

# Monthly Indicators



## March 2018

New Listings were down 10.5 percent for single family homes and 8.7 percent for townhouse-condo properties. Pending Sales landed at 294 for single family homes and 95 for townhouse-condo properties.

The Median Sales Price was up 7.9 percent to \$410,000 for single family homes but decreased 3.6 percent to \$270,000 for townhouse-condo properties. Days on Market decreased 7.0 percent for single family homes and 28.4 percent for townhouse-condo properties.

The Federal Reserve raised its key short-term interest rate by .25 percent in March, citing concerns about inflation. It is the sixth rate increase by the Fed since December 2015, and at least two more rate increases are expected this year. Borrowing money will be more expensive, particularly for home equity loans, credit cards and adjustable rate mortgages, but rising wages and a low national unemployment rate that has been at 4.1 percent for five months in a row would seem to indicate that we are prepared for this. And although mortgage rates have risen to their highest point in four years, they have been quite low for several years.

## Activity Snapshot

**- 4.9%**

**- 7.0%**

**+ 7.9%**

One-Year Change in  
Single Family  
**Sold Listings**

One-Year Change in  
Single Family  
**Days On Market**

One-Year Change in  
Single Family  
**Median Sales Price**

Residential real estate activity in Area 9, comprised 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	3-2017	3-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		389	<b>348</b>	- 10.5%	880	<b>809</b>	- 8.1%
<b>Pending Sales</b>		317	<b>294</b>	- 7.3%	747	<b>714</b>	- 4.4%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		245	<b>233</b>	- 4.9%	557	<b>569</b>	+ 2.2%
<b>Median Sales Price</b>		\$379,950	<b>\$410,000</b>	+ 7.9%	\$371,000	<b>\$400,000</b>	+ 7.8%
<b>Avg. Sales Price</b>		\$399,626	<b>\$441,850</b>	+ 10.6%	\$401,123	<b>\$440,311</b>	+ 9.8%
<b>Pct. of List Price Received</b>		99.8%	<b>99.7%</b>	- 0.1%	99.5%	<b>99.3%</b>	- 0.2%
<b>Days on Market</b>		71	<b>66</b>	- 7.0%	83	<b>76</b>	- 8.4%
<b>Affordability Index</b>		92	<b>84</b>	- 8.7%	94	<b>86</b>	- 8.5%
<b>Active Listings</b>		381	<b>346</b>	- 9.2%	--	--	--
<b>Months Supply</b>		1.5	<b>1.3</b>	- 13.3%	--	--	--

# 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.



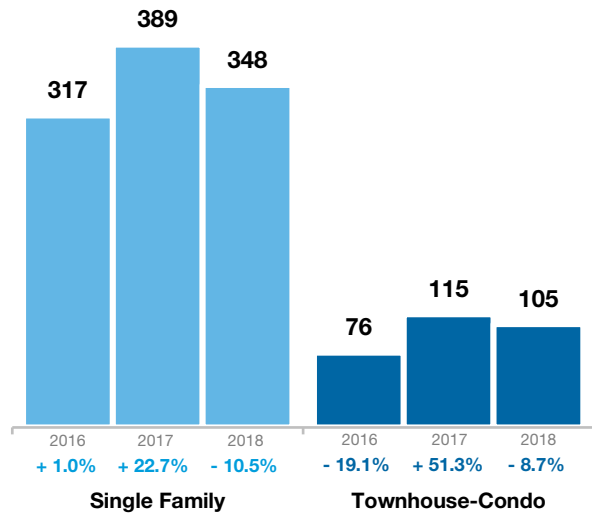
Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		115	<b>105</b>	- 8.7%	265	<b>228</b>	- 14.0%
<b>Pending Sales</b>		99	<b>95</b>	- 4.0%	266	<b>211</b>	- 20.7%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		89	<b>53</b>	- 40.4%	193	<b>154</b>	- 20.2%
<b>Median Sales Price</b>		\$280,000	<b>\$270,000</b>	- 3.6%	\$272,000	<b>\$272,000</b>	0.0%
<b>Avg. Sales Price</b>		\$305,609	<b>\$304,535</b>	- 0.4%	\$289,101	<b>\$295,691</b>	+ 2.3%
<b>Pct. of List Price Received</b>		100.3%	<b>99.8%</b>	- 0.5%	100.0%	<b>99.2%</b>	- 0.8%
<b>Days on Market</b>		81	<b>58</b>	- 28.4%	79	<b>74</b>	- 6.3%
<b>Affordability Index</b>		125	<b>127</b>	+ 1.6%	128	<b>126</b>	- 1.6%
<b>Active Listings</b>		87	<b>76</b>	- 12.6%	--	--	--
<b>Months Supply</b>		1.2	<b>1.0</b>	- 16.7%	--	--	--

# New Listings

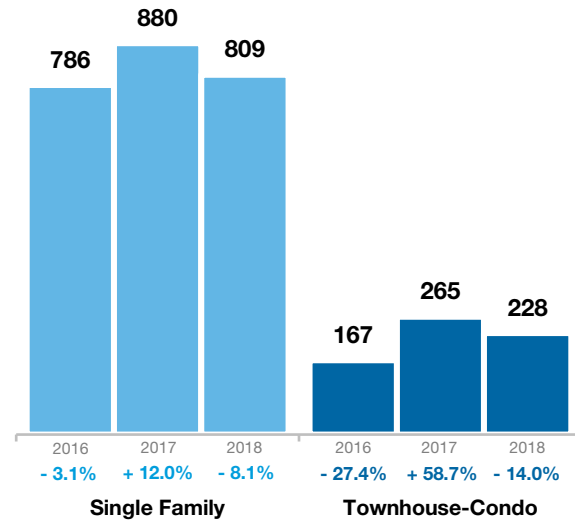
A count of the properties that have been newly listed on the market in a given month.



## March

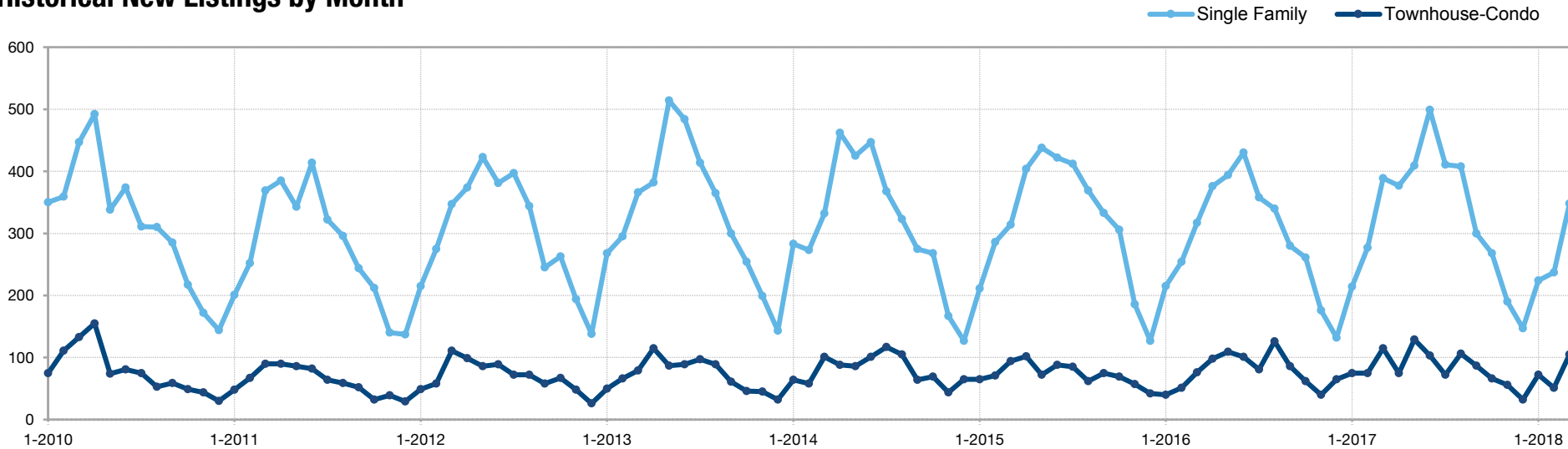


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2017	377	+0.3%	75	-23.5%
May-2017	409	+3.8%	129	+18.3%
Jun-2017	499	+16.0%	103	+2.0%
Jul-2017	411	+14.8%	72	-11.1%
Aug-2017	408	+20.0%	106	-15.9%
Sep-2017	300	+7.1%	87	+1.2%
Oct-2017	268	+2.7%	66	+6.5%
Nov-2017	190	+8.0%	56	+40.0%
Dec-2017	147	+11.4%	32	-50.8%
Jan-2018	224	+4.7%	72	-4.0%
Feb-2018	237	-14.4%	51	-32.0%
<b>Mar-2018</b>	<b>348</b>	<b>-10.5%</b>	<b>105</b>	<b>-8.7%</b>
12-Month Avg	318	+5.3%	80	-7.6%

## Historical New Listings by Month

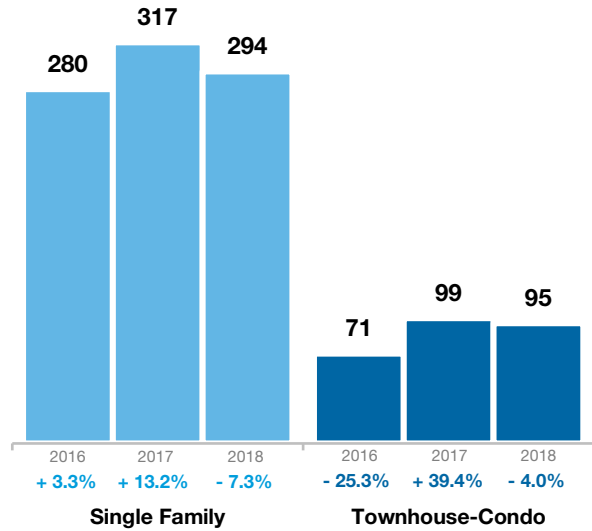


# Pending Sales

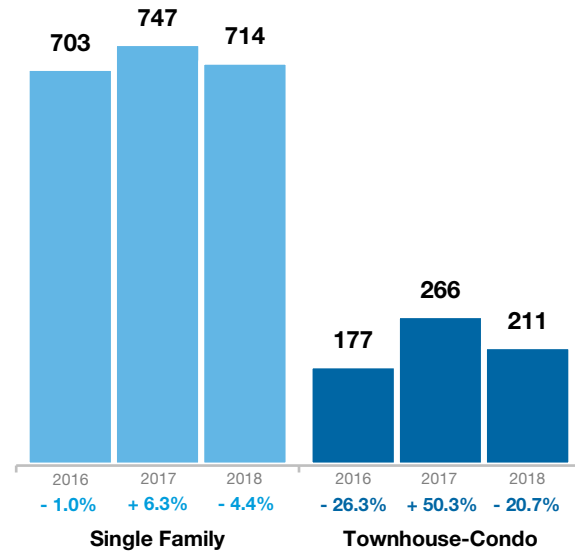
A count of the properties on which offers have been accepted in a given month.



## March

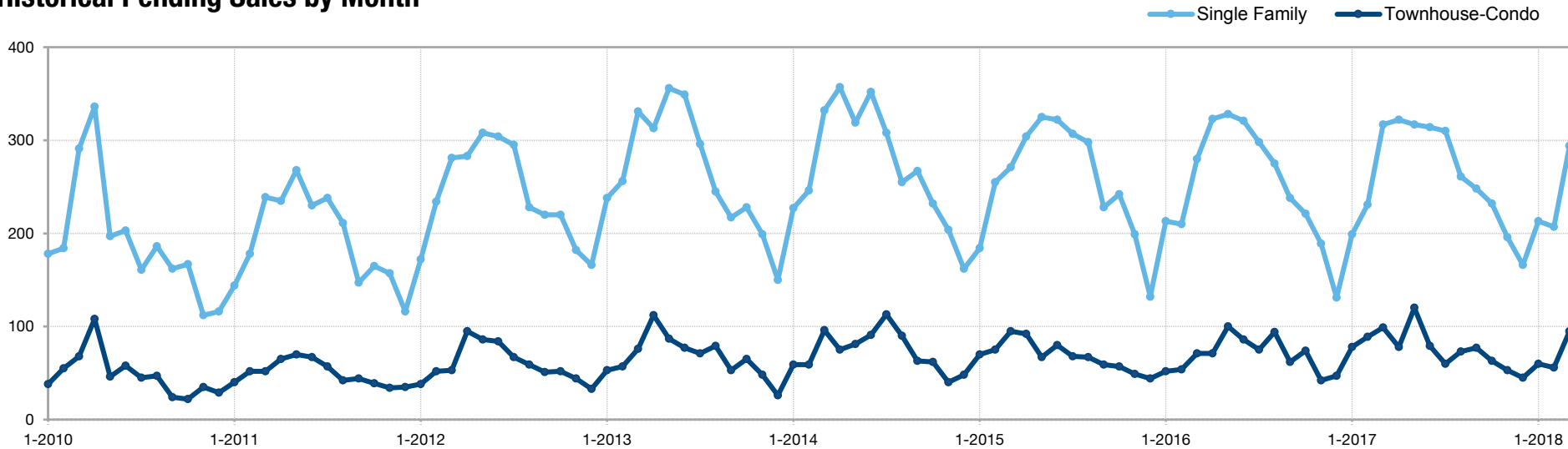


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2017	322	-0.3%	78	+9.9%
May-2017	317	-3.4%	120	+20.0%
Jun-2017	314	-2.2%	79	-8.1%
Jul-2017	310	+4.0%	60	-20.0%
Aug-2017	261	-5.1%	73	-22.3%
Sep-2017	248	+4.2%	77	+24.2%
Oct-2017	232	+5.0%	63	-14.9%
Nov-2017	196	+3.7%	53	+26.2%
Dec-2017	166	+26.7%	45	-4.3%
Jan-2018	213	+7.0%	60	-23.1%
Feb-2018	207	-10.4%	56	-37.1%
<b>Mar-2018</b>	<b>294</b>	<b>-7.3%</b>	<b>95</b>	<b>-4.0%</b>
12-Month Avg	257	+0.3%	72	-6.3%

## Historical Pending Sales by Month

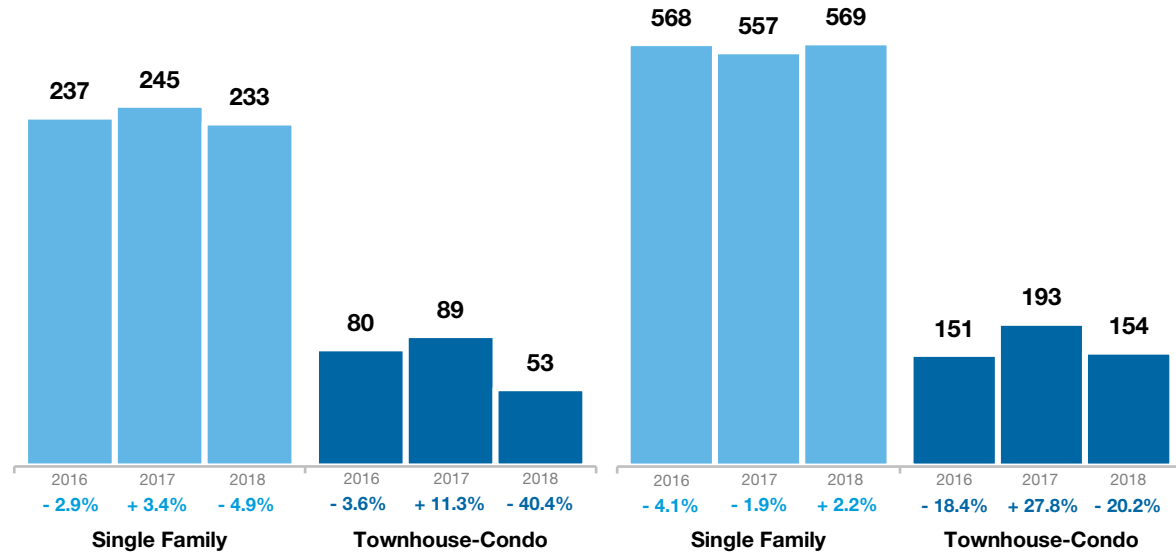


# Sold Listings

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

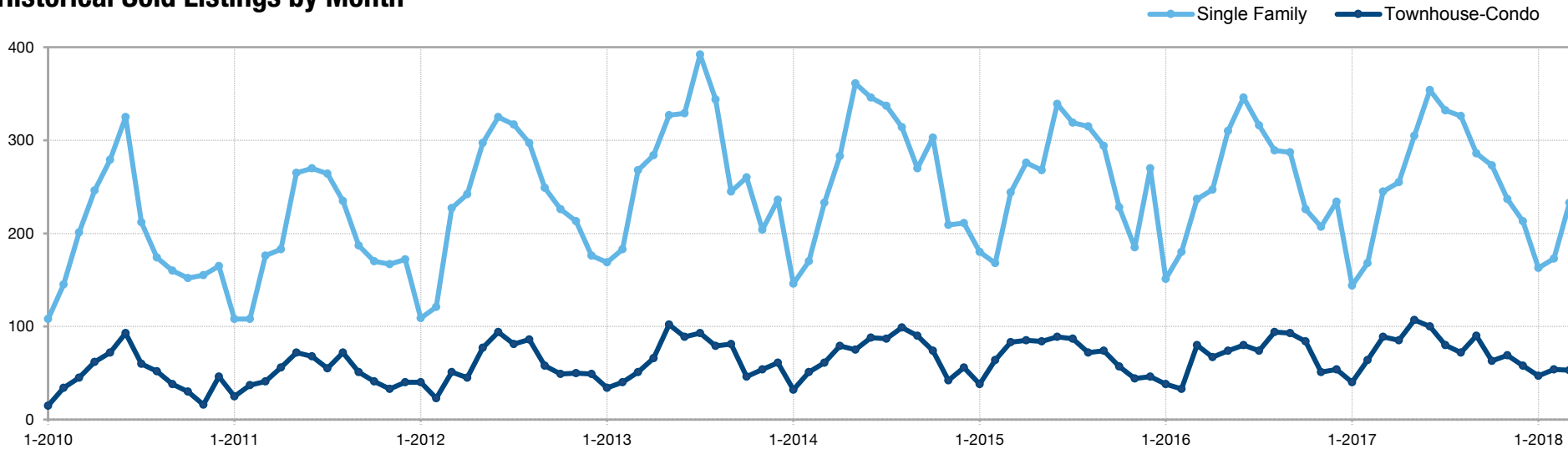


## March



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2017	255	+3.2%	85	+26.9%
May-2017	305	-1.6%	107	+44.6%
Jun-2017	354	+2.3%	100	+25.0%
Jul-2017	332	+5.1%	80	+8.1%
Aug-2017	326	+12.8%	72	-23.4%
Sep-2017	286	-0.3%	90	-3.2%
Oct-2017	273	+20.8%	63	-25.0%
Nov-2017	237	+14.5%	69	+35.3%
Dec-2017	213	-9.0%	58	+7.4%
Jan-2018	163	+13.2%	47	+17.5%
Feb-2018	173	+3.0%	54	-15.6%
<b>Mar-2018</b>	<b>233</b>	<b>-4.9%</b>	<b>53</b>	<b>-40.4%</b>
12-Month Avg	263	+4.3%	73	+1.6%

## Historical Sold Listings by Month

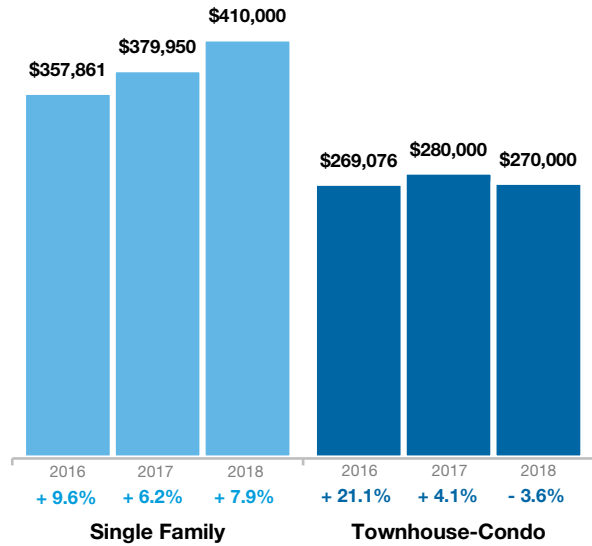


# Median Sales Price

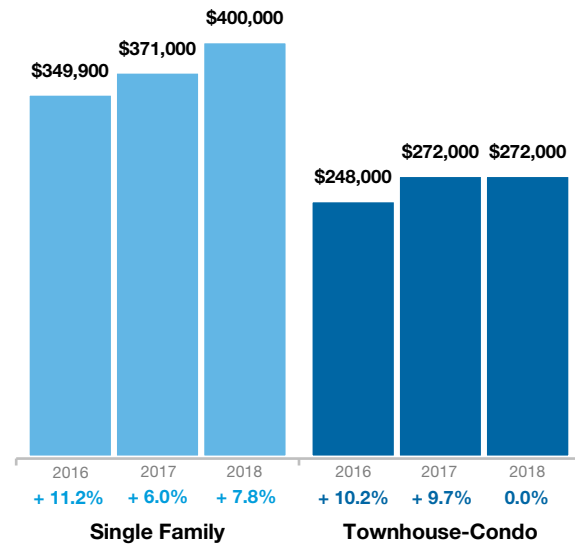
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



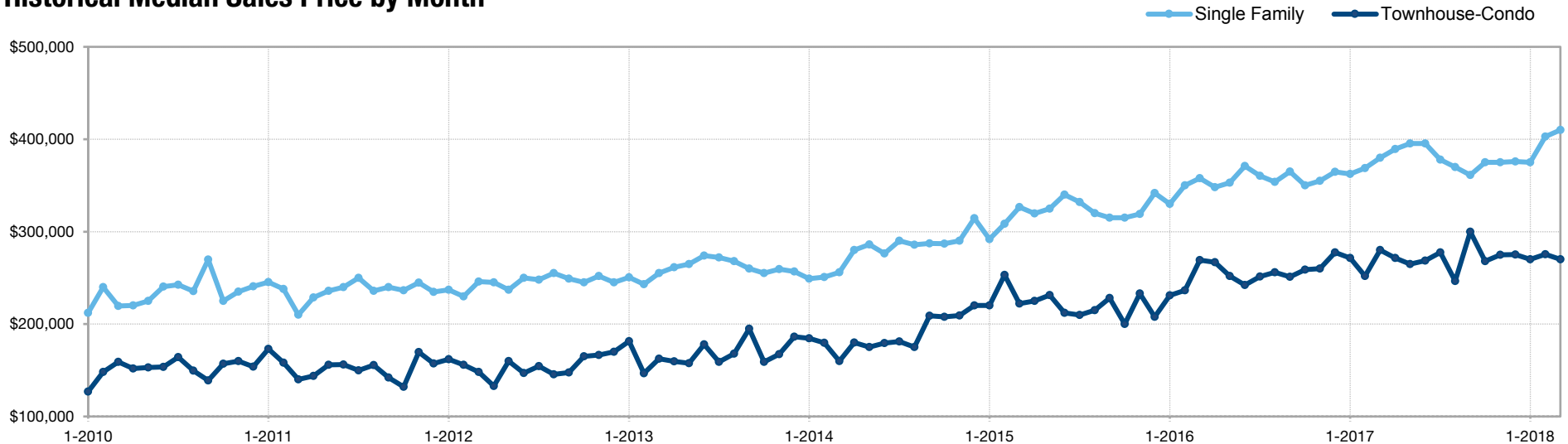
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2017	\$389,500	+11.9%	\$271,600	+1.8%
May-2017	\$395,500	+12.0%	\$265,000	+5.2%
Jun-2017	\$395,358	+6.6%	\$268,500	+10.8%
Jul-2017	\$378,000	+4.9%	\$277,450	+10.3%
Aug-2017	\$370,000	+4.5%	\$246,500	-3.7%
Sep-2017	\$361,250	-1.0%	\$299,950	+19.5%
Oct-2017	\$375,000	+7.1%	\$267,900	+3.5%
Nov-2017	\$375,000	+5.6%	\$275,000	+5.8%
Dec-2017	\$376,000	+3.1%	\$275,200	-0.8%
Jan-2018	\$375,000	+3.4%	\$270,000	-0.6%
Feb-2018	\$403,000	+9.3%	\$275,450	+9.3%
<b>Mar-2018</b>	<b>\$410,000</b>	<b>+7.9%</b>	<b>\$270,000</b>	<b>-3.6%</b>
12-Month Avg*	\$385,000	+6.8%	\$275,000	+5.8%

\* Median Sales Price for all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

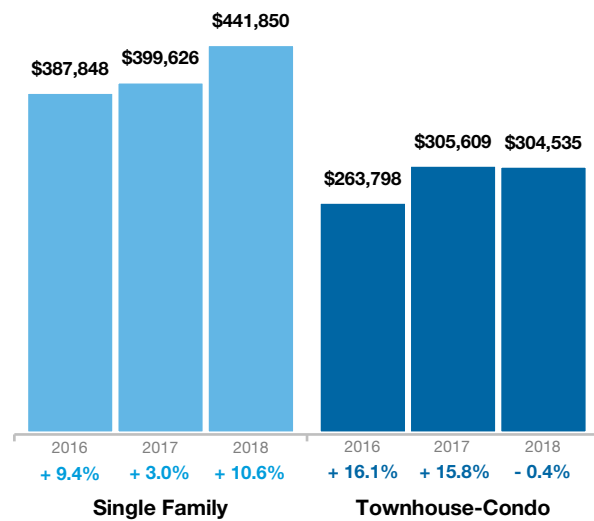


# Average Sales Price

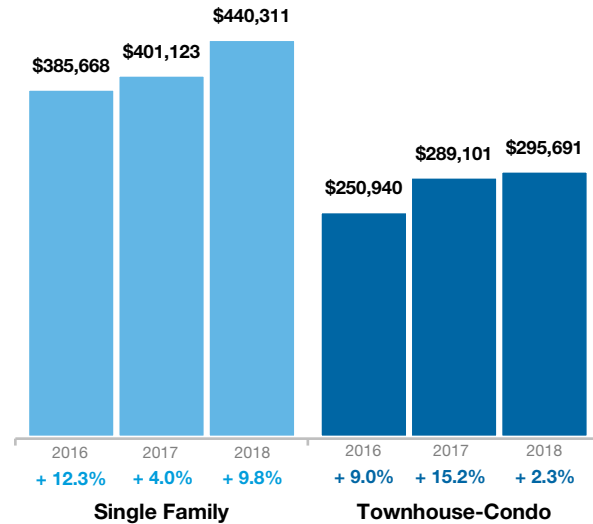
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



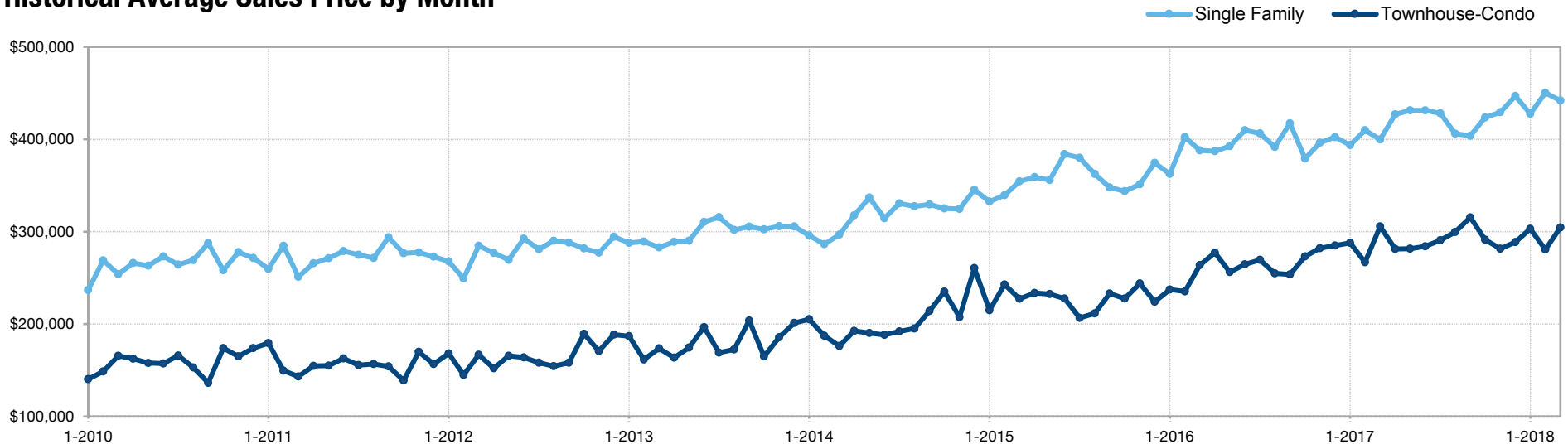
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2017	\$427,013	+10.4%	\$281,321	+1.5%
May-2017	\$431,300	+9.9%	\$281,463	+9.8%
Jun-2017	\$431,129	+5.3%	\$283,985	+7.3%
Jul-2017	\$428,166	+5.4%	\$290,560	+7.9%
Aug-2017	\$406,138	+3.7%	\$299,516	+17.5%
Sep-2017	\$403,824	-3.2%	\$315,498	+24.3%
Oct-2017	\$423,502	+11.7%	\$291,341	+6.7%
Nov-2017	\$429,342	+8.4%	\$281,587	-0.2%
Dec-2017	\$446,774	+11.1%	\$288,776	+1.3%
Jan-2018	\$427,592	+8.6%	\$303,051	+5.3%
Feb-2018	\$450,222	+9.9%	\$280,606	+5.1%
<b>Mar-2018</b>	<b>\$441,850</b>	<b>+10.6%</b>	<b>\$304,535</b>	<b>-0.4%</b>
12-Month Avg*	\$427,356	+7.0%	\$291,232	+7.2%

\* Avg. Sales Price for all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





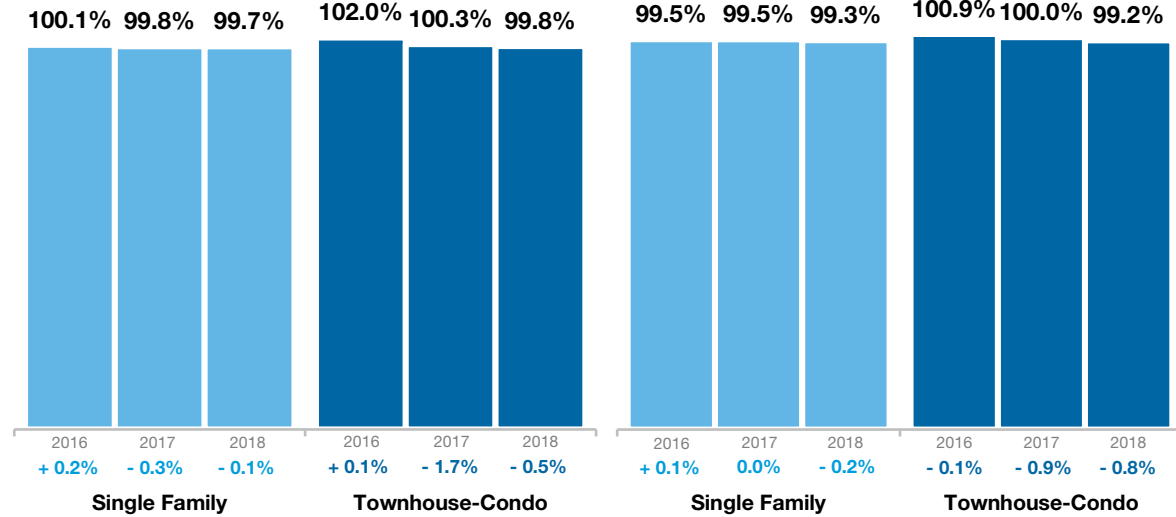
# Percent of List Price Received

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.



## March

## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2017	99.8%	-0.6%	100.8%	-2.4%
May-2017	100.6%	+0.2%	100.9%	-1.3%
Jun-2017	100.3%	-1.0%	100.6%	-2.4%
Jul-2017	99.6%	-1.0%	100.4%	-0.9%
Aug-2017	99.5%	-0.7%	100.0%	-1.3%
Sep-2017	99.1%	+0.1%	100.7%	-0.4%
Oct-2017	98.8%	-0.4%	99.5%	-1.9%
Nov-2017	98.7%	-0.2%	99.1%	-1.1%
Dec-2017	98.3%	-0.6%	98.8%	-1.1%
Jan-2018	99.0%	-0.2%	98.6%	-0.7%
Feb-2018	98.9%	-0.5%	99.3%	-0.8%
<b>Mar-2018</b>	<b>99.7%</b>	<b>-0.1%</b>	<b>99.8%</b>	<b>-0.5%</b>
12-Month Avg*	99.9%	-0.5%	101.3%	-1.2%

\* Pct. of List Price Received for all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



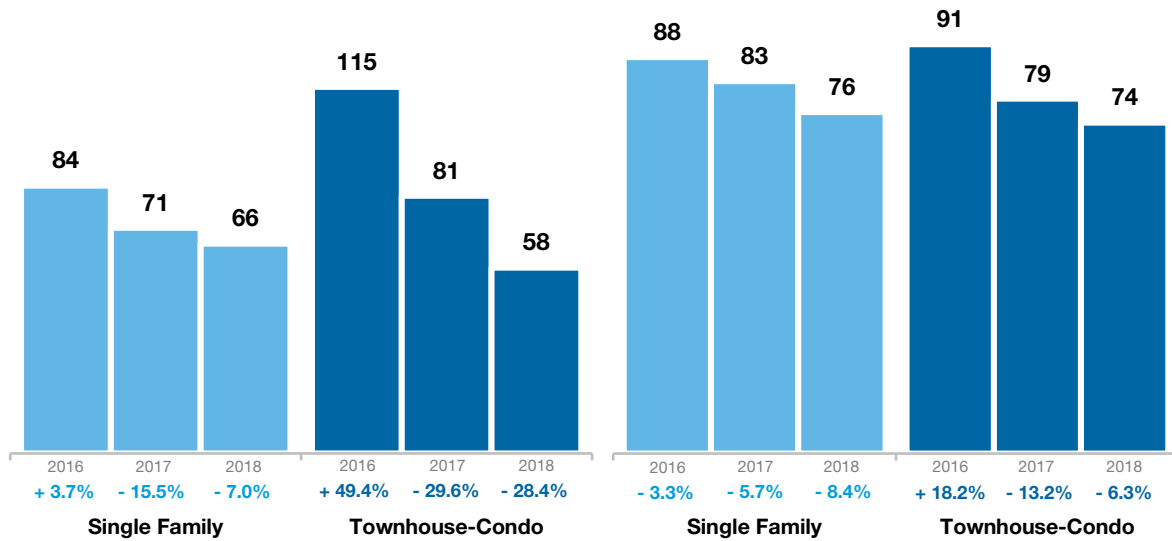
# Days on Market Until Sale

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



## March

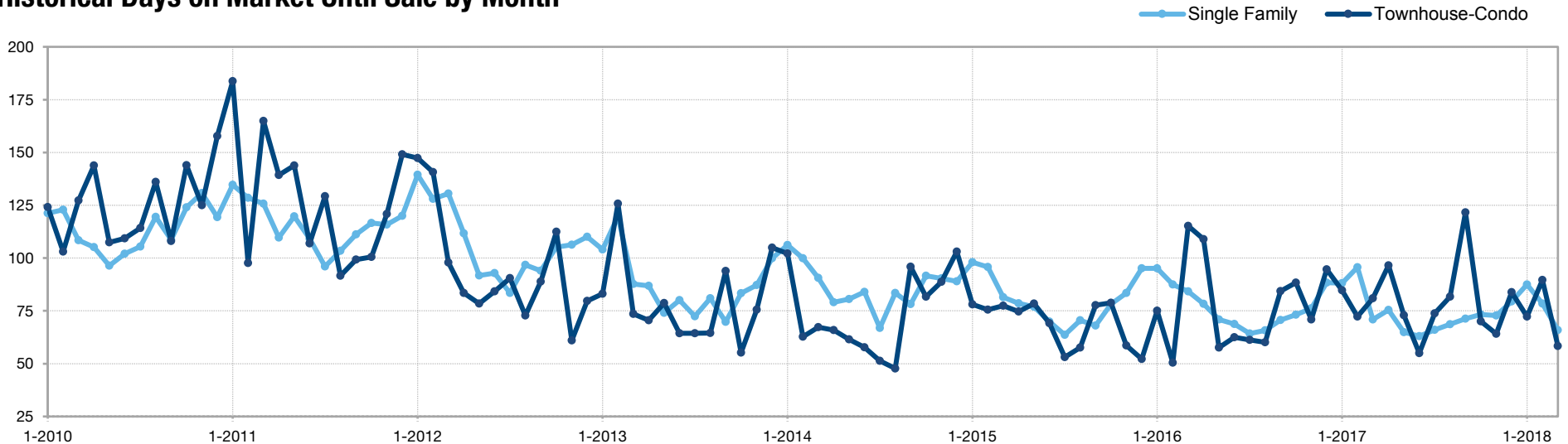
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2017	75	-3.8%	97	-11.0%
May-2017	65	-8.5%	73	+25.9%
Jun-2017	63	-8.7%	55	-11.3%
Jul-2017	66	+3.1%	74	+21.3%
Aug-2017	69	+4.5%	82	+36.7%
Sep-2017	71	0.0%	122	+45.2%
Oct-2017	73	0.0%	70	-20.5%
Nov-2017	73	-3.9%	64	-9.9%
Dec-2017	79	-10.2%	84	-11.6%
Jan-2018	88	0.0%	72	-15.3%
Feb-2018	78	-18.8%	90	+25.0%
<b>Mar-2018</b>	<b>66</b>	<b>-7.0%</b>	<b>58</b>	<b>-28.4%</b>
12-Month Avg	71	-4.3%	79	+3.3%

\* Days on Market for all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



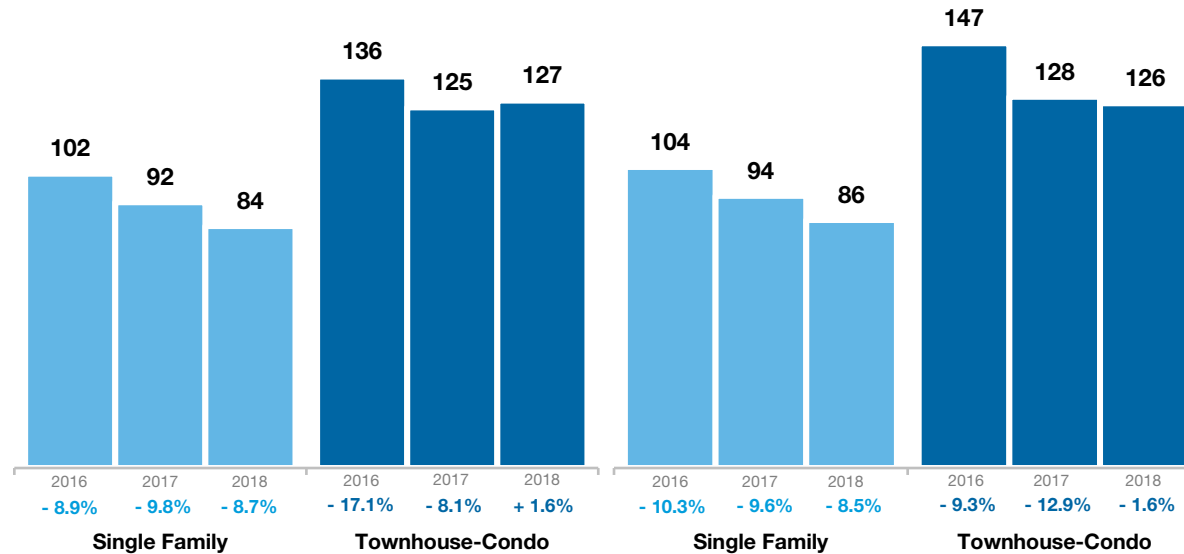
# Housing Affordability Index

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.



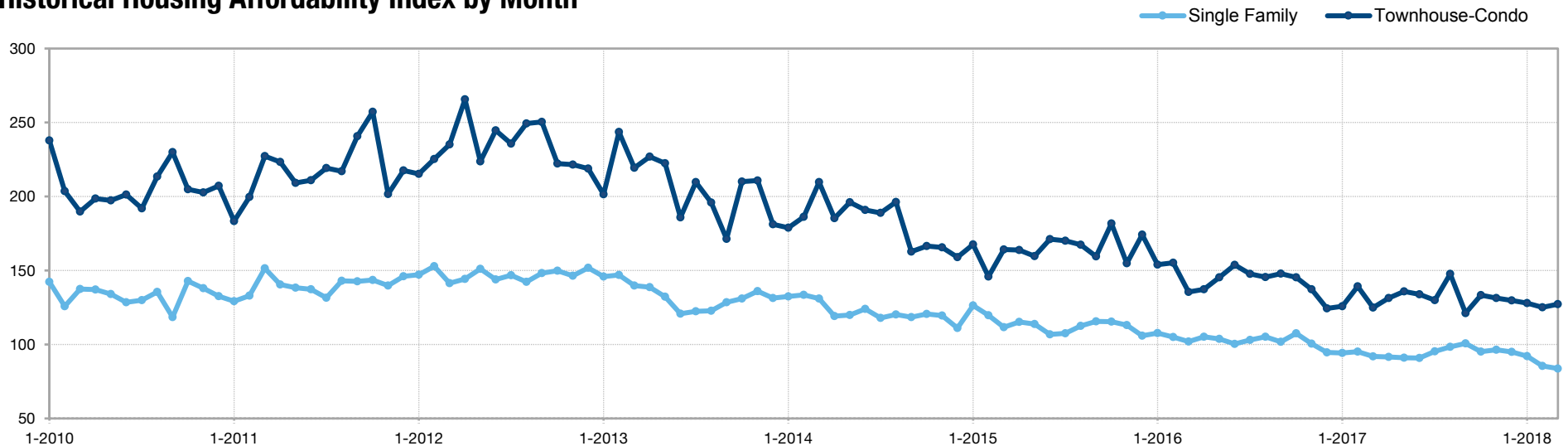
## March

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2017	92	-12.4%	131	-4.4%
May-2017	91	-12.5%	136	-6.2%
Jun-2017	91	-9.0%	134	-13.0%
Jul-2017	95	-7.8%	130	-12.2%
Aug-2017	98	-6.7%	148	+2.1%
Sep-2017	101	-1.0%	121	-18.2%
Oct-2017	95	-11.2%	133	-8.3%
Nov-2017	96	-5.0%	131	-4.4%
Dec-2017	95	0.0%	130	+4.8%
Jan-2018	92	-2.1%	128	+1.6%
Feb-2018	86	-9.5%	125	-10.1%
<b>Mar-2018</b>	<b>84</b>	<b>-8.7%</b>	<b>127</b>	<b>+1.6%</b>
12-Month Avg	93	-16.2%	100	-9.0%

## Historical Housing Affordability Index by Month

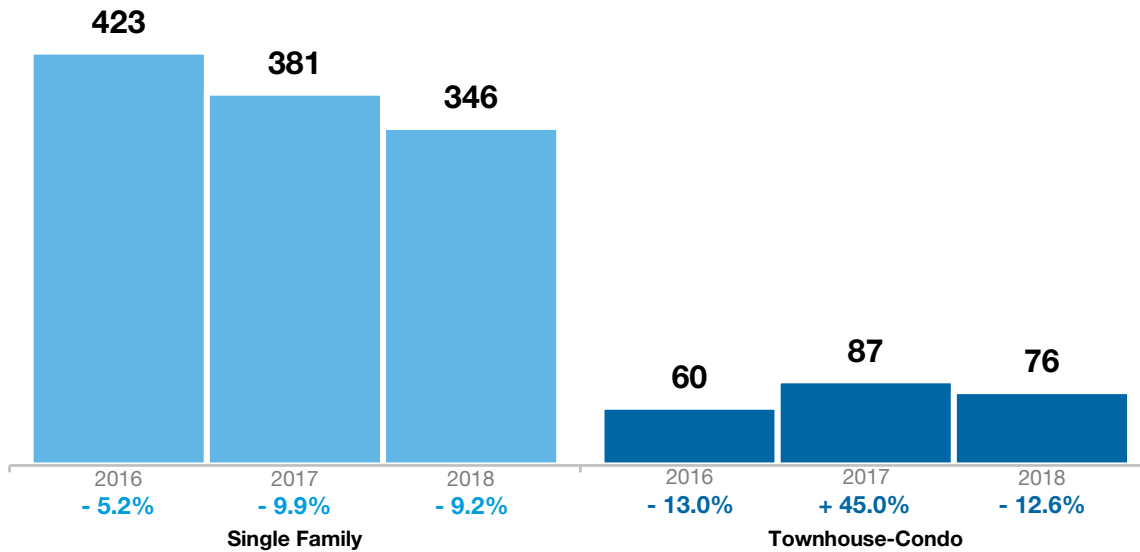


# Inventory of Active Listings

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



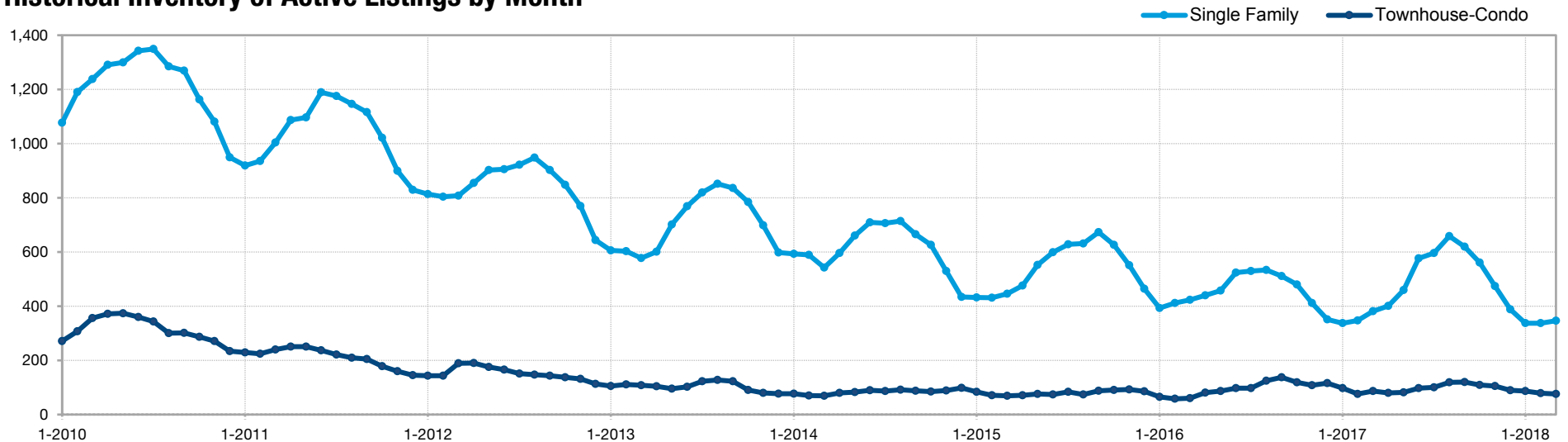
## March



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2017	401	-8.9%	80	-1.2%
May-2017	459	+0.4%	82	-5.7%
Jun-2017	576	+9.9%	97	0.0%
Jul-2017	596	+12.5%	100	+3.1%
Aug-2017	658	+23.2%	119	-4.8%
Sep-2017	619	+21.1%	120	-12.4%
Oct-2017	561	+16.9%	109	-8.4%
Nov-2017	474	+15.0%	105	-2.8%
Dec-2017	388	+10.5%	90	-22.4%
Jan-2018	337	0.0%	87	-10.3%
Feb-2018	337	-2.9%	79	+3.9%
<b>Mar-2018</b>	<b>346</b>	<b>-9.2%</b>	<b>76</b>	<b>-12.6%</b>
12-Month Avg*	479	+8.4%	95	-6.8%

\* Active Listings for all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Inventory of Active Listings by Month

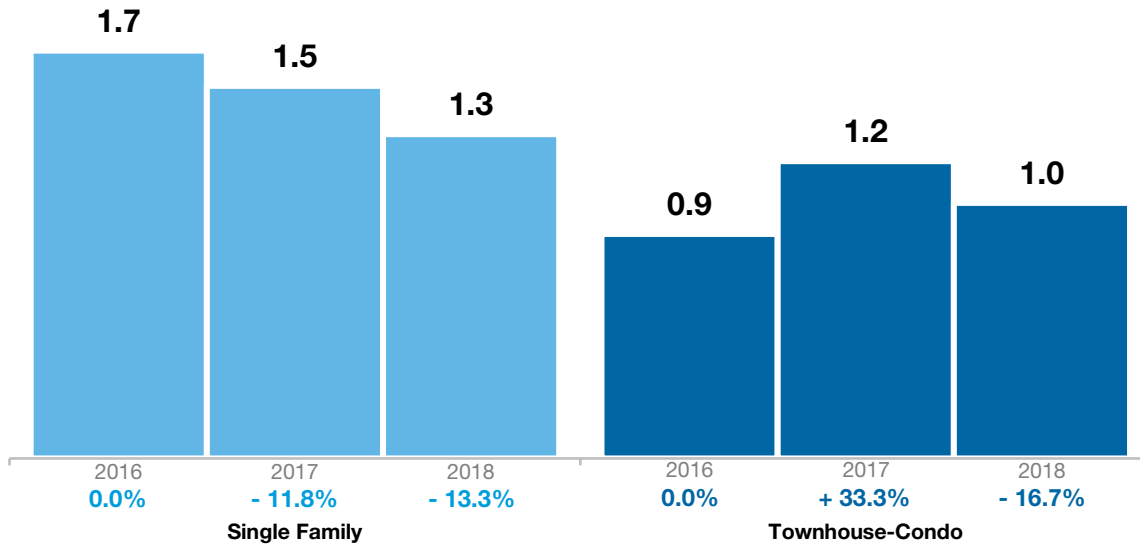


# Months Supply of Inventory

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.



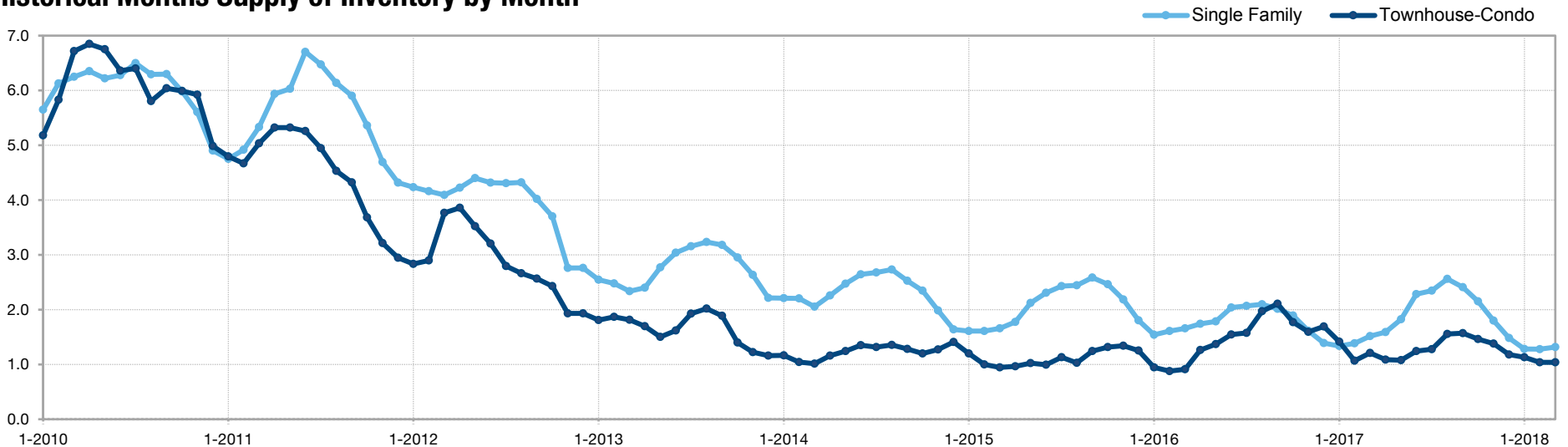
## March



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2017	1.6	-5.9%	1.1	-15.4%
May-2017	1.8	0.0%	1.1	-21.4%
Jun-2017	2.3	+15.0%	1.2	-20.0%
Jul-2017	2.3	+9.5%	1.3	-18.8%
Aug-2017	2.6	+23.8%	1.6	-20.0%
Sep-2017	2.4	+20.0%	1.6	-23.8%
Oct-2017	2.2	+15.8%	1.5	-16.7%
Nov-2017	1.8	+12.5%	1.4	-12.5%
Dec-2017	1.5	+7.1%	1.2	-29.4%
Jan-2018	1.3	0.0%	1.1	-21.4%
Feb-2018	1.3	-7.1%	1.0	-9.1%
<b>Mar-2018</b>	<b>1.3</b>	<b>-13.3%</b>	<b>1.0</b>	<b>-16.7%</b>
12-Month Avg*	1.9	+7.0%	1.3	-19.1%

\* Months Supply for all properties from April 2017 through March 2018. 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.



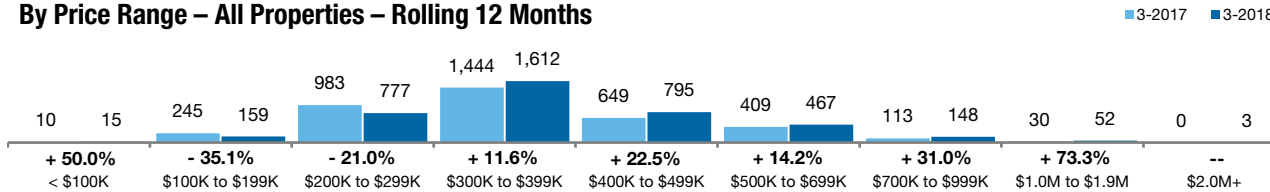
Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		504	<b>453</b>	- 10.1%	1,145	<b>1,037</b>	- 9.4%
<b>Pending Sales</b>		416	<b>389</b>	- 6.5%	266	<b>211</b>	- 20.7%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		334	<b>286</b>	- 14.4%	750	<b>723</b>	- 3.6%
<b>Median Sales Price</b>		\$349,900	<b>\$390,000</b>	+ 11.5%	\$342,500	<b>\$375,000</b>	+ 9.5%
<b>Avg. Sales Price</b>		\$374,498	<b>\$416,404</b>	+ 10.0%	\$372,258	<b>\$409,507</b>	+ 10.0%
<b>Pct. of List Price Received</b>		99.9%	<b>99.8%</b>	- 0.4%	99.7%	<b>99.3%</b>	- 0.4%
<b>Days on Market</b>		74	<b>65</b>	- 8.5%	82	<b>75</b>	- 8.5%
<b>Affordability Index</b>		100	<b>88</b>	- 10.3%	102	<b>92</b>	- 10.3%
<b>Active Listings</b>		468	<b>422</b>	- 9.8%	--	--	--
<b>Months Supply</b>		1.4	<b>1.3</b>	- 13.1%	--	--	--

# Sold Listings

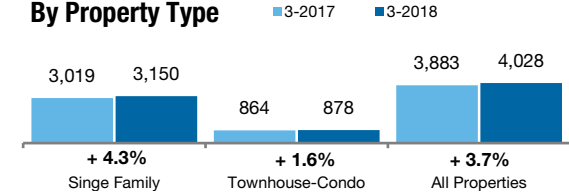
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	3-2017	3-2018	Change	3-2017	3-2018	Change
\$99,999 and Below	10	15	+ 50.0%	0	0	--
\$100,000 to \$199,999	84	72	- 14.3%	161	87	- 46.0%
\$200,000 to \$299,999	534	324	- 39.3%	449	453	+ 0.9%
\$300,000 to \$399,999	1,234	1,337	+ 8.3%	210	275	+ 31.0%
\$400,000 to \$499,999	624	756	+ 21.2%	25	39	+ 56.0%
\$500,000 to \$699,999	395	454	+ 14.9%	14	13	- 7.1%
\$700,000 to \$999,999	109	141	+ 29.4%	4	7	+ 75.0%
\$1,000,000 to \$1,999,999	29	48	+ 65.5%	1	4	+ 300.0%
\$2,000,000 and Above	0	3	--	0	0	--
<b>All Price Ranges</b>	<b>3,019</b>	<b>3,150</b>	<b>+ 4.3%</b>	<b>864</b>	<b>878</b>	<b>+ 1.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2018	3-2018	Change	2-2018	3-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	1	- 50.0%	9	4	- 55.6%
\$200,000 to \$299,999	13	13	0.0%	25	29	+ 16.0%
\$300,000 to \$399,999	66	87	+ 31.8%	17	15	- 11.8%
\$400,000 to \$499,999	49	71	+ 44.9%	2	2	0.0%
\$500,000 to \$699,999	31	50	+ 61.3%	1	2	+ 100.0%
\$700,000 to \$999,999	8	10	+ 25.0%	0	1	--
\$1,000,000 to \$1,999,999	4	1	- 75.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>173</b>	<b>233</b>	<b>+ 34.7%</b>	<b>54</b>	<b>53</b>	<b>- 1.9%</b>

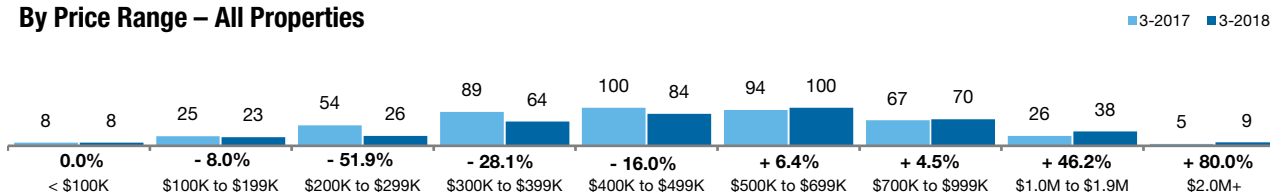
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	3-2017	3-2018	Change	3-2017	3-2018	Change
\$99,999 and Below	2	0	- 100.0%	0	0	--
\$100,000 to \$199,999	14	8	- 42.9%	34	19	- 44.1%
\$200,000 to \$299,999	67	45	- 32.8%	90	77	- 14.4%
\$300,000 to \$399,999	253	226	- 10.7%	55	45	- 18.2%
\$400,000 to \$499,999	128	152	+ 18.8%	5	6	+ 20.0%
\$500,000 to \$699,999	67	103	+ 53.7%	7	5	- 28.6%
\$700,000 to \$999,999	23	26	+ 13.0%	1	1	0.0%
\$1,000,000 to \$1,999,999	3	9	+ 200.0%	1	1	0.0%
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>557</b>	<b>569</b>	<b>+ 2.2%</b>	<b>193</b>	<b>154</b>	<b>- 20.2%</b>

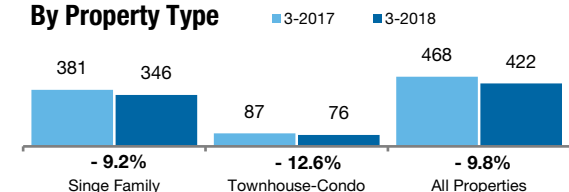
# Inventory of Active Listings

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		
	3-2017	3-2018	Change	3-2017	3-2018	Change
\$99,999 and Below	8	8	0.0%	0	0	--
\$100,000 to \$199,999	16	17	+ 6.3%	9	6	- 33.3%
\$200,000 to \$299,999	25	10	- 60.0%	29	16	- 44.8%
\$300,000 to \$399,999	57	44	- 22.8%	32	20	- 37.5%
\$400,000 to \$499,999	94	75	- 20.2%	6	9	+ 50.0%
\$500,000 to \$699,999	93	89	- 4.3%	1	11	+ 1000.0%
\$700,000 to \$999,999	61	60	- 1.6%	6	10	+ 66.7%
\$1,000,000 to \$1,999,999	22	34	+ 54.5%	4	4	0.0%
\$2,000,000 and Above	5	9	+ 80.0%	0	0	--
<b>All Price Ranges</b>	<b>381</b>	<b>346</b>	<b>- 9.2%</b>	<b>87</b>	<b>76</b>	<b>- 12.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2018	3-2018	Change	2-2018	3-2018	Change
\$99,999 and Below	5	8	+ 60.0%	0	0	--
\$100,000 to \$199,999	22	17	- 22.7%	9	6	- 33.3%
\$200,000 to \$299,999	14	10	- 28.6%	19	16	- 15.8%
\$300,000 to \$399,999	59	44	- 25.4%	23	20	- 13.0%
\$400,000 to \$499,999	78	75	- 3.8%	11	9	- 18.2%
\$500,000 to \$699,999	72	89	+ 23.6%	7	11	+ 57.1%
\$700,000 to \$999,999	55	60	+ 9.1%	9	10	+ 11.1%
\$1,000,000 to \$1,999,999	24	34	+ 41.7%	1	4	+ 300.0%
\$2,000,000 and Above	8	9	+ 12.5%	0	0	--
<b>All Price Ranges</b>	<b>337</b>	<b>346</b>	<b>+ 2.7%</b>	<b>79</b>	<b>76</b>	<b>- 3.8%</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 March 2018

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## Berthoud

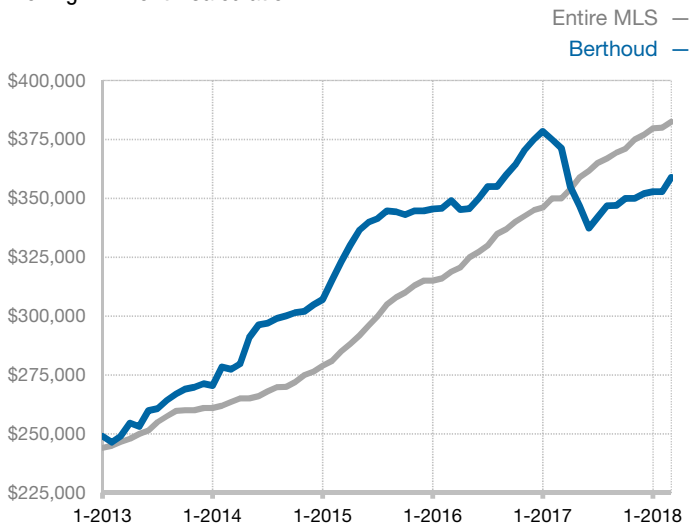
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	96	32	- 66.7%	204	89	- 56.4%
Closed Sales	36	21	- 41.7%	65	48	- 26.2%
Median Sales Price*	\$319,597	<b>\$400,000</b>	+ 25.2%	\$365,950	<b>\$405,457</b>	+ 10.8%
Average Sales Price*	\$395,488	<b>\$428,149</b>	+ 8.3%	\$402,701	<b>\$441,481</b>	+ 9.6%
Percent of List Price Received*	100.1%	<b>99.5%</b>	- 0.6%	99.7%	<b>99.6%</b>	- 0.1%
Days on Market Until Sale	107	79	- 26.2%	102	100	- 2.0%
Inventory of Homes for Sale	82	75	- 8.5%	--	--	--
Months Supply of Inventory	4.4	2.2	- 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.

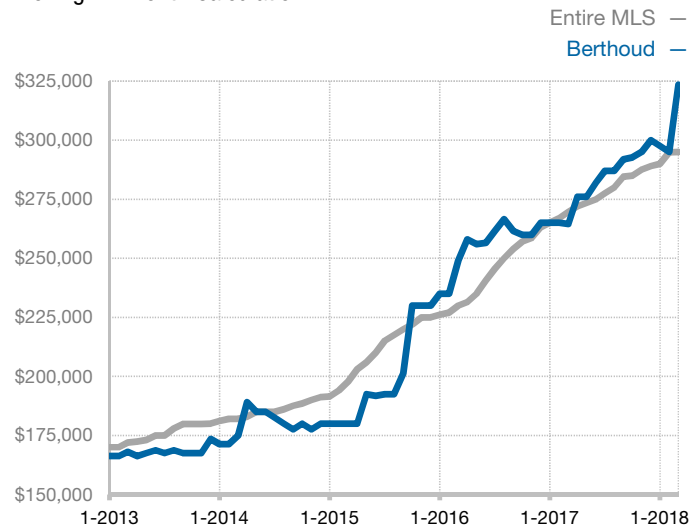
Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	10	4	- 60.0%	21	13	- 38.1%
Closed Sales	4	2	- 50.0%	5	3	- 40.0%
Median Sales Price*	\$264,925	<b>\$352,338</b>	+ 33.0%	\$292,700	<b>\$320,600</b>	+ 9.5%
Average Sales Price*	\$266,188	<b>\$352,338</b>	+ 32.4%	\$280,574	<b>\$326,225</b>	+ 16.3%
Percent of List Price Received*	100.5%	<b>100.4%</b>	- 0.1%	101.5%	<b>100.0%</b>	- 1.5%
Days on Market Until Sale	52	37	- 28.8%	73	31	- 57.5%
Inventory of Homes for Sale	12	6	- 50.0%	--	--	--
Months Supply of Inventory	5.0	3.2	- 36.0%	--	--	--

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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 March 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

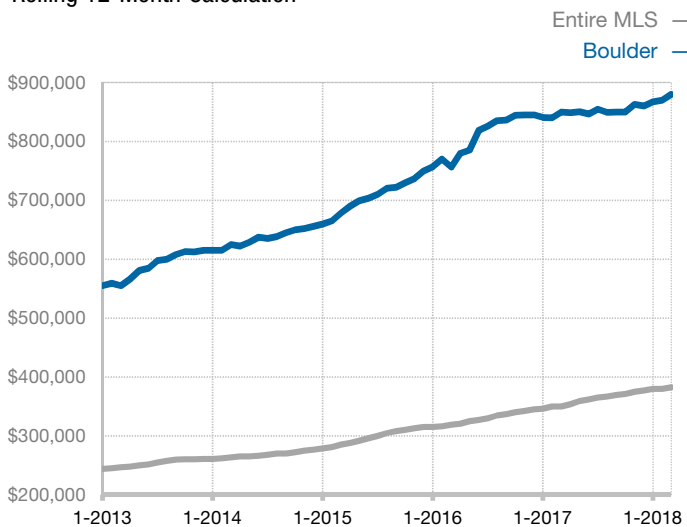
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	157	125	- 20.4%	336	305	- 9.2%
Closed Sales	70	85	+ 21.4%	172	194	+ 12.8%
Median Sales Price*	\$835,473	<b>\$940,000</b>	+ 12.5%	\$820,500	<b>\$884,500</b>	+ 7.8%
Average Sales Price*	\$930,118	<b>\$1,242,572</b>	+ 33.6%	\$930,330	<b>\$1,151,742</b>	+ 23.8%
Percent of List Price Received*	100.0%	<b>98.5%</b>	- 1.5%	98.4%	<b>98.4%</b>	0.0%
Days on Market Until Sale	75	<b>62</b>	- 17.3%	84	<b>76</b>	- 9.5%
Inventory of Homes for Sale	191	<b>137</b>	- 28.3%	--	--	--
Months Supply of Inventory	2.5	<b>1.6</b>	- 36.0%	--	--	--

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

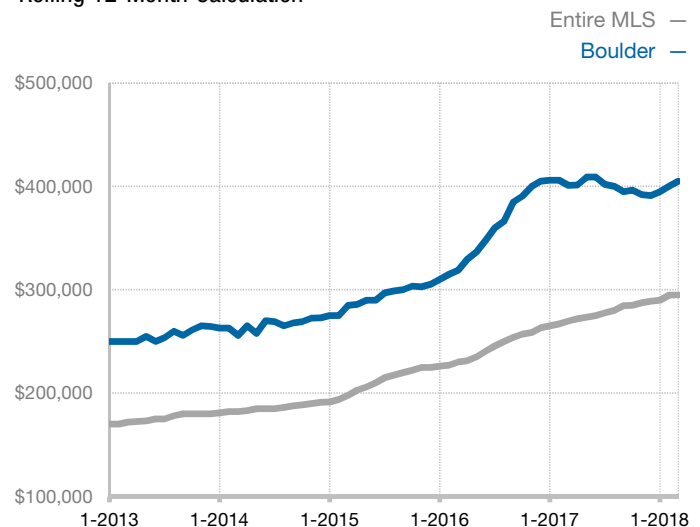
Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	79	95	+ 20.3%	219	232	+ 5.9%
Closed Sales	74	54	- 27.0%	140	145	+ 3.6%
Median Sales Price*	\$373,700	<b>\$427,500</b>	+ 14.4%	\$375,584	<b>\$471,000</b>	+ 25.4%
Average Sales Price*	\$473,441	<b>\$611,408</b>	+ 29.1%	\$470,321	<b>\$548,144</b>	+ 16.5%
Percent of List Price Received*	100.5%	<b>100.2%</b>	- 0.3%	100.1%	<b>99.9%</b>	- 0.2%
Days on Market Until Sale	48	<b>47</b>	- 2.1%	51	<b>52</b>	+ 2.0%
Inventory of Homes for Sale	64	<b>86</b>	+ 34.4%	--	--	--
Months Supply of Inventory	1.1	<b>1.5</b>	+ 36.4%	--	--	--

\* 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 March 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

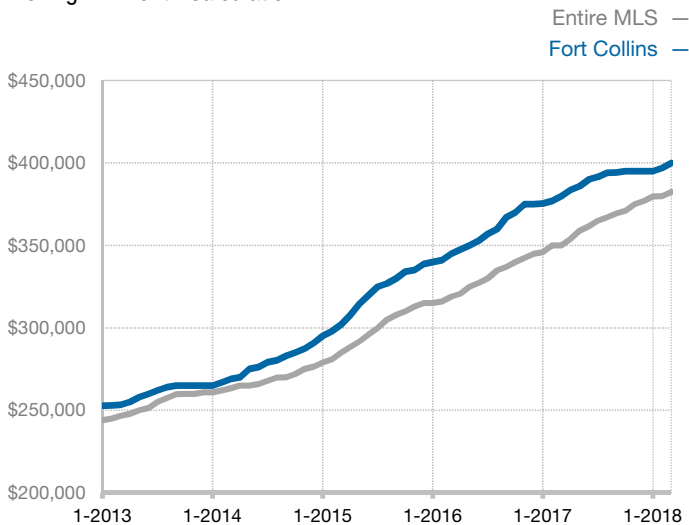
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	294	263	- 10.5%	679	612	- 9.9%
Closed Sales	187	184	- 1.6%	414	459	+ 10.9%
Median Sales Price*	\$388,355	<b>\$424,500</b>	+ 9.3%	\$386,000	<b>\$405,314</b>	+ 5.0%
Average Sales Price*	\$414,654	<b>\$453,804</b>	+ 9.4%	\$417,810	<b>\$452,872</b>	+ 8.4%
Percent of List Price Received*	99.7%	<b>99.9%</b>	+ 0.2%	99.5%	<b>99.4%</b>	- 0.1%
Days on Market Until Sale	66	<b>63</b>	- 4.5%	70	<b>72</b>	+ 2.9%
Inventory of Homes for Sale	260	<b>203</b>	- 21.9%	--	--	--
Months Supply of Inventory	1.4	<b>1.0</b>	- 28.6%	--	--	--

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

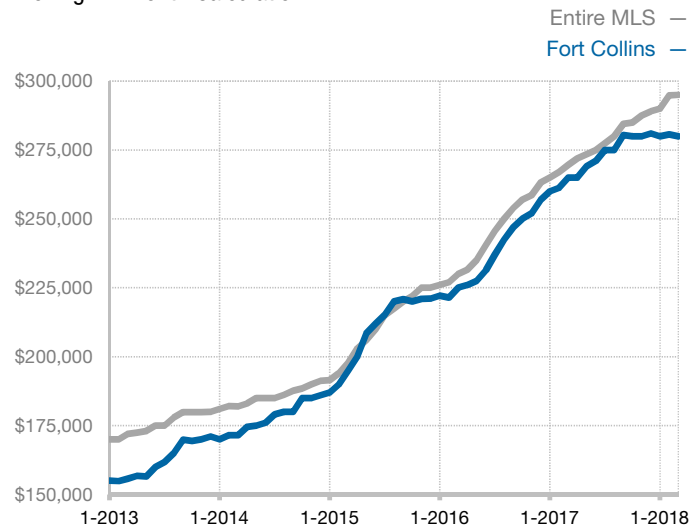
Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	103	98	- 4.9%	224	208	- 7.1%
Closed Sales	79	51	- 35.4%	170	143	- 15.9%
Median Sales Price*	\$285,000	<b>\$272,000</b>	- 4.6%	\$281,250	<b>\$272,500</b>	- 3.1%
Average Sales Price*	\$314,375	<b>\$307,085</b>	- 2.3%	\$295,926	<b>\$299,663</b>	+ 1.3%
Percent of List Price Received*	100.6%	<b>99.8%</b>	- 0.8%	100.3%	<b>99.3%</b>	- 1.0%
Days on Market Until Sale	80	<b>56</b>	- 30.0%	78	<b>71</b>	- 9.0%
Inventory of Homes for Sale	72	<b>69</b>	- 4.2%	--	--	--
Months Supply of Inventory	1.1	<b>1.0</b>	- 9.1%	--	--	--

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

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



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



# Local Market Update for March 2018

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## Greeley

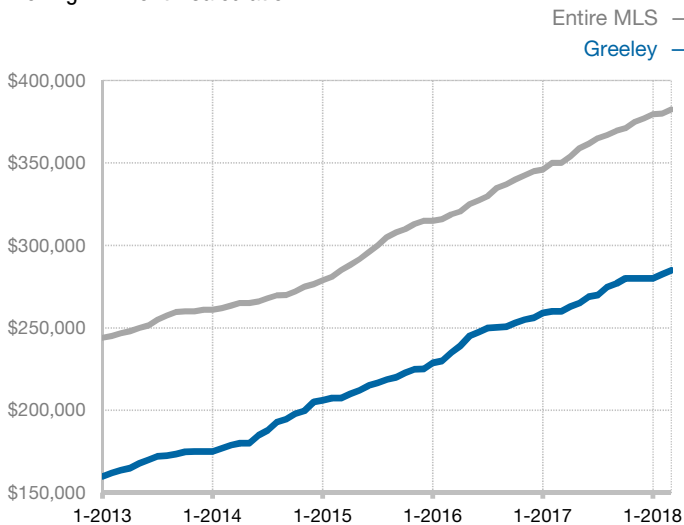
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	155	<b>196</b>	+ 26.5%	356	<b>440</b>	+ 23.6%
Closed Sales	121	<b>110</b>	- 9.1%	292	<b>280</b>	- 4.1%
Median Sales Price*	\$274,750	<b>\$294,950</b>	+ 7.4%	\$270,000	<b>\$288,950</b>	+ 7.0%
Average Sales Price*	\$276,188	<b>\$367,549</b>	+ 33.1%	\$279,535	<b>\$327,141</b>	+ 17.0%
Percent of List Price Received*	99.9%	<b>100.1%</b>	+ 0.2%	99.8%	<b>99.9%</b>	+ 0.1%
Days on Market Until Sale	61	<b>48</b>	- 21.3%	65	<b>52</b>	- 20.0%
Inventory of Homes for Sale	118	<b>100</b>	- 15.3%	--	--	--
Months Supply of Inventory	0.8	<b>0.8</b>	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.

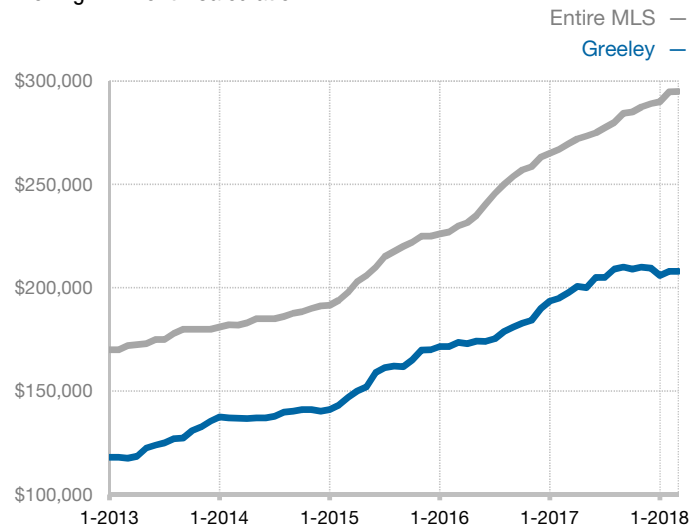
Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	30	<b>24</b>	- 20.0%	92	<b>70</b>	- 23.9%
Closed Sales	29	<b>25</b>	- 13.8%	75	<b>48</b>	- 36.0%
Median Sales Price*	\$210,000	<b>\$208,000</b>	- 1.0%	\$220,000	<b>\$209,000</b>	- 5.0%
Average Sales Price*	\$218,852	<b>\$217,152</b>	- 0.8%	\$218,021	<b>\$220,869</b>	+ 1.3%
Percent of List Price Received*	100.9%	<b>100.5%</b>	- 0.4%	100.3%	<b>100.1%</b>	- 0.2%
Days on Market Until Sale	64	<b>43</b>	- 32.8%	80	<b>41</b>	- 48.8%
Inventory of Homes for Sale	19	<b>18</b>	- 5.3%	--	--	--
Months Supply of Inventory	0.7	<b>0.8</b>	+ 14.3%	--	--	--

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

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



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



# Local Market Update for March 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

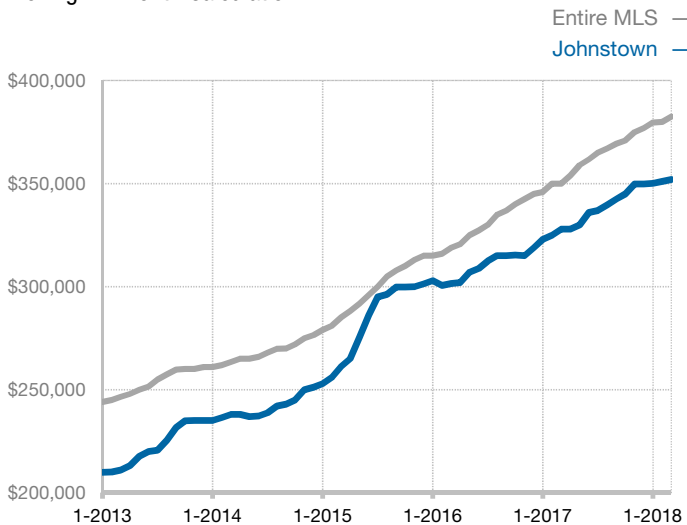
Single Family	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	64	62	- 3.1%	127	134	+ 5.5%
Closed Sales	33	37	+ 12.1%	92	79	- 14.1%
Median Sales Price*	\$349,900	<b>\$385,000</b>	+ 10.0%	\$343,000	<b>\$388,500</b>	+ 13.3%
Average Sales Price*	\$359,584	<b>\$389,647</b>	+ 8.4%	\$350,803	<b>\$402,789</b>	+ 14.8%
Percent of List Price Received*	99.9%	<b>99.9%</b>	0.0%	99.5%	<b>100.4%</b>	+ 0.9%
Days on Market Until Sale	101	62	- 38.6%	98	60	- 38.8%
Inventory of Homes for Sale	69	58	- 15.9%	--	--	--
Months Supply of Inventory	1.9	1.5	- 21.1%	--	--	--

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

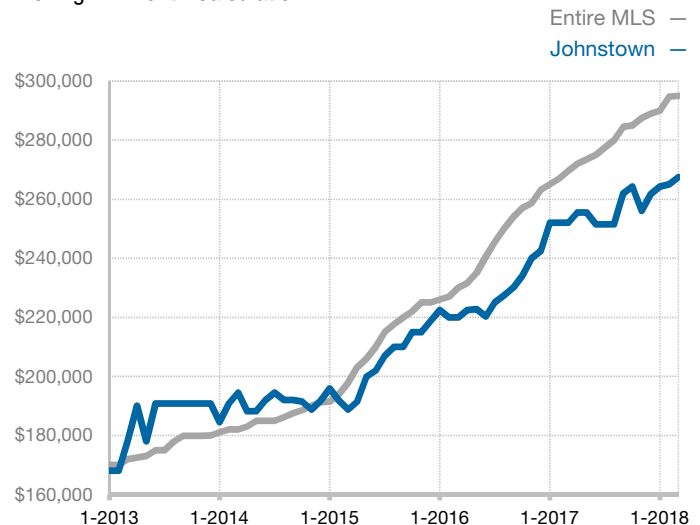
Townhouse-Condo	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	4	--	5	11	+ 120.0%
Closed Sales	0	1	--	3	5	+ 66.7%
Median Sales Price*	\$0	<b>\$320,000</b>	--	\$342,000	<b>\$298,770</b>	- 12.6%
Average Sales Price*	\$0	<b>\$320,000</b>	--	\$311,333	<b>\$303,554</b>	- 2.5%
Percent of List Price Received*	0.0%	<b>94.1%</b>	--	100.4%	<b>98.4%</b>	- 2.0%
Days on Market Until Sale	0	44	--	101	37	- 63.4%
Inventory of Homes for Sale	5	4	- 20.0%	--	--	--
Months Supply of Inventory	2.6	2.0	- 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.

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



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



# Local Market Update for March 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

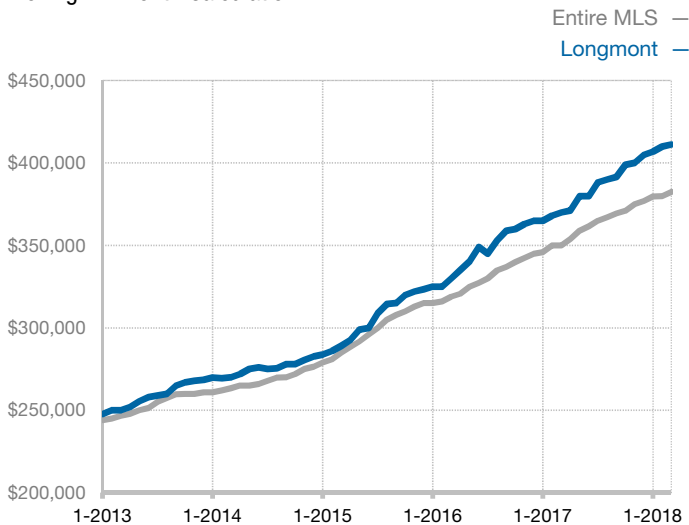
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	186	148	- 20.4%	390	336	- 13.8%
Closed Sales	102	109	+ 6.9%	212	252	+ 18.9%
Median Sales Price*	\$394,500	<b>\$442,000</b>	+ 12.0%	\$391,560	<b>\$440,000</b>	+ 12.4%
Average Sales Price*	\$495,773	<b>\$480,439</b>	- 3.1%	\$466,668	<b>\$476,512</b>	+ 2.1%
Percent of List Price Received*	100.1%	<b>100.4%</b>	+ 0.3%	99.8%	<b>99.5%</b>	- 0.3%
Days on Market Until Sale	61	72	+ 18.0%	61	73	+ 19.7%
Inventory of Homes for Sale	190	159	- 16.3%	--	--	--
Months Supply of Inventory	1.8	1.4	- 22.2%	--	--	--

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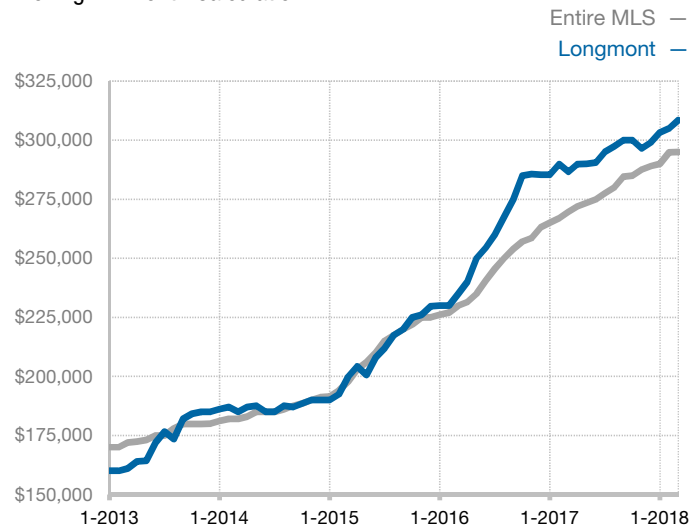
Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	45	41	- 8.9%	111	86	- 22.5%
Closed Sales	37	22	- 40.5%	76	63	- 17.1%
Median Sales Price*	\$290,000	<b>\$327,500</b>	+ 12.9%	\$279,500	<b>\$328,362</b>	+ 17.5%
Average Sales Price*	\$294,509	<b>\$353,492</b>	+ 20.0%	\$306,551	<b>\$344,267</b>	+ 12.3%
Percent of List Price Received*	101.6%	<b>101.1%</b>	- 0.5%	101.3%	<b>100.7%</b>	- 0.6%
Days on Market Until Sale	56	47	- 16.1%	73	61	- 16.4%
Inventory of Homes for Sale	39	21	- 46.2%	--	--	--
Months Supply of Inventory	1.3	0.7	- 46.2%	--	--	--

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



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



# Local Market Update for March 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

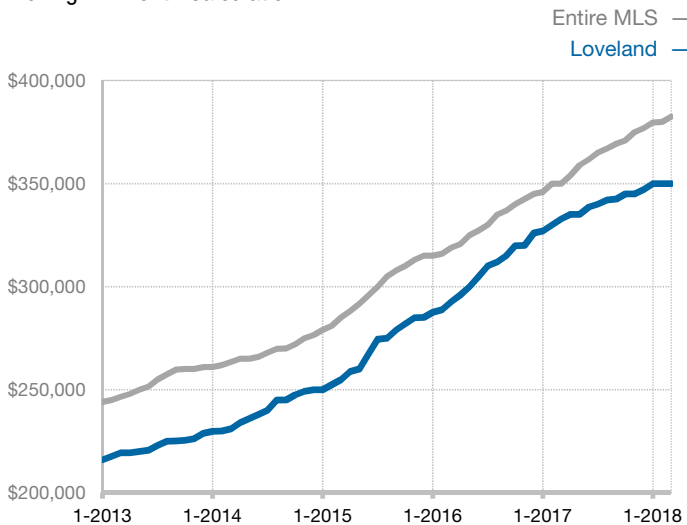
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	182	137	- 24.7%	446	344	- 22.9%
Closed Sales	142	100	- 29.6%	294	251	- 14.6%
Median Sales Price*	\$349,998	<b>\$362,500</b>	+ 3.6%	\$341,125	<b>\$359,950</b>	+ 5.5%
Average Sales Price*	\$379,856	<b>\$392,900</b>	+ 3.4%	\$373,483	<b>\$412,802</b>	+ 10.5%
Percent of List Price Received*	99.6%	<b>100.0%</b>	+ 0.4%	99.6%	<b>99.5%</b>	- 0.1%
Days on Market Until Sale	79	77	- 2.5%	74	80	+ 8.1%
Inventory of Homes for Sale	200	136	- 32.0%	--	--	--
Months Supply of Inventory	1.5	1.0	- 33.3%	--	--	--

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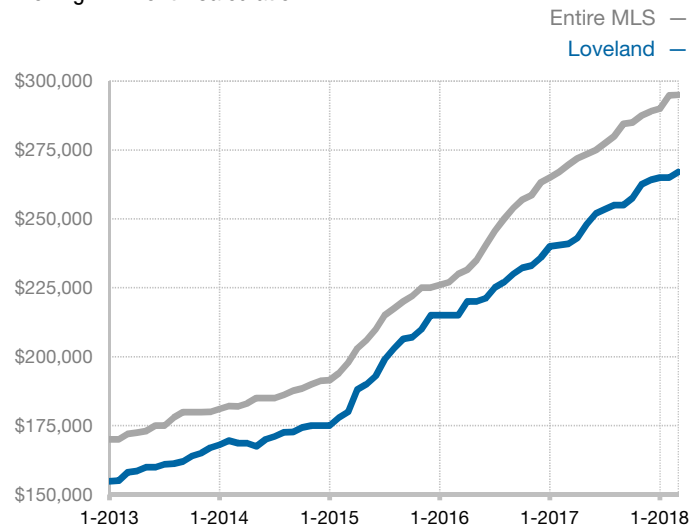
Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	36	35	- 2.8%	64	85	+ 32.8%
Closed Sales	13	23	+ 76.9%	41	62	+ 51.2%
Median Sales Price*	\$250,000	<b>\$281,000</b>	+ 12.4%	\$256,000	<b>\$285,500</b>	+ 11.5%
Average Sales Price*	\$262,094	<b>\$298,723</b>	+ 14.0%	\$270,005	<b>\$306,027</b>	+ 13.3%
Percent of List Price Received*	100.5%	<b>100.0%</b>	- 0.5%	100.1%	<b>99.9%</b>	- 0.2%
Days on Market Until Sale	58	111	+ 91.4%	68	119	+ 75.0%
Inventory of Homes for Sale	37	32	- 13.5%	--	--	--
Months Supply of Inventory	1.9	1.5	- 21.1%	--	--	--

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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 March 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

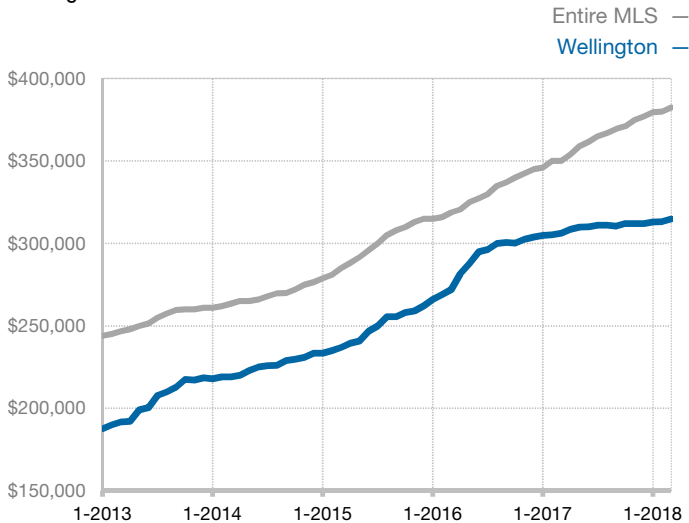
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	54	27	- 50.0%	112	67	- 40.2%
Closed Sales	33	20	- 39.4%	81	49	- 39.5%
Median Sales Price*	\$312,000	<b>\$330,000</b>	+ 5.8%	\$312,000	<b>\$337,975</b>	+ 8.3%
Average Sales Price*	\$320,896	<b>\$368,496</b>	+ 14.8%	\$320,218	<b>\$360,988</b>	+ 12.7%
Percent of List Price Received*	101.3%	<b>100.0%</b>	- 1.3%	101.5%	<b>99.8%</b>	- 1.7%
Days on Market Until Sale	75	53	- 29.3%	96	67	- 30.2%
Inventory of Homes for Sale	25	18	- 28.0%	--	--	--
Months Supply of Inventory	0.7	0.5	- 28.6%	--	--	--

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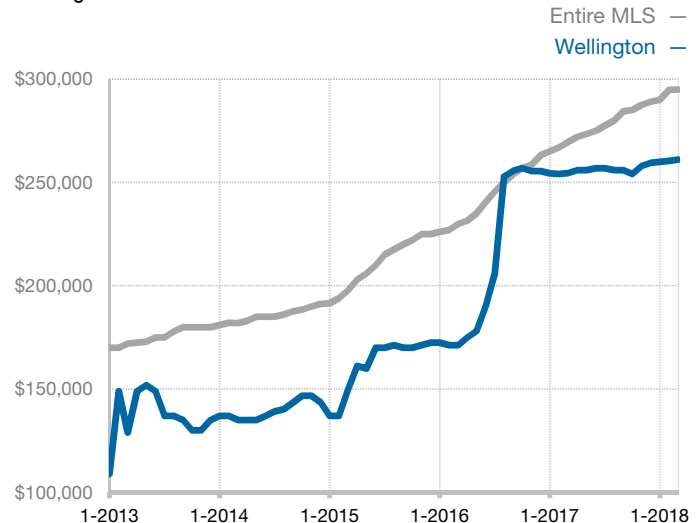
Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	12	6	- 50.0%	37	17	- 54.1%
Closed Sales	7	1	- 85.7%	17	7	- 58.8%
Median Sales Price*	\$255,900	<b>\$214,000</b>	- 16.4%	\$252,900	<b>\$274,900</b>	+ 8.7%
Average Sales Price*	\$244,307	<b>\$214,000</b>	- 12.4%	\$252,399	<b>\$248,529</b>	- 1.5%
Percent of List Price Received*	99.3%	<b>100.9%</b>	+ 1.6%	100.1%	<b>100.0%</b>	- 0.1%
Days on Market Until Sale	69	43	- 37.7%	78	92	+ 17.9%
Inventory of Homes for Sale	11	6	- 45.5%	--	--	--
Months Supply of Inventory	2.0	1.2	- 40.0%	--	--	--

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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 March 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

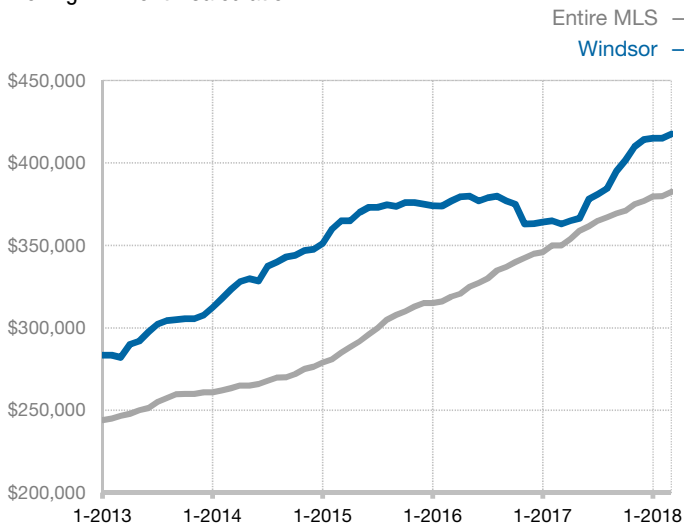
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	101	97	- 4.0%	283	249	- 12.0%
Closed Sales	54	60	+ 11.1%	133	151	+ 13.5%
Median Sales Price*	\$381,250	\$415,550	+ 9.0%	\$377,809	\$399,850	+ 5.8%
Average Sales Price*	\$421,666	\$474,112	+ 12.4%	\$423,345	\$458,707	+ 8.4%
Percent of List Price Received*	99.7%	100.3%	+ 0.6%	99.7%	99.8%	+ 0.1%
Days on Market Until Sale	83	114	+ 37.3%	88	108	+ 22.7%
Inventory of Homes for Sale	202	156	- 22.8%	--	--	--
Months Supply of Inventory	3.0	2.4	- 20.0%	--	--	--

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Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	14	15	+ 7.1%	25	44	+ 76.0%
Closed Sales	3	7	+ 133.3%	19	19	0.0%
Median Sales Price*	\$203,000	\$281,500	+ 38.7%	\$281,135	\$281,500	+ 0.1%
Average Sales Price*	\$237,633	\$283,471	+ 19.3%	\$265,881	\$298,899	+ 12.4%
Percent of List Price Received*	99.5%	101.0%	+ 1.5%	100.1%	101.6%	+ 1.5%
Days on Market Until Sale	49	89	+ 81.6%	104	110	+ 5.8%
Inventory of Homes for Sale	16	38	+ 137.5%	--	--	--
Months Supply of Inventory	1.9	4.9	+ 157.9%	--	--	--

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



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

