



# FCBR 2021

FORT COLLINS BOARD OF REALTORS®

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# Monthly Indicators



## June 2021

New Listings were up 1.3 percent for single family homes but decreased 16.4 percent for townhouse-condo properties. Pending Sales landed at 353 for single family homes and 95 for townhouse-condo properties.

The Median Sales Price was up 12.6 percent to \$506,750 for single family homes and 12.6 percent to \$354,000 for townhouse-condo properties. Days on Market decreased 35.8 percent for single family homes and 37.0 percent for townhouse-condo properties.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

## Activity Snapshot

<b>+ 2.0%</b>	<b>- 35.8%</b>	<b>+ 12.6%</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.

Single Family Activity Overview	<b>2</b>
Townhouse-Condo Activity Overview	<b>3</b>
New Listings	<b>4</b>
Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</b>
All Properties Activity Overview	<b>14</b>
Sold Listings and Inventory by Price Range	<b>15</b>
Glossary of Terms	<b>16</b>



# 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	6-2020	6-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		399	<b>404</b>	+ 1.3%	1,904	<b>1,758</b>	- 7.7%
<b>Pending Sales</b>		346	<b>353</b>	+ 2.0%	1,527	<b>1,636</b>	+ 7.1%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		343	<b>350</b>	+ 2.0%	1,252	<b>1,494</b>	+ 19.3%
<b>Median Sales Price</b>		\$449,975	<b>\$506,750</b>	+ 12.6%	\$435,750	<b>\$500,000</b>	+ 14.7%
<b>Avg. Sales Price</b>		\$492,801	<b>\$573,915</b>	+ 16.5%	\$488,384	<b>\$568,131</b>	+ 16.3%
<b>Pct. of List Price Received</b>		99.2%	<b>103.9%</b>	+ 4.7%	99.3%	<b>102.7%</b>	+ 3.4%
<b>Days on Market</b>		67	<b>43</b>	- 35.8%	79	<b>58</b>	- 26.6%
<b>Affordability Index</b>		86	<b>76</b>	- 11.6%	89	<b>77</b>	- 13.5%
<b>Active Listings</b>		527	<b>193</b>	- 63.4%	--	--	--
<b>Months Supply</b>		2.3	<b>0.7</b>	- 69.6%	--	--	--

# 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.



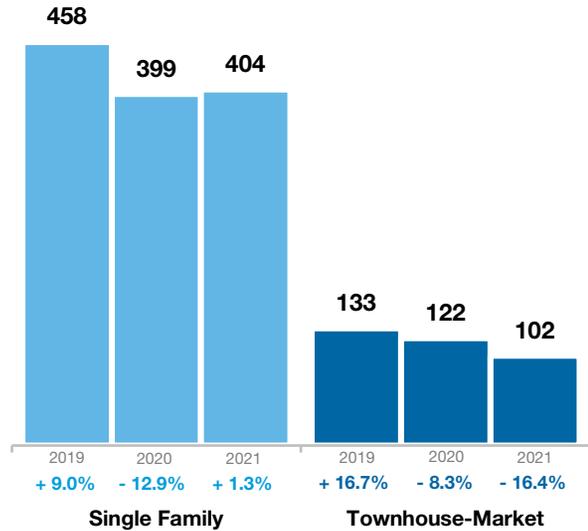
Key Metrics	Historical Sparkbars	6-2020	6-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		122	<b>102</b>	- 16.4%	578	<b>568</b>	- 1.7%
<b>Pending Sales</b>		107	<b>95</b>	- 11.2%	485	<b>552</b>	+ 13.8%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		94	<b>113</b>	+ 20.2%	426	<b>534</b>	+ 25.4%
<b>Median Sales Price</b>		\$314,500	<b>\$354,000</b>	+ 12.6%	\$310,000	<b>\$354,500</b>	+ 14.4%
<b>Avg. Sales Price</b>		\$336,088	<b>\$388,517</b>	+ 15.6%	\$332,483	<b>\$382,543</b>	+ 15.1%
<b>Pct. of List Price Received</b>		99.2%	<b>102.7%</b>	+ 3.5%	99.1%	<b>101.5%</b>	+ 2.4%
<b>Days on Market</b>		92	<b>58</b>	- 37.0%	106	<b>68</b>	- 35.8%
<b>Affordability Index</b>		124	<b>109</b>	- 12.1%	125	<b>109</b>	- 12.8%
<b>Active Listings</b>		176	<b>64</b>	- 63.6%	--	--	--
<b>Months Supply</b>		2.5	<b>0.7</b>	- 72.0%	--	--	--

# New Listings

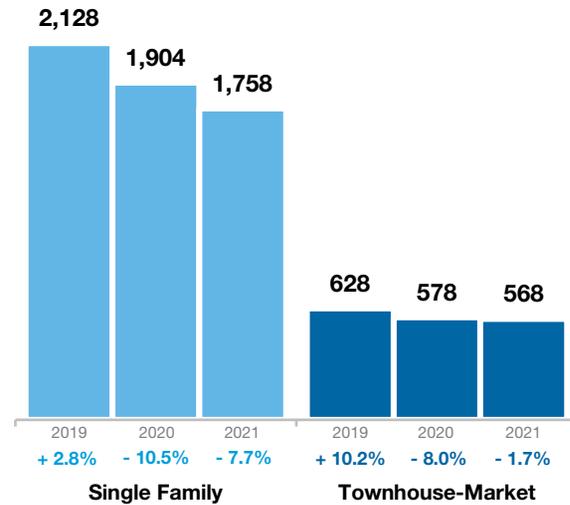
A count of the properties that have been newly listed on the market in a given month.



## June

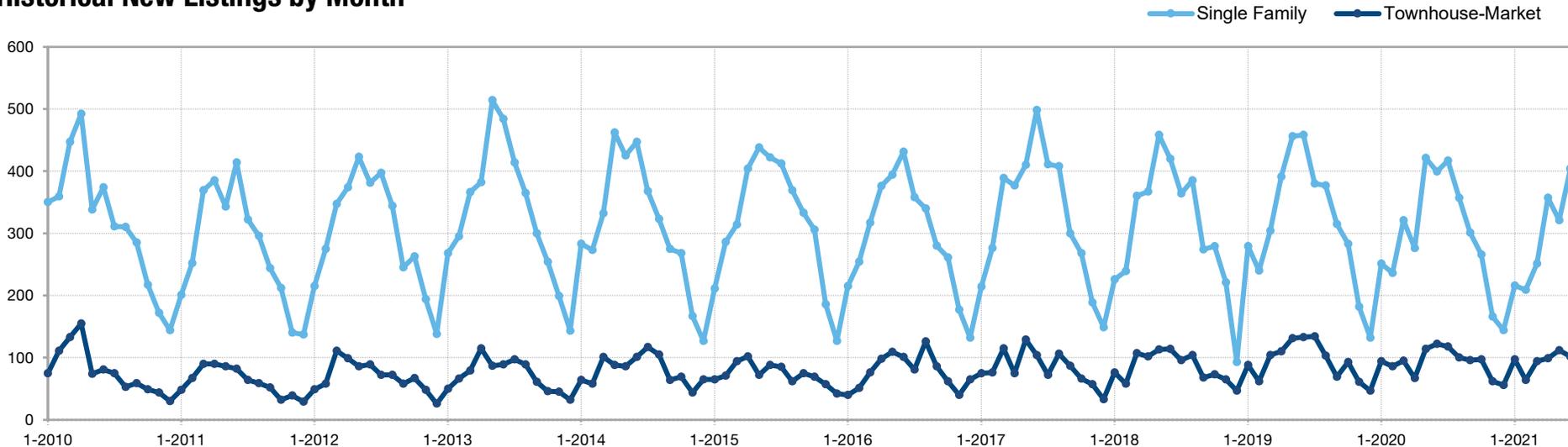


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2020	417	+9.7%	118	-11.9%
Aug-2020	357	-5.3%	100	-2.9%
Sep-2020	301	-4.4%	96	+39.1%
Oct-2020	266	-6.0%	97	+4.3%
Nov-2020	166	-8.8%	62	+1.6%
Dec-2020	144	+9.1%	56	+19.1%
Jan-2021	216	-13.9%	97	+3.2%
Feb-2021	209	-11.4%	64	-25.6%
Mar-2021	251	-21.8%	94	-1.1%
Apr-2021	357	+29.3%	99	+47.8%
May-2021	321	-23.8%	112	-1.8%
<b>Jun-2021</b>	<b>404</b>	<b>+1.3%</b>	<b>102</b>	<b>-16.4%</b>
12-Month Avg	284	-4.6%	91	+1.1%

## Historical New Listings by Month

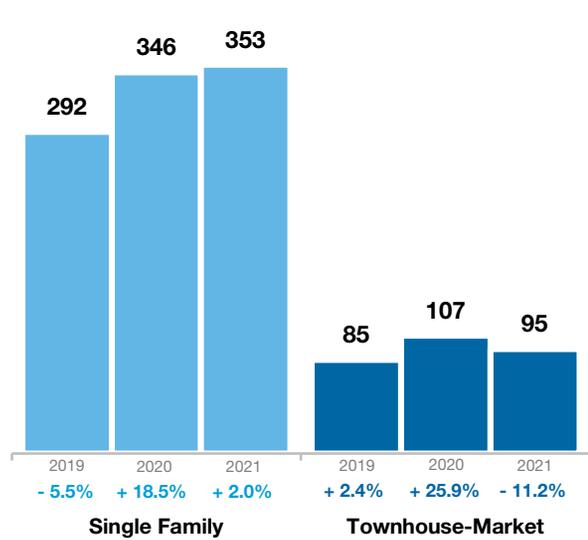


# Pending Sales

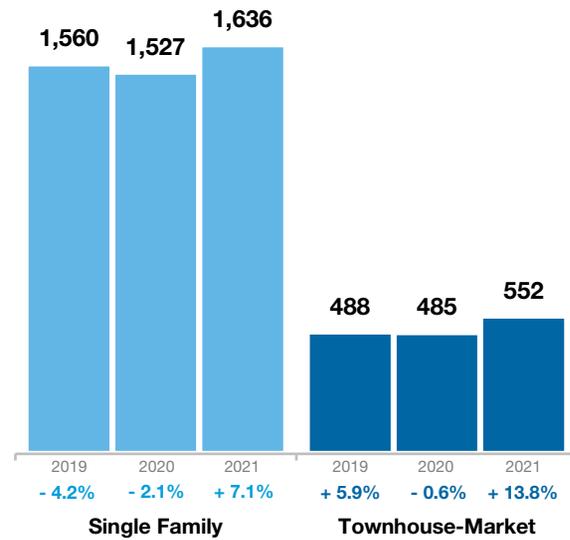
A count of the properties on which offers have been accepted in a given month.



## June

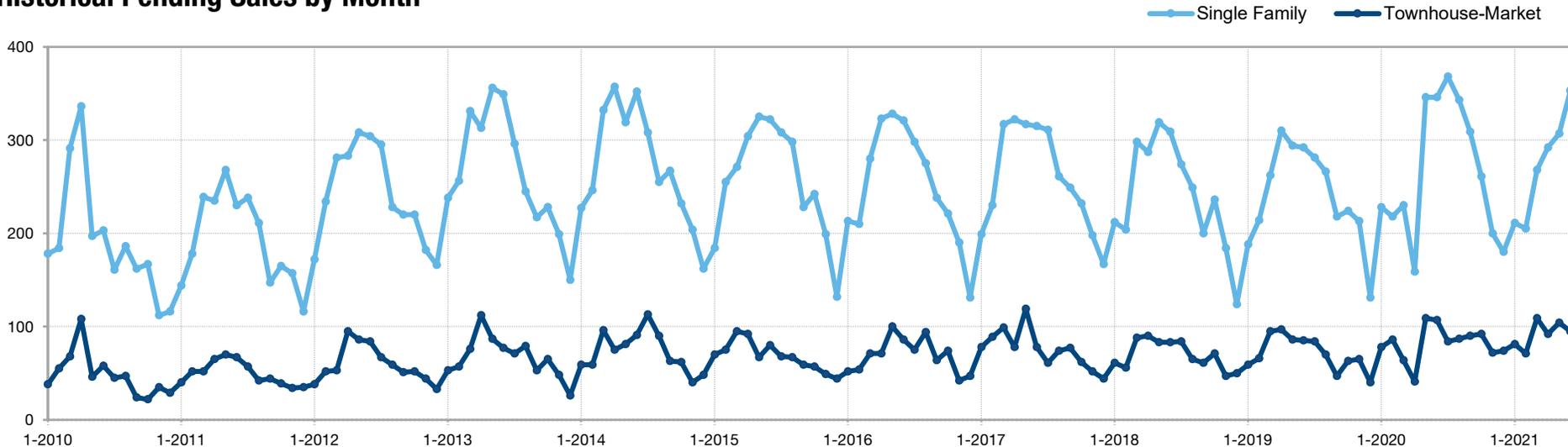


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2020	368	+31.0%	84	0.0%
Aug-2020	343	+28.9%	87	+24.3%
Sep-2020	309	+41.7%	90	+91.5%
Oct-2020	261	+16.5%	92	+46.0%
Nov-2020	200	-6.1%	72	+10.8%
Dec-2020	180	+37.4%	74	+85.0%
Jan-2021	211	-7.5%	81	+3.8%
Feb-2021	205	-6.0%	71	-17.4%
Mar-2021	268	+16.5%	109	+70.3%
Apr-2021	292	+83.6%	92	+124.4%
May-2021	307	-11.3%	104	-4.6%
<b>Jun-2021</b>	<b>353</b>	<b>+2.0%</b>	<b>95</b>	<b>-11.2%</b>
12-Month Avg	275	+15.3%	88	+23.1%

## Historical Pending Sales by Month

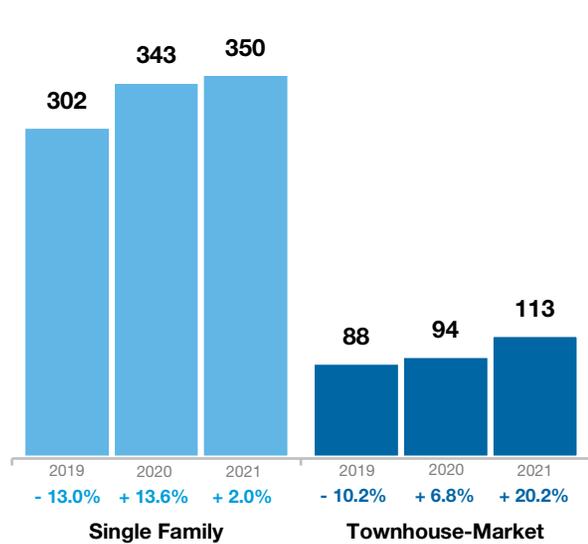


# Sold Listings

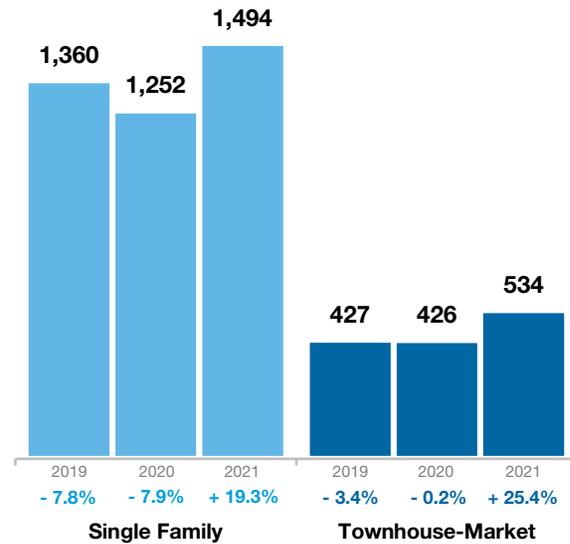
A count of the actual sales that closed in a given month.



## June

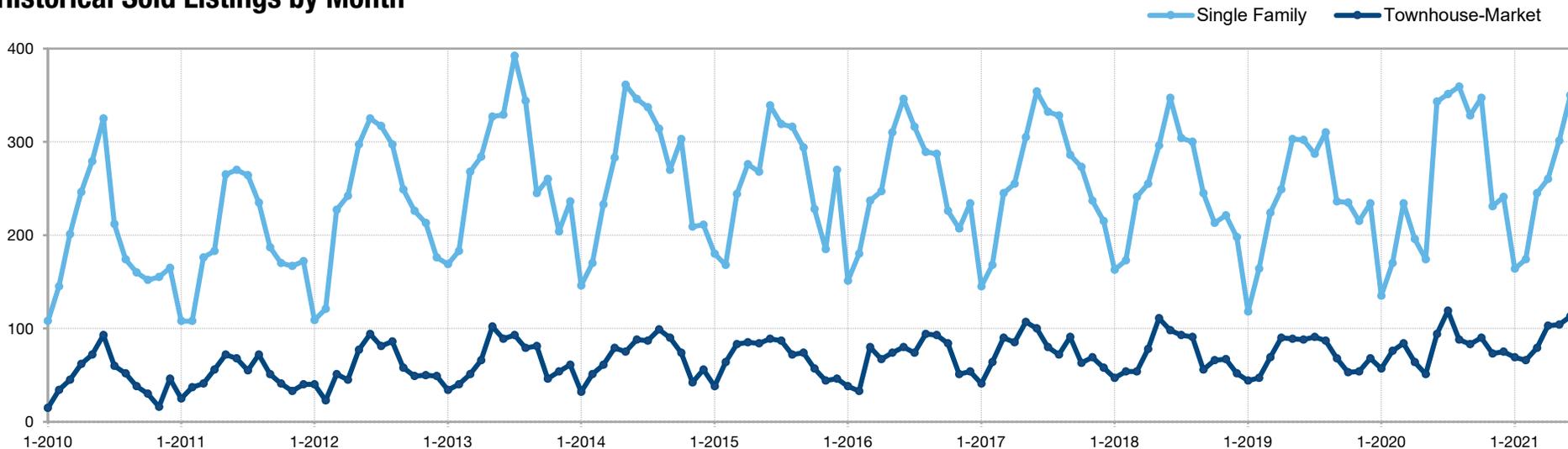


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2020	351	+22.3%	119	+30.8%
Aug-2020	359	+15.8%	88	+1.1%
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	164	+21.5%	69	+21.1%
Feb-2021	174	+2.4%	66	-13.2%
Mar-2021	245	+4.7%	79	-6.0%
Apr-2021	260	+32.7%	103	+60.9%
May-2021	301	+73.0%	104	+103.9%
<b>Jun-2021</b>	<b>350</b>	<b>+2.0%</b>	<b>113</b>	<b>+20.2%</b>
12-Month Avg	279	+21.0%	89	+25.4%

## Historical Sold Listings by Month

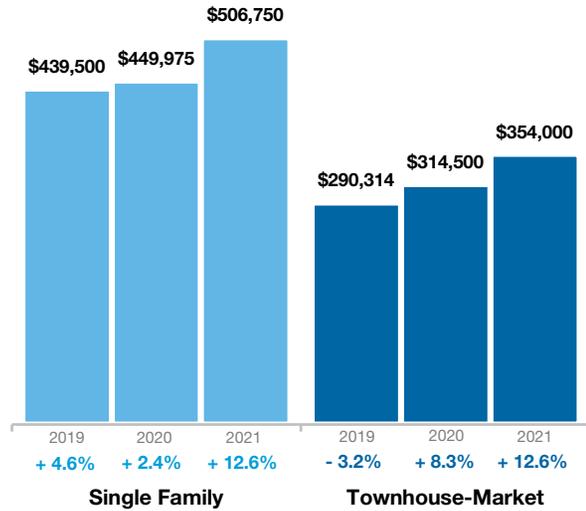


# Median Sales Price

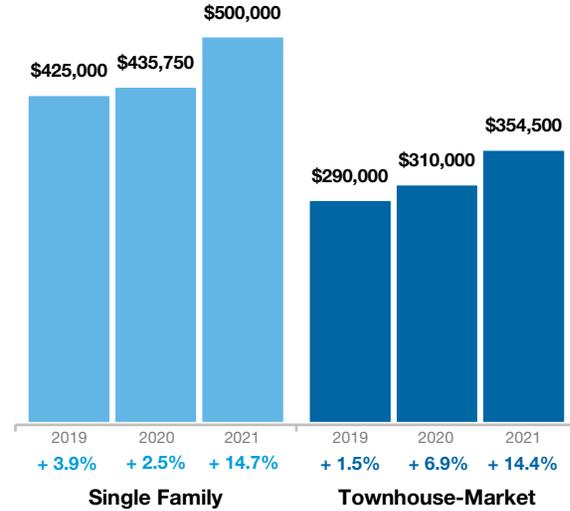
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



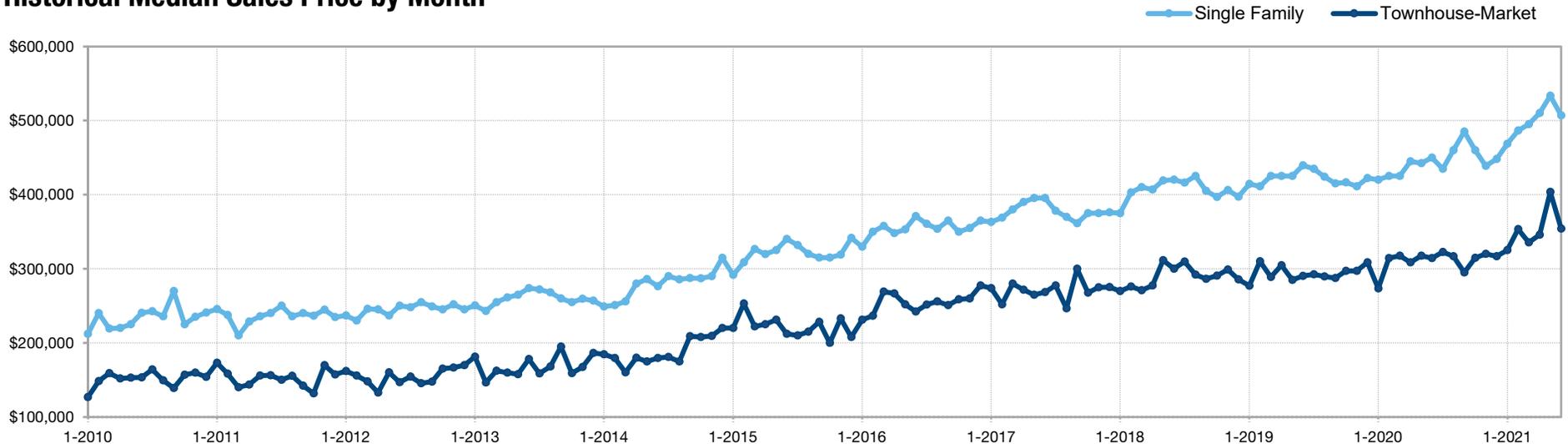
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2020	\$435,000	0.0%	\$322,750	+10.3%
Aug-2020	\$460,000	+8.5%	\$316,713	+9.4%
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	\$468,702	+11.6%	\$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%
<b>Jun-2021</b>	<b>\$506,750</b>	<b>+12.6%</b>	<b>\$354,000</b>	<b>+12.6%</b>
12-Month Avg*	\$479,805	+12.6%	\$335,000	+11.7%

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

## Historical Median Sales Price by Month

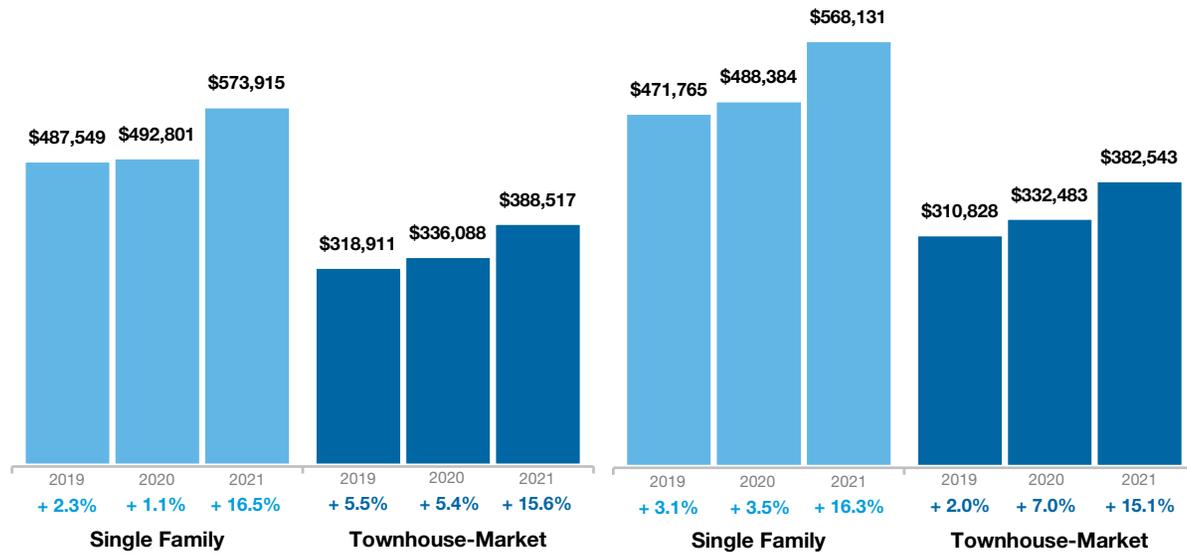


# Average Sales Price

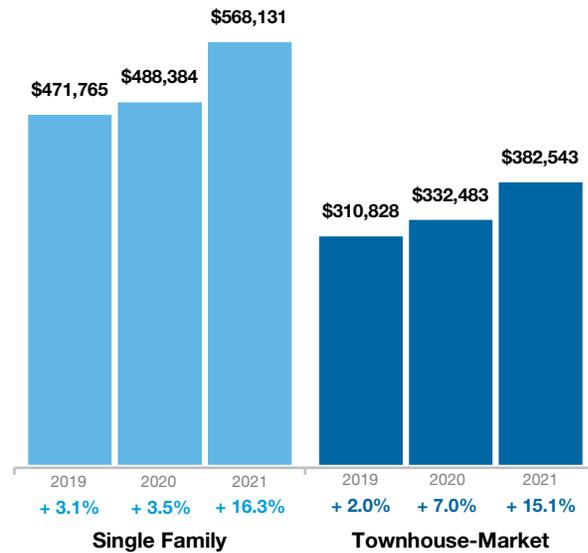
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



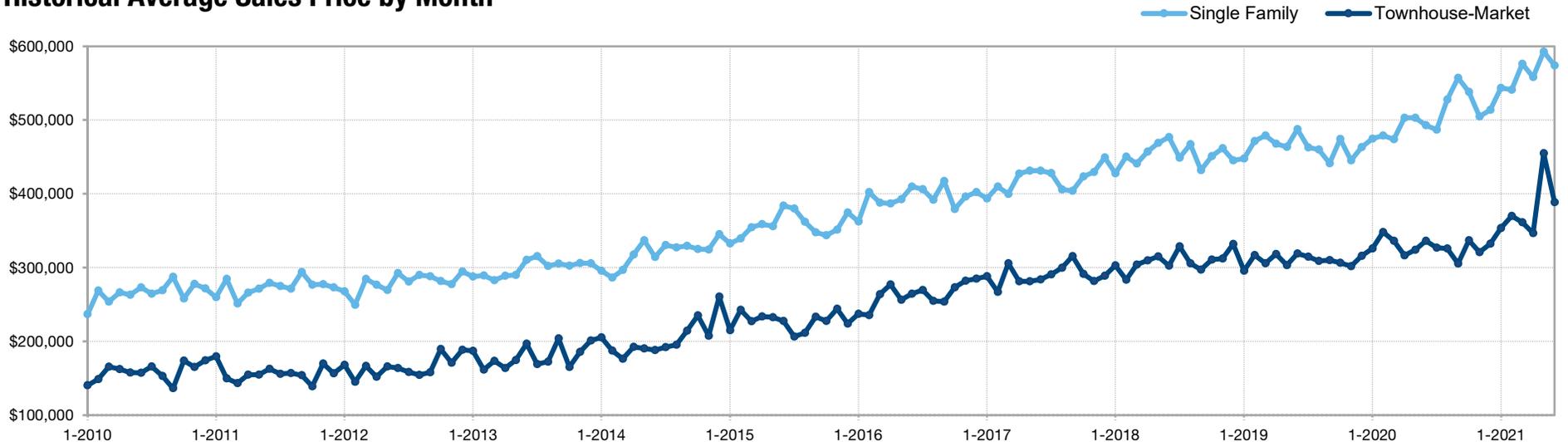
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2020	\$486,800	+5.2%	\$326,866	+3.8%
Aug-2020	\$527,592	+14.7%	\$325,879	+5.5%
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	\$543,517	+14.5%	\$353,445	+8.5%
Feb-2021	\$540,921	+12.9%	\$370,011	+6.3%
Mar-2021	\$576,147	+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%
<b>Jun-2021</b>	<b>\$573,915</b>	<b>+16.5%</b>	<b>\$388,517</b>	<b>+15.6%</b>
12-Month Avg*	\$542,819	+15.0%	\$353,933	+10.1%

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

## Historical Average Sales Price by Month



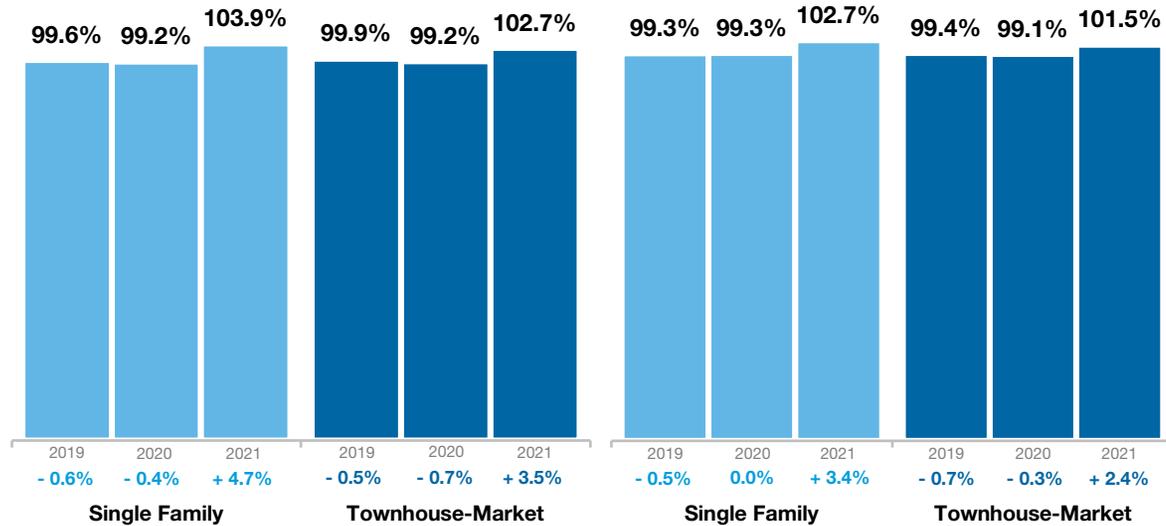
# Percent of List Price Received

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.



## June

## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2020	100.1%	+0.7%	99.2%	-0.3%
Aug-2020	99.7%	+0.9%	99.2%	-0.1%
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%
<b>Jun-2021</b>	<b>103.9%</b>	<b>+4.7%</b>	<b>102.7%</b>	<b>+3.5%</b>
12-Month Avg*	99.1%	+2.0%	99.0%	+1.3%

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

## Historical Percent of List Price Received by Month



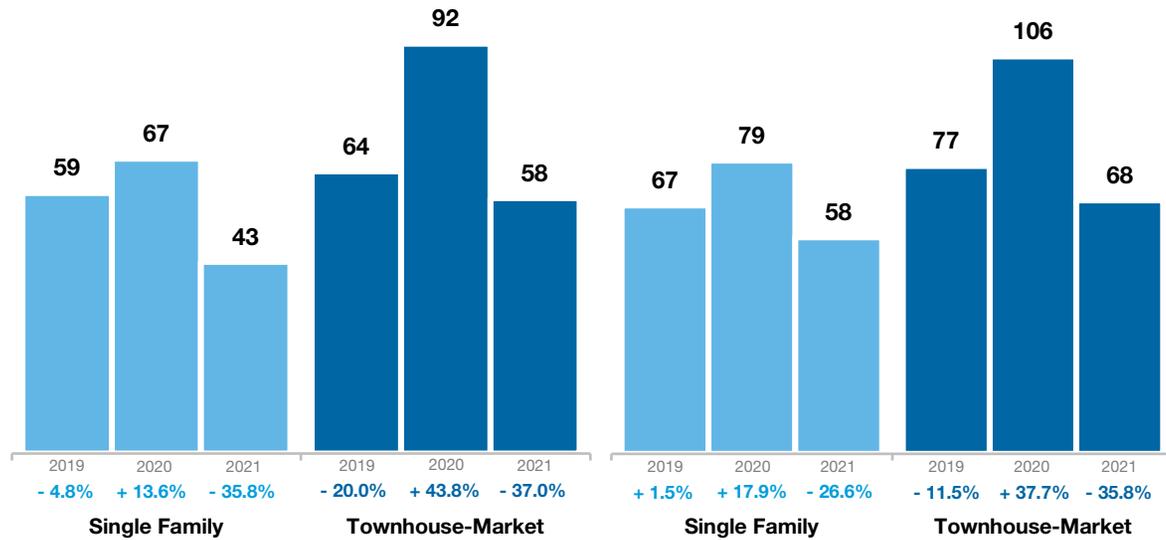
# Days on Market Until Sale

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



## June

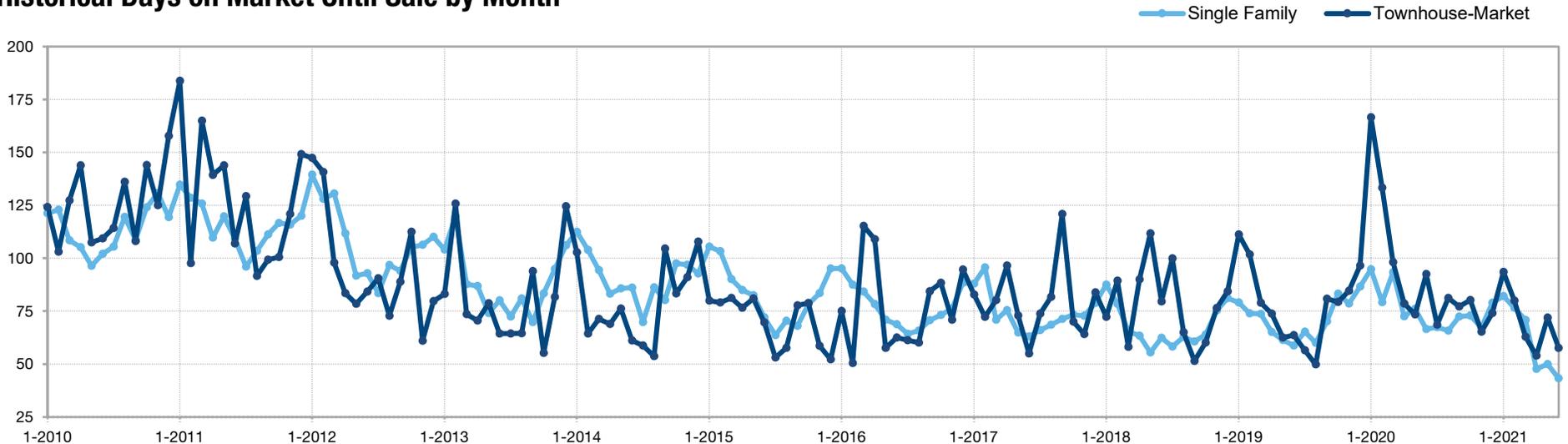
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2020	67	+3.1%	68	+21.4%
Aug-2020	66	+10.0%	81	+62.0%
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%
<b>Jun-2021</b>	<b>43</b>	<b>-35.8%</b>	<b>58</b>	<b>-37.0%</b>
12-Month Avg	65	-14.0%	71	-20.4%

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

## Historical Days on Market Until Sale by Month



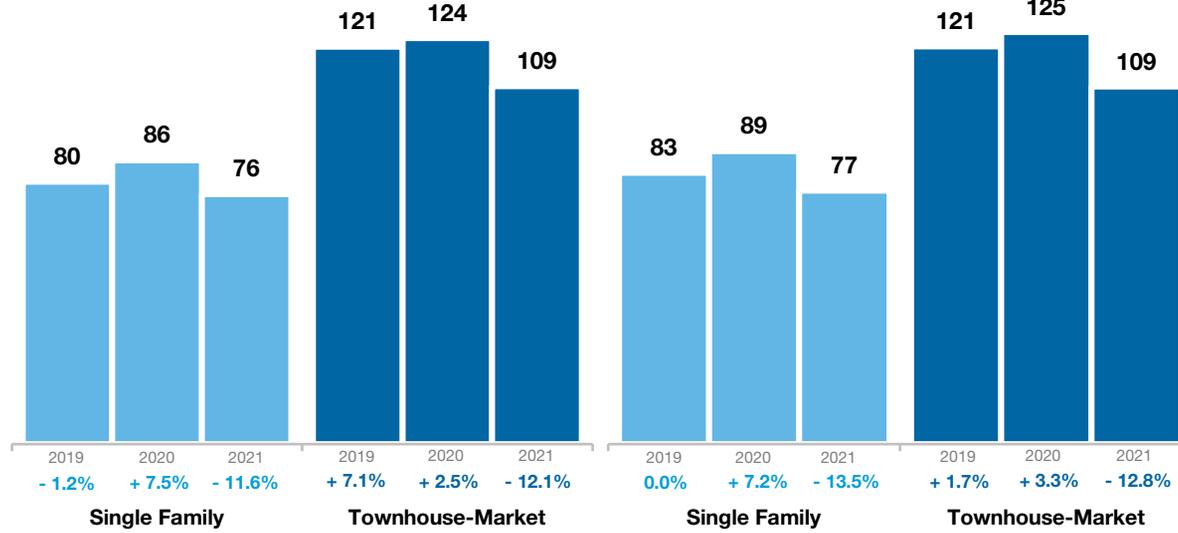
# Housing Affordability Index

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.



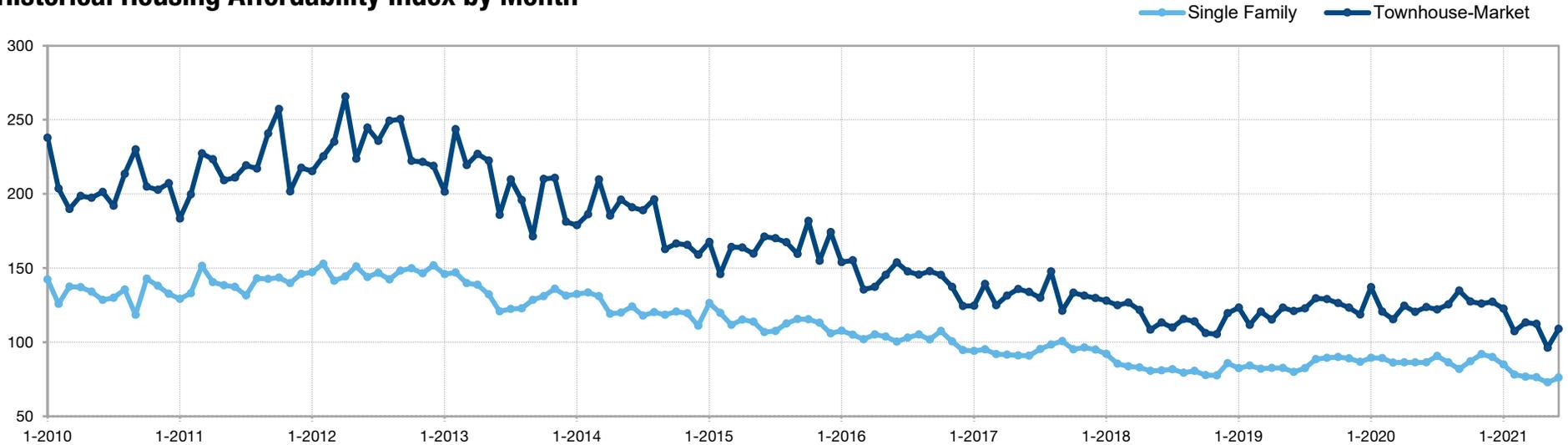
## June

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2020	91	+11.0%	122	-0.8%
Aug-2020	86	-2.3%	125	-3.8%
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%
<b>Jun-2021</b>	<b>76</b>	<b>-11.6%</b>	<b>109</b>	<b>-12.1%</b>
12-Month Avg	83	-13.2%	88	-12.3%

## Historical Housing Affordability Index by Month

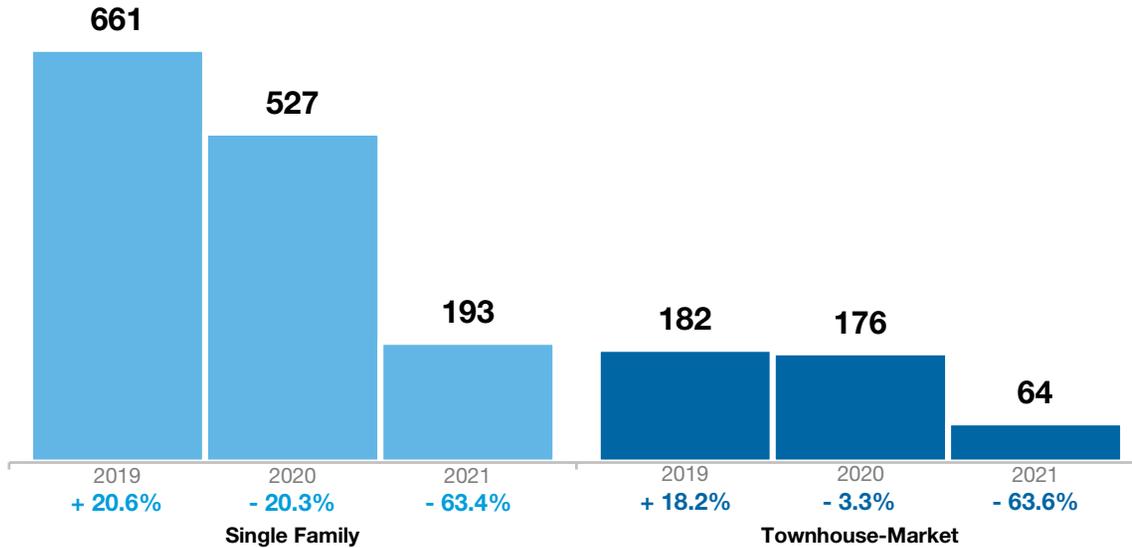


# Inventory of Active Listings

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



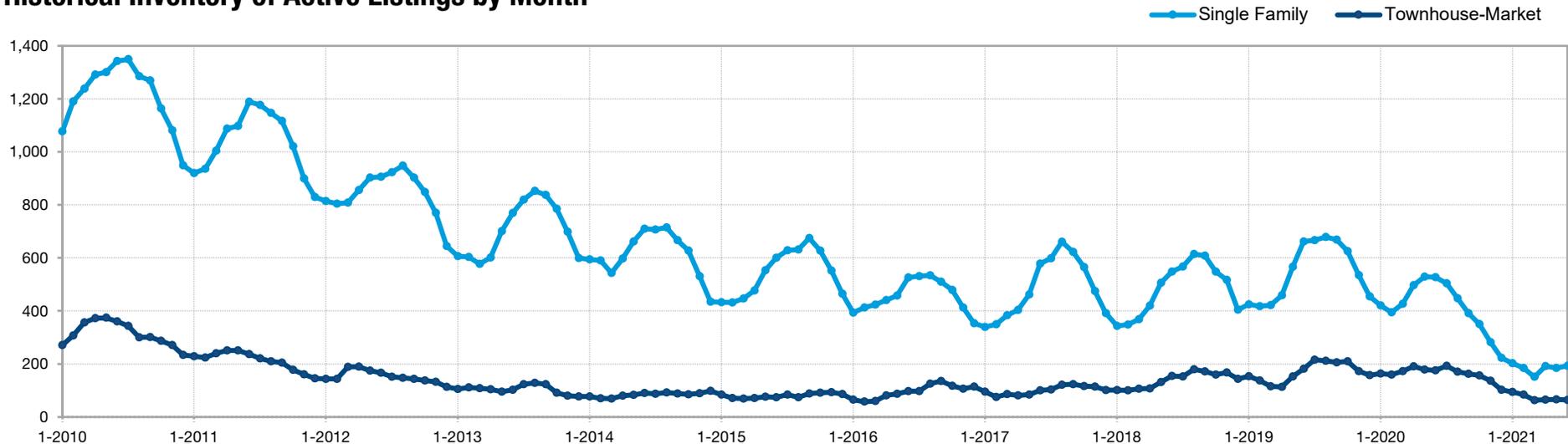
## June



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2020	504	-24.3%	193	-10.6%
Aug-2020	448	-33.9%	170	-19.8%
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	203	-51.7%	94	-42.3%
Feb-2021	185	-53.0%	84	-47.2%
Mar-2021	151	-64.6%	63	-63.6%
Apr-2021	192	-61.4%	65	-66.0%
May-2021	185	-65.0%	66	-63.1%
<b>Jun-2021</b>	<b>193</b>	<b>-63.4%</b>	<b>64</b>	<b>-63.6%</b>
12-Month Avg*	276	-48.5%	113	-38.8%

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

## Historical Inventory of Active Listings by Month

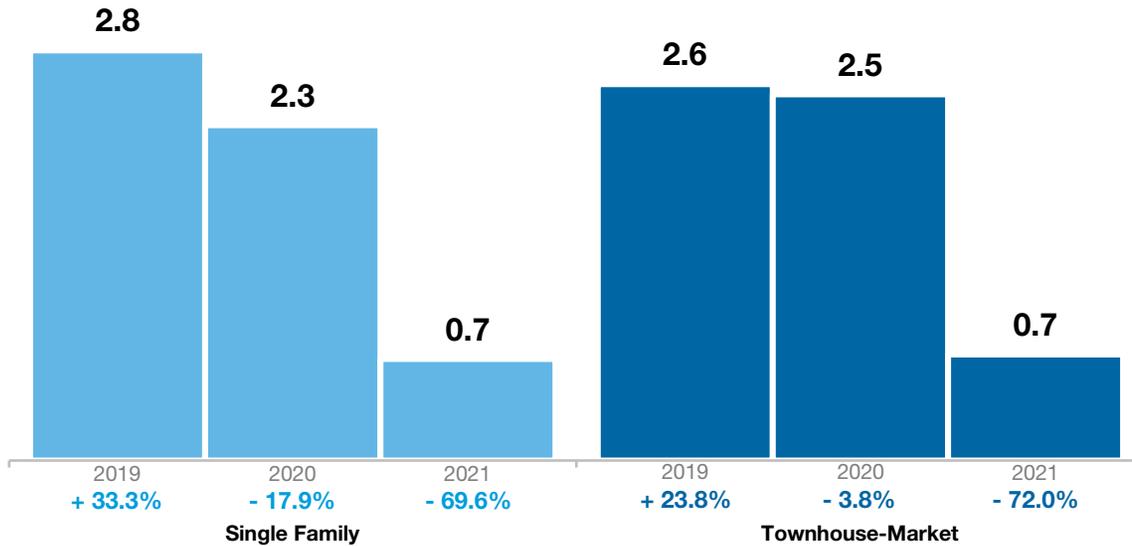


# Months Supply of Inventory

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.



## June



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Jul-2020	2.1	-25.0%	2.6	-13.3%
Aug-2020	1.9	-34.5%	2.3	-23.3%
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%
<b>Jun-2021</b>	<b>0.7</b>	<b>-69.6%</b>	<b>0.7</b>	<b>-72.0%</b>
12-Month Avg*	1.1	-52.1%	1.5	-43.7%

\* Months Supply for all properties from July 2020 through June 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.



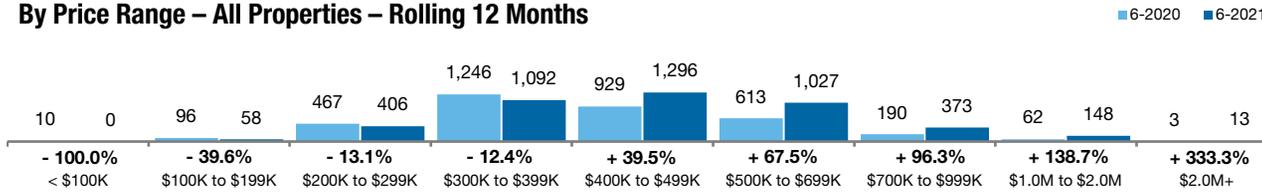
Key Metrics	Historical Sparkbars	6-2020	6-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		521	<b>506</b>	- 2.9%	2,482	<b>2,326</b>	- 6.3%
<b>Pending Sales</b>		453	<b>448</b>	- 1.1%	485	<b>552</b>	+ 13.8%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		437	<b>463</b>	+ 5.9%	1,678	<b>2,028</b>	+ 20.9%
<b>Median Sales Price</b>		\$420,000	<b>\$477,500</b>	+ 13.7%	\$405,000	<b>\$464,235</b>	+ 14.6%
<b>Avg. Sales Price</b>		\$459,014	<b>\$528,667</b>	+ 15.7%	\$448,781	<b>\$519,263</b>	+ 15.7%
<b>Pct. of List Price Received</b>		99.2%	<b>103.6%</b>	+ 3.0%	99.3%	<b>102.3%</b>	+ 3.0%
<b>Days on Market</b>		72	<b>47</b>	- 29.1%	86	<b>61</b>	- 29.1%
<b>Affordability Index</b>		93	<b>81</b>	- 13.4%	96	<b>83</b>	- 13.4%
<b>Active Listings</b>		703	<b>257</b>	- 63.4%	--	--	--
<b>Months Supply</b>		2.3	<b>0.7</b>	- 70.0%	--	--	--

# Sold Listings

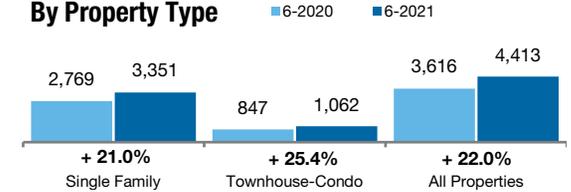
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$99,999 and Below	10	0	-100.0%	0	0	--
\$100,000 to \$199,999	48	25	-47.9%	48	33	-31.3%
\$200,000 to \$299,999	103	65	-36.9%	364	341	-6.3%
\$300,000 to \$399,999	913	631	-30.9%	333	461	+38.4%
\$400,000 to \$499,999	874	1,147	+31.2%	55	149	+170.9%
\$500,000 to \$699,999	585	976	+66.8%	28	51	+82.1%
\$700,000 to \$999,999	175	359	+105.1%	15	14	-6.7%
\$1,000,000 to \$1,999,999	58	135	+132.8%	4	13	+225.0%
\$2,000,000 and Above	3	13	+333.3%	0	0	--
<b>All Price Ranges</b>	<b>2,769</b>	<b>3,351</b>	<b>+21.0%</b>	<b>847</b>	<b>1,062</b>	<b>+25.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	5-2021	6-2021	Change	5-2021	6-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	1	-50.0%	1	1	0.0%
\$200,000 to \$299,999	6	4	-33.3%	14	30	+114.3%
\$300,000 to \$399,999	28	27	-3.6%	33	44	+33.3%
\$400,000 to \$499,999	88	130	+47.7%	36	23	-36.1%
\$500,000 to \$699,999	110	121	+10.0%	11	10	-9.1%
\$700,000 to \$999,999	49	51	+4.1%	3	2	-33.3%
\$1,000,000 to \$1,999,999	17	15	-11.8%	6	3	-50.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>301</b>	<b>350</b>	<b>+16.3%</b>	<b>104</b>	<b>113</b>	<b>+8.7%</b>

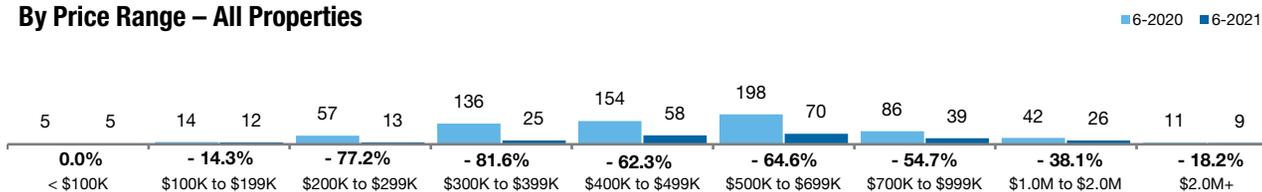
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$99,999 and Below	2	0	-100.0%	0	0	--
\$100,000 to \$199,999	11	11	0.0%	20	13	-35.0%
\$200,000 to \$299,999	40	18	-55.0%	173	138	-20.2%
\$300,000 to \$399,999	378	169	-55.3%	177	214	+20.9%
\$400,000 to \$499,999	414	535	+29.2%	26	110	+323.1%
\$500,000 to \$699,999	285	500	+75.4%	17	39	+129.4%
\$700,000 to \$999,999	88	183	+108.0%	11	8	-27.3%
\$1,000,000 to \$1,999,999	32	72	+125.0%	2	12	+500.0%
\$2,000,000 and Above	2	6	+200.0%	0	0	--
<b>All Price Ranges</b>	<b>1,252</b>	<b>1,494</b>	<b>+19.3%</b>	<b>426</b>	<b>534</b>	<b>+25.4%</b>

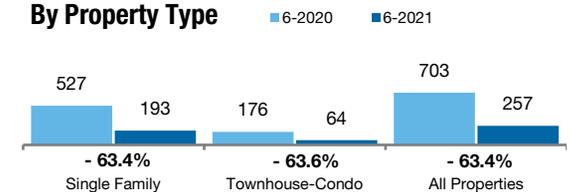
# Inventory of Active Listings

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		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	9	11	+22.2%	5	1	-80.0%
\$200,000 to \$299,999	16	6	-62.5%	41	7	-82.9%
\$300,000 to \$399,999	65	13	-80.0%	71	12	-83.1%
\$400,000 to \$499,999	138	33	-76.1%	16	25	+56.3%
\$500,000 to \$699,999	166	60	-63.9%	32	10	-68.8%
\$700,000 to \$999,999	79	33	-58.2%	7	6	-14.3%
\$1,000,000 to \$1,999,999	38	23	-39.5%	4	3	-25.0%
\$2,000,000 and Above	11	9	-18.2%	0	0	--
<b>All Price Ranges</b>	<b>527</b>	<b>193</b>	<b>-63.4%</b>	<b>176</b>	<b>64</b>	<b>-63.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	5-2021	6-2021	Change	5-2021	6-2021	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	7	11	+57.1%	1	1	0.0%
\$200,000 to \$299,999	6	6	0.0%	6	7	+16.7%
\$300,000 to \$399,999	9	13	+44.4%	11	12	+9.1%
\$400,000 to \$499,999	36	33	-8.3%	25	25	0.0%
\$500,000 to \$699,999	52	60	+15.4%	12	10	-16.7%
\$700,000 to \$999,999	39	33	-15.4%	9	6	-33.3%
\$1,000,000 to \$1,999,999	22	23	+4.5%	2	3	+50.0%
\$2,000,000 and Above	9	9	0.0%	0	0	--
<b>All Price Ranges</b>	<b>185</b>	<b>193</b>	<b>+4.3%</b>	<b>66</b>	<b>64</b>	<b>-3.0%</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 June 2021

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## Windsor

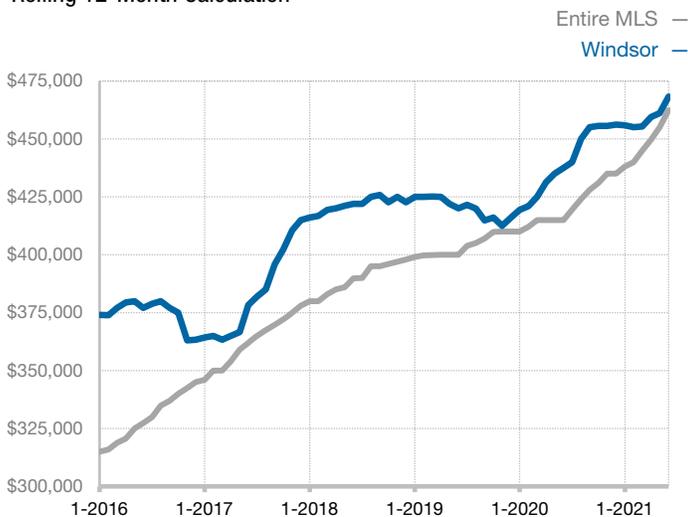
Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	139	118	- 15.1%	643	831	+ 29.2%
Closed Sales	95	145	+ 52.6%	392	719	+ 83.4%
Median Sales Price*	\$455,574	<b>\$537,000</b>	+ 17.9%	\$455,459	<b>\$483,566</b>	+ 6.2%
Average Sales Price*	\$493,194	<b>\$600,960</b>	+ 21.9%	\$498,116	<b>\$557,432</b>	+ 11.9%
Percent of List Price Received*	99.5%	<b>102.7%</b>	+ 3.2%	99.4%	<b>101.7%</b>	+ 2.3%
Days on Market Until Sale	86	53	- 38.4%	89	63	- 29.2%
Inventory of Homes for Sale	204	98	- 52.0%	--	--	--
Months Supply of Inventory	2.6	0.9	- 65.4%	--	--	--

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

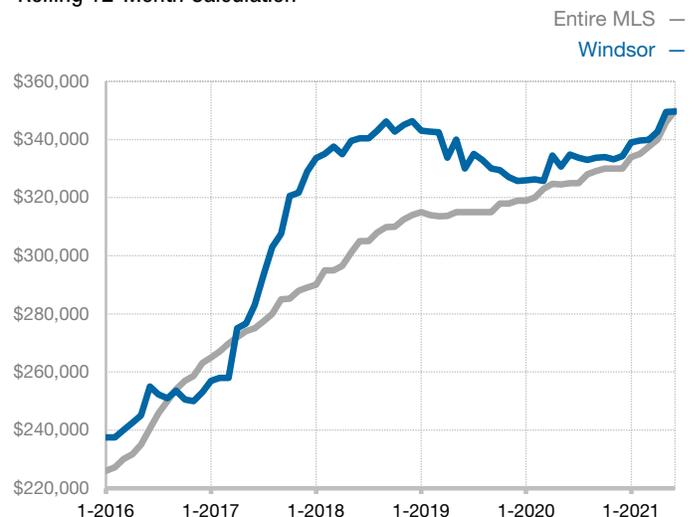
Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	19	10	- 47.4%	80	120	+ 50.0%
Closed Sales	16	15	- 6.3%	62	87	+ 40.3%
Median Sales Price*	\$335,954	<b>\$390,000</b>	+ 16.1%	\$337,768	<b>\$378,832</b>	+ 12.2%
Average Sales Price*	\$366,758	<b>\$376,086</b>	+ 2.5%	\$346,867	<b>\$379,537</b>	+ 9.4%
Percent of List Price Received*	101.4%	<b>100.9%</b>	- 0.5%	100.9%	<b>101.0%</b>	+ 0.1%
Days on Market Until Sale	201	93	- 53.7%	174	110	- 36.8%
Inventory of Homes for Sale	51	10	- 80.4%	--	--	--
Months Supply of Inventory	5.4	0.7	- 87.0%	--	--	--

\* 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 June 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

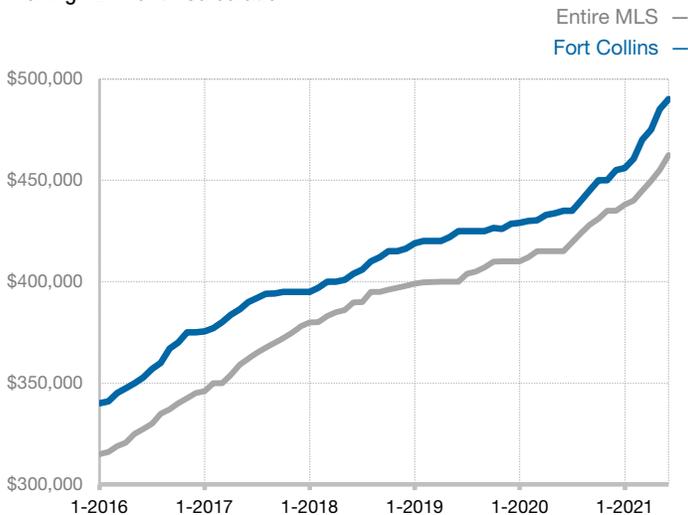
Single Family	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	287	<b>287</b>	0.0%	1,383	<b>1,280</b>	- 7.4%
Closed Sales	242	<b>246</b>	+ 1.7%	919	<b>1,055</b>	+ 14.8%
Median Sales Price*	\$453,700	<b>\$515,250</b>	+ 13.6%	\$440,000	<b>\$518,000</b>	+ 17.7%
Average Sales Price*	\$494,923	<b>\$585,116</b>	+ 18.2%	\$493,328	<b>\$582,051</b>	+ 18.0%
Percent of List Price Received*	99.0%	<b>104.9%</b>	+ 6.0%	99.1%	<b>103.1%</b>	+ 4.0%
Days on Market Until Sale	57	<b>32</b>	- 43.9%	65	<b>45</b>	- 30.8%
Inventory of Homes for Sale	327	<b>100</b>	- 69.4%	--	--	--
Months Supply of Inventory	2.0	<b>0.5</b>	- 75.0%	--	--	--

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

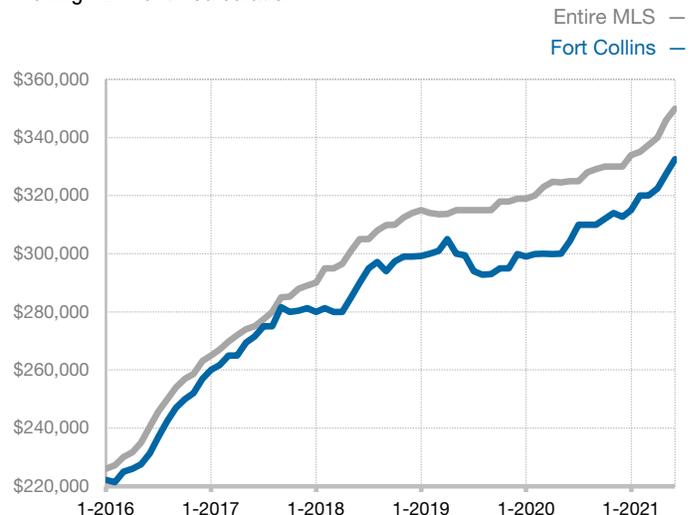
Townhouse/Condo	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	106	<b>96</b>	- 9.4%	500	<b>506</b>	+ 1.2%
Closed Sales	84	<b>108</b>	+ 28.6%	374	<b>481</b>	+ 28.6%
Median Sales Price*	\$310,500	<b>\$354,500</b>	+ 14.2%	\$310,500	<b>\$353,000</b>	+ 13.7%
Average Sales Price*	\$335,179	<b>\$387,557</b>	+ 15.6%	\$335,214	<b>\$383,011</b>	+ 14.3%
Percent of List Price Received*	99.1%	<b>102.7%</b>	+ 3.6%	99.0%	<b>101.4%</b>	+ 2.4%
Days on Market Until Sale	80	<b>59</b>	- 26.3%	100	<b>65</b>	- 35.0%
Inventory of Homes for Sale	148	<b>55</b>	- 62.8%	--	--	--
Months Supply of Inventory	2.4	<b>0.7</b>	- 70.8%	--	--	--

\* 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 June 2021

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## Berthoud

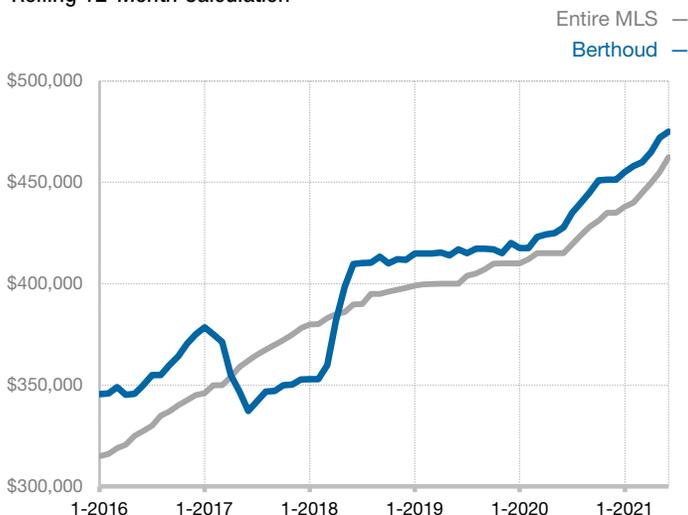
Single Family	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	54	49	- 9.3%	373	242	- 35.1%
Closed Sales	52	35	- 32.7%	180	222	+ 23.3%
Median Sales Price*	\$440,000	<b>\$530,000</b>	+ 20.5%	\$431,370	<b>\$500,258</b>	+ 16.0%
Average Sales Price*	\$508,926	<b>\$596,619</b>	+ 17.2%	\$510,746	<b>\$582,071</b>	+ 14.0%
Percent of List Price Received*	99.6%	<b>103.3%</b>	+ 3.7%	98.9%	<b>101.7%</b>	+ 2.8%
Days on Market Until Sale	83	81	- 2.4%	84	85	+ 1.2%
Inventory of Homes for Sale	107	45	- 57.9%	--	--	--
Months Supply of Inventory	3.4	1.0	- 70.6%	--	--	--

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

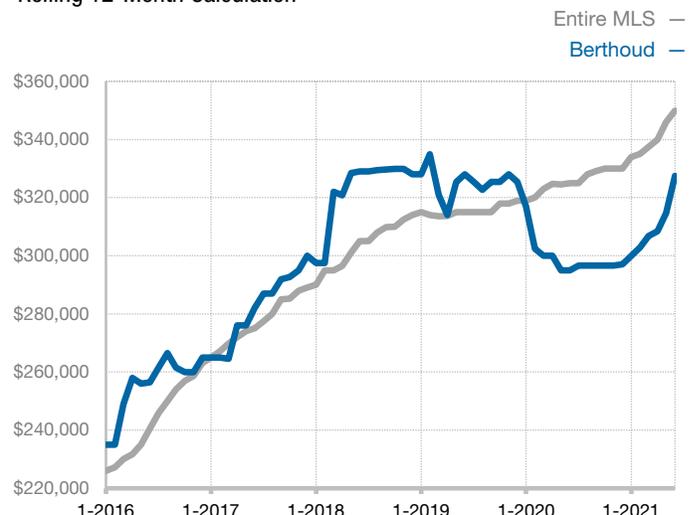
Townhouse/Condo	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	13	+ 225.0%	56	51	- 8.9%
Closed Sales	1	8	+ 700.0%	32	29	- 9.4%
Median Sales Price*	\$299,950	<b>\$478,412</b>	+ 59.5%	\$290,290	<b>\$458,882</b>	+ 58.1%
Average Sales Price*	\$299,950	<b>\$481,400</b>	+ 60.5%	\$314,382	<b>\$471,982</b>	+ 50.1%
Percent of List Price Received*	100.0%	<b>101.4%</b>	+ 1.4%	100.0%	<b>102.3%</b>	+ 2.3%
Days on Market Until Sale	267	104	- 61.0%	101	123	+ 21.8%
Inventory of Homes for Sale	9	5	- 44.4%	--	--	--
Months Supply of Inventory	2.1	0.8	- 61.9%	--	--	--

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

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



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



# Local Market Update for June 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

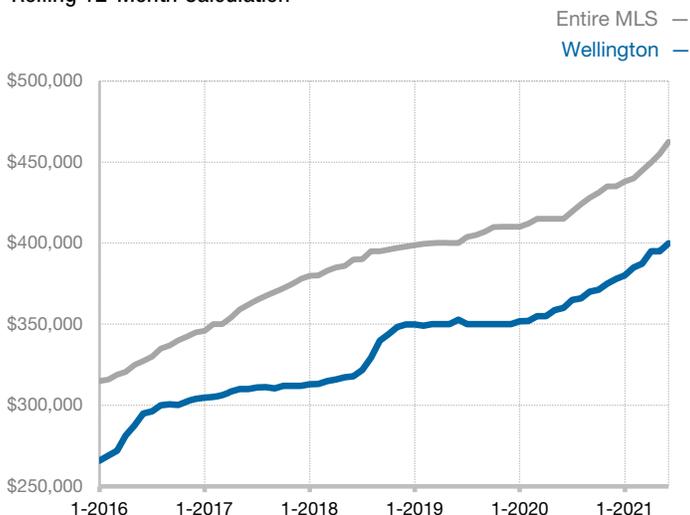
Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	43	32	- 25.6%	219	184	- 16.0%
Closed Sales	44	31	- 29.5%	149	188	+ 26.2%
Median Sales Price*	\$370,600	<b>\$430,000</b>	+ 16.0%	\$366,944	<b>\$415,474</b>	+ 13.2%
Average Sales Price*	\$388,340	<b>\$471,698</b>	+ 21.5%	\$399,162	<b>\$446,180</b>	+ 11.8%
Percent of List Price Received*	100.3%	<b>101.8%</b>	+ 1.5%	100.4%	<b>102.0%</b>	+ 1.6%
Days on Market Until Sale	75	73	- 2.7%	97	70	- 27.8%
Inventory of Homes for Sale	54	24	- 55.6%	--	--	--
Months Supply of Inventory	2.0	0.7	- 65.0%	--	--	--

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

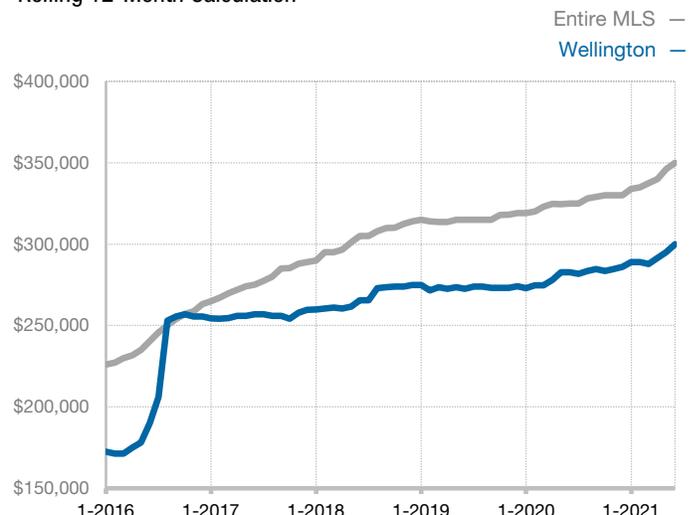
Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	7	4	- 42.9%	45	25	- 44.4%
Closed Sales	4	4	0.0%	29	27	- 6.9%
Median Sales Price*	\$271,000	<b>\$330,500</b>	+ 22.0%	\$285,000	<b>\$310,000</b>	+ 8.8%
Average Sales Price*	\$272,500	<b>\$332,750</b>	+ 22.1%	\$281,558	<b>\$313,617</b>	+ 11.4%
Percent of List Price Received*	99.4%	<b>104.2%</b>	+ 4.8%	99.6%	<b>101.9%</b>	+ 2.3%
Days on Market Until Sale	94	20	- 78.7%	98	67	- 31.6%
Inventory of Homes for Sale	10	3	- 70.0%	--	--	--
Months Supply of Inventory	1.9	0.6	- 68.4%	--	--	--

\* 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 June 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

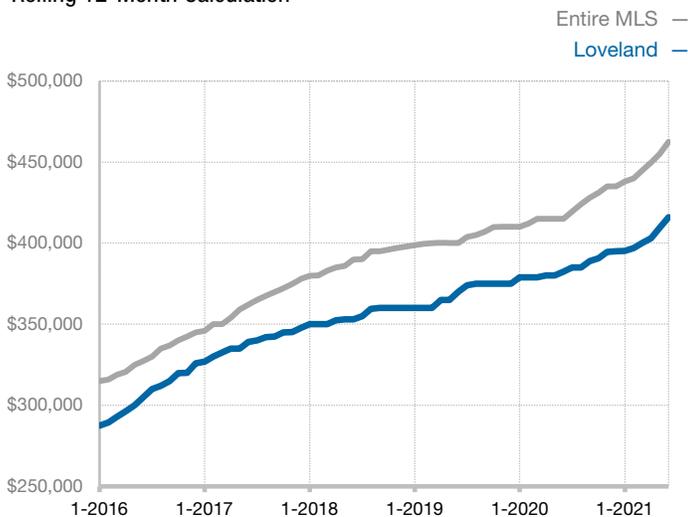
Single Family	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	209	182	- 12.9%	1,007	938	- 6.9%
Closed Sales	204	192	- 5.9%	678	807	+ 19.0%
Median Sales Price*	\$390,000	<b>\$442,982</b>	+ 13.6%	\$387,050	<b>\$428,753</b>	+ 10.8%
Average Sales Price*	\$428,356	<b>\$518,327</b>	+ 21.0%	\$427,901	<b>\$487,535</b>	+ 13.9%
Percent of List Price Received*	100.0%	<b>104.0%</b>	+ 4.0%	99.7%	<b>103.0%</b>	+ 3.3%
Days on Market Until Sale	68	50	- 26.5%	68	50	- 26.5%
Inventory of Homes for Sale	189	80	- 57.7%	--	--	--
Months Supply of Inventory	1.6	0.5	- 68.8%	--	--	--

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

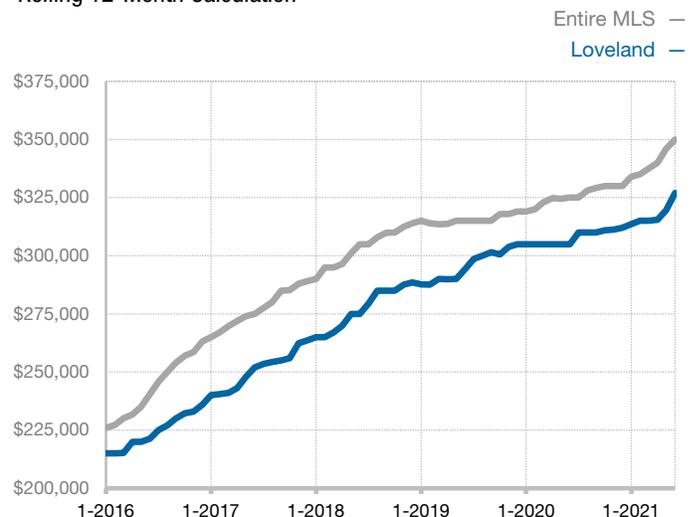
Townhouse/Condo	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	31	58	+ 87.1%	183	248	+ 35.5%
Closed Sales	42	48	+ 14.3%	138	173	+ 25.4%
Median Sales Price*	\$310,000	<b>\$356,513</b>	+ 15.0%	\$307,500	<b>\$345,000</b>	+ 12.2%
Average Sales Price*	\$319,457	<b>\$355,279</b>	+ 11.2%	\$321,214	<b>\$356,015</b>	+ 10.8%
Percent of List Price Received*	99.6%	<b>102.8%</b>	+ 3.2%	100.2%	<b>102.9%</b>	+ 2.7%
Days on Market Until Sale	151	171	+ 13.2%	132	97	- 26.5%
Inventory of Homes for Sale	67	17	- 74.6%	--	--	--
Months Supply of Inventory	2.6	0.5	- 80.8%	--	--	--

\* 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 June 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

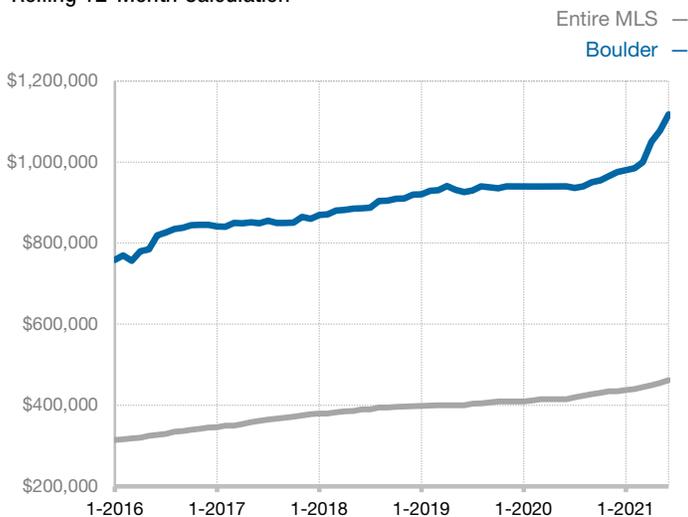
Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	159	189	+ 18.9%	774	740	- 4.4%
Closed Sales	92	136	+ 47.8%	381	554	+ 45.4%
Median Sales Price*	\$932,000	\$1,245,000	+ 33.6%	\$944,000	\$1,310,000	+ 38.8%
Average Sales Price*	\$1,125,777	\$1,439,478	+ 27.9%	\$1,178,829	\$1,556,155	+ 32.0%
Percent of List Price Received*	99.9%	104.7%	+ 4.8%	98.3%	102.9%	+ 4.7%
Days on Market Until Sale	54	44	- 18.5%	68	55	- 19.1%
Inventory of Homes for Sale	266	128	- 51.9%	--	--	--
Months Supply of Inventory	3.7	1.3	- 64.9%	--	--	--

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

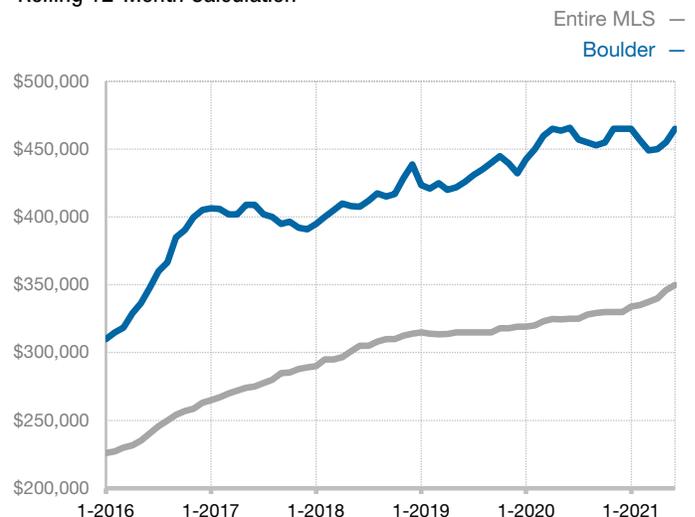
Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	130	92	- 29.2%	575	467	- 18.8%
Closed Sales	62	81	+ 30.6%	297	421	+ 41.8%
Median Sales Price*	\$455,225	\$515,000	+ 13.1%	\$502,500	\$486,500	- 3.2%
Average Sales Price*	\$501,983	\$605,105	+ 20.5%	\$606,437	\$587,091	- 3.2%
Percent of List Price Received*	98.7%	101.6%	+ 2.9%	98.7%	100.7%	+ 2.0%
Days on Market Until Sale	54	52	- 3.7%	72	69	- 4.2%
Inventory of Homes for Sale	197	74	- 62.4%	--	--	--
Months Supply of Inventory	3.7	1.0	- 73.0%	--	--	--

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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 June 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

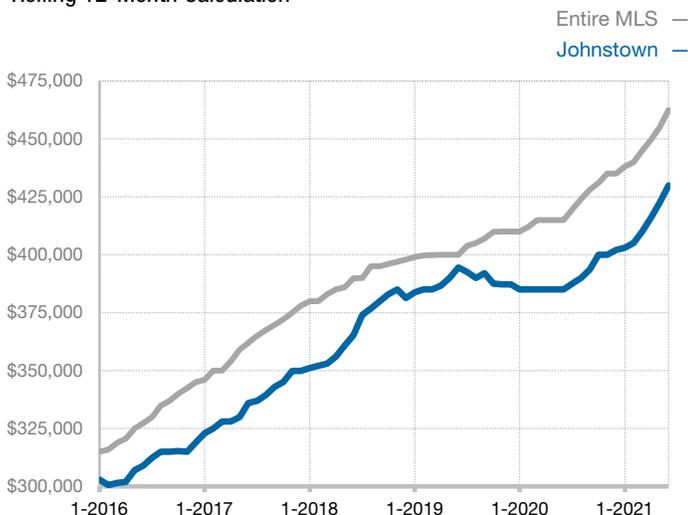
Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	47	42	- 10.6%	255	186	- 27.1%
Closed Sales	50	34	- 32.0%	178	169	- 5.1%
Median Sales Price*	\$389,750	<b>\$469,500</b>	+ 20.5%	\$387,750	<b>\$447,500</b>	+ 15.4%
Average Sales Price*	\$409,014	<b>\$510,441</b>	+ 24.8%	\$409,578	<b>\$489,271</b>	+ 19.5%
Percent of List Price Received*	101.0%	<b>104.7%</b>	+ 3.7%	100.0%	<b>102.7%</b>	+ 2.7%
Days on Market Until Sale	52	30	- 42.3%	67	38	- 43.3%
Inventory of Homes for Sale	53	32	- 39.6%	--	--	--
Months Supply of Inventory	1.7	1.0	- 41.2%	--	--	--

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

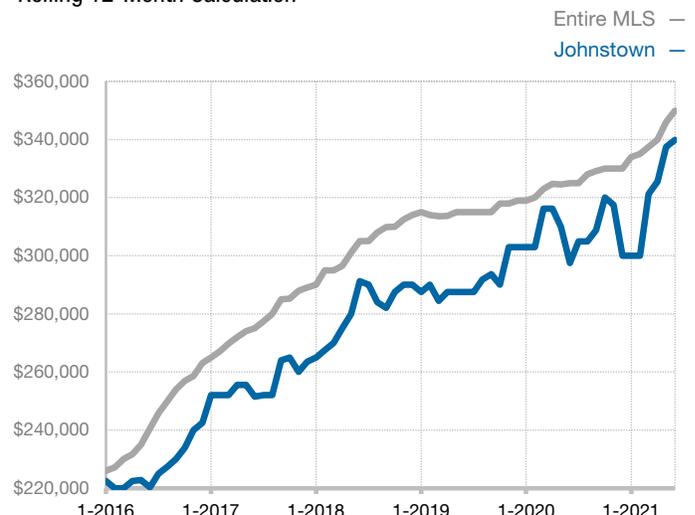
Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	3	2	- 33.3%	20	11	- 45.0%
Closed Sales	4	2	- 50.0%	10	12	+ 20.0%
Median Sales Price*	\$281,000	<b>\$342,500</b>	+ 21.9%	\$291,000	<b>\$366,700</b>	+ 26.0%
Average Sales Price*	\$281,750	<b>\$342,500</b>	+ 21.6%	\$306,650	<b>\$368,200</b>	+ 20.1%
Percent of List Price Received*	97.9%	<b>103.1%</b>	+ 5.3%	98.5%	<b>102.8%</b>	+ 4.4%
Days on Market Until Sale	51	50	- 2.0%	55	55	0.0%
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	2.2	0.5	- 77.3%	--	--	--

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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 June 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

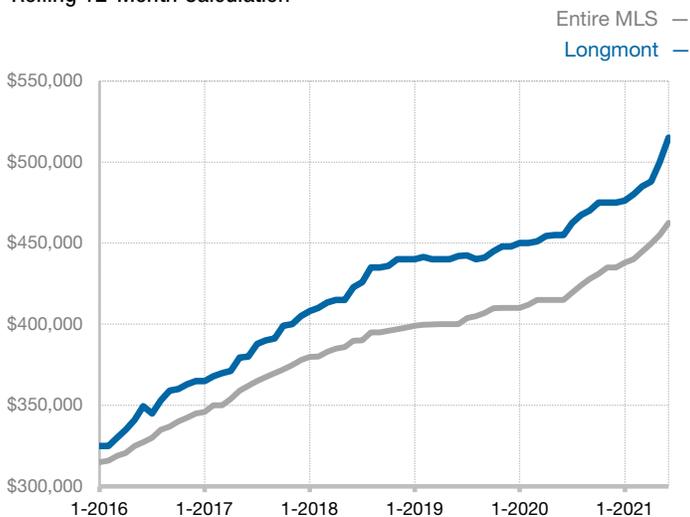
Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	179	165	- 7.8%	837	687	- 17.9%
Closed Sales	151	134	- 11.3%	639	576	- 9.9%
Median Sales Price*	\$459,000	<b>\$560,500</b>	+ 22.1%	\$466,000	<b>\$550,000</b>	+ 18.0%
Average Sales Price*	\$527,985	<b>\$689,885</b>	+ 30.7%	\$528,000	<b>\$679,601</b>	+ 28.7%
Percent of List Price Received*	99.7%	<b>106.5%</b>	+ 6.8%	99.3%	<b>105.0%</b>	+ 5.7%
Days on Market Until Sale	53	31	- 41.5%	65	38	- 41.5%
Inventory of Homes for Sale	204	92	- 54.9%	--	--	--
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--

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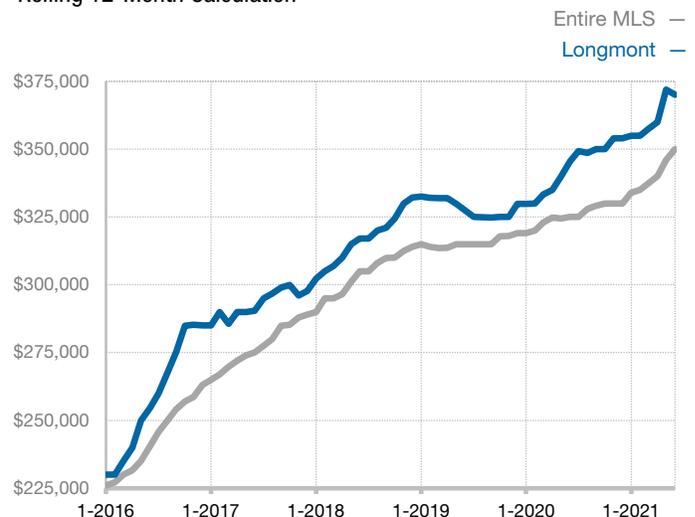
Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	33	31	- 6.1%	184	153	- 16.8%
Closed Sales	36	27	- 25.0%	161	132	- 18.0%
Median Sales Price*	\$370,000	<b>\$360,000</b>	- 2.7%	\$351,475	<b>\$394,856</b>	+ 12.3%
Average Sales Price*	\$372,002	<b>\$396,780</b>	+ 6.7%	\$353,545	<b>\$411,044</b>	+ 16.3%
Percent of List Price Received*	99.4%	<b>104.6%</b>	+ 5.2%	99.4%	<b>103.1%</b>	+ 3.7%
Days on Market Until Sale	48	34	- 29.2%	59	40	- 32.2%
Inventory of Homes for Sale	35	11	- 68.6%	--	--	--
Months Supply of Inventory	1.2	0.5	- 58.3%	--	--	--

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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 June 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

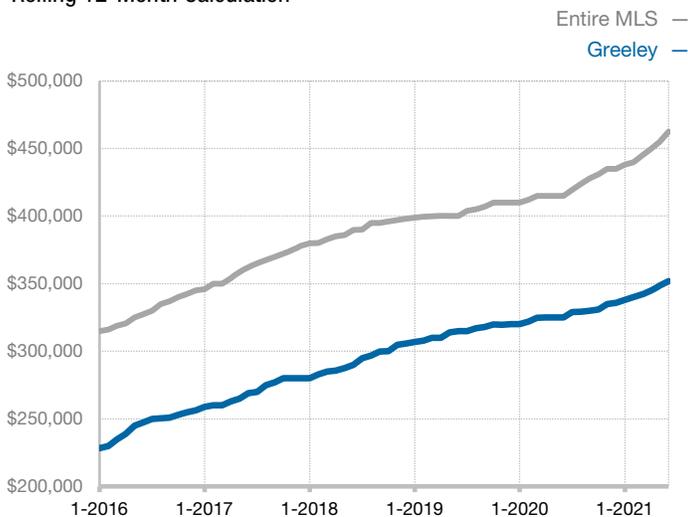
Single Family	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	187	172	- 8.0%	872	739	- 15.3%
Closed Sales	126	128	+ 1.6%	608	621	+ 2.1%
Median Sales Price*	\$335,000	<b>\$380,000</b>	+ 13.4%	\$330,000	<b>\$369,475</b>	+ 12.0%
Average Sales Price*	\$347,924	<b>\$432,230</b>	+ 24.2%	\$346,931	<b>\$395,419</b>	+ 14.0%
Percent of List Price Received*	99.8%	<b>103.7%</b>	+ 3.9%	99.4%	<b>102.1%</b>	+ 2.7%
Days on Market Until Sale	47	38	- 19.1%	60	43	- 28.3%
Inventory of Homes for Sale	179	86	- 52.0%	--	--	--
Months Supply of Inventory	1.6	0.7	- 56.3%	--	--	--

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Townhouse/Condo	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	32	30	- 6.3%	163	198	+ 21.5%
Closed Sales	24	28	+ 16.7%	110	114	+ 3.6%
Median Sales Price*	\$255,850	<b>\$303,500</b>	+ 18.6%	\$251,700	<b>\$285,000</b>	+ 13.2%
Average Sales Price*	\$266,913	<b>\$295,664</b>	+ 10.8%	\$254,819	<b>\$279,348</b>	+ 9.6%
Percent of List Price Received*	98.5%	<b>102.0%</b>	+ 3.6%	99.1%	<b>100.6%</b>	+ 1.5%
Days on Market Until Sale	63	30	- 52.4%	61	51	- 16.4%
Inventory of Homes for Sale	35	11	- 68.6%	--	--	--
Months Supply of Inventory	1.7	0.5	- 70.6%	--	--	--

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



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

