

A REALTOR & CONSUMER ADVOCACY DEPARTMENT SERVICE



# FCBR 2020

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Colorado is your backyard - and ours. That's why you can trust your investment to our 50+ years of local expertise and experience.



# Monthly Indicators



## October 2020

New Listings were down 7.8 percent for single family homes but increased 4.3 percent for townhouse-condo properties. Pending Sales landed at 261 for single family homes and 93 for townhouse-condo properties.

The Median Sales Price was up 10.4 percent to \$460,000 for single family homes and 6.0 percent to \$314,700 for townhouse-condo properties. Days on Market decreased 12.0 percent for single family homes but increased 2.5 percent for townhouse-condo properties.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

## Activity Snapshot

<b>+ 43.4%</b>	<b>- 12.0%</b>	<b>+ 10.4%</b>
One-Year Change in Single Family <b>Sold Listings</b>	One-Year Change in Single Family <b>Days On Market</b>	One-Year Change in Single Family <b>Median Sales Price</b>

Residential real estate activity in Area 9 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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



# Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	10-2019	10-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		283	261	- 7.8%	3,484	3,215	- 7.7%
<b>Pending Sales</b>		224	261	+ 16.5%	2,549	2,787	+ 9.3%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		235	337	+ 43.4%	2,428	2,623	+ 8.0%
<b>Median Sales Price</b>		\$416,687	\$460,000	+ 10.4%	\$425,000	\$447,000	+ 5.2%
<b>Avg. Sales Price</b>		\$474,439	\$540,918	+ 14.0%	\$466,505	\$508,942	+ 9.1%
<b>Pct. of List Price Received</b>		98.7%	99.7%	+ 1.0%	99.2%	99.6%	+ 0.4%
<b>Days on Market</b>		83	73	- 12.0%	68	74	+ 8.8%
<b>Affordability Index</b>		90	87	- 3.3%	88	90	+ 2.3%
<b>Active Listings</b>		625	329	- 47.4%	--	--	--
<b>Months Supply</b>		2.6	1.3	- 50.0%	--	--	--

# 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.



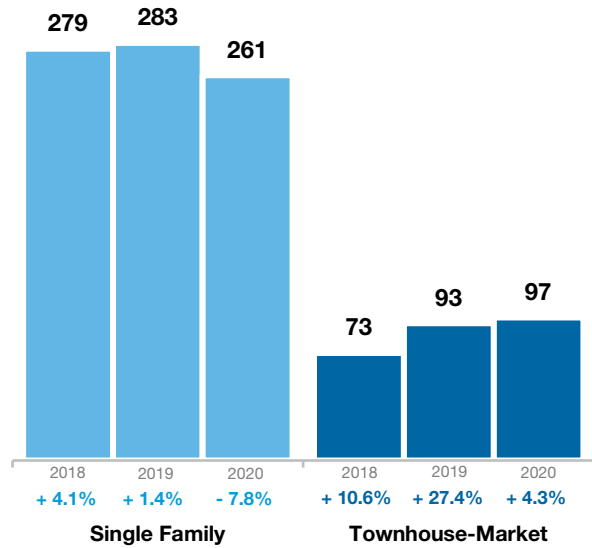
Key Metrics	Historical Sparkbars	10-2019	10-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		93	97	+ 4.3%	1,027	986	- 4.0%
<b>Pending Sales</b>		63	93	+ 47.6%	752	837	+ 11.3%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		53	88	+ 66.0%	726	803	+ 10.6%
<b>Median Sales Price</b>		\$297,000	\$314,700	+ 6.0%	\$290,314	\$312,000	+ 7.5%
<b>Avg. Sales Price</b>		\$306,536	\$336,753	+ 9.9%	\$310,707	\$328,528	+ 5.7%
<b>Pct. of List Price Received</b>		98.1%	99.1%	+ 1.0%	99.2%	99.1%	- 0.1%
<b>Days on Market</b>		79	81	+ 2.5%	72	92	+ 27.8%
<b>Affordability Index</b>		126	127	+ 0.8%	129	129	0.0%
<b>Active Listings</b>		210	150	- 28.6%	--	--	--
<b>Months Supply</b>		3.0	1.9	- 36.7%	--	--	--

# New Listings

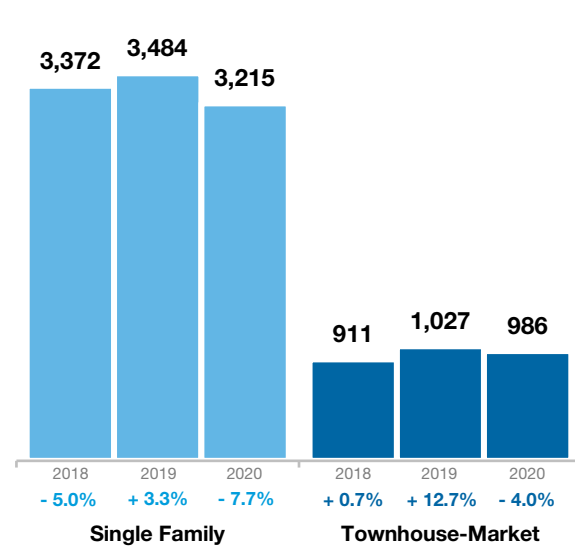
A count of the properties that have been newly listed on the market in a given month.



## October

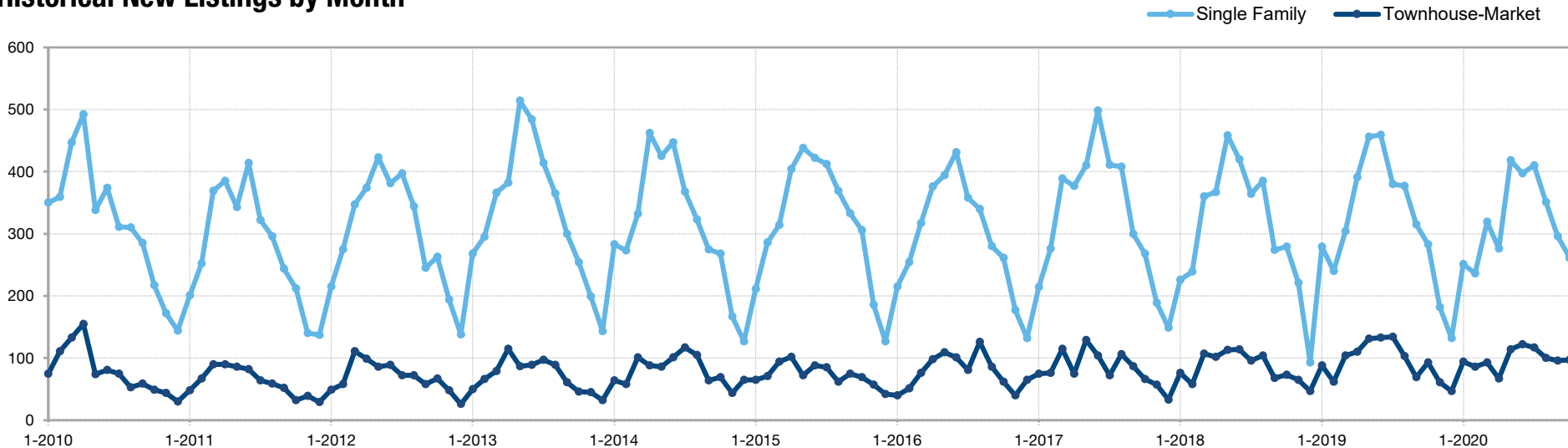


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2019	182	-17.6%	61	-6.2%
Dec-2019	132	+41.9%	47	0.0%
Jan-2020	251	-10.0%	94	+6.8%
Feb-2020	236	-1.7%	86	+38.7%
Mar-2020	319	+4.9%	93	-10.6%
Apr-2020	276	-29.4%	67	-39.1%
May-2020	418	-8.3%	114	-13.0%
Jun-2020	397	-13.5%	122	-8.3%
Jul-2020	410	+7.9%	117	-12.7%
Aug-2020	351	-6.9%	100	-2.9%
Sep-2020	296	-6.0%	96	+39.1%
<b>Oct-2020</b>	<b>261</b>	<b>-7.8%</b>	<b>97</b>	<b>+4.3%</b>
12-Month Avg	294	-7.1%	91	-4.0%

## Historical New Listings by Month

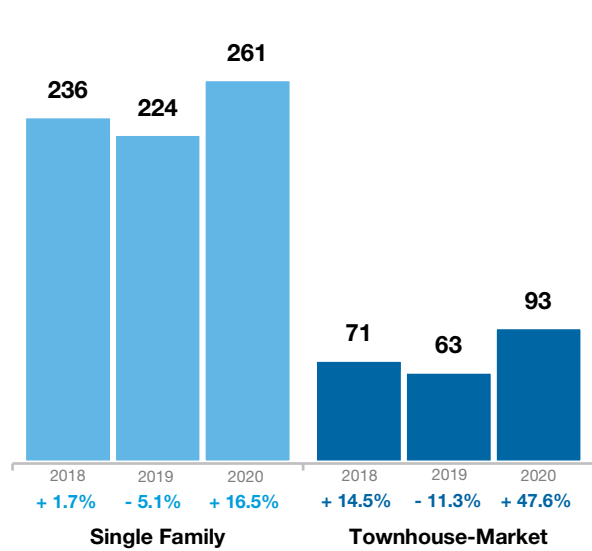


# Pending Sales

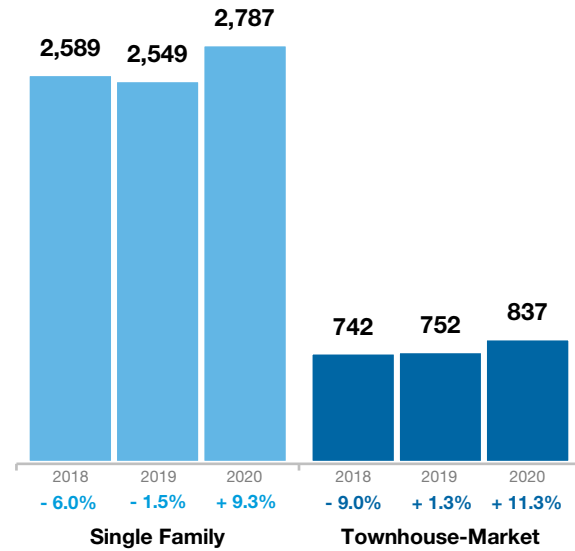
A count of the properties on which offers have been accepted in a given month.



## October

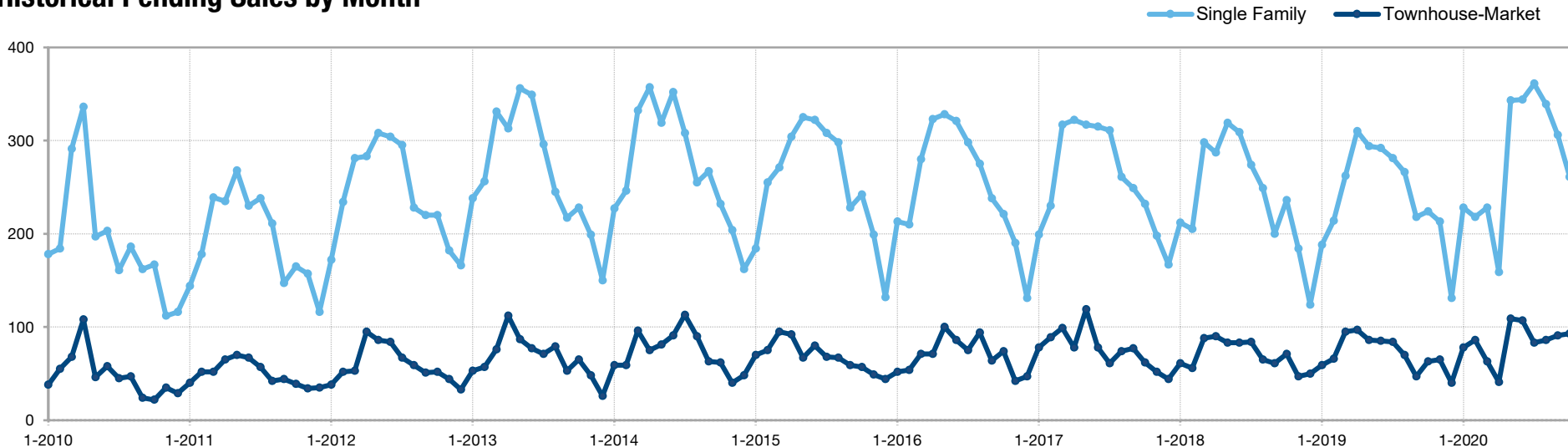


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2019	213	+15.8%	65	+38.3%
Dec-2019	131	+5.6%	40	-20.0%
Jan-2020	228	+21.3%	78	+32.2%
Feb-2020	218	+1.9%	86	+30.3%
Mar-2020	228	-13.0%	63	-33.7%
Apr-2020	159	-48.7%	41	-57.7%
May-2020	343	+16.7%	109	+26.7%
Jun-2020	344	+17.8%	107	+25.9%
Jul-2020	361	+28.5%	83	-1.2%
Aug-2020	339	+27.4%	86	+22.9%
Sep-2020	306	+40.4%	91	+93.6%
<b>Oct-2020</b>	<b>261</b>	<b>+16.5%</b>	<b>93</b>	<b>+47.6%</b>
12-Month Avg	261	+9.6%	79	+11.0%

## Historical Pending Sales by Month

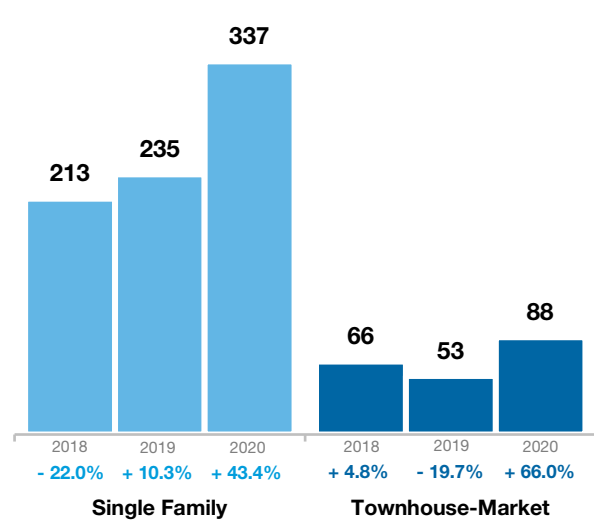


# Sold Listings

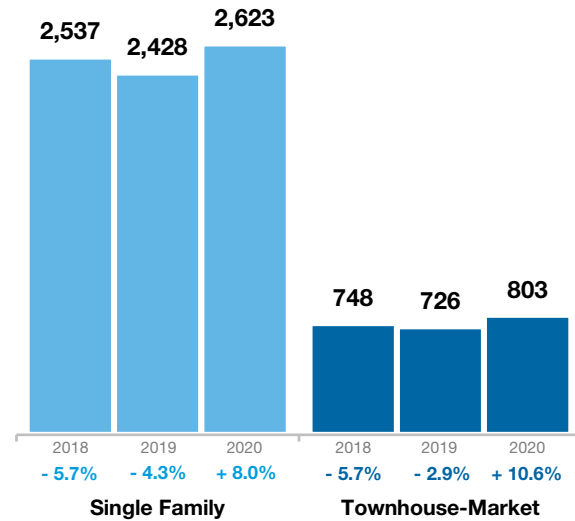
A count of the actual sales that closed in a given month.



## October

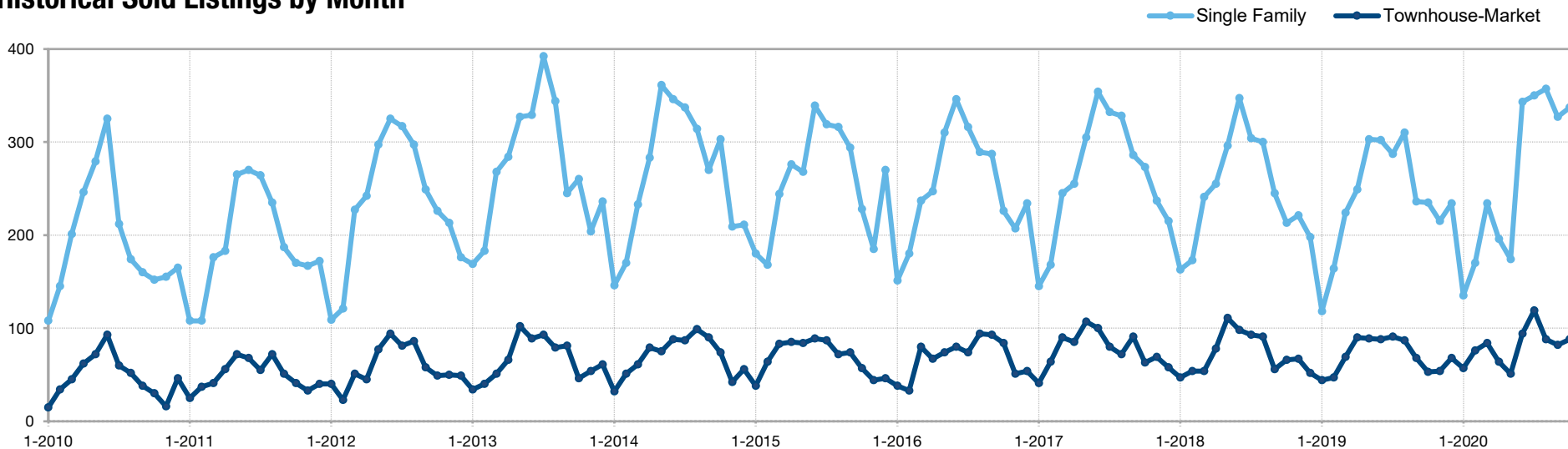


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2019	215	-2.7%	54	-19.4%
Dec-2019	234	+18.2%	68	+30.8%
Jan-2020	135	+14.4%	57	+29.5%
Feb-2020	170	+3.7%	76	+61.7%
Mar-2020	234	+4.5%	84	+21.7%
Apr-2020	196	-21.3%	64	-28.9%
May-2020	174	-42.6%	51	-42.7%
Jun-2020	343	+13.6%	94	+6.8%
Jul-2020	350	+22.0%	119	+30.8%
Aug-2020	357	+15.2%	88	+1.1%
Sep-2020	327	+38.6%	82	+20.6%
<b>Oct-2020</b>	<b>337</b>	<b>+43.4%</b>	<b>88</b>	<b>+66.0%</b>
12-Month Avg	256	+7.9%	77	+9.5%

## Historical Sold Listings by Month



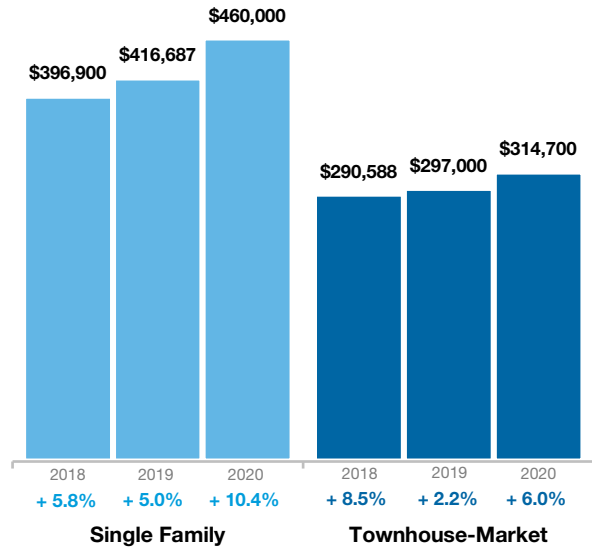


# Median Sales Price

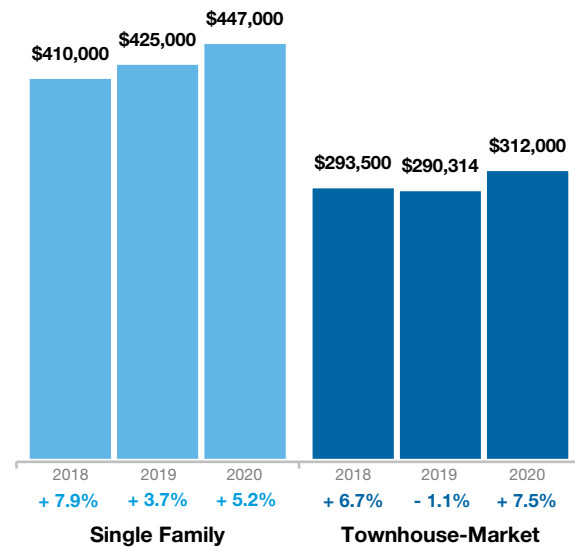
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



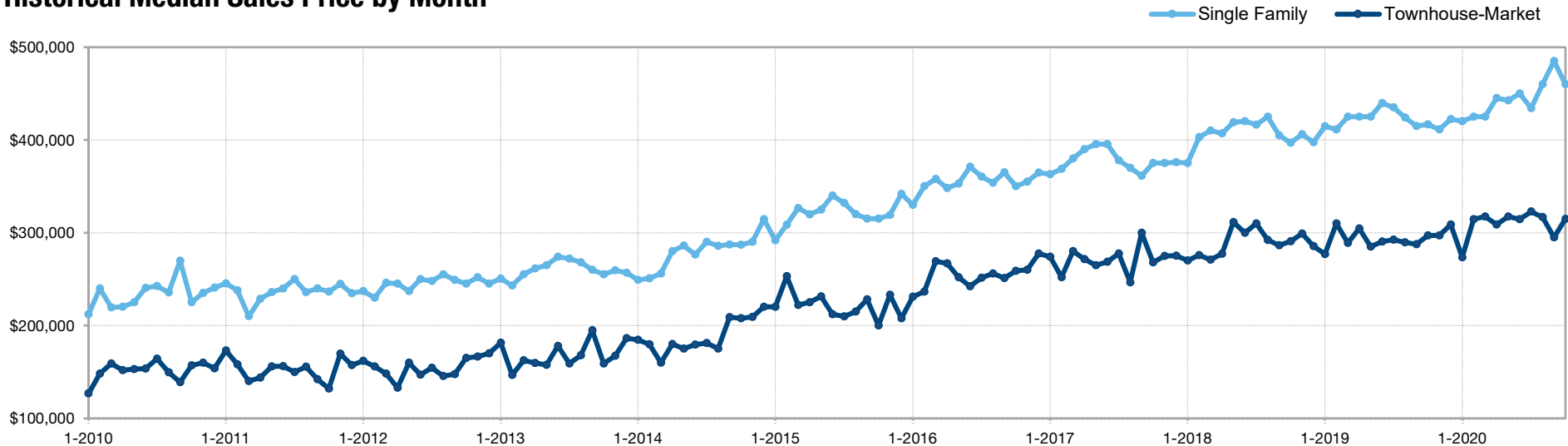
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2019	\$411,300	+1.3%	\$297,000	-0.7%
Dec-2019	\$422,273	+6.3%	\$308,750	+8.1%
Jan-2020	\$420,000	+1.3%	\$273,500	-1.3%
Feb-2020	\$425,000	+3.3%	\$314,500	+1.5%
Mar-2020	\$425,000	0.0%	\$317,500	+9.9%
Apr-2020	\$445,000	+4.7%	\$308,700	+1.3%
May-2020	\$442,500	+4.1%	\$317,500	+11.4%
Jun-2020	\$449,975	+2.4%	\$314,500	+8.3%
Jul-2020	\$434,150	-0.2%	\$322,750	+10.3%
Aug-2020	\$460,000	+8.5%	\$316,713	+9.4%
Sep-2020	\$485,000	+16.9%	\$294,900	+2.6%
<b>Oct-2020</b>	<b>\$460,000</b>	<b>+10.4%</b>	<b>\$314,700</b>	<b>+6.0%</b>
12-Month Avg*	\$442,000	+4.7%	\$310,000	+6.8%

\* Median Sales Price for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



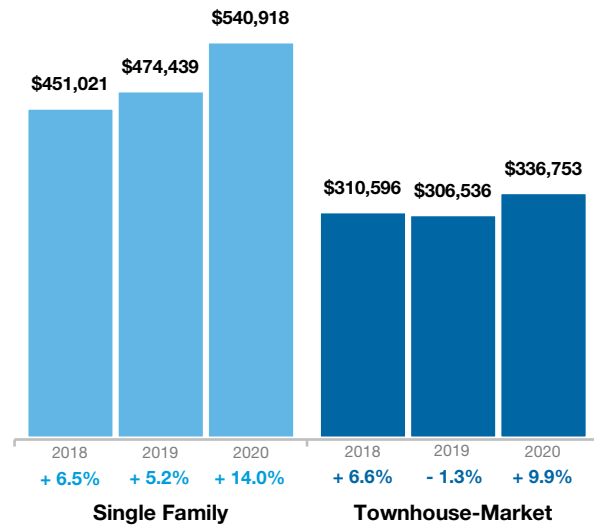


# Average Sales Price

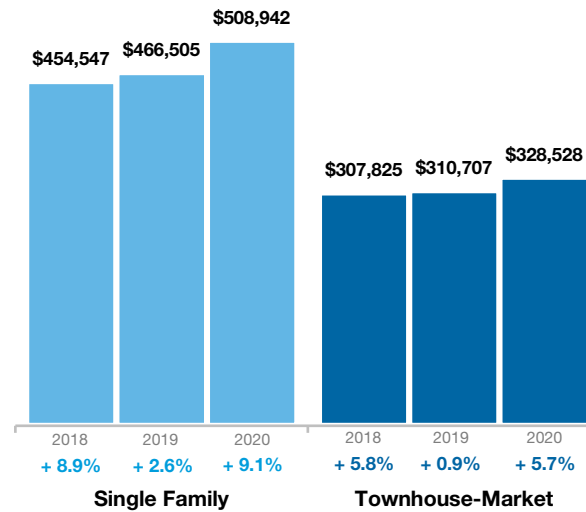
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



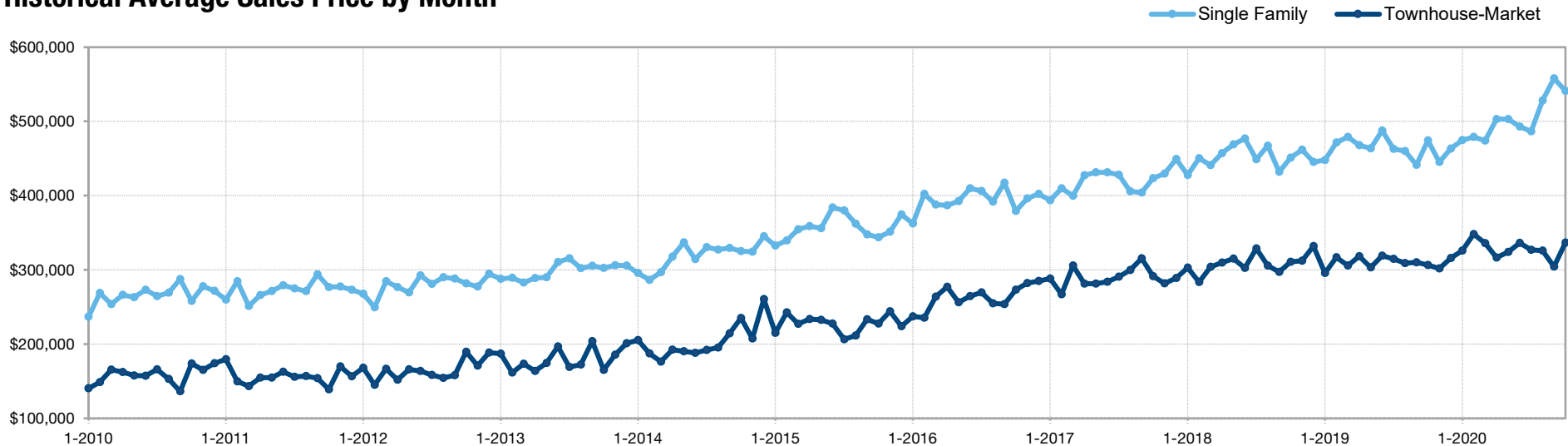
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2019	\$445,320	-3.5%	\$301,862	-3.3%
Dec-2019	\$463,132	+4.0%	\$315,728	-4.8%
Jan-2020	\$474,535	+5.9%	\$325,684	+10.1%
Feb-2020	\$479,033	+1.6%	\$348,212	+9.9%
Mar-2020	\$473,909	-1.1%	\$336,044	+9.9%
Apr-2020	\$502,813	+7.5%	\$316,628	-0.5%
May-2020	\$502,825	+8.5%	\$324,022	+6.8%
Jun-2020	\$492,814	+1.1%	\$336,088	+5.4%
Jul-2020	\$486,392	+5.1%	\$326,866	+3.8%
Aug-2020	\$528,055	+14.8%	\$325,879	+5.5%
Sep-2020	\$557,874	+26.4%	\$304,410	-1.8%
<b>Oct-2020</b>	<b>\$540,918</b>	<b>+14.0%</b>	<b>\$336,753</b>	<b>+9.9%</b>
12-Month Avg*	\$500,997	+7.8%	\$326,030	+4.5%

\* Avg. Sales Price for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



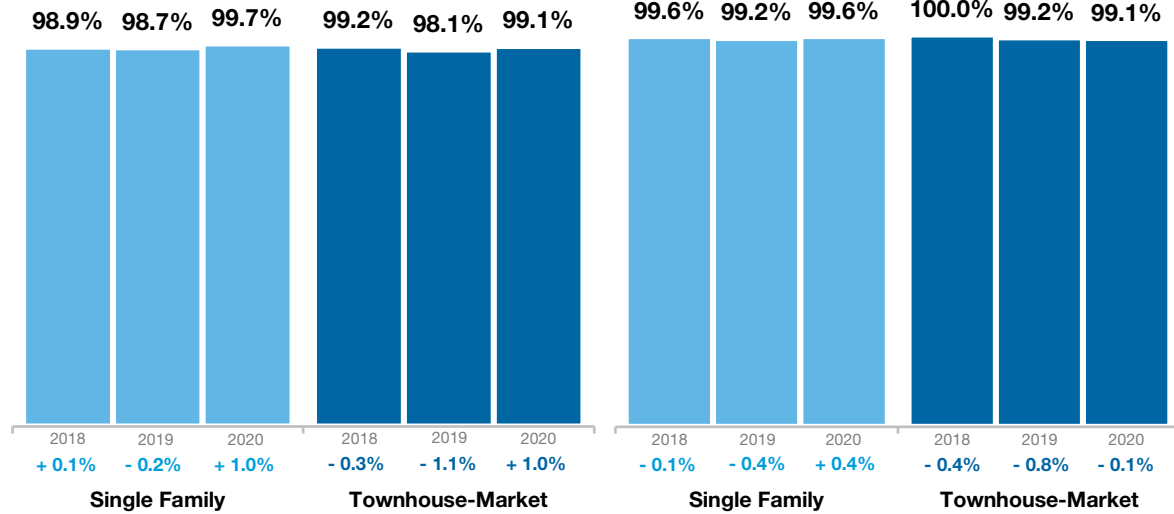
# Percent of List Price Received

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.



## October

## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2019	98.7%	-0.1%	98.3%	-0.1%
Dec-2019	99.0%	+1.1%	99.0%	0.0%
Jan-2020	98.9%	+0.2%	98.8%	+0.2%
Feb-2020	99.5%	+0.8%	98.8%	+0.4%
Mar-2020	99.2%	+0.1%	99.8%	+0.3%
Apr-2020	99.8%	+0.5%	99.1%	-0.2%
May-2020	99.4%	-0.2%	98.6%	-1.0%
Jun-2020	99.2%	-0.4%	99.2%	-0.7%
Jul-2020	100.1%	+0.7%	99.2%	-0.3%
Aug-2020	99.7%	+0.9%	99.2%	-0.1%
Sep-2020	99.6%	+0.4%	98.8%	+0.1%
<b>Oct-2020</b>	<b>99.7%</b>	<b>+1.0%</b>	<b>99.1%</b>	<b>+1.0%</b>
12-Month Avg*	99.0%	+0.4%	99.1%	-0.1%

\* Pct. of List Price Received for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

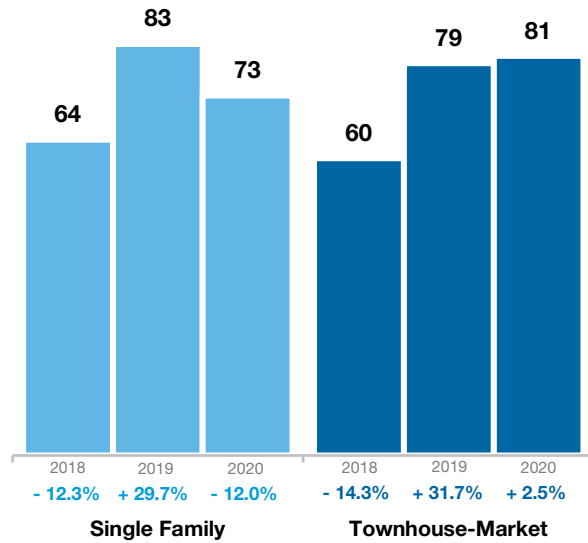


# Days on Market Until Sale

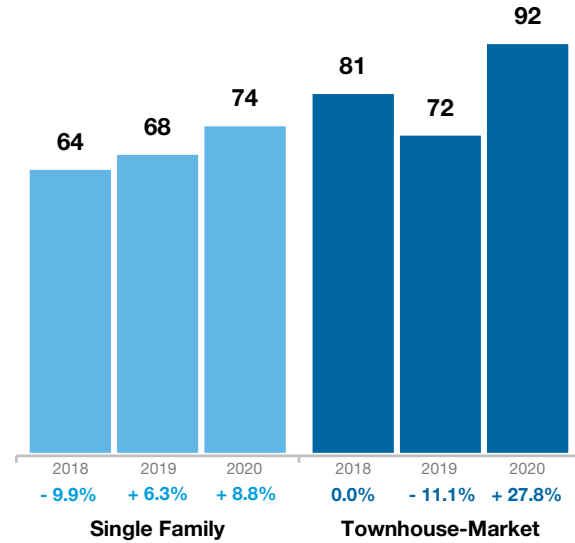
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October



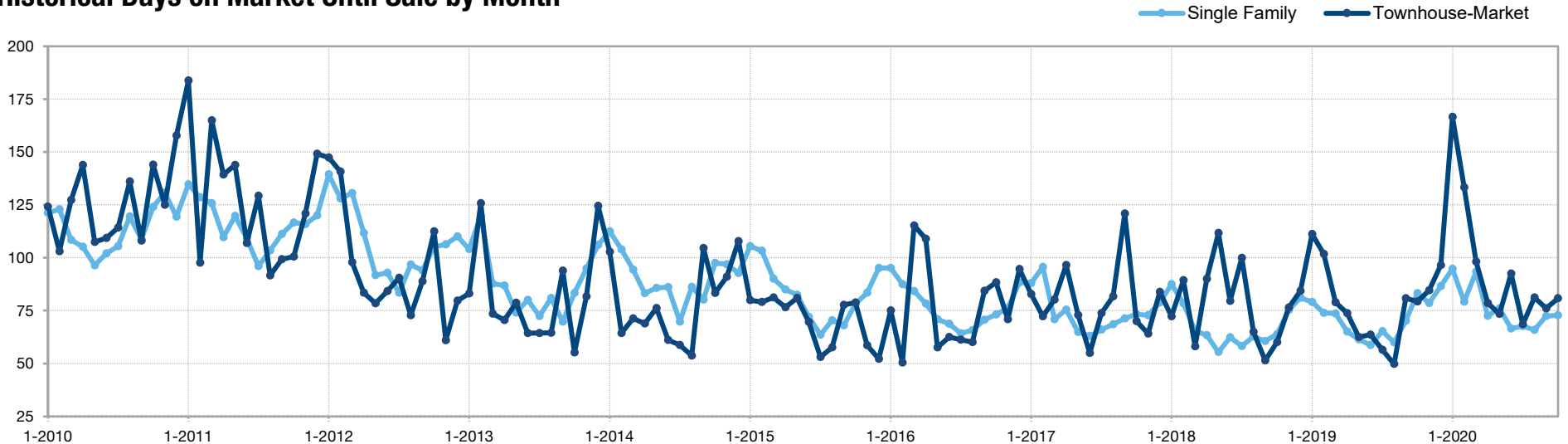
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2019	79	+5.3%	85	+11.8%
Dec-2019	87	+7.4%	96	+14.3%
Jan-2020	95	+20.3%	167	+50.5%
Feb-2020	79	+6.8%	133	+30.4%
Mar-2020	93	+25.7%	98	+24.1%
Apr-2020	73	+12.3%	79	+6.8%
May-2020	76	+24.6%	73	+17.7%
Jun-2020	67	+13.6%	92	+43.8%
Jul-2020	68	+4.6%	68	+21.4%
Aug-2020	66	+10.0%	81	+62.0%
Sep-2020	72	+2.9%	76	-6.2%
<b>Oct-2020</b>	<b>73</b>	<b>-12.0%</b>	<b>81</b>	<b>+2.5%</b>
12-Month Avg	75	+8.8%	92	+26.2%

\* Days on Market for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



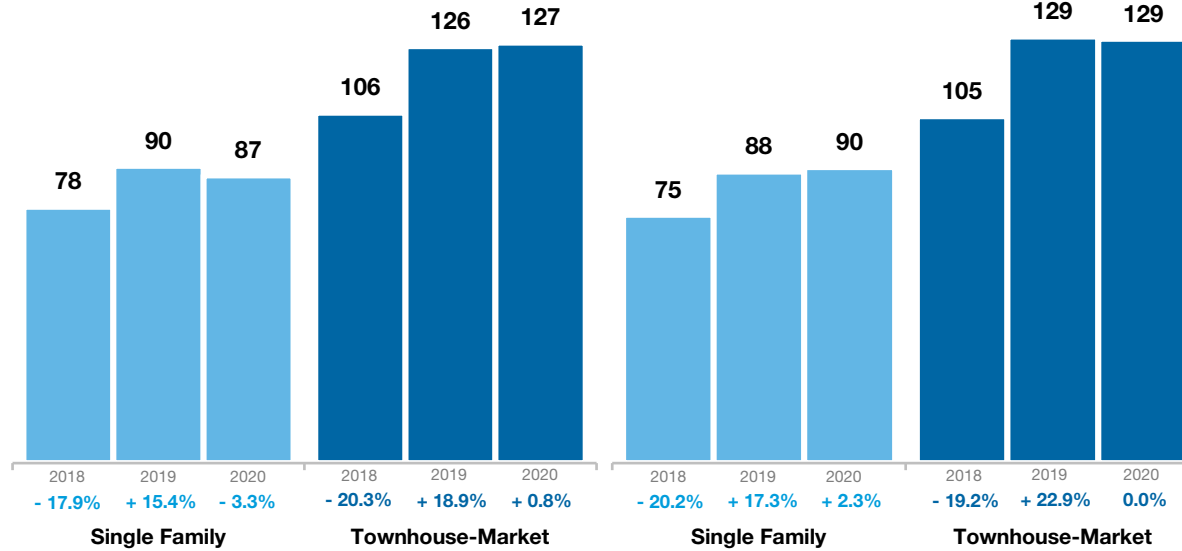
# Housing Affordability Index

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.



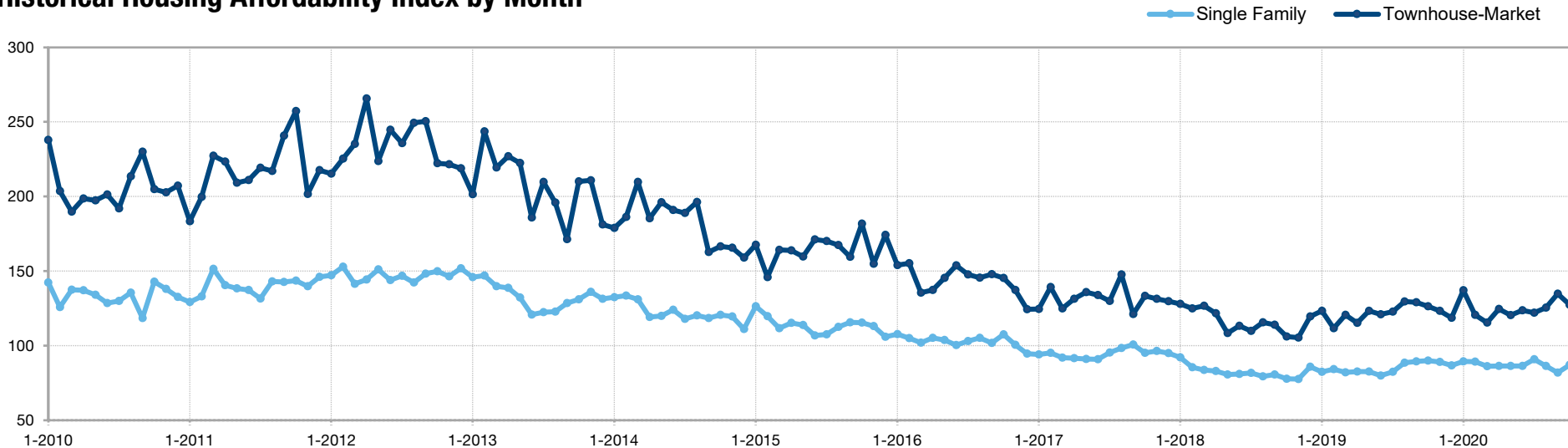
## October

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2019	89	+14.1%	123	+17.1%
Dec-2019	87	+1.2%	119	0.0%
Jan-2020	89	+8.5%	137	+11.4%
Feb-2020	89	+6.0%	121	+8.0%
Mar-2020	86	+4.9%	115	-5.0%
Apr-2020	86	+3.6%	124	+7.8%
May-2020	86	+3.6%	120	-2.4%
Jun-2020	86	+7.5%	124	+2.5%
Jul-2020	91	+11.0%	122	-0.8%
Aug-2020	86	-2.3%	125	-3.8%
Sep-2020	82	-7.9%	135	+4.7%
<b>Oct-2020</b>	<b>87</b>	<b>-3.3%</b>	<b>127</b>	<b>+0.8%</b>
12-Month Avg	87	+3.6%	84	+5.3%

## Historical Housing Affordability Index by Month

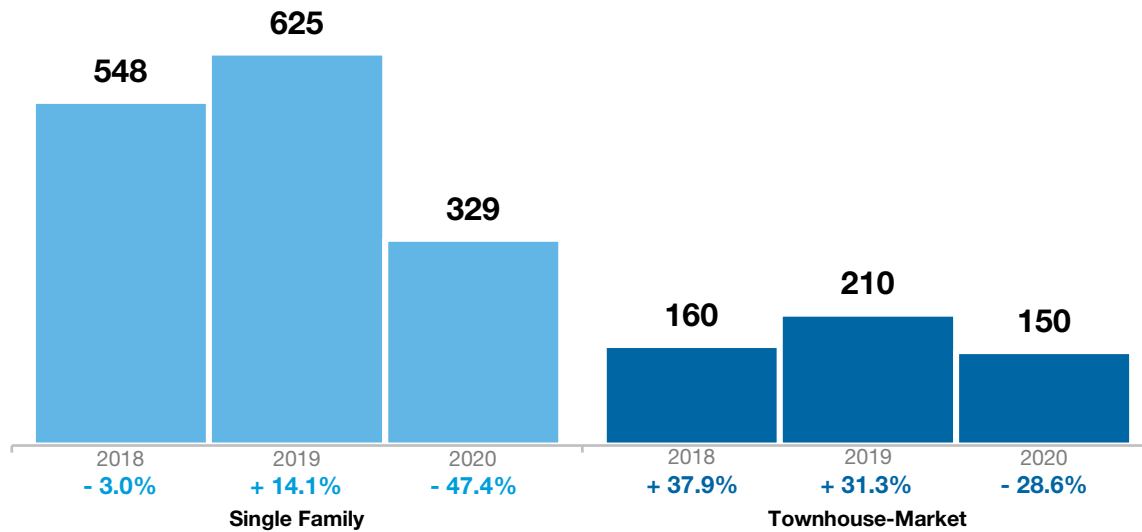


# Inventory of Active Listings

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



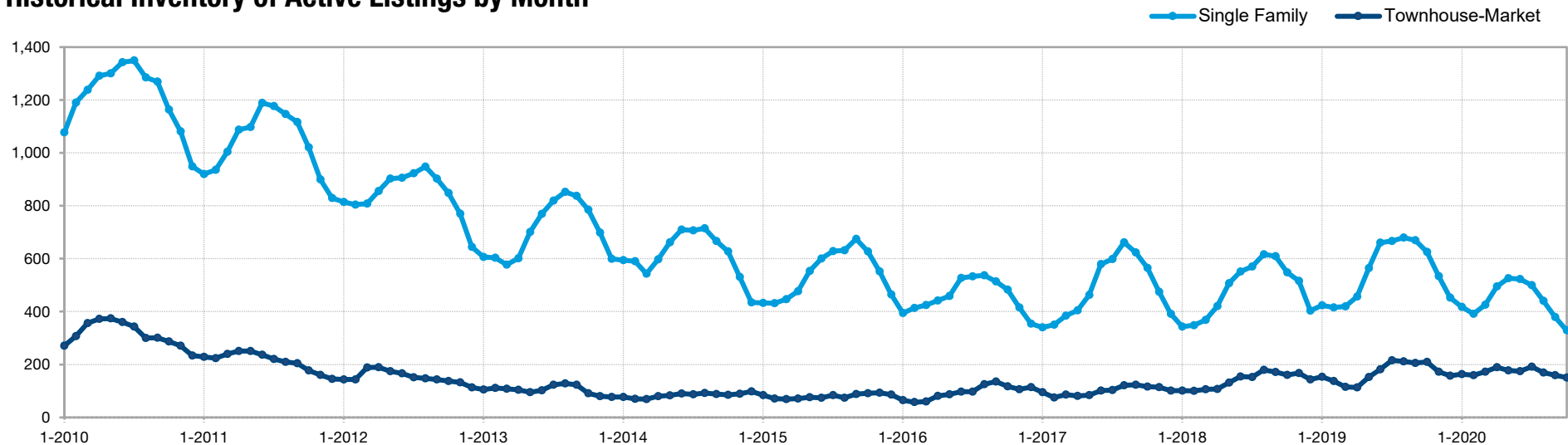
## October



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2019	534	+3.5%	173	+3.6%
Dec-2019	453	+12.4%	157	+9.8%
Jan-2020	417	-1.4%	163	+6.5%
Feb-2020	391	-5.8%	159	+16.1%
Mar-2020	425	+1.4%	172	+49.6%
Apr-2020	495	+8.3%	190	+68.1%
May-2020	526	-6.7%	178	+17.1%
Jun-2020	523	-20.8%	175	-3.8%
Jul-2020	500	-24.9%	192	-11.1%
Aug-2020	441	-35.1%	169	-20.3%
Sep-2020	379	-43.3%	159	-22.8%
<b>Oct-2020</b>	<b>329</b>	<b>-47.4%</b>	<b>150</b>	<b>-28.6%</b>
12-Month Avg*	451	-16.7%	170	+1.5%

\* Active Listings for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Inventory of Active Listings by Month

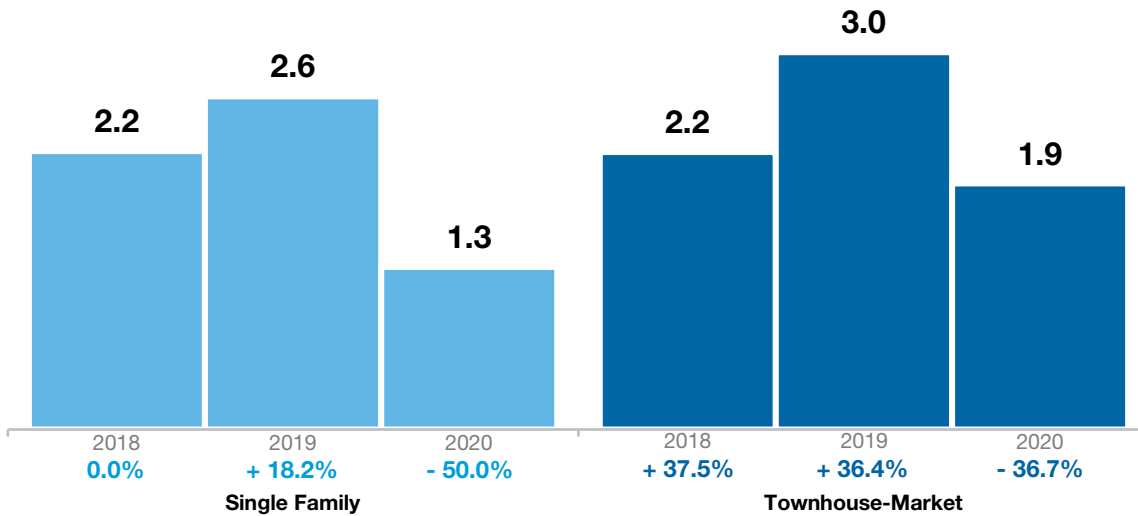


# Months Supply of Inventory

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.



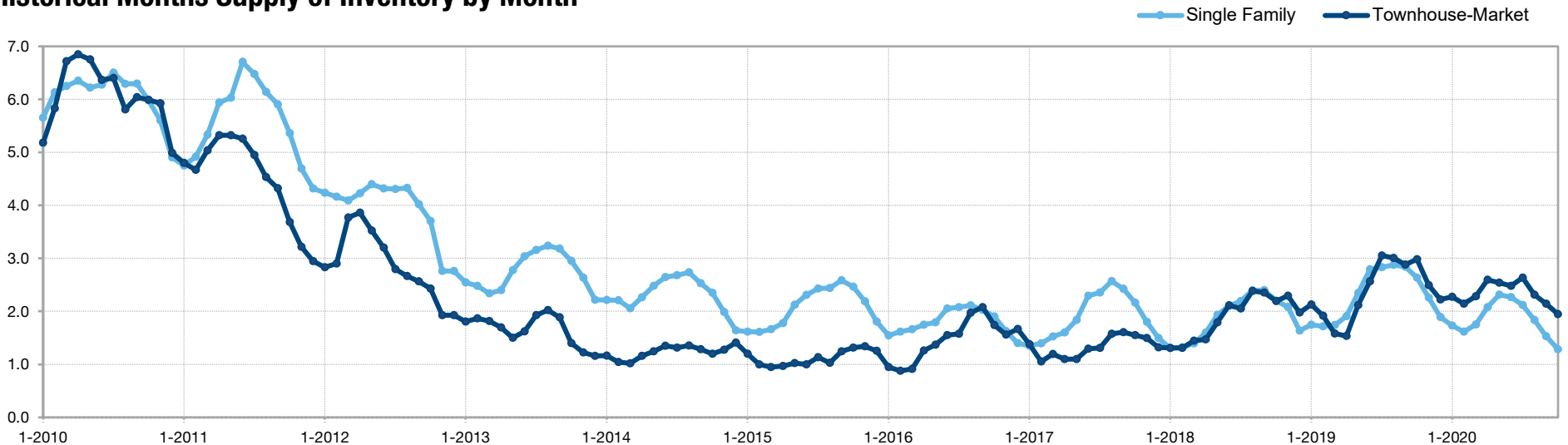
## October



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Nov-2019	2.3	+9.5%	2.5	+8.7%
Dec-2019	1.9	+18.8%	2.2	+10.0%
Jan-2020	1.7	0.0%	2.3	+9.5%
Feb-2020	1.6	-5.9%	2.1	+10.5%
Mar-2020	1.8	+5.9%	2.3	+43.8%
Apr-2020	2.1	+10.5%	2.6	+73.3%
May-2020	2.3	0.0%	2.5	+19.0%
Jun-2020	2.3	-17.9%	2.5	-3.8%
Jul-2020	2.1	-25.0%	2.6	-13.3%
Aug-2020	1.8	-37.9%	2.3	-23.3%
Sep-2020	1.5	-46.4%	2.1	-27.6%
<b>Oct-2020</b>	<b>1.3</b>	<b>-50.0%</b>	<b>1.9</b>	<b>-36.7%</b>
12-Month Avg*	1.9	-16.4%	2.3	+0.1%

\* Months Supply for all properties from November 2019 through October 2020. 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	10-2019	10-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		376	<b>358</b>	- 4.8%	4,511	<b>4,201</b>	- 6.9%
<b>Pending Sales</b>		287	<b>354</b>	+ 23.3%	752	<b>837</b>	+ 11.3%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		288	<b>425</b>	+ 47.6%	3,154	<b>3,426</b>	+ 8.6%
<b>Median Sales Price</b>		\$396,750	<b>\$429,000</b>	+ 8.1%	\$395,000	<b>\$415,000</b>	+ 5.1%
<b>Avg. Sales Price</b>		\$443,541	<b>\$498,644</b>	+ 8.4%	\$430,631	<b>\$466,643</b>	+ 8.4%
<b>Pct. of List Price Received</b>		98.6%	<b>99.6%</b>	+ 0.3%	99.2%	<b>99.5%</b>	+ 0.3%
<b>Days on Market</b>		82	<b>74</b>	+ 14.7%	68	<b>78</b>	+ 14.7%
<b>Affordability Index</b>		95	<b>93</b>	+ 1.7%	95	<b>97</b>	+ 1.7%
<b>Active Listings</b>		835	<b>479</b>	- 42.6%	--	--	--
<b>Months Supply</b>		2.7	<b>1.4</b>	- 47.0%	--	--	--

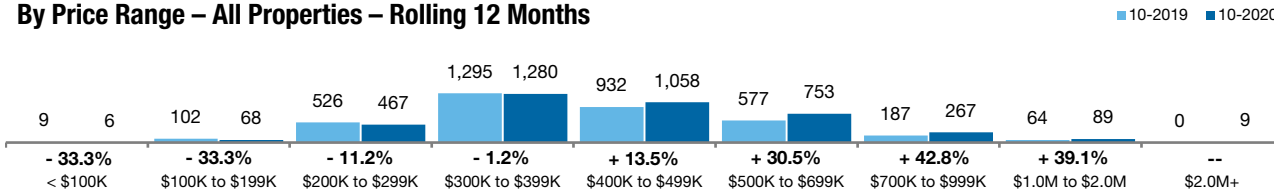


# Sold Listings

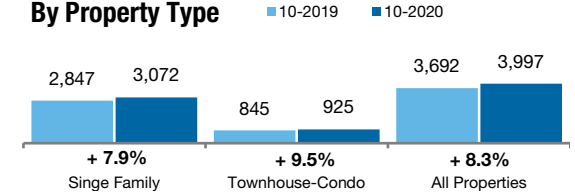
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$99,999 and Below	9	6	-33.3%	0	0	--
\$100,000 to \$199,999	47	26	-44.7%	55	42	-23.6%
\$200,000 to \$299,999	130	91	-30.0%	396	376	-5.1%
\$300,000 to \$399,999	999	884	-11.5%	296	396	+33.8%
\$400,000 to \$499,999	871	994	+14.1%	61	64	+4.9%
\$500,000 to \$699,999	555	724	+30.5%	22	29	+31.8%
\$700,000 to \$999,999	177	252	+42.4%	10	15	+50.0%
\$1,000,000 to \$1,999,999	59	86	+45.8%	5	3	-40.0%
\$2,000,000 and Above	0	9	--	0	0	--
<b>All Price Ranges</b>	<b>2,847</b>	<b>3,072</b>	<b>+7.9%</b>	<b>845</b>	<b>925</b>	<b>+9.5%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	9-2020	10-2020	Change	9-2020	10-2020	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	3	+200.0%	7	0	-100.0%
\$200,000 to \$299,999	9	4	-55.6%	36	40	+11.1%
\$300,000 to \$399,999	62	85	+37.1%	34	36	+5.9%
\$400,000 to \$499,999	104	111	+6.7%	2	6	+200.0%
\$500,000 to \$699,999	98	80	-18.4%	3	4	+33.3%
\$700,000 to \$999,999	38	38	0.0%	0	2	--
\$1,000,000 to \$1,999,999	12	14	+16.7%	0	0	--
\$2,000,000 and Above	3	2	-33.3%	0	0	--
<b>All Price Ranges</b>	<b>327</b>	<b>337</b>	<b>+3.1%</b>	<b>82</b>	<b>88</b>	<b>+7.3%</b>

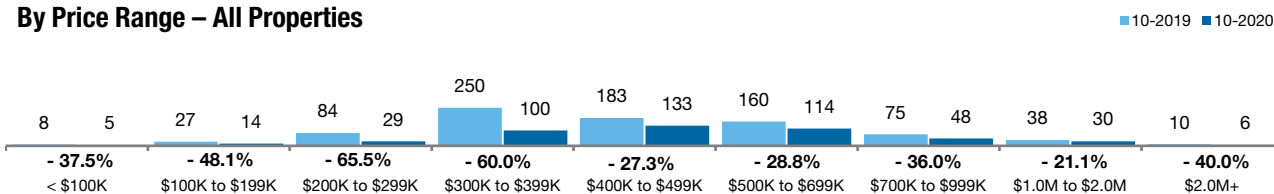
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$99,999 and Below	8	2	-75.0%	0	0	--
\$100,000 to \$199,999	43	20	-53.5%	44	35	-20.5%
\$200,000 to \$299,999	102	70	-31.4%	342	325	-5.0%
\$300,000 to \$399,999	827	717	-13.3%	256	345	+34.8%
\$400,000 to \$499,999	759	862	+13.6%	55	53	-3.6%
\$500,000 to \$699,999	486	636	+30.9%	19	27	+42.1%
\$700,000 to \$999,999	155	230	+48.4%	7	15	+114.3%
\$1,000,000 to \$1,999,999	48	78	+62.5%	3	3	0.0%
\$2,000,000 and Above	0	8	--	0	0	--
<b>All Price Ranges</b>	<b>2,428</b>	<b>2,623</b>	<b>+8.0%</b>	<b>726</b>	<b>803</b>	<b>+10.6%</b>

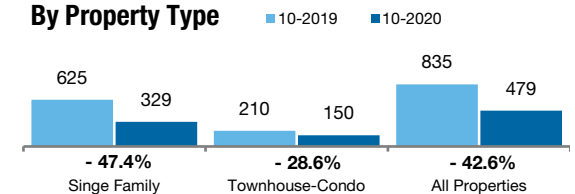
# Inventory of Active Listings

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		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$99,999 and Below	8	5	-37.5%	0	0	--
\$100,000 to \$199,999	14	10	-28.6%	13	4	-69.2%
\$200,000 to \$299,999	21	7	-66.7%	63	22	-65.1%
\$300,000 to \$399,999	161	41	-74.5%	89	59	-33.7%
\$400,000 to \$499,999	173	98	-43.4%	10	35	+250.0%
\$500,000 to \$699,999	139	95	-31.7%	21	19	-9.5%
\$700,000 to \$999,999	62	40	-35.5%	13	8	-38.5%
\$1,000,000 to \$1,999,999	37	27	-27.0%	1	3	+200.0%
\$2,000,000 and Above	10	6	-40.0%	0	0	--
<b>All Price Ranges</b>	<b>625</b>	<b>329</b>	<b>-47.4%</b>	<b>210</b>	<b>150</b>	<b>-28.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	9-2020	10-2020	Change	9-2020	10-2020	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	9	10	+11.1%	3	4	+33.3%
\$200,000 to \$299,999	9	7	-22.2%	34	22	-35.3%
\$300,000 to \$399,999	56	41	-26.8%	59	59	0.0%
\$400,000 to \$499,999	103	98	-4.9%	28	35	+25.0%
\$500,000 to \$699,999	112	95	-15.2%	25	19	-24.0%
\$700,000 to \$999,999	47	40	-14.9%	5	8	+60.0%
\$1,000,000 to \$1,999,999	32	27	-15.6%	5	3	-40.0%
\$2,000,000 and Above	6	6	0.0%	0	0	--
<b>All Price Ranges</b>	<b>379</b>	<b>329</b>	<b>-13.2%</b>	<b>159</b>	<b>150</b>	<b>-5.7%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$99,999 and Below	8	2	-75.0%	0	0	--
\$100,000 to \$199,999	43	20	-53.5%	44	35	-20.5%
\$200,000 to \$299,999	102	70	-31.4%	342	325	-5.0%
\$300,000 to \$399,999	827	717	-13.3%	256	345	+34.8%
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\$700,000 to \$999,999	155	230	+48.4%	7	15	+114.3%
\$1,000,000 to \$1,999,999	48	78	+62.5%	3	3	0.0%
\$2,000,000 and Above	0	8	--	0	0	--
<b>All Price Ranges</b>	<b>2,428</b>	<b>2,623</b>	<b>+8.0%</b>	<b>726</b>	<b>803</b>	<b>+10.6%</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 October 2020

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## Berthoud

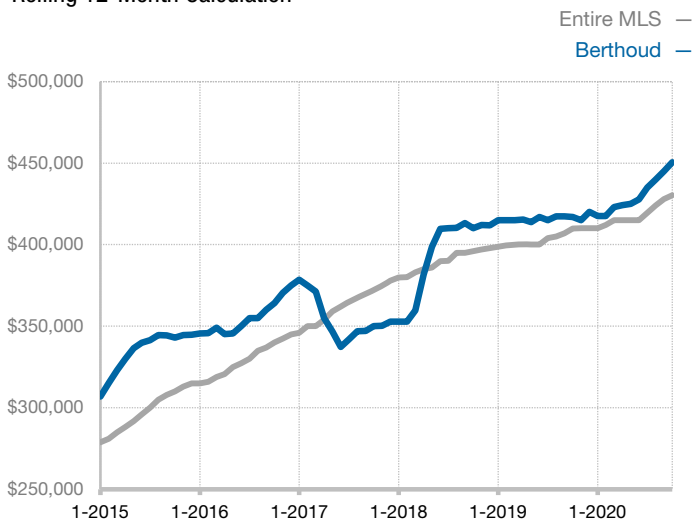
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	39	44	+ 12.8%	473	570	+ 20.5%
Closed Sales	26	54	+ 107.7%	378	420	+ 11.1%
Median Sales Price*	\$381,080	<b>\$480,186</b>	+ 26.0%	\$415,450	<b>\$450,000</b>	+ 8.3%
Average Sales Price*	\$421,825	<b>\$545,577</b>	+ 29.3%	\$461,928	<b>\$517,768</b>	+ 12.1%
Percent of List Price Received*	99.7%	<b>100.3%</b>	+ 0.6%	99.5%	<b>99.5%</b>	0.0%
Days on Market Until Sale	80	<b>92</b>	+ 15.0%	97	<b>86</b>	- 11.3%
Inventory of Homes for Sale	91	<b>81</b>	- 11.0%	--	--	--
Months Supply of Inventory	2.5	<b>2.0</b>	- 20.0%	--	--	--

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

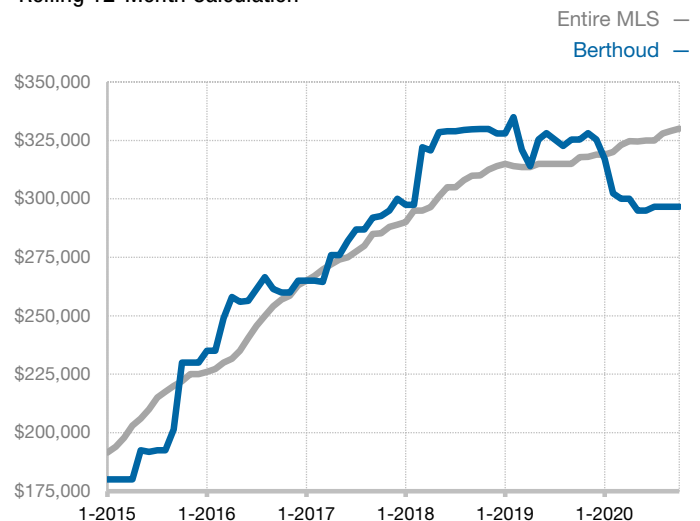
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	62	66	+ 6.5%
Closed Sales	4	4	0.0%	27	63	+ 133.3%
Median Sales Price*	\$415,077	<b>\$293,950</b>	- 29.2%	\$325,397	<b>\$296,600</b>	- 8.8%
Average Sales Price*	\$415,013	<b>\$309,800</b>	- 25.4%	\$348,238	<b>\$341,641</b>	- 1.9%
Percent of List Price Received*	100.2%	<b>100.7%</b>	+ 0.5%	101.3%	<b>100.5%</b>	- 0.8%
Days on Market Until Sale	109	<b>94</b>	- 13.8%	94	<b>132</b>	+ 40.4%
Inventory of Homes for Sale	13	<b>2</b>	- 84.6%	--	--	--
Months Supply of Inventory	4.3	<b>0.3</b>	- 93.0%	--	--	--

\* 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 October 2020

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## Boulder

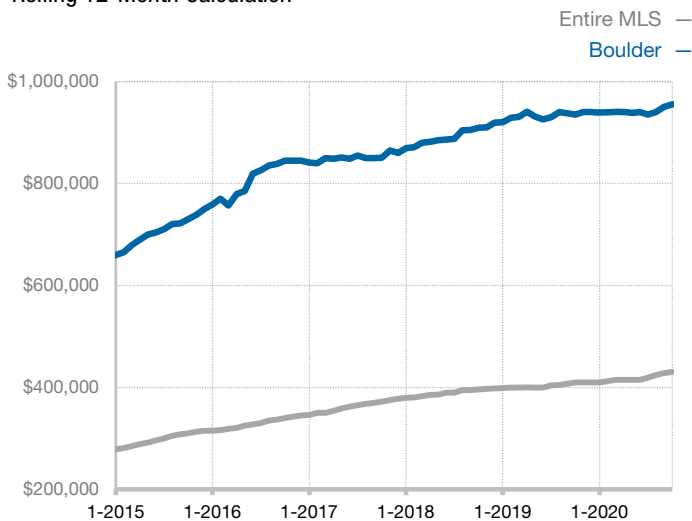
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	129	111	- 14.0%	1,457	1,326	- 9.0%
Closed Sales	81	110	+ 35.8%	783	867	+ 10.7%
Median Sales Price*	\$910,000	<b>\$968,750</b>	+ 6.5%	\$940,000	<b>\$960,000</b>	+ 2.1%
Average Sales Price*	\$1,116,350	<b>\$1,393,934</b>	+ 24.9%	\$1,202,374	<b>\$1,226,933</b>	+ 2.0%
Percent of List Price Received*	97.0%	<b>99.0%</b>	+ 2.1%	98.3%	<b>98.6%</b>	+ 0.3%
Days on Market Until Sale	84	<b>55</b>	- 34.5%	65	<b>62</b>	- 4.6%
Inventory of Homes for Sale	312	<b>187</b>	- 40.1%	--	--	--
Months Supply of Inventory	4.1	<b>2.2</b>	- 46.3%	--	--	--

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

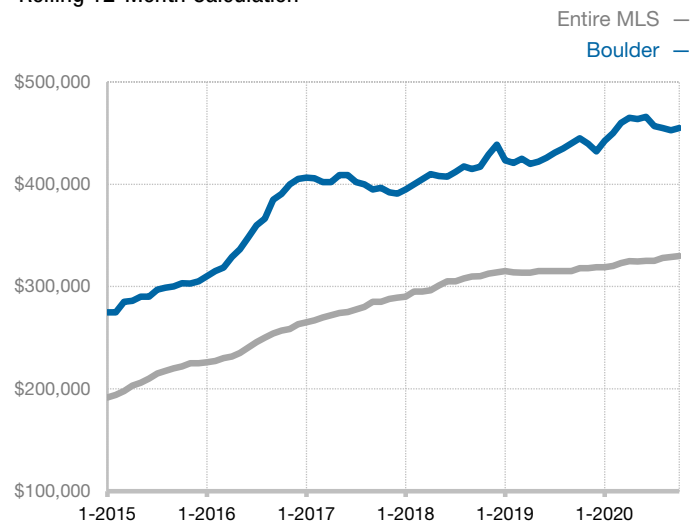
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	73	93	+ 27.4%	919	1,039	+ 13.1%
Closed Sales	56	67	+ 19.6%	565	602	+ 6.5%
Median Sales Price*	\$472,500	<b>\$480,000</b>	+ 1.6%	\$435,000	<b>\$465,000</b>	+ 6.9%
Average Sales Price*	\$526,035	<b>\$531,321</b>	+ 1.0%	\$519,383	<b>\$551,226</b>	+ 6.1%
Percent of List Price Received*	98.4%	<b>99.2%</b>	+ 0.8%	99.0%	<b>98.8%</b>	- 0.2%
Days on Market Until Sale	68	<b>53</b>	- 22.1%	77	<b>63</b>	- 18.2%
Inventory of Homes for Sale	167	<b>191</b>	+ 14.4%	--	--	--
Months Supply of Inventory	3.1	<b>3.3</b>	+ 6.5%	--	--	--

\* 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 October 2020

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## Fort Collins

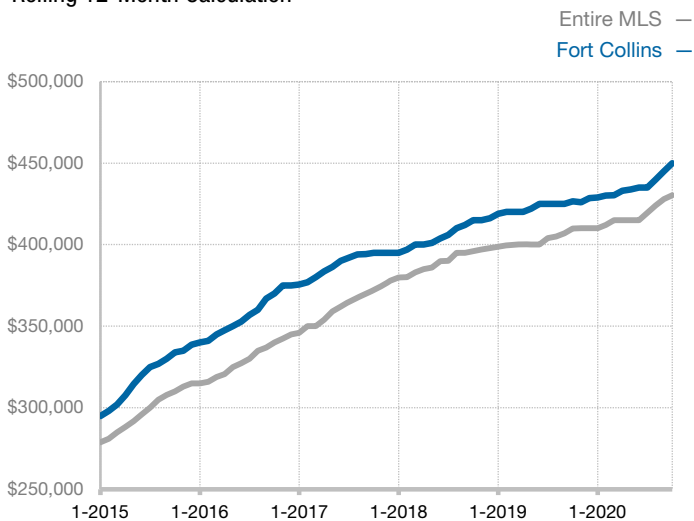
Single Family	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	209	196	- 6.2%	2,477	2,365	- 4.5%
Closed Sales	170	254	+ 49.4%	1,777	1,936	+ 8.9%
Median Sales Price*	\$427,813	<b>\$465,000</b>	+ 8.7%	\$430,000	<b>\$453,250</b>	+ 5.4%
Average Sales Price*	\$486,967	<b>\$542,058</b>	+ 11.3%	\$475,885	<b>\$516,828</b>	+ 8.6%
Percent of List Price Received*	98.5%	<b>99.4%</b>	+ 0.9%	99.2%	<b>99.3%</b>	+ 0.1%
Days on Market Until Sale	77	64	- 16.9%	59	61	+ 3.4%
Inventory of Homes for Sale	388	195	- 49.7%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--

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

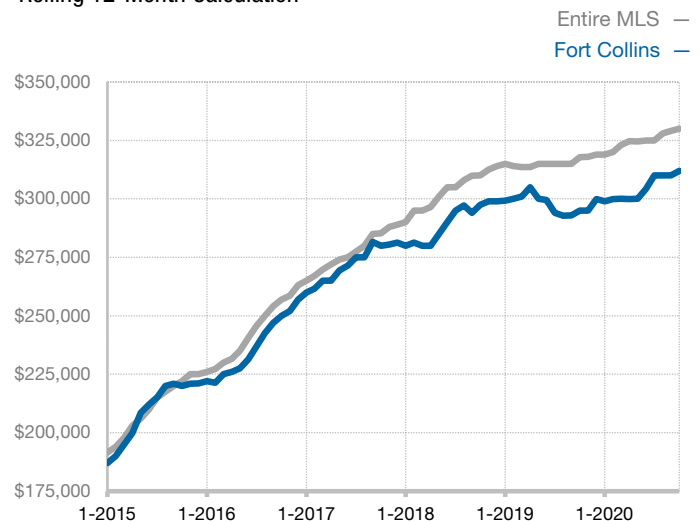
Townhouse/Condo	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	79	90	+ 13.9%	919	867	- 5.7%
Closed Sales	47	78	+ 66.0%	650	698	+ 7.4%
Median Sales Price*	\$297,000	<b>\$307,500</b>	+ 3.5%	\$295,000	<b>\$312,750</b>	+ 6.0%
Average Sales Price*	\$309,255	<b>\$333,659</b>	+ 7.9%	\$312,096	<b>\$328,703</b>	+ 5.3%
Percent of List Price Received*	97.9%	<b>99.1%</b>	+ 1.2%	99.1%	<b>98.9%</b>	- 0.2%
Days on Market Until Sale	75	76	+ 1.3%	66	86	+ 30.3%
Inventory of Homes for Sale	173	131	- 24.3%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--

\* 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 October 2020

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## Greeley

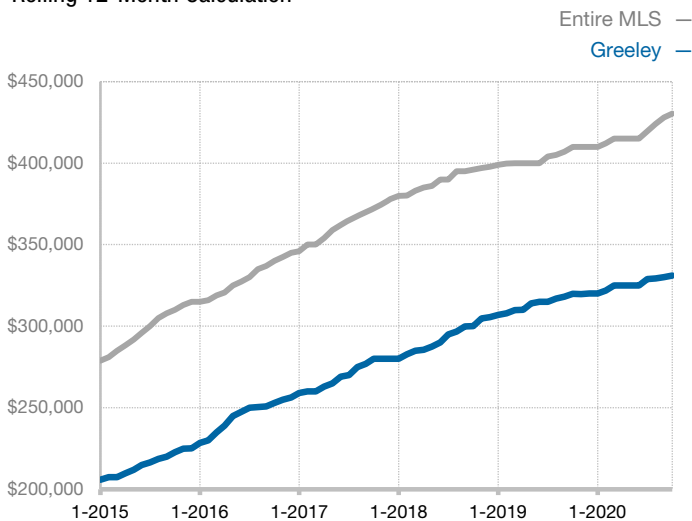
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	124	124	0.0%	1,693	1,439	- 15.0%
Closed Sales	134	136	+ 1.5%	1,378	1,220	- 11.5%
Median Sales Price*	\$310,000	\$351,000	+ 13.2%	\$319,950	\$335,000	+ 4.7%
Average Sales Price*	\$320,321	\$365,304	+ 14.0%	\$330,401	\$350,173	+ 6.0%
Percent of List Price Received*	100.2%	100.2%	0.0%	99.7%	99.7%	0.0%
Days on Market Until Sale	61	55	- 9.8%	55	57	+ 3.6%
Inventory of Homes for Sale	176	125	- 29.0%	--	--	--
Months Supply of Inventory	1.3	1.0	- 23.1%	--	--	--

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

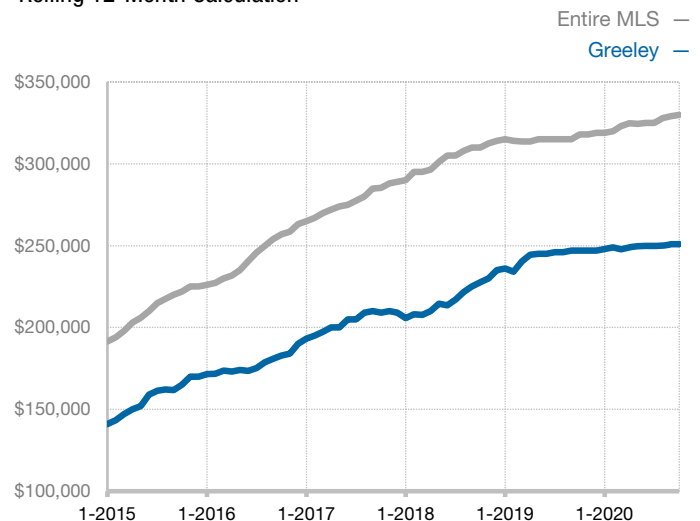
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	24	36	+ 50.0%	300	271	- 9.7%
Closed Sales	20	17	- 15.0%	242	213	- 12.0%
Median Sales Price*	\$251,000	\$255,000	+ 1.6%	\$247,500	\$253,700	+ 2.5%
Average Sales Price*	\$253,195	\$261,135	+ 3.1%	\$248,881	\$257,667	+ 3.5%
Percent of List Price Received*	99.6%	99.2%	- 0.4%	99.4%	99.0%	- 0.4%
Days on Market Until Sale	55	36	- 34.5%	53	55	+ 3.8%
Inventory of Homes for Sale	36	35	- 2.8%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--

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

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



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



# Local Market Update for October 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

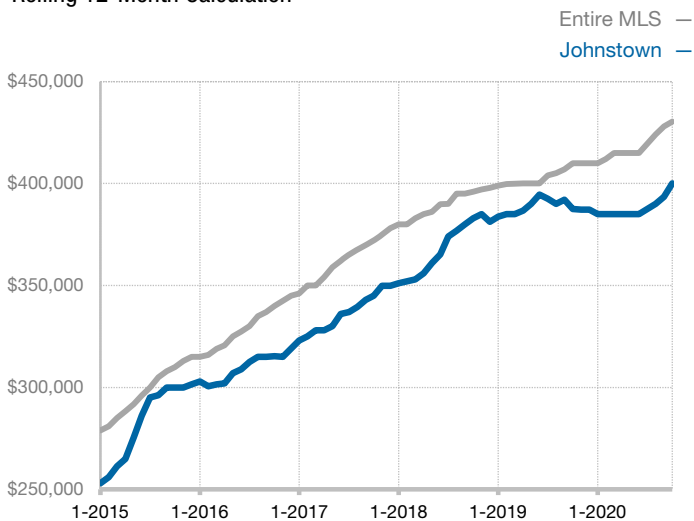
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	36	36	0.0%	474	408	- 13.9%
Closed Sales	41	30	- 26.8%	337	337	0.0%
Median Sales Price*	\$375,000	<b>\$410,250</b>	+ 9.4%	\$389,900	<b>\$400,000</b>	+ 2.6%
Average Sales Price*	\$396,829	<b>\$410,777</b>	+ 3.5%	\$413,175	<b>\$423,261</b>	+ 2.4%
Percent of List Price Received*	99.6%	<b>100.3%</b>	+ 0.7%	99.6%	<b>99.9%</b>	+ 0.3%
Days on Market Until Sale	73	47	- 35.6%	71	60	- 15.5%
Inventory of Homes for Sale	82	36	- 56.1%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--

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

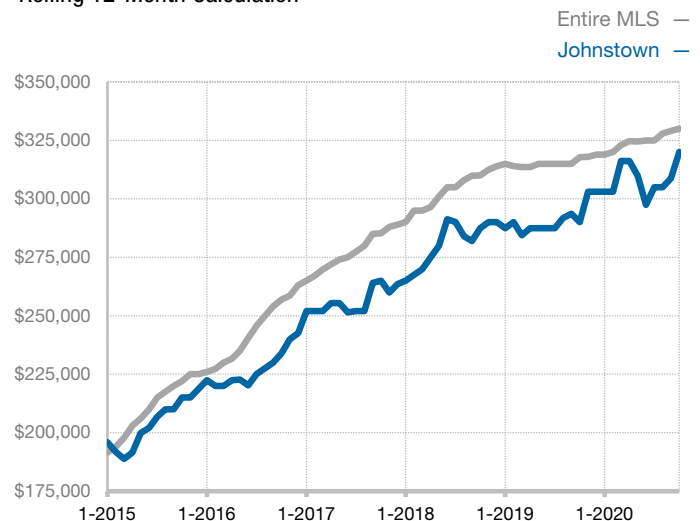
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	2	2	0.0%	17	29	+ 70.6%
Closed Sales	1	1	0.0%	16	19	+ 18.8%
Median Sales Price*	\$277,000	<b>\$396,000</b>	+ 43.0%	\$296,500	<b>\$317,500</b>	+ 7.1%
Average Sales Price*	\$277,000	<b>\$396,000</b>	+ 43.0%	\$312,805	<b>\$320,100</b>	+ 2.3%
Percent of List Price Received*	99.0%	<b>100.0%</b>	+ 1.0%	99.5%	<b>98.6%</b>	- 0.9%
Days on Market Until Sale	54	58	+ 7.4%	67	51	- 23.9%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--

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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 October 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

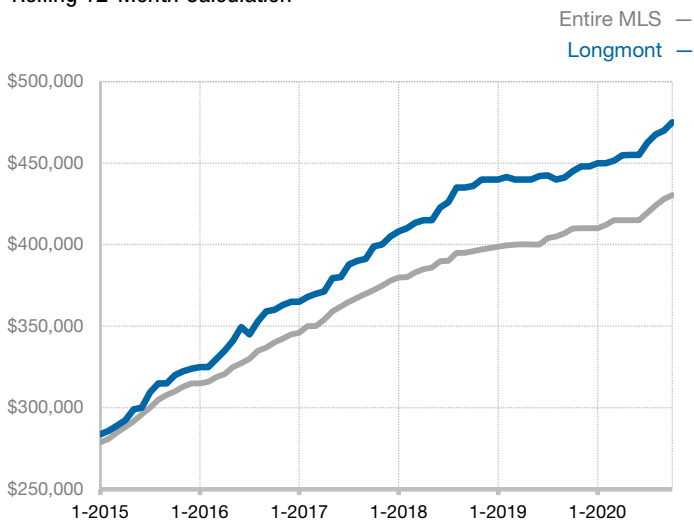
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	132	141	+ 6.8%	1,671	1,446	- 13.5%
Closed Sales	110	138	+ 25.5%	1,180	1,242	+ 5.3%
Median Sales Price*	\$437,100	\$502,000	+ 14.8%	\$447,000	\$478,500	+ 7.0%
Average Sales Price*	\$508,684	\$588,293	+ 15.6%	\$506,263	\$553,525	+ 9.3%
Percent of List Price Received*	98.4%	100.2%	+ 1.8%	99.0%	99.7%	+ 0.7%
Days on Market Until Sale	59	53	- 10.2%	58	59	+ 1.7%
Inventory of Homes for Sale	300	159	- 47.0%	--	--	--
Months Supply of Inventory	2.6	1.3	- 50.0%	--	--	--

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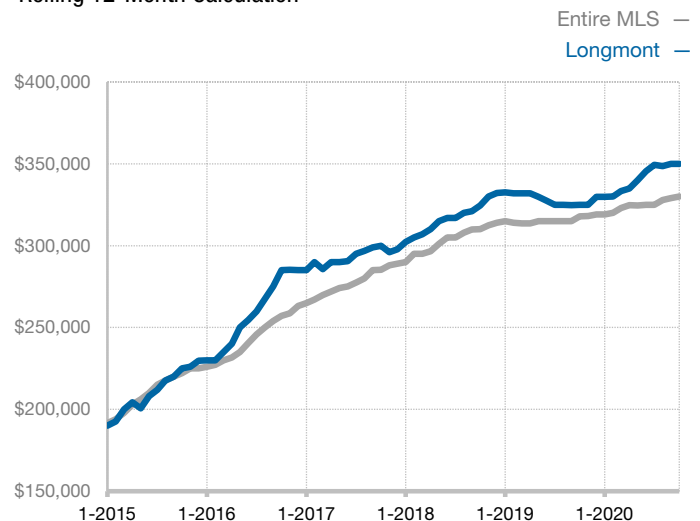
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	35	21	- 40.0%	415	292	- 29.6%
Closed Sales	37	23	- 37.8%	314	279	- 11.1%
Median Sales Price*	\$354,000	\$380,000	+ 7.3%	\$325,000	\$354,000	+ 8.9%
Average Sales Price*	\$355,173	\$422,273	+ 18.9%	\$345,146	\$367,289	+ 6.4%
Percent of List Price Received*	99.0%	98.8%	- 0.2%	99.6%	99.5%	- 0.1%
Days on Market Until Sale	58	59	+ 1.7%	76	54	- 28.9%
Inventory of Homes for Sale	61	16	- 73.8%	--	--	--
Months Supply of Inventory	1.9	0.6	- 68.4%	--	--	--

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



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



# Local Market Update for October 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

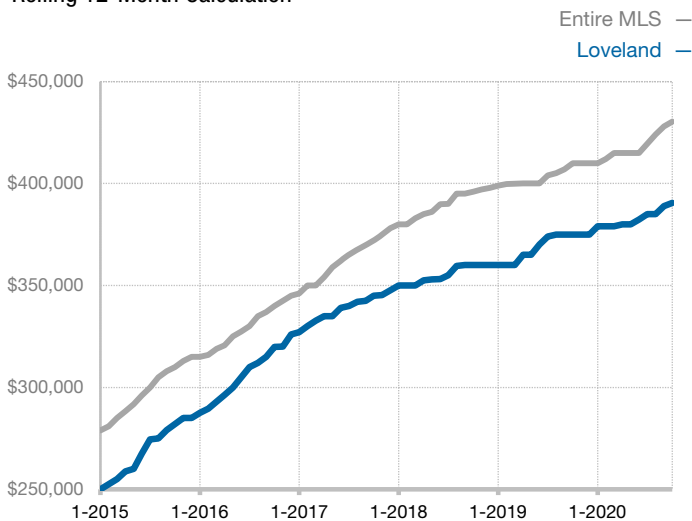
Single Family	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	124	<b>128</b>	+ 3.2%	1,682	<b>1,649</b>	- 2.0%
Closed Sales	133	<b>163</b>	+ 22.6%	1,183	<b>1,405</b>	+ 18.8%
Median Sales Price*	\$356,000	<b>\$417,500</b>	+ 17.3%	\$379,000	<b>\$393,000</b>	+ 3.7%
Average Sales Price*	\$416,163	<b>\$472,140</b>	+ 13.5%	\$432,182	<b>\$444,591</b>	+ 2.9%
Percent of List Price Received*	98.9%	<b>100.0%</b>	+ 1.1%	99.2%	<b>99.8%</b>	+ 0.6%
Days on Market Until Sale	64	<b>57</b>	- 10.9%	60	<b>62</b>	+ 3.3%
Inventory of Homes for Sale	244	<b>121</b>	- 50.4%	--	--	--
Months Supply of Inventory	2.1	<b>0.9</b>	- 57.1%	--	--	--

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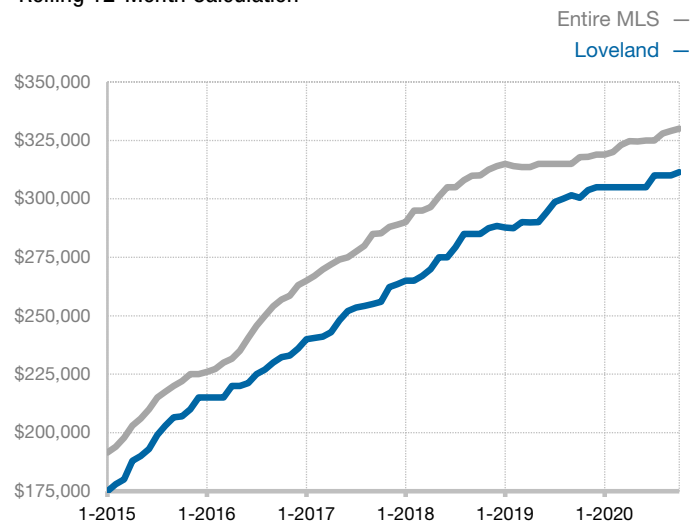
Townhouse/Condo	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	38	<b>41</b>	+ 7.9%	346	<b>337</b>	- 2.6%
Closed Sales	24	<b>35</b>	+ 45.8%	268	<b>277</b>	+ 3.4%
Median Sales Price*	\$296,500	<b>\$320,000</b>	+ 7.9%	\$304,950	<b>\$314,000</b>	+ 3.0%
Average Sales Price*	\$317,598	<b>\$327,451</b>	+ 3.1%	\$314,242	<b>\$325,436</b>	+ 3.6%
Percent of List Price Received*	99.0%	<b>99.4%</b>	+ 0.4%	100.1%	<b>100.0%</b>	- 0.1%
Days on Market Until Sale	100	<b>78</b>	- 22.0%	128	<b>113</b>	- 11.7%
Inventory of Homes for Sale	94	<b>52</b>	- 44.7%	--	--	--
Months Supply of Inventory	3.6	<b>1.9</b>	- 47.2%	--	--	--

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

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



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



# Local Market Update for October 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

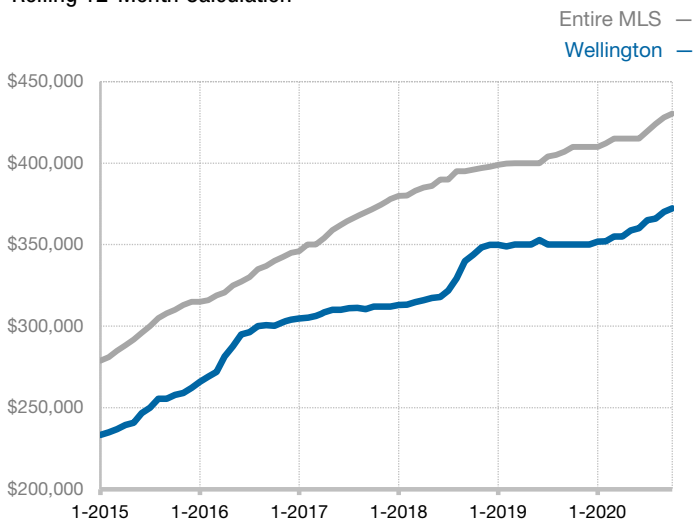
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	31	26	- 16.1%	403	362	- 10.2%
Closed Sales	30	37	+ 23.3%	277	298	+ 7.6%
Median Sales Price*	\$347,260	<b>\$387,500</b>	+ 11.6%	\$350,000	<b>\$375,000</b>	+ 7.1%
Average Sales Price*	\$362,570	<b>\$412,856</b>	+ 13.9%	\$372,663	<b>\$400,379</b>	+ 7.4%
Percent of List Price Received*	100.2%	<b>101.7%</b>	+ 1.5%	99.7%	<b>101.0%</b>	+ 1.3%
Days on Market Until Sale	97	92	- 5.2%	78	93	+ 19.2%
Inventory of Homes for Sale	77	43	- 44.2%	--	--	--
Months Supply of Inventory	2.9	1.4	- 51.7%	--	--	--

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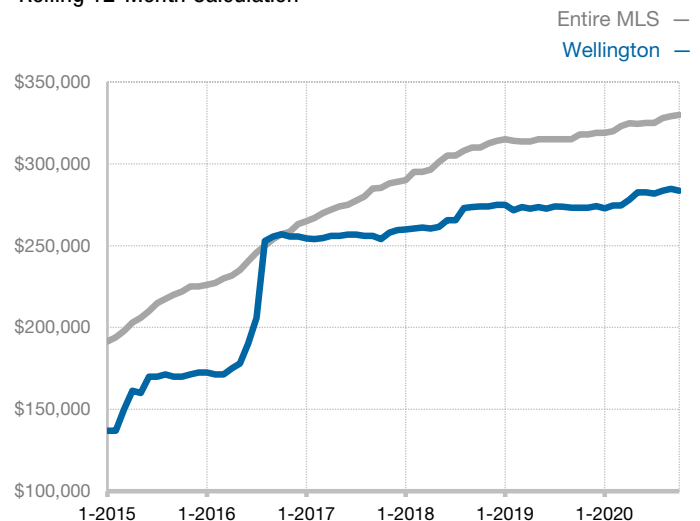
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	7	4	- 42.9%	74	63	- 14.9%
Closed Sales	6	3	- 50.0%	55	58	+ 5.5%
Median Sales Price*	\$293,650	<b>\$265,000</b>	- 9.8%	\$272,100	<b>\$285,500</b>	+ 4.9%
Average Sales Price*	\$285,233	<b>\$283,000</b>	- 0.8%	\$271,068	<b>\$283,530</b>	+ 4.6%
Percent of List Price Received*	100.0%	<b>99.6%</b>	- 0.4%	99.8%	<b>99.7%</b>	- 0.1%
Days on Market Until Sale	115	60	- 47.8%	98	84	- 14.3%
Inventory of Homes for Sale	15	5	- 66.7%	--	--	--
Months Supply of Inventory	2.7	0.8	- 70.4%	--	--	--

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



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



# Local Market Update for October 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

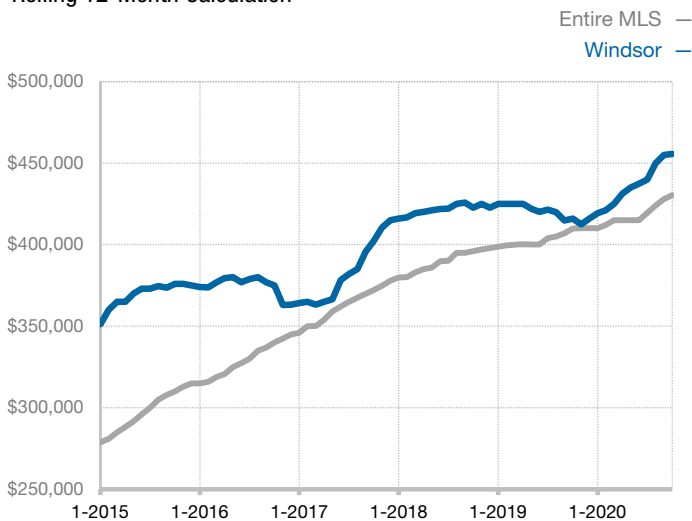
Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	104	108	+ 3.8%	1,234	1,098	- 11.0%
Closed Sales	89	109	+ 22.5%	930	822	- 11.6%
Median Sales Price*	\$415,000	\$448,000	+ 8.0%	\$414,049	\$459,650	+ 11.0%
Average Sales Price*	\$447,246	\$506,889	+ 13.3%	\$465,007	\$510,061	+ 9.7%
Percent of List Price Received*	99.8%	99.6%	- 0.2%	99.6%	99.6%	0.0%
Days on Market Until Sale	79	74	- 6.3%	86	81	- 5.8%
Inventory of Homes for Sale	234	143	- 38.9%	--	--	--
Months Supply of Inventory	2.6	1.8	- 30.8%	--	--	--

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

Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	13	14	+ 7.7%	175	149	- 14.9%
Closed Sales	15	19	+ 26.7%	109	129	+ 18.3%
Median Sales Price*	\$319,948	\$318,000	- 0.6%	\$325,000	\$333,400	+ 2.6%
Average Sales Price*	\$316,281	\$328,310	+ 3.8%	\$332,073	\$341,710	+ 2.9%
Percent of List Price Received*	100.9%	100.4%	- 0.5%	100.3%	100.3%	0.0%
Days on Market Until Sale	183	146	- 20.2%	153	166	+ 8.5%
Inventory of Homes for Sale	48	34	- 29.2%	--	--	--
Months Supply of Inventory	4.3	2.9	- 32.6%	--	--	--

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



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

