



# FCBR 2021

FORT COLLINS BOARD OF REALTORS®

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# Monthly Indicators



## August 2021

New Listings were down 11.5 percent for single family homes and 2.0 percent for townhouse-condo properties. Pending Sales landed at 298 for single family homes and 86 for townhouse-condo properties.

The Median Sales Price was up 20.7 percent to \$555,000 for single family homes and 17.0 percent to \$370,500 for townhouse-condo properties. Days on Market decreased 25.8 percent for single family homes and 11.1 percent for townhouse-condo properties.

In new construction, home builders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

## Activity Snapshot

**- 16.2%**    **- 25.8%**    **+ 20.7%**

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>
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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	8-2020	8-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		357	<b>316</b>	- 11.5%	2,678	<b>2,463</b>	- 8.0%
<b>Pending Sales</b>		343	<b>298</b>	- 13.1%	2,239	<b>2,219</b>	- 0.9%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		359	<b>301</b>	- 16.2%	1,962	<b>2,128</b>	+ 8.5%
<b>Median Sales Price</b>		\$460,000	<b>\$555,000</b>	+ 20.7%	\$440,000	<b>\$515,000</b>	+ 17.0%
<b>Avg. Sales Price</b>		\$527,592	<b>\$629,705</b>	+ 19.4%	\$495,278	<b>\$580,155</b>	+ 17.1%
<b>Pct. of List Price Received</b>		99.7%	<b>102.4%</b>	+ 2.7%	99.5%	<b>102.8%</b>	+ 3.3%
<b>Days on Market</b>		66	<b>49</b>	- 25.8%	74	<b>54</b>	- 27.0%
<b>Affordability Index</b>		86	<b>70</b>	- 18.6%	90	<b>76</b>	- 15.6%
<b>Active Listings</b>		448	<b>258</b>	- 42.4%	--	--	--
<b>Months Supply</b>		1.9	<b>0.9</b>	- 52.6%	--	--	--

# 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.



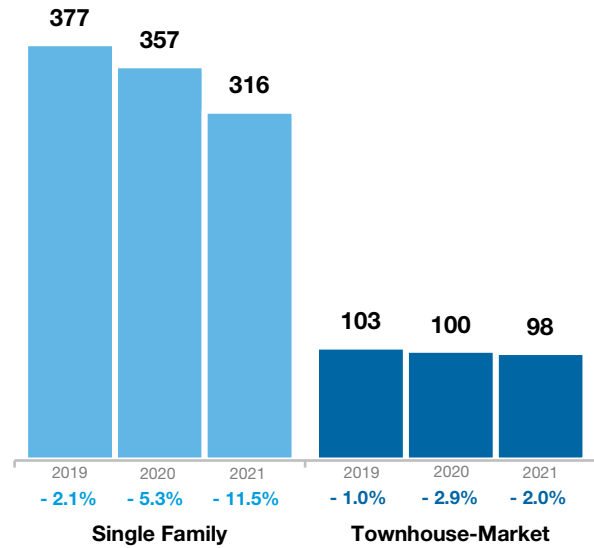
Key Metrics	Historical Sparkbars	8-2020	8-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		100	98	- 2.0%	796	773	- 2.9%
<b>Pending Sales</b>		87	86	- 1.1%	656	714	+ 8.8%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		88	80	- 9.1%	633	706	+ 11.5%
<b>Median Sales Price</b>		\$316,713	\$370,500	+ 17.0%	\$314,000	\$355,411	+ 13.2%
<b>Avg. Sales Price</b>		\$325,879	\$388,136	+ 19.1%	\$330,509	\$380,868	+ 15.2%
<b>Pct. of List Price Received</b>		99.2%	101.4%	+ 2.2%	99.1%	101.6%	+ 2.5%
<b>Days on Market</b>		81	72	- 11.1%	96	66	- 31.3%
<b>Affordability Index</b>		125	105	- 16.0%	126	110	- 12.7%
<b>Active Listings</b>		170	76	- 55.3%	--	--	--
<b>Months Supply</b>		2.3	0.9	- 60.9%	--	--	--

# New Listings

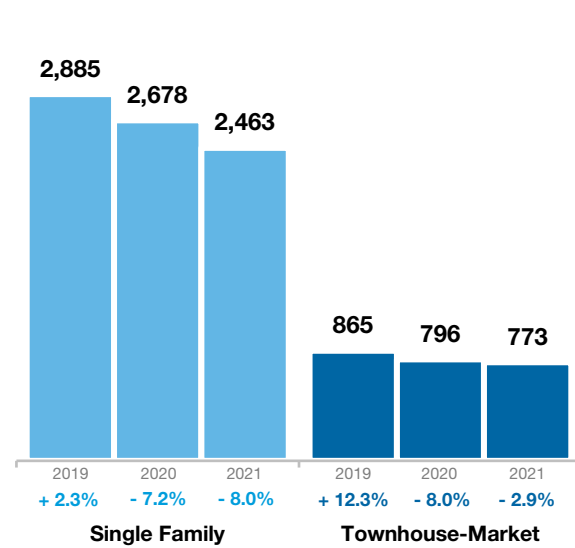
A count of the properties that have been newly listed on the market in a given month.



## August

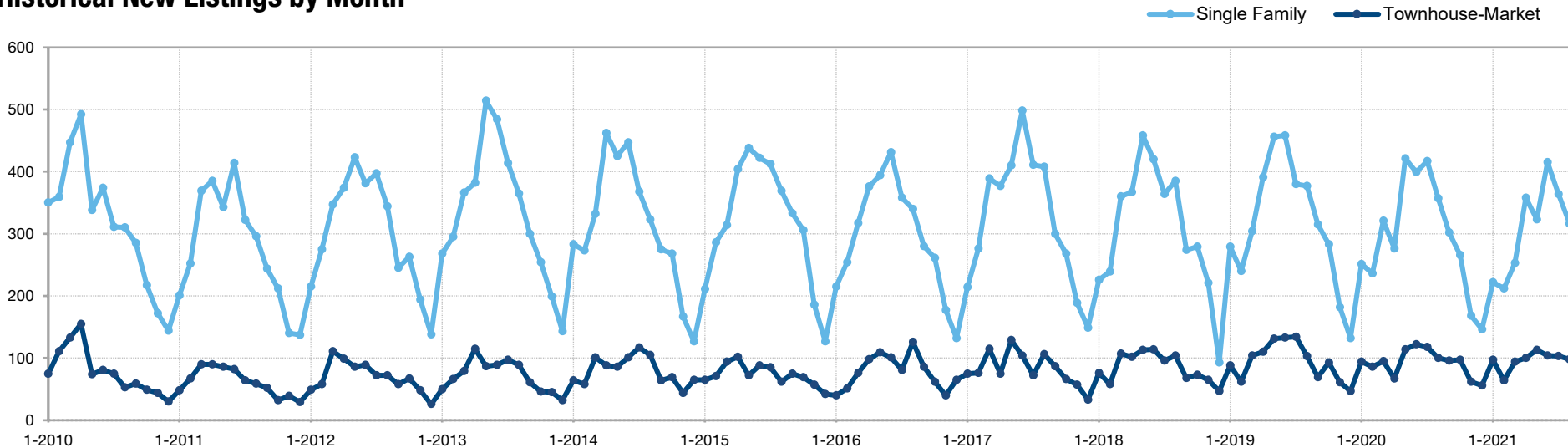


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2020	302	-4.1%	96	+39.1%
Oct-2020	266	-6.0%	97	+4.3%
Nov-2020	168	-7.7%	62	+1.6%
Dec-2020	146	+10.6%	56	+19.1%
Jan-2021	222	-11.6%	97	+3.2%
Feb-2021	212	-10.2%	64	-25.6%
Mar-2021	253	-21.2%	94	-1.1%
Apr-2021	358	+29.7%	100	+49.3%
May-2021	323	-23.3%	113	-0.9%
Jun-2021	415	+4.0%	104	-14.8%
Jul-2021	364	-12.7%	103	-12.7%
<b>Aug-2021</b>	<b>316</b>	<b>-11.5%</b>	<b>98</b>	<b>-2.0%</b>
12-Month Avg	279	-6.8%	90	+1.7%

## Historical New Listings by Month

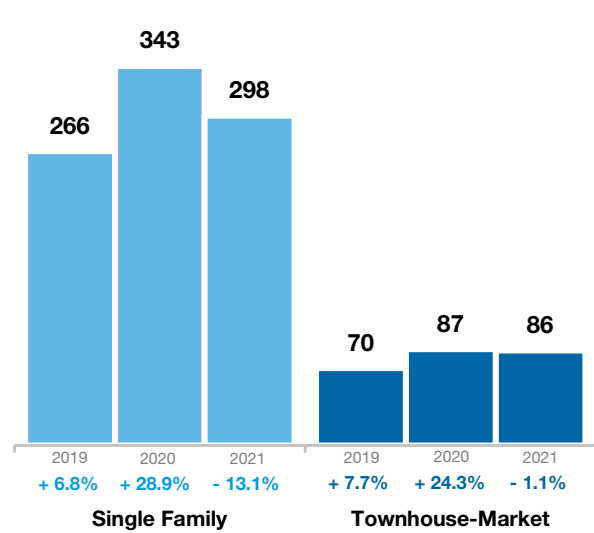


# Pending Sales

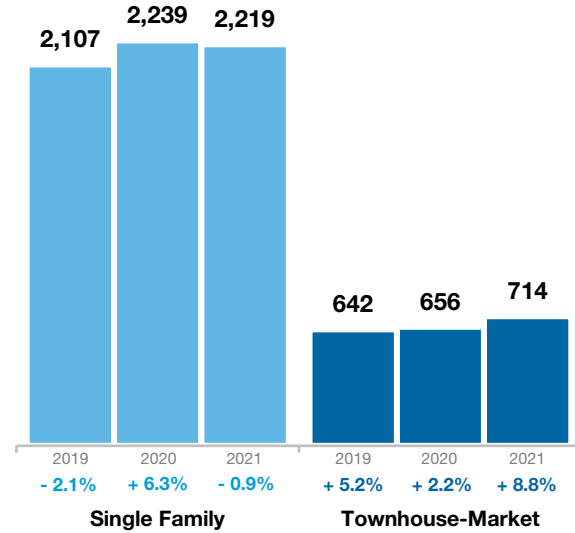
A count of the properties on which offers have been accepted in a given month.



## August

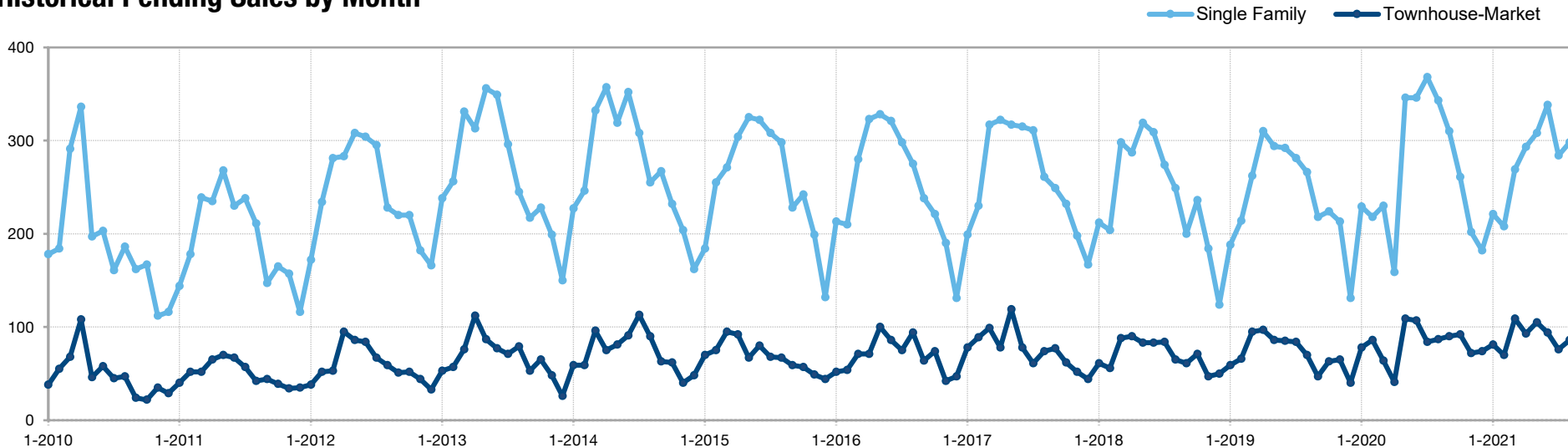


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2020	310	+42.2%	90	+91.5%
Oct-2020	261	+16.5%	92	+46.0%
Nov-2020	202	-5.2%	72	+10.8%
Dec-2020	182	+38.9%	74	+85.0%
Jan-2021	221	-3.5%	81	+3.8%
Feb-2021	208	-4.6%	70	-18.6%
Mar-2021	269	+17.0%	109	+70.3%
Apr-2021	293	+84.3%	93	+126.8%
May-2021	308	-11.0%	105	-3.7%
Jun-2021	338	-2.3%	94	-12.1%
Jul-2021	284	-22.8%	76	-9.5%
<b>Aug-2021</b>	<b>298</b>	<b>-13.1%</b>	<b>86</b>	<b>-1.1%</b>
12-Month Avg	265	+4.9%	87	+19.6%

## Historical Pending Sales by Month

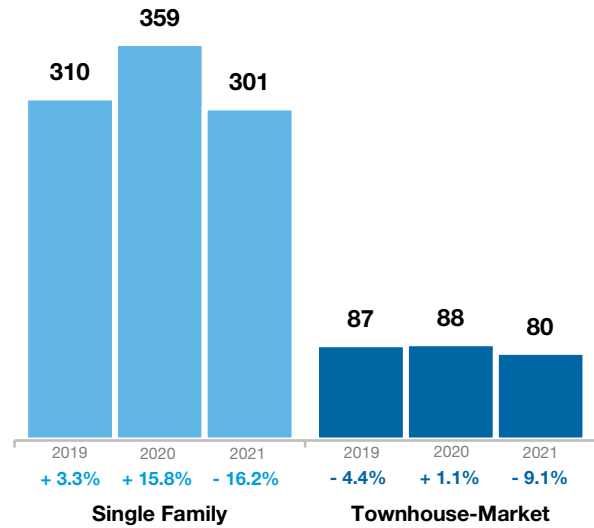


# Sold Listings

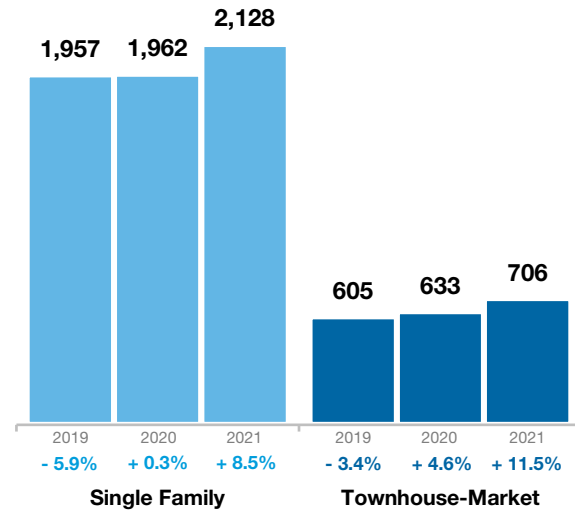
A count of the actual sales that closed in a given month.



## August

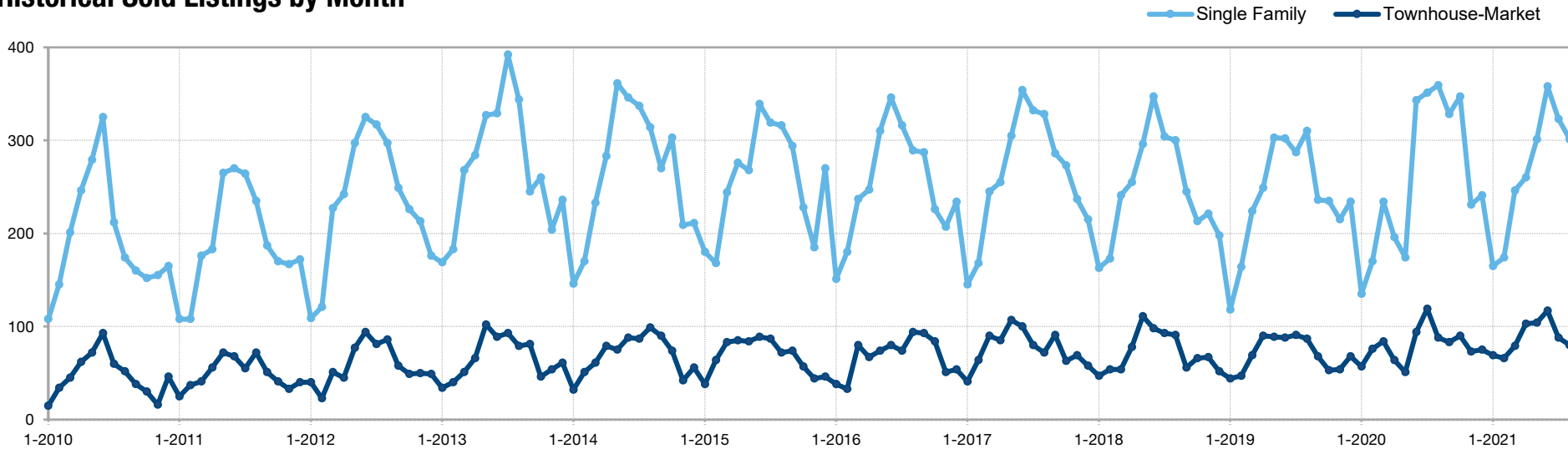


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2020	328	+39.0%	83	+22.1%
Oct-2020	347	+47.7%	90	+69.8%
Nov-2020	231	+7.4%	73	+35.2%
Dec-2020	241	+3.0%	75	+10.3%
Jan-2021	165	+22.2%	69	+21.1%
Feb-2021	174	+2.4%	66	-13.2%
Mar-2021	246	+5.1%	79	-6.0%
Apr-2021	260	+32.7%	103	+60.9%
May-2021	301	+73.0%	104	+103.9%
Jun-2021	358	+4.4%	117	+24.5%
Jul-2021	323	-8.0%	88	-26.1%
<b>Aug-2021</b>	<b>301</b>	<b>-16.2%</b>	<b>80</b>	<b>-9.1%</b>
12-Month Avg	273	+13.6%	86	+17.2%

## Historical Sold Listings by Month

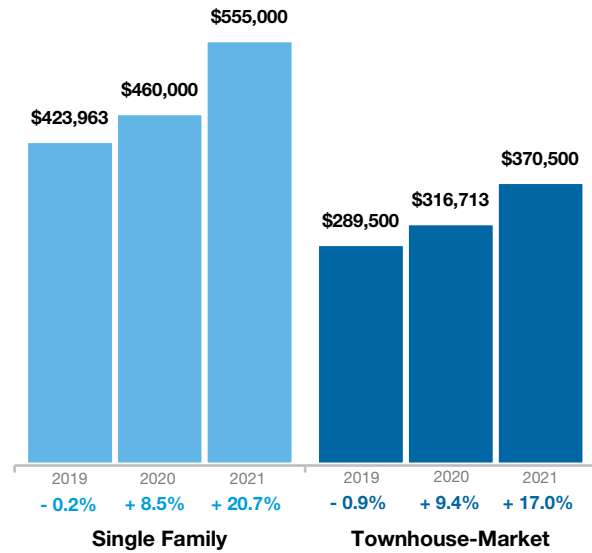


# Median Sales Price

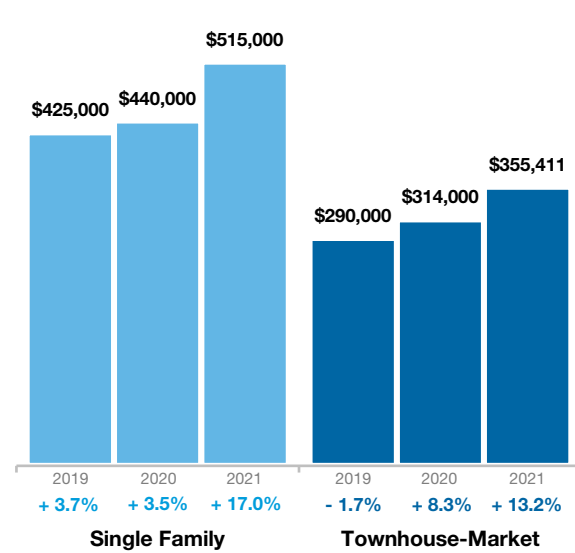
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



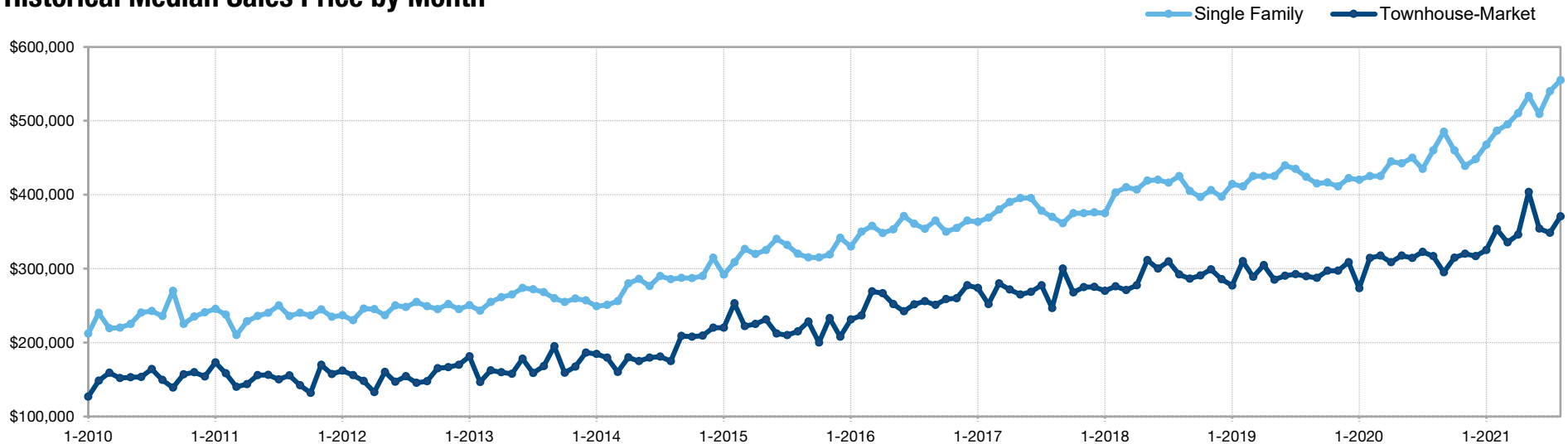
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2020	\$485,000	+16.9%	\$295,000	+2.6%
Oct-2020	\$460,000	+10.4%	\$314,700	+6.0%
Nov-2020	\$438,700	+6.7%	\$320,000	+7.7%
Dec-2020	\$448,000	+6.1%	\$316,885	+2.6%
Jan-2021	\$467,500	+11.3%	\$325,000	+18.8%
Feb-2021	\$486,500	+14.5%	\$353,466	+12.4%
Mar-2021	\$495,000	+16.5%	\$335,500	+5.7%
Apr-2021	\$510,000	+14.6%	\$346,000	+12.1%
May-2021	\$533,435	+20.6%	\$403,750	+27.2%
Jun-2021	\$509,000	+13.1%	\$354,000	+12.6%
Jul-2021	\$540,000	+24.1%	\$348,500	+8.0%
<b>Aug-2021</b>	<b>\$555,000</b>	<b>+20.7%</b>	<b>\$370,500</b>	<b>+17.0%</b>
12-Month Avg*	\$495,000	+14.5%	\$340,000	+9.9%

\* Median Sales Price for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



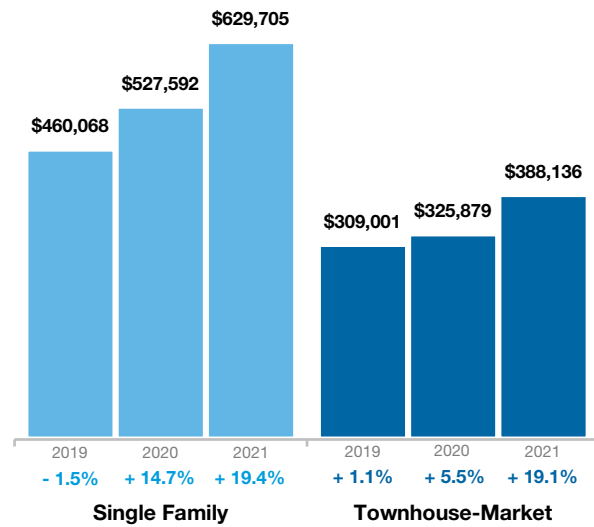


# Average Sales Price

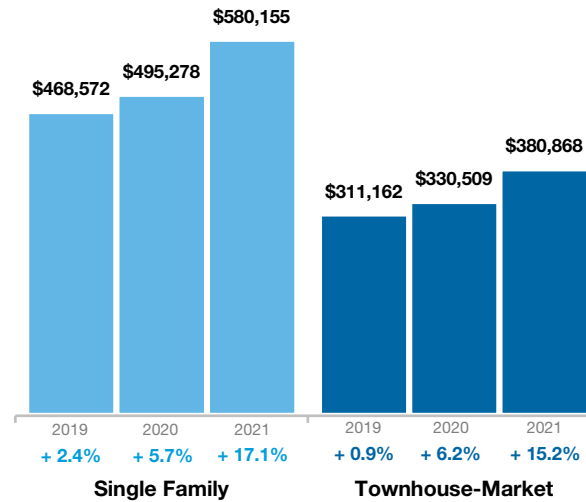
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



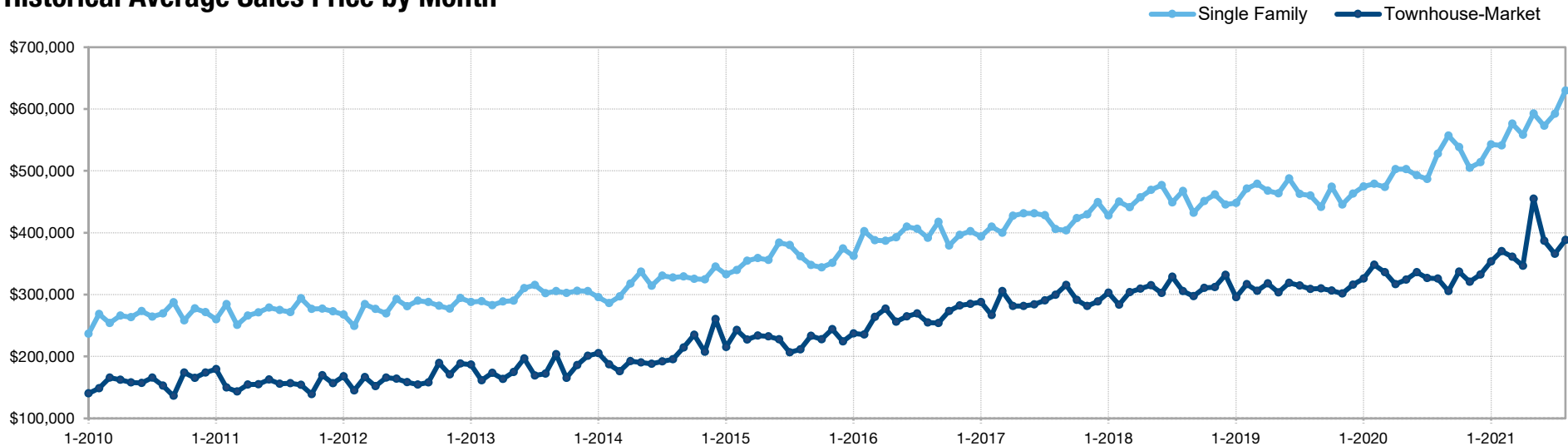
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2020	\$557,051	+26.2%	\$305,411	-1.5%
Oct-2020	\$538,169	+13.4%	\$336,903	+9.9%
Nov-2020	\$504,893	+13.4%	\$320,831	+6.3%
Dec-2020	\$513,859	+11.0%	\$332,438	+5.3%
Jan-2021	\$542,544	+14.3%	\$353,445	+8.5%
Feb-2021	\$540,921	+12.9%	\$370,011	+6.3%
Mar-2021	\$576,045	+21.6%	\$361,233	+7.5%
Apr-2021	\$558,052	+11.0%	\$346,681	+9.5%
May-2021	\$592,727	+17.9%	\$455,018	+40.4%
Jun-2021	\$572,755	+16.2%	\$386,900	+15.1%
Jul-2021	\$592,045	+21.6%	\$365,895	+11.9%
<b>Aug-2021</b>	<b>\$629,705</b>	<b>+19.4%</b>	<b>\$388,136</b>	<b>+19.1%</b>
12-Month Avg*	\$563,195	+16.6%	\$363,113	+11.9%

\* Avg. Sales Price for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



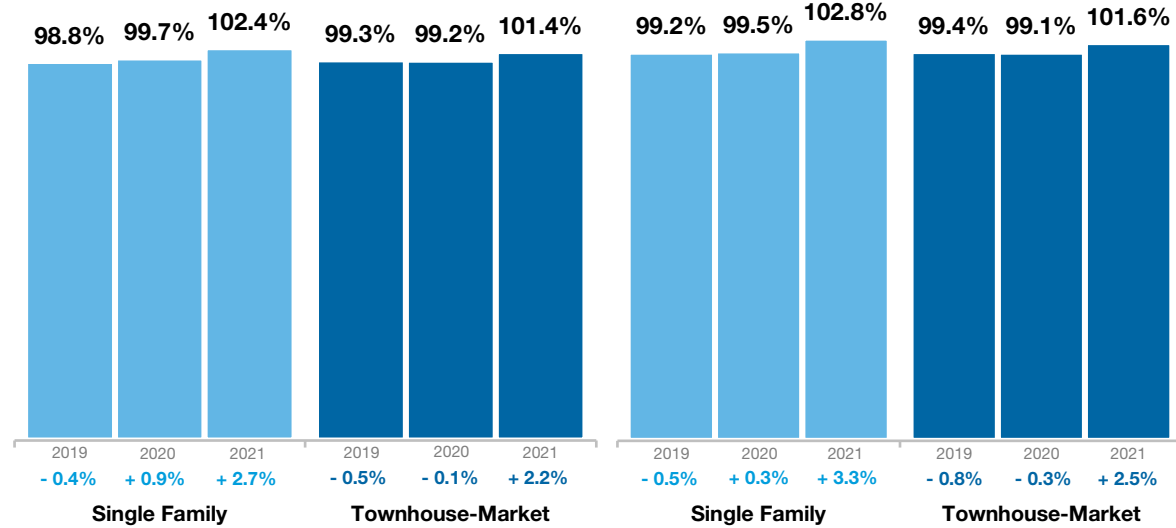
# Percent of List Price Received

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.



## August

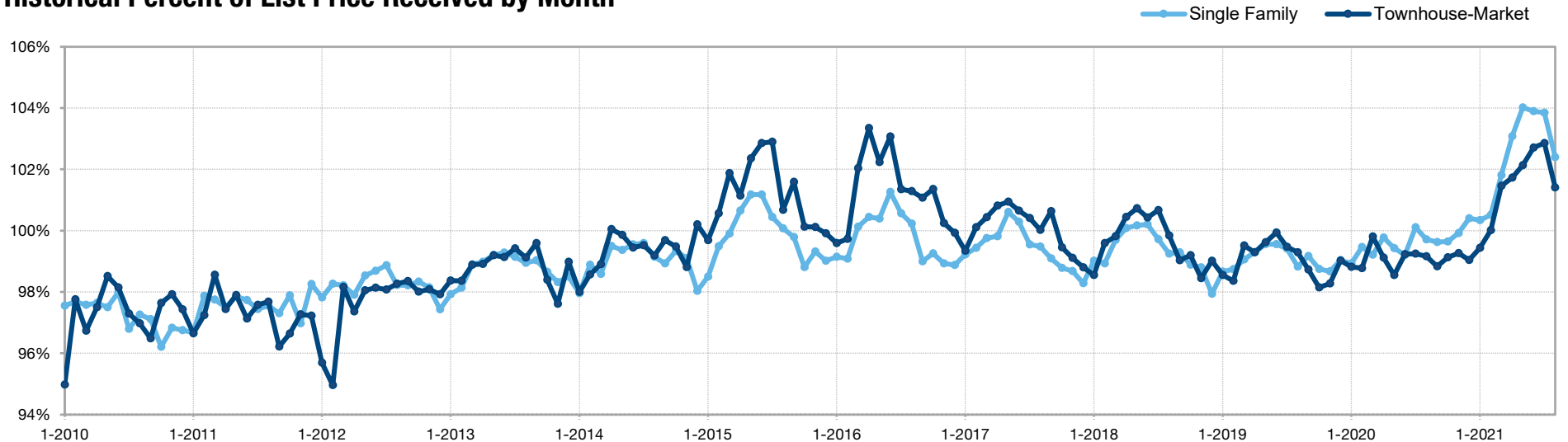
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2020	99.6%	+0.4%	98.8%	+0.1%
Oct-2020	99.6%	+0.9%	99.1%	+1.0%
Nov-2020	99.9%	+1.2%	99.3%	+1.0%
Dec-2020	100.4%	+1.4%	99.0%	0.0%
Jan-2021	100.3%	+1.4%	99.4%	+0.6%
Feb-2021	100.5%	+1.0%	100.0%	+1.2%
Mar-2021	101.8%	+2.6%	101.5%	+1.7%
Apr-2021	103.1%	+3.3%	101.7%	+2.6%
May-2021	104.0%	+4.6%	102.1%	+3.5%
Jun-2021	103.9%	+4.7%	102.7%	+3.5%
Jul-2021	103.8%	+3.7%	102.9%	+3.7%
<b>Aug-2021</b>	<b>102.4%</b>	<b>+2.7%</b>	<b>101.4%</b>	<b>+2.2%</b>
12-Month Avg*	99.3%	+2.4%	99.0%	+1.9%

\* Pct. of List Price Received for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



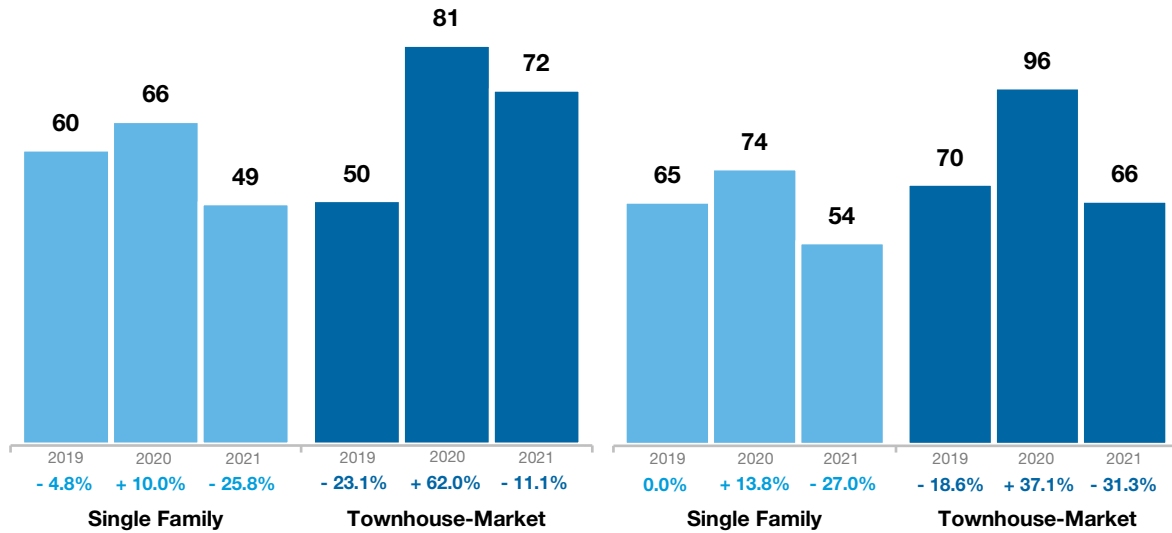
# Days on Market Until Sale

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



## August

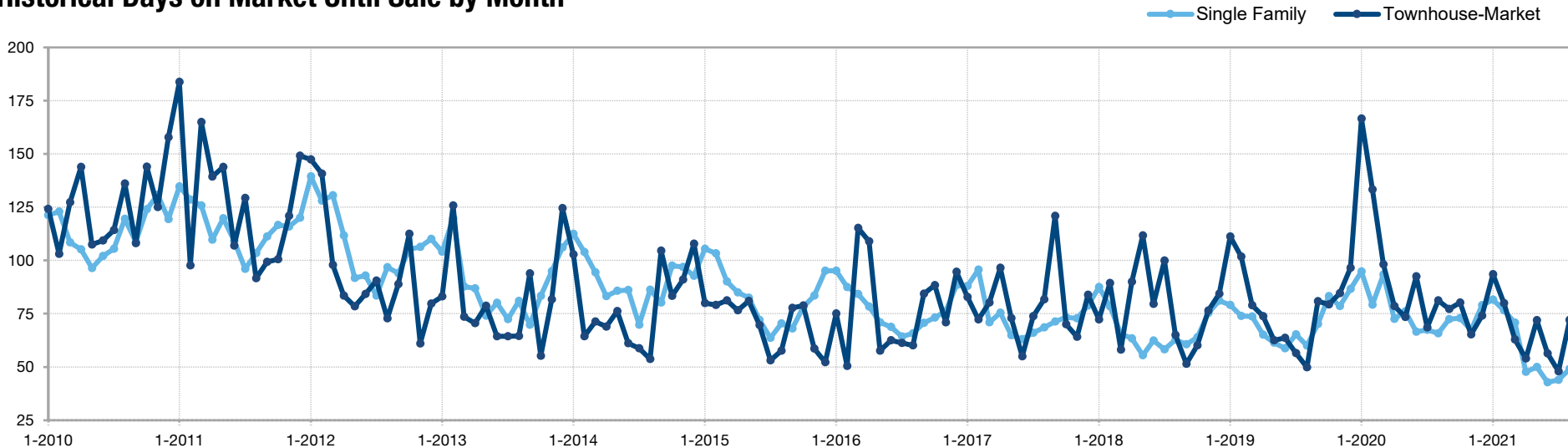
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2020	72	+2.9%	77	-4.9%
Oct-2020	73	-12.0%	80	+1.3%
Nov-2020	67	-15.2%	65	-23.5%
Dec-2020	79	-9.2%	74	-22.9%
Jan-2021	82	-13.7%	94	-43.7%
Feb-2021	77	-2.5%	80	-39.8%
Mar-2021	71	-23.7%	63	-35.7%
Apr-2021	48	-34.2%	54	-31.6%
May-2021	50	-34.2%	72	-1.4%
Jun-2021	43	-35.8%	56	-39.1%
Jul-2021	44	-34.3%	48	-29.4%
<b>Aug-2021</b>	<b>49</b>	<b>-25.8%</b>	<b>72</b>	<b>-11.1%</b>
12-Month Avg	61	-19.8%	68	-26.5%

\* Days on Market for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



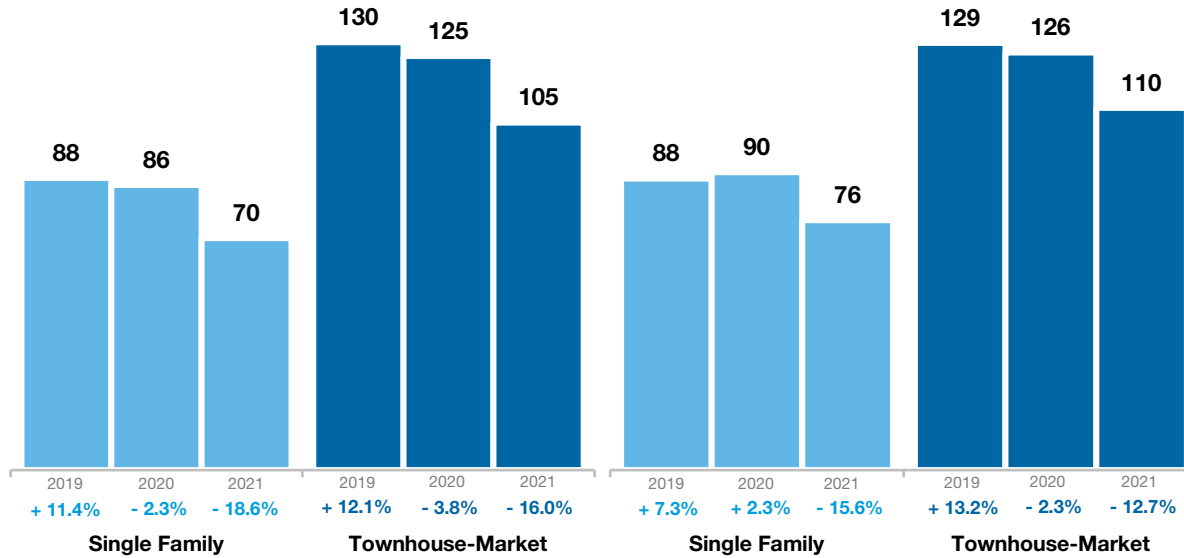
# Housing Affordability Index

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.



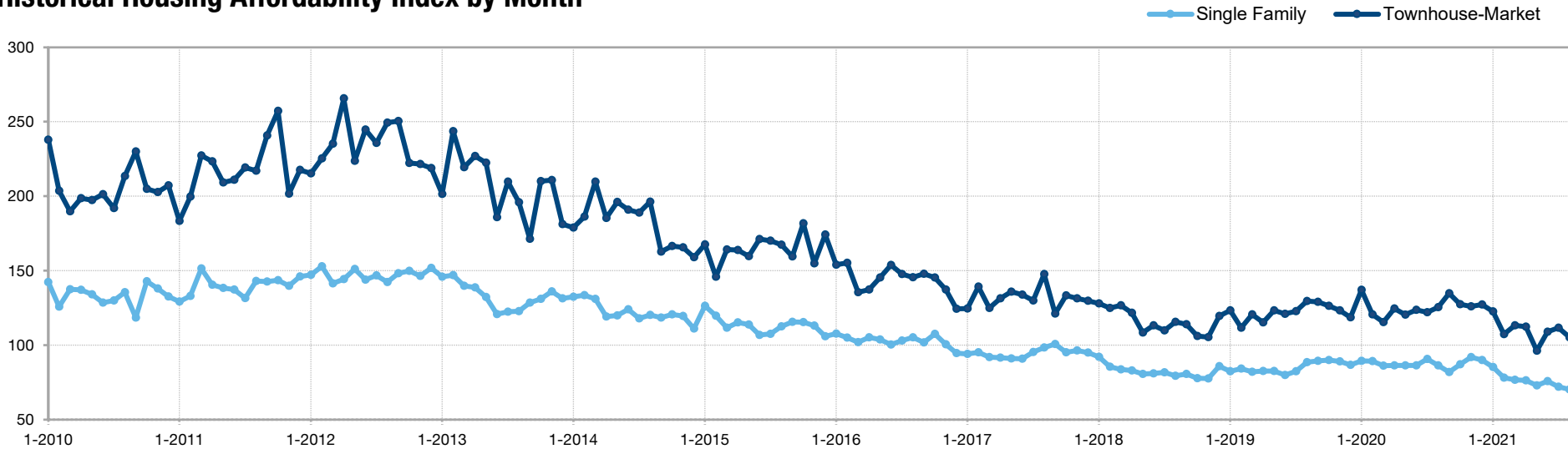
## August

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2020	82	-7.9%	135	+4.7%
Oct-2020	87	-3.3%	127	+0.8%
Nov-2020	92	+3.4%	126	+2.4%
Dec-2020	90	+3.4%	127	+6.7%
Jan-2021	85	-4.5%	123	-10.2%
Feb-2021	78	-12.4%	107	-11.6%
Mar-2021	77	-10.5%	113	-1.7%
Apr-2021	76	-11.6%	112	-9.7%
May-2021	73	-15.1%	96	-20.0%
Jun-2021	76	-11.6%	109	-12.1%
Jul-2021	72	-20.9%	112	-8.2%
<b>Aug-2021</b>	<b>70</b>	<b>-18.6%</b>	<b>105</b>	<b>-16.0%</b>
12-Month Avg	80	-20.5%	88	-15.2%

## Historical Housing Affordability Index by Month

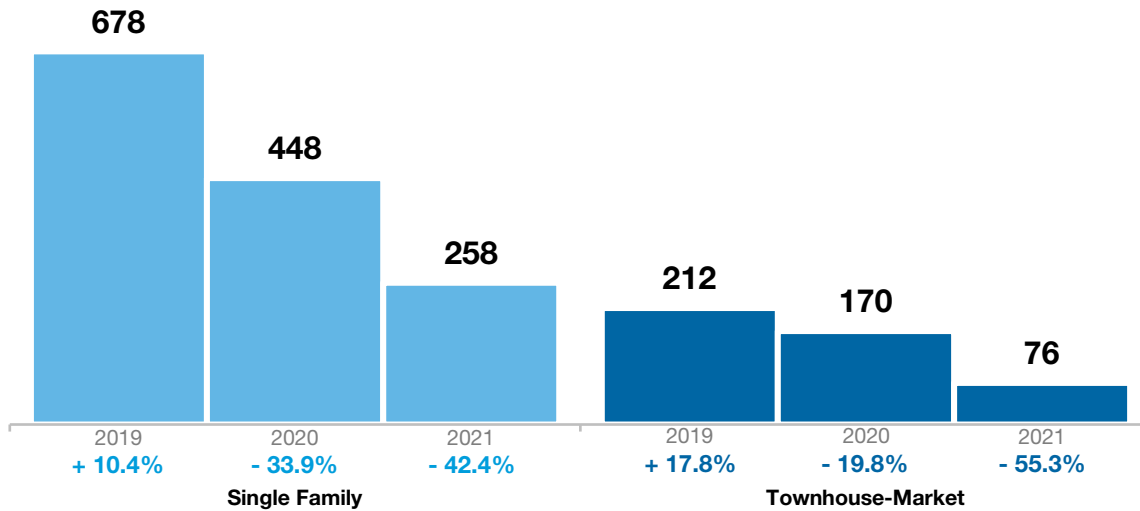


# Inventory of Active Listings

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



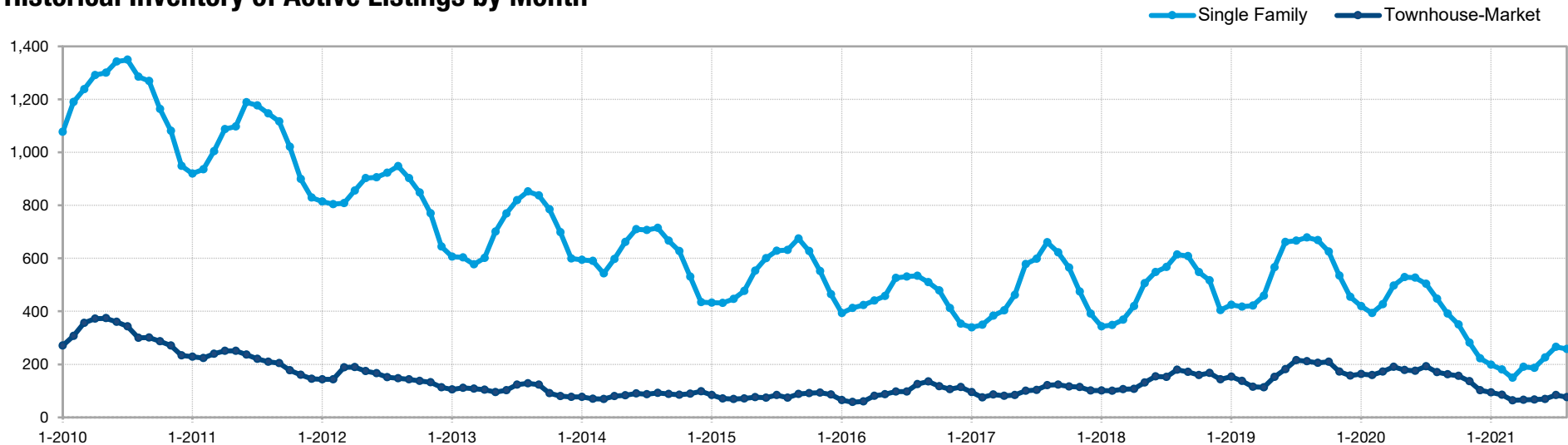
## August



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2020	391	-41.5%	162	-21.4%
Oct-2020	350	-44.0%	156	-25.7%
Nov-2020	282	-47.3%	136	-21.4%
Dec-2020	223	-51.0%	102	-35.0%
Jan-2021	199	-52.5%	94	-42.3%
Feb-2021	181	-53.9%	85	-46.5%
Mar-2021	149	-65.0%	64	-63.0%
Apr-2021	191	-61.6%	66	-65.4%
May-2021	187	-64.7%	67	-62.6%
Jun-2021	226	-57.1%	69	-60.8%
Jul-2021	266	-47.2%	84	-56.5%
<b>Aug-2021</b>	<b>258</b>	<b>-42.4%</b>	<b>76</b>	<b>-55.3%</b>
12-Month Avg*	242	-51.8%	97	-46.0%

\* Active Listings for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

## Historical Inventory of Active Listings by Month

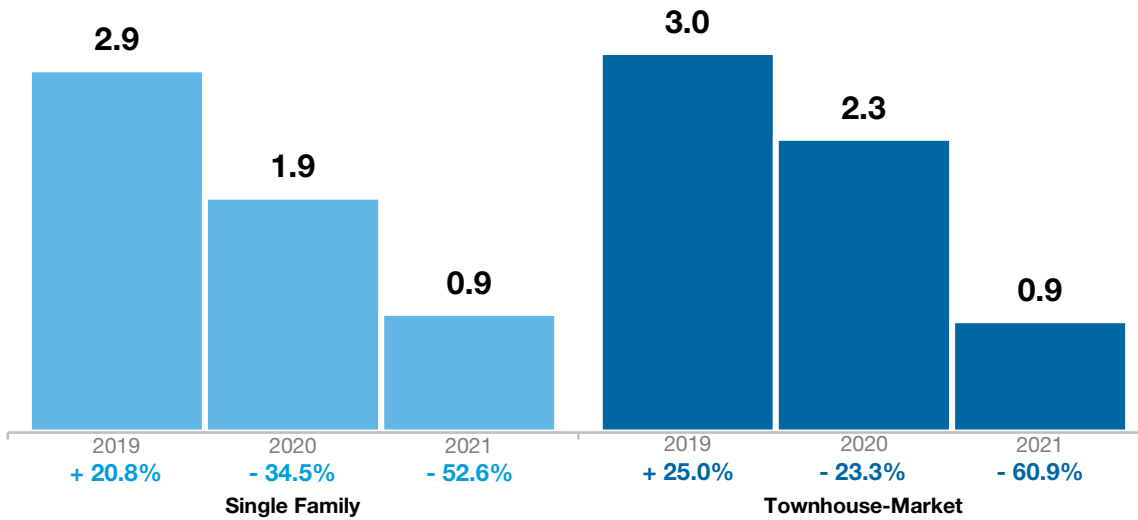


# Months Supply of Inventory

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.



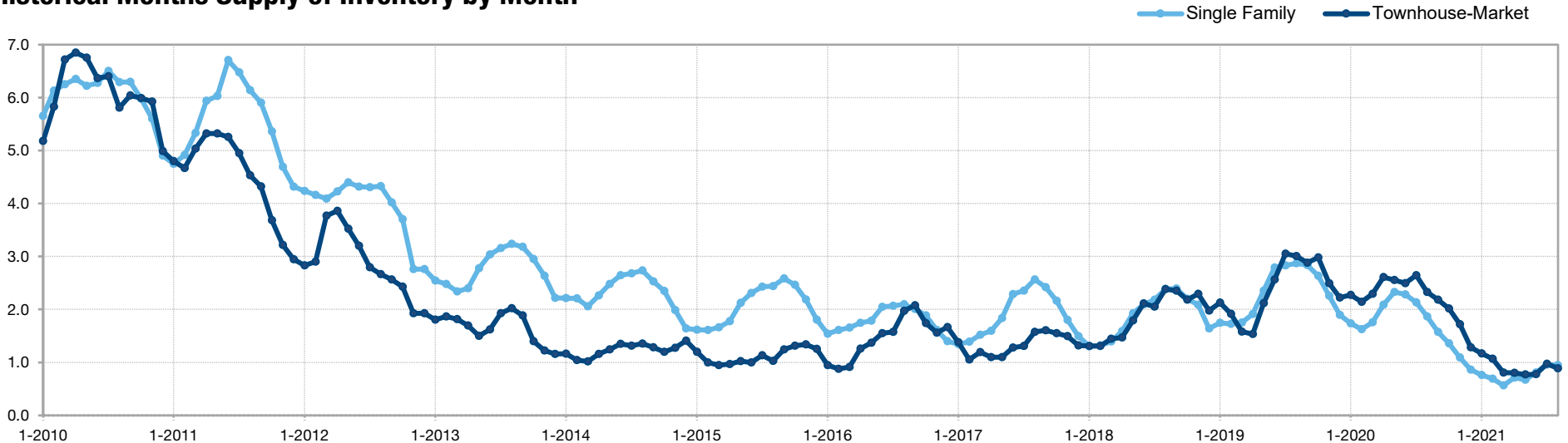
## August



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Sep-2020	1.6	-42.9%	2.2	-24.1%
Oct-2020	1.4	-46.2%	2.0	-33.3%
Nov-2020	1.1	-52.2%	1.7	-32.0%
Dec-2020	0.9	-52.6%	1.3	-40.9%
Jan-2021	0.8	-52.9%	1.2	-47.8%
Feb-2021	0.7	-56.3%	1.1	-47.6%
Mar-2021	0.6	-66.7%	0.8	-65.2%
Apr-2021	0.7	-66.7%	0.8	-69.2%
May-2021	0.7	-69.6%	0.8	-69.2%
Jun-2021	0.8	-65.2%	0.8	-68.0%
Jul-2021	1.0	-52.4%	1.0	-61.5%
<b>Aug-2021</b>	<b>0.9</b>	<b>-52.6%</b>	<b>0.9</b>	<b>-60.9%</b>
12-Month Avg*	0.9	-56.8%	1.2	-51.7%

\* Months Supply for all properties from September 2020 through August 2021. 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.



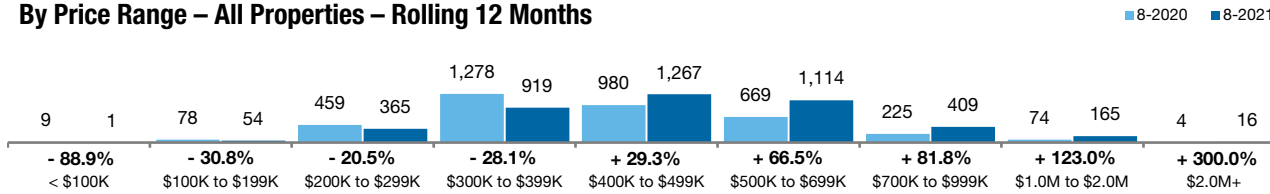
Key Metrics	Historical Sparkbars	8-2020	8-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		457	<b>415</b>	- 9.2%	3,480	<b>3,248</b>	- 6.7%
<b>Pending Sales</b>		431	<b>388</b>	- 10.0%	656	<b>714</b>	+ 8.8%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		448	<b>381</b>	- 15.0%	2,605	<b>2,842</b>	+ 9.1%
<b>Median Sales Price</b>		\$434,250	<b>\$505,000</b>	+ 16.3%	\$409,950	<b>\$473,210</b>	+ 15.4%
<b>Avg. Sales Price</b>		\$488,020	<b>\$578,714</b>	+ 16.6%	\$455,256	<b>\$530,876</b>	+ 16.6%
<b>Pct. of List Price Received</b>		99.6%	<b>102.2%</b>	+ 3.1%	99.4%	<b>102.5%</b>	+ 3.1%
<b>Days on Market</b>		69	<b>54</b>	- 28.8%	80	<b>57</b>	- 28.8%
<b>Affordability Index</b>		91	<b>77</b>	- 14.9%	97	<b>82</b>	- 14.9%
<b>Active Listings</b>		631	<b>340</b>	- 46.1%	--	--	--
<b>Months Supply</b>		2.0	<b>0.9</b>	- 52.8%	--	--	--

# Sold Listings

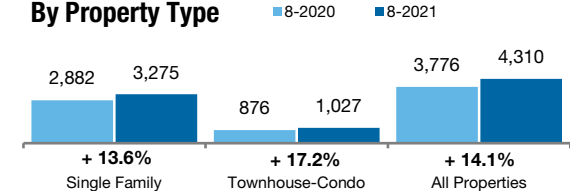
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	9	1	-88.9%	0	0	--
\$100,000 to \$199,999	33	26	-21.2%	45	28	-37.8%
\$200,000 to \$299,999	97	52	-46.4%	356	310	-12.9%
\$300,000 to \$399,999	910	484	-46.8%	367	434	+18.3%
\$400,000 to \$499,999	918	1,104	+20.3%	61	163	+167.2%
\$500,000 to \$699,999	636	1,054	+65.7%	29	59	+103.4%
\$700,000 to \$999,999	206	387	+87.9%	15	21	+40.0%
\$1,000,000 to \$1,999,999	69	151	+118.8%	3	12	+300.0%
\$2,000,000 and Above	4	16	+300.0%	0	0	--
<b>All Price Ranges</b>	<b>2,882</b>	<b>3,275</b>	<b>+13.6%</b>	<b>876</b>	<b>1,027</b>	<b>+17.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	7-2021	8-2021	Change	7-2021	8-2021	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	3	3	0.0%	2	1	-50.0%
\$200,000 to \$299,999	3	1	-66.7%	26	18	-30.8%
\$300,000 to \$399,999	27	17	-37.0%	34	35	+2.9%
\$400,000 to \$499,999	99	90	-9.1%	16	16	0.0%
\$500,000 to \$699,999	127	119	-6.3%	7	4	-42.9%
\$700,000 to \$999,999	44	50	+13.6%	3	6	+100.0%
\$1,000,000 to \$1,999,999	19	17	-10.5%	0	0	--
\$2,000,000 and Above	1	3	+200.0%	0	0	--
<b>All Price Ranges</b>	<b>323</b>	<b>301</b>	<b>-6.8%</b>	<b>88</b>	<b>80</b>	<b>-9.1%</b>

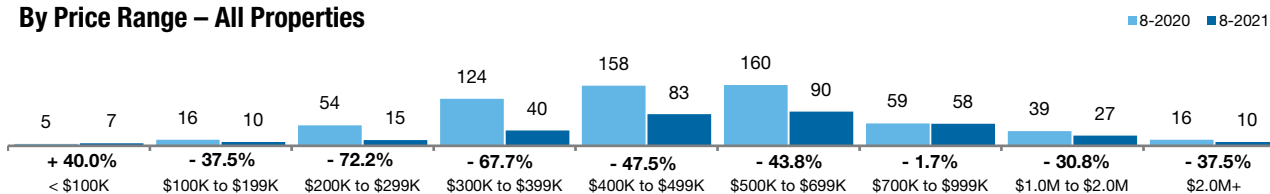
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	2	1	-50.0%	0	0	--
\$100,000 to \$199,999	16	17	+6.3%	28	16	-42.9%
\$200,000 to \$299,999	57	22	-61.4%	249	183	-26.5%
\$300,000 to \$399,999	571	215	-62.3%	275	285	+3.6%
\$400,000 to \$499,999	647	725	+12.1%	45	143	+217.8%
\$500,000 to \$699,999	460	753	+63.7%	20	50	+150.0%
\$700,000 to \$999,999	154	277	+79.9%	13	17	+30.8%
\$1,000,000 to \$1,999,999	52	108	+107.7%	3	12	+300.0%
\$2,000,000 and Above	3	10	+233.3%	0	0	--
<b>All Price Ranges</b>	<b>1,962</b>	<b>2,128</b>	<b>+8.5%</b>	<b>633</b>	<b>706</b>	<b>+11.5%</b>

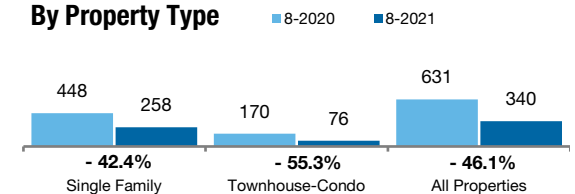
# Inventory of Active Listings

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		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	5	7	+40.0%	0	0	--
\$100,000 to \$199,999	10	10	0.0%	6	0	-100.0%
\$200,000 to \$299,999	13	7	-46.2%	38	8	-78.9%
\$300,000 to \$399,999	56	21	-62.5%	67	19	-71.6%
\$400,000 to \$499,999	134	49	-63.4%	24	33	+37.5%
\$500,000 to \$699,999	133	85	-36.1%	27	5	-81.5%
\$700,000 to \$999,999	53	49	-7.5%	5	9	+80.0%
\$1,000,000 to \$1,999,999	33	24	-27.3%	3	2	-33.3%
\$2,000,000 and Above	11	6	-45.5%	0	0	--
<b>All Price Ranges</b>	<b>448</b>	<b>258</b>	<b>-42.4%</b>	<b>170</b>	<b>76</b>	<b>-55.3%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	7-2021	8-2021	Change	7-2021	8-2021	Change
\$99,999 and Below	5	7	+40.0%	0	0	--
\$100,000 to \$199,999	10	10	0.0%	0	0	--
\$200,000 to \$299,999	4	7	+75.0%	12	8	-33.3%
\$300,000 to \$399,999	20	21	+5.0%	13	19	+46.2%
\$400,000 to \$499,999	57	49	-14.0%	43	33	-23.3%
\$500,000 to \$699,999	94	85	-9.6%	5	5	0.0%
\$700,000 to \$999,999	46	49	+6.5%	8	9	+12.5%
\$1,000,000 to \$1,999,999	25	24	-4.0%	3	2	-33.3%
\$2,000,000 and Above	5	6	+20.0%	0	0	--
<b>All Price Ranges</b>	<b>266</b>	<b>258</b>	<b>-3.0%</b>	<b>84</b>	<b>76</b>	<b>-9.5%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	2	1	-50.0%	0	0	--
\$100,000 to \$199,999	16	17	+6.3%	28	16	-42.9%
\$200,000 to \$299,999	57	22	-61.4%	249	183	-26.5%
\$300,000 to \$399,999	571	215	-62.3%	275	285	+3.6%
\$400,000 to \$499,999	647	725	+12.1%	45	143	+217.8%
\$500,000 to \$699,999	460	753	+63.7%	20	50	+150.0%
\$700,000 to \$999,999	154	277	+79.9%	13	17	+30.8%
\$1,000,000 to \$1,999,999	52	108	+107.7%	3	12	+300.0%
\$2,000,000 and Above	3	10	+233.3%	0	0	--
<b>All Price Ranges</b>	<b>1,962</b>	<b>2,128</b>	<b>+8.5%</b>	<b>633</b>	<b>706</b>	<b>+11.5%</b>

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

A research tool provided by the Colorado Association of REALTORS®



<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 August 2021

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## Berthoud

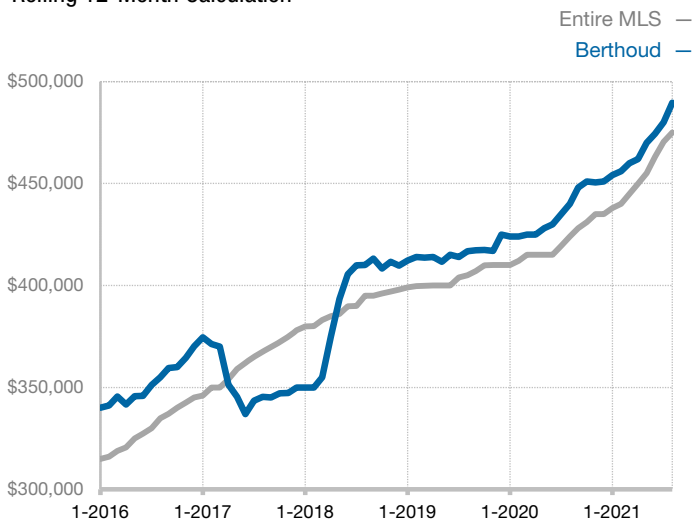
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	79	64	- 19.0%	748	455	- 39.2%
Closed Sales	103	64	- 37.9%	481	447	- 7.1%
Median Sales Price*	\$457,915	<b>\$531,042</b>	+ 16.0%	\$440,000	<b>\$500,515</b>	+ 13.8%
Average Sales Price*	\$540,997	<b>\$686,307</b>	+ 26.9%	\$514,775	<b>\$599,831</b>	+ 16.5%
Percent of List Price Received*	99.4%	<b>102.9%</b>	+ 3.5%	99.3%	<b>102.0%</b>	+ 2.7%
Days on Market Until Sale	83	<b>78</b>	- 6.0%	77	<b>72</b>	- 6.5%
Inventory of Homes for Sale	166	<b>77</b>	- 53.6%	--	--	--
Months Supply of Inventory	3.0	<b>1.2</b>	- 60.0%	--	--	--

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

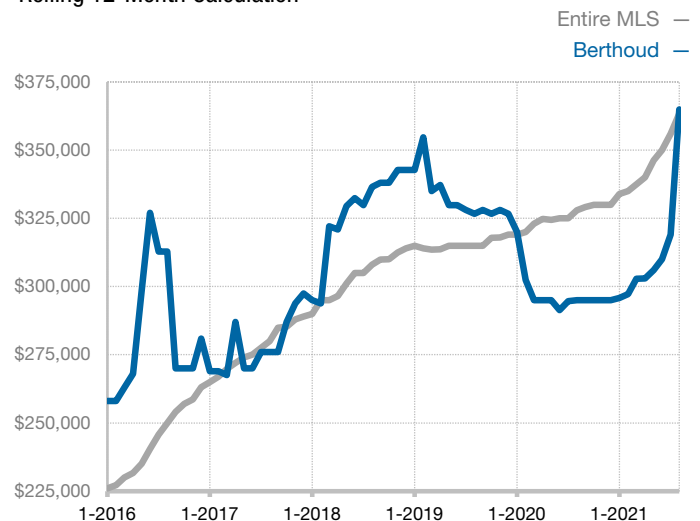
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	1	<b>10</b>	+ 900.0%	98	<b>72</b>	- 26.5%
Closed Sales	20	<b>8</b>	- 60.0%	90	<b>43</b>	- 52.2%
Median Sales Price*	\$297,500	<b>\$404,000</b>	+ 35.8%	\$294,825	<b>\$383,000</b>	+ 29.9%
Average Sales Price*	\$340,908	<b>\$422,875</b>	+ 24.0%	\$318,090	<b>\$447,569</b>	+ 40.7%
Percent of List Price Received*	100.5%	<b>101.4%</b>	+ 0.9%	100.4%	<b>102.1%</b>	+ 1.7%
Days on Market Until Sale	135	<b>31</b>	- 77.0%	98	<b>92</b>	- 6.1%
Inventory of Homes for Sale	17	<b>9</b>	- 47.1%	--	--	--
Months Supply of Inventory	1.8	<b>1.3</b>	- 27.8%	--	--	--

\* 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 August 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

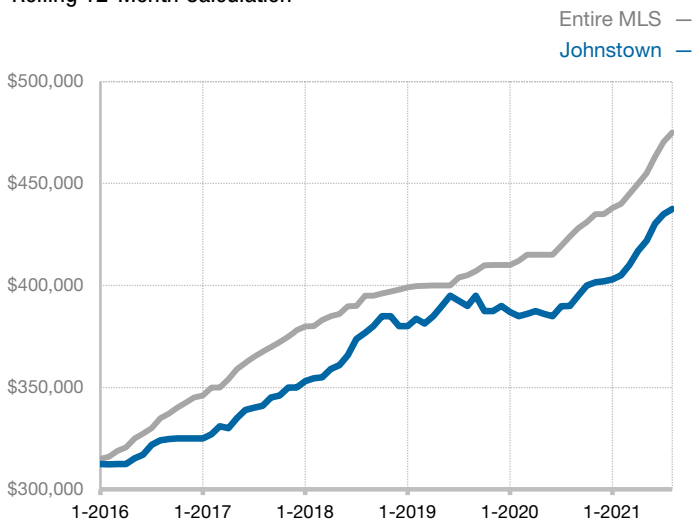
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	63	63	0.0%	545	407	- 25.3%
Closed Sales	72	55	- 23.6%	425	353	- 16.9%
Median Sales Price*	\$417,500	<b>\$475,000</b>	+ 13.8%	\$395,000	<b>\$450,000</b>	+ 13.9%
Average Sales Price*	\$459,303	<b>\$507,684</b>	+ 10.5%	\$423,074	<b>\$488,904</b>	+ 15.6%
Percent of List Price Received*	100.1%	<b>102.3%</b>	+ 2.2%	99.8%	<b>102.8%</b>	+ 3.0%
Days on Market Until Sale	39	34	- 12.8%	54	31	- 42.6%
Inventory of Homes for Sale	80	53	- 33.8%	--	--	--
Months Supply of Inventory	1.5	1.1	- 26.7%	--	--	--

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

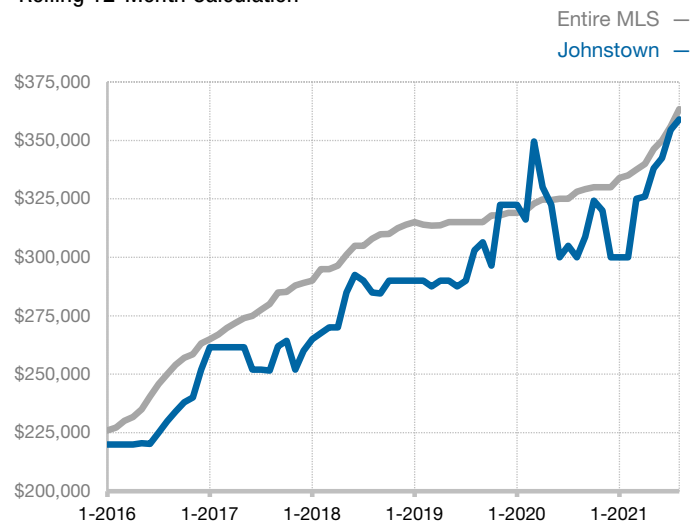
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	5	1	- 80.0%	37	19	- 48.6%
Closed Sales	1	1	0.0%	21	18	- 14.3%
Median Sales Price*	\$326,000	<b>\$465,000</b>	+ 42.6%	\$300,000	<b>\$373,450</b>	+ 24.5%
Average Sales Price*	\$326,000	<b>\$465,000</b>	+ 42.6%	\$318,119	<b>\$372,772</b>	+ 17.2%
Percent of List Price Received*	100.3%	<b>103.3%</b>	+ 3.0%	98.6%	<b>102.7%</b>	+ 4.2%
Days on Market Until Sale	39	39	0.0%	41	41	0.0%
Inventory of Homes for Sale	6	0	- 100.0%	--	--	--
Months Supply of Inventory	2.2	0.0	- 100.0%	--	--	--

\* 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 August 2021

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## Loveland

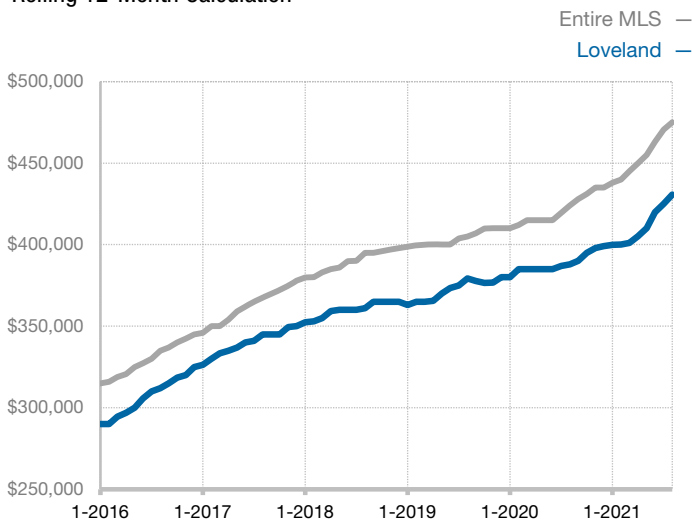
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	245	225	- 8.2%	1,886	1,693	- 10.2%
Closed Sales	229	203	- 11.4%	1,477	1,429	- 3.2%
Median Sales Price*	\$395,000	\$475,000	+ 20.3%	\$392,732	\$440,000	+ 12.0%
Average Sales Price*	\$461,151	\$543,982	+ 18.0%	\$443,277	\$507,413	+ 14.5%
Percent of List Price Received*	99.8%	102.9%	+ 3.1%	99.7%	103.3%	+ 3.6%
Days on Market Until Sale	53	28	- 47.2%	59	38	- 35.6%
Inventory of Homes for Sale	239	137	- 42.7%	--	--	--
Months Supply of Inventory	1.3	0.7	- 46.2%	--	--	--

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

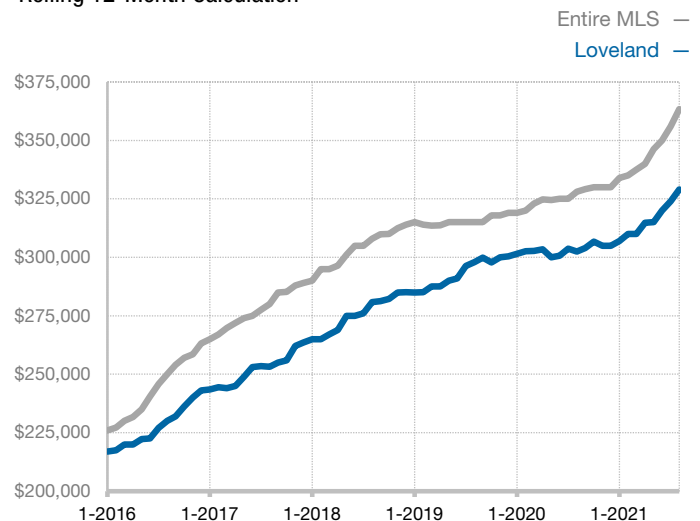
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	48	51	+ 6.3%	333	375	+ 12.6%
Closed Sales	45	39	- 13.3%	272	309	+ 13.6%
Median Sales Price*	\$299,803	\$339,000	+ 13.1%	\$304,474	\$345,000	+ 13.3%
Average Sales Price*	\$316,341	\$353,694	+ 11.8%	\$320,504	\$353,878	+ 10.4%
Percent of List Price Received*	100.0%	102.1%	+ 2.1%	100.0%	102.6%	+ 2.6%
Days on Market Until Sale	94	77	- 18.1%	104	83	- 20.2%
Inventory of Homes for Sale	84	15	- 82.1%	--	--	--
Months Supply of Inventory	2.4	0.4	- 83.3%	--	--	--

\* 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 August 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

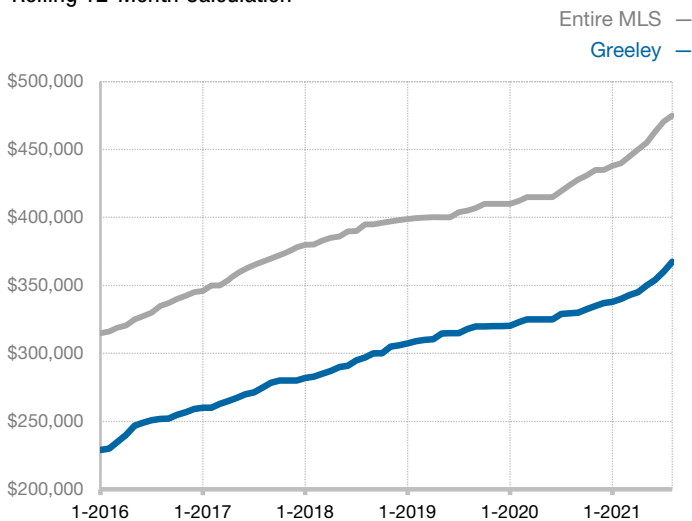
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	185	160	- 13.5%	1,545	1,293	- 16.3%
Closed Sales	197	157	- 20.3%	1,228	1,112	- 9.4%
Median Sales Price*	\$340,000	<b>\$404,900</b>	+ 19.1%	\$330,000	<b>\$380,000</b>	+ 15.2%
Average Sales Price*	\$350,934	<b>\$425,165</b>	+ 21.2%	\$346,716	<b>\$404,699</b>	+ 16.7%
Percent of List Price Received*	100.0%	<b>102.2%</b>	+ 2.2%	99.5%	<b>102.5%</b>	+ 3.0%
Days on Market Until Sale	44	32	- 27.3%	50	36	- 28.0%
Inventory of Homes for Sale	205	123	- 40.0%	--	--	--
Months Supply of Inventory	1.3	0.8	- 38.5%	--	--	--

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

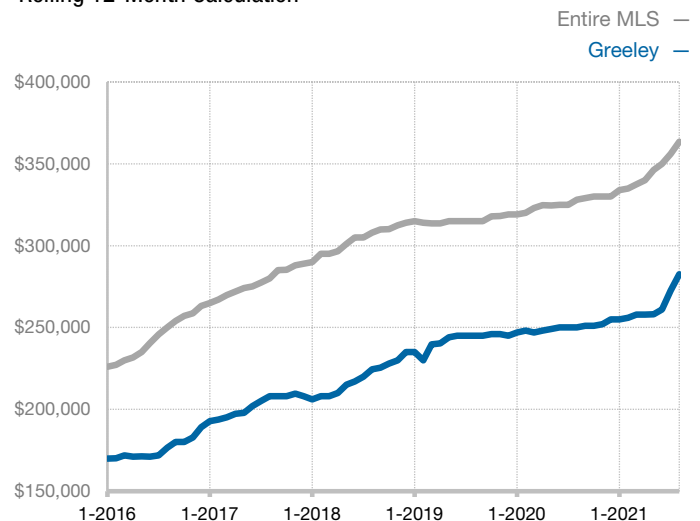
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	25	44	+ 76.0%	269	314	+ 16.7%
Closed Sales	37	39	+ 5.4%	216	204	- 5.6%
Median Sales Price*	\$238,000	<b>\$300,000</b>	+ 26.1%	\$252,700	<b>\$290,000</b>	+ 14.8%
Average Sales Price*	\$246,851	<b>\$296,983</b>	+ 20.3%	\$256,521	<b>\$287,371</b>	+ 12.0%
Percent of List Price Received*	98.3%	<b>101.5%</b>	+ 3.3%	98.9%	<b>101.1%</b>	+ 2.2%
Days on Market Until Sale	47	64	+ 36.2%	53	48	- 9.4%
Inventory of Homes for Sale	32	40	+ 25.0%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 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.

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



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



# Local Market Update for August 2021

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## Windsor

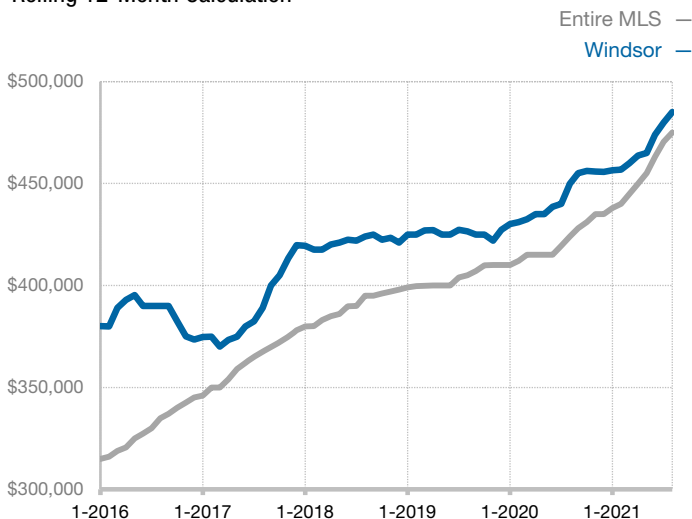
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	158	121	- 23.4%	1,257	1,277	+ 1.6%
Closed Sales	148	117	- 20.9%	870	1,179	+ 35.5%
Median Sales Price*	\$474,248	\$558,224	+ 17.7%	\$456,010	\$499,995	+ 9.6%
Average Sales Price*	\$574,376	\$612,884	+ 6.7%	\$510,551	\$565,327	+ 10.7%
Percent of List Price Received*	99.5%	101.5%	+ 2.0%	99.4%	101.8%	+ 2.4%
Days on Market Until Sale	75	45	- 40.0%	77	58	- 24.7%
Inventory of Homes for Sale	271	148	- 45.4%	--	--	--
Months Supply of Inventory	2.5	1.0	- 60.0%	--	--	--

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

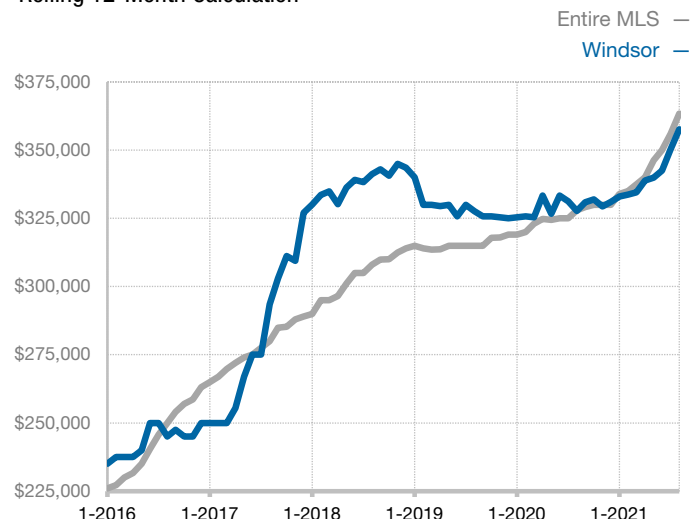
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	17	12	- 29.4%	156	153	- 1.9%
Closed Sales	24	18	- 25.0%	124	142	+ 14.5%
Median Sales Price*	\$310,450	\$389,431	+ 25.4%	\$331,200	\$381,550	+ 15.2%
Average Sales Price*	\$325,898	\$378,632	+ 16.2%	\$337,836	\$378,881	+ 12.1%
Percent of List Price Received*	98.9%	102.6%	+ 3.7%	99.9%	101.4%	+ 1.5%
Days on Market Until Sale	181	150	- 17.1%	148	108	- 27.0%
Inventory of Homes for Sale	63	5	- 92.1%	--	--	--
Months Supply of Inventory	4.4	0.3	- 93.2%	--	--	--

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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 August 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

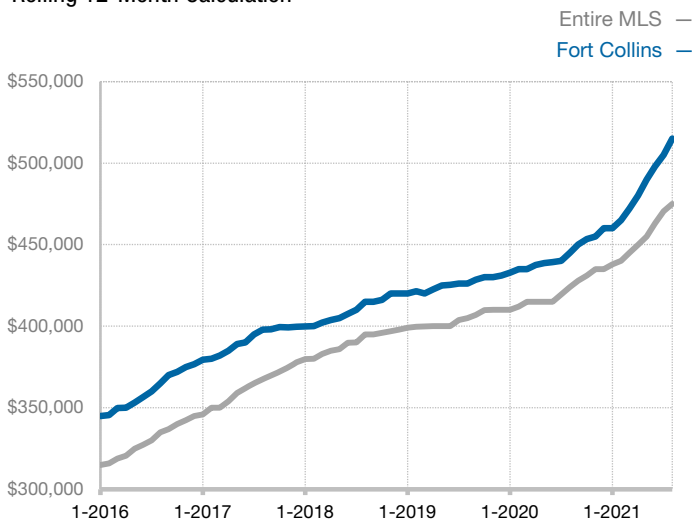
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	353	315	- 10.8%	2,725	2,425	- 11.0%
Closed Sales	380	312	- 17.9%	2,036	2,082	+ 2.3%
Median Sales Price*	\$460,500	\$576,750	+ 25.2%	\$450,000	\$530,000	+ 17.8%
Average Sales Price*	\$528,049	\$678,682	+ 28.5%	\$508,230	\$602,641	+ 18.6%
Percent of List Price Received*	99.4%	102.6%	+ 3.2%	99.3%	103.2%	+ 3.9%
Days on Market Until Sale	48	33	- 31.3%	54	36	- 33.3%
Inventory of Homes for Sale	422	203	- 51.9%	--	--	--
Months Supply of Inventory	1.7	0.7	- 58.8%	--	--	--

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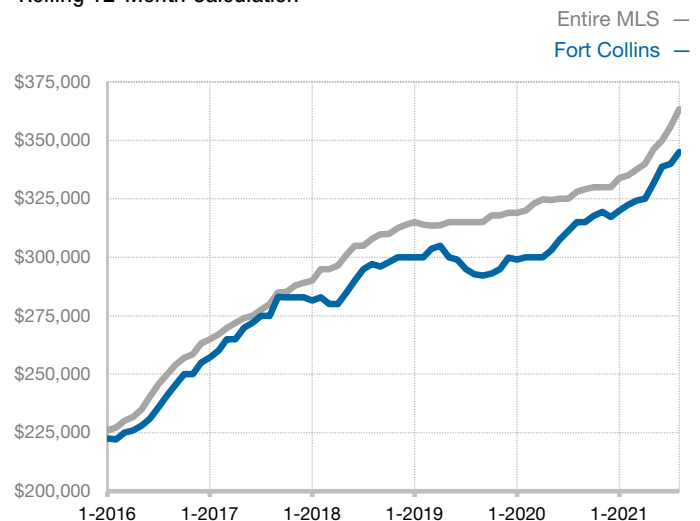
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	128	124	- 3.1%	999	988	- 1.1%
Closed Sales	106	96	- 9.4%	784	918	+ 17.1%
Median Sales Price*	\$307,000	\$367,500	+ 19.7%	\$320,000	\$362,908	+ 13.4%
Average Sales Price*	\$313,750	\$372,816	+ 18.8%	\$337,829	\$390,060	+ 15.5%
Percent of List Price Received*	99.0%	100.4%	+ 1.4%	98.9%	101.5%	+ 2.6%
Days on Market Until Sale	58	40	- 31.0%	77	51	- 33.8%
Inventory of Homes for Sale	216	77	- 64.4%	--	--	--
Months Supply of Inventory	2.3	0.7	- 69.6%	--	--	--

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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 August 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

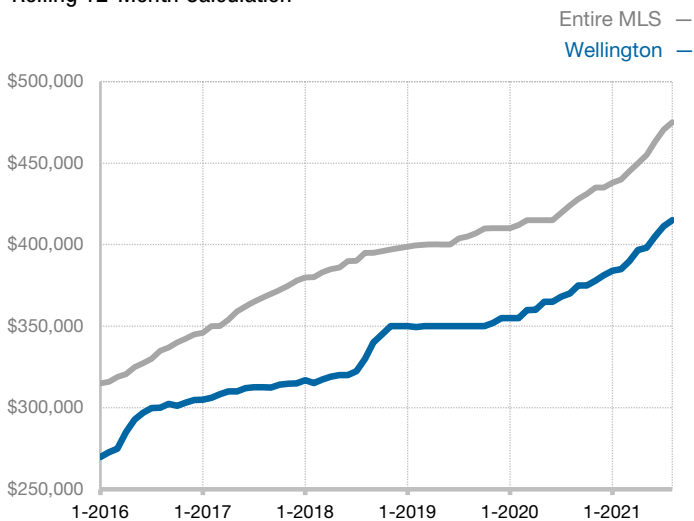
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	70	44	- 37.1%	440	338	- 23.2%
Closed Sales	39	37	- 5.1%	333	331	- 0.6%
Median Sales Price*	\$383,000	<b>\$436,900</b>	+ 14.1%	\$374,409	<b>\$424,439</b>	+ 13.4%
Average Sales Price*	\$391,841	<b>\$457,250</b>	+ 16.7%	\$404,399	<b>\$464,137</b>	+ 14.8%
Percent of List Price Received*	100.7%	<b>104.0%</b>	+ 3.3%	101.2%	<b>102.4%</b>	+ 1.2%
Days on Market Until Sale	61	47	- 23.0%	82	65	- 20.7%
Inventory of Homes for Sale	89	40	- 55.1%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

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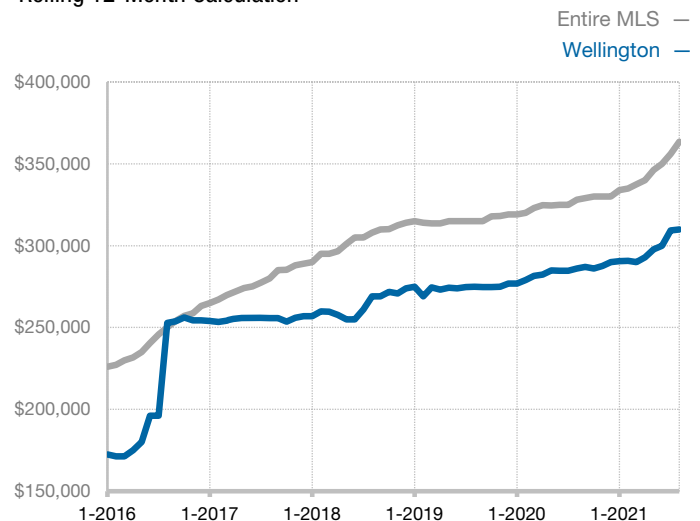
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	9	11	+ 22.2%	81	58	- 28.4%
Closed Sales	8	10	+ 25.0%	64	50	- 21.9%
Median Sales Price*	\$313,738	<b>\$342,450</b>	+ 9.2%	\$290,030	<b>\$325,000</b>	+ 12.1%
Average Sales Price*	\$307,791	<b>\$328,100</b>	+ 6.6%	\$287,606	<b>\$322,835</b>	+ 12.2%
Percent of List Price Received*	100.3%	<b>101.6%</b>	+ 1.3%	99.8%	<b>101.7%</b>	+ 1.9%
Days on Market Until Sale	87	17	- 80.5%	86	45	- 47.7%
Inventory of Homes for Sale	18	5	- 72.2%	--	--	--
Months Supply of Inventory	2.3	0.8	- 65.2%	--	--	--

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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 August 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

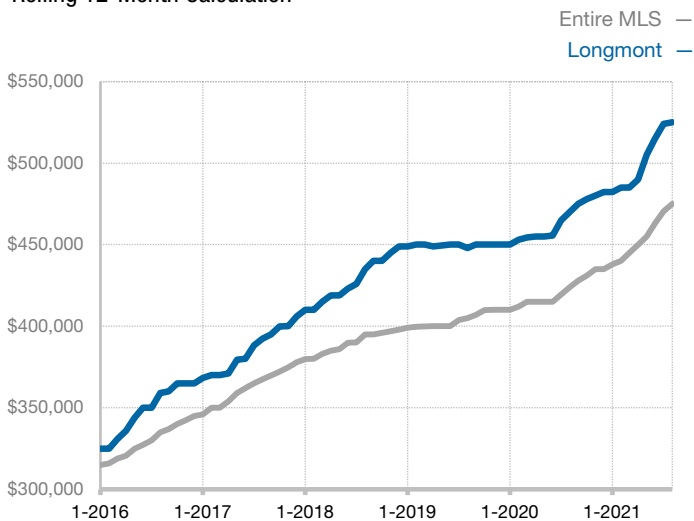
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	242	197	- 18.6%	1,932	1,348	- 30.2%
Closed Sales	282	142	- 49.6%	1,662	1,160	- 30.2%
Median Sales Price*	\$505,000	\$567,550	+ 12.4%	\$480,000	\$550,000	+ 14.6%
Average Sales Price*	\$597,968	\$676,723	+ 13.2%	\$547,466	\$699,988	+ 27.9%
Percent of List Price Received*	100.3%	102.4%	+ 2.1%	99.5%	104.5%	+ 5.0%
Days on Market Until Sale	42	33	- 21.4%	51	32	- 37.3%
Inventory of Homes for Sale	290	145	- 50.0%	--	--	--
Months Supply of Inventory	1.4	0.9	- 35.7%	--	--	--

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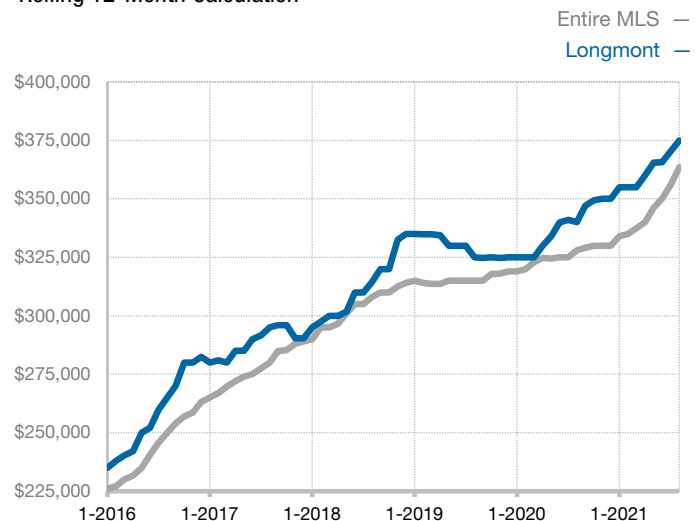
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	55	35	- 36.4%	399	308	- 22.8%
Closed Sales	54	42	- 22.2%	364	279	- 23.4%
Median Sales Price*	\$332,500	\$400,000	+ 20.3%	\$348,625	\$394,712	+ 13.2%
Average Sales Price*	\$360,317	\$387,363	+ 7.5%	\$352,499	\$407,496	+ 15.6%
Percent of List Price Received*	99.9%	101.9%	+ 2.0%	99.5%	103.0%	+ 3.5%
Days on Market Until Sale	32	26	- 18.8%	48	31	- 35.4%
Inventory of Homes for Sale	45	21	- 53.3%	--	--	--
Months Supply of Inventory	0.9	0.6	- 33.3%	--	--	--

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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 August 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

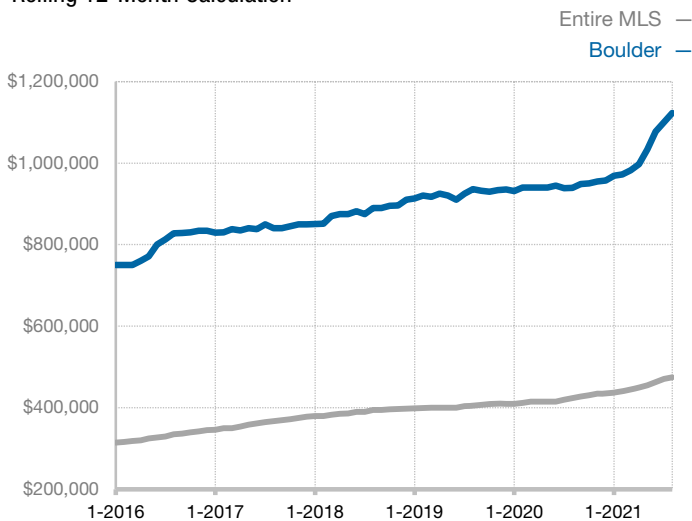
Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	246	139	- 43.5%	1,724	1,233	- 28.5%
Closed Sales	222	114	- 48.6%	1,067	997	- 6.6%
Median Sales Price*	\$1,095,000	\$1,237,500	+ 13.0%	\$950,000	\$1,240,000	+ 30.5%
Average Sales Price*	\$1,264,993	\$1,454,901	+ 15.0%	\$1,183,088	\$1,508,426	+ 27.5%
Percent of List Price Received*	97.5%	100.2%	+ 2.8%	98.2%	102.5%	+ 4.4%
Days on Market Until Sale	53	49	- 7.5%	57	49	- 14.0%
Inventory of Homes for Sale	437	156	- 64.3%	--	--	--
Months Supply of Inventory	3.4	1.1	- 67.6%	--	--	--

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Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	161	109	- 32.3%	1,210	862	- 28.8%
Closed Sales	123	104	- 15.4%	739	776	+ 5.0%
Median Sales Price*	\$405,000	\$484,750	+ 19.7%	\$452,500	\$471,210	+ 4.1%
Average Sales Price*	\$496,136	\$583,965	+ 17.7%	\$537,027	\$564,770	+ 5.2%
Percent of List Price Received*	98.5%	100.2%	+ 1.7%	98.7%	100.4%	+ 1.7%
Days on Market Until Sale	45	41	- 8.9%	54	57	+ 5.6%
Inventory of Homes for Sale	303	109	- 64.0%	--	--	--
Months Supply of Inventory	3.5	1.1	- 68.6%	--	--	--

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



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

