

A REALTOR & CONSUMER ADVOCACY DEPARTMENT SERVICE



# FCBR 2021

FORT COLLINS BOARD OF REALTORS®

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AMD-17685



# Monthly Indicators



## January 2021

New Listings were down 19.1 percent for single family homes but increased 2.1 percent for townhouse-condo properties. Pending Sales landed at 216 for single family homes and 83 for townhouse-condo properties.

The Median Sales Price was up 11.0 percent to \$466,250 for single family homes and 16.5 percent to \$318,500 for townhouse-condo properties. Days on Market decreased 14.7 percent for single family homes and 43.7 percent for townhouse-condo properties.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

## Activity Snapshot

<b>+ 20.0%</b>	<b>- 14.7%</b>	<b>+ 11.0%</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	1-2020	1-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		251	<b>203</b>	- 19.1%	251	<b>203</b>	- 19.1%
<b>Pending Sales</b>		229	<b>216</b>	- 5.7%	229	<b>216</b>	- 5.7%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		135	<b>162</b>	+ 20.0%	135	<b>162</b>	+ 20.0%
<b>Median Sales Price</b>		\$420,000	<b>\$466,250</b>	+ 11.0%	\$420,000	<b>\$466,250</b>	+ 11.0%
<b>Avg. Sales Price</b>		\$474,535	<b>\$543,406</b>	+ 14.5%	\$474,535	<b>\$543,406</b>	+ 14.5%
<b>Pct. of List Price Received</b>		98.9%	<b>100.3%</b>	+ 1.4%	98.9%	<b>100.3%</b>	+ 1.4%
<b>Days on Market</b>		95	<b>81</b>	- 14.7%	95	<b>81</b>	- 14.7%
<b>Affordability Index</b>		89	<b>85</b>	- 4.5%	89	<b>85</b>	- 4.5%
<b>Active Listings</b>		419	<b>171</b>	- 59.2%	--	--	--
<b>Months Supply</b>		1.7	<b>0.7</b>	- 58.8%	--	--	--

# 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.



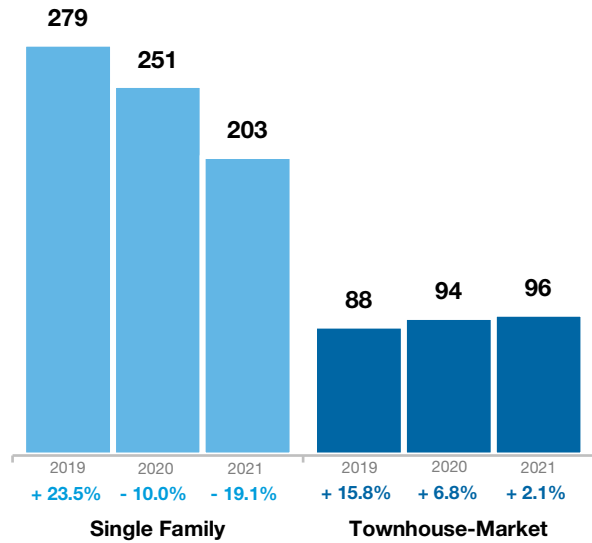
Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		94	<b>96</b>	+ 2.1%	94	<b>96</b>	+ 2.1%
<b>Pending Sales</b>		78	<b>83</b>	+ 6.4%	78	<b>83</b>	+ 6.4%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		57	<b>64</b>	+ 12.3%	57	<b>64</b>	+ 12.3%
<b>Median Sales Price</b>		\$273,500	<b>\$318,500</b>	+ 16.5%	\$273,500	<b>\$318,500</b>	+ 16.5%
<b>Avg. Sales Price</b>		\$325,684	<b>\$348,155</b>	+ 6.9%	\$325,684	<b>\$348,155</b>	+ 6.9%
<b>Pct. of List Price Received</b>		98.8%	<b>99.3%</b>	+ 0.5%	98.8%	<b>99.3%</b>	+ 0.5%
<b>Days on Market</b>		167	<b>94</b>	- 43.7%	167	<b>94</b>	- 43.7%
<b>Affordability Index</b>		137	<b>125</b>	- 8.8%	137	<b>125</b>	- 8.8%
<b>Active Listings</b>		163	<b>88</b>	- 46.0%	--	--	--
<b>Months Supply</b>		2.3	<b>1.1</b>	- 52.2%	--	--	--

# New Listings

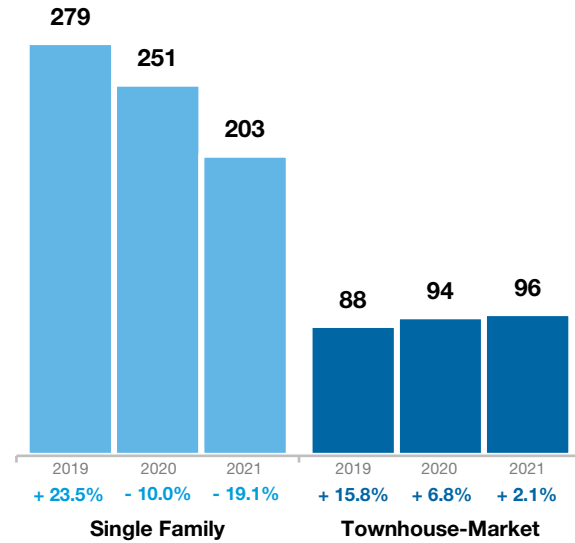
A count of the properties that have been newly listed on the market in a given month.



## January

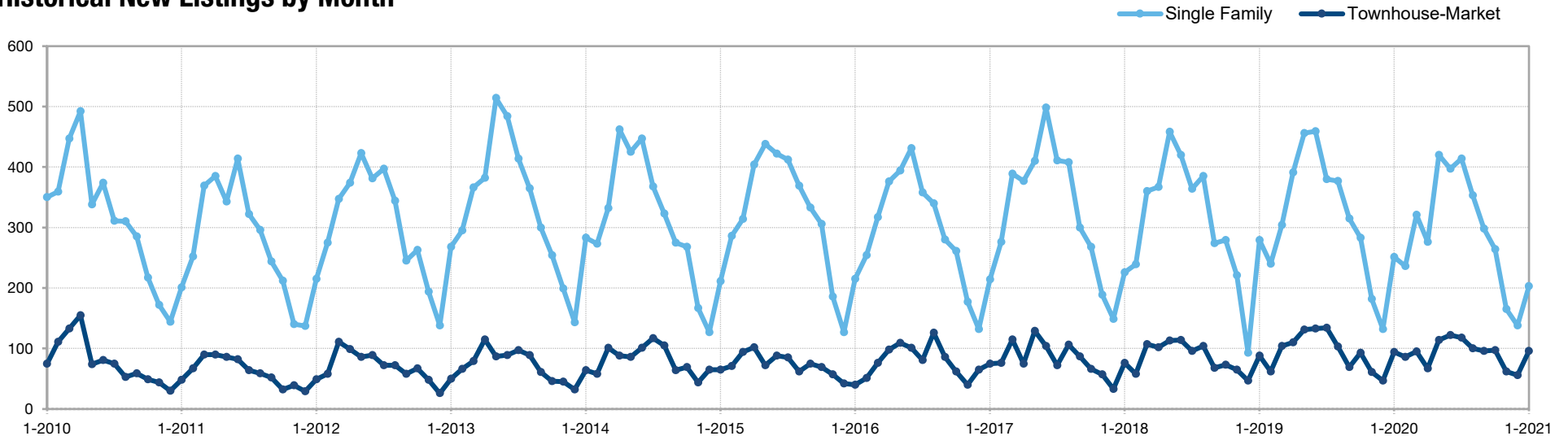


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2020	236	-1.7%	86	+38.7%
Mar-2020	321	+5.6%	95	-8.7%
Apr-2020	276	-29.4%	67	-39.1%
May-2020	420	-7.9%	114	-13.0%
Jun-2020	397	-13.5%	122	-8.3%
Jul-2020	414	+8.9%	118	-11.9%
Aug-2020	353	-6.4%	100	-2.9%
Sep-2020	298	-5.4%	96	+39.1%
Oct-2020	264	-6.7%	97	+4.3%
Nov-2020	165	-9.3%	62	+1.6%
Dec-2020	138	+4.5%	56	+19.1%
<b>Jan-2021</b>	<b>203</b>	<b>-19.1%</b>	<b>96</b>	<b>+2.1%</b>
12-Month Avg	290	-7.6%	92	-2.8%

## Historical New Listings by Month

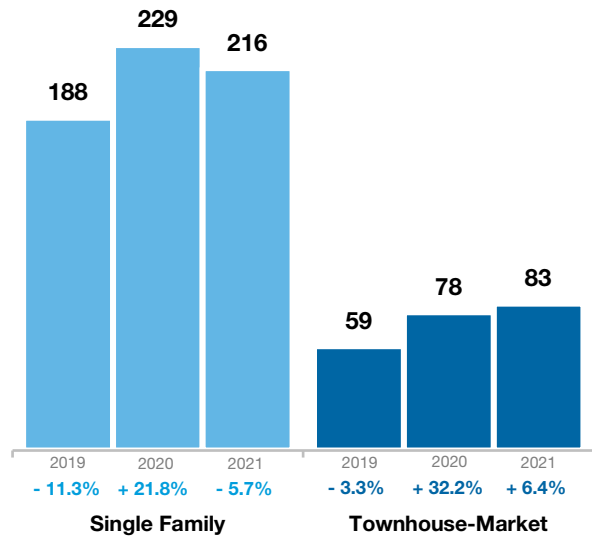


# Pending Sales

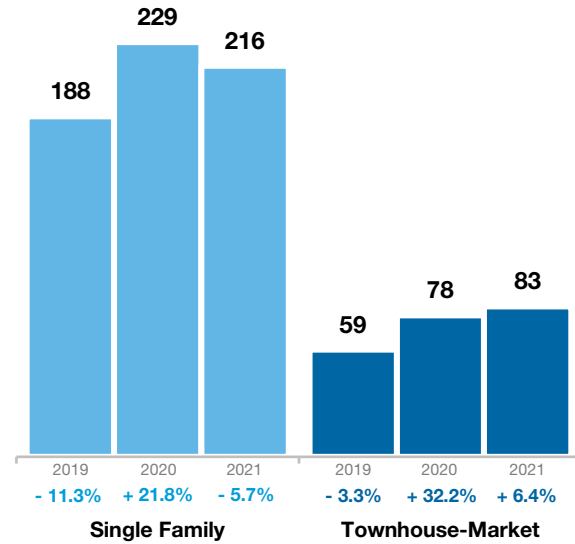
A count of the properties on which offers have been accepted in a given month.



## January

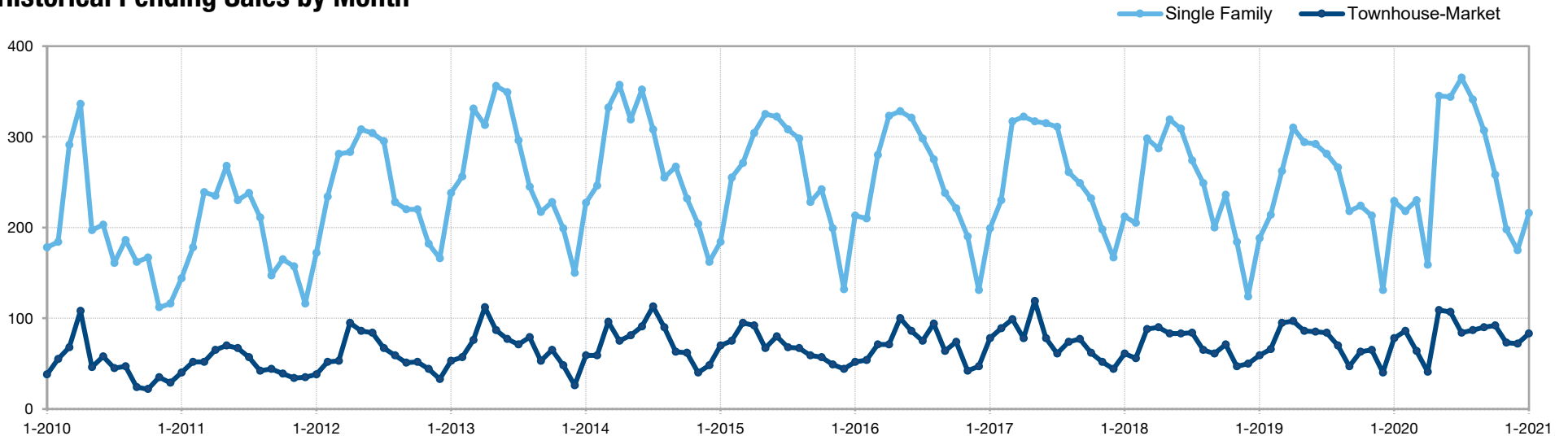


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2020	218	+1.9%	86	+30.3%
Mar-2020	230	-12.2%	64	-32.6%
Apr-2020	159	-48.7%	41	-57.7%
May-2020	345	+17.3%	109	+26.7%
Jun-2020	344	+17.8%	107	+25.9%
Jul-2020	365	+29.9%	84	0.0%
Aug-2020	341	+28.2%	87	+24.3%
Sep-2020	307	+40.8%	90	+91.5%
Oct-2020	258	+15.2%	92	+46.0%
Nov-2020	198	-7.0%	73	+12.3%
Dec-2020	175	+33.6%	72	+80.0%
<b>Jan-2021</b>	<b>216</b>	<b>-5.7%</b>	<b>83</b>	<b>+6.4%</b>
12-Month Avg	263	+7.6%	82	+12.8%

## Historical Pending Sales by Month

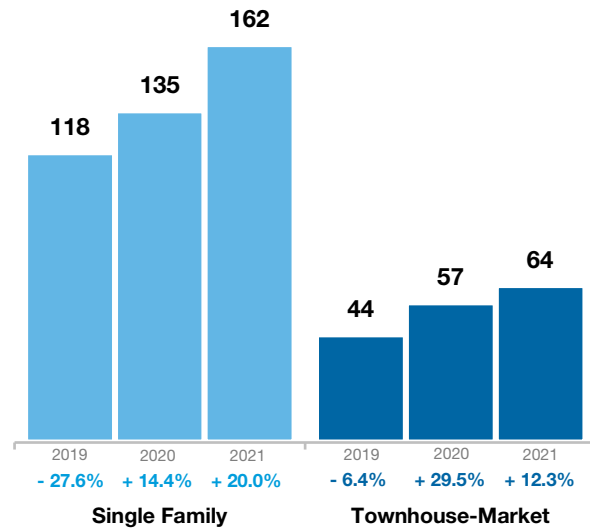


# Sold Listings

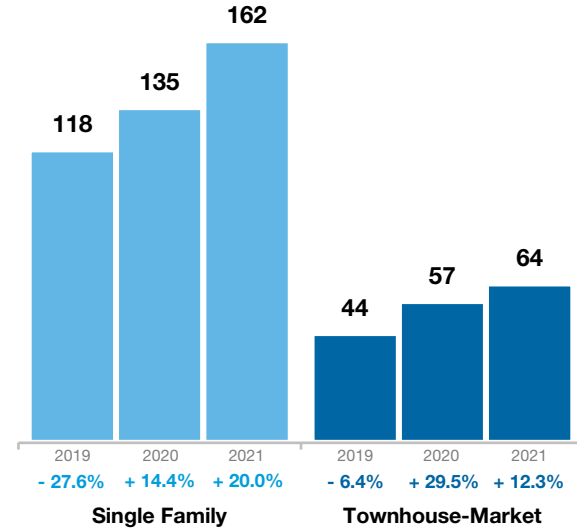
A count of the actual sales that closed in a given month.



## January

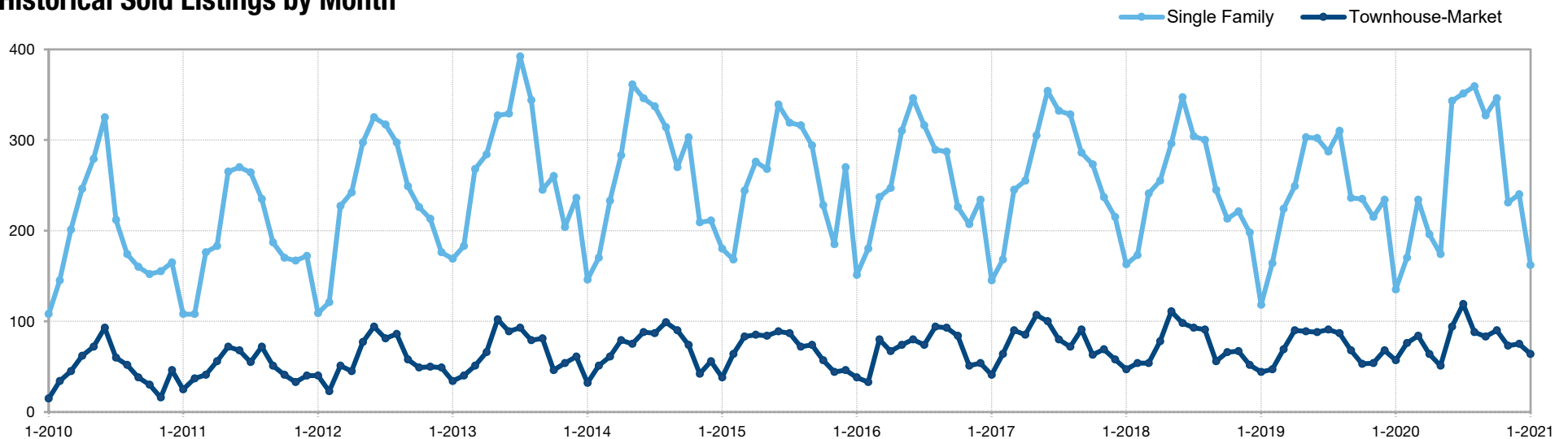


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2020	170	+3.7%	76	+61.7%
Mar-2020	234	+4.5%	84	+21.7%
Apr-2020	196	-21.3%	64	-28.9%
May-2020	174	-42.6%	51	-42.7%
Jun-2020	343	+13.6%	94	+6.8%
Jul-2020	351	+22.3%	119	+30.8%
Aug-2020	359	+15.8%	88	+1.1%
Sep-2020	327	+38.6%	83	+22.1%
Oct-2020	346	+47.2%	90	+69.8%
Nov-2020	231	+7.4%	73	+35.2%
Dec-2020	240	+2.6%	75	+10.3%
<b>Jan-2021</b>	<b>162</b>	<b>+20.0%</b>	<b>64</b>	<b>+12.3%</b>
12-Month Avg	261	+8.3%	80	+11.6%

## Historical Sold Listings by Month

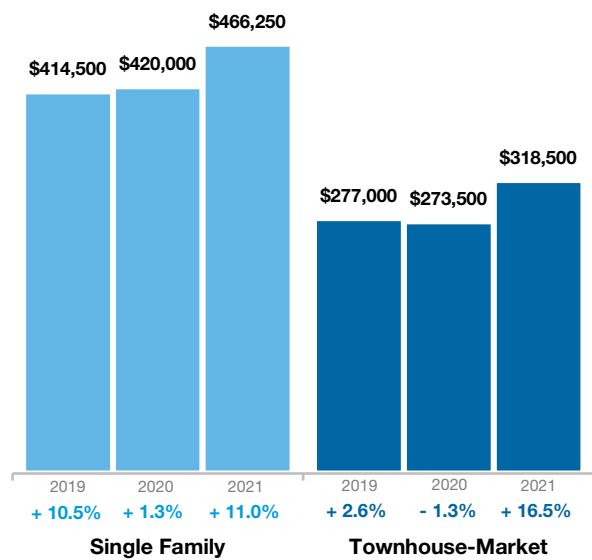


# Median Sales Price

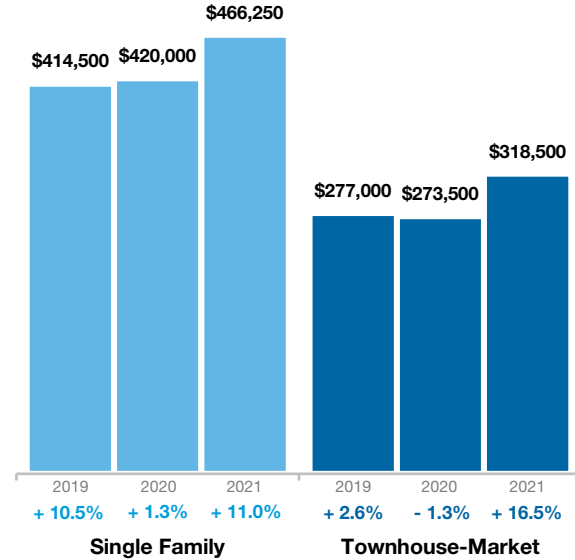
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



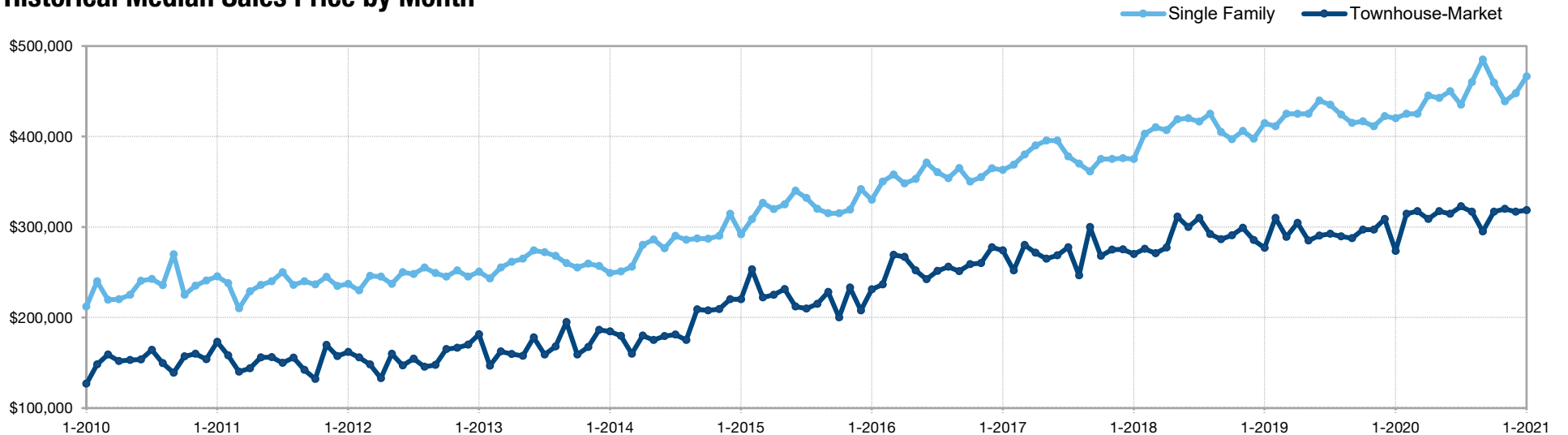
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2020	\$425,000	+3.3%	\$314,500	+1.5%
Mar-2020	\$425,000	0.0%	\$317,500	+9.9%
Apr-2020	\$445,000	+4.7%	\$308,700	+1.3%
May-2020	\$442,500	+4.1%	\$317,500	+11.4%
Jun-2020	\$449,975	+2.4%	\$314,500	+8.3%
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	\$459,500	+10.3%	\$316,900	+6.7%
Nov-2020	\$438,700	+6.7%	\$320,000	+7.7%
Dec-2020	\$447,500	+6.0%	\$316,885	+2.6%
<b>Jan-2021</b>	<b>\$466,250</b>	<b>+11.0%</b>	<b>\$318,500</b>	<b>+16.5%</b>
12-Month Avg*	\$450,000	+6.1%	\$315,000	+7.7%

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

## Historical Median Sales Price by Month



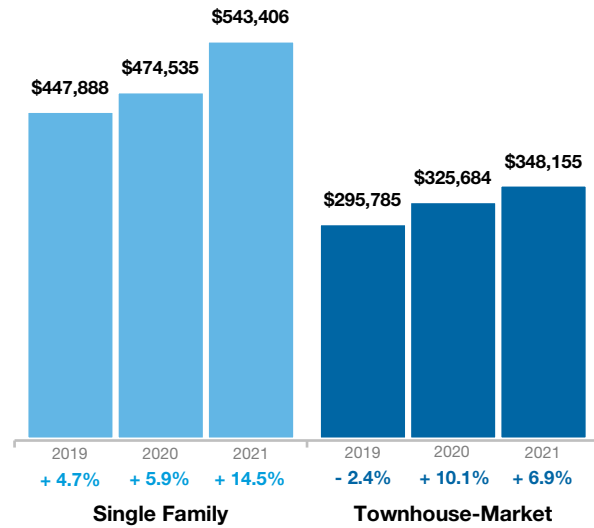


# Average Sales Price

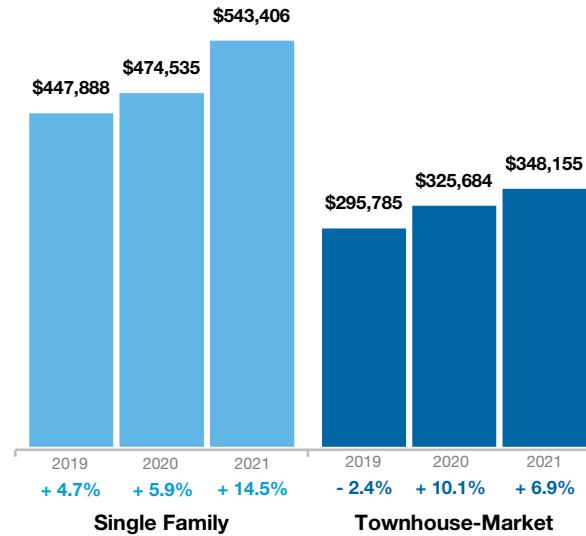
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



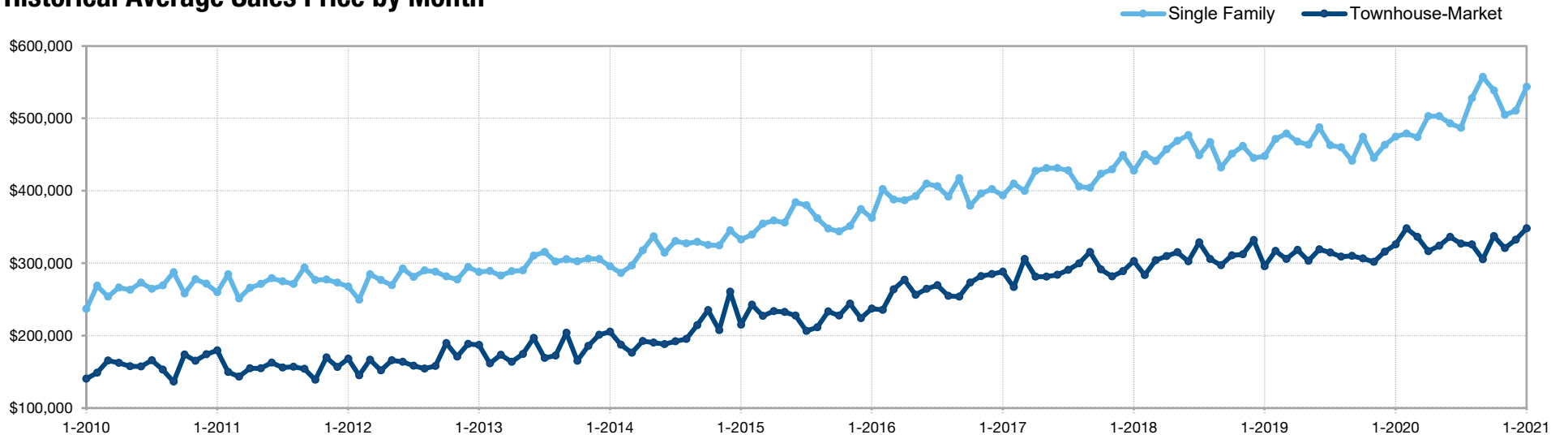
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2020	\$479,033	+1.6%	\$348,212	+9.9%
Mar-2020	\$473,909	-1.1%	\$336,050	+9.9%
Apr-2020	\$502,813	+7.5%	\$316,628	-0.5%
May-2020	\$502,825	+8.5%	\$324,022	+6.8%
Jun-2020	\$492,801	+1.1%	\$336,088	+5.4%
Jul-2020	\$486,830	+5.2%	\$326,866	+3.8%
Aug-2020	\$527,592	+14.7%	\$325,879	+5.5%
Sep-2020	\$557,149	+26.2%	\$305,411	-1.5%
Oct-2020	\$538,366	+13.5%	\$337,352	+10.0%
Nov-2020	\$504,870	+13.4%	\$320,831	+6.3%
Dec-2020	\$510,317	+10.2%	\$332,438	+5.3%
<b>Jan-2021</b>	<b>\$543,406</b>	<b>+14.5%</b>	<b>\$348,155</b>	<b>+6.9%</b>
12-Month Avg*	\$511,746	+9.9%	\$329,851	+5.6%

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

## Historical Average Sales Price by Month



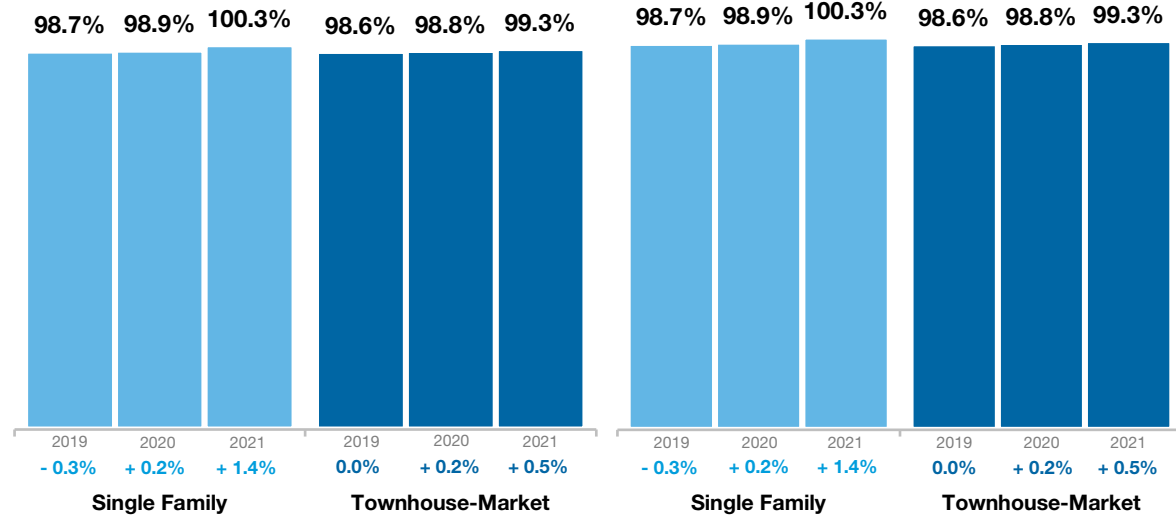
# Percent of List Price Received

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.



## January

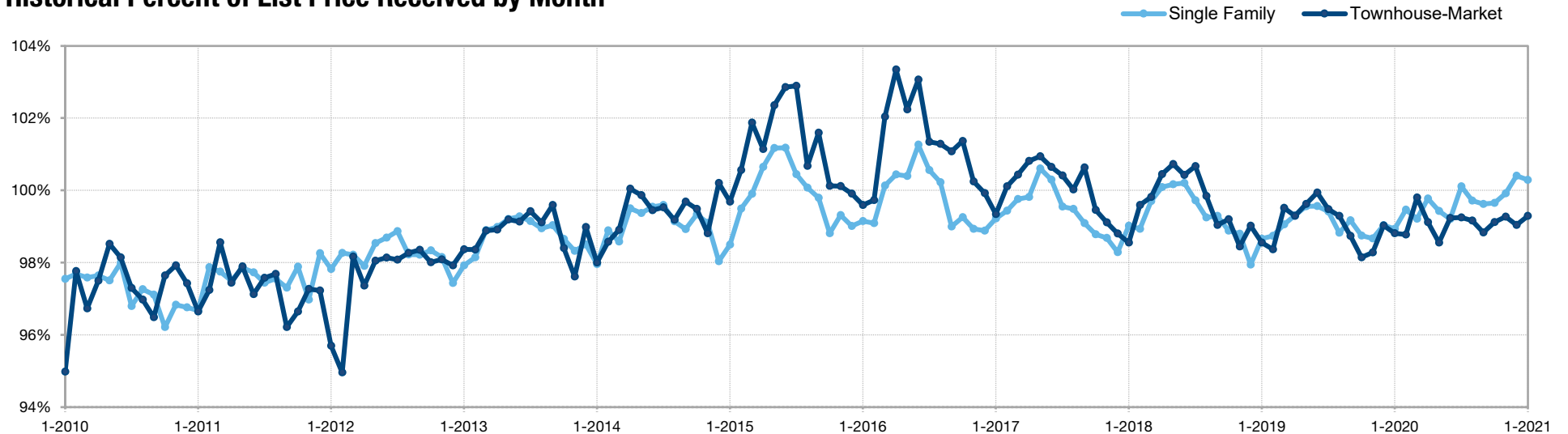
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2020	99.5%	+0.8%	98.8%	+0.4%
Mar-2020	99.2%	+0.1%	99.8%	+0.3%
Apr-2020	99.8%	+0.5%	99.1%	-0.2%
May-2020	99.4%	-0.2%	98.6%	-1.0%
Jun-2020	99.2%	-0.4%	99.2%	-0.7%
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%
<b>Jan-2021</b>	<b>100.3%</b>	<b>+1.4%</b>	<b>99.3%</b>	<b>+0.5%</b>
12-Month Avg*	99.1%	+0.6%	99.1%	-0.0%

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

## Historical Percent of List Price Received by Month



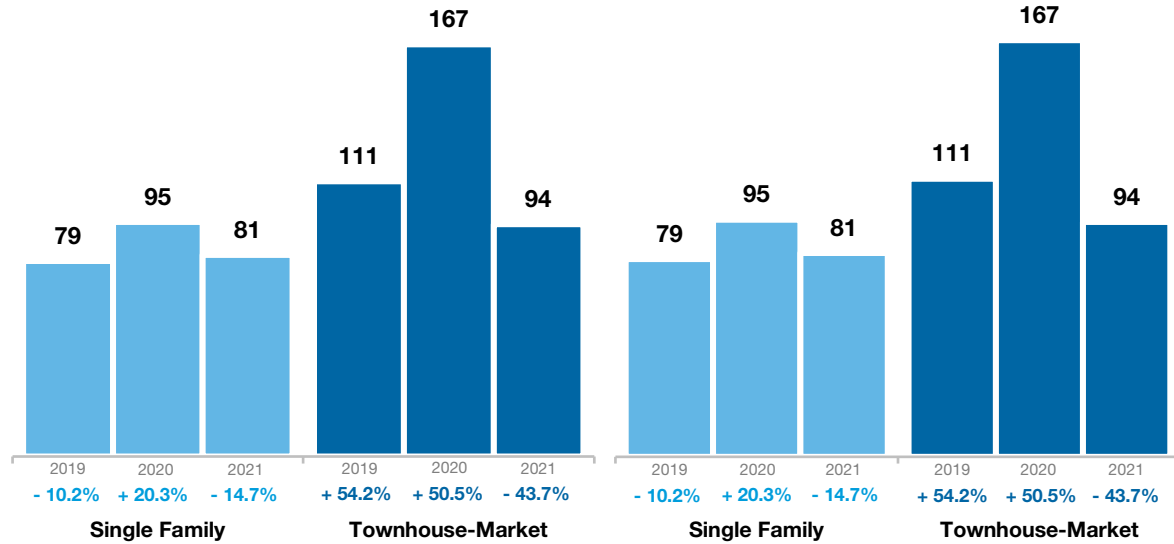
# Days on Market Until Sale

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



## January

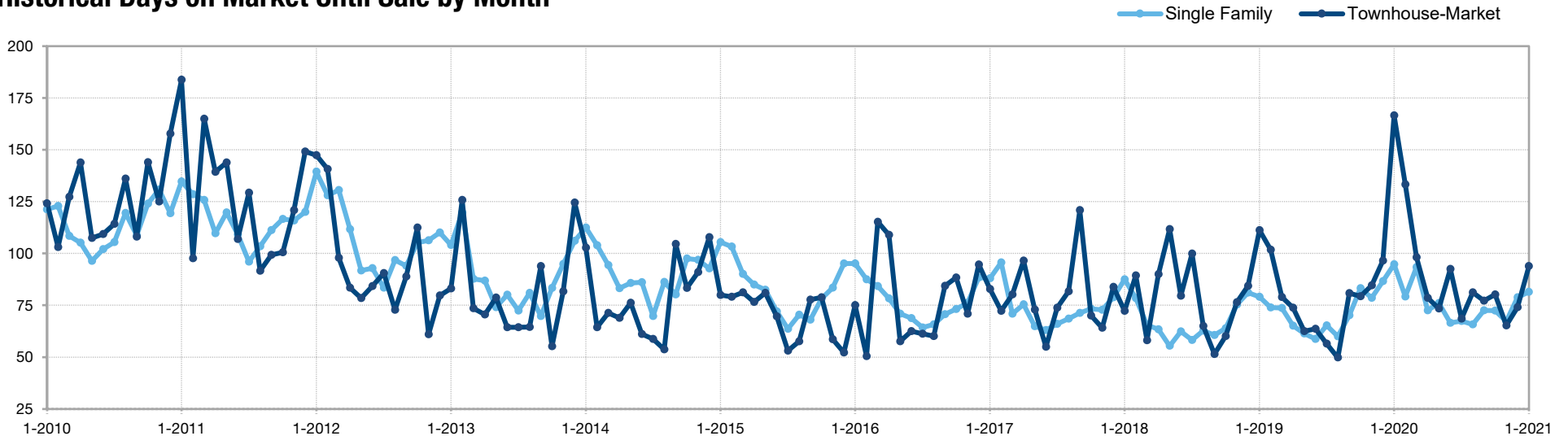
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2020	79	+6.8%	133	+30.4%
Mar-2020	93	+25.7%	98	+24.1%
Apr-2020	73	+12.3%	79	+6.8%
May-2020	76	+24.6%	73	+17.7%
Jun-2020	67	+13.6%	92	+43.8%
Jul-2020	67	+3.1%	68	+21.4%
Aug-2020	66	+10.0%	81	+62.0%
Sep-2020	73	+4.3%	77	-4.9%
Oct-2020	72	-13.3%	80	+1.3%
Nov-2020	67	-15.2%	65	-23.5%
Dec-2020	79	-9.2%	74	-22.9%
<b>Jan-2021</b>	<b>81</b>	<b>-14.7%</b>	<b>94</b>	<b>-43.7%</b>
12-Month Avg	73	+3.5%	84	+7.1%

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

## Historical Days on Market Until Sale by Month



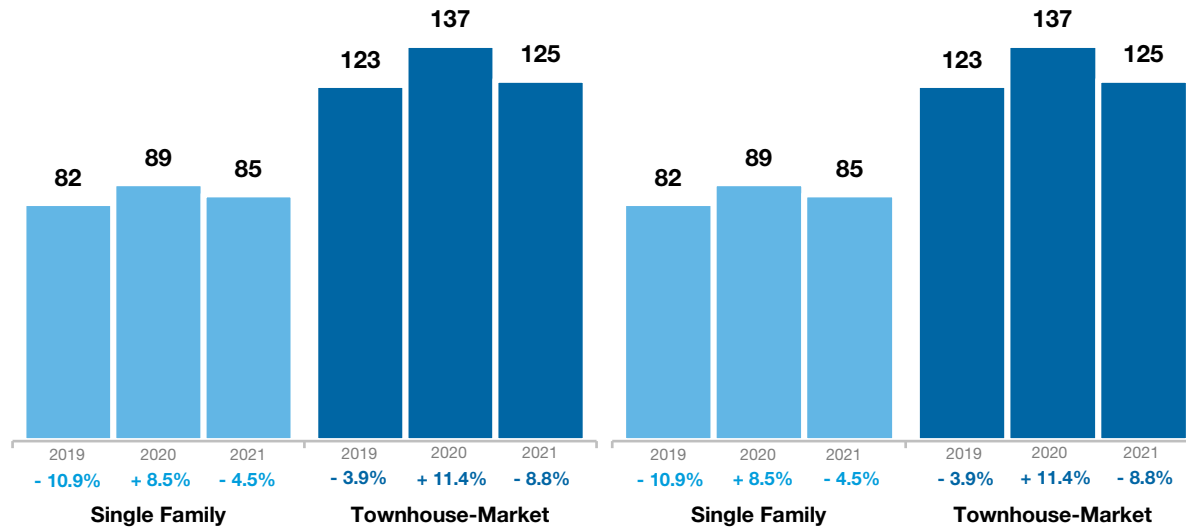
# Housing Affordability Index

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.



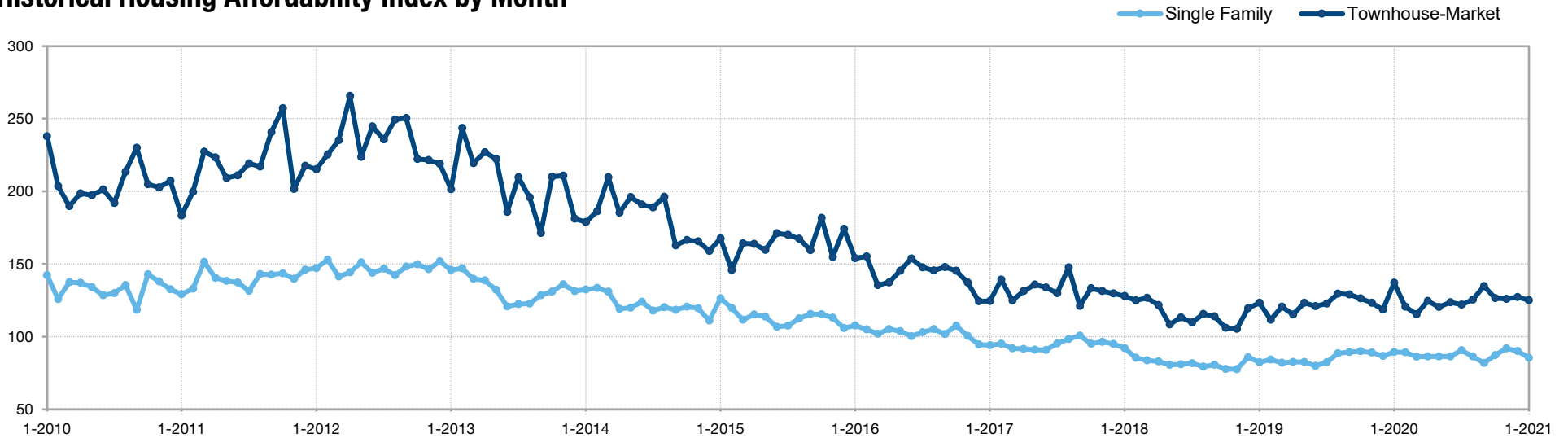
## January

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2020	89	+6.0%	121	+8.0%
Mar-2020	86	+4.9%	115	-5.0%
Apr-2020	86	+3.6%	124	+7.8%
May-2020	86	+3.6%	120	-2.4%
Jun-2020	86	+7.5%	124	+2.5%
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%
<b>Jan-2021</b>	<b>85</b>	<b>-4.5%</b>	<b>125</b>	<b>-8.8%</b>
12-Month Avg	87	-0.7%	86	+1.5%

## Historical Housing Affordability Index by Month

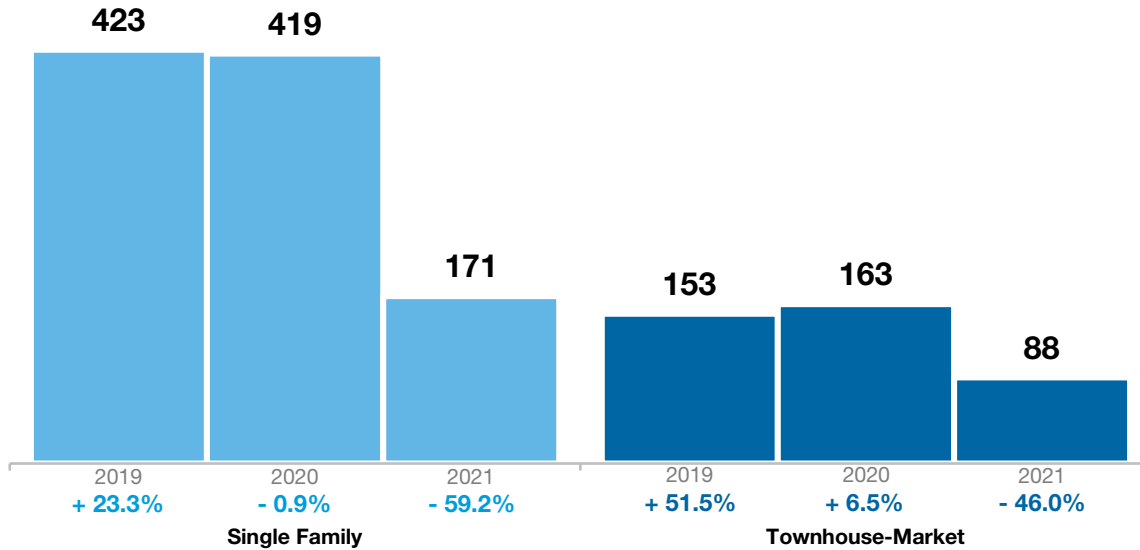


# Inventory of Active Listings

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



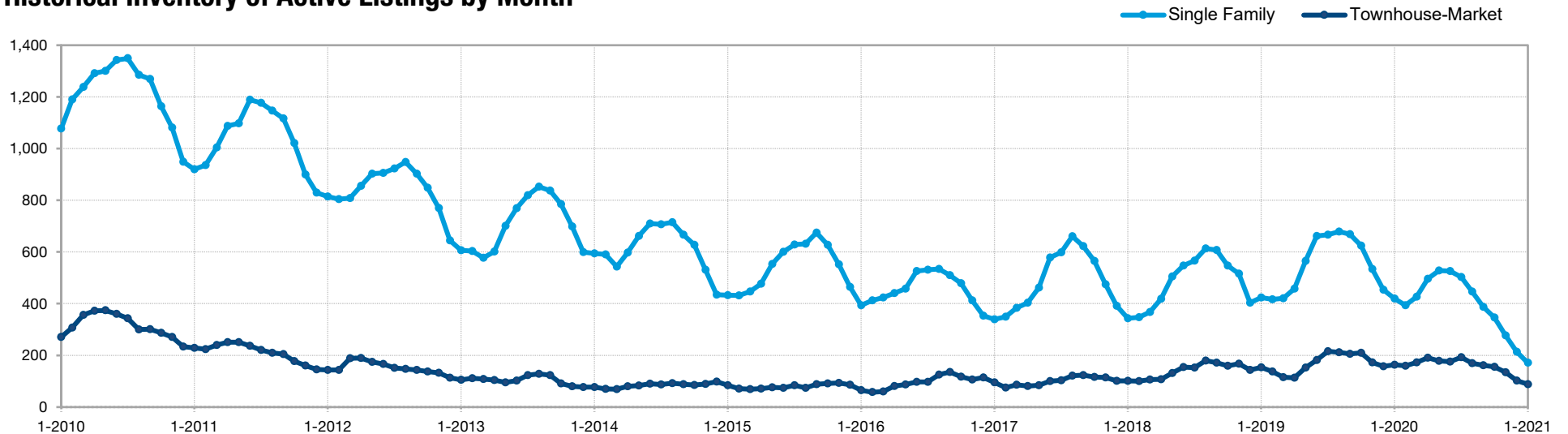
## January



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2020	393	-5.5%	159	+16.1%
Mar-2020	426	+1.4%	173	+50.4%
Apr-2020	496	+8.3%	191	+69.0%
May-2020	528	-6.5%	179	+17.8%
Jun-2020	526	-20.4%	176	-3.3%
Jul-2020	503	-24.5%	193	-10.6%
Aug-2020	447	-34.1%	169	-20.3%
Sep-2020	387	-42.1%	161	-21.8%
Oct-2020	346	-44.6%	155	-26.2%
Nov-2020	277	-48.1%	134	-22.5%
Dec-2020	214	-52.9%	102	-35.0%
<b>Jan-2021</b>	<b>171</b>	<b>-59.2%</b>	<b>88</b>	<b>-46.0%</b>
12-Month Avg*	393	-28.2%	157	-7.7%

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

## Historical Inventory of Active Listings by Month

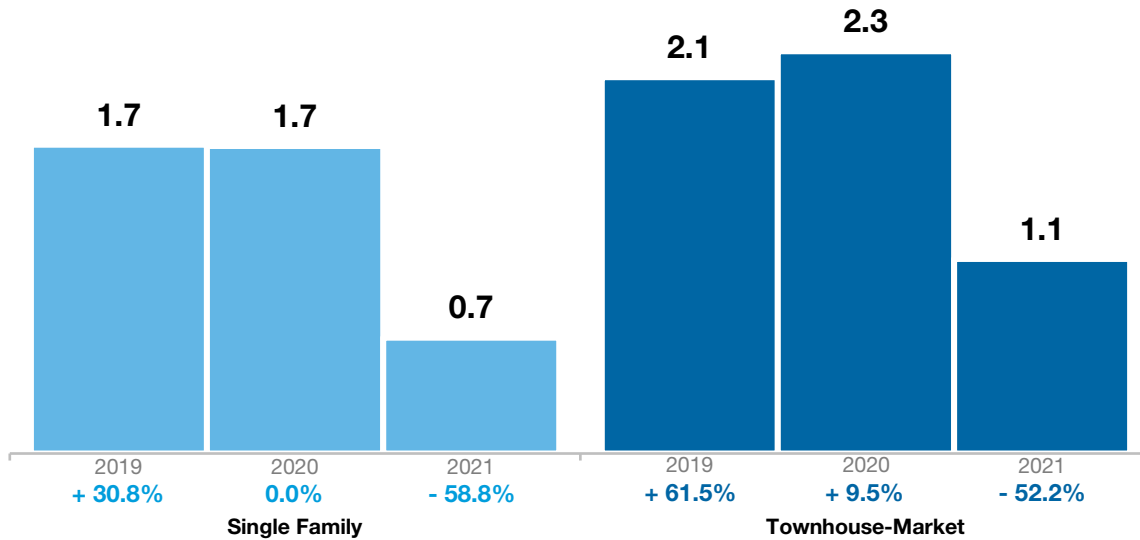


# Months Supply of Inventory

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.



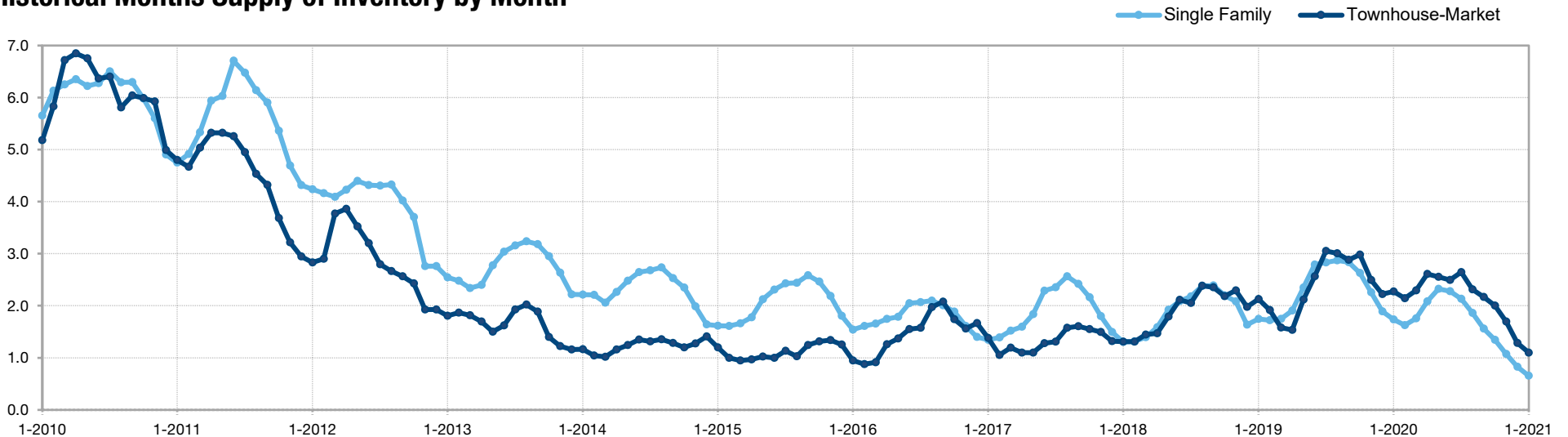
## January



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2020	1.6	-5.9%	2.1	+10.5%
Mar-2020	1.8	+5.9%	2.3	+43.8%
Apr-2020	2.1	+10.5%	2.6	+73.3%
May-2020	2.3	0.0%	2.6	+23.8%
Jun-2020	2.3	-17.9%	2.5	-3.8%
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	1.3	-50.0%	2.0	-33.3%
Nov-2020	1.1	-52.2%	1.7	-32.0%
Dec-2020	0.8	-57.9%	1.3	-40.9%
<b>Jan-2021</b>	<b>0.7</b>	<b>-58.8%</b>	<b>1.1</b>	<b>-52.2%</b>
12-Month Avg*	1.6	-29.2%	2.1	-11.6%

\* Months Supply for all properties from February 2020 through January 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.



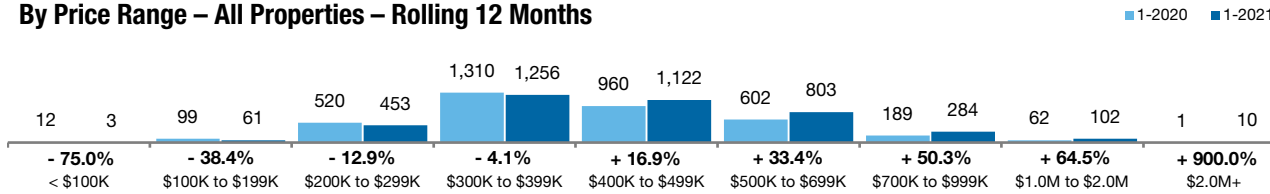
Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		345	<b>299</b>	- 13.3%	345	<b>299</b>	- 13.3%
<b>Pending Sales</b>		307	<b>299</b>	- 2.6%	78	<b>83</b>	+ 6.4%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		192	<b>226</b>	+ 17.7%	192	<b>226</b>	+ 17.7%
<b>Median Sales Price</b>		\$390,950	<b>\$438,500</b>	+ 12.2%	\$390,950	<b>\$438,500</b>	+ 12.2%
<b>Avg. Sales Price</b>		\$430,345	<b>\$488,114</b>	+ 13.4%	\$430,345	<b>\$488,114</b>	+ 13.4%
<b>Pct. of List Price Received</b>		98.9%	<b>100.0%</b>	+ 1.1%	98.9%	<b>100.0%</b>	+ 1.1%
<b>Days on Market</b>		116	<b>85</b>	- 26.7%	116	<b>85</b>	- 26.7%
<b>Affordability Index</b>		96	<b>91</b>	- 5.3%	96	<b>91</b>	- 5.3%
<b>Active Listings</b>		582	<b>259</b>	- 55.5%	--	--	--
<b>Months Supply</b>		1.9	<b>0.8</b>	- 59.2%	--	--	--

# Sold Listings

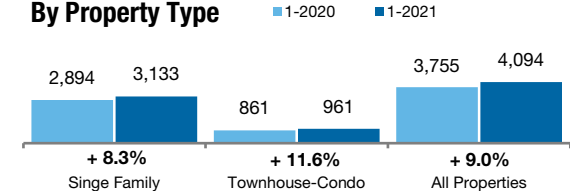
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$99,999 and Below	12	2	-83.3%	0	1	--
\$100,000 to \$199,999	49	22	-55.1%	50	39	-22.0%
\$200,000 to \$299,999	117	86	-26.5%	403	367	-8.9%
\$300,000 to \$399,999	1,004	818	-18.5%	306	438	+43.1%
\$400,000 to \$499,999	892	1,054	+18.2%	68	68	0.0%
\$500,000 to \$699,999	581	775	+33.4%	21	28	+33.3%
\$700,000 to \$999,999	180	268	+48.9%	9	16	+77.8%
\$1,000,000 to \$1,999,999	58	98	+69.0%	4	4	0.0%
\$2,000,000 and Above	1	10	+900.0%	0	0	--
<b>All Price Ranges</b>	<b>2,894</b>	<b>3,133</b>	<b>+8.3%</b>	<b>861</b>	<b>961</b>	<b>+11.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2020	1-2021	Change	12-2020	1-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	0	-100.0%	4	5	+25.0%
\$200,000 to \$299,999	11	1	-90.9%	20	21	+5.0%
\$300,000 to \$399,999	67	30	-55.2%	40	27	-32.5%
\$400,000 to \$499,999	76	66	-13.2%	9	6	-33.3%
\$500,000 to \$699,999	56	45	-19.6%	1	2	+100.0%
\$700,000 to \$999,999	18	11	-38.9%	1	1	0.0%
\$1,000,000 to \$1,999,999	11	8	-27.3%	0	2	--
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>240</b>	<b>162</b>	<b>-32.5%</b>	<b>75</b>	<b>64</b>	<b>-14.7%</b>

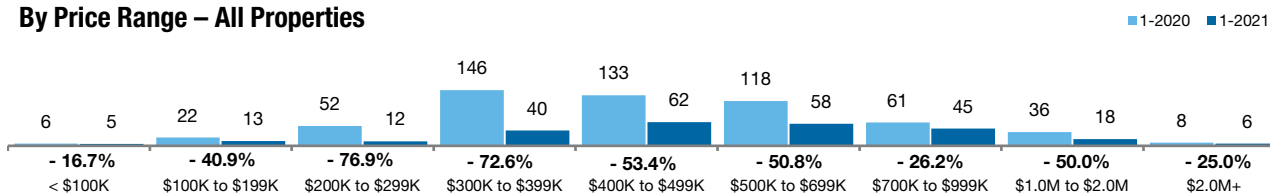
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	0	-100.0%	6	5	-16.7%
\$200,000 to \$299,999	2	1	-50.0%	29	21	-27.6%
\$300,000 to \$399,999	52	30	-42.3%	13	27	+107.7%
\$400,000 to \$499,999	37	66	+78.4%	3	6	+100.0%
\$500,000 to \$699,999	30	45	+50.0%	3	2	-33.3%
\$700,000 to \$999,999	7	11	+57.1%	2	1	-50.0%
\$1,000,000 to \$1,999,999	4	8	+100.0%	1	2	+100.0%
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>135</b>	<b>162</b>	<b>+20.0%</b>	<b>57</b>	<b>64</b>	<b>+12.3%</b>

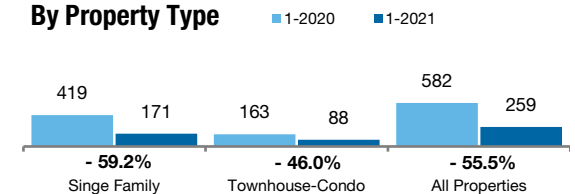
# Inventory of Active Listings

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		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$99,999 and Below	6	5	-16.7%	0	0	--
\$100,000 to \$199,999	14	11	-21.4%	8	2	-75.0%
\$200,000 to \$299,999	14	4	-71.4%	38	8	-78.9%
\$300,000 to \$399,999	79	10	-87.3%	67	30	-55.2%
\$400,000 to \$499,999	119	42	-64.7%	14	20	+42.9%
\$500,000 to \$699,999	95	41	-56.8%	23	17	-26.1%
\$700,000 to \$999,999	50	39	-22.0%	11	6	-45.5%
\$1,000,000 to \$1,999,999	34	13	-61.8%	2	5	+150.0%
\$2,000,000 and Above	8	6	-25.0%	0	0	--
<b>All Price Ranges</b>	<b>419</b>	<b>171</b>	<b>-59.2%</b>	<b>163</b>	<b>88</b>	<b>-46.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2020	1-2021	Change	12-2020	1-2021	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	8	11	+37.5%	2	2	0.0%
\$200,000 to \$299,999	5	4	-20.0%	17	8	-52.9%
\$300,000 to \$399,999	12	10	-16.7%	34	30	-11.8%
\$400,000 to \$499,999	61	42	-31.1%	25	20	-20.0%
\$500,000 to \$699,999	64	41	-35.9%	15	17	+13.3%
\$700,000 to \$999,999	26	39	+50.0%	5	6	+20.0%
\$1,000,000 to \$1,999,999	27	13	-51.9%	4	5	+25.0%
\$2,000,000 and Above	6	6	0.0%	0	0	--
<b>All Price Ranges</b>	<b>214</b>	<b>171</b>	<b>-20.1%</b>	<b>102</b>	<b>88</b>	<b>-13.7%</b>

### Year to Date

By Price Range	Single Family	Townhouse-Condo
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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 January 2021

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## Wellington

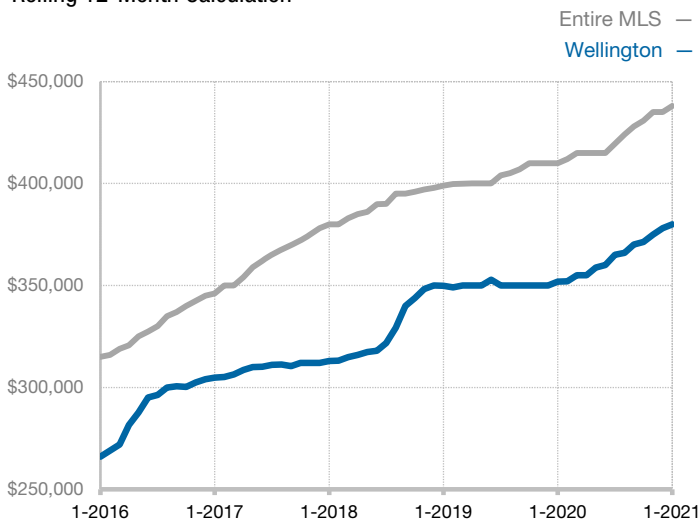
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	29	30	+ 3.4%	29	30	+ 3.4%
Closed Sales	17	20	+ 17.6%	17	20	+ 17.6%
Median Sales Price*	\$346,900	<b>\$401,321</b>	+ 15.7%	\$346,900	<b>\$401,321</b>	+ 15.7%
Average Sales Price*	\$361,163	<b>\$426,765</b>	+ 18.2%	\$361,163	<b>\$426,765</b>	+ 18.2%
Percent of List Price Received*	100.6%	<b>101.3%</b>	+ 0.7%	100.6%	<b>101.3%</b>	+ 0.7%
Days on Market Until Sale	105	98	- 6.7%	105	98	- 6.7%
Inventory of Homes for Sale	50	30	- 40.0%	--	--	--
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.

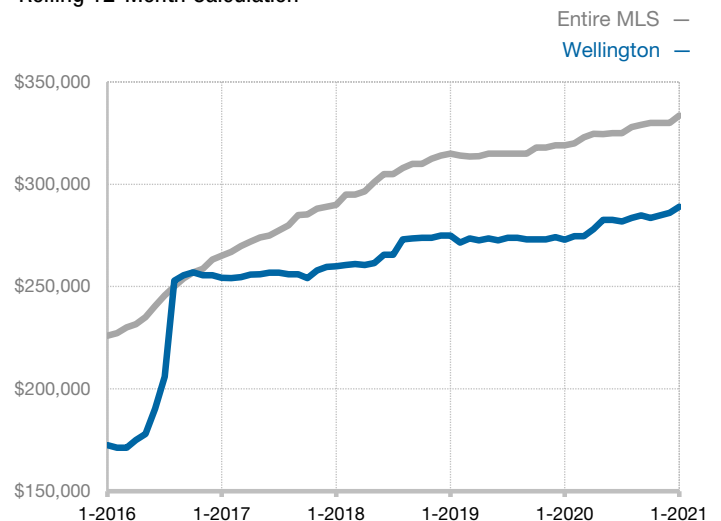
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	9	5	- 44.4%	9	5	- 44.4%
Closed Sales	4	5	+ 25.0%	4	5	+ 25.0%
Median Sales Price*	\$259,750	<b>\$312,300</b>	+ 20.2%	\$259,750	<b>\$312,300</b>	+ 20.2%
Average Sales Price*	\$269,600	<b>\$306,640</b>	+ 13.7%	\$269,600	<b>\$306,640</b>	+ 13.7%
Percent of List Price Received*	98.6%	<b>101.8%</b>	+ 3.2%	98.6%	<b>101.8%</b>	+ 3.2%
Days on Market Until Sale	96	212	+ 120.8%	96	212	+ 120.8%
Inventory of Homes for Sale	13	5	- 61.5%	--	--	--
Months Supply of Inventory	2.2	0.9	- 59.1%	--	--	--

\* 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 January 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

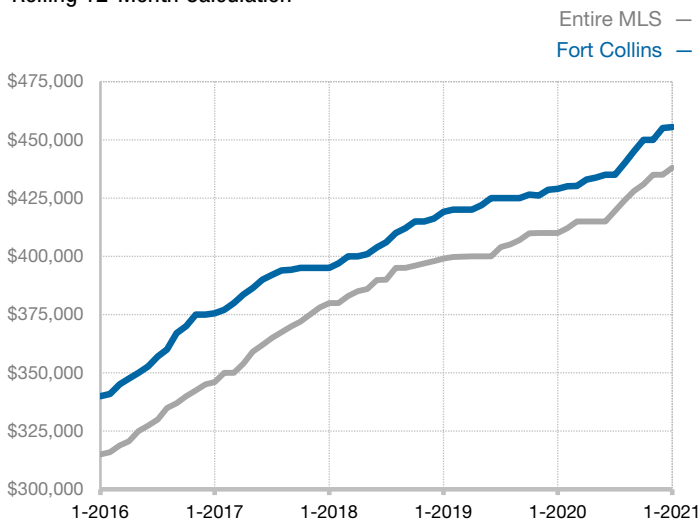
Single Family	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	174	141	- 19.0%	174	141	- 19.0%
Closed Sales	95	117	+ 23.2%	95	117	+ 23.2%
Median Sales Price*	\$430,000	<b>\$470,000</b>	+ 9.3%	\$430,000	<b>\$470,000</b>	+ 9.3%
Average Sales Price*	\$475,064	<b>\$548,584</b>	+ 15.5%	\$475,064	<b>\$548,584</b>	+ 15.5%
Percent of List Price Received*	98.7%	<b>99.9%</b>	+ 1.2%	98.7%	<b>99.9%</b>	+ 1.2%
Days on Market Until Sale	82	<b>67</b>	- 18.3%	82	<b>67</b>	- 18.3%
Inventory of Homes for Sale	246	<b>98</b>	- 60.2%	--	--	--
Months Supply of Inventory	1.4	<b>0.5</b>	- 64.3%	--	--	--

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

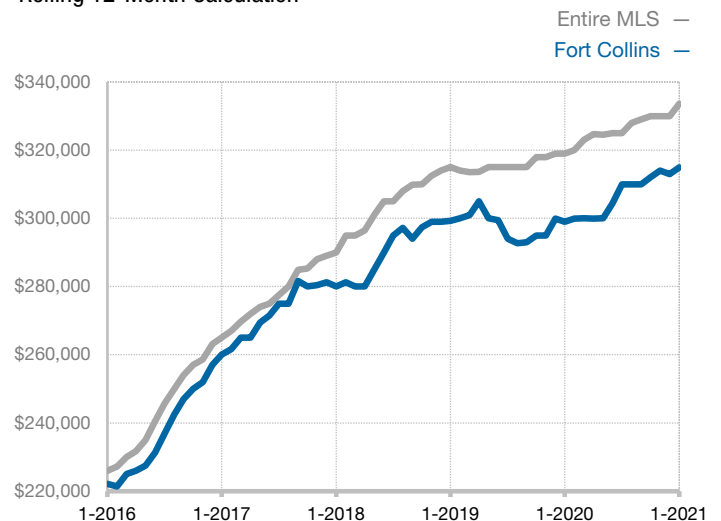
Townhouse/Condo	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	79	76	- 3.8%	79	76	- 3.8%
Closed Sales	51	58	+ 13.7%	51	58	+ 13.7%
Median Sales Price*	\$276,000	<b>\$320,500</b>	+ 16.1%	\$276,000	<b>\$320,500</b>	+ 16.1%
Average Sales Price*	\$330,284	<b>\$345,353</b>	+ 4.6%	\$330,284	<b>\$345,353</b>	+ 4.6%
Percent of List Price Received*	98.9%	<b>99.0%</b>	+ 0.1%	98.9%	<b>99.0%</b>	+ 0.1%
Days on Market Until Sale	169	<b>82</b>	- 51.5%	169	<b>82</b>	- 51.5%
Inventory of Homes for Sale	122	<b>64</b>	- 47.5%	--	--	--
Months Supply of Inventory	1.9	<b>0.9</b>	- 52.6%	--	--	--

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

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



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



# Local Market Update for January 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

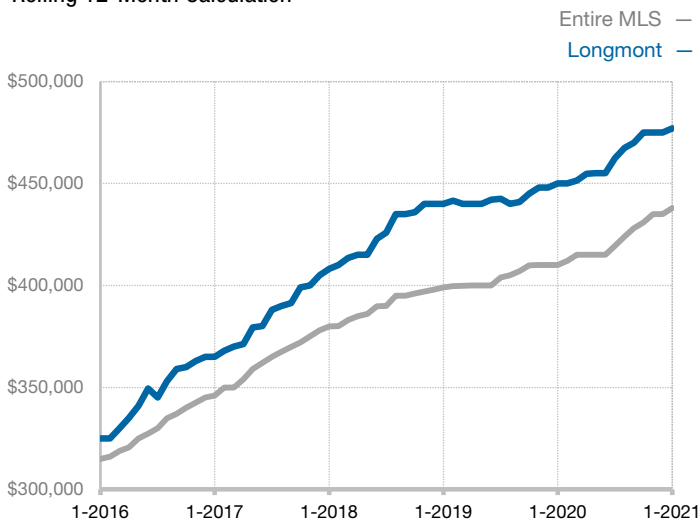
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	114	74	- 35.1%	114	74	- 35.1%
Closed Sales	81	51	- 37.0%	81	51	- 37.0%
Median Sales Price*	\$500,000	<b>\$509,000</b>	+ 1.8%	\$500,000	<b>\$509,000</b>	+ 1.8%
Average Sales Price*	\$553,370	<b>\$675,502</b>	+ 22.1%	\$553,370	<b>\$675,502</b>	+ 22.1%
Percent of List Price Received*	98.1%	<b>99.6%</b>	+ 1.5%	98.1%	<b>99.6%</b>	+ 1.5%
Days on Market Until Sale	90	<b>53</b>	- 41.1%	90	<b>53</b>	- 41.1%
Inventory of Homes for Sale	190	<b>83</b>	- 56.3%	--	--	--
Months Supply of Inventory	1.6	<b>0.7</b>	- 56.3%	--	--	--

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

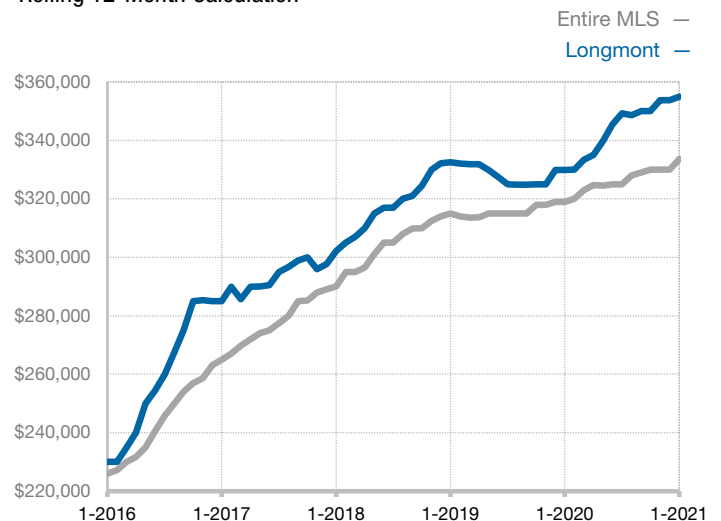
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	37	15	- 59.5%	37	15	- 59.5%
Closed Sales	22	13	- 40.9%	22	13	- 40.9%
Median Sales Price*	\$327,500	<b>\$370,250</b>	+ 13.1%	\$327,500	<b>\$370,250</b>	+ 13.1%
Average Sales Price*	\$332,947	<b>\$374,771</b>	+ 12.6%	\$332,947	<b>\$374,771</b>	+ 12.6%
Percent of List Price Received*	98.3%	<b>99.4%</b>	+ 1.1%	98.3%	<b>99.4%</b>	+ 1.1%
Days on Market Until Sale	59	<b>56</b>	- 5.1%	59	<b>56</b>	- 5.1%
Inventory of Homes for Sale	37	<b>8</b>	- 78.4%	--	--	--
Months Supply of Inventory	1.2	<b>0.3</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.

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



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



# Local Market Update for January 2021

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## Greeley

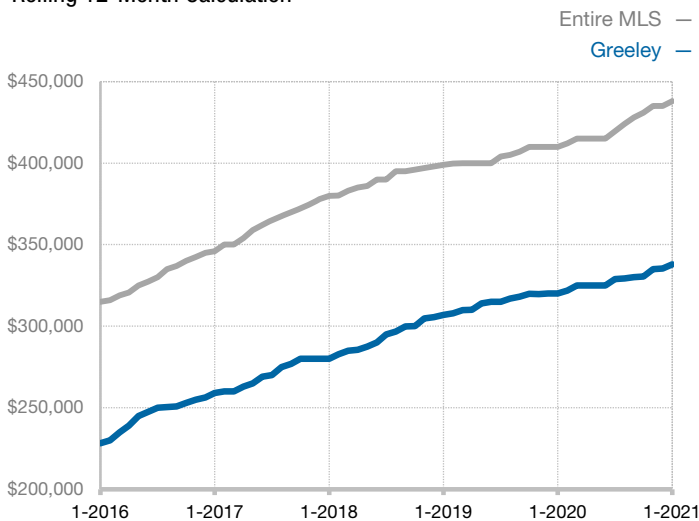
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	122	88	- 27.9%	122	88	- 27.9%
Closed Sales	88	76	- 13.6%	88	76	- 13.6%
Median Sales Price*	\$312,500	<b>\$350,000</b>	+ 12.0%	\$312,500	<b>\$350,000</b>	+ 12.0%
Average Sales Price*	\$335,327	<b>\$361,474</b>	+ 7.8%	\$335,327	<b>\$361,474</b>	+ 7.8%
Percent of List Price Received*	98.5%	<b>100.0%</b>	+ 1.5%	98.5%	<b>100.0%</b>	+ 1.5%
Days on Market Until Sale	66	<b>53</b>	- 19.7%	66	<b>53</b>	- 19.7%
Inventory of Homes for Sale	135	<b>76</b>	- 43.7%	--	--	--
Months Supply of Inventory	1.0	<b>0.6</b>	- 40.0%	--	--	--

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

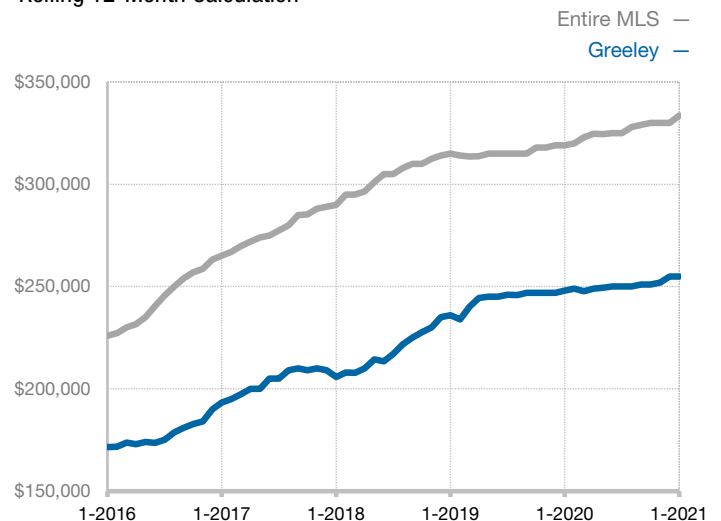
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	23	22	- 4.3%	23	22	- 4.3%
Closed Sales	14	14	0.0%	14	14	0.0%
Median Sales Price*	\$238,500	<b>\$252,500</b>	+ 5.9%	\$238,500	<b>\$252,500</b>	+ 5.9%
Average Sales Price*	\$238,857	<b>\$257,636</b>	+ 7.9%	\$238,857	<b>\$257,636</b>	+ 7.9%
Percent of List Price Received*	99.5%	<b>98.9%</b>	- 0.6%	99.5%	<b>98.9%</b>	- 0.6%
Days on Market Until Sale	79	<b>66</b>	- 16.5%	79	<b>66</b>	- 16.5%
Inventory of Homes for Sale	20	<b>17</b>	- 15.0%	--	--	--
Months Supply of Inventory	0.9	<b>0.8</b>	- 11.1%	--	--	--

\* 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 January 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

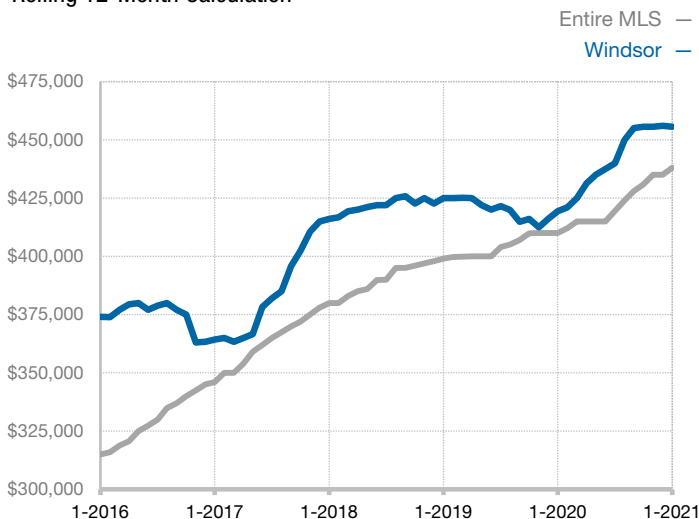
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	92	119	+ 29.3%	92	119	+ 29.3%
Closed Sales	43	76	+ 76.7%	43	76	+ 76.7%
Median Sales Price*	\$469,226	<b>\$451,250</b>	- 3.8%	\$469,226	<b>\$451,250</b>	- 3.8%
Average Sales Price*	\$506,834	<b>\$555,693</b>	+ 9.6%	\$506,834	<b>\$555,693</b>	+ 9.6%
Percent of List Price Received*	99.4%	100.0%	+ 0.6%	99.4%	100.0%	+ 0.6%
Days on Market Until Sale	103	74	- 28.2%	103	74	- 28.2%
Inventory of Homes for Sale	164	93	- 43.3%	--	--	--
Months Supply of Inventory	1.9	1.1	- 42.1%	--	--	--

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

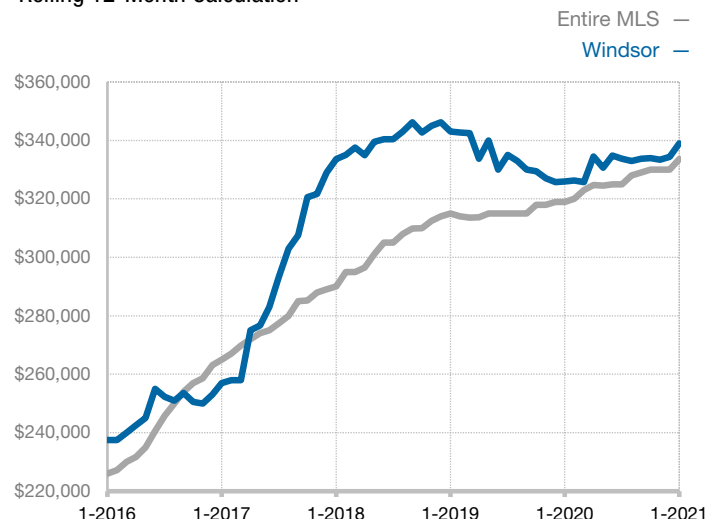
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	10	21	+ 110.0%	10	21	+ 110.0%
Closed Sales	4	19	+ 375.0%	4	19	+ 375.0%
Median Sales Price*	\$328,700	<b>\$382,435</b>	+ 16.3%	\$328,700	<b>\$382,435</b>	+ 16.3%
Average Sales Price*	\$311,350	<b>\$391,531</b>	+ 25.8%	\$311,350	<b>\$391,531</b>	+ 25.8%
Percent of List Price Received*	98.2%	100.7%	+ 2.5%	98.2%	100.7%	+ 2.5%
Days on Market Until Sale	120	188	+ 56.7%	120	188	+ 56.7%
Inventory of Homes for Sale	38	28	- 26.3%	--	--	--
Months Supply of Inventory	3.8	2.0	- 47.4%	--	--	--

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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 January 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

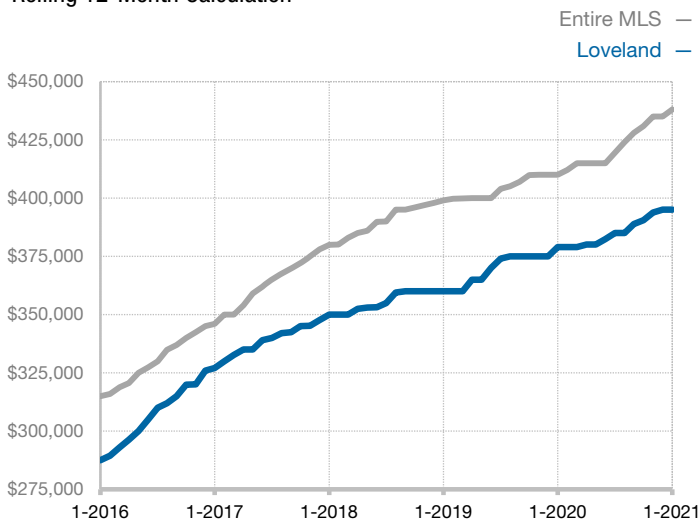
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	137	126	- 8.0%	137	126	- 8.0%
Closed Sales	80	50	- 37.5%	80	50	- 37.5%
Median Sales Price*	\$377,000	<b>\$402,500</b>	+ 6.8%	\$377,000	<b>\$402,500</b>	+ 6.8%
Average Sales Price*	\$459,397	<b>\$446,909</b>	- 2.7%	\$459,397	<b>\$446,909</b>	- 2.7%
Percent of List Price Received*	98.2%	<b>100.6%</b>	+ 2.4%	98.2%	<b>100.6%</b>	+ 2.4%
Days on Market Until Sale	69	<b>59</b>	- 14.5%	69	<b>59</b>	- 14.5%
Inventory of Homes for Sale	177	<b>70</b>	- 60.5%	--	--	--
Months Supply of Inventory	1.5	<b>0.5</b>	- 66.7%	--	--	--

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

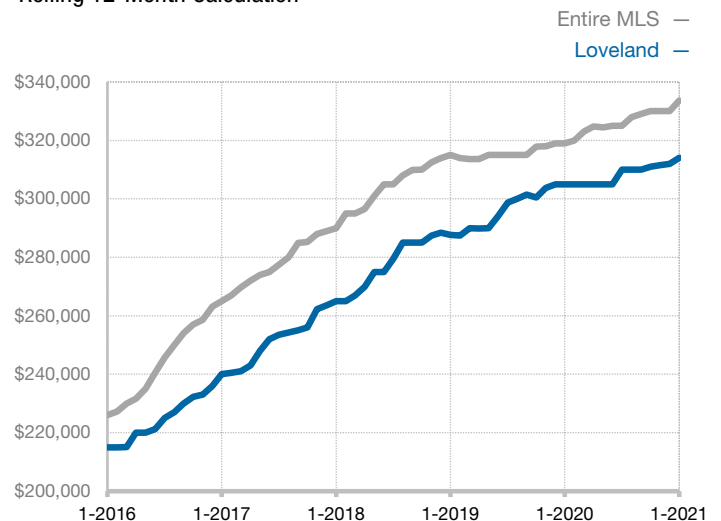
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	20	24	+ 20.0%	20	24	+ 20.0%
Closed Sales	15	13	- 13.3%	15	13	- 13.3%
Median Sales Price*	\$300,000	<b>\$315,000</b>	+ 5.0%	\$300,000	<b>\$315,000</b>	+ 5.0%
Average Sales Price*	\$324,484	<b>\$359,164</b>	+ 10.7%	\$324,484	<b>\$359,164</b>	+ 10.7%
Percent of List Price Received*	98.9%	<b>104.5%</b>	+ 5.7%	98.9%	<b>104.5%</b>	+ 5.7%
Days on Market Until Sale	117	<b>92</b>	- 21.4%	117	<b>92</b>	- 21.4%
Inventory of Homes for Sale	62	<b>39</b>	- 37.1%	--	--	--
Months Supply of Inventory	2.3	<b>1.4</b>	- 39.1%	--	--	--

\* 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 January 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

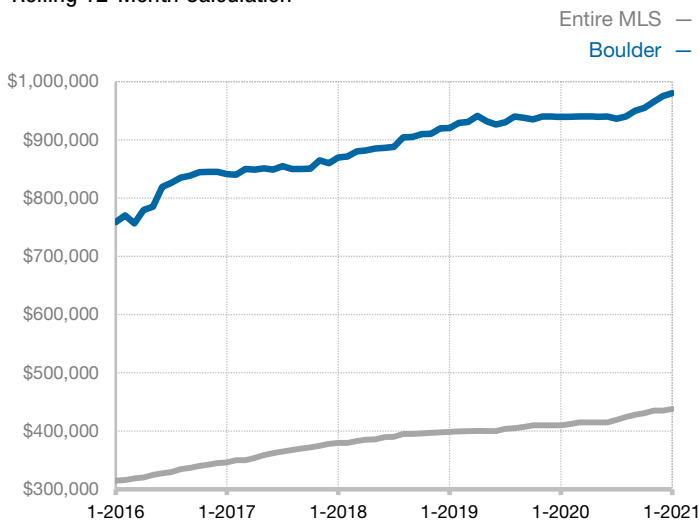
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	102	70	- 31.4%	102	70	- 31.4%
Closed Sales	43	43	0.0%	43	43	0.0%
Median Sales Price*	\$925,000	<b>\$1,375,000</b>	+ 48.6%	\$925,000	<b>\$1,375,000</b>	+ 48.6%
Average Sales Price*	\$1,224,905	<b>\$1,566,028</b>	+ 27.8%	\$1,224,905	<b>\$1,566,028</b>	+ 27.8%
Percent of List Price Received*	95.4%	<b>96.9%</b>	+ 1.6%	95.4%	<b>96.9%</b>	+ 1.6%
Days on Market Until Sale	106	71	- 33.0%	106	71	- 33.0%
Inventory of Homes for Sale	169	94	- 44.4%	--	--	--
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--

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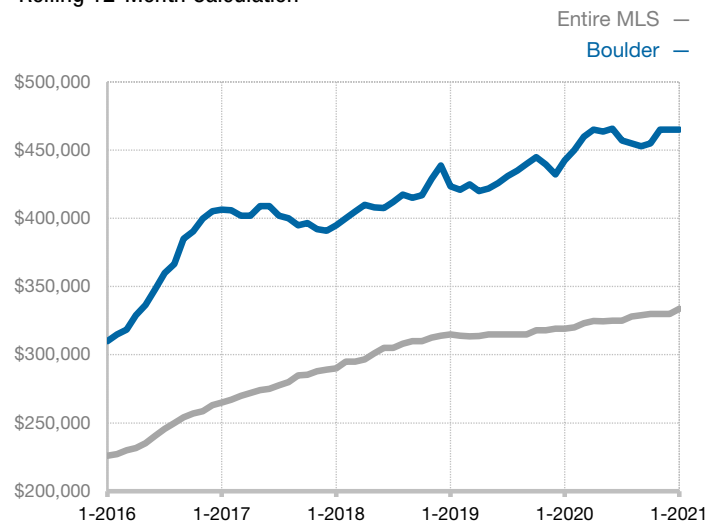
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	92	58	- 37.0%	92	58	- 37.0%
Closed Sales	46	39	- 15.2%	46	39	- 15.2%
Median Sales Price*	\$547,500	<b>\$474,000</b>	- 13.4%	\$547,500	<b>\$474,000</b>	- 13.4%
Average Sales Price*	\$668,017	<b>\$547,169</b>	- 18.1%	\$668,017	<b>\$547,169</b>	- 18.1%
Percent of List Price Received*	98.1%	<b>98.2%</b>	+ 0.1%	98.1%	<b>98.2%</b>	+ 0.1%
Days on Market Until Sale	109	78	- 28.4%	109	78	- 28.4%
Inventory of Homes for Sale	123	86	- 30.1%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

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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 January 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

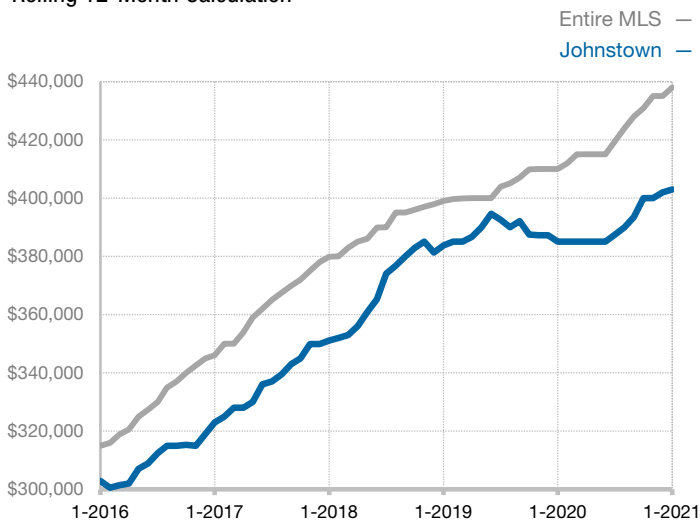
Single Family	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	43	21	- 51.2%	43	21	- 51.2%
Closed Sales	19	24	+ 26.3%	19	24	+ 26.3%
Median Sales Price*	\$354,900	<b>\$432,500</b>	+ 21.9%	\$354,900	<b>\$432,500</b>	+ 21.9%
Average Sales Price*	\$377,795	<b>\$456,658</b>	+ 20.9%	\$377,795	<b>\$456,658</b>	+ 20.9%
Percent of List Price Received*	99.3%	<b>101.4%</b>	+ 2.1%	99.3%	<b>101.4%</b>	+ 2.1%
Days on Market Until Sale	82	55	- 32.9%	82	55	- 32.9%
Inventory of Homes for Sale	56	17	- 69.6%	--	--	--
Months Supply of Inventory	1.7	0.5	- 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.

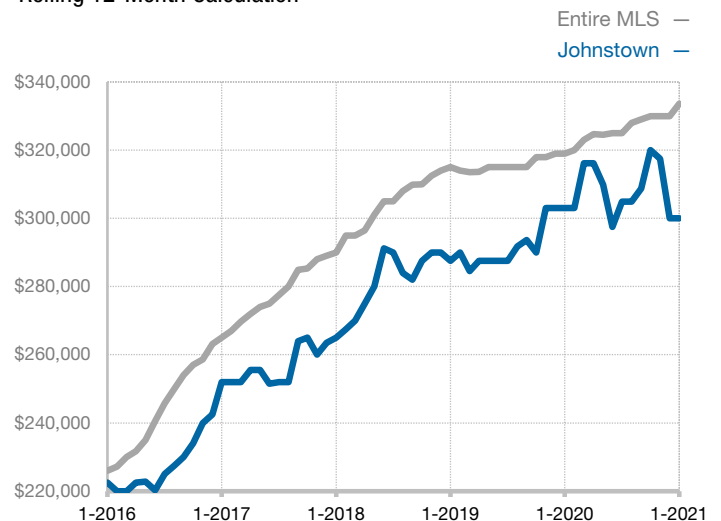
Townhouse/Condo	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	5	2	- 60.0%	5	2	- 60.0%
Closed Sales	0	2	--	0	2	--
Median Sales Price*	\$0	<b>\$316,500</b>	--	\$0	<b>\$316,500</b>	--
Average Sales Price*	\$0	<b>\$316,500</b>	--	\$0	<b>\$316,500</b>	--
Percent of List Price Received*	0.0%	<b>100.2%</b>	--	0.0%	<b>100.2%</b>	--
Days on Market Until Sale	0	51	--	0	51	--
Inventory of Homes for Sale	4	0	- 100.0%	--	--	--
Months Supply of Inventory	2.4	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 January 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

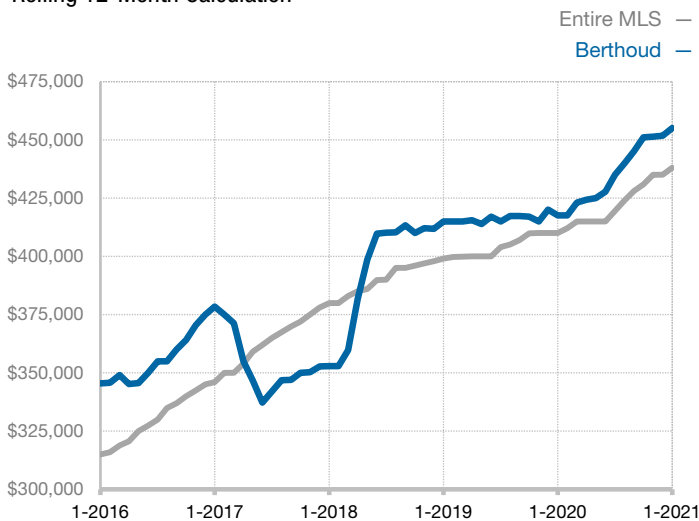
Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	67	32	- 52.2%	67	32	- 52.2%
Closed Sales	15	34	+ 126.7%	15	34	+ 126.7%
Median Sales Price*	\$422,000	<b>\$462,742</b>	+ 9.7%	\$422,000	<b>\$462,742</b>	+ 9.7%
Average Sales Price*	\$465,745	<b>\$535,805</b>	+ 15.0%	\$465,745	<b>\$535,805</b>	+ 15.0%
Percent of List Price Received*	99.6%	<b>99.9%</b>	+ 0.3%	99.6%	<b>99.9%</b>	+ 0.3%
Days on Market Until Sale	67	82	+ 22.4%	67	82	+ 22.4%
Inventory of Homes for Sale	105	42	- 60.0%	--	--	--
Months Supply of Inventory	2.9	1.0	- 65.5%	--	--	--

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Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	19	4	- 78.9%	19	4	- 78.9%
Closed Sales	5	3	- 40.0%	5	3	- 40.0%
Median Sales Price*	\$276,000	<b>\$502,924</b>	+ 82.2%	\$276,000	<b>\$502,924</b>	+ 82.2%
Average Sales Price*	\$283,180	<b>\$452,145</b>	+ 59.7%	\$283,180	<b>\$452,145</b>	+ 59.7%
Percent of List Price Received*	100.2%	<b>106.1%</b>	+ 5.9%	100.2%	<b>106.1%</b>	+ 5.9%
Days on Market Until Sale	59	219	+ 271.2%	59	219	+ 271.2%
Inventory of Homes for Sale	19	2	- 89.5%	--	--	--
Months Supply of Inventory	5.7	0.3	- 94.7%	--	--	--

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



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

