

# Monthly Indicators



## June 2018

New Listings were down 17.5 percent for single family homes but increased 8.7 percent for townhouse-condo properties. Pending Sales landed at 311 for single family homes and 84 for townhouse-condo properties.

The Median Sales Price was up 6.4 percent to \$420,500 for single family homes and 11.0 percent to \$297,950 for townhouse-condo properties. Days on Market remained flat for single family homes but increased 52.7 percent for townhouse-condo properties.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

## Activity Snapshot

<b>- 4.0%</b>	<b>0.0%</b>	<b>+ 6.4%</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, 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	6-2017	6-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		498	<b>411</b>	- 17.5%	2,164	<b>2,042</b>	- 5.6%
<b>Pending Sales</b>		315	<b>311</b>	- 1.3%	1,700	<b>1,627</b>	- 4.3%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		354	<b>340</b>	- 4.0%	1,471	<b>1,461</b>	- 0.7%
<b>Median Sales Price</b>		\$395,358	<b>\$420,500</b>	+ 6.4%	\$385,957	<b>\$409,508</b>	+ 6.1%
<b>Avg. Sales Price</b>		\$431,129	<b>\$477,384</b>	+ 10.7%	\$419,136	<b>\$457,002</b>	+ 9.0%
<b>Pct. of List Price Received</b>		100.3%	<b>100.1%</b>	- 0.2%	100.0%	<b>99.8%</b>	- 0.2%
<b>Days on Market</b>		63	<b>63</b>	0.0%	73	<b>67</b>	- 8.2%
<b>Affordability Index</b>		91	<b>81</b>	- 11.0%	93	<b>83</b>	- 10.8%
<b>Active Listings</b>		576	<b>519</b>	- 9.9%	--	--	--
<b>Months Supply</b>		2.3	<b>2.0</b>	- 13.0%	--	--	--

# 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.



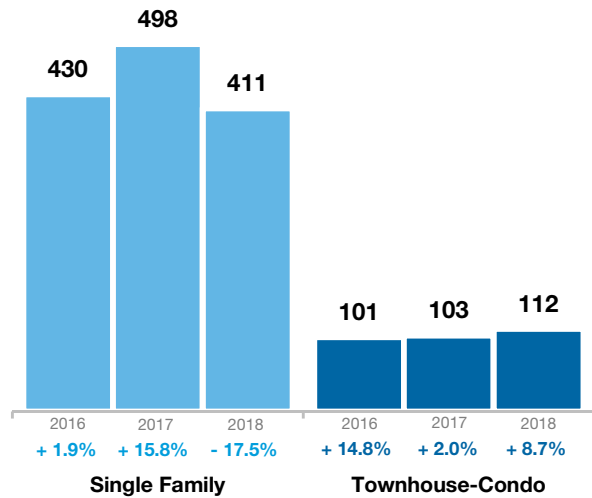
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		103	<b>112</b>	+ 8.7%	572	<b>555</b>	- 3.0%
<b>Pending Sales</b>		78	<b>84</b>	+ 7.7%	541	<b>459</b>	- 15.2%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		100	<b>88</b>	- 12.0%	485	<b>430</b>	- 11.3%
<b>Median Sales Price</b>		\$268,500	<b>\$297,950</b>	+ 11.0%	\$271,000	<b>\$285,074</b>	+ 5.2%
<b>Avg. Sales Price</b>		\$283,985	<b>\$301,439</b>	+ 6.1%	\$284,997	<b>\$304,778</b>	+ 6.9%
<b>Pct. of List Price Received</b>		100.6%	<b>100.4%</b>	- 0.2%	100.5%	<b>100.1%</b>	- 0.4%
<b>Days on Market</b>		55	<b>84</b>	+ 52.7%	76	<b>88</b>	+ 15.8%
<b>Affordability Index</b>		134	<b>114</b>	- 14.9%	133	<b>119</b>	- 10.5%
<b>Active Listings</b>		99	<b>135</b>	+ 36.4%	--	--	--
<b>Months Supply</b>		1.3	<b>1.9</b>	+ 46.2%	--	--	--

# New Listings

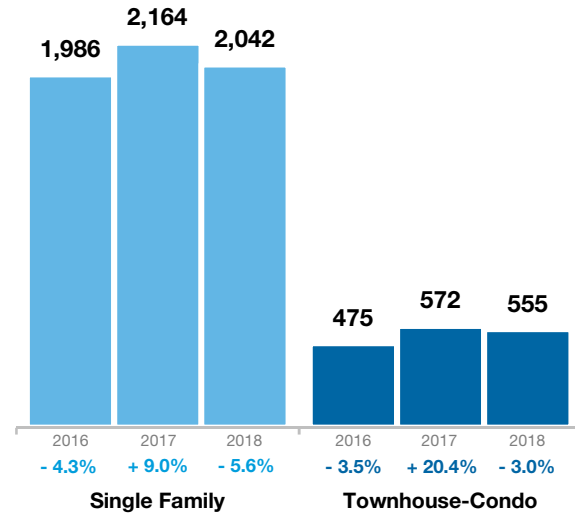
A count of the properties that have been newly listed on the market in a given month.



## June

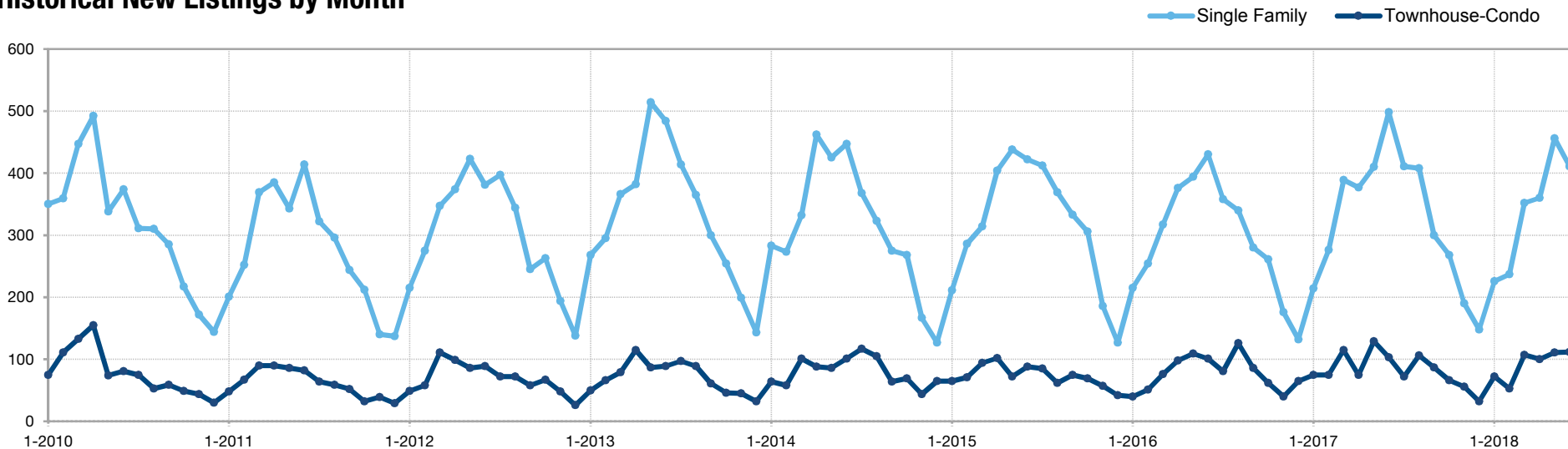


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	148	+12.1%	32	-50.8%
Jan-2018	226	+5.6%	72	-4.0%
Feb-2018	237	-14.1%	53	-29.3%
Mar-2018	352	-9.5%	107	-7.0%
Apr-2018	360	-4.5%	100	+33.3%
May-2018	456	+11.2%	111	-14.0%
<b>Jun-2018</b>	<b>411</b>	<b>-17.5%</b>	<b>112</b>	<b>+8.7%</b>
12-Month Avg	314	+1.5%	81	-5.6%

## Historical New Listings by Month

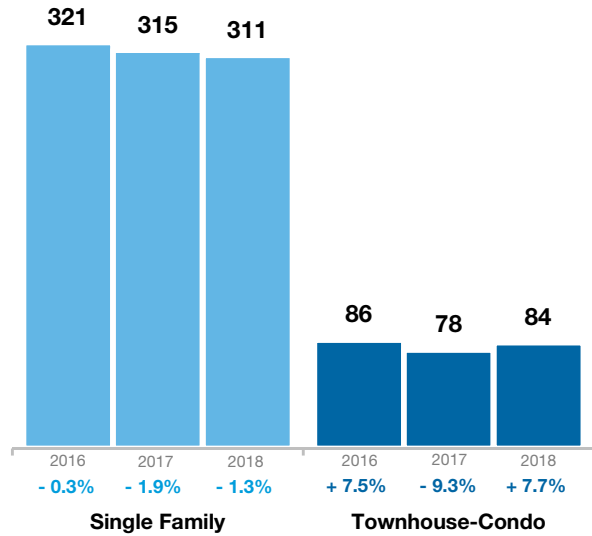


# Pending Sales

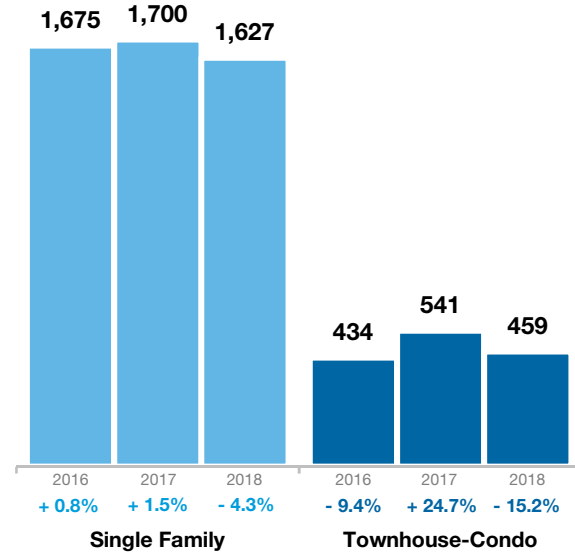
A count of the properties on which offers have been accepted in a given month.



## June

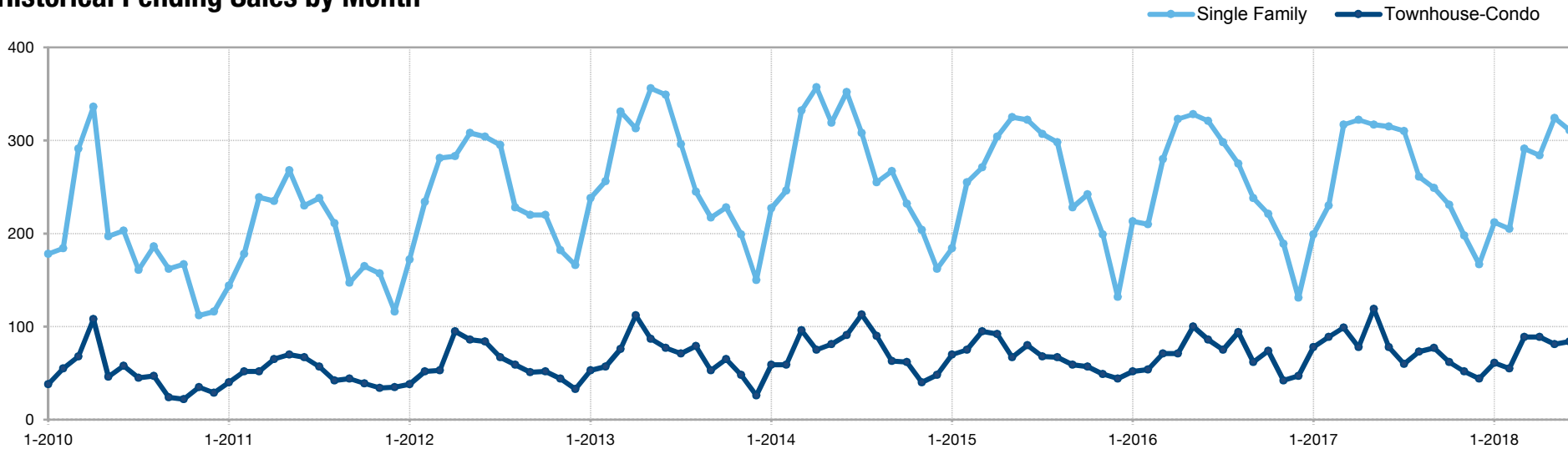


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	310	+4.0%	60	-20.0%
Aug-2017	261	-5.1%	73	-22.3%
Sep-2017	249	+4.6%	77	+24.2%
Oct-2017	231	+4.5%	62	-16.2%
Nov-2017	198	+4.8%	52	+23.8%
Dec-2017	167	+27.5%	44	-6.4%
Jan-2018	212	+6.5%	61	-21.8%
Feb-2018	205	-10.9%	55	-38.2%
Mar-2018	291	-8.2%	89	-10.1%
Apr-2018	284	-11.8%	89	+14.1%
May-2018	324	+2.2%	81	-31.9%
<b>Jun-2018</b>	<b>311</b>	<b>-1.3%</b>	<b>84</b>	<b>+7.7%</b>
12-Month Avg	254	-0.3%	69	-11.6%

## Historical Pending Sales by Month

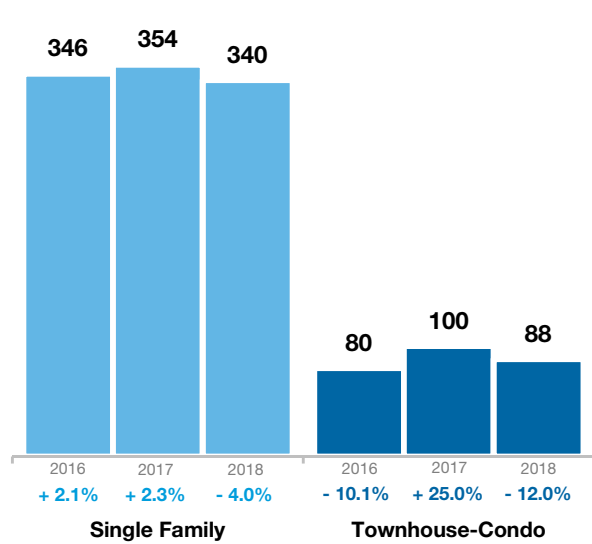


# Sold Listings

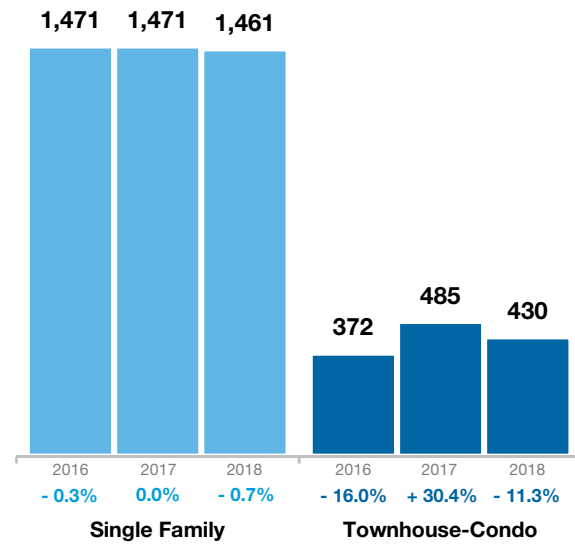
A count of the actual sales that closed in a given month.



## June

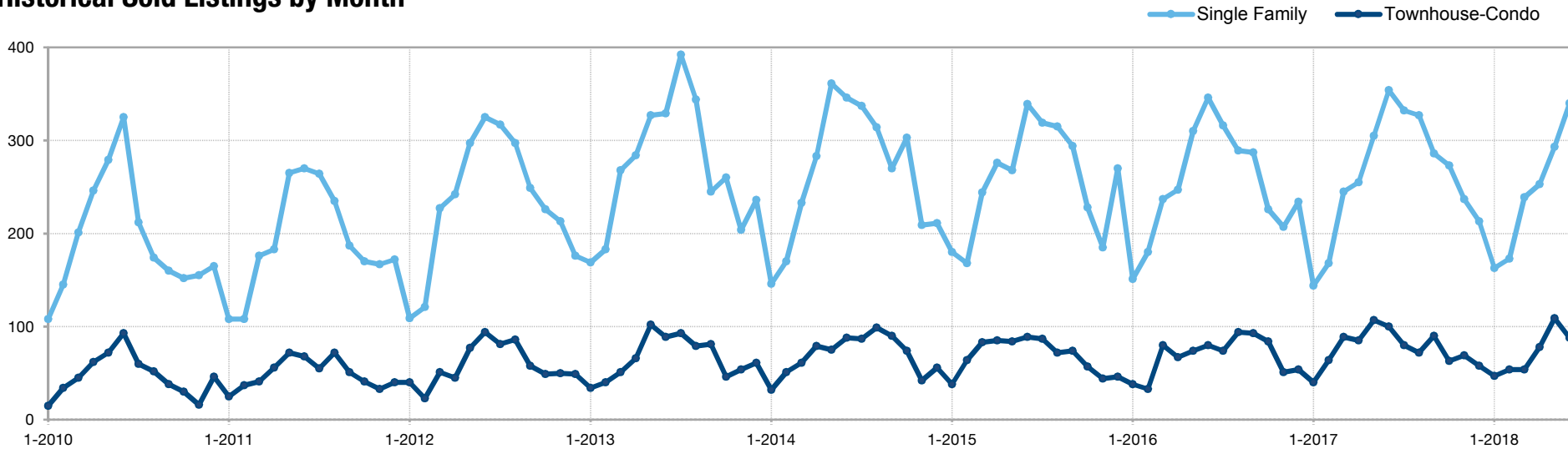


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	332	+5.1%	80	+8.1%
Aug-2017	327	+13.1%	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%
Mar-2018	239	-2.4%	54	-39.3%
Apr-2018	253	-0.8%	78	-8.2%
May-2018	293	-3.9%	109	+1.9%
<b>Jun-2018</b>	<b>340</b>	<b>-4.0%</b>	<b>88</b>	<b>-12.0%</b>
12-Month Avg	261	+3.3%	72	-7.8%

## Historical Sold Listings by Month

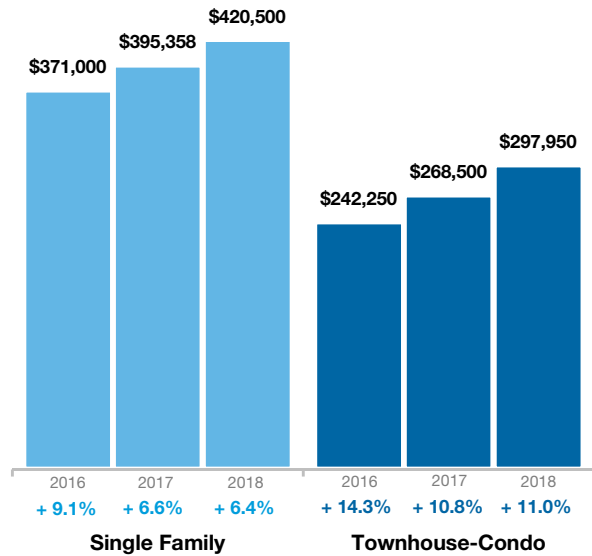


# Median Sales Price

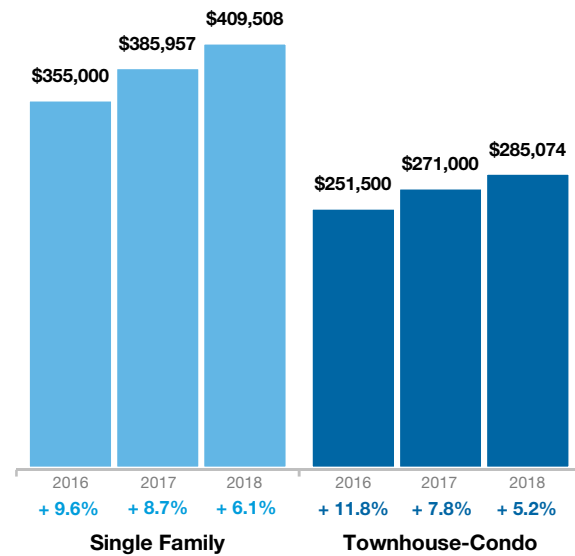
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



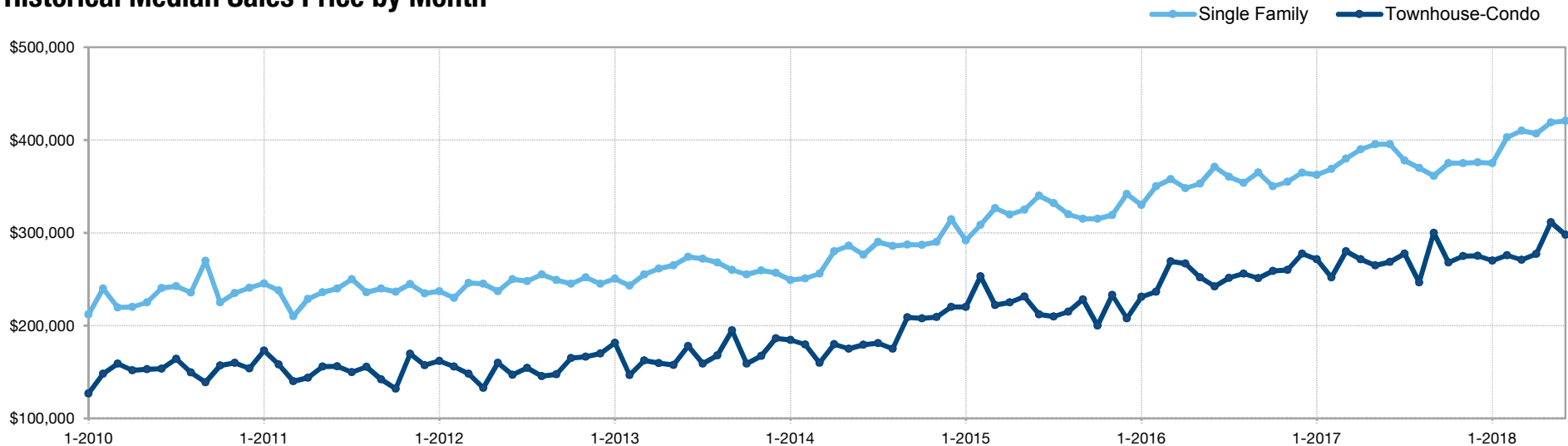
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$275,900	+9.5%
Mar-2018	\$410,000	+7.9%	\$271,000	-3.2%
Apr-2018	\$407,000	+4.4%	\$277,250	+2.1%
May-2018	\$419,000	+5.9%	\$311,373	+17.5%
<b>Jun-2018</b>	<b>\$420,500</b>	<b>+6.4%</b>	<b>\$297,950</b>	<b>+11.0%</b>
12-Month Avg*	\$390,290	+4.1%	\$281,250	+6.6%

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

## Historical Median Sales Price by Month

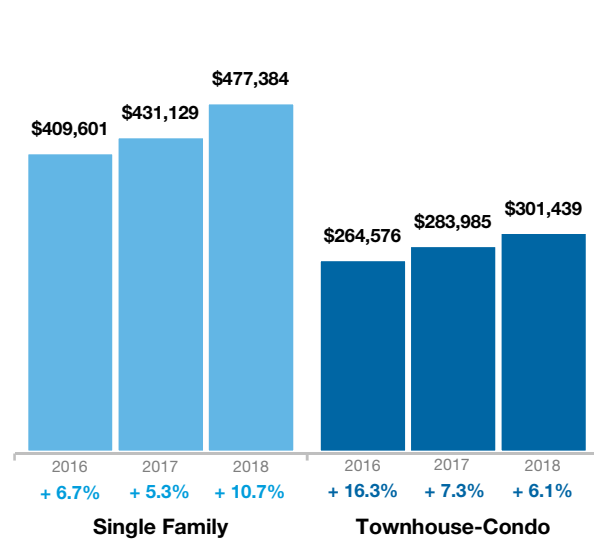


# Average Sales Price

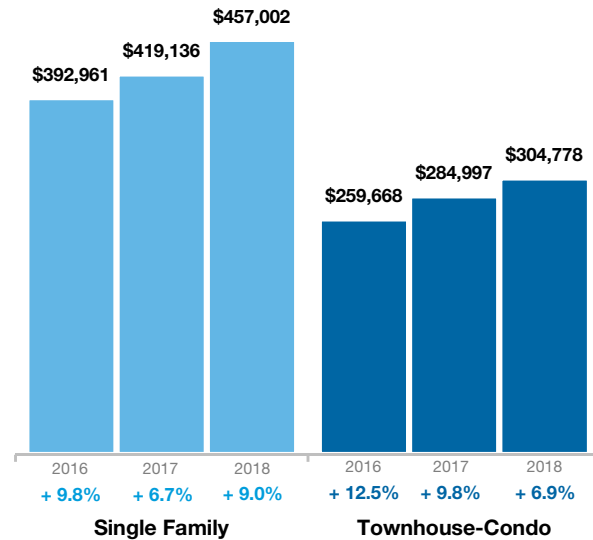
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



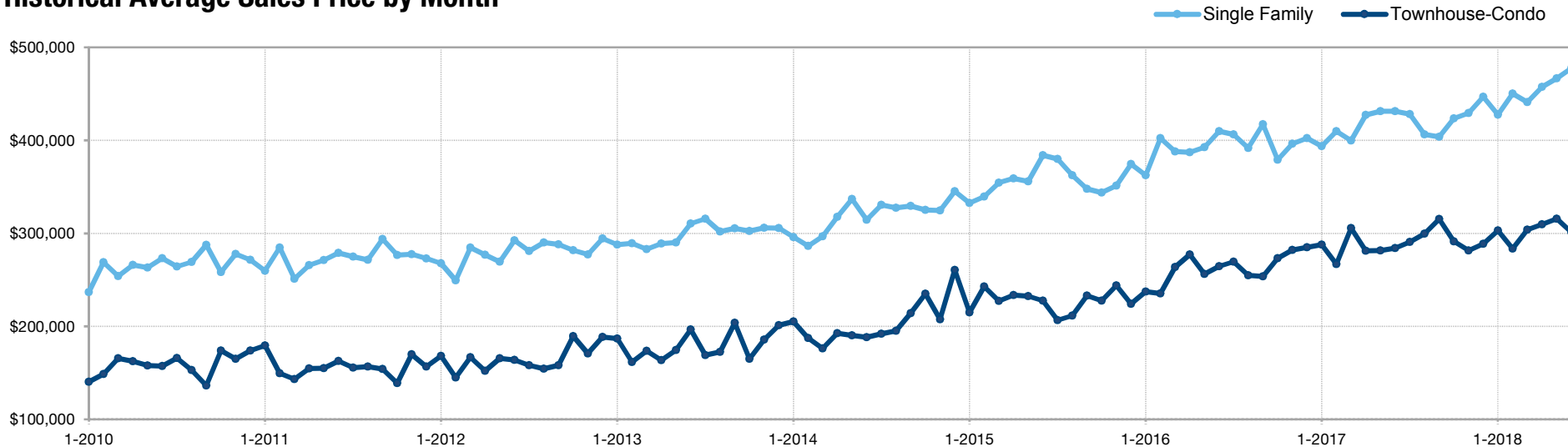
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	\$428,166	+5.4%	\$290,560	+7.9%
Aug-2017	\$406,196	+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%	\$283,573	+6.3%
Mar-2018	\$440,950	+10.3%	\$303,988	-0.5%
Apr-2018	\$457,449	+7.1%	\$309,528	+10.0%
May-2018	\$466,424	+8.1%	\$315,715	+12.2%
<b>Jun-2018</b>	<b>\$477,384</b>	<b>+10.7%</b>	<b>\$301,439</b>	<b>+6.1%</b>
12-Month Avg*	\$438,058	+7.1%	\$300,223	+8.6%

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

## Historical Average Sales Price by Month





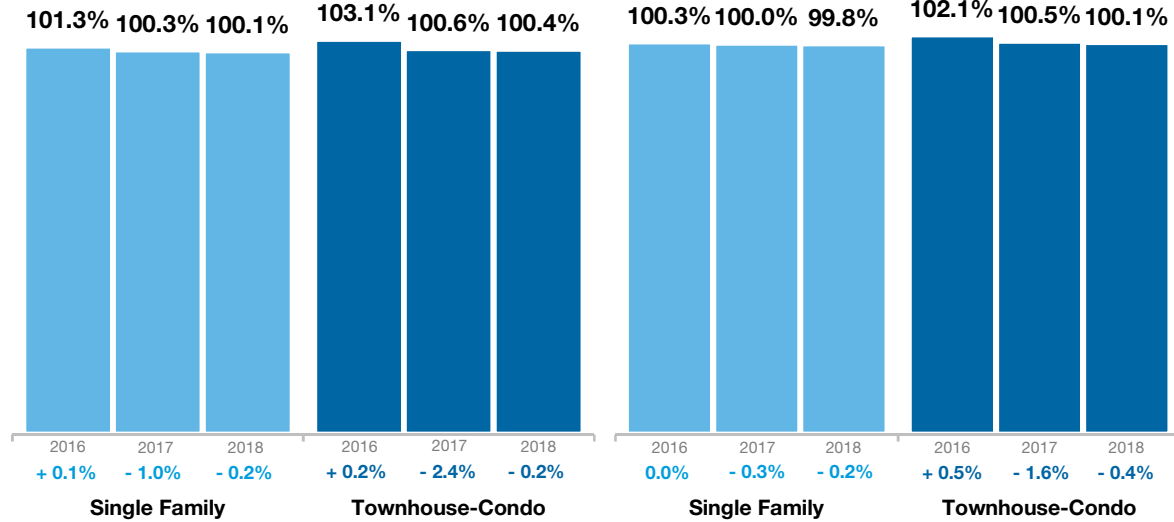
# Percent of List Price Received

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.



## June

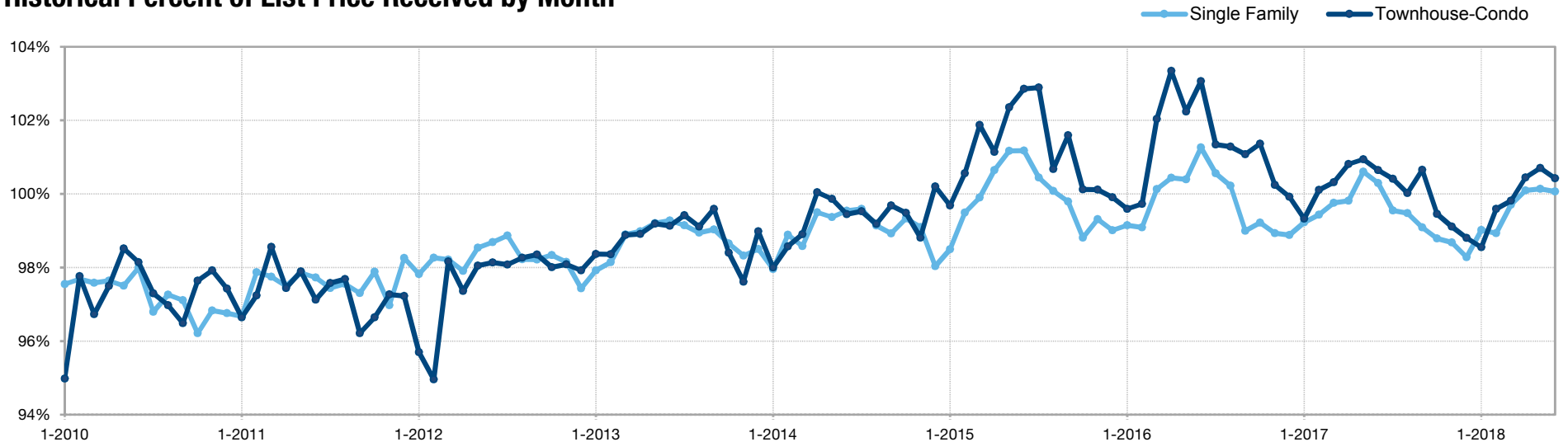
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	99.6%	-0.5%
Mar-2018	99.7%	-0.1%	99.8%	-0.5%
Apr-2018	100.1%	+0.3%	100.4%	-0.4%
May-2018	100.1%	-0.5%	100.7%	-0.2%
<b>Jun-2018</b>	<b>100.1%</b>	<b>-0.2%</b>	<b>100.4%</b>	<b>-0.2%</b>
12-Month Avg*	99.8%	-0.4%	100.7%	-0.8%

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

## Historical Percent of List Price Received by Month



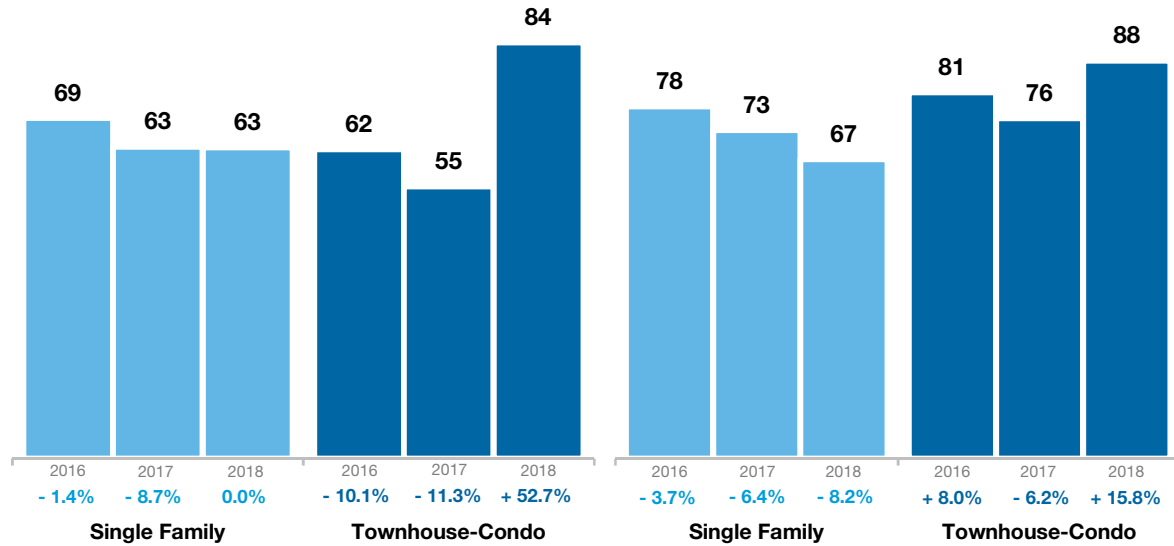
# Days on Market Until Sale

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



## June

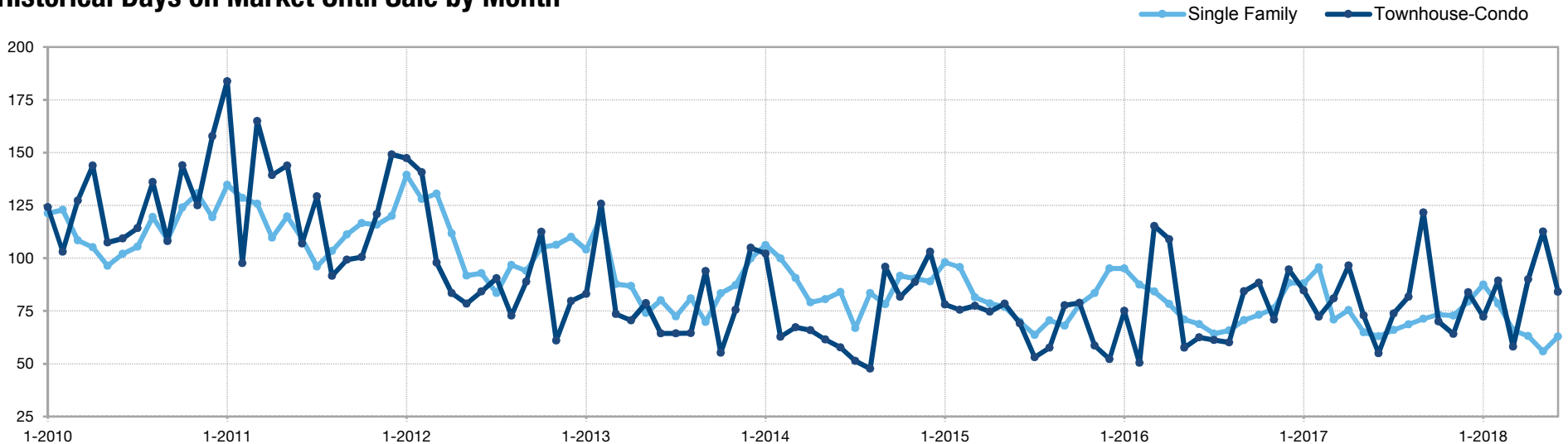
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	89	+23.6%
Mar-2018	66	-7.0%	58	-28.4%
Apr-2018	63	-16.0%	90	-7.2%
May-2018	56	-13.8%	113	+54.8%
<b>Jun-2018</b>	<b>63</b>	<b>0.0%</b>	<b>84</b>	<b>+52.7%</b>
12-Month Avg	69	-4.8%	86	+13.9%

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

## Historical Days on Market Until Sale by Month



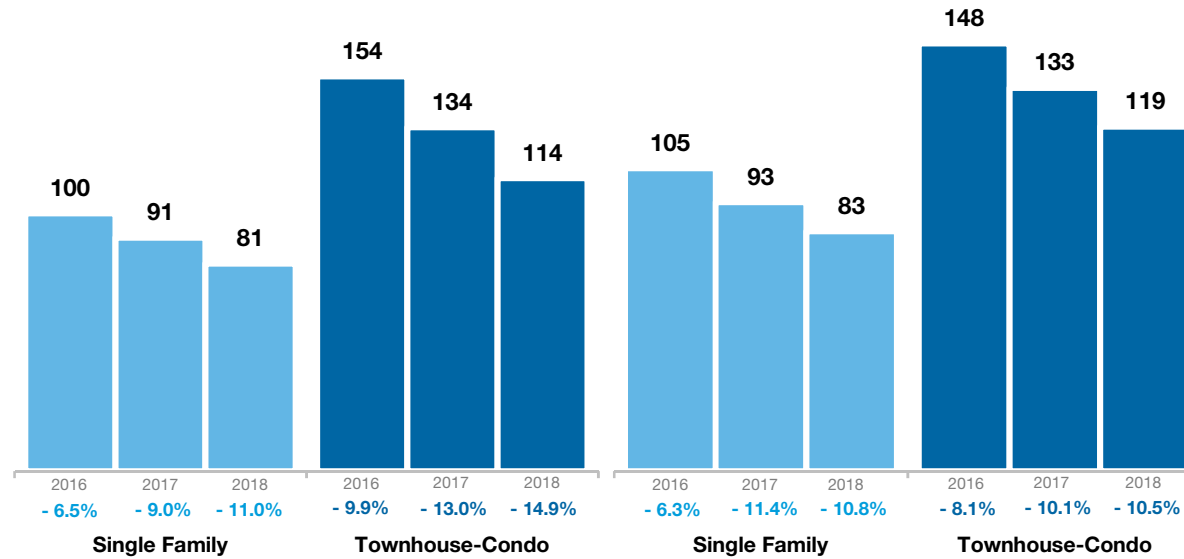
# Housing Affordability Index

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.



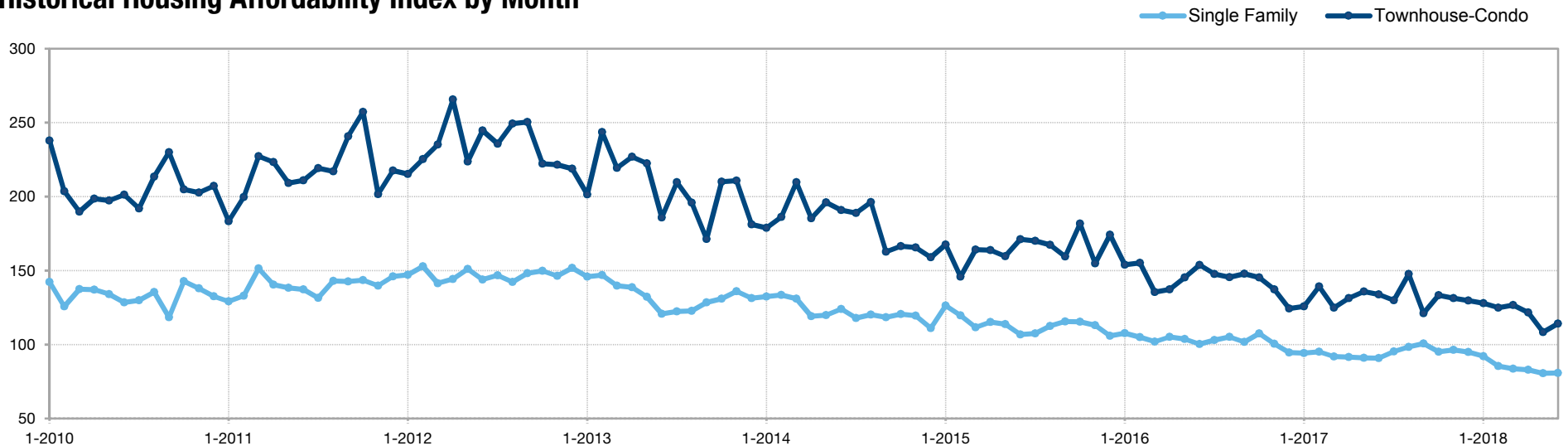
## June

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Mar-2018	84	-8.7%	127	+1.6%
Apr-2018	83	-9.8%	122	-6.9%
May-2018	81	-11.0%	108	-20.6%
<b>Jun-2018</b>	<b>81</b>	<b>-11.0%</b>	<b>114</b>	<b>-14.9%</b>
12-Month Avg	91	-16.7%	97	-16.5%

## Historical Housing Affordability Index by Month

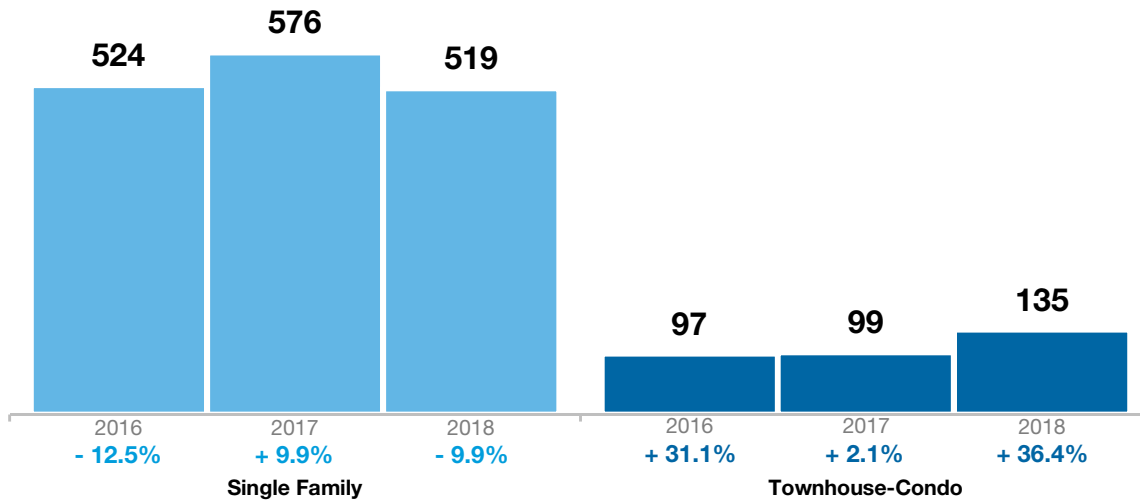


# Inventory of Active Listings

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



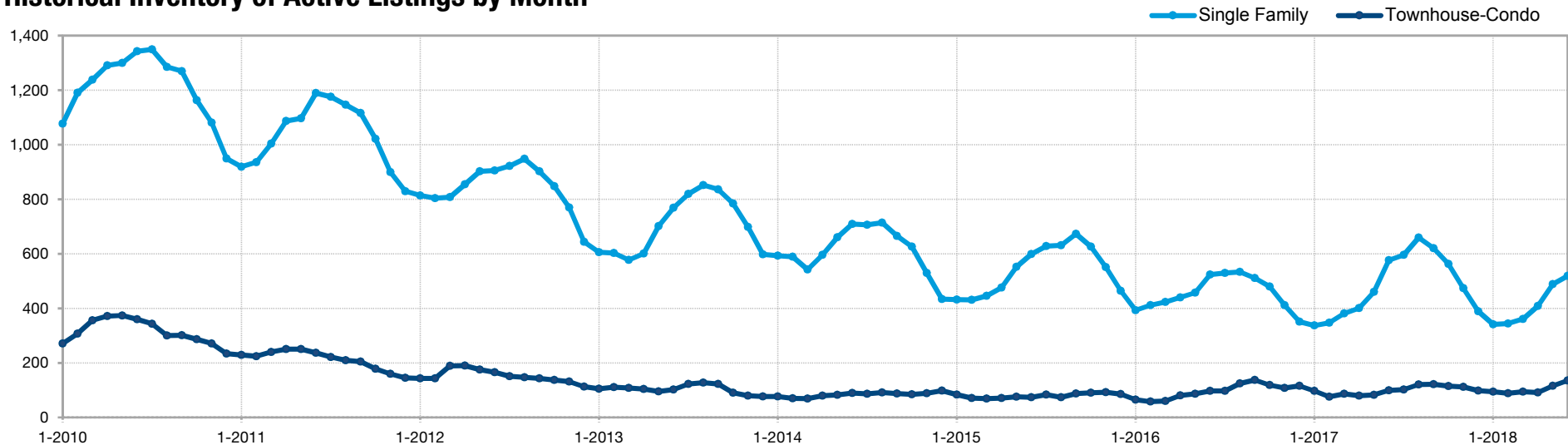
## June



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	596	+12.5%	102	+5.2%
Aug-2017	659	+23.4%	121	-3.2%
Sep-2017	620	+21.3%	122	-10.9%
Oct-2017	563	+17.3%	115	-3.4%
Nov-2017	474	+15.0%	112	+3.7%
Dec-2017	389	+10.8%	98	-15.5%
Jan-2018	341	+1.2%	94	-3.1%
Feb-2018	344	-0.9%	89	+17.1%
Mar-2018	361	-5.2%	94	+8.0%
Apr-2018	409	+2.0%	92	+15.0%
May-2018	489	+6.3%	116	+39.8%
<b>Jun-2018</b>	<b>519</b>	<b>-9.9%</b>	<b>135</b>	<b>+36.4%</b>
12-Month Avg*	480	+8.3%	108	+5.4%

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

## Historical Inventory of Active Listings by Month

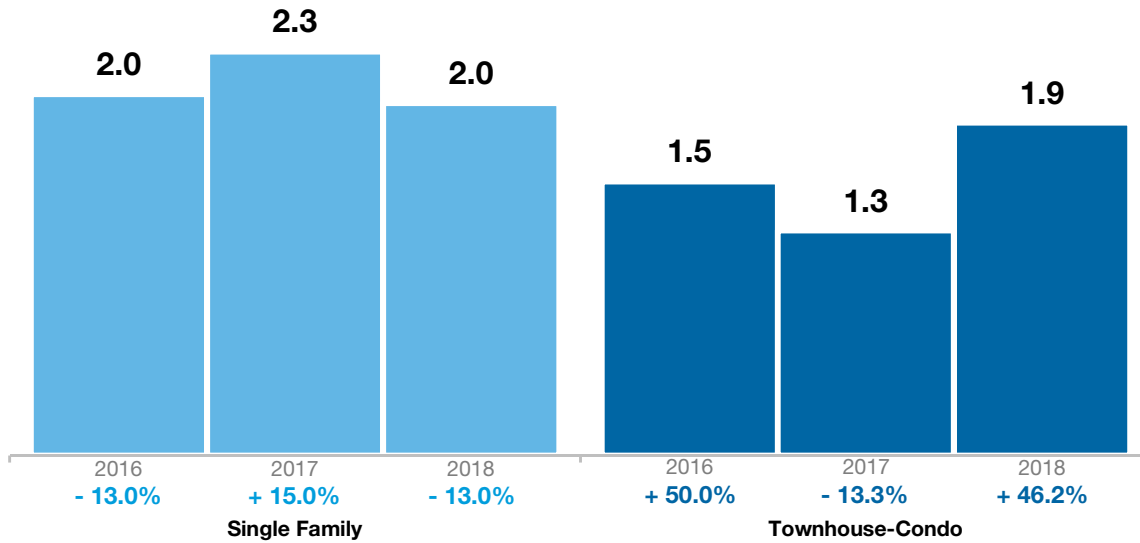


# Months Supply of Inventory

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.



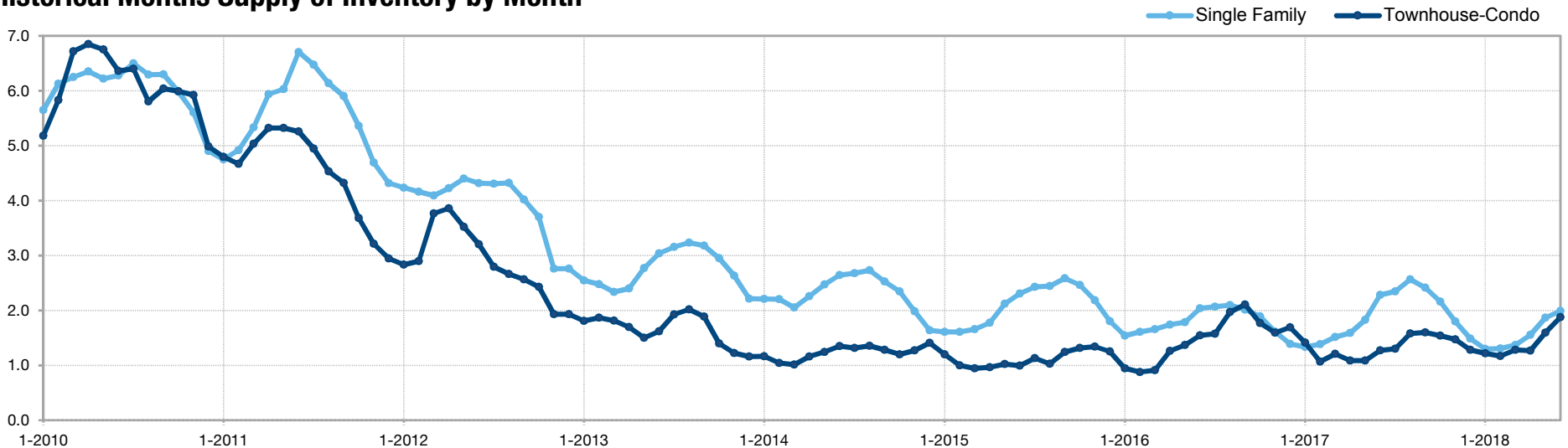
## June



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	1.5	-6.3%
Dec-2017	1.5	+7.1%	1.3	-23.5%
Jan-2018	1.3	0.0%	1.2	-14.3%
Feb-2018	1.3	-7.1%	1.2	+9.1%
Mar-2018	1.4	-6.7%	1.3	+8.3%
Apr-2018	1.6	0.0%	1.3	+18.2%
May-2018	1.9	+5.6%	1.6	+45.5%
<b>Jun-2018</b>	<b>2.0</b>	<b>-13.0%</b>	<b>1.9</b>	<b>+46.2%</b>
12-Month Avg*	1.8	+5.5%	1.4	-3.7%

\* Months Supply for all properties from July 2017 through June 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.



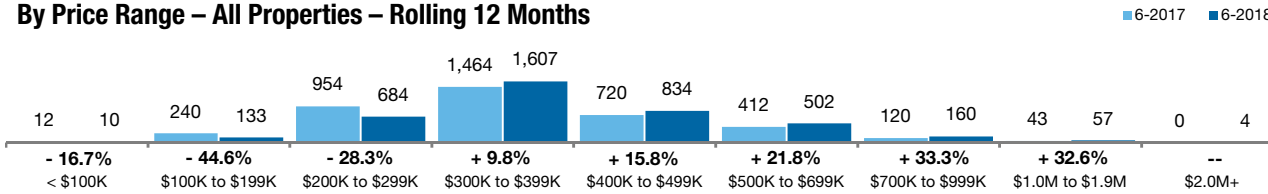
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		601	<b>523</b>	- 13.0%	2,736	<b>2,597</b>	- 5.1%
<b>Pending Sales</b>		393	<b>395</b>	+ 0.5%	541	<b>459</b>	- 15.2%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		454	<b>428</b>	- 5.7%	1,956	<b>1,891</b>	- 3.3%
<b>Median Sales Price</b>		\$370,000	<b>\$398,000</b>	+ 7.6%	\$354,900	<b>\$385,000</b>	+ 8.5%
<b>Avg. Sales Price</b>		\$398,718	<b>\$441,208</b>	+ 9.5%	\$385,859	<b>\$422,388</b>	+ 9.5%
<b>Pct. of List Price Received</b>		100.4%	<b>100.1%</b>	- 0.2%	100.1%	<b>99.9%</b>	- 0.2%
<b>Days on Market</b>		61	<b>67</b>	- 2.7%	74	<b>72</b>	- 2.7%
<b>Affordability Index</b>		97	<b>85</b>	- 12.8%	101	<b>88</b>	- 12.8%
<b>Active Listings</b>		675	<b>654</b>	- 3.1%	--	--	--
<b>Months Supply</b>		2.0	<b>2.0</b>	- 3.7%	--	--	--

# Sold Listings

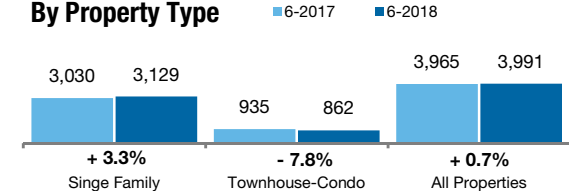
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	12	10	-16.7%	0	0	--
\$100,000 to \$199,999	88	61	-30.7%	152	72	-52.6%
\$200,000 to \$299,999	465	267	-42.6%	489	417	-14.7%
\$300,000 to \$399,999	1,222	1,308	+7.0%	242	299	+23.6%
\$400,000 to \$499,999	687	789	+14.8%	33	45	+36.4%
\$500,000 to \$699,999	399	484	+21.3%	13	18	+38.5%
\$700,000 to \$999,999	116	153	+31.9%	4	7	+75.0%
\$1,000,000 to \$1,999,999	41	53	+29.3%	2	4	+100.0%
\$2,000,000 and Above	0	4	--	0	0	--
<b>All Price Ranges</b>	<b>3,030</b>	<b>3,129</b>	<b>+3.3%</b>	<b>935</b>	<b>862</b>	<b>-7.8%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	4	8	+100.0%	3	8	+166.7%
\$200,000 to \$299,999	9	12	+33.3%	46	37	-19.6%
\$300,000 to \$399,999	106	117	+10.4%	51	35	-31.4%
\$400,000 to \$499,999	98	100	+2.0%	5	8	+60.0%
\$500,000 to \$699,999	57	68	+19.3%	3	0	-100.0%
\$700,000 to \$999,999	10	26	+160.0%	1	0	-100.0%
\$1,000,000 to \$1,999,999	9	9	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>293</b>	<b>340</b>	<b>+16.0%</b>	<b>109</b>	<b>88</b>	<b>-19.3%</b>

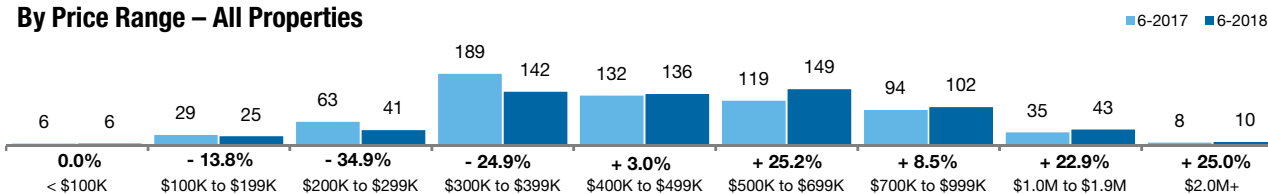
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	7	0	-100.0%	0	0	--
\$100,000 to \$199,999	40	23	-42.5%	66	36	-45.5%
\$200,000 to \$299,999	154	75	-51.3%	246	197	-19.9%
\$300,000 to \$399,999	614	558	-9.1%	142	156	+9.9%
\$400,000 to \$499,999	368	424	+15.2%	18	25	+38.9%
\$500,000 to \$699,999	209	275	+31.6%	9	12	+33.3%
\$700,000 to \$999,999	60	75	+25.0%	2	2	0.0%
\$1,000,000 to \$1,999,999	19	30	+57.9%	2	2	0.0%
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>1,471</b>	<b>1,461</b>	<b>-0.7%</b>	<b>485</b>	<b>430</b>	<b>-11.3%</b>

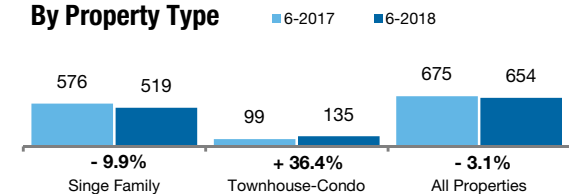
# Inventory of Active Listings

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		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	6	6	0.0%	0	0	--
\$100,000 to \$199,999	22	17	-22.7%	7	8	+14.3%
\$200,000 to \$299,999	38	16	-57.9%	25	25	0.0%
\$300,000 to \$399,999	143	94	-34.3%	46	48	+4.3%
\$400,000 to \$499,999	125	120	-4.0%	7	16	+128.6%
\$500,000 to \$699,999	117	132	+12.8%	2	17	+750.0%
\$700,000 to \$999,999	87	85	-2.3%	7	17	+142.9%
\$1,000,000 to \$1,999,999	30	39	+30.0%	5	4	-20.0%
\$2,000,000 and Above	8	10	+25.0%	0	0	--
<b>All Price Ranges</b>	<b>576</b>	<b>519</b>	<b>-9.9%</b>	<b>99</b>	<b>135</b>	<b>+36.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
\$99,999 and Below	8	6	-25.0%	0	0	--
\$100,000 to \$199,999	18	17	-5.6%	9	8	-11.1%
\$200,000 to \$299,999	10	16	+60.0%	20	25	+25.0%
\$300,000 to \$399,999	81	94	+16.0%	37	48	+29.7%
\$400,000 to \$499,999	120	120	0.0%	11	16	+45.5%
\$500,000 to \$699,999	124	132	+6.5%	18	17	-5.6%
\$700,000 to \$999,999	80	85	+6.3%	16	17	+6.3%
\$1,000,000 to \$1,999,999	39	39	0.0%	5	4	-20.0%
\$2,000,000 and Above	9	10	+11.1%	0	0	--
<b>All Price Ranges</b>	<b>489</b>	<b>519</b>	<b>+6.1%</b>	<b>116</b>	<b>135</b>	<b>+16.4%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	7	0	-100.0%	0	0	--
\$100,000 to \$199,999	40	23	-42.5%	66	36	-45.5%
\$200,000 to \$299,999	154	75	-51.3%	246	197	-19.9%
\$300,000 to \$399,999	614	558	-9.1%	142	156	+9.9%
\$400,000 to \$499,999	368	424	+15.2%	18	25	+38.9%
\$500,000 to \$699,999	209	275	+31.6%	9	12	+33.3%
\$700,000 to \$999,999	60	75	+25.0%	2	2	0.0%
\$1,000,000 to \$1,999,999	19	30	+57.9%	2	2	0.0%
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>1,471</b>	<b>1,461</b>	<b>-0.7%</b>	<b>485</b>	<b>430</b>	<b>-11.3%</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

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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 June 2018

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## Berthoud

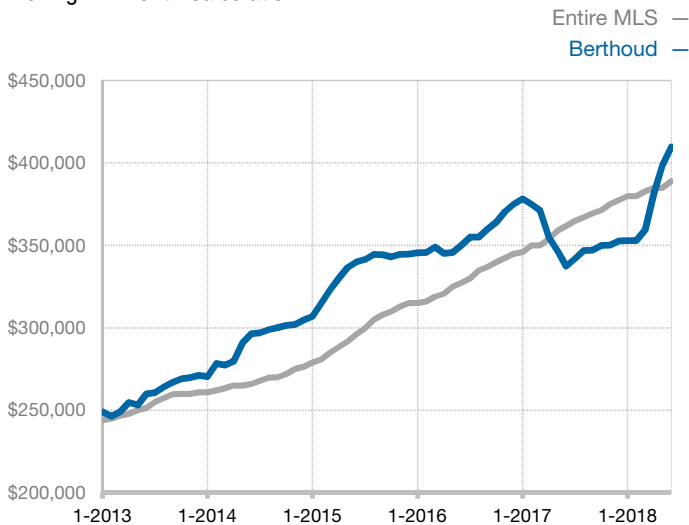
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	44	46	+ 4.5%	333	256	- 23.1%
Closed Sales	49	42	- 14.3%	263	153	- 41.8%
Median Sales Price*	\$323,610	<b>\$404,835</b>	+ 25.1%	\$327,886	<b>\$410,000</b>	+ 25.0%
Average Sales Price*	\$360,480	<b>\$427,461</b>	+ 18.6%	\$373,739	<b>\$453,236</b>	+ 21.3%
Percent of List Price Received*	99.9%	<b>99.8%</b>	- 0.1%	100.4%	<b>99.6%</b>	- 0.8%
Days on Market Until Sale	79	87	+ 10.1%	92	82	- 10.9%
Inventory of Homes for Sale	82	104	+ 26.8%	--	--	--
Months Supply of Inventory	2.7	3.9	+ 44.4%	--	--	--

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

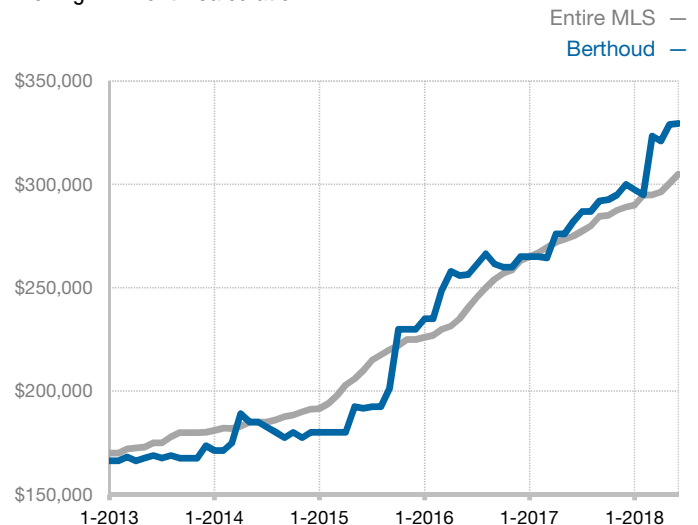
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	1	2	+ 100.0%	28	25	- 10.7%
Closed Sales	0	3	--	11	13	+ 18.2%
Median Sales Price*	\$0	<b>\$342,700</b>	--	\$292,700	<b>\$335,000</b>	+ 14.5%
Average Sales Price*	\$0	<b>\$352,567</b>	--	\$294,743	<b>\$339,828</b>	+ 15.3%
Percent of List Price Received*	0.0%	<b>100.4%</b>	--	99.5%	<b>100.9%</b>	+ 1.4%
Days on Market Until Sale	0	23	--	60	57	- 5.0%
Inventory of Homes for Sale	13	8	- 38.5%	--	--	--
Months Supply of Inventory	5.6	3.8	- 32.1%	--	--	--

\* 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 June 2018

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## Boulder

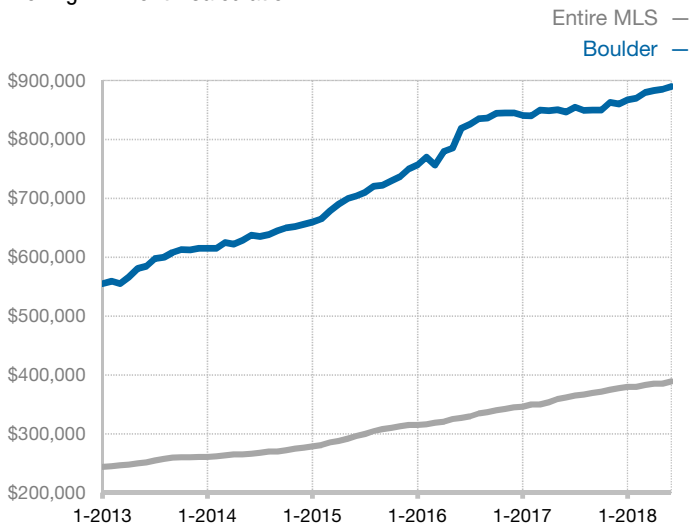
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	168	142	- 15.5%	847	799	- 5.7%
Closed Sales	114	108	- 5.3%	478	474	- 0.8%
Median Sales Price*	\$893,000	\$960,000	+ 7.5%	\$867,000	\$931,200	+ 7.4%
Average Sales Price*	\$1,140,218	\$1,167,100	+ 2.4%	\$1,054,508	\$1,200,058	+ 13.8%
Percent of List Price Received*	98.6%	99.8%	+ 1.2%	98.9%	99.3%	+ 0.4%
Days on Market Until Sale	67	53	- 20.9%	69	62	- 10.1%
Inventory of Homes for Sale	291	221	- 24.1%	--	--	--
Months Supply of Inventory	3.8	2.7	- 28.9%	--	--	--

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

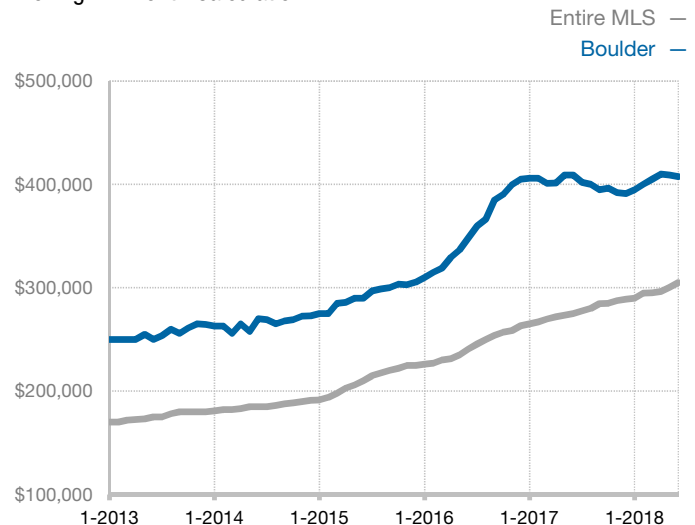
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	113	93	- 17.7%	505	539	+ 6.7%
Closed Sales	77	70	- 9.1%	339	368	+ 8.6%
Median Sales Price*	\$414,000	\$393,750	- 4.9%	\$406,000	\$450,000	+ 10.8%
Average Sales Price*	\$441,466	\$469,291	+ 6.3%	\$461,422	\$523,144	+ 13.4%
Percent of List Price Received*	100.7%	100.0%	- 0.7%	100.5%	100.5%	0.0%
Days on Market Until Sale	46	41	- 10.9%	47	49	+ 4.3%
Inventory of Homes for Sale	107	116	+ 8.4%	--	--	--
Months Supply of Inventory	1.9	2.0	+ 5.3%	--	--	--

\* 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 June 2018

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## Fort Collins

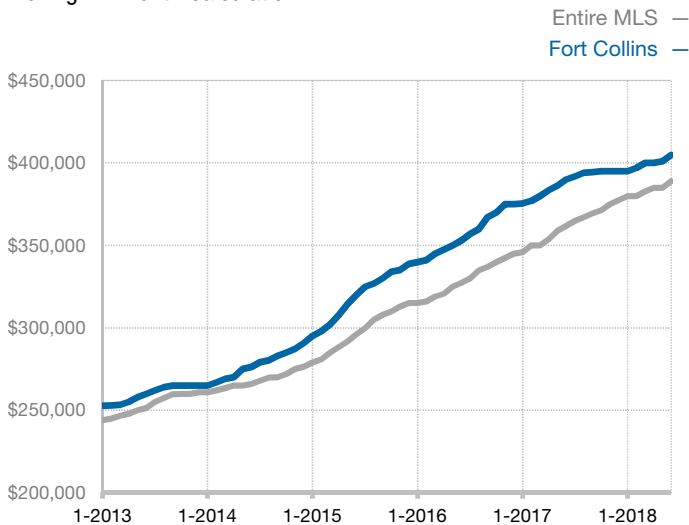
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	376	306	- 18.6%	1,645	1,521	- 7.5%
Closed Sales	279	254	- 9.0%	1,141	1,153	+ 1.1%
Median Sales Price*	\$405,000	\$425,000	+ 4.9%	\$398,950	\$415,000	+ 4.0%
Average Sales Price*	\$443,930	\$473,985	+ 6.8%	\$431,914	\$465,160	+ 7.7%
Percent of List Price Received*	100.5%	100.5%	0.0%	100.0%	100.0%	0.0%
Days on Market Until Sale	59	49	- 16.9%	64	60	- 6.3%
Inventory of Homes for Sale	401	318	- 20.7%	--	--	--
Months Supply of Inventory	2.1	1.6	- 23.8%	--	--	--

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

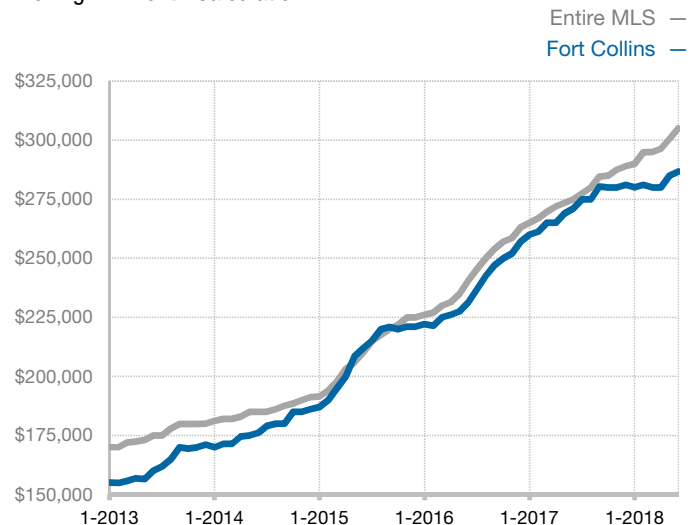
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	98	112	+ 14.3%	521	522	+ 0.2%
Closed Sales	94	86	- 8.5%	430	407	- 5.3%
Median Sales Price*	\$275,000	\$299,950	+ 9.1%	\$278,150	\$296,000	+ 6.4%
Average Sales Price*	\$285,843	\$302,136	+ 5.7%	\$289,980	\$308,601	+ 6.4%
Percent of List Price Received*	100.7%	100.4%	- 0.3%	100.6%	100.2%	- 0.4%
Days on Market Until Sale	51	85	+ 66.7%	72	90	+ 25.0%
Inventory of Homes for Sale	94	130	+ 38.3%	--	--	--
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--

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

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



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



# Local Market Update for June 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

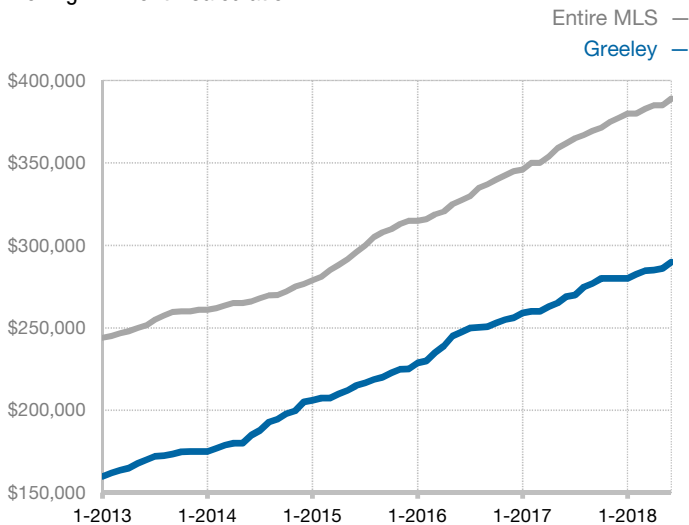
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	159	<b>192</b>	+ 20.8%	820	<b>997</b>	+ 21.6%
Closed Sales	160	<b>141</b>	- 11.9%	691	<b>685</b>	- 0.9%
Median Sales Price*	\$279,950	<b>\$302,544</b>	+ 8.1%	\$275,000	<b>\$297,864</b>	+ 8.3%
Average Sales Price*	\$309,348	<b>\$319,774</b>	+ 3.4%	\$296,311	<b>\$321,073</b>	+ 8.4%
Percent of List Price Received*	101.0%	<b>100.7%</b>	- 0.3%	100.2%	<b>100.3%</b>	+ 0.1%
Days on Market Until Sale	44	<b>45</b>	+ 2.3%	56	<b>48</b>	- 14.3%
Inventory of Homes for Sale	128	<b>144</b>	+ 12.5%	--	--	--
Months Supply of Inventory	1.0	<b>1.2</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.

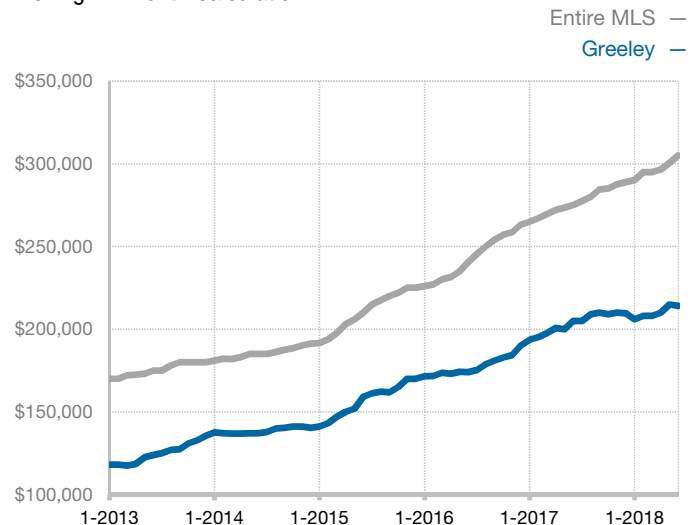
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	27	<b>29</b>	+ 7.4%	166	<b>168</b>	+ 1.2%
Closed Sales	25	<b>25</b>	0.0%	144	<b>125</b>	- 13.2%
Median Sales Price*	\$237,850	<b>\$225,000</b>	- 5.4%	\$216,365	<b>\$217,000</b>	+ 0.3%
Average Sales Price*	\$250,843	<b>\$241,943</b>	- 3.5%	\$218,366	<b>\$230,900</b>	+ 5.7%
Percent of List Price Received*	101.6%	<b>100.0%</b>	- 1.6%	100.5%	<b>100.2%</b>	- 0.3%
Days on Market Until Sale	60	<b>41</b>	- 31.7%	68	<b>43</b>	- 36.8%
Inventory of Homes for Sale	20	<b>16</b>	- 20.0%	--	--	--
Months Supply of Inventory	0.8	<b>0.7</b>	- 12.5%	--	--	--

\* 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 June 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

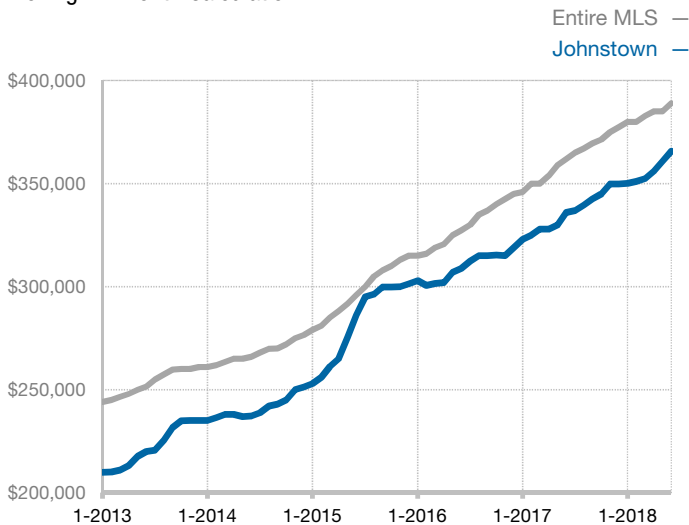
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	65	48	- 26.2%	318	295	- 7.2%
Closed Sales	46	49	+ 6.5%	236	231	- 2.1%
Median Sales Price*	\$351,000	<b>\$386,000</b>	+ 10.0%	\$343,700	<b>\$379,900</b>	+ 10.5%
Average Sales Price*	\$386,818	<b>\$396,086</b>	+ 2.4%	\$357,501	<b>\$395,180</b>	+ 10.5%
Percent of List Price Received*	100.6%	<b>100.3%</b>	- 0.3%	99.9%	<b>100.2%</b>	+ 0.3%
Days on Market Until Sale	66	66	0.0%	78	61	- 21.8%
Inventory of Homes for Sale	80	57	- 28.8%	--	--	--
Months Supply of Inventory	2.1	1.4	- 33.3%	--	--	--

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

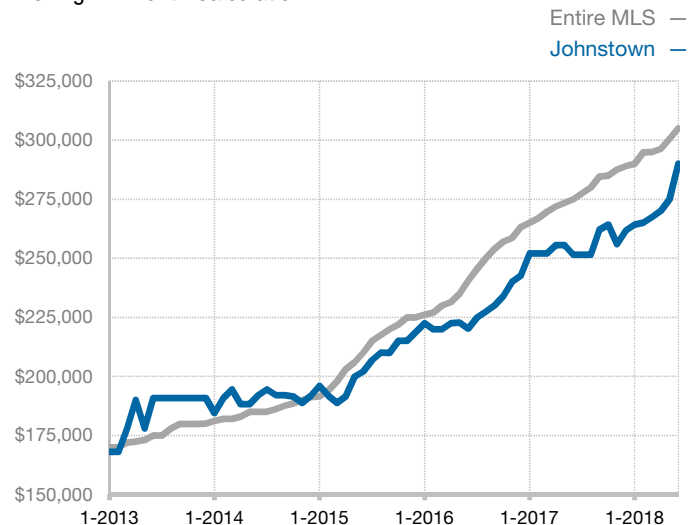
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	5	1	- 80.0%	13	16	+ 23.1%
Closed Sales	2	1	- 50.0%	6	13	+ 116.7%
Median Sales Price*	\$250,450	<b>\$318,000</b>	+ 27.0%	\$250,500	<b>\$292,500</b>	+ 16.8%
Average Sales Price*	\$250,450	<b>\$318,000</b>	+ 27.0%	\$280,150	<b>\$290,628</b>	+ 3.7%
Percent of List Price Received*	98.3%	<b>97.8%</b>	- 0.5%	99.4%	<b>99.2%</b>	- 0.2%
Days on Market Until Sale	33	40	+ 21.2%	70	43	- 38.6%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--

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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 June 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

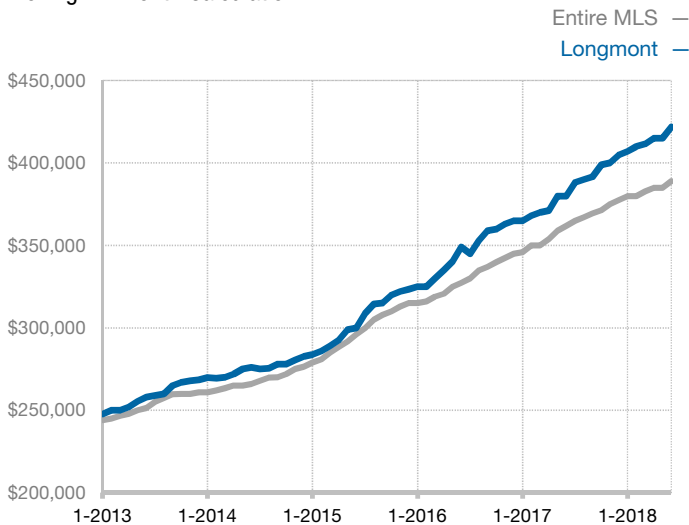
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	221	186	- 15.8%	989	917	- 7.3%
Closed Sales	144	137	- 4.9%	621	617	- 0.6%
Median Sales Price*	\$380,000	\$449,000	+ 18.2%	\$401,000	\$440,000	+ 9.7%
Average Sales Price*	\$443,524	\$527,133	+ 18.9%	\$471,027	\$507,079	+ 7.7%
Percent of List Price Received*	100.9%	101.3%	+ 0.4%	100.5%	100.4%	- 0.1%
Days on Market Until Sale	39	44	+ 12.8%	49	56	+ 14.3%
Inventory of Homes for Sale	267	250	- 6.4%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--

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

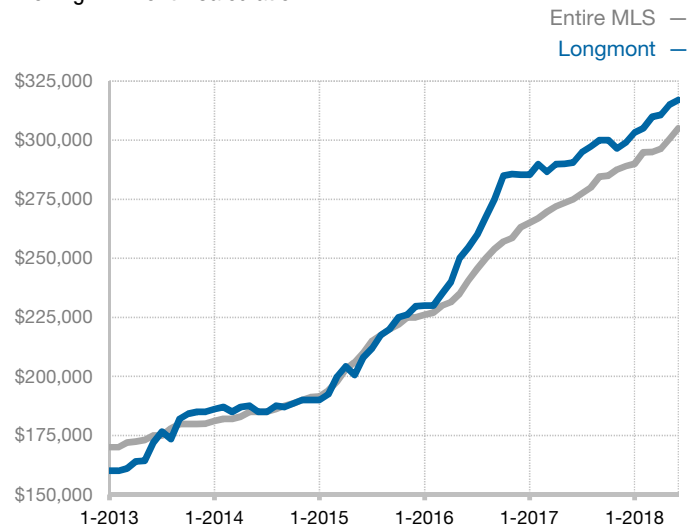
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	41	50	+ 22.0%	238	209	- 12.2%
Closed Sales	23	39	+ 69.6%	174	162	- 6.9%
Median Sales Price*	\$295,000	\$340,588	+ 15.5%	\$296,000	\$329,950	+ 11.5%
Average Sales Price*	\$301,827	\$358,697	+ 18.8%	\$312,342	\$352,505	+ 12.9%
Percent of List Price Received*	102.3%	100.5%	- 1.8%	101.6%	101.0%	- 0.6%
Days on Market Until Sale	35	60	+ 71.4%	60	55	- 8.3%
Inventory of Homes for Sale	46	42	- 8.7%	--	--	--
Months Supply of Inventory	1.5	1.5	0.0%	--	--	--

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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 June 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

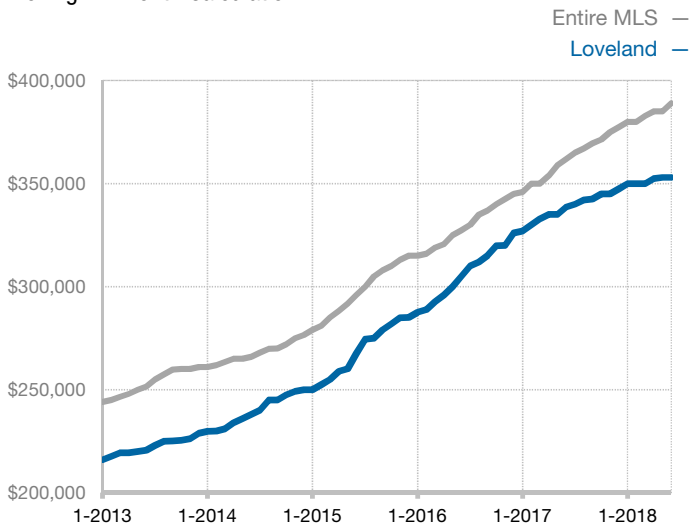
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	193	184	- 4.7%	1,048	930	- 11.3%
Closed Sales	164	157	- 4.3%	753	668	- 11.3%
Median Sales Price*	\$357,500	\$360,000	+ 0.7%	\$348,500	\$360,000	+ 3.3%
Average Sales Price*	\$415,219	\$412,546	- 0.6%	\$384,679	\$408,539	+ 6.2%
Percent of List Price Received*	100.8%	100.6%	- 0.2%	100.1%	100.1%	0.0%
Days on Market Until Sale	66	51	- 22.7%	67	69	+ 3.0%
Inventory of Homes for Sale	297	206	- 30.6%	--	--	--
Months Supply of Inventory	2.3	1.6	- 30.4%	--	--	--

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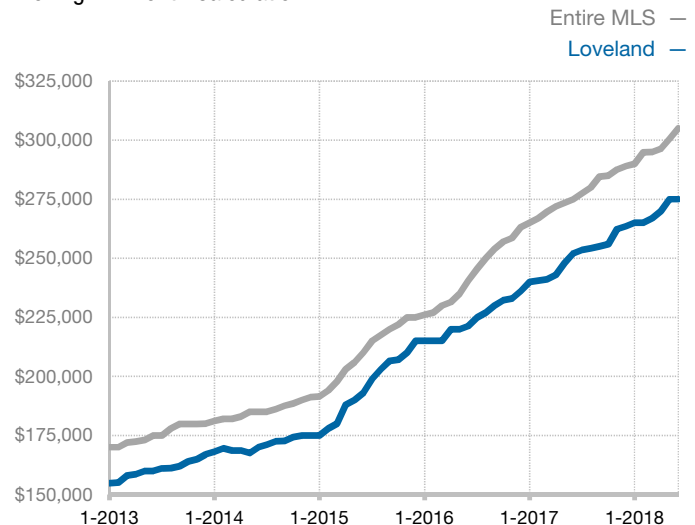
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	41	39	- 4.9%	168	204	+ 21.4%
Closed Sales	24	39	+ 62.5%	106	176	+ 66.0%
Median Sales Price*	\$269,900	\$275,000	+ 1.9%	\$261,061	\$289,952	+ 11.1%
Average Sales Price*	\$278,184	\$288,269	+ 3.6%	\$265,391	\$299,930	+ 13.0%
Percent of List Price Received*	100.5%	101.1%	+ 0.6%	100.7%	100.5%	- 0.2%
Days on Market Until Sale	48	95	+ 97.9%	51	113	+ 121.6%
Inventory of Homes for Sale	60	51	- 15.0%	--	--	--
Months Supply of Inventory	3.1	2.0	- 35.5%	--	--	--

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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 June 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

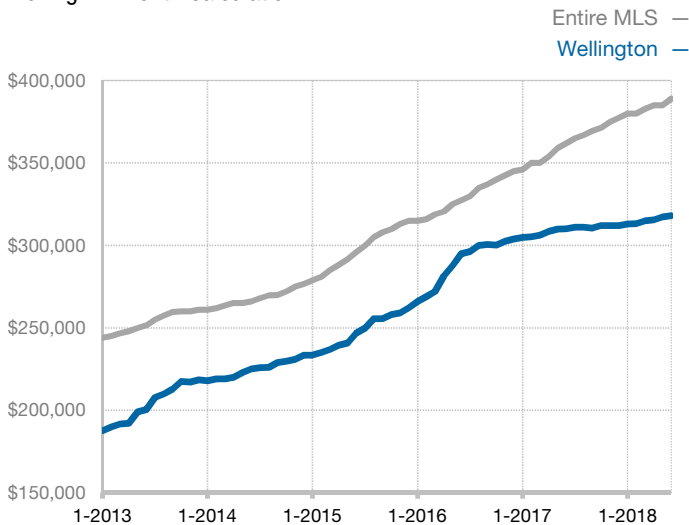
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	51	35	- 31.4%	252	173	- 31.3%
Closed Sales	32	27	- 15.6%	170	122	- 28.2%
Median Sales Price*	\$330,250	<b>\$339,900</b>	+ 2.9%	\$320,000	<b>\$347,500</b>	+ 8.6%
Average Sales Price*	\$328,410	<b>\$351,382</b>	+ 7.0%	\$329,676	<b>\$368,224</b>	+ 11.7%
Percent of List Price Received*	102.0%	<b>99.6%</b>	- 2.4%	101.8%	<b>99.6%</b>	- 2.2%
Days on Market Until Sale	56	43	- 23.2%	80	58	- 27.5%
Inventory of Homes for Sale	48	32	- 33.3%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

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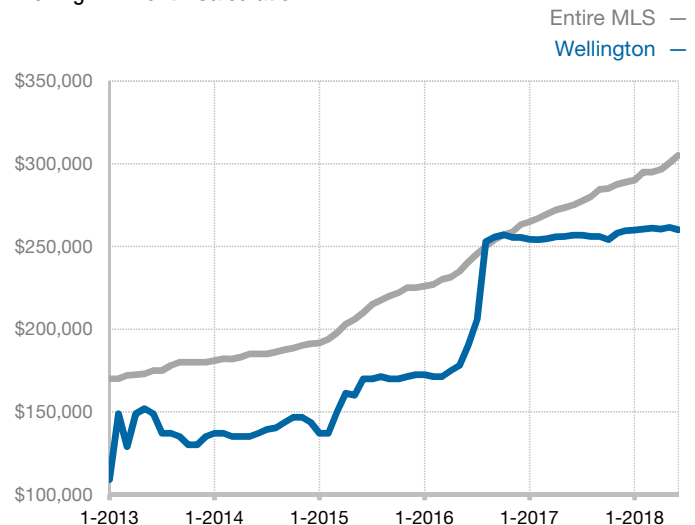
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	3	0	- 100.0%	45	29	- 35.6%
Closed Sales	5	2	- 60.0%	47	17	- 63.8%
Median Sales Price*	\$261,500	<b>\$271,500</b>	+ 3.8%	\$259,200	<b>\$255,000</b>	- 1.6%
Average Sales Price*	\$260,840	<b>\$271,500</b>	+ 4.1%	\$252,996	<b>\$248,394</b>	- 1.8%
Percent of List Price Received*	101.5%	<b>100.7%</b>	- 0.8%	100.7%	<b>100.4%</b>	- 0.3%
Days on Market Until Sale	103	36	- 65.0%	95	58	- 38.9%
Inventory of Homes for Sale	3	5	+ 66.7%	--	--	--
Months Supply of Inventory	0.4	1.6	+ 300.0%	--	--	--

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



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





# Local Market Update for June 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

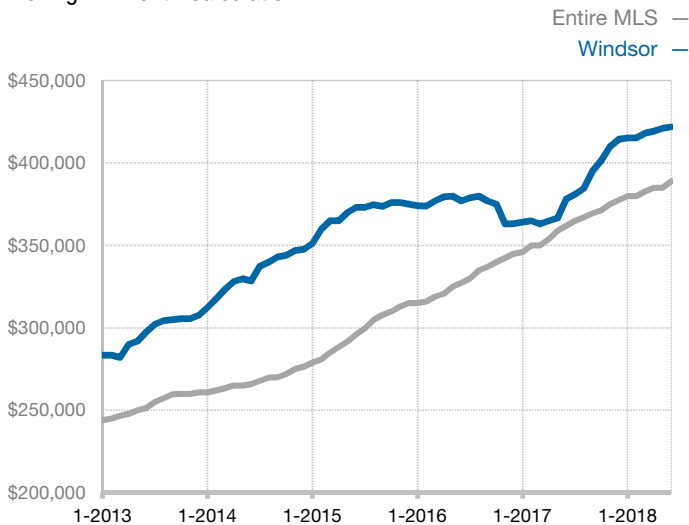
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	119	109	- 8.4%	634	577	- 9.0%
Closed Sales	91	80	- 12.1%	347	398	+ 14.7%
Median Sales Price*	\$424,000	\$437,693	+ 3.2%	\$403,000	\$422,500	+ 4.8%
Average Sales Price*	\$461,421	\$477,071	+ 3.4%	\$444,718	\$463,510	+ 4.2%
Percent of List Price Received*	99.9%	99.9%	0.0%	99.8%	99.7%	- 0.1%
Days on Market Until Sale	76	85	+ 11.8%	87	95	+ 9.2%
Inventory of Homes for Sale	249	182	- 26.9%	--	--	--
Months Supply of Inventory	3.7	2.7	- 27.0%	--	--	--

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Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	26	13	- 50.0%	64	83	+ 29.7%
Closed Sales	7	16	+ 128.6%	45	54	+ 20.0%
Median Sales Price*	\$335,000	\$343,345	+ 2.5%	\$323,163	\$336,250	+ 4.0%
Average Sales Price*	\$338,038	\$355,261	+ 5.1%	\$301,368	\$324,515	+ 7.7%
Percent of List Price Received*	100.1%	100.9%	+ 0.8%	101.0%	101.1%	+ 0.1%
Days on Market Until Sale	113	163	+ 44.2%	124	122	- 1.6%
Inventory of Homes for Sale	27	31	+ 14.8%	--	--	--
Months Supply of Inventory	3.2	3.6	+ 12.5%	--	--	--

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



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

