



# FCBR 2023

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# Monthly Indicators



## January 2023

New Listings were up 5.7 percent for single family homes but decreased 34.9 percent for townhouse-condo properties. Pending Sales landed at 152 for single family homes and 36 for townhouse-condo properties.

The Median Sales Price was up 1.7 percent to \$550,000 for single family homes and 4.5 percent to \$405,000 for townhouse-condo properties. Days on Market increased 36.2 percent for single family homes and 16.5 percent for townhouse-condo properties.

As sales slow, time on market is increasing, with the average home spending 26 days on market as of last measure, according to NAR. Seller concessions have made a comeback, giving buyers more time and negotiating power when shopping for a home. Although home prices remain high, mortgage rates declined steadily throughout January, falling to their lowest level since September, sparking a recent surge in mortgage demand. Lower rates should aid in affordability and may soon lead to an uptick in market activity ahead of the spring selling season.

## Activity Snapshot

<b>- 19.0%</b>	<b>+ 36.2%</b>	<b>+ 1.7%</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	1-2022	1-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
<b>New Listings</b>		141	<b>149</b>	+ 5.7%	141	<b>149</b>	+ 5.7%
<b>Pending Sales</b>		154	<b>152</b>	- 1.3%	154	<b>152</b>	- 1.3%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		126	<b>102</b>	- 19.0%	126	<b>102</b>	- 19.0%
<b>Median Sales Price</b>		\$541,000	<b>\$550,000</b>	+ 1.7%	\$541,000	<b>\$550,000</b>	+ 1.7%
<b>Avg. Sales Price</b>		\$603,885	<b>\$639,738</b>	+ 5.9%	\$603,885	<b>\$639,738</b>	+ 5.9%
<b>Pct. of List Price Received</b>		102.1%	<b>99.1%</b>	- 2.9%	102.1%	<b>99.1%</b>	- 2.9%
<b>Days on Market</b>		58	<b>79</b>	+ 36.2%	58	<b>79</b>	+ 36.2%
<b>Affordability Index</b>		68	<b>54</b>	- 20.6%	68	<b>54</b>	- 20.6%
<b>Active Listings</b>		116	<b>263</b>	+ 126.7%	--	--	--
<b>Months Supply</b>		0.5	<b>1.4</b>	+ 180.0%	--	--	--

# 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.



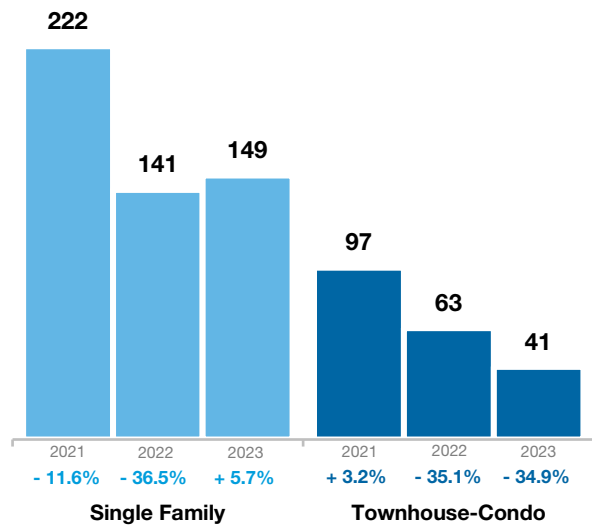
Key Metrics	Historical Sparkbars	1-2022	1-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
<b>New Listings</b>		63	41	- 34.9%	63	41	- 34.9%
<b>Pending Sales</b>		69	36	- 47.8%	69	36	- 47.8%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		42	25	- 40.5%	42	25	- 40.5%
<b>Median Sales Price</b>		\$387,500	\$405,000	+ 4.5%	\$387,500	\$405,000	+ 4.5%
<b>Avg. Sales Price</b>		\$395,329	\$374,963	- 5.2%	\$395,329	\$374,963	- 5.2%
<b>Pct. of List Price Received</b>		103.2%	98.5%	- 4.6%	103.2%	98.5%	- 4.6%
<b>Days on Market</b>		85	99	+ 16.5%	85	99	+ 16.5%
<b>Affordability Index</b>		95	73	- 23.2%	95	73	- 23.2%
<b>Active Listings</b>		42	92	+ 119.0%	--	--	--
<b>Months Supply</b>		0.5	1.5	+ 200.0%	--	--	--

# New Listings

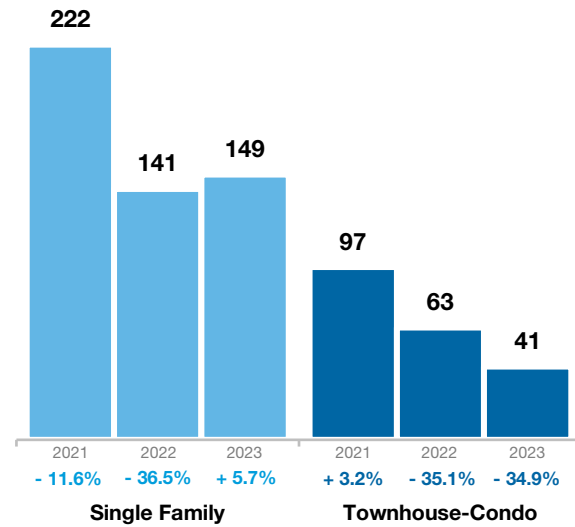
A count of the properties that have been newly listed on the market in a given month.



## January

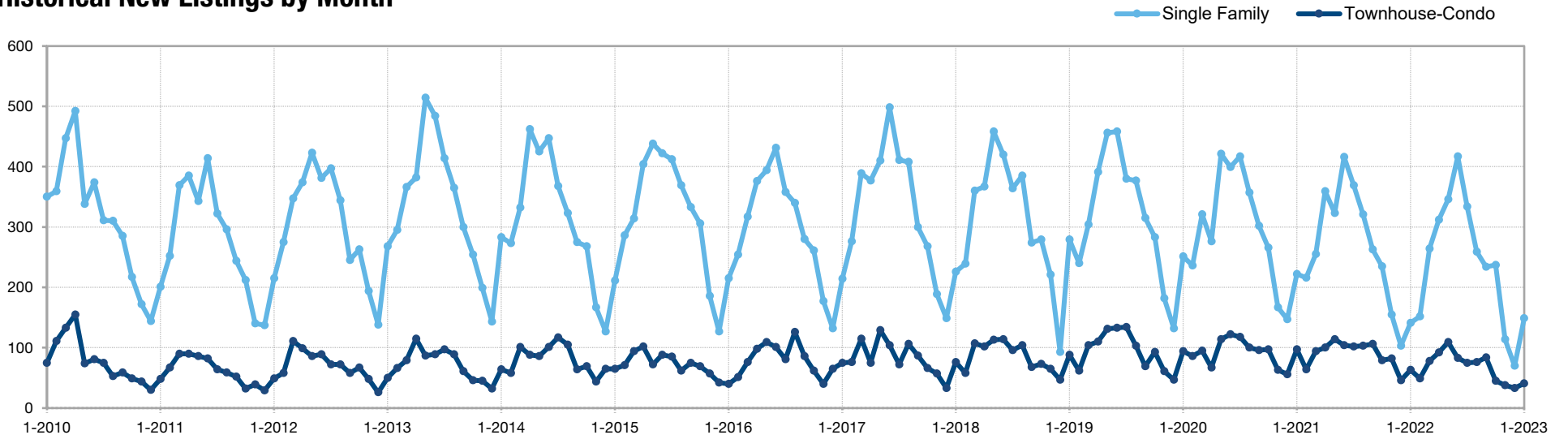


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2022	152	-29.6%	49	-23.4%
Mar-2022	264	+3.5%	78	-17.0%
Apr-2022	312	-13.1%	92	-8.0%
May-2022	346	+7.1%	109	-4.4%
Jun-2022	417	+0.2%	83	-20.2%
Jul-2022	334	-9.5%	75	-26.5%
Aug-2022	259	-19.3%	76	-26.2%
Sep-2022	234	-11.0%	84	-20.8%
Oct-2022	237	+0.9%	45	-43.0%
Nov-2022	114	-26.5%	38	-53.7%
Dec-2022	70	-32.0%	33	-28.3%
<b>Jan-2023</b>	<b>149</b>	<b>+5.7%</b>	<b>41</b>	<b>-34.9%</b>
12-Month Avg	241	-8.5%	67	-24.0%

## Historical New Listings by Month

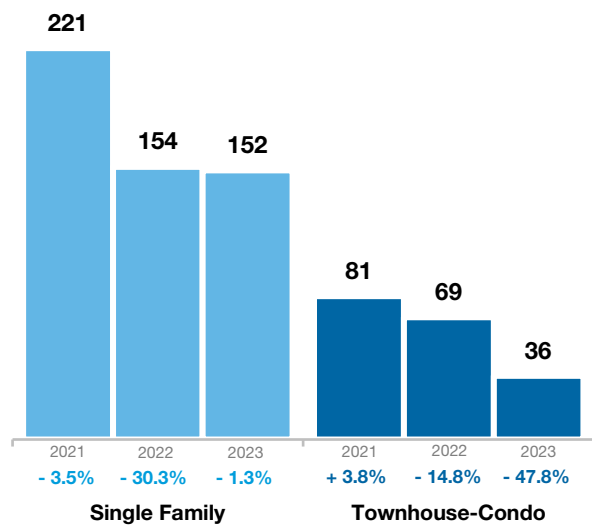


# Pending Sales

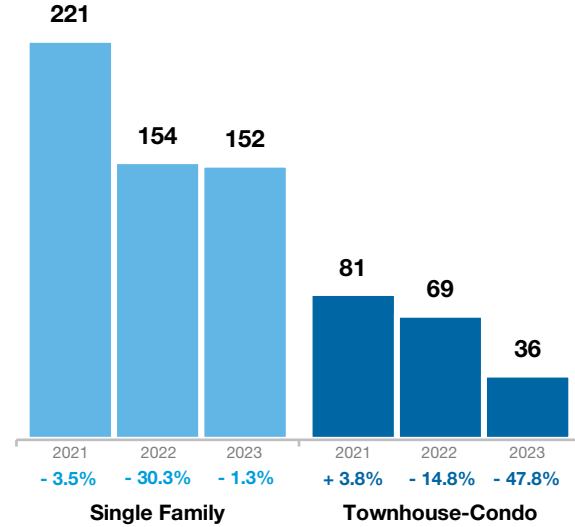
A count of the properties on which offers have been accepted in a given month.



## January

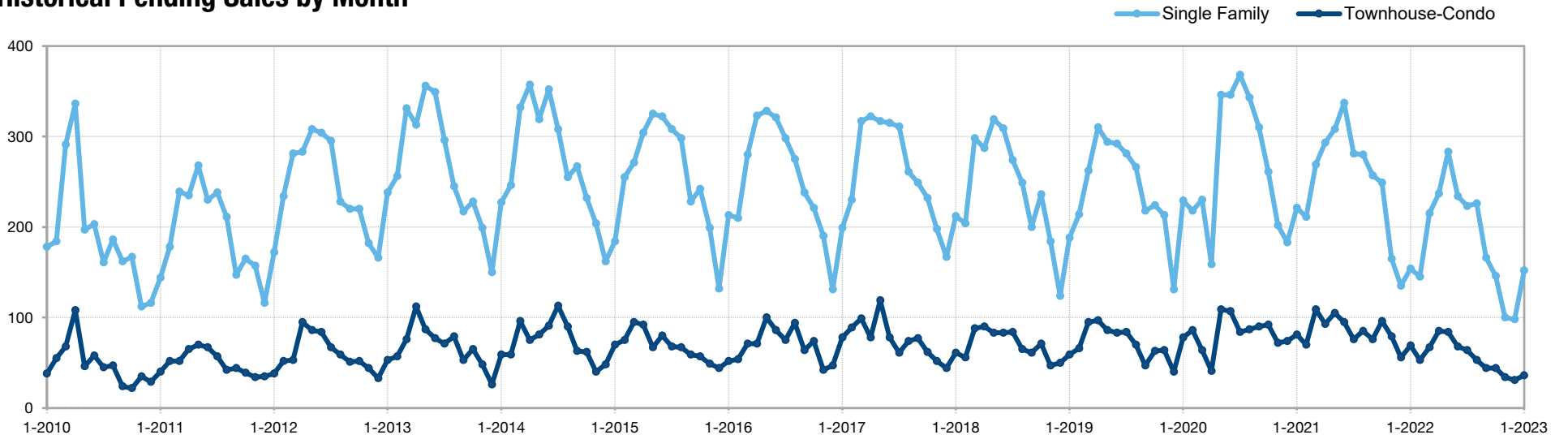


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2022	145	-31.3%	53	-24.3%
Mar-2022	215	-20.1%	67	-38.5%
Apr-2022	237	-19.1%	85	-8.6%
May-2022	283	-8.1%	84	-20.0%
Jun-2022	234	-30.6%	68	-28.4%
Jul-2022	223	-20.6%	64	-15.8%
Aug-2022	226	-19.3%	53	-37.6%
Sep-2022	166	-35.4%	44	-42.1%
Oct-2022	146	-41.4%	44	-54.2%
Nov-2022	100	-39.4%	34	-57.0%
Dec-2022	98	-27.4%	31	-44.6%
<b>Jan-2023</b>	<b>152</b>	<b>-1.3%</b>	<b>36</b>	<b>-47.8%</b>
12-Month Avg	185	-24.3%	55	-34.3%

## Historical Pending Sales by Month



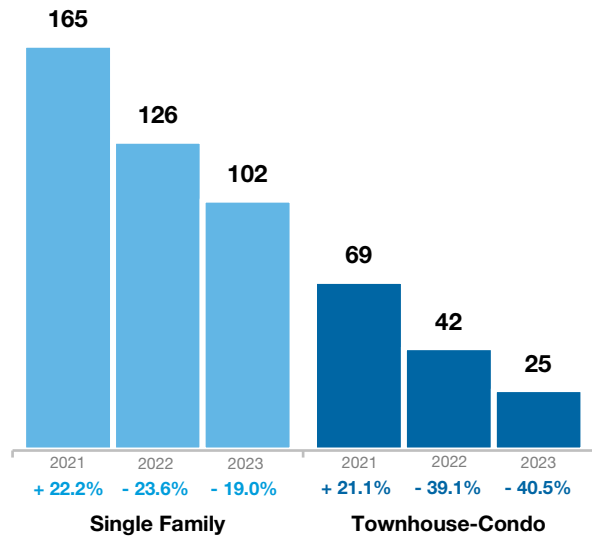


# Sold Listings

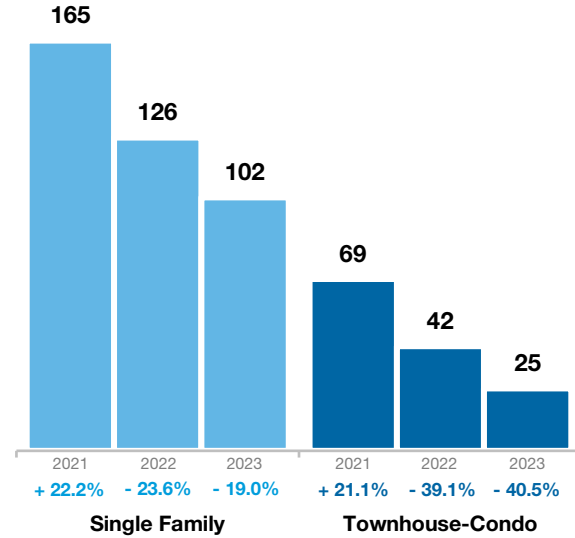
A count of the actual sales that closed in a given month.



## January

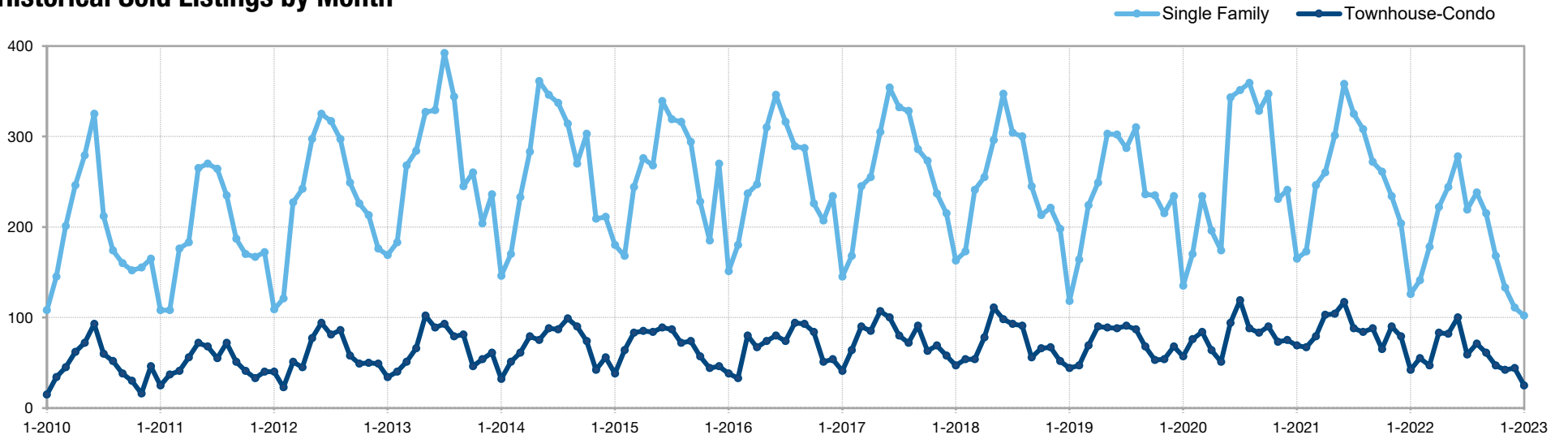


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2022	141	-18.5%	55	-17.9%
Mar-2022	178	-27.6%	47	-40.5%
Apr-2022	222	-14.6%	83	-19.4%
May-2022	244	-18.9%	82	-21.2%
Jun-2022	278	-22.3%	100	-14.5%
Jul-2022	219	-32.6%	59	-33.0%
Aug-2022	238	-22.7%	71	-15.5%
Sep-2022	215	-21.0%	61	-30.7%
Oct-2022	168	-35.6%	47	-27.7%
Nov-2022	133	-43.2%	42	-53.3%
Dec-2022	111	-45.6%	44	-44.3%
<b>Jan-2023</b>	<b>102</b>	<b>-19.0%</b>	<b>25</b>	<b>-40.5%</b>
12-Month Avg	187	-26.7%	60	-28.8%

## Historical Sold Listings by Month

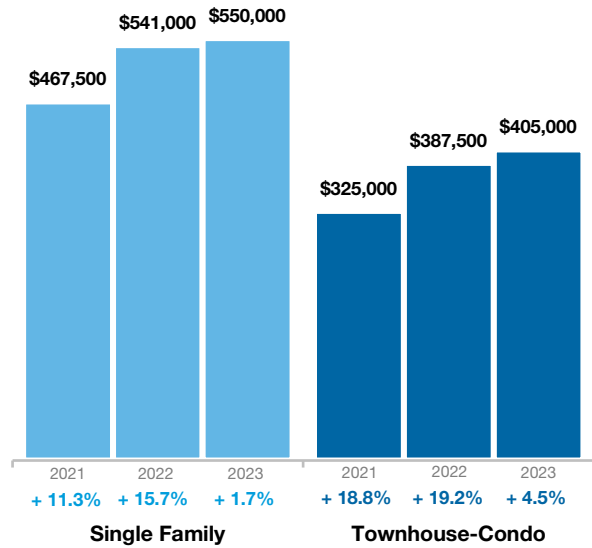


# Median Sales Price

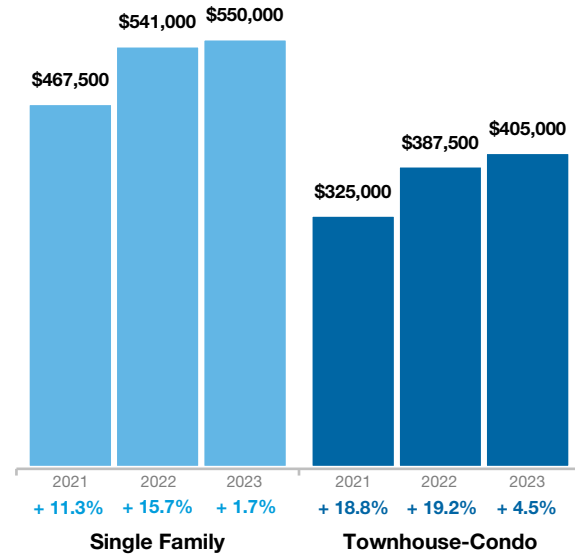
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



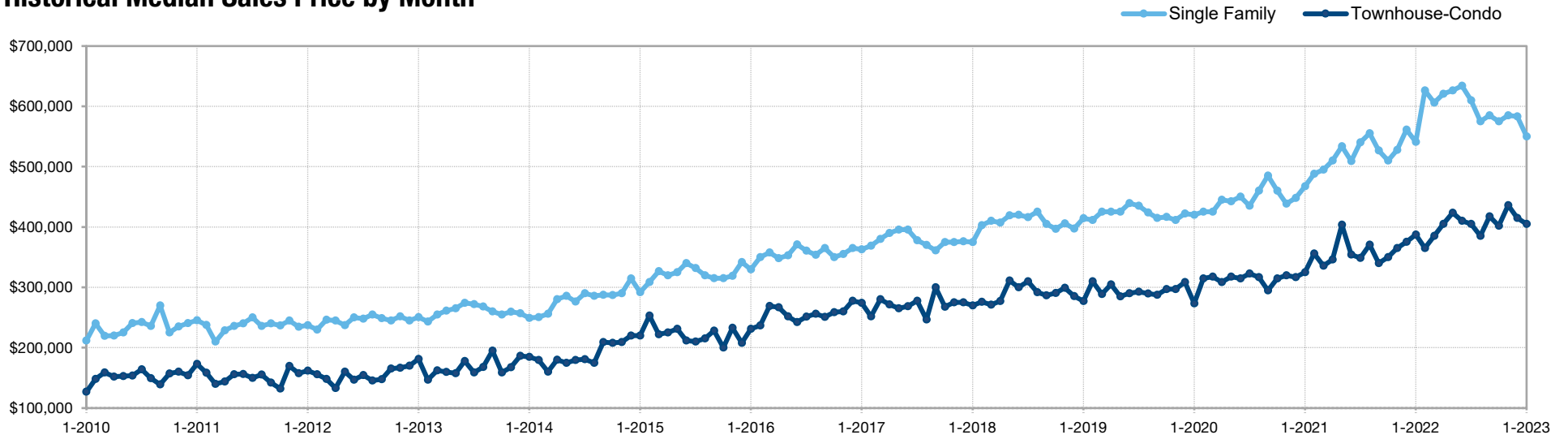
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2022	\$626,221	+28.3%	\$364,810	+2.5%
Mar-2022	\$606,041	+22.4%	\$385,000	+14.8%
Apr-2022	\$620,495	+21.7%	\$405,000	+17.1%
May-2022	\$626,300	+17.4%	\$423,433	+4.9%
Jun-2022	\$633,947	+24.5%	\$410,000	+15.8%
Jul-2022	\$610,000	+13.0%	\$405,000	+16.2%
Aug-2022	\$575,000	+3.6%	\$385,000	+3.9%
Sep-2022	\$585,000	+11.1%	\$417,585	+22.8%
Oct-2022	\$575,000	+12.7%	\$402,000	+14.9%
Nov-2022	\$585,000	+10.9%	\$436,000	+19.5%
Dec-2022	\$583,000	+3.9%	\$415,000	+10.6%
<b>Jan-2023</b>	<b>\$550,000</b>	<b>+1.7%</b>	<b>\$405,000</b>	<b>+4.5%</b>
12-Month Avg*	\$600,000	+14.3%	\$405,000	+12.5%

\* Median Sales Price for all properties from February 2022 through January 2023. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



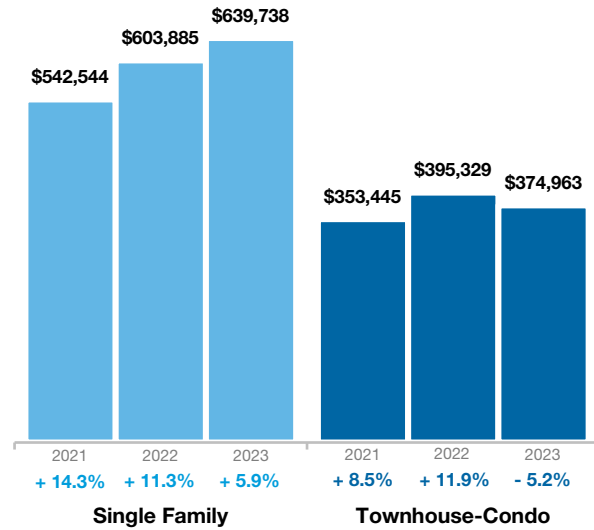


# Average Sales Price

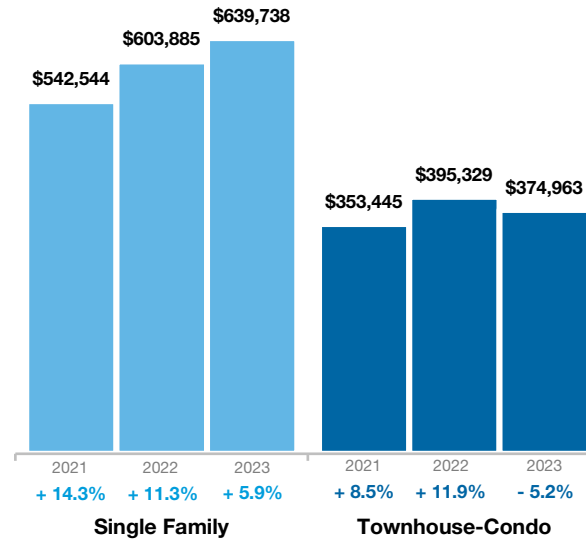
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



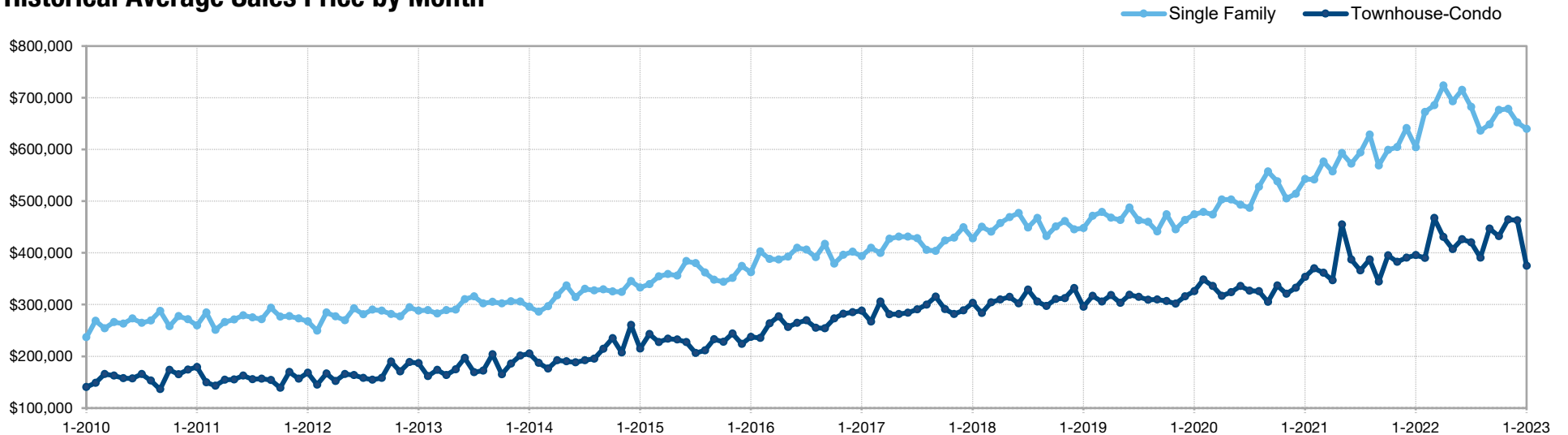
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2022	\$672,361	+24.1%	\$390,127	+5.4%
Mar-2022	\$685,231	+19.0%	\$467,153	+29.3%
Apr-2022	\$723,257	+29.8%	\$430,603	+24.2%
May-2022	\$692,506	+16.8%	\$406,922	-10.6%
Jun-2022	\$715,072	+24.9%	\$426,142	+10.1%
Jul-2022	\$681,970	+14.8%	\$420,063	+14.8%
Aug-2022	\$635,873	+1.1%	\$390,774	+1.0%
Sep-2022	\$648,273	+14.0%	\$446,661	+29.7%
Oct-2022	\$676,328	+12.9%	\$432,385	+9.4%
Nov-2022	\$678,325	+12.3%	\$464,305	+21.4%
Dec-2022	\$652,037	+1.7%	\$462,753	+18.5%
<b>Jan-2023</b>	<b>\$639,738</b>	<b>+5.9%</b>	<b>\$374,963</b>	<b>-5.2%</b>
12-Month Avg*	\$678,807	+15.1%	\$425,235	+11.3%

\* Avg. Sales Price for all properties from February 2022 through January 2023. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

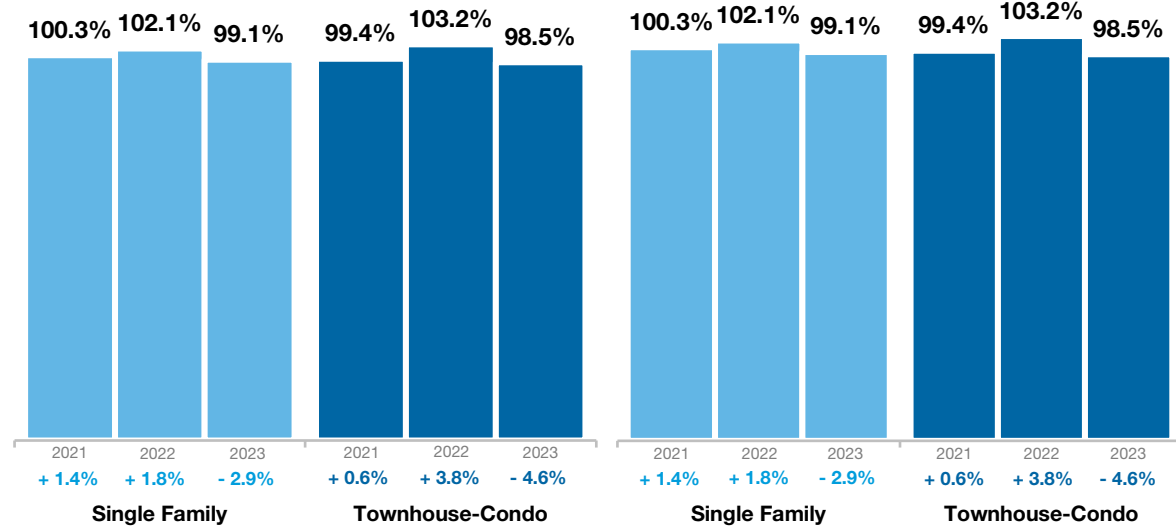


# Percent of List Price Received

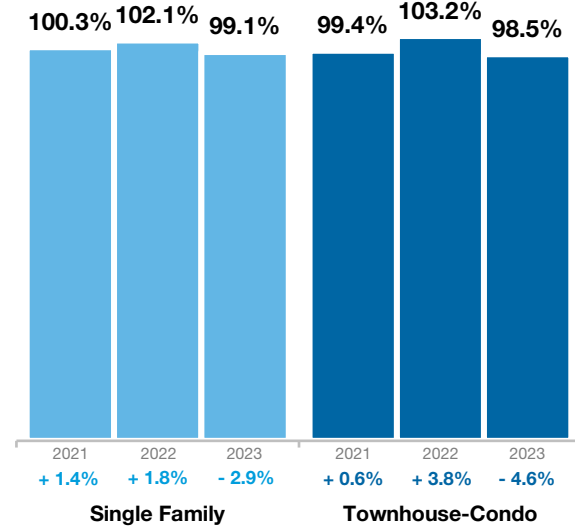
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



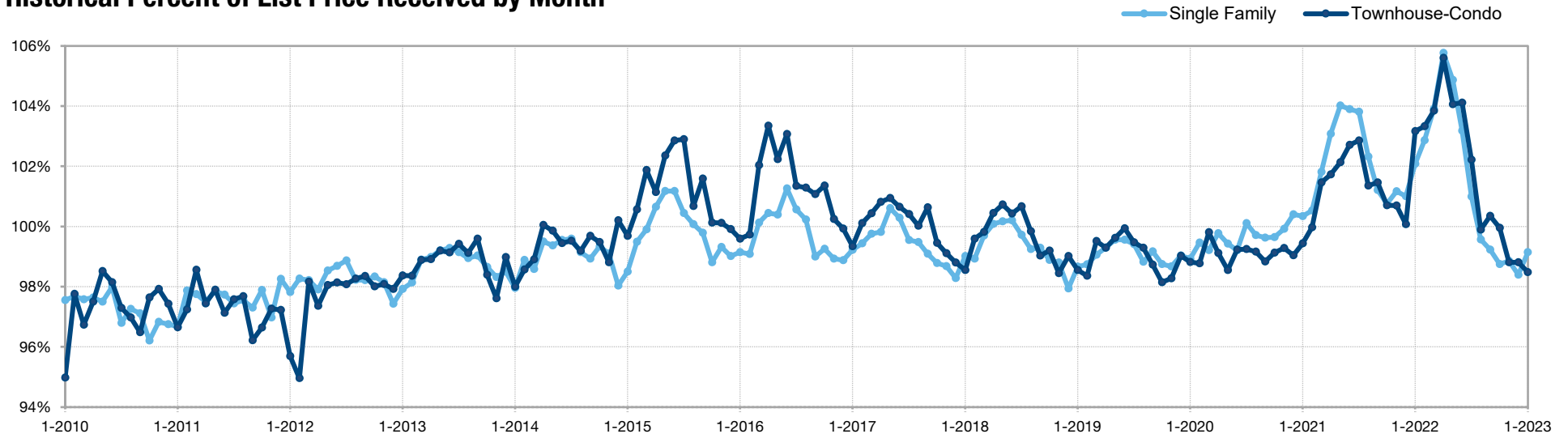
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2022	102.9%	+2.4%	103.3%	+3.3%
Mar-2022	103.9%	+2.1%	103.8%	+2.3%
Apr-2022	105.8%	+2.6%	105.6%	+3.8%
May-2022	104.9%	+0.9%	104.1%	+2.0%
Jun-2022	103.2%	-0.7%	104.1%	+1.4%
Jul-2022	101.0%	-2.7%	102.2%	-0.7%
Aug-2022	99.6%	-2.6%	99.9%	-1.5%
Sep-2022	99.2%	-2.0%	100.4%	-1.1%
Oct-2022	98.7%	-2.1%	99.9%	-0.8%
Nov-2022	98.8%	-2.4%	98.8%	-1.9%
Dec-2022	98.4%	-2.6%	98.8%	-1.3%
<b>Jan-2023</b>	<b>99.1%</b>	<b>-2.9%</b>	<b>98.5%</b>	<b>-4.6%</b>
12-Month Avg*	101.7%	-0.6%	102.2%	+0.6%

\* Pct. of List Price Received for all properties from February 2022 through January 2023. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

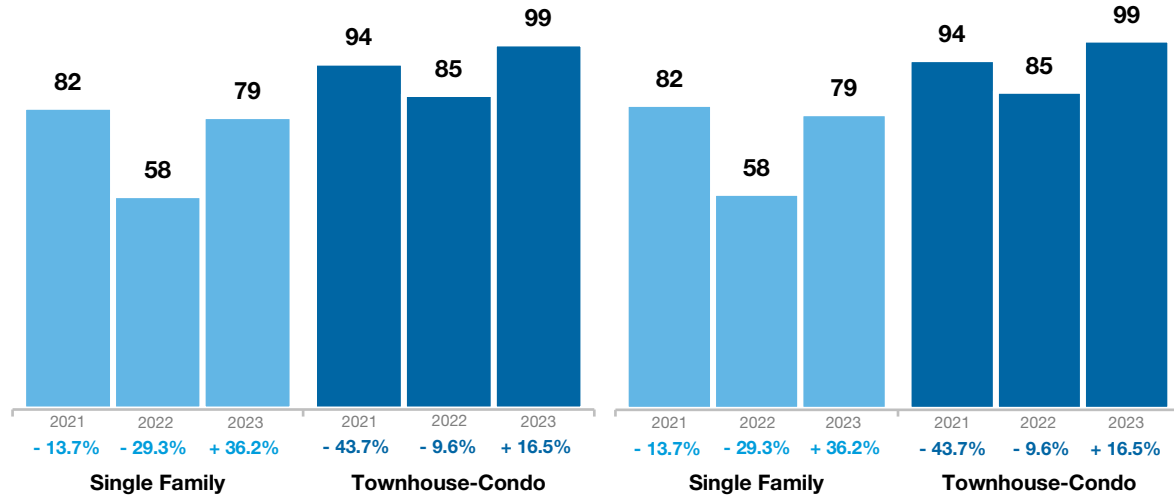


# Days on Market Until Sale



## January

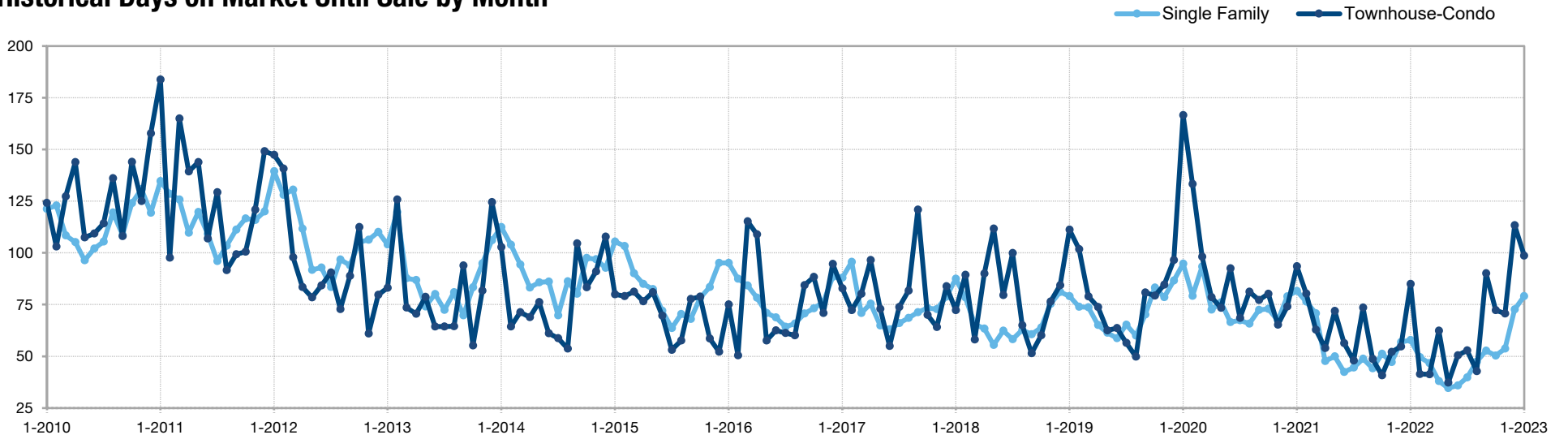
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2022	50	-34.2%	41	-48.8%
Mar-2022	47	-33.8%	41	-34.9%
Apr-2022	38	-20.8%	62	+14.8%
May-2022	35	-30.0%	37	-48.6%
Jun-2022	36	-14.3%	50	-10.7%
Jul-2022	40	-9.1%	53	+10.4%
Aug-2022	47	-4.1%	43	-41.9%
Sep-2022	53	+20.5%	90	+83.7%
Oct-2022	50	-2.0%	72	+75.6%
Nov-2022	54	+14.9%	71	+36.5%
Dec-2022	73	+28.1%	113	+105.5%
<b>Jan-2023</b>	<b>79</b>	<b>+36.2%</b>	<b>99</b>	<b>+16.5%</b>
12-Month Avg	47	-9.2%	60	+0.8%

\* Days on Market for all properties from February 2022 through January 2023. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



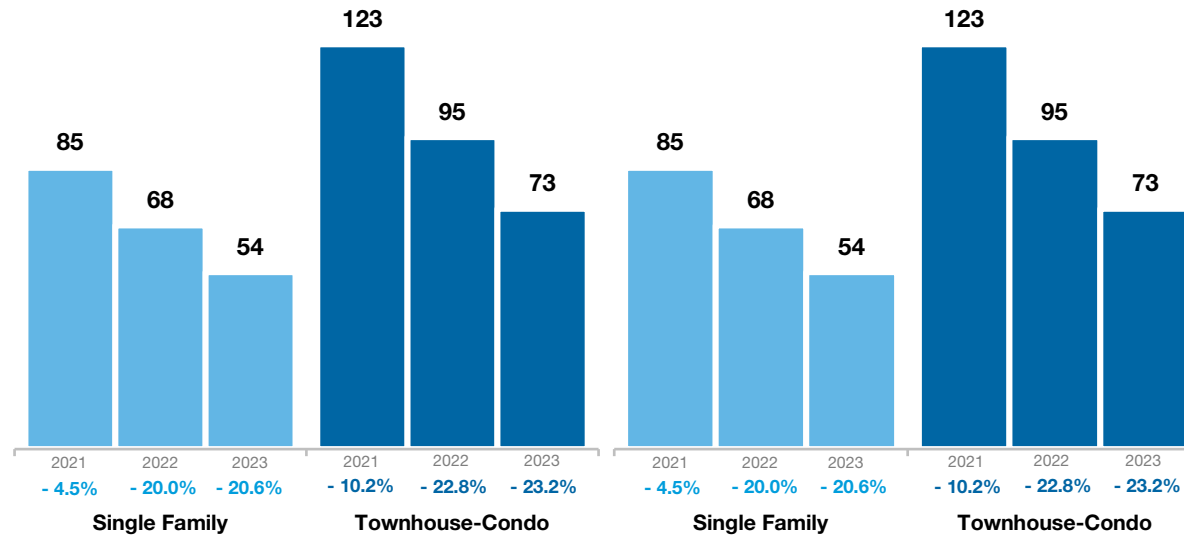
# Housing Affordability Index

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.



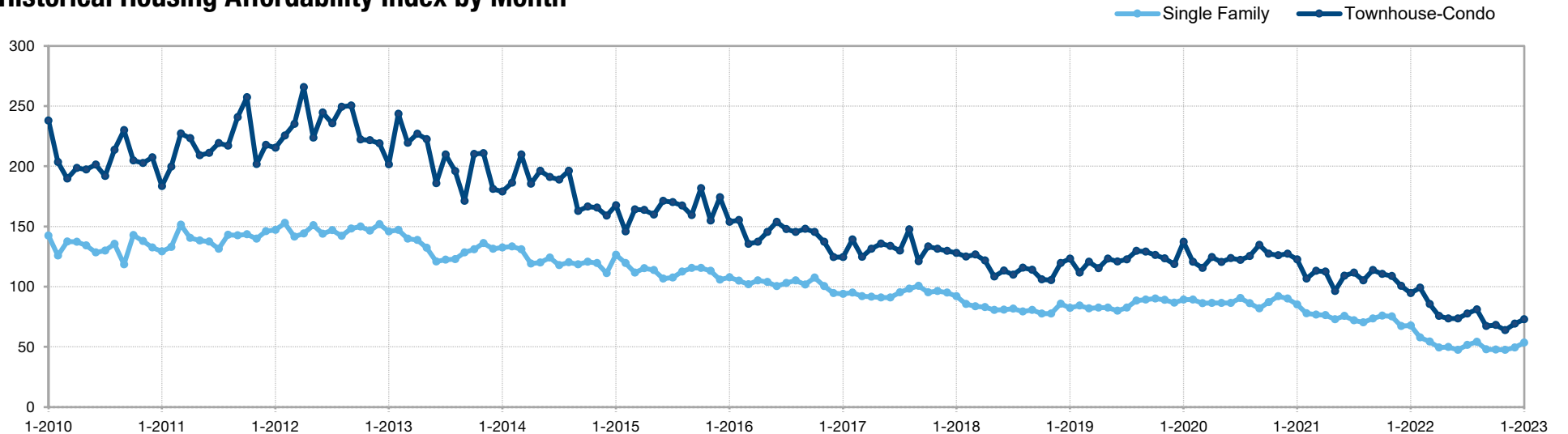
## January

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2022	58	-25.6%	99	-7.5%
Mar-2022	54	-29.9%	86	-23.9%
Apr-2022	49	-35.5%	76	-32.1%
May-2022	50	-31.5%	74	-22.9%
Jun-2022	48	-36.8%	73	-33.0%
Jul-2022	52	-27.8%	78	-30.4%
Aug-2022	54	-22.9%	81	-22.9%
Sep-2022	48	-34.2%	67	-41.2%
Oct-2022	48	-36.8%	68	-38.7%
Nov-2022	48	-36.0%	64	-41.3%
Dec-2022	49	-26.9%	69	-31.7%
<b>Jan-2023</b>	<b>54</b>	<b>-20.6%</b>	<b>73</b>	<b>-23.2%</b>
12-Month Avg	51	-26.5%	73	-31.7%

## Historical Housing Affordability Index by Month

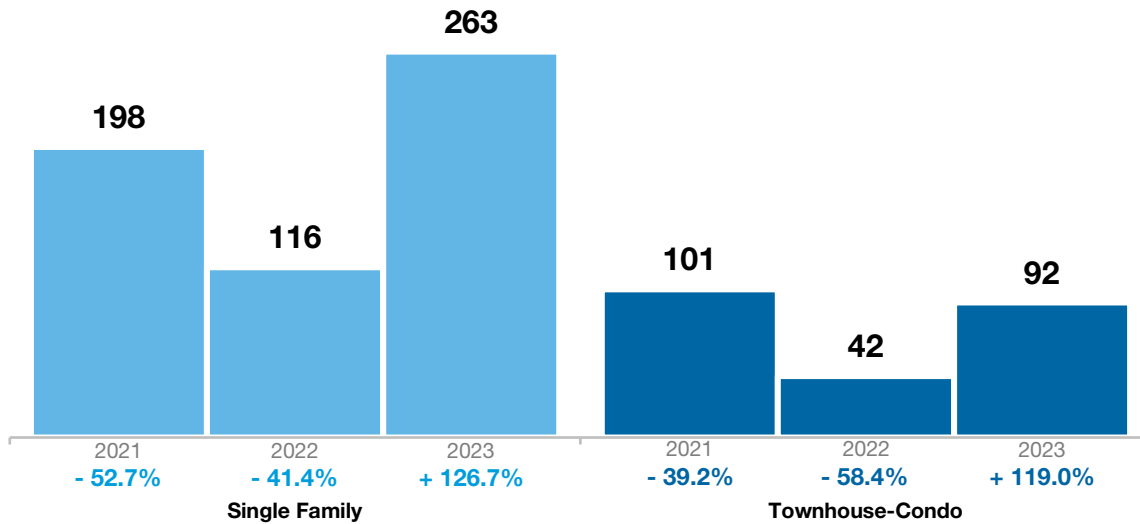


# Inventory of Active Listings

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



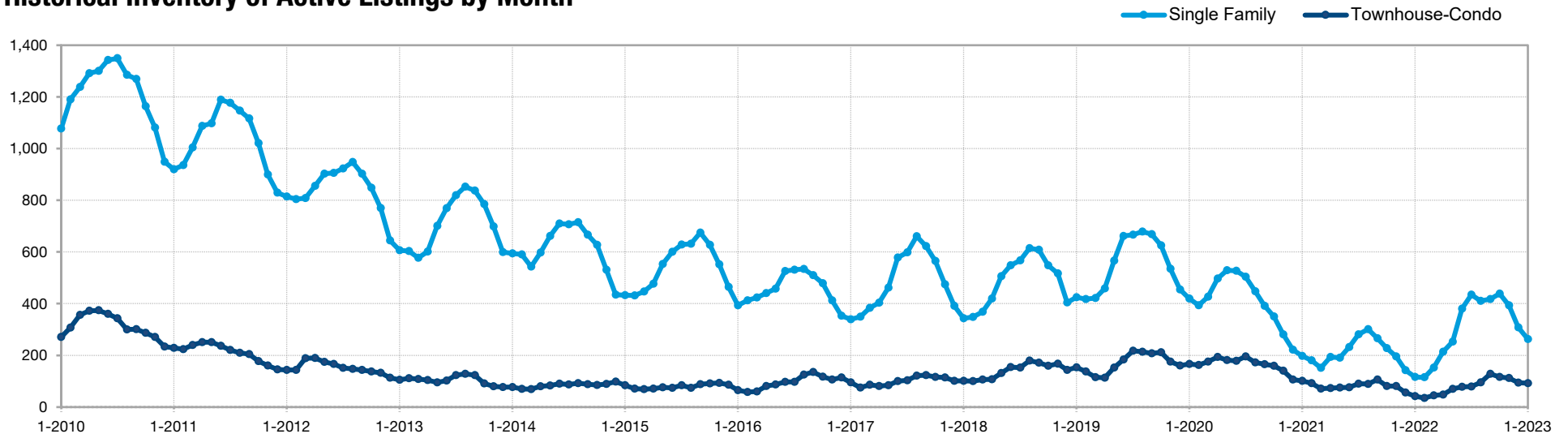
## January



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2022	115	-36.5%	35	-62.0%
Mar-2022	152	+0.7%	45	-36.6%
Apr-2022	214	+10.3%	48	-34.2%
May-2022	253	+32.5%	70	-6.7%
Jun-2022	380	+63.8%	78	+2.6%
Jul-2022	435	+54.8%	79	-12.2%
Aug-2022	410	+36.2%	95	+6.7%
Sep-2022	417	+56.8%	128	+20.8%
Oct-2022	439	+92.5%	116	+43.2%
Nov-2022	393	+100.5%	112	+38.3%
Dec-2022	308	+116.9%	94	+67.9%
<b>Jan-2023</b>	<b>263</b>	<b>+126.7%</b>	<b>92</b>	<b>+119.0%</b>
12-Month Avg*	315	+52.4%	83	+6.4%

\* Active Listings for all properties from February 2022 through January 2023. This is not the average of the individual figures above.

## Historical Inventory of Active Listings by Month

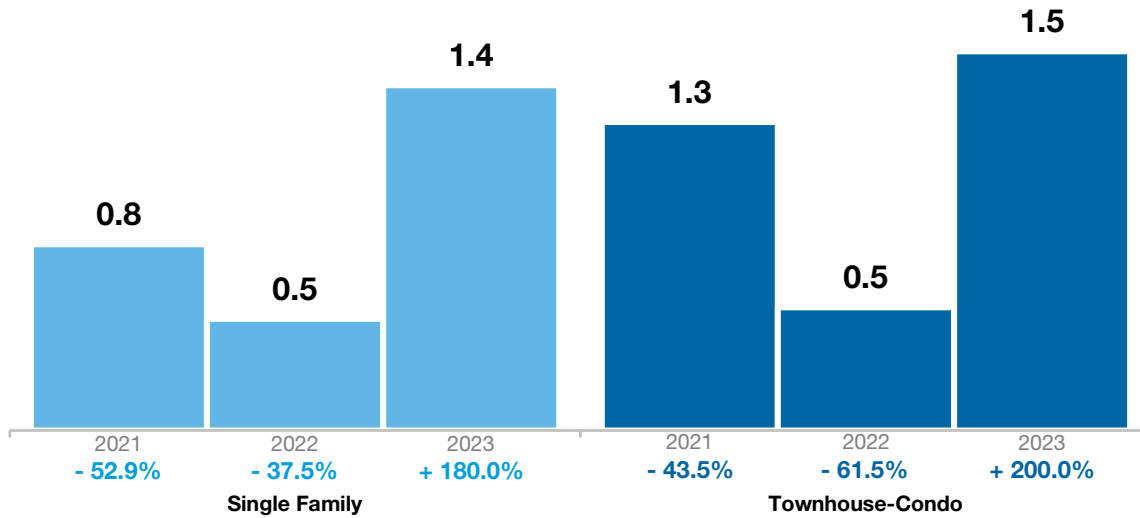


# Months Supply of Inventory

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.



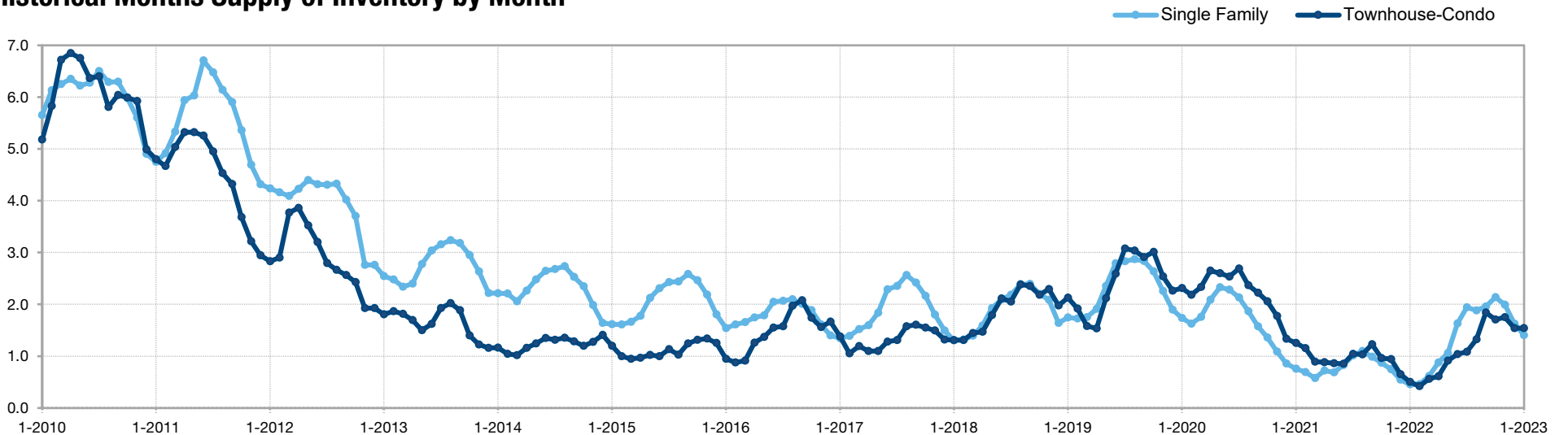
## January



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2022	0.5	-28.6%	0.4	-66.7%
Mar-2022	0.6	0.0%	0.6	-33.3%
Apr-2022	0.9	+28.6%	0.6	-33.3%
May-2022	1.1	+57.1%	0.9	0.0%
Jun-2022	1.6	+100.0%	1.0	+11.1%
Jul-2022	1.9	+90.0%	1.1	+10.0%
Aug-2022	1.9	+72.7%	1.3	+30.0%
Sep-2022	2.0	+100.0%	1.8	+50.0%
Oct-2022	2.1	+133.3%	1.7	+70.0%
Nov-2022	2.0	+185.7%	1.8	+100.0%
Dec-2022	1.6	+220.0%	1.5	+114.3%
<b>Jan-2023</b>	<b>1.4</b>	<b>+180.0%</b>	<b>1.5</b>	<b>+200.0%</b>
12-Month Avg*	1.5	+90.5%	1.2	+30.2%

\* Months Supply for all properties from February 2022 through January 2023. 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	1-2022	1-2023	Percent Change	YTD-2022	YTD-2023	Percent Change
<b>New Listings</b>		205	190	- 7.3%	205	190	- 7.3%
<b>Pending Sales</b>		223	188	- 15.7%	69	36	- 47.8%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		168	128	- 23.8%	168	128	- 23.8%
<b>Median Sales Price</b>		\$500,000	\$515,000	+ 3.0%	\$500,000	\$515,000	+ 3.0%
<b>Avg. Sales Price</b>		\$551,746	\$599,433	+ 8.6%	\$551,746	\$599,433	+ 8.6%
<b>Pct. of List Price Received</b>		102.3%	98.8%	- 3.4%	102.3%	98.8%	- 3.4%
<b>Days on Market</b>		65	85	+ 30.8%	65	85	+ 30.8%
<b>Affordability Index</b>		73	57	- 21.8%	73	57	- 21.8%
<b>Active Listings</b>		168	362	+ 115.5%	--	--	--
<b>Months Supply</b>		0.5	1.5	+ 196.4%	--	--	--

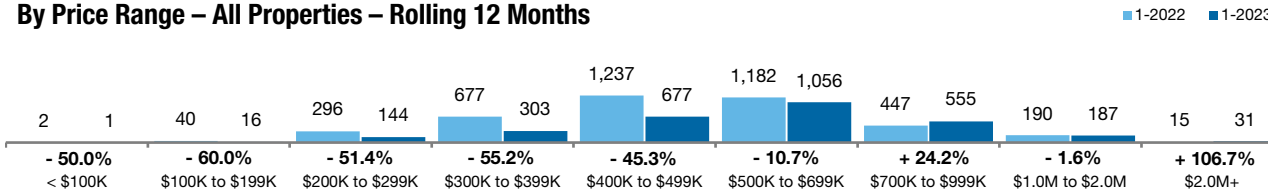


# Sold Listings

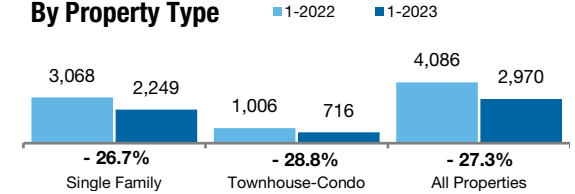
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	1-2022	1-2023	Change	1-2022	1-2023	Change
\$99,999 and Below	2	1	-50.0%	0	0	--
\$100,000 to \$199,999	23	12	-47.8%	16	4	-75.0%
\$200,000 to \$299,999	43	27	-37.2%	249	117	-53.0%
\$300,000 to \$399,999	272	88	-67.6%	404	215	-46.8%
\$400,000 to \$499,999	1,001	425	-57.5%	236	252	+6.8%
\$500,000 to \$699,999	1,118	972	-13.1%	62	84	+35.5%
\$700,000 to \$999,999	423	522	+23.4%	23	33	+43.5%
\$1,000,000 to \$1,999,999	173	174	+0.6%	14	10	-28.6%
\$2,000,000 and Above	13	28	+115.4%	2	1	-50.0%
<b>All Price Ranges</b>	<b>3,068</b>	<b>2,249</b>	<b>-26.7%</b>	<b>1,006</b>	<b>716</b>	<b>-28.8%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2022	1-2023	Change	12-2022	1-2023	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	0	-100.0%	1	0	-100.0%
\$200,000 to \$299,999	1	4	+300.0%	5	5	0.0%
\$300,000 to \$399,999	5	4	-20.0%	11	7	-36.4%
\$400,000 to \$499,999	25	28	+12.0%	20	11	-45.0%
\$500,000 to \$699,999	47	39	-17.0%	4	2	-50.0%
\$700,000 to \$999,999	23	20	-13.0%	0	0	--
\$1,000,000 to \$1,999,999	8	6	-25.0%	3	0	-100.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>111</b>	<b>102</b>	<b>-8.1%</b>	<b>44</b>	<b>25</b>	<b>-43.2%</b>

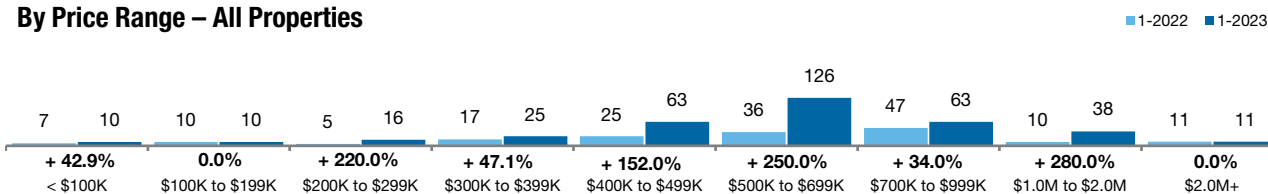
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2022	1-2023	Change	1-2022	1-2023	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	4	+100.0%	9	5	-44.4%
\$300,000 to \$399,999	8	4	-50.0%	16	7	-56.3%
\$400,000 to \$499,999	35	28	-20.0%	12	11	-8.3%
\$500,000 to \$699,999	51	39	-23.5%	2	2	0.0%
\$700,000 to \$999,999	20	20	0.0%	3	0	-100.0%
\$1,000,000 to \$1,999,999	9	6	-33.3%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>126</b>	<b>102</b>	<b>-19.0%</b>	<b>42</b>	<b>25</b>	<b>-40.5%</b>

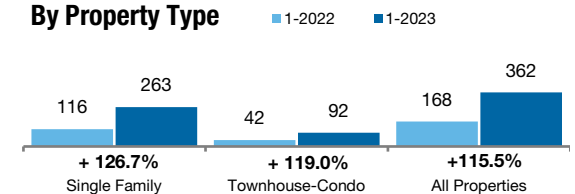
# Inventory of Active Listings

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		
	1-2022	1-2023	Change	1-2022	1-2023	Change
\$99,999 and Below	7	10	+42.9%	0	0	--
\$100,000 to \$199,999	10	10	0.0%	0	0	--
\$200,000 to \$299,999	4	9	+125.0%	1	7	+600.0%
\$300,000 to \$399,999	5	8	+60.0%	12	17	+41.7%
\$400,000 to \$499,999	12	29	+141.7%	13	34	+161.5%
\$500,000 to \$699,999	33	106	+221.2%	2	20	+900.0%
\$700,000 to \$999,999	35	56	+60.0%	12	7	-41.7%
\$1,000,000 to \$1,999,999	7	30	+328.6%	1	7	+600.0%
\$2,000,000 and Above	3	5	+66.7%	1	0	-100.0%
<b>All Price Ranges</b>	<b>116</b>	<b>263</b>	<b>+126.7%</b>	<b>42</b>	<b>92</b>	<b>+119.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2022	1-2023	Change	12-2022	1-2023	Change
\$99,999 and Below	10	10	0.0%	0	0	--
\$100,000 to \$199,999	10	10	0.0%	0	0	--
\$200,000 to \$299,999	10	9	-10.0%	7	7	0.0%
\$300,000 to \$399,999	10	8	-20.0%	22	17	-22.7%
\$400,000 to \$499,999	42	29	-31.0%	36	34	-5.6%
\$500,000 to \$699,999	124	106	-14.5%	17	20	+17.6%
\$700,000 to \$999,999	56	56	0.0%	8	7	-12.5%
\$1,000,000 to \$1,999,999	39	30	-23.1%	4	7	+75.0%
\$2,000,000 and Above	7	5	-28.6%	0	0	--
<b>All Price Ranges</b>	<b>308</b>	<b>263</b>	<b>-14.6%</b>	<b>94</b>	<b>92</b>	<b>-2.1%</b>

### Year to Date

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 2023

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## Johnstown

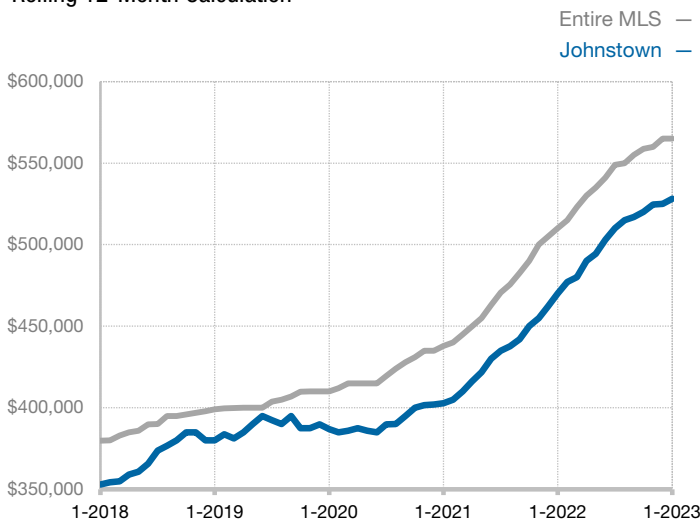
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	47	49	+ 4.3%	47	49	+ 4.3%
Closed Sales	39	27	- 30.8%	39	27	- 30.8%
Median Sales Price*	\$485,000	\$550,000	+ 13.4%	\$485,000	\$550,000	+ 13.4%
Average Sales Price*	\$528,193	\$605,759	+ 14.7%	\$528,193	\$605,759	+ 14.7%
Percent of List Price Received*	100.8%	99.0%	- 1.8%	100.8%	99.0%	- 1.8%
Days on Market Until Sale	48	76	+ 58.3%	48	76	+ 58.3%
Inventory of Homes for Sale	41	86	+ 109.8%	--	--	--
Months Supply of Inventory	0.9	1.7	+ 88.9%	--	--	--

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

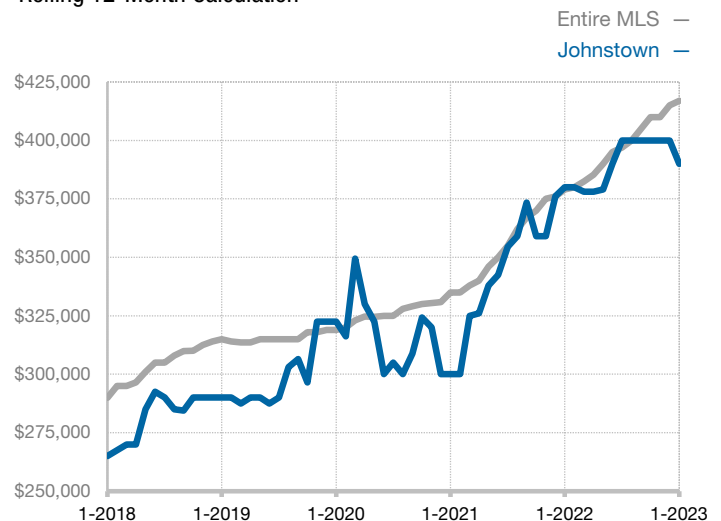
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	1	5	+ 400.0%	1	5	+ 400.0%
Closed Sales	1	3	+ 200.0%	1	3	+ 200.0%
Median Sales Price*	\$439,900	\$380,000	- 13.6%	\$439,900	\$380,000	- 13.6%
Average Sales Price*	\$439,900	\$406,167	- 7.7%	\$439,900	\$406,167	- 7.7%
Percent of List Price Received*	100.0%	99.8%	- 0.2%	100.0%	99.8%	- 0.2%
Days on Market Until Sale	63	99	+ 57.1%	63	99	+ 57.1%
Inventory of Homes for Sale	0	4	--	--	--	--
Months Supply of Inventory	0.0	1.7	--	--	--	--

\* 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 January 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

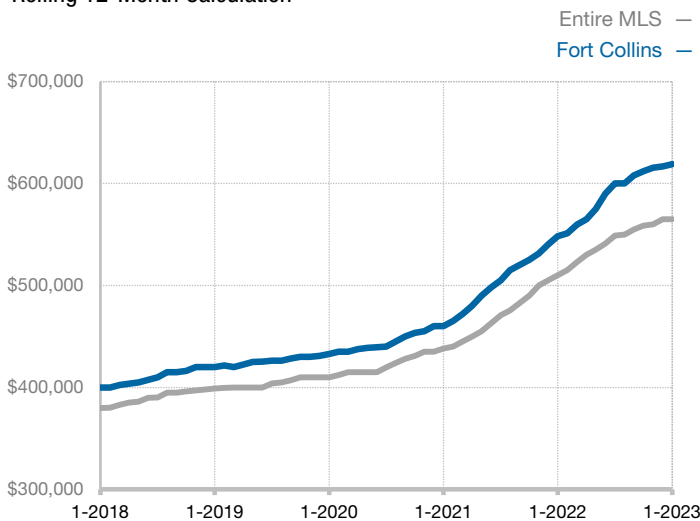
Single Family	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	148	125	- 15.5%	148	125	- 15.5%
Closed Sales	123	93	- 24.4%	123	93	- 24.4%
Median Sales Price*	\$575,000	<b>\$570,000</b>	- 0.9%	\$575,000	<b>\$570,000</b>	- 0.9%
Average Sales Price*	\$618,475	<b>\$642,827</b>	+ 3.9%	\$618,475	<b>\$642,827</b>	+ 3.9%
Percent of List Price Received*	102.2%	<b>98.9%</b>	- 3.2%	102.2%	<b>98.9%</b>	- 3.2%
Days on Market Until Sale	38	<b>65</b>	+ 71.1%	38	<b>65</b>	+ 71.1%
Inventory of Homes for Sale	106	<b>184</b>	+ 73.6%	--	--	--
Months Supply of Inventory	0.4	<b>0.9</b>	+ 125.0%	--	--	--

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

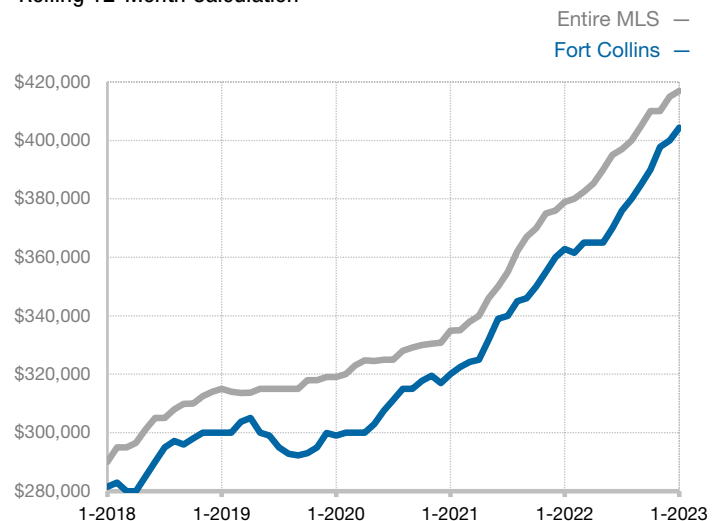
Townhouse/Condo	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	82	44	- 46.3%	82	44	- 46.3%
Closed Sales	54	34	- 37.0%	54	34	- 37.0%
Median Sales Price*	\$366,000	<b>\$405,000</b>	+ 10.7%	\$366,000	<b>\$405,000</b>	+ 10.7%
Average Sales Price*	\$384,628	<b>\$378,534</b>	- 1.6%	\$384,628	<b>\$378,534</b>	- 1.6%
Percent of List Price Received*	102.3%	<b>97.8%</b>	- 4.4%	102.3%	<b>97.8%</b>	- 4.4%
Days on Market Until Sale	33	<b>75</b>	+ 127.3%	33	<b>75</b>	+ 127.3%
Inventory of Homes for Sale	44	<b>81</b>	+ 84.1%	--	--	--
Months Supply of Inventory	0.4	<b>1.2</b>	+ 200.0%	--	--	--

\* 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 2023

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## Loveland

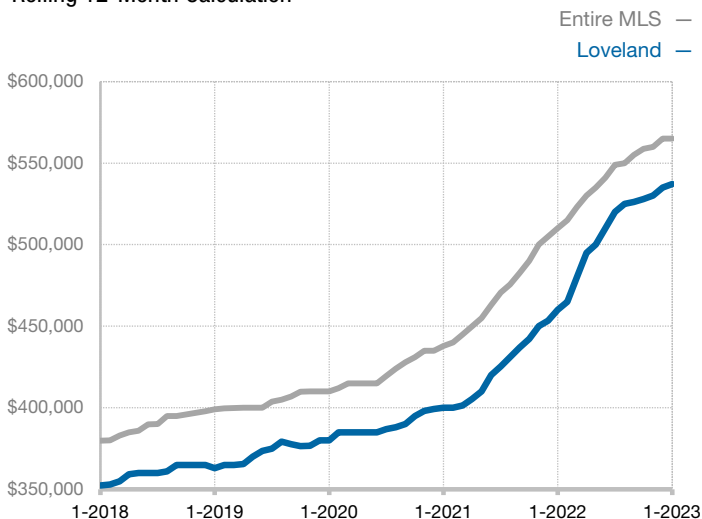
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	111	80	- 27.9%	111	80	- 27.9%
Closed Sales	82	74	- 9.8%	82	74	- 9.8%
Median Sales Price*	\$520,000	<b>\$510,000</b>	- 1.9%	\$520,000	<b>\$510,000</b>	- 1.9%
Average Sales Price*	\$536,268	<b>\$786,841</b>	+ 46.7%	\$536,268	<b>\$786,841</b>	+ 46.7%
Percent of List Price Received*	101.2%	<b>97.7%</b>	- 3.5%	101.2%	<b>97.7%</b>	- 3.5%
Days on Market Until Sale	38	<b>68</b>	+ 78.9%	38	<b>68</b>	+ 78.9%
Inventory of Homes for Sale	82	<b>146</b>	+ 78.0%	--	--	--
Months Supply of Inventory	0.5	<b>1.0</b>	+ 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.

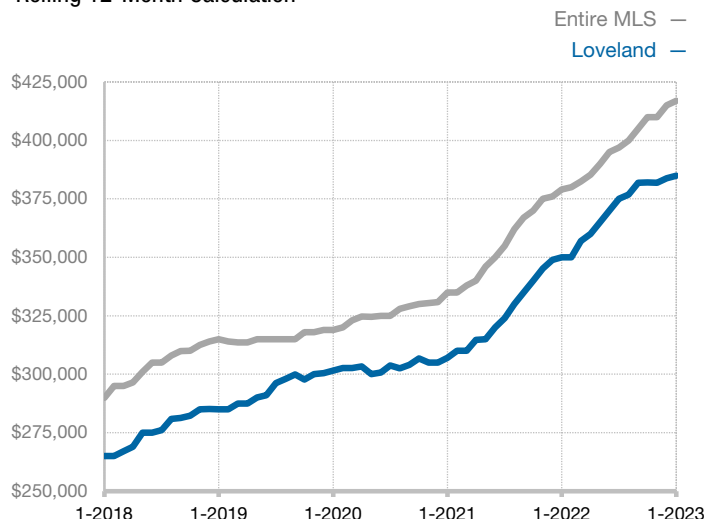
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	18	23	+ 27.8%	18	23	+ 27.8%
Closed Sales	32	20	- 37.5%	32	20	- 37.5%
Median Sales Price*	\$376,193	<b>\$390,266</b>	+ 3.7%	\$376,193	<b>\$390,266</b>	+ 3.7%
Average Sales Price*	\$381,588	<b>\$408,320</b>	+ 7.0%	\$381,588	<b>\$408,320</b>	+ 7.0%
Percent of List Price Received*	103.0%	<b>102.6%</b>	- 0.4%	103.0%	<b>102.6%</b>	- 0.4%
Days on Market Until Sale	80	<b>216</b>	+ 170.0%	80	<b>216</b>	+ 170.0%
Inventory of Homes for Sale	14	<b>59</b>	+ 321.4%	--	--	--
Months Supply of Inventory	0.3	<b>1.9</b>	+ 533.3%	--	--	--

\* 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 January 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

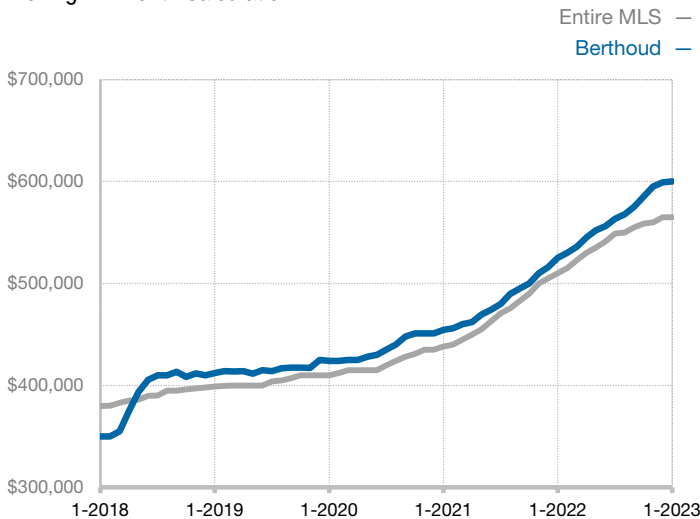
Single Family	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	29	36	+ 24.1%	29	36	+ 24.1%
Closed Sales	41	36	- 12.2%	41	36	- 12.2%
Median Sales Price*	\$534,000	<b>\$605,000</b>	+ 13.3%	\$534,000	<b>\$605,000</b>	+ 13.3%
Average Sales Price*	\$535,469	<b>\$809,549</b>	+ 51.2%	\$535,469	<b>\$809,549</b>	+ 51.2%
Percent of List Price Received*	101.1%	<b>98.3%</b>	- 2.8%	101.1%	<b>98.3%</b>	- 2.8%
Days on Market Until Sale	133	<b>93</b>	- 30.1%	133	<b>93</b>	- 30.1%
Inventory of Homes for Sale	33	<b>74</b>	+ 124.2%	--	--	--
Months Supply of Inventory	0.6	<b>1.8</b>	+ 200.0%	--	--	--

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

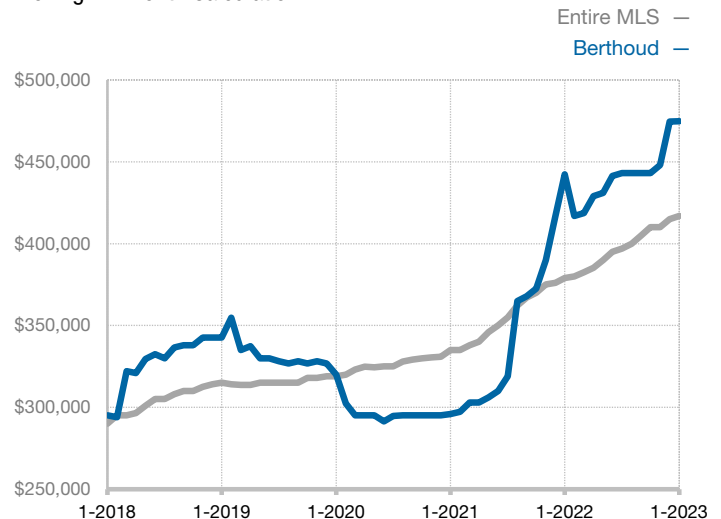
Townhouse/Condo	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	2	- 71.4%	7	2	- 71.4%
Closed Sales	10	3	- 70.0%	10	3	- 70.0%
Median Sales Price*	\$481,910	<b>\$509,000</b>	+ 5.6%	\$481,910	<b>\$509,000</b>	+ 5.6%
Average Sales Price*	\$498,286	<b>\$478,000</b>	- 4.1%	\$498,286	<b>\$478,000</b>	- 4.1%
Percent of List Price Received*	105.4%	<b>100.0%</b>	- 5.1%	105.4%	<b>100.0%</b>	- 5.1%
Days on Market Until Sale	259	<b>170</b>	- 34.4%	259	<b>170</b>	- 34.4%
Inventory of Homes for Sale	3	<b>10</b>	+ 233.3%	--	--	--
Months Supply of Inventory	0.5	<b>2.0</b>	+ 300.0%	--	--	--

\* 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 2023

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## Greeley

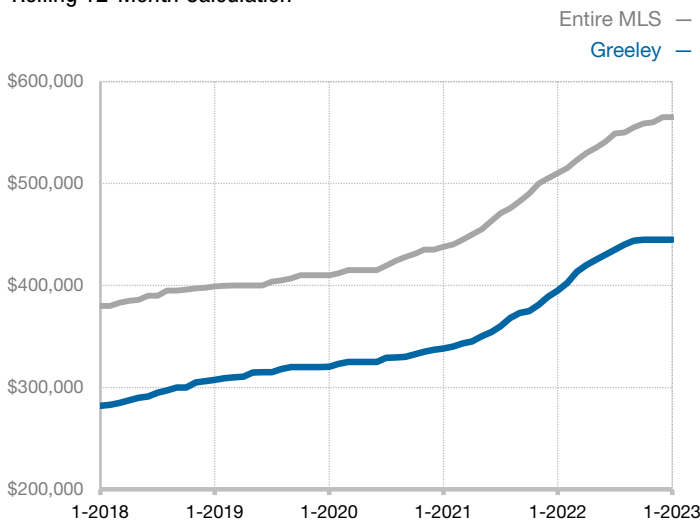
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	156	99	- 36.5%	156	99	- 36.5%
Closed Sales	98	62	- 36.7%	98	62	- 36.7%
Median Sales Price*	\$436,000	<b>\$419,220</b>	- 3.8%	\$436,000	<b>\$419,220</b>	- 3.8%
Average Sales Price*	\$451,771	<b>\$412,373</b>	- 8.7%	\$451,771	<b>\$412,373</b>	- 8.7%
Percent of List Price Received*	101.5%	<b>99.8%</b>	- 1.7%	101.5%	<b>99.8%</b>	- 1.7%
Days on Market Until Sale	50	<b>78</b>	+ 56.0%	50	<b>78</b>	+ 56.0%
Inventory of Homes for Sale	127	<b>176</b>	+ 38.6%	--	--	--
Months Supply of Inventory	0.9	<b>1.3</b>	+ 44.4%	--	--	--

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

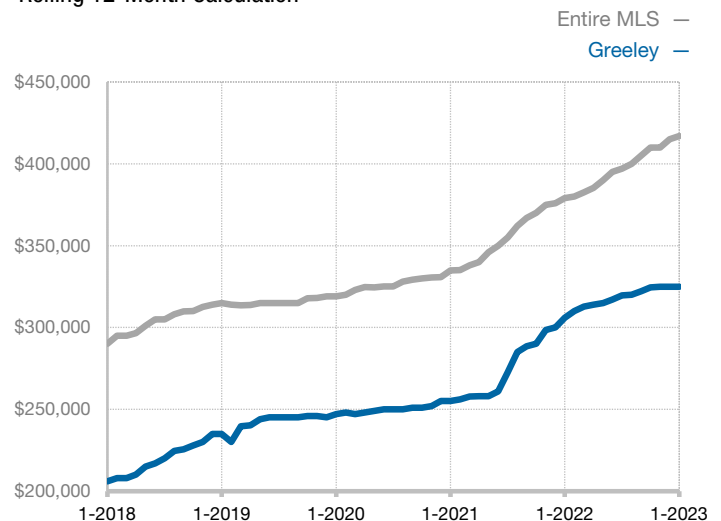
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	19	27	+ 42.1%	19	27	+ 42.1%
Closed Sales	34	16	- 52.9%	34	16	- 52.9%
Median Sales Price*	\$328,000	<b>\$314,150</b>	- 4.2%	\$328,000	<b>\$314,150</b>	- 4.2%
Average Sales Price*	\$318,847	<b>\$323,097</b>	+ 1.3%	\$318,847	<b>\$323,097</b>	+ 1.3%
Percent of List Price Received*	101.3%	<b>99.4%</b>	- 1.9%	101.3%	<b>99.4%</b>	- 1.9%
Days on Market Until Sale	90	<b>89</b>	- 1.1%	90	<b>89</b>	- 1.1%
Inventory of Homes for Sale	25	<b>42</b>	+ 68.0%	--	--	--
Months Supply of Inventory	0.8	<b>1.7</b>	+ 112.5%	--	--	--

\* 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 January 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

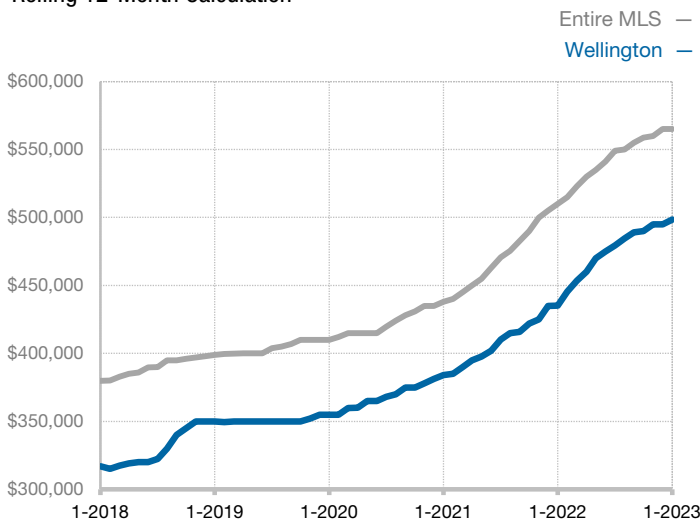
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	26	40	+ 53.8%	26	40	+ 53.8%
Closed Sales	29	21	- 27.6%	29	21	- 27.6%
Median Sales Price*	\$435,000	\$471,000	+ 8.3%	\$435,000	\$471,000	+ 8.3%
Average Sales Price*	\$468,916	\$508,971	+ 8.5%	\$468,916	\$508,971	+ 8.5%
Percent of List Price Received*	102.5%	98.8%	- 3.6%	102.5%	98.8%	- 3.6%
Days on Market Until Sale	62	68	+ 9.7%	62	68	+ 9.7%
Inventory of Homes for Sale	18	56	+ 211.1%	--	--	--
Months Supply of Inventory	0.4	2.1	+ 425.0%	--	--	--

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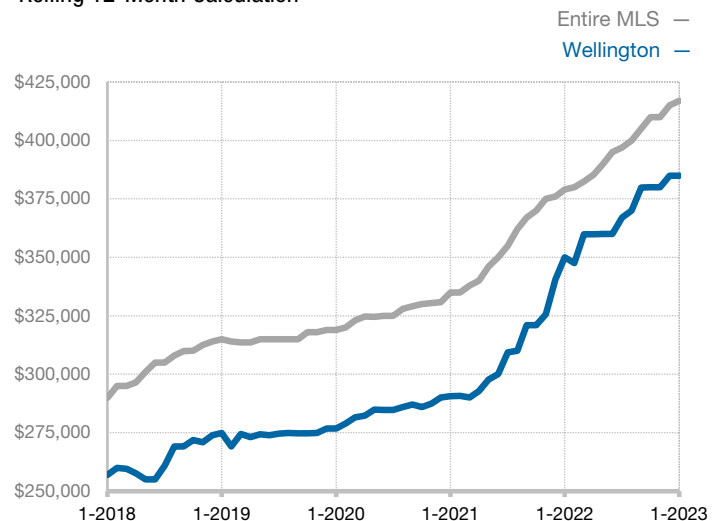
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	2	0	- 100.0%	2	0	- 100.0%
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	0.5	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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

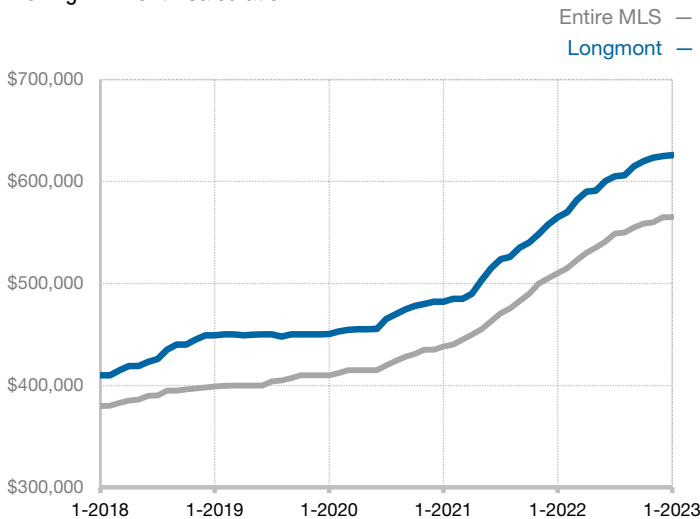
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	77	69	- 10.4%	77	69	- 10.4%
Closed Sales	84	58	- 31.0%	84	58	- 31.0%
Median Sales Price*	\$578,000	<b>\$657,500</b>	+ 13.8%	\$578,000	<b>\$657,500</b>	+ 13.8%
Average Sales Price*	\$662,192	<b>\$779,233</b>	+ 17.7%	\$662,192	<b>\$779,233</b>	+ 17.7%
Percent of List Price Received*	102.4%	<b>97.8%</b>	- 4.5%	102.4%	<b>97.8%</b>	- 4.5%
Days on Market Until Sale	36	<b>78</b>	+ 116.7%	36	<b>78</b>	+ 116.7%
Inventory of Homes for Sale	86	<b>173</b>	+ 101.2%	--	--	--
Months Supply of Inventory	0.6	<b>1.6</b>	+ 166.7%	--	--	--

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

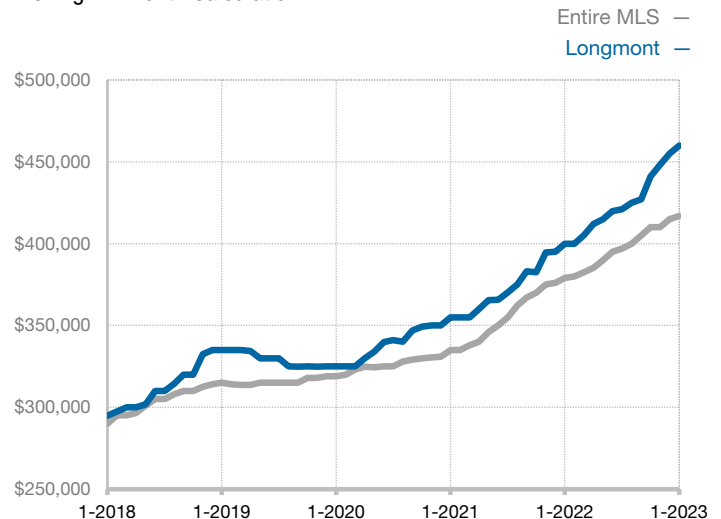
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	18	22	+ 22.2%	18	22	+ 22.2%
Closed Sales	14	18	+ 28.6%	14	18	+ 28.6%
Median Sales Price*	\$412,500	<b>\$477,710</b>	+ 15.8%	\$412,500	<b>\$477,710</b>	+ 15.8%
Average Sales Price*	\$421,410	<b>\$506,147</b>	+ 20.1%	\$421,410	<b>\$506,147</b>	+ 20.1%
Percent of List Price Received*	101.1%	<b>98.8%</b>	- 2.3%	101.1%	<b>98.8%</b>	- 2.3%
Days on Market Until Sale	20	62	+ 210.0%	20	62	+ 210.0%
Inventory of Homes for Sale	3	90	+ 2900.0%	--	--	--
Months Supply of Inventory	0.1	3.3	+ 3200.0%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

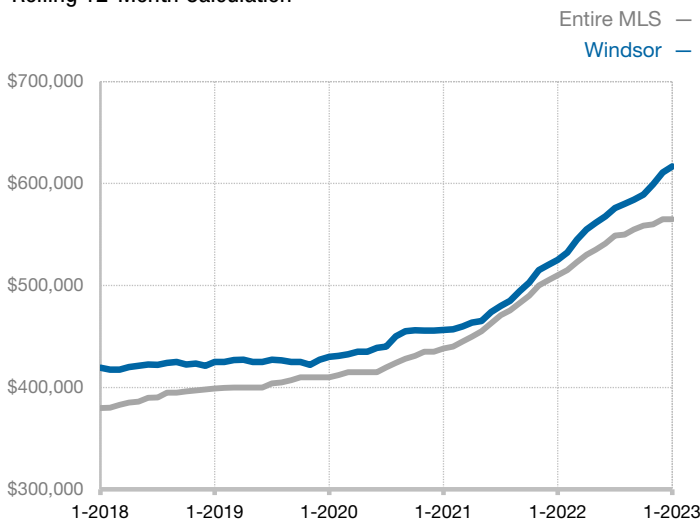
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	87	63	- 27.6%	87	63	- 27.6%
Closed Sales	72	27	- 62.5%	72	27	- 62.5%
Median Sales Price*	\$567,846	<b>\$682,900</b>	+ 20.3%	\$567,846	<b>\$682,900</b>	+ 20.3%
Average Sales Price*	\$592,328	<b>\$678,453</b>	+ 14.5%	\$592,328	<b>\$678,453</b>	+ 14.5%
Percent of List Price Received*	100.2%	<b>99.1%</b>	- 1.1%	100.2%	<b>99.1%</b>	- 1.1%
Days on Market Until Sale	53	<b>79</b>	+ 49.1%	53	<b>79</b>	+ 49.1%
Inventory of Homes for Sale	82	<b>146</b>	+ 78.0%	--	--	--
Months Supply of Inventory	0.6	<b>1.9</b>	+ 216.7%	--	--	--

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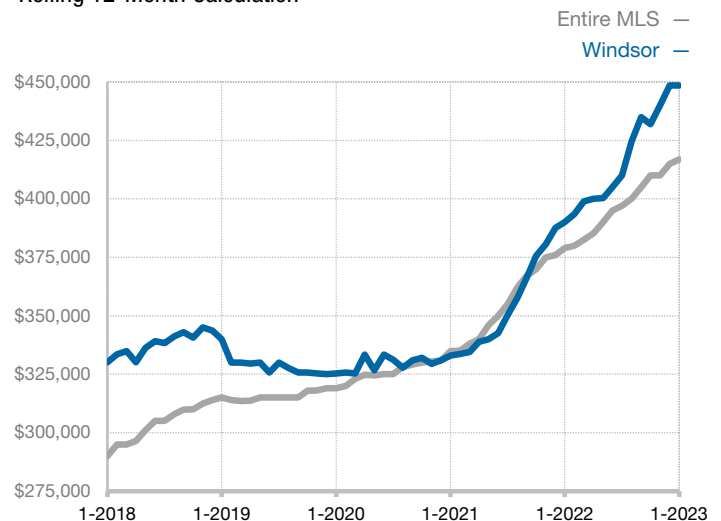
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	7	8	+ 14.3%	7	8	+ 14.3%
Closed Sales	8	2	- 75.0%	8	2	- 75.0%
Median Sales Price*	\$410,280	<b>\$393,683</b>	- 4.0%	\$410,280	<b>\$393,683</b>	- 4.0%
Average Sales Price*	\$464,251	<b>\$393,683</b>	- 15.2%	\$464,251	<b>\$393,683</b>	- 15.2%
Percent of List Price Received*	100.5%	<b>95.2%</b>	- 5.3%	100.5%	<b>95.2%</b>	- 5.3%
Days on Market Until Sale	123	<b>106</b>	- 13.8%	123	<b>106</b>	- 13.8%
Inventory of Homes for Sale	8	<b>23</b>	+ 187.5%	--	--	--
Months Supply of Inventory	0.5	<b>2.0</b>	+ 300.0%	--	--	--

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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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

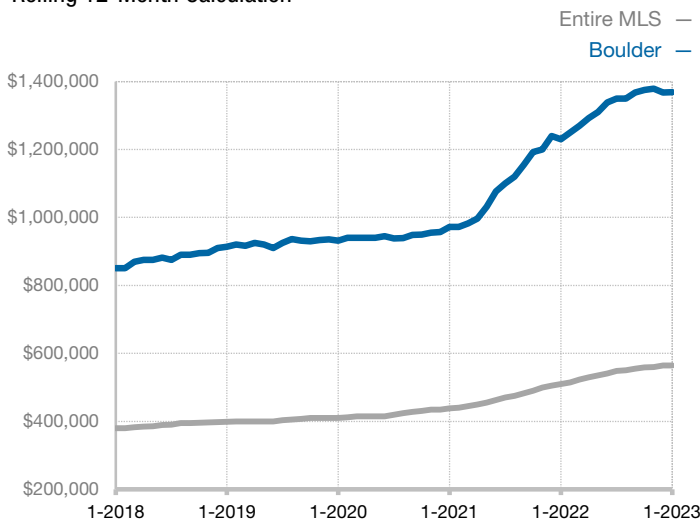
Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	84	77	- 8.3%	84	77	- 8.3%
Closed Sales	48	30	- 37.5%	48	30	- 37.5%
Median Sales Price*	\$1,046,956	<b>\$1,117,500</b>	+ 6.7%	\$1,046,956	<b>\$1,117,500</b>	+ 6.7%
Average Sales Price*	\$1,532,340	<b>\$1,876,867</b>	+ 22.5%	\$1,532,340	<b>\$1,876,867</b>	+ 22.5%
Percent of List Price Received*	99.6%	<b>96.8%</b>	- 2.8%	99.6%	<b>96.8%</b>	- 2.8%
Days on Market Until Sale	59	<b>82</b>	+ 39.0%	59	<b>82</b>	+ 39.0%
Inventory of Homes for Sale	76	<b>142</b>	+ 86.8%	--	--	--
Months Supply of Inventory	0.6	<b>1.8</b>	+ 200.0%	--	--	--

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Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	58	43	- 25.9%	58	43	- 25.9%
Closed Sales	59	31	- 47.5%	59	31	- 47.5%
Median Sales Price*	\$435,000	<b>\$391,000</b>	- 10.1%	\$435,000	<b>\$391,000</b>	- 10.1%
Average Sales Price*	\$577,229	<b>\$500,424</b>	- 13.3%	\$577,229	<b>\$500,424</b>	- 13.3%
Percent of List Price Received*	101.3%	<b>97.7%</b>	- 3.6%	101.3%	<b>97.7%</b>	- 3.6%
Days on Market Until Sale	47	<b>53</b>	+ 12.8%	47	<b>53</b>	+ 12.8%
Inventory of Homes for Sale	39	<b>47</b>	+ 20.5%	--	--	--
Months Supply of Inventory	0.4	<b>0.8</b>	+ 100.0%	--	--	--

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



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

