



# FCBR 2019

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# Monthly Indicators



## September 2019

New Listings were up 13.1 percent for single family homes and 1.5 percent for townhouse-condo properties. Pending Sales landed at 224 for single family homes and 48 for townhouse-condo properties.

The Median Sales Price was up 1.9 percent to \$412,500 for single family homes but decreased 0.5 percent to \$285,000 for townhouse-condo properties. Days on Market increased 14.8 percent for single family homes and 57.7 percent for townhouse-condo properties.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

## Activity Snapshot

<b>- 6.5%</b>	<b>+ 14.8%</b>	<b>+ 1.9%</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	9-2018	9-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		274	<b>310</b>	+ 13.1%	3,094	<b>3,184</b>	+ 2.9%
<b>Pending Sales</b>		200	<b>224</b>	+ 12.0%	2,355	<b>2,331</b>	- 1.0%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		245	<b>229</b>	- 6.5%	2,324	<b>2,179</b>	- 6.2%
<b>Median Sales Price</b>		\$405,000	<b>\$412,500</b>	+ 1.9%	\$410,000	<b>\$425,000</b>	+ 3.7%
<b>Avg. Sales Price</b>		\$432,135	<b>\$442,214</b>	+ 2.3%	\$454,870	<b>\$465,363</b>	+ 2.3%
<b>Pct. of List Price Received</b>		99.3%	<b>99.2%</b>	- 0.1%	99.7%	<b>99.2%</b>	- 0.5%
<b>Days on Market</b>		61	<b>70</b>	+ 14.8%	64	<b>66</b>	+ 3.1%
<b>Affordability Index</b>		81	<b>90</b>	+ 11.1%	80	<b>87</b>	+ 8.7%
<b>Active Listings</b>		607	<b>633</b>	+ 4.3%	--	--	--
<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.



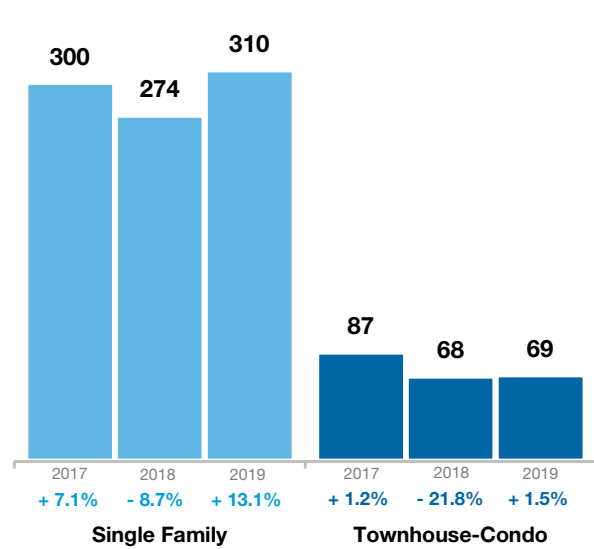
Key Metrics	Historical Sparkbars	9-2018	9-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		68	69	+ 1.5%	837	930	+ 11.1%
<b>Pending Sales</b>		61	48	- 21.3%	673	697	+ 3.6%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		56	65	+ 16.1%	682	669	- 1.9%
<b>Median Sales Price</b>		\$286,500	\$285,000	- 0.5%	\$294,500	\$290,000	- 1.5%
<b>Avg. Sales Price</b>		\$297,213	\$303,876	+ 2.2%	\$307,557	\$310,555	+ 1.0%
<b>Pct. of List Price Received</b>		99.0%	98.7%	- 0.3%	100.1%	99.3%	- 0.8%
<b>Days on Market</b>		52	82	+ 57.7%	83	71	- 14.5%
<b>Affordability Index</b>		114	130	+ 14.0%	111	128	+ 15.3%
<b>Active Listings</b>		168	190	+ 13.1%	--	--	--
<b>Months Supply</b>		2.3	2.7	+ 17.4%	--	--	--

# New Listings

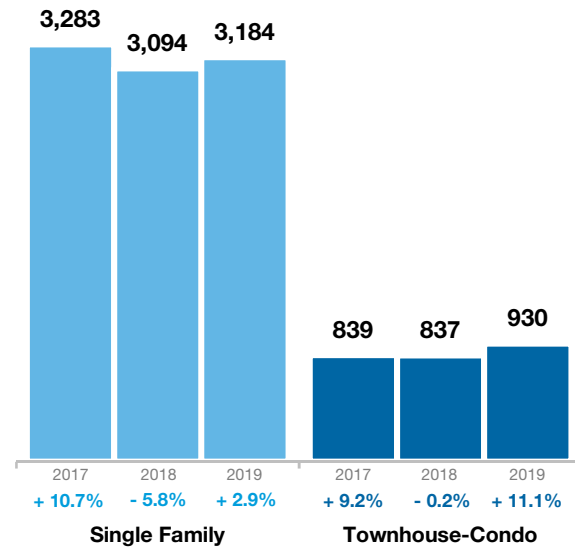
A count of the properties that have been newly listed on the market in a given month.



## September

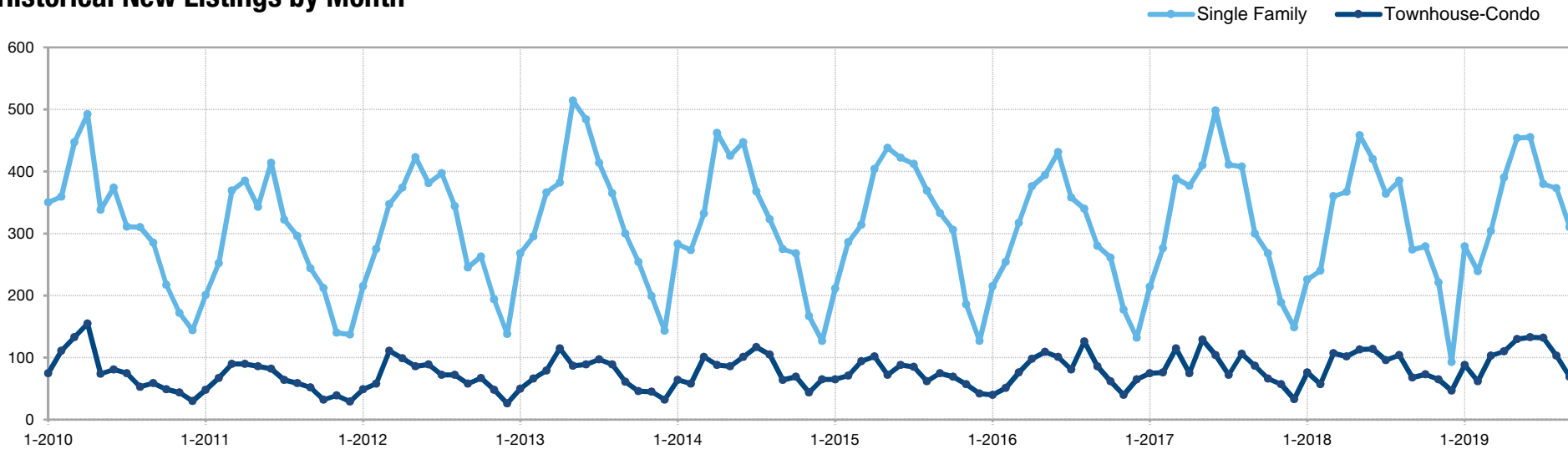


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	380	+4.4%	132	+37.5%
Aug-2019	373	-3.1%	103	-1.0%
<b>Sep-2019</b>	<b>310</b>	<b>+13.1%</b>	<b>69</b>	<b>+1.5%</b>
12-Month Avg	315	+2.1%	93	+12.3%

## Historical New Listings by Month

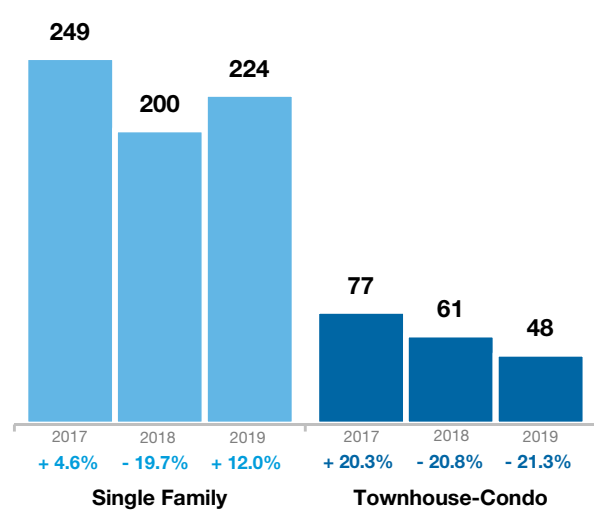


# Pending Sales

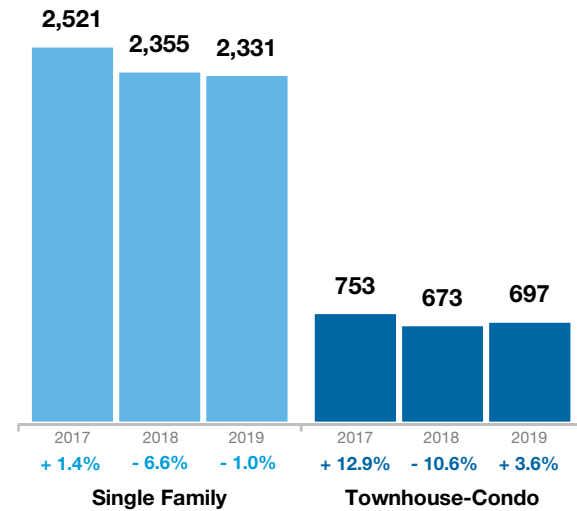
A count of the properties on which offers have been accepted in a given month.



## September

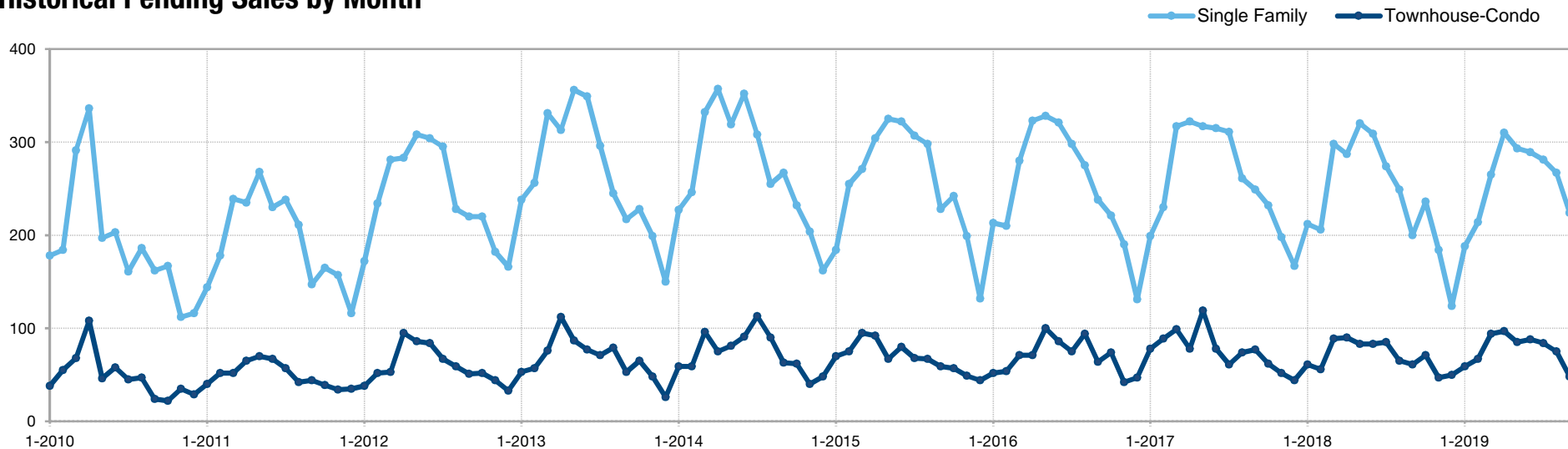


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	214	+3.9%	67	+19.6%
Mar-2019	265	-11.1%	94	+5.6%
Apr-2019	310	+8.0%	97	+7.8%
May-2019	293	-8.4%	85	+2.4%
Jun-2019	289	-6.5%	88	+6.0%
Jul-2019	281	+2.6%	84	-1.2%
Aug-2019	267	+7.2%	75	+15.4%
<b>Sep-2019</b>	<b>224</b>	<b>+12.0%</b>	<b>48</b>	<b>-21.3%</b>
12-Month Avg	240	-2.6%	72	+4.1%

## Historical Pending Sales by Month

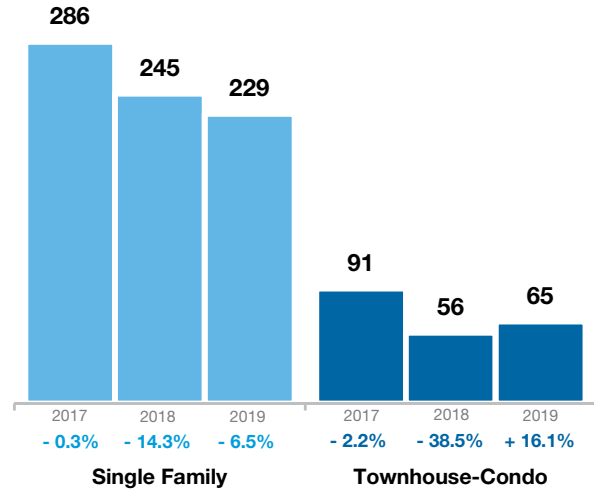


# Sold Listings

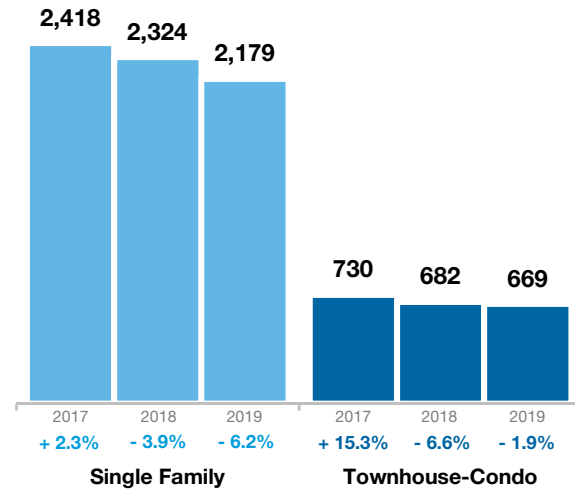
A count of the actual sales that closed in a given month.



## September

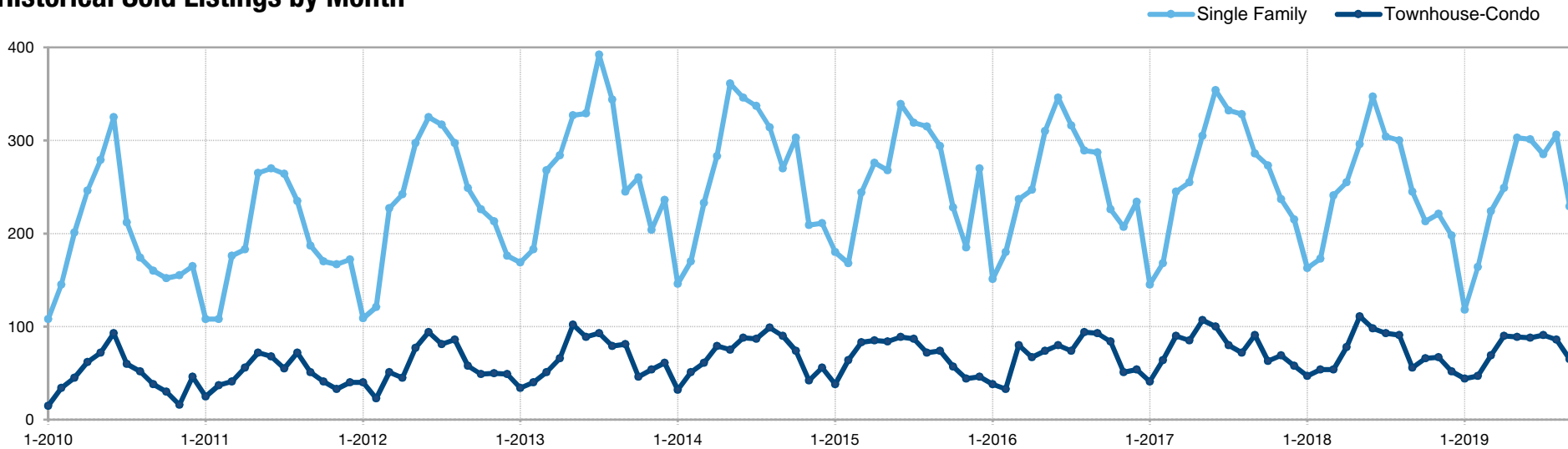


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	89	-19.8%
Jun-2019	301	-13.3%	88	-10.2%
Jul-2019	285	-6.3%	91	-2.2%
Aug-2019	306	+2.0%	86	-5.5%
<b>Sep-2019</b>	<b>229</b>	<b>-6.5%</b>	<b>65</b>	<b>+16.1%</b>
12-Month Avg	234	-7.8%	71	-2.1%

## Historical Sold Listings by Month

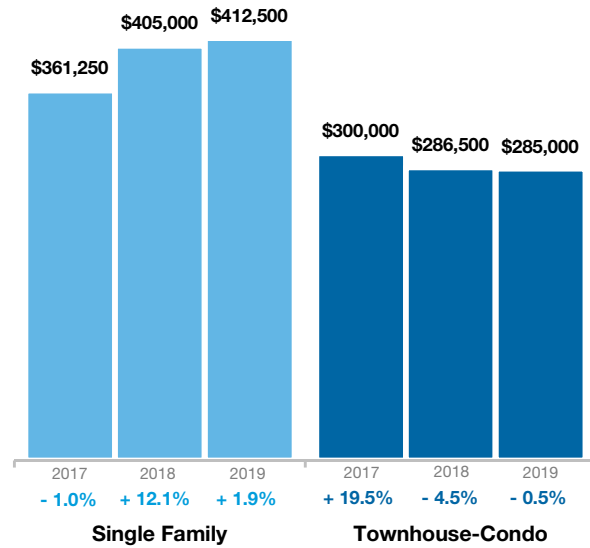


# Median Sales Price

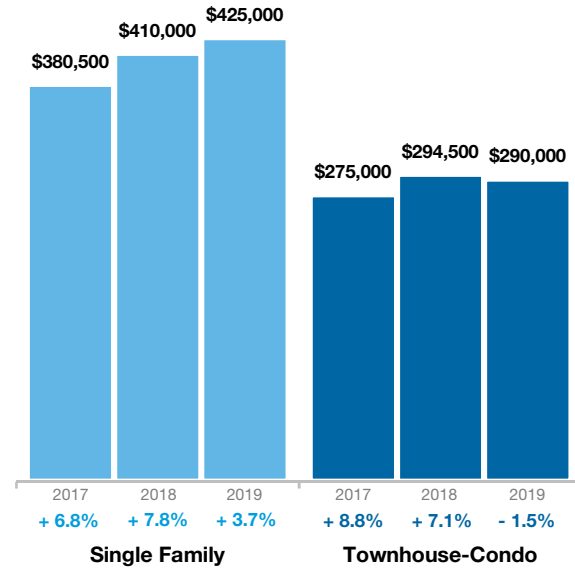
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



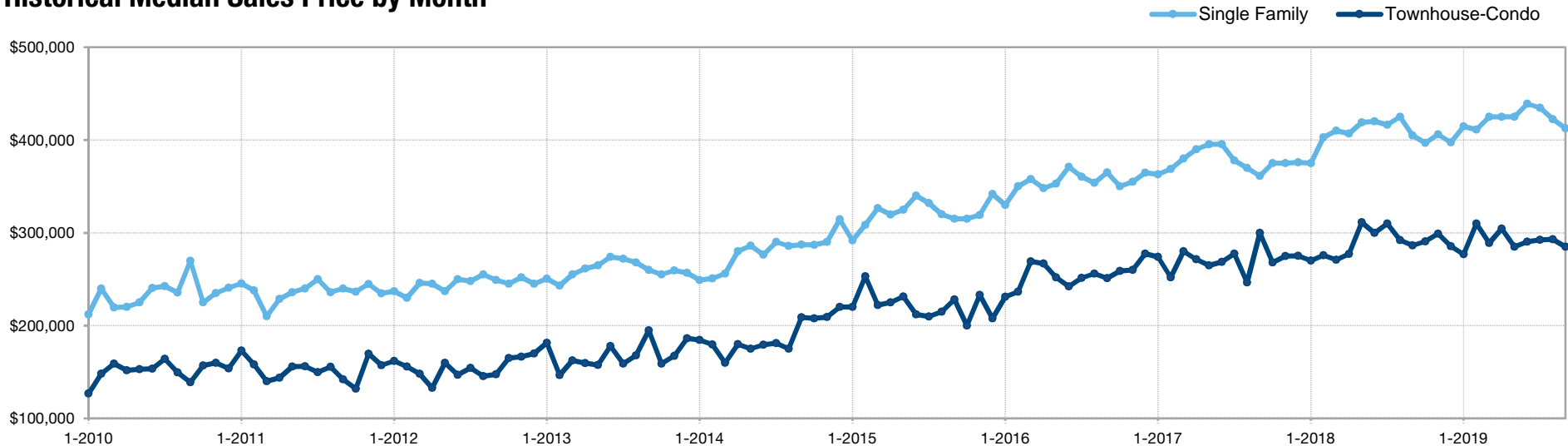
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$439,000	+4.5%	\$290,314	-3.2%
Jul-2019	\$434,802	+4.5%	\$292,500	-5.6%
Aug-2019	\$422,250	-0.6%	\$293,000	+0.3%
<b>Sep-2019</b>	<b>\$412,500</b>	<b>+1.9%</b>	<b>\$285,000</b>	<b>-0.5%</b>
12-Month Avg*	\$420,000	+4.5%	\$290,000	+1.7%

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

## Historical Median Sales Price by Month



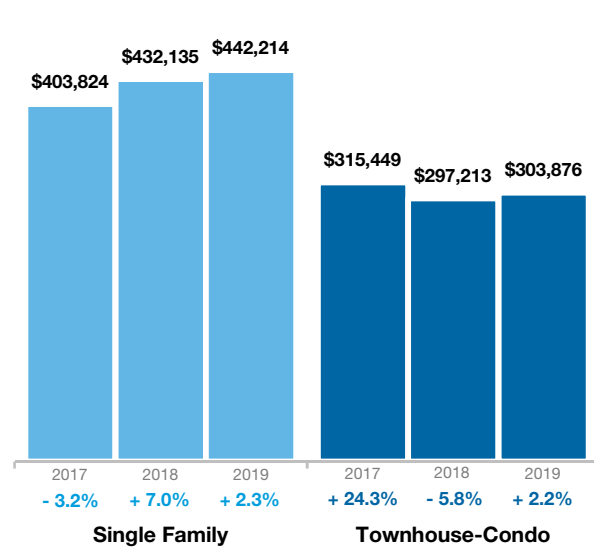


# Average Sales Price

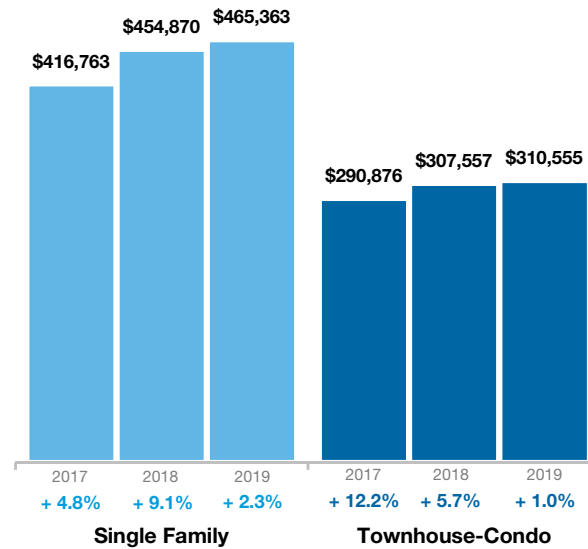
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



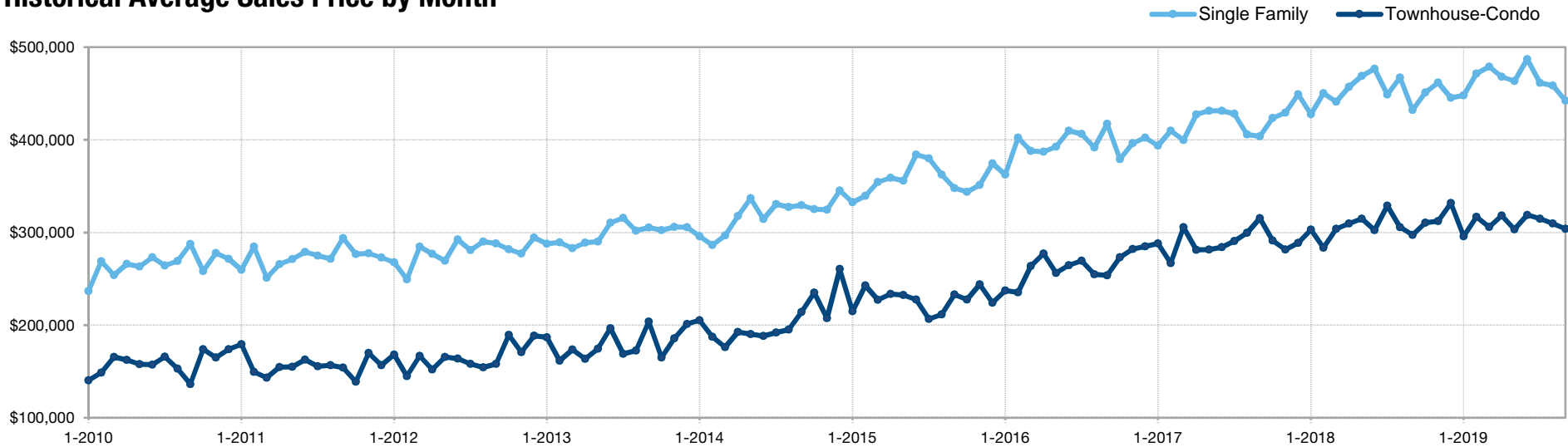
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$303,377	-3.7%
Jun-2019	\$487,001	+2.2%	\$318,871	+5.4%
Jul-2019	\$461,342	+2.8%	\$314,906	-4.2%
Aug-2019	\$458,515	-1.9%	\$309,687	+1.3%
<b>Sep-2019</b>	<b>\$442,214</b>	<b>+2.3%</b>	<b>\$303,876</b>	<b>+2.2%</b>
12-Month Avg*	\$462,568	+2.9%	\$311,982	+2.9%

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

## Historical Average Sales Price by Month



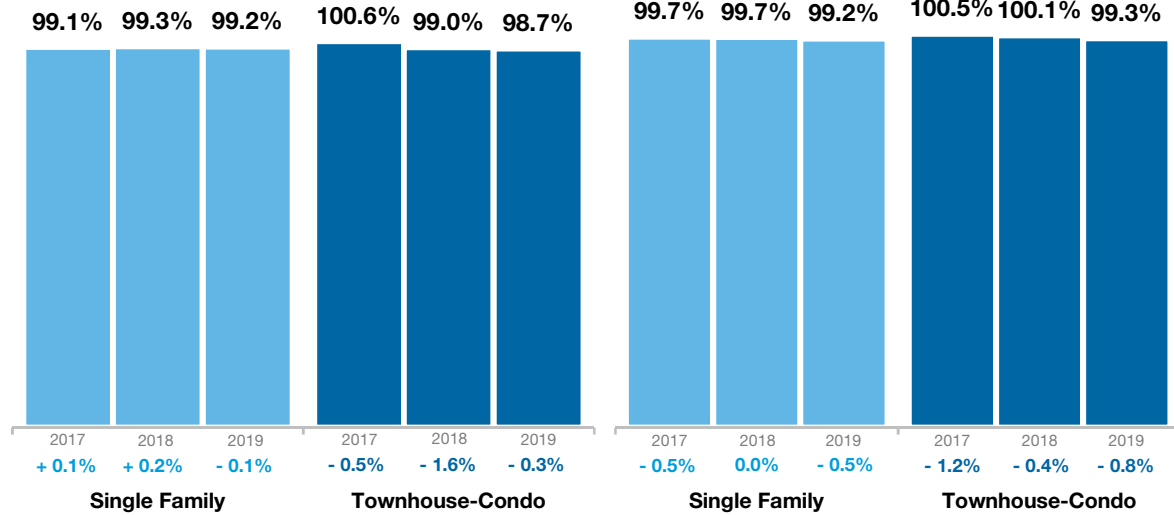
# Percent of List Price Received

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.



## September

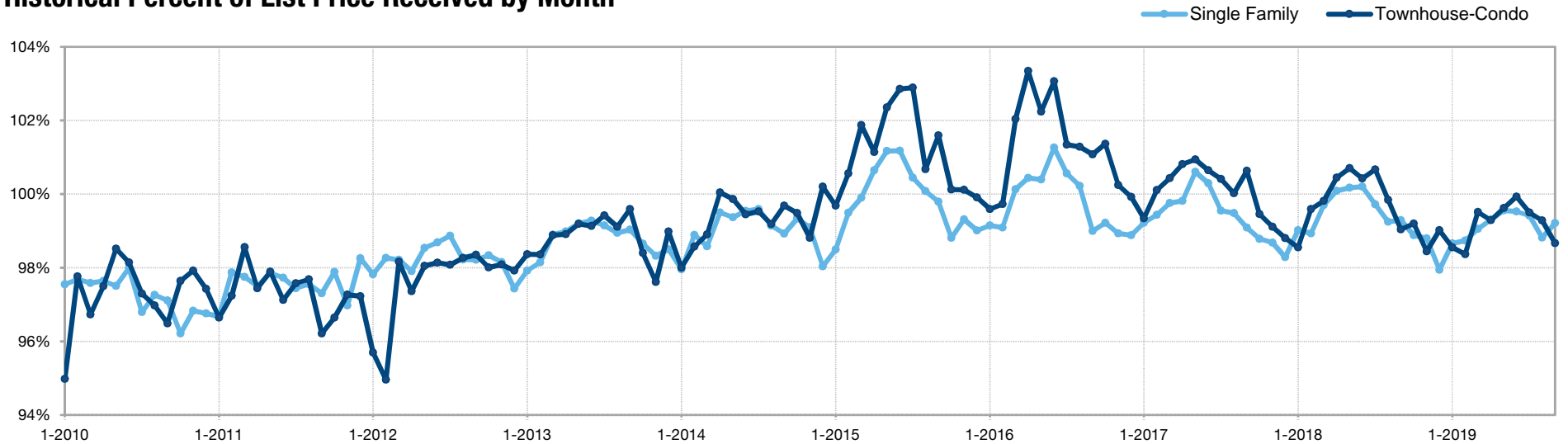
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Aug-2019	98.8%	-0.4%	99.3%	-0.5%
<b>Sep-2019</b>	<b>99.2%</b>	<b>-0.1%</b>	<b>98.7%</b>	<b>-0.3%</b>
12-Month Avg*	99.4%	-0.4%	99.9%	-0.7%

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

## Historical Percent of List Price Received by Month

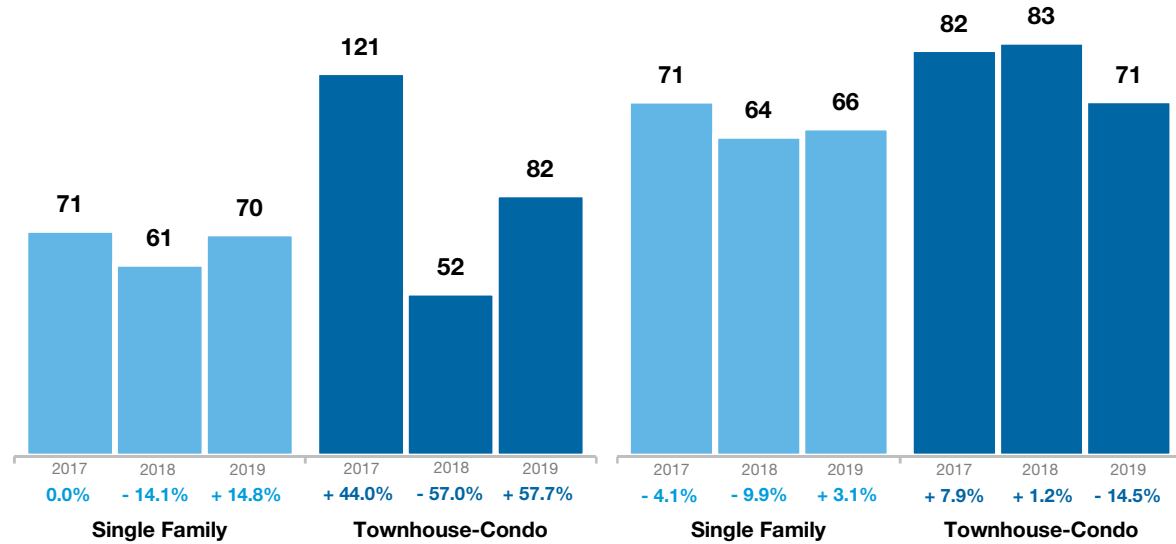


# Days on Market Until Sale

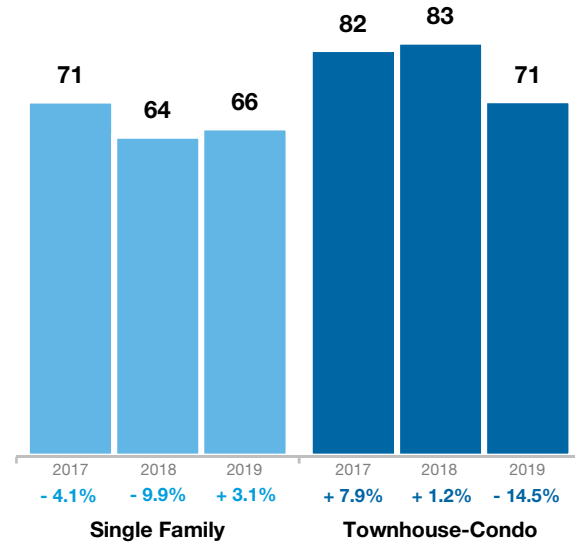
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



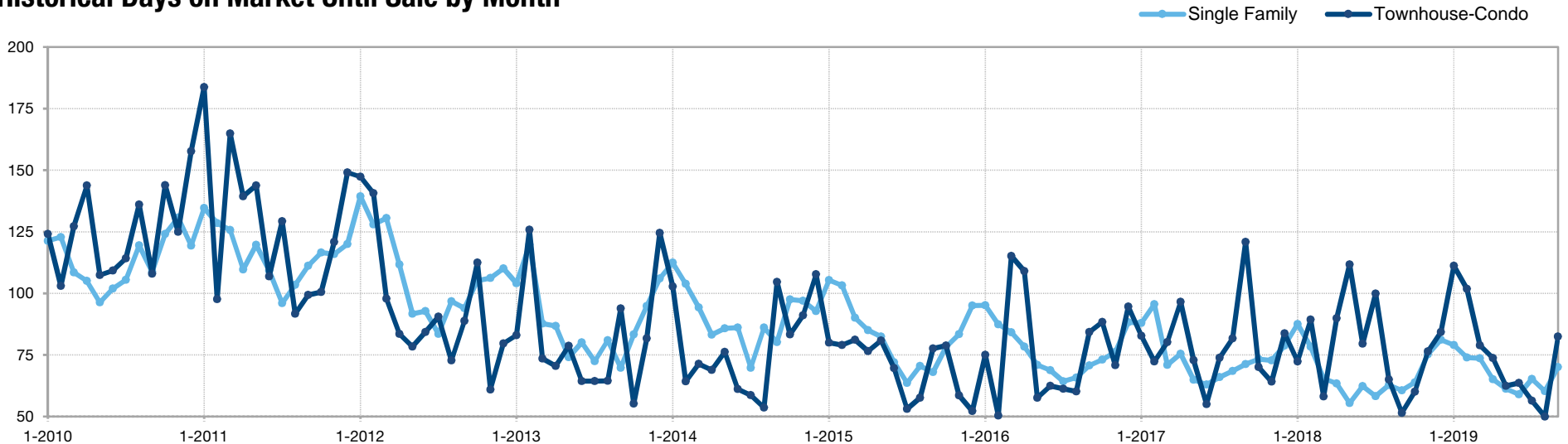
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Aug-2019	60	-4.8%	50	-23.1%
<b>Sep-2019</b>	<b>70</b>	<b>+14.8%</b>	<b>82</b>	<b>+57.7%</b>
12-Month Avg	68	+1.2%	72	-11.2%

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

## Historical Days on Market Until Sale by Month



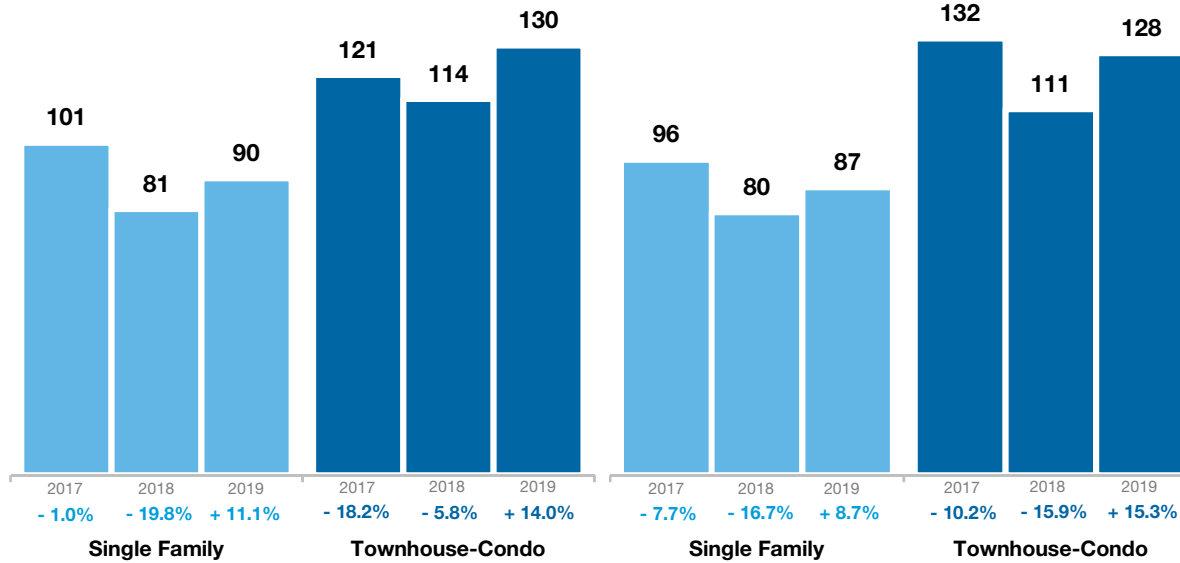
# Housing Affordability Index

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.



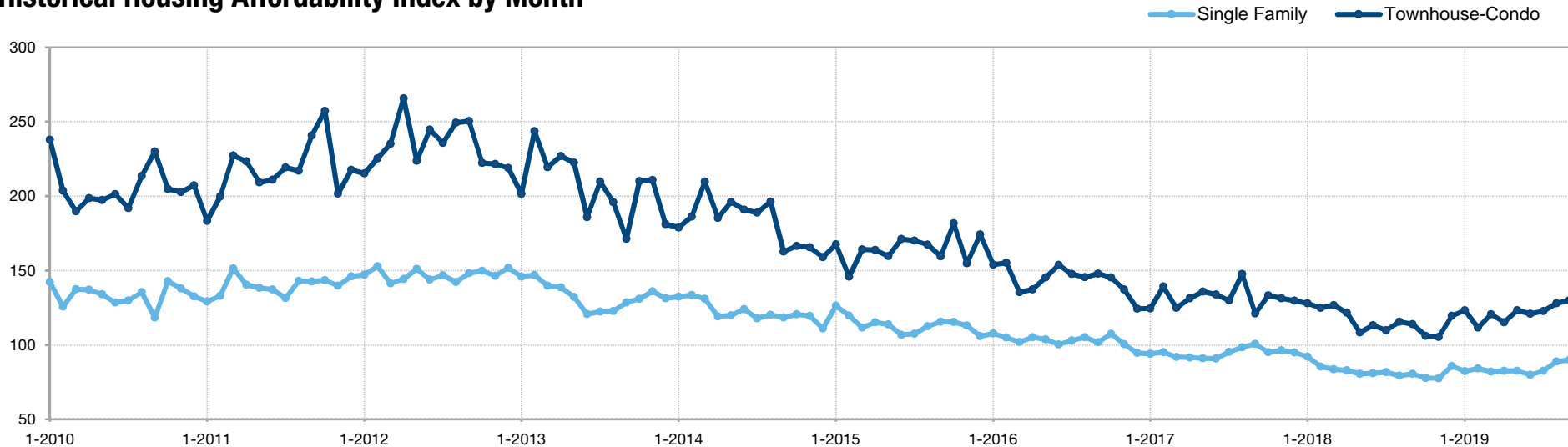
## September

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Aug-2019	89	+12.7%	128	+10.3%
<b>Sep-2019</b>	<b>90</b>	<b>+11.1%</b>	<b>130</b>	<b>+14.0%</b>
12-Month Avg	83	+4.4%	86	+7.1%

## Historical Housing Affordability Index by Month

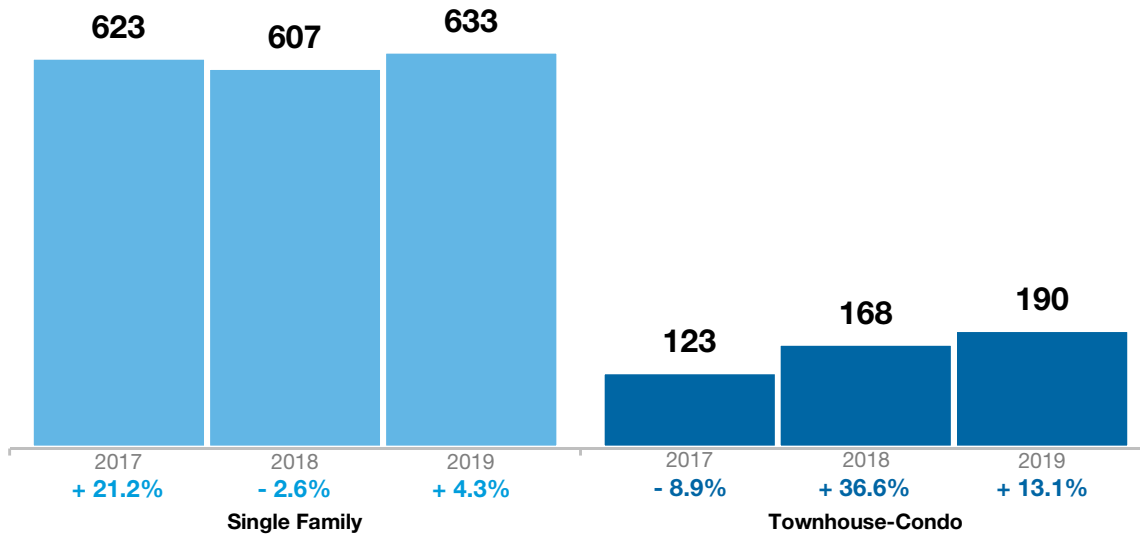


# Inventory of Active Listings

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



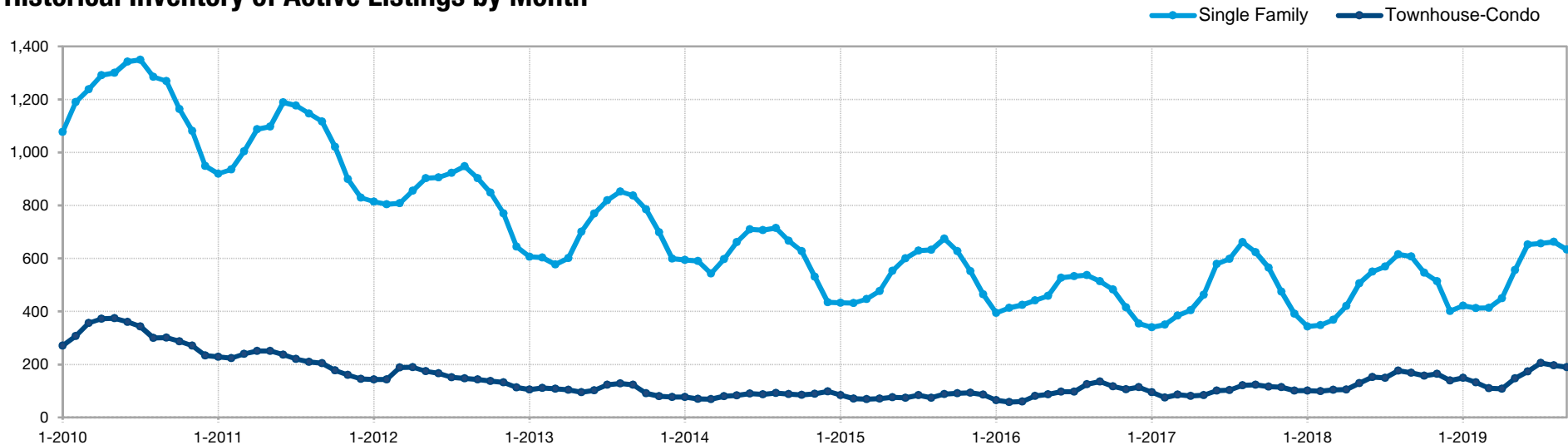
## September



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	412	+18.4%	132	+33.3%
Mar-2019	413	+12.2%	110	+5.8%
Apr-2019	450	+7.1%	108	+2.9%
May-2019	556	+9.9%	147	+14.0%
Jun-2019	652	+18.5%	174	+14.5%
Jul-2019	656	+15.3%	206	+38.3%
Aug-2019	662	+7.6%	197	+11.3%
<b>Sep-2019</b>	<b>633</b>	<b>+4.3%</b>	<b>190</b>	<b>+13.1%</b>
12-Month Avg*	526	+9.7%	156	+23.6%

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

## Historical Inventory of Active Listings by Month

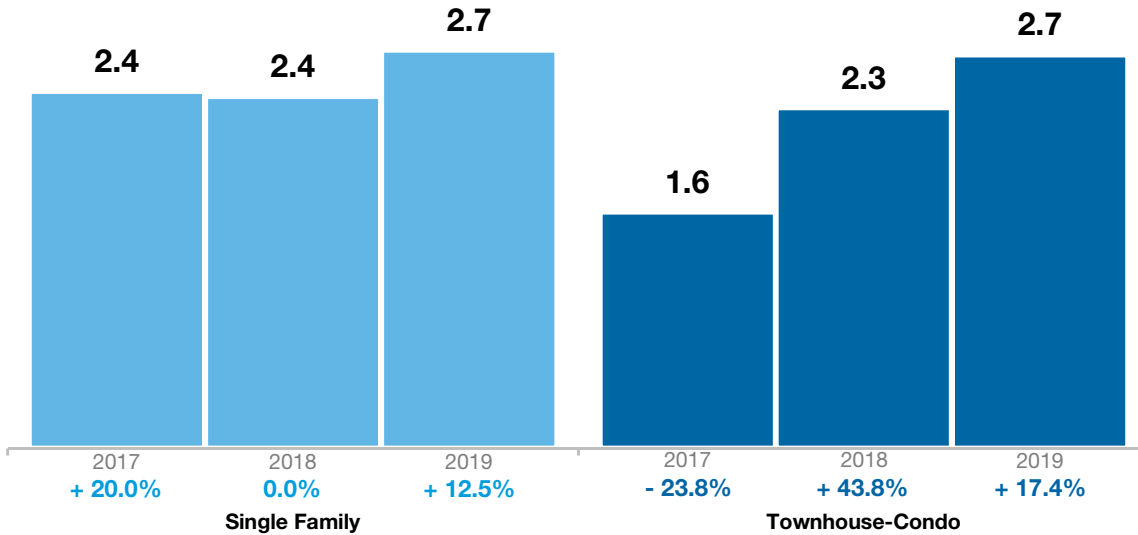


# Months Supply of Inventory

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.



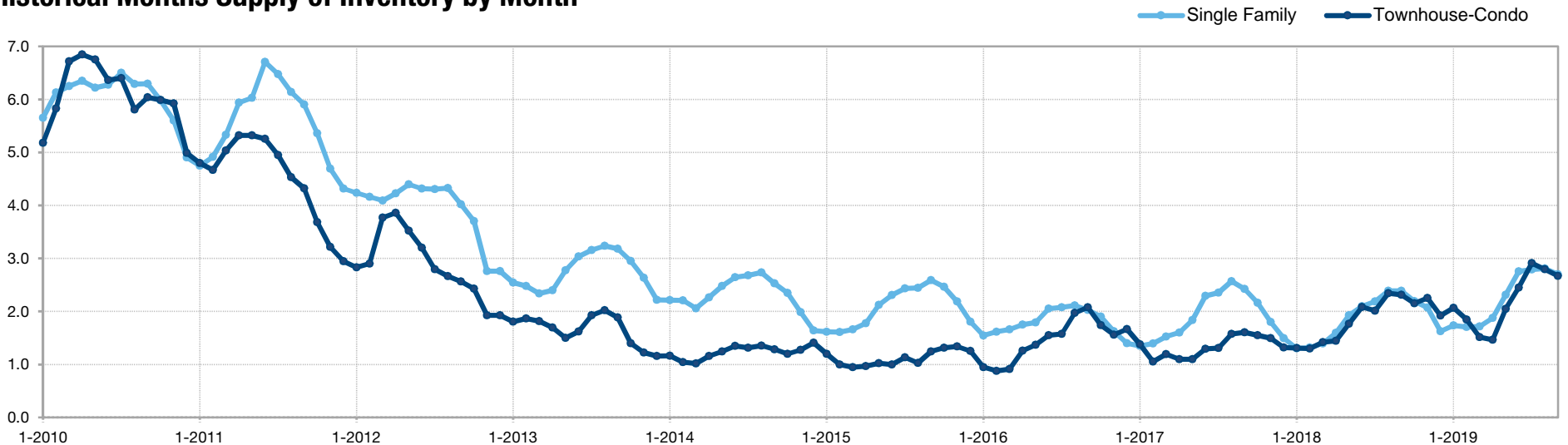
## September



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Aug-2019	2.8	+16.7%	2.8	+21.7%
<b>Sep-2019</b>	<b>2.7</b>	<b>+12.5%</b>	<b>2.7</b>	<b>+17.4%</b>
12-Month Avg*	2.2	+19.2%	2.2	+28.3%

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



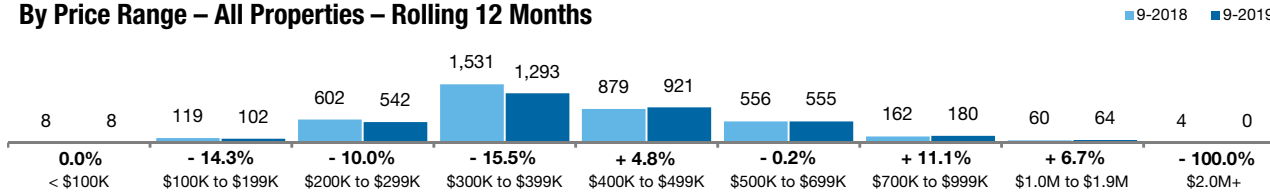
Key Metrics	Historical Sparkbars	9-2018	9-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		342	<b>379</b>	+ 10.8%	3,931	<b>4,114</b>	+ 4.7%
<b>Pending Sales</b>		261	<b>272</b>	+ 4.2%	673	<b>697</b>	+ 3.6%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		301	<b>294</b>	- 2.3%	3,006	<b>2,848</b>	- 5.3%
<b>Median Sales Price</b>		\$381,000	<b>\$389,900</b>	+ 2.3%	\$385,000	<b>\$395,000</b>	+ 2.6%
<b>Avg. Sales Price</b>		\$407,033	<b>\$411,524</b>	+ 1.8%	\$421,447	<b>\$428,986</b>	+ 1.8%
<b>Pct. of List Price Received</b>		99.2%	<b>99.1%</b>	- 0.6%	99.8%	<b>99.2%</b>	- 0.6%
<b>Days on Market</b>		59	<b>73</b>	- 1.5%	68	<b>67</b>	- 1.5%
<b>Affordability Index</b>		86	<b>95</b>	+ 10.7%	85	<b>94</b>	+ 10.7%
<b>Active Listings</b>		775	<b>823</b>	+ 6.2%	--	--	--
<b>Months Supply</b>		2.4	<b>2.7</b>	+ 13.6%	--	--	--

# Sold Listings

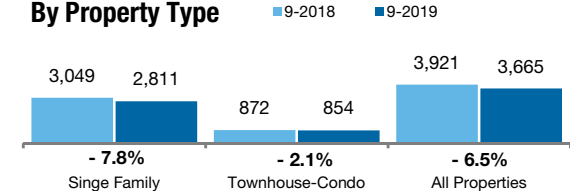
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$99,999 and Below	8	8	0.0%	0	0	--
\$100,000 to \$199,999	52	46	-11.5%	67	56	-16.4%
\$200,000 to \$299,999	190	142	-25.3%	412	400	-2.9%
\$300,000 to \$399,999	1,218	994	-18.4%	313	299	-4.5%
\$400,000 to \$499,999	831	857	+3.1%	48	64	+33.3%
\$500,000 to \$699,999	531	534	+0.6%	25	21	-16.0%
\$700,000 to \$999,999	158	172	+8.9%	4	8	+100.0%
\$1,000,000 to \$1,999,999	57	58	+1.8%	3	6	+100.0%
\$2,000,000 and Above	4	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>3,049</b>	<b>2,811</b>	<b>-7.8%</b>	<b>872</b>	<b>854</b>	<b>-2.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2019	9-2019	Change	8-2019	9-2019	Change
\$99,999 and Below	1	2	+100.0%	0	0	--
\$100,000 to \$199,999	10	7	-30.0%	6	5	-16.7%
\$200,000 to \$299,999	5	13	+160.0%	38	30	-21.1%
\$300,000 to \$399,999	109	82	-24.8%	32	23	-28.1%
\$400,000 to \$499,999	103	68	-34.0%	7	3	-57.1%
\$500,000 to \$699,999	59	44	-25.4%	2	4	+100.0%
\$700,000 to \$999,999	14	10	-28.6%	0	0	--
\$1,000,000 to \$1,999,999	5	3	-40.0%	1	0	-100.0%
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>306</b>	<b>229</b>	<b>-25.2%</b>	<b>86</b>	<b>65</b>	<b>-24.4%</b>

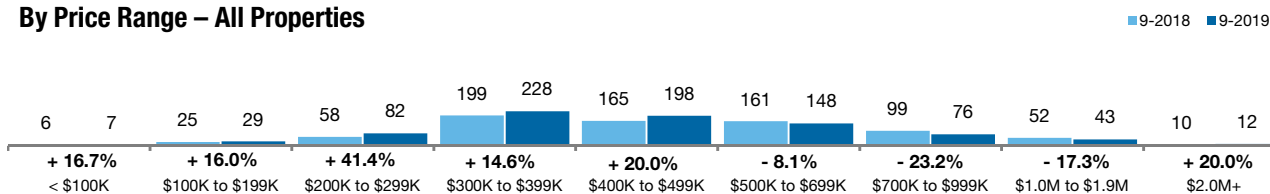
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$99,999 and Below	4	7	+75.0%	0	0	--
\$100,000 to \$199,999	39	39	0.0%	50	39	-22.0%
\$200,000 to \$299,999	114	95	-16.7%	309	315	+1.9%
\$300,000 to \$399,999	887	737	-16.9%	255	238	-6.7%
\$400,000 to \$499,999	667	688	+3.1%	39	53	+35.9%
\$500,000 to \$699,999	446	438	-1.8%	24	16	-33.3%
\$700,000 to \$999,999	121	133	+9.9%	2	5	+150.0%
\$1,000,000 to \$1,999,999	45	42	-6.7%	3	3	0.0%
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>2,324</b>	<b>2,179</b>	<b>-6.2%</b>	<b>682</b>	<b>669</b>	<b>-1.9%</b>

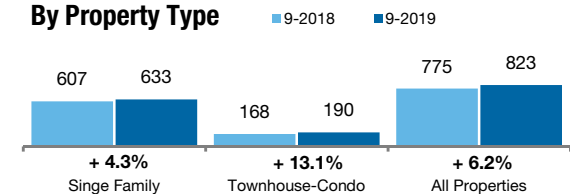
# Inventory of Active Listings

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		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$99,999 and Below	6	7	+16.7%	0	0	--
\$100,000 to \$199,999	15	19	+26.7%	10	10	0.0%
\$200,000 to \$299,999	28	22	-21.4%	30	60	+100.0%
\$300,000 to \$399,999	137	153	+11.7%	62	75	+21.0%
\$400,000 to \$499,999	149	185	+24.2%	16	13	-18.8%
\$500,000 to \$699,999	138	131	-5.1%	23	17	-26.1%
\$700,000 to \$999,999	78	64	-17.9%	21	12	-42.9%
\$1,000,000 to \$1,999,999	46	40	-13.0%	6	3	-50.0%
\$2,000,000 and Above	10	12	+20.0%	0	0	--
<b>All Price Ranges</b>	<b>607</b>	<b>633</b>	<b>+4.3%</b>	<b>168</b>	<b>190</b>	<b>+13.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2019	9-2019	Change	8-2019	9-2019	Change
\$99,999 and Below	8	7	-12.5%	0	0	--
\$100,000 to \$199,999	21	19	-9.5%	8	10	+25.0%
\$200,000 to \$299,999	26	22	-15.4%	75	60	-20.0%
\$300,000 to \$399,999	176	153	-13.1%	68	75	+10.3%
\$400,000 to \$499,999	178	185	+3.9%	11	13	+18.2%
\$500,000 to \$699,999	131	131	0.0%	19	17	-10.5%
\$700,000 to \$999,999	74	64	-13.5%	13	12	-7.7%
\$1,000,000 to \$1,999,999	35	40	+14.3%	3	3	0.0%
\$2,000,000 and Above	13	12	-7.7%	0	0	--
<b>All Price Ranges</b>	<b>662</b>	<b>633</b>	<b>-4.4%</b>	<b>197</b>	<b>190</b>	<b>-3.6%</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 September 2019

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## Berthoud

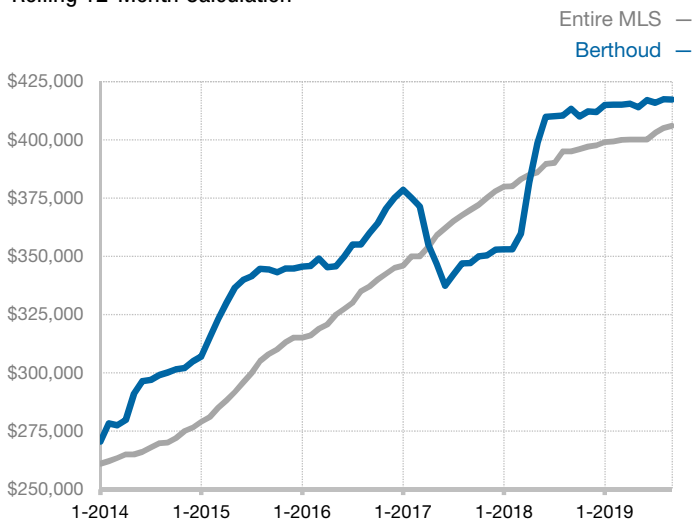
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	42	35	- 16.7%	391	426	+ 9.0%
Closed Sales	26	23	- 11.5%	251	349	+ 39.0%
Median Sales Price*	\$418,745	<b>\$425,000</b>	+ 1.5%	\$410,000	<b>\$417,000</b>	+ 1.7%
Average Sales Price*	\$471,576	<b>\$486,714</b>	+ 3.2%	\$459,496	<b>\$462,303</b>	+ 0.6%
Percent of List Price Received*	99.0%	<b>99.8%</b>	+ 0.8%	99.7%	<b>99.5%</b>	- 0.2%
Days on Market Until Sale	89	<b>70</b>	- 21.3%	84	<b>98</b>	+ 16.7%
Inventory of Homes for Sale	123	<b>92</b>	- 25.2%	--	--	--
Months Supply of Inventory	4.6	<b>2.6</b>	- 43.5%	--	--	--

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

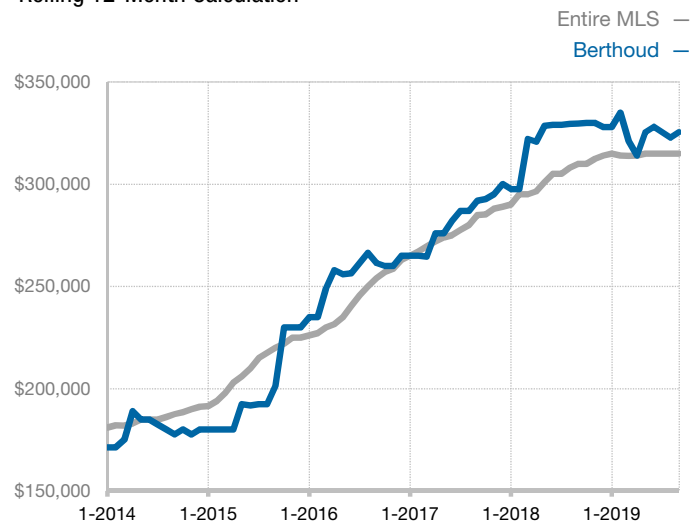
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	2	3	+ 50.0%	33	61	+ 84.8%
Closed Sales	1	2	+ 100.0%	20	23	+ 15.0%
Median Sales Price*	\$289,900	<b>\$410,995</b>	+ 41.8%	\$327,985	<b>\$325,397</b>	- 0.8%
Average Sales Price*	\$289,900	<b>\$410,995</b>	+ 41.8%	\$337,595	<b>\$336,625</b>	- 0.3%
Percent of List Price Received*	98.3%	<b>100.0%</b>	+ 1.7%	101.1%	<b>101.4%</b>	+ 0.3%
Days on Market Until Sale	92	<b>109</b>	+ 18.5%	71	<b>92</b>	+ 29.6%
Inventory of Homes for Sale	8	<b>14</b>	+ 75.0%	--	--	--
Months Supply of Inventory	3.4	<b>5.0</b>	+ 47.1%	--	--	--

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

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



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



# Local Market Update for September 2019

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## Boulder

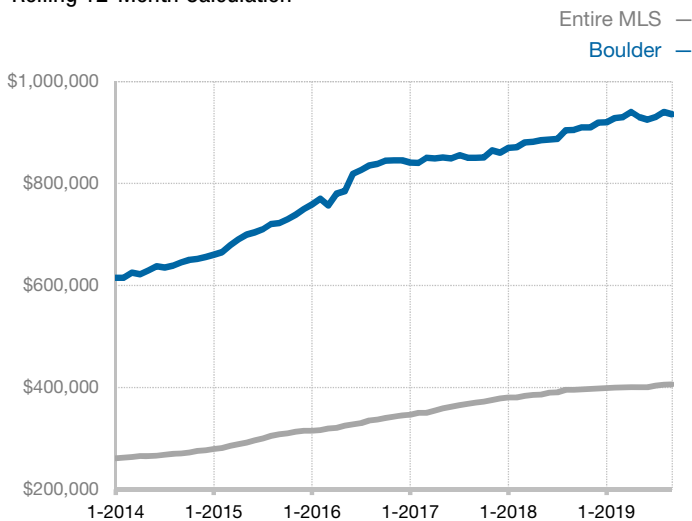
Single Family	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	107	131	+ 22.4%	1,148	1,320	+ 15.0%
Closed Sales	76	67	- 11.8%	734	698	- 4.9%
Median Sales Price*	\$850,750	<b>\$865,000</b>	+ 1.7%	\$925,000	<b>\$942,500</b>	+ 1.9%
Average Sales Price*	\$1,009,137	<b>\$1,121,794</b>	+ 11.2%	\$1,180,644	<b>\$1,211,587</b>	+ 2.6%
Percent of List Price Received*	98.8%	<b>98.4%</b>	- 0.4%	99.1%	<b>98.4%</b>	- 0.7%
Days on Market Until Sale	59	64	+ 8.5%	63	62	- 1.6%
Inventory of Homes for Sale	236	315	+ 33.5%	--	--	--
Months Supply of Inventory	2.9	4.2	+ 44.8%	--	--	--

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

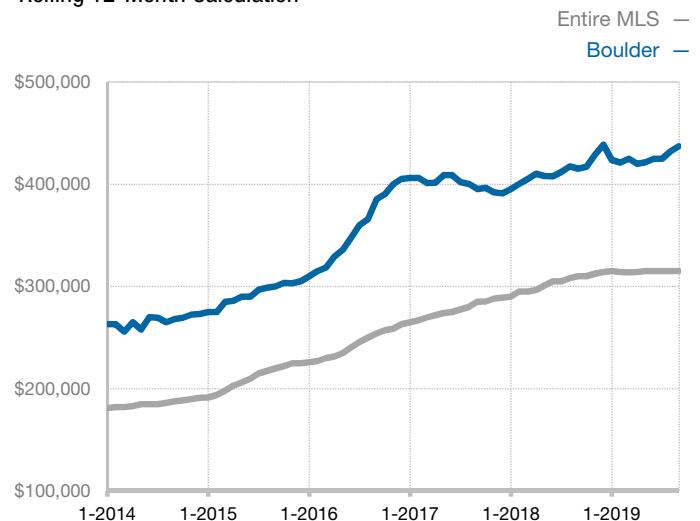
Townhouse-Condo	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	47	74	+ 57.4%	779	839	+ 7.7%
Closed Sales	54	47	- 13.0%	554	495	- 10.6%
Median Sales Price*	\$374,250	<b>\$395,000</b>	+ 5.5%	\$425,000	<b>\$429,900</b>	+ 1.2%
Average Sales Price*	\$409,524	<b>\$513,820</b>	+ 25.5%	\$502,966	<b>\$509,448</b>	+ 1.3%
Percent of List Price Received*	98.5%	<b>97.8%</b>	- 0.7%	100.1%	<b>99.0%</b>	- 1.1%
Days on Market Until Sale	44	71	+ 61.4%	48	69	+ 43.8%
Inventory of Homes for Sale	140	165	+ 17.9%	--	--	--
Months Supply of Inventory	2.3	3.1	+ 34.8%	--	--	--

\* 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 September 2019

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## Fort Collins

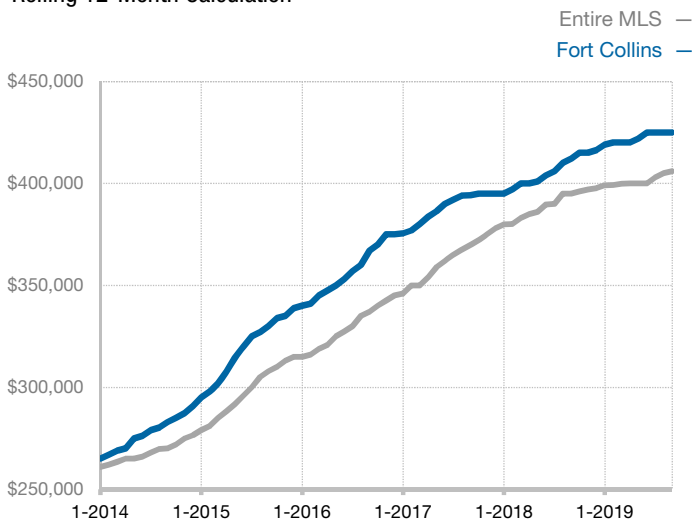
Single Family	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	205	<b>217</b>	+ 5.9%	2,294	<b>2,264</b>	- 1.3%
Closed Sales	184	<b>159</b>	- 13.6%	1,803	<b>1,596</b>	- 11.5%
Median Sales Price*	\$406,250	<b>\$422,500</b>	+ 4.0%	\$419,000	<b>\$430,000</b>	+ 2.6%
Average Sales Price*	\$437,950	<b>\$459,998</b>	+ 5.0%	\$462,917	<b>\$474,428</b>	+ 2.5%
Percent of List Price Received*	99.2%	<b>99.2%</b>	0.0%	99.8%	<b>99.3%</b>	- 0.5%
Days on Market Until Sale	53	<b>62</b>	+ 17.0%	58	<b>57</b>	- 1.7%
Inventory of Homes for Sale	380	<b>375</b>	- 1.3%	--	--	--
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.

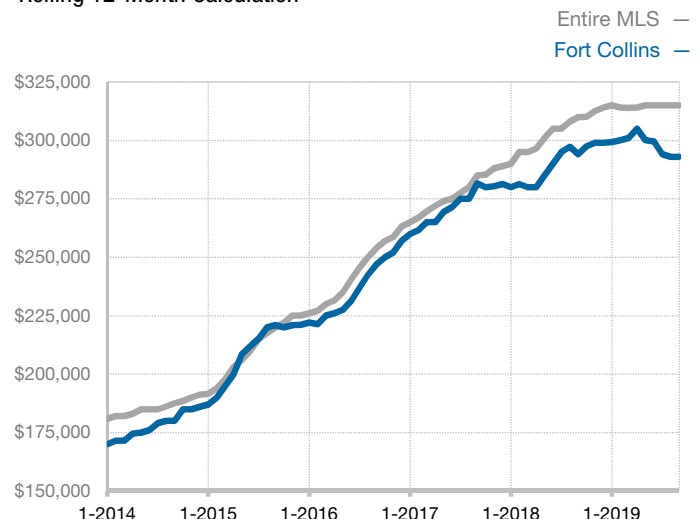
Townhouse-Condo	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	63	<b>63</b>	0.0%	782	<b>838</b>	+ 7.2%
Closed Sales	55	<b>63</b>	+ 14.5%	645	<b>599</b>	- 7.1%
Median Sales Price*	\$290,000	<b>\$290,000</b>	0.0%	\$300,000	<b>\$295,000</b>	- 1.7%
Average Sales Price*	\$297,855	<b>\$306,666</b>	+ 3.0%	\$310,856	<b>\$311,790</b>	+ 0.3%
Percent of List Price Received*	99.0%	<b>98.7%</b>	- 0.3%	100.1%	<b>99.2%</b>	- 0.9%
Days on Market Until Sale	50	<b>83</b>	+ 66.0%	84	<b>66</b>	- 21.4%
Inventory of Homes for Sale	156	<b>159</b>	+ 1.9%	--	--	--
Months Supply of Inventory	2.3	<b>2.5</b>	+ 8.7%	--	--	--

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

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



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



# Local Market Update for September 2019

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## Greeley

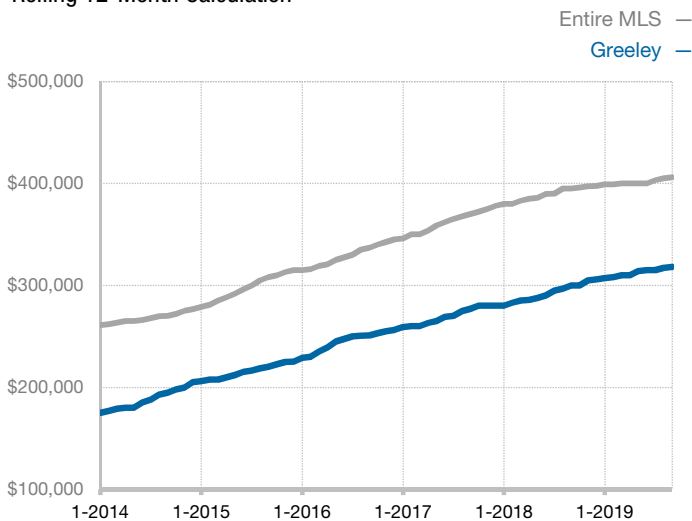
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	180	153	- 15.0%	1,534	1,556	+ 1.4%
Closed Sales	132	117	- 11.4%	1,176	1,243	+ 5.7%
Median Sales Price*	\$310,000	<b>\$331,500</b>	+ 6.9%	\$305,000	<b>\$320,000</b>	+ 4.9%
Average Sales Price*	\$322,651	<b>\$347,021</b>	+ 7.6%	\$320,000	<b>\$331,401</b>	+ 3.6%
Percent of List Price Received*	100.5%	<b>99.2%</b>	- 1.3%	100.4%	<b>99.6%</b>	- 0.8%
Days on Market Until Sale	70	53	- 24.3%	56	54	- 3.6%
Inventory of Homes for Sale	208	195	- 6.3%	--	--	--
Months Supply of Inventory	1.6	1.4	- 12.5%	--	--	--

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

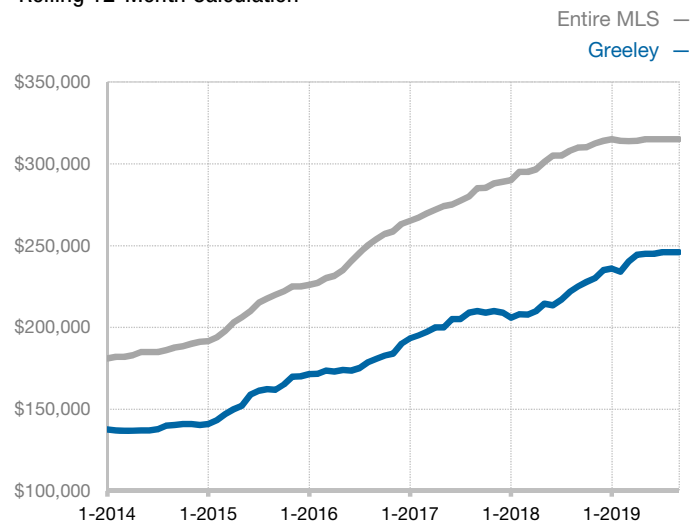
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	27	33	+ 22.2%	247	276	+ 11.7%
Closed Sales	25	21	- 16.0%	200	216	+ 8.0%
Median Sales Price*	\$245,000	<b>\$250,000</b>	+ 2.0%	\$229,500	<b>\$245,900</b>	+ 7.1%
Average Sales Price*	\$238,387	<b>\$252,902</b>	+ 6.1%	\$235,990	<b>\$249,524</b>	+ 5.7%
Percent of List Price Received*	99.0%	<b>99.1%</b>	+ 0.1%	100.1%	<b>99.4%</b>	- 0.7%
Days on Market Until Sale	45	77	+ 71.1%	43	53	+ 23.3%
Inventory of Homes for Sale	28	41	+ 46.4%	--	--	--
Months Supply of Inventory	1.3	1.8	+ 38.5%	--	--	--

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

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



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



# Local Market Update for September 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

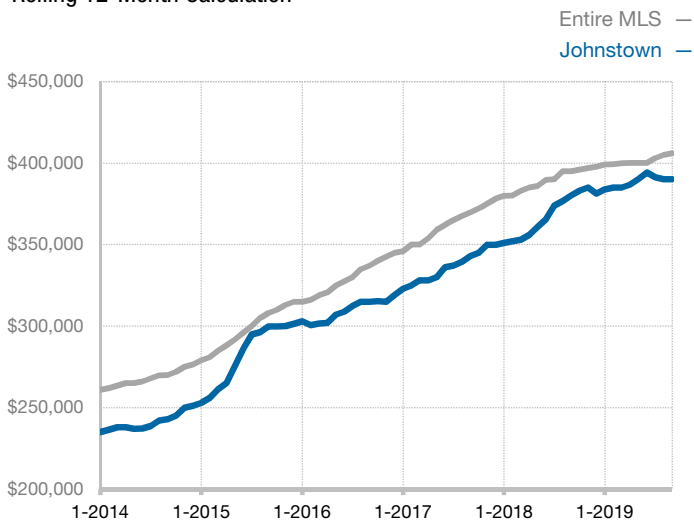
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	38	52	+ 36.8%	442	438	- 0.9%
Closed Sales	35	36	+ 2.9%	344	294	- 14.5%
Median Sales Price*	\$400,000	<b>\$404,500</b>	+ 1.1%	\$380,000	<b>\$390,030</b>	+ 2.6%
Average Sales Price*	\$409,772	<b>\$461,299</b>	+ 12.6%	\$397,580	<b>\$415,044</b>	+ 4.4%
Percent of List Price Received*	99.2%	<b>98.6%</b>	- 0.6%	100.0%	<b>99.6%</b>	- 0.4%
Days on Market Until Sale	66	67	+ 1.5%	62	71	+ 14.5%
Inventory of Homes for Sale	72	73	+ 1.4%	--	--	--
Months Supply of Inventory	1.9	2.3	+ 21.1%	--	--	--

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

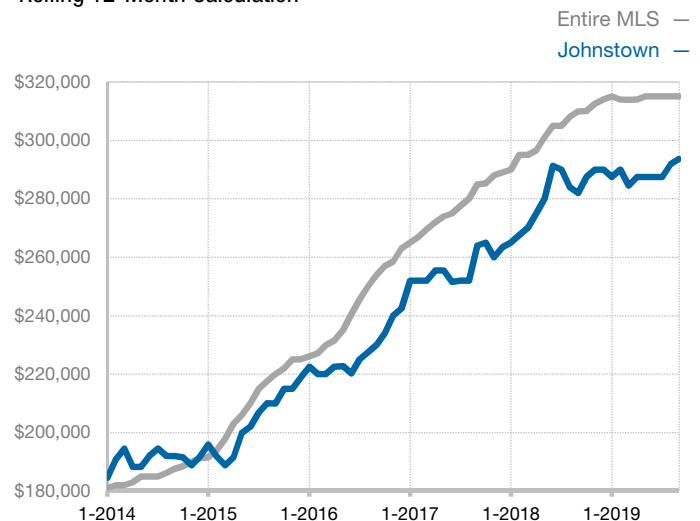
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	2	2	0.0%	22	15	- 31.8%
Closed Sales	1	2	+ 100.0%	18	15	- 16.7%
Median Sales Price*	\$280,000	<b>\$296,950</b>	+ 6.1%	\$287,500	<b>\$303,000</b>	+ 5.4%
Average Sales Price*	\$280,000	<b>\$296,950</b>	+ 6.1%	\$287,898	<b>\$315,192</b>	+ 9.5%
Percent of List Price Received*	100.0%	<b>99.8%</b>	- 0.2%	99.1%	<b>99.5%</b>	+ 0.4%
Days on Market Until Sale	38	48	+ 26.3%	45	68	+ 51.1%
Inventory of Homes for Sale	4	2	- 50.0%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--

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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 September 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

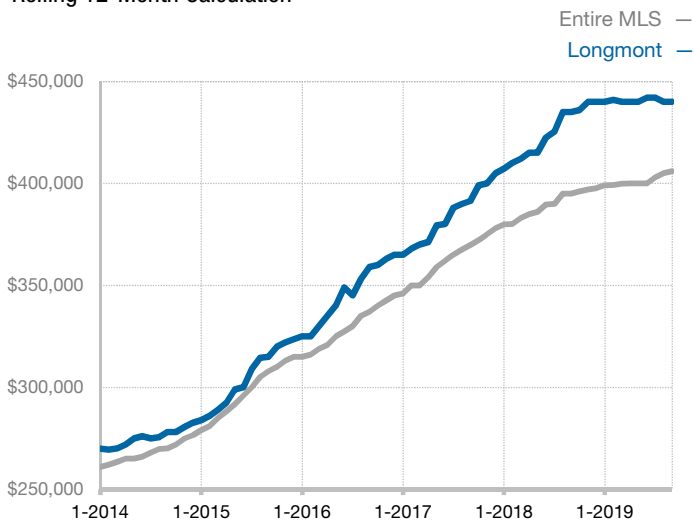
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	171	155	- 9.4%	1,425	1,522	+ 6.8%
Closed Sales	102	128	+ 25.5%	1,024	1,063	+ 3.8%
Median Sales Price*	\$416,750	<b>\$436,500</b>	+ 4.7%	\$445,000	<b>\$448,000</b>	+ 0.7%
Average Sales Price*	\$489,740	<b>\$522,511</b>	+ 6.7%	\$511,971	<b>\$505,407</b>	- 1.3%
Percent of List Price Received*	99.3%	<b>98.4%</b>	- 0.9%	100.1%	<b>99.1%</b>	- 1.0%
Days on Market Until Sale	55	67	+ 21.8%	54	58	+ 7.4%
Inventory of Homes for Sale	288	289	+ 0.3%	--	--	--
Months Supply of Inventory	2.5	2.5	0.0%	--	--	--

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

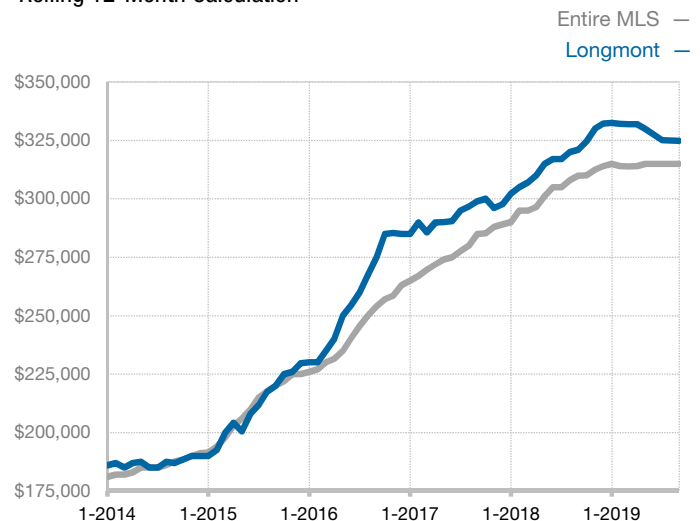
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	49	41	- 16.3%	336	379	+ 12.8%
Closed Sales	24	40	+ 66.7%	249	277	+ 11.2%
Median Sales Price*	\$339,050	<b>\$324,875</b>	- 4.2%	\$335,000	<b>\$324,900</b>	- 3.0%
Average Sales Price*	\$369,677	<b>\$358,250</b>	- 3.1%	\$359,110	<b>\$343,806</b>	- 4.3%
Percent of List Price Received*	99.7%	<b>99.2%</b>	- 0.5%	100.7%	<b>99.7%</b>	- 1.0%
Days on Market Until Sale	40	78	+ 95.0%	53	78	+ 47.2%
Inventory of Homes for Sale	69	61	- 11.6%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--

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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 September 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

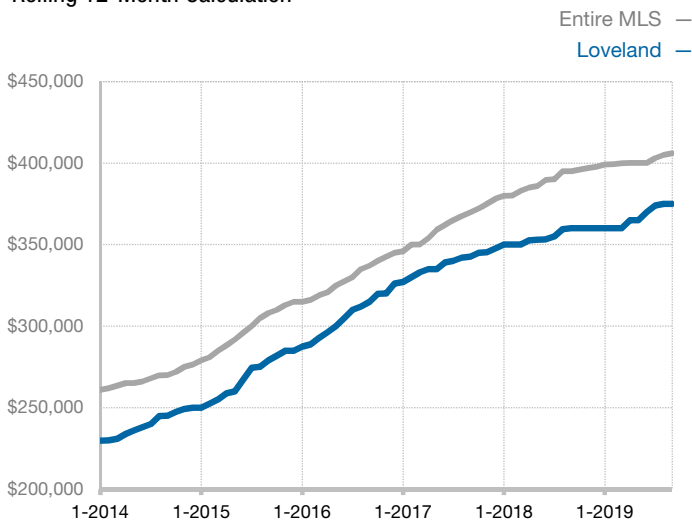
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	148	157	+ 6.1%	1,438	1,552	+ 7.9%
Closed Sales	125	111	- 11.2%	1,084	1,049	- 3.2%
Median Sales Price*	\$360,000	<b>\$366,000</b>	+ 1.7%	\$360,000	<b>\$380,000</b>	+ 5.6%
Average Sales Price*	\$394,237	<b>\$403,343</b>	+ 2.3%	\$408,397	<b>\$434,255</b>	+ 6.3%
Percent of List Price Received*	99.7%	<b>98.9%</b>	- 0.8%	100.1%	<b>99.3%</b>	- 0.8%
Days on Market Until Sale	67	54	- 19.4%	68	59	- 13.2%
Inventory of Homes for Sale	239	289	+ 20.9%	--	--	--
Months Supply of Inventory	1.9	2.5	+ 31.6%	--	--	--

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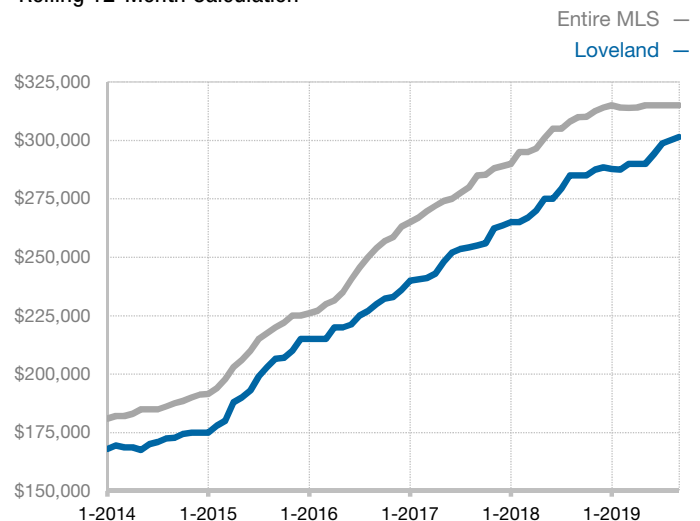
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	20	31	+ 55.0%	292	307	+ 5.1%
Closed Sales	17	26	+ 52.9%	258	242	- 6.2%
Median Sales Price*	\$284,500	<b>\$311,250</b>	+ 9.4%	\$286,303	<b>\$305,000</b>	+ 6.5%
Average Sales Price*	\$285,433	<b>\$317,798</b>	+ 11.3%	\$298,161	<b>\$313,635</b>	+ 5.2%
Percent of List Price Received*	100.2%	100.1%	- 0.1%	100.4%	100.2%	- 0.2%
Days on Market Until Sale	56	139	+ 148.2%	103	131	+ 27.2%
Inventory of Homes for Sale	68	88	+ 29.4%	--	--	--
Months Supply of Inventory	2.6	3.5	+ 34.6%	--	--	--

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



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





# Local Market Update for September 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

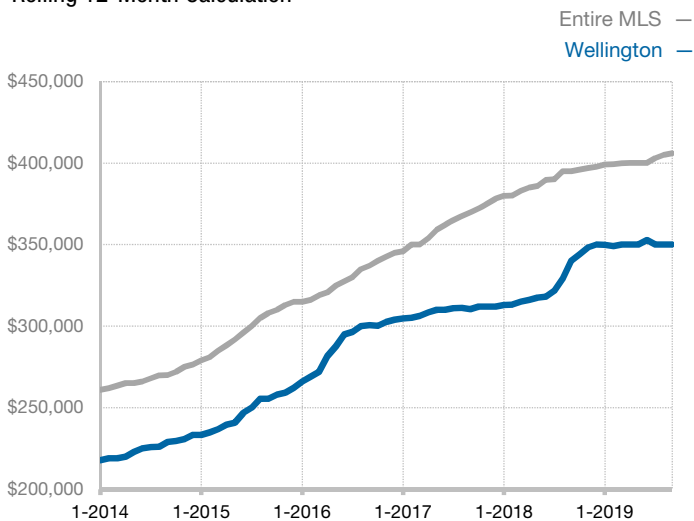
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	25	33	+ 32.0%	277	362	+ 30.7%
Closed Sales	18	26	+ 44.4%	200	246	+ 23.0%
Median Sales Price*	\$338,293	<b>\$348,750</b>	+ 3.1%	\$349,450	<b>\$350,000</b>	+ 0.2%
Average Sales Price*	\$333,426	<b>\$350,689</b>	+ 5.2%	\$366,897	<b>\$374,393</b>	+ 2.0%
Percent of List Price Received*	98.6%	<b>99.9%</b>	+ 1.3%	99.6%	<b>99.7%</b>	+ 0.1%
Days on Market Until Sale	47	71	+ 51.1%	54	76	+ 40.7%
Inventory of Homes for Sale	54	84	+ 55.6%	--	--	--
Months Supply of Inventory	2.2	3.2	+ 45.5%	--	--	--

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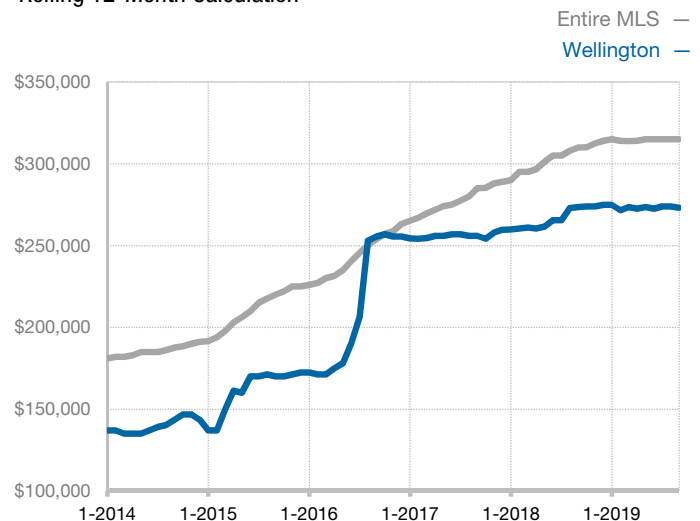
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	3	5	+ 66.7%	41	65	+ 58.5%
Closed Sales	1	2	+ 100.0%	31	49	+ 58.1%
Median Sales Price*	\$261,900	<b>\$216,000</b>	- 17.5%	\$273,900	<b>\$271,100</b>	- 1.0%
Average Sales Price*	\$261,900	<b>\$216,000</b>	- 17.5%	\$258,726	<b>\$269,334</b>	+ 4.1%
Percent of List Price Received*	100.0%	<b>97.6%</b>	- 2.4%	100.9%	<b>99.8%</b>	- 1.1%
Days on Market Until Sale	115	49	- 57.4%	54	96	+ 77.8%
Inventory of Homes for Sale	6	15	+ 150.0%	--	--	--
Months Supply of Inventory	1.8	2.7	+ 50.0%	--	--	--

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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 September 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

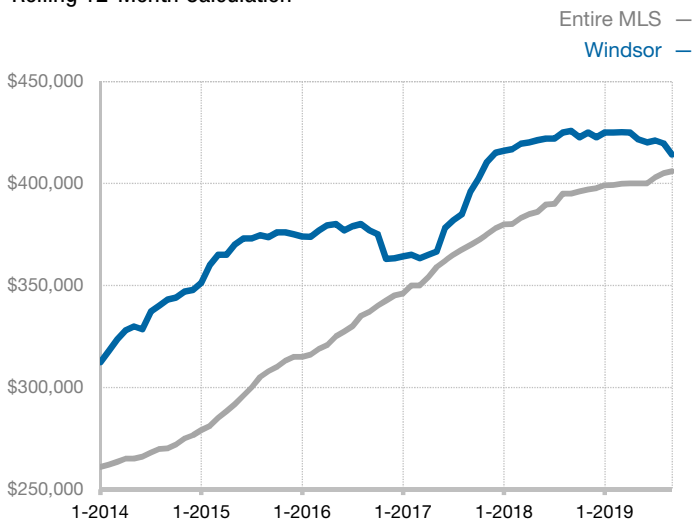
Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	85	95	+ 11.8%	942	1,109	+ 17.7%
Closed Sales	67	104	+ 55.2%	642	832	+ 29.6%
Median Sales Price*	\$435,000	\$400,000	- 8.0%	\$425,000	\$412,700	- 2.9%
Average Sales Price*	\$467,598	\$455,956	- 2.5%	\$465,049	\$464,637	- 0.1%
Percent of List Price Received*	99.5%	99.7%	+ 0.2%	99.6%	99.6%	0.0%
Days on Market Until Sale	87	83	- 4.6%	90	87	- 3.3%
Inventory of Homes for Sale	242	235	- 2.9%	--	--	--
Months Supply of Inventory	3.6	2.7	- 25.0%	--	--	--

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Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	11	11	0.0%	120	161	+ 34.2%
Closed Sales	9	10	+ 11.1%	81	94	+ 16.0%
Median Sales Price*	\$374,433	\$320,950	- 14.3%	\$347,563	\$326,276	- 6.1%
Average Sales Price*	\$374,144	\$326,827	- 12.6%	\$332,671	\$334,593	+ 0.6%
Percent of List Price Received*	100.6%	99.6%	- 1.0%	101.0%	100.2%	- 0.8%
Days on Market Until Sale	193	78	- 59.6%	140	148	+ 5.7%
Inventory of Homes for Sale	54	45	- 16.7%	--	--	--
Months Supply of Inventory	6.1	4.1	- 32.8%	--	--	--

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



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

