



# FCBR 2021

FORT COLLINS BOARD OF REALTORS®

**Jennifer Harms**  
970-204-1100  
jenniferharms@allstate.com  
allstate.com/jenniferharms

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# Monthly Indicators



## July 2021

New Listings were down 13.7 percent for single family homes and 14.4 percent for townhouse-condo properties. Pending Sales landed at 295 for single family homes and 80 for townhouse-condo properties.

The Median Sales Price was up 24.1 percent to \$540,000 for single family homes and 8.0 percent to \$348,500 for townhouse-condo properties. Days on Market decreased 34.3 percent for single family homes and 29.4 percent for townhouse-condo properties.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

## Activity Snapshot

<b>- 9.1%</b>	<b>- 34.3%</b>	<b>+ 24.1%</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	7-2020	7-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		417	360	- 13.7%	2,321	2,138	- 7.9%
<b>Pending Sales</b>		368	295	- 19.8%	1,895	1,930	+ 1.8%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		351	319	- 9.1%	1,603	1,820	+ 13.5%
<b>Median Sales Price</b>		\$435,000	\$540,000	+ 24.1%	\$435,183	\$507,850	+ 16.7%
<b>Avg. Sales Price</b>		\$486,800	\$593,578	+ 21.9%	\$488,037	\$572,408	+ 17.3%
<b>Pct. of List Price Received</b>		100.1%	103.8%	+ 3.7%	99.5%	102.9%	+ 3.4%
<b>Days on Market</b>		67	44	- 34.3%	76	55	- 27.6%
<b>Affordability Index</b>		91	72	- 20.9%	91	77	- 15.4%
<b>Active Listings</b>		504	244	- 51.6%	--	--	--
<b>Months Supply</b>		2.1	0.9	- 57.1%	--	--	--

# 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.



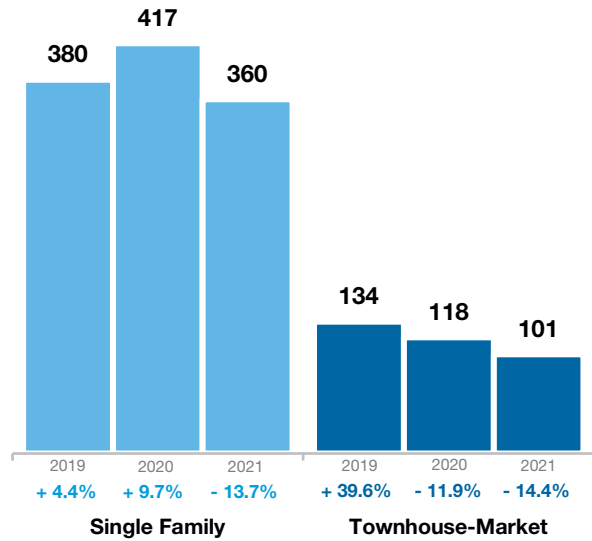
Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		118	<b>101</b>	- 14.4%	696	<b>673</b>	- 3.3%
<b>Pending Sales</b>		84	<b>80</b>	- 4.8%	569	<b>632</b>	+ 11.1%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		119	<b>88</b>	- 26.1%	545	<b>626</b>	+ 14.9%
<b>Median Sales Price</b>		\$322,750	<b>\$348,500</b>	+ 8.0%	\$312,105	<b>\$353,500</b>	+ 13.3%
<b>Avg. Sales Price</b>		\$326,866	<b>\$365,895</b>	+ 11.9%	\$331,257	<b>\$379,939</b>	+ 14.7%
<b>Pct. of List Price Received</b>		99.2%	<b>102.9%</b>	+ 3.7%	99.1%	<b>101.7%</b>	+ 2.6%
<b>Days on Market</b>		68	<b>48</b>	- 29.4%	98	<b>65</b>	- 33.7%
<b>Affordability Index</b>		122	<b>112</b>	- 8.2%	126	<b>110</b>	- 12.7%
<b>Active Listings</b>		193	<b>78</b>	- 59.6%	--	--	--
<b>Months Supply</b>		2.6	<b>0.9</b>	- 65.4%	--	--	--

# New Listings

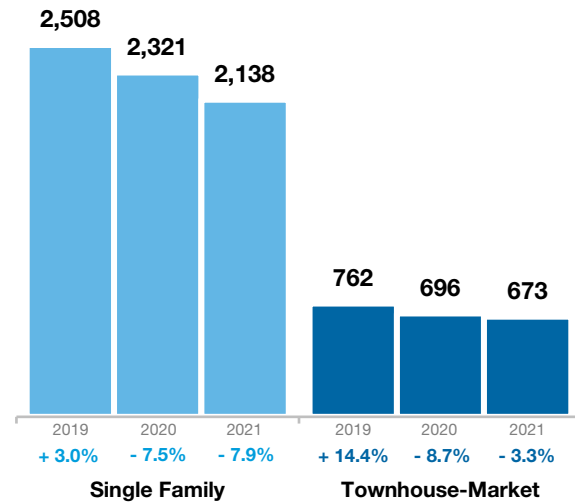
A count of the properties that have been newly listed on the market in a given month.



## July

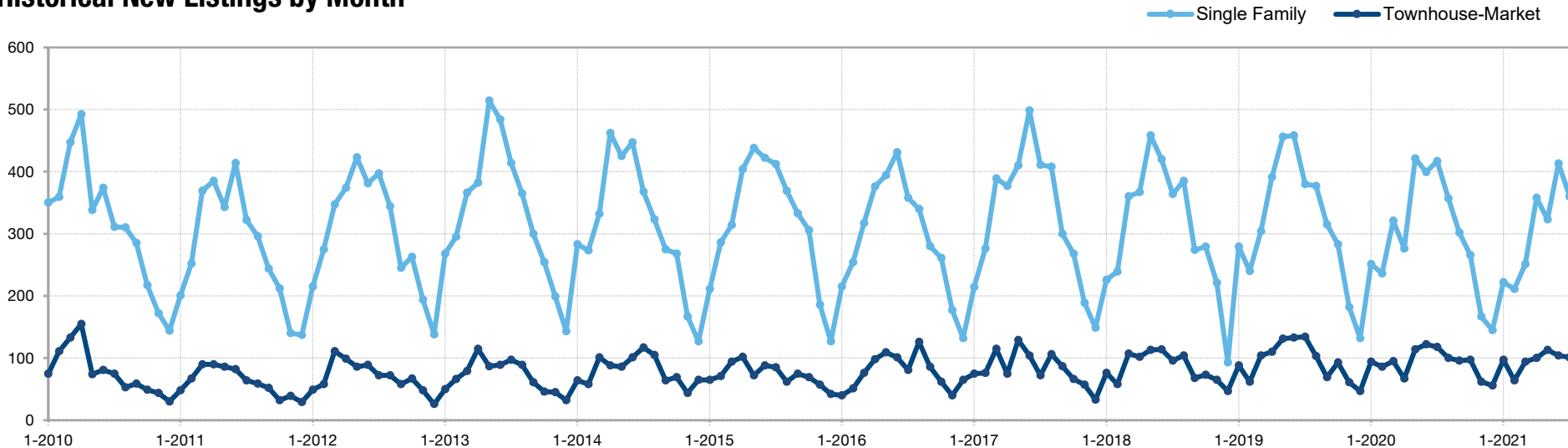


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2020	357	-5.3%	100	-2.9%
Sep-2020	302	-4.1%	96	+39.1%
Oct-2020	266	-6.0%	97	+4.3%
Nov-2020	167	-8.2%	62	+1.6%
Dec-2020	145	+9.8%	56	+19.1%
Jan-2021	222	-11.6%	97	+3.2%
Feb-2021	211	-10.6%	64	-25.6%
Mar-2021	251	-21.8%	94	-1.1%
Apr-2021	358	+29.7%	100	+49.3%
May-2021	323	-23.3%	113	-0.9%
Jun-2021	413	+3.5%	104	-14.8%
<b>Jul-2021</b>	<b>360</b>	<b>-13.7%</b>	<b>101</b>	<b>-14.4%</b>
12-Month Avg	281	-6.5%	90	+1.4%

## Historical New Listings by Month

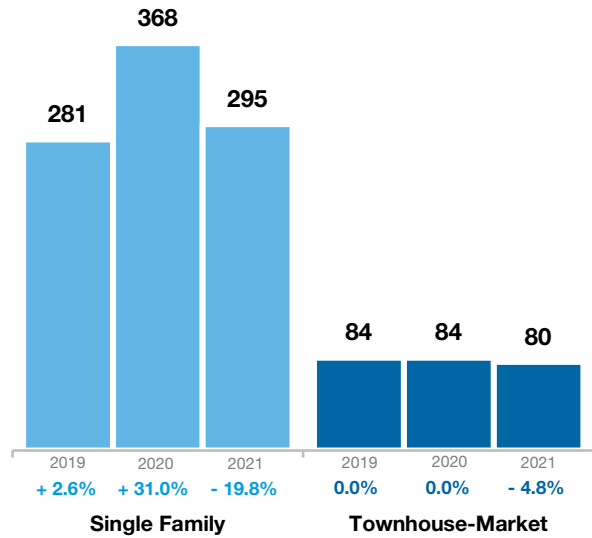


# Pending Sales

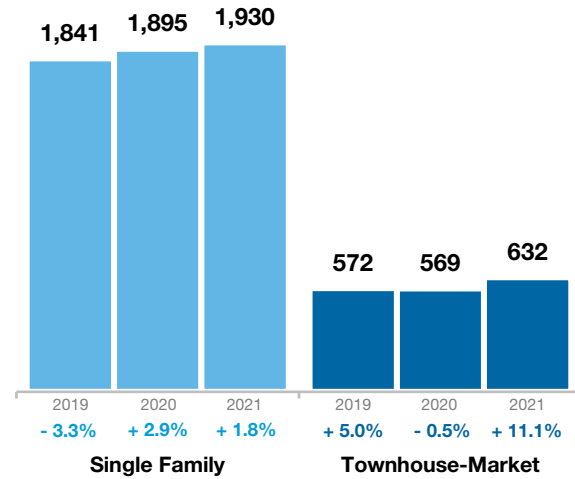
A count of the properties on which offers have been accepted in a given month.



## July

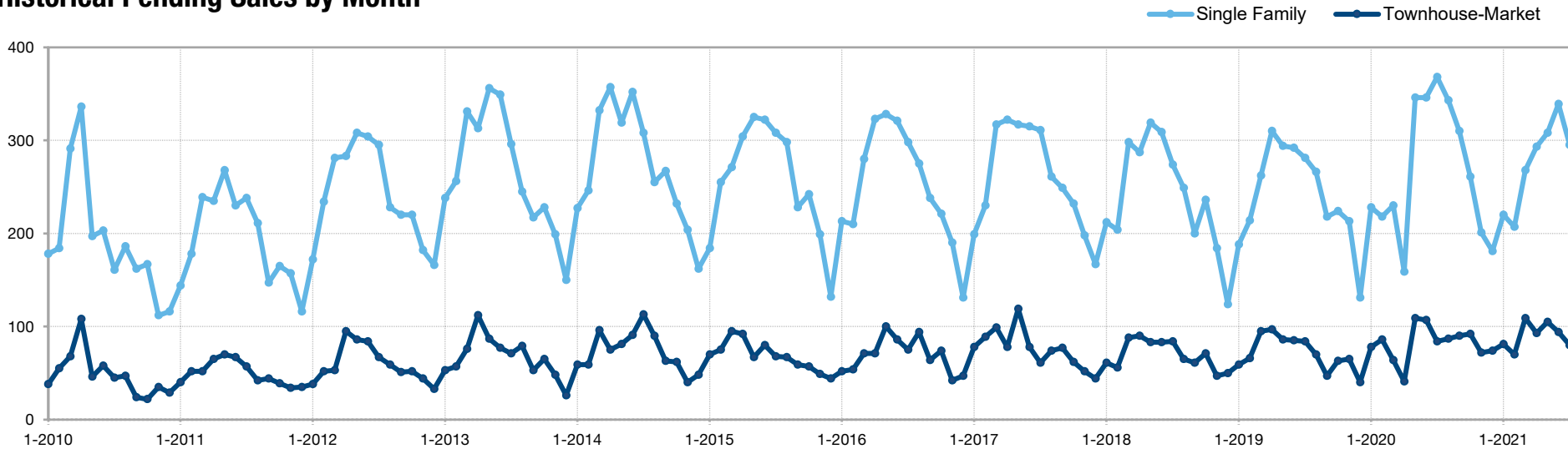


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2020	343	+28.9%	87	+24.3%
Sep-2020	310	+42.2%	90	+91.5%
Oct-2020	261	+16.5%	92	+46.0%
Nov-2020	201	-5.6%	72	+10.8%
Dec-2020	181	+38.2%	74	+85.0%
Jan-2021	220	-3.5%	81	+3.8%
Feb-2021	207	-5.0%	70	-18.6%
Mar-2021	268	+16.5%	109	+70.3%
Apr-2021	293	+84.3%	93	+126.8%
May-2021	308	-11.0%	105	-3.7%
Jun-2021	339	-2.0%	94	-12.1%
<b>Jul-2021</b>	<b>295</b>	<b>-19.8%</b>	<b>80</b>	<b>-4.8%</b>
12-Month Avg	269	+9.5%	87	+22.6%

## Historical Pending Sales by Month

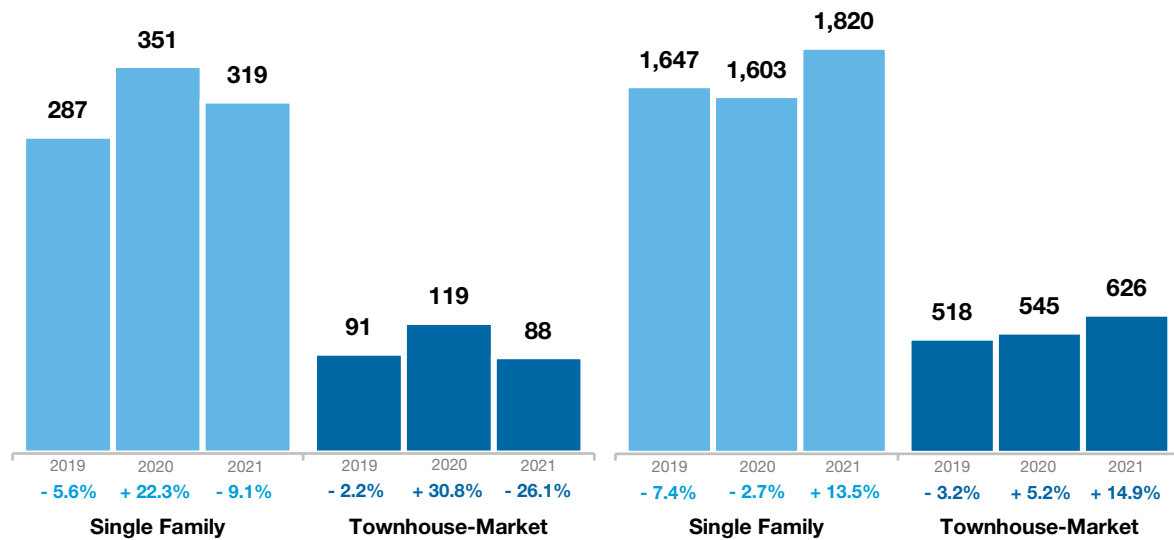


# Sold Listings

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

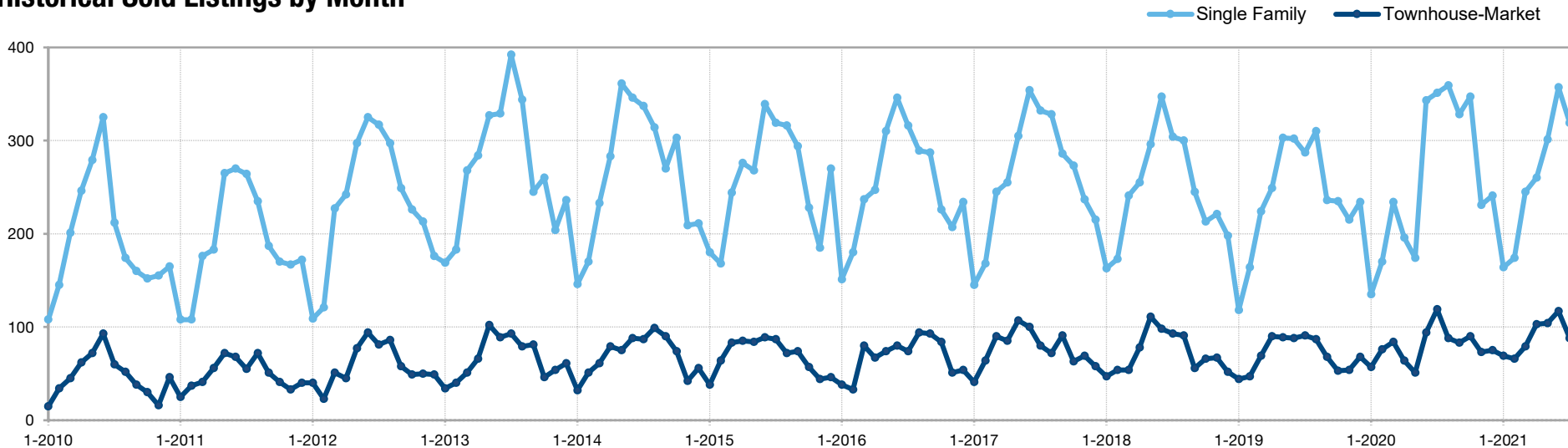


## July



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2020	359	+15.8%	88	+1.1%
Sep-2020	328	+39.0%	83	+22.1%
Oct-2020	347	+47.7%	90	+69.8%
Nov-2020	231	+7.4%	73	+35.2%
Dec-2020	241	+3.0%	75	+10.3%
Jan-2021	164	+21.5%	69	+21.1%
Feb-2021	174	+2.4%	66	-13.2%
Mar-2021	245	+4.7%	79	-6.0%
Apr-2021	260	+32.7%	103	+60.9%
May-2021	301	+73.0%	104	+103.9%
Jun-2021	357	+4.1%	117	+24.5%
<b>Jul-2021</b>	<b>319</b>	<b>-9.1%</b>	<b>88</b>	<b>-26.1%</b>
12-Month Avg	277	+17.4%	86	+18.3%

## Historical Sold Listings by Month

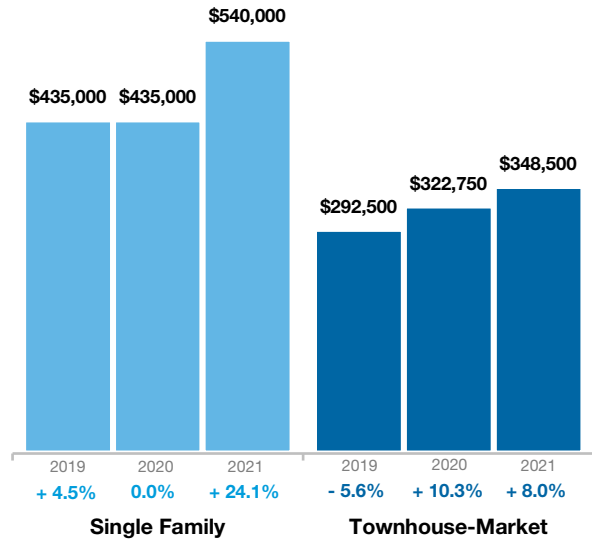


# Median Sales Price

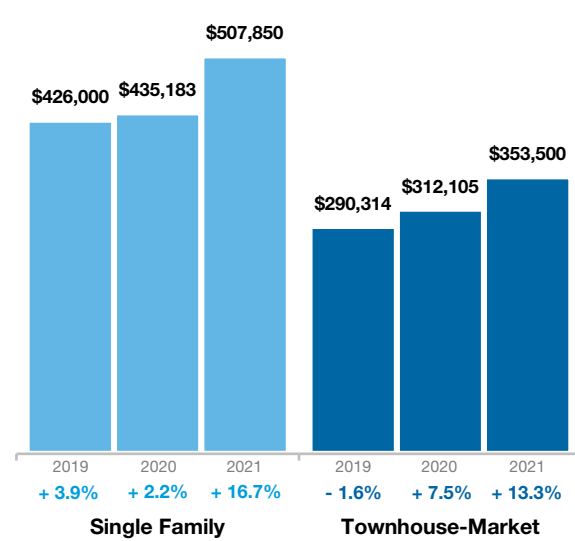
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



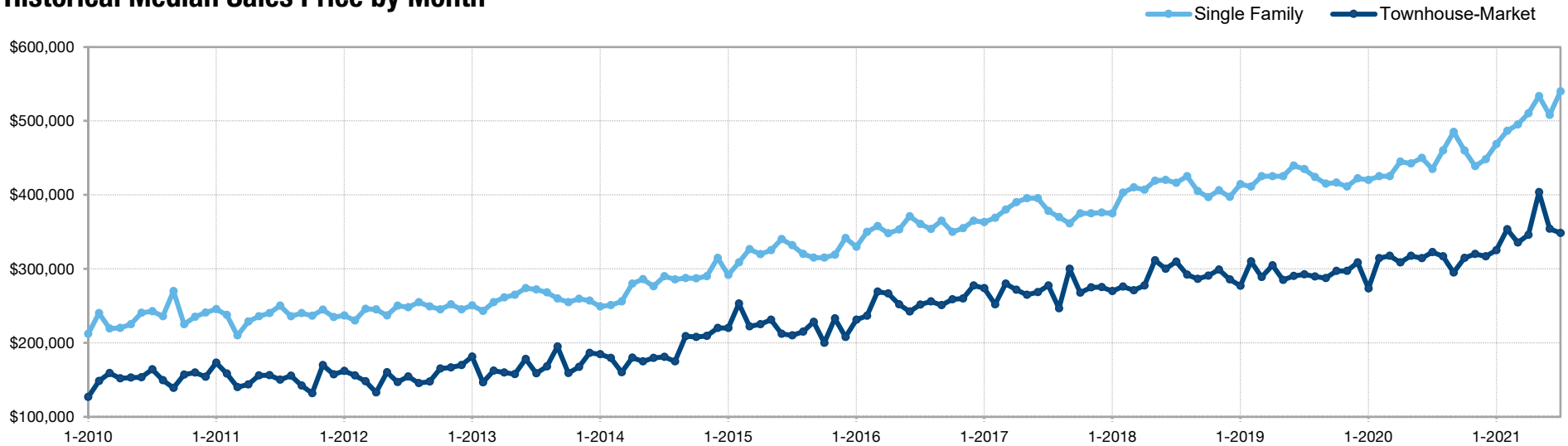
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2020	\$460,000	+8.5%	\$316,713	+9.4%
Sep-2020	\$485,000	+16.9%	\$295,000	+2.6%
Oct-2020	\$460,000	+10.4%	\$314,700	+6.0%
Nov-2020	\$438,700	+6.7%	\$320,000	+7.7%
Dec-2020	\$448,000	+6.1%	\$316,885	+2.6%
Jan-2021	\$468,702	+11.6%	\$325,000	+18.8%
Feb-2021	\$486,500	+14.5%	\$353,466	+12.4%
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	\$508,000	+12.9%	\$354,000	+12.6%
<b>Jul-2021</b>	<b>\$540,000</b>	<b>+24.1%</b>	<b>\$348,500</b>	<b>+8.0%</b>
12-Month Avg*	\$489,598	+14.5%	\$338,000	+10.8%

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

## Historical Median Sales Price by Month



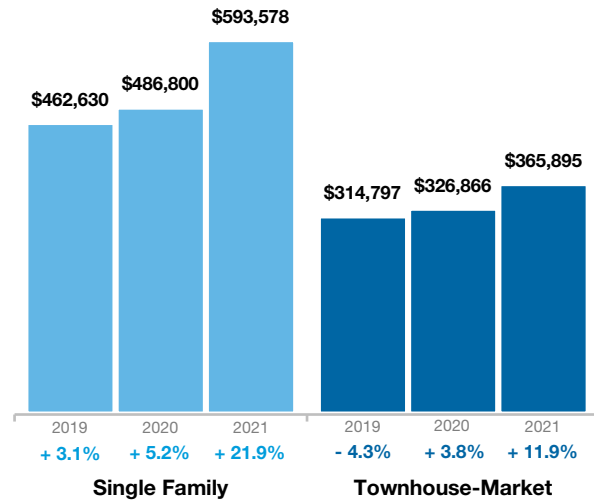


# Average Sales Price

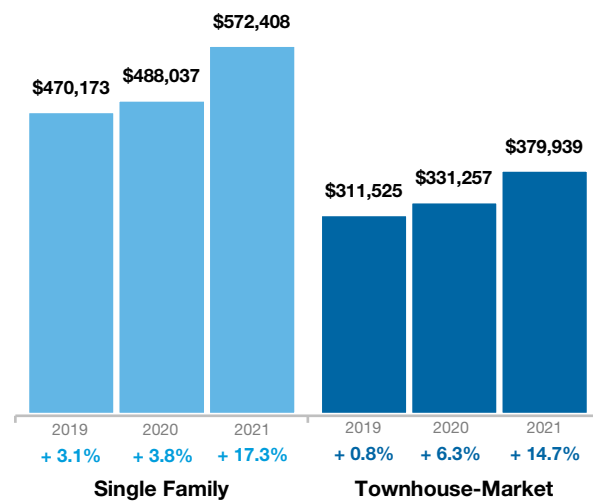
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



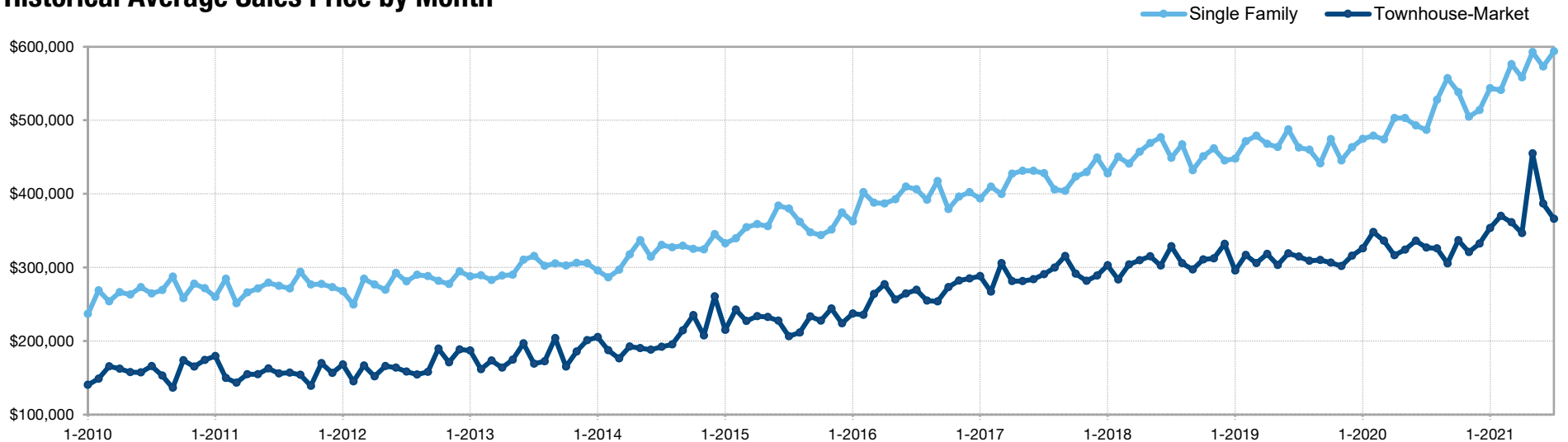
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2020	\$527,592	+14.7%	\$325,879	+5.5%
Sep-2020	\$557,051	+26.2%	\$305,411	-1.5%
Oct-2020	\$538,169	+13.4%	\$336,903	+9.9%
Nov-2020	\$504,893	+13.4%	\$320,831	+6.3%
Dec-2020	\$513,859	+11.0%	\$332,438	+5.3%
Jan-2021	\$543,517	+14.5%	\$353,445	+8.5%
Feb-2021	\$540,921	+12.9%	\$370,011	+6.3%
Mar-2021	\$576,114	+21.6%	\$361,233	+7.5%
Apr-2021	\$558,052	+11.0%	\$346,681	+9.5%
May-2021	\$592,727	+17.9%	\$455,018	+40.4%
Jun-2021	\$572,889	+16.3%	\$386,900	+15.1%
<b>Jul-2021</b>	<b>\$593,578</b>	<b>+21.9%</b>	<b>\$365,895</b>	<b>+11.9%</b>
12-Month Avg*	\$553,552	+16.6%	\$358,013	+10.9%

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

## Historical Average Sales Price by Month



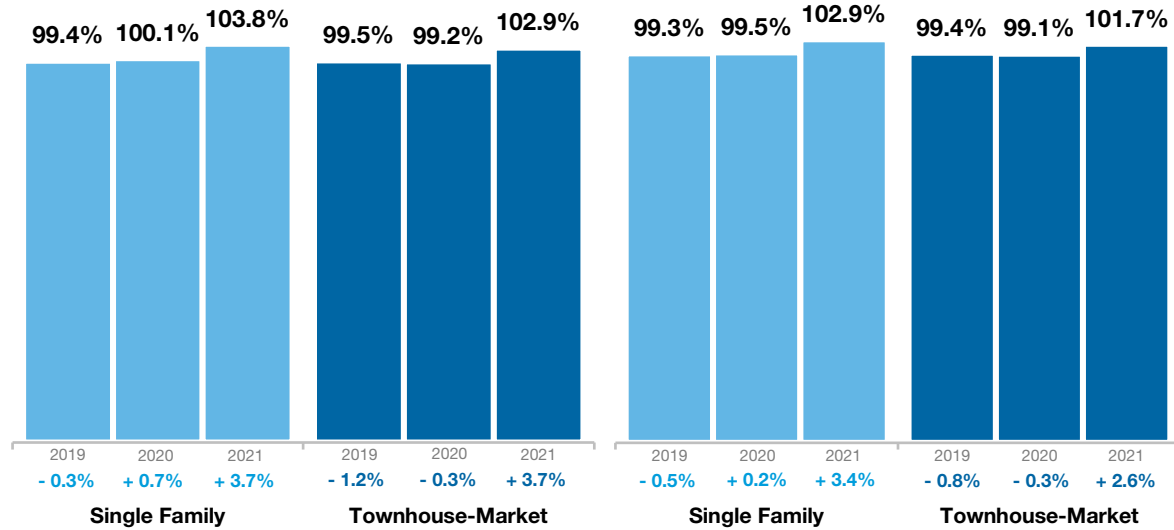
# Percent of List Price Received

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



## July

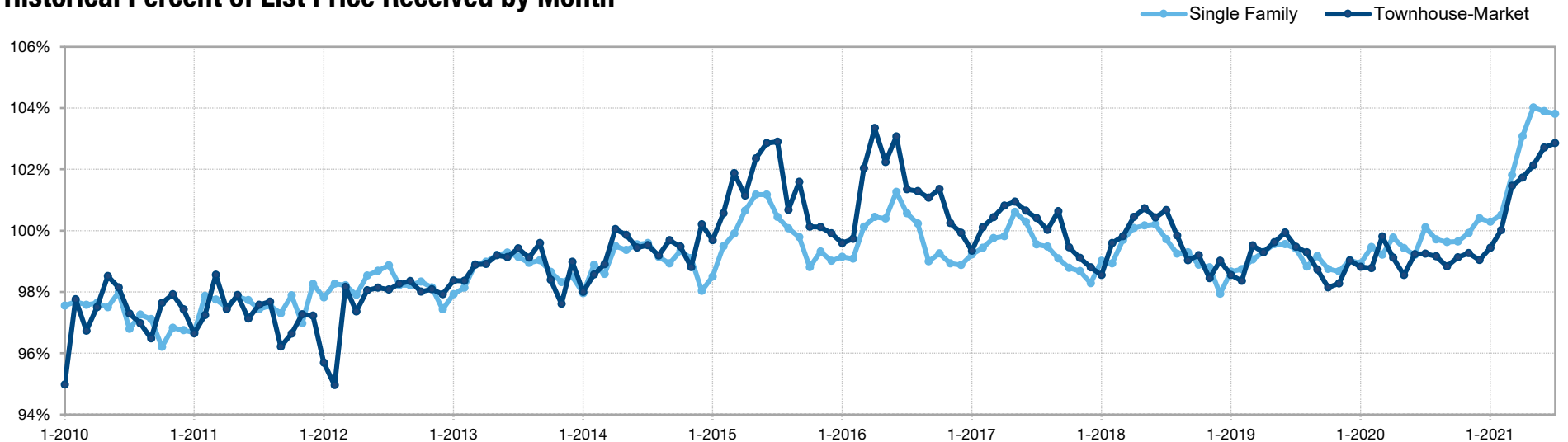
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2020	99.7%	+0.9%	99.2%	-0.1%
Sep-2020	99.6%	+0.4%	98.8%	+0.1%
Oct-2020	99.6%	+0.9%	99.1%	+1.0%
Nov-2020	99.9%	+1.2%	99.3%	+1.0%
Dec-2020	100.4%	+1.4%	99.0%	0.0%
Jan-2021	100.3%	+1.4%	99.4%	+0.6%
Feb-2021	100.5%	+1.0%	100.0%	+1.2%
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%
<b>Jul-2021</b>	<b>103.8%</b>	<b>+3.7%</b>	<b>102.9%</b>	<b>+3.7%</b>
12-Month Avg*	99.2%	+2.3%	99.0%	+1.7%

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

## Historical Percent of List Price Received by Month



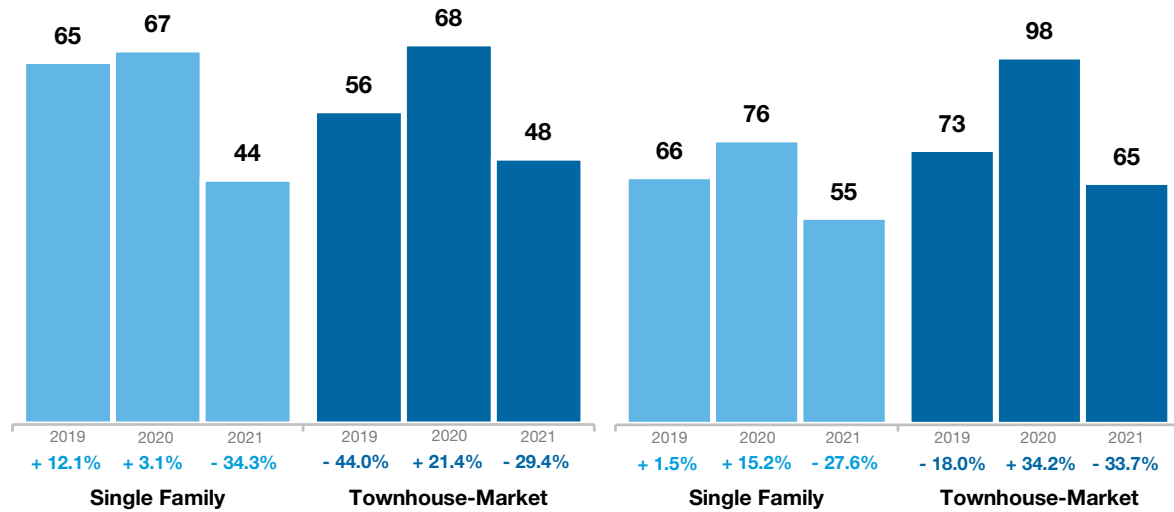
# Days on Market Until Sale

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



## July

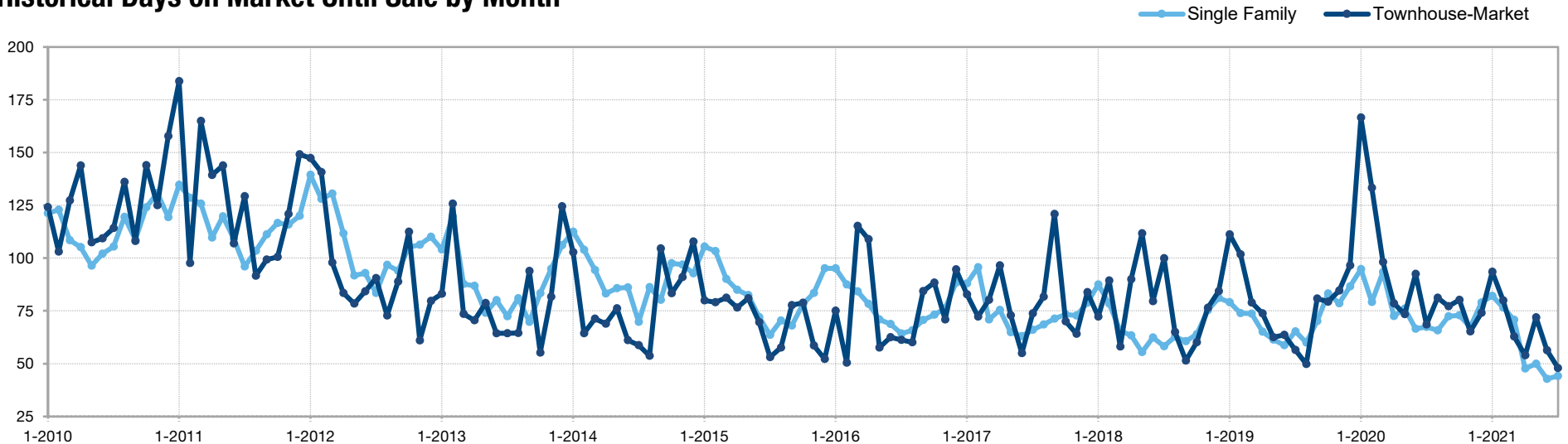
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2020	66	+10.0%	81	+62.0%
Sep-2020	72	+2.9%	77	-4.9%
Oct-2020	73	-12.0%	80	+1.3%
Nov-2020	67	-15.2%	65	-23.5%
Dec-2020	79	-9.2%	74	-22.9%
Jan-2021	82	-13.7%	94	-43.7%
Feb-2021	77	-2.5%	80	-39.8%
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	43	-35.8%	56	-39.1%
<b>Jul-2021</b>	<b>44</b>	<b>-34.3%</b>	<b>48</b>	<b>-29.4%</b>
12-Month Avg	63	-17.1%	69	-23.0%

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

## Historical Days on Market Until Sale by Month



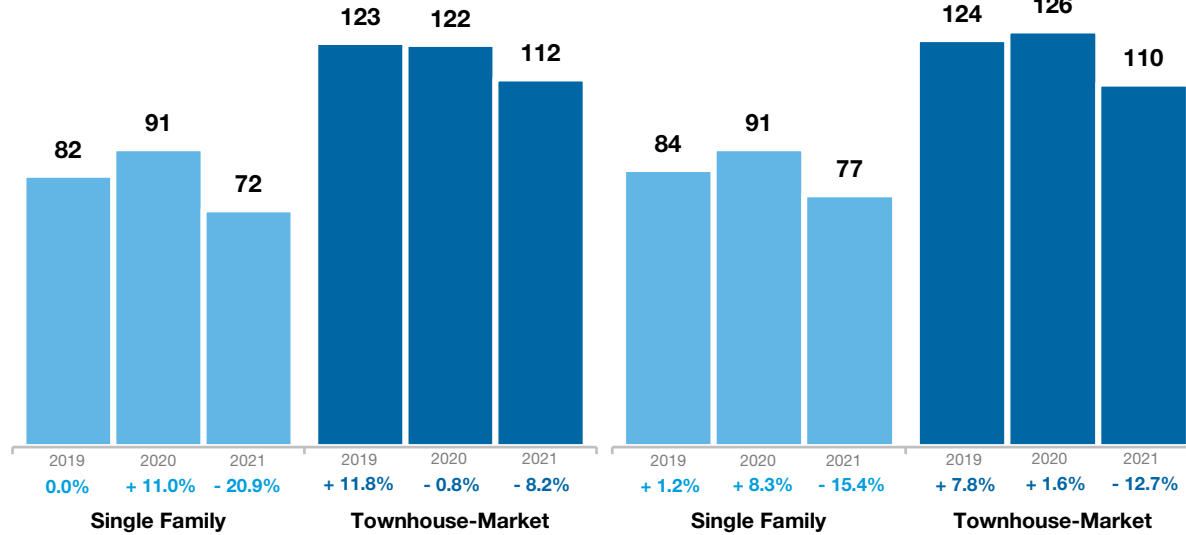
# Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



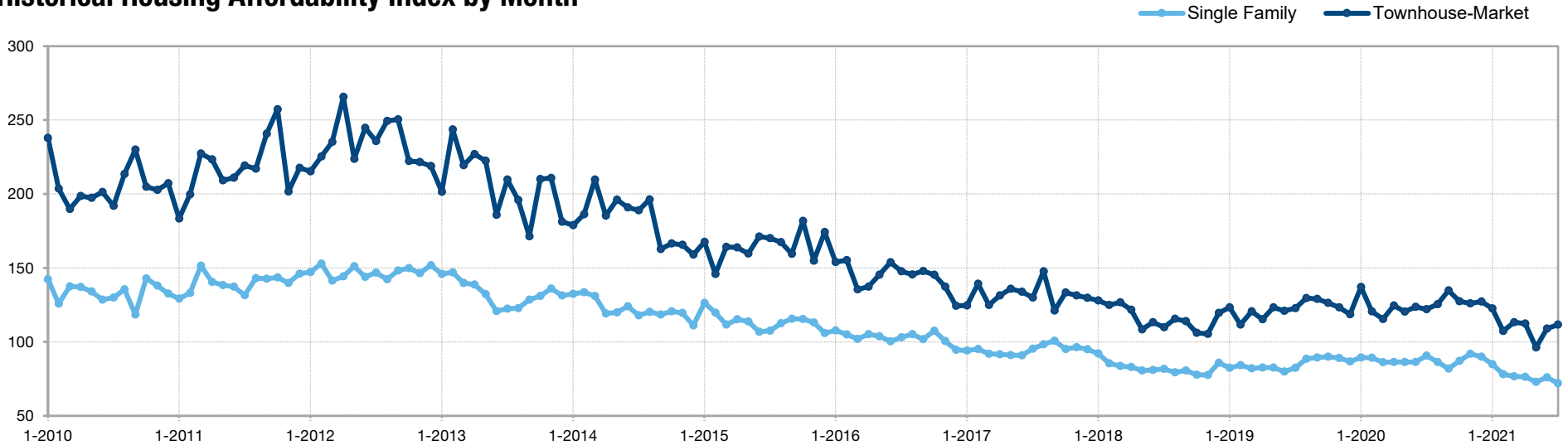
## July

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2020	86	-2.3%	125	-3.8%
Sep-2020	82	-7.9%	135	+4.7%
Oct-2020	87	-3.3%	127	+0.8%
Nov-2020	92	+3.4%	126	+2.4%
Dec-2020	90	+3.4%	127	+6.7%
Jan-2021	85	-4.5%	123	-10.2%
Feb-2021	78	-12.4%	107	-11.6%
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%
<b>Jul-2021</b>	<b>72</b>	<b>-20.9%</b>	<b>112</b>	<b>-8.2%</b>
12-Month Avg	81	-18.4%	88	-9.8%

## Historical Housing Affordability Index by Month

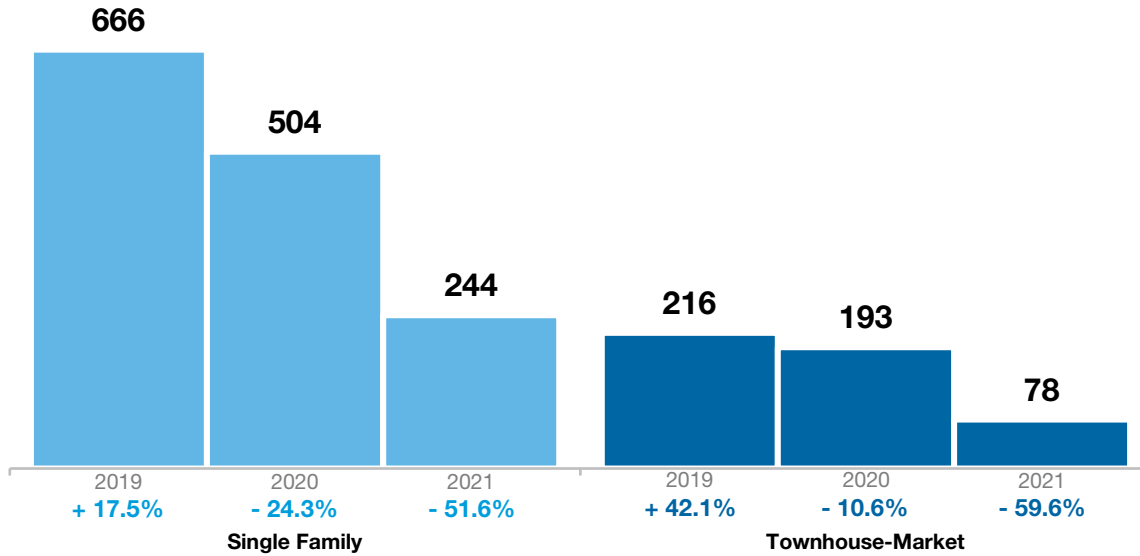


# Inventory of Active Listings

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



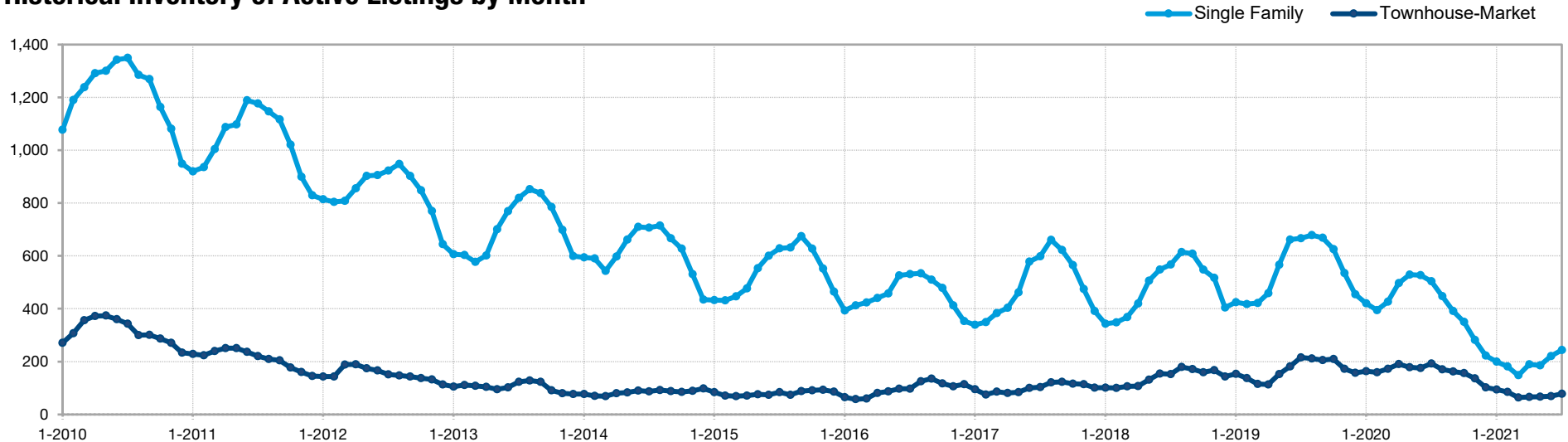
## July



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2020	448	-33.9%	170	-19.8%
Sep-2020	391	-41.5%	162	-21.4%
Oct-2020	350	-44.0%	156	-25.7%
Nov-2020	282	-47.3%	136	-21.4%
Dec-2020	223	-51.0%	102	-35.0%
Jan-2021	200	-52.4%	94	-42.3%
Feb-2021	182	-53.8%	85	-46.5%
Mar-2021	148	-65.3%	64	-63.0%
Apr-2021	190	-61.8%	66	-65.4%
May-2021	186	-64.8%	67	-62.6%
Jun-2021	221	-58.1%	69	-60.8%
<b>Jul-2021</b>	<b>244</b>	<b>-51.6%</b>	<b>78</b>	<b>-59.6%</b>
12-Month Avg*	255	-51.0%	104	-43.0%

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

## Historical Inventory of Active Listings by Month

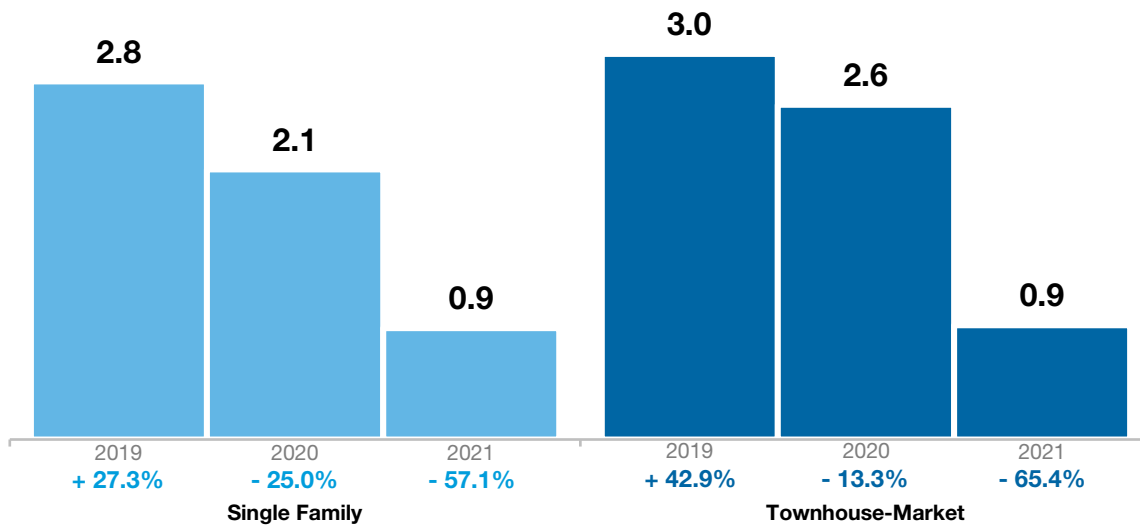


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



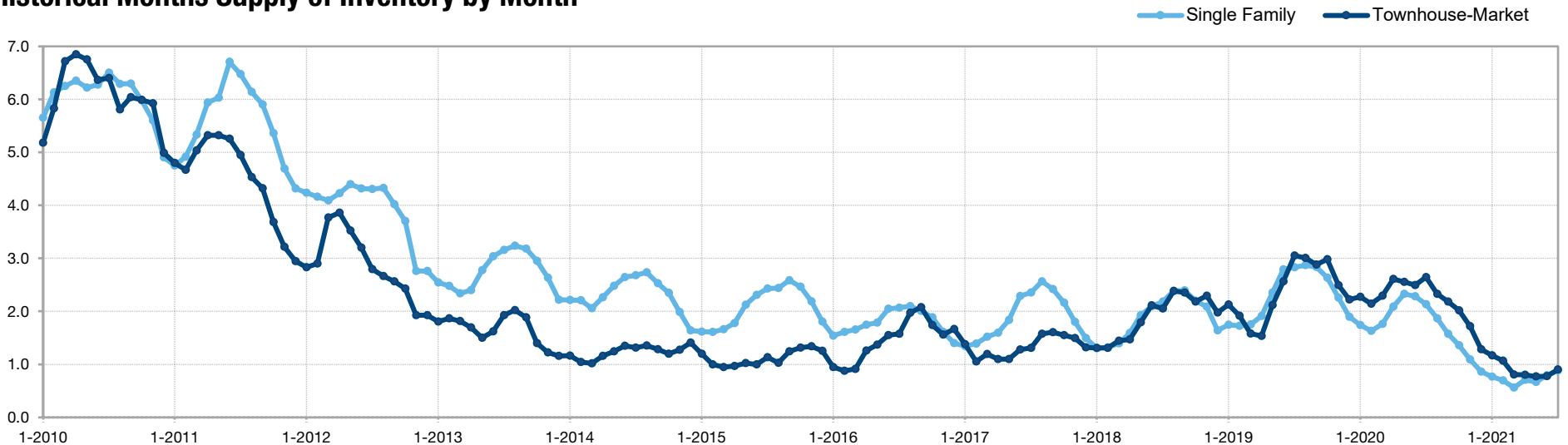
## July



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Aug-2020	1.9	-34.5%	2.3	-23.3%
Sep-2020	1.6	-42.9%	2.2	-24.1%
Oct-2020	1.4	-46.2%	2.0	-33.3%
Nov-2020	1.1	-52.2%	1.7	-32.0%
Dec-2020	0.9	-52.6%	1.3	-40.9%
Jan-2021	0.8	-52.9%	1.2	-47.8%
Feb-2021	0.7	-56.3%	1.1	-47.6%
Mar-2021	0.6	-66.7%	0.8	-65.2%
Apr-2021	0.7	-66.7%	0.8	-69.2%
May-2021	0.7	-69.6%	0.8	-69.2%
Jun-2021	0.8	-65.2%	0.8	-68.0%
<b>Jul-2021</b>	<b>0.9</b>	<b>-57.1%</b>	<b>0.9</b>	<b>-65.4%</b>
12-Month Avg*	1.0	-55.3%	1.3	-48.3%

\* Months Supply for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



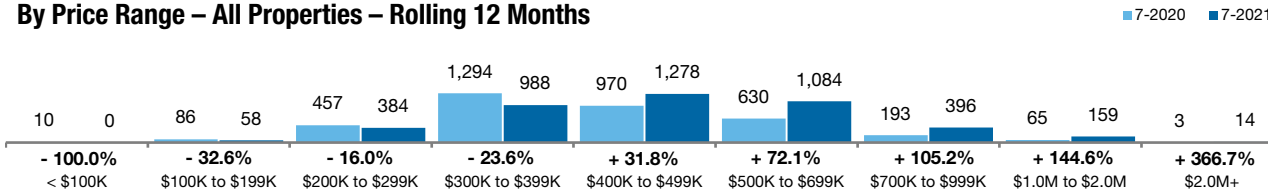
Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		535	461	- 13.8%	3,017	2,811	- 6.8%
<b>Pending Sales</b>		452	375	- 17.0%	569	632	+ 11.1%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		470	407	- 13.4%	2,148	2,446	+ 13.9%
<b>Median Sales Price</b>		\$405,000	\$495,000	+ 22.2%	\$405,000	\$469,952	+ 16.0%
<b>Avg. Sales Price</b>		\$446,306	\$544,349	+ 16.7%	\$448,239	\$523,150	+ 16.7%
<b>Pct. of List Price Received</b>		99.9%	103.6%	+ 3.2%	99.4%	102.6%	+ 3.2%
<b>Days on Market</b>		68	45	- 29.3%	82	58	- 29.3%
<b>Affordability Index</b>		97	79	- 14.9%	97	83	- 14.9%
<b>Active Listings</b>		697	322	- 53.8%	--	--	--
<b>Months Supply</b>		2.3	0.9	- 60.7%	--	--	--

# Sold Listings

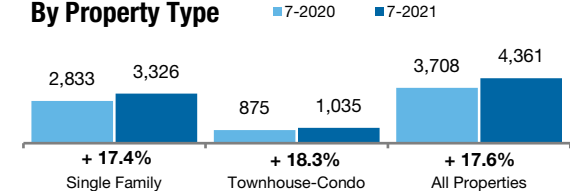
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$99,999 and Below	10	0	-100.0%	0	0	--
\$100,000 to \$199,999	40	26	-35.0%	46	32	-30.4%
\$200,000 to \$299,999	93	61	-34.4%	364	323	-11.3%
\$300,000 to \$399,999	934	550	-41.1%	360	438	+21.7%
\$400,000 to \$499,999	911	1,122	+23.2%	59	156	+164.4%
\$500,000 to \$699,999	601	1,027	+70.9%	29	57	+96.6%
\$700,000 to \$999,999	180	379	+110.6%	13	17	+30.8%
\$1,000,000 to \$1,999,999	61	147	+141.0%	4	12	+200.0%
\$2,000,000 and Above	3	14	+366.7%	0	0	--
<b>All Price Ranges</b>	<b>2,833</b>	<b>3,326</b>	<b>+17.4%</b>	<b>875</b>	<b>1,035</b>	<b>+18.3%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2021	7-2021	Change	6-2021	7-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	3	+200.0%	1	2	+100.0%
\$200,000 to \$299,999	4	3	-25.0%	31	26	-16.1%
\$300,000 to \$399,999	28	26	-7.1%	46	34	-26.1%
\$400,000 to \$499,999	131	97	-26.0%	24	16	-33.3%
\$500,000 to \$699,999	126	126	0.0%	10	7	-30.0%
\$700,000 to \$999,999	51	44	-13.7%	2	3	+50.0%
\$1,000,000 to \$1,999,999	15	19	+26.7%	3	0	-100.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>357</b>	<b>319</b>	<b>-10.6%</b>	<b>117</b>	<b>88</b>	<b>-24.8%</b>

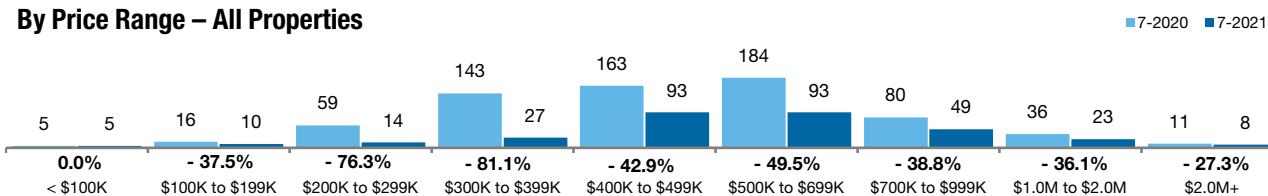
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$99,999 and Below	2	0	-100.0%	0	0	--
\$100,000 to \$199,999	13	14	+7.7%	23	15	-34.8%
\$200,000 to \$299,999	47	21	-55.3%	218	165	-24.3%
\$300,000 to \$399,999	486	196	-59.7%	236	250	+5.9%
\$400,000 to \$499,999	537	633	+17.9%	36	127	+252.8%
\$500,000 to \$699,999	365	631	+72.9%	18	46	+155.6%
\$700,000 to \$999,999	112	227	+102.7%	11	11	0.0%
\$1,000,000 to \$1,999,999	39	91	+133.3%	3	12	+300.0%
\$2,000,000 and Above	2	7	+250.0%	0	0	--
<b>All Price Ranges</b>	<b>1,603</b>	<b>1,820</b>	<b>+13.5%</b>	<b>545</b>	<b>626</b>	<b>+14.9%</b>

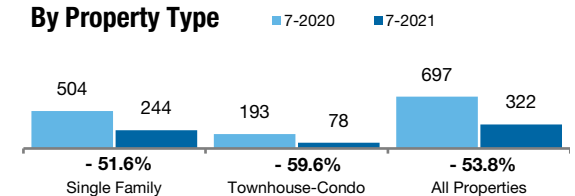
# Inventory of Active Listings

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		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	11	10	-9.1%	5	0	-100.0%
\$200,000 to \$299,999	13	4	-69.2%	46	10	-78.3%
\$300,000 to \$399,999	65	18	-72.3%	78	9	-88.5%
\$400,000 to \$499,999	142	50	-64.8%	21	43	+104.8%
\$500,000 to \$699,999	153	86	-43.8%	31	7	-77.4%
\$700,000 to \$999,999	73	43	-41.1%	7	6	-14.3%
\$1,000,000 to \$1,999,999	31	20	-35.5%	5	3	-40.0%
\$2,000,000 and Above	11	8	-27.3%	0	0	--
<b>All Price Ranges</b>	<b>504</b>	<b>244</b>	<b>-51.6%</b>	<b>193</b>	<b>78</b>	<b>-59.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2021	7-2021	Change	6-2021	7-2021	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	11	10	-9.1%	1	0	-100.0%
\$200,000 to \$299,999	7	4	-42.9%	8	10	+25.0%
\$300,000 to \$399,999	19	18	-5.3%	15	9	-40.0%
\$400,000 to \$499,999	36	50	+38.9%	27	43	+59.3%
\$500,000 to \$699,999	70	86	+22.9%	9	7	-22.2%
\$700,000 to \$999,999	38	43	+13.2%	6	6	0.0%
\$1,000,000 to \$1,999,999	25	20	-20.0%	3	3	0.0%
\$2,000,000 and Above	10	8	-20.0%	0	0	--
<b>All Price Ranges</b>	<b>221</b>	<b>244</b>	<b>+10.4%</b>	<b>69</b>	<b>78</b>	<b>+13.0%</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

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 July 2021

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## Windsor

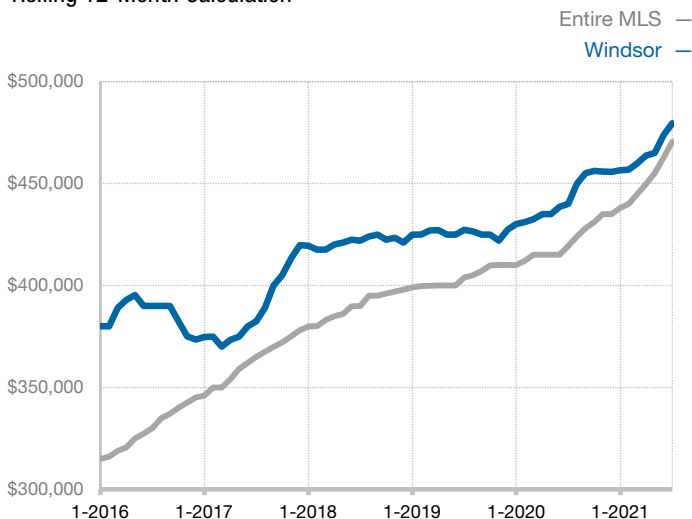
Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	200	126	- 37.0%	1,099	1,149	+ 4.5%
Closed Sales	157	182	+ 15.9%	722	1,058	+ 46.5%
Median Sales Price*	\$465,000	\$507,081	+ 9.0%	\$453,500	\$493,925	+ 8.9%
Average Sales Price*	\$513,545	\$550,120	+ 7.1%	\$497,468	\$559,480	+ 12.5%
Percent of List Price Received*	99.9%	102.3%	+ 2.4%	99.4%	101.8%	+ 2.4%
Days on Market Until Sale	53	62	+ 17.0%	77	60	- 22.1%
Inventory of Homes for Sale	300	146	- 51.3%	--	--	--
Months Supply of Inventory	2.7	1.0	- 63.0%	--	--	--

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

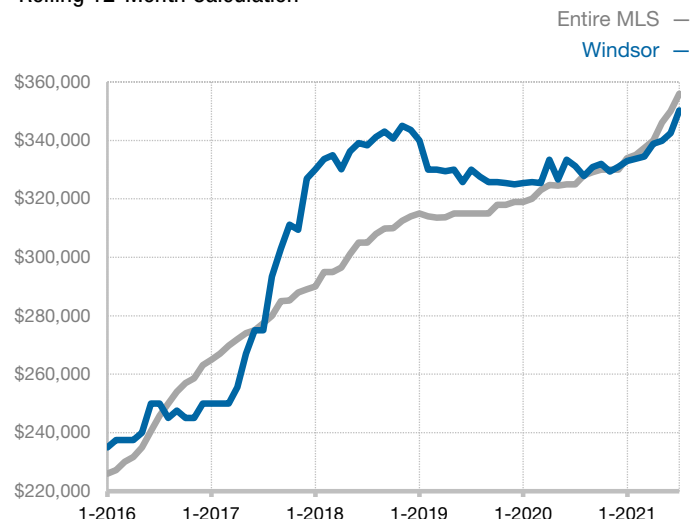
Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	34	4	- 88.2%	139	141	+ 1.4%
Closed Sales	19	22	+ 15.8%	100	124	+ 24.0%
Median Sales Price*	\$333,000	\$390,500	+ 17.3%	\$333,700	\$380,013	+ 13.9%
Average Sales Price*	\$324,301	\$393,535	+ 21.3%	\$340,701	\$378,917	+ 11.2%
Percent of List Price Received*	99.7%	102.7%	+ 3.0%	100.2%	101.2%	+ 1.0%
Days on Market Until Sale	88	86	- 2.3%	140	102	- 27.1%
Inventory of Homes for Sale	73	4	- 94.5%	--	--	--
Months Supply of Inventory	5.7	0.2	- 96.5%	--	--	--

\* 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 July 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

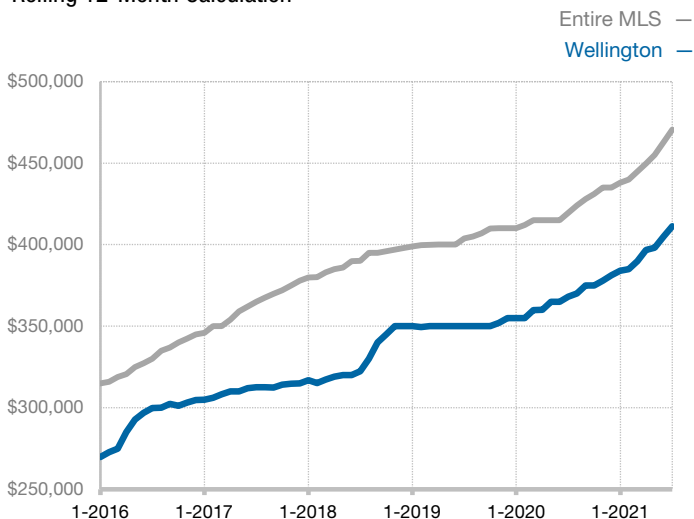
Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	51	48	- 5.9%	370	290	- 21.6%
Closed Sales	76	36	- 52.6%	294	293	- 0.3%
Median Sales Price*	\$378,000	<b>\$454,950</b>	+ 20.4%	\$372,539	<b>\$421,905</b>	+ 13.3%
Average Sales Price*	\$397,737	<b>\$572,863</b>	+ 44.0%	\$406,065	<b>\$465,140</b>	+ 14.5%
Percent of List Price Received*	102.7%	<b>102.4%</b>	- 0.3%	101.2%	<b>102.2%</b>	+ 1.0%
Days on Market Until Sale	65	<b>89</b>	+ 36.9%	85	<b>67</b>	- 21.2%
Inventory of Homes for Sale	93	<b>36</b>	- 61.3%	--	--	--
Months Supply of Inventory	2.2	<b>0.8</b>	- 63.6%	--	--	--

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

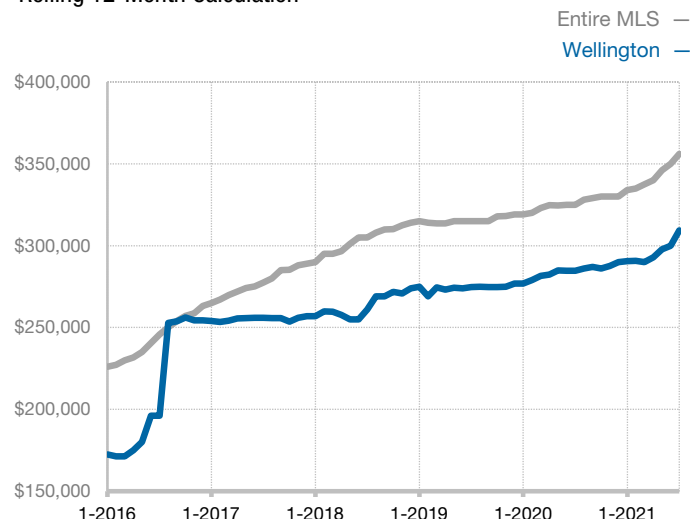
Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	11	8	- 27.3%	72	47	- 34.7%
Closed Sales	16	5	- 68.8%	56	40	- 28.6%
Median Sales Price*	\$288,000	<b>\$359,900</b>	+ 25.0%	\$286,000	<b>\$316,650</b>	+ 10.7%
Average Sales Price*	\$283,448	<b>\$369,940</b>	+ 30.5%	\$284,722	<b>\$321,519</b>	+ 12.9%
Percent of List Price Received*	99.5%	<b>101.1%</b>	+ 1.6%	99.7%	<b>101.8%</b>	+ 2.1%
Days on Market Until Sale	66	<b>18</b>	- 72.7%	86	<b>52</b>	- 39.5%
Inventory of Homes for Sale	22	<b>5</b>	- 77.3%	--	--	--
Months Supply of Inventory	2.9	<b>0.8</b>	- 72.4%	--	--	--

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

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



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



# Local Market Update for July 2021

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## Johnstown

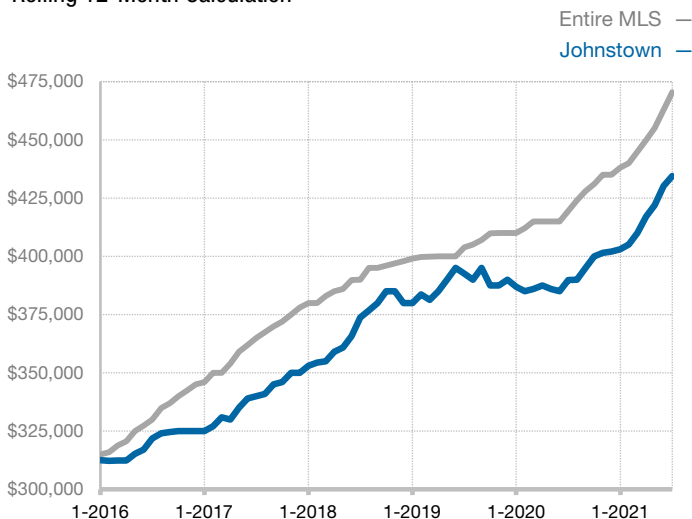
Single Family	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	81	76	- 6.2%	482	343	- 28.8%
Closed Sales	71	38	- 46.5%	353	297	- 15.9%
Median Sales Price*	\$415,000	<b>\$453,500</b>	+ 9.3%	\$393,500	<b>\$448,000</b>	+ 13.9%
Average Sales Price*	\$442,536	<b>\$463,844</b>	+ 4.8%	\$415,684	<b>\$485,257</b>	+ 16.7%
Percent of List Price Received*	99.0%	<b>103.6%</b>	+ 4.6%	99.8%	<b>102.9%</b>	+ 3.1%
Days on Market Until Sale	51	25	- 51.0%	57	30	- 47.4%
Inventory of Homes for Sale	89	57	- 36.0%	--	--	--
Months Supply of Inventory	1.8	1.2	- 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.

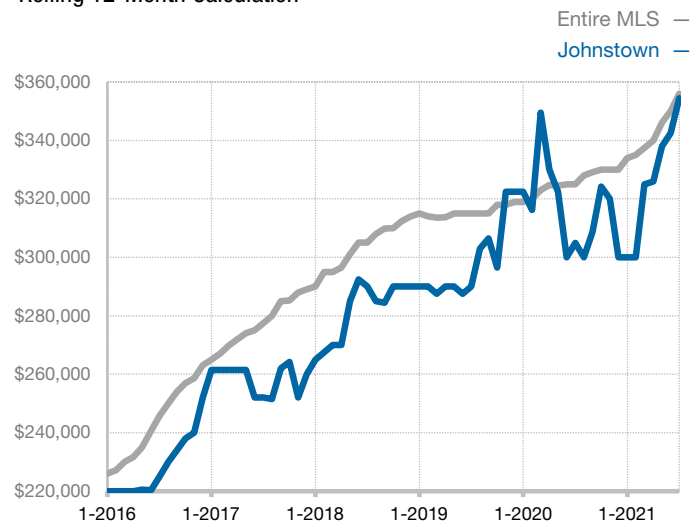
Townhouse/Condo	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	3	0.0%	32	18	- 43.8%
Closed Sales	6	2	- 66.7%	20	17	- 15.0%
Median Sales Price*	\$341,250	<b>\$376,250</b>	+ 10.3%	\$300,000	<b>\$372,500</b>	+ 24.2%
Average Sales Price*	\$335,167	<b>\$376,250</b>	+ 12.3%	\$317,725	<b>\$367,347</b>	+ 15.6%
Percent of List Price Received*	98.0%	<b>101.8%</b>	+ 3.9%	98.5%	<b>102.7%</b>	+ 4.3%
Days on Market Until Sale	38	3	- 92.1%	41	41	0.0%
Inventory of Homes for Sale	6	2	- 66.7%	--	--	--
Months Supply of Inventory	2.1	0.8	- 61.9%	--	--	--

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

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



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



# Local Market Update for July 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

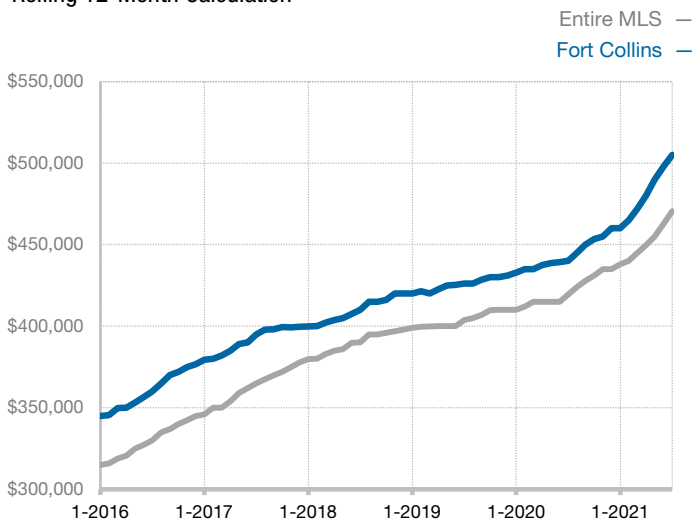
Single Family	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	466	<b>394</b>	- 15.5%	2,372	<b>2,106</b>	- 11.2%
Closed Sales	348	<b>320</b>	- 8.0%	1,656	<b>1,764</b>	+ 6.5%
Median Sales Price*	\$450,000	<b>\$555,000</b>	+ 23.3%	\$445,000	<b>\$525,000</b>	+ 18.0%
Average Sales Price*	\$513,990	<b>\$609,571</b>	+ 18.6%	\$503,682	<b>\$589,680</b>	+ 17.1%
Percent of List Price Received*	99.8%	<b>104.3%</b>	+ 4.5%	99.3%	<b>103.3%</b>	+ 4.0%
Days on Market Until Sale	46	<b>29</b>	- 37.0%	55	<b>36</b>	- 34.5%
Inventory of Homes for Sale	471	<b>213</b>	- 54.8%	--	--	--
Months Supply of Inventory	2.0	<b>0.8</b>	- 60.0%	--	--	--

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

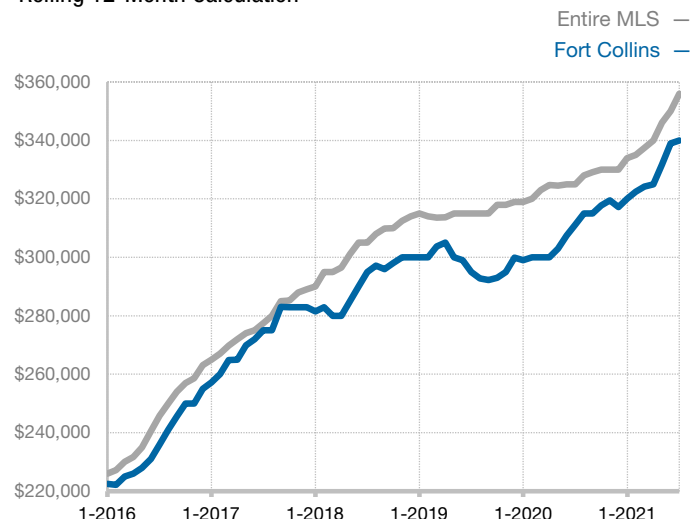
Townhouse/Condo	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	141	<b>127</b>	- 9.9%	871	<b>862</b>	- 1.0%
Closed Sales	136	<b>118</b>	- 13.2%	678	<b>821</b>	+ 21.1%
Median Sales Price*	\$331,250	<b>\$357,500</b>	+ 7.9%	\$320,000	<b>\$360,000</b>	+ 12.5%
Average Sales Price*	\$337,370	<b>\$369,196</b>	+ 9.4%	\$341,593	<b>\$392,235</b>	+ 14.8%
Percent of List Price Received*	99.1%	<b>102.8%</b>	+ 3.7%	98.9%	<b>101.6%</b>	+ 2.7%
Days on Market Until Sale	53	<b>38</b>	- 28.3%	80	<b>52</b>	- 35.0%
Inventory of Homes for Sale	246	<b>92</b>	- 62.6%	--	--	--
Months Supply of Inventory	2.7	<b>0.8</b>	- 70.4%	--	--	--

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

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



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



# Local Market Update for July 2021

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## Longmont

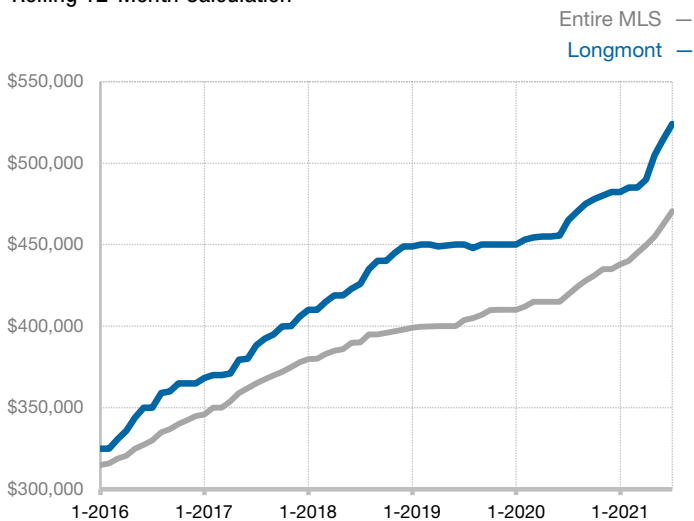
Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	304	195	- 35.9%	1,690	1,146	- 32.2%
Closed Sales	270	178	- 34.1%	1,380	1,010	- 26.8%
Median Sales Price*	\$500,000	<b>\$612,056</b>	+ 22.4%	\$475,000	<b>\$550,000</b>	+ 15.8%
Average Sales Price*	\$563,914	<b>\$784,236</b>	+ 39.1%	\$537,146	<b>\$699,467</b>	+ 30.2%
Percent of List Price Received*	99.7%	<b>105.2%</b>	+ 5.5%	99.4%	<b>104.8%</b>	+ 5.4%
Days on Market Until Sale	45	<b>32</b>	- 28.9%	53	<b>31</b>	- 41.5%
Inventory of Homes for Sale	326	<b>141</b>	- 56.7%	--	--	--
Months Supply of Inventory	1.6	<b>0.8</b>	- 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.

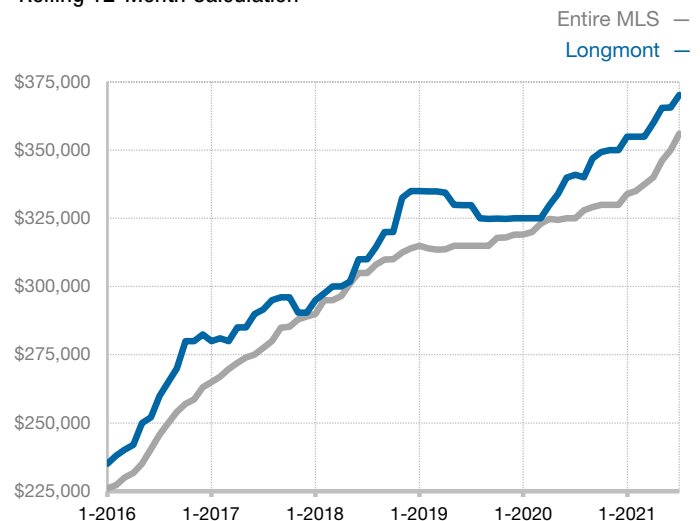
Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	54	50	- 7.4%	344	271	- 21.2%
Closed Sales	44	37	- 15.9%	310	236	- 23.9%
Median Sales Price*	\$335,000	<b>\$415,000</b>	+ 23.9%	\$350,000	<b>\$394,712</b>	+ 12.8%
Average Sales Price*	\$347,870	<b>\$432,682</b>	+ 24.4%	\$351,137	<b>\$411,365</b>	+ 17.2%
Percent of List Price Received*	99.8%	<b>102.2%</b>	+ 2.4%	99.4%	<b>103.2%</b>	+ 3.8%
Days on Market Until Sale	37	41	+ 10.8%	50	31	- 38.0%
Inventory of Homes for Sale	49	17	- 65.3%	--	--	--
Months Supply of Inventory	1.0	0.4	- 60.0%	--	--	--

\* 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 July 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

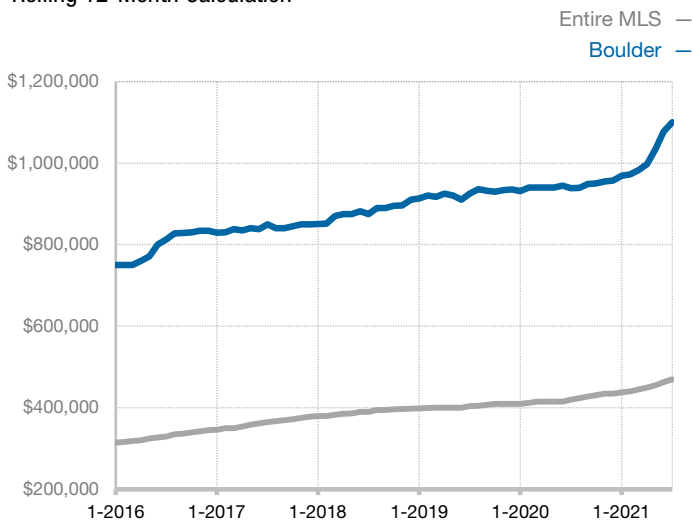
Single Family	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	274	150	- 45.3%	1,478	1,091	- 26.2%
Closed Sales	220	157	- 28.6%	845	880	+ 4.1%
Median Sales Price*	\$925,000	<b>\$1,200,000</b>	+ 29.7%	\$940,000	<b>\$1,241,160</b>	+ 32.0%
Average Sales Price*	\$1,138,530	<b>\$1,543,696</b>	+ 35.6%	\$1,161,569	<b>\$1,516,795</b>	+ 30.6%
Percent of List Price Received*	99.1%	<b>103.8%</b>	+ 4.7%	98.4%	<b>102.8%</b>	+ 4.5%
Days on Market Until Sale	48	31	- 35.4%	58	49	- 15.5%
Inventory of Homes for Sale	446	160	- 64.1%	--	--	--
Months Supply of Inventory	3.6	1.1	- 69.4%	--	--	--

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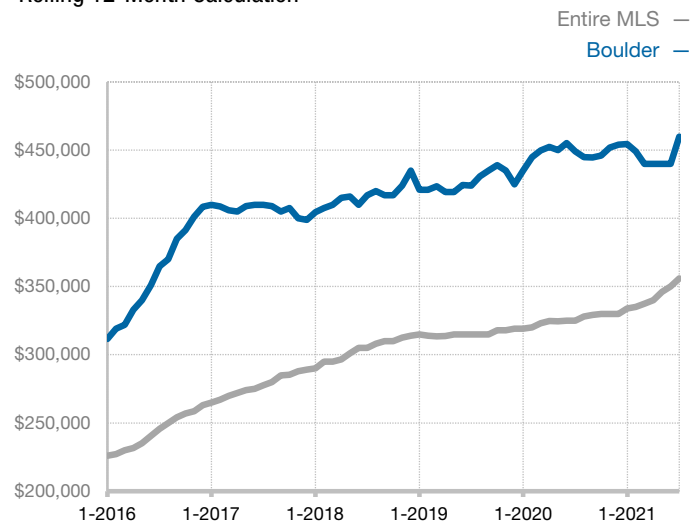
Townhouse/Condo	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	170	124	- 27.1%	1,049	749	- 28.6%
Closed Sales	158	98	- 38.0%	616	670	+ 8.8%
Median Sales Price*	\$399,500	<b>\$496,500</b>	+ 24.3%	\$458,825	<b>\$470,000</b>	+ 2.4%
Average Sales Price*	\$450,561	<b>\$548,702</b>	+ 21.8%	\$545,192	<b>\$562,199</b>	+ 3.1%
Percent of List Price Received*	98.8%	<b>100.3%</b>	+ 1.5%	98.7%	<b>100.5%</b>	+ 1.8%
Days on Market Until Sale	42	46	+ 9.5%	55	60	+ 9.1%
Inventory of Homes for Sale	317	111	- 65.0%	--	--	--
Months Supply of Inventory	3.7	1.1	- 70.3%	--	--	--

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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 July 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

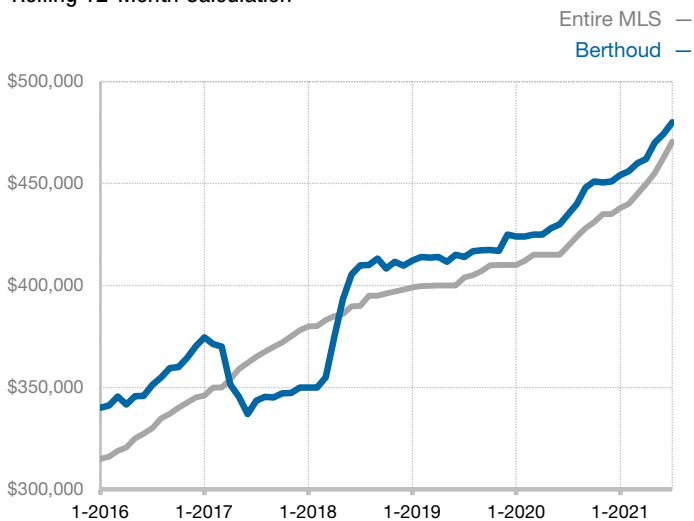
Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	114	55	- 51.8%	669	385	- 42.5%
Closed Sales	101	46	- 54.5%	378	383	+ 1.3%
Median Sales Price*	\$450,000	<b>\$525,000</b>	+ 16.7%	\$437,935	<b>\$500,000</b>	+ 14.2%
Average Sales Price*	\$495,023	<b>\$596,918</b>	+ 20.6%	\$507,629	<b>\$585,381</b>	+ 15.3%
Percent of List Price Received*	100.0%	<b>102.9%</b>	+ 2.9%	99.2%	<b>101.8%</b>	+ 2.6%
Days on Market Until Sale	69	<b>72</b>	+ 4.3%	76	<b>71</b>	- 6.6%
Inventory of Homes for Sale	173	<b>72</b>	- 58.4%	--	--	--
Months Supply of Inventory	3.3	<b>1.1</b>	- 66.7%	--	--	--

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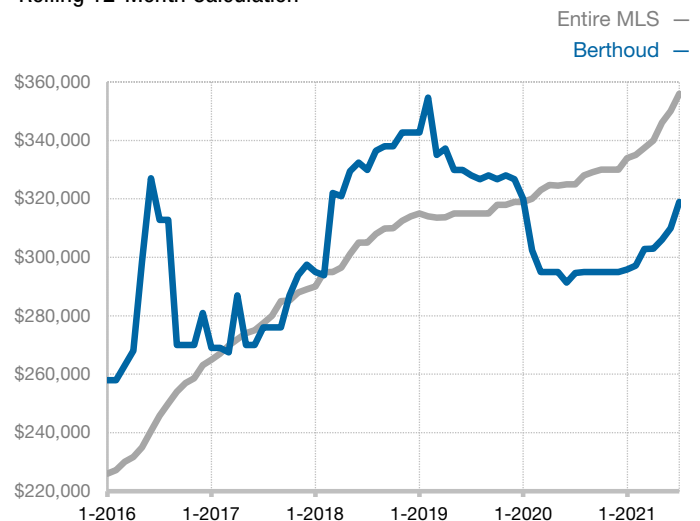
Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	4	8	+ 100.0%	97	62	- 36.1%
Closed Sales	17	5	- 70.6%	70	35	- 50.0%
Median Sales Price*	\$297,000	<b>\$360,000</b>	+ 21.2%	\$291,295	<b>\$383,000</b>	+ 31.5%
Average Sales Price*	\$338,735	<b>\$358,400</b>	+ 5.8%	\$311,570	<b>\$453,214</b>	+ 45.5%
Percent of List Price Received*	101.6%	<b>101.5%</b>	- 0.1%	100.4%	<b>102.2%</b>	+ 1.8%
Days on Market Until Sale	108	<b>30</b>	- 72.2%	87	<b>106</b>	+ 21.8%
Inventory of Homes for Sale	20	<b>9</b>	- 55.0%	--	--	--
Months Supply of Inventory	2.6	<b>1.1</b>	- 57.7%	--	--	--

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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 July 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

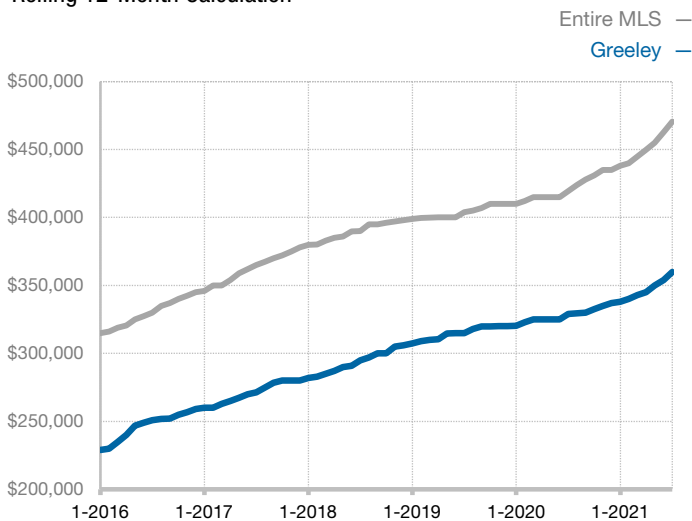
Single Family	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	223	<b>237</b>	+ 6.3%	1,360	<b>1,128</b>	- 17.1%
Closed Sales	233	<b>190</b>	- 18.5%	1,031	<b>948</b>	- 8.1%
Median Sales Price*	\$330,000	<b>\$393,200</b>	+ 19.2%	\$330,000	<b>\$375,000</b>	+ 13.6%
Average Sales Price*	\$343,245	<b>\$417,237</b>	+ 21.6%	\$345,909	<b>\$401,293</b>	+ 16.0%
Percent of List Price Received*	99.8%	<b>102.8%</b>	+ 3.0%	99.4%	<b>102.5%</b>	+ 3.1%
Days on Market Until Sale	47	<b>31</b>	- 34.0%	51	<b>36</b>	- 29.4%
Inventory of Homes for Sale	238	<b>136</b>	- 42.9%	--	--	--
Months Supply of Inventory	1.6	<b>0.9</b>	- 43.8%	--	--	--

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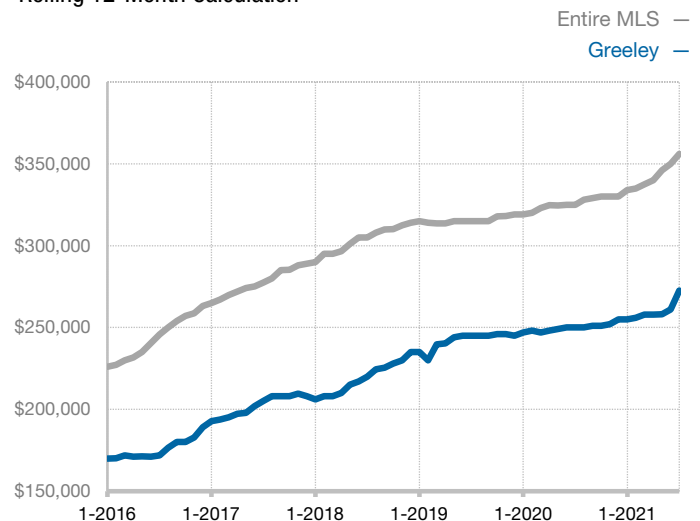
Townhouse/Condo	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	35	<b>49</b>	+ 40.0%	244	<b>269</b>	+ 10.2%
Closed Sales	38	<b>26</b>	- 31.6%	179	<b>164</b>	- 8.4%
Median Sales Price*	\$258,250	<b>\$311,000</b>	+ 20.4%	\$254,000	<b>\$288,250</b>	+ 13.5%
Average Sales Price*	\$272,097	<b>\$318,913</b>	+ 17.2%	\$258,520	<b>\$284,886</b>	+ 10.2%
Percent of List Price Received*	98.9%	<b>103.2%</b>	+ 4.3%	99.0%	<b>101.1%</b>	+ 2.1%
Days on Market Until Sale	49	<b>33</b>	- 32.7%	54	<b>45</b>	- 16.7%
Inventory of Homes for Sale	42	<b>32</b>	- 23.8%	--	--	--
Months Supply of Inventory	1.6	<b>1.3</b>	- 18.8%	--	--	--

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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 July 2021

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## Loveland

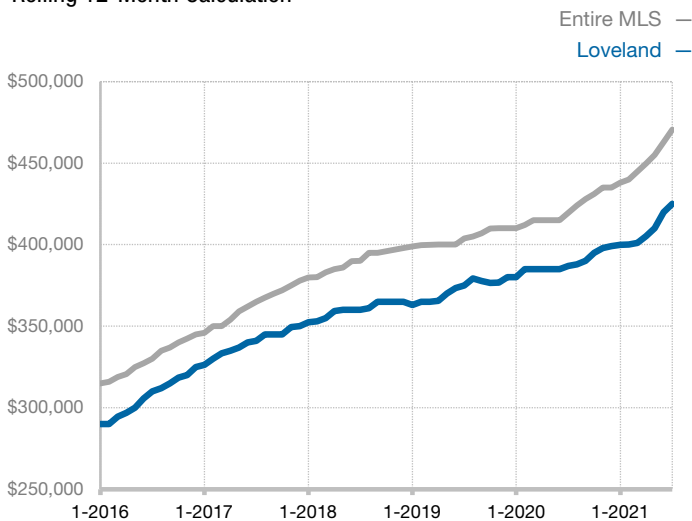
Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	268	<b>244</b>	- 9.0%	1,641	<b>1,446</b>	- 11.9%
Closed Sales	325	<b>224</b>	- 31.1%	1,248	<b>1,224</b>	- 1.9%
Median Sales Price*	\$398,000	<b>\$485,750</b>	+ 22.0%	\$392,500	<b>\$438,358</b>	+ 11.7%
Average Sales Price*	\$452,795	<b>\$540,906</b>	+ 19.5%	\$439,995	<b>\$501,586</b>	+ 14.0%
Percent of List Price Received*	99.8%	<b>104.6%</b>	+ 4.8%	99.6%	<b>103.4%</b>	+ 3.8%
Days on Market Until Sale	54	<b>27</b>	- 50.0%	60	<b>40</b>	- 33.3%
Inventory of Homes for Sale	284	<b>132</b>	- 53.5%	--	--	--
Months Supply of Inventory	1.6	<b>0.7</b>	- 56.3%	--	--	--

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Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	51	<b>27</b>	- 47.1%	285	<b>323</b>	+ 13.3%
Closed Sales	57	<b>53</b>	- 7.0%	227	<b>269</b>	+ 18.5%
Median Sales Price*	\$330,000	<b>\$349,780</b>	+ 6.0%	\$305,000	<b>\$345,000</b>	+ 13.1%
Average Sales Price*	\$334,877	<b>\$360,966</b>	+ 7.8%	\$321,329	<b>\$353,448</b>	+ 10.0%
Percent of List Price Received*	99.6%	<b>102.1%</b>	+ 2.5%	100.0%	<b>102.7%</b>	+ 2.7%
Days on Market Until Sale	82	<b>96</b>	+ 17.1%	106	<b>84</b>	- 20.8%
Inventory of Homes for Sale	93	<b>13</b>	- 86.0%	--	--	--
Months Supply of Inventory	2.8	<b>0.3</b>	- 89.3%	--	--	--

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



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

