

# Monthly Indicators



## November 2018

New Listings were up 12.6 percent for single family homes and 12.3 percent for townhouse-condo properties. Pending Sales landed at 184 for single family homes and 46 for townhouse-condo properties.

The Median Sales Price was up 8.0 percent to \$405,000 for single family homes and 8.7 percent to \$299,000 for townhouse-condo properties. Days on Market increased 4.1 percent for single family homes and 14.1 percent for townhouse-condo properties.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home construction projects in the face of rising mortgage rates and fewer showings.

## Activity Snapshot

**- 8.9%**      **+ 4.1%**      **+ 8.0%**

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

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# Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		190	<b>214</b>	+ 12.6%	3,742	<b>3,578</b>	- 4.4%
<b>Pending Sales</b>		198	<b>184</b>	- 7.1%	2,952	<b>2,775</b>	- 6.0%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		237	<b>216</b>	- 8.9%	2,928	<b>2,749</b>	- 6.1%
<b>Median Sales Price</b>		\$375,000	<b>\$405,000</b>	+ 8.0%	\$380,000	<b>\$410,000</b>	+ 7.9%
<b>Avg. Sales Price</b>		\$429,342	<b>\$459,154</b>	+ 6.9%	\$418,410	<b>\$454,192</b>	+ 8.6%
<b>Pct. of List Price Received</b>		98.7%	<b>98.8%</b>	+ 0.1%	99.6%	<b>99.5%</b>	- 0.1%
<b>Days on Market</b>		73	<b>76</b>	+ 4.1%	72	<b>65</b>	- 9.7%
<b>Affordability Index</b>		96	<b>78</b>	- 18.8%	95	<b>77</b>	- 18.9%
<b>Active Listings</b>		476	<b>493</b>	+ 3.6%	--	--	--
<b>Months Supply</b>		1.8	<b>2.0</b>	+ 11.1%	--	--	--

# 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.



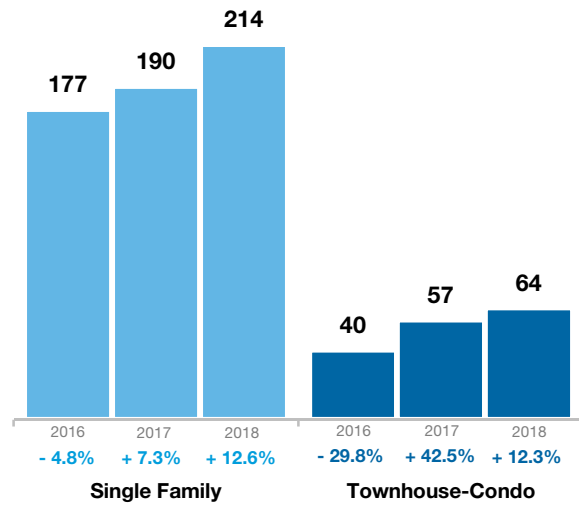
Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		57	64	+ 12.3%	962	971	+ 0.9%
<b>Pending Sales</b>		52	46	- 11.5%	867	793	- 8.5%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		69	65	- 5.8%	862	811	- 5.9%
<b>Median Sales Price</b>		\$275,000	\$299,000	+ 8.7%	\$275,000	\$294,000	+ 6.9%
<b>Avg. Sales Price</b>		\$281,587	\$309,736	+ 10.0%	\$290,166	\$307,767	+ 6.1%
<b>Pct. of List Price Received</b>		99.1%	98.6%	- 0.5%	100.3%	99.9%	- 0.4%
<b>Days on Market</b>		64	73	+ 14.1%	79	81	+ 2.5%
<b>Affordability Index</b>		131	105	- 19.8%	131	107	- 18.3%
<b>Active Listings</b>		114	157	+ 37.7%	--	--	--
<b>Months Supply</b>		1.5	2.2	+ 46.7%	--	--	--

# New Listings

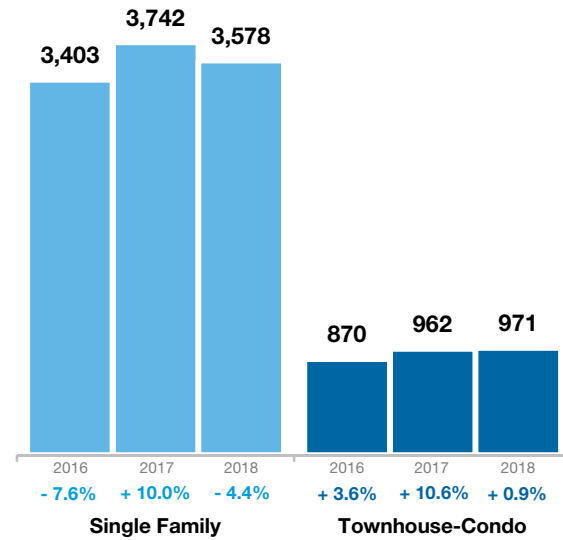
A count of the properties that have been newly listed on the market in a given month.



## November

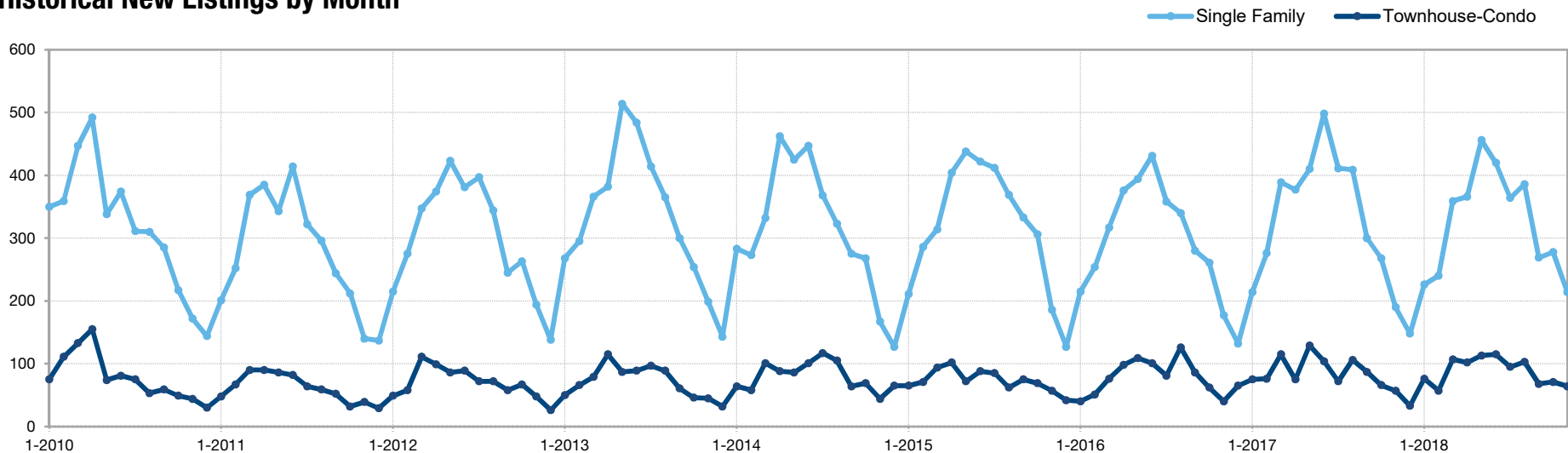


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	366	-2.9%	102	+36.0%
May-2018	456	+11.2%	113	-12.4%
Jun-2018	420	-15.7%	115	+10.6%
Jul-2018	364	-11.4%	95	+31.9%
Aug-2018	386	-5.6%	103	-2.8%
Sep-2018	269	-10.3%	68	-21.8%
Oct-2018	278	+3.7%	71	+7.6%
<b>Nov-2018</b>	<b>214</b>	<b>+12.6%</b>	<b>64</b>	<b>+12.3%</b>
12-Month Avg	311	-3.8%	84	-2.2%

## Historical New Listings by Month

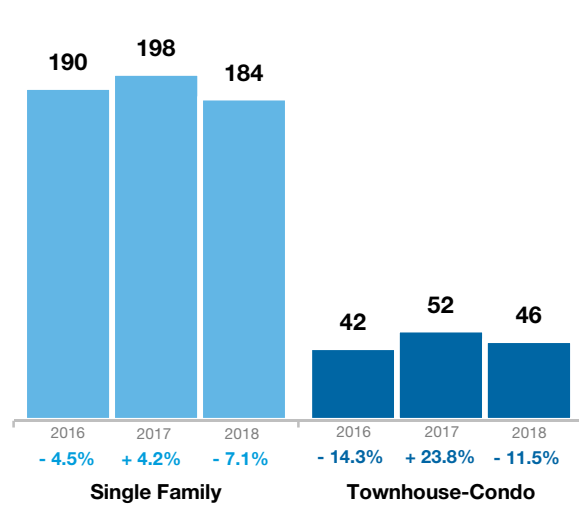


# Pending Sales

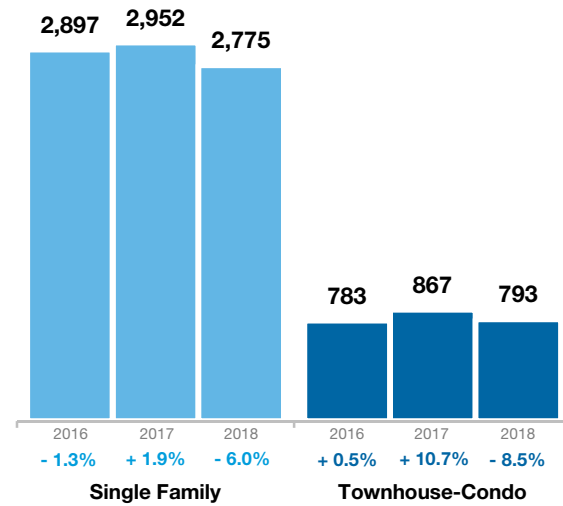
A count of the properties on which offers have been accepted in a given month.



## November

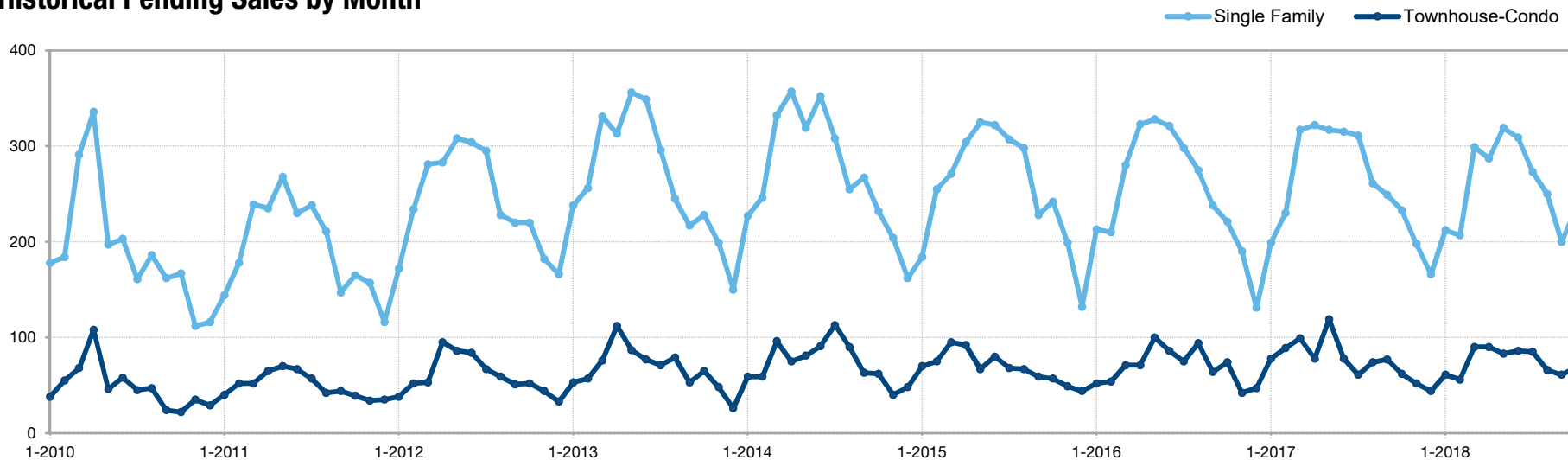


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	287	-10.9%	90	+15.4%
May-2018	319	+0.6%	83	-30.3%
Jun-2018	309	-1.9%	86	+10.3%
Jul-2018	273	-12.2%	85	+39.3%
Aug-2018	250	-4.2%	66	-10.8%
Sep-2018	200	-19.7%	61	-20.8%
Oct-2018	235	+0.9%	69	+11.3%
<b>Nov-2018</b>	<b>184</b>	<b>-7.1%</b>	<b>46</b>	<b>-11.5%</b>
12-Month Avg	245	-4.6%	70	-8.4%

## Historical Pending Sales by Month

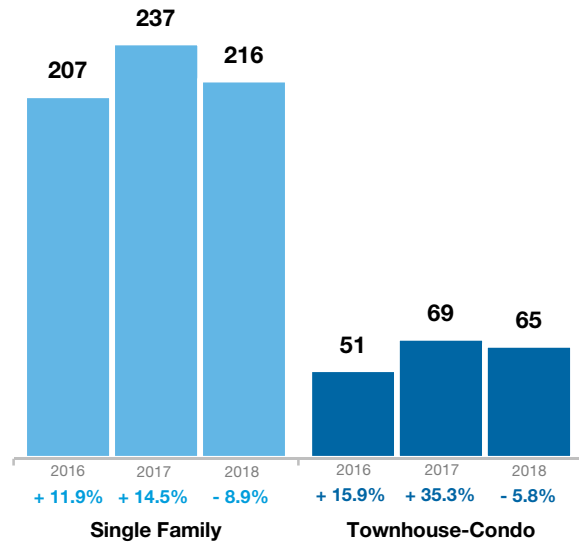


# Sold Listings

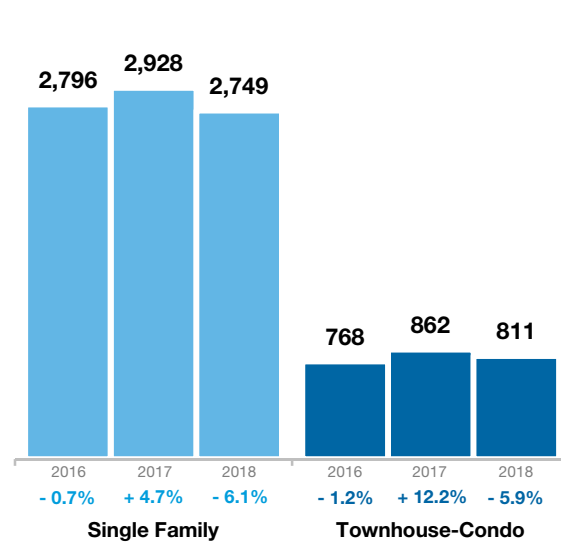
A count of the actual sales that closed in a given month.



## November

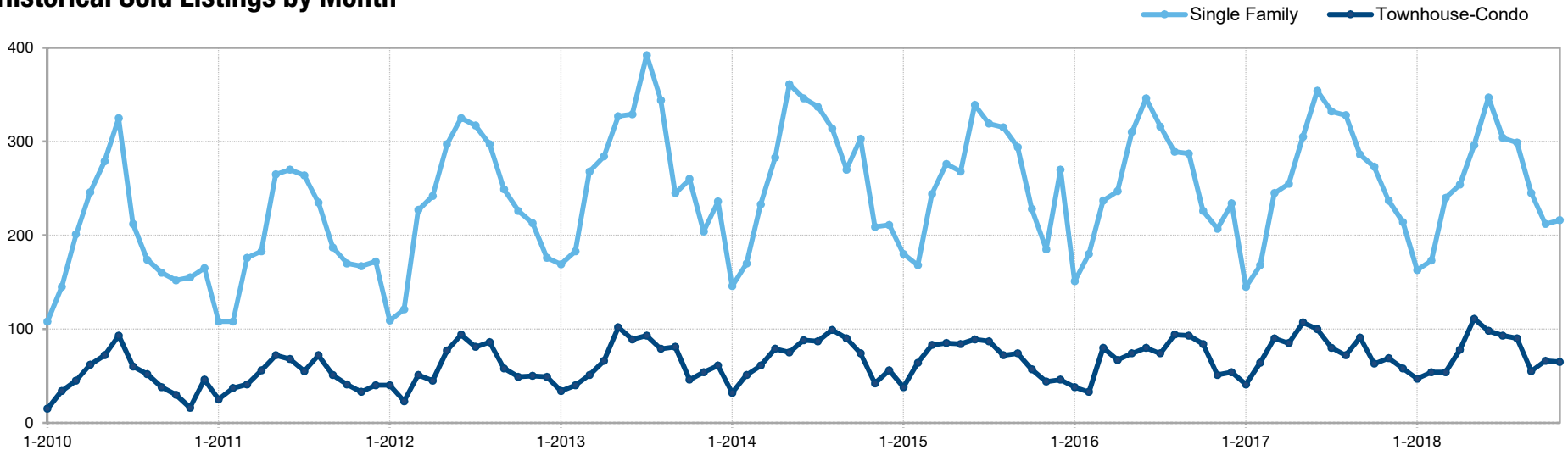


## Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	299	-8.8%	90	+25.0%
Sep-2018	245	-14.3%	55	-39.6%
Oct-2018	212	-22.3%	66	+4.8%
<b>Nov-2018</b>	<b>216</b>	<b>-8.9%</b>	<b>65</b>	<b>-5.8%</b>
12-Month Avg	247	-6.3%	72	-5.1%

## Historical Sold Listings by Month

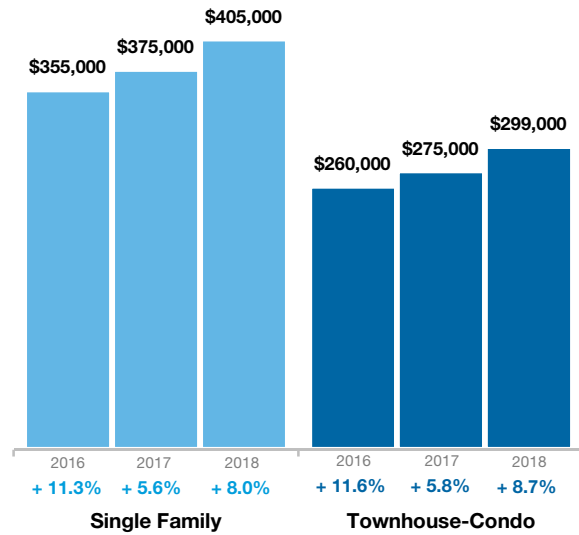


# Median Sales Price

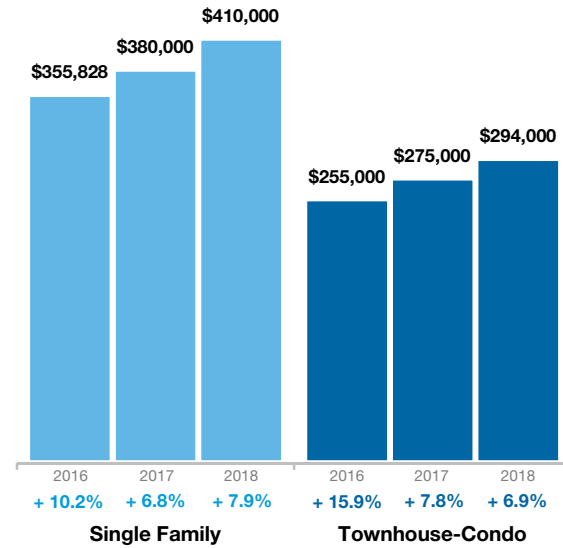
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



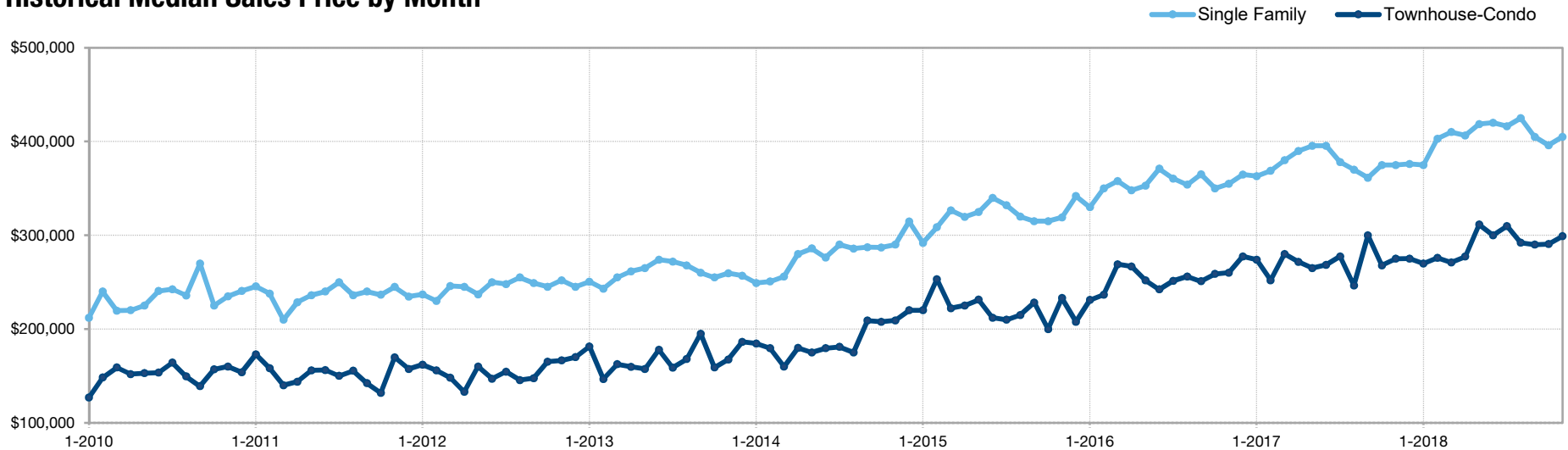
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Oct-2018	\$395,950	+5.6%	\$290,588	+8.5%
<b>Nov-2018</b>	<b>\$405,000</b>	<b>+8.0%</b>	<b>\$299,000</b>	<b>+8.7%</b>
12-Month Avg*	\$408,000	+7.4%	\$292,000	+6.2%

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

## Historical Median Sales Price by Month

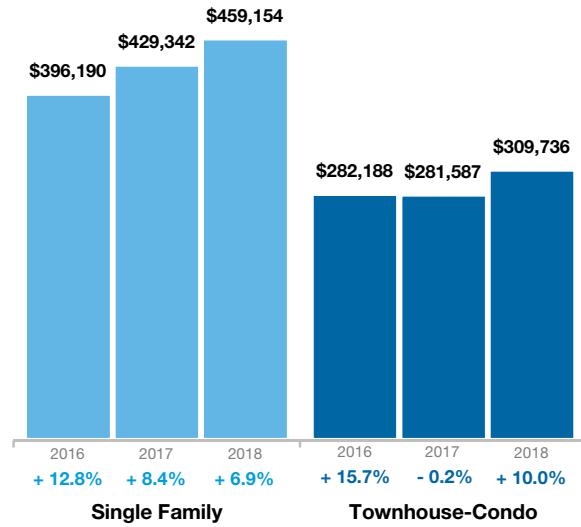


# Average Sales Price

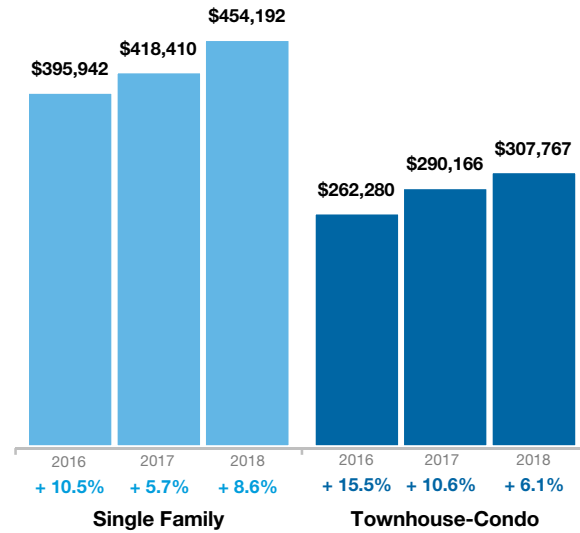
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



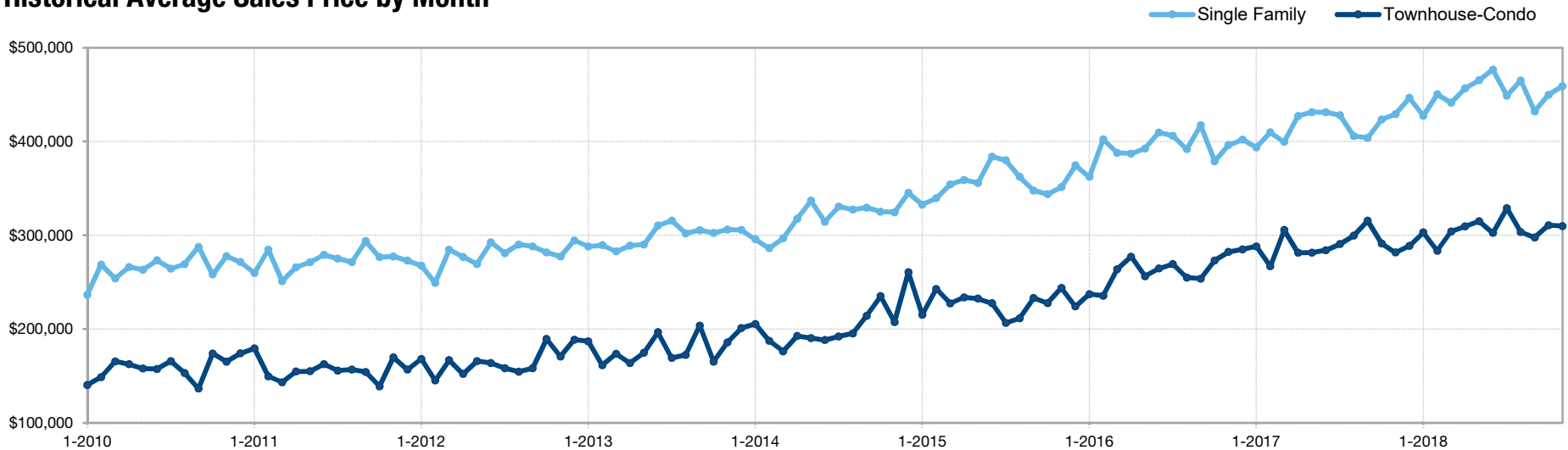
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$476,713	+10.6%	\$302,410	+6.5%
Jul-2018	\$448,891	+4.8%	\$328,824	+13.2%
Aug-2018	\$465,078	+14.6%	\$303,417	+1.3%
Sep-2018	\$432,135	+7.0%	\$297,636	-5.6%
Oct-2018	\$449,743	+6.2%	\$310,596	+6.6%
<b>Nov-2018</b>	<b>\$459,154</b>	<b>+6.9%</b>	<b>\$309,736</b>	<b>+10.0%</b>
12-Month Avg*	\$453,633	+8.7%	\$306,500	+5.7%

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

## Historical Average Sales Price by Month



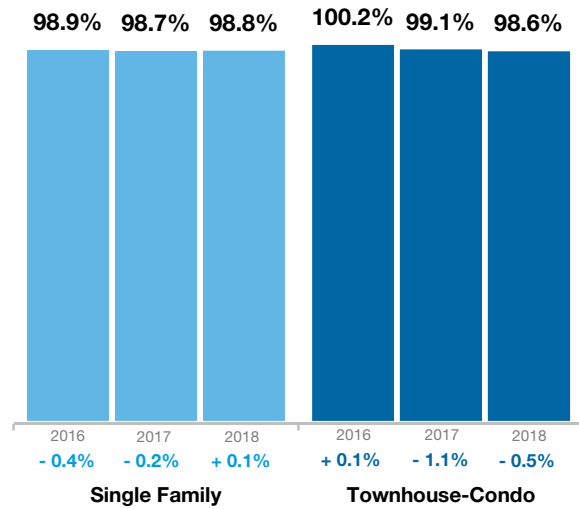


# Percent of List Price Received

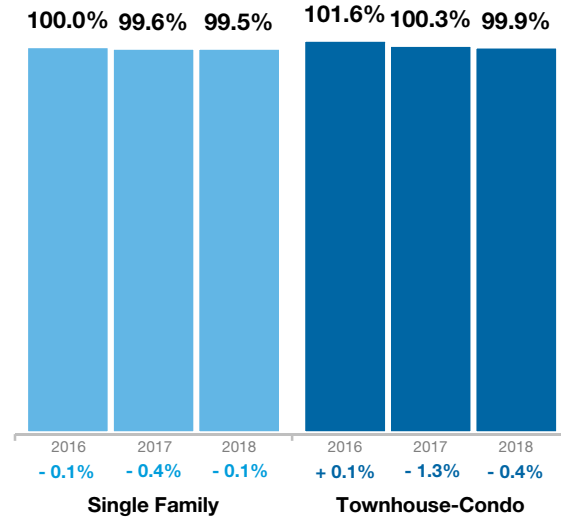
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



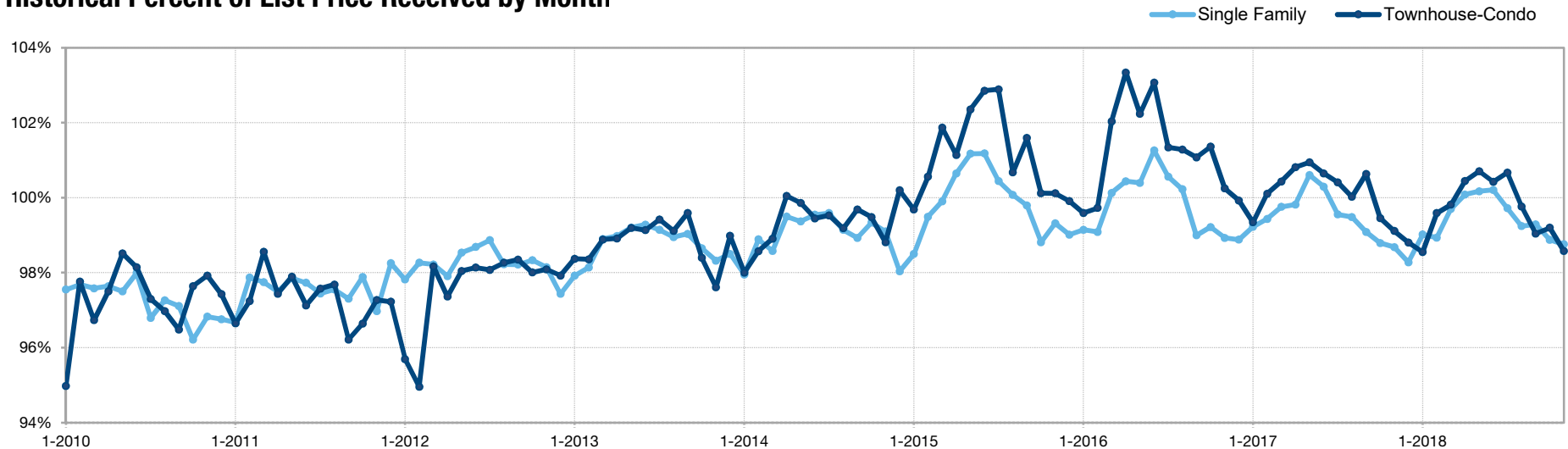
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Oct-2018	98.9%	+0.1%	99.2%	-0.3%
<b>Nov-2018</b>	<b>98.8%</b>	<b>+0.1%</b>	<b>98.6%</b>	<b>-0.5%</b>
12-Month Avg*	99.5%	-0.1%	100.3%	-0.5%

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

## Historical Percent of List Price Received by Month

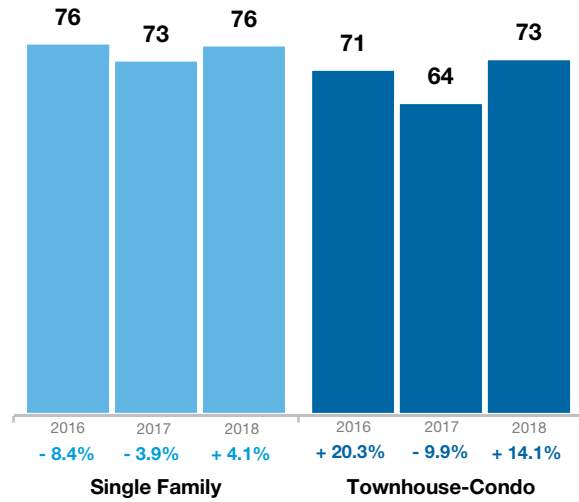


# Days on Market Until Sale

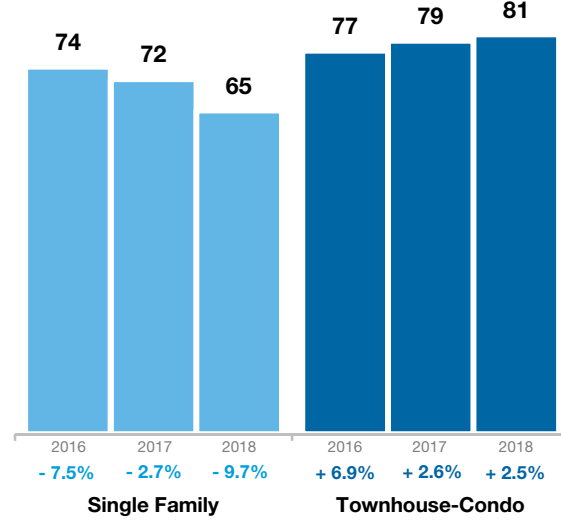
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



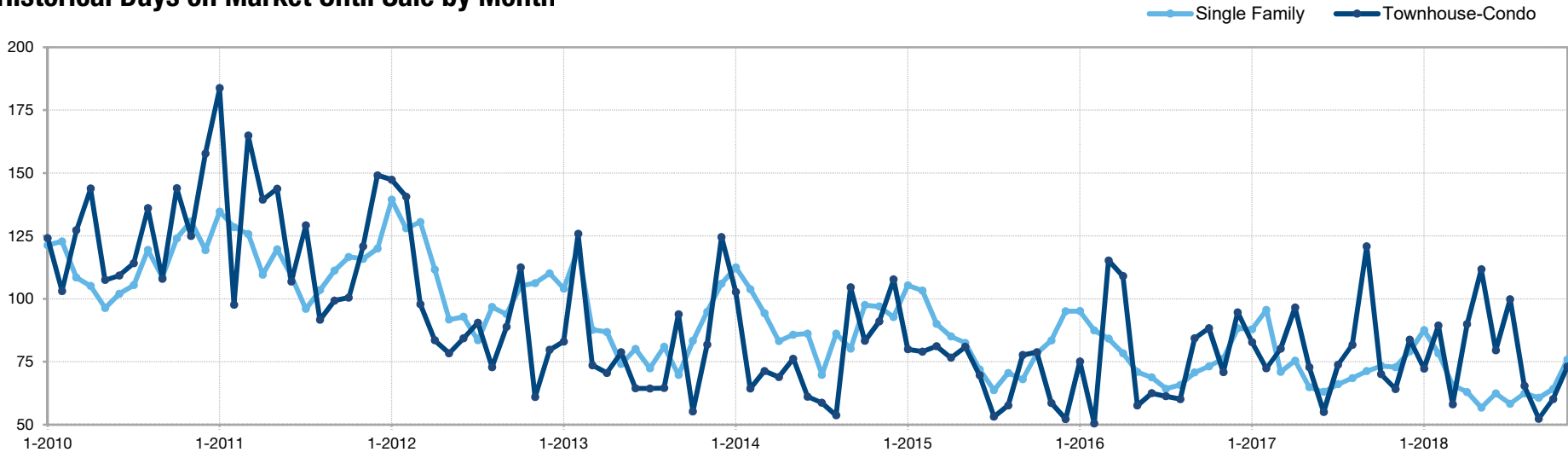
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	62	-8.8%	65	-20.7%
Sep-2018	61	-14.1%	52	-57.0%
Oct-2018	64	-12.3%	60	-14.3%
<b>Nov-2018</b>	<b>76</b>	<b>+4.1%</b>	<b>73</b>	<b>+14.1%</b>
12-Month Avg	66	-9.1%	81	+0.7%

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

## Historical Days on Market Until Sale by Month



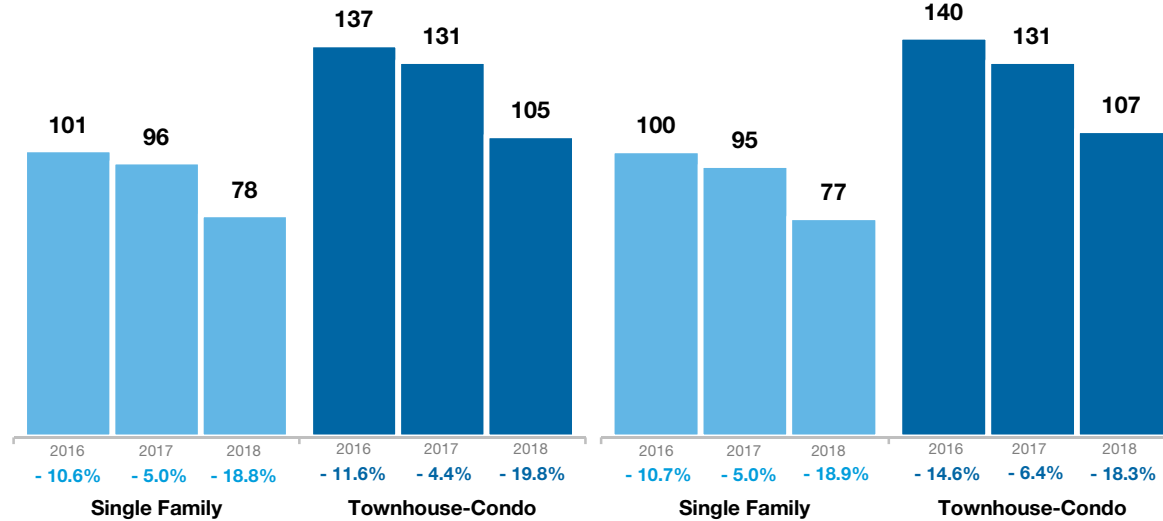
# Housing Affordability Index

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.



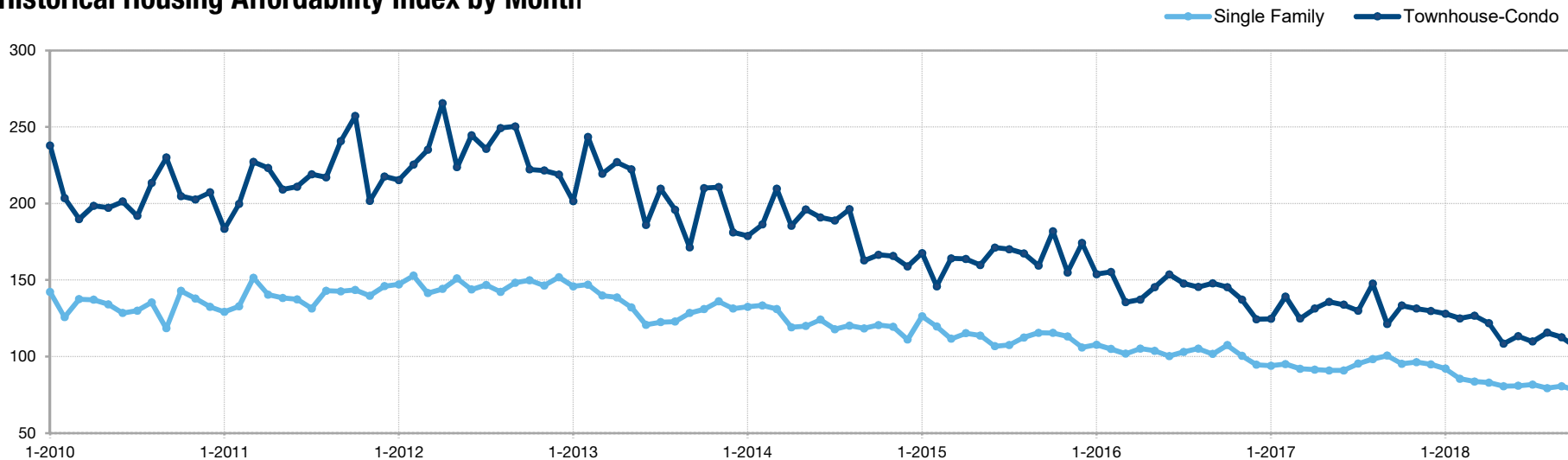
## November

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Oct-2018	78	-17.9%	106	-20.3%
<b>Nov-2018</b>	<b>78</b>	<b>-18.8%</b>	<b>105</b>	<b>-19.8%</b>
12-Month Avg	83	-17.5%	95	-20.1%

## Historical Housing Affordability Index by Month

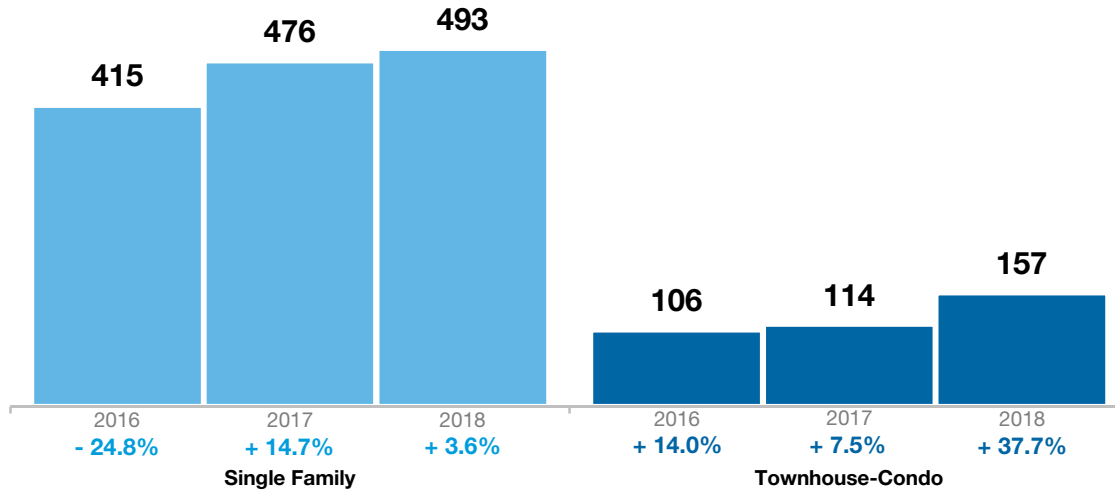


# Inventory of Active Listings

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



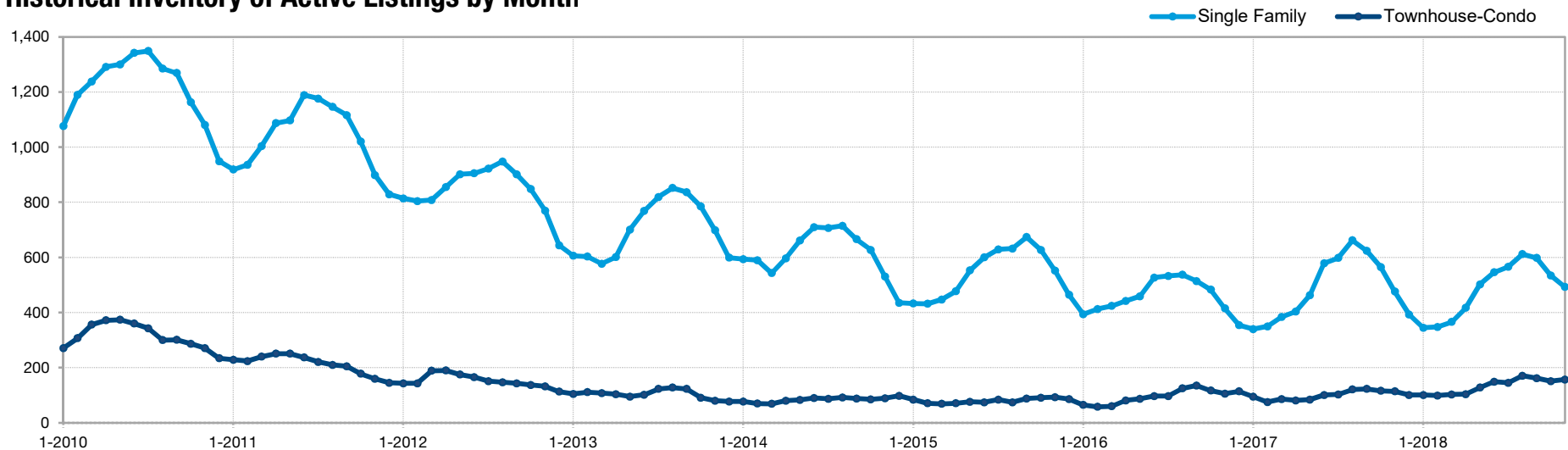
## November



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	104	+28.4%
May-2018	502	+8.4%	128	+52.4%
Jun-2018	546	-5.7%	149	+47.5%
Jul-2018	566	-5.4%	145	+40.8%
Aug-2018	612	-7.6%	171	+41.3%
Sep-2018	598	-4.2%	162	+31.7%
Oct-2018	535	-5.3%	151	+30.2%
<b>Nov-2018</b>	<b>493</b>	<b>+3.6%</b>	<b>157</b>	<b>+37.7%</b>
12-Month Avg*	477	-1.3%	131	+29.5%

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

## Historical Inventory of Active Listings by Month

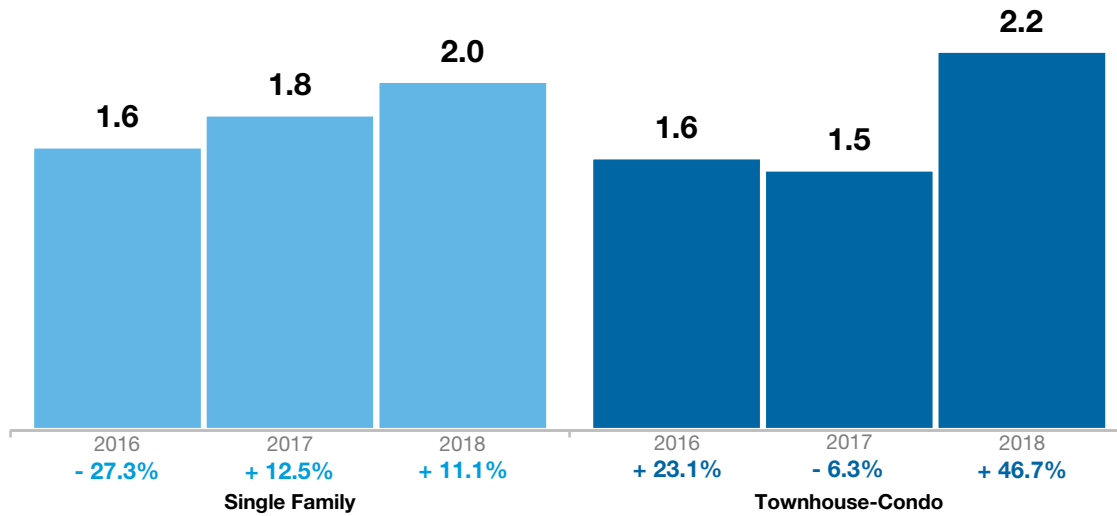


# Months Supply of Inventory

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.



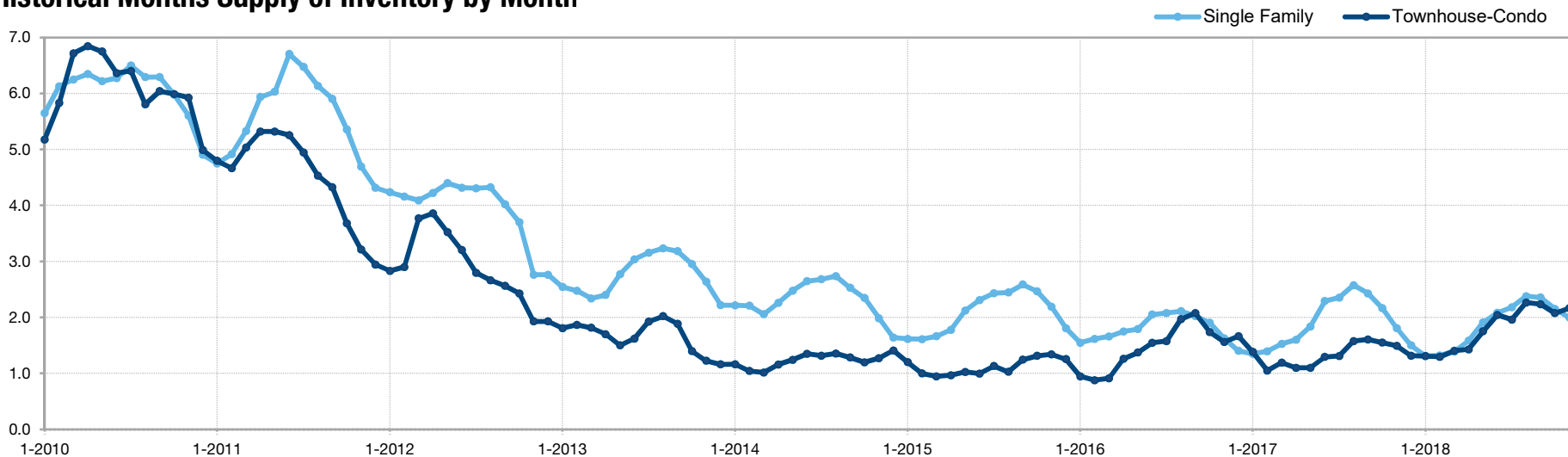
## November



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	1.8	+63.6%
Jun-2018	2.1	-8.7%	2.0	+53.8%
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%	2.2	+37.5%
Oct-2018	2.2	0.0%	2.1	+31.3%
<b>Nov-2018</b>	<b>2.0</b>	<b>+11.1%</b>	<b>2.2</b>	<b>+46.7%</b>
12-Month Avg*	1.8	-2.5%	1.8	+30.2%

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



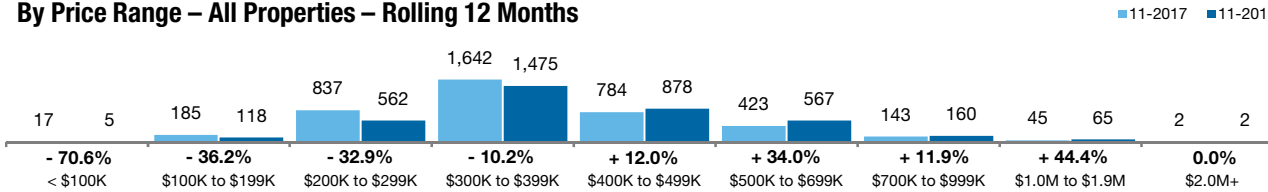
Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		247	<b>278</b>	+ 12.6%	4,704	<b>4,549</b>	- 3.3%
<b>Pending Sales</b>		250	<b>230</b>	- 8.0%	867	<b>793</b>	- 8.5%
<b>Under Contract</b>	Not enough historical data for chart	--	--	--	--	--	--
<b>Sold Listings</b>		306	<b>281</b>	- 8.2%	3,790	<b>3,560</b>	- 6.1%
<b>Median Sales Price</b>		\$353,678	<b>\$379,900</b>	+ 7.4%	\$352,500	<b>\$383,910</b>	+ 8.9%
<b>Avg. Sales Price</b>		\$396,024	<b>\$424,591</b>	+ 8.1%	\$389,235	<b>\$420,835</b>	+ 8.1%
<b>Pct. of List Price Received</b>		98.8%	<b>98.7%</b>	- 0.1%	99.7%	<b>99.6%</b>	- 0.1%
<b>Days on Market</b>		71	<b>75</b>	- 5.5%	73	<b>69</b>	- 5.5%
<b>Affordability Index</b>		102	<b>83</b>	- 19.8%	102	<b>82</b>	- 19.8%
<b>Active Listings</b>		590	<b>650</b>	+ 10.2%	--	--	--
<b>Months Supply</b>		1.7	<b>2.0</b>	+ 17.2%	--	--	--

# Sold Listings

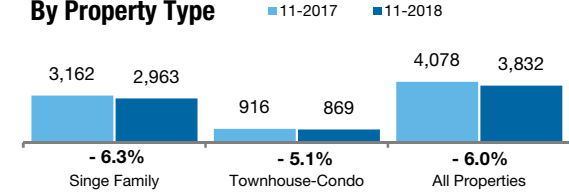
Actual sales that have closed in a given quarter.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	17	5	-70.6%	0	0	--
\$100,000 to \$199,999	79	48	-39.2%	106	70	-34.0%
\$200,000 to \$299,999	374	169	-54.8%	463	393	-15.1%
\$300,000 to \$399,999	1,359	1,153	-15.2%	283	322	+13.8%
\$400,000 to \$499,999	746	828	+11.0%	38	50	+31.6%
\$500,000 to \$699,999	409	541	+32.3%	14	26	+85.7%
\$700,000 to \$999,999	135	157	+16.3%	8	3	-62.5%
\$1,000,000 to \$1,999,999	41	60	+46.3%	4	5	+25.0%
\$2,000,000 and Above	2	2	0.0%	0	0	--
<b>All Price Ranges</b>	<b>3,162</b>	<b>2,963</b>	<b>-6.3%</b>	<b>916</b>	<b>869</b>	<b>-5.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2018	11-2018	Change	10-2018	11-2018	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	3	3	0.0%	6	8	+33.3%
\$200,000 to \$299,999	19	12	-36.8%	31	26	-16.1%
\$300,000 to \$399,999	85	88	+3.5%	21	26	+23.8%
\$400,000 to \$499,999	57	59	+3.5%	5	3	-40.0%
\$500,000 to \$699,999	27	36	+33.3%	2	0	-100.0%
\$700,000 to \$999,999	16	10	-37.5%	0	1	--
\$1,000,000 to \$1,999,999	5	7	+40.0%	1	1	0.0%
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>212</b>	<b>216</b>	<b>+1.9%</b>	<b>66</b>	<b>65</b>	<b>-1.5%</b>

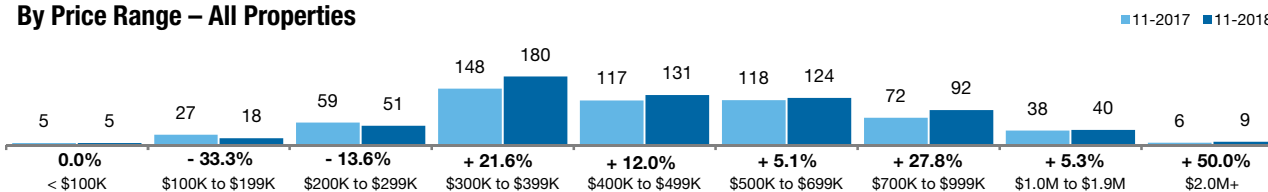
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	17	5	-70.6%	0	0	--
\$100,000 to \$199,999	75	45	-40.0%	96	64	-33.3%
\$200,000 to \$299,999	324	146	-54.9%	439	365	-16.9%
\$300,000 to \$399,999	1,271	1,059	-16.7%	267	302	+13.1%
\$400,000 to \$499,999	689	783	+13.6%	35	47	+34.3%
\$500,000 to \$699,999	385	508	+31.9%	14	25	+78.6%
\$700,000 to \$999,999	128	147	+14.8%	7	3	-57.1%
\$1,000,000 to \$1,999,999	37	55	+48.6%	4	5	+25.0%
\$2,000,000 and Above	2	1	-50.0%	0	0	--
<b>All Price Ranges</b>	<b>2,928</b>	<b>2,749</b>	<b>-6.1%</b>	<b>862</b>	<b>811</b>	<b>-5.9%</b>

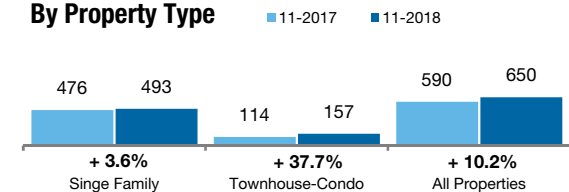
# Inventory of Active Listings

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		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	24	13	-45.8%	3	5	+66.7%
\$200,000 to \$299,999	27	19	-29.6%	32	32	0.0%
\$300,000 to \$399,999	101	121	+19.8%	47	59	+25.5%
\$400,000 to \$499,999	106	111	+4.7%	11	20	+81.8%
\$500,000 to \$699,999	110	108	-1.8%	8	16	+100.0%
\$700,000 to \$999,999	65	69	+6.2%	7	23	+228.6%
\$1,000,000 to \$1,999,999	32	38	+18.8%	6	2	-66.7%
\$2,000,000 and Above	6	9	+50.0%	0	0	--
<b>All Price Ranges</b>	<b>476</b>	<b>493</b>	<b>+3.6%</b>	<b>114</b>	<b>157</b>	<b>+37.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2018	11-2018	Change	10-2018	11-2018	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	12	13	+8.3%	5	5	0.0%
\$200,000 to \$299,999	22	19	-13.6%	36	32	-11.1%
\$300,000 to \$399,999	133	121	-9.0%	53	59	+11.3%
\$400,000 to \$499,999	125	111	-11.2%	15	20	+33.3%
\$500,000 to \$699,999	114	108	-5.3%	16	16	0.0%
\$700,000 to \$999,999	75	69	-8.0%	22	23	+4.5%
\$1,000,000 to \$1,999,999	39	38	-2.6%	4	2	-50.0%
\$2,000,000 and Above	10	9	-10.0%	0	0	--
<b>All Price Ranges</b>	<b>535</b>	<b>493</b>	<b>-7.9%</b>	<b>151</b>	<b>157</b>	<b>+4.0%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	24	13	-45.8%	3	5	+66.7%
\$200,000 to \$299,999	27	19	-29.6%	32	32	0.0%
\$300,000 to \$399,999	101	121	+19.8%	47	59	+25.5%
\$400,000 to \$499,999	106	111	+4.7%	11	20	+81.8%
\$500,000 to \$699,999	110	108	-1.8%	8	16	+100.0%
\$700,000 to \$999,999	65	69	+6.2%	7	23	+228.6%
\$1,000,000 to \$1,999,999	32	38	+18.8%	6	2	-66.7%
\$2,000,000 and Above	6	9	+50.0%	0	0	--
<b>All Price Ranges</b>	<b>476</b>	<b>493</b>	<b>+3.6%</b>	<b>114</b>	<b>157</b>	<b>+37.7%</b>

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

# Glossary of Terms

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



# Local Market Update for November 2018

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## Berthoud

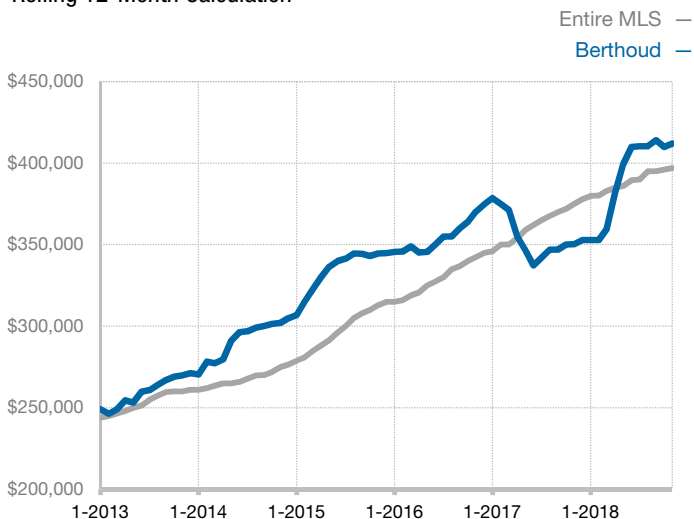
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	26	38	+ 46.2%	502	458	- 8.8%
Closed Sales	26	22	- 15.4%	412	296	- 28.2%
Median Sales Price*	\$429,950	<b>\$435,474</b>	+ 1.3%	\$349,925	<b>\$413,203</b>	+ 18.1%
Average Sales Price*	\$501,845	<b>\$473,888</b>	- 5.6%	\$402,366	<b>\$457,022</b>	+ 13.6%
Percent of List Price Received*	99.2%	<b>99.7%</b>	+ 0.5%	100.2%	<b>99.7%</b>	- 0.5%
Days on Market Until Sale	75	89	+ 18.7%	94	86	- 8.5%
Inventory of Homes for Sale	69	119	+ 72.5%	--	--	--
Months Supply of Inventory	1.9	4.5	+ 136.8%	--	--	--

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

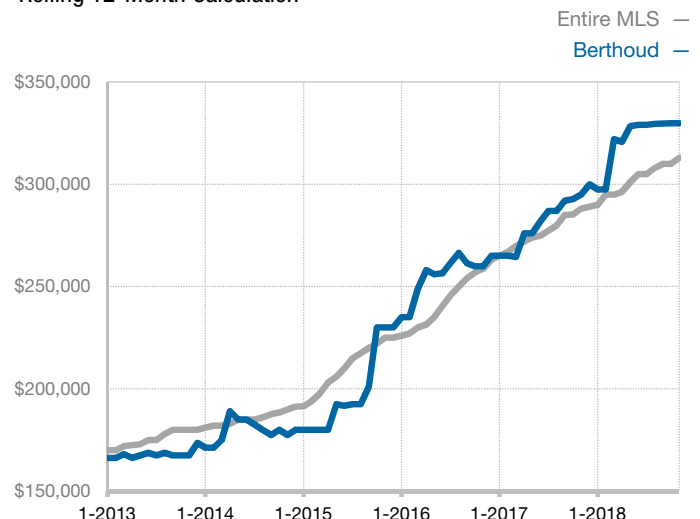
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	0	4	--	42	39	- 7.1%
Closed Sales	2	0	- 100.0%	20	22	+ 10.0%
Median Sales Price*	\$333,750	<b>\$0</b>	- 100.0%	\$297,500	<b>\$327,985</b>	+ 10.2%
Average Sales Price*	\$333,750	<b>\$0</b>	- 100.0%	\$304,456	<b>\$336,995</b>	+ 10.7%
Percent of List Price Received*	98.7%	<b>0.0%</b>	- 100.0%	99.6%	<b>100.9%</b>	+ 1.3%
Days on Market Until Sale	66	0	- 100.0%	67	69	+ 3.0%
Inventory of Homes for Sale	5	8	+ 60.0%	--	--	--
Months Supply of Inventory	2.2	3.5	+ 59.1%	--	--	--

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

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



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



# Local Market Update for November 2018

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## Boulder

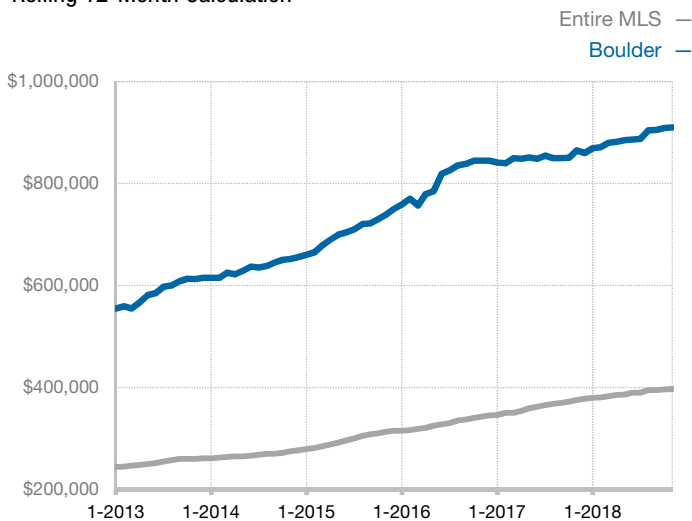
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	45	<b>75</b>	+ 66.7%	1,384	<b>1,319</b>	- 4.7%
Closed Sales	73	<b>52</b>	- 28.8%	909	<b>863</b>	- 5.1%
Median Sales Price*	\$885,000	<b>\$885,000</b>	0.0%	\$865,000	<b>\$920,000</b>	+ 6.4%
Average Sales Price*	\$987,676	<b>\$1,121,354</b>	+ 13.5%	\$1,046,195	<b>\$1,176,455</b>	+ 12.5%
Percent of List Price Received*	97.6%	<b>97.8%</b>	+ 0.2%	98.5%	<b>98.9%</b>	+ 0.4%
Days on Market Until Sale	81	<b>62</b>	- 23.5%	70	<b>63</b>	- 10.0%
Inventory of Homes for Sale	177	<b>178</b>	+ 0.6%	--	--	--
Months Supply of Inventory	2.2	<b>2.3</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.

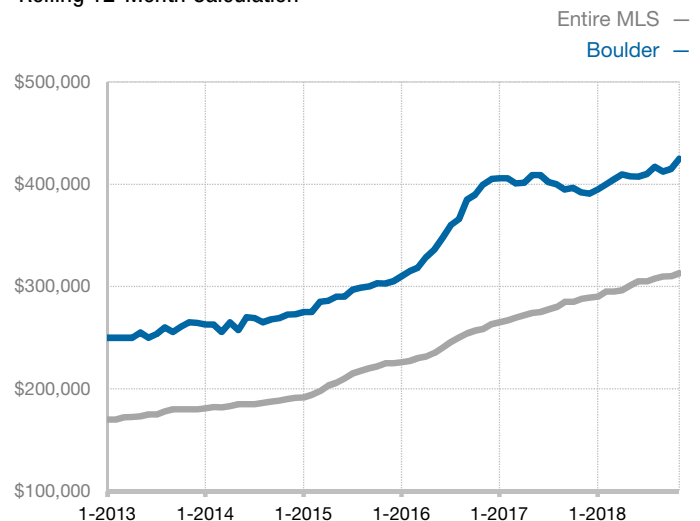
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	44	<b>35</b>	- 20.5%	877	<b>900</b>	+ 2.6%
Closed Sales	54	<b>44</b>	- 18.5%	615	<b>644</b>	+ 4.7%
Median Sales Price*	\$316,000	<b>\$465,000</b>	+ 47.2%	\$389,900	<b>\$426,500</b>	+ 9.4%
Average Sales Price*	\$388,869	<b>\$556,829</b>	+ 43.2%	\$447,860	<b>\$504,090</b>	+ 12.6%
Percent of List Price Received*	98.2%	<b>97.9%</b>	- 0.3%	99.9%	<b>99.9%</b>	0.0%
Days on Market Until Sale	66	<b>66</b>	0.0%	49	<b>50</b>	+ 2.0%
Inventory of Homes for Sale	92	<b>118</b>	+ 28.3%	--	--	--
Months Supply of Inventory	1.7	<b>2.0</b>	+ 17.6%	--	--	--

\* 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 November 2018

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## Fort Collins

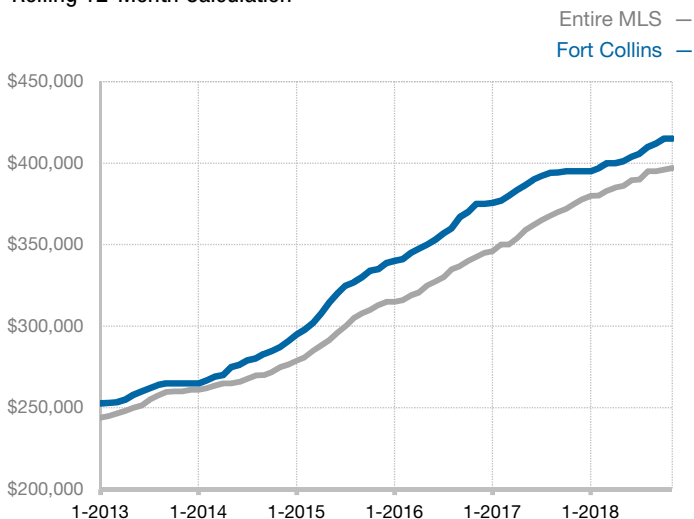
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	143	154	+ 7.7%	2,841	2,646	- 6.9%
Closed Sales	177	154	- 13.0%	2,184	2,120	- 2.9%
Median Sales Price*	\$385,000	<b>\$402,500</b>	+ 4.5%	\$395,000	<b>\$417,380</b>	+ 5.7%
Average Sales Price*	\$450,321	<b>\$456,792</b>	+ 1.4%	\$436,346	<b>\$463,400</b>	+ 6.2%
Percent of List Price Received*	98.6%	<b>99.1%</b>	+ 0.5%	99.6%	<b>99.7%</b>	+ 0.1%
Days on Market Until Sale	63	71	+ 12.7%	62	59	- 4.8%
Inventory of Homes for Sale	318	303	- 4.7%	--	--	--
Months Supply of Inventory	1.6	1.6	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.

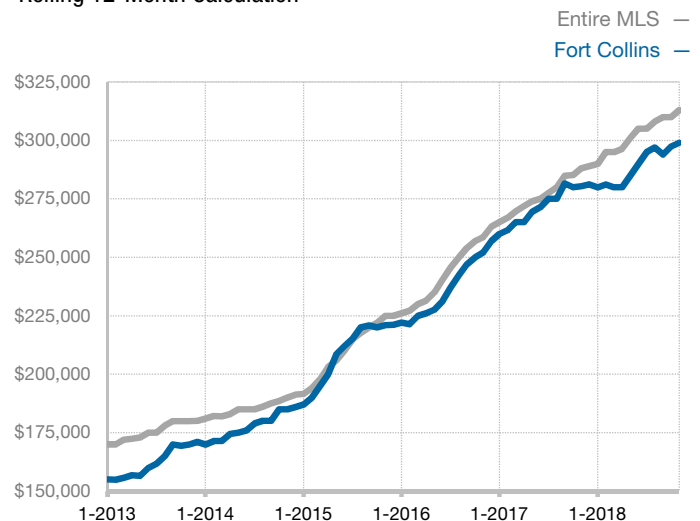
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	54	58	+ 7.4%	889	901	+ 1.3%
Closed Sales	65	64	- 1.5%	788	766	- 2.8%
Median Sales Price*	\$281,500	<b>\$299,250</b>	+ 6.3%	\$280,708	<b>\$299,700</b>	+ 6.8%
Average Sales Price*	\$283,317	<b>\$310,873</b>	+ 9.7%	\$294,672	<b>\$310,952</b>	+ 5.5%
Percent of List Price Received*	99.2%	<b>98.6%</b>	- 0.6%	100.4%	<b>99.9%</b>	- 0.5%
Days on Market Until Sale	65	74	+ 13.8%	77	82	+ 6.5%
Inventory of Homes for Sale	107	137	+ 28.0%	--	--	--
Months Supply of Inventory	1.5	2.0	+ 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 November 2018

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## Greeley

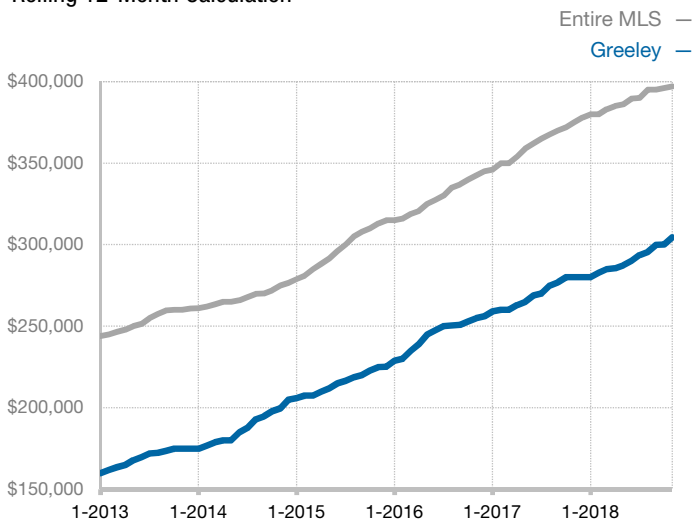
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	125	150	+ 20.0%	1,589	1,820	+ 14.5%
Closed Sales	127	114	- 10.2%	1,358	1,439	+ 6.0%
Median Sales Price*	\$284,900	<b>\$324,811</b>	+ 14.0%	\$280,000	<b>\$305,000</b>	+ 8.9%
Average Sales Price*	\$293,632	<b>\$337,029</b>	+ 14.8%	\$297,588	<b>\$320,968</b>	+ 7.9%
Percent of List Price Received*	99.8%	<b>99.4%</b>	- 0.4%	100.1%	<b>100.2%</b>	+ 0.1%
Days on Market Until Sale	53	58	+ 9.4%	53	56	+ 5.7%
Inventory of Homes for Sale	141	170	+ 20.6%	--	--	--
Months Supply of Inventory	1.1	1.3	+ 18.2%	--	--	--

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

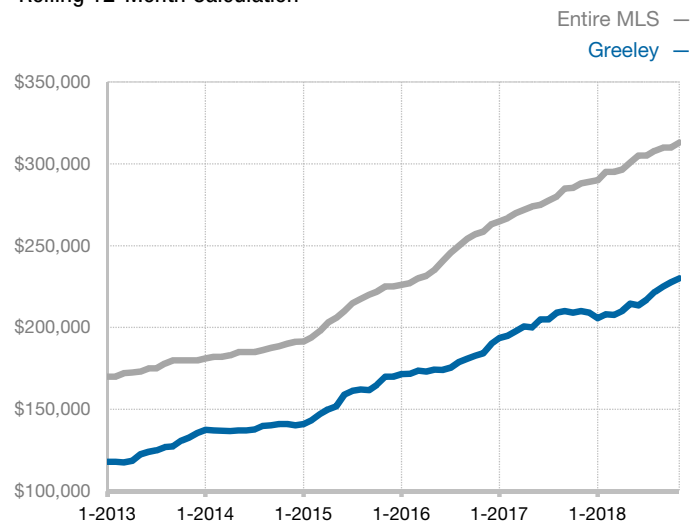
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	13	13	0.0%	282	283	+ 0.4%
Closed Sales	20	13	- 35.0%	267	244	- 8.6%
Median Sales Price*	\$211,500	<b>\$230,000</b>	+ 8.7%	\$209,000	<b>\$235,000</b>	+ 12.4%
Average Sales Price*	\$215,520	<b>\$249,173</b>	+ 15.6%	\$216,104	<b>\$238,472</b>	+ 10.4%
Percent of List Price Received*	100.0%	<b>99.4%</b>	- 0.6%	100.4%	<b>100.0%</b>	- 0.4%
Days on Market Until Sale	106	61	- 42.5%	64	45	- 29.7%
Inventory of Homes for Sale	12	23	+ 91.7%	--	--	--
Months Supply of Inventory	0.5	1.0	+ 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 November 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Johnstown

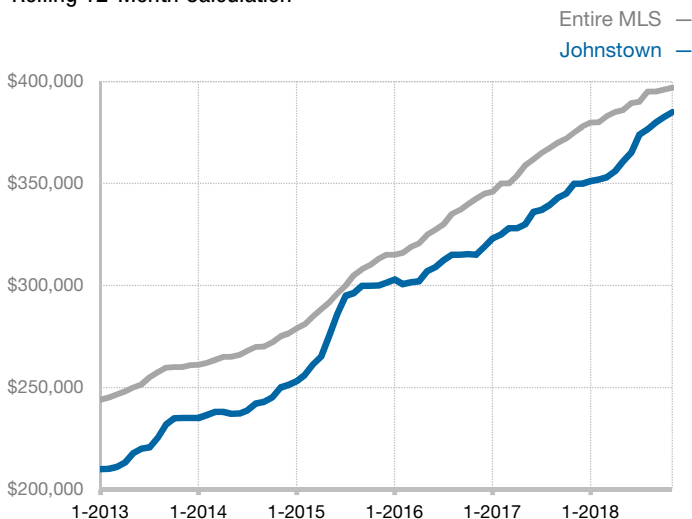
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	35	22	- 37.1%	537	517	- 3.7%
Closed Sales	41	31	- 24.4%	450	407	- 9.6%
Median Sales Price*	\$380,000	<b>\$390,000</b>	+ 2.6%	\$349,450	<b>\$385,000</b>	+ 10.2%
Average Sales Price*	\$393,834	<b>\$403,608</b>	+ 2.5%	\$367,227	<b>\$400,927</b>	+ 9.2%
Percent of List Price Received*	99.7%	<b>99.8%</b>	+ 0.1%	99.7%	<b>99.9%</b>	+ 0.2%
Days on Market Until Sale	76	80	+ 5.3%	73	64	- 12.3%
Inventory of Homes for Sale	66	72	+ 9.1%	--	--	--
Months Supply of Inventory	1.7	1.9	+ 11.8%	--	--	--

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

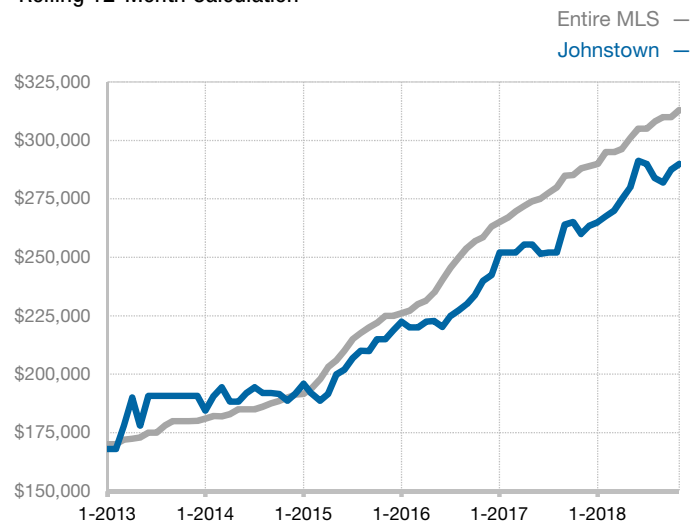
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	3	3	0.0%	23	27	+ 17.4%
Closed Sales	2	2	0.0%	17	22	+ 29.4%
Median Sales Price*	\$244,900	<b>\$267,500</b>	+ 9.2%	\$263,500	<b>\$290,000</b>	+ 10.1%
Average Sales Price*	\$244,900	<b>\$267,500</b>	+ 9.2%	\$294,512	<b>\$289,853</b>	- 1.6%
Percent of List Price Received*	100.0%	<b>98.0%</b>	- 2.0%	99.4%	<b>99.1%</b>	- 0.3%
Days on Market Until Sale	15	47	+ 213.3%	57	53	- 7.0%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.1	0.9	- 18.2%	--	--	--

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



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



# Local Market Update for November 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Longmont

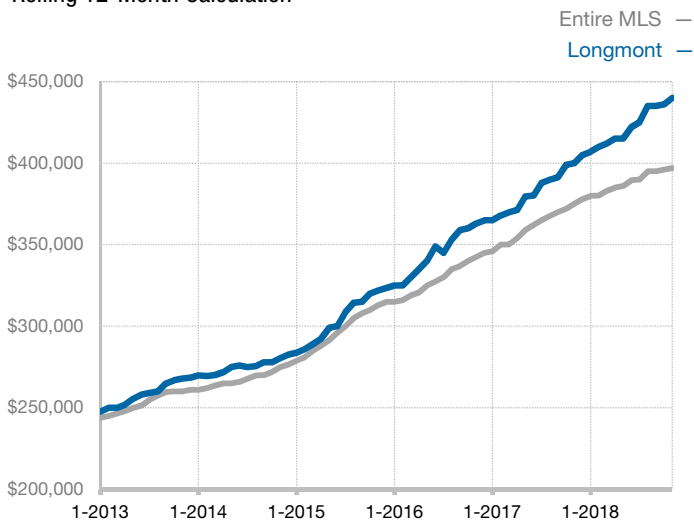
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	87	<b>92</b>	+ 5.7%	1,678	<b>1,652</b>	- 1.5%
Closed Sales	116	<b>117</b>	+ 0.9%	1,232	<b>1,242</b>	+ 0.8%
Median Sales Price*	\$400,051	<b>\$415,000</b>	+ 3.7%	\$402,000	<b>\$440,000</b>	+ 9.5%
Average Sales Price*	\$444,504	<b>\$500,254</b>	+ 12.5%	\$467,720	<b>\$507,171</b>	+ 8.4%
Percent of List Price Received*	99.0%	<b>98.9%</b>	- 0.1%	100.0%	<b>99.8%</b>	- 0.2%
Days on Market Until Sale	64	<b>61</b>	- 4.7%	54	<b>55</b>	+ 1.9%
Inventory of Homes for Sale	202	<b>215</b>	+ 6.4%	--	--	--
Months Supply of Inventory	1.8	<b>1.9</b>	+ 5.6%	--	--	--

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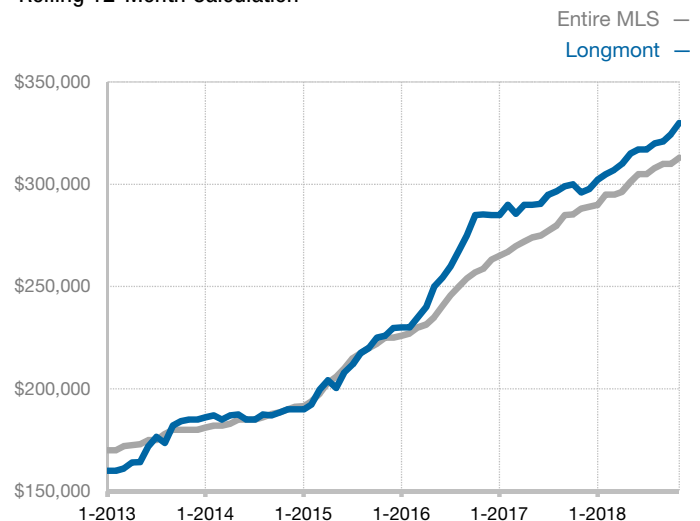
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	18	<b>21</b>	+ 16.7%	377	<b>388</b>	+ 2.9%
Closed Sales	34	<b>44</b>	+ 29.4%	336	<b>320</b>	- 4.8%
Median Sales Price*	\$277,663	<b>\$324,000</b>	+ 16.7%	\$298,500	<b>\$331,625</b>	+ 11.1%
Average Sales Price*	\$276,540	<b>\$332,061</b>	+ 20.1%	\$314,563	<b>\$354,098</b>	+ 12.6%
Percent of List Price Received*	100.5%	<b>100.3%</b>	- 0.2%	100.9%	<b>100.6%</b>	- 0.3%
Days on Market Until Sale	48	<b>50</b>	+ 4.2%	57	<b>51</b>	- 10.5%
Inventory of Homes for Sale	27	<b>65</b>	+ 140.7%	--	--	--
Months Supply of Inventory	0.9	<b>2.3</b>	+ 155.6%	--	--	--

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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 November 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Loveland

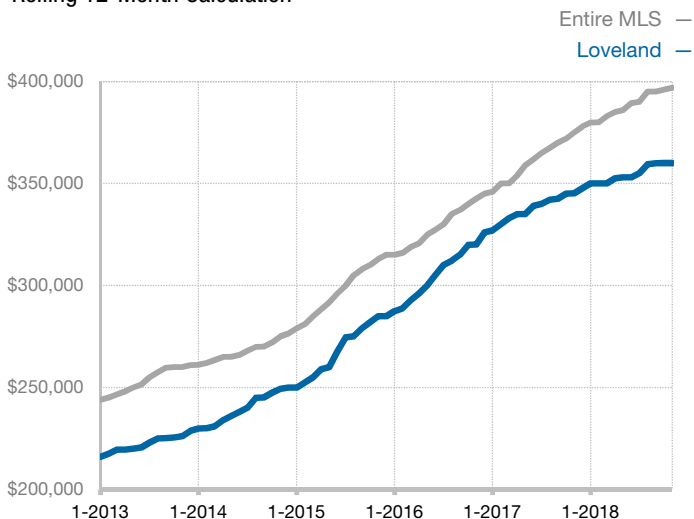
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	100	88	- 12.0%	1,804	1,666	- 7.6%
Closed Sales	139	91	- 34.5%	1,468	1,296	- 11.7%
Median Sales Price*	\$364,945	<b>\$354,950</b>	- 2.7%	\$346,000	<b>\$360,000</b>	+ 4.0%
Average Sales Price*	\$399,396	<b>\$419,131</b>	+ 4.9%	\$391,008	<b>\$409,263</b>	+ 4.7%
Percent of List Price Received*	99.6%	<b>98.9%</b>	- 0.7%	99.9%	<b>99.9%</b>	0.0%
Days on Market Until Sale	75	<b>66</b>	- 12.0%	69	<b>68</b>	- 1.4%
Inventory of Homes for Sale	197	<b>170</b>	- 13.7%	--	--	--
Months Supply of Inventory	1.5	<b>1.4</b>	- 6.7%	--	--	--

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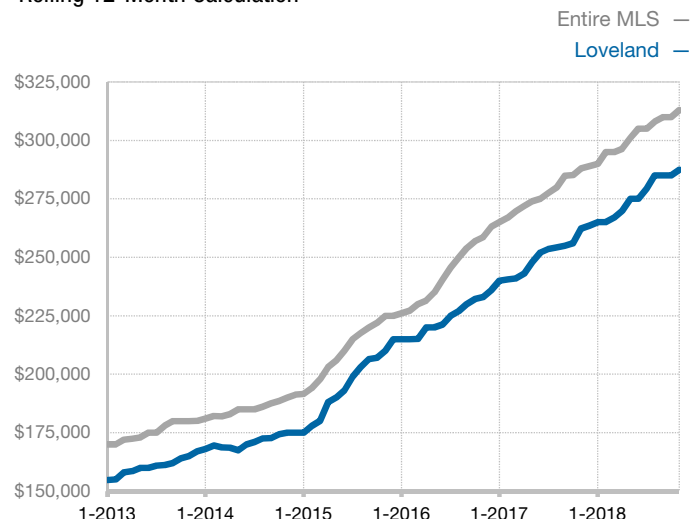
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	34	19	- 44.1%	317	340	+ 7.3%
Closed Sales	29	23	- 20.7%	224	298	+ 33.0%
Median Sales Price*	\$275,000	<b>\$297,500</b>	+ 8.2%	\$263,000	<b>\$288,702</b>	+ 9.8%
Average Sales Price*	\$279,937	<b>\$327,232</b>	+ 16.9%	\$271,730	<b>\$301,261</b>	+ 10.9%
Percent of List Price Received*	100.0%	<b>99.6%</b>	- 0.4%	100.3%	<b>100.3%</b>	0.0%
Days on Market Until Sale	125	<b>117</b>	- 6.4%	61	<b>104</b>	+ 70.5%
Inventory of Homes for Sale	73	<b>54</b>	- 26.0%	--	--	--
Months Supply of Inventory	3.6	<b>2.1</b>	- 41.7%	--	--	--

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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 November 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Wellington

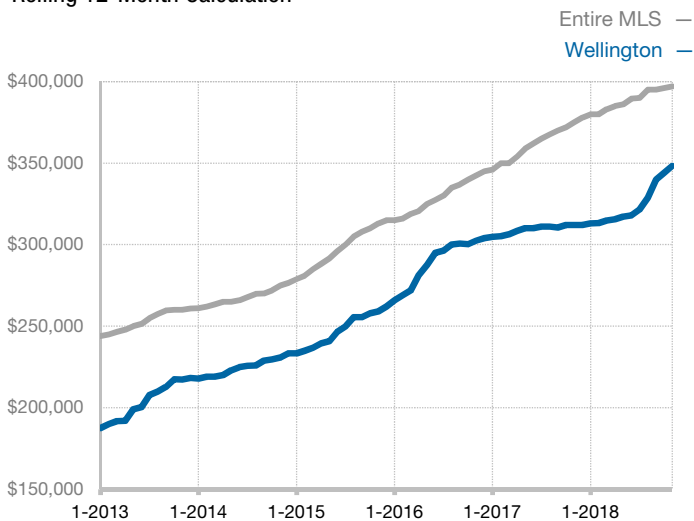
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	23	22	- 4.3%	422	331	- 21.6%
Closed Sales	34	26	- 23.5%	417	247	- 40.8%
Median Sales Price*	\$323,225	<b>\$350,000</b>	+ 8.3%	\$312,000	<b>\$349,900</b>	+ 12.1%
Average Sales Price*	\$341,452	<b>\$377,193</b>	+ 10.5%	\$326,836	<b>\$366,657</b>	+ 12.2%
Percent of List Price Received*	99.3%	<b>99.0%</b>	- 0.3%	100.9%	<b>99.6%</b>	- 1.3%
Days on Market Until Sale	89	<b>50</b>	- 43.8%	85	<b>53</b>	- 37.6%
Inventory of Homes for Sale	21	<b>49</b>	+ 133.3%	--	--	--
Months Supply of Inventory	0.6	<b>2.1</b>	+ 250.0%	--	--	--

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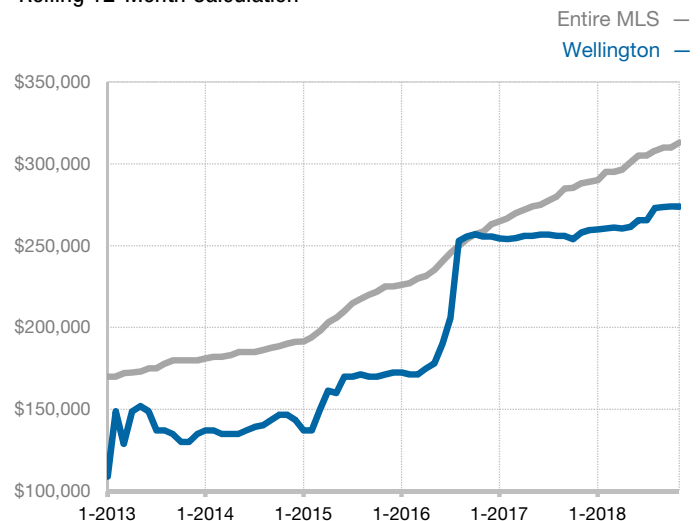
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	3	2	- 33.3%	59	51	- 13.6%
Closed Sales	2	0	- 100.0%	60	37	- 38.3%
Median Sales Price*	\$271,950	<b>\$0</b>	- 100.0%	\$258,550	<b>\$274,900</b>	+ 6.3%
Average Sales Price*	\$271,950	<b>\$0</b>	- 100.0%	\$251,753	<b>\$263,437</b>	+ 4.6%
Percent of List Price Received*	100.0%	<b>0.0%</b>	- 100.0%	100.5%	<b>100.7%</b>	+ 0.2%
Days on Market Until Sale	22	0	- 100.0%	92	65	- 29.3%
Inventory of Homes for Sale	3	11	+ 266.7%	--	--	--
Months Supply of Inventory	0.5	<b>3.0</b>	+ 500.0%	--	--	--

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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 November 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Windsor

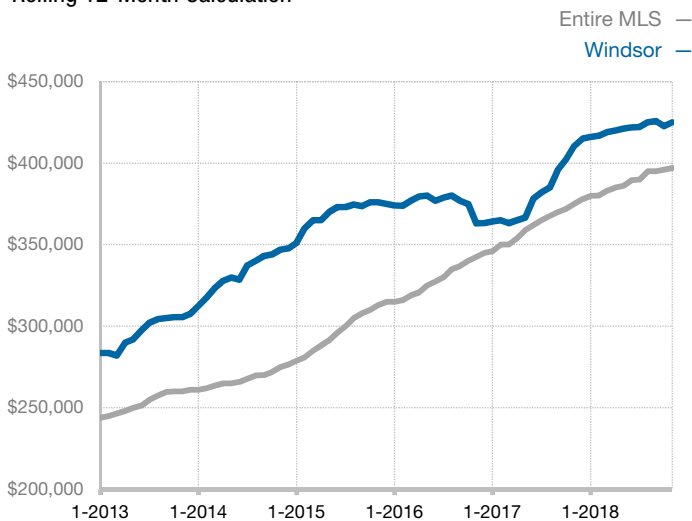
Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	60	<b>66</b>	+ 10.0%	1,071	<b>1,111</b>	+ 3.7%
Closed Sales	60	<b>59</b>	- 1.7%	721	<b>777</b>	+ 7.8%
Median Sales Price*	\$423,500	<b>\$426,500</b>	+ 0.7%	\$414,245	<b>\$425,000</b>	+ 2.6%
Average Sales Price*	\$459,887	<b>\$521,788</b>	+ 13.5%	\$455,736	<b>\$468,164</b>	+ 2.7%
Percent of List Price Received*	99.4%	<b>98.9%</b>	- 0.5%	99.8%	<b>99.6%</b>	- 0.2%
Days on Market Until Sale	87	<b>63</b>	- 27.6%	88	<b>87</b>	- 1.1%
Inventory of Homes for Sale	221	<b>222</b>	+ 0.5%	--	--	--
Months Supply of Inventory	3.4	<b>3.2</b>	- 5.9%	--	--	--

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Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	29	<b>17</b>	- 41.4%	134	<b>150</b>	+ 11.9%
Closed Sales	5	<b>9</b>	+ 80.0%	83	<b>97</b>	+ 16.9%
Median Sales Price*	\$255,000	<b>\$398,833</b>	+ 56.4%	\$324,548	<b>\$347,563</b>	+ 7.1%
Average Sales Price*	\$290,252	<b>\$378,433</b>	+ 30.4%	\$301,798	<b>\$337,183</b>	+ 11.7%
Percent of List Price Received*	99.6%	<b>102.9%</b>	+ 3.3%	100.8%	<b>101.2%</b>	+ 0.4%
Days on Market Until Sale	103	<b>211</b>	+ 104.9%	121	<b>143</b>	+ 18.2%
Inventory of Homes for Sale	43	<b>46</b>	+ 7.0%	--	--	--
Months Supply of Inventory	5.8	<b>5.2</b>	- 10.3%	--	--	--

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



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

