



# FCBR 2019

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# Monthly Indicators



## July 2019

New Listings were up 4.1 percent for single family homes and 38.5 percent for townhouse-condo properties. Pending Sales landed at 301 for single family homes and 91 for townhouse-condo properties.

The Median Sales Price was up 4.5 percent to \$435,000 for single family homes but decreased 6.0 percent to \$291,250 for townhouse-condo properties. Days on Market increased 12.1 percent for single family homes but decreased 46.0 percent for townhouse-condo properties.

During the record-setting 121-month economic expansion, the unemployment rate has dropped from 10.0 percent in 2009 to 3.7 percent, yet many consumers continue to struggle financially. Low mortgage interest rates have helped offset low housing affordability, but high home prices are outpacing median household income growth. In a move to stoke continued economic prosperity, the Federal Reserve reduced the benchmark interest rate by a quarter point to about 2.25 percent, marking the first reduction in more than a decade.

## Activity Snapshot

<b>- 8.9%</b>	<b>+ 12.1%</b>	<b>+ 4.5%</b>
One-Year Change in Single Family <b>Sold Listings</b>	One-Year Change in Single Family <b>Days On Market</b>	One-Year Change in Single Family <b>Median Sales Price</b>

Residential real estate activity in Area 9 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Activity Overview

Key metrics for Single Family by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		364	<b>379</b>	+ 4.1%	2,435	<b>2,499</b>	+ 2.6%
<b>Pending Sales</b>		274	<b>301</b>	+ 9.9%	1,906	<b>1,861</b>	- 2.4%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		304	<b>277</b>	- 8.9%	1,779	<b>1,633</b>	- 8.2%
<b>Median Sales Price</b>		\$416,228	<b>\$435,000</b>	+ 4.5%	\$410,000	<b>\$426,000</b>	+ 3.9%
<b>Avg. Sales Price</b>		\$448,891	<b>\$463,051</b>	+ 3.2%	\$455,921	<b>\$470,251</b>	+ 3.1%
<b>Pct. of List Price Received</b>		99.7%	<b>99.4%</b>	- 0.3%	99.8%	<b>99.3%</b>	- 0.5%
<b>Days on Market</b>		58	<b>65</b>	+ 12.1%	65	<b>66</b>	+ 1.5%
<b>Affordability Index</b>		82	<b>82</b>	0.0%	83	<b>84</b>	+ 1.2%
<b>Active Listings</b>		569	<b>630</b>	+ 10.7%	--	--	--
<b>Months Supply</b>		2.2	<b>2.7</b>	+ 22.7%	--	--	--

# Townhouse-Condo Activity Overview

Key metrics for Townhouse-Condo by report month and for year-to-date (YTD) starting from the first of the year.



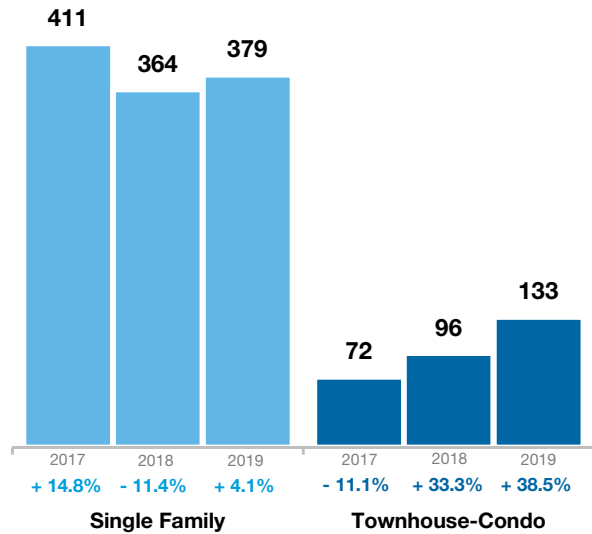
Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		96	<b>133</b>	+ 38.5%	665	<b>757</b>	+ 13.8%
<b>Pending Sales</b>		85	<b>91</b>	+ 7.1%	547	<b>585</b>	+ 6.9%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		93	<b>82</b>	- 11.8%	535	<b>508</b>	- 5.0%
<b>Median Sales Price</b>		\$309,812	<b>\$291,250</b>	- 6.0%	\$295,000	<b>\$290,000</b>	- 1.7%
<b>Avg. Sales Price</b>		\$328,824	<b>\$307,122</b>	- 6.6%	\$308,953	<b>\$310,116</b>	+ 0.4%
<b>Pct. of List Price Received</b>		100.7%	<b>99.5%</b>	- 1.2%	100.2%	<b>99.4%</b>	- 0.8%
<b>Days on Market</b>		100	<b>54</b>	- 46.0%	89	<b>73</b>	- 18.0%
<b>Affordability Index</b>		110	<b>123</b>	+ 11.8%	115	<b>124</b>	+ 7.8%
<b>Active Listings</b>		149	<b>189</b>	+ 26.8%	--	--	--
<b>Months Supply</b>		2.0	<b>2.7</b>	+ 35.0%	--	--	--

# New Listings

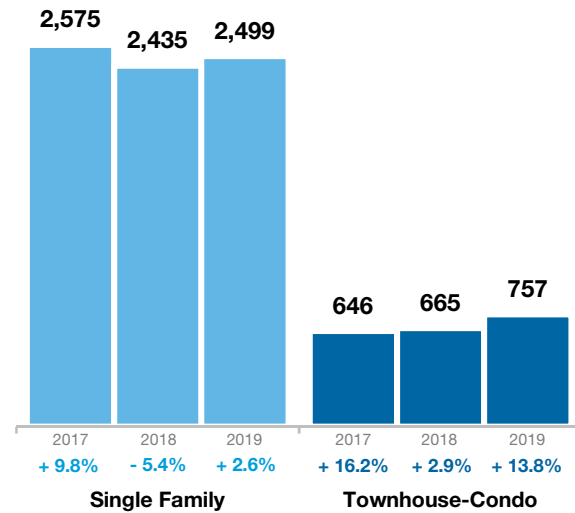
A count of the properties that have been newly listed on the market in a given month.



## July

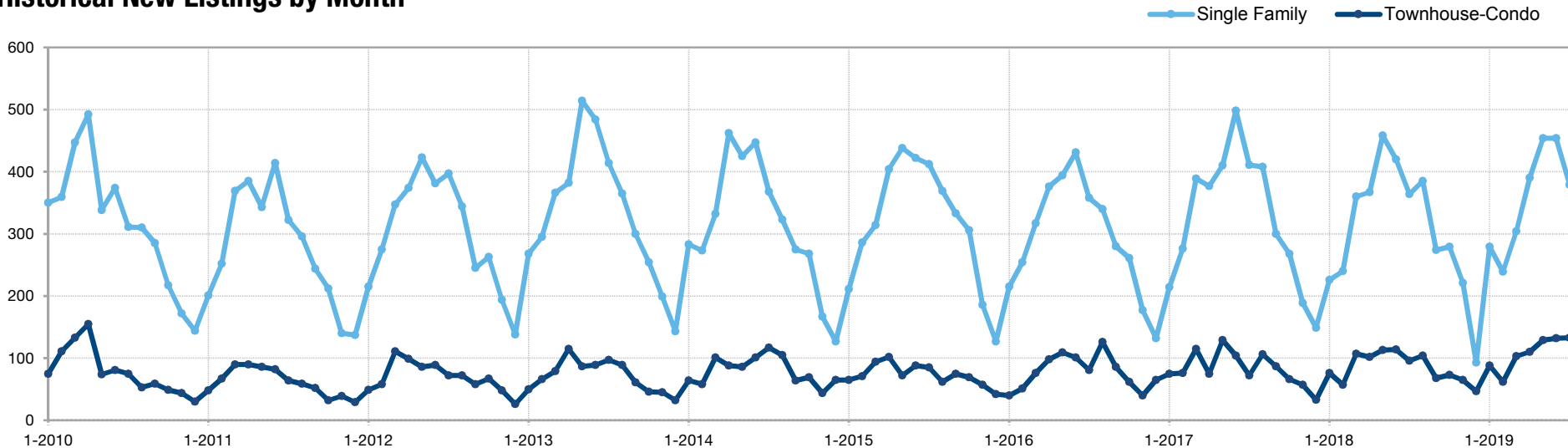


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2018	385	-5.6%	104	-1.9%
Sep-2018	274	-8.7%	68	-21.8%
Oct-2018	279	+4.1%	73	+10.6%
Nov-2018	221	+16.9%	65	+14.0%
Dec-2018	93	-37.6%	47	+42.4%
Jan-2019	279	+23.5%	88	+15.8%
Feb-2019	239	-0.4%	62	+8.8%
Mar-2019	304	-15.6%	103	-3.7%
Apr-2019	390	+6.3%	110	+7.8%
May-2019	454	-0.9%	129	+14.2%
Jun-2019	454	+8.1%	132	+15.8%
<b>Jul-2019</b>	<b>379</b>	<b>+4.1%</b>	<b>133</b>	<b>+38.5%</b>
12-Month Avg	313	+0.1%	93	+9.9%

## Historical New Listings by Month

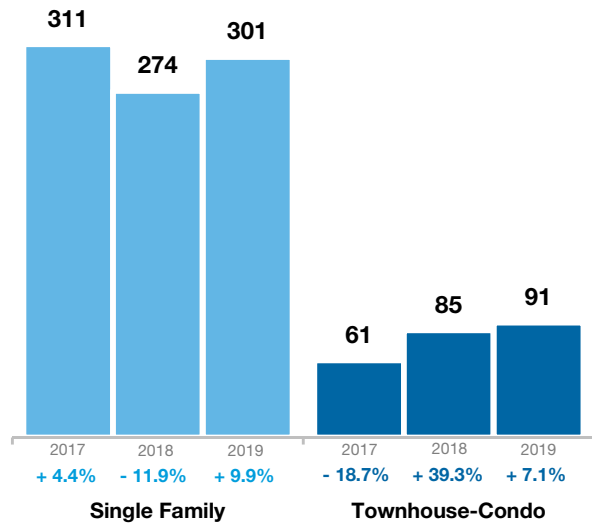


# Pending Sales

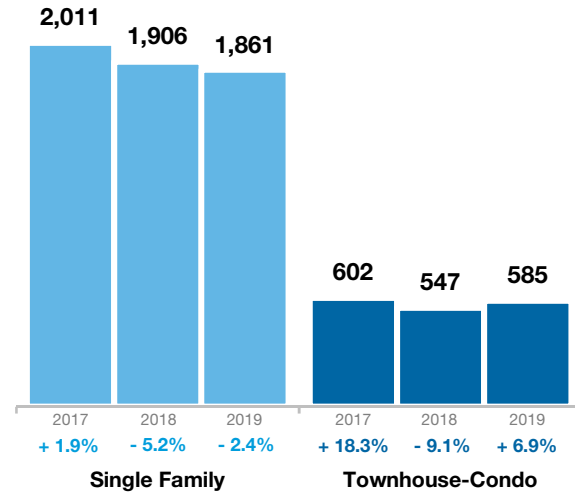
A count of the properties on which offers have been accepted in a given month.



## July

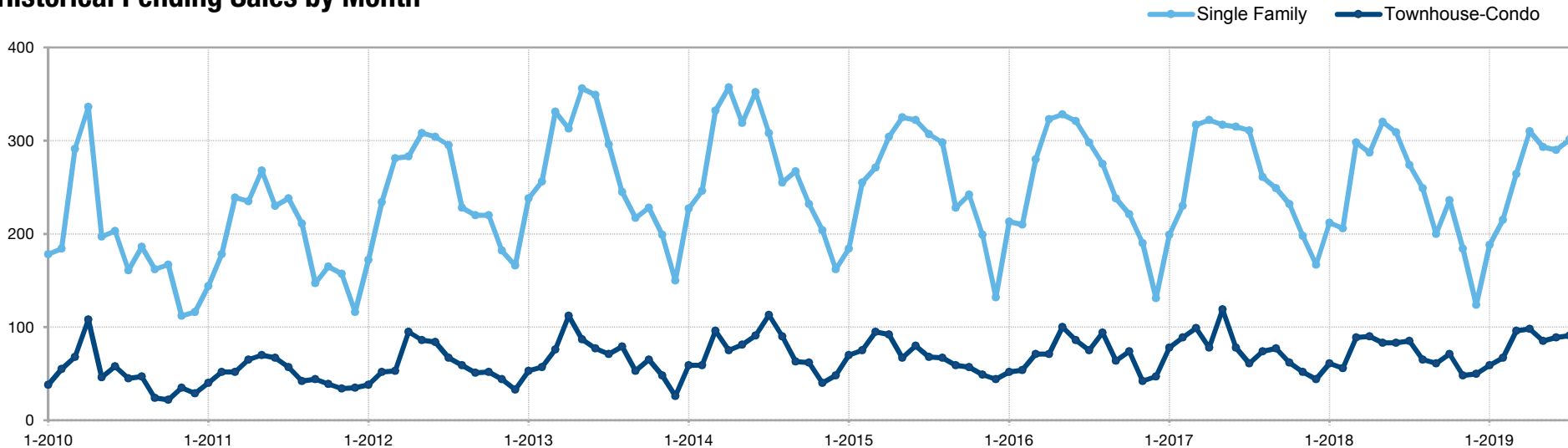


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2018	249	-4.6%	65	-12.2%
Sep-2018	200	-19.7%	61	-20.8%
Oct-2018	236	+1.7%	71	+14.5%
Nov-2018	184	-7.1%	48	-7.7%
Dec-2018	124	-25.7%	50	+13.6%
Jan-2019	188	-11.3%	59	-3.3%
Feb-2019	215	+4.4%	67	+19.6%
Mar-2019	264	-11.4%	96	+7.9%
Apr-2019	310	+8.0%	98	+8.9%
May-2019	293	-8.4%	85	+2.4%
Jun-2019	290	-6.1%	89	+7.2%
<b>Jul-2019</b>	<b>301</b>	<b>+9.9%</b>	<b>91</b>	<b>+7.1%</b>
12-Month Avg	238	-5.3%	73	+2.8%

## Historical Pending Sales by Month

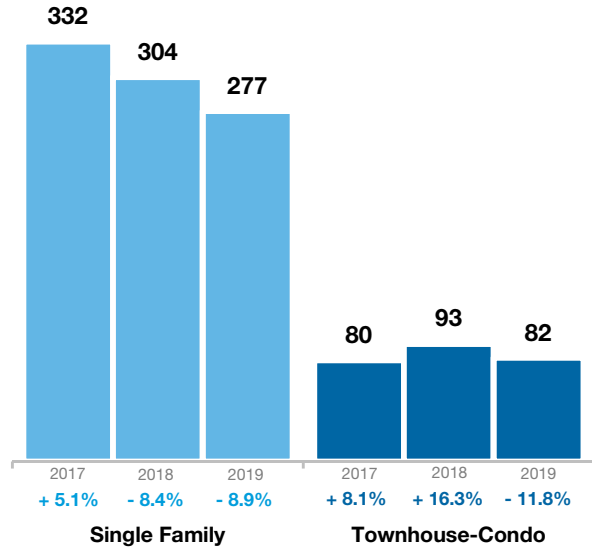


# Sold Listings

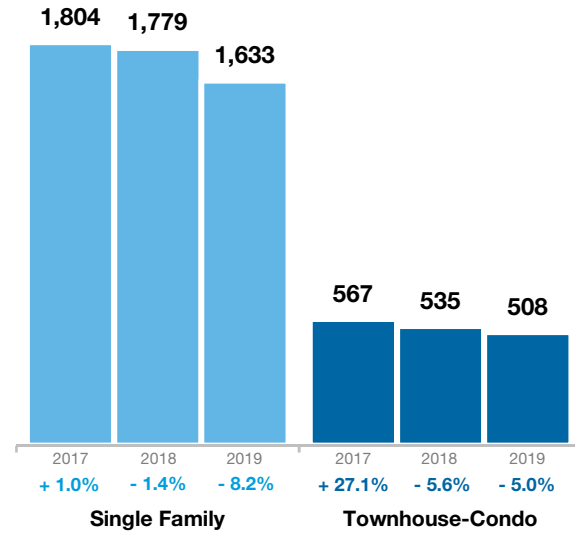
A count of the actual sales that closed in a given month.



## July

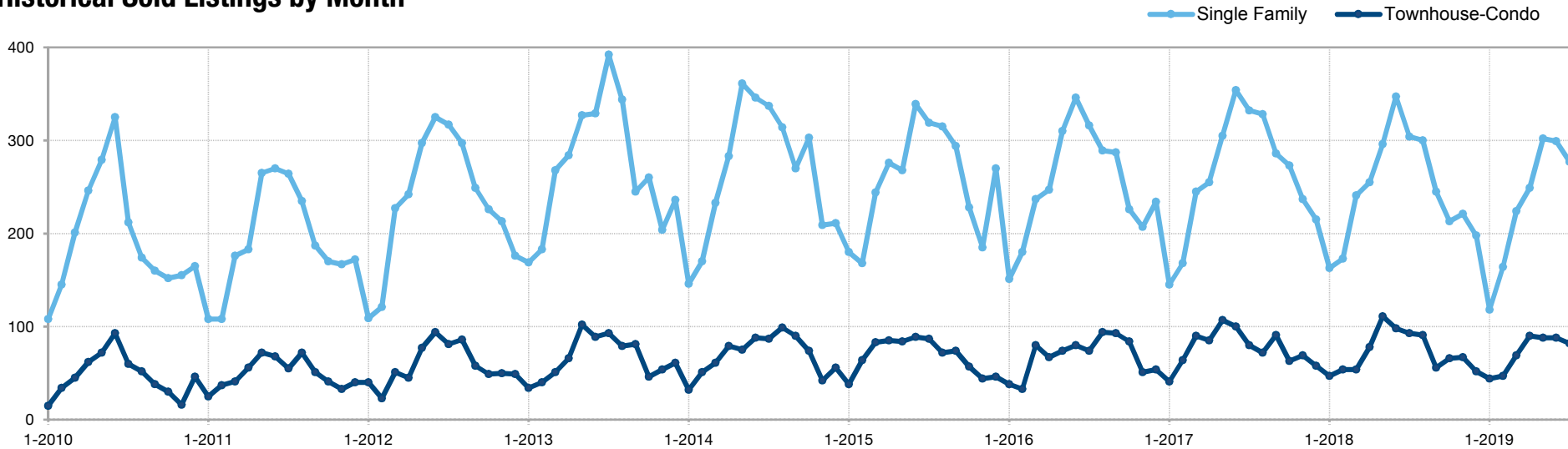


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2018	300	-8.5%	91	+26.4%
Sep-2018	245	-14.3%	56	-38.5%
Oct-2018	213	-22.0%	66	+4.8%
Nov-2018	221	-6.8%	67	-2.9%
Dec-2018	198	-7.9%	52	-10.3%
Jan-2019	118	-27.6%	44	-6.4%
Feb-2019	164	-5.2%	47	-13.0%
Mar-2019	224	-7.1%	69	+27.8%
Apr-2019	249	-2.4%	90	+15.4%
May-2019	302	+2.0%	88	-20.7%
Jun-2019	299	-13.8%	88	-10.2%
<b>Jul-2019</b>	<b>277</b>	<b>-8.9%</b>	<b>82</b>	<b>-11.8%</b>
12-Month Avg	234	-9.9%	70	-5.4%

## Historical Sold Listings by Month



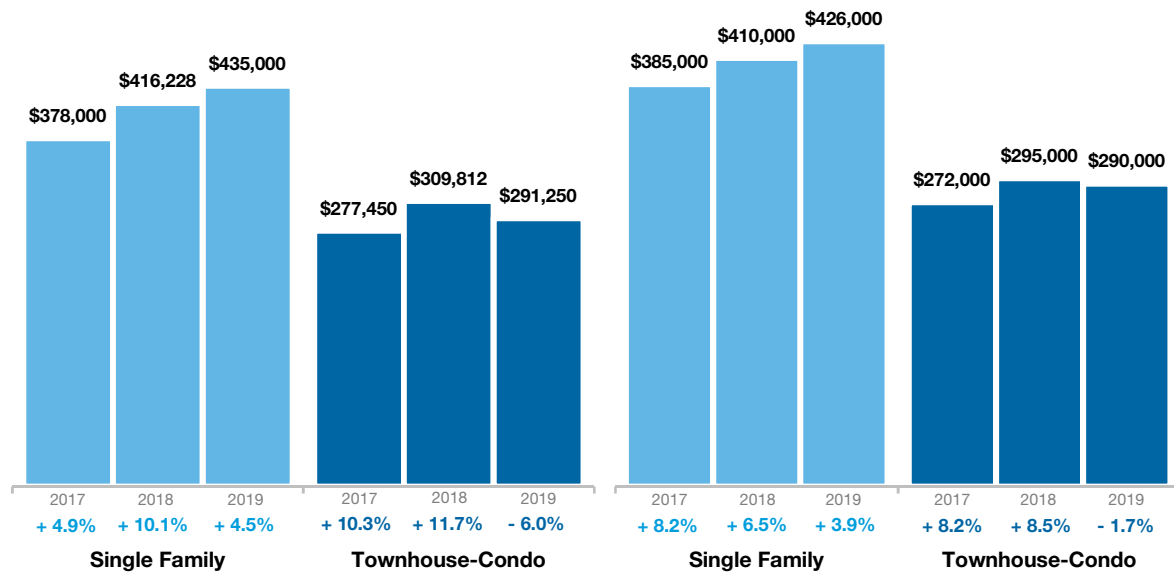


# Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



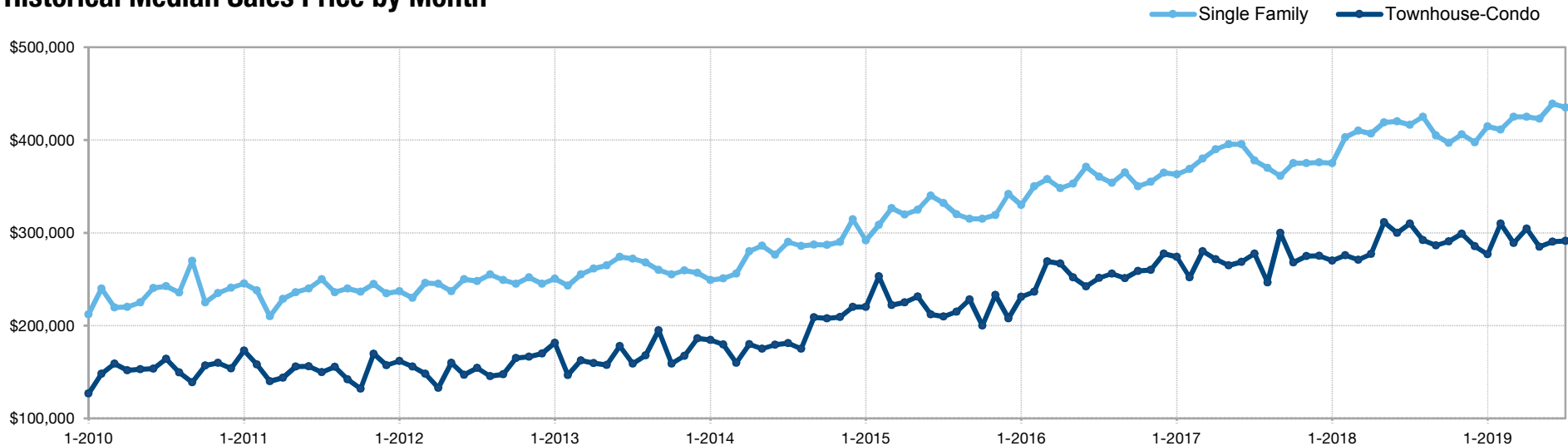
## July



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2018	\$425,000	+14.9%	\$292,000	+18.5%
Sep-2018	\$405,000	+12.1%	\$286,500	-4.5%
Oct-2018	\$396,900	+5.8%	\$290,588	+8.5%
Nov-2018	\$406,000	+8.3%	\$299,000	+8.7%
Dec-2018	\$397,325	+5.7%	\$285,550	+3.8%
Jan-2019	\$414,500	+10.5%	\$277,000	+2.6%
Feb-2019	\$411,250	+2.0%	\$310,000	+12.4%
Mar-2019	\$425,000	+3.7%	\$289,000	+6.6%
Apr-2019	\$425,000	+4.4%	\$304,613	+9.9%
May-2019	\$423,000	+1.0%	\$285,000	-8.5%
Jun-2019	\$439,000	+4.5%	\$290,314	-3.2%
<b>Jul-2019</b>	<b>\$435,000</b>	<b>+4.5%</b>	<b>\$291,250</b>	<b>-6.0%</b>
12-Month Avg*	\$420,000	+6.3%	\$290,076	+1.5%

\* Median Sales Price for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



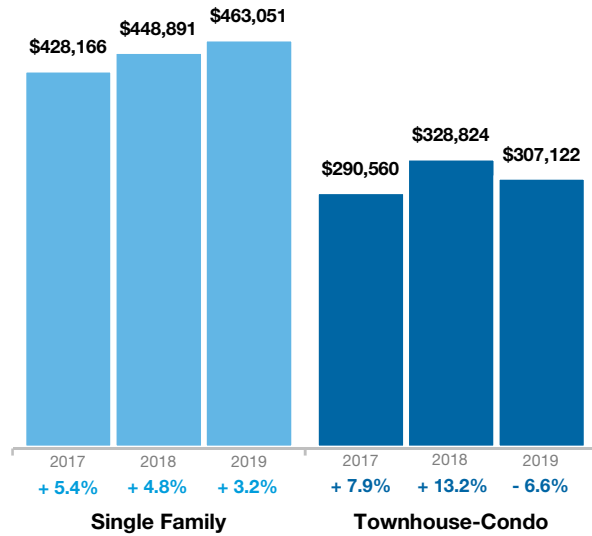


# Average Sales Price

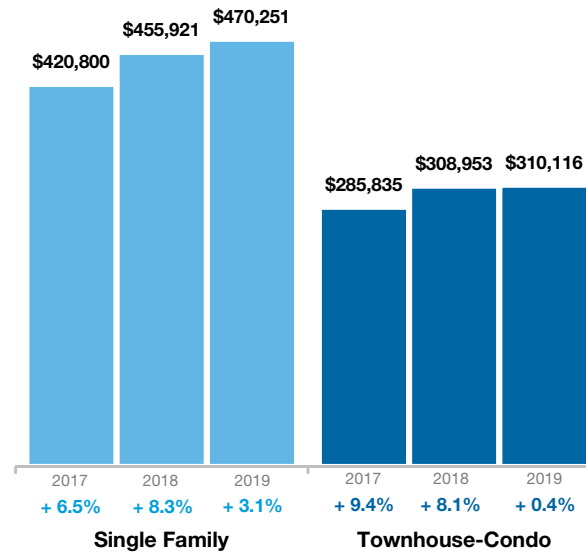
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



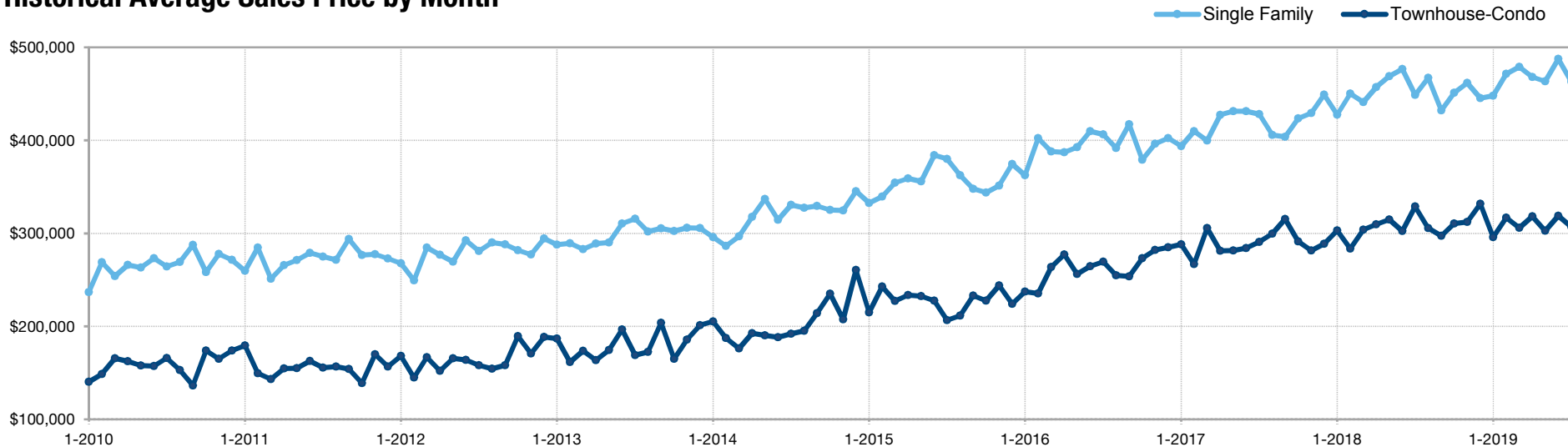
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2018	\$467,204	+15.1%	\$305,720	+2.1%
Sep-2018	\$432,135	+7.0%	\$297,213	-5.8%
Oct-2018	\$451,021	+6.5%	\$310,596	+6.6%
Nov-2018	\$461,573	+7.5%	\$312,247	+10.9%
Dec-2018	\$445,357	-0.8%	\$331,756	+14.9%
Jan-2019	\$447,888	+4.7%	\$295,785	-2.4%
Feb-2019	\$471,399	+4.7%	\$316,914	+11.8%
Mar-2019	\$478,978	+8.6%	\$305,863	+0.6%
Apr-2019	\$467,890	+2.4%	\$318,276	+2.8%
May-2019	\$463,424	-1.2%	\$302,677	-3.9%
Jun-2019	\$487,443	+2.3%	\$318,871	+5.4%
<b>Jul-2019</b>	<b>\$463,051</b>	<b>+3.2%</b>	<b>\$307,122</b>	<b>-6.6%</b>
12-Month Avg*	\$462,708	+5.0%	\$310,327	+2.0%

\* Avg. Sales Price for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



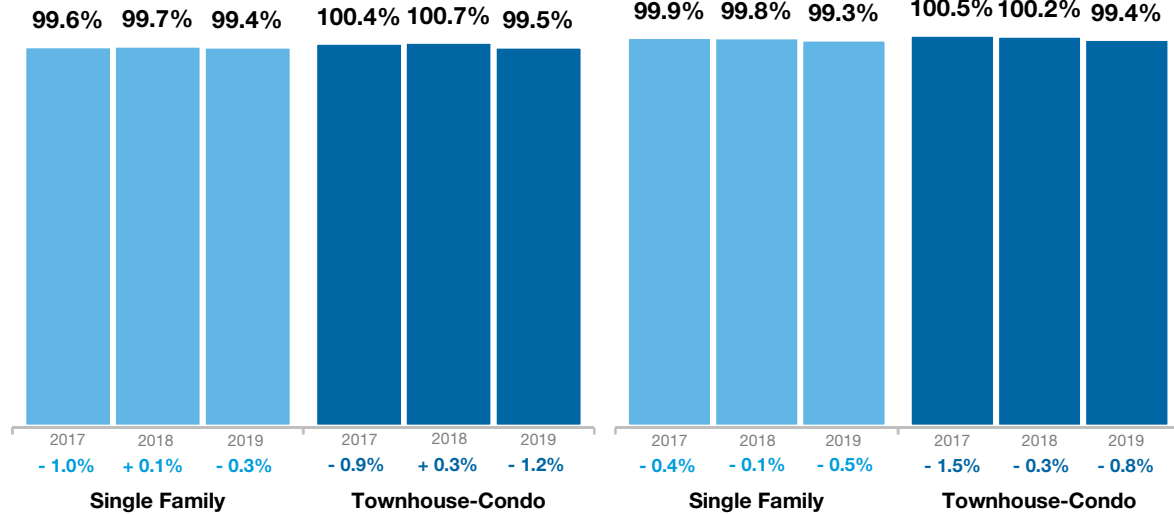
# Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July

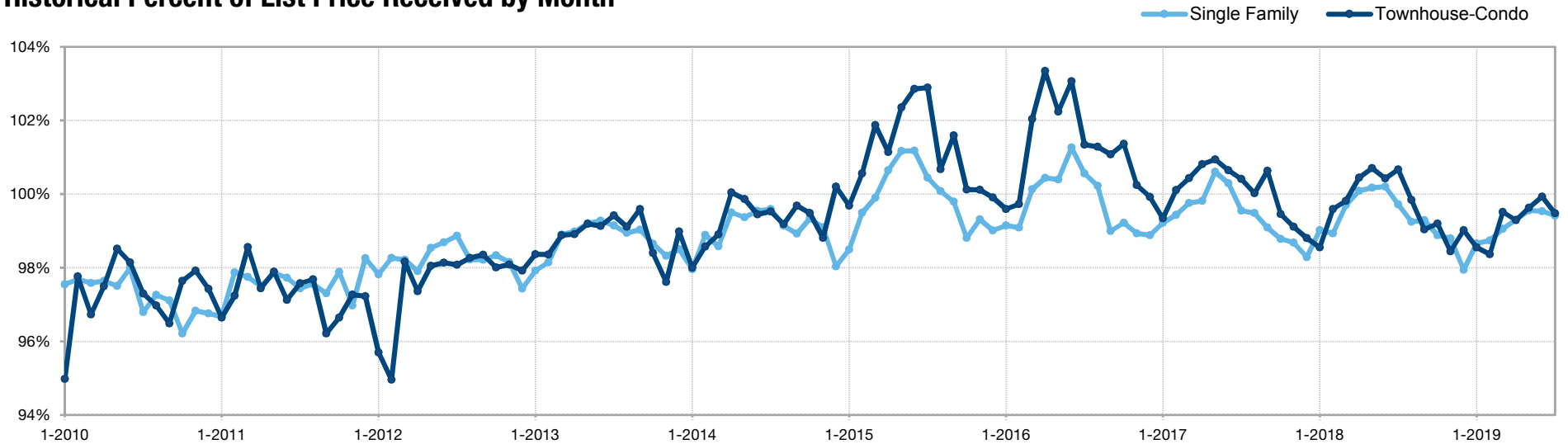
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2018	99.2%	-0.3%	99.8%	-0.2%
Sep-2018	99.3%	+0.2%	99.0%	-1.6%
Oct-2018	98.9%	+0.1%	99.2%	-0.3%
Nov-2018	98.8%	+0.1%	98.4%	-0.7%
Dec-2018	97.9%	-0.4%	99.0%	+0.2%
Jan-2019	98.7%	-0.3%	98.6%	0.0%
Feb-2019	98.7%	-0.2%	98.4%	-1.2%
Mar-2019	99.1%	-0.6%	99.5%	-0.3%
Apr-2019	99.3%	-0.8%	99.3%	-1.1%
May-2019	99.6%	-0.6%	99.6%	-1.1%
Jun-2019	99.5%	-0.7%	99.9%	-0.5%
<b>Jul-2019</b>	<b>99.4%</b>	<b>-0.3%</b>	<b>99.5%</b>	<b>-1.2%</b>
12-Month Avg*	99.4%	-0.3%	100.0%	-0.7%

\* Pct. of List Price Received for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



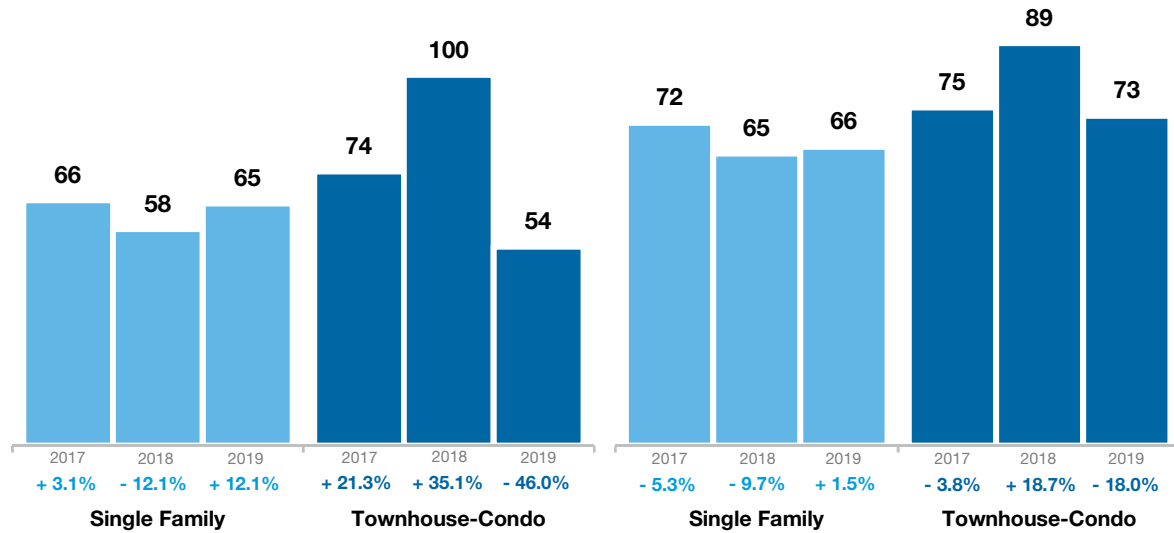
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



## July

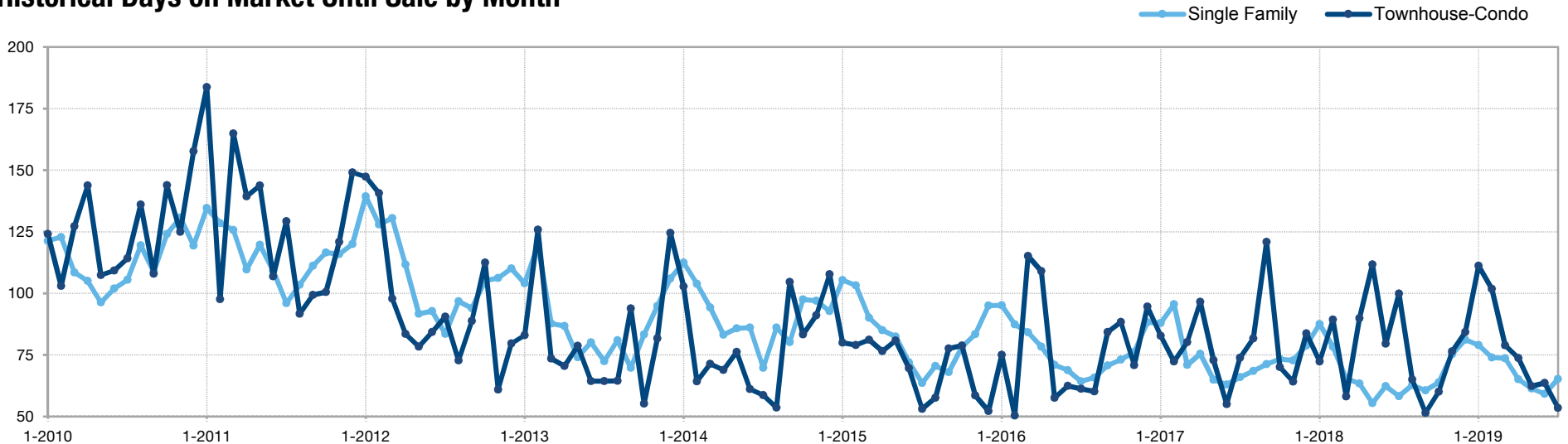
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2018	63	-7.4%	65	-20.7%
Sep-2018	61	-14.1%	52	-57.0%
Oct-2018	64	-12.3%	60	-14.3%
Nov-2018	75	+2.7%	76	+18.8%
Dec-2018	81	+2.5%	84	0.0%
Jan-2019	79	-10.2%	111	+54.2%
Feb-2019	74	-5.1%	102	+14.6%
Mar-2019	74	+13.8%	79	+36.2%
Apr-2019	65	+3.2%	74	-17.8%
May-2019	61	+10.9%	62	-44.6%
Jun-2019	59	-4.8%	64	-20.0%
<b>Jul-2019</b>	<b>65</b>	<b>+12.1%</b>	<b>54</b>	<b>-46.0%</b>
12-Month Avg	67	-1.6%	71	-19.8%

\* Days on Market for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



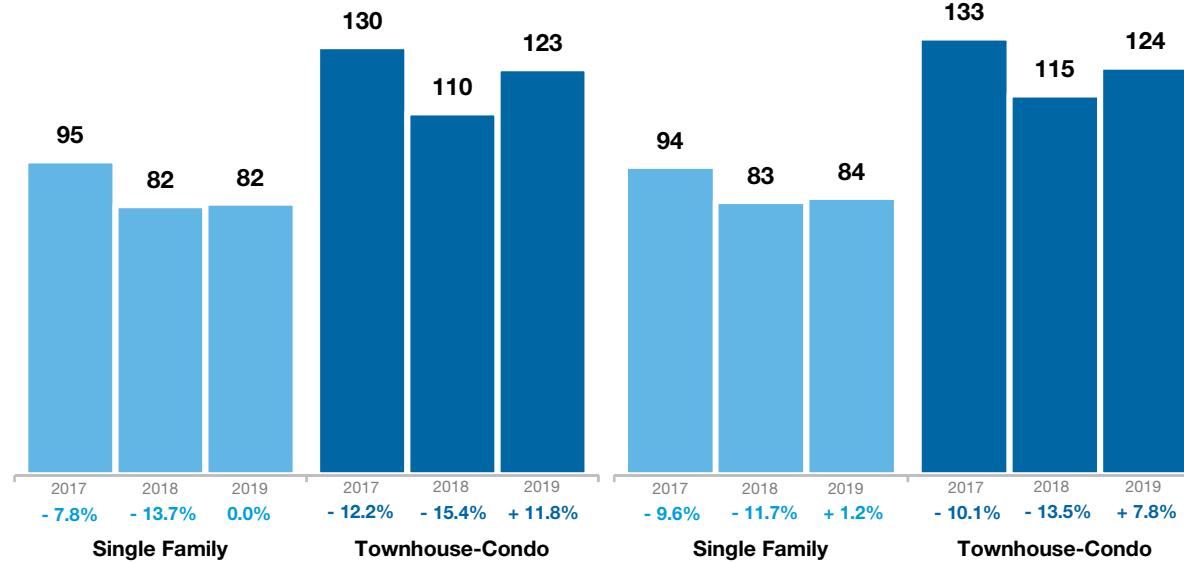
# Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



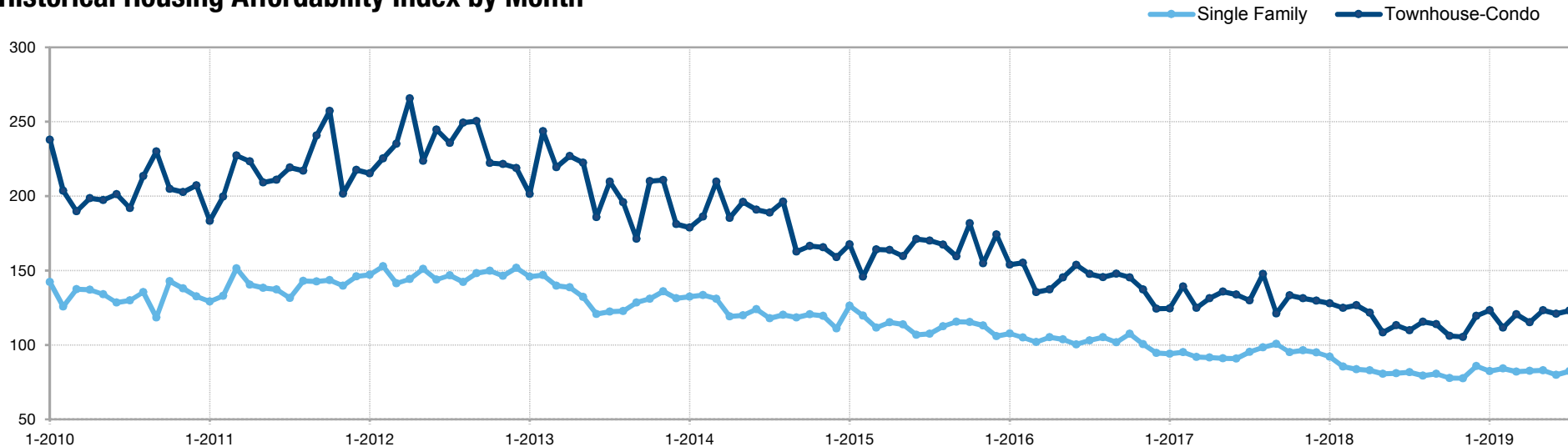
## July

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2018	79	-19.4%	116	-21.6%
Sep-2018	81	-19.8%	114	-5.8%
Oct-2018	78	-17.9%	106	-20.3%
Nov-2018	78	-18.8%	105	-19.8%
Dec-2018	86	-9.5%	119	-8.5%
Jan-2019	82	-10.9%	123	-3.9%
Feb-2019	84	-2.3%	112	-10.4%
Mar-2019	82	-2.4%	121	-4.7%
Apr-2019	83	0.0%	115	-5.7%
May-2019	83	+2.5%	123	+13.9%
Jun-2019	80	-1.2%	121	+7.1%
<b>Jul-2019</b>	<b>82</b>	<b>0.0%</b>	<b>123</b>	<b>+11.8%</b>
12-Month Avg	81	-8.3%	89	-1.3%

## Historical Housing Affordability Index by Month

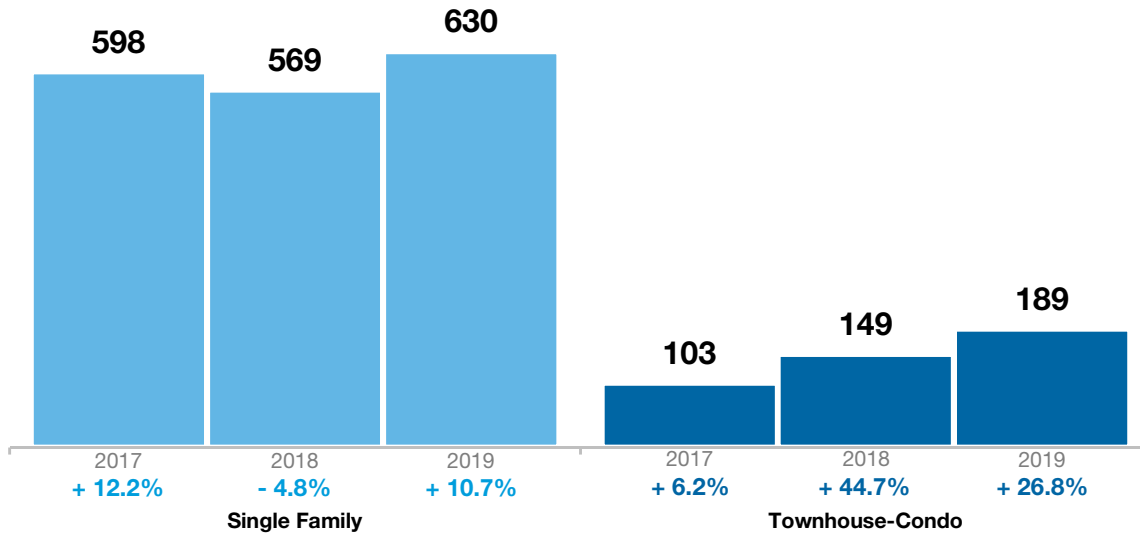


# Inventory of Active Listings

The number of properties available for sale in active status at the end of a given month.



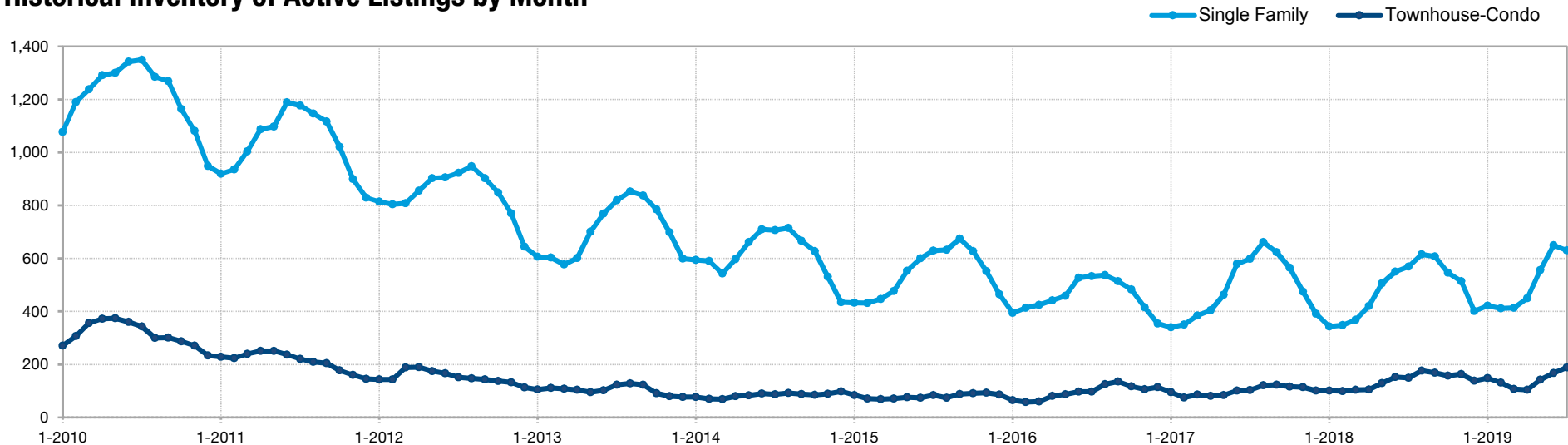
## July



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2018	615	-7.0%	177	+46.3%
Sep-2018	607	-2.6%	168	+36.6%
Oct-2018	546	-3.4%	157	+35.3%
Nov-2018	514	+8.2%	163	+43.0%
Dec-2018	401	+2.6%	138	+36.6%
Jan-2019	421	+22.7%	148	+46.5%
Feb-2019	411	+18.1%	131	+32.3%
Mar-2019	413	+12.2%	107	+2.9%
Apr-2019	450	+7.1%	104	-1.0%
May-2019	556	+9.9%	142	+10.1%
Jun-2019	649	+18.0%	167	+9.9%
<b>Jul-2019</b>	<b>630</b>	<b>+10.7%</b>	<b>189</b>	<b>+26.8%</b>
12-Month Avg*	518	+6.8%	149	+26.7%

\* Active Listings for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Inventory of Active Listings by Month

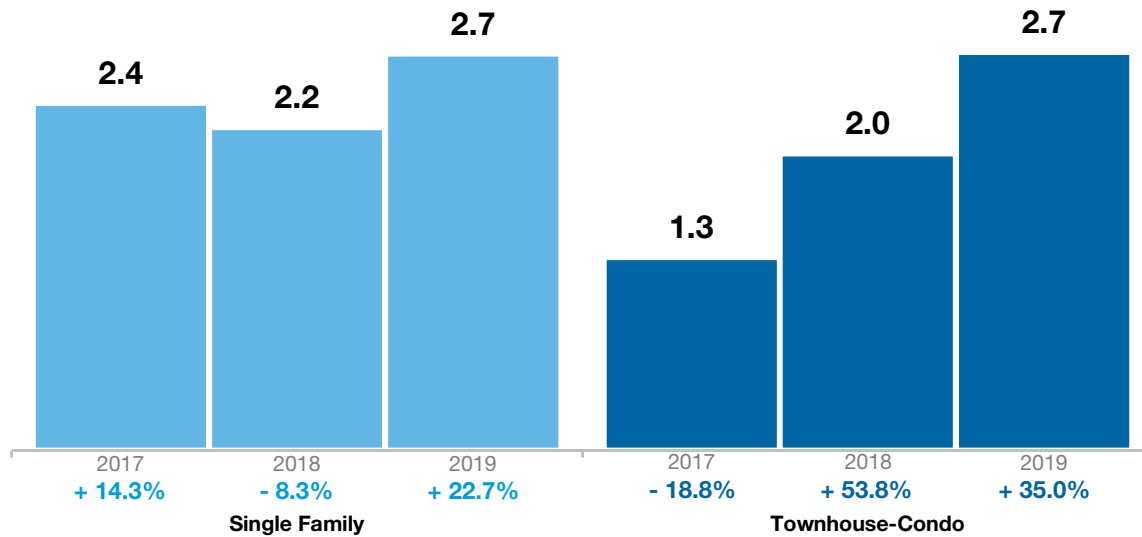


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



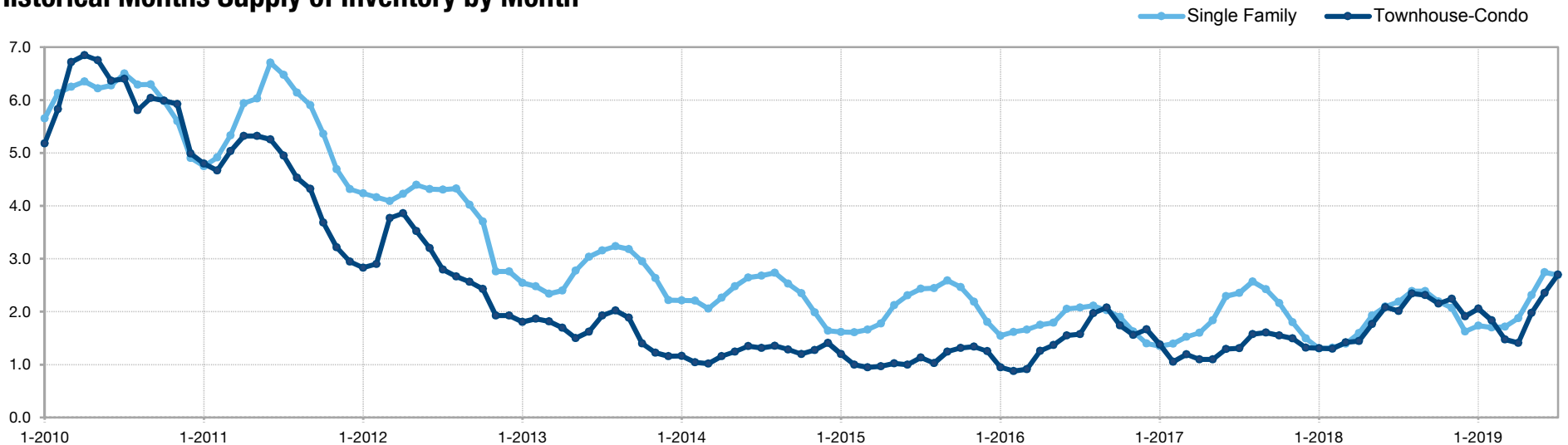
## July



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2018	2.4	-7.7%	2.3	+43.8%
Sep-2018	2.4	0.0%	2.3	+43.8%
Oct-2018	2.2	0.0%	2.2	+37.5%
Nov-2018	2.1	+16.7%	2.2	+46.7%
Dec-2018	1.6	+6.7%	1.9	+46.2%
Jan-2019	1.7	+30.8%	2.1	+61.5%
Feb-2019	1.7	+30.8%	1.8	+38.5%
Mar-2019	1.7	+21.4%	1.5	+7.1%
Apr-2019	1.9	+18.8%	1.4	0.0%
May-2019	2.3	+21.1%	2.0	+11.1%
Jun-2019	2.7	+28.6%	2.4	+14.3%
<b>Jul-2019</b>	<b>2.7</b>	<b>+22.7%</b>	<b>2.7</b>	<b>+35.0%</b>
12-Month Avg*	2.1	+14.2%	2.1	+31.2%

\* Months Supply for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		460	<b>512</b>	+ 11.3%	3,100	<b>3,256</b>	+ 5.0%
<b>Pending Sales</b>		359	<b>392</b>	+ 9.2%	547	<b>585</b>	+ 6.9%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		397	<b>359</b>	- 9.6%	2,314	<b>2,141</b>	- 7.5%
<b>Median Sales Price</b>		\$387,000	<b>\$392,000</b>	+ 1.3%	\$385,000	<b>\$395,000</b>	+ 2.6%
<b>Avg. Sales Price</b>		\$420,764	<b>\$427,435</b>	+ 2.4%	\$421,941	<b>\$432,256</b>	+ 2.4%
<b>Pct. of List Price Received</b>		99.9%	<b>99.4%</b>	- 0.6%	99.9%	<b>99.3%</b>	- 0.6%
<b>Days on Market</b>		68	<b>63</b>	- 4.2%	71	<b>68</b>	- 4.2%
<b>Affordability Index</b>		88	<b>92</b>	+ 2.8%	88	<b>91</b>	+ 2.8%
<b>Active Listings</b>		718	<b>819</b>	+ 14.1%	--	--	--
<b>Months Supply</b>		2.2	<b>2.7</b>	+ 25.2%	--	--	--

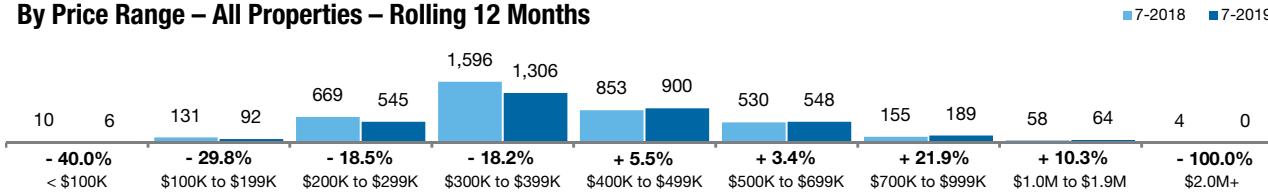


# Sold Listings

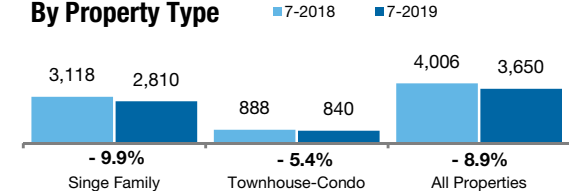
Actual sales that have closed in a given quarter.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	10	6	-40.0%	0	0	--
\$100,000 to \$199,999	60	38	-36.7%	71	54	-23.9%
\$200,000 to \$299,999	250	148	-40.8%	419	397	-5.3%
\$300,000 to \$399,999	1,279	1,012	-20.9%	317	294	-7.3%
\$400,000 to \$499,999	806	838	+4.0%	47	62	+31.9%
\$500,000 to \$699,999	507	527	+3.9%	23	21	-8.7%
\$700,000 to \$999,999	149	181	+21.5%	6	8	+33.3%
\$1,000,000 to \$1,999,999	53	60	+13.2%	5	4	-20.0%
\$2,000,000 and Above	4	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>3,118</b>	<b>2,810</b>	<b>-9.9%</b>	<b>888</b>	<b>840</b>	<b>-5.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2019	7-2019	Change	6-2019	7-2019	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	10	+233.3%	3	5	+66.7%
\$200,000 to \$299,999	12	17	+41.7%	44	40	-9.1%
\$300,000 to \$399,999	87	84	-3.4%	30	30	0.0%
\$400,000 to \$499,999	95	81	-14.7%	7	5	-28.6%
\$500,000 to \$699,999	75	62	-17.3%	2	0	-100.0%
\$700,000 to \$999,999	21	19	-9.5%	2	2	0.0%
\$1,000,000 to \$1,999,999	6	4	-33.3%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>299</b>	<b>277</b>	<b>-7.4%</b>	<b>88</b>	<b>82</b>	<b>-6.8%</b>

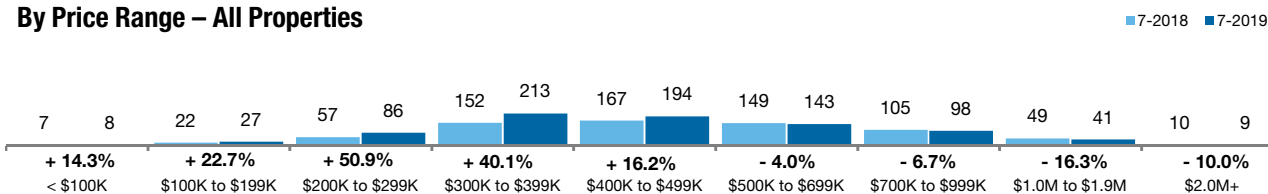
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	3	4	+33.3%	0	0	--
\$100,000 to \$199,999	30	22	-26.7%	41	28	-31.7%
\$200,000 to \$299,999	89	76	-14.6%	239	242	+1.3%
\$300,000 to \$399,999	675	543	-19.6%	202	180	-10.9%
\$400,000 to \$499,999	509	511	+0.4%	30	42	+40.0%
\$500,000 to \$699,999	349	334	-4.3%	18	10	-44.4%
\$700,000 to \$999,999	88	109	+23.9%	2	5	+150.0%
\$1,000,000 to \$1,999,999	35	34	-2.9%	3	1	-66.7%
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>1,779</b>	<b>1,633</b>	<b>-8.2%</b>	<b>535</b>	<b>508</b>	<b>-5.0%</b>

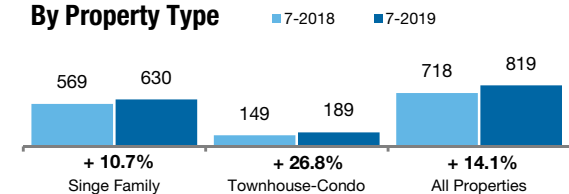
# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Townhouse-Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	7	8	+14.3%	0	0	--
\$100,000 to \$199,999	16	23	+43.8%	6	4	-33.3%
\$200,000 to \$299,999	27	23	-14.8%	30	63	+110.0%
\$300,000 to \$399,999	105	143	+36.2%	47	70	+48.9%
\$400,000 to \$499,999	150	181	+20.7%	17	13	-23.5%
\$500,000 to \$699,999	127	122	-3.9%	22	21	-4.5%
\$700,000 to \$999,999	85	83	-2.4%	20	15	-25.0%
\$1,000,000 to \$1,999,999	42	38	-9.5%	7	3	-57.1%
\$2,000,000 and Above	10	9	-10.0%	0	0	--
<b>All Price Ranges</b>	<b>569</b>	<b>630</b>	<b>+10.7%</b>	<b>149</b>	<b>189</b>	<b>+26.8%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2019	7-2019	Change	6-2019	7-2019	Change
\$99,999 and Below	8	8	0.0%	0	0	--
\$100,000 to \$199,999	27	23	-14.8%	2	4	+100.0%
\$200,000 to \$299,999	21	23	+9.5%	48	63	+31.3%
\$300,000 to \$399,999	149	143	-4.0%	63	70	+11.1%
\$400,000 to \$499,999	190	181	-4.7%	14	13	-7.1%
\$500,000 to \$699,999	128	122	-4.7%	22	21	-4.5%
\$700,000 to \$999,999	81	83	+2.5%	14	15	+7.1%
\$1,000,000 to \$1,999,999	36	38	+5.6%	4	3	-25.0%
\$2,000,000 and Above	9	9	0.0%	0	0	--
<b>All Price Ranges</b>	<b>649</b>	<b>630</b>	<b>-2.9%</b>	<b>167</b>	<b>189</b>	<b>+13.2%</b>

### Year to Date

Single Family	Townhouse-Condo
---------------	-----------------

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

# Glossary of Terms

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<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers (e.g., Q3 New Listings are those listings with a system list date from July 1 through September 30).
<b>Pending Sales</b>	A count of all the listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
<b>Under Contract Activity</b>	A count of all listings Under Contract during the reported period. Listings that go Under Contract are counted each day. There is no maximum number of times a listing can be counted as Under Contract. For example, if a listing goes into Under Contract, out of Under Contract, then back into Under Contract all in one reported period, this listing would be counted twice.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
<b>Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

# Local Market Update for July 2019

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## Berthoud

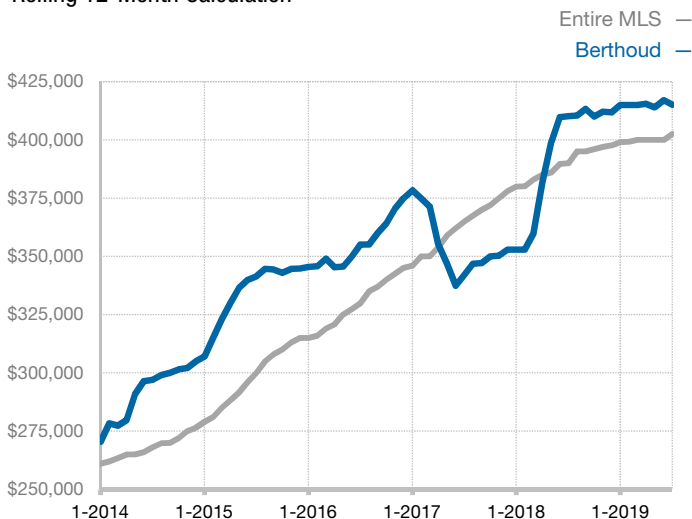
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	44	43	- 2.3%	308	338	+ 9.7%
Closed Sales	42	39	- 7.1%	197	277	+ 40.6%
Median Sales Price*	\$416,685	<b>\$392,775</b>	- 5.7%	\$412,150	<b>\$416,810</b>	+ 1.1%
Average Sales Price*	\$467,097	<b>\$458,549</b>	- 1.8%	\$455,807	<b>\$456,412</b>	+ 0.1%
Percent of List Price Received*	100.2%	<b>99.7%</b>	- 0.5%	99.8%	<b>99.6%</b>	- 0.2%
Days on Market Until Sale	96	87	- 9.4%	86	100	+ 16.3%
Inventory of Homes for Sale	117	83	- 29.1%	--	--	--
Months Supply of Inventory	4.2	2.4	- 42.9%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

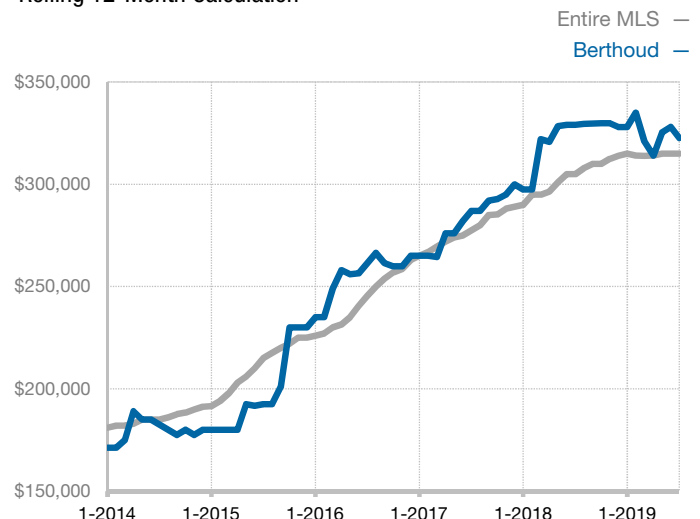
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	4	6	+ 50.0%	29	52	+ 79.3%
Closed Sales	1	4	+ 300.0%	15	19	+ 26.7%
Median Sales Price*	\$420,515	<b>\$307,500</b>	- 26.9%	\$335,000	<b>\$325,397</b>	- 2.9%
Average Sales Price*	\$420,515	<b>\$355,999</b>	- 15.3%	\$343,352	<b>\$330,494</b>	- 3.7%
Percent of List Price Received*	105.4%	<b>100.4%</b>	- 4.7%	101.0%	<b>101.7%</b>	+ 0.7%
Days on Market Until Sale	8	56	+ 600.0%	57	95	+ 66.7%
Inventory of Homes for Sale	10	13	+ 30.0%	--	--	--
Months Supply of Inventory	4.6	4.5	- 2.2%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for July 2019

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## Boulder

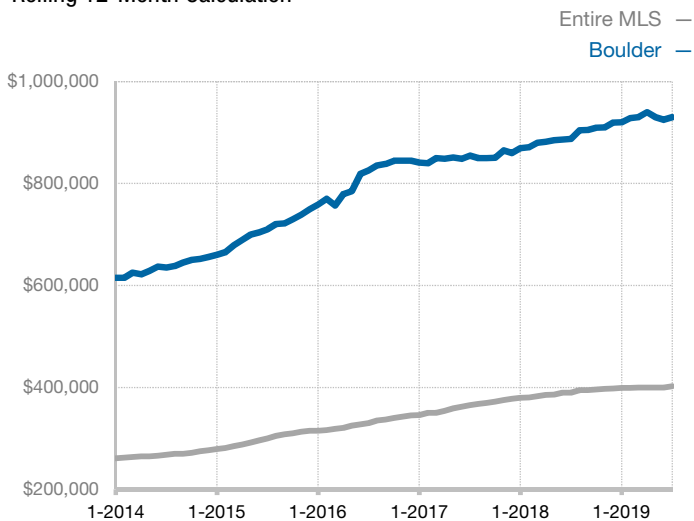
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	109	132	+ 21.1%	916	1,036	+ 13.1%
Closed Sales	91	93	+ 2.2%	574	543	- 5.4%
Median Sales Price*	\$980,000	\$1,000,000	+ 2.0%	\$931,200	\$950,000	+ 2.0%
Average Sales Price*	\$1,320,212	\$1,329,534	+ 0.7%	\$1,212,996	\$1,207,098	- 0.5%
Percent of List Price Received*	98.3%	97.4%	- 0.9%	99.2%	98.6%	- 0.6%
Days on Market Until Sale	62	61	- 1.6%	62	63	+ 1.6%
Inventory of Homes for Sale	240	299	+ 24.6%	--	--	--
Months Supply of Inventory	3.0	4.0	+ 33.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

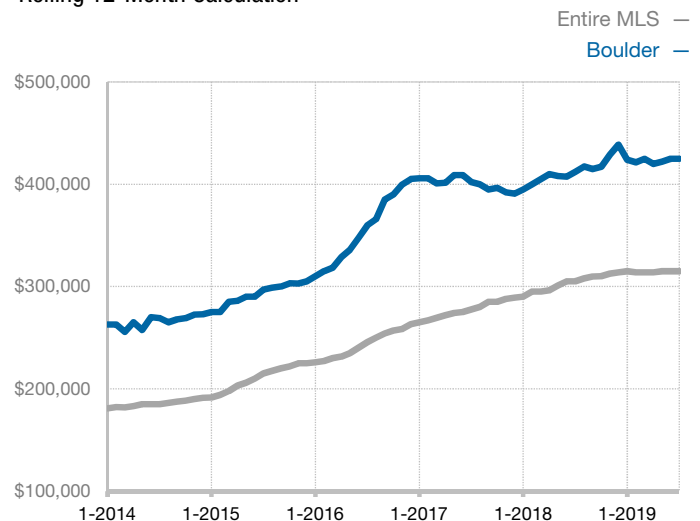
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	85	116	+ 36.5%	627	679	+ 8.3%
Closed Sales	67	74	+ 10.4%	441	380	- 13.8%
Median Sales Price*	\$447,500	\$429,950	- 3.9%	\$450,000	\$425,000	- 5.6%
Average Sales Price*	\$500,086	\$523,091	+ 4.6%	\$520,182	\$516,448	- 0.7%
Percent of List Price Received*	99.9%	98.7%	- 1.2%	100.4%	99.3%	- 1.1%
Days on Market Until Sale	50	108	+ 116.0%	49	72	+ 46.9%
Inventory of Homes for Sale	154	181	+ 17.5%	--	--	--
Months Supply of Inventory	2.6	3.5	+ 34.6%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for July 2019

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## Fort Collins

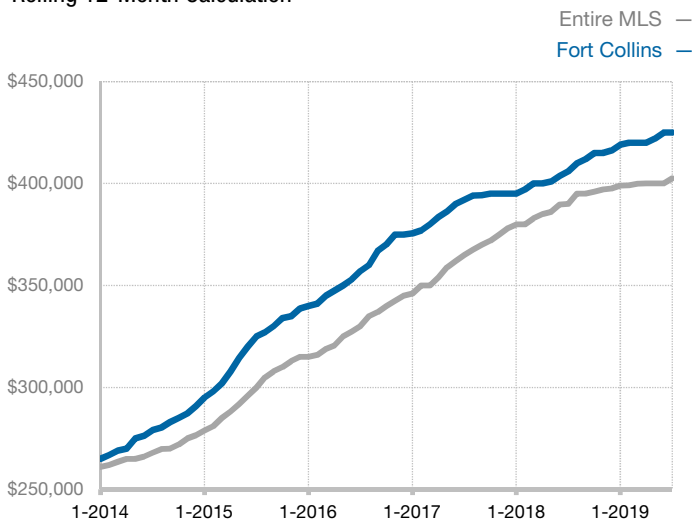
Single Family	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	264	<b>290</b>	+ 9.8%	1,800	<b>1,796</b>	- 0.2%
Closed Sales	235	<b>198</b>	- 15.7%	1,398	<b>1,212</b>	- 13.3%
Median Sales Price*	\$430,000	<b>\$439,750</b>	+ 2.3%	\$417,906	<b>\$431,000</b>	+ 3.1%
Average Sales Price*	\$459,967	<b>\$475,930</b>	+ 3.5%	\$464,037	<b>\$477,428</b>	+ 2.9%
Percent of List Price Received*	99.7%	<b>99.6%</b>	- 0.1%	100.0%	<b>99.4%</b>	- 0.6%
Days on Market Until Sale	53	<b>54</b>	+ 1.9%	59	<b>57</b>	- 3.4%
Inventory of Homes for Sale	351	<b>388</b>	+ 10.5%	--	--	--
Months Supply of Inventory	1.8	<b>2.2</b>	+ 22.2%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

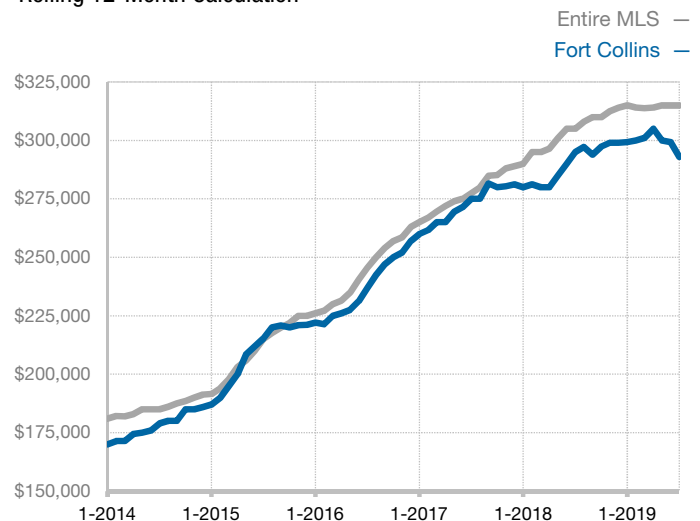
Townhouse-Condo	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	84	<b>113</b>	+ 34.5%	619	<b>677</b>	+ 9.4%
Closed Sales	91	<b>77</b>	- 15.4%	506	<b>451</b>	- 10.9%
Median Sales Price*	\$309,812	<b>\$285,000</b>	- 8.0%	\$300,000	<b>\$292,500</b>	- 2.5%
Average Sales Price*	\$329,672	<b>\$298,539</b>	- 9.4%	\$312,596	<b>\$310,537</b>	- 0.7%
Percent of List Price Received*	100.5%	<b>99.5%</b>	- 1.0%	100.2%	<b>99.3%</b>	- 0.9%
Days on Market Until Sale	101	<b>49</b>	- 51.5%	91	<b>66</b>	- 27.5%
Inventory of Homes for Sale	137	<b>159</b>	+ 16.1%	--	--	--
Months Supply of Inventory	2.0	<b>2.5</b>	+ 25.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for July 2019

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## Greeley

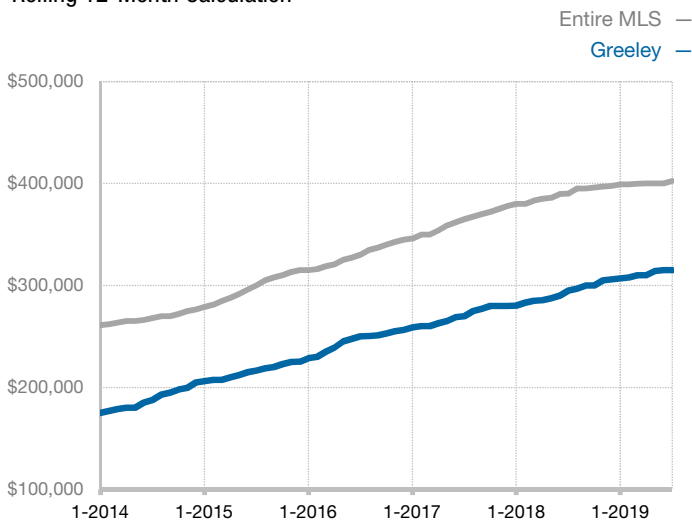
Single Family	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	181	178	- 1.7%	1,180	1,222	+ 3.6%
Closed Sales	187	152	- 18.7%	890	964	+ 8.3%
Median Sales Price*	\$310,400	<b>\$306,000</b>	- 1.4%	\$300,250	<b>\$317,960</b>	+ 5.9%
Average Sales Price*	\$314,347	<b>\$315,530</b>	+ 0.4%	\$320,260	<b>\$326,398</b>	+ 1.9%
Percent of List Price Received*	100.5%	<b>99.8%</b>	- 0.7%	100.3%	<b>99.7%</b>	- 0.6%
Days on Market Until Sale	72	45	- 37.5%	53	54	+ 1.9%
Inventory of Homes for Sale	176	171	- 2.8%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

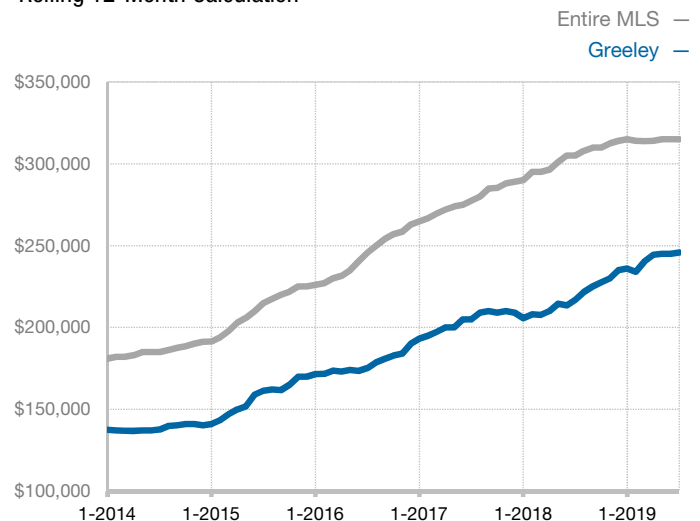
Townhouse-Condo	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	24	24	0.0%	192	205	+ 6.8%
Closed Sales	19	25	+ 31.6%	146	166	+ 13.7%
Median Sales Price*	\$240,000	<b>\$260,000</b>	+ 8.3%	\$219,750	<b>\$245,000</b>	+ 11.5%
Average Sales Price*	\$249,239	<b>\$257,962</b>	+ 3.5%	\$233,329	<b>\$247,523</b>	+ 6.1%
Percent of List Price Received*	100.1%	<b>99.0%</b>	- 1.1%	100.2%	<b>99.4%</b>	- 0.8%
Days on Market Until Sale	37	46	+ 24.3%	42	47	+ 11.9%
Inventory of Homes for Sale	26	30	+ 15.4%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for July 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

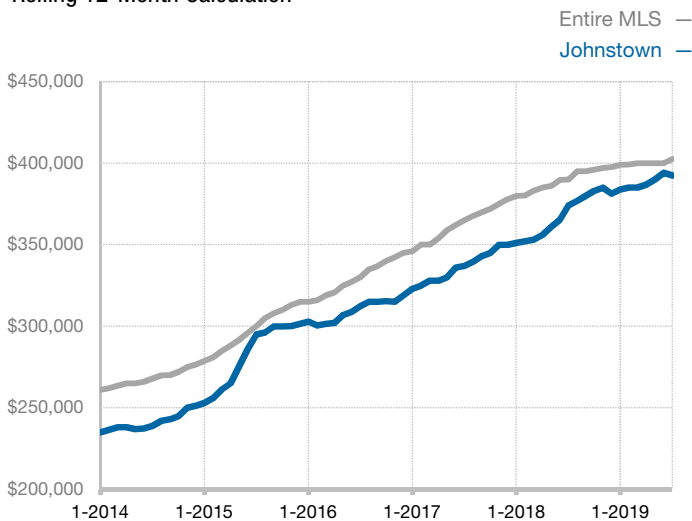
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	58	39	- 32.8%	353	329	- 6.8%
Closed Sales	34	44	+ 29.4%	267	230	- 13.9%
Median Sales Price*	\$386,750	<b>\$390,030</b>	+ 0.8%	\$378,500	<b>\$392,078</b>	+ 3.6%
Average Sales Price*	\$398,523	<b>\$414,306</b>	+ 4.0%	\$395,061	<b>\$412,460</b>	+ 4.4%
Percent of List Price Received*	99.5%	<b>99.6%</b>	+ 0.1%	100.1%	<b>99.7%</b>	- 0.4%
Days on Market Until Sale	70	<b>56</b>	- 20.0%	62	<b>72</b>	+ 16.1%
Inventory of Homes for Sale	68	<b>81</b>	+ 19.1%	--	--	--
Months Supply of Inventory	1.7	<b>2.5</b>	+ 47.1%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

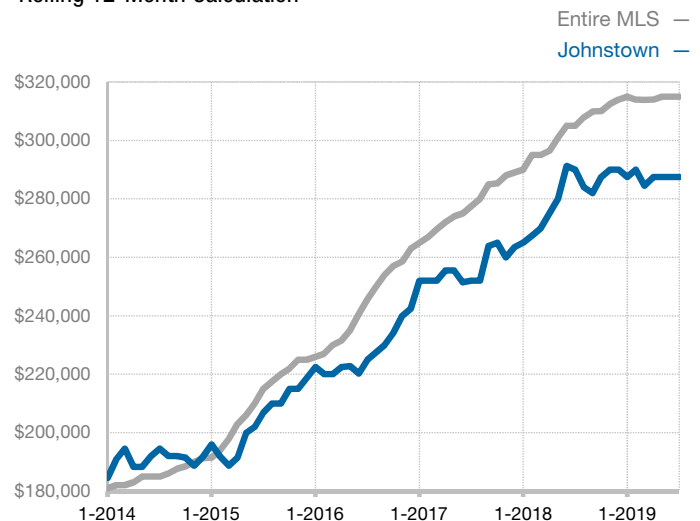
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	2	1	- 50.0%	18	11	- 38.9%
Closed Sales	1	3	+ 200.0%	14	12	- 14.3%
Median Sales Price*	\$290,000	<b>\$369,000</b>	+ 27.2%	\$291,250	<b>\$296,500</b>	+ 1.8%
Average Sales Price*	\$290,000	<b>\$346,667</b>	+ 19.5%	\$290,584	<b>\$312,017</b>	+ 7.4%
Percent of List Price Received*	98.6%	<b>99.4%</b>	+ 0.8%	99.1%	<b>99.3%</b>	+ 0.2%
Days on Market Until Sale	61	<b>77</b>	+ 26.2%	44	<b>66</b>	+ 50.0%
Inventory of Homes for Sale	2	<b>2</b>	0.0%	--	--	--
Months Supply of Inventory	0.9	<b>0.9</b>	0.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation





# Local Market Update for July 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

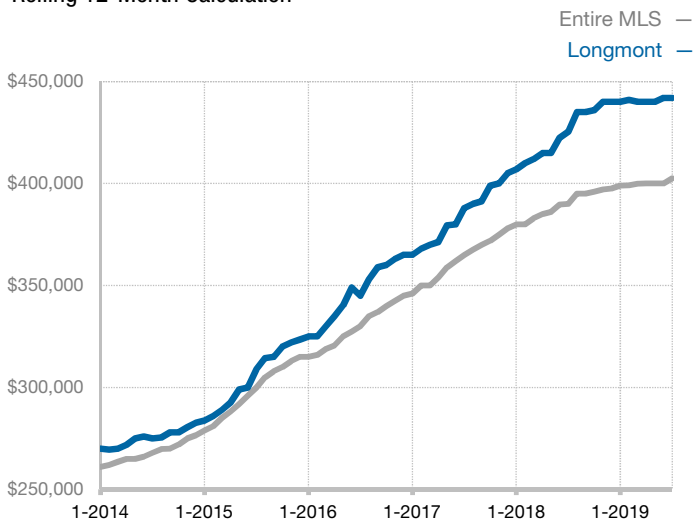
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	172	178	+ 3.5%	1,090	1,189	+ 9.1%
Closed Sales	125	143	+ 14.4%	758	785	+ 3.6%
Median Sales Price*	\$450,000	\$450,000	0.0%	\$442,200	\$447,000	+ 1.1%
Average Sales Price*	\$545,271	\$495,010	- 9.2%	\$512,163	\$496,297	- 3.1%
Percent of List Price Received*	100.0%	99.2%	- 0.8%	100.3%	99.2%	- 1.1%
Days on Market Until Sale	52	48	- 7.7%	55	57	+ 3.6%
Inventory of Homes for Sale	249	298	+ 19.7%	--	--	--
Months Supply of Inventory	2.2	2.6	+ 18.2%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

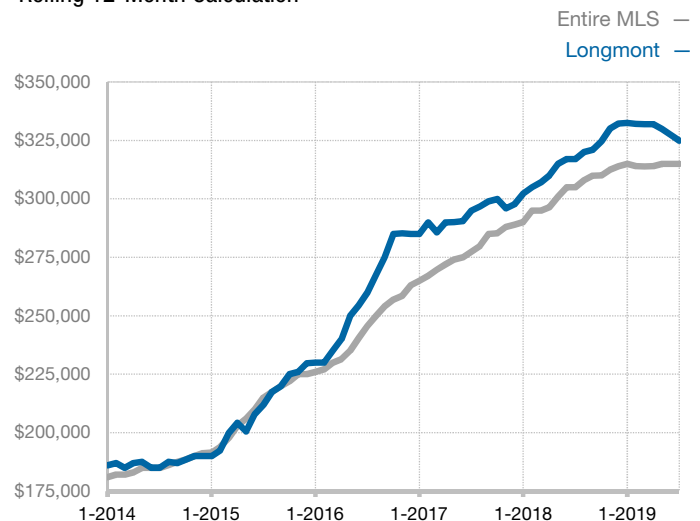
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	33	38	+ 15.2%	247	293	+ 18.6%
Closed Sales	21	30	+ 42.9%	190	207	+ 8.9%
Median Sales Price*	\$312,000	\$314,875	+ 0.9%	\$330,000	\$324,276	- 1.7%
Average Sales Price*	\$354,002	\$318,832	- 9.9%	\$352,127	\$339,693	- 3.5%
Percent of List Price Received*	100.2%	99.7%	- 0.5%	101.0%	99.8%	- 1.2%
Days on Market Until Sale	46	59	+ 28.3%	54	75	+ 38.9%
Inventory of Homes for Sale	39	77	+ 97.4%	--	--	--
Months Supply of Inventory	1.4	2.6	+ 85.7%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for July 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

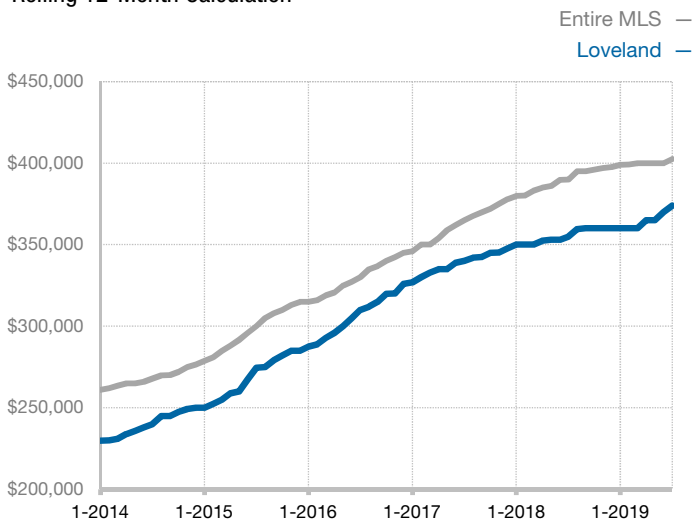
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	172	182	+ 5.8%	1,116	1,193	+ 6.9%
Closed Sales	138	137	- 0.7%	815	788	- 3.3%
Median Sales Price*	\$350,500	<b>\$389,900</b>	+ 11.2%	\$360,000	<b>\$380,000</b>	+ 5.6%
Average Sales Price*	\$406,038	<b>\$438,556</b>	+ 8.0%	\$408,155	<b>\$433,949</b>	+ 6.3%
Percent of List Price Received*	100.1%	<b>99.6%</b>	- 0.5%	100.1%	<b>99.3%</b>	- 0.8%
Days on Market Until Sale	68	54	- 20.6%	69	60	- 13.0%
Inventory of Homes for Sale	232	269	+ 15.9%	--	--	--
Months Supply of Inventory	1.8	2.3	+ 27.8%	--	--	--

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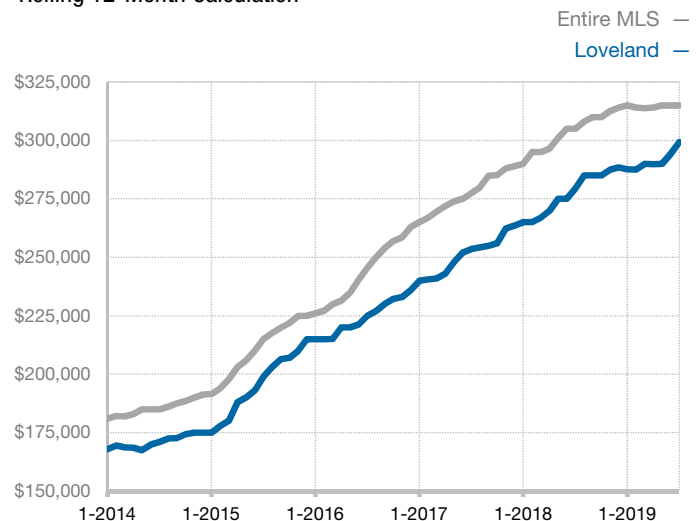
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	25	27	+ 8.0%	231	241	+ 4.3%
Closed Sales	28	37	+ 32.1%	204	192	- 5.9%
Median Sales Price*	\$280,250	<b>\$305,279</b>	+ 8.9%	\$286,250	<b>\$305,000</b>	+ 6.6%
Average Sales Price*	\$286,172	<b>\$315,429</b>	+ 10.2%	\$298,042	<b>\$314,366</b>	+ 5.5%
Percent of List Price Received*	100.2%	<b>100.4%</b>	+ 0.2%	100.4%	<b>100.3%</b>	- 0.1%
Days on Market Until Sale	78	143	+ 83.3%	108	132	+ 22.2%
Inventory of Homes for Sale	63	85	+ 34.9%	--	--	--
Months Supply of Inventory	2.4	3.3	+ 37.5%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for July 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

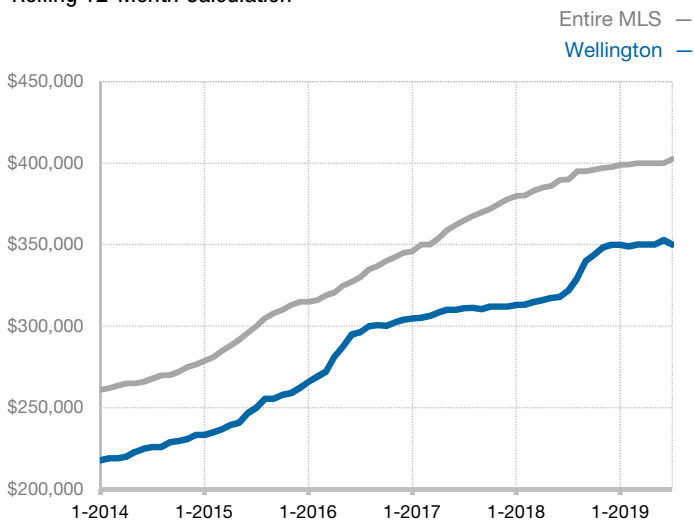
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	37	34	- 8.1%	212	272	+ 28.3%
Closed Sales	27	28	+ 3.7%	151	186	+ 23.2%
Median Sales Price*	\$374,900	<b>\$350,903</b>	- 6.4%	\$349,900	<b>\$355,000</b>	+ 1.5%
Average Sales Price*	\$408,228	<b>\$403,491</b>	- 1.2%	\$373,910	<b>\$377,966</b>	+ 1.1%
Percent of List Price Received*	100.0%	<b>99.6%</b>	- 0.4%	99.8%	<b>99.7%</b>	- 0.1%
Days on Market Until Sale	51	112	+ 119.6%	56	80	+ 42.9%
Inventory of Homes for Sale	42	73	+ 73.8%	--	--	--
Months Supply of Inventory	1.4	2.9	+ 107.1%	--	--	--

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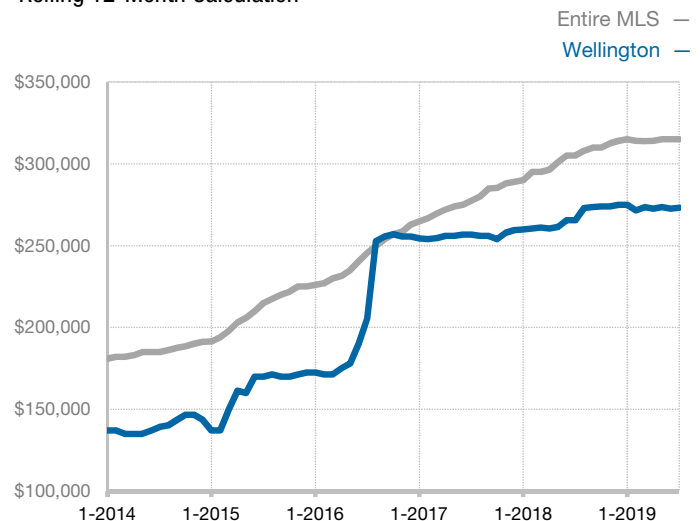
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	7	11	+ 57.1%	36	54	+ 50.0%
Closed Sales	2	1	- 50.0%	23	37	+ 60.9%
Median Sales Price*	\$290,225	<b>\$295,000</b>	+ 1.6%	\$266,100	<b>\$268,400</b>	+ 0.9%
Average Sales Price*	\$290,225	<b>\$295,000</b>	+ 1.6%	\$255,874	<b>\$267,290</b>	+ 4.5%
Percent of List Price Received*	108.9%	<b>101.7%</b>	- 6.6%	101.2%	<b>99.8%</b>	- 1.4%
Days on Market Until Sale	68	7	- 89.7%	54	105	+ 94.4%
Inventory of Homes for Sale	8	14	+ 75.0%	--	--	--
Months Supply of Inventory	2.4	2.7	+ 12.5%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for July 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

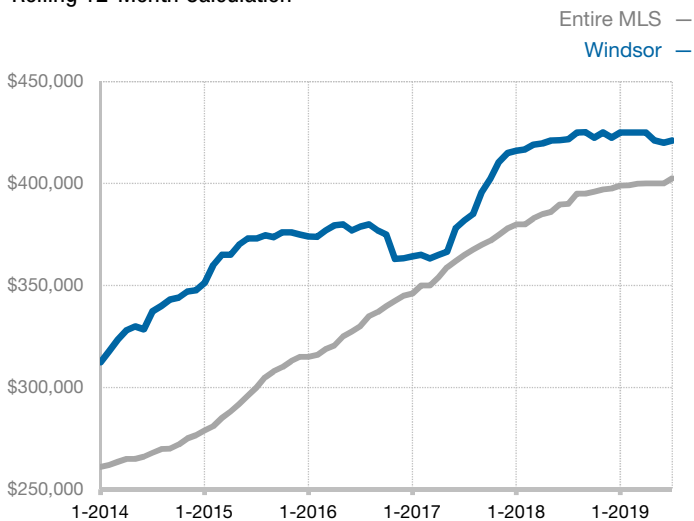
Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	111	114	+ 2.7%	721	880	+ 22.1%
Closed Sales	89	108	+ 21.3%	492	617	+ 25.4%
Median Sales Price*	\$425,000	<b>\$435,625</b>	+ 2.5%	\$421,100	<b>\$420,000</b>	- 0.3%
Average Sales Price*	\$464,181	<b>\$499,487</b>	+ 7.6%	\$462,995	<b>\$468,113</b>	+ 1.1%
Percent of List Price Received*	99.5%	<b>100.5%</b>	+ 1.0%	99.7%	<b>99.6%</b>	- 0.1%
Days on Market Until Sale	79	81	+ 2.5%	92	90	- 2.2%
Inventory of Homes for Sale	204	252	+ 23.5%	--	--	--
Months Supply of Inventory	3.0	3.1	+ 3.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	9	29	+ 222.2%	98	139	+ 41.8%
Closed Sales	7	8	+ 14.3%	61	77	+ 26.2%
Median Sales Price*	\$320,000	<b>\$339,558</b>	+ 6.1%	\$330,000	<b>\$326,112</b>	- 1.2%
Average Sales Price*	\$305,320	<b>\$345,653</b>	+ 13.2%	\$323,516	<b>\$330,192</b>	+ 2.1%
Percent of List Price Received*	101.1%	<b>99.6%</b>	- 1.5%	101.1%	<b>100.3%</b>	- 0.8%
Days on Market Until Sale	77	103	+ 33.8%	124	160	+ 29.0%
Inventory of Homes for Sale	65	71	+ 9.2%	--	--	--
Months Supply of Inventory	7.6	6.4	- 15.8%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation

