



# FCBR 2022

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**David Biggers**  
*Mortgage Loan Officer*  
970.494.6140  
NMLS 500556



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# Monthly Indicators



## January 2022

New Listings were down 39.6 percent for single family homes and 36.1 percent for townhouse-condo properties. Pending Sales landed at 151 for single family homes and 71 for townhouse-condo properties.

The Median Sales Price was up 15.7 percent to \$541,000 for single family homes and 19.2 percent to \$387,500 for townhouse-condo properties. Days on Market decreased 29.3 percent for single family homes and 9.6 percent for townhouse-condo properties.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

## Activity Snapshot

<b>- 26.1%</b>	<b>- 29.3%</b>	<b>+ 15.7%</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.

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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	1-2021	1-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
<b>New Listings</b>		222	<b>134</b>	- 39.6%	222	<b>134</b>	- 39.6%
<b>Pending Sales</b>		221	<b>151</b>	- 31.7%	221	<b>151</b>	- 31.7%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		165	<b>122</b>	- 26.1%	165	<b>122</b>	- 26.1%
<b>Median Sales Price</b>		\$467,500	<b>\$541,000</b>	+ 15.7%	\$467,500	<b>\$541,000</b>	+ 15.7%
<b>Avg. Sales Price</b>		\$542,544	<b>\$595,759</b>	+ 9.8%	\$542,544	<b>\$595,759</b>	+ 9.8%
<b>Pct. of List Price Received</b>		100.3%	<b>102.2%</b>	+ 1.9%	100.3%	<b>102.2%</b>	+ 1.9%
<b>Days on Market</b>		82	<b>58</b>	- 29.3%	82	<b>58</b>	- 29.3%
<b>Affordability Index</b>		85	<b>68</b>	- 20.0%	85	<b>68</b>	- 20.0%
<b>Active Listings</b>		198	<b>95</b>	- 52.0%	--	--	--
<b>Months Supply</b>		0.8	<b>0.4</b>	- 50.0%	--	--	--

# Townhouse-Condo Activity Overview

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



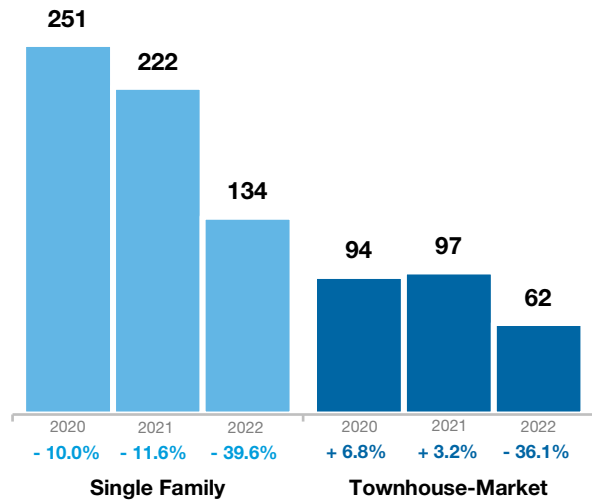
Key Metrics	Historical Sparkbars	1-2021	1-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
<b>New Listings</b>		97	62	- 36.1%	97	62	- 36.1%
<b>Pending Sales</b>		82	71	- 13.4%	82	71	- 13.4%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		69	42	- 39.1%	69	42	- 39.1%
<b>Median Sales Price</b>		\$325,000	\$387,500	+ 19.2%	\$325,000	\$387,500	+ 19.2%
<b>Avg. Sales Price</b>		\$353,445	\$395,329	+ 11.9%	\$353,445	\$395,329	+ 11.9%
<b>Pct. of List Price Received</b>		99.4%	103.2%	+ 3.8%	99.4%	103.2%	+ 3.8%
<b>Days on Market</b>		94	85	- 9.6%	94	85	- 9.6%
<b>Affordability Index</b>		123	95	- 22.8%	123	95	- 22.8%
<b>Active Listings</b>		99	30	- 69.7%	--	--	--
<b>Months Supply</b>		1.2	0.4	- 66.7%	--	--	--

# New Listings

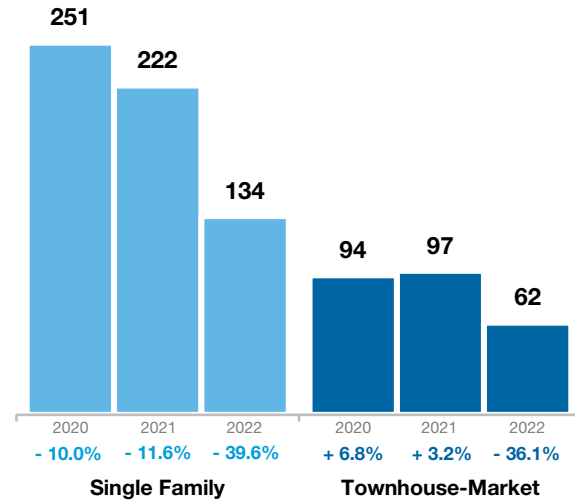
A count of the properties that have been newly listed on the market in a given month.



## January

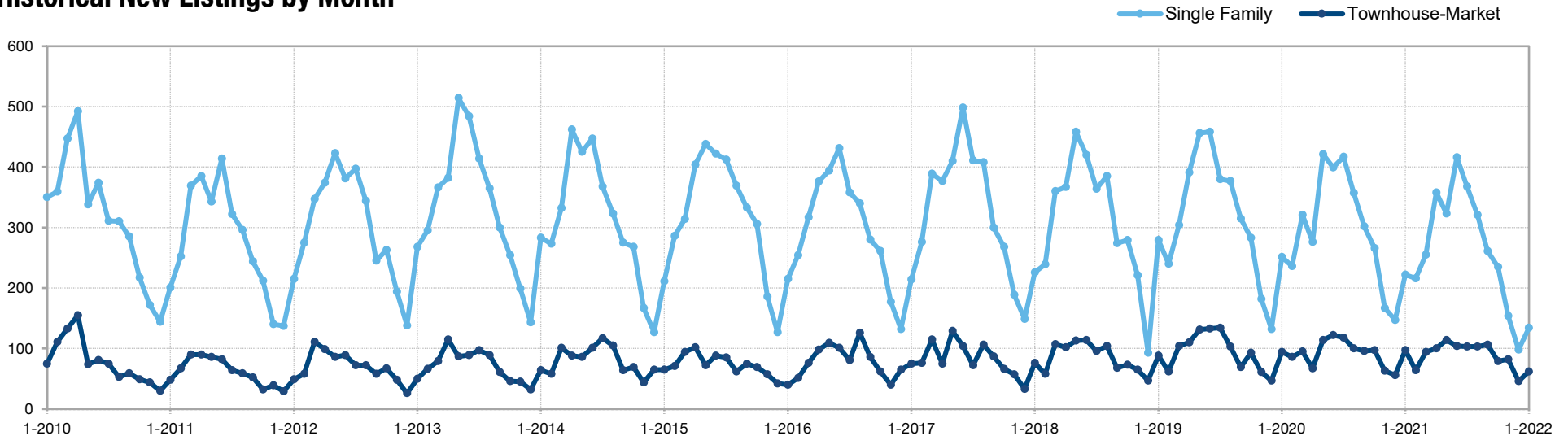


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2021	216	-8.5%	64	-25.6%
Mar-2021	255	-20.6%	94	-1.1%
Apr-2021	358	+29.7%	100	+49.3%
May-2021	323	-23.3%	114	0.0%
Jun-2021	416	+4.3%	104	-14.8%
Jul-2021	368	-11.8%	103	-12.7%
Aug-2021	321	-10.1%	103	+3.0%
Sep-2021	261	-13.6%	106	+10.4%
Oct-2021	235	-11.7%	79	-18.6%
Nov-2021	154	-7.8%	82	+30.2%
Dec-2021	98	-33.3%	46	-17.9%
<b>Jan-2022</b>	<b>134</b>	<b>-39.6%</b>	<b>62</b>	<b>-36.1%</b>
12-Month Avg	262	-11.1%	88	-4.9%

## Historical New Listings by Month

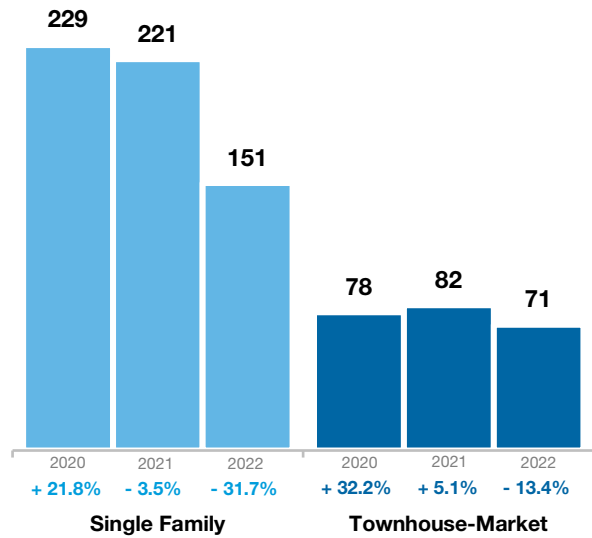


# Pending Sales

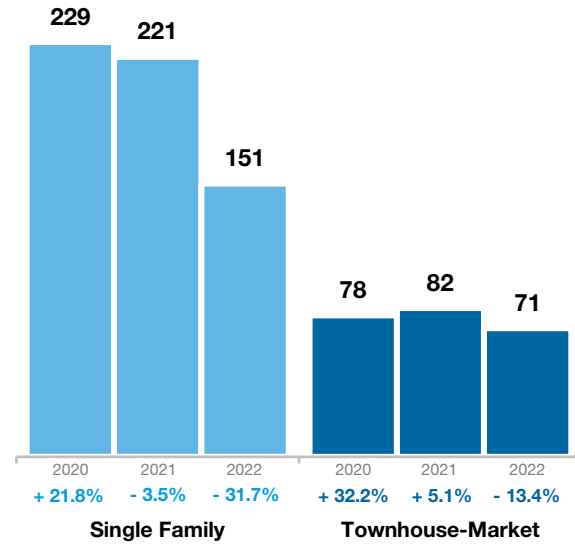
A count of the properties on which offers have been accepted in a given month.



## January

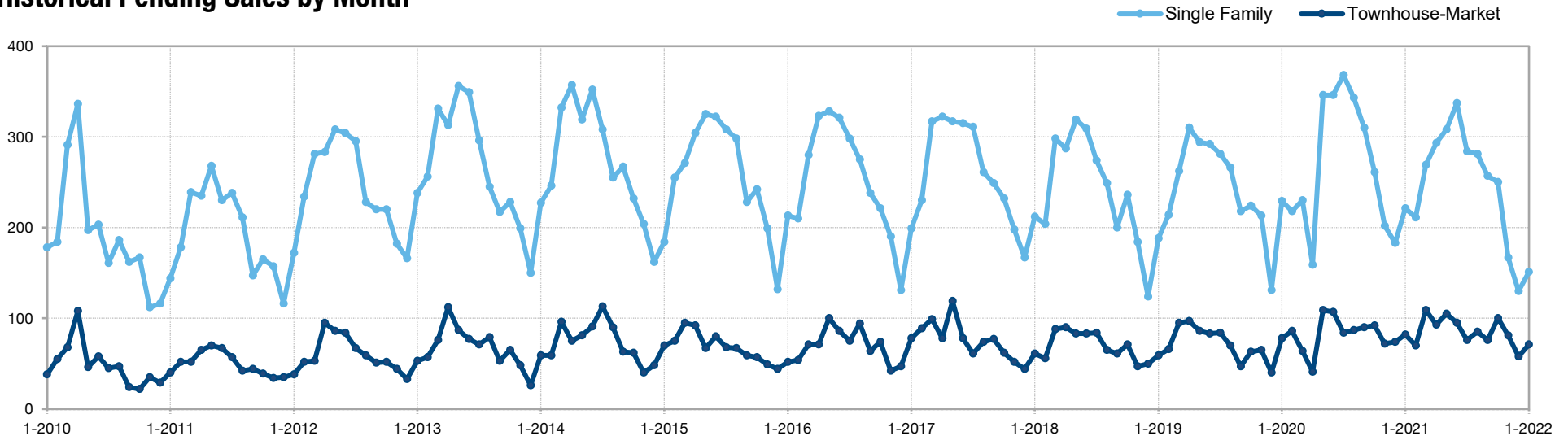


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2021	211	-3.2%	70	-18.6%
Mar-2021	269	+17.0%	109	+70.3%
Apr-2021	293	+84.3%	93	+126.8%
May-2021	308	-11.0%	105	-3.7%
Jun-2021	337	-2.6%	95	-11.2%
Jul-2021	284	-22.8%	76	-9.5%
Aug-2021	281	-18.1%	85	-2.3%
Sep-2021	257	-17.1%	76	-15.6%
Oct-2021	250	-4.2%	100	+8.7%
Nov-2021	167	-17.3%	81	+12.5%
Dec-2021	130	-29.0%	58	-21.6%
<b>Jan-2022</b>	<b>151</b>	<b>-31.7%</b>	<b>71</b>	<b>-13.4%</b>
12-Month Avg	245	-7.8%	85	+3.1%

## Historical Pending Sales by Month

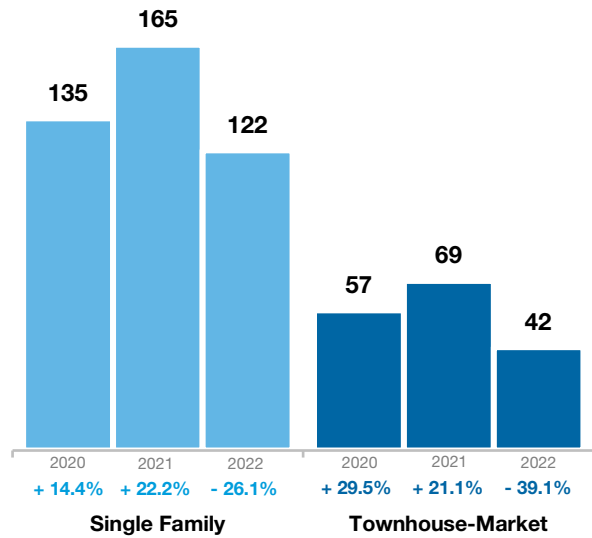


# Sold Listings

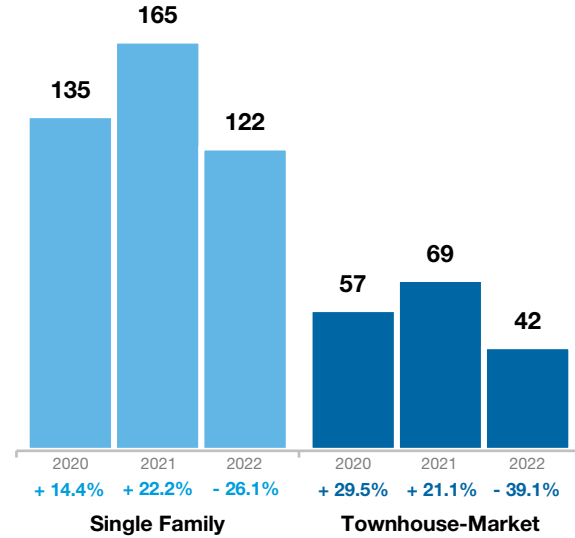
A count of the actual sales that closed in a given month.



## January

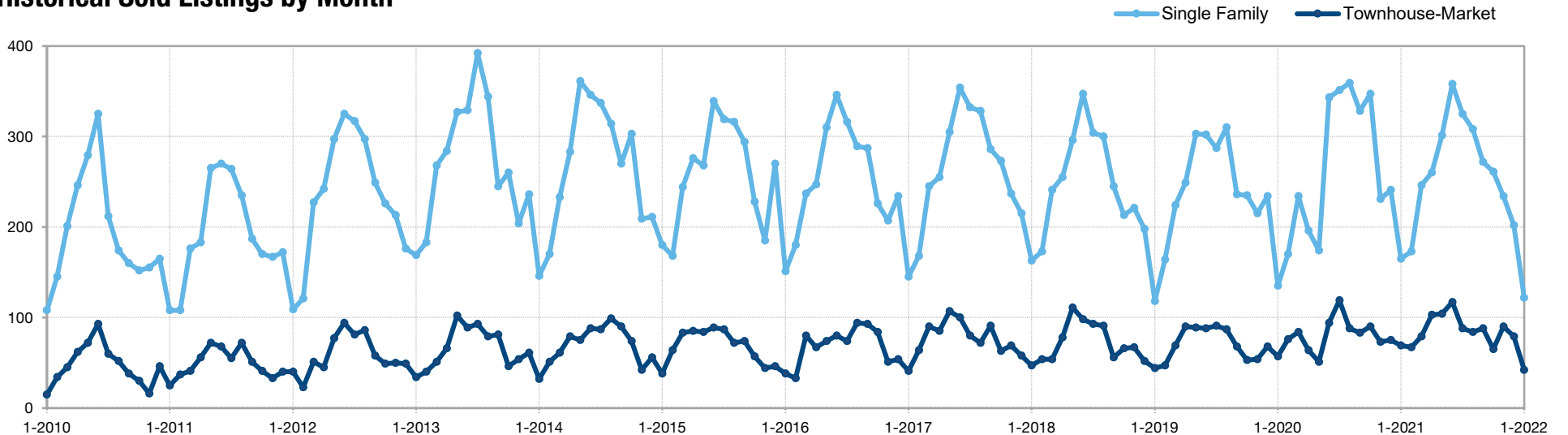


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2021	173	+1.8%	67	-11.8%
Mar-2021	246	+5.1%	79	-6.0%
Apr-2021	260	+32.7%	103	+60.9%
May-2021	301	+73.0%	104	+103.9%
Jun-2021	358	+4.4%	117	+24.5%
Jul-2021	325	-7.4%	88	-26.1%
Aug-2021	308	-14.2%	84	-4.5%
Sep-2021	272	-17.1%	88	+6.0%
Oct-2021	261	-24.8%	65	-27.8%
Nov-2021	234	+1.3%	90	+23.3%
Dec-2021	202	-16.2%	79	+5.3%
<b>Jan-2022</b>	<b>122</b>	<b>-26.1%</b>	<b>42</b>	<b>-39.1%</b>
12-Month Avg	255	-2.5%	84	+4.1%

## Historical Sold Listings by Month

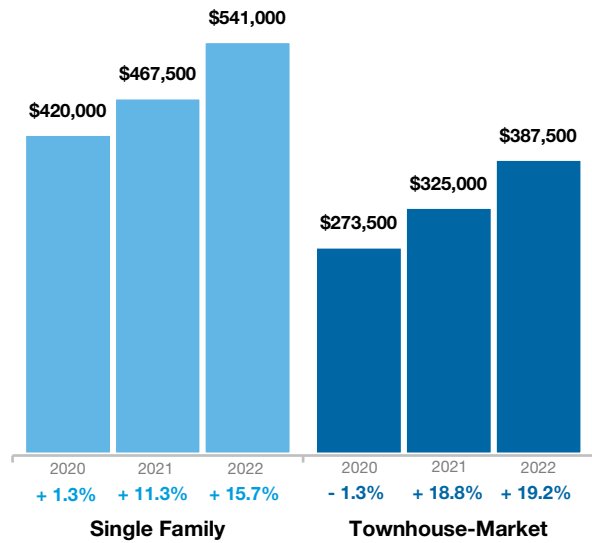


# Median Sales Price

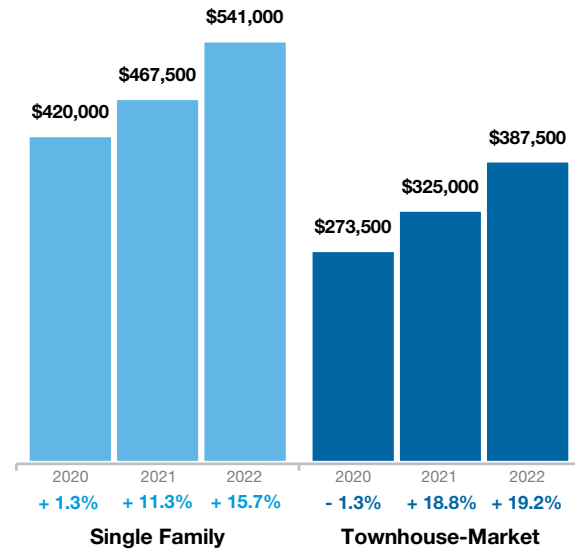
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



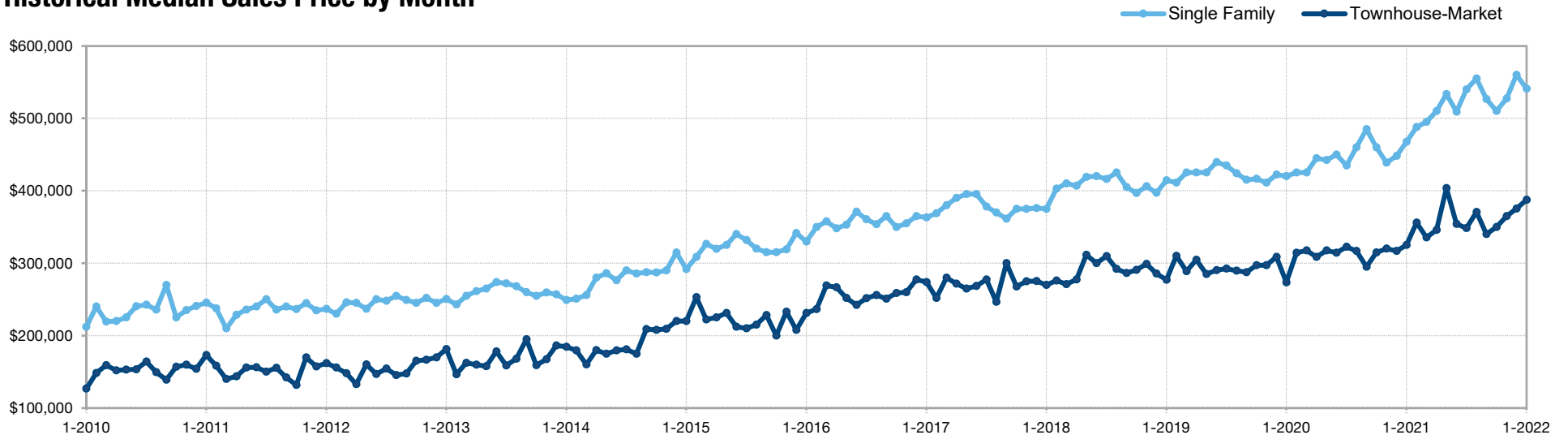
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2021	\$488,000	+14.8%	\$355,821	+13.1%
Mar-2021	\$495,000	+16.5%	\$335,500	+5.7%
Apr-2021	\$510,000	+14.6%	\$346,000	+12.1%
May-2021	\$533,435	+20.6%	\$403,750	+27.2%
Jun-2021	\$509,000	+13.1%	\$354,000	+12.6%
Jul-2021	\$540,000	+24.1%	\$348,500	+8.0%
Aug-2021	\$555,000	+20.7%	\$370,500	+17.0%
Sep-2021	\$526,548	+8.6%	\$340,000	+15.3%
Oct-2021	\$510,000	+10.9%	\$350,000	+11.2%
Nov-2021	\$527,500	+20.2%	\$365,000	+14.1%
Dec-2021	\$560,000	+25.0%	\$375,135	+18.4%
<b>Jan-2022</b>	<b>\$541,000</b>	<b>+15.7%</b>	<b>\$387,500</b>	<b>+19.2%</b>
12-Month Avg*	\$525,000	+16.7%	\$360,000	+14.2%

\* Median Sales Price for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



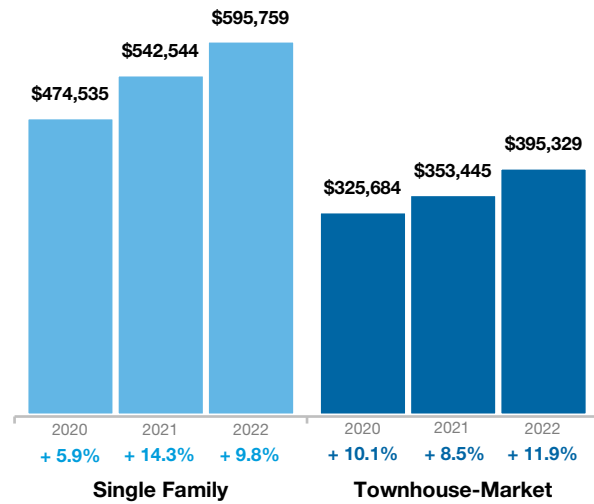


# Average Sales Price

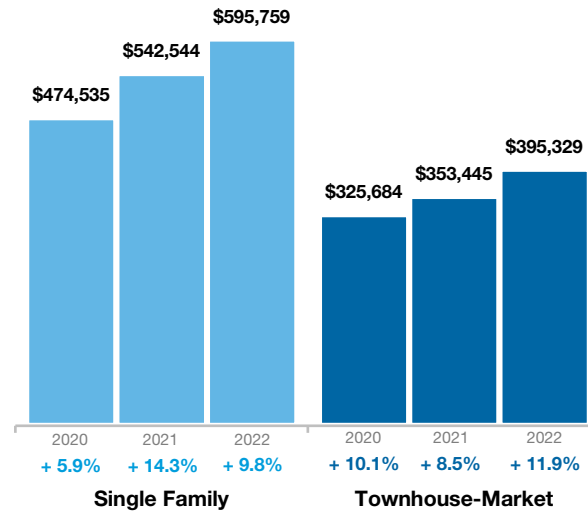
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



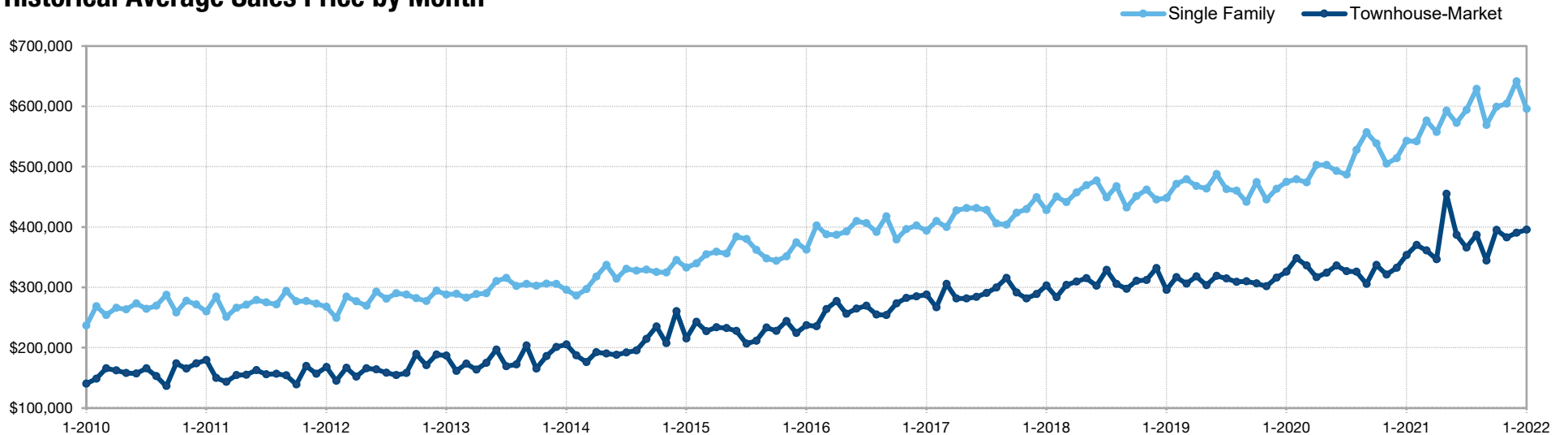
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2021	\$541,852	+13.1%	\$370,160	+6.3%
Mar-2021	\$576,045	+21.6%	\$361,233	+7.5%
Apr-2021	\$557,271	+10.8%	\$346,681	+9.5%
May-2021	\$592,727	+17.9%	\$455,018	+40.4%
Jun-2021	\$572,465	+16.2%	\$386,900	+15.1%
Jul-2021	\$593,998	+22.0%	\$365,895	+11.9%
Aug-2021	\$628,657	+19.2%	\$387,003	+18.8%
Sep-2021	\$568,895	+2.1%	\$344,300	+12.7%
Oct-2021	\$599,008	+11.3%	\$395,165	+17.3%
Nov-2021	\$604,279	+19.7%	\$382,467	+19.2%
Dec-2021	\$641,325	+24.8%	\$390,490	+17.5%
<b>Jan-2022</b>	<b>\$595,759</b>	<b>+9.8%</b>	<b>\$395,329</b>	<b>+11.9%</b>
12-Month Avg*	\$589,484	+15.1%	\$381,947	+15.6%

\* Avg. Sales Price for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



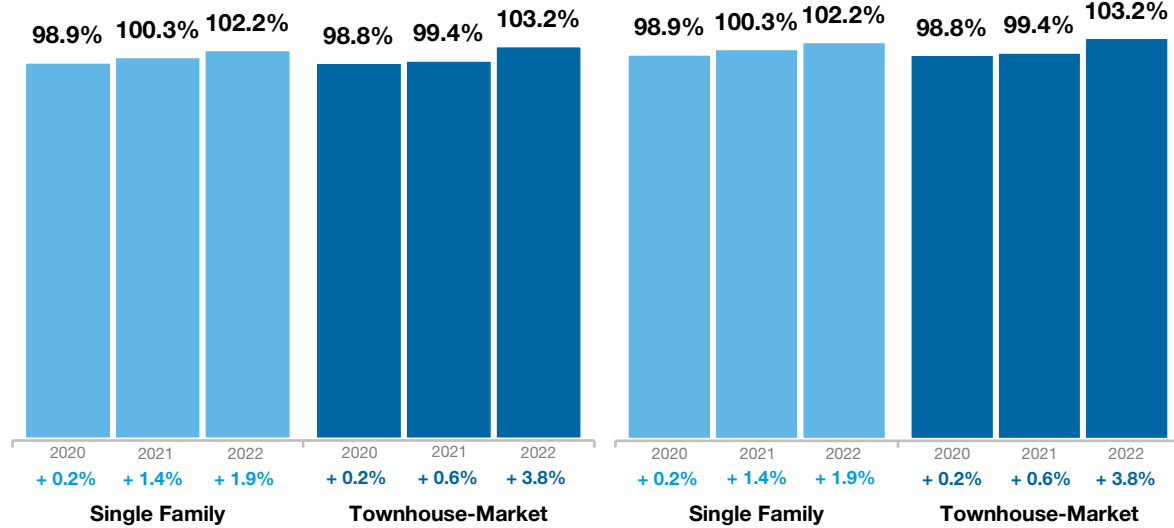
# Percent of List Price Received

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.



## January

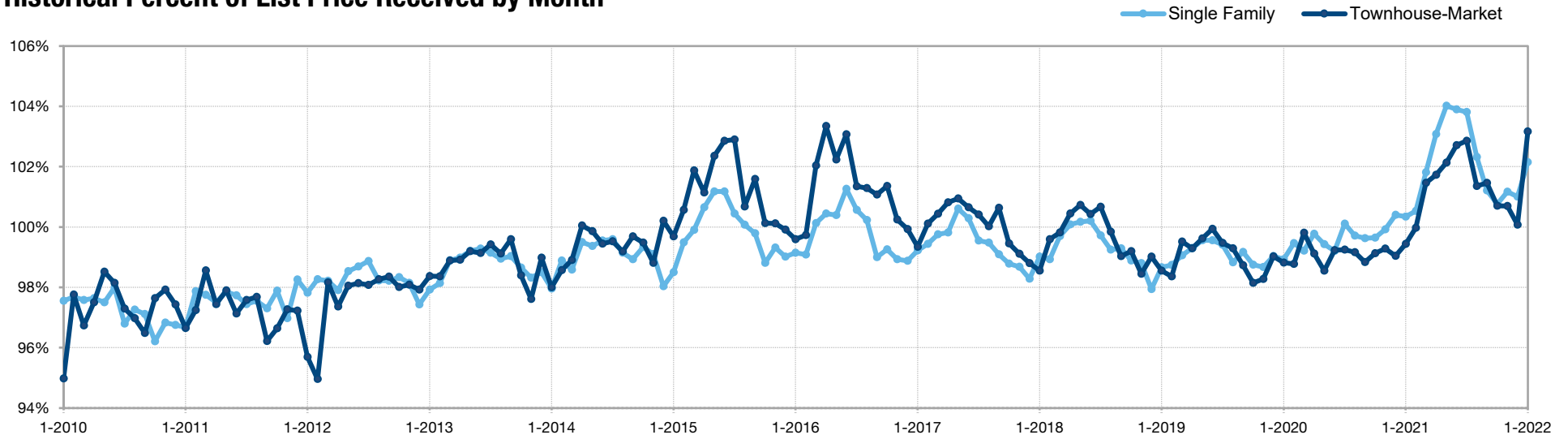
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2021	100.5%	+1.0%	100.0%	+1.2%
Mar-2021	101.8%	+2.6%	101.5%	+1.7%
Apr-2021	103.1%	+3.3%	101.7%	+2.6%
May-2021	104.0%	+4.6%	102.1%	+3.5%
Jun-2021	103.9%	+4.7%	102.7%	+3.5%
Jul-2021	103.8%	+3.7%	102.9%	+3.7%
Aug-2021	102.3%	+2.6%	101.4%	+2.2%
Sep-2021	101.2%	+1.6%	101.5%	+2.7%
Oct-2021	100.8%	+1.2%	100.7%	+1.6%
Nov-2021	101.2%	+1.3%	100.7%	+1.4%
Dec-2021	101.0%	+0.6%	100.1%	+1.1%
<b>Jan-2022</b>	<b>102.2%</b>	<b>+1.9%</b>	<b>103.2%</b>	<b>+3.8%</b>
12-Month Avg*	102.3%	+2.6%	101.6%	+2.4%

\* Pct. of List Price Received for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



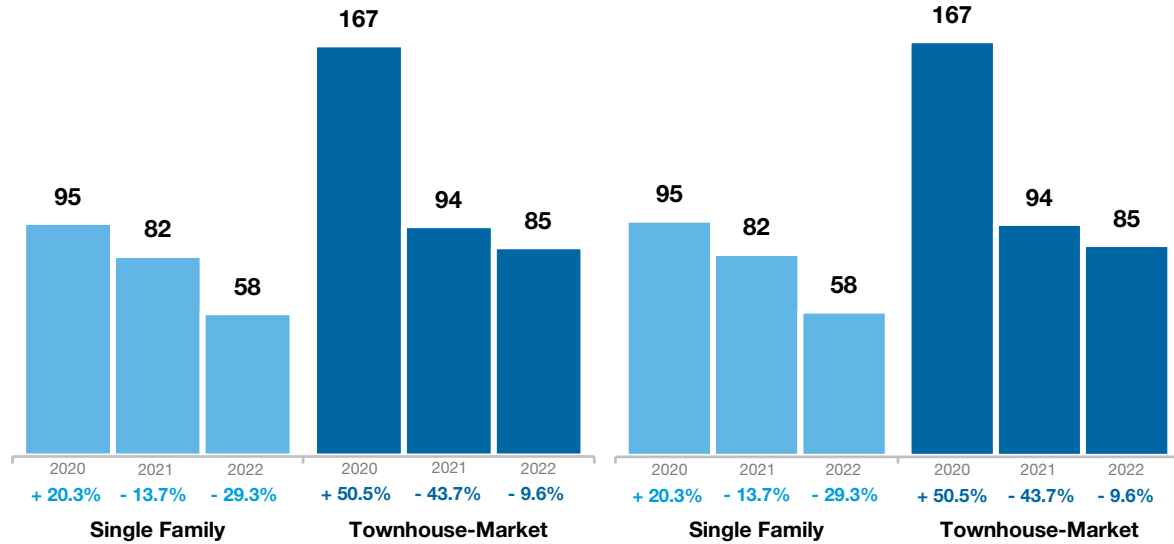
# Days on Market Until Sale

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



## January

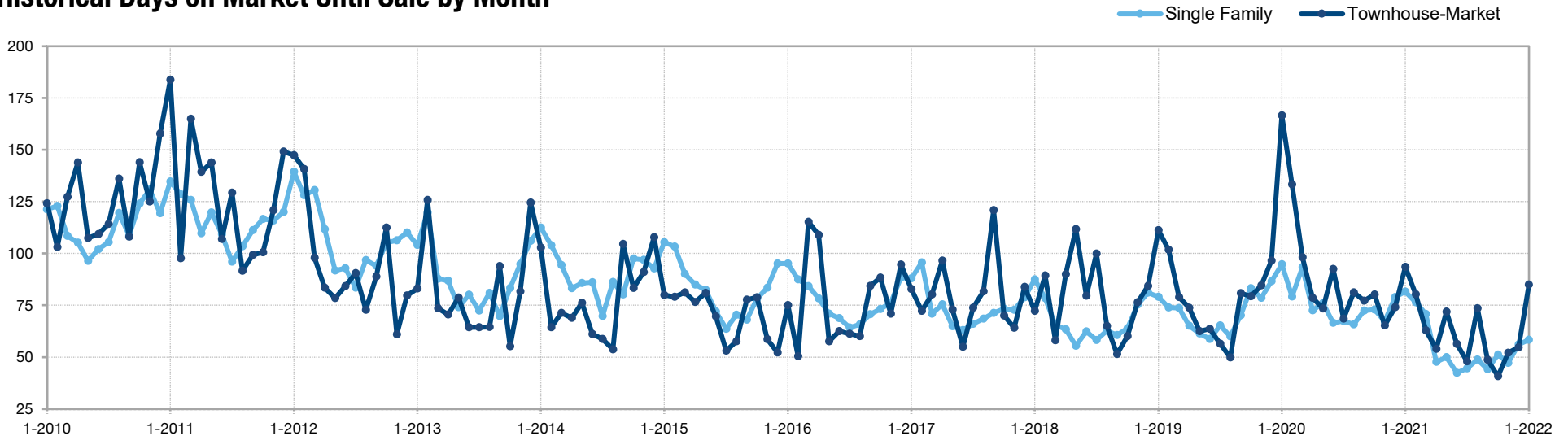
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2021	76	-3.8%	80	-39.8%
Mar-2021	71	-23.7%	63	-35.7%
Apr-2021	48	-34.2%	54	-31.6%
May-2021	50	-34.2%	72	-1.4%
Jun-2021	42	-37.3%	56	-39.1%
Jul-2021	44	-34.3%	48	-29.4%
Aug-2021	49	-25.8%	74	-8.6%
Sep-2021	44	-38.9%	49	-36.4%
Oct-2021	51	-30.1%	41	-48.8%
Nov-2021	47	-29.9%	52	-20.0%
Dec-2021	56	-29.1%	55	-25.7%
<b>Jan-2022</b>	<b>58</b>	<b>-29.3%</b>	<b>85</b>	<b>-9.6%</b>
12-Month Avg	51	-29.7%	60	-29.4%

\* Days on Market for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



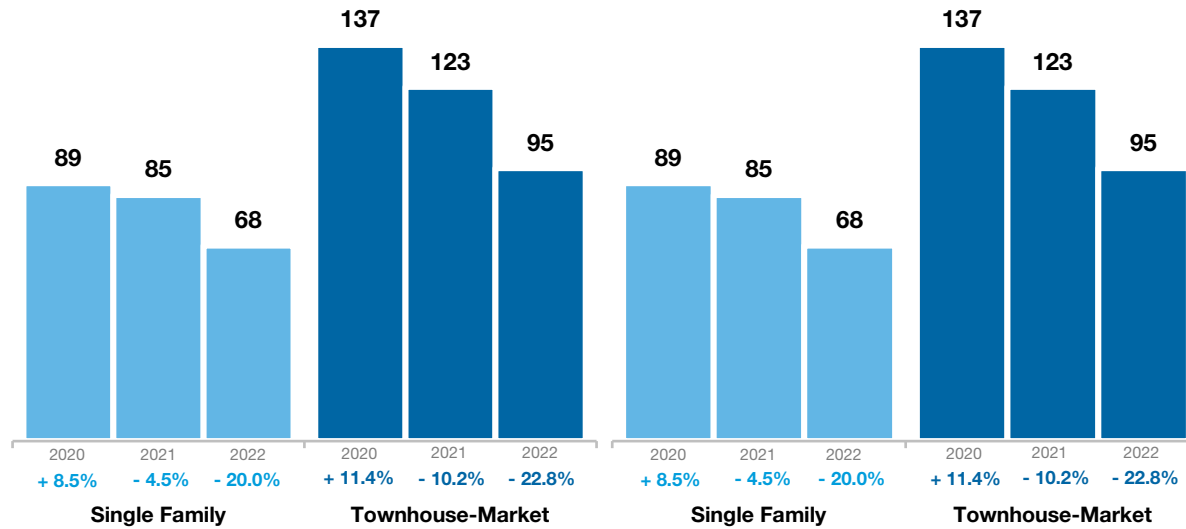
# Housing Affordability Index

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.



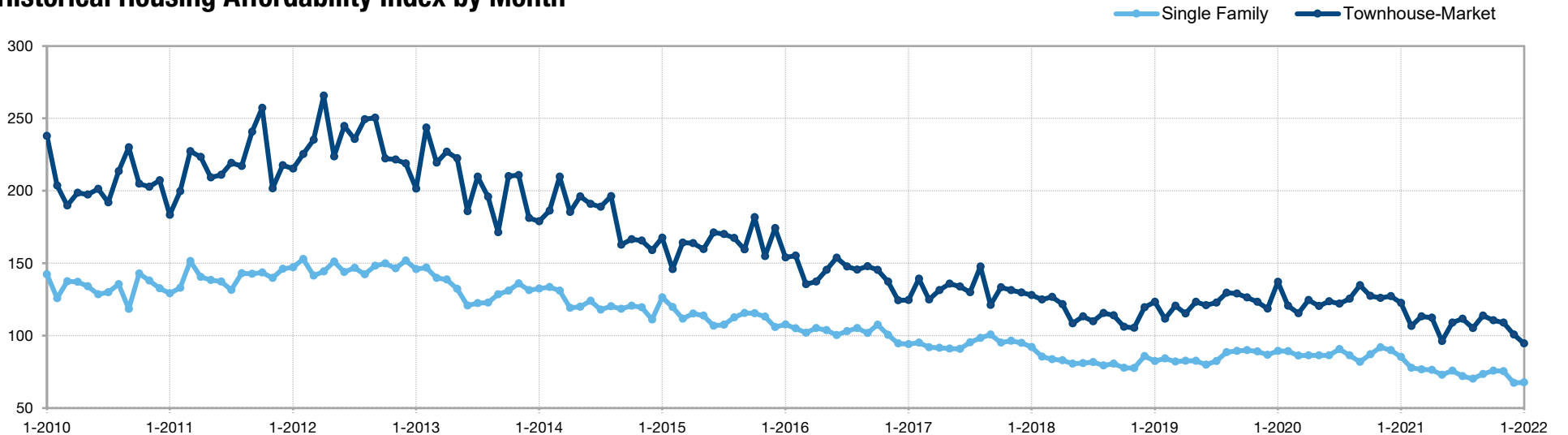
## January

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2021	78	-12.4%	107	-11.6%
Mar-2021	77	-10.5%	113	-1.7%
Apr-2021	76	-11.6%	112	-9.7%
May-2021	73	-15.1%	96	-20.0%
Jun-2021	76	-11.6%	109	-12.1%
Jul-2021	72	-20.9%	112	-8.2%
Aug-2021	70	-18.6%	105	-16.0%
Sep-2021	73	-11.0%	114	-15.6%
Oct-2021	76	-12.6%	111	-12.6%
Nov-2021	75	-18.5%	109	-13.5%
Dec-2021	67	-25.6%	101	-20.5%
<b>Jan-2022</b>	<b>68</b>	<b>-20.0%</b>	<b>95</b>	<b>-22.8%</b>
12-Month Avg	73	-22.1%	87	-23.5%

## Historical Housing Affordability Index by Month

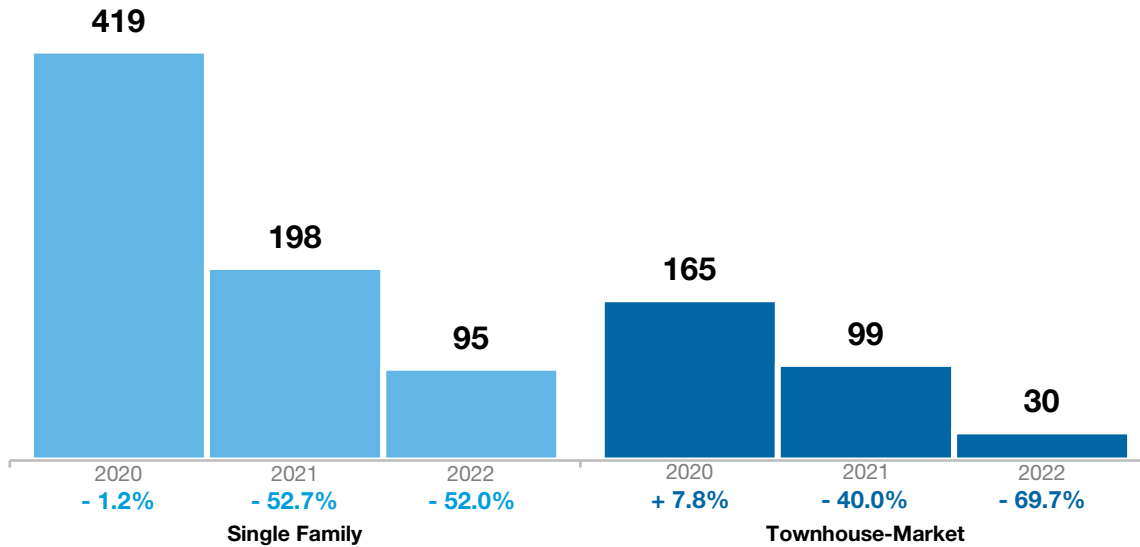


# Inventory of Active Listings

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



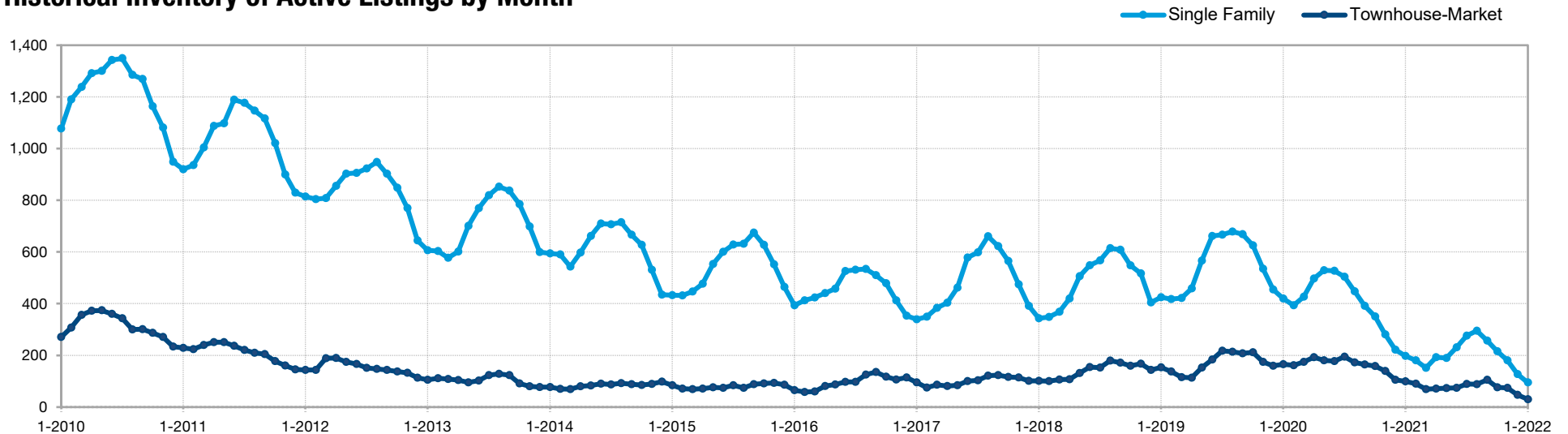
## January



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2021	181	-53.9%	90	-44.1%
Mar-2021	151	-64.6%	69	-60.6%
Apr-2021	193	-61.2%	71	-63.2%
May-2021	190	-64.1%	73	-59.7%
Jun-2021	231	-56.2%	74	-58.4%
Jul-2021	276	-45.2%	89	-54.4%
Aug-2021	295	-34.2%	88	-48.8%
Sep-2021	257	-34.3%	105	-36.0%
Oct-2021	216	-38.3%	76	-51.9%
Nov-2021	181	-35.6%	74	-46.8%
Dec-2021	127	-42.8%	47	-55.2%
<b>Jan-2022</b>	<b>95</b>	<b>-52.0%</b>	<b>30</b>	<b>-69.7%</b>
12-Month Avg*	199	-49.8%	74	-53.9%

\* Active Listings for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Inventory of Active Listings by Month

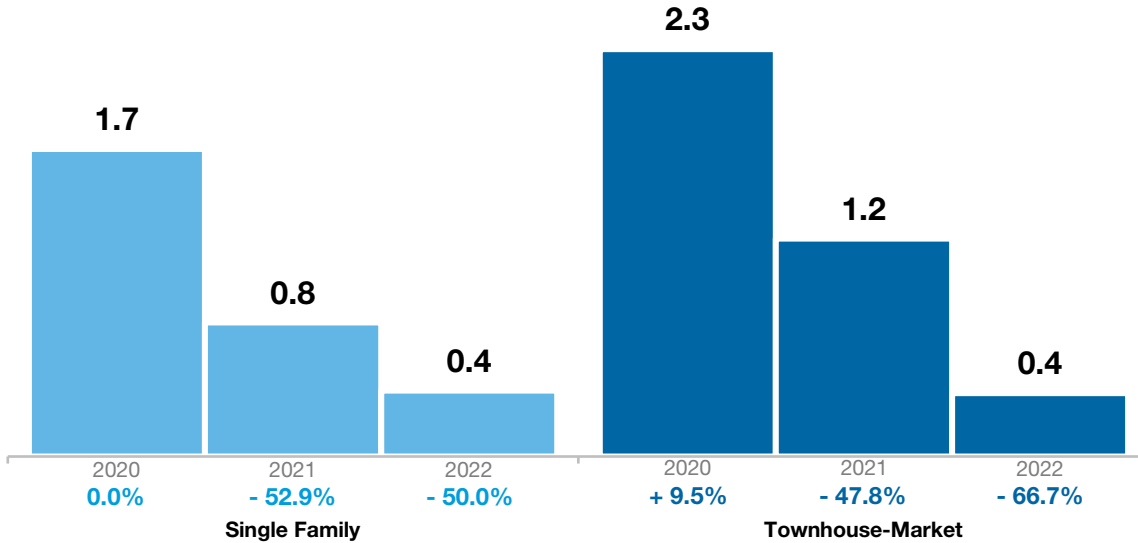


# Months Supply of Inventory

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.



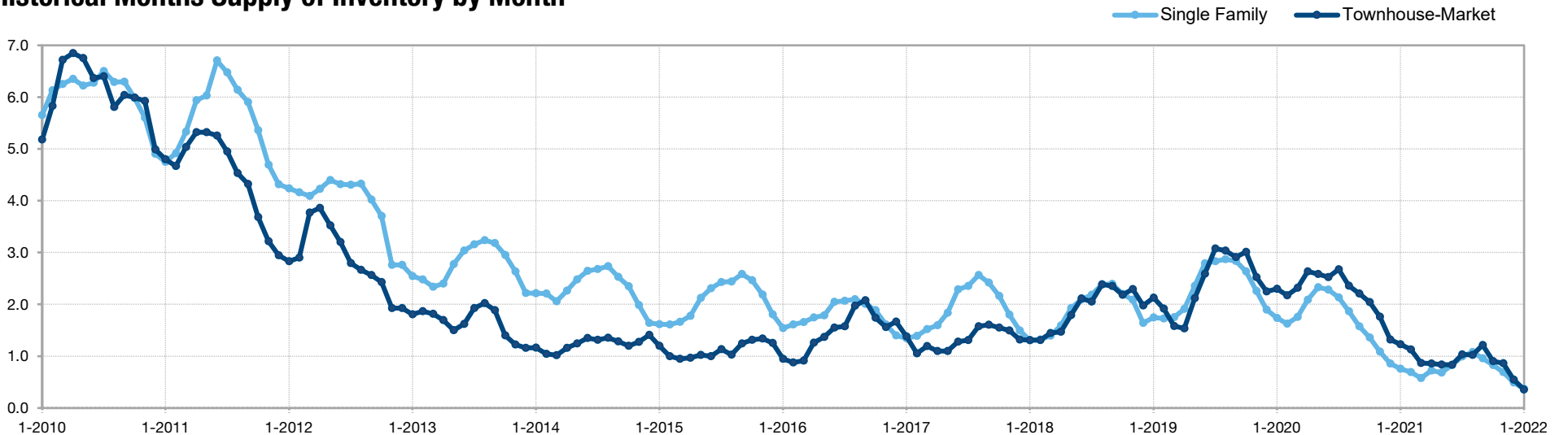
## January



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Market	Year-Over-Year Change
Feb-2021	0.7	-56.3%	1.1	-50.0%
Mar-2021	0.6	-66.7%	0.9	-60.9%
Apr-2021	0.7	-66.7%	0.9	-65.4%
May-2021	0.7	-69.6%	0.8	-69.2%
Jun-2021	0.8	-65.2%	0.8	-68.0%
Jul-2021	1.0	-52.4%	1.0	-63.0%
Aug-2021	1.1	-42.1%	1.0	-58.3%
Sep-2021	1.0	-37.5%	1.2	-45.5%
Oct-2021	0.8	-42.9%	0.9	-55.0%
Nov-2021	0.7	-36.4%	0.9	-50.0%
Dec-2021	0.5	-44.4%	0.5	-61.5%
<b>Jan-2022</b>	<b>0.4</b>	<b>-50.0%</b>	<b>0.4</b>	<b>-66.7%</b>
12-Month Avg*	0.7	-54.9%	0.9	-59.5%

\* Months Supply for all properties from February 2021 through January 2022. 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.



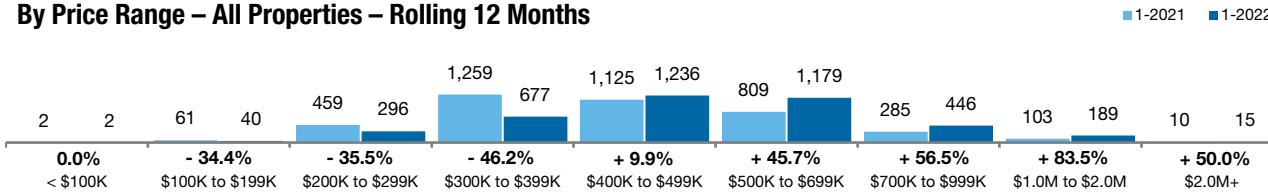
Key Metrics	Historical Sparkbars	1-2021	1-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
<b>New Listings</b>		319	197	- 38.2%	319	197	- 38.2%
<b>Pending Sales</b>		303	223	- 26.4%	82	71	- 13.4%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		234	164	- 29.9%	234	164	- 29.9%
<b>Median Sales Price</b>		\$438,500	\$497,500	+ 13.5%	\$438,500	\$497,500	+ 13.5%
<b>Avg. Sales Price</b>		\$486,784	\$544,429	+ 11.8%	\$486,784	\$544,429	+ 11.8%
<b>Pct. of List Price Received</b>		100.1%	102.4%	+ 2.3%	100.1%	102.4%	+ 2.3%
<b>Days on Market</b>		85	65	- 23.5%	85	65	- 23.5%
<b>Affordability Index</b>		91	74	- 19.0%	91	74	- 19.0%
<b>Active Listings</b>		308	133	- 56.8%	--	--	--
<b>Months Supply</b>		0.9	0.4	- 56.5%	--	--	--

# Sold Listings

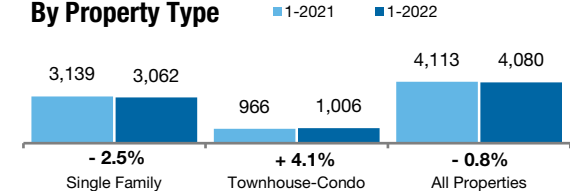
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$99,999 and Below	2	2	0.0%	0	0	--
\$100,000 to \$199,999	22	23	+4.5%	39	16	-59.0%
\$200,000 to \$299,999	86	43	-50.0%	369	249	-32.5%
\$300,000 to \$399,999	819	272	-66.8%	440	404	-8.2%
\$400,000 to \$499,999	1,055	1,000	-5.2%	69	236	+242.0%
\$500,000 to \$699,999	778	1,115	+43.3%	29	62	+113.8%
\$700,000 to \$999,999	268	422	+57.5%	16	23	+43.8%
\$1,000,000 to \$1,999,999	99	172	+73.7%	4	14	+250.0%
\$2,000,000 and Above	10	13	+30.0%	0	2	--
<b>All Price Ranges</b>	<b>3,139</b>	<b>3,062</b>	<b>-2.5%</b>	<b>966</b>	<b>1,006</b>	<b>+4.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2021	1-2022	Change	12-2021	1-2022	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	1	--	0	0	--
\$200,000 to \$299,999	2	2	0.0%	17	9	-47.1%
\$300,000 to \$399,999	7	8	+14.3%	35	16	-54.3%
\$400,000 to \$499,999	59	34	-42.4%	22	12	-45.5%
\$500,000 to \$699,999	85	50	-41.2%	2	2	0.0%
\$700,000 to \$999,999	34	19	-44.1%	1	3	+200.0%
\$1,000,000 to \$1,999,999	14	8	-42.9%	2	0	-100.0%
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>202</b>	<b>122</b>	<b>-39.6%</b>	<b>79</b>	<b>42</b>	<b>-46.8%</b>

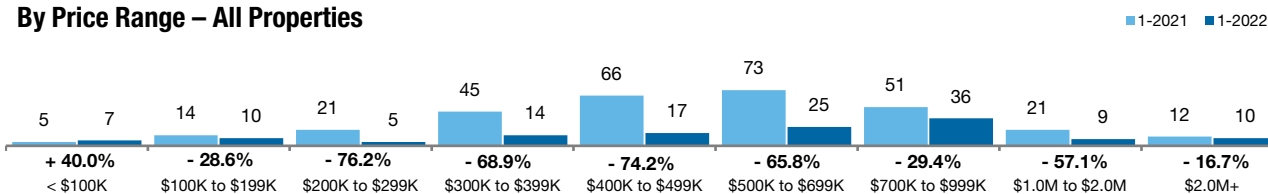
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	1	--	5	0	-100.0%
\$200,000 to \$299,999	1	2	+100.0%	22	9	-59.1%
\$300,000 to \$399,999	31	8	-74.2%	29	16	-44.8%
\$400,000 to \$499,999	66	34	-48.5%	7	12	+71.4%
\$500,000 to \$699,999	47	50	+6.4%	3	2	-33.3%
\$700,000 to \$999,999	11	19	+72.7%	1	3	+200.0%
\$1,000,000 to \$1,999,999	8	8	0.0%	2	0	-100.0%
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>165</b>	<b>122</b>	<b>-26.1%</b>	<b>69</b>	<b>42</b>	<b>-39.1%</b>

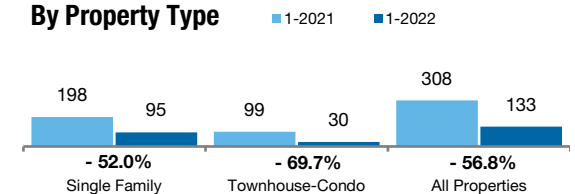
# Inventory of Active Listings

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		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$99,999 and Below	5	7	+40.0%	0	0	--
\$100,000 to \$199,999	12	10	-16.7%	2	0	-100.0%
\$200,000 to \$299,999	5	4	-20.0%	13	1	-92.3%
\$300,000 to \$399,999	12	5	-58.3%	31	9	-71.0%
\$400,000 to \$499,999	44	10	-77.3%	22	7	-68.2%
\$500,000 to \$699,999	55	25	-54.5%	18	0	-100.0%
\$700,000 to \$999,999	43	25	-41.9%	8	11	+37.5%
\$1,000,000 to \$1,999,999	16	7	-56.3%	5	1	-80.0%
\$2,000,000 and Above	6	2	-66.7%	0	1	--
<b>All Price Ranges</b>	<b>198</b>	<b>95</b>	<b>-52.0%</b>	<b>99</b>	<b>30</b>	<b>-69.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2021	1-2022	Change	12-2021	1-2022	Change
\$99,999 and Below	7	7	0.0%	0	0	--
\$100,000 to \$199,999	9	10	+11.1%	0	0	--
\$200,000 to \$299,999	4	4	0.0%	9	1	-88.9%
\$300,000 to \$399,999	6	5	-16.7%	11	9	-18.2%
\$400,000 to \$499,999	7	10	+42.9%	8	7	-12.5%
\$500,000 to \$699,999	42	25	-40.5%	1	0	-100.0%
\$700,000 to \$999,999	33	25	-24.2%	15	11	-26.7%
\$1,000,000 to \$1,999,999	15	7	-53.3%	2	1	-50.0%
\$2,000,000 and Above	4	2	-50.0%	1	1	0.0%
<b>All Price Ranges</b>	<b>127</b>	<b>95</b>	<b>-25.2%</b>	<b>47</b>	<b>30</b>	<b>-36.2%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	0	--	0	0	--
\$200,000 to \$299,999	0	0	--	0	0	--
\$300,000 to \$399,999	0	0	--	0	0	--
\$400,000 to \$499,999	0	0	--	0	0	--
\$500,000 to \$699,999	0	0	--	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>0</b>	<b>0</b>	<b>--</b>	<b>0</b>	<b>0</b>	<b>--</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 January 2022

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## Longmont

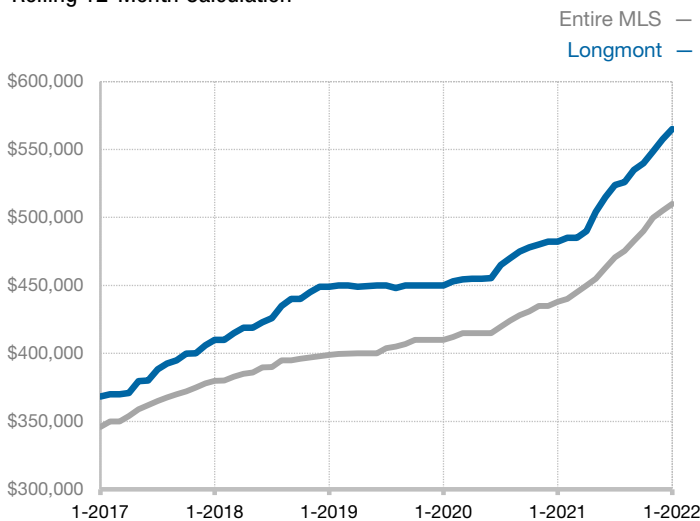
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	114	75	- 34.2%	114	75	- 34.2%
Closed Sales	78	81	+ 3.8%	78	81	+ 3.8%
Median Sales Price*	\$510,000	<b>\$580,000</b>	+ 13.7%	\$510,000	<b>\$580,000</b>	+ 13.7%
Average Sales Price*	\$646,700	<b>\$665,607</b>	+ 2.9%	\$646,700	<b>\$665,607</b>	+ 2.9%
Percent of List Price Received*	99.4%	<b>102.4%</b>	+ 3.0%	99.4%	<b>102.4%</b>	+ 3.0%
Days on Market Until Sale	45	<b>36</b>	- 20.0%	45	<b>36</b>	- 20.0%
Inventory of Homes for Sale	128	<b>74</b>	- 42.2%	--	--	--
Months Supply of Inventory	0.6	<b>0.5</b>	- 16.7%	--	--	--

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

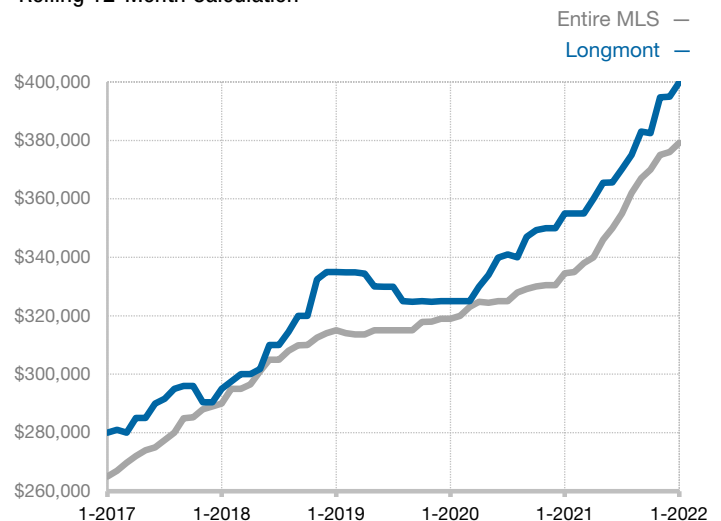
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	28	18	- 35.7%	28	18	- 35.7%
Closed Sales	24	14	- 41.7%	24	14	- 41.7%
Median Sales Price*	\$370,100	<b>\$412,500</b>	+ 11.5%	\$370,100	<b>\$412,500</b>	+ 11.5%
Average Sales Price*	\$385,541	<b>\$421,410</b>	+ 9.3%	\$385,541	<b>\$421,410</b>	+ 9.3%
Percent of List Price Received*	99.9%	<b>101.1%</b>	+ 1.2%	99.9%	<b>101.1%</b>	+ 1.2%
Days on Market Until Sale	51	<b>20</b>	- 60.8%	51	<b>20</b>	- 60.8%
Inventory of Homes for Sale	13	<b>1</b>	- 92.3%	--	--	--
Months Supply of Inventory	0.3	<b>0.0</b>	- 100.0%	--	--	--

\* 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 January 2022

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## Boulder

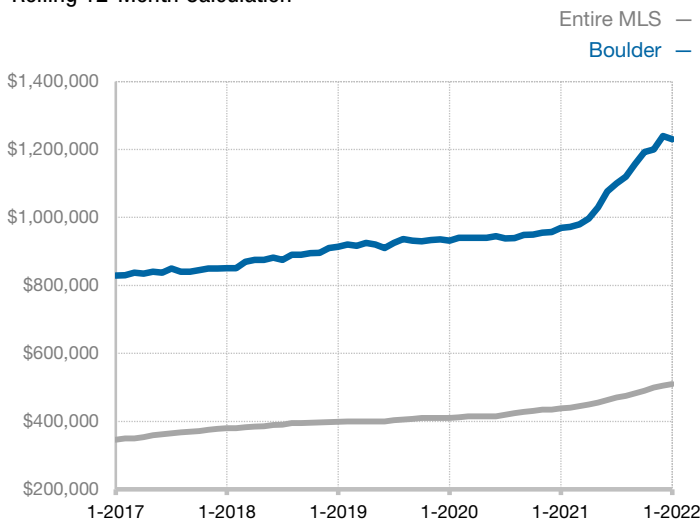
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	92	76	- 17.4%	92	76	- 17.4%
Closed Sales	60	49	- 18.3%	60	49	- 18.3%
Median Sales Price*	\$1,280,000	\$1,049,911	- 18.0%	\$1,280,000	\$1,049,911	- 18.0%
Average Sales Price*	\$1,456,313	\$1,541,884	+ 5.9%	\$1,456,313	\$1,541,884	+ 5.9%
Percent of List Price Received*	96.5%	99.6%	+ 3.2%	96.5%	99.6%	+ 3.2%
Days on Market Until Sale	70	58	- 17.1%	70	58	- 17.1%
Inventory of Homes for Sale	191	63	- 67.0%	--	--	--
Months Supply of Inventory	1.4	0.5	- 64.3%	--	--	--

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

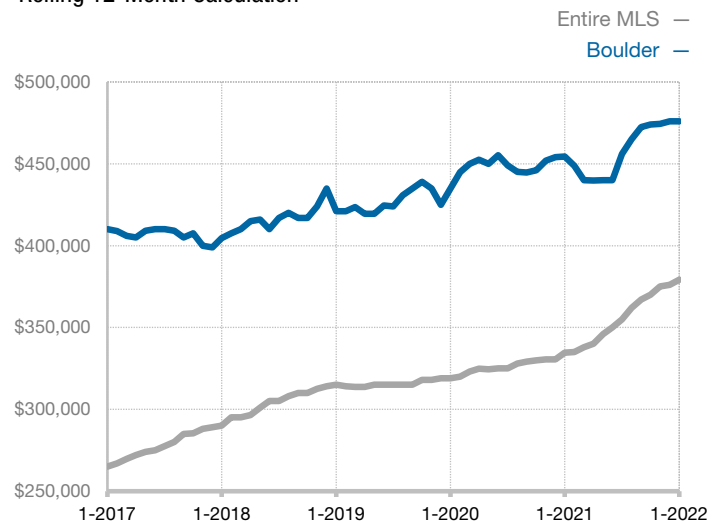
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	77	58	- 24.7%	77	58	- 24.7%
Closed Sales	65	57	- 12.3%	65	57	- 12.3%
Median Sales Price*	\$469,900	\$435,000	- 7.4%	\$469,900	\$435,000	- 7.4%
Average Sales Price*	\$536,250	\$557,132	+ 3.9%	\$536,250	\$557,132	+ 3.9%
Percent of List Price Received*	98.2%	101.2%	+ 3.1%	98.2%	101.2%	+ 3.1%
Days on Market Until Sale	76	49	- 35.5%	76	49	- 35.5%
Inventory of Homes for Sale	152	29	- 80.9%	--	--	--
Months Supply of Inventory	1.6	0.3	- 81.3%	--	--	--

\* 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 January 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

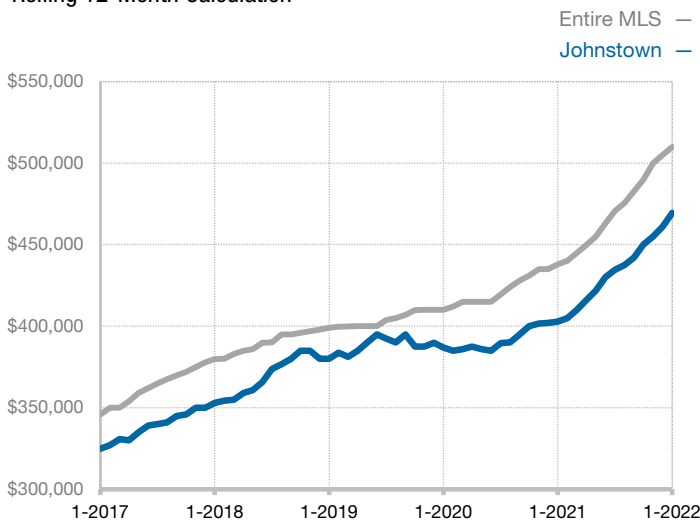
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	33	46	+ 39.4%	33	46	+ 39.4%
Closed Sales	44	39	- 11.4%	44	39	- 11.4%
Median Sales Price*	\$420,000	<b>\$485,000</b>	+ 15.5%	\$420,000	<b>\$485,000</b>	+ 15.5%
Average Sales Price*	\$451,518	<b>\$528,193</b>	+ 17.0%	\$451,518	<b>\$528,193</b>	+ 17.0%
Percent of List Price Received*	101.0%	<b>100.8%</b>	- 0.2%	101.0%	<b>100.8%</b>	- 0.2%
Days on Market Until Sale	48	48	0.0%	48	48	0.0%
Inventory of Homes for Sale	33	36	+ 9.1%	--	--	--
Months Supply of Inventory	0.6	0.8	+ 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.

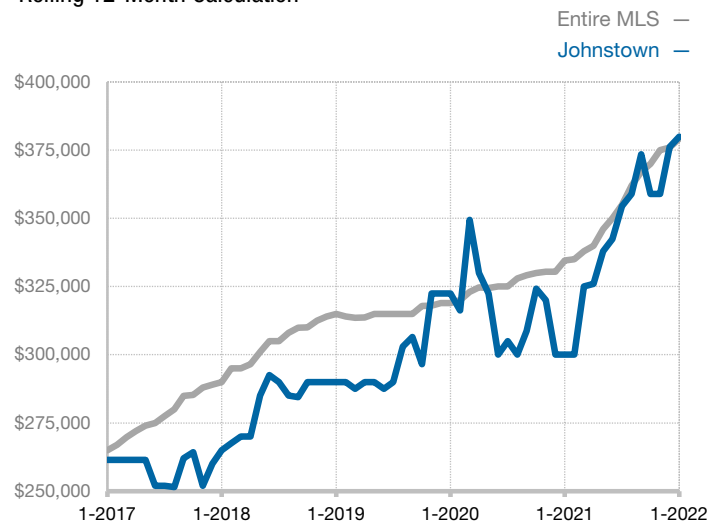
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	3	1	- 66.7%	3	1	- 66.7%
Closed Sales	2	1	- 50.0%	2	1	- 50.0%
Median Sales Price*	\$316,500	<b>\$439,900</b>	+ 39.0%	\$316,500	<b>\$439,900</b>	+ 39.0%
Average Sales Price*	\$316,500	<b>\$439,900</b>	+ 39.0%	\$316,500	<b>\$439,900</b>	+ 39.0%
Percent of List Price Received*	100.2%	<b>100.0%</b>	- 0.2%	100.2%	<b>100.0%</b>	- 0.2%
Days on Market Until Sale	51	63	+ 23.5%	51	63	+ 23.5%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

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



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



# Local Market Update for January 2022

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## Windsor

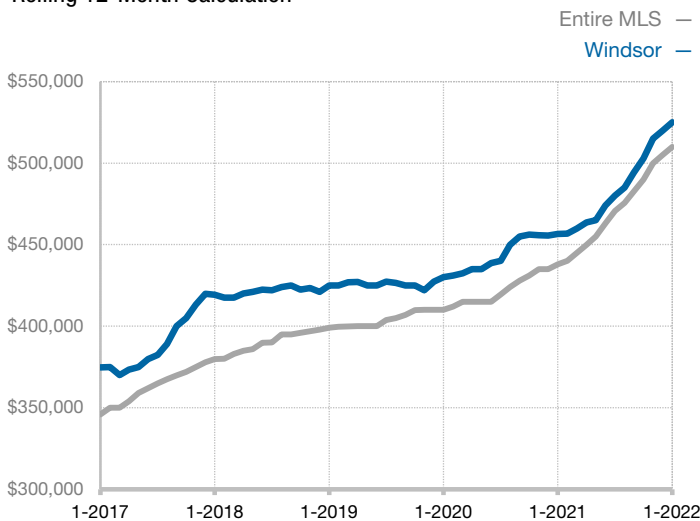
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	149	84	- 43.6%	149	84	- 43.6%
Closed Sales	100	72	- 28.0%	100	72	- 28.0%
Median Sales Price*	\$478,866	<b>\$569,458</b>	+ 18.9%	\$478,866	<b>\$569,458</b>	+ 18.9%
Average Sales Price*	\$557,074	<b>\$594,662</b>	+ 6.7%	\$557,074	<b>\$594,662</b>	+ 6.7%
Percent of List Price Received*	100.2%	<b>100.7%</b>	+ 0.5%	100.2%	<b>100.7%</b>	+ 0.5%
Days on Market Until Sale	67	<b>53</b>	- 20.9%	67	<b>53</b>	- 20.9%
Inventory of Homes for Sale	133	<b>64</b>	- 51.9%	--	--	--
Months Supply of Inventory	1.1	<b>0.5</b>	- 54.5%	--	--	--

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

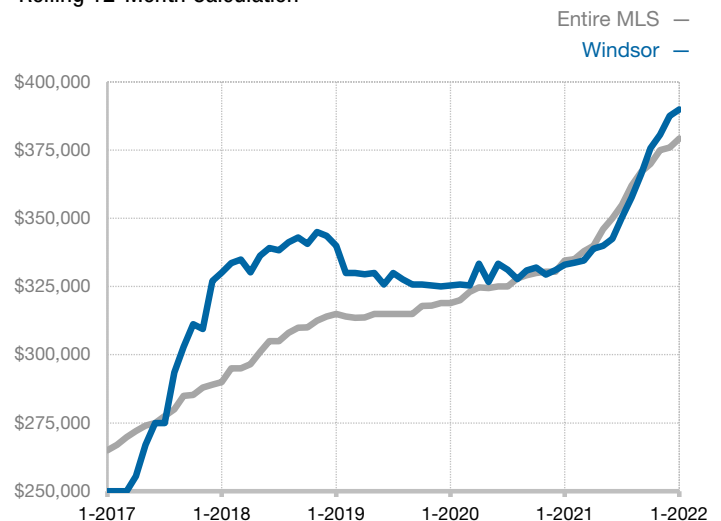
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	23	5	- 78.3%	23	5	- 78.3%
Closed Sales	22	8	- 63.6%	22	8	- 63.6%
Median Sales Price*	\$379,773	<b>\$410,280</b>	+ 8.0%	\$379,773	<b>\$410,280</b>	+ 8.0%
Average Sales Price*	\$385,186	<b>\$464,251</b>	+ 20.5%	\$385,186	<b>\$464,251</b>	+ 20.5%
Percent of List Price Received*	101.2%	<b>100.5%</b>	- 0.7%	101.2%	<b>100.5%</b>	- 0.7%
Days on Market Until Sale	190	<b>123</b>	- 35.3%	190	<b>123</b>	- 35.3%
Inventory of Homes for Sale	30	<b>3</b>	- 90.0%	--	--	--
Months Supply of Inventory	1.6	<b>0.2</b>	- 87.5%	--	--	--

\* 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 January 2022

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## Loveland

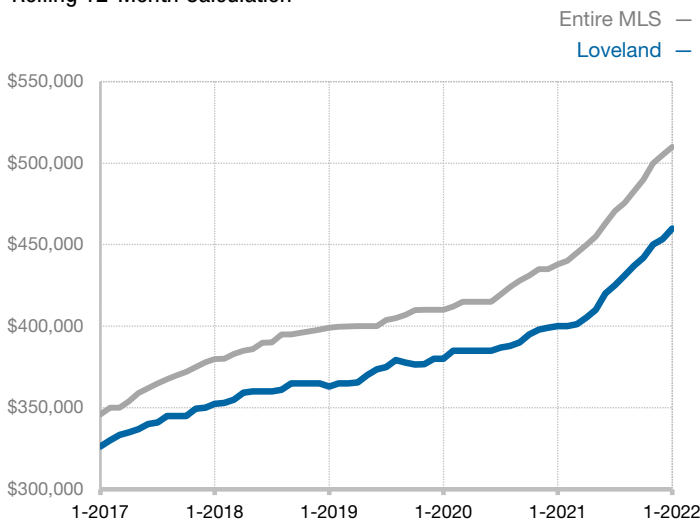
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	175	103	- 41.1%	175	103	- 41.1%
Closed Sales	63	79	+ 25.4%	63	79	+ 25.4%
Median Sales Price*	\$400,000	\$520,000	+ 30.0%	\$400,000	\$520,000	+ 30.0%
Average Sales Price*	\$440,690	\$534,152	+ 21.2%	\$440,690	\$534,152	+ 21.2%
Percent of List Price Received*	100.6%	101.4%	+ 0.8%	100.6%	101.4%	+ 0.8%
Days on Market Until Sale	49	36	- 26.5%	49	36	- 26.5%
Inventory of Homes for Sale	108	66	- 38.9%	--	--	--
Months Supply of Inventory	0.6	0.4	- 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.

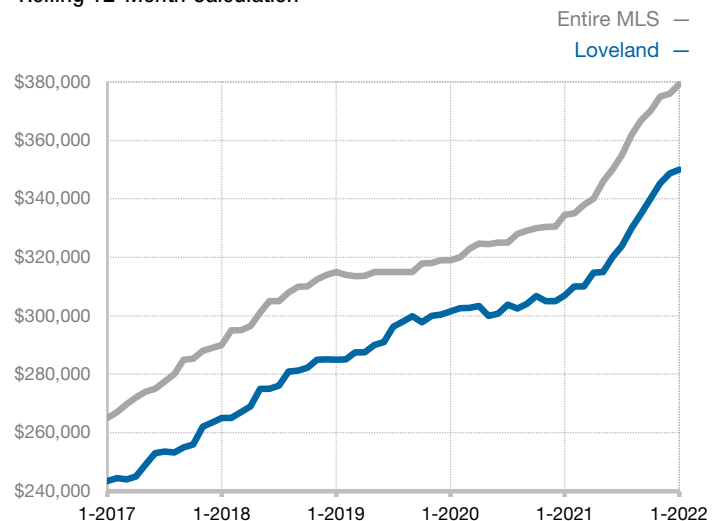
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	32	18	- 43.8%	32	18	- 43.8%
Closed Sales	15	30	+ 100.0%	15	30	+ 100.0%
Median Sales Price*	\$315,000	\$376,500	+ 19.5%	\$315,000	\$376,500	+ 19.5%
Average Sales Price*	\$351,175	\$383,693	+ 9.3%	\$351,175	\$383,693	+ 9.3%
Percent of List Price Received*	103.9%	103.2%	- 0.7%	103.9%	103.2%	- 0.7%
Days on Market Until Sale	82	84	+ 2.4%	82	84	+ 2.4%
Inventory of Homes for Sale	58	6	- 89.7%	--	--	--
Months Supply of Inventory	1.6	0.1	- 93.8%	--	--	--

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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 January 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Greeley

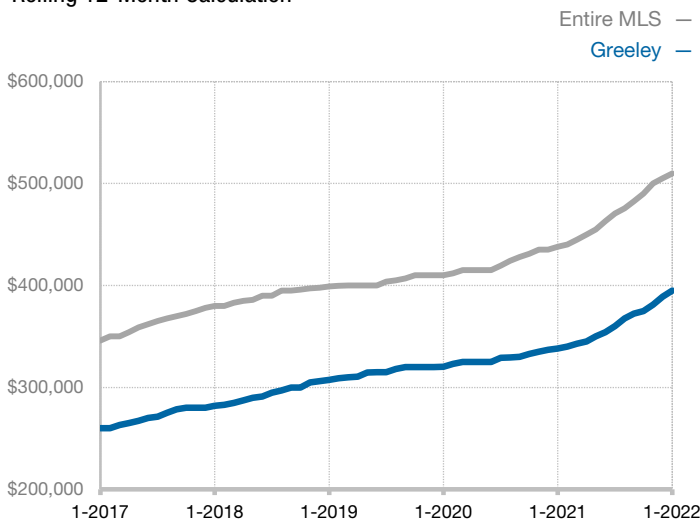
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	110	153	+ 39.1%	110	153	+ 39.1%
Closed Sales	98	94	- 4.1%	98	94	- 4.1%
Median Sales Price*	\$343,500	<b>\$435,500</b>	+ 26.8%	\$343,500	<b>\$435,500</b>	+ 26.8%
Average Sales Price*	\$350,275	<b>\$443,456</b>	+ 26.6%	\$350,275	<b>\$443,456</b>	+ 26.6%
Percent of List Price Received*	100.0%	<b>101.4%</b>	+ 1.4%	100.0%	<b>101.4%</b>	+ 1.4%
Days on Market Until Sale	45	44	- 2.2%	45	44	- 2.2%
Inventory of Homes for Sale	112	106	- 5.4%	--	--	--
Months Supply of Inventory	0.7	0.7	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.

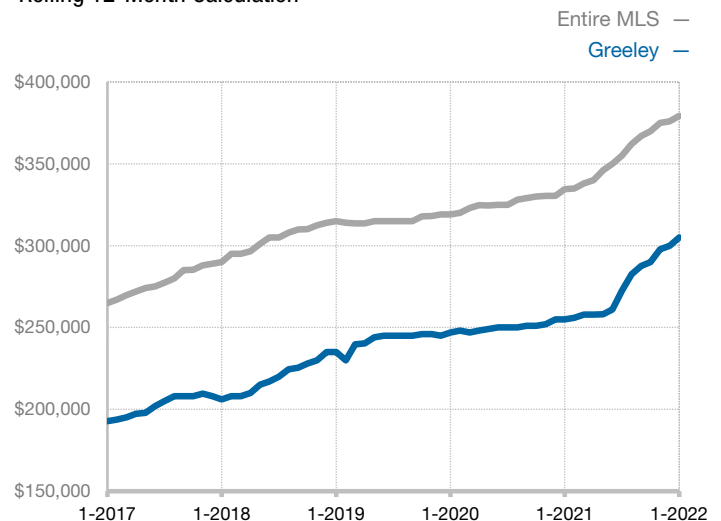
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	25	19	- 24.0%	25	19	- 24.0%
Closed Sales	20	31	+ 55.0%	20	31	+ 55.0%
Median Sales Price*	\$257,500	<b>\$328,000</b>	+ 27.4%	\$257,500	<b>\$328,000</b>	+ 27.4%
Average Sales Price*	\$261,402	<b>\$317,461</b>	+ 21.4%	\$261,402	<b>\$317,461</b>	+ 21.4%
Percent of List Price Received*	98.8%	<b>101.4%</b>	+ 2.6%	98.8%	<b>101.4%</b>	+ 2.6%
Days on Market Until Sale	52	90	+ 73.1%	52	90	+ 73.1%
Inventory of Homes for Sale	26	13	- 50.0%	--	--	--
Months Supply of Inventory	1.0	0.4	- 60.0%	--	--	--

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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 January 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

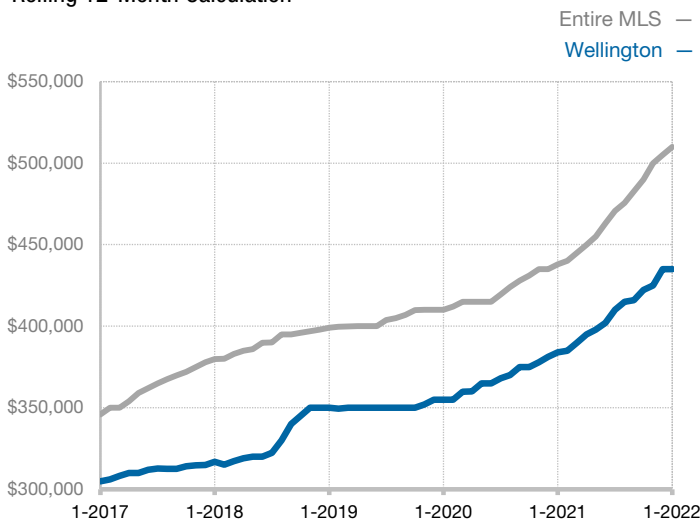
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	42	25	- 40.5%	42	25	- 40.5%
Closed Sales	33	28	- 15.2%	33	28	- 15.2%
Median Sales Price*	\$402,000	<b>\$434,500</b>	+ 8.1%	\$402,000	<b>\$434,500</b>	+ 8.1%
Average Sales Price*	\$424,230	<b>\$469,592</b>	+ 10.7%	\$424,230	<b>\$469,592</b>	+ 10.7%
Percent of List Price Received*	101.6%	<b>102.6%</b>	+ 1.0%	101.6%	<b>102.6%</b>	+ 1.0%
Days on Market Until Sale	92	65	- 29.3%	92	65	- 29.3%
Inventory of Homes for Sale	49	16	- 67.3%	--	--	--
Months Supply of Inventory	1.1	0.4	- 63.6%	--	--	--

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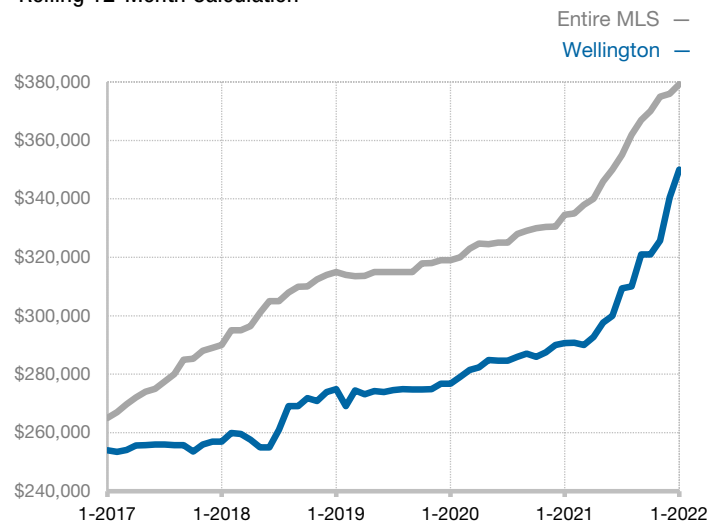
Key Metrics	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
New Listings	5	2	- 60.0%	5	2	- 60.0%
Closed Sales	6	0	- 100.0%	6	0	- 100.0%
Median Sales Price*	\$316,650	<b>\$0</b>	- 100.0%	\$316,650	<b>\$0</b>	- 100.0%
Average Sales Price*	\$309,917	<b>\$0</b>	- 100.0%	\$309,917	<b>\$0</b>	- 100.0%
Percent of List Price Received*	101.3%	0.0%	- 100.0%	101.3%	0.0%	- 100.0%
Days on Market Until Sale	184	0	- 100.0%	184	0	- 100.0%
Inventory of Homes for Sale	7	1	- 85.7%	--	--	--
Months Supply of Inventory	0.9	0.2	- 77.8%	--	--	--

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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 January 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Berthoud

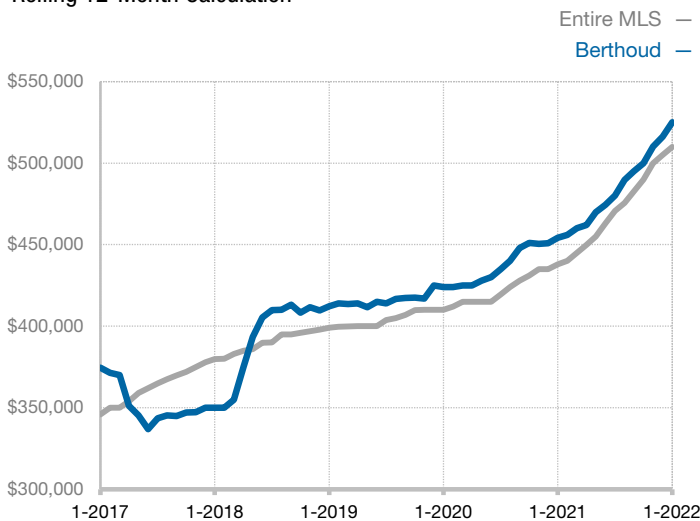
Single Family	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	57	28	- 50.9%	57	28	- 50.9%
Closed Sales	60	41	- 31.7%	60	41	- 31.7%
Median Sales Price*	\$465,242	<b>\$534,000</b>	+ 14.8%	\$465,242	<b>\$534,000</b>	+ 14.8%
Average Sales Price*	\$542,337	<b>\$535,469</b>	- 1.3%	\$542,337	<b>\$535,469</b>	- 1.3%
Percent of List Price Received*	100.0%	<b>101.1%</b>	+ 1.1%	100.0%	<b>101.1%</b>	+ 1.1%
Days on Market Until Sale	70	133	+ 90.0%	70	133	+ 90.0%
Inventory of Homes for Sale	82	22	- 73.2%	--	--	--
Months Supply of Inventory	1.2	0.4	- 66.7%	--	--	--

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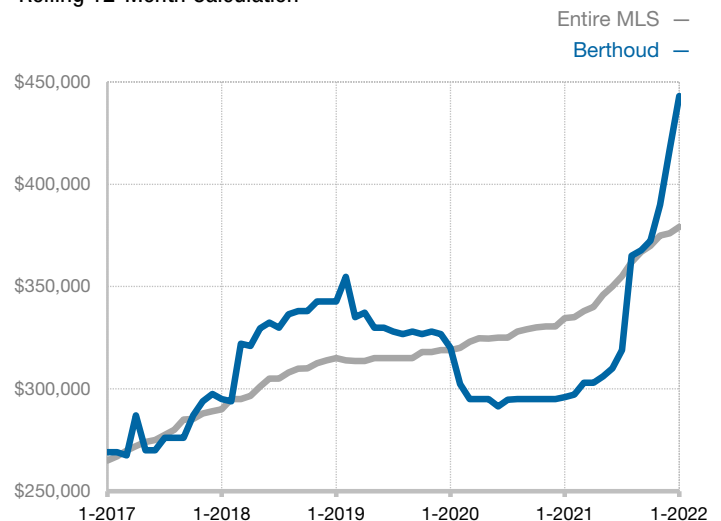
Townhouse/Condo	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	7	+ 75.0%	4	7	+ 75.0%
Closed Sales	3	9	+ 200.0%	3	9	+ 200.0%
Median Sales Price*	\$502,924	<b>\$520,720</b>	+ 3.5%	\$502,924	<b>\$520,720</b>	+ 3.5%
Average Sales Price*	\$452,145	<b>\$508,912</b>	+ 12.6%	\$452,145	<b>\$508,912</b>	+ 12.6%
Percent of List Price Received*	106.1%	<b>105.9%</b>	- 0.2%	106.1%	<b>105.9%</b>	- 0.2%
Days on Market Until Sale	219	260	+ 18.7%	219	260	+ 18.7%
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	0.3	0.0	- 100.0%	--	--	--

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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 January 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Fort Collins

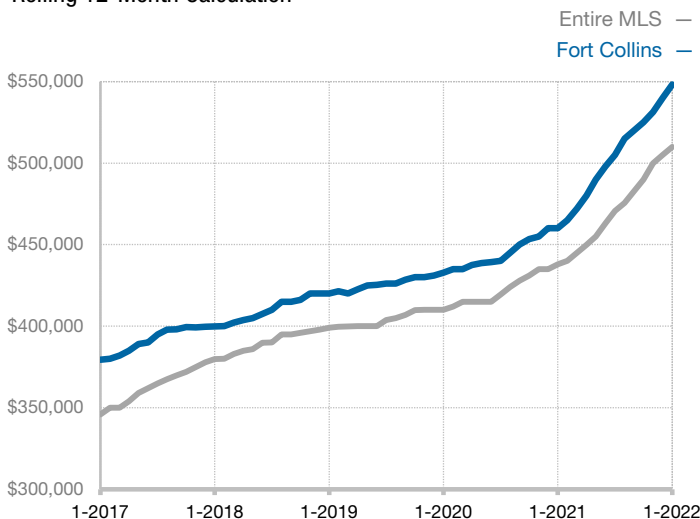
Single Family	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	190	143	- 24.7%	190	143	- 24.7%
Closed Sales	166	120	- 27.7%	166	120	- 27.7%
Median Sales Price*	\$461,250	<b>\$569,350</b>	+ 23.4%	\$461,250	<b>\$569,350</b>	+ 23.4%
Average Sales Price*	\$537,100	<b>\$609,295</b>	+ 13.4%	\$537,100	<b>\$609,295</b>	+ 13.4%
Percent of List Price Received*	100.0%	<b>102.3%</b>	+ 2.3%	100.0%	<b>102.3%</b>	+ 2.3%
Days on Market Until Sale	58	<b>38</b>	- 34.5%	58	<b>38</b>	- 34.5%
Inventory of Homes for Sale	162	<b>78</b>	- 51.9%	--	--	--
Months Supply of Inventory	0.6	<b>0.3</b>	- 50.0%	--	--	--

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Townhouse/Condo	January			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 01-2021	Thru 01-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	117	81	- 30.8%	117	81	- 30.8%
Closed Sales	88	54	- 38.6%	88	54	- 38.6%
Median Sales Price*	\$327,500	<b>\$366,000</b>	+ 11.8%	\$327,500	<b>\$366,000</b>	+ 11.8%
Average Sales Price*	\$351,657	<b>\$384,628</b>	+ 9.4%	\$351,657	<b>\$384,628</b>	+ 9.4%
Percent of List Price Received*	99.1%	<b>102.3%</b>	+ 3.2%	99.1%	<b>102.3%</b>	+ 3.2%
Days on Market Until Sale	72	<b>33</b>	- 54.2%	72	<b>33</b>	- 54.2%
Inventory of Homes for Sale	118	<b>30</b>	- 74.6%	--	--	--
Months Supply of Inventory	1.2	<b>0.3</b>	- 75.0%	--	--	--

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



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

