



# FCBR 2019

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# Monthly Indicators



## August 2019

New Listings were down 3.6 percent for single family homes and 1.0 percent for townhouse-condo properties. Pending Sales landed at 274 for single family homes and 80 for townhouse-condo properties.

The Median Sales Price was down 1.2 percent to \$420,000 for single family homes but increased 0.3 percent to \$293,000 for townhouse-condo properties. Days on Market decreased 6.3 percent for single family homes and 23.1 percent for townhouse-condo properties.

As many homeowners refinanced their homes to take advantage of declining interest rates, consumer confidence in housing was reported to be at historically high levels. Even so, real estate professionals will need to monitor the market for signs of continued imbalances. Although the inventory of affordable homes at this point remains largely stable, it is stable at historically low levels, which may continue to push prices higher and affect potential buyers across the U.S.

## Activity Snapshot

<b>- 1.3%</b>	<b>- 6.3%</b>	<b>- 1.2%</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	8-2018	8-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		385	<b>371</b>	- 3.6%	2,820	<b>2,871</b>	+ 1.8%
<b>Pending Sales</b>		249	<b>274</b>	+ 10.0%	2,155	<b>2,117</b>	- 1.8%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		300	<b>296</b>	- 1.3%	2,079	<b>1,939</b>	- 6.7%
<b>Median Sales Price</b>		\$425,000	<b>\$420,000</b>	- 1.2%	\$410,000	<b>\$425,000</b>	+ 3.7%
<b>Avg. Sales Price</b>		\$467,204	<b>\$454,421</b>	- 2.7%	\$457,549	<b>\$467,450</b>	+ 2.2%
<b>Pct. of List Price Received</b>		99.2%	<b>98.8%</b>	- 0.4%	99.7%	<b>99.2%</b>	- 0.5%
<b>Days on Market</b>		63	<b>59</b>	- 6.3%	65	<b>65</b>	0.0%
<b>Affordability Index</b>		79	<b>89</b>	+ 12.7%	82	<b>88</b>	+ 7.3%
<b>Active Listings</b>		615	<b>645</b>	+ 4.9%	--	--	--
<b>Months Supply</b>		2.4	<b>2.7</b>	+ 12.5%	--	--	--

# 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.



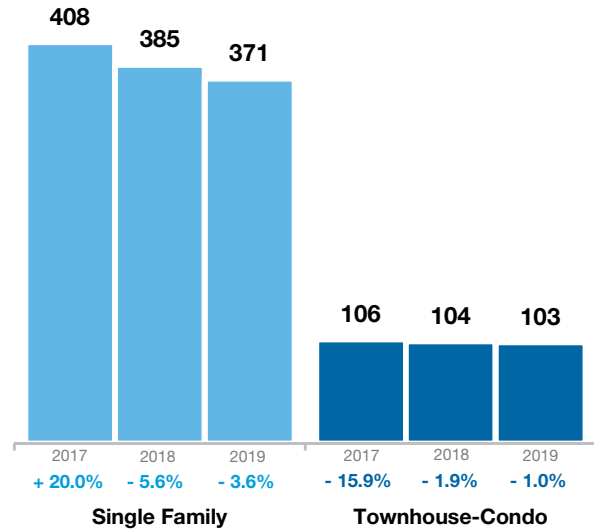
Key Metrics	Historical Sparkbars	8-2018	8-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		104	<b>103</b>	- 1.0%	769	<b>862</b>	+ 12.1%
<b>Pending Sales</b>		65	<b>80</b>	+ 23.1%	612	<b>654</b>	+ 6.9%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		91	<b>84</b>	- 7.7%	626	<b>601</b>	- 4.0%
<b>Median Sales Price</b>		\$292,000	<b>\$293,000</b>	+ 0.3%	\$295,000	<b>\$290,000</b>	- 1.7%
<b>Avg. Sales Price</b>		\$305,720	<b>\$308,751</b>	+ 1.0%	\$308,483	<b>\$311,059</b>	+ 0.8%
<b>Pct. of List Price Received</b>		99.8%	<b>99.3%</b>	- 0.5%	100.2%	<b>99.4%</b>	- 0.8%
<b>Days on Market</b>		65	<b>50</b>	- 23.1%	86	<b>70</b>	- 18.6%
<b>Affordability Index</b>		116	<b>128</b>	+ 10.3%	114	<b>129</b>	+ 13.2%
<b>Active Listings</b>		177	<b>191</b>	+ 7.9%	--	--	--
<b>Months Supply</b>		2.3	<b>2.7</b>	+ 17.4%	--	--	--

# New Listings

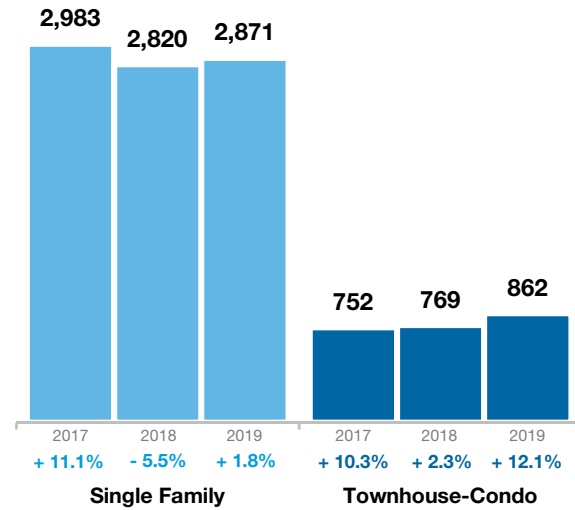
A count of the properties that have been newly listed on the market in a given month.



## August

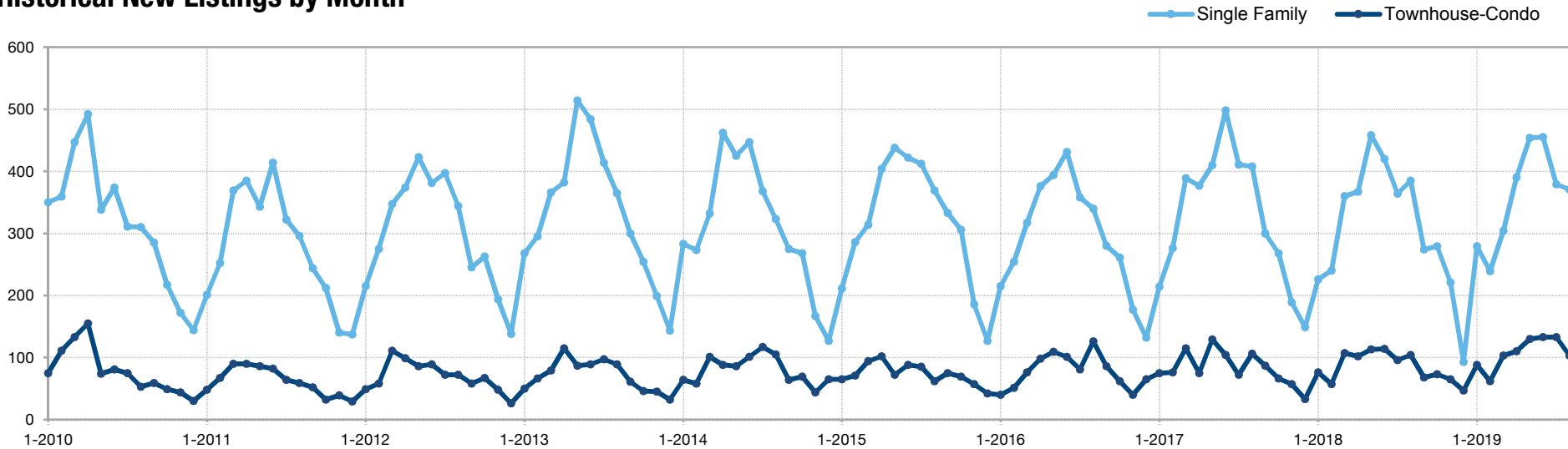


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	130	+15.0%
Jun-2019	455	+8.3%	133	+16.7%
Jul-2019	379	+4.1%	133	+38.5%
<b>Aug-2019</b>	<b>371</b>	<b>-3.6%</b>	<b>103</b>	<b>-1.0%</b>
12-Month Avg	312	+0.3%	93	+10.2%

## Historical New Listings by Month

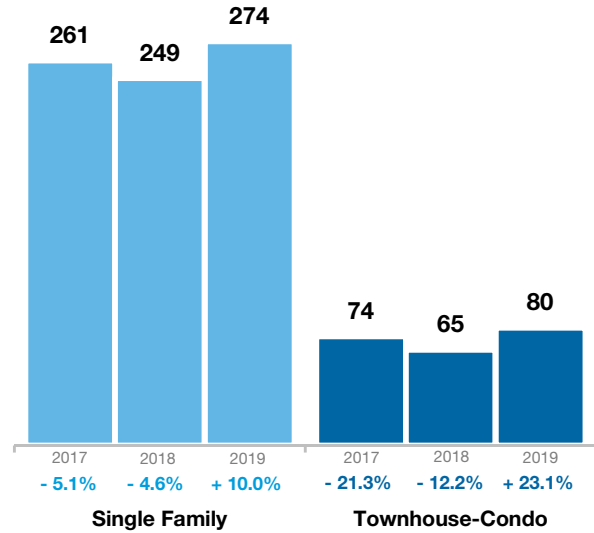


# Pending Sales

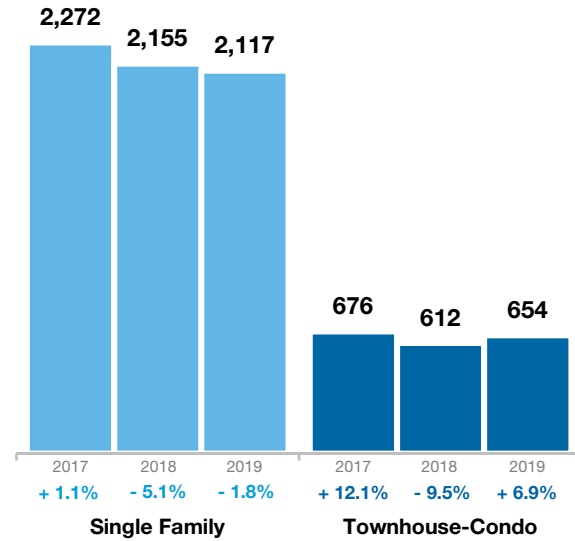
A count of the properties on which offers have been accepted in a given month.



## August

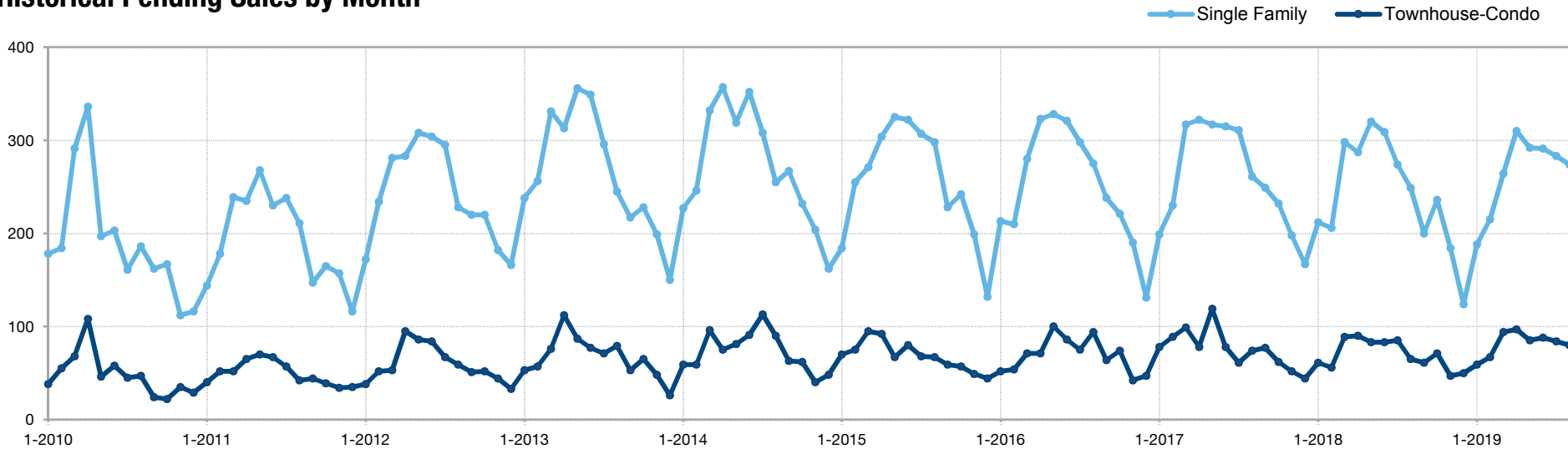


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2018	200	-19.7%	61	-20.8%
Oct-2018	236	+1.7%	71	+14.5%
Nov-2018	184	-7.1%	47	-9.6%
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%	94	+5.6%
Apr-2019	310	+8.0%	97	+7.8%
May-2019	292	-8.8%	85	+2.4%
Jun-2019	291	-5.8%	88	+6.0%
Jul-2019	283	+3.3%	84	-1.2%
<b>Aug-2019</b>	<b>274</b>	<b>+10.0%</b>	<b>80</b>	<b>+23.1%</b>
12-Month Avg	238	-4.7%	74	+4.3%

## Historical Pending Sales by Month

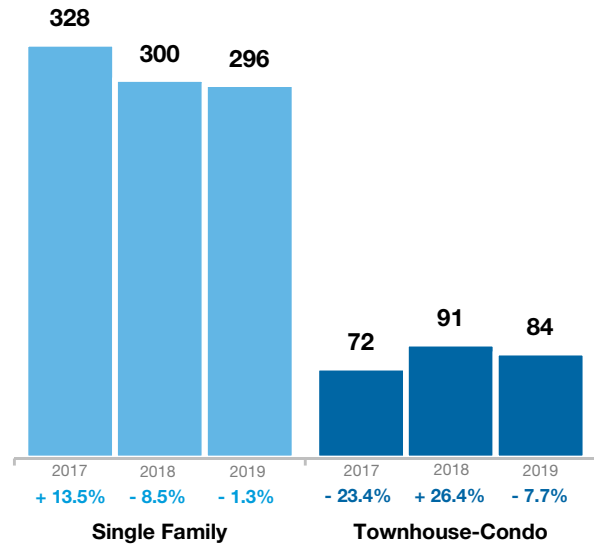


# Sold Listings

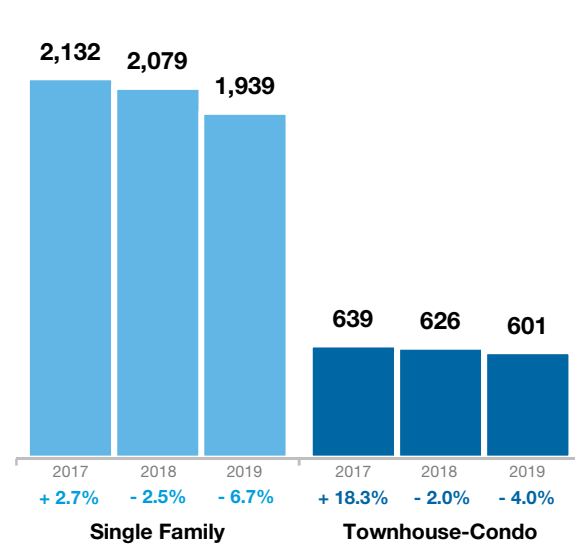
A count of the actual sales that closed in a given month.



## August

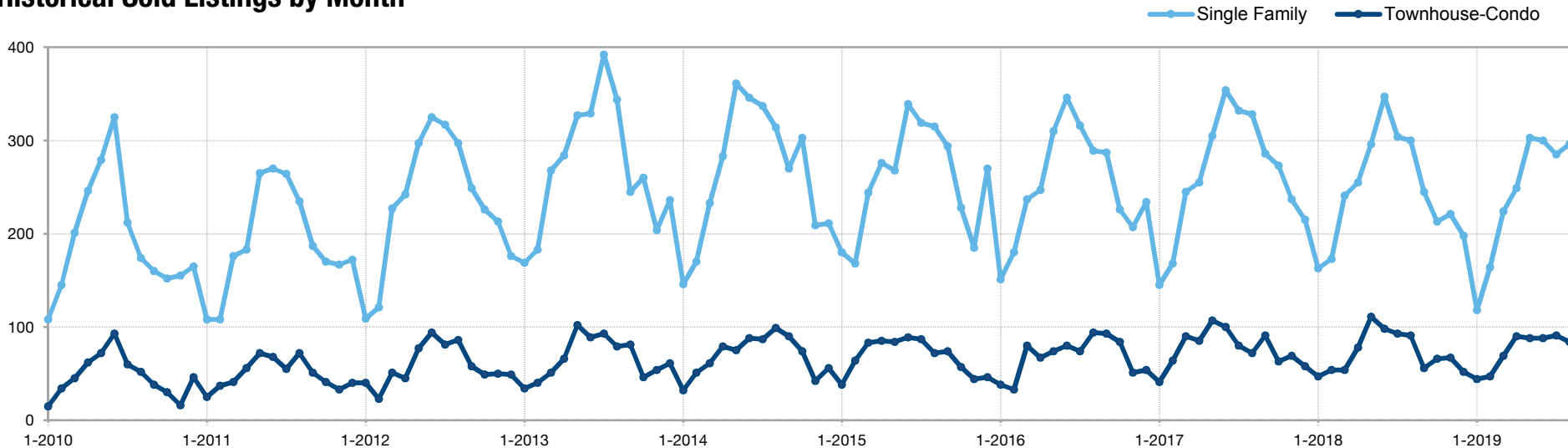


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	303	+2.4%	88	-20.7%
Jun-2019	300	-13.5%	88	-10.2%
Jul-2019	285	-6.3%	91	-2.2%
<b>Aug-2019</b>	<b>296</b>	<b>-1.3%</b>	<b>84</b>	<b>-7.7%</b>
12-Month Avg	235	-8.9%	70	-7.2%

## Historical Sold Listings by Month

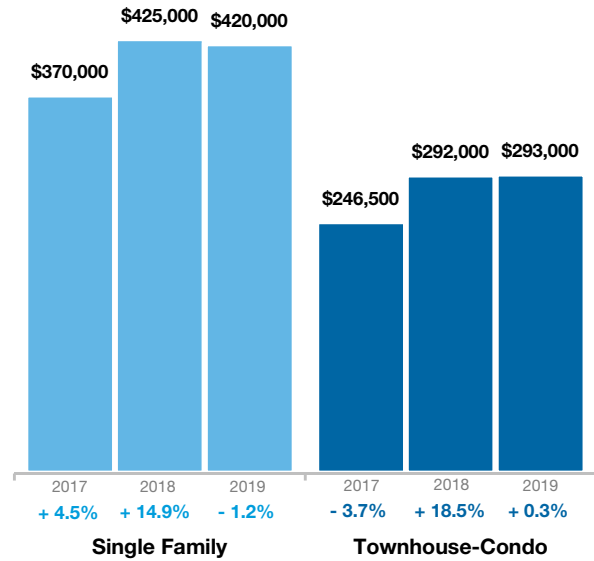


# Median Sales Price

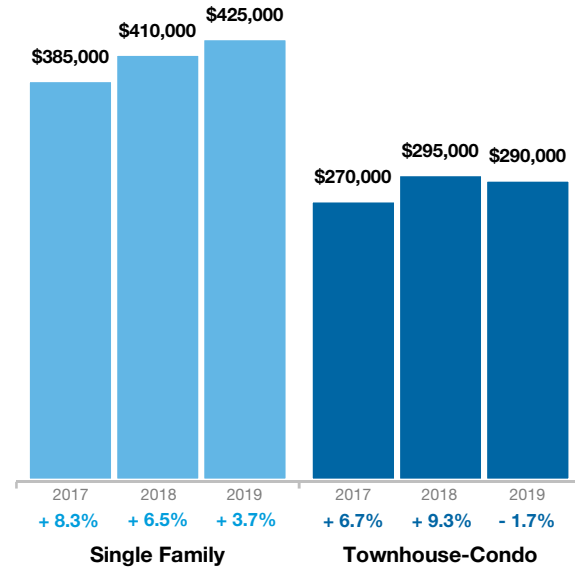
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



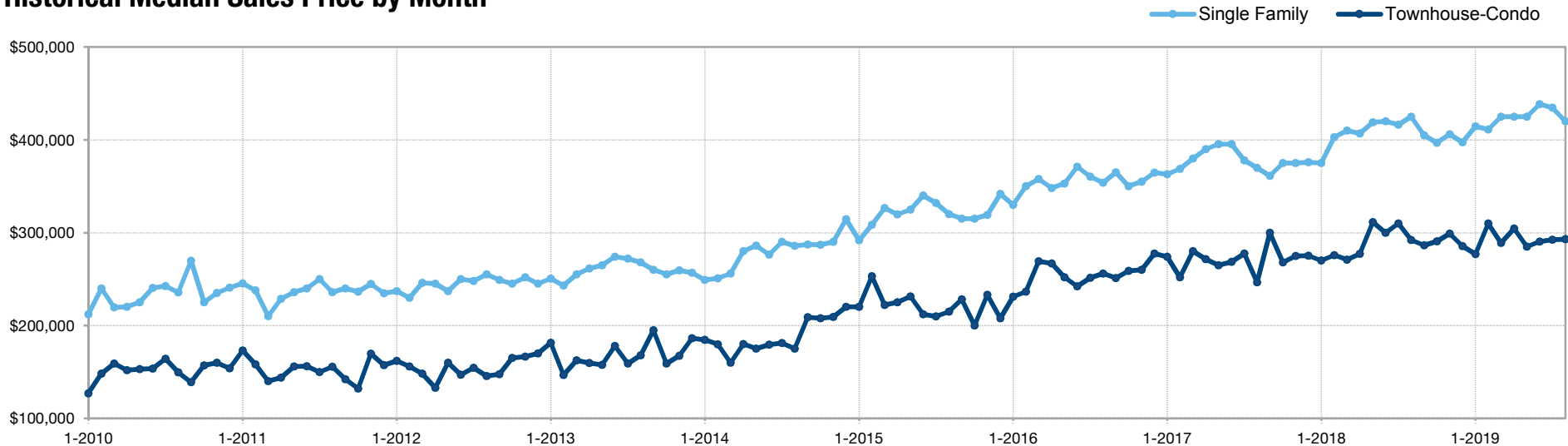
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$425,000	+1.4%	\$285,000	-8.5%
Jun-2019	\$438,500	+4.4%	\$290,314	-3.2%
Jul-2019	\$434,802	+4.5%	\$292,500	-5.6%
<b>Aug-2019</b>	<b>\$420,000</b>	<b>-1.2%</b>	<b>\$293,000</b>	<b>+0.3%</b>
12-Month Avg*	\$420,000	+5.0%	\$290,000	0.0%

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

## Historical Median Sales Price by Month



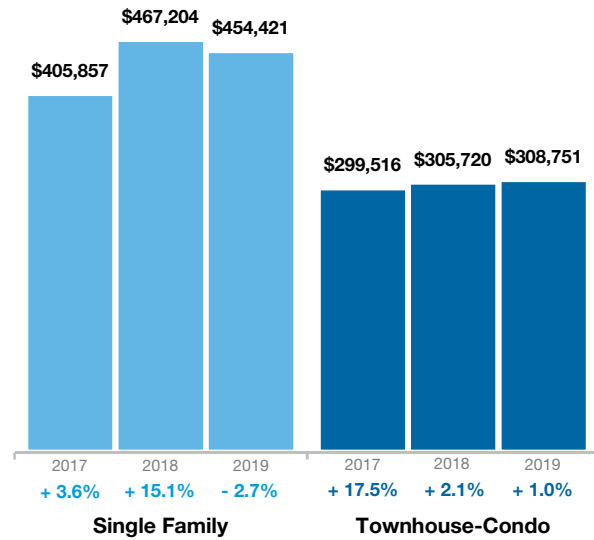


# Average Sales Price

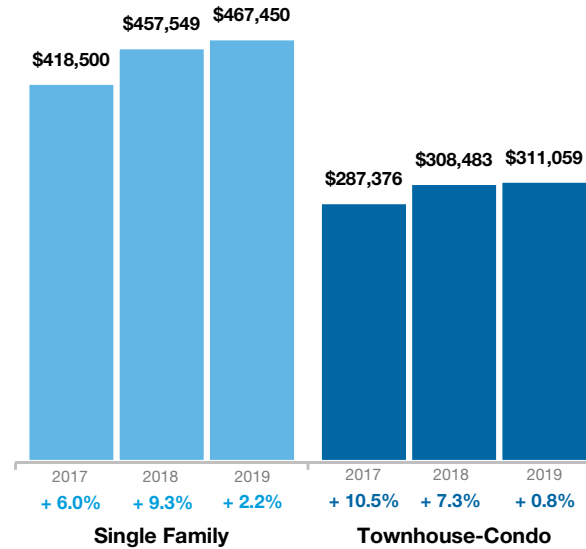
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



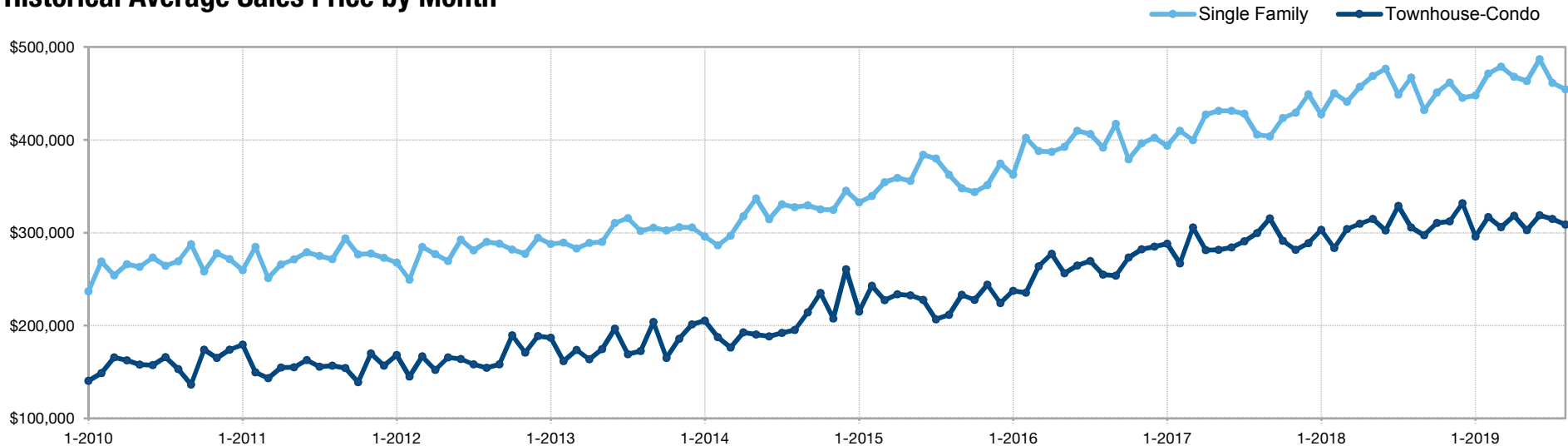
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$463,380	-1.2%	\$302,677	-3.9%
Jun-2019	\$486,785	+2.1%	\$318,871	+5.4%
Jul-2019	\$461,342	+2.8%	\$314,906	-4.2%
<b>Aug-2019</b>	<b>\$454,421</b>	<b>-2.7%</b>	<b>\$308,751</b>	<b>+1.0%</b>
12-Month Avg*	\$461,120	+3.2%	\$311,475	+2.2%

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

## Historical Average Sales Price by Month



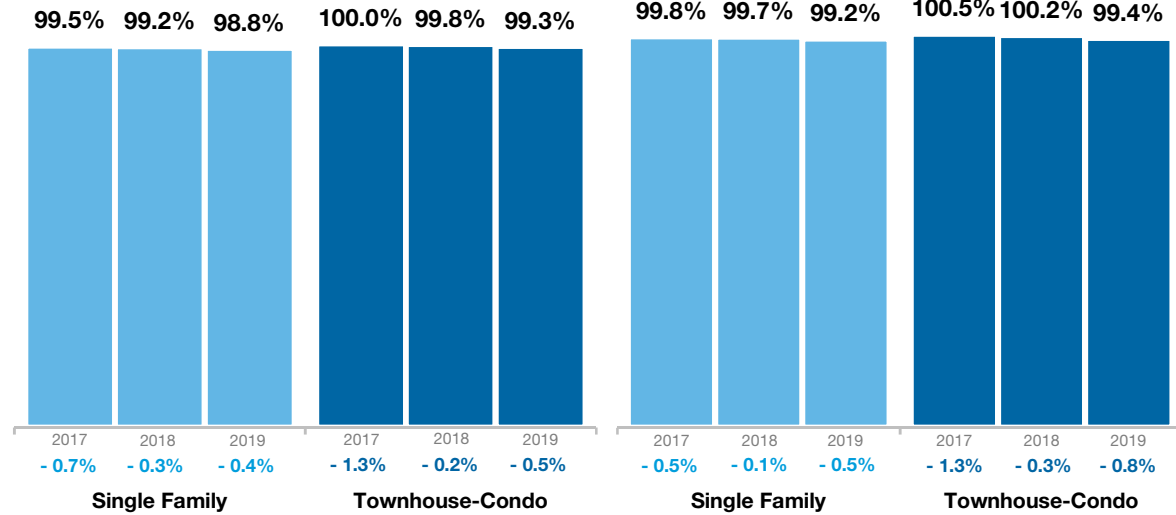
# Percent of List Price Received

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.



## August

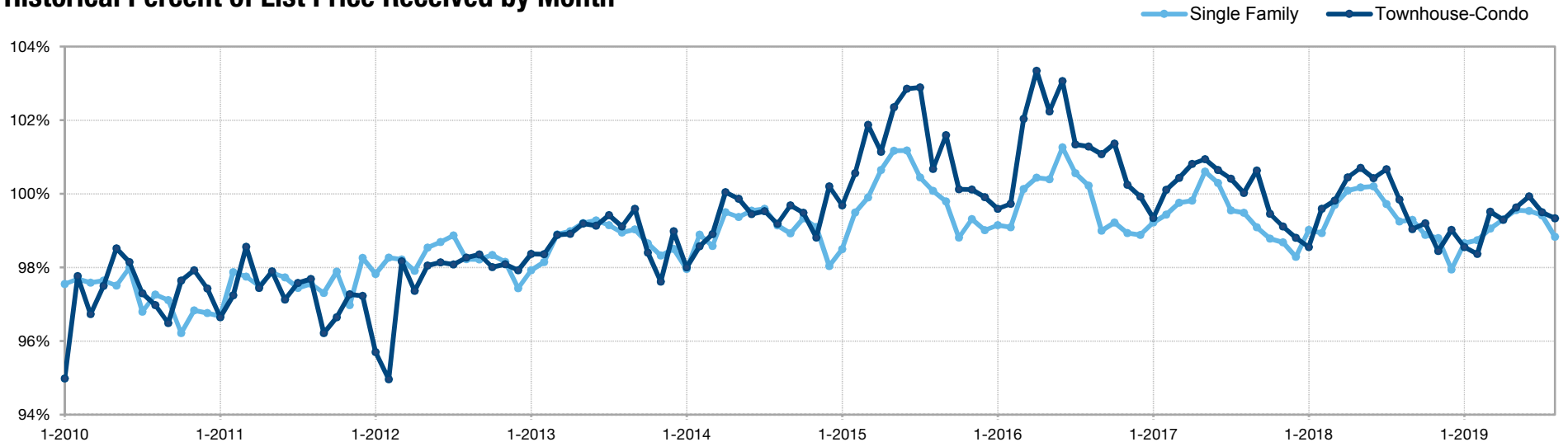
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Jul-2019	99.4%	-0.3%	99.5%	-1.2%
<b>Aug-2019</b>	<b>98.8%</b>	<b>-0.4%</b>	<b>99.3%</b>	<b>-0.5%</b>
12-Month Avg*	99.4%	-0.3%	100.0%	-0.8%

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

## Historical Percent of List Price Received by Month

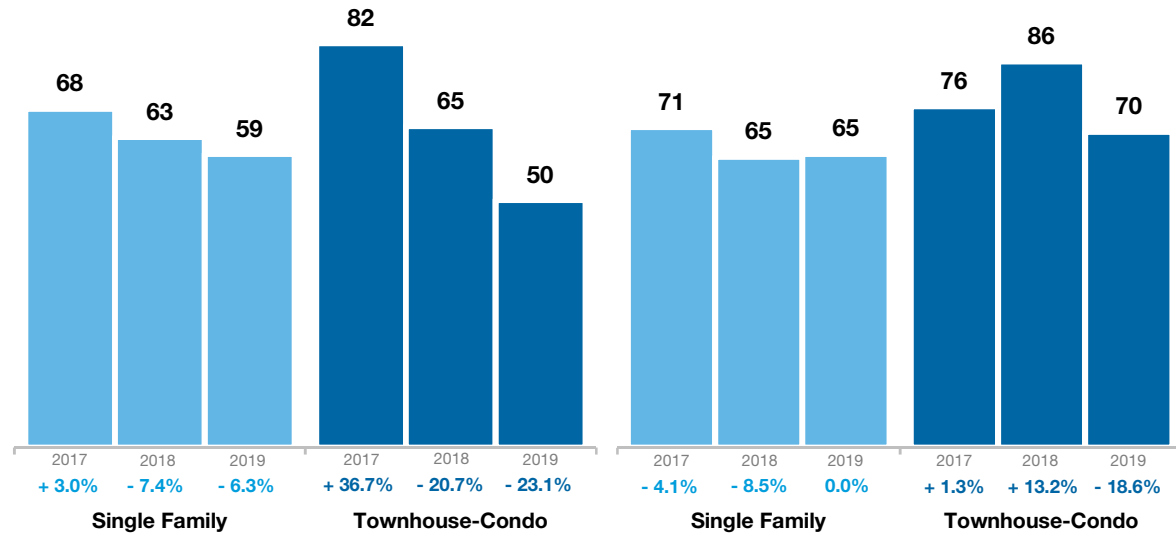


# Days on Market Until Sale

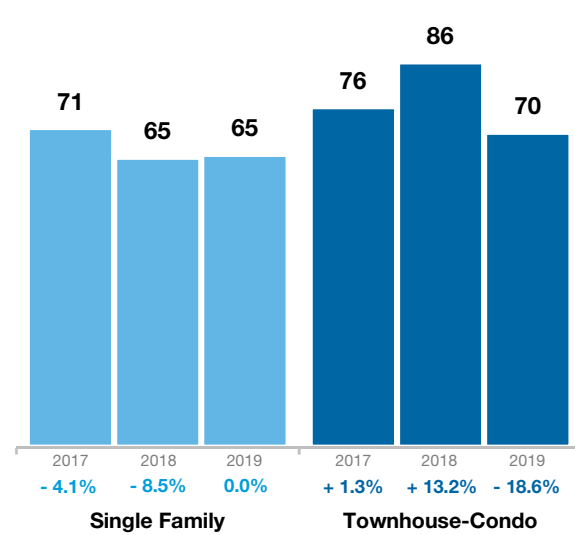
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August



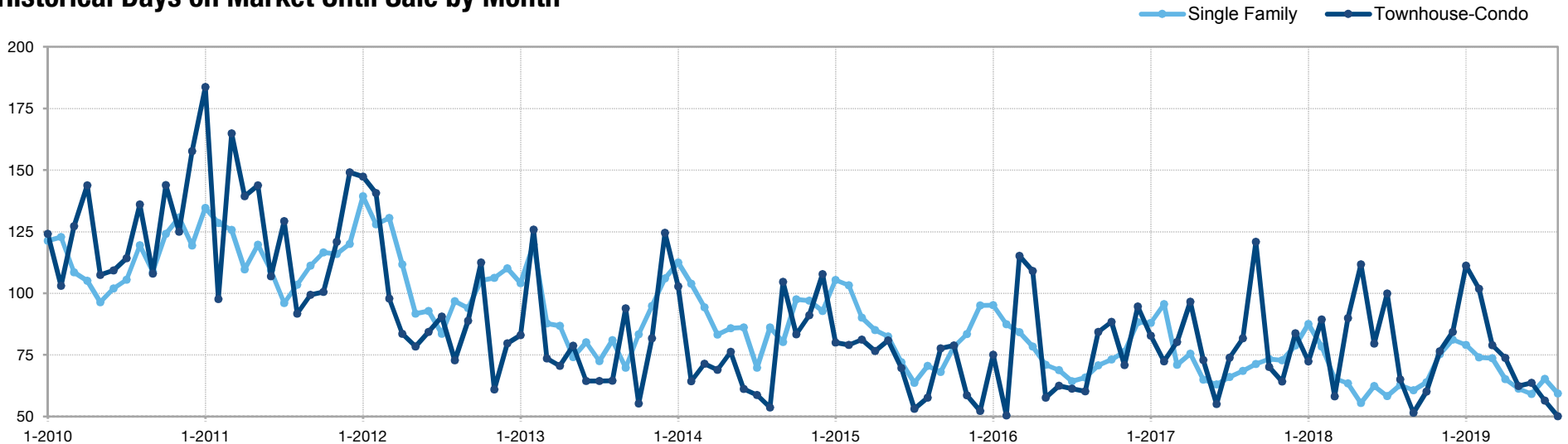
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Jul-2019	65	+12.1%	56	-44.0%
<b>Aug-2019</b>	<b>59</b>	<b>-6.3%</b>	<b>50</b>	<b>-23.1%</b>
12-Month Avg	67	-1.4%	70	-19.6%

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

## Historical Days on Market Until Sale by Month



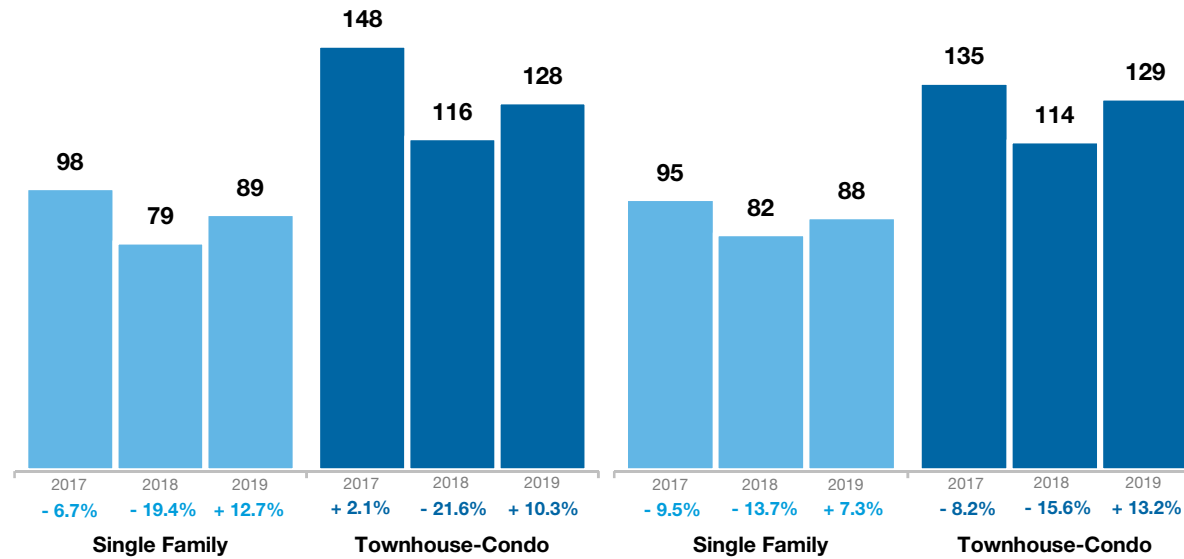
# Housing Affordability Index

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.



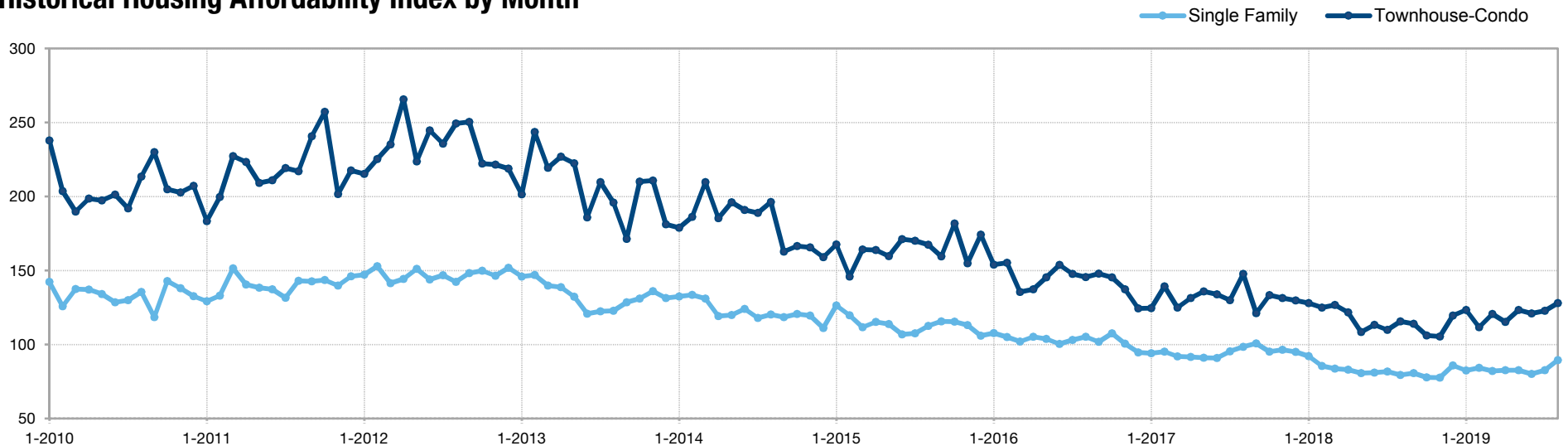
## August

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Jul-2019	83	+1.2%	123	+11.8%
<b>Aug-2019</b>	<b>89</b>	<b>+12.7%</b>	<b>128</b>	<b>+10.3%</b>
12-Month Avg	82	+1.3%	88	+4.9%

## Historical Housing Affordability Index by Month

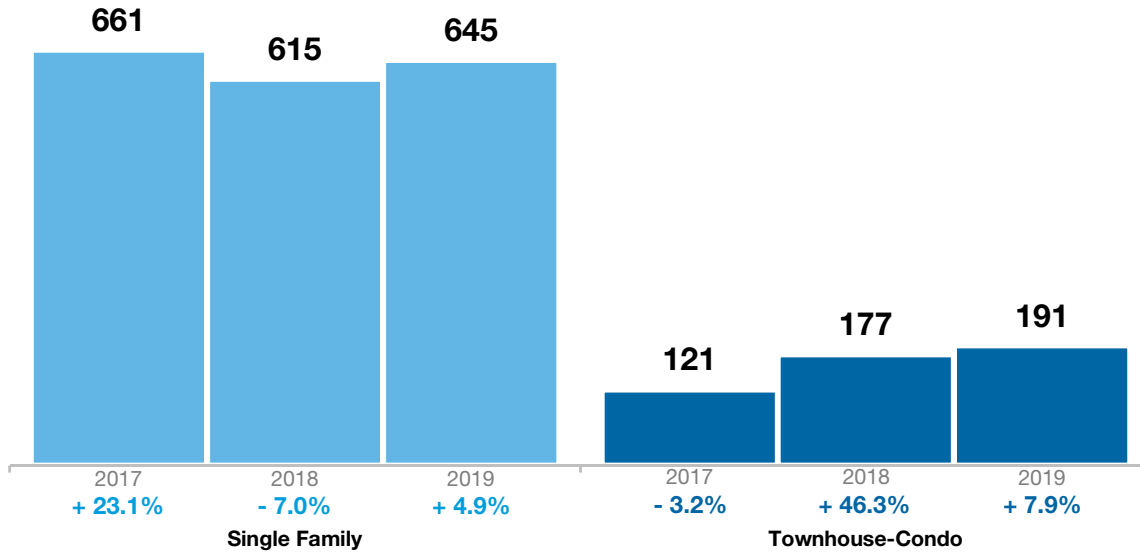


# Inventory of Active Listings

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



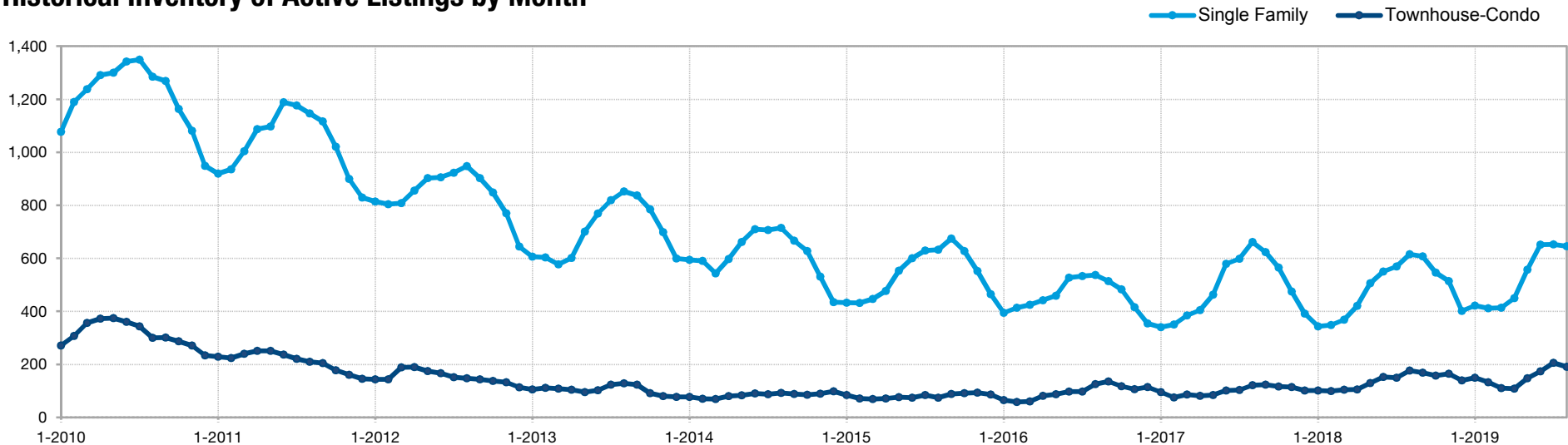
## August



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2018	607	-2.6%	168	+36.6%
Oct-2018	546	-3.4%	157	+35.3%
Nov-2018	514	+8.2%	164	+43.9%
Dec-2018	401	+2.6%	139	+37.6%
Jan-2019	421	+22.7%	149	+47.5%
Feb-2019	411	+18.1%	132	+33.3%
Mar-2019	413	+12.2%	110	+5.8%
Apr-2019	450	+7.1%	108	+2.9%
May-2019	557	+10.1%	147	+14.0%
Jun-2019	651	+18.4%	174	+14.5%
Jul-2019	652	+14.6%	206	+38.3%
<b>Aug-2019</b>	<b>645</b>	<b>+4.9%</b>	<b>191</b>	<b>+7.9%</b>
12-Month Avg*	522	+8.6%	154	+25.5%

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

## Historical Inventory of Active Listings by Month

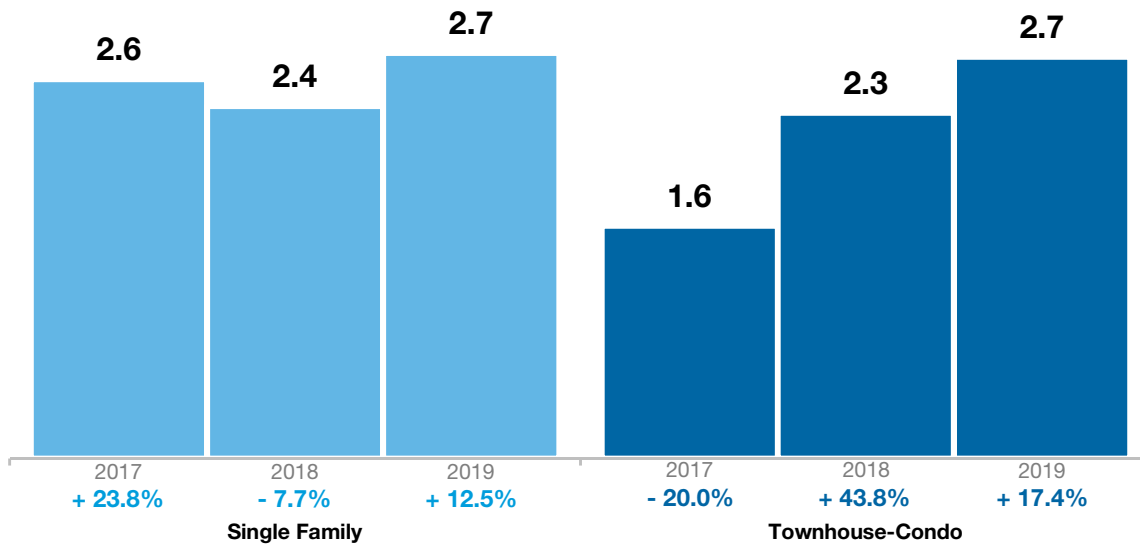


# Months Supply of Inventory

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.



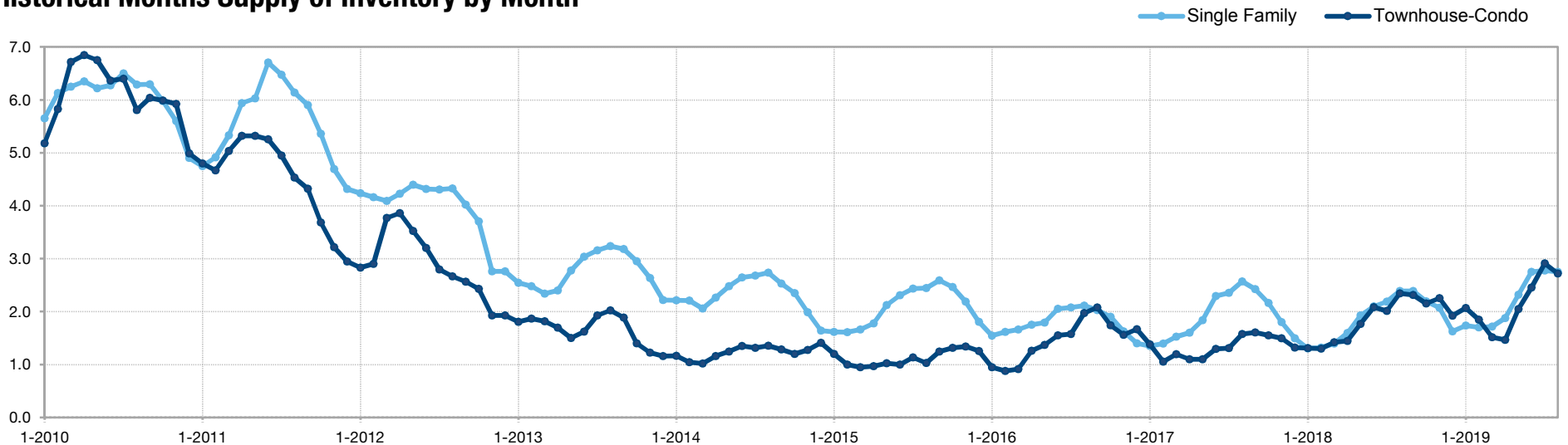
## August



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	2.3	+53.3%
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%	1.5	+7.1%
May-2019	2.3	+21.1%	2.0	+11.1%
Jun-2019	2.8	+33.3%	2.5	+19.0%
Jul-2019	2.8	+27.3%	2.9	+45.0%
<b>Aug-2019</b>	<b>2.7</b>	<b>+12.5%</b>	<b>2.7</b>	<b>+17.4%</b>
12-Month Avg*	2.2	+17.2%	2.1	+30.7%

\* Months Supply for all properties from September 2018 through August 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.



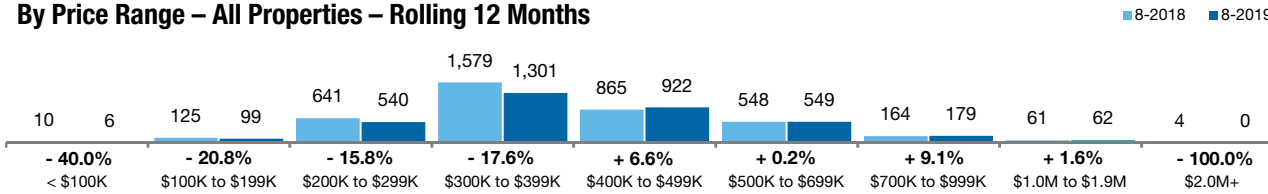
Key Metrics	Historical Sparkbars	8-2018	8-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		489	<b>474</b>	- 3.1%	3,589	<b>3,733</b>	+ 4.0%
<b>Pending Sales</b>		314	<b>354</b>	+ 12.7%	612	<b>654</b>	+ 6.9%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		391	<b>380</b>	- 2.8%	2,705	<b>2,540</b>	- 6.1%
<b>Median Sales Price</b>		\$389,900	<b>\$397,000</b>	+ 1.8%	\$385,000	<b>\$395,000</b>	+ 2.6%
<b>Avg. Sales Price</b>		\$429,621	<b>\$422,220</b>	+ 1.7%	\$423,051	<b>\$430,446</b>	+ 1.7%
<b>Pct. of List Price Received</b>		99.4%	<b>98.9%</b>	- 0.6%	99.8%	<b>99.2%</b>	- 0.6%
<b>Days on Market</b>		63	<b>57</b>	- 5.7%	70	<b>66</b>	- 5.7%
<b>Affordability Index</b>		87	<b>94</b>	+ 8.3%	88	<b>95</b>	+ 8.3%
<b>Active Listings</b>		792	<b>836</b>	+ 5.6%	--	--	--
<b>Months Supply</b>		2.4	<b>2.7</b>	+ 15.3%	--	--	--

# Sold Listings

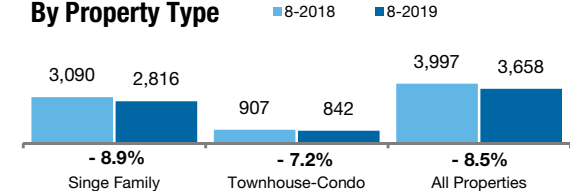
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change
\$99,999 and Below	10	6	-40.0%	0	0	--
\$100,000 to \$199,999	54	47	-13.0%	71	52	-26.8%
\$200,000 to \$299,999	220	140	-36.4%	421	400	-5.0%
\$300,000 to \$399,999	1,248	1,008	-19.2%	331	293	-11.5%
\$400,000 to \$499,999	816	856	+4.9%	49	66	+34.7%
\$500,000 to \$699,999	521	532	+2.1%	27	17	-37.0%
\$700,000 to \$999,999	159	171	+7.5%	5	8	+60.0%
\$1,000,000 to \$1,999,999	58	56	-3.4%	3	6	+100.0%
\$2,000,000 and Above	4	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>3,090</b>	<b>2,816</b>	<b>-8.9%</b>	<b>907</b>	<b>842</b>	<b>-7.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	7-2019	8-2019	Change	7-2019	8-2019	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	10	10	0.0%	5	5	0.0%
\$200,000 to \$299,999	17	5	-70.6%	45	38	-15.6%
\$300,000 to \$399,999	87	106	+21.8%	32	32	0.0%
\$400,000 to \$499,999	86	100	+16.3%	6	7	+16.7%
\$500,000 to \$699,999	62	58	-6.5%	0	1	--
\$700,000 to \$999,999	19	12	-36.8%	2	0	-100.0%
\$1,000,000 to \$1,999,999	4	4	0.0%	1	1	0.0%
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>285</b>	<b>296</b>	<b>+3.9%</b>	<b>91</b>	<b>84</b>	<b>-7.7%</b>

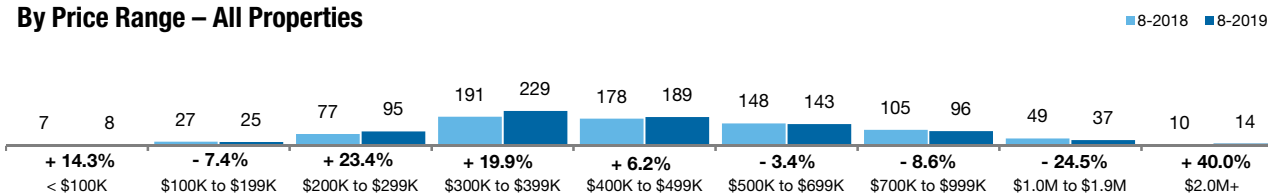
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change
\$99,999 and Below	4	5	+25.0%	0	0	--
\$100,000 to \$199,999	31	32	+3.2%	48	33	-31.3%
\$200,000 to \$299,999	103	82	-20.4%	279	285	+2.2%
\$300,000 to \$399,999	788	652	-17.3%	237	214	-9.7%
\$400,000 to \$499,999	597	617	+3.4%	34	50	+47.1%
\$500,000 to \$699,999	402	392	-2.5%	23	11	-52.2%
\$700,000 to \$999,999	110	121	+10.0%	2	5	+150.0%
\$1,000,000 to \$1,999,999	43	38	-11.6%	3	3	0.0%
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>2,079</b>	<b>1,939</b>	<b>-6.7%</b>	<b>626</b>	<b>601</b>	<b>-4.0%</b>

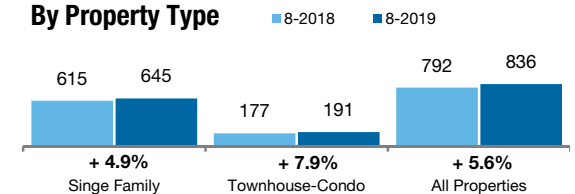
# Inventory of Active Listings

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		
	8-2018	8-2019	Change	8-2018	8-2019	Change
\$99,999 and Below	7	8	+14.3%	0	0	--
\$100,000 to \$199,999	17	18	+5.9%	10	7	-30.0%
\$200,000 to \$299,999	38	24	-36.8%	39	71	+82.1%
\$300,000 to \$399,999	134	163	+21.6%	57	66	+15.8%
\$400,000 to \$499,999	158	177	+12.0%	20	12	-40.0%
\$500,000 to \$699,999	125	125	0.0%	23	18	-21.7%
\$700,000 to \$999,999	84	82	-2.4%	21	14	-33.3%
\$1,000,000 to \$1,999,999	42	34	-19.0%	7	3	-57.1%
\$2,000,000 and Above	10	14	+40.0%	0	0	--
<b>All Price Ranges</b>	<b>615</b>	<b>645</b>	<b>+4.9%</b>	<b>177</b>	<b>191</b>	<b>+7.9%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	7-2019	8-2019	Change	7-2019	8-2019	Change
\$99,999 and Below	9	8	-11.1%	0	0	--
\$100,000 to \$199,999	22	18	-18.2%	8	7	-12.5%
\$200,000 to \$299,999	24	24	0.0%	68	71	+4.4%
\$300,000 to \$399,999	158	163	+3.2%	77	66	-14.3%
\$400,000 to \$499,999	181	177	-2.2%	14	12	-14.3%
\$500,000 to \$699,999	125	125	0.0%	20	18	-10.0%
\$700,000 to \$999,999	84	82	-2.4%	15	14	-6.7%
\$1,000,000 to \$1,999,999	38	34	-10.5%	4	3	-25.0%
\$2,000,000 and Above	11	14	+27.3%	0	0	--
<b>All Price Ranges</b>	<b>652</b>	<b>645</b>	<b>-1.1%</b>	<b>206</b>	<b>191</b>	<b>-7.3%</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 August 2019

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## Berthoud

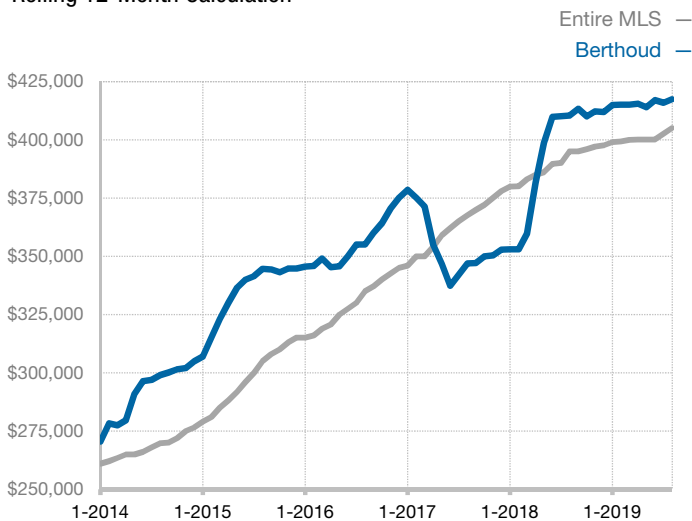
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	41	48	+ 17.1%	349	390	+ 11.7%
Closed Sales	28	46	+ 64.3%	225	325	+ 44.4%
Median Sales Price*	\$390,538	<b>\$419,548</b>	+ 7.4%	\$410,000	<b>\$417,000</b>	+ 1.7%
Average Sales Price*	\$474,230	<b>\$491,189</b>	+ 3.6%	\$458,100	<b>\$461,132</b>	+ 0.7%
Percent of List Price Received*	99.7%	<b>98.8%</b>	- 0.9%	99.8%	<b>99.5%</b>	- 0.3%
Days on Market Until Sale	68	100	+ 47.1%	84	100	+ 19.0%
Inventory of Homes for Sale	115	92	- 20.0%	--	--	--
Months Supply of Inventory	4.3	2.6	- 39.5%	--	--	--

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

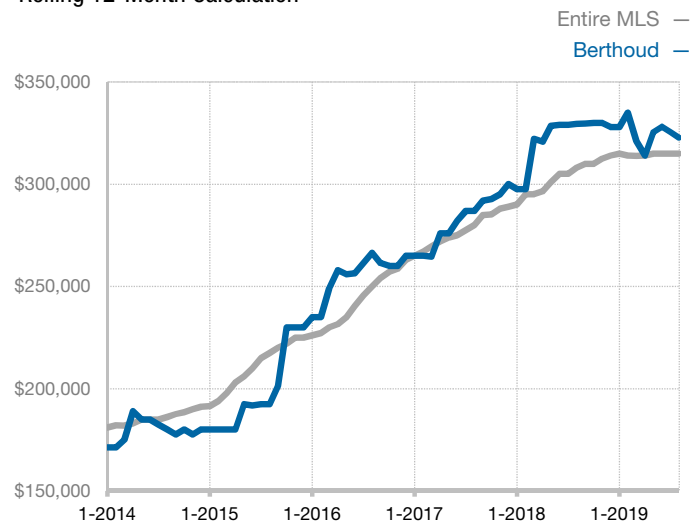
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	2	5	+ 150.0%	31	58	+ 87.1%
Closed Sales	4	1	- 75.0%	19	21	+ 10.5%
Median Sales Price*	\$322,345	<b>\$303,000</b>	- 6.0%	\$335,000	<b>\$325,397</b>	- 2.9%
Average Sales Price*	\$327,929	<b>\$303,000</b>	- 7.6%	\$340,105	<b>\$329,542</b>	- 3.1%
Percent of List Price Received*	101.9%	<b>101.0%</b>	- 0.9%	101.2%	<b>101.6%</b>	+ 0.4%
Days on Market Until Sale	119	5	- 95.8%	70	90	+ 28.6%
Inventory of Homes for Sale	10	14	+ 40.0%	--	--	--
Months Supply of Inventory	4.1	5.3	+ 29.3%	--	--	--

\* 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 2019

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## Boulder

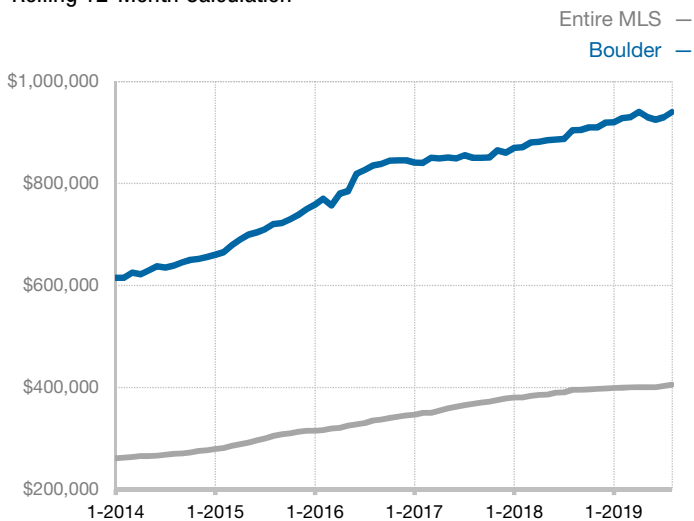
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	125	148	+ 18.4%	1,041	1,185	+ 13.8%
Closed Sales	84	86	+ 2.4%	658	629	- 4.4%
Median Sales Price*	\$945,750	\$1,037,500	+ 9.7%	\$933,250	\$955,000	+ 2.3%
Average Sales Price*	\$1,114,742	\$1,316,064	+ 18.1%	\$1,200,453	\$1,221,996	+ 1.8%
Percent of List Price Received*	98.4%	97.0%	- 1.4%	99.1%	98.4%	- 0.7%
Days on Market Until Sale	78	60	- 23.1%	64	62	- 3.1%
Inventory of Homes for Sale	242	328	+ 35.5%	--	--	--
Months Supply of Inventory	3.0	4.4	+ 46.7%	--	--	--

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

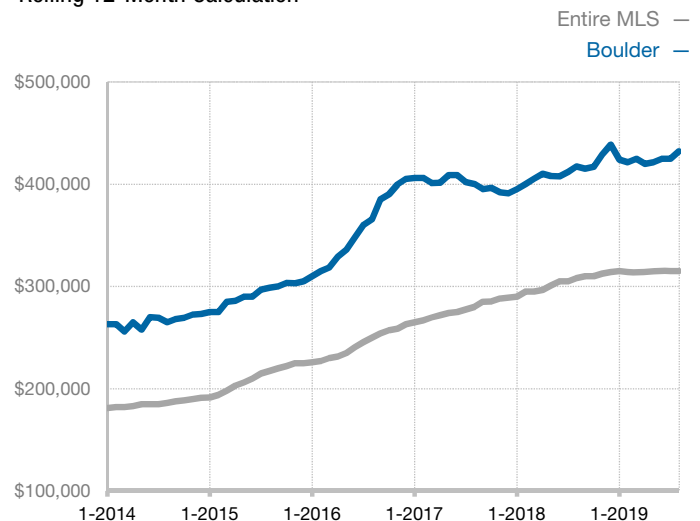
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	105	86	- 18.1%	732	764	+ 4.4%
Closed Sales	59	63	+ 6.8%	500	445	- 11.0%
Median Sales Price*	\$365,000	\$444,900	+ 21.9%	\$438,750	\$431,700	- 1.6%
Average Sales Price*	\$459,803	\$467,924	+ 1.8%	\$513,057	\$509,808	- 0.6%
Percent of List Price Received*	99.4%	98.5%	- 0.9%	100.3%	99.2%	- 1.1%
Days on Market Until Sale	44	53	+ 20.5%	49	69	+ 40.8%
Inventory of Homes for Sale	164	174	+ 6.1%	--	--	--
Months Supply of Inventory	2.7	3.3	+ 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.

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



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



# Local Market Update for August 2019

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## Fort Collins

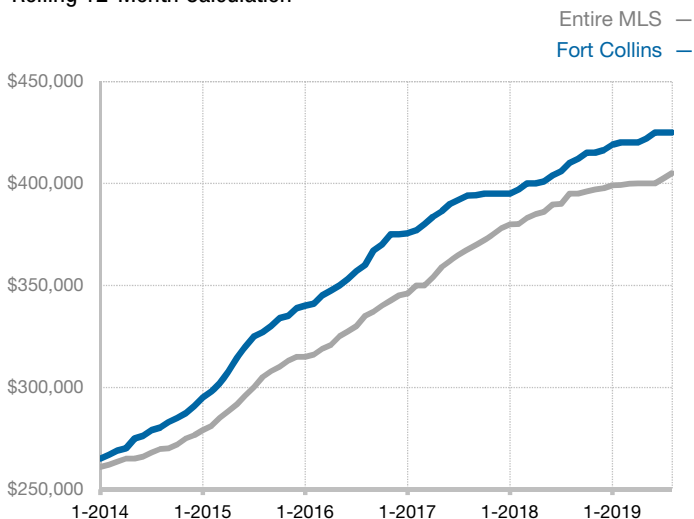
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	289	<b>246</b>	- 14.9%	2,089	<b>2,044</b>	- 2.2%
Closed Sales	221	<b>210</b>	- 5.0%	1,619	<b>1,430</b>	- 11.7%
Median Sales Price*	\$435,000	<b>\$425,000</b>	- 2.3%	\$420,000	<b>\$430,000</b>	+ 2.4%
Average Sales Price*	\$476,618	<b>\$467,603</b>	- 1.9%	\$465,754	<b>\$475,620</b>	+ 2.1%
Percent of List Price Received*	99.3%	<b>98.8%</b>	- 0.5%	99.9%	<b>99.3%</b>	- 0.6%
Days on Market Until Sale	56	<b>53</b>	- 5.4%	58	<b>56</b>	- 3.4%
Inventory of Homes for Sale	385	<b>384</b>	- 0.3%	--	--	--
Months Supply of Inventory	2.0	<b>2.2</b>	+ 10.0%	--	--	--

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

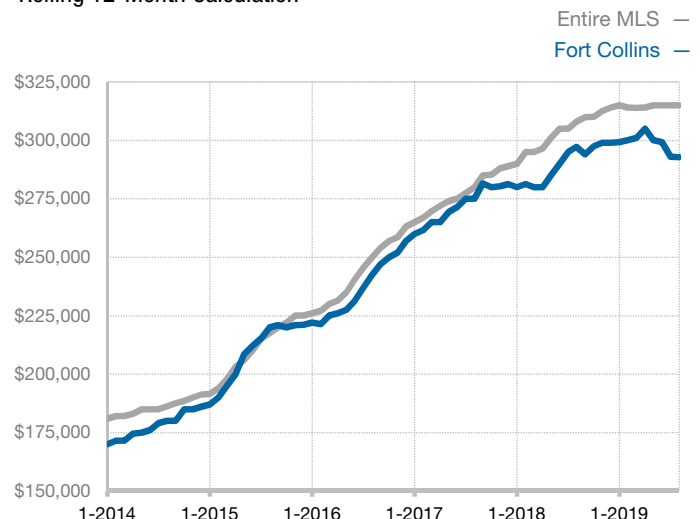
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	100	<b>97</b>	- 3.0%	719	<b>776</b>	+ 7.9%
Closed Sales	84	<b>79</b>	- 6.0%	590	<b>533</b>	- 9.7%
Median Sales Price*	\$302,500	<b>\$300,000</b>	- 0.8%	\$300,000	<b>\$295,000</b>	- 1.7%
Average Sales Price*	\$308,893	<b>\$311,201</b>	+ 0.7%	\$312,068	<b>\$312,156</b>	+ 0.0%
Percent of List Price Received*	99.9%	<b>99.3%</b>	- 0.6%	100.2%	<b>99.3%</b>	- 0.9%
Days on Market Until Sale	67	<b>51</b>	- 23.9%	88	<b>64</b>	- 27.3%
Inventory of Homes for Sale	166	<b>165</b>	- 0.6%	--	--	--
Months Supply of Inventory	2.3	<b>2.6</b>	+ 13.0%	--	--	--

\* 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 2019

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## Greeley

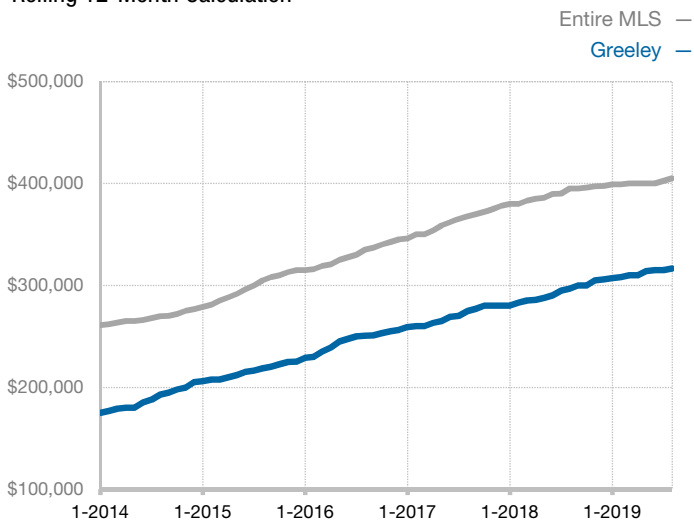
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	174	172	- 1.1%	1,354	1,394	+ 3.0%
Closed Sales	154	150	- 2.6%	1,044	1,117	+ 7.0%
Median Sales Price*	\$308,475	<b>\$329,950</b>	+ 7.0%	\$302,863	<b>\$319,900</b>	+ 5.6%
Average Sales Price*	\$316,229	<b>\$348,719</b>	+ 10.3%	\$319,665	<b>\$329,429</b>	+ 3.1%
Percent of List Price Received*	100.3%	<b>99.4%</b>	- 0.9%	100.3%	<b>99.7%</b>	- 0.6%
Days on Market Until Sale	60	54	- 10.0%	54	54	0.0%
Inventory of Homes for Sale	195	174	- 10.8%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--

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

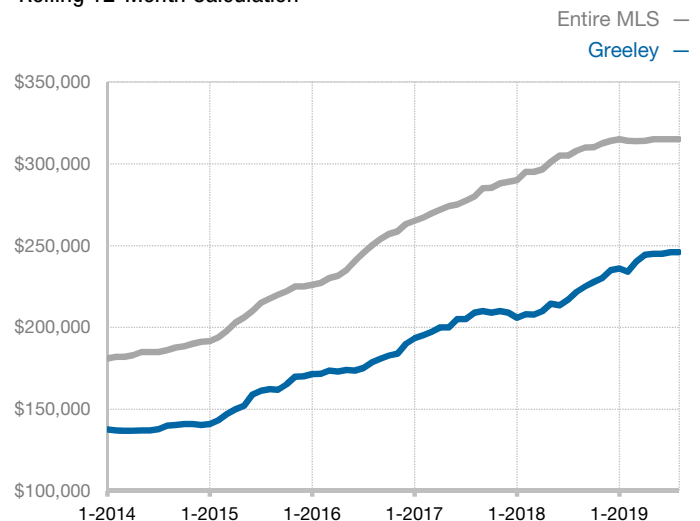
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	28	37	+ 32.1%	220	242	+ 10.0%
Closed Sales	29	27	- 6.9%	175	195	+ 11.4%
Median Sales Price*	\$248,900	<b>\$247,999</b>	- 0.4%	\$227,500	<b>\$245,900</b>	+ 8.1%
Average Sales Price*	\$247,317	<b>\$258,793</b>	+ 4.6%	\$235,647	<b>\$249,161</b>	+ 5.7%
Percent of List Price Received*	100.8%	<b>99.6%</b>	- 1.2%	100.3%	<b>99.4%</b>	- 0.9%
Days on Market Until Sale	45	69	+ 53.3%	42	50	+ 19.0%
Inventory of Homes for Sale	29	38	+ 31.0%	--	--	--
Months Supply of Inventory	1.3	1.6	+ 23.1%	--	--	--

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

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



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



# Local Market Update for August 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

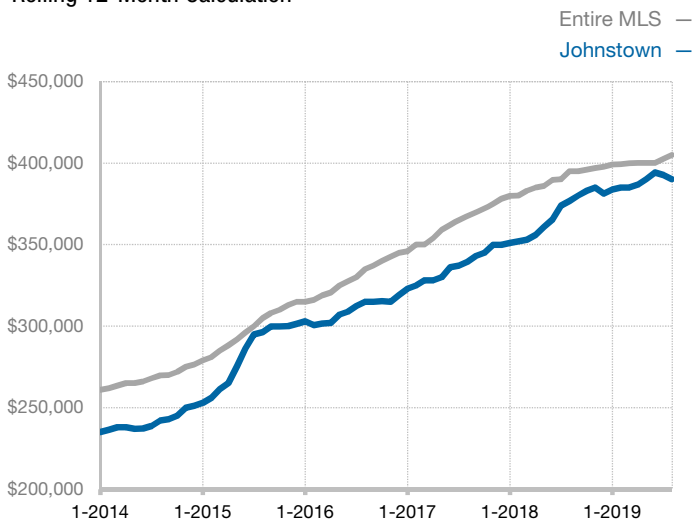
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	51	56	+ 9.8%	404	386	- 4.5%
Closed Sales	42	26	- 38.1%	309	256	- 17.2%
Median Sales Price*	\$391,250	<b>\$362,000</b>	- 7.5%	\$379,900	<b>\$390,000</b>	+ 2.7%
Average Sales Price*	\$403,427	<b>\$378,996</b>	- 6.1%	\$396,198	<b>\$409,062</b>	+ 3.2%
Percent of List Price Received*	99.7%	<b>99.4%</b>	- 0.3%	100.1%	<b>99.7%</b>	- 0.4%
Days on Market Until Sale	62	68	+ 9.7%	62	72	+ 16.1%
Inventory of Homes for Sale	74	87	+ 17.6%	--	--	--
Months Supply of Inventory	1.9	2.8	+ 47.4%	--	--	--

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

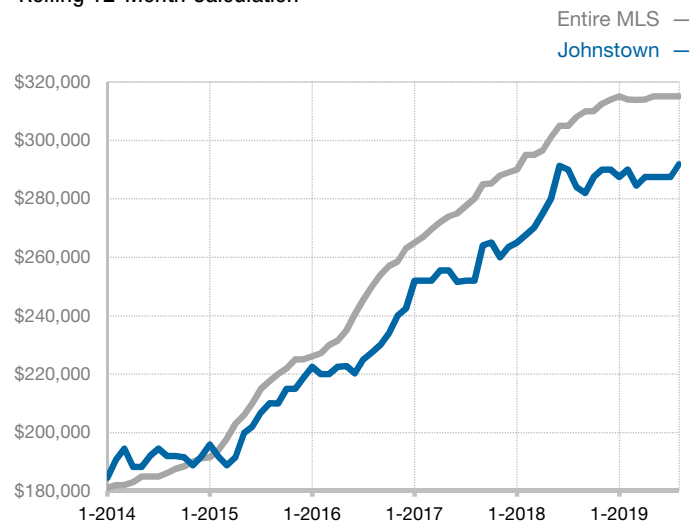
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	2	2	0.0%	20	13	- 35.0%
Closed Sales	3	1	- 66.7%	17	13	- 23.5%
Median Sales Price*	\$284,000	<b>\$389,780</b>	+ 37.2%	\$290,000	<b>\$303,000</b>	+ 4.5%
Average Sales Price*	\$278,000	<b>\$389,780</b>	+ 40.2%	\$288,363	<b>\$317,998</b>	+ 10.3%
Percent of List Price Received*	98.7%	<b>100.5%</b>	+ 1.8%	99.0%	<b>99.4%</b>	+ 0.4%
Days on Market Until Sale	51	136	+ 166.7%	45	71	+ 57.8%
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	1.3	0.0	- 100.0%	--	--	--

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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 August 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

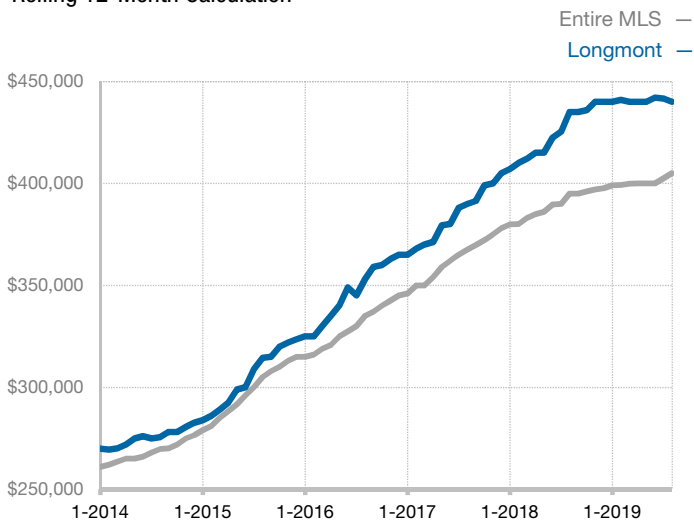
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	164	170	+ 3.7%	1,254	1,362	+ 8.6%
Closed Sales	164	140	- 14.6%	922	930	+ 0.9%
Median Sales Price*	\$473,500	<b>\$453,731</b>	- 4.2%	\$449,000	<b>\$448,000</b>	- 0.2%
Average Sales Price*	\$524,910	<b>\$540,943</b>	+ 3.1%	\$514,430	<b>\$503,222</b>	- 2.2%
Percent of List Price Received*	99.4%	<b>99.3%</b>	- 0.1%	100.2%	<b>99.2%</b>	- 1.0%
Days on Market Until Sale	52	<b>56</b>	+ 7.7%	54	<b>56</b>	+ 3.7%
Inventory of Homes for Sale	245	<b>276</b>	+ 12.7%	--	--	--
Months Supply of Inventory	2.1	<b>2.5</b>	+ 19.0%	--	--	--

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

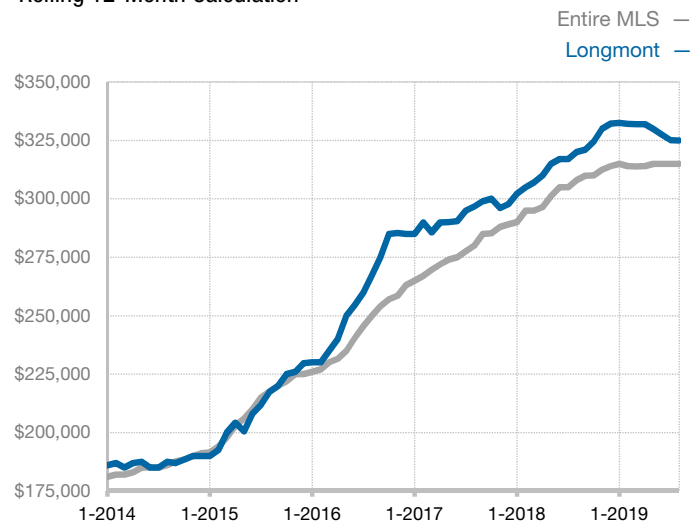
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	40	45	+ 12.5%	287	338	+ 17.8%
Closed Sales	35	27	- 22.9%	225	235	+ 4.4%
Median Sales Price*	\$345,000	<b>\$335,000</b>	- 2.9%	\$335,000	<b>\$324,900</b>	- 3.0%
Average Sales Price*	\$389,769	<b>\$357,947</b>	- 8.2%	\$357,983	<b>\$341,793</b>	- 4.5%
Percent of List Price Received*	100.1%	<b>99.9%</b>	- 0.2%	100.9%	<b>99.8%</b>	- 1.1%
Days on Market Until Sale	58	<b>98</b>	+ 69.0%	54	<b>79</b>	+ 46.3%
Inventory of Homes for Sale	52	<b>69</b>	+ 32.7%	--	--	--
Months Supply of Inventory	1.9	<b>2.4</b>	+ 26.3%	--	--	--

\* 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 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

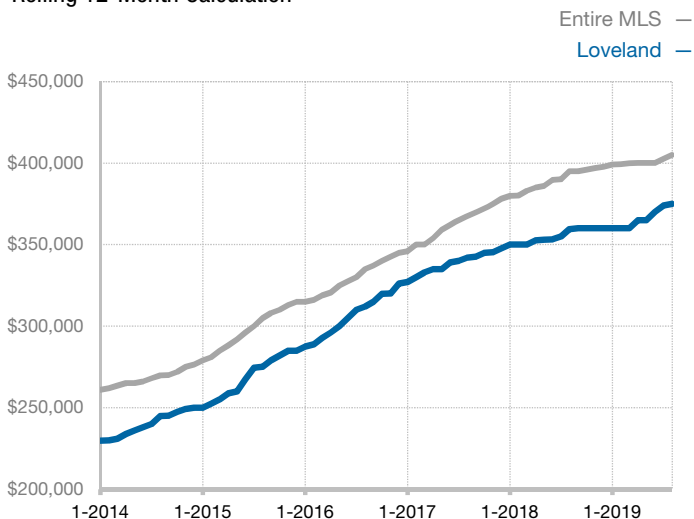
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	174	199	+ 14.4%	1,290	1,393	+ 8.0%
Closed Sales	144	143	- 0.7%	959	934	- 2.6%
Median Sales Price*	\$375,000	<b>\$387,000</b>	+ 3.2%	\$360,000	<b>\$380,000</b>	+ 5.6%
Average Sales Price*	\$422,056	<b>\$453,296</b>	+ 7.4%	\$410,242	<b>\$437,257</b>	+ 6.6%
Percent of List Price Received*	100.4%	<b>99.3%</b>	- 1.1%	100.1%	<b>99.3%</b>	- 0.8%
Days on Market Until Sale	66	<b>62</b>	- 6.1%	68	<b>60</b>	- 11.8%
Inventory of Homes for Sale	242	<b>298</b>	+ 23.1%	--	--	--
Months Supply of Inventory	1.9	<b>2.6</b>	+ 36.8%	--	--	--

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

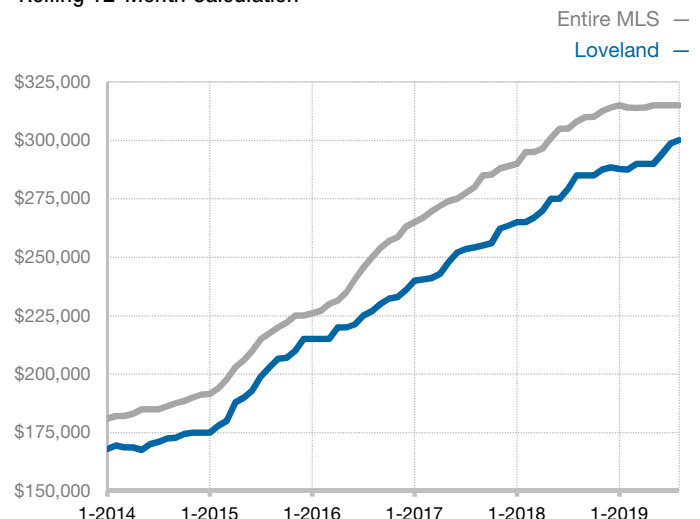
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	41	34	- 17.1%	272	275	+ 1.1%
Closed Sales	37	23	- 37.8%	241	216	- 10.4%
Median Sales Price*	\$287,500	<b>\$305,000</b>	+ 6.1%	\$287,500	<b>\$305,000</b>	+ 6.1%
Average Sales Price*	\$304,667	<b>\$309,815</b>	+ 1.7%	\$299,059	<b>\$313,134</b>	+ 4.7%
Percent of List Price Received*	100.3%	<b>99.9%</b>	- 0.4%	100.4%	<b>100.2%</b>	- 0.2%
Days on Market Until Sale	94	<b>118</b>	+ 25.5%	106	<b>130</b>	+ 22.6%
Inventory of Homes for Sale	68	<b>84</b>	+ 23.5%	--	--	--
Months Supply of Inventory	2.5	<b>3.4</b>	+ 36.0%	--	--	--

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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 August 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

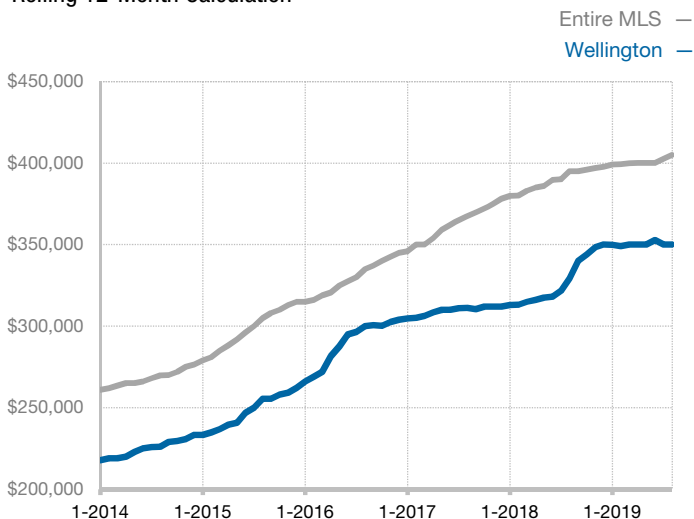
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	40	58	+ 45.0%	252	329	+ 30.6%
Closed Sales	31	32	+ 3.2%	182	220	+ 20.9%
Median Sales Price*	\$349,000	<b>\$348,000</b>	- 0.3%	\$349,900	<b>\$350,903</b>	+ 0.3%
Average Sales Price*	\$352,173	<b>\$375,657</b>	+ 6.7%	\$370,207	<b>\$377,194</b>	+ 1.9%
Percent of List Price Received*	99.4%	<b>99.3%</b>	- 0.1%	99.8%	<b>99.6%</b>	- 0.2%
Days on Market Until Sale	47	57	+ 21.3%	55	77	+ 40.0%
Inventory of Homes for Sale	55	89	+ 61.8%	--	--	--
Months Supply of Inventory	1.9	3.5	+ 84.2%	--	--	--

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

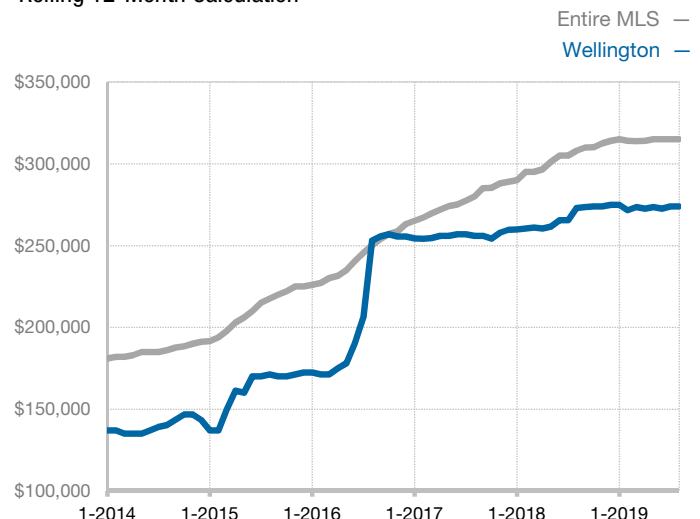
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	2	6	+ 200.0%	38	60	+ 57.9%
Closed Sales	7	4	- 42.9%	30	47	+ 56.7%
Median Sales Price*	\$277,200	<b>\$283,080</b>	+ 2.1%	\$274,400	<b>\$272,100</b>	- 0.8%
Average Sales Price*	\$267,643	<b>\$286,288</b>	+ 7.0%	\$258,620	<b>\$271,603</b>	+ 5.0%
Percent of List Price Received*	99.8%	<b>99.7%</b>	- 0.1%	100.9%	<b>99.8%</b>	- 1.1%
Days on Market Until Sale	44	39	- 11.4%	52	98	+ 88.5%
Inventory of Homes for Sale	5	12	+ 140.0%	--	--	--
Months Supply of Inventory	1.4	2.2	+ 57.1%	--	--	--

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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 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

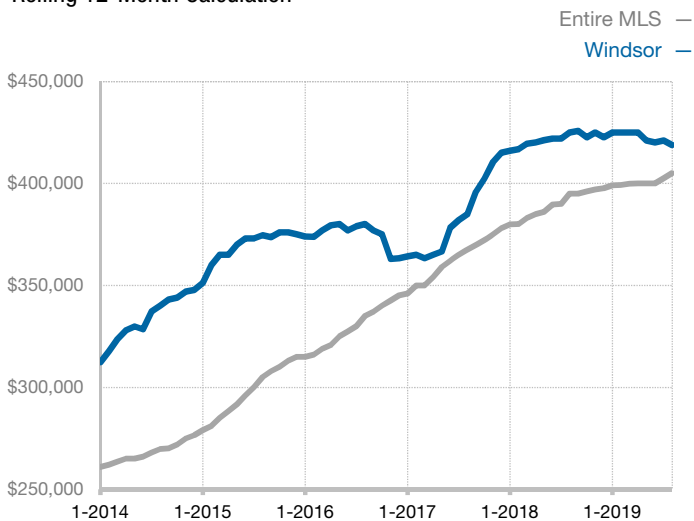
Key Metrics	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	136	123	- 9.6%	857	1,008	+ 17.6%
Closed Sales	86	103	+ 19.8%	575	726	+ 26.3%
Median Sales Price*	\$437,963	<b>\$404,000</b>	- 7.8%	\$425,000	<b>\$415,498</b>	- 2.2%
Average Sales Price*	\$470,830	<b>\$451,728</b>	- 4.1%	\$464,752	<b>\$465,356</b>	+ 0.1%
Percent of List Price Received*	99.6%	<b>99.8%</b>	+ 0.2%	99.7%	<b>99.6%</b>	- 0.1%
Days on Market Until Sale	80	<b>72</b>	- 10.0%	90	<b>87</b>	- 3.3%
Inventory of Homes for Sale	235	<b>227</b>	- 3.4%	--	--	--
Months Supply of Inventory	3.5	<b>2.7</b>	- 22.9%	--	--	--

\* 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	August			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 08-2018	Thru 08-2019	Percent Change from Previous Year
New Listings	11	9	- 18.2%	109	150	+ 37.6%
Closed Sales	11	4	- 63.6%	72	84	+ 16.7%
Median Sales Price*	\$362,924	<b>\$369,950</b>	+ 1.9%	\$343,315	<b>\$326,276</b>	- 5.0%
Average Sales Price*	\$349,508	<b>\$382,146</b>	+ 9.3%	\$327,487	<b>\$335,517</b>	+ 2.5%
Percent of List Price Received*	101.0%	<b>99.6%</b>	- 1.4%	101.1%	<b>100.2%</b>	- 0.9%
Days on Market Until Sale	186	<b>197</b>	+ 5.9%	133	<b>157</b>	+ 18.0%
Inventory of Homes for Sale	55	<b>61</b>	+ 10.9%	--	--	--
Months Supply of Inventory	6.7	<b>5.6</b>	- 16.4%	--	--	--

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



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

