



# FCBR 2019

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# Monthly Indicators



## June 2019

New Listings were up 7.1 percent for single family homes and 14.9 percent for townhouse-condo properties. Pending Sales landed at 306 for single family homes and 92 for townhouse-condo properties.

The Median Sales Price was up 4.0 percent to \$437,000 for single family homes but decreased 3.4 percent to \$289,900 for townhouse-condo properties. Days on Market decreased 4.8 percent for single family homes and 21.3 percent for townhouse-condo properties.

An extended trend of low unemployment, higher wages and favorable mortgage rates has been a terrific driver of housing stability in recent years. What is different about this year so far is that prices are not rising as quickly. Some of the hottest Western markets are even cooling slightly, while some Northeast markets are achieving a state of recovery after a decade of battling back from recession. As a whole, the selling season is looking fairly stable across the nation.

## Activity Snapshot

<b>- 16.4%</b>	<b>- 4.8%</b>	<b>+ 4.0%</b>
One-Year Change in Single Family <b>Sold Listings</b>	One-Year Change in Single Family <b>Days On Market</b>	One-Year Change in Single Family <b>Median Sales Price</b>

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

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



# Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	6-2018	6-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		420	<b>450</b>	+ 7.1%	2,071	<b>2,114</b>	+ 2.1%
<b>Pending Sales</b>		309	<b>306</b>	- 1.0%	1,633	<b>1,580</b>	- 3.2%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		347	<b>290</b>	- 16.4%	1,475	<b>1,347</b>	- 8.7%
<b>Median Sales Price</b>		\$420,000	<b>\$437,000</b>	+ 4.0%	\$409,070	<b>\$425,000</b>	+ 3.9%
<b>Avg. Sales Price</b>		\$476,684	<b>\$484,436</b>	+ 1.6%	\$457,370	<b>\$470,970</b>	+ 3.0%
<b>Pct. of List Price Received</b>		100.2%	<b>99.5%</b>	- 0.7%	99.8%	<b>99.2%</b>	- 0.6%
<b>Days on Market</b>		62	<b>59</b>	- 4.8%	66	<b>67</b>	+ 1.5%
<b>Affordability Index</b>		81	<b>80</b>	- 1.2%	83	<b>83</b>	0.0%
<b>Active Listings</b>		549	<b>620</b>	+ 12.9%	--	--	--
<b>Months Supply</b>		2.1	<b>2.6</b>	+ 23.8%	--	--	--

# 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.



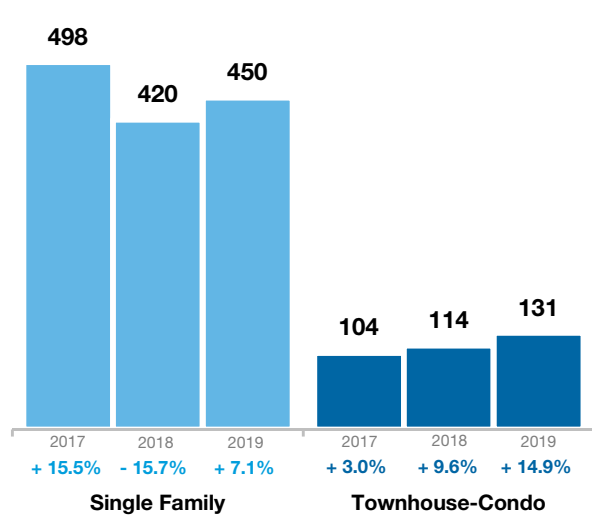
Key Metrics	Historical Sparkbars	6-2018	6-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		114	<b>131</b>	+ 14.9%	569	<b>623</b>	+ 9.5%
<b>Pending Sales</b>		84	<b>92</b>	+ 9.5%	463	<b>495</b>	+ 6.9%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		98	<b>85</b>	- 13.3%	442	<b>422</b>	- 4.5%
<b>Median Sales Price</b>		\$299,950	<b>\$289,900</b>	- 3.4%	\$285,574	<b>\$290,000</b>	+ 1.5%
<b>Avg. Sales Price</b>		\$302,410	<b>\$315,108</b>	+ 4.2%	\$304,772	<b>\$309,937</b>	+ 1.7%
<b>Pct. of List Price Received</b>		100.4%	<b>100.0%</b>	- 0.4%	100.1%	<b>99.4%</b>	- 0.7%
<b>Days on Market</b>		80	<b>63</b>	- 21.3%	87	<b>77</b>	- 11.5%
<b>Affordability Index</b>		113	<b>121</b>	+ 7.1%	119	<b>121</b>	+ 1.7%
<b>Active Listings</b>		151	<b>161</b>	+ 6.6%	--	--	--
<b>Months Supply</b>		2.1	<b>2.3</b>	+ 9.5%	--	--	--

# New Listings

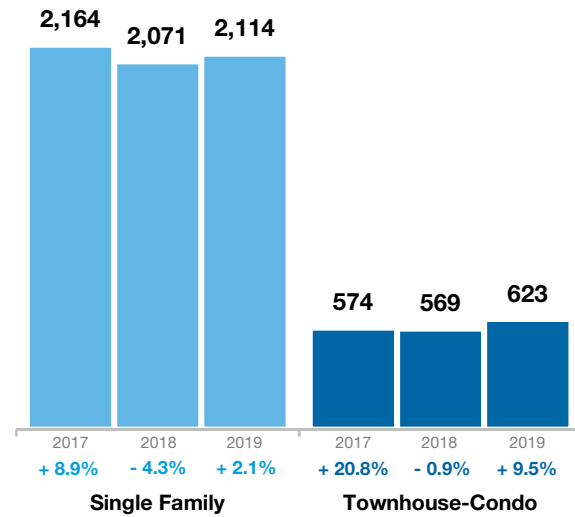
A count of the properties that have been newly listed on the market in a given month.



## June

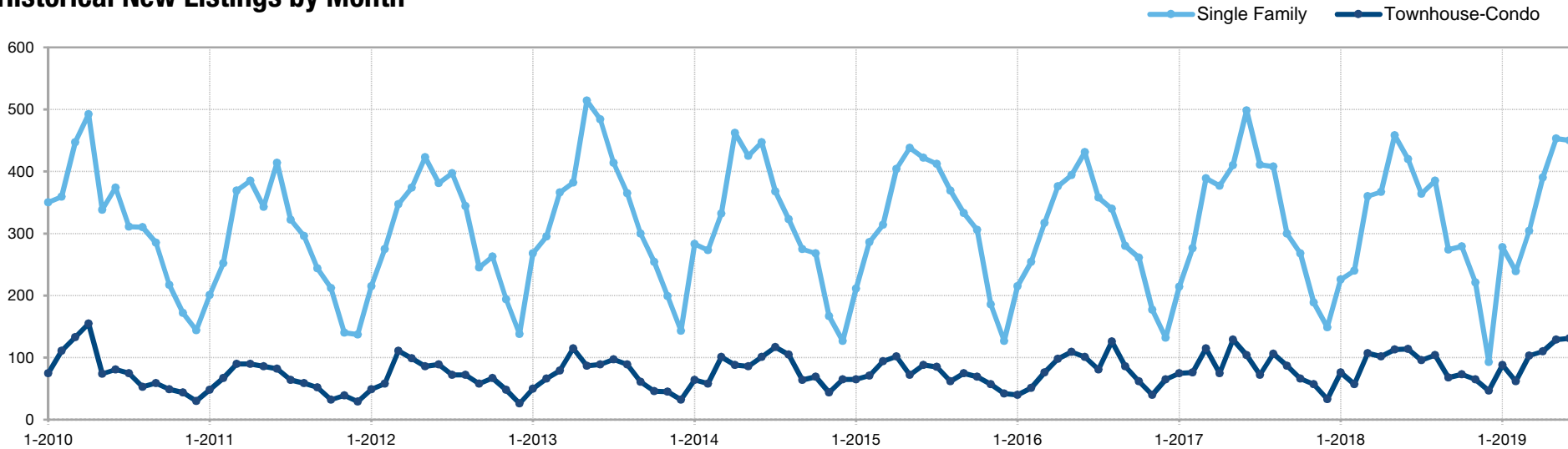


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	364	-11.4%	96	+33.3%
Aug-2018	385	-5.6%	104	-1.9%
Sep-2018	274	-8.7%	68	-21.8%
Oct-2018	279	+4.1%	73	+10.6%
Nov-2018	221	+16.9%	65	+14.0%
Dec-2018	93	-37.6%	47	+42.4%
Jan-2019	278	+23.0%	88	+15.8%
Feb-2019	239	-0.4%	62	+8.8%
Mar-2019	304	-15.6%	103	-3.7%
Apr-2019	390	+6.3%	110	+7.8%
May-2019	453	-1.1%	129	+14.2%
<b>Jun-2019</b>	<b>450</b>	<b>+7.1%</b>	<b>131</b>	<b>+14.9%</b>
12-Month Avg	311	-1.7%	90	+8.7%

## Historical New Listings by Month

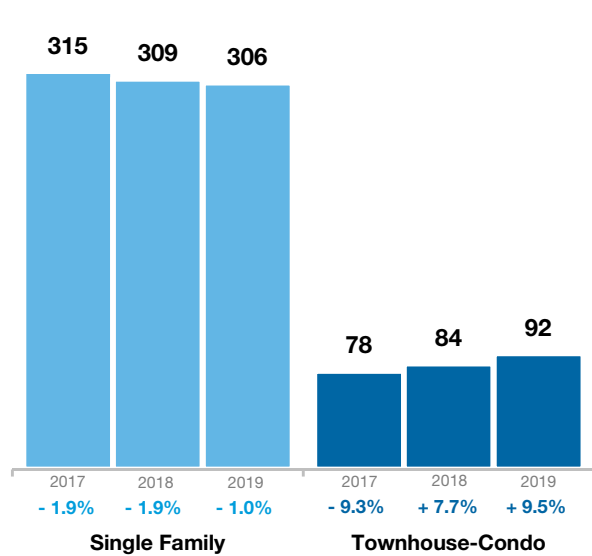


# Pending Sales

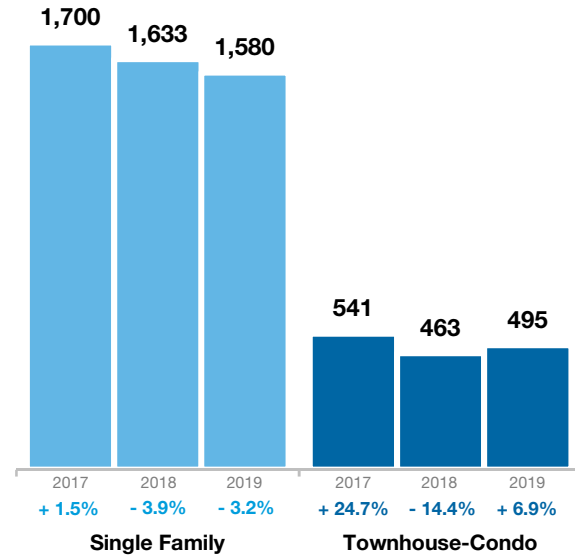
A count of the properties on which offers have been accepted in a given month.



## June

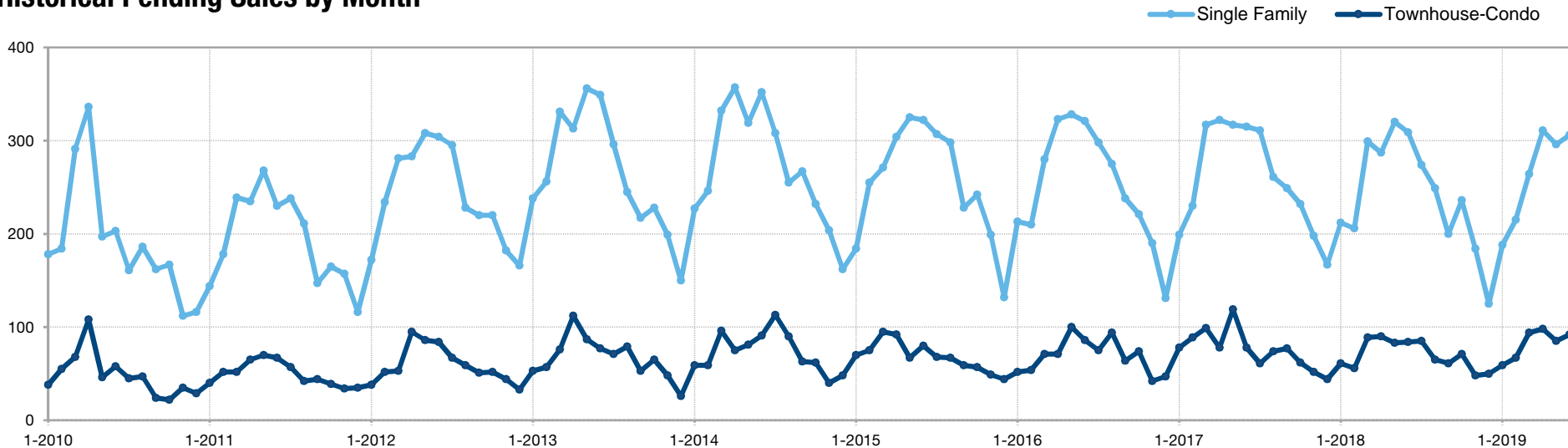


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	274	-11.9%	85	+39.3%
Aug-2018	249	-4.6%	65	-12.2%
Sep-2018	200	-19.7%	61	-20.8%
Oct-2018	236	+1.7%	71	+14.5%
Nov-2018	184	-7.1%	48	-7.7%
Dec-2018	125	-25.1%	50	+13.6%
Jan-2019	188	-11.3%	59	-3.3%
Feb-2019	215	+4.4%	67	+19.6%
Mar-2019	264	-11.7%	94	+5.6%
Apr-2019	311	+8.4%	98	+8.9%
May-2019	296	-7.5%	85	+2.4%
<b>Jun-2019</b>	<b>306</b>	<b>-1.0%</b>	<b>92</b>	<b>+9.5%</b>
12-Month Avg	237	-6.7%	73	+5.0%

## Historical Pending Sales by Month

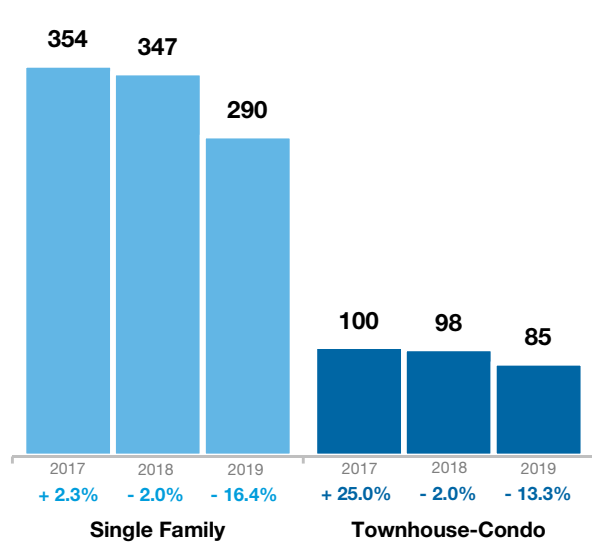


# Sold Listings

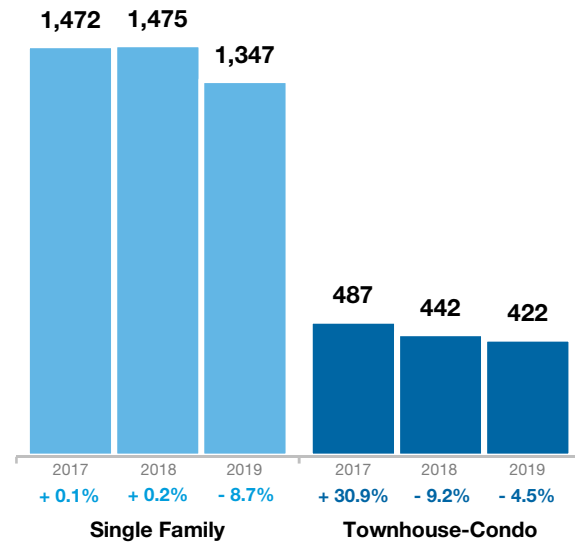
A count of the actual sales that closed in a given month.



## June

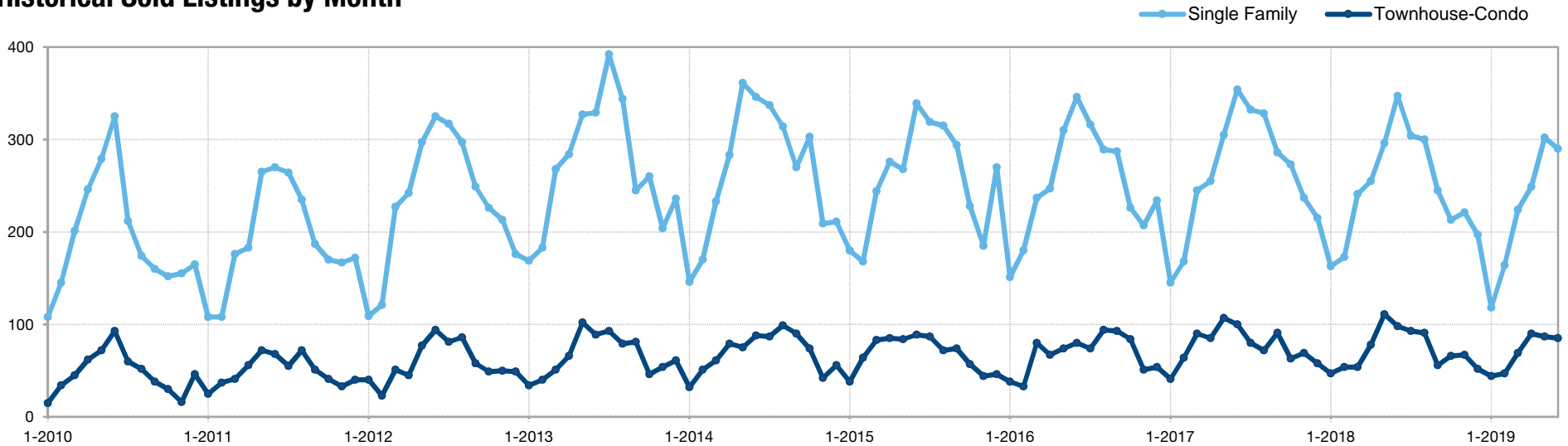


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	304	-8.4%	93	+16.3%
Aug-2018	300	-8.5%	91	+26.4%
Sep-2018	245	-14.3%	56	-38.5%
Oct-2018	213	-22.0%	66	+4.8%
Nov-2018	221	-6.8%	67	-2.9%
Dec-2018	197	-8.4%	52	-10.3%
Jan-2019	118	-27.6%	44	-6.4%
Feb-2019	164	-5.2%	47	-13.0%
Mar-2019	224	-7.1%	69	+27.8%
Apr-2019	249	-2.4%	90	+15.4%
May-2019	302	+2.0%	87	-21.6%
<b>Jun-2019</b>	<b>290</b>	<b>-16.4%</b>	<b>85</b>	<b>-13.3%</b>
12-Month Avg	236	-10.1%	71	-3.2%

## Historical Sold Listings by Month



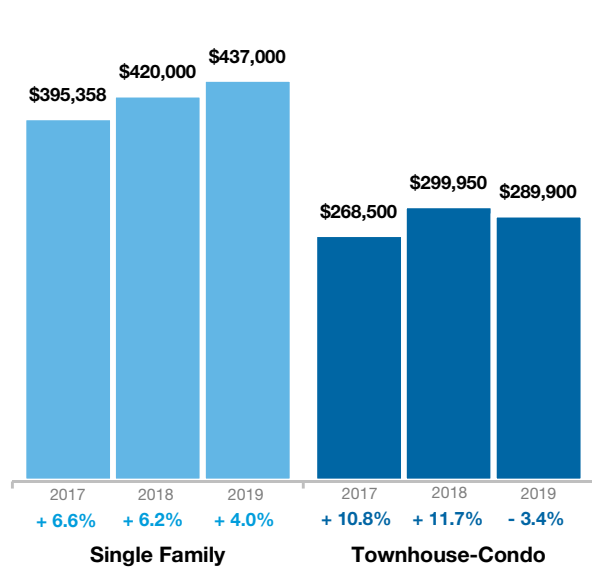


# Median Sales Price

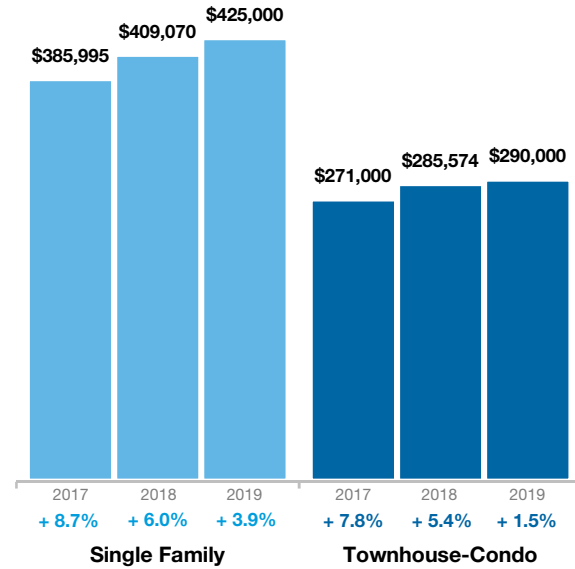
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



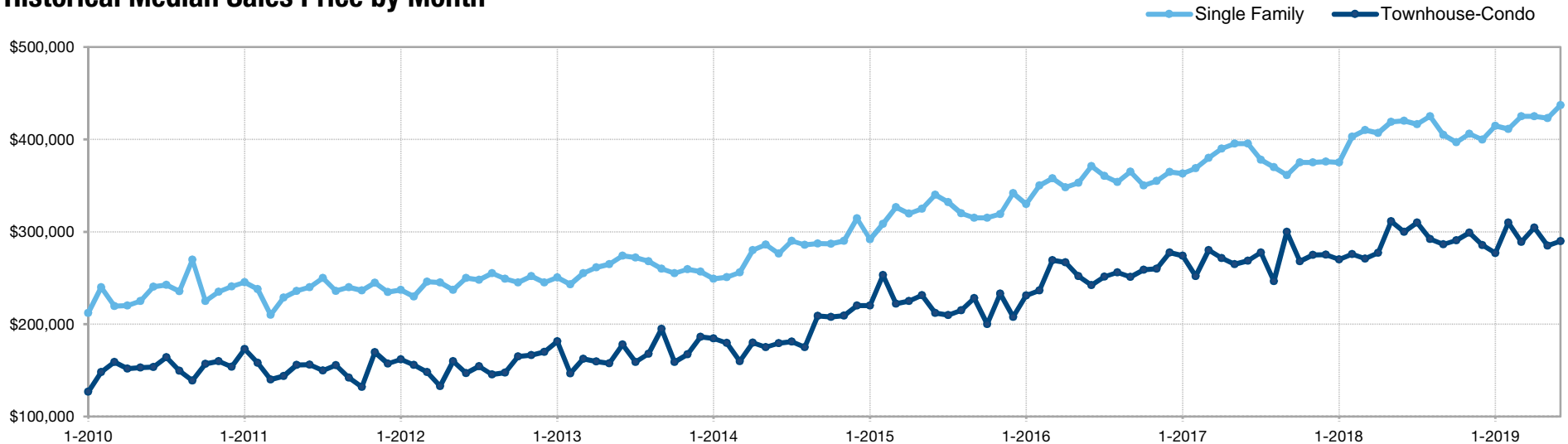
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-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%	\$286,500	-4.5%
Oct-2018	\$396,900	+5.8%	\$290,588	+8.5%
Nov-2018	\$406,000	+8.3%	\$299,000	+8.7%
Dec-2018	\$399,650	+6.3%	\$285,550	+3.8%
Jan-2019	\$414,500	+10.5%	\$277,000	+2.6%
Feb-2019	\$411,250	+2.0%	\$310,000	+12.4%
Mar-2019	\$425,000	+3.7%	\$289,000	+6.6%
Apr-2019	\$425,000	+4.4%	\$304,613	+9.9%
May-2019	\$423,000	+1.0%	\$285,000	-8.5%
<b>Jun-2019</b>	<b>\$437,000</b>	<b>+4.0%</b>	<b>\$289,900</b>	<b>-3.4%</b>
12-Month Avg*	\$418,500	+7.3%	\$292,880	+3.9%

\* Median Sales Price for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



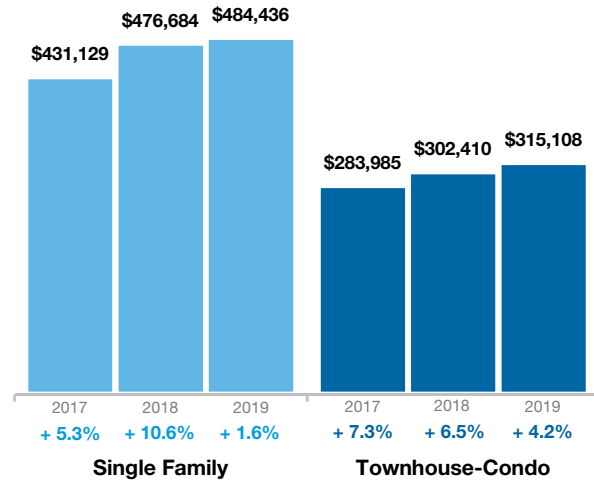


# Average Sales Price

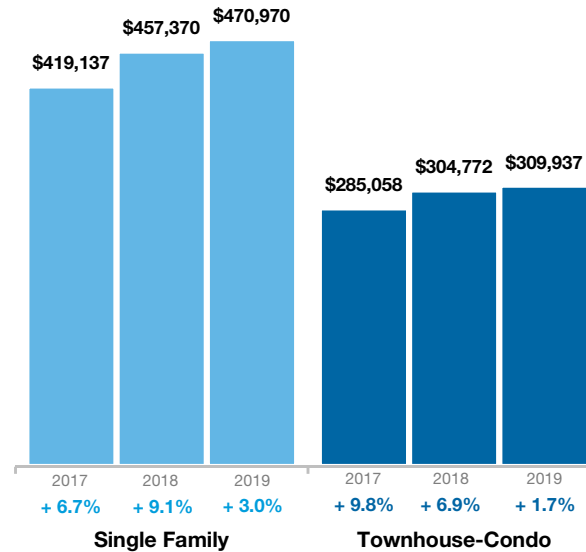
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



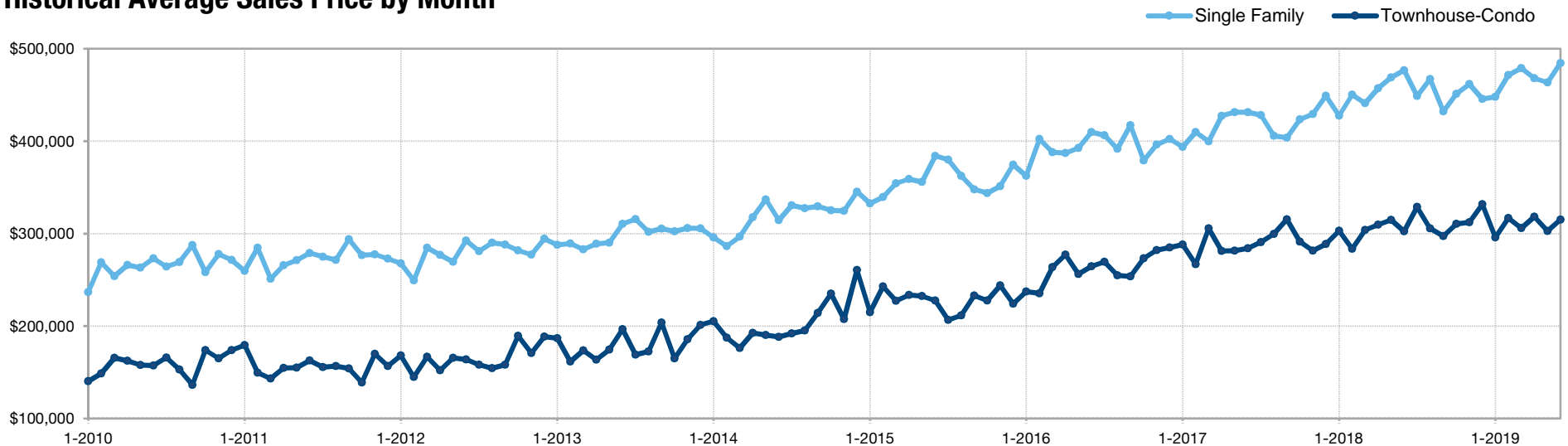
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	\$448,891	+4.8%	\$328,824	+13.2%
Aug-2018	\$467,204	+15.1%	\$305,720	+2.1%
Sep-2018	\$432,135	+7.0%	\$297,213	-5.8%
Oct-2018	\$451,021	+6.5%	\$310,596	+6.6%
Nov-2018	\$461,573	+7.5%	\$312,247	+10.9%
Dec-2018	\$445,646	-0.8%	\$331,756	+14.9%
Jan-2019	\$447,888	+4.7%	\$295,785	-2.4%
Feb-2019	\$471,399	+4.7%	\$316,914	+11.8%
Mar-2019	\$478,978	+8.6%	\$305,863	+0.6%
Apr-2019	\$467,890	+2.4%	\$318,276	+2.8%
May-2019	\$463,424	-1.2%	\$302,880	-3.8%
<b>Jun-2019</b>	<b>\$484,436</b>	<b>+1.6%</b>	<b>\$315,108</b>	<b>+4.2%</b>
12-Month Avg*	\$460,828	+5.1%	\$312,290	+4.0%

\* Avg. Sales Price for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



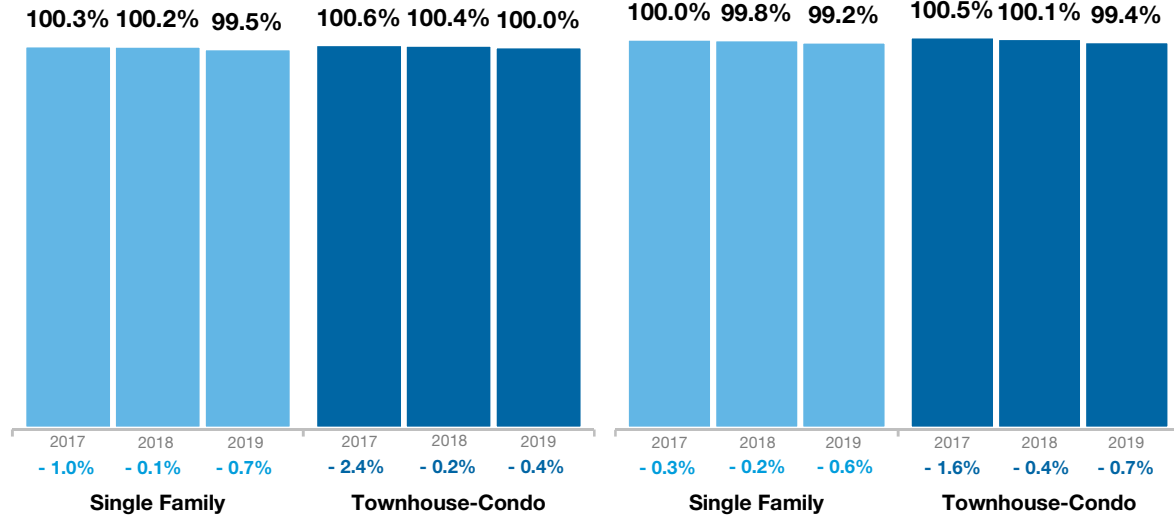
# Percent of List Price Received

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

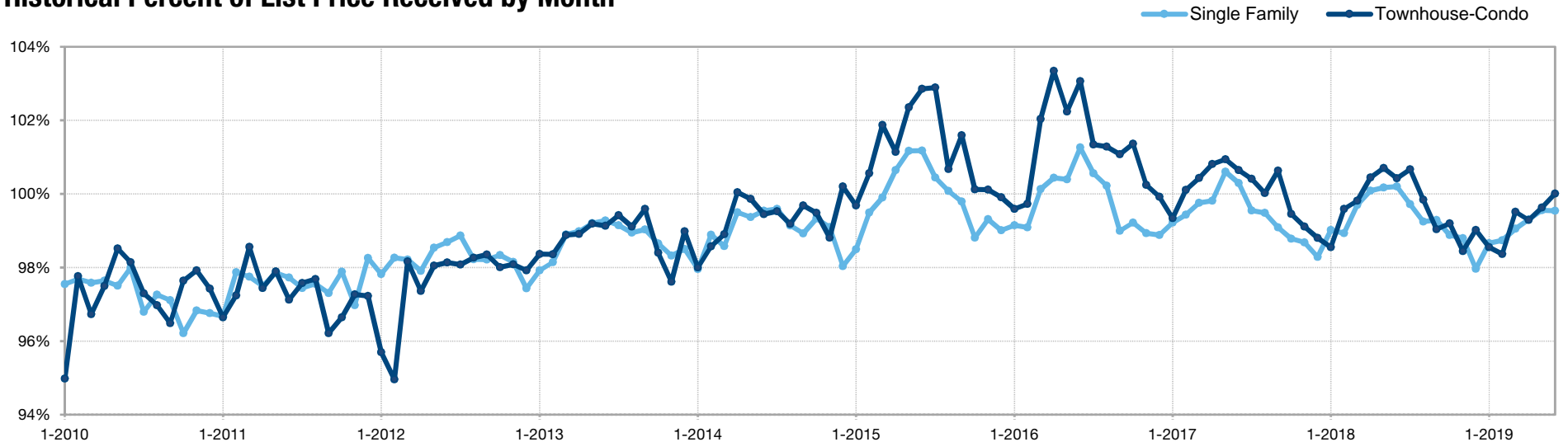
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-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%
Oct-2018	98.9%	+0.1%	99.2%	-0.3%
Nov-2018	98.8%	+0.1%	98.4%	-0.7%
Dec-2018	98.0%	-0.3%	99.0%	+0.2%
Jan-2019	98.7%	-0.3%	98.6%	0.0%
Feb-2019	98.7%	-0.2%	98.4%	-1.2%
Mar-2019	99.1%	-0.6%	99.5%	-0.3%
Apr-2019	99.3%	-0.8%	99.3%	-1.1%
May-2019	99.6%	-0.6%	99.6%	-1.1%
<b>Jun-2019</b>	<b>99.5%</b>	<b>-0.7%</b>	<b>100.0%</b>	<b>-0.4%</b>
12-Month Avg*	99.4%	-0.3%	100.0%	-0.5%

\* Pct. of List Price Received for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



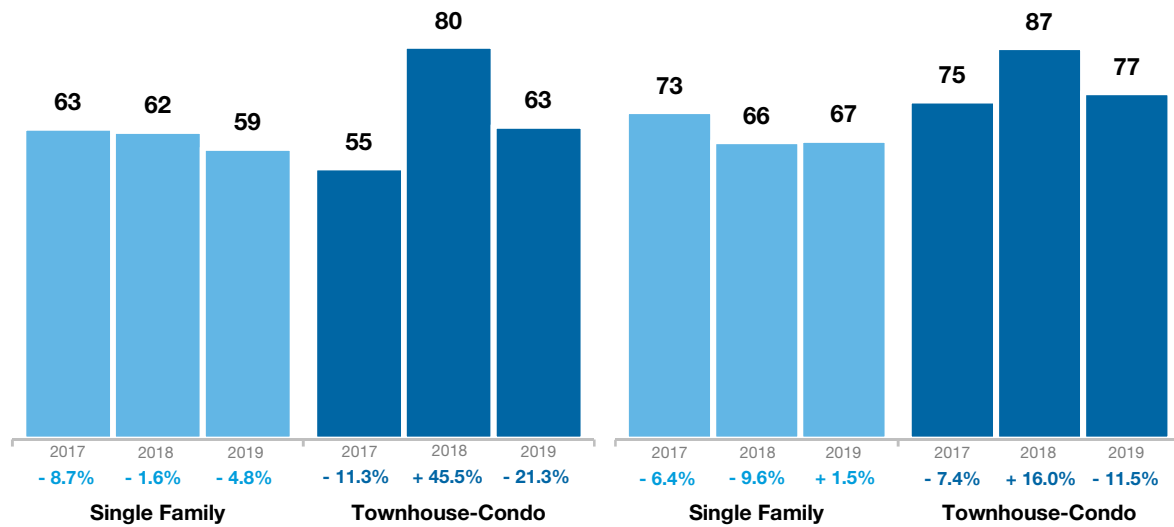
# Days on Market Until Sale

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-2018	58	-12.1%	100	+35.1%
Aug-2018	63	-7.4%	65	-20.7%
Sep-2018	61	-14.1%	52	-57.0%
Oct-2018	64	-12.3%	60	-14.3%
Nov-2018	75	+2.7%	76	+18.8%
Dec-2018	81	+2.5%	84	0.0%
Jan-2019	79	-10.2%	111	+54.2%
Feb-2019	74	-5.1%	102	+14.6%
Mar-2019	74	+13.8%	79	+36.2%
Apr-2019	65	+3.2%	74	-17.8%
May-2019	61	+10.9%	63	-43.8%
<b>Jun-2019</b>	<b>59</b>	<b>-4.8%</b>	<b>63</b>	<b>-21.3%</b>
12-Month Avg	66	-3.8%	76	-11.7%

\* Days on Market for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



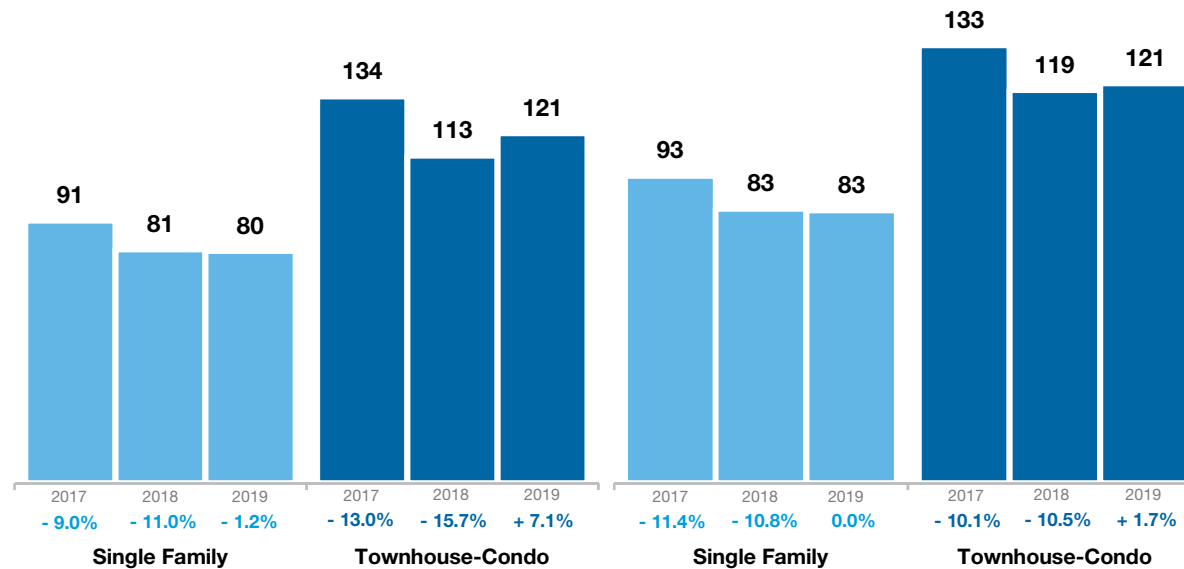
# Housing Affordability Index

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.



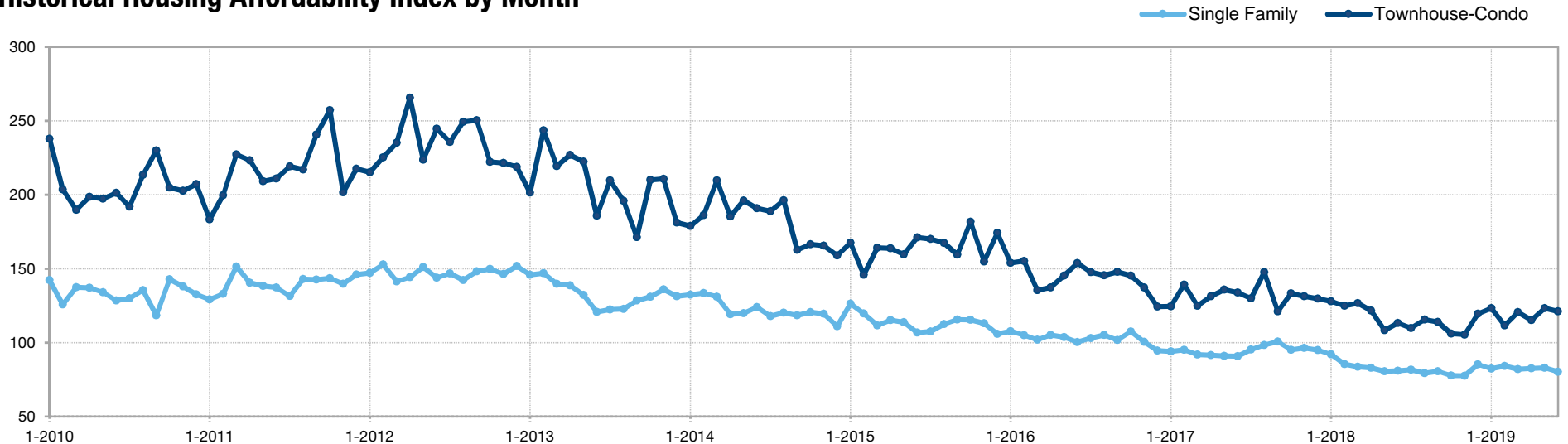
## June

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	82	-13.7%	110	-15.4%
Aug-2018	79	-19.4%	116	-21.6%
Sep-2018	81	-19.8%	114	-5.8%
Oct-2018	78	-17.9%	106	-20.3%
Nov-2018	78	-18.8%	105	-19.8%
Dec-2018	85	-10.5%	119	-8.5%
Jan-2019	82	-10.9%	123	-3.9%
Feb-2019	84	-2.3%	112	-10.4%
Mar-2019	82	-2.4%	121	-4.7%
Apr-2019	83	0.0%	115	-5.7%
May-2019	83	+2.5%	123	+13.9%
<b>Jun-2019</b>	<b>80</b>	<b>-1.2%</b>	<b>121</b>	<b>+7.1%</b>
12-Month Avg	81	-11.7%	91	-4.2%

## Historical Housing Affordability Index by Month

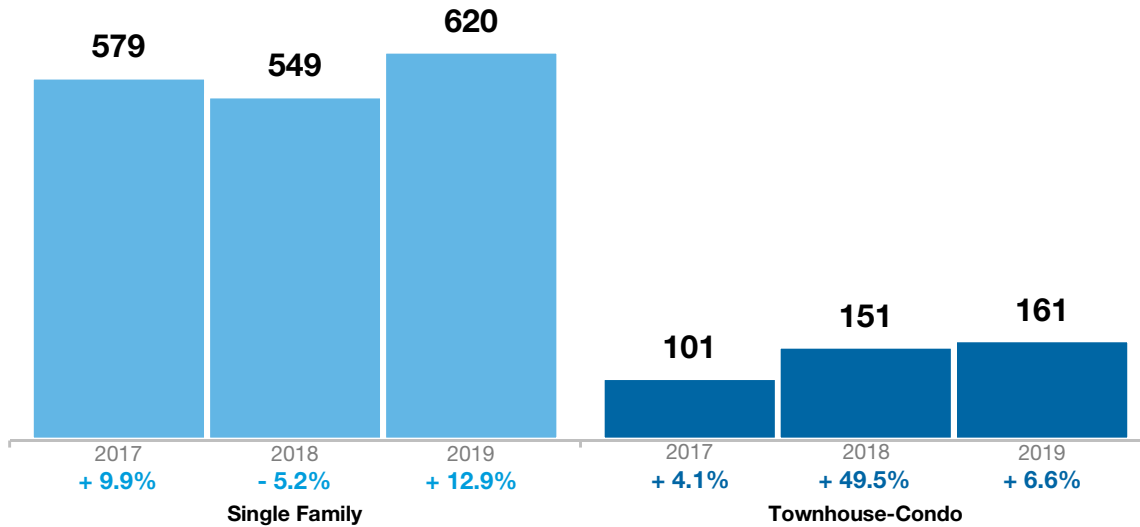


# Inventory of Active Listings

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



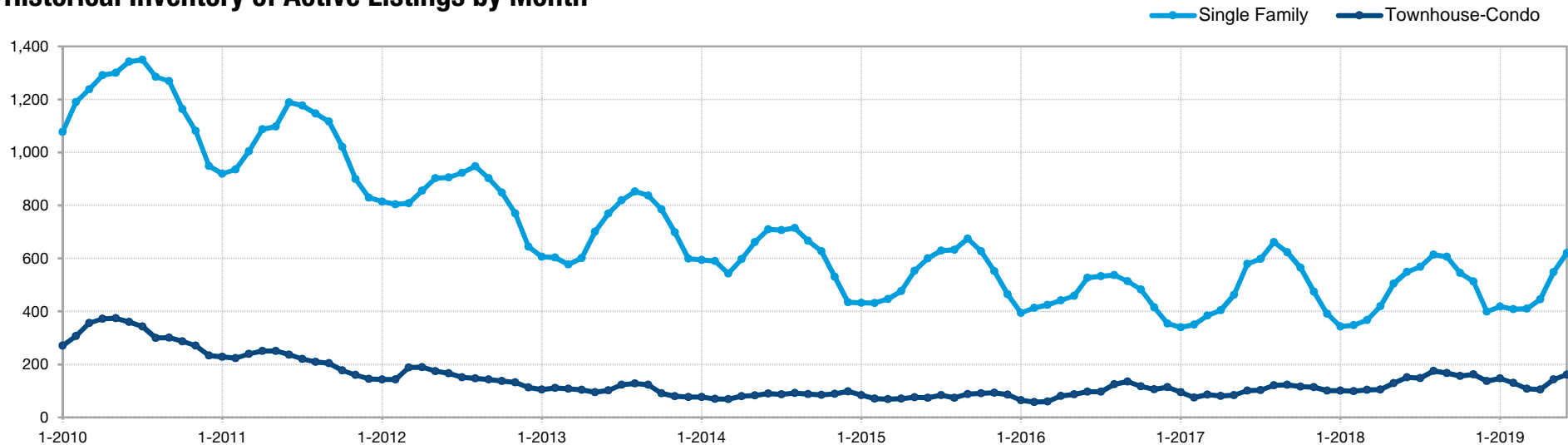
## June



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	568	-5.0%	148	+43.7%
Aug-2018	614	-7.1%	176	+45.5%
Sep-2018	606	-2.7%	167	+35.8%
Oct-2018	545	-3.5%	156	+34.5%
Nov-2018	513	+8.0%	162	+42.1%
Dec-2018	399	+2.0%	137	+35.6%
Jan-2019	418	+21.9%	147	+45.5%
Feb-2019	408	+17.2%	130	+31.3%
Mar-2019	410	+11.7%	108	+3.8%
Apr-2019	446	+6.4%	105	0.0%
May-2019	548	+8.5%	143	+10.9%
<b>Jun-2019</b>	<b>620</b>	<b>+12.9%</b>	<b>161</b>	<b>+6.6%</b>
12-Month Avg*	508	+4.3%	145	+27.3%

\* Active Listings for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

## Historical Inventory of Active Listings by Month

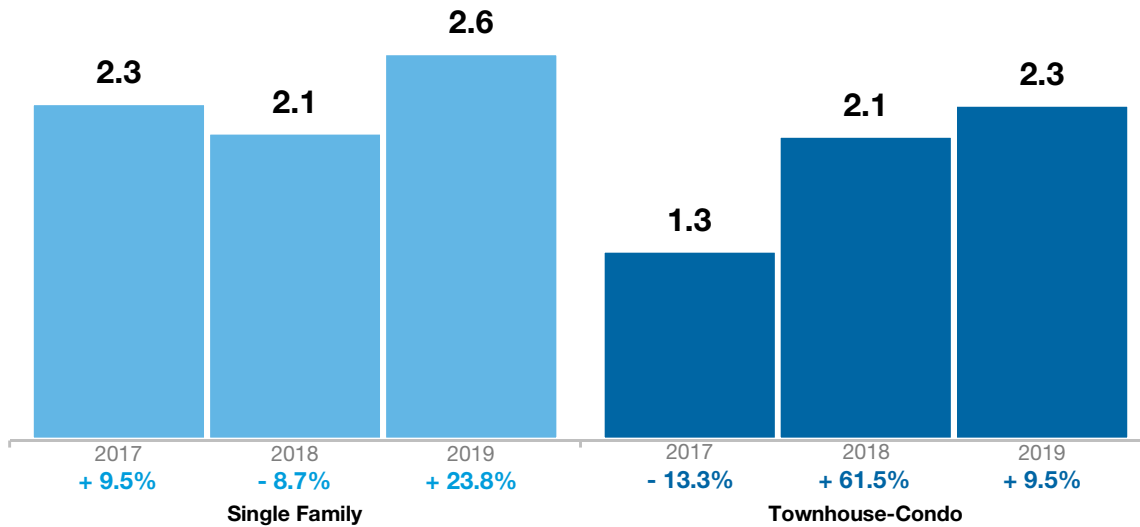


# Months Supply of Inventory

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.



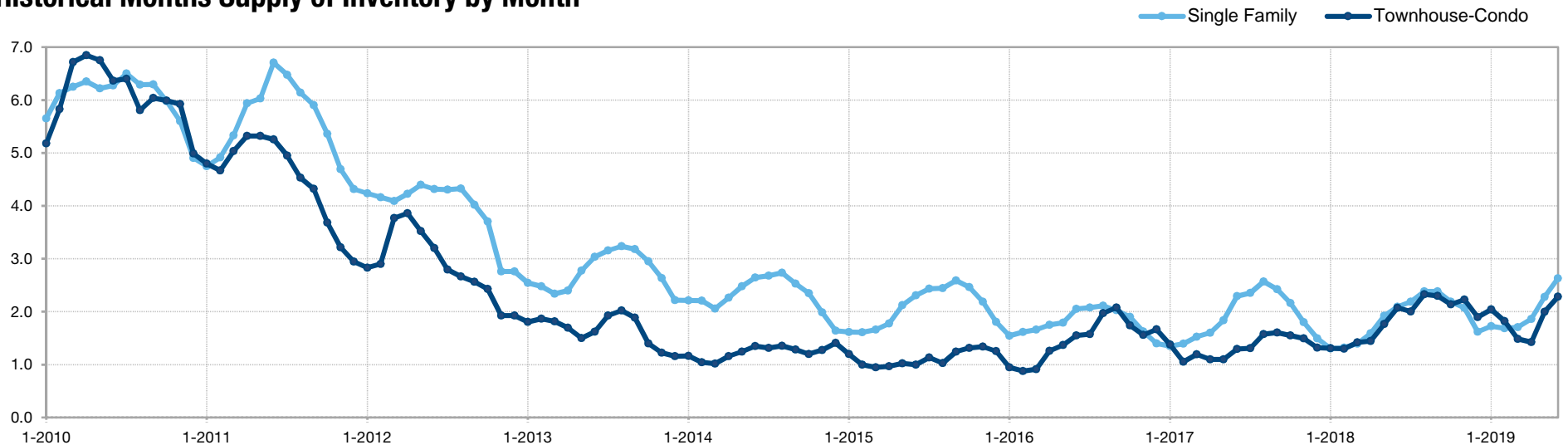
## June



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	2.2	-8.3%	2.0	+53.8%
Aug-2018	2.4	-7.7%	2.3	+43.8%
Sep-2018	2.4	0.0%	2.3	+43.8%
Oct-2018	2.2	0.0%	2.1	+31.3%
Nov-2018	2.1	+16.7%	2.2	+46.7%
Dec-2018	1.6	+6.7%	1.9	+46.2%
Jan-2019	1.7	+30.8%	2.0	+53.8%
Feb-2019	1.7	+30.8%	1.8	+38.5%
Mar-2019	1.7	+21.4%	1.5	+7.1%
Apr-2019	1.9	+18.8%	1.4	0.0%
May-2019	2.3	+21.1%	2.0	+11.1%
<b>Jun-2019</b>	<b>2.6</b>	<b>+23.8%</b>	<b>2.3</b>	<b>+9.5%</b>
12-Month Avg*	2.1	+10.2%	2.0	+31.8%

\* Months Supply for all properties from July 2018 through June 2019. 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	6-2018	6-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
<b>New Listings</b>		534	<b>581</b>	+ 8.8%	2,640	<b>2,737</b>	+ 3.7%
<b>Pending Sales</b>		393	<b>398</b>	+ 1.3%	463	<b>495</b>	+ 6.9%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		445	<b>375</b>	- 15.7%	1,917	<b>1,769</b>	- 7.7%
<b>Median Sales Price</b>		\$391,000	<b>\$410,000</b>	+ 4.9%	\$385,000	<b>\$395,000</b>	+ 2.6%
<b>Avg. Sales Price</b>		\$438,305	<b>\$446,055</b>	+ 2.5%	\$422,185	<b>\$432,555</b>	+ 2.5%
<b>Pct. of List Price Received</b>		100.2%	<b>99.6%</b>	- 0.6%	99.9%	<b>99.3%</b>	- 0.6%
<b>Days on Market</b>		66	<b>60</b>	- 2.8%	71	<b>69</b>	- 2.8%
<b>Affordability Index</b>		87	<b>86</b>	+ 0.7%	88	<b>89</b>	+ 0.7%
<b>Active Listings</b>		700	<b>781</b>	+ 11.6%	--	--	--
<b>Months Supply</b>		2.1	<b>2.6</b>	+ 22.1%	--	--	--

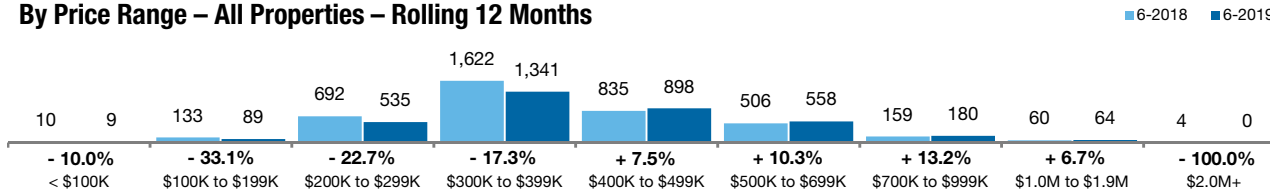


# Sold Listings

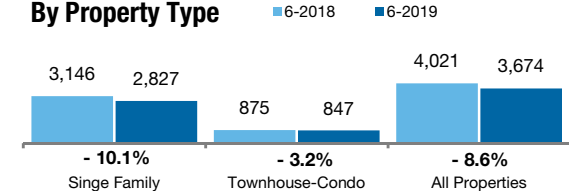
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	10	9	-10.0%	0	0	--
\$100,000 to \$199,999	61	35	-42.6%	72	54	-25.0%
\$200,000 to \$299,999	270	143	-47.0%	422	392	-7.1%
\$300,000 to \$399,999	1,315	1,038	-21.1%	307	303	-1.3%
\$400,000 to \$499,999	790	837	+5.9%	45	61	+35.6%
\$500,000 to \$699,999	488	532	+9.0%	18	26	+44.4%
\$700,000 to \$999,999	152	174	+14.5%	7	6	-14.3%
\$1,000,000 to \$1,999,999	56	59	+5.4%	4	5	+25.0%
\$2,000,000 and Above	4	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>3,146</b>	<b>2,827</b>	<b>-10.1%</b>	<b>875</b>	<b>847</b>	<b>-3.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	5-2019	6-2019	Change	5-2019	6-2019	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	4	3	-25.0%	2	3	+50.0%
\$200,000 to \$299,999	12	12	0.0%	48	43	-10.4%
\$300,000 to \$399,999	97	87	-10.3%	26	30	+15.4%
\$400,000 to \$499,999	105	91	-13.3%	10	6	-40.0%
\$500,000 to \$699,999	59	72	+22.0%	1	1	0.0%
\$700,000 to \$999,999	17	19	+11.8%	0	2	--
\$1,000,000 to \$1,999,999	7	6	-14.3%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>302</b>	<b>290</b>	<b>-4.0%</b>	<b>87</b>	<b>85</b>	<b>-2.3%</b>

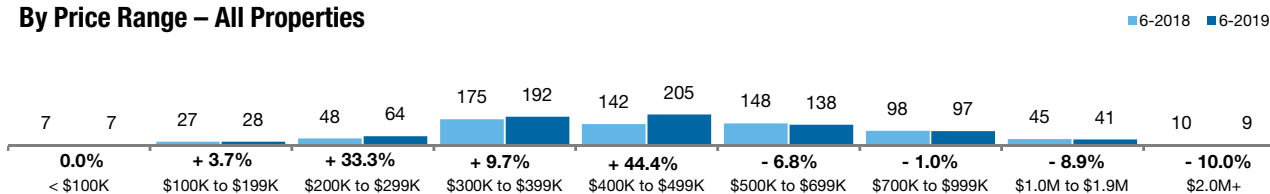
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	0	4	--	0	0	--
\$100,000 to \$199,999	23	12	-47.8%	36	23	-36.1%
\$200,000 to \$299,999	77	59	-23.4%	202	200	-1.0%
\$300,000 to \$399,999	564	459	-18.6%	163	150	-8.0%
\$400,000 to \$499,999	425	426	+0.2%	25	36	+44.0%
\$500,000 to \$699,999	279	269	-3.6%	12	9	-25.0%
\$700,000 to \$999,999	74	88	+18.9%	2	3	+50.0%
\$1,000,000 to \$1,999,999	32	30	-6.3%	2	1	-50.0%
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>1,475</b>	<b>1,347</b>	<b>-8.7%</b>	<b>442</b>	<b>422</b>	<b>-4.5%</b>

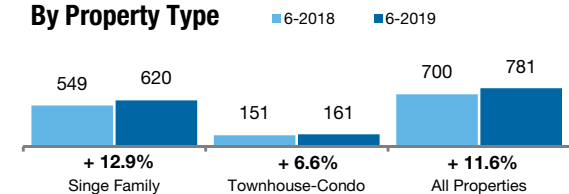
# Inventory of Active Listings

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		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	7	7	0.0%	0	0	--
\$100,000 to \$199,999	18	27	+50.0%	9	1	-88.9%
\$200,000 to \$299,999	21	19	-9.5%	27	45	+66.7%
\$300,000 to \$399,999	114	131	+14.9%	61	61	0.0%
\$400,000 to \$499,999	128	191	+49.2%	14	14	0.0%
\$500,000 to \$699,999	131	116	-11.5%	17	22	+29.4%
\$700,000 to \$999,999	80	83	+3.8%	18	14	-22.2%
\$1,000,000 to \$1,999,999	40	37	-7.5%	5	4	-20.0%
\$2,000,000 and Above	10	9	-10.0%	0	0	--
<b>All Price Ranges</b>	<b>549</b>	<b>620</b>	<b>+12.9%</b>	<b>151</b>	<b>161</b>	<b>+6.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	5-2019	6-2019	Change	5-2019	6-2019	Change
\$99,999 and Below	6	7	+16.7%	0	0	--
\$100,000 to \$199,999	30	27	-10.0%	5	1	-80.0%
\$200,000 to \$299,999	20	19	-5.0%	48	45	-6.3%
\$300,000 to \$399,999	106	131	+23.6%	50	61	+22.0%
\$400,000 to \$499,999	160	191	+19.4%	8	14	+75.0%
\$500,000 to \$699,999	115	116	+0.9%	20	22	+10.0%
\$700,000 to \$999,999	68	83	+22.1%	10	14	+40.0%
\$1,000,000 to \$1,999,999	34	37	+8.8%	2	4	+100.0%
\$2,000,000 and Above	9	9	0.0%	0	0	--
<b>All Price Ranges</b>	<b>548</b>	<b>620</b>	<b>+13.1%</b>	<b>143</b>	<b>161</b>	<b>+12.6%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	0	4	--	0	0	--
\$100,000 to \$199,999	23	12	-47.8%	36	23	-36.1%
\$200,000 to \$299,999	77	59	-23.4%	202	200	-1.0%
\$300,000 to \$399,999	564	459	-18.6%	163	150	-8.0%
\$400,000 to \$499,999	425	426	+0.2%	25	36	+44.0%
\$500,000 to \$699,999	279	269	-3.6%	12	9	-25.0%
\$700,000 to \$999,999	74	88	+18.9%	2	3	+50.0%
\$1,000,000 to \$1,999,999	32	30	-6.3%	2	1	-50.0%
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>1,475</b>	<b>1,347</b>	<b>-8.7%</b>	<b>442</b>	<b>422</b>	<b>-4.5%</b>

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers (e.g., Q3 New Listings are those listings with a system list date from July 1 through September 30).
<b>Pending Sales</b>	A count of all the listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
<b>Under Contract Activity</b>	A count of all listings Under Contract during the reported period. Listings that go Under Contract are counted each day. There is no maximum number of times a listing can be counted as Under Contract. For example, if a listing goes into Under Contract, out of Under Contract, then back into Under Contract all in one reported period, this listing would be counted twice.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
<b>Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

# Local Market Update for June 2019

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## Berthoud

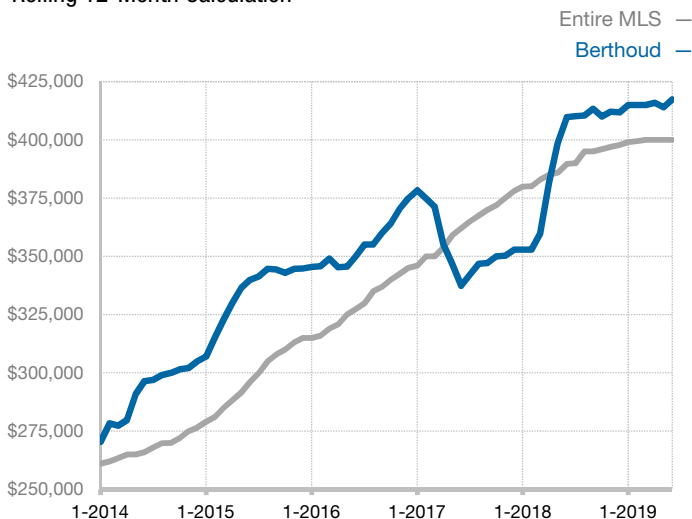
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	55	39	- 29.1%	264	294	+ 11.4%
Closed Sales	42	52	+ 23.8%	155	234	+ 51.0%
Median Sales Price*	\$404,835	<b>\$419,450</b>	+ 3.6%	\$410,000	<b>\$418,775</b>	+ 2.1%
Average Sales Price*	\$427,461	<b>\$466,581</b>	+ 9.2%	\$452,748	<b>\$454,050</b>	+ 0.3%
Percent of List Price Received*	99.8%	<b>99.6%</b>	- 0.2%	99.7%	<b>99.5%</b>	- 0.2%
Days on Market Until Sale	87	90	+ 3.4%	83	103	+ 24.1%
Inventory of Homes for Sale	112	93	- 17.0%	--	--	--
Months Supply of Inventory	4.1	2.7	- 34.1%	--	--	--

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

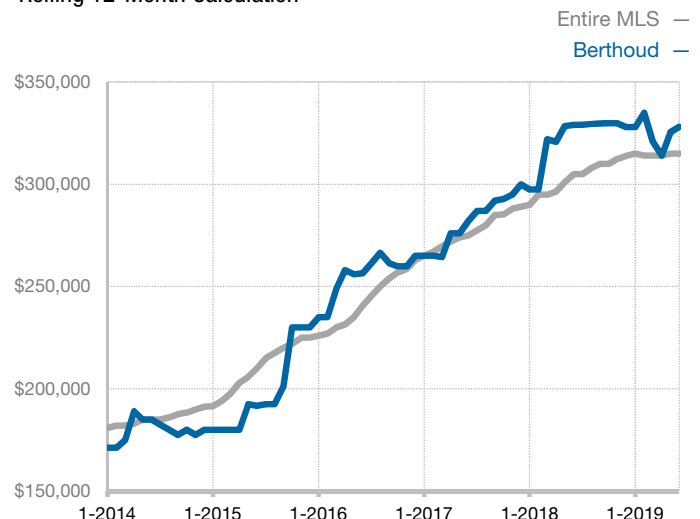
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	2	11	+ 450.0%	25	46	+ 84.0%
Closed Sales	3	3	0.0%	14	15	+ 7.1%
Median Sales Price*	\$342,700	<b>\$365,000</b>	+ 6.5%	\$327,985	<b>\$328,050</b>	+ 0.0%
Average Sales Price*	\$352,567	<b>\$365,598</b>	+ 3.7%	\$337,840	<b>\$323,692</b>	- 4.2%
Percent of List Price Received*	100.4%	<b>103.6%</b>	+ 3.2%	100.7%	<b>102.1%</b>	+ 1.4%
Days on Market Until Sale	23	88	+ 282.6%	60	106	+ 76.7%
Inventory of Homes for Sale	8	18	+ 125.0%	--	--	--
Months Supply of Inventory	3.7	7.0	+ 89.2%	--	--	--

\* 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 June 2019

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## Boulder

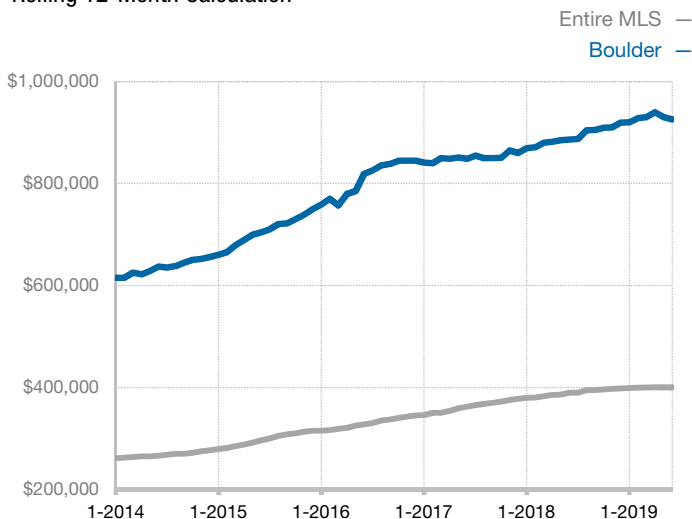
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	145	179	+ 23.4%	807	902	+ 11.8%
Closed Sales	114	83	- 27.2%	483	448	- 7.2%
Median Sales Price*	\$931,000	\$860,000	- 7.6%	\$925,000	\$940,000	+ 1.6%
Average Sales Price*	\$1,149,761	\$1,036,406	- 9.9%	\$1,192,796	\$1,183,222	- 0.8%
Percent of List Price Received*	99.8%	98.7%	- 1.1%	99.4%	98.9%	- 0.5%
Days on Market Until Sale	51	54	+ 5.9%	61	63	+ 3.3%
Inventory of Homes for Sale	237	309	+ 30.4%	--	--	--
Months Supply of Inventory	2.9	4.1	+ 41.4%	--	--	--

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

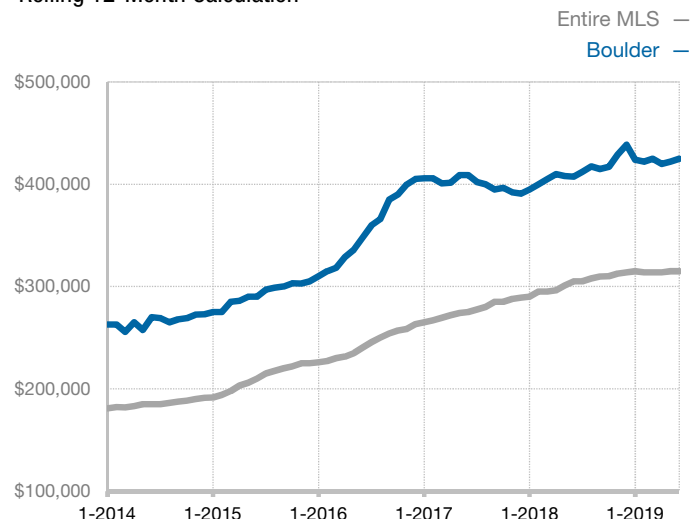
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	94	94	0.0%	542	562	+ 3.7%
Closed Sales	74	64	- 13.5%	374	299	- 20.1%
Median Sales Price*	\$402,500	\$432,450	+ 7.4%	\$450,000	\$425,000	- 5.6%
Average Sales Price*	\$476,897	\$506,424	+ 6.2%	\$523,782	\$517,605	- 1.2%
Percent of List Price Received*	99.9%	98.9%	- 1.0%	100.5%	99.4%	- 1.1%
Days on Market Until Sale	41	48	+ 17.1%	49	64	+ 30.6%
Inventory of Homes for Sale	135	159	+ 17.8%	--	--	--
Months Supply of Inventory	2.3	3.1	+ 34.8%	--	--	--

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

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



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



# Local Market Update for June 2019

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## Fort Collins

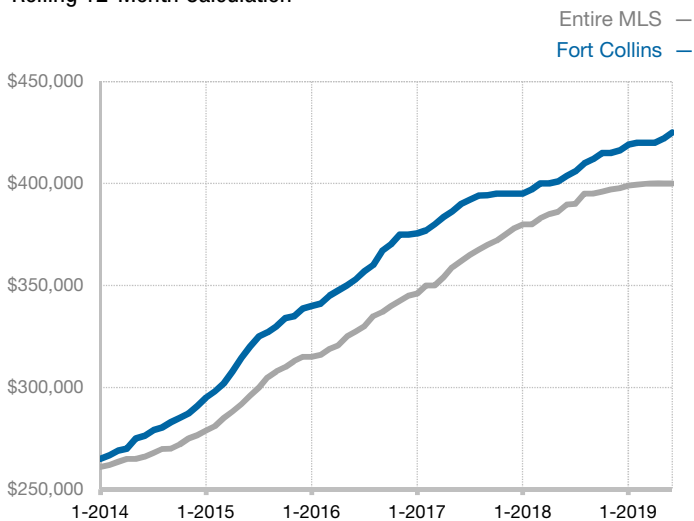
Single Family	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	313	<b>329</b>	+ 5.1%	1,536	<b>1,500</b>	- 2.3%
Closed Sales	259	<b>226</b>	- 12.7%	1,163	<b>1,007</b>	- 13.4%
Median Sales Price*	\$422,090	<b>\$450,000</b>	+ 6.6%	\$415,000	<b>\$430,000</b>	+ 3.6%
Average Sales Price*	\$473,175	<b>\$501,004</b>	+ 5.9%	\$464,859	<b>\$477,669</b>	+ 2.8%
Percent of List Price Received*	100.5%	<b>99.6%</b>	- 0.9%	100.0%	<b>99.4%</b>	- 0.6%
Days on Market Until Sale	49	<b>50</b>	+ 2.0%	60	<b>57</b>	- 5.0%
Inventory of Homes for Sale	337	<b>361</b>	+ 7.1%	--	--	--
Months Supply of Inventory	1.7	<b>2.1</b>	+ 23.5%	--	--	--

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

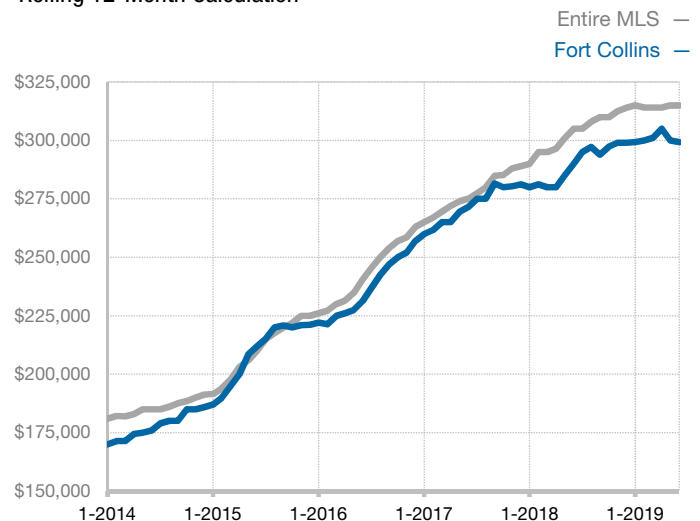
Townhouse-Condo	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	113	<b>124</b>	+ 9.7%	535	<b>563</b>	+ 5.2%
Closed Sales	92	<b>72</b>	- 21.7%	415	<b>370</b>	- 10.8%
Median Sales Price*	\$309,000	<b>\$285,000</b>	- 7.8%	\$299,000	<b>\$298,200</b>	- 0.3%
Average Sales Price*	\$304,470	<b>\$310,024</b>	+ 1.8%	\$308,851	<b>\$312,170</b>	+ 1.1%
Percent of List Price Received*	100.4%	<b>99.6%</b>	- 0.8%	100.2%	<b>99.2%</b>	- 1.0%
Days on Market Until Sale	83	<b>45</b>	- 45.8%	89	<b>70</b>	- 21.3%
Inventory of Homes for Sale	144	<b>141</b>	- 2.1%	--	--	--
Months Supply of Inventory	2.1	<b>2.2</b>	+ 4.8%	--	--	--

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

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



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



# Local Market Update for June 2019

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## Greeley

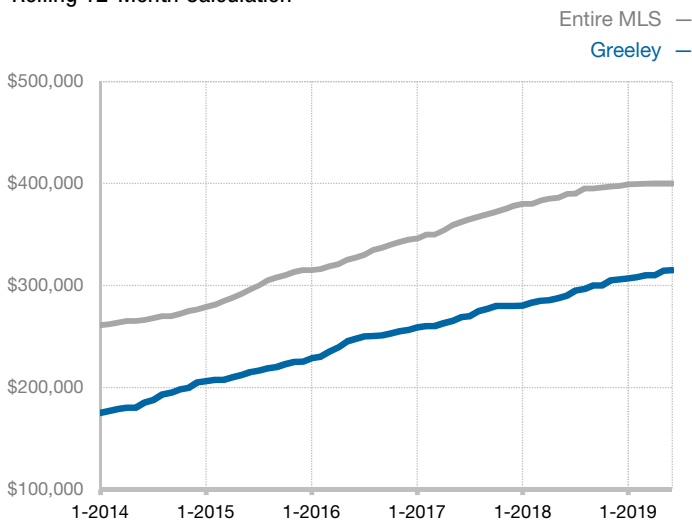
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	193	199	+ 3.1%	999	1,044	+ 4.5%
Closed Sales	156	138	- 11.5%	703	806	+ 14.7%
Median Sales Price*	\$307,750	\$325,500	+ 5.8%	\$299,000	\$319,900	+ 7.0%
Average Sales Price*	\$323,123	\$335,631	+ 3.9%	\$321,832	\$328,340	+ 2.0%
Percent of List Price Received*	100.6%	100.2%	- 0.4%	100.3%	99.7%	- 0.6%
Days on Market Until Sale	48	49	+ 2.1%	48	56	+ 16.7%
Inventory of Homes for Sale	174	166	- 4.6%	--	--	--
Months Supply of Inventory	1.4	1.2	- 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.

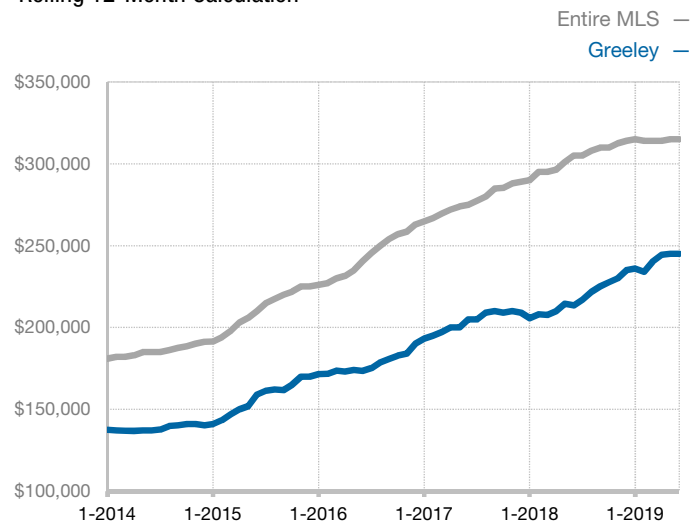
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	29	32	+ 10.3%	168	181	+ 7.7%
Closed Sales	27	19	- 29.6%	127	138	+ 8.7%
Median Sales Price*	\$225,000	\$250,000	+ 11.1%	\$217,000	\$245,000	+ 12.9%
Average Sales Price*	\$241,355	\$250,124	+ 3.6%	\$230,949	\$245,354	+ 6.2%
Percent of List Price Received*	100.0%	98.8%	- 1.2%	100.2%	99.4%	- 0.8%
Days on Market Until Sale	39	43	+ 10.3%	42	47	+ 11.9%
Inventory of Homes for Sale	23	32	+ 39.1%	--	--	--
Months Supply of Inventory	1.0	1.4	+ 40.0%	--	--	--

\* 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 June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

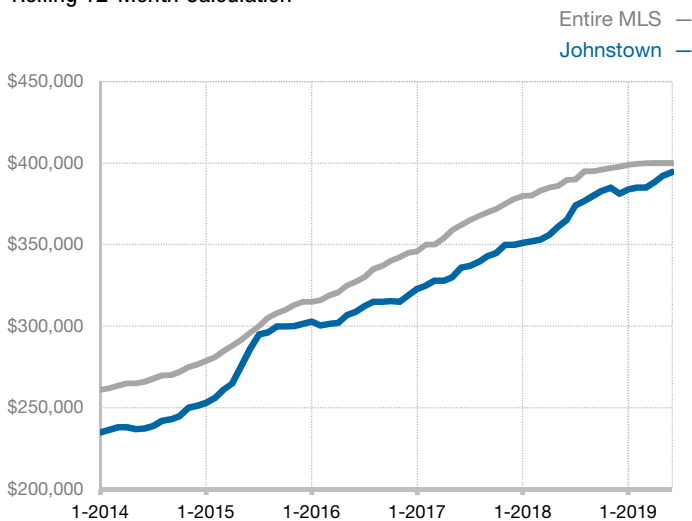
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	48	48	0.0%	295	290	- 1.7%
Closed Sales	51	36	- 29.4%	233	181	- 22.3%
Median Sales Price*	\$382,500	<b>\$383,500</b>	+ 0.3%	\$377,500	<b>\$395,686</b>	+ 4.8%
Average Sales Price*	\$393,201	<b>\$402,681</b>	+ 2.4%	\$394,556	<b>\$411,645</b>	+ 4.3%
Percent of List Price Received*	100.3%	<b>100.3%</b>	0.0%	100.2%	<b>99.9%</b>	- 0.3%
Days on Market Until Sale	65	38	- 41.5%	60	78	+ 30.0%
Inventory of Homes for Sale	59	89	+ 50.8%	--	--	--
Months Supply of Inventory	1.5	2.8	+ 86.7%	--	--	--

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

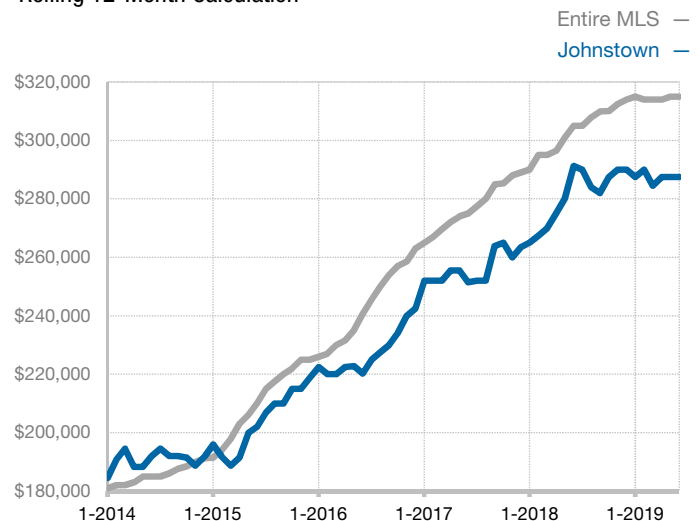
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	1	1	0.0%	16	10	- 37.5%
Closed Sales	1	3	+ 200.0%	13	9	- 30.8%
Median Sales Price*	\$318,000	<b>\$290,000</b>	- 8.8%	\$292,500	<b>\$290,000</b>	- 0.9%
Average Sales Price*	\$318,000	<b>\$312,467</b>	- 1.7%	\$290,628	<b>\$300,467</b>	+ 3.4%
Percent of List Price Received*	97.8%	<b>101.0%</b>	+ 3.3%	99.2%	<b>99.3%</b>	+ 0.1%
Days on Market Until Sale	40	50	+ 25.0%	43	62	+ 44.2%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	1.3	0.5	- 61.5%	--	--	--

\* 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 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

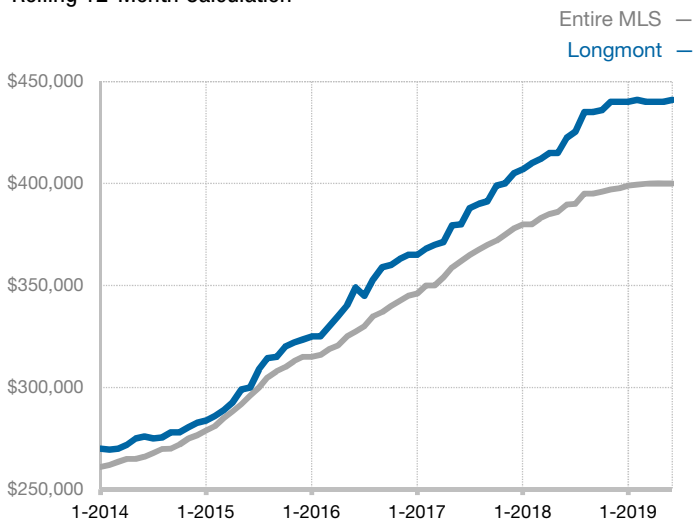
Single Family	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	186	198	+ 6.5%	918	1,011	+ 10.1%
Closed Sales	146	135	- 7.5%	633	636	+ 0.5%
Median Sales Price*	\$442,408	<b>\$455,000</b>	+ 2.8%	\$440,000	<b>\$442,000</b>	+ 0.5%
Average Sales Price*	\$515,370	<b>\$489,009</b>	- 5.1%	\$505,625	<b>\$496,807</b>	- 1.7%
Percent of List Price Received*	101.3%	<b>99.4%</b>	- 1.9%	100.4%	<b>99.2%</b>	- 1.2%
Days on Market Until Sale	43	55	+ 27.9%	55	59	+ 7.3%
Inventory of Homes for Sale	263	287	+ 9.1%	--	--	--
Months Supply of Inventory	2.3	2.6	+ 13.0%	--	--	--

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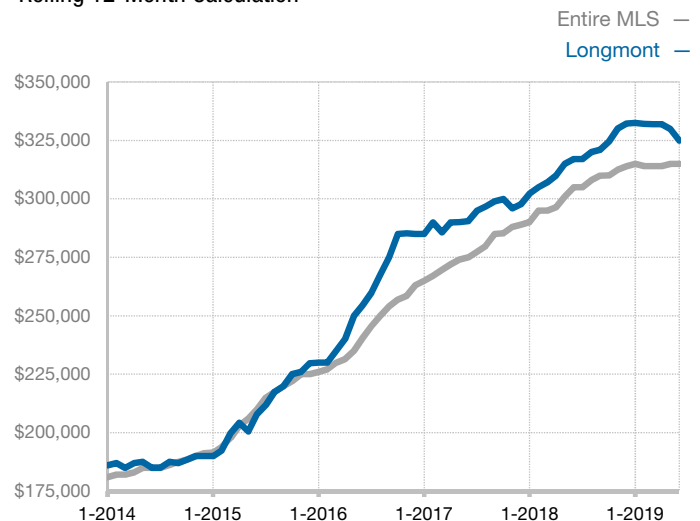
Townhouse-Condo	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	51	46	- 9.8%	214	255	+ 19.2%
Closed Sales	43	30	- 30.2%	169	174	+ 3.0%
Median Sales Price*	\$340,588	<b>\$325,000</b>	- 4.6%	\$331,050	<b>\$324,900</b>	- 1.9%
Average Sales Price*	\$355,589	<b>\$347,424</b>	- 2.3%	\$351,894	<b>\$343,261</b>	- 2.5%
Percent of List Price Received*	100.6%	<b>99.9%</b>	- 0.7%	101.1%	<b>99.9%</b>	- 1.2%
Days on Market Until Sale	60	70	+ 16.7%	54	78	+ 44.4%
Inventory of Homes for Sale	46	75	+ 63.0%	--	--	--
Months Supply of Inventory	1.6	2.6	+ 62.5%	--	--	--

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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 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

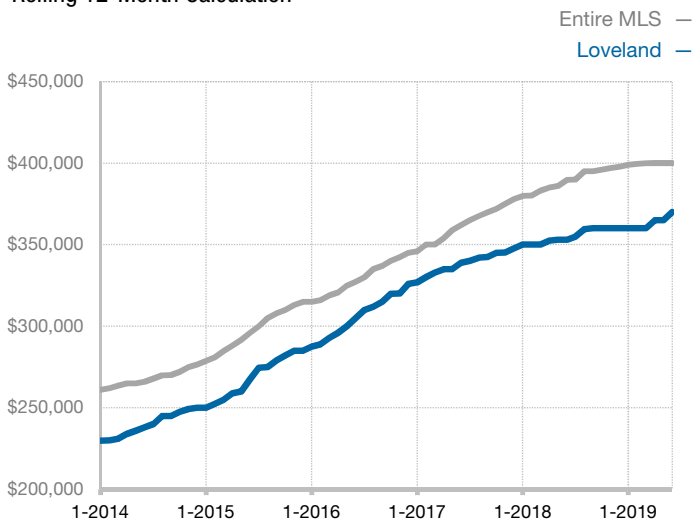
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	189	<b>232</b>	+ 22.8%	944	<b>1,006</b>	+ 6.6%
Closed Sales	164	<b>134</b>	- 18.3%	677	<b>647</b>	- 4.4%
Median Sales Price*	\$364,000	<b>\$388,000</b>	+ 6.6%	\$360,000	<b>\$379,700</b>	+ 5.5%
Average Sales Price*	\$413,697	<b>\$442,757</b>	+ 7.0%	\$408,586	<b>\$433,618</b>	+ 6.1%
Percent of List Price Received*	100.6%	<b>99.3%</b>	- 1.3%	100.1%	<b>99.2%</b>	- 0.9%
Days on Market Until Sale	50	<b>51</b>	+ 2.0%	69	<b>61</b>	- 11.6%
Inventory of Homes for Sale	220	<b>276</b>	+ 25.5%	--	--	--
Months Supply of Inventory	1.7	<b>2.4</b>	+ 41.2%	--	--	--

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

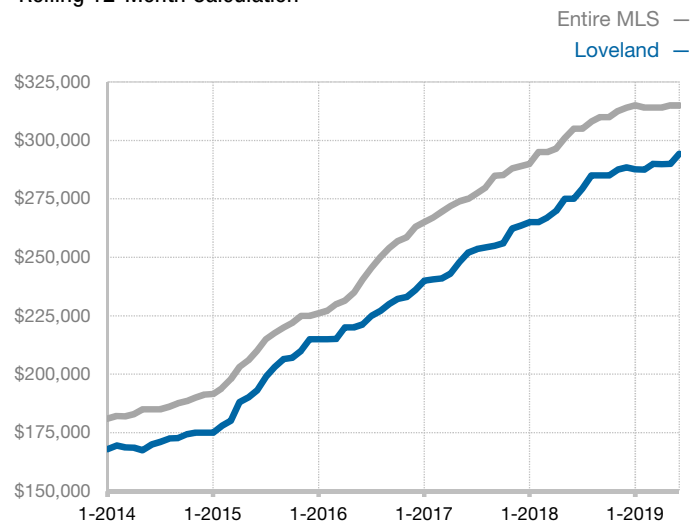
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	39	<b>37</b>	- 5.1%	206	<b>215</b>	+ 4.4%
Closed Sales	39	<b>21</b>	- 46.2%	176	<b>154</b>	- 12.5%
Median Sales Price*	\$275,000	<b>\$305,000</b>	+ 10.9%	\$289,952	<b>\$302,700</b>	+ 4.4%
Average Sales Price*	\$288,269	<b>\$320,699</b>	+ 11.2%	\$299,930	<b>\$314,386</b>	+ 4.8%
Percent of List Price Received*	101.1%	<b>100.7%</b>	- 0.4%	100.5%	<b>100.2%</b>	- 0.3%
Days on Market Until Sale	95	<b>109</b>	+ 14.7%	113	<b>130</b>	+ 15.0%
Inventory of Homes for Sale	74	<b>94</b>	+ 27.0%	--	--	--
Months Supply of Inventory	2.9	<b>3.8</b>	+ 31.0%	--	--	--

\* 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 June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

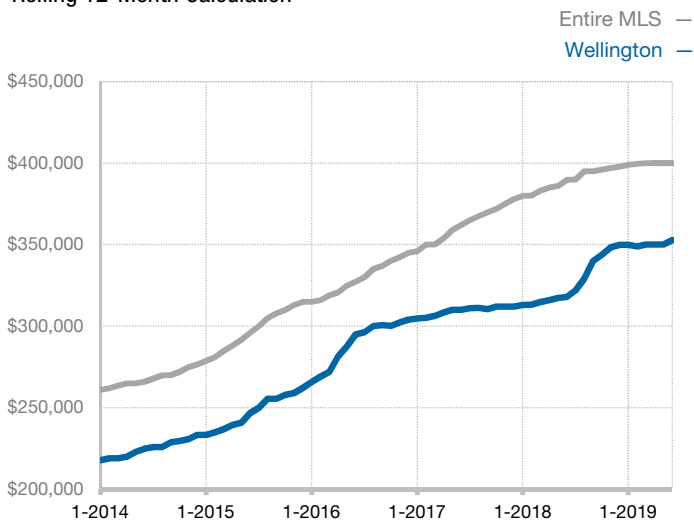
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	35	44	+ 25.7%	175	238	+ 36.0%
Closed Sales	28	26	- 7.1%	124	158	+ 27.4%
Median Sales Price*	\$337,450	<b>\$372,745</b>	+ 10.5%	\$345,750	<b>\$355,500</b>	+ 2.8%
Average Sales Price*	\$344,974	<b>\$365,892</b>	+ 6.1%	\$366,437	<b>\$373,442</b>	+ 1.9%
Percent of List Price Received*	100.5%	<b>99.7%</b>	- 0.8%	99.8%	<b>99.7%</b>	- 0.1%
Days on Market Until Sale	42	67	+ 59.5%	57	75	+ 31.6%
Inventory of Homes for Sale	36	81	+ 125.0%	--	--	--
Months Supply of Inventory	1.1	3.2	+ 190.9%	--	--	--

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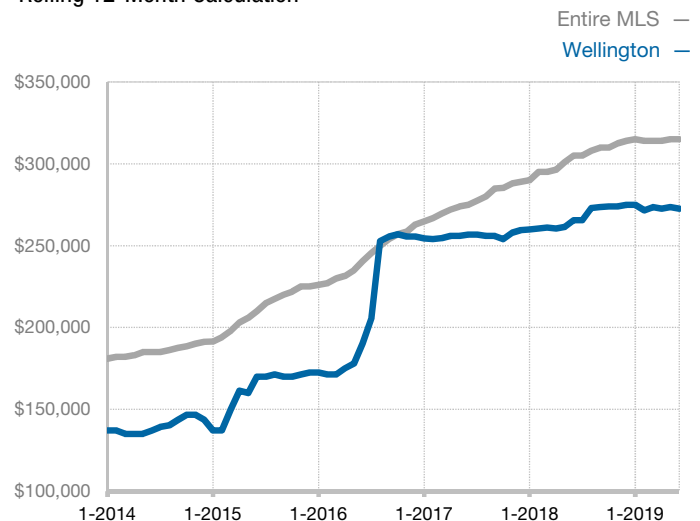
Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	0	7	--	29	43	+ 48.3%
Closed Sales	6	2	- 66.7%	21	36	+ 71.4%
Median Sales Price*	\$270,700	<b>\$247,200</b>	- 8.7%	\$266,100	<b>\$267,250</b>	+ 0.4%
Average Sales Price*	\$270,825	<b>\$247,200</b>	- 8.7%	\$252,602	<b>\$266,520</b>	+ 5.5%
Percent of List Price Received*	100.8%	<b>100.7%</b>	- 0.1%	100.5%	<b>99.8%</b>	- 0.7%
Days on Market Until Sale	32	96	+ 200.0%	53	108	+ 103.8%
Inventory of Homes for Sale	5	9	+ 80.0%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--

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



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



# Local Market Update for June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

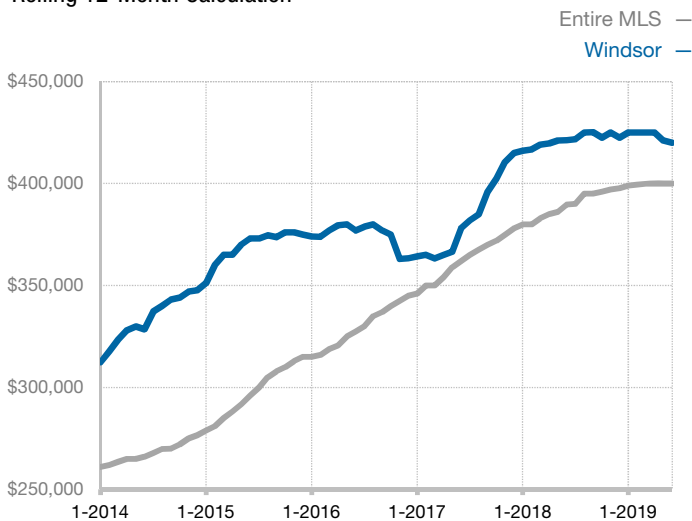
Single Family	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	111	135	+ 21.6%	610	759	+ 24.4%
Closed Sales	84	100	+ 19.0%	403	505	+ 25.3%
Median Sales Price*	\$434,023	<b>\$408,594</b>	- 5.9%	\$420,980	<b>\$411,385</b>	- 2.3%
Average Sales Price*	\$476,844	<b>\$463,444</b>	- 2.8%	\$462,732	<b>\$461,187</b>	- 0.3%
Percent of List Price Received*	99.9%	<b>99.6%</b>	- 0.3%	99.7%	<b>99.4%</b>	- 0.3%
Days on Market Until Sale	88	<b>77</b>	- 12.5%	95	<b>92</b>	- 3.2%
Inventory of Homes for Sale	208	<b>244</b>	+ 17.3%	--	--	--
Months Supply of Inventory	3.0	<b>3.1</b>	+ 3.3%	--	--	--

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Townhouse-Condo	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	14	27	+ 92.9%	89	109	+ 22.5%
Closed Sales	17	11	- 35.3%	54	67	+ 24.1%
Median Sales Price*	\$356,690	<b>\$315,600</b>	- 11.5%	\$343,065	<b>\$325,750</b>	- 5.0%
Average Sales Price*	\$357,536	<b>\$329,718</b>	- 7.8%	\$325,875	<b>\$331,046</b>	+ 1.6%
Percent of List Price Received*	100.9%	<b>101.1%</b>	+ 0.2%	101.1%	<b>100.5%</b>	- 0.6%
Days on Market Until Sale	182	<b>212</b>	+ 16.5%	130	<b>170</b>	+ 30.8%
Inventory of Homes for Sale	68	<b>55</b>	- 19.1%	--	--	--
Months Supply of Inventory	8.0	<b>5.0</b>	- 37.5%	--	--	--

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



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

