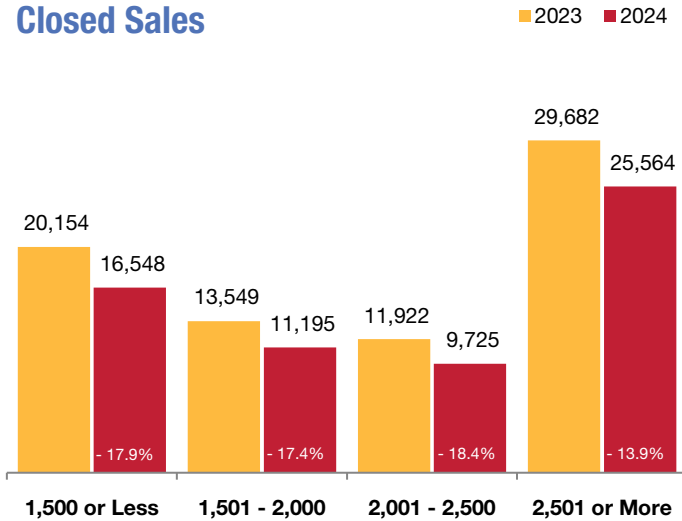
- 17.9%

Reduction in Closed Sales
1,500 or Less Sq. Ft.

- 13.9%

Reduction in Closed Sales
2,501 or More Sq Ft

Closed Sales



Top Areas: 999 Sq Ft. or Less Market Share in 2024

Niwot	82.2%
Timnath	75.1%
Severance	72.6%
Erie	71.6%
Windsor	71.4%
Wellington	60.5%
Eaton	57.1%
Berthoud	56.0%
Superior	53.8%
Firestone	51.6%
Longmont	51.0%
Lafayette	49.5%
Weld County	48.5%
Johnstown	46.3%
Broomfield	45.7%
Larimer County	44.7%

98.8%

Percent of List Price
Received in 2024 for
1,500 or Less Sq. Ft.

99.3%

Percent of List Price
Received in 2024 for
1,501 - 2,000 Sq. Ft.

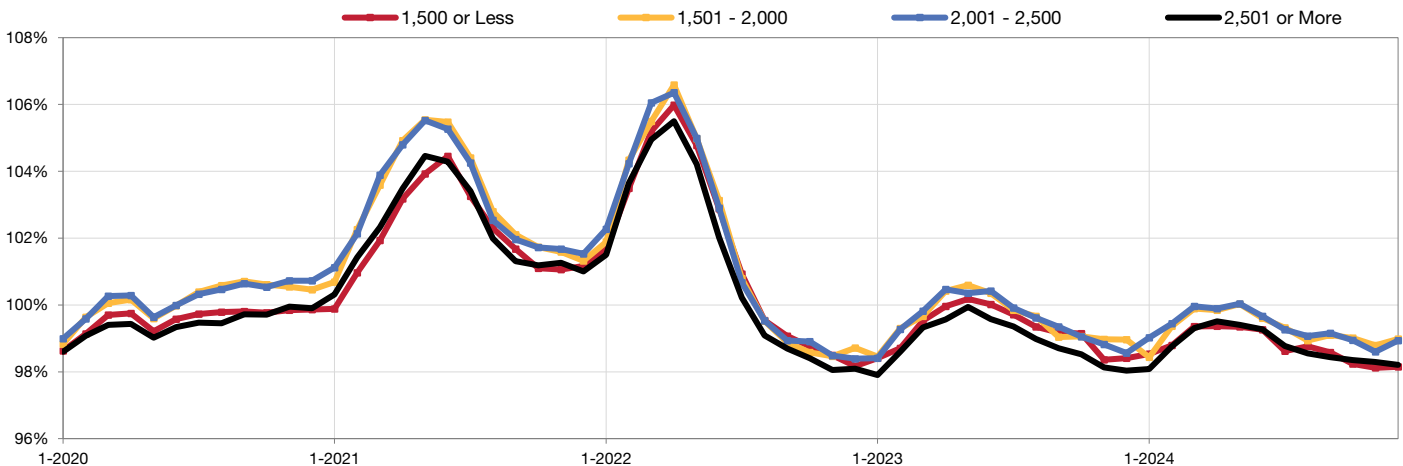
99.4%

Percent of List Price
Received in 2024 for
2,001 - 2,500 Sq Ft.

98.8%

Percent of List Price
Received in 2024 for
3,501 Sq. Ft. or More

Percent of List Price Received



Bedroom Count Review

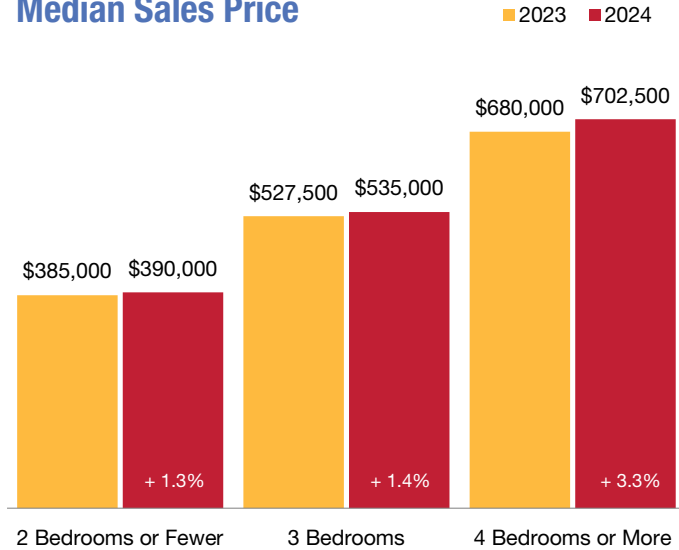
+ 1.3%

Growth in Median Sales Price
2 Bedrooms or Fewer

+ 3.3%

Growth in Median Sales Price
4 Bedrooms or More

Median Sales Price



Top Areas: 4 Bedrooms or More Market Share in 2024

Niwot	82.2%
Erie	59.6%
Windsor	57.1%
Louisville	54.5%
Severance	53.3%
Superior	53.2%
Firestone	51.6%
Timnath	49.5%
Longmont	48.4%
Broomfield	48.4%
Weld County	47.8%
Broomfield County	47.5%
Greeley	47.4%
Johnstown	45.0%
Lafayette	44.1%
Boulder County	43.9%
Eaton	43.8%

99.0%

Percent of List Price Received
in 2024 for
All Properties

98.5%

Percent of List Price Received
in 2024 for
2 Bedrooms or Fewer

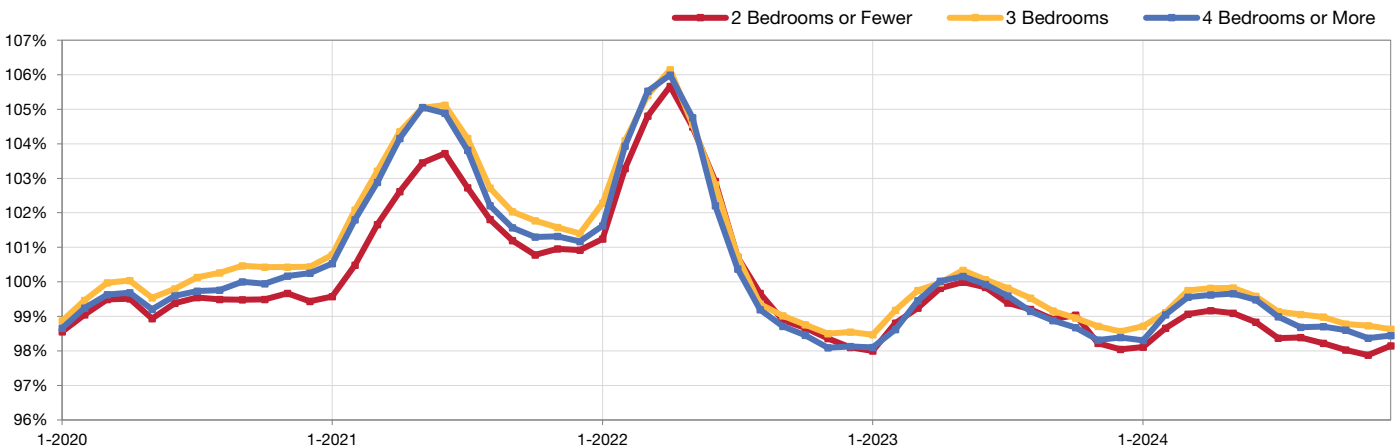
99.2%

Percent of List Price Received
in 2024 for
3 Bedrooms

99.0%

Percent of List Price Received
in 2024 for
4 Bedrooms or More

Percent of List Price Received



Area Overviews

	Total Closed Sales	Change from 2023	Percent Residential	Percent Townhouse/Condo	New Listings	Months Supply of Inventory	Days on Market	Pct. of List Price Received
Entire IRES MLS Area	64,201	+ 1.6%	75.0%	25.0%	87,977	2.3	51	99.0%
Boulder County	4,168	+ 8.4%	71.3%	28.7%	6,080	2.3	63	98.3%
Broomfield County	1,384	+ 3.2%	76.4%	23.6%	1,719	1.4	43	99.4%
Larimer County	5,421	+ 0.1%	77.3%	22.7%	7,761	2.4	69	99.0%
Logan County	218	- 8.8%	96.8%	3.2%	266	2.3	82	96.3%
Morgan County	346	+ 0.3%	94.2%	5.8%	524	4.4	74	97.4%
Weld County	5,520	+ 3.9%	87.8%	12.2%	7,370	2.5	65	99.4%
Berthoud	389	+ 3.5%	89.2%	10.8%	590	3.3	88	99.3%
Boulder	1,390	+ 2.4%	59.9%	40.1%	2,328	2.6	69	97.4%
Broomfield	1,217	+ 20.4%	75.8%	24.2%	1,588	1.6	45	99.3%
Brush	79	- 2.5%	94.9%	5.1%	131	5.3	58	96.9%
Eaton	112	+ 0.9%	96.4%	3.6%	161	2.2	66	98.8%
Erie	737	+ 3.5%	85.2%	14.8%	1,018	2.3	56	99.2%
Estes Park	273	+ 0.7%	58.2%	41.8%	443	4.5	85	97.6%
Evans	301	+ 30.9%	80.1%	19.9%	370	2.1	54	100.0%
Firestone	31	+ 6.9%	100.0%	0.0%	33	0.4	32	100.5%
Fort Collins	2,407	+ 6.9%	72.5%	27.5%	3,305	1.8	63	99.2%
Fort Morgan	167	+ 7.1%	92.8%	7.2%	247	4.3	77	97.3%
Frederick	141	- 13.5%	98.6%	1.4%	184	2.8	89	99.8%
Greeley	1,281	+ 1.0%	82.2%	17.8%	1,712	2.1	60	99.4%
Johnstown	555	+ 6.5%	80.4%	19.6%	747	2.9	61	99.3%
Lafayette	639	+ 44.2%	72.0%	28.0%	732	2.0	53	98.4%
Longmont	1,801	+ 5.3%	81.8%	18.2%	2,430	2.1	61	99.1%
Louisville	273	+ 9.2%	76.9%	23.1%	408	2.1	47	98.6%
Loveland	1,315	- 7.7%	79.1%	20.9%	1,782	2.4	67	99.2%
Lyons	82	+ 2.5%	98.8%	1.2%	153	3.9	75	97.0%
Milliken	157	- 3.7%	83.4%	16.6%	198	2.5	62	100.3%
Nederland	61	0.0%	96.7%	3.3%	107	1.5	60	97.5%
Niwot	87	+ 8.7%	92.0%	8.0%	113	0.7	54	97.2%
Red Feather Lakes	72	- 14.3%	98.6%	1.4%	121	1.7	94	96.7%
Severance	274	- 5.8%	99.6%	0.4%	373	2.7	83	99.7%
Sterling	192	- 10.7%	96.4%	3.6%	225	2.3	78	96.6%
Superior	197	- 12.4%	63.5%	36.5%	287	2.8	72	98.9%
Timnath	325	+ 10.9%	74.2%	25.8%	515	2.9	68	97.9%
Wellington	243	- 1.2%	88.5%	11.5%	366	2.3	67	99.3%
Windsor	1,100	+ 6.8%	91.1%	8.9%	1,522	2.7	82	99.3%

Area Historical Median Prices

	2020	2021	2022	2023	2024	Change From 2023	Change From 2020
Entire IRES MLS Area	\$435,000	\$506,000	\$565,000	\$555,000	\$570,000	+ 2.7%	+ 31.0%
Boulder County	\$565,000	\$656,000	\$732,550	\$720,000	\$730,000	+ 1.4%	+ 29.2%
Broomfield County	\$465,000	\$550,000	\$600,000	\$600,000	\$600,000	0.0%	+ 29.0%
Larimer County	\$411,000	\$472,000	\$545,000	\$540,000	\$550,000	+ 1.9%	+ 33.8%
Logan County	\$180,000	\$205,000	\$225,000	\$230,000	\$245,000	+ 6.5%	+ 36.1%
Morgan County	\$273,500	\$305,000	\$330,000	\$340,000	\$349,000	+ 2.6%	+ 27.6%
Weld County	\$375,000	\$435,000	\$483,063	\$485,000	\$491,811	+ 1.4%	+ 31.1%
Berthoud	\$444,801	\$513,140	\$571,979	\$600,850	\$599,900	- 0.2%	+ 34.9%
Boulder	\$760,000	\$865,000	\$995,000	\$940,000	\$970,000	+ 3.2%	+ 27.6%
Broomfield	\$495,000	\$575,200	\$625,000	\$635,000	\$613,000	- 3.5%	+ 23.8%
Brush	\$244,500	\$271,250	\$297,000	\$295,000	\$320,000	+ 8.5%	+ 30.9%
Eaton	\$410,000	\$435,000	\$450,000	\$472,000	\$495,000	+ 4.9%	+ 20.7%
Erie	\$540,000	\$630,000	\$713,000	\$704,875	\$735,000	+ 4.3%	+ 36.1%
Estes Park	\$502,000	\$625,000	\$650,000	\$670,000	\$720,000	+ 7.5%	+ 43.4%
Evans	\$305,810	\$350,000	\$400,000	\$390,000	\$395,000	+ 1.3%	+ 29.2%
Firestone	\$360,000	\$405,750	\$460,000	\$450,000	\$480,000	+ 6.7%	+ 33.3%
Fort Collins	\$420,000	\$480,800	\$550,000	\$556,700	\$560,000	+ 0.6%	+ 33.3%
Fort Morgan	\$250,000	\$300,000	\$318,330	\$316,000	\$335,000	+ 6.0%	+ 34.0%
Frederick	\$397,640	\$463,250	\$493,000	\$500,000	\$509,900	+ 2.0%	+ 28.2%
Greeley	\$322,500	\$370,000	\$426,226	\$404,371	\$417,000	+ 3.1%	+ 29.3%
Johnstown	\$400,000	\$460,000	\$520,000	\$499,932	\$507,950	+ 1.6%	+ 27.0%
Lafayette	\$538,738	\$602,250	\$686,520	\$685,000	\$700,000	+ 2.2%	+ 29.9%
Longmont	\$450,000	\$520,000	\$585,000	\$580,000	\$582,500	+ 0.4%	+ 29.4%
Louisville	\$669,000	\$775,000	\$860,000	\$837,500	\$865,900	+ 3.4%	+ 29.4%
Loveland	\$385,000	\$433,000	\$510,000	\$495,000	\$501,750	+ 1.4%	+ 30.3%
Lyons	\$574,000	\$725,000	\$762,500	\$842,500	\$776,500	- 7.8%	+ 35.3%
Milliken	\$348,823	\$411,000	\$464,748	\$435,000	\$450,000	+ 3.4%	+ 29.0%
Nederland	\$595,000	\$685,000	\$770,000	\$819,000	\$880,000	+ 7.4%	+ 47.9%
Niwot	\$903,000	\$1,140,000	\$1,125,000	\$1,143,500	\$1,335,000	+ 16.7%	+ 47.8%
Red Feather Lakes	\$330,000	\$397,000	\$429,000	\$401,000	\$369,000	- 8.0%	+ 11.8%
Severance	\$369,000	\$448,936	\$508,000	\$498,731	\$500,000	+ 0.3%	+ 35.5%
Sterling	\$185,000	\$205,500	\$223,700	\$234,000	\$245,000	+ 4.7%	+ 32.4%
Superior	\$626,500	\$799,900	\$822,110	\$799,000	\$850,000	+ 6.4%	+ 35.7%
Timnath	\$508,510	\$573,058	\$698,835	\$619,999	\$621,150	+ 0.2%	+ 22.2%
Wellington	\$370,250	\$421,905	\$490,000	\$480,000	\$485,000	+ 1.0%	+ 31.0%
Windsor	\$404,193	\$474,622	\$549,900	\$529,900	\$550,000	+ 3.8%	+ 36.1%