

# Monthly Indicators



## October 2018

New Listings were up 3.0 percent for single family homes and 6.1 percent for townhouse-condo properties. Pending Sales landed at 243 for single family homes and 69 for townhouse-condo properties.

The Median Sales Price was up 5.6 percent to \$395,950 for single family homes and 8.5 percent to \$290,588 for townhouse-condo properties. Days on Market decreased 12.3 percent for single family homes and 12.9 percent for townhouse-condo properties.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

## Activity Snapshot

**- 22.3%**    **- 12.3%**    **+ 5.6%**

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.

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

# 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	10-2017	10-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		268	<b>276</b>	+ 3.0%	3,552	<b>3,362</b>	- 5.3%
<b>Pending Sales</b>		233	<b>243</b>	+ 4.3%	2,754	<b>2,598</b>	- 5.7%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		273	<b>212</b>	- 22.3%	2,691	<b>2,531</b>	- 5.9%
<b>Median Sales Price</b>		\$375,000	<b>\$395,950</b>	+ 5.6%	\$380,000	<b>\$410,000</b>	+ 7.9%
<b>Avg. Sales Price</b>		\$423,502	<b>\$449,743</b>	+ 6.2%	\$417,447	<b>\$453,564</b>	+ 8.7%
<b>Pct. of List Price Received</b>		98.8%	<b>98.9%</b>	+ 0.1%	99.7%	<b>99.6%</b>	- 0.1%
<b>Days on Market</b>		73	<b>64</b>	- 12.3%	71	<b>64</b>	- 9.9%
<b>Affordability Index</b>		95	<b>78</b>	- 17.9%	94	<b>75</b>	- 20.2%
<b>Active Listings</b>		565	<b>528</b>	- 6.5%	--	--	--
<b>Months Supply</b>		2.2	<b>2.1</b>	- 4.5%	--	--	--

# 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.



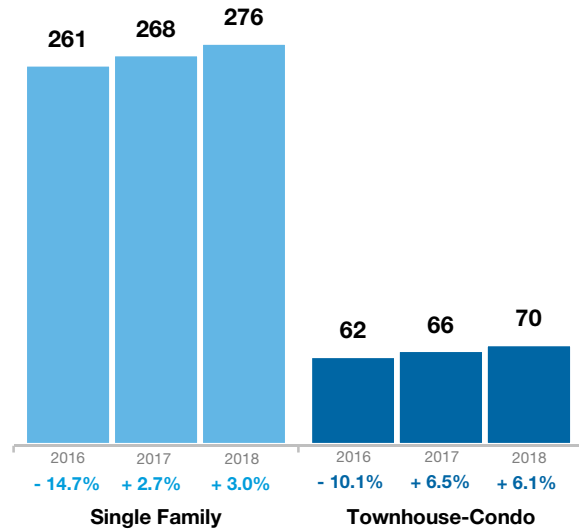
Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		66	<b>70</b>	+ 6.1%	905	<b>904</b>	- 0.1%
<b>Pending Sales</b>		62	<b>69</b>	+ 11.3%	815	<b>746</b>	- 8.5%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		63	<b>64</b>	+ 1.6%	793	<b>744</b>	- 6.2%
<b>Median Sales Price</b>		\$267,900	<b>\$290,588</b>	+ 8.5%	\$275,000	<b>\$293,500</b>	+ 6.7%
<b>Avg. Sales Price</b>		\$291,341	<b>\$310,536</b>	+ 6.6%	\$290,913	<b>\$307,583</b>	+ 5.7%
<b>Pct. of List Price Received</b>		99.5%	<b>99.2%</b>	- 0.3%	100.4%	<b>100.0%</b>	- 0.4%
<b>Days on Market</b>		70	<b>61</b>	- 12.9%	81	<b>81</b>	0.0%
<b>Affordability Index</b>		133	<b>106</b>	- 20.3%	130	<b>105</b>	- 19.2%
<b>Active Listings</b>		116	<b>148</b>	+ 27.6%	--	--	--
<b>Months Supply</b>		1.6	<b>2.0</b>	+ 25.0%	--	--	--

# New Listings

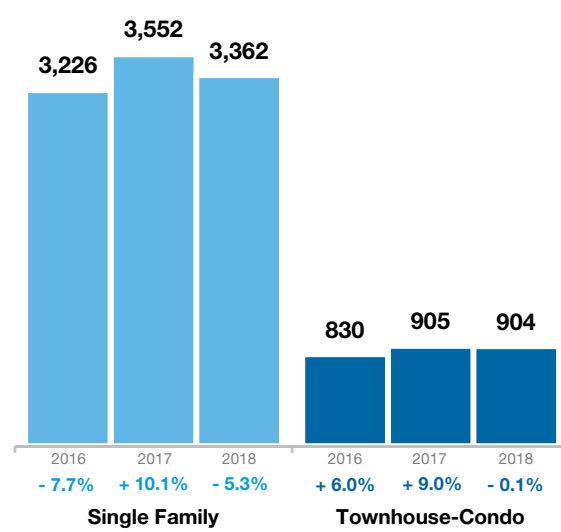
A count of the properties that have been newly listed on the market in a given month.



## October

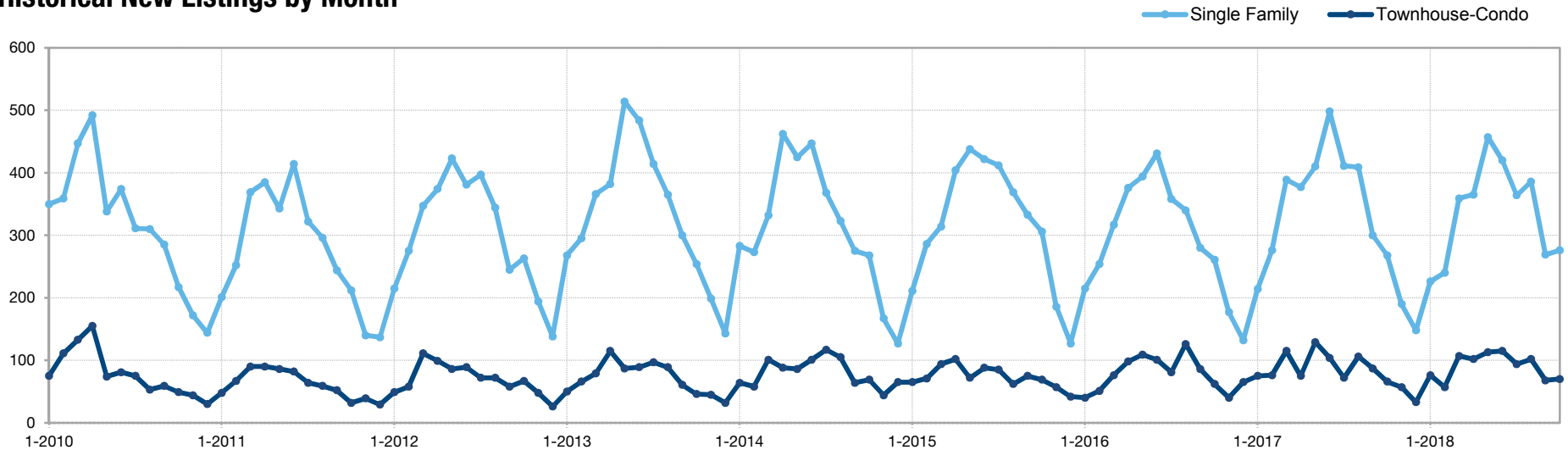


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	190	+7.3%	57	+42.5%
Dec-2017	148	+12.1%	33	-49.2%
Jan-2018	226	+5.6%	76	+1.3%
Feb-2018	240	-13.0%	57	-25.0%
Mar-2018	359	-7.7%	107	-7.0%
Apr-2018	365	-3.2%	102	+36.0%
May-2018	457	+11.5%	113	-12.4%
Jun-2018	420	-15.7%	115	+10.6%
Jul-2018	364	-11.4%	94	+30.6%
Aug-2018	386	-5.6%	102	-3.8%
Sep-2018	269	-10.3%	68	-21.8%
<b>Oct-2018</b>	<b>276</b>	<b>+3.0%</b>	<b>70</b>	<b>+6.1%</b>
12-Month Avg	308	-4.2%	83	-1.6%

## Historical New Listings by Month

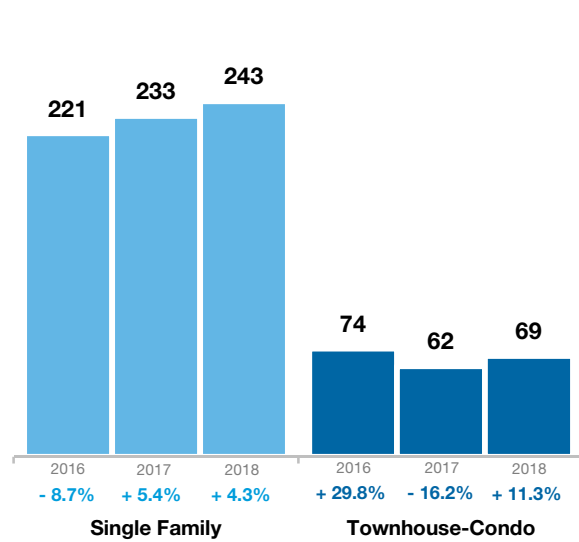


# Pending Sales

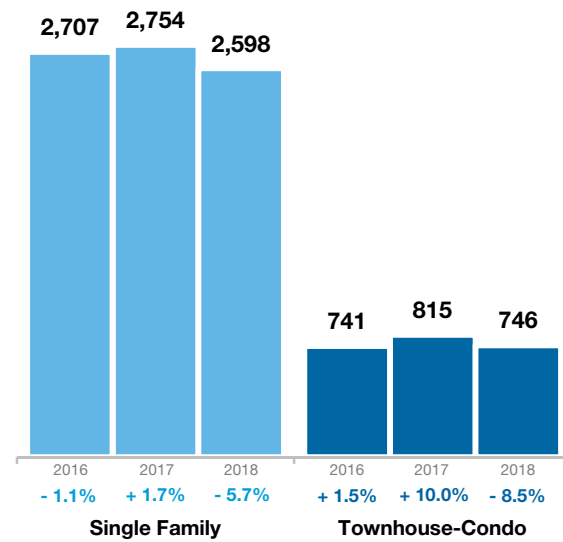
A count of the properties on which offers have been accepted in a given month.



## October

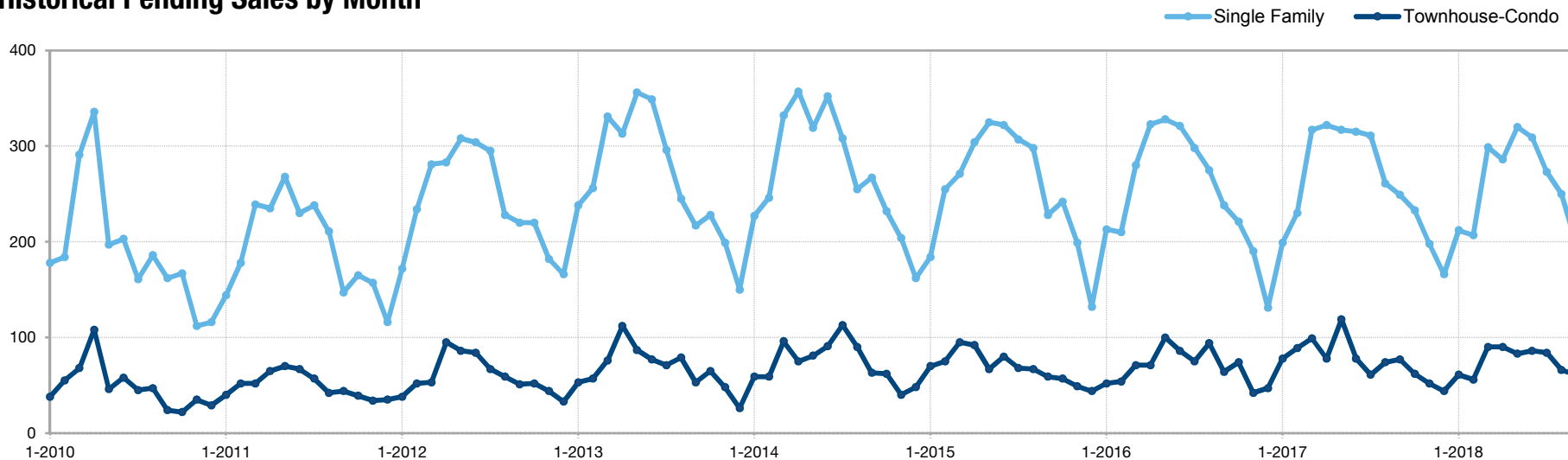


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	198	+4.2%	52	+23.8%
Dec-2017	166	+26.7%	44	-6.4%
Jan-2018	212	+6.5%	61	-21.8%
Feb-2018	207	-10.0%	56	-37.1%
Mar-2018	299	-5.7%	90	-9.1%
Apr-2018	286	-11.2%	90	+15.4%
May-2018	320	+0.9%	83	-30.3%
Jun-2018	309	-1.9%	86	+10.3%
Jul-2018	273	-12.2%	84	+37.7%
Aug-2018	250	-4.2%	66	-10.8%
Sep-2018	199	-20.1%	61	-20.8%
<b>Oct-2018</b>	<b>243</b>	<b>+4.3%</b>	<b>69</b>	<b>+11.3%</b>
12-Month Avg	247	-3.7%	70	-6.9%

## Historical Pending Sales by Month

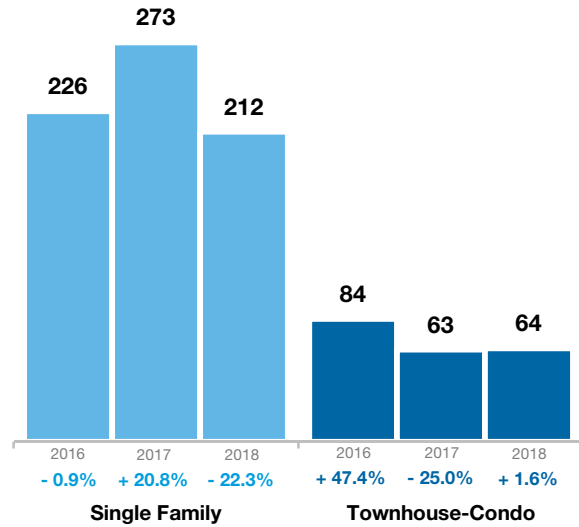


# Sold Listings

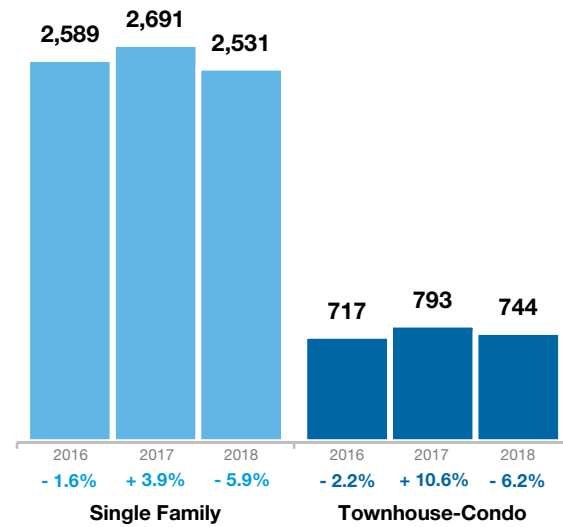
A count of the actual sales that closed in a given month.



## October

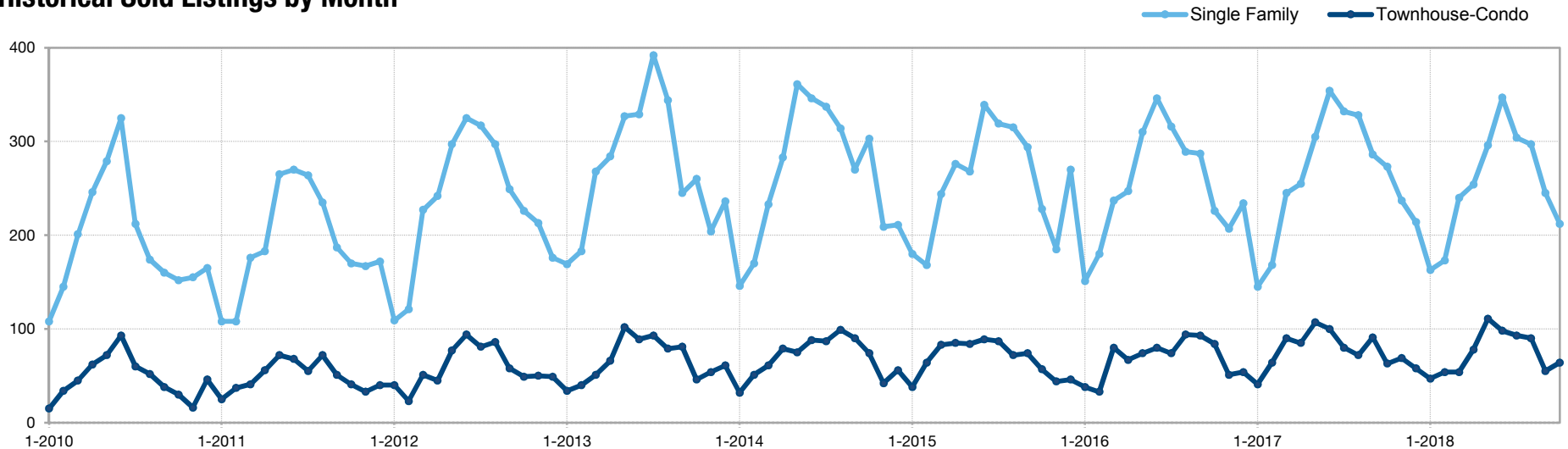


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	237	+14.5%	69	+35.3%
Dec-2017	214	-8.5%	58	+7.4%
Jan-2018	163	+12.4%	47	+14.6%
Feb-2018	173	+3.0%	54	-15.6%
Mar-2018	240	-2.0%	54	-40.0%
Apr-2018	254	-0.4%	78	-8.2%
May-2018	296	-3.0%	111	+3.7%
Jun-2018	347	-2.0%	98	-2.0%
Jul-2018	304	-8.4%	93	+16.3%
Aug-2018	297	-9.5%	90	+25.0%
Sep-2018	245	-14.3%	55	-39.6%
<b>Oct-2018</b>	<b>212</b>	<b>-22.3%</b>	<b>64</b>	<b>+1.6%</b>
12-Month Avg	249	-4.8%	73	-3.0%

## Historical Sold Listings by Month

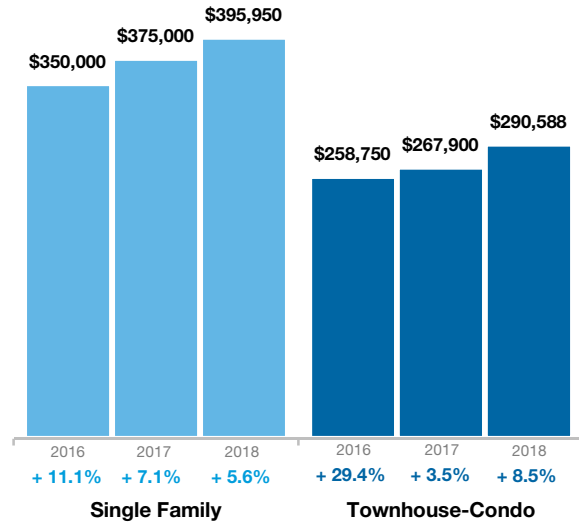


# Median Sales Price

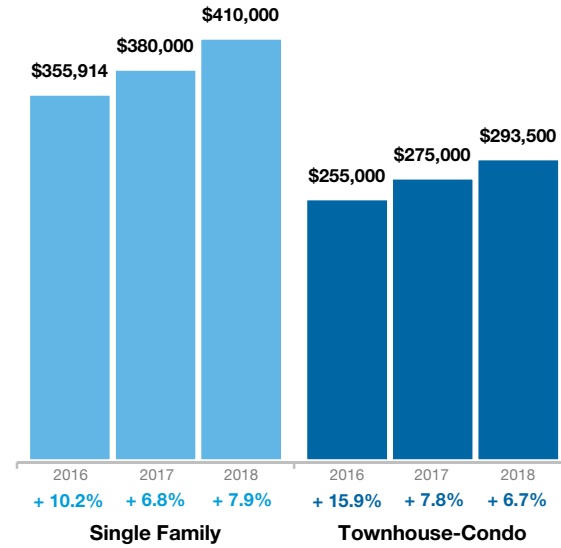
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



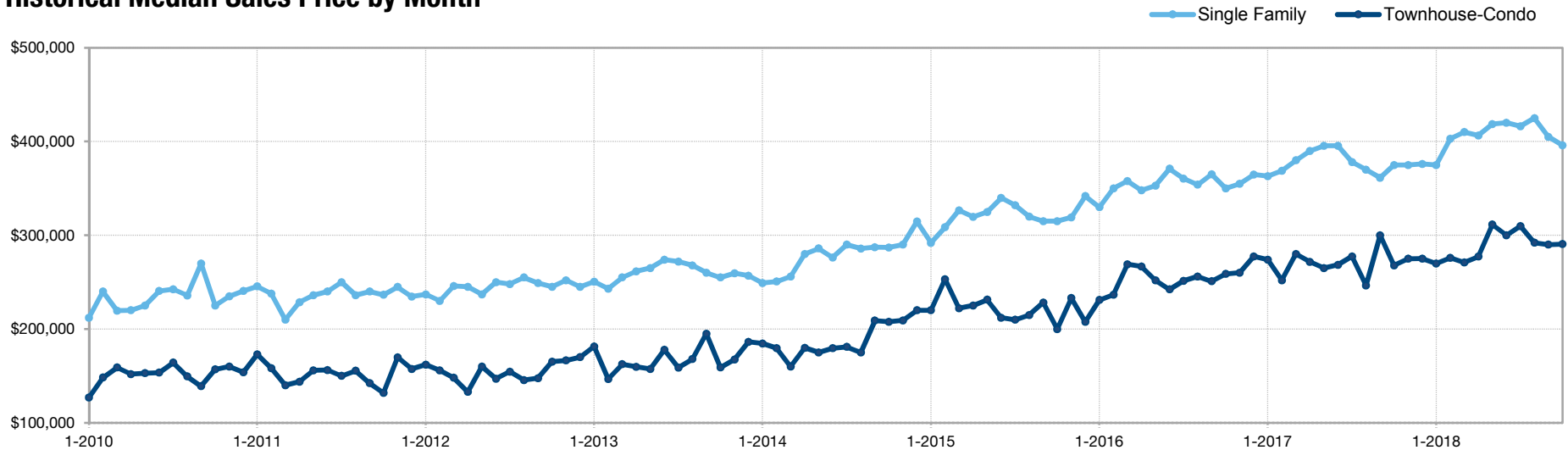
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	\$375,000	+5.6%	\$275,000	+5.8%
Dec-2017	\$376,000	+3.1%	\$275,200	-0.8%
Jan-2018	\$375,000	+3.3%	\$270,000	-1.5%
Feb-2018	\$403,000	+9.3%	\$275,900	+9.5%
Mar-2018	\$410,000	+7.9%	\$271,000	-3.2%
Apr-2018	\$406,500	+4.3%	\$277,250	+2.1%
May-2018	\$418,588	+5.8%	\$311,373	+17.5%
Jun-2018	\$420,000	+6.2%	\$299,950	+11.7%
Jul-2018	\$416,228	+10.1%	\$309,812	+11.7%
Aug-2018	\$425,000	+14.9%	\$292,000	+18.5%
Sep-2018	\$405,000	+12.1%	\$290,000	-3.3%
<b>Oct-2018</b>	<b>\$395,950</b>	<b>+5.6%</b>	<b>\$290,588</b>	<b>+8.5%</b>
12-Month Avg*	\$405,000	+7.1%	\$290,000	+5.5%

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

## Historical Median Sales Price by Month

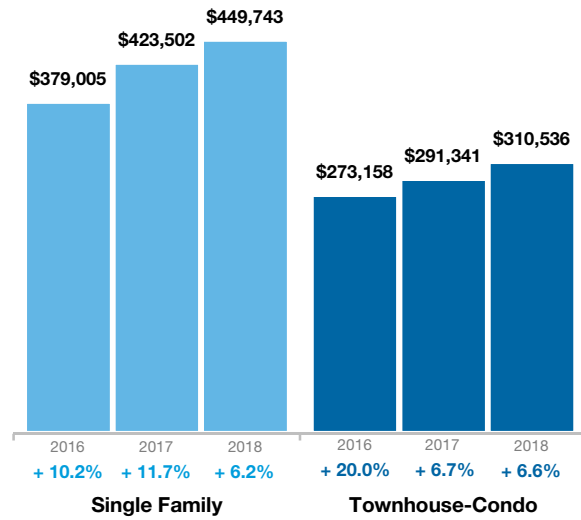


# Average Sales Price

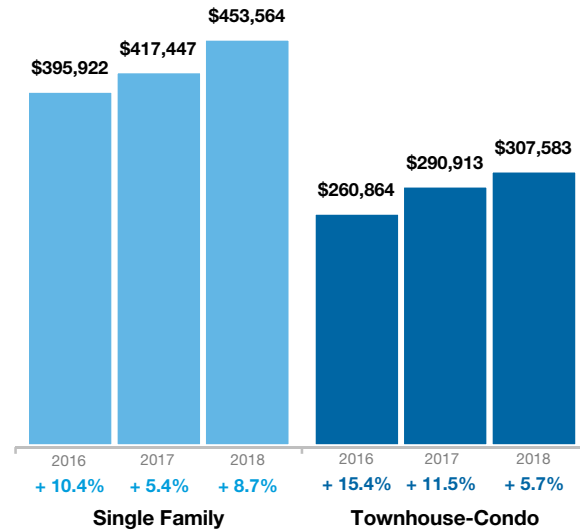
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



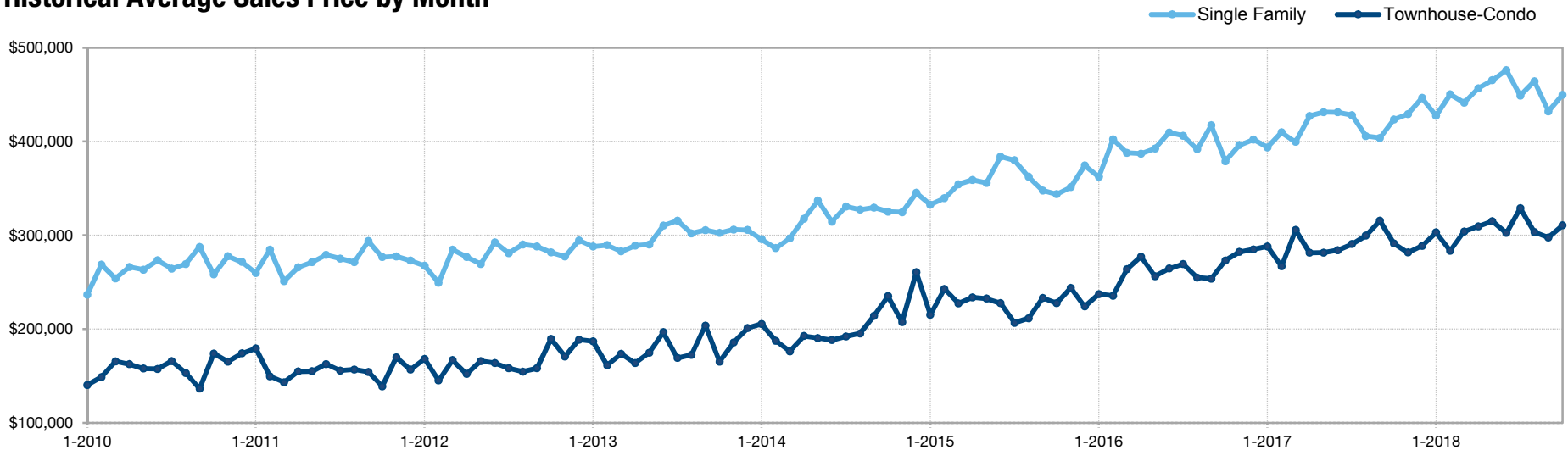
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	\$429,342	+8.4%	\$281,587	-0.2%
Dec-2017	\$446,443	+11.0%	\$288,776	+1.3%
Jan-2018	\$427,592	+8.6%	\$303,051	+5.2%
Feb-2018	\$450,222	+9.9%	\$283,573	+6.3%
Mar-2018	\$441,321	+10.4%	\$303,988	-0.5%
Apr-2018	\$456,730	+6.9%	\$309,528	+10.0%
May-2018	\$465,290	+7.9%	\$314,937	+11.9%
Jun-2018	\$476,031	+10.4%	\$302,410	+6.5%
Jul-2018	\$448,891	+4.8%	\$328,824	+13.2%
Aug-2018	\$464,199	+14.4%	\$303,417	+1.3%
Sep-2018	\$432,135	+7.0%	\$297,636	-5.6%
<b>Oct-2018</b>	<b>\$449,743</b>	<b>+6.2%</b>	<b>\$310,536</b>	<b>+6.6%</b>
12-Month Avg*	\$451,128	+8.7%	\$304,271	+4.9%

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

## Historical Average Sales Price by Month



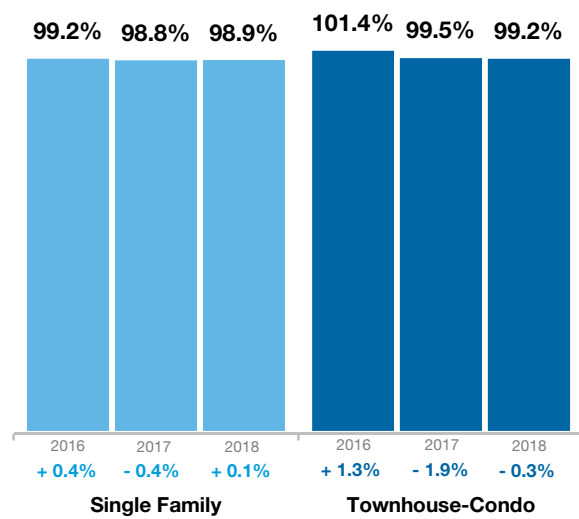


# Percent of List Price Received

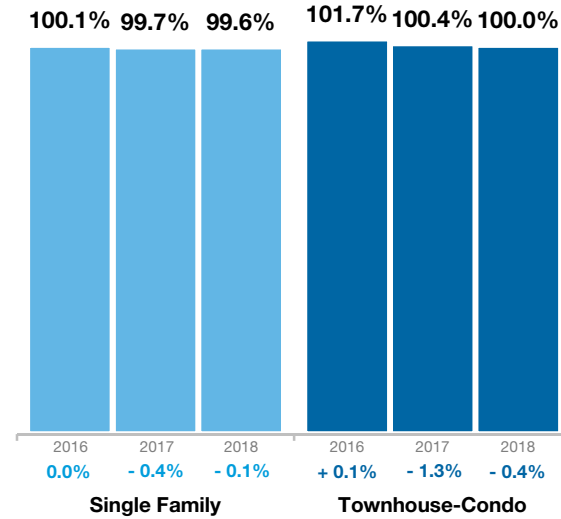
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October



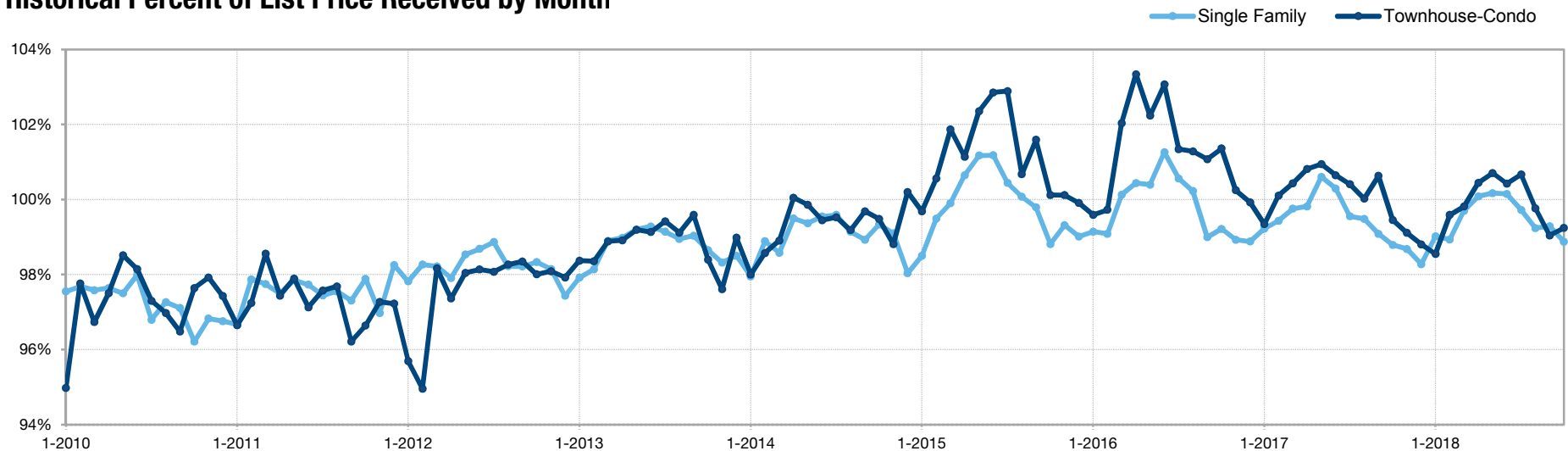
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	-0.6%
Apr-2018	100.1%	+0.3%	100.4%	-0.4%
May-2018	100.2%	-0.4%	100.7%	-0.2%
Jun-2018	100.2%	-0.1%	100.4%	-0.2%
Jul-2018	99.7%	+0.1%	100.7%	+0.3%
Aug-2018	99.2%	-0.3%	99.8%	-0.2%
Sep-2018	99.3%	+0.2%	99.0%	-1.6%
<b>Oct-2018</b>	<b>98.9%</b>	<b>+0.1%</b>	<b>99.2%</b>	<b>-0.3%</b>
12-Month Avg*	99.5%	-0.1%	100.4%	-0.5%

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

## Historical Percent of List Price Received by Month

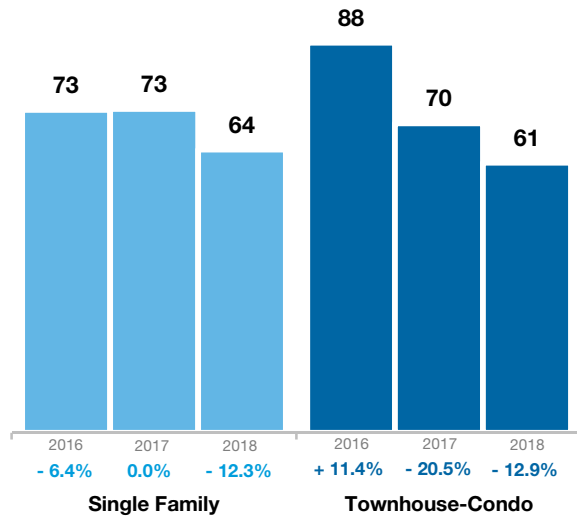


# Days on Market Until Sale

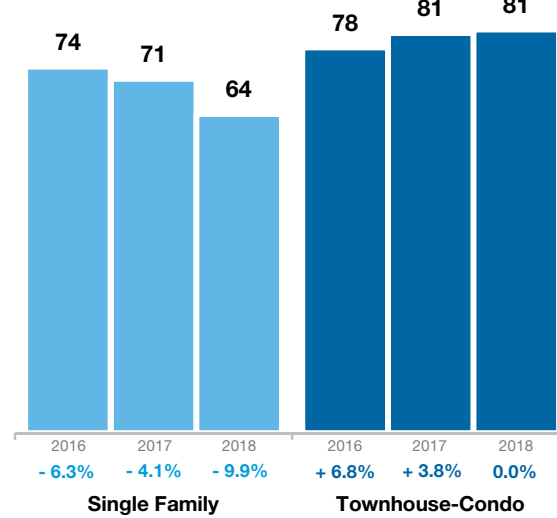
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October



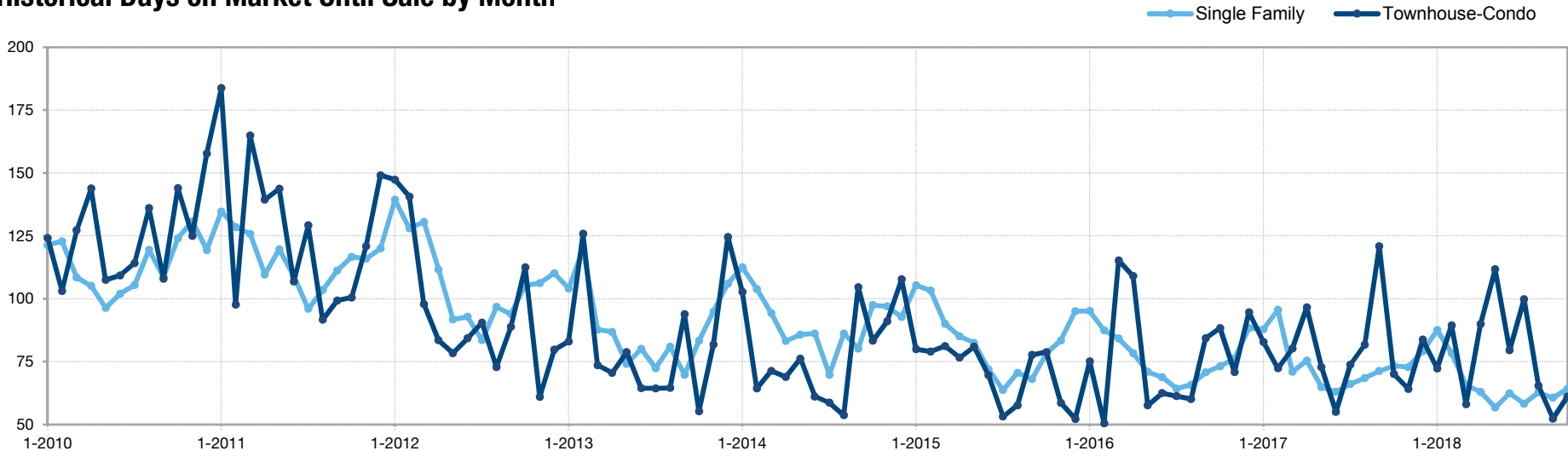
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	73	-3.9%	64	-9.9%
Dec-2017	79	-10.2%	84	-11.6%
Jan-2018	88	0.0%	72	-13.3%
Feb-2018	78	-18.8%	89	+23.6%
Mar-2018	66	-7.0%	58	-27.5%
Apr-2018	63	-16.0%	90	-7.2%
May-2018	57	-12.3%	112	+53.4%
Jun-2018	62	-1.6%	80	+45.5%
Jul-2018	58	-12.1%	100	+35.1%
Aug-2018	63	-7.4%	65	-20.7%
Sep-2018	61	-14.1%	52	-57.0%
<b>Oct-2018</b>	<b>64</b>	<b>-12.3%</b>	<b>61</b>	<b>-12.9%</b>
12-Month Avg	66	-9.5%	80	-1.0%

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

## Historical Days on Market Until Sale by Month



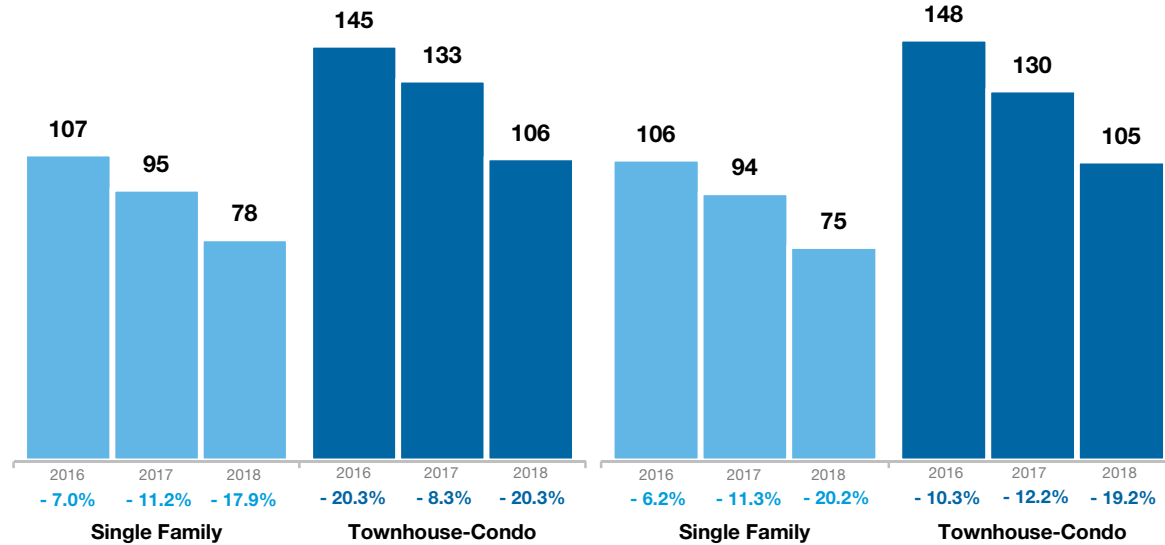
# Housing Affordability Index

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.



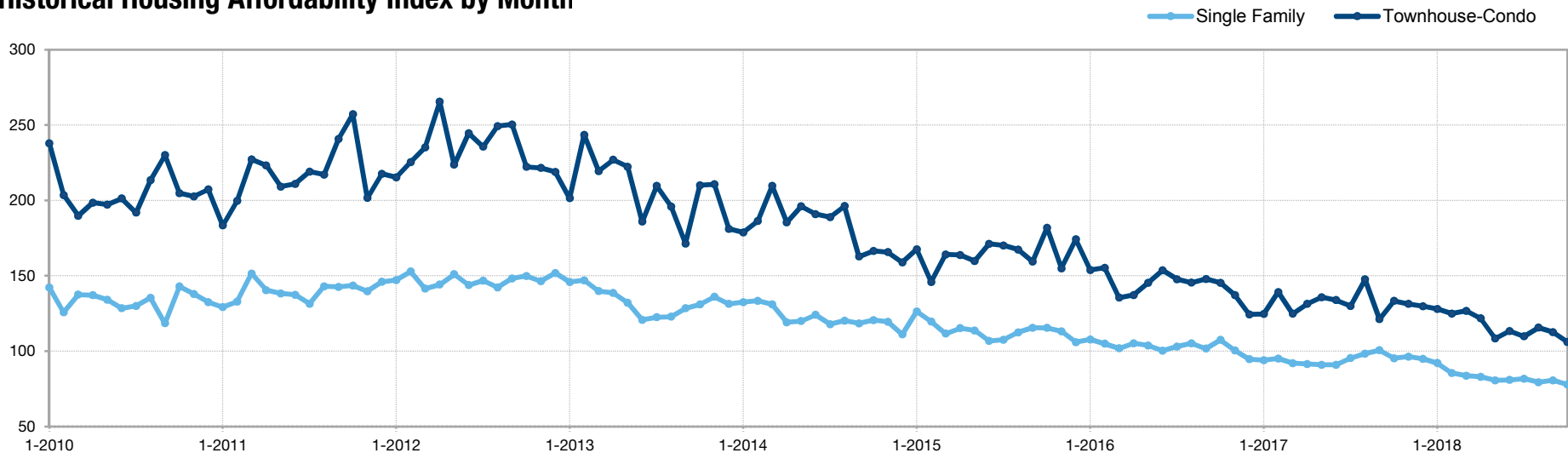
## October

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	96	-5.0%	131	-4.4%
Dec-2017	95	0.0%	130	+4.8%
Jan-2018	92	-2.1%	128	+2.4%
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%
Jun-2018	81	-11.0%	113	-15.7%
Jul-2018	82	-13.7%	110	-15.4%
Aug-2018	79	-19.4%	116	-21.6%
Sep-2018	81	-19.8%	113	-6.6%
<b>Oct-2018</b>	<b>78</b>	<b>-17.9%</b>	<b>106</b>	<b>-20.3%</b>
12-Month Avg	85	-17.8%	95	-19.7%

## Historical Housing Affordability Index by Month

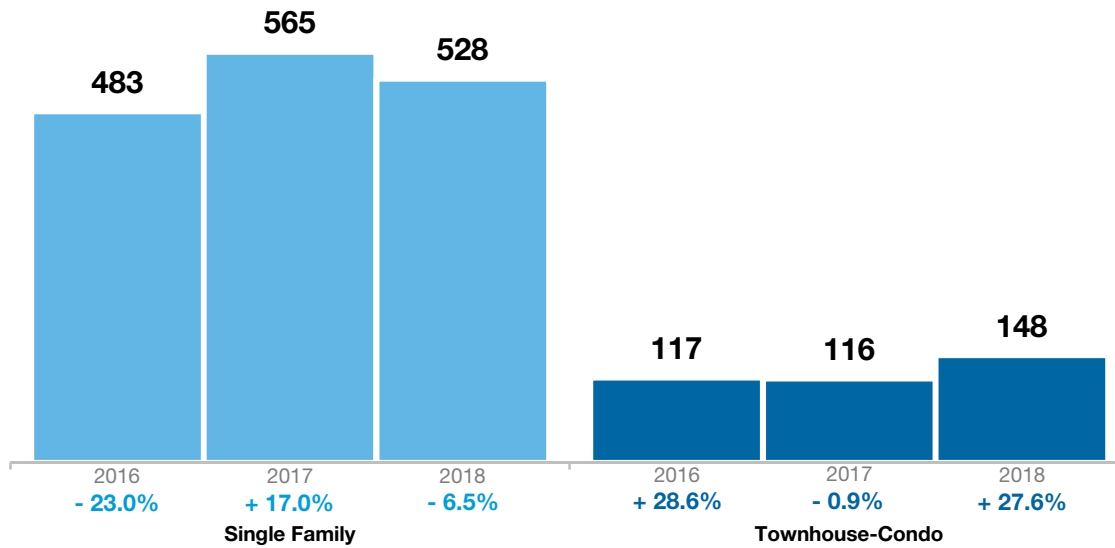


# Inventory of Active Listings

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



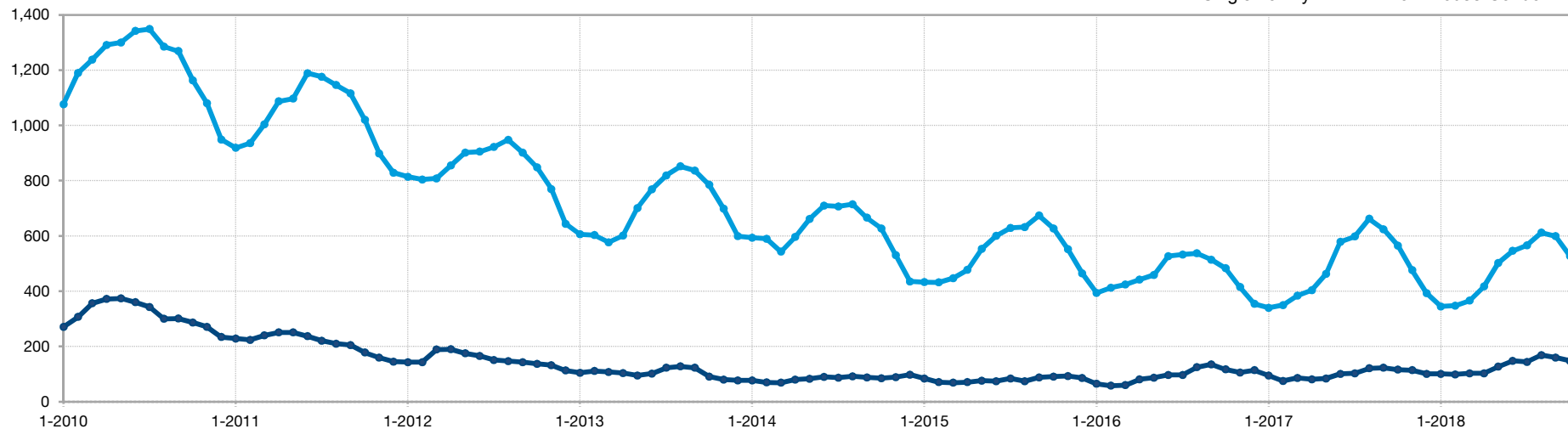
## October



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	476	+14.7%	114	+7.5%
Dec-2017	393	+11.0%	101	-11.4%
Jan-2018	345	+1.5%	101	+6.3%
Feb-2018	348	-0.6%	99	+32.0%
Mar-2018	366	-4.7%	103	+19.8%
Apr-2018	417	+3.2%	103	+27.2%
May-2018	502	+8.4%	127	+51.2%
Jun-2018	546	-5.7%	148	+46.5%
Jul-2018	566	-5.4%	144	+39.8%
Aug-2018	612	-7.6%	169	+39.7%
Sep-2018	599	-4.0%	160	+30.1%
<b>Oct-2018</b>	<b>528</b>	<b>-6.5%</b>	<b>148</b>	<b>+27.6%</b>
12-Month Avg*	475	-0.7%	126	+25.9%

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

## Historical Inventory of Active Listings by Month

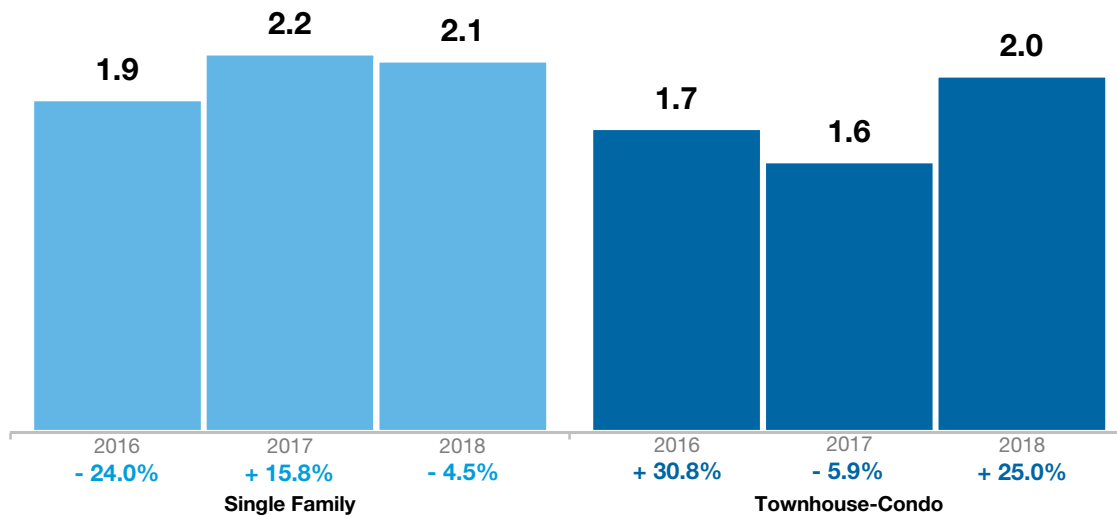


# Months Supply of Inventory

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.



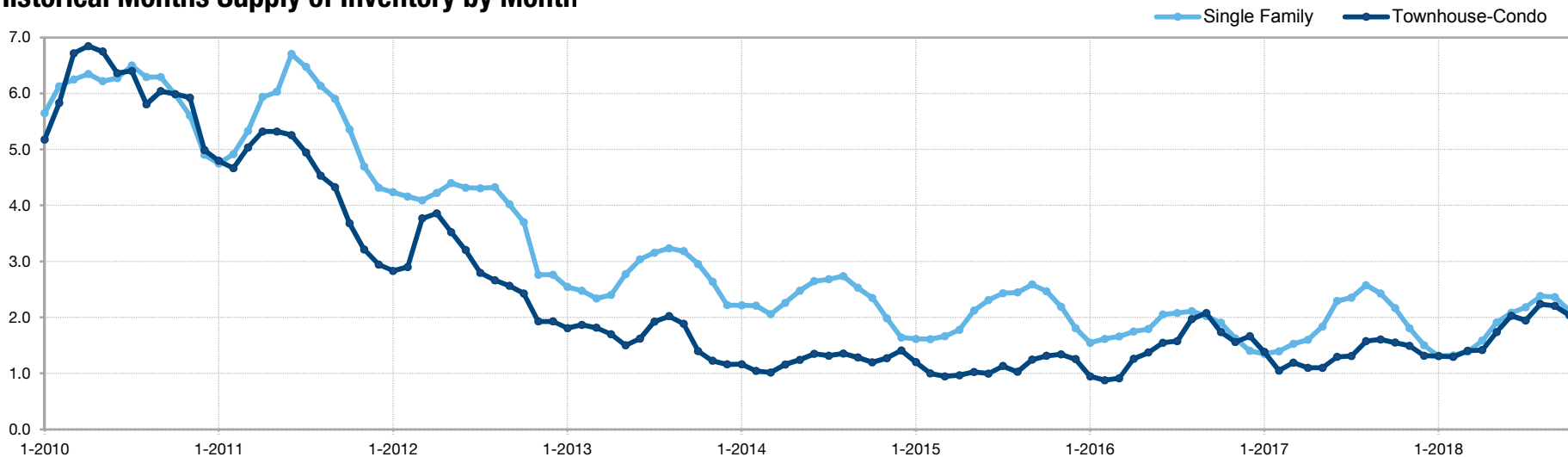
## October



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	1.3	-7.1%
Feb-2018	1.3	-7.1%	1.3	+18.2%
Mar-2018	1.4	-6.7%	1.4	+16.7%
Apr-2018	1.6	0.0%	1.4	+27.3%
May-2018	1.9	+5.6%	1.7	+54.5%
Jun-2018	2.1	-8.7%	2.0	+53.8%
Jul-2018	2.2	-8.3%	1.9	+46.2%
Aug-2018	2.4	-7.7%	2.2	+37.5%
Sep-2018	2.4	0.0%	2.2	+37.5%
<b>Oct-2018</b>	<b>2.1</b>	<b>-4.5%</b>	<b>2.0</b>	<b>+25.0%</b>
12-Month Avg*	1.8	-2.6%	1.7	+24.7%

\* Months Supply for all properties from November 2017 through October 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.



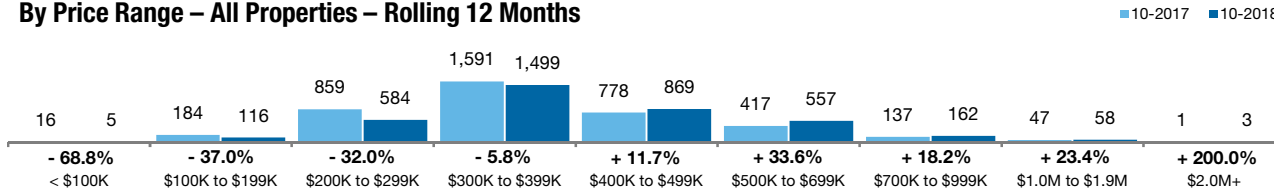
Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		334	<b>346</b>	+ 3.6%	4,457	<b>4,266</b>	- 4.3%
<b>Pending Sales</b>		295	<b>312</b>	+ 5.8%	815	<b>746</b>	- 8.5%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		336	<b>276</b>	- 17.9%	3,484	<b>3,275</b>	- 6.0%
<b>Median Sales Price</b>		\$354,750	<b>\$375,000</b>	+ 5.7%	\$352,500	<b>\$384,500</b>	+ 9.1%
<b>Avg. Sales Price</b>		\$398,722	<b>\$417,463</b>	+ 8.2%	\$388,638	<b>\$420,400</b>	+ 8.2%
<b>Pct. of List Price Received</b>		98.9%	<b>99.0%</b>	- 0.1%	99.8%	<b>99.7%</b>	- 0.1%
<b>Days on Market</b>		73	<b>63</b>	- 8.1%	74	<b>68</b>	- 8.1%
<b>Affordability Index</b>		101	<b>82</b>	- 20.8%	101	<b>80</b>	- 20.8%
<b>Active Listings</b>		681	<b>676</b>	- 0.7%	--	--	--
<b>Months Supply</b>		2.0	<b>2.1</b>	+ 3.8%	--	--	--

# Sold Listings

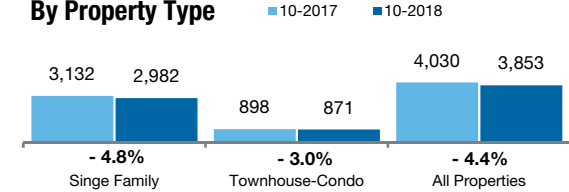
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	16	5	-68.8%	0	0	--
\$100,000 to \$199,999	81	50	-38.3%	103	66	-35.9%
\$200,000 to \$299,999	401	177	-55.9%	458	407	-11.1%
\$300,000 to \$399,999	1,320	1,182	-10.5%	271	317	+17.0%
\$400,000 to \$499,999	740	820	+10.8%	38	49	+28.9%
\$500,000 to \$699,999	401	531	+32.4%	16	26	+62.5%
\$700,000 to \$999,999	129	160	+24.0%	8	2	-75.0%
\$1,000,000 to \$1,999,999	43	54	+25.6%	4	4	0.0%
\$2,000,000 and Above	1	3	+200.0%	0	0	--
<b>All Price Ranges</b>	<b>3,132</b>	<b>2,982</b>	<b>-4.8%</b>	<b>898</b>	<b>871</b>	<b>-3.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	8	3	-62.5%	2	5	+150.0%
\$200,000 to \$299,999	11	19	+72.7%	29	31	+6.9%
\$300,000 to \$399,999	99	85	-14.1%	18	21	+16.7%
\$400,000 to \$499,999	70	57	-18.6%	5	4	-20.0%
\$500,000 to \$699,999	44	27	-38.6%	1	2	+100.0%
\$700,000 to \$999,999	11	16	+45.5%	0	0	--
\$1,000,000 to \$1,999,999	2	5	+150.0%	0	1	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>245</b>	<b>212</b>	<b>-13.5%</b>	<b>55</b>	<b>64</b>	<b>+16.4%</b>

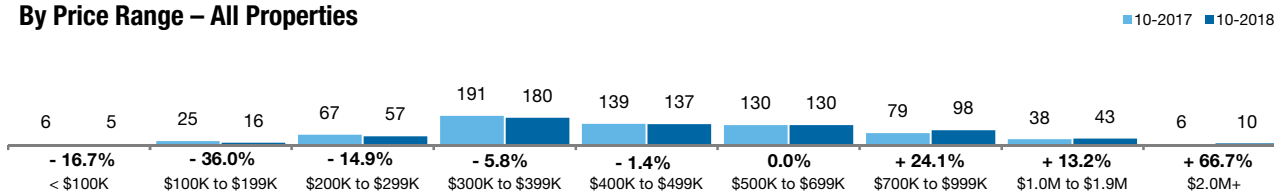
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	16	4	-75.0%	0	0	--
\$100,000 to \$199,999	70	42	-40.0%	91	55	-39.6%
\$200,000 to \$299,999	304	134	-55.9%	399	339	-15.0%
\$300,000 to \$399,999	1,153	970	-15.9%	246	276	+12.2%
\$400,000 to \$499,999	638	724	+13.5%	32	43	+34.4%
\$500,000 to \$699,999	359	472	+31.5%	14	25	+78.6%
\$700,000 to \$999,999	115	137	+19.1%	7	2	-71.4%
\$1,000,000 to \$1,999,999	35	47	+34.3%	4	4	0.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>2,691</b>	<b>2,531</b>	<b>-5.9%</b>	<b>793</b>	<b>744</b>	<b>-6.2%</b>

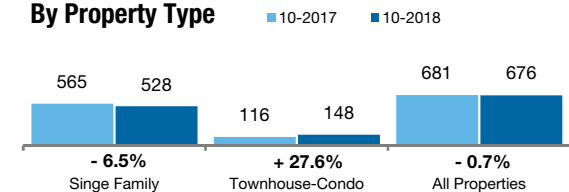
# Inventory of Active Listings

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		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	6	5	-16.7%	0	0	--
\$100,000 to \$199,999	23	12	-47.8%	2	4	+100.0%
\$200,000 to \$299,999	31	21	-32.3%	36	36	0.0%
\$300,000 to \$399,999	141	128	-9.2%	50	52	+4.0%
\$400,000 to \$499,999	127	122	-3.9%	12	15	+25.0%
\$500,000 to \$699,999	125	115	-8.0%	5	15	+200.0%
\$700,000 to \$999,999	73	75	+2.7%	6	23	+283.3%
\$1,000,000 to \$1,999,999	33	40	+21.2%	5	3	-40.0%
\$2,000,000 and Above	6	10	+66.7%	0	0	--
<b>All Price Ranges</b>	<b>565</b>	<b>528</b>	<b>-6.5%</b>	<b>116</b>	<b>148</b>	<b>+27.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
\$99,999 and Below	6	5	-16.7%	0	0	--
\$100,000 to \$199,999	15	12	-20.0%	9	4	-55.6%
\$200,000 to \$299,999	27	21	-22.2%	31	36	+16.1%
\$300,000 to \$399,999	132	128	-3.0%	57	52	-8.8%
\$400,000 to \$499,999	146	122	-16.4%	16	15	-6.3%
\$500,000 to \$699,999	134	115	-14.2%	19	15	-21.1%
\$700,000 to \$999,999	83	75	-9.6%	24	23	-4.2%
\$1,000,000 to \$1,999,999	46	40	-13.0%	4	3	-25.0%
\$2,000,000 and Above	10	10	0.0%	0	0	--
<b>All Price Ranges</b>	<b>599</b>	<b>528</b>	<b>-11.9%</b>	<b>160</b>	<b>148</b>	<b>-7.5%</b>

### Year to Date

Single Family	Townhouse-Condo
---------------	-----------------

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 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

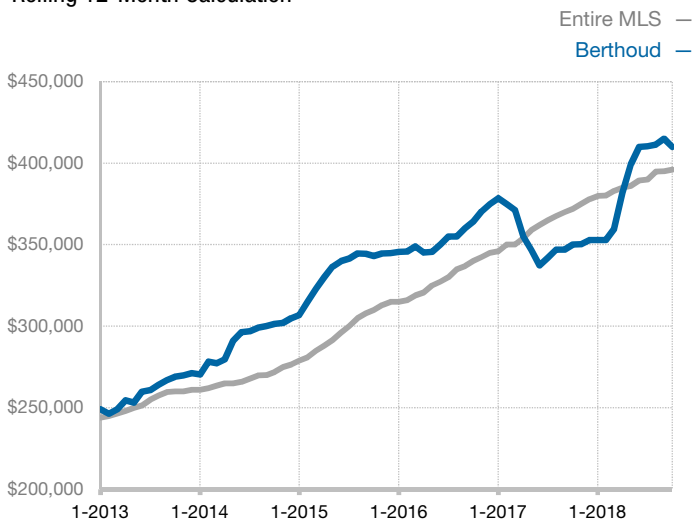
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	38	28	- 26.3%	476	420	- 11.8%
Closed Sales	25	24	- 4.0%	386	273	- 29.3%
Median Sales Price*	\$439,900	<b>\$389,900</b>	- 11.4%	\$347,035	<b>\$409,750</b>	+ 18.1%
Average Sales Price*	\$530,081	<b>\$412,193</b>	- 22.2%	\$395,665	<b>\$455,946</b>	+ 15.2%
Percent of List Price Received*	100.1%	<b>99.2%</b>	- 0.9%	100.3%	<b>99.7%</b>	- 0.6%
Days on Market Until Sale	86	101	+ 17.4%	95	86	- 9.5%
Inventory of Homes for Sale	84	114	+ 35.7%	--	--	--
Months Supply of Inventory	2.4	4.3	+ 79.2%	--	--	--

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

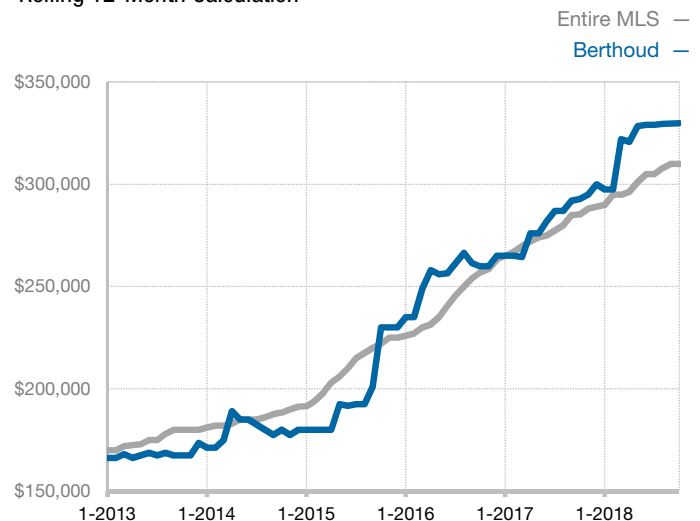
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	4	1	- 75.0%	42	34	- 19.0%
Closed Sales	3	2	- 33.3%	18	22	+ 22.2%
Median Sales Price*	\$328,500	<b>\$331,000</b>	+ 0.8%	\$293,850	<b>\$327,985</b>	+ 11.6%
Average Sales Price*	\$317,452	<b>\$331,000</b>	+ 4.3%	\$301,201	<b>\$336,995</b>	+ 11.9%
Percent of List Price Received*	100.6%	<b>99.5%</b>	- 1.1%	99.7%	<b>100.9%</b>	+ 1.2%
Days on Market Until Sale	114	49	- 57.0%	67	69	+ 3.0%
Inventory of Homes for Sale	13	8	- 38.5%	--	--	--
Months Supply of Inventory	5.6	3.5	- 37.5%	--	--	--

\* 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 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Boulder

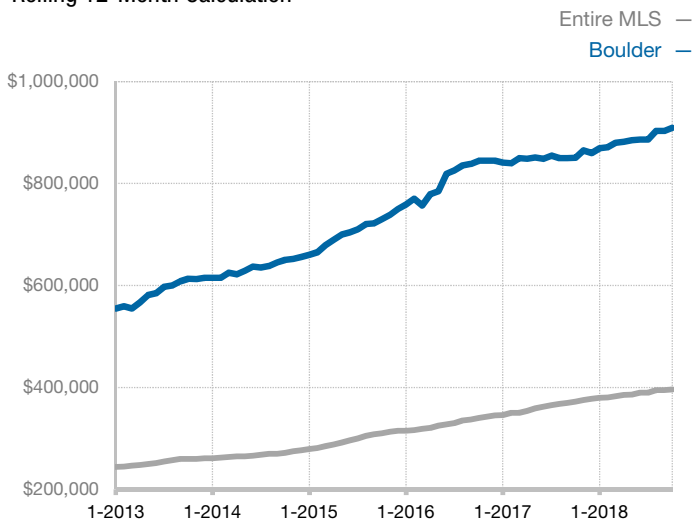
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	96	96	0.0%	1,339	1,242	- 7.2%
Closed Sales	95	76	- 20.0%	836	809	- 3.2%
Median Sales Price*	\$880,000	<b>\$922,000</b>	+ 4.8%	\$864,750	<b>\$925,000</b>	+ 7.0%
Average Sales Price*	\$1,128,385	<b>\$1,178,003</b>	+ 4.4%	\$1,051,305	<b>\$1,179,506</b>	+ 12.2%
Percent of List Price Received*	97.9%	<b>97.8%</b>	- 0.1%	98.5%	<b>98.9%</b>	+ 0.4%
Days on Market Until Sale	69	<b>64</b>	- 7.2%	69	<b>63</b>	- 8.7%
Inventory of Homes for Sale	244	<b>208</b>	- 14.8%	--	--	--
Months Supply of Inventory	3.1	<b>2.6</b>	- 16.1%	--	--	--

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

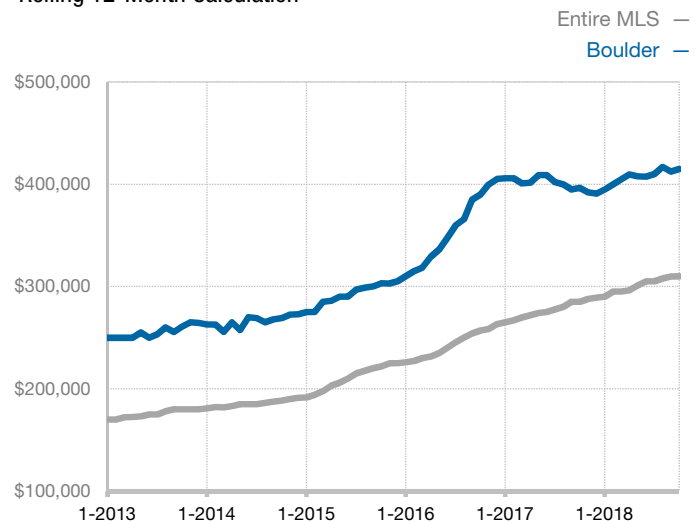
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	67	88	+ 31.3%	833	859	+ 3.1%
Closed Sales	63	48	- 23.8%	561	599	+ 6.8%
Median Sales Price*	\$405,000	<b>\$409,900</b>	+ 1.2%	\$395,000	<b>\$423,000</b>	+ 7.1%
Average Sales Price*	\$482,518	<b>\$479,807</b>	- 0.6%	\$453,538	<b>\$500,702</b>	+ 10.4%
Percent of List Price Received*	98.7%	<b>99.4%</b>	+ 0.7%	100.0%	<b>100.0%</b>	0.0%
Days on Market Until Sale	55	<b>50</b>	- 9.1%	47	<b>48</b>	+ 2.1%
Inventory of Homes for Sale	112	<b>133</b>	+ 18.8%	--	--	--
Months Supply of Inventory	2.0	<b>2.3</b>	+ 15.0%	--	--	--

\* 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 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

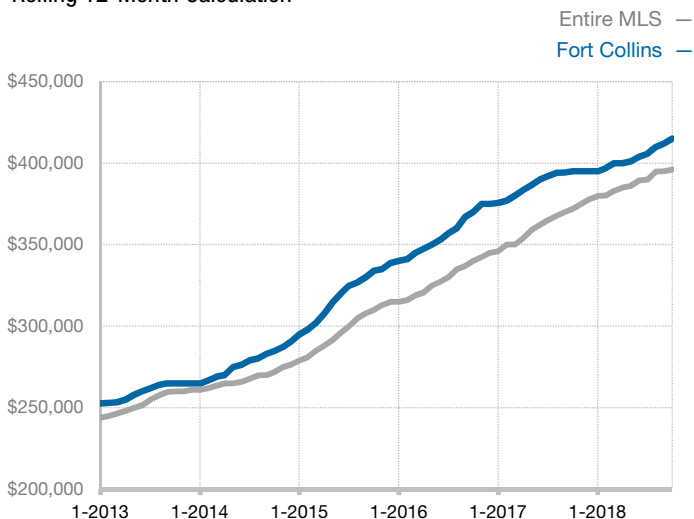
Single Family	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	210	199	- 5.2%	2,698	2,490	- 7.7%
Closed Sales	198	164	- 17.2%	2,007	1,964	- 2.1%
Median Sales Price*	\$386,838	<b>\$412,500</b>	+ 6.6%	\$396,808	<b>\$418,276</b>	+ 5.4%
Average Sales Price*	\$432,984	<b>\$475,451</b>	+ 9.8%	\$435,113	<b>\$463,663</b>	+ 6.6%
Percent of List Price Received*	99.0%	<b>98.6%</b>	- 0.4%	99.7%	<b>99.7%</b>	0.0%
Days on Market Until Sale	60	65	+ 8.3%	62	58	- 6.5%
Inventory of Homes for Sale	389	324	- 16.7%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--

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

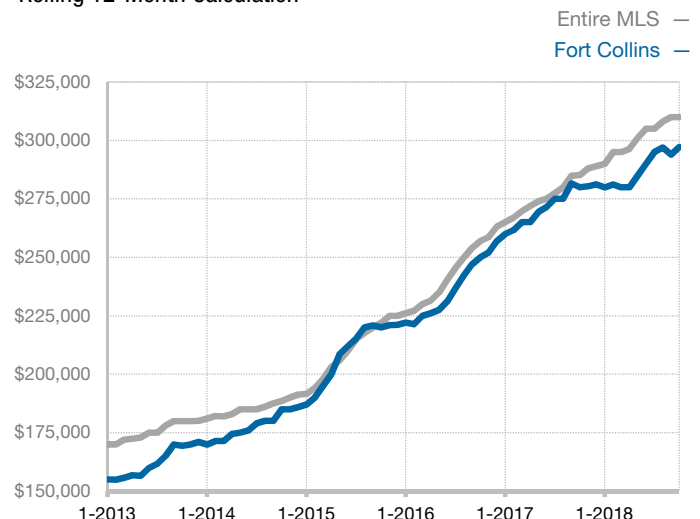
Townhouse-Condo	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	64	61	- 4.7%	835	841	+ 0.7%
Closed Sales	63	58	- 7.9%	723	701	- 3.0%
Median Sales Price*	\$267,900	<b>\$286,500</b>	+ 6.9%	\$280,415	<b>\$299,900</b>	+ 6.9%
Average Sales Price*	\$291,341	<b>\$312,891</b>	+ 7.4%	\$295,693	<b>\$310,789</b>	+ 5.1%
Percent of List Price Received*	99.5%	<b>99.2%</b>	- 0.3%	100.5%	<b>100.0%</b>	- 0.5%
Days on Market Until Sale	70	55	- 21.4%	78	82	+ 5.1%
Inventory of Homes for Sale	106	130	+ 22.6%	--	--	--
Months Supply of Inventory	1.5	1.9	+ 26.7%	--	--	--

\* 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 October 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

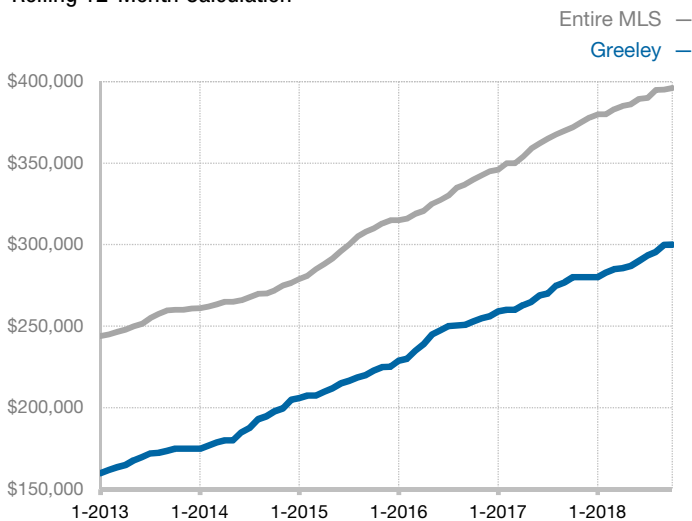
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	133	138	+ 3.8%	1,464	1,669	+ 14.0%
Closed Sales	118	151	+ 28.0%	1,231	1,320	+ 7.2%
Median Sales Price*	\$287,450	\$305,000	+ 6.1%	\$280,000	\$305,000	+ 8.9%
Average Sales Price*	\$298,410	\$320,403	+ 7.4%	\$297,996	\$319,852	+ 7.3%
Percent of List Price Received*	99.3%	100.1%	+ 0.8%	100.1%	100.3%	+ 0.2%
Days on Market Until Sale	53	57	+ 7.5%	53	56	+ 5.7%
Inventory of Homes for Sale	162	179	+ 10.5%	--	--	--
Months Supply of Inventory	1.3	1.4	+ 7.7%	--	--	--

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

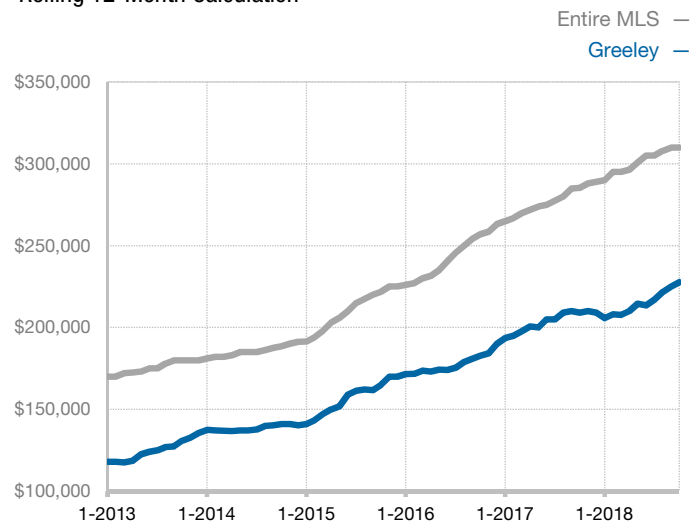
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	16	23	+ 43.8%	269	270	+ 0.4%
Closed Sales	18	31	+ 72.2%	247	231	- 6.5%
Median Sales Price*	\$199,500	\$247,500	+ 24.1%	\$209,000	\$235,000	+ 12.4%
Average Sales Price*	\$212,361	\$250,000	+ 17.7%	\$216,151	\$237,870	+ 10.0%
Percent of List Price Received*	99.1%	99.3%	+ 0.2%	100.5%	100.0%	- 0.5%
Days on Market Until Sale	90	57	- 36.7%	60	44	- 26.7%
Inventory of Homes for Sale	14	29	+ 107.1%	--	--	--
Months Supply of Inventory	0.6	1.3	+ 116.7%	--	--	--

\* 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 October 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

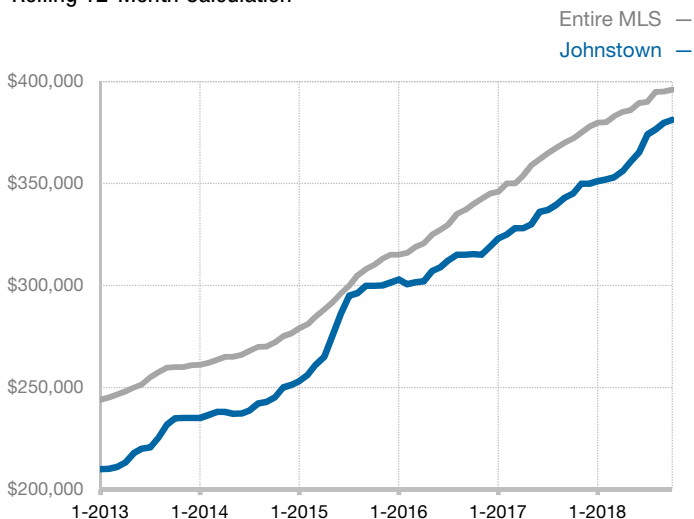
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	33	54	+ 63.6%	502	495	- 1.4%
Closed Sales	42	31	- 26.2%	409	374	- 8.6%
Median Sales Price*	\$336,750	<b>\$425,000</b>	+ 26.2%	\$345,000	<b>\$381,250</b>	+ 10.5%
Average Sales Price*	\$362,139	<b>\$432,233</b>	+ 19.4%	\$364,560	<b>\$400,445</b>	+ 9.8%
Percent of List Price Received*	98.7%	<b>99.3%</b>	+ 0.6%	99.7%	<b>99.9%</b>	+ 0.2%
Days on Market Until Sale	62	75	+ 21.0%	73	63	- 13.7%
Inventory of Homes for Sale	66	82	+ 24.2%	--	--	--
Months Supply of Inventory	1.7	2.2	+ 29.4%	--	--	--

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

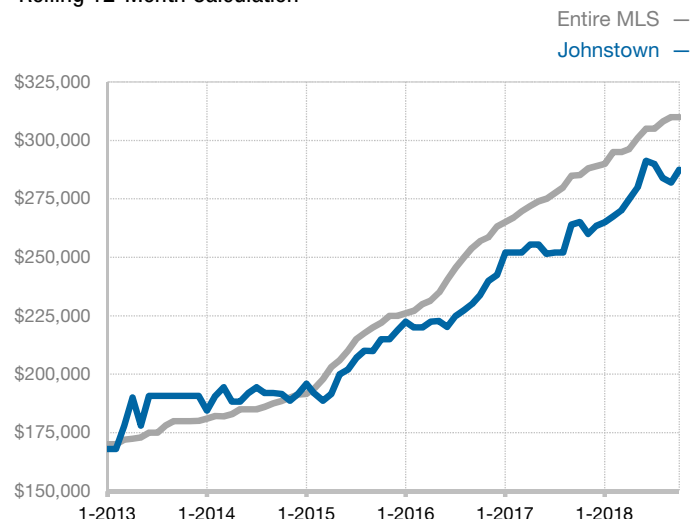
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	1	2	+ 100.0%	20	24	+ 20.0%
Closed Sales	2	2	0.0%	15	20	+ 33.3%
Median Sales Price*	\$264,250	<b>\$329,800</b>	+ 24.8%	\$265,000	<b>\$290,000</b>	+ 9.4%
Average Sales Price*	\$264,250	<b>\$329,800</b>	+ 24.8%	\$301,127	<b>\$292,089</b>	- 3.0%
Percent of List Price Received*	99.7%	<b>100.6%</b>	+ 0.9%	99.3%	<b>99.3%</b>	0.0%
Days on Market Until Sale	43	131	+ 204.7%	63	53	- 15.9%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	1.1	1.8	+ 63.6%	--	--	--

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

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



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



# Local Market Update for October 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

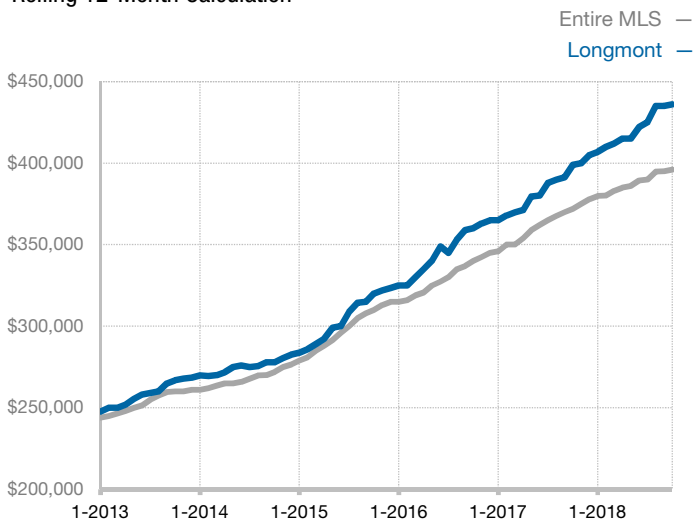
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	130	<b>136</b>	+ 4.6%	1,591	<b>1,560</b>	- 1.9%
Closed Sales	116	<b>98</b>	- 15.5%	1,116	<b>1,121</b>	+ 0.4%
Median Sales Price*	\$405,000	<b>\$427,500</b>	+ 5.6%	\$402,900	<b>\$440,000</b>	+ 9.2%
Average Sales Price*	\$452,550	<b>\$469,140</b>	+ 3.7%	\$470,135	<b>\$508,188</b>	+ 8.1%
Percent of List Price Received*	99.5%	<b>98.7%</b>	- 0.8%	100.1%	<b>99.9%</b>	- 0.2%
Days on Market Until Sale	62	<b>53</b>	- 14.5%	53	<b>54</b>	+ 1.9%
Inventory of Homes for Sale	246	<b>240</b>	- 2.4%	--	--	--
Months Supply of Inventory	2.2	<b>2.1</b>	- 4.5%	--	--	--

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

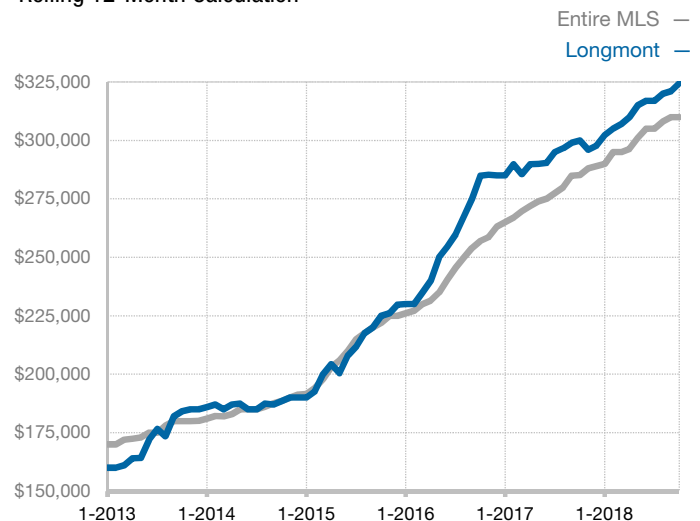
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	22	<b>35</b>	+ 59.1%	359	<b>364</b>	+ 1.4%
Closed Sales	26	<b>27</b>	+ 3.8%	302	<b>276</b>	- 8.6%
Median Sales Price*	\$303,750	<b>\$307,250</b>	+ 1.2%	\$305,000	<b>\$332,350</b>	+ 9.0%
Average Sales Price*	\$325,068	<b>\$343,794</b>	+ 5.8%	\$318,844	<b>\$357,611</b>	+ 12.2%
Percent of List Price Received*	100.0%	<b>99.5%</b>	- 0.5%	100.9%	<b>100.6%</b>	- 0.3%
Days on Market Until Sale	56	<b>35</b>	- 37.5%	58	<b>51</b>	- 12.1%
Inventory of Homes for Sale	32	<b>68</b>	+ 112.5%	--	--	--
Months Supply of Inventory	1.1	<b>2.4</b>	+ 118.2%	--	--	--

\* 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 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

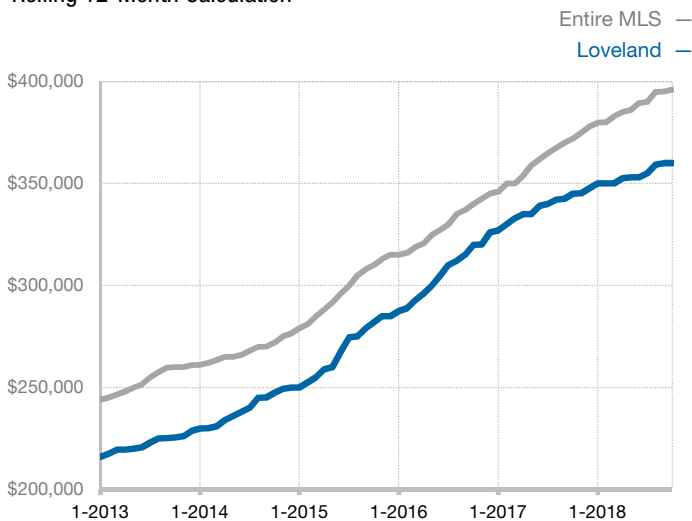
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	134	146	+ 9.0%	1,704	1,576	- 7.5%
Closed Sales	135	117	- 13.3%	1,329	1,200	- 9.7%
Median Sales Price*	\$350,795	\$362,950	+ 3.5%	\$345,000	\$360,000	+ 4.3%
Average Sales Price*	\$398,179	\$410,658	+ 3.1%	\$390,131	\$408,566	+ 4.7%
Percent of List Price Received*	99.5%	99.4%	- 0.1%	99.9%	100.0%	+ 0.1%
Days on Market Until Sale	72	62	- 13.9%	68	68	0.0%
Inventory of Homes for Sale	233	225	- 3.4%	--	--	--
Months Supply of Inventory	1.8	1.8	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.

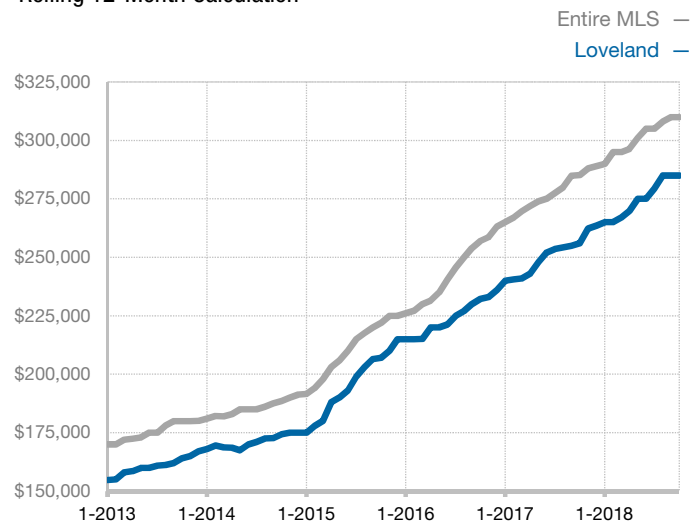
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	32	24	- 25.0%	283	313	+ 10.6%
Closed Sales	14	15	+ 7.1%	195	272	+ 39.5%
Median Sales Price*	\$290,000	\$286,000	- 1.4%	\$260,000	\$286,750	+ 10.3%
Average Sales Price*	\$298,676	\$307,787	+ 3.1%	\$270,510	\$298,771	+ 10.4%
Percent of List Price Received*	99.5%	99.6%	+ 0.1%	100.3%	100.3%	0.0%
Days on Market Until Sale	70	84	+ 20.0%	52	101	+ 94.2%
Inventory of Homes for Sale	64	57	- 10.9%	--	--	--
Months Supply of Inventory	3.3	2.2	- 33.3%	--	--	--

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

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



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



# Local Market Update for October 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

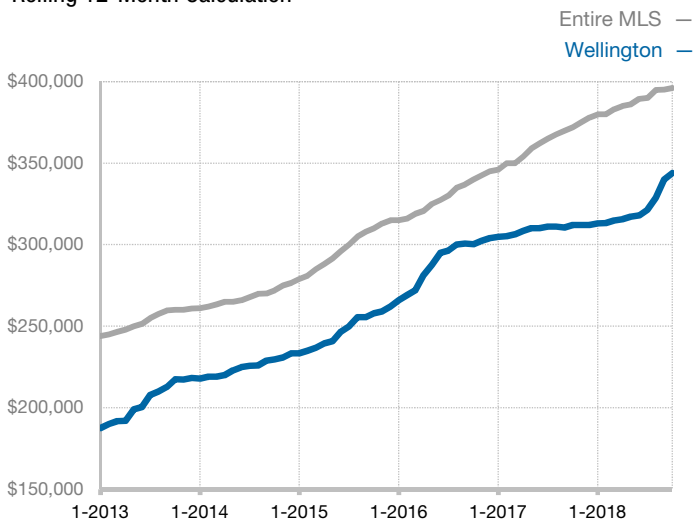
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	23	33	+ 43.5%	399	309	- 22.6%
Closed Sales	37	22	- 40.5%	383	221	- 42.3%
Median Sales Price*	\$309,900	<b>\$351,000</b>	+ 13.3%	\$311,660	<b>\$349,900</b>	+ 12.3%
Average Sales Price*	\$348,434	<b>\$350,944</b>	+ 0.7%	\$325,538	<b>\$365,417</b>	+ 12.3%
Percent of List Price Received*	99.5%	<b>99.7%</b>	+ 0.2%	101.1%	<b>99.7%</b>	- 1.4%
Days on Market Until Sale	89	47	- 47.2%	85	54	- 36.5%
Inventory of Homes for Sale	31	48	+ 54.8%	--	--	--
Months Supply of Inventory	0.8	2.0	+ 150.0%	--	--	--

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

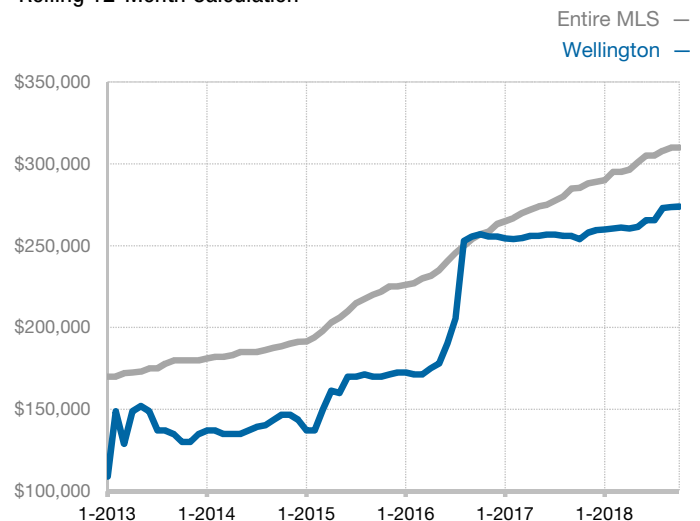
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	2	8	+ 300.0%	56	49	- 12.5%
Closed Sales	0	6	--	58	37	- 36.2%
Median Sales Price*	\$0	<b>\$292,028</b>	--	\$256,950	<b>\$274,900</b>	+ 7.0%
Average Sales Price*	\$0	<b>\$287,776</b>	--	\$251,057	<b>\$263,437</b>	+ 4.9%
Percent of List Price Received*	0.0%	<b>99.8%</b>	--	100.5%	<b>100.7%</b>	+ 0.2%
Days on Market Until Sale	0	121	--	94	65	- 30.9%
Inventory of Homes for Sale	4	12	+ 200.0%	--	--	--
Months Supply of Inventory	0.7	3.3	+ 371.4%	--	--	--

\* 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 October 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

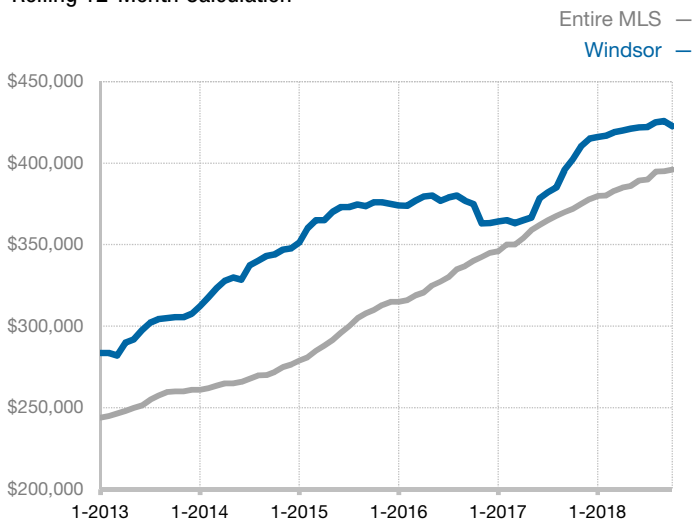
Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	85	106	+ 24.7%	1,011	1,040	+ 2.9%
Closed Sales	62	76	+ 22.6%	661	718	+ 8.6%
Median Sales Price*	\$451,725	<b>\$395,829</b>	- 12.4%	\$412,800	<b>\$422,600</b>	+ 2.4%
Average Sales Price*	\$501,651	<b>\$456,829</b>	- 8.9%	\$455,360	<b>\$463,752</b>	+ 1.8%
Percent of List Price Received*	98.9%	<b>99.9%</b>	+ 1.0%	99.8%	<b>99.7%</b>	- 0.1%
Days on Market Until Sale	93	86	- 7.5%	88	89	+ 1.1%
Inventory of Homes for Sale	261	240	- 8.0%	--	--	--
Months Supply of Inventory	3.9	3.5	- 10.3%	--	--	--

\* 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		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	8	12	+ 50.0%	105	129	+ 22.9%
Closed Sales	10	6	- 40.0%	78	88	+ 12.8%
Median Sales Price*	\$333,864	<b>\$325,161</b>	- 2.6%	\$325,437	<b>\$343,315</b>	+ 5.5%
Average Sales Price*	\$312,075	<b>\$329,009</b>	+ 5.4%	\$302,538	<b>\$332,965</b>	+ 10.1%
Percent of List Price Received*	101.3%	<b>98.9%</b>	- 2.4%	100.9%	<b>101.1%</b>	+ 0.2%
Days on Market Until Sale	144	99	- 31.3%	122	136	+ 11.5%
Inventory of Homes for Sale	24	37	+ 54.2%	--	--	--
Months Supply of Inventory	3.1	4.3	+ 38.7%	--	--	--

\* 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

