



# FCBR 2022

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# Monthly Indicators



## February 2022

New Listings were down 33.3 percent for single family homes and 28.1 percent for townhouse-condo properties. Pending Sales landed at 144 for single family homes and 54 for townhouse-condo properties.

The Median Sales Price was up 28.1 percent to \$625,000 for single family homes and 1.1 percent to \$359,905 for townhouse-condo properties. Days on Market decreased 38.2 percent for single family homes and 47.5 percent for townhouse-condo properties.

Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 months supply. According to Lawrence Yun, Chief Economist at the National Association of REALTORS®, much of the current housing supply is concentrated at the upper end of the market, where inventory is increasing, while homes priced at the lower end of the market are quickly disappearing, leaving many first-time buyers behind. The shortage of homes is boosting demand even further, and with bidding wars common in many markets, it's no surprise sales prices continue to soar.

## Activity Snapshot

**- 20.8%**    **- 38.2%**    **+ 28.1%**

One-Year Change in Single Family Sold Listings	One-Year Change in Single Family Days On Market	One-Year Change in Single Family Median Sales Price
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Residential real estate activity in Area 9 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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

# 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	2-2021	2-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
<b>New Listings</b>		216	<b>144</b>	- 33.3%	438	<b>279</b>	- 36.3%
<b>Pending Sales</b>		211	<b>144</b>	- 31.8%	432	<b>294</b>	- 31.9%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		173	<b>137</b>	- 20.8%	338	<b>262</b>	- 22.5%
<b>Median Sales Price</b>		\$488,000	<b>\$625,000</b>	+ 28.1%	\$478,450	<b>\$580,000</b>	+ 21.2%
<b>Avg. Sales Price</b>		\$541,852	<b>\$673,165</b>	+ 24.2%	\$542,190	<b>\$635,882</b>	+ 17.3%
<b>Pct. of List Price Received</b>		100.5%	<b>102.9%</b>	+ 2.4%	100.4%	<b>102.5%</b>	+ 2.1%
<b>Days on Market</b>		76	<b>47</b>	- 38.2%	79	<b>52</b>	- 34.2%
<b>Affordability Index</b>		78	<b>58</b>	- 25.6%	79	<b>62</b>	- 21.5%
<b>Active Listings</b>		181	<b>93</b>	- 48.6%	--	--	--
<b>Months Supply</b>		0.7	<b>0.4</b>	- 42.9%	--	--	--

# 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.



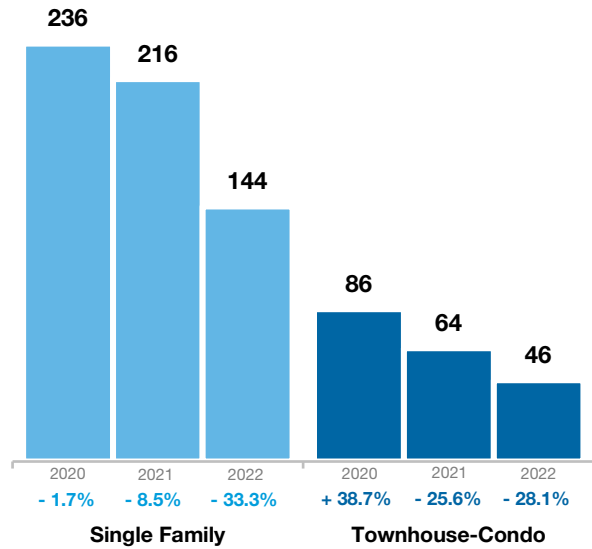
Key Metrics	Historical Sparkbars	2-2021	2-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
<b>New Listings</b>		64	46	- 28.1%	161	108	- 32.9%
<b>Pending Sales</b>		70	54	- 22.9%	152	125	- 17.8%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		67	54	- 19.4%	136	96	- 29.4%
<b>Median Sales Price</b>		\$355,821	\$359,905	+ 1.1%	\$339,450	\$377,000	+ 11.1%
<b>Avg. Sales Price</b>		\$370,160	\$388,950	+ 5.1%	\$361,680	\$391,740	+ 8.3%
<b>Pct. of List Price Received</b>		100.0%	103.4%	+ 3.4%	99.7%	103.3%	+ 3.6%
<b>Days on Market</b>		80	42	- 47.5%	87	61	- 29.9%
<b>Affordability Index</b>		107	100	- 6.5%	112	96	- 14.3%
<b>Active Listings</b>		90	20	- 77.8%	--	--	--
<b>Months Supply</b>		1.1	0.2	- 81.8%	--	--	--

# New Listings

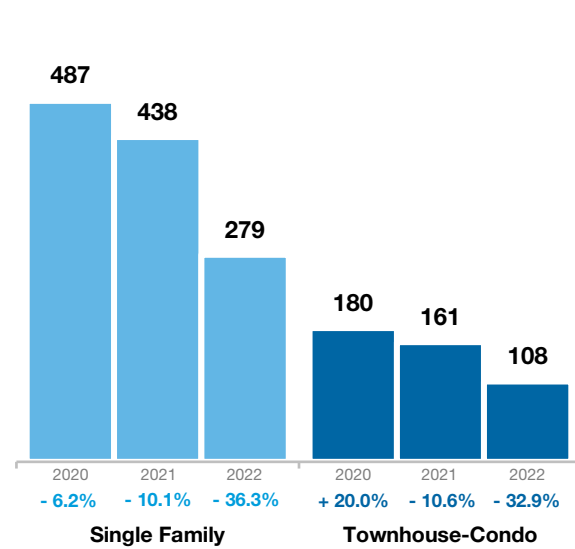
A count of the properties that have been newly listed on the market in a given month.



## February

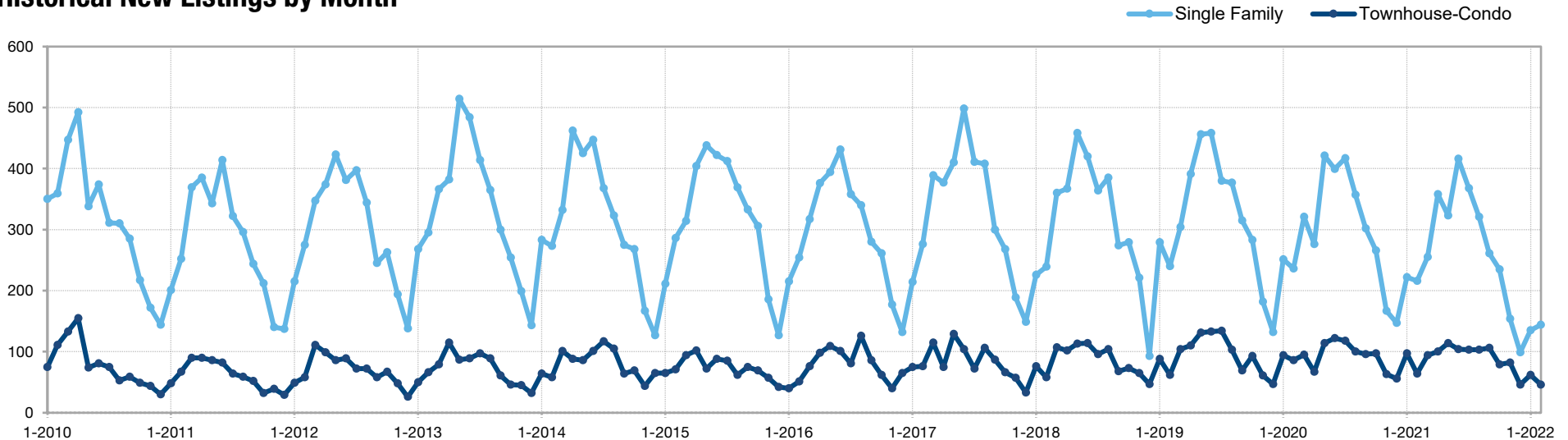


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2021	255	-20.6%	94	-1.1%
Apr-2021	358	+29.7%	100	+49.3%
May-2021	323	-23.3%	114	0.0%
Jun-2021	416	+4.3%	104	-14.8%
Jul-2021	368	-11.8%	103	-12.7%
Aug-2021	321	-10.1%	103	+3.0%
Sep-2021	261	-13.6%	106	+10.4%
Oct-2021	235	-11.7%	79	-18.6%
Nov-2021	154	-7.8%	82	+30.2%
Dec-2021	99	-32.7%	46	-17.9%
Jan-2022	135	-39.2%	62	-36.1%
<b>Feb-2022</b>	<b>144</b>	<b>-33.3%</b>	<b>46</b>	<b>-28.1%</b>
12-Month Avg	256	-12.6%	87	-4.6%

## Historical New Listings by Month

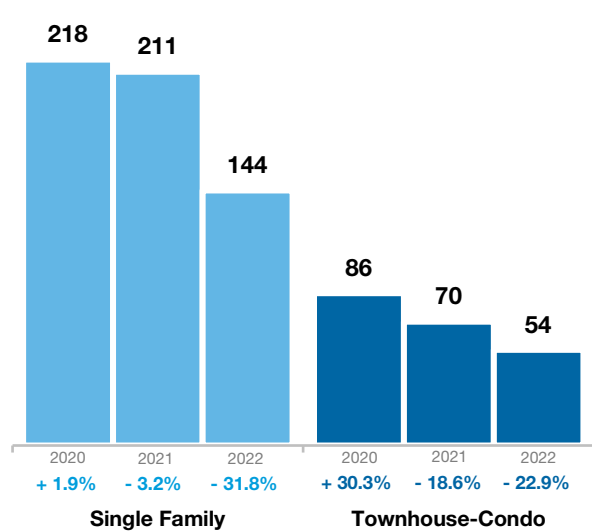


# Pending Sales

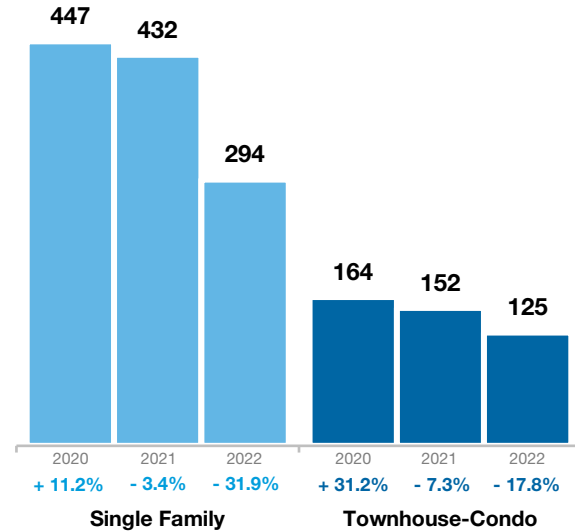
A count of the properties on which offers have been accepted in a given month.



## February

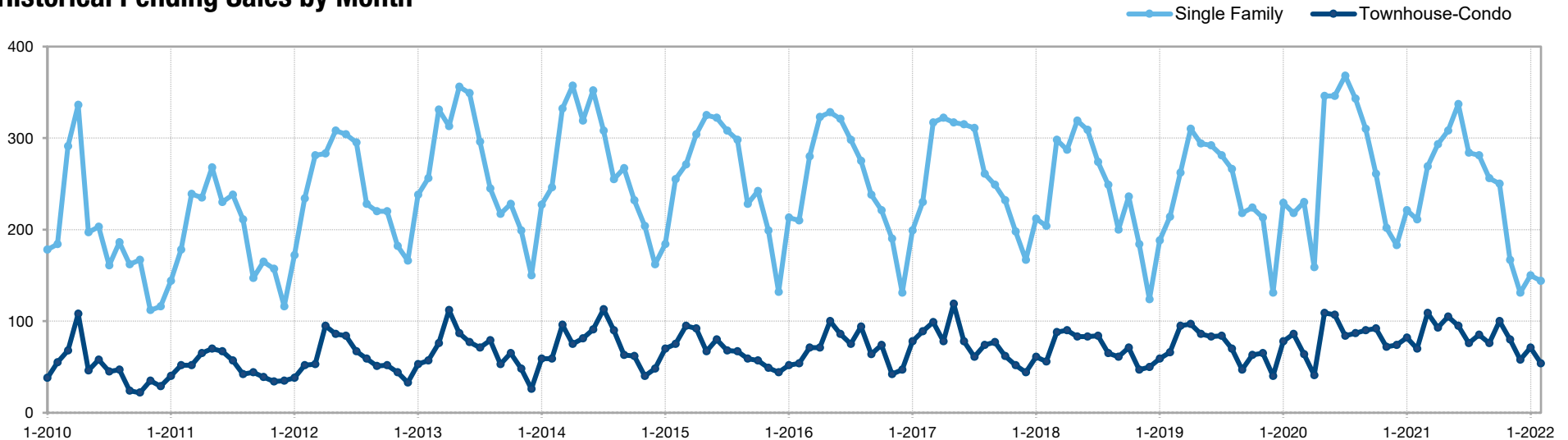


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2021	269	+17.0%	109	+70.3%
Apr-2021	293	+84.3%	93	+126.8%
May-2021	308	-11.0%	105	-3.7%
Jun-2021	337	-2.6%	95	-11.2%
Jul-2021	284	-22.8%	76	-9.5%
Aug-2021	281	-18.1%	85	-2.3%
Sep-2021	256	-17.4%	76	-15.6%
Oct-2021	250	-4.2%	100	+8.7%
Nov-2021	167	-17.3%	80	+11.1%
Dec-2021	131	-28.4%	58	-21.6%
Jan-2022	150	-32.1%	71	-13.4%
<b>Feb-2022</b>	<b>144</b>	<b>-31.8%</b>	<b>54</b>	<b>-22.9%</b>
12-Month Avg	239	-9.7%	84	+3.1%

## Historical Pending Sales by Month

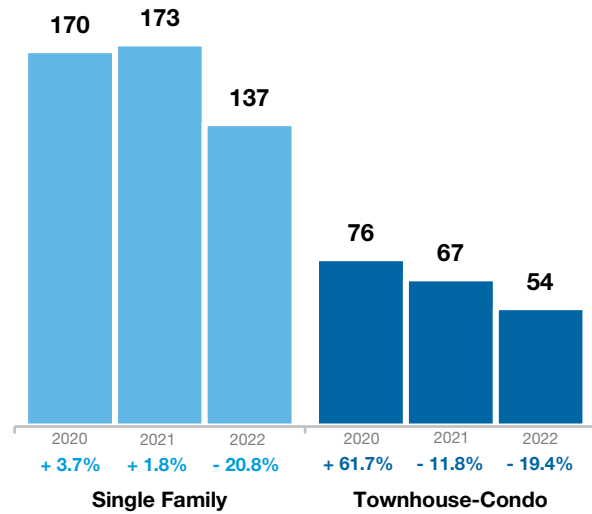


# Sold Listings

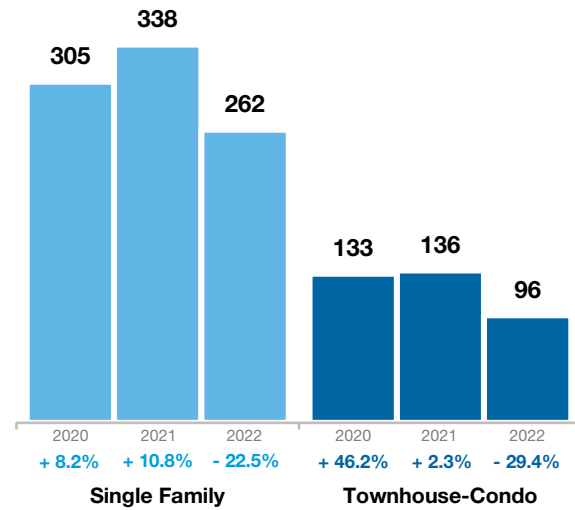
A count of the actual sales that closed in a given month.



## February

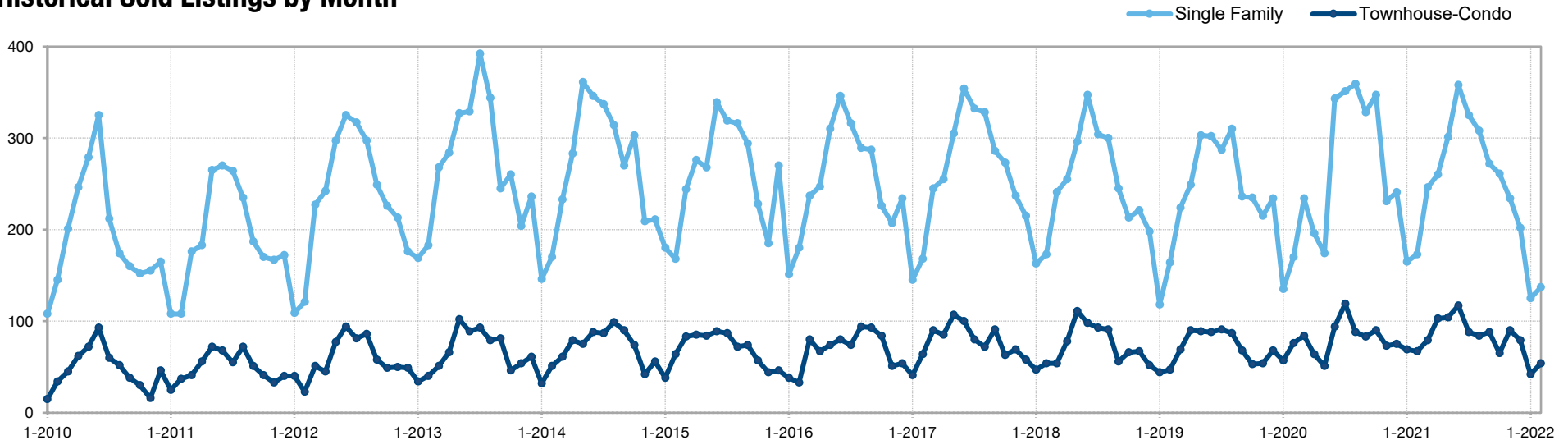


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2021	246	+5.1%	79	-6.0%
Apr-2021	260	+32.7%	103	+60.9%
May-2021	301	+73.0%	104	+103.9%
Jun-2021	358	+4.4%	117	+24.5%
Jul-2021	325	-7.4%	88	-26.1%
Aug-2021	308	-14.2%	84	-4.5%
Sep-2021	272	-17.1%	88	+6.0%
Oct-2021	261	-24.8%	65	-27.8%
Nov-2021	234	+1.3%	90	+23.3%
Dec-2021	202	-16.2%	79	+5.3%
Jan-2022	125	-24.2%	42	-39.1%
<b>Feb-2022</b>	<b>137</b>	<b>-20.8%</b>	<b>54</b>	<b>-19.4%</b>
12-Month Avg	252	-3.6%	83	+3.8%

## Historical Sold Listings by Month

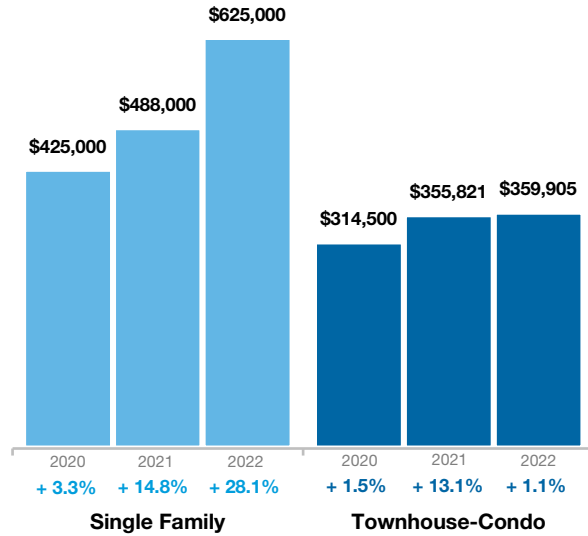


# Median Sales Price

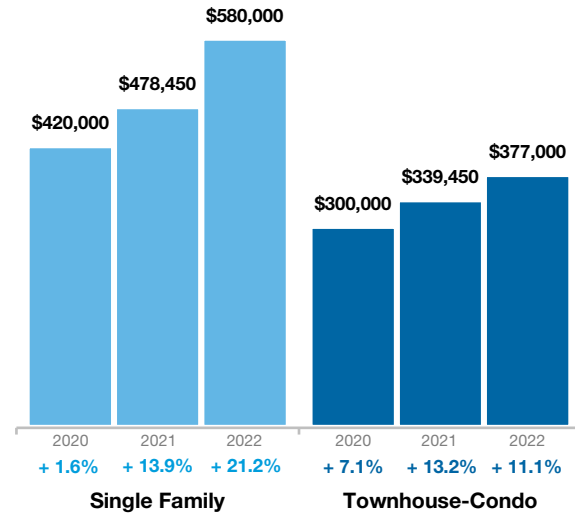
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



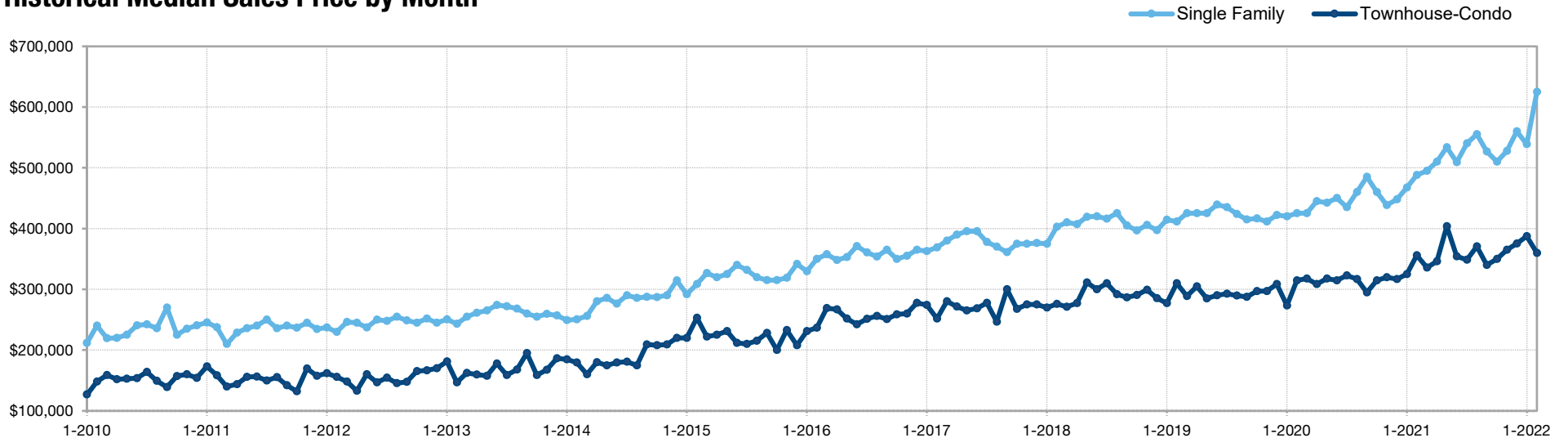
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2021	\$495,000	+16.5%	\$335,500	+5.7%
Apr-2021	\$510,000	+14.6%	\$346,000	+12.1%
May-2021	\$533,435	+20.6%	\$403,750	+27.2%
Jun-2021	\$509,000	+13.1%	\$354,000	+12.6%
Jul-2021	\$540,000	+24.1%	\$348,500	+8.0%
Aug-2021	\$555,000	+20.7%	\$370,500	+17.0%
Sep-2021	\$526,548	+8.6%	\$340,000	+15.3%
Oct-2021	\$510,000	+10.9%	\$350,000	+11.2%
Nov-2021	\$527,500	+20.2%	\$365,000	+14.1%
Dec-2021	\$560,000	+25.0%	\$375,135	+18.4%
Jan-2022	\$539,000	+15.3%	\$387,500	+19.2%
<b>Feb-2022</b>	<b>\$625,000</b>	<b>+28.1%</b>	<b>\$359,905</b>	<b>+1.1%</b>
12-Month Avg*	\$529,100	+17.1%	\$360,000	+12.5%

\* Median Sales Price for all properties from March 2021 through February 2022. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



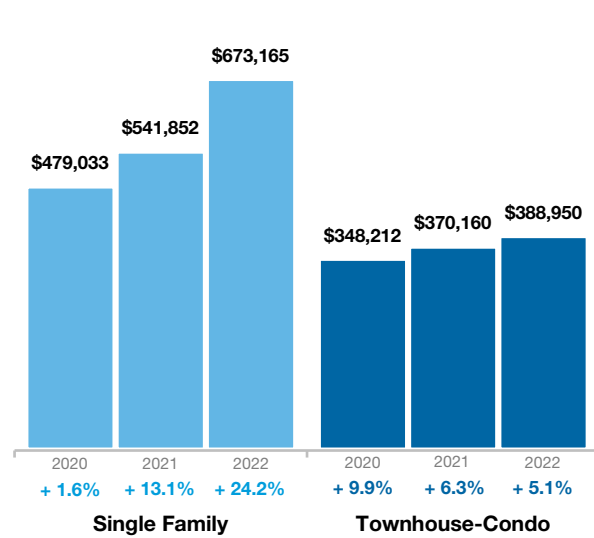


# Average Sales Price

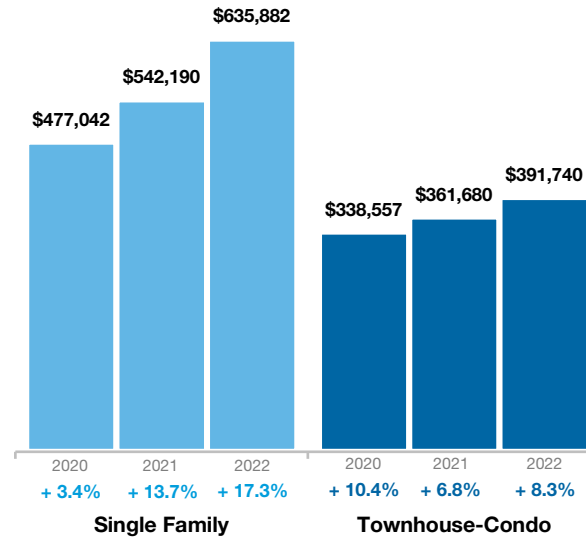
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



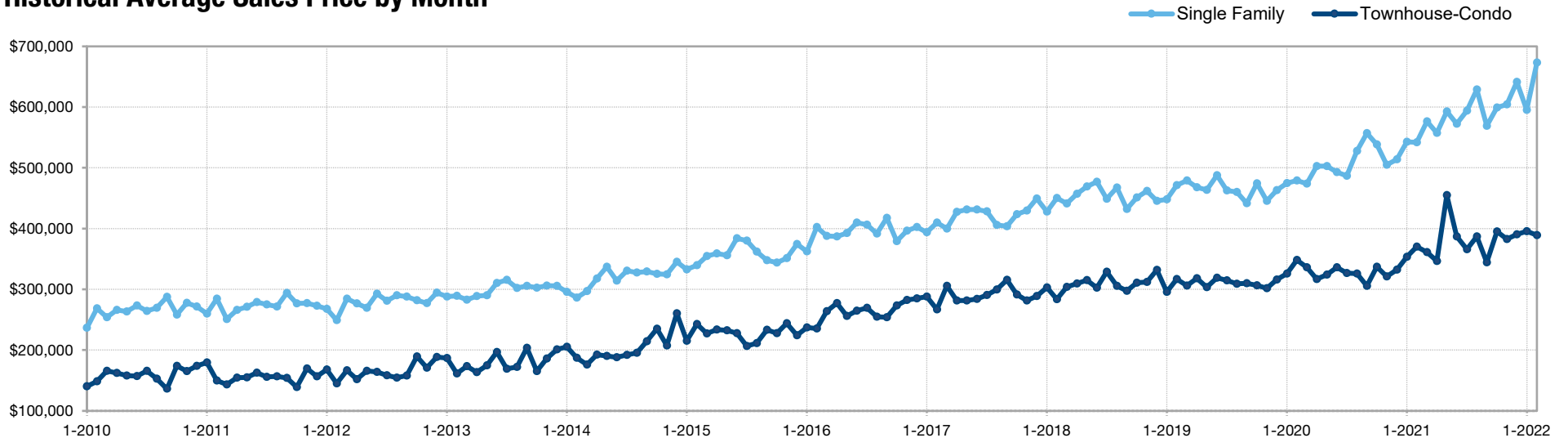
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2021	\$576,045	+21.6%	\$361,233	+7.5%
Apr-2021	\$557,271	+10.8%	\$346,681	+9.5%
May-2021	\$592,727	+17.9%	\$455,018	+40.4%
Jun-2021	\$572,465	+16.2%	\$386,900	+15.1%
Jul-2021	\$593,998	+22.0%	\$365,895	+11.9%
Aug-2021	\$628,657	+19.2%	\$387,003	+18.8%
Sep-2021	\$568,895	+2.1%	\$344,300	+12.7%
Oct-2021	\$599,008	+11.3%	\$395,165	+17.3%
Nov-2021	\$604,279	+19.7%	\$382,467	+19.2%
Dec-2021	\$641,325	+24.8%	\$390,490	+17.5%
Jan-2022	\$595,020	+9.7%	\$395,329	+11.9%
<b>Feb-2022</b>	<b>\$673,165</b>	<b>+24.2%</b>	<b>\$388,950</b>	<b>+5.1%</b>
12-Month Avg*	\$595,970	+15.6%	\$383,124	+15.5%

\* Avg. Sales Price for all properties from March 2021 through February 2022. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

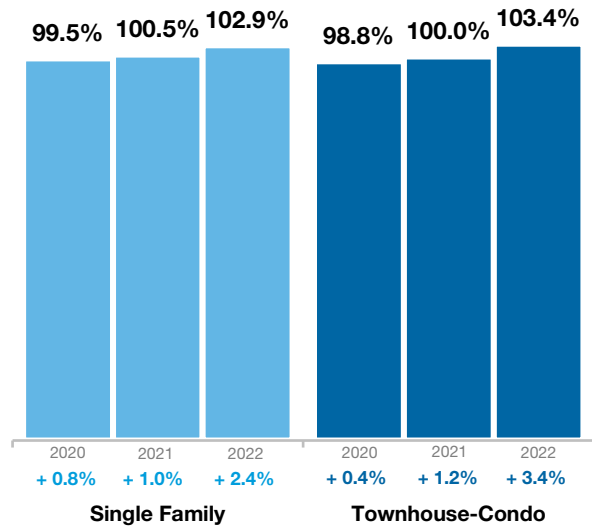


# Percent of List Price Received

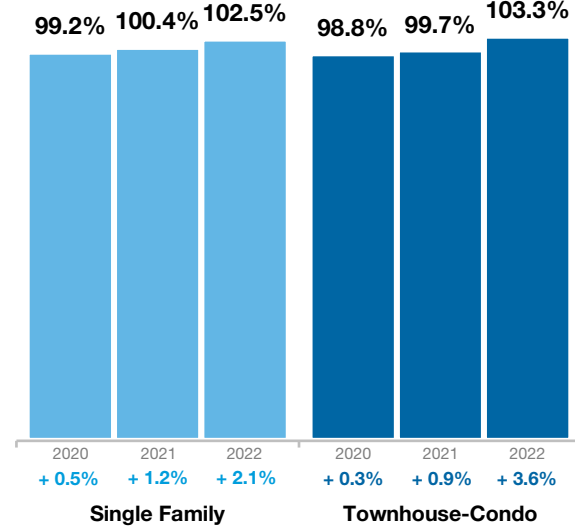
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



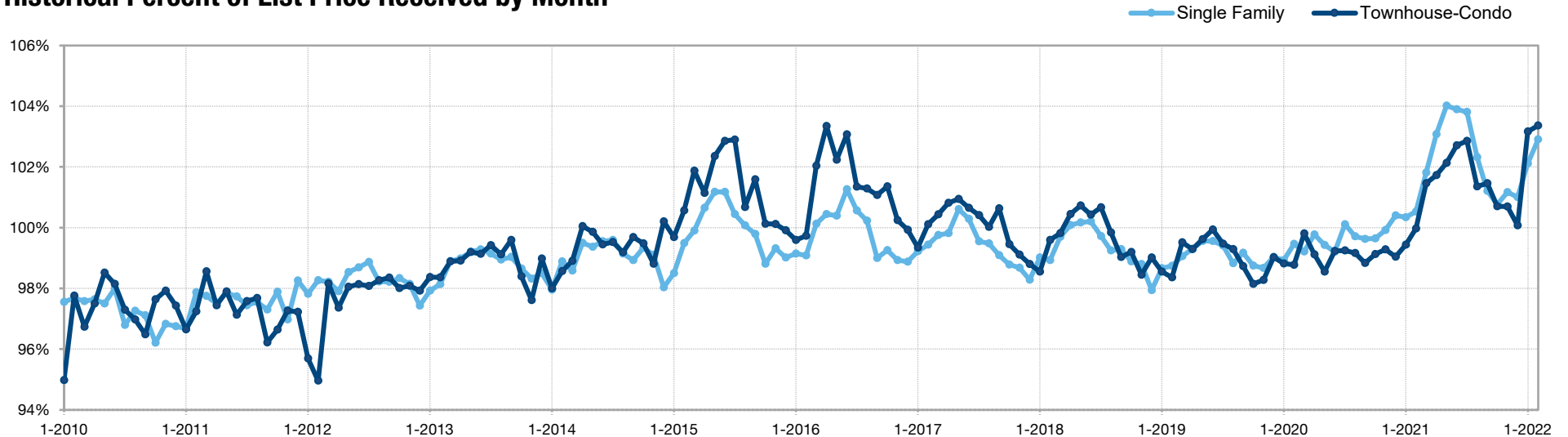
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2021	101.8%	+2.6%	101.5%	+1.7%
Apr-2021	103.1%	+3.3%	101.7%	+2.6%
May-2021	104.0%	+4.6%	102.1%	+3.5%
Jun-2021	103.9%	+4.7%	102.7%	+3.5%
Jul-2021	103.8%	+3.7%	102.9%	+3.7%
Aug-2021	102.3%	+2.6%	101.4%	+2.2%
Sep-2021	101.2%	+1.6%	101.5%	+2.7%
Oct-2021	100.8%	+1.2%	100.7%	+1.6%
Nov-2021	101.2%	+1.3%	100.7%	+1.4%
Dec-2021	101.0%	+0.6%	100.1%	+1.1%
Jan-2022	102.1%	+1.8%	103.2%	+3.8%
<b>Feb-2022</b>	<b>102.9%</b>	<b>+2.4%</b>	<b>103.4%</b>	<b>+3.4%</b>
12-Month Avg*	102.5%	+2.7%	101.8%	+2.5%

\* Pct. of List Price Received for all properties from March 2021 through February 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

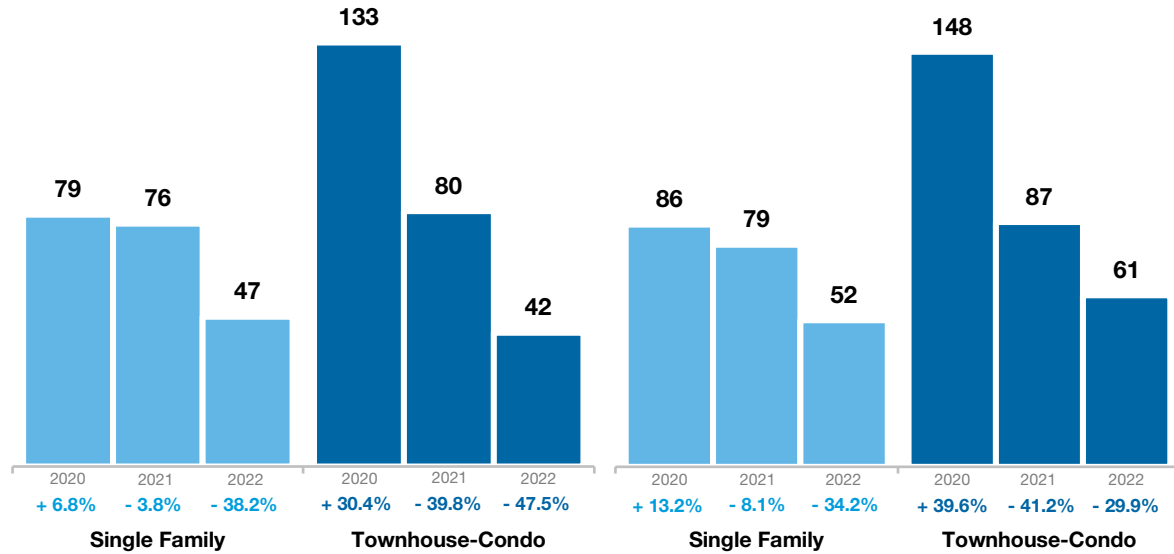


# Days on Market Until Sale

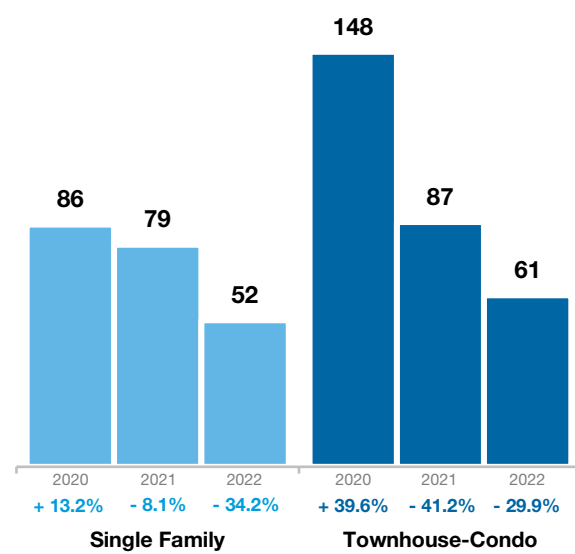
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



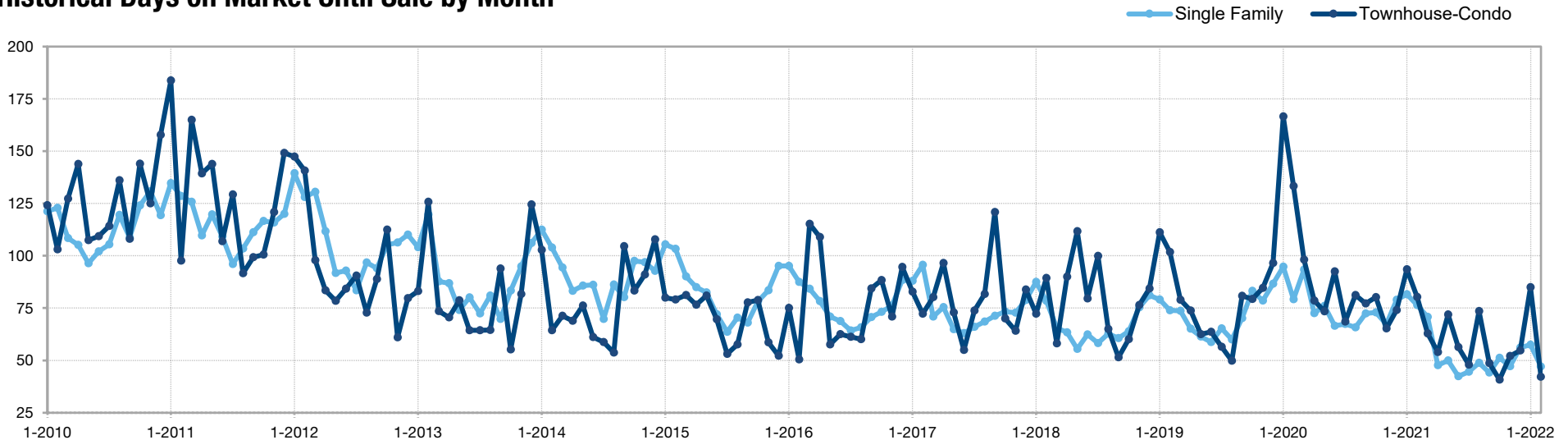
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2021	71	-23.7%	63	-35.7%
Apr-2021	48	-34.2%	54	-31.6%
May-2021	50	-34.2%	72	-1.4%
Jun-2021	42	-37.3%	56	-39.1%
Jul-2021	44	-34.3%	48	-29.4%
Aug-2021	49	-25.8%	74	-8.6%
Sep-2021	44	-38.9%	49	-36.4%
Oct-2021	51	-30.1%	41	-48.8%
Nov-2021	47	-29.9%	52	-20.0%
Dec-2021	56	-29.1%	55	-25.7%
Jan-2022	57	-30.5%	85	-9.6%
<b>Feb-2022</b>	<b>47</b>	<b>-38.2%</b>	<b>42</b>	<b>-47.5%</b>
12-Month Avg	50	-31.8%	57	-28.7%

\* Days on Market for all properties from March 2021 through February 2022. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



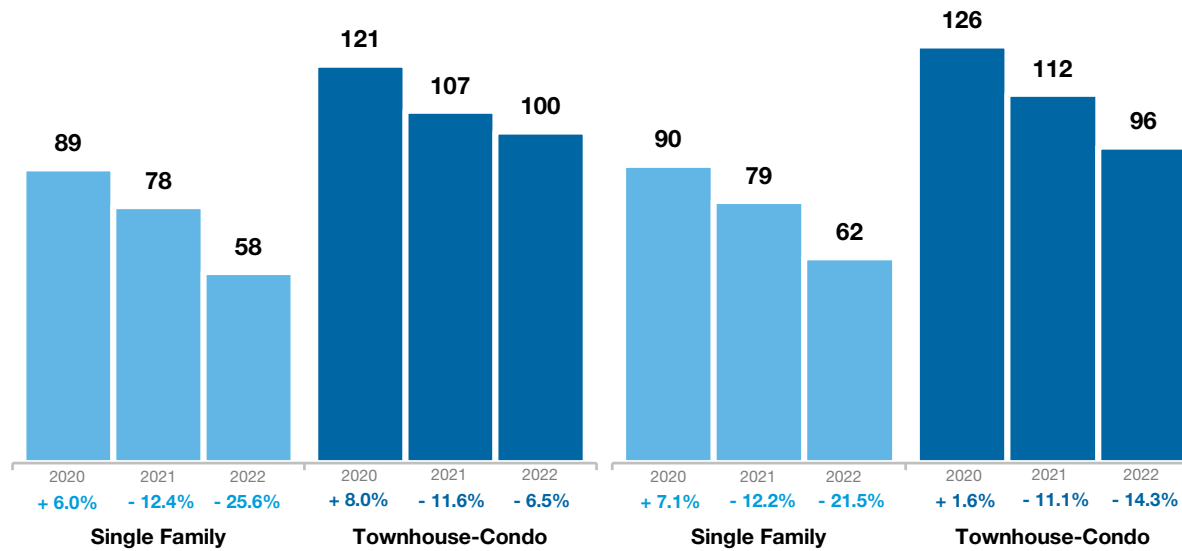
# Housing Affordability Index

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.



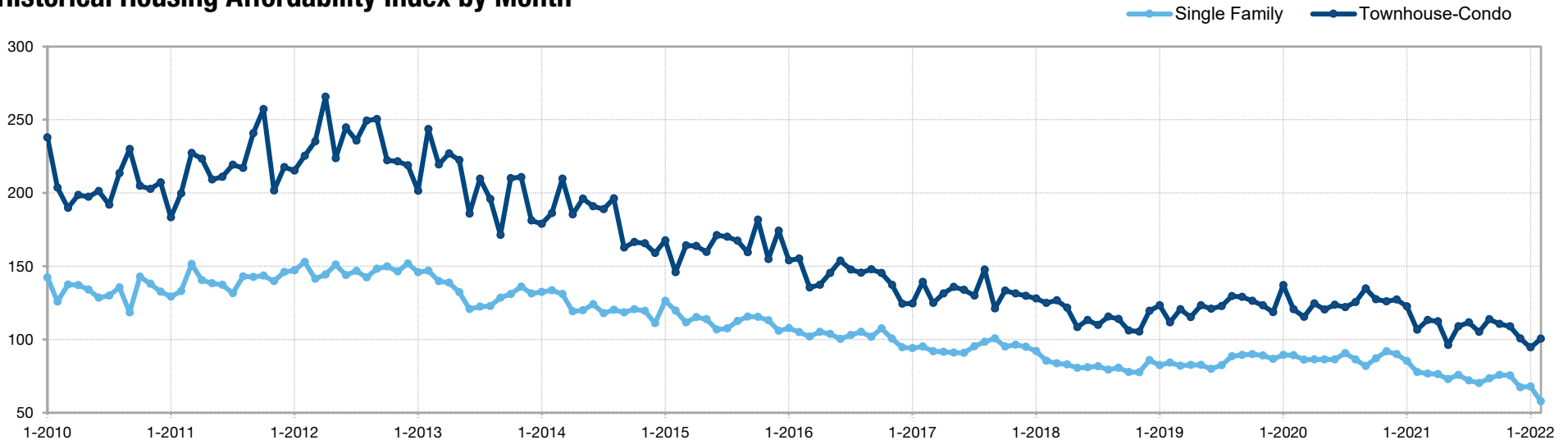
## February

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2021	77	-10.5%	113	-1.7%
Apr-2021	76	-11.6%	112	-9.7%
May-2021	73	-15.1%	96	-20.0%
Jun-2021	76	-11.6%	109	-12.1%
Jul-2021	72	-20.9%	112	-8.2%
Aug-2021	70	-18.6%	105	-16.0%
Sep-2021	73	-11.0%	114	-15.6%
Oct-2021	76	-12.6%	111	-12.6%
Nov-2021	75	-18.5%	109	-13.5%
Dec-2021	67	-25.6%	101	-20.5%
Jan-2022	68	-20.0%	95	-22.8%
<b>Feb-2022</b>	<b>58</b>	<b>-25.6%</b>	<b>100</b>	<b>-6.5%</b>
12-Month Avg	72	-32.8%	86	-18.7%

## Historical Housing Affordability Index by Month

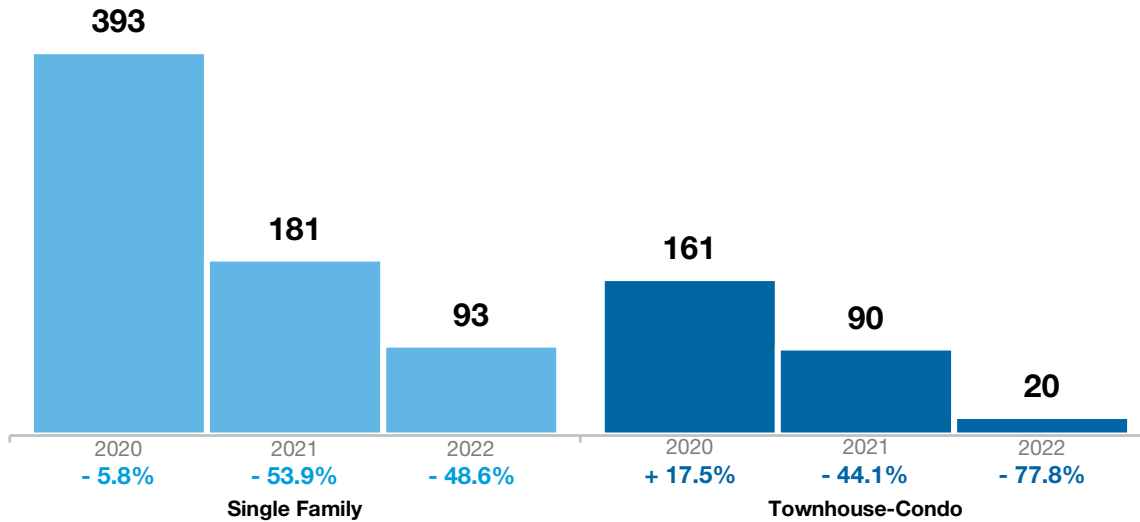


# Inventory of Active Listings

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



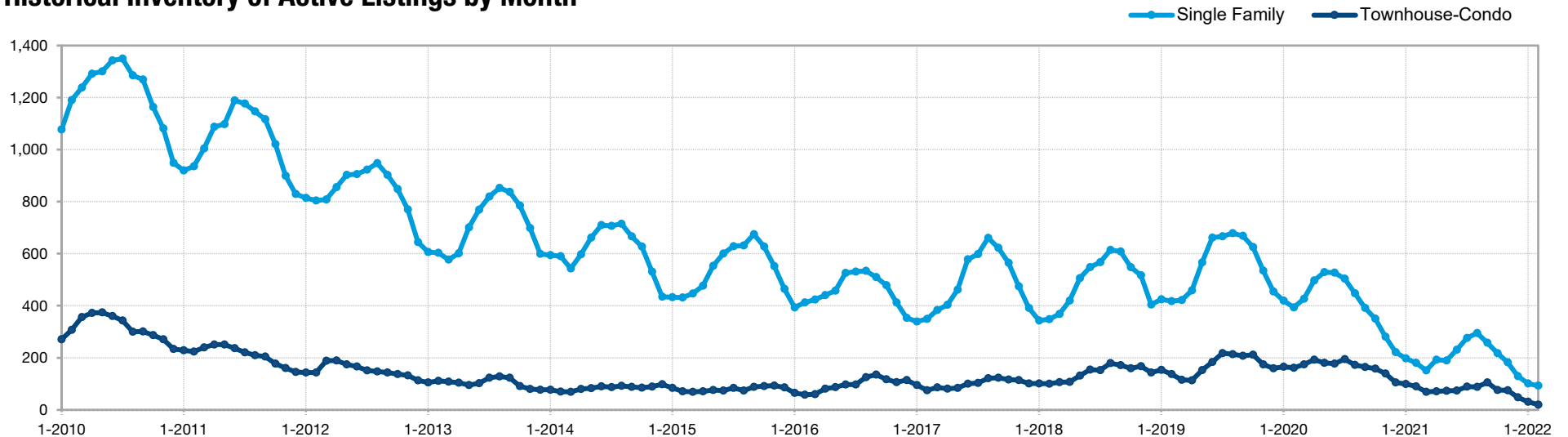
## February



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2021	151	-64.6%	69	-60.6%
Apr-2021	193	-61.2%	71	-63.2%
May-2021	190	-64.1%	73	-59.7%
Jun-2021	231	-56.2%	74	-58.4%
Jul-2021	276	-45.2%	89	-54.4%
Aug-2021	295	-34.2%	88	-48.8%
Sep-2021	258	-34.0%	105	-36.0%
Oct-2021	218	-37.7%	76	-51.9%
Nov-2021	183	-34.9%	75	-46.0%
Dec-2021	129	-41.9%	48	-54.3%
Jan-2022	101	-49.0%	31	-68.7%
<b>Feb-2022</b>	<b>93</b>	<b>-48.6%</b>	<b>20</b>	<b>-77.8%</b>
12-Month Avg*	193	-49.1%	68	-55.7%

\* Active Listings for all properties from March 2021 through February 2022. This is not the average of the individual figures above.

## Historical Inventory of Active Listings by Month

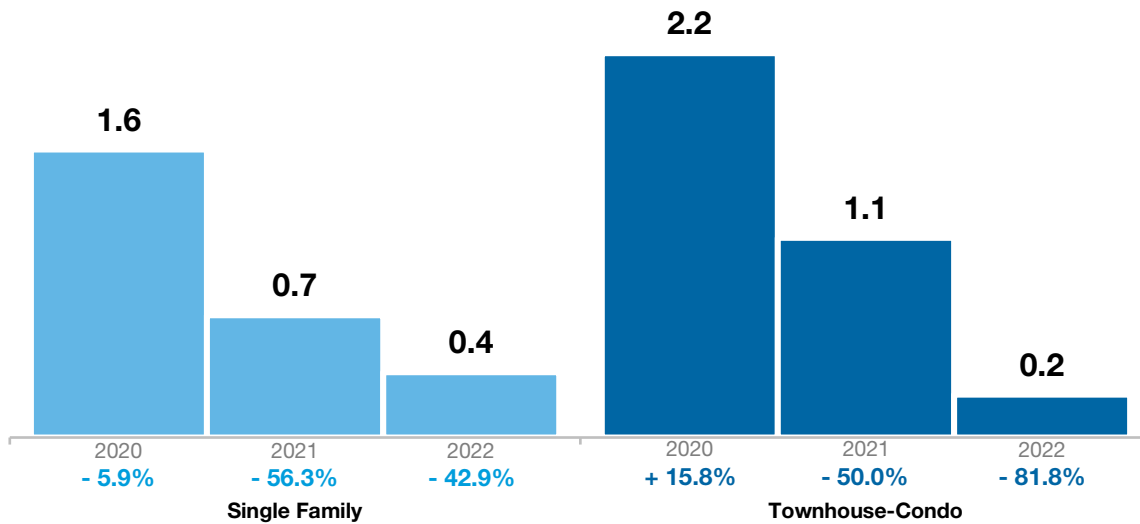


# Months Supply of Inventory

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.



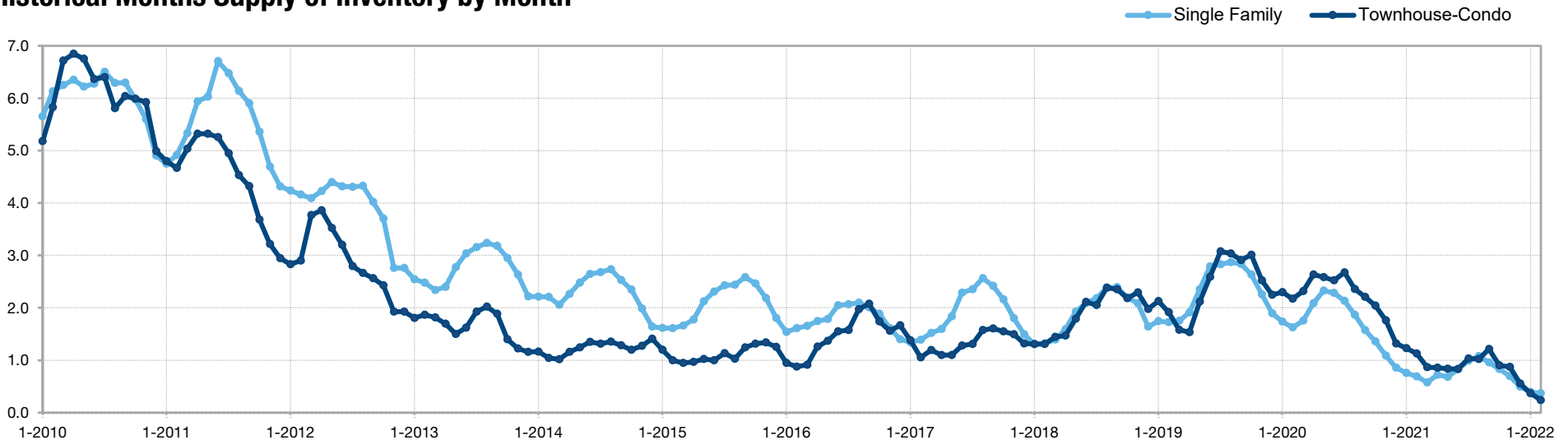
## February



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2021	0.6	-66.7%	0.9	-60.9%
Apr-2021	0.7	-66.7%	0.9	-65.4%
May-2021	0.7	-69.6%	0.8	-69.2%
Jun-2021	0.8	-65.2%	0.8	-68.0%
Jul-2021	1.0	-52.4%	1.0	-63.0%
Aug-2021	1.1	-42.1%	1.0	-58.3%
Sep-2021	1.0	-37.5%	1.2	-45.5%
Oct-2021	0.8	-42.9%	0.9	-55.0%
Nov-2021	0.7	-36.4%	0.9	-50.0%
Dec-2021	0.5	-44.4%	0.6	-53.8%
Jan-2022	0.4	-50.0%	0.4	-66.7%
<b>Feb-2022</b>	<b>0.4</b>	<b>-42.9%</b>	<b>0.2</b>	<b>-81.8%</b>
12-Month Avg*	0.7	-54.1%	0.8	-61.2%

\* Months Supply for all properties from March 2021 through February 2022. 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.



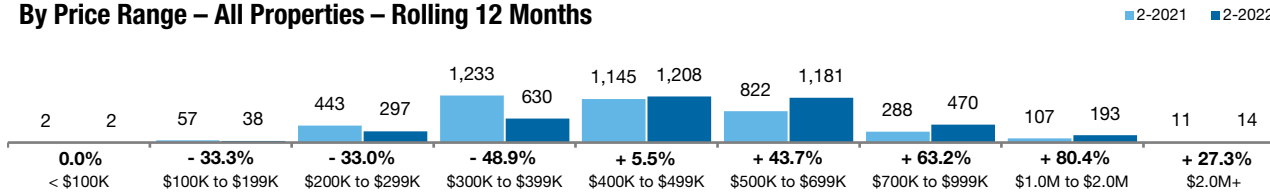
Key Metrics	Historical Sparkbars	2-2021	2-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
<b>New Listings</b>		283	190	- 32.9%	602	388	- 35.5%
<b>Pending Sales</b>		283	198	- 30.0%	152	125	- 17.8%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		242	192	- 20.7%	476	359	- 24.6%
<b>Median Sales Price</b>		\$445,000	\$530,000	+ 19.1%	\$443,508	\$515,000	+ 16.1%
<b>Avg. Sales Price</b>		\$496,347	\$595,348	+ 16.3%	\$491,646	\$571,833	+ 16.3%
<b>Pct. of List Price Received</b>		100.4%	103.0%	+ 2.5%	100.2%	102.7%	+ 2.5%
<b>Days on Market</b>		79	46	- 32.9%	82	55	- 32.9%
<b>Affordability Index</b>		85	68	- 18.0%	86	70	- 18.0%
<b>Active Listings</b>		282	120	- 57.4%	--	--	--
<b>Months Supply</b>		0.8	0.4	- 56.7%	--	--	--

# Sold Listings

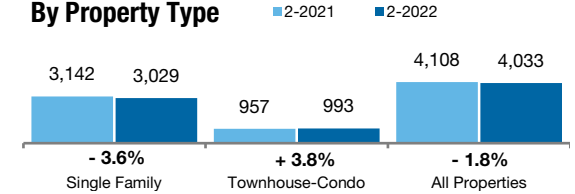
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$99,999 and Below	2	2	0.0%	0	0	--
\$100,000 to \$199,999	23	22	-4.3%	34	15	-55.9%
\$200,000 to \$299,999	81	43	-46.9%	358	251	-29.9%
\$300,000 to \$399,999	789	244	-69.1%	444	385	-13.3%
\$400,000 to \$499,999	1,068	968	-9.4%	76	240	+215.8%
\$500,000 to \$699,999	793	1,119	+41.1%	27	60	+122.2%
\$700,000 to \$999,999	273	443	+62.3%	14	26	+85.7%
\$1,000,000 to \$1,999,999	102	176	+72.5%	4	14	+250.0%
\$2,000,000 and Above	11	12	+9.1%	0	2	--
<b>All Price Ranges</b>	<b>3,142</b>	<b>3,029</b>	<b>-3.6%</b>	<b>957</b>	<b>993</b>	<b>+3.8%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	1-2022	2-2022	Change	1-2022	2-2022	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	0	-100.0%	0	0	--
\$200,000 to \$299,999	2	2	0.0%	9	16	+77.8%
\$300,000 to \$399,999	8	2	-75.0%	16	17	+6.3%
\$400,000 to \$499,999	35	30	-14.3%	12	14	+16.7%
\$500,000 to \$699,999	51	55	+7.8%	2	3	+50.0%
\$700,000 to \$999,999	20	37	+85.0%	3	4	+33.3%
\$1,000,000 to \$1,999,999	8	11	+37.5%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>125</b>	<b>137</b>	<b>+9.6%</b>	<b>42</b>	<b>54</b>	<b>+28.6%</b>

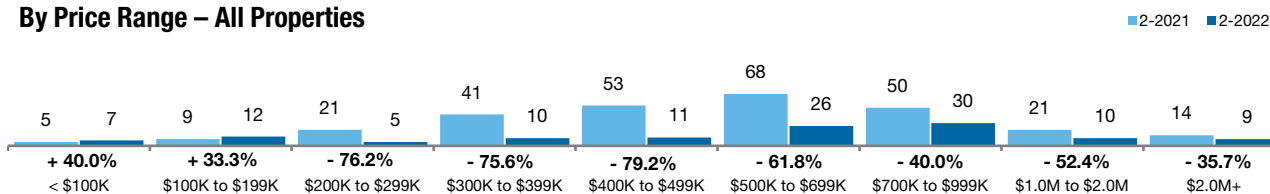
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	1	0.0%	6	0	-100.0%
\$200,000 to \$299,999	3	4	+33.3%	36	25	-30.6%
\$300,000 to \$399,999	61	10	-83.6%	65	33	-49.2%
\$400,000 to \$499,999	129	65	-49.6%	17	26	+52.9%
\$500,000 to \$699,999	99	106	+7.1%	8	5	-37.5%
\$700,000 to \$999,999	28	57	+103.6%	2	7	+250.0%
\$1,000,000 to \$1,999,999	15	19	+26.7%	2	0	-100.0%
\$2,000,000 and Above	2	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>338</b>	<b>262</b>	<b>-22.5%</b>	<b>136</b>	<b>96</b>	<b>-29.4%</b>

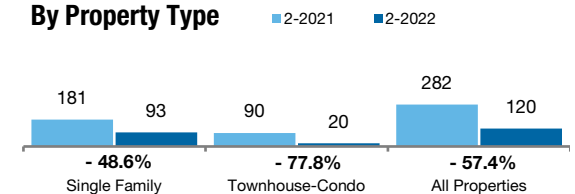
# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Townhouse-Condo		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$99,999 and Below	5	7	+40.0%	0	0	--
\$100,000 to \$199,999	8	12	+50.0%	1	0	-100.0%
\$200,000 to \$299,999	4	4	0.0%	15	1	-93.3%
\$300,000 to \$399,999	13	5	-61.5%	26	5	-80.8%
\$400,000 to \$499,999	33	8	-75.8%	20	3	-85.0%
\$500,000 to \$699,999	53	23	-56.6%	15	3	-80.0%
\$700,000 to \$999,999	41	23	-43.9%	9	7	-22.2%
\$1,000,000 to \$1,999,999	16	8	-50.0%	4	1	-75.0%
\$2,000,000 and Above	8	3	-62.5%	0	0	--
<b>All Price Ranges</b>	<b>181</b>	<b>93</b>	<b>-48.6%</b>	<b>90</b>	<b>20</b>	<b>-77.8%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	1-2022	2-2022	Change	1-2022	2-2022	Change
\$99,999 and Below	7	7	0.0%	0	0	--
\$100,000 to \$199,999	10	12	+20.0%	0	0	--
\$200,000 to \$299,999	4	4	0.0%	1	1	0.0%
\$300,000 to \$399,999	5	5	0.0%	10	5	-50.0%
\$400,000 to \$499,999	10	8	-20.0%	7	3	-57.1%
\$500,000 to \$699,999	30	23	-23.3%	0	3	--
\$700,000 to \$999,999	25	23	-8.0%	11	7	-36.4%
\$1,000,000 to \$1,999,999	8	8	0.0%	1	1	0.0%
\$2,000,000 and Above	2	3	+50.0%	1	0	-100.0%
<b>All Price Ranges</b>	<b>101</b>	<b>93</b>	<b>-7.9%</b>	<b>31</b>	<b>20</b>	<b>-35.5%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	1	0.0%	6	0	-100.0%
\$200,000 to \$299,999	3	4	+33.3%	36	25	-30.6%
\$300,000 to \$399,999	61	10	-83.6%	65	33	-49.2%
\$400,000 to \$499,999	129	65	-49.6%	17	26	+52.9%
\$500,000 to \$699,999	99	106	+7.1%	8	5	-37.5%
\$700,000 to \$999,999	28	57	+103.6%	2	7	+250.0%
\$1,000,000 to \$1,999,999	15	19	+26.7%	2	0	-100.0%
\$2,000,000 and Above	2	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>338</b>	<b>262</b>	<b>-22.5%</b>	<b>136</b>	<b>96</b>	<b>-29.4%</b>

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers (e.g., Q3 New Listings are those listings with a system list date from July 1 through September 30).
<b>Pending Sales</b>	A count of all the listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
<b>Under Contract Activity</b>	A count of all listings Under Contract during the reported period. Listings that go Under Contract are counted each day. There is no maximum number of times a listing can be counted as Under Contract. For example, if a listing goes into Under Contract, out of Under Contract, then back into Under Contract all in one reported period, this listing would be counted twice.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
<b>Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

# Local Market Update for February 2022

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## Greeley

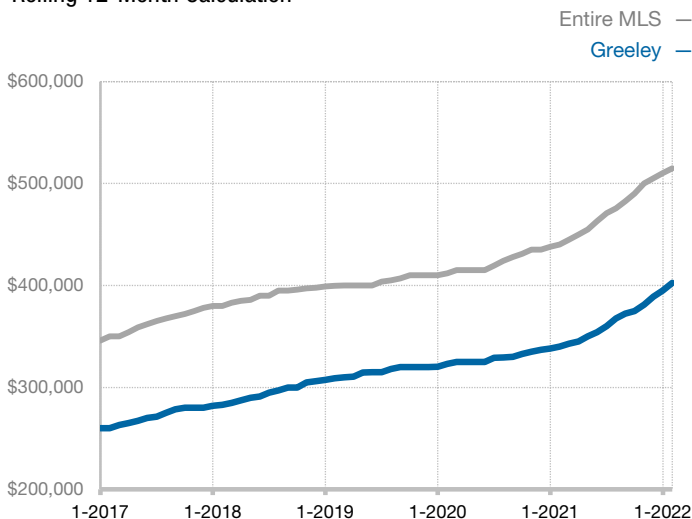
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	114	180	+ 57.9%	224	335	+ 49.6%
Closed Sales	112	146	+ 30.4%	210	243	+ 15.7%
Median Sales Price*	\$359,500	\$445,590	+ 23.9%	\$355,000	\$440,000	+ 23.9%
Average Sales Price*	\$385,603	\$447,816	+ 16.1%	\$369,117	\$449,093	+ 21.7%
Percent of List Price Received*	100.9%	102.1%	+ 1.2%	100.5%	101.9%	+ 1.4%
Days on Market Until Sale	43	56	+ 30.2%	44	54	+ 22.7%
Inventory of Homes for Sale	109	117	+ 7.3%	--	--	--
Months Supply of Inventory	0.7	0.8	+ 14.3%	--	--	--

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

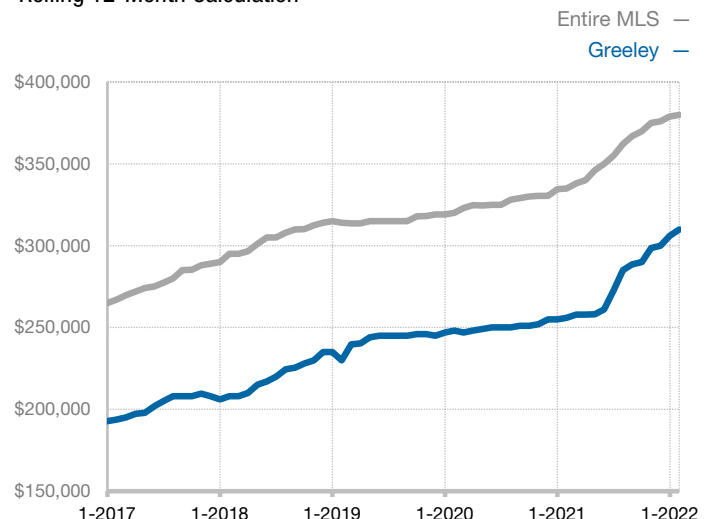
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	17	14	- 17.6%	42	33	- 21.4%
Closed Sales	27	35	+ 29.6%	47	68	+ 44.7%
Median Sales Price*	\$269,750	\$320,509	+ 18.8%	\$269,750	\$322,541	+ 19.6%
Average Sales Price*	\$276,580	\$315,534	+ 14.1%	\$270,121	\$317,235	+ 17.4%
Percent of List Price Received*	100.3%	99.3%	- 1.0%	99.6%	100.4%	+ 0.8%
Days on Market Until Sale	62	105	+ 69.4%	58	95	+ 63.8%
Inventory of Homes for Sale	26	10	- 61.5%	--	--	--
Months Supply of Inventory	1.0	0.3	- 70.0%	--	--	--

\* 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 February 2022

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## Wellington

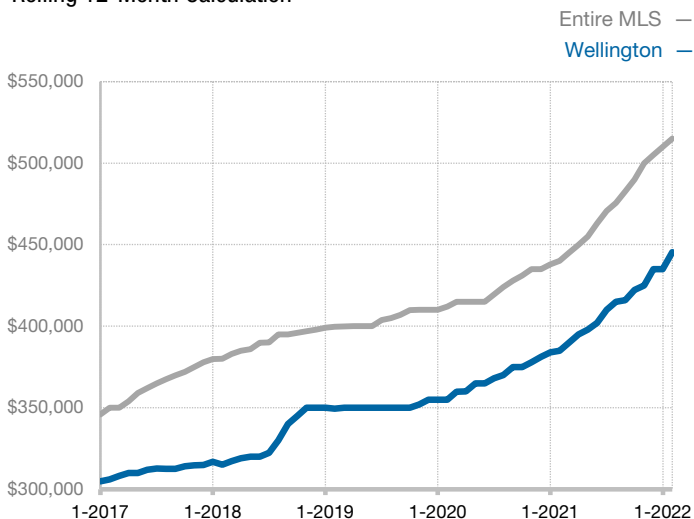
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	42	30	- 28.6%	84	55	- 34.5%
Closed Sales	34	22	- 35.3%	67	51	- 23.9%
Median Sales Price*	\$407,500	<b>\$500,000</b>	+ 22.7%	\$405,000	<b>\$463,000</b>	+ 14.3%
Average Sales Price*	\$421,466	<b>\$528,954</b>	+ 25.5%	\$422,827	<b>\$494,815</b>	+ 17.0%
Percent of List Price Received*	100.0%	<b>102.2%</b>	+ 2.2%	100.8%	<b>102.4%</b>	+ 1.6%
Days on Market Until Sale	67	50	- 25.4%	79	57	- 27.8%
Inventory of Homes for Sale	35	16	- 54.3%	--	--	--
Months Supply of Inventory	0.8	0.4	- 50.0%	--	--	--

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

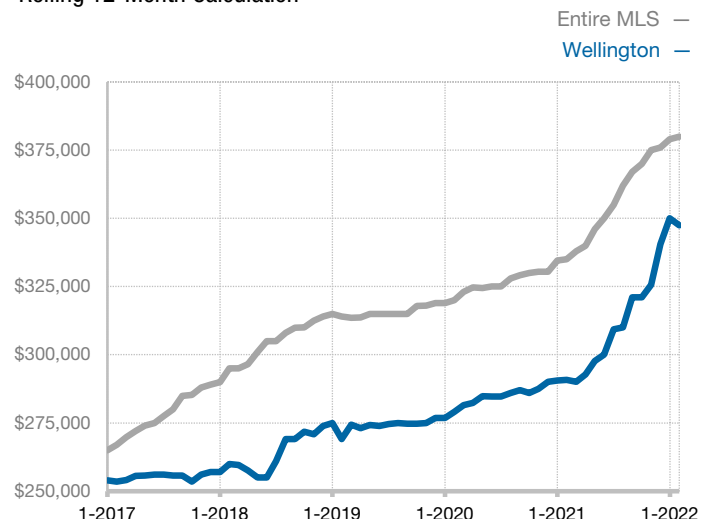
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	5	6	+ 20.0%	10	8	- 20.0%
Closed Sales	3	1	- 66.7%	9	1	- 88.9%
Median Sales Price*	\$351,110	<b>\$301,000</b>	- 14.3%	\$321,000	<b>\$301,000</b>	- 6.2%
Average Sales Price*	\$325,073	<b>\$301,000</b>	- 7.4%	\$314,969	<b>\$301,000</b>	- 4.4%
Percent of List Price Received*	99.7%	<b>111.5%</b>	+ 11.8%	100.7%	<b>111.5%</b>	+ 10.7%
Days on Market Until Sale	98	4	- 95.9%	155	4	- 97.4%
Inventory of Homes for Sale	7	2	- 71.4%	--	--	--
Months Supply of Inventory	0.9	0.3	- 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.

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



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



# Local Market Update for February 2022

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## Johnstown

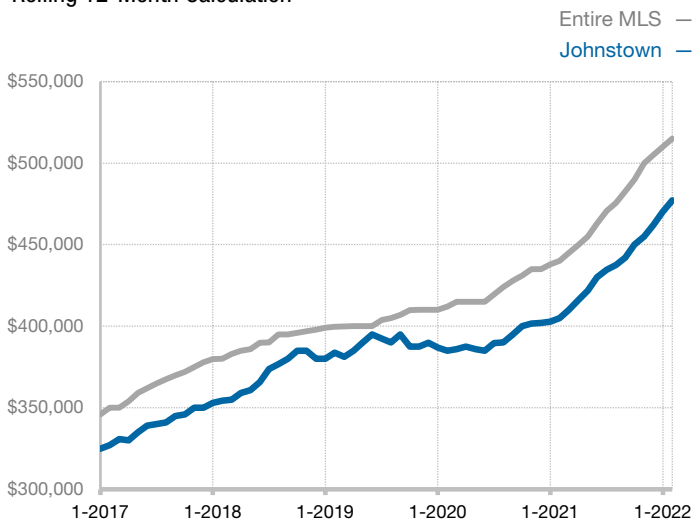
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	28	43	+ 53.6%	61	90	+ 47.5%
Closed Sales	40	54	+ 35.0%	84	93	+ 10.7%
Median Sales Price*	\$434,000	\$503,533	+ 16.0%	\$420,750	\$493,980	+ 17.4%
Average Sales Price*	\$535,908	\$538,196	+ 0.4%	\$491,703	\$534,001	+ 8.6%
Percent of List Price Received*	100.1%	101.5%	+ 1.4%	100.6%	101.2%	+ 0.6%
Days on Market Until Sale	43	40	- 7.0%	46	43	- 6.5%
Inventory of Homes for Sale	35	32	- 8.6%	--	--	--
Months Supply of Inventory	0.6	0.7	+ 16.7%	--	--	--

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

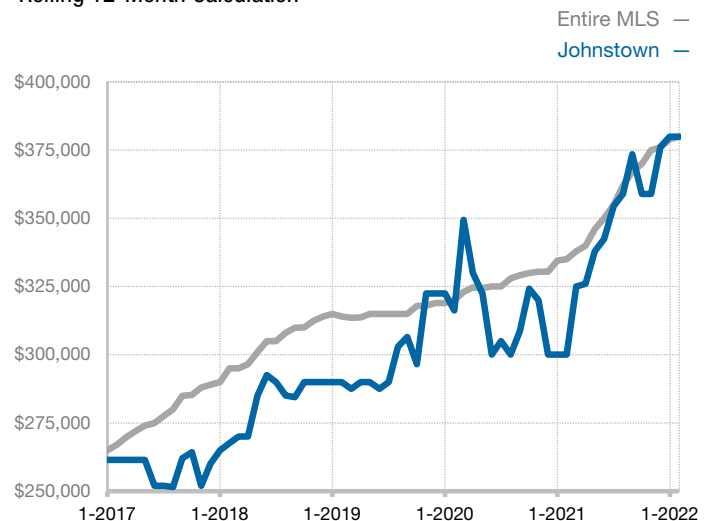
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	3	0	- 100.0%	6	1	- 83.3%
Closed Sales	1	1	0.0%	3	2	- 33.3%
Median Sales Price*	\$374,400	\$365,000	- 2.5%	\$338,000	\$402,450	+ 19.1%
Average Sales Price*	\$374,400	\$365,000	- 2.5%	\$335,800	\$402,450	+ 19.8%
Percent of List Price Received*	99.9%	102.8%	+ 2.9%	100.1%	101.4%	+ 1.3%
Days on Market Until Sale	4	4	0.0%	35	34	- 2.9%
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	0.7	0.0	- 100.0%	--	--	--

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

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



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



# Local Market Update for February 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

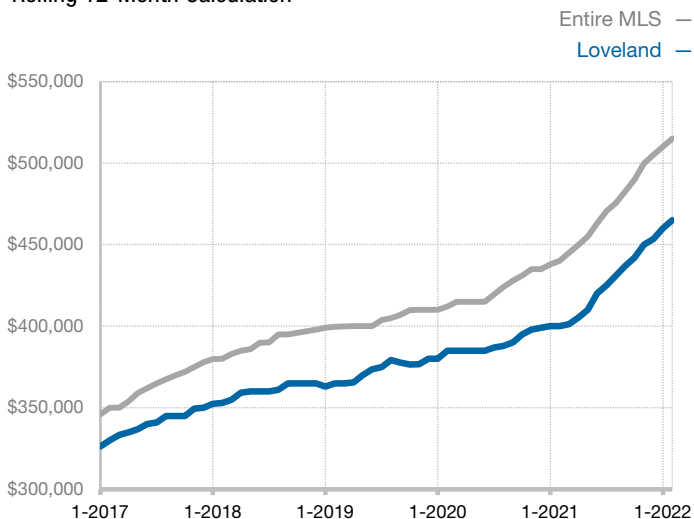
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	211	120	- 43.1%	386	225	- 41.7%
Closed Sales	136	107	- 21.3%	199	187	- 6.0%
Median Sales Price*	\$408,039	<b>\$521,200</b>	+ 27.7%	\$405,000	<b>\$520,000</b>	+ 28.4%
Average Sales Price*	\$446,153	<b>\$581,391</b>	+ 30.3%	\$444,423	<b>\$559,983</b>	+ 26.0%
Percent of List Price Received*	101.6%	<b>103.0%</b>	+ 1.4%	101.3%	<b>102.3%</b>	+ 1.0%
Days on Market Until Sale	52	34	- 34.6%	51	35	- 31.4%
Inventory of Homes for Sale	109	71	- 34.9%	--	--	--
Months Supply of Inventory	0.6	0.4	- 33.3%	--	--	--

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

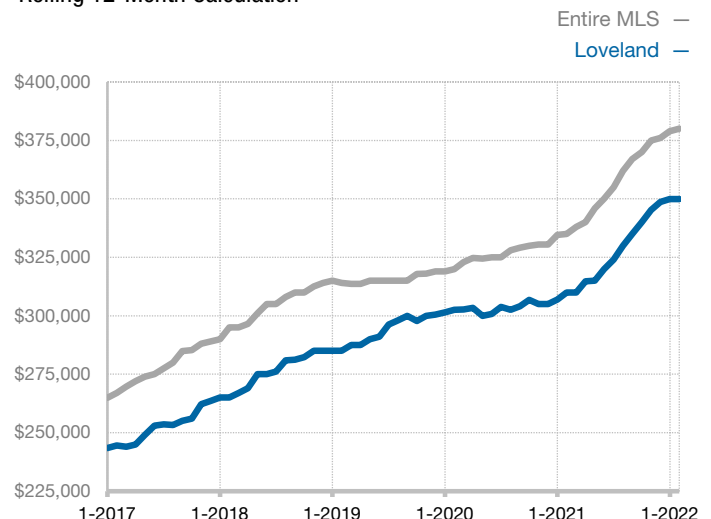
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	45	19	- 57.8%	77	37	- 51.9%
Closed Sales	26	16	- 38.5%	41	48	+ 17.1%
Median Sales Price*	\$312,500	<b>\$382,450</b>	+ 22.4%	\$315,000	<b>\$376,193</b>	+ 19.4%
Average Sales Price*	\$348,600	<b>\$388,816</b>	+ 11.5%	\$349,542	<b>\$383,997</b>	+ 9.9%
Percent of List Price Received*	101.4%	<b>102.5%</b>	+ 1.1%	102.3%	<b>102.8%</b>	+ 0.5%
Days on Market Until Sale	77	71	- 7.8%	79	77	- 2.5%
Inventory of Homes for Sale	52	5	- 90.4%	--	--	--
Months Supply of Inventory	1.5	0.1	- 93.3%	--	--	--

\* 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 February 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

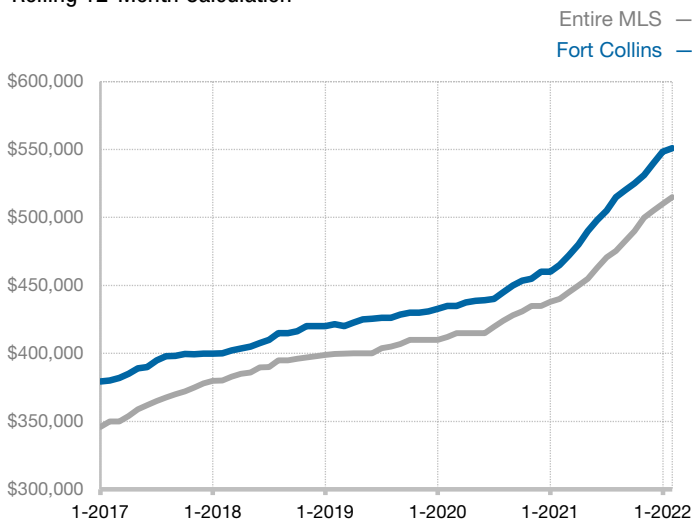
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	206	157	- 23.8%	396	301	- 24.0%
Closed Sales	151	139	- 7.9%	317	261	- 17.7%
Median Sales Price*	\$522,000	<b>\$627,000</b>	+ 20.1%	\$488,000	<b>\$600,000</b>	+ 23.0%
Average Sales Price*	\$565,511	<b>\$695,159</b>	+ 22.9%	\$550,633	<b>\$655,125</b>	+ 19.0%
Percent of List Price Received*	100.9%	<b>103.5%</b>	+ 2.6%	100.4%	<b>102.9%</b>	+ 2.5%
Days on Market Until Sale	61	36	- 41.0%	59	37	- 37.3%
Inventory of Homes for Sale	147	82	- 44.2%	--	--	--
Months Supply of Inventory	0.5	0.3	- 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.

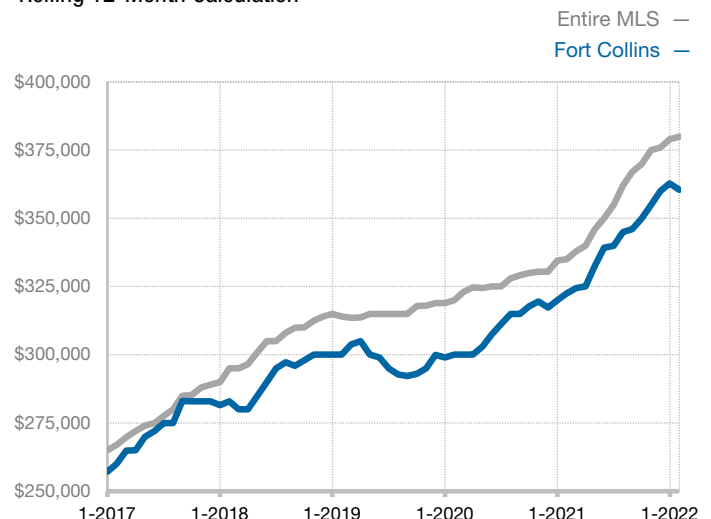
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	89	50	- 43.8%	206	131	- 36.4%
Closed Sales	88	66	- 25.0%	176	120	- 31.8%
Median Sales Price*	\$373,500	<b>\$359,905</b>	- 3.6%	\$342,400	<b>\$362,905</b>	+ 6.0%
Average Sales Price*	\$383,312	<b>\$387,255</b>	+ 1.0%	\$367,484	<b>\$386,073</b>	+ 5.1%
Percent of List Price Received*	100.1%	<b>103.3%</b>	+ 3.2%	99.6%	<b>102.9%</b>	+ 3.3%
Days on Market Until Sale	67	31	- 53.7%	70	32	- 54.3%
Inventory of Homes for Sale	120	22	- 81.7%	--	--	--
Months Supply of Inventory	1.2	0.2	- 83.3%	--	--	--

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



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



# Local Market Update for February 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

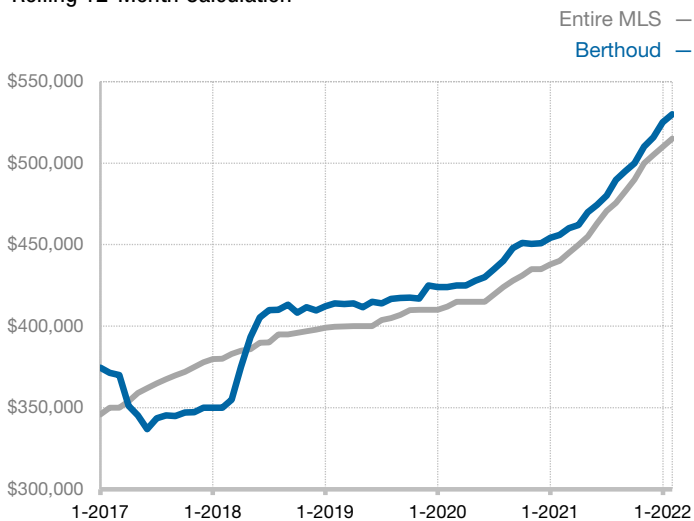
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	64	43	- 32.8%	121	72	- 40.5%
Closed Sales	45	34	- 24.4%	105	75	- 28.6%
Median Sales Price*	\$475,000	<b>\$583,598</b>	+ 22.9%	\$465,483	<b>\$545,015</b>	+ 17.1%
Average Sales Price*	\$616,605	<b>\$724,305</b>	+ 17.5%	\$574,166	<b>\$621,075</b>	+ 8.2%
Percent of List Price Received*	102.9%	<b>101.7%</b>	- 1.2%	101.2%	<b>101.4%</b>	+ 0.2%
Days on Market Until Sale	81	<b>72</b>	- 11.1%	75	<b>106</b>	+ 41.3%
Inventory of Homes for Sale	71	<b>22</b>	- 69.0%	--	--	--
Months Supply of Inventory	1.0	<b>0.4</b>	- 60.0%	--	--	--

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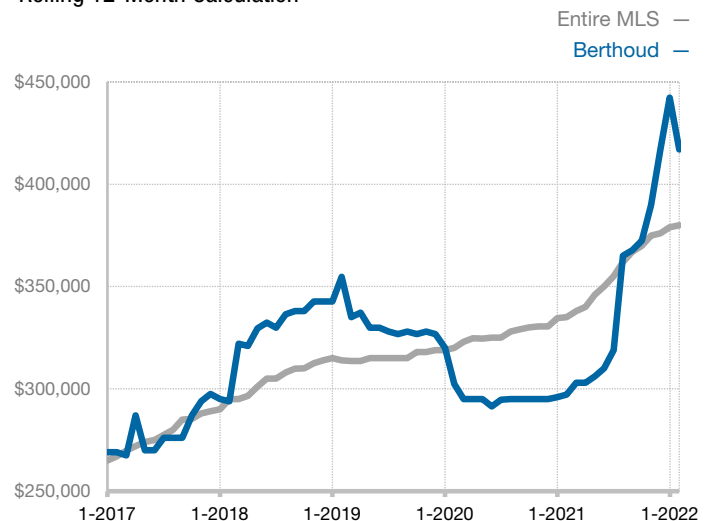
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	7	3	- 57.1%	11	10	- 9.1%
Closed Sales	2	7	+ 250.0%	5	17	+ 240.0%
Median Sales Price*	\$451,380	<b>\$397,000</b>	- 12.0%	\$458,882	<b>\$420,300</b>	- 8.4%
Average Sales Price*	\$451,380	<b>\$404,471</b>	- 10.4%	\$451,839	<b>\$459,656</b>	+ 1.7%
Percent of List Price Received*	100.5%	<b>101.4%</b>	+ 0.9%	103.8%	<b>103.7%</b>	- 0.1%
Days on Market Until Sale	337	<b>141</b>	- 58.2%	266	<b>210</b>	- 21.1%
Inventory of Homes for Sale	5	<b>1</b>	- 80.0%	--	--	--
Months Supply of Inventory	0.6	<b>0.2</b>	- 66.7%	--	--	--

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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 February 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

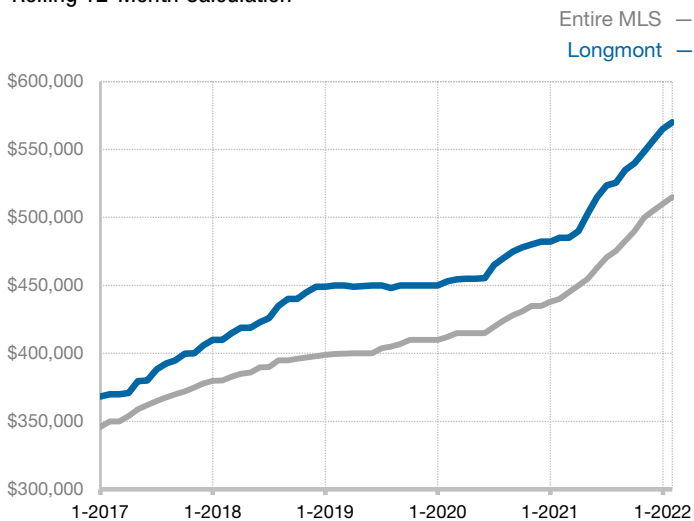
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	119	119	0.0%	233	196	- 15.9%
Closed Sales	120	70	- 41.7%	198	154	- 22.2%
Median Sales Price*	\$500,000	<b>\$602,500</b>	+ 20.5%	\$509,500	<b>\$587,500</b>	+ 15.3%
Average Sales Price*	\$632,742	<b>\$683,470</b>	+ 8.0%	\$638,241	<b>\$671,864</b>	+ 5.3%
Percent of List Price Received*	101.6%	<b>105.1%</b>	+ 3.4%	100.7%	<b>103.6%</b>	+ 2.9%
Days on Market Until Sale	34	31	- 8.8%	39	34	- 12.8%
Inventory of Homes for Sale	107	74	- 30.8%	--	--	--
Months Supply of Inventory	0.5	0.5	0.0%	--	--	--

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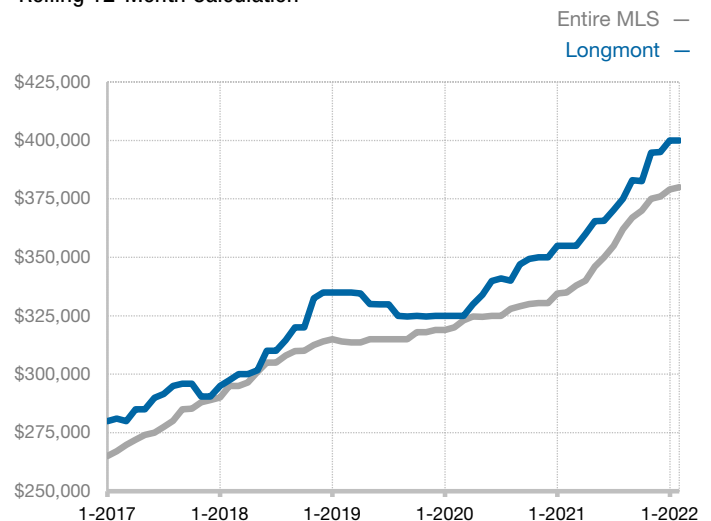
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	38	29	- 23.7%	66	47	- 28.8%
Closed Sales	24	19	- 20.8%	48	33	- 31.3%
Median Sales Price*	\$385,522	<b>\$447,225</b>	+ 16.0%	\$379,000	<b>\$429,000</b>	+ 13.2%
Average Sales Price*	\$401,214	<b>\$476,900</b>	+ 18.9%	\$393,378	<b>\$453,359</b>	+ 15.2%
Percent of List Price Received*	101.7%	<b>108.8%</b>	+ 7.0%	100.8%	<b>105.5%</b>	+ 4.7%
Days on Market Until Sale	29	25	- 13.8%	40	23	- 42.5%
Inventory of Homes for Sale	20	2	- 90.0%	--	--	--
Months Supply of Inventory	0.5	0.1	- 80.0%	--	--	--

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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 February 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

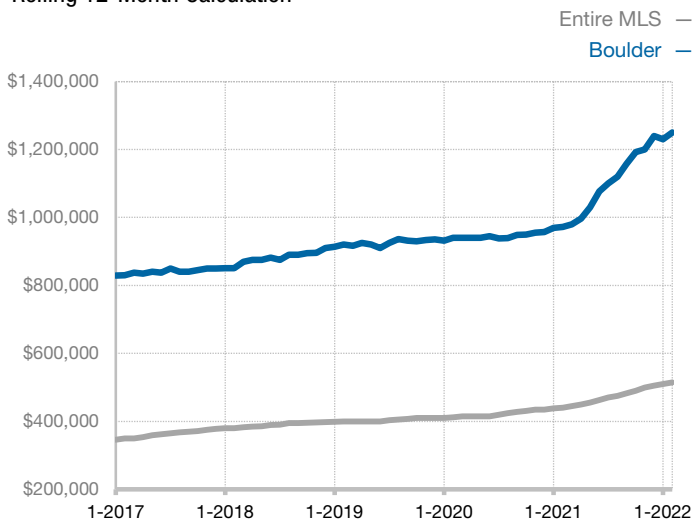
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	122	73	- 40.2%	214	153	- 28.5%
Closed Sales	84	64	- 23.8%	144	113	- 21.5%
Median Sales Price*	\$1,119,500	\$1,457,500	+ 30.2%	\$1,175,000	\$1,269,572	+ 8.0%
Average Sales Price*	\$1,343,242	\$1,628,669	+ 21.2%	\$1,390,355	\$1,591,036	+ 14.4%
Percent of List Price Received*	100.0%	106.4%	+ 6.4%	98.5%	103.4%	+ 5.0%
Days on Market Until Sale	63	37	- 41.3%	66	46	- 30.3%
Inventory of Homes for Sale	164	54	- 67.1%	--	--	--
Months Supply of Inventory	1.2	0.5	- 58.3%	--	--	--

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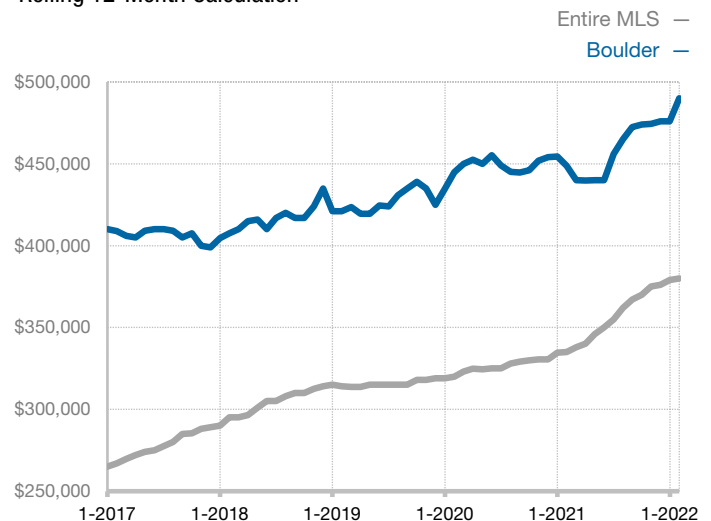
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	79	62	- 21.5%	156	120	- 23.1%
Closed Sales	96	58	- 39.6%	161	115	- 28.6%
Median Sales Price*	\$422,500	\$517,500	+ 22.5%	\$445,000	\$492,000	+ 10.6%
Average Sales Price*	\$556,001	\$730,877	+ 31.5%	\$548,027	\$644,760	+ 17.7%
Percent of List Price Received*	99.5%	103.1%	+ 3.6%	99.0%	102.2%	+ 3.2%
Days on Market Until Sale	91	48	- 47.3%	85	48	- 43.5%
Inventory of Homes for Sale	125	35	- 72.0%	--	--	--
Months Supply of Inventory	1.3	0.4	- 69.2%	--	--	--

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



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



# Local Market Update for February 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

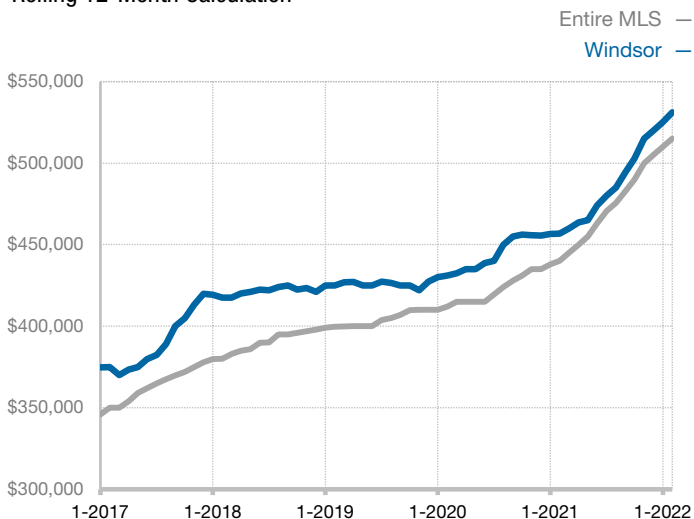
Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	203	68	- 66.5%	352	152	- 56.8%
Closed Sales	95	84	- 11.6%	195	156	- 20.0%
Median Sales Price*	\$453,225	<b>\$583,172</b>	+ 28.7%	\$459,175	<b>\$574,408</b>	+ 25.1%
Average Sales Price*	\$540,287	<b>\$638,681</b>	+ 18.2%	\$548,896	<b>\$618,365</b>	+ 12.7%
Percent of List Price Received*	99.8%	<b>101.4%</b>	+ 1.6%	100.0%	<b>101.1%</b>	+ 1.1%
Days on Market Until Sale	67	34	- 49.3%	67	43	- 35.8%
Inventory of Homes for Sale	138	58	- 58.0%	--	--	--
Months Supply of Inventory	1.1	0.4	- 63.6%	--	--	--

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Key Metrics	February			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	25	11	- 56.0%	48	18	- 62.5%
Closed Sales	12	14	+ 16.7%	34	22	- 35.3%
Median Sales Price*	\$359,883	<b>\$454,050</b>	+ 26.2%	\$373,555	<b>\$429,950</b>	+ 15.1%
Average Sales Price*	\$360,276	<b>\$463,871</b>	+ 28.8%	\$376,394	<b>\$464,009</b>	+ 23.3%
Percent of List Price Received*	99.6%	<b>102.9%</b>	+ 3.3%	100.6%	<b>102.0%</b>	+ 1.4%
Days on Market Until Sale	169	252	+ 49.1%	182	205	+ 12.6%
Inventory of Homes for Sale	20	5	- 75.0%	--	--	--
Months Supply of Inventory	1.1	0.3	- 72.7%	--	--	--

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



**Median Sales Price – Townhouse-Condo**  
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