

# Monthly Indicators



## June 2015

Percent changes calculated using year-over-year comparisons.

New Listings were up 6.3 percent for single family homes but decreased 14.8 percent for townhouse-condo properties. Pending sales clocked in at 289 for single family homes and 98 for townhouse-condo properties.

The Median Sales Price was down 10.0 percent to \$475,000 for single family homes but increased 3.8 percent to \$275,009 for townhouse-condo properties. Days on Market decreased 12.7 percent for single family homes and 29.5 percent for condo properties.

Having six months of 2015 data in the books is great, but it is still just intermission at this halfway point of the year. Forecasting market trends can be as dicey as the weather, but with interest rates managing to remain low into the summer months, the outlook is promising, even if rates go up later in the year. Metrics like inventory and percent of list price received at sale are two of the better understudies to watch this year.

## Activity Snapshot

<b>+ 17.9%</b>	<b>- 4.3%</b>	<b>- 17.8%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Days on Market</b> All Properties

Residential real estate activity in the Cities of Boulder, Broomfield, Louisville, Lafayette, Superior, Lyons, Niwot, Frederick, Firestone, Eire, Mead, Nederland and Jamestown, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	6-2014	6-2015	Percent Change	YTD-2014	YTD-2015	Percent Change
<b>New Listings</b>		347	<b>369</b>	+ 6.3%	1,709	<b>1,734</b>	+ 1.5%
<b>Pending / Under Contract</b>		229	<b>289</b>	+ 26.2%	1,157	<b>1,400</b>	+ 21.0%
<b>Sold Listings</b>		227	<b>299</b>	+ 31.7%	984	<b>1,156</b>	+ 17.5%
<b>Median Sales Price</b>		\$528,000	<b>\$475,000</b>	- 10.0%	\$463,000	<b>\$500,000</b>	+ 8.0%
<b>Average Sales Price</b>		\$590,196	<b>\$558,037</b>	- 5.4%	\$565,248	<b>\$614,167</b>	+ 8.7%
<b>Pct. of List Price Received</b>		99.1%	<b>101.3%</b>	+ 2.2%	98.9%	<b>100.3%</b>	+ 1.4%
<b>Days on Market</b>		71	<b>62</b>	- 12.7%	79	<b>72</b>	- 8.9%
<b>Affordability Index</b>		65	<b>76</b>	+ 16.9%	74	<b>73</b>	- 1.4%
<b>Active Listings</b>		<b>603</b>	<b>400</b>	- 33.7%	--	--	--
<b>Months Supply</b>		<b>3.5</b>	<b>2.1</b>	- 40.0%	--	--	--

# Townhouse-Condo Market Overview

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

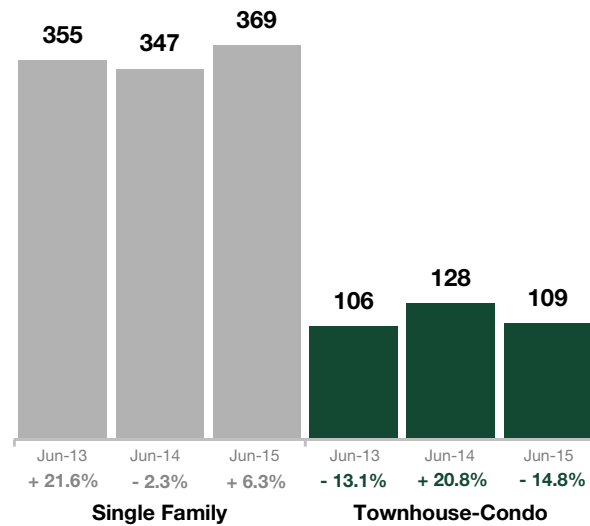


Key Metrics	Historical Sparkbars	6-2014	6-2015	Percent Change	YTD-2014	YTD-2015	Percent Change
<b>New Listings</b>		128	109	- 14.8%	706	628	- 11.0%
<b>Pending / Under Contract</b>		116	98	- 15.5%	590	556	- 5.8%
<b>Sold Listings</b>		125	116	- 7.2%	489	496	+ 1.4%
<b>Median Sales Price</b>		\$265,000	\$275,009	+ 3.8%	\$249,319	\$285,000	+ 14.3%
<b>Average Sales Price</b>		\$303,232	\$316,572	+ 4.4%	\$292,555	\$352,461	+ 20.5%
<b>Pct. of List Price Received</b>		100.0%	103.8%	+ 3.8%	99.7%	102.1%	+ 2.4%
<b>Days on Market</b>		78	55	- 29.5%	67	47	- 29.9%
<b>Affordability Index</b>		129	132	+ 2.3%	137	127	- 7.3%
<b>Active Listings</b>		145	90	- 37.9%	--	--	--
<b>Months Supply</b>		1.8	1.1	- 38.9%	--	--	--

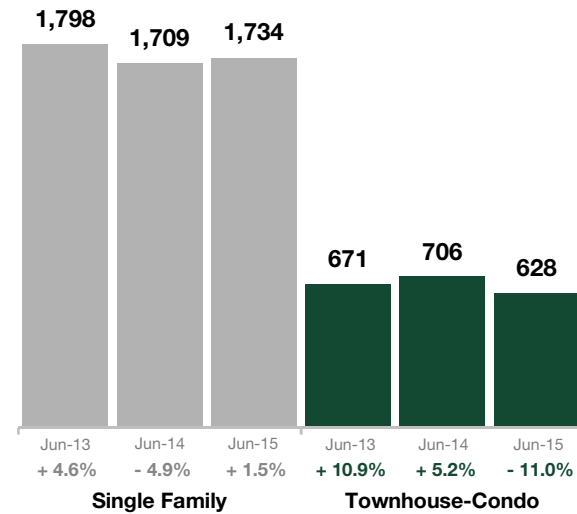
# New Listings



## June

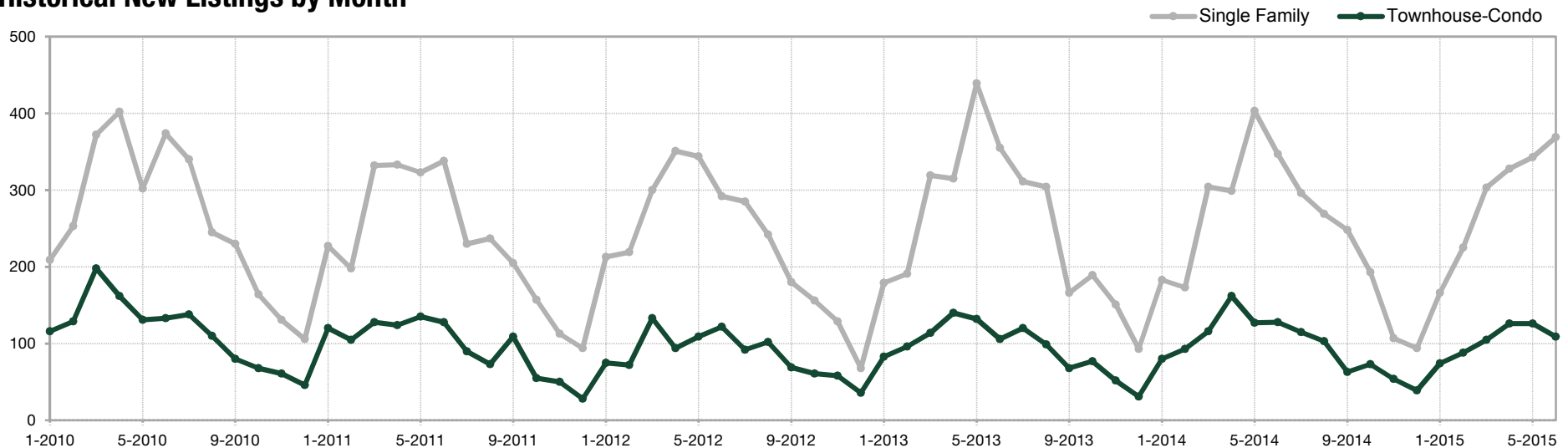


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	296	-4.8%	115	-4.2%
Aug-2014	269	-11.5%	103	+4.0%
Sep-2014	248	+49.4%	63	-7.4%
Oct-2014	193	+2.1%	73	-5.2%
Nov-2014	107	-29.1%	54	+3.8%
Dec-2014	94	+1.1%	39	+25.8%
Jan-2015	166	-9.3%	74	-7.5%
Feb-2015	225	+30.1%	88	-5.4%
Mar-2015	303	-0.3%	105	-9.5%
Apr-2015	328	+9.7%	126	-22.2%
May-2015	343	-14.9%	126	-0.8%
<b>Jun-2015</b>	<b>369</b>	<b>+6.3%</b>	<b>109</b>	<b>-14.8%</b>

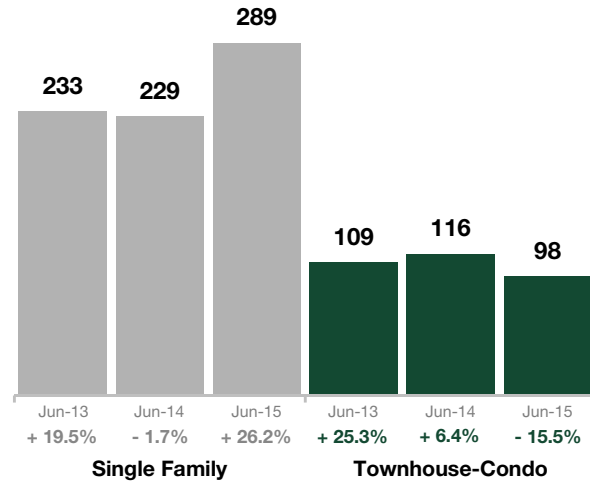
## Historical New Listings by Month



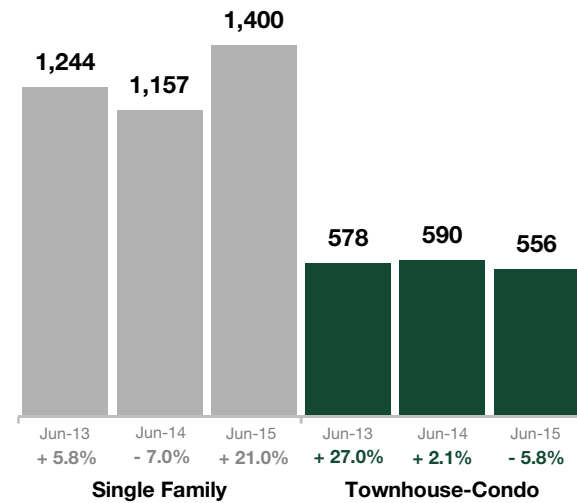
# Pending / Under Contract



## June

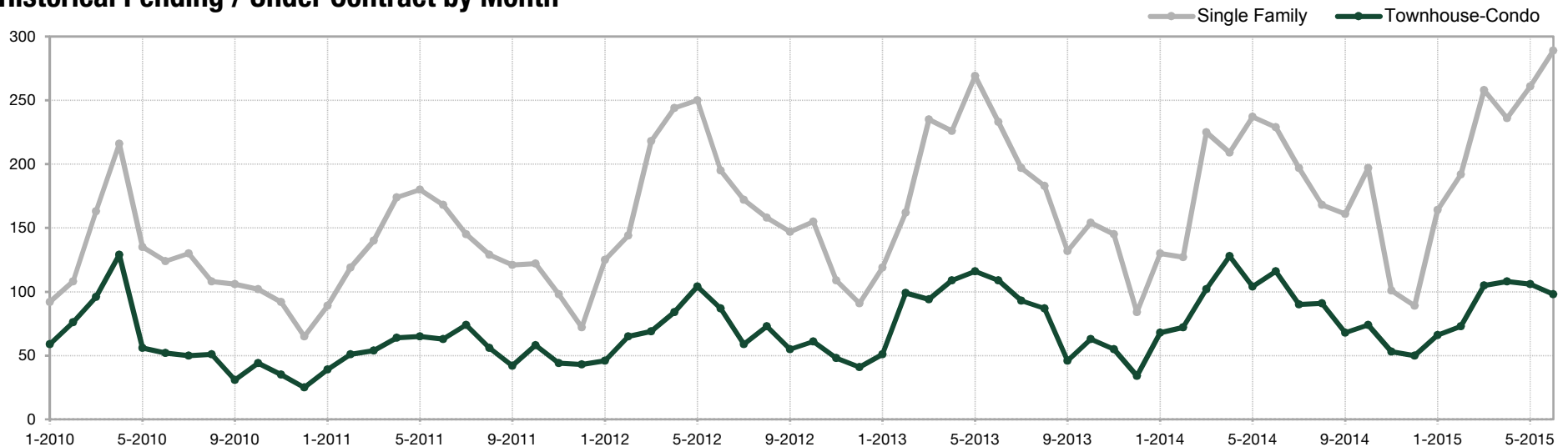


## Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	197	0.0%	90	-3.2%
Aug-2014	168	-8.2%	91	+4.6%
Sep-2014	161	+22.0%	68	+47.8%
Oct-2014	197	+27.9%	74	+17.5%
Nov-2014	101	-30.3%	53	-3.6%
Dec-2014	89	+6.0%	50	+47.1%
Jan-2015	164	+26.2%	66	-2.9%
Feb-2015	192	+51.2%	73	+1.4%
Mar-2015	258	+14.7%	105	+2.9%
Apr-2015	236	+12.9%	108	-15.6%
May-2015	261	+10.1%	106	+1.9%
<b>Jun-2015</b>	<b>289</b>	<b>+26.2%</b>	<b>98</b>	<b>-15.5%</b>

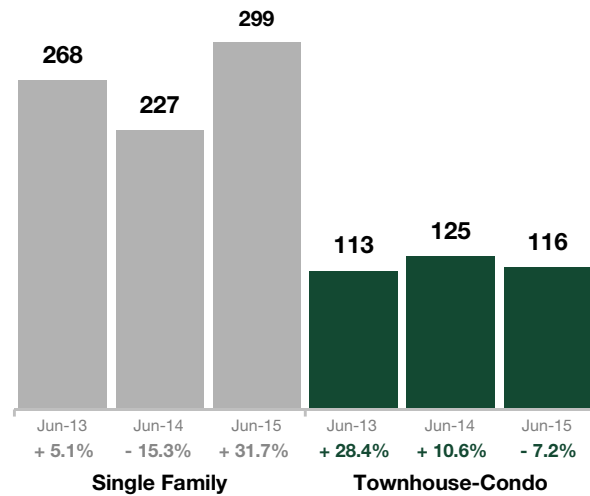
## Historical Pending / Under Contract by Month



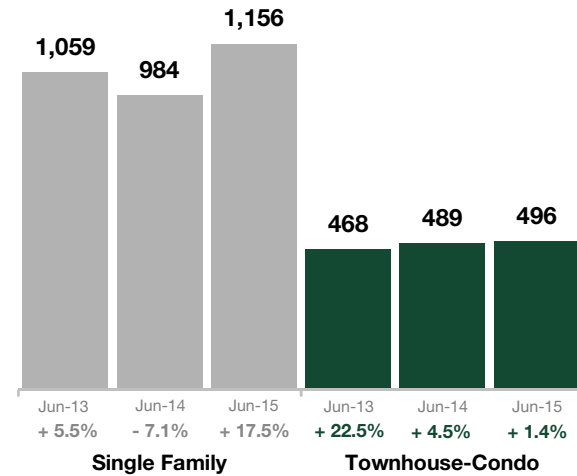
# Sold Listings



## June

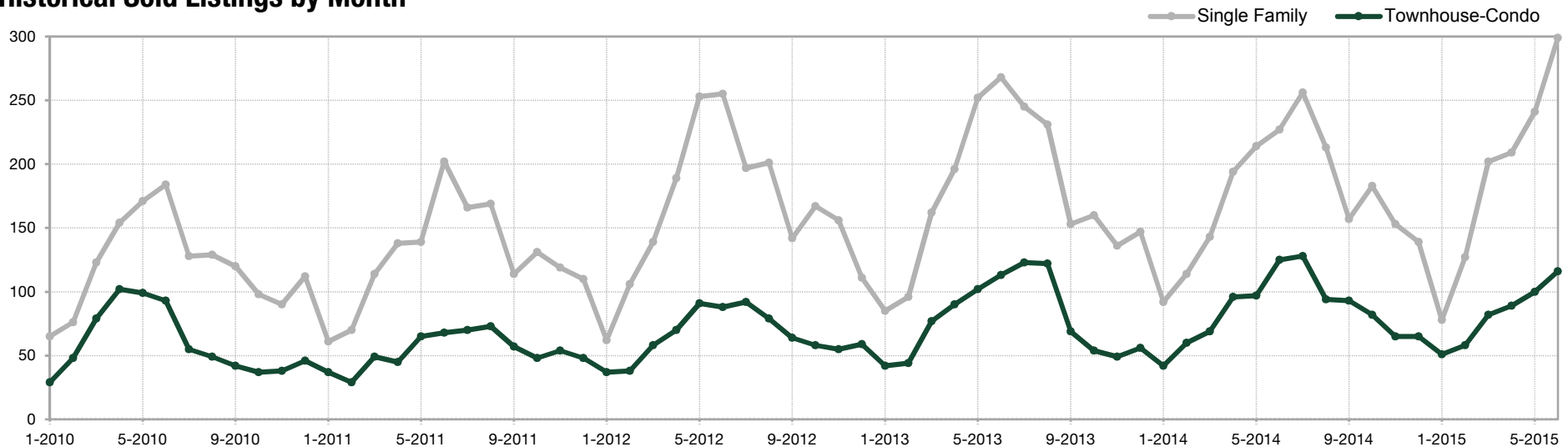


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	256	+4.5%	128	+4.1%
Aug-2014	213	-7.8%	94	-23.0%
Sep-2014	157	+2.6%	93	+34.8%
Oct-2014	183	+14.4%	82	+51.9%
Nov-2014	153	+12.5%	65	+32.7%
Dec-2014	139	-5.4%	65	+16.1%
Jan-2015	78	-15.2%	51	+21.4%
Feb-2015	127	+11.4%	58	-3.3%
Mar-2015	202	+41.3%	82	+18.8%
Apr-2015	209	+7.7%	89	-7.3%
May-2015	241	+12.6%	100	+3.1%
<b>Jun-2015</b>	<b>299</b>	<b>+31.7%</b>	<b>116</b>	<b>-7.2%</b>

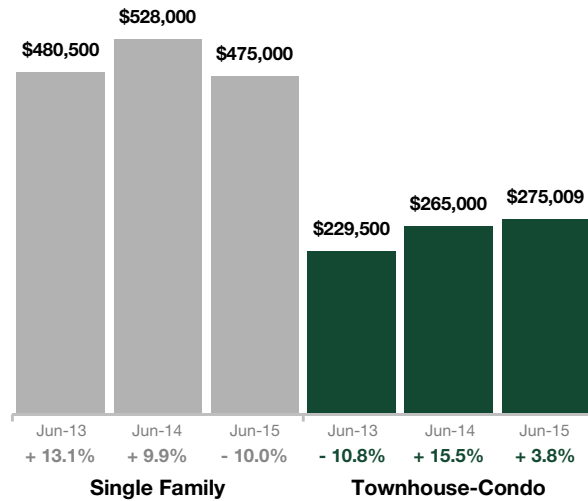
## Historical Sold Listings by Month



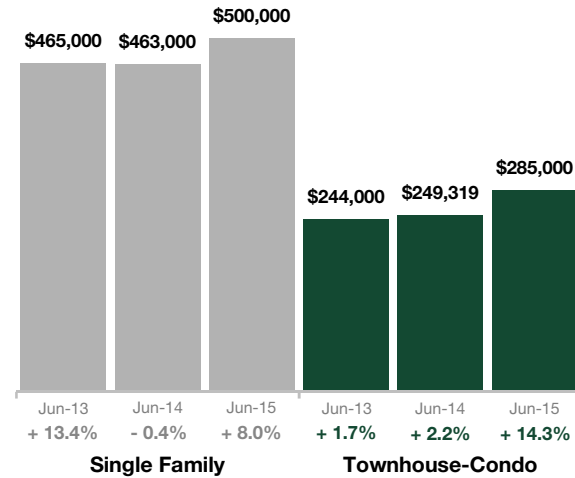
# Median Sales Price



## June

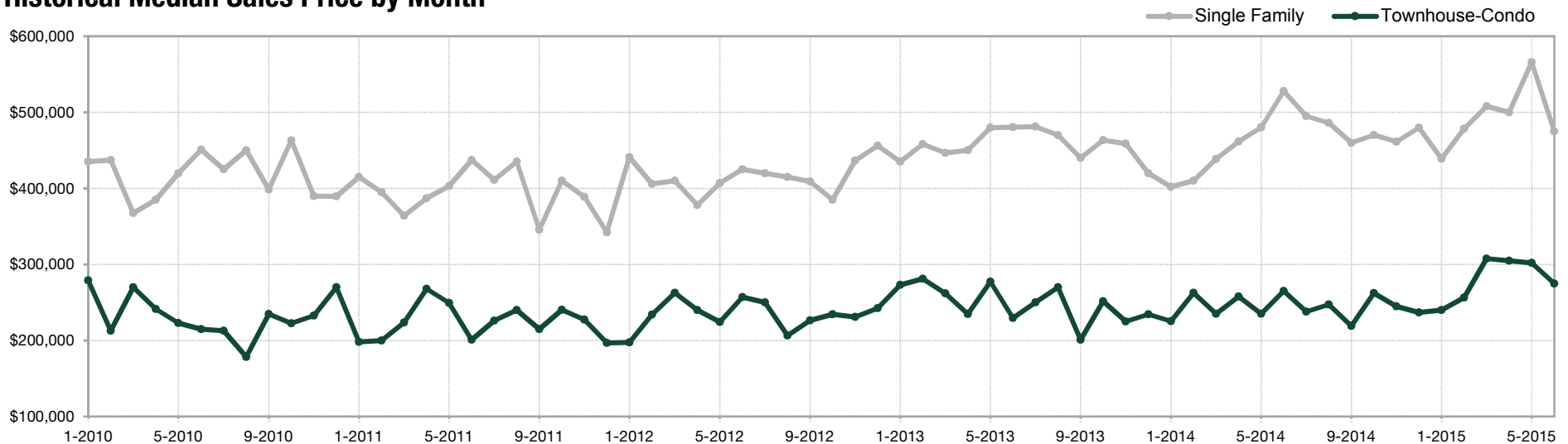


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	\$495,000	+2.9%	\$238,000	-4.8%
Aug-2014	\$486,000	+3.4%	\$247,500	-8.3%
Sep-2014	\$460,000	+4.5%	\$219,000	+9.0%
Oct-2014	\$470,000	+1.4%	\$262,500	+4.4%
Nov-2014	\$461,235	+0.5%	\$245,000	+8.9%
Dec-2014	\$479,900	+14.3%	\$237,000	+1.1%
Jan-2015	\$438,944	+9.2%	\$240,000	+6.5%
Feb-2015	\$478,500	+16.7%	\$256,250	-2.5%
Mar-2015	\$508,140	+15.8%	\$307,750	+31.0%
Apr-2015	\$500,000	+8.3%	\$305,000	+18.4%
May-2015	\$566,000	+17.9%	\$302,200	+28.6%
<b>Jun-2015</b>	<b>\$475,000</b>	<b>-10.0%</b>	<b>\$275,009</b>	<b>+3.8%</b>

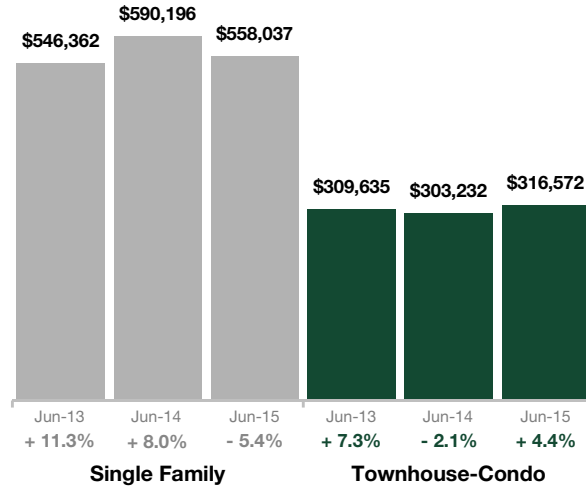
## Historical Median Sales Price by Month



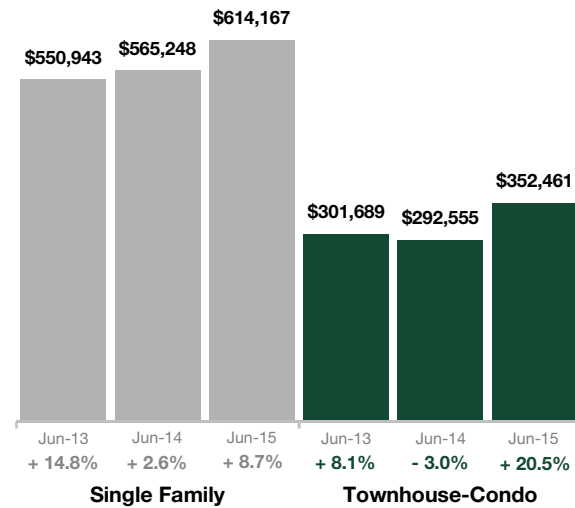
# Average Sales Price



## June

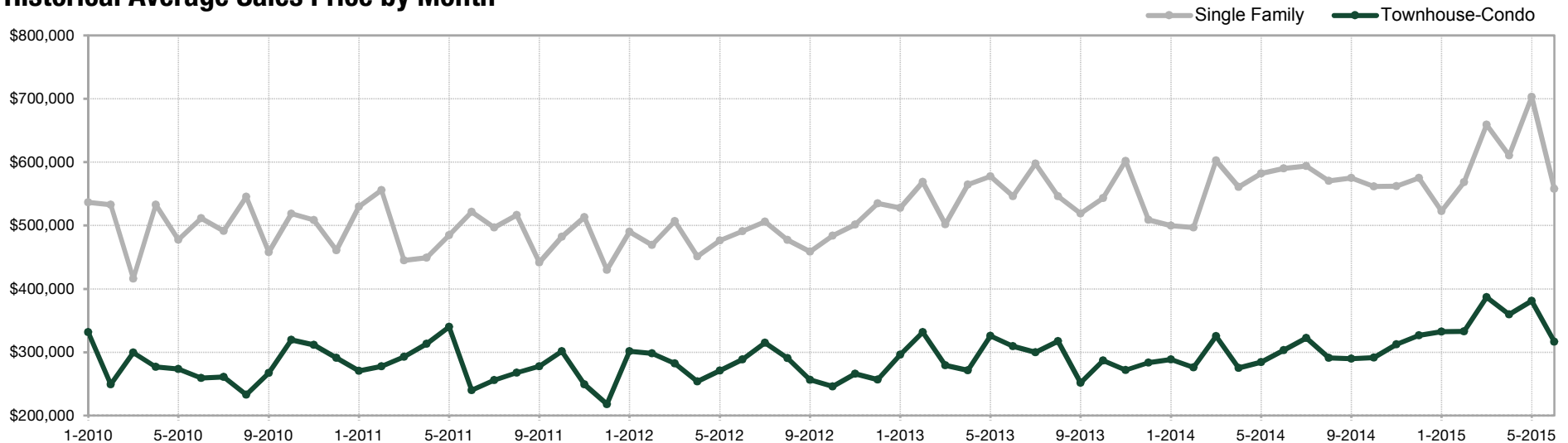


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	\$593,777	-0.7%	\$322,268	+7.5%
Aug-2014	\$570,259	+4.4%	\$291,104	-8.4%
Sep-2014	\$575,118	+10.9%	\$289,637	+15.1%
Oct-2014	\$561,829	+3.4%	\$291,662	+1.6%
Nov-2014	\$562,252	-6.6%	\$312,210	+14.8%
Dec-2014	\$574,994	+13.0%	\$326,628	+15.3%
Jan-2015	\$522,819	+4.6%	\$332,570	+15.3%
Feb-2015	\$568,237	+14.4%	\$332,857	+20.5%
Mar-2015	\$659,188	+9.4%	\$386,825	+19.0%
Apr-2015	\$610,582	+8.9%	\$359,516	+30.6%
May-2015	\$702,949	+20.8%	\$381,149	+34.0%
<b>Jun-2015</b>	<b>\$558,037</b>	<b>-5.4%</b>	<b>\$316,572</b>	<b>+4.4%</b>

## Historical Average Sales Price by Month

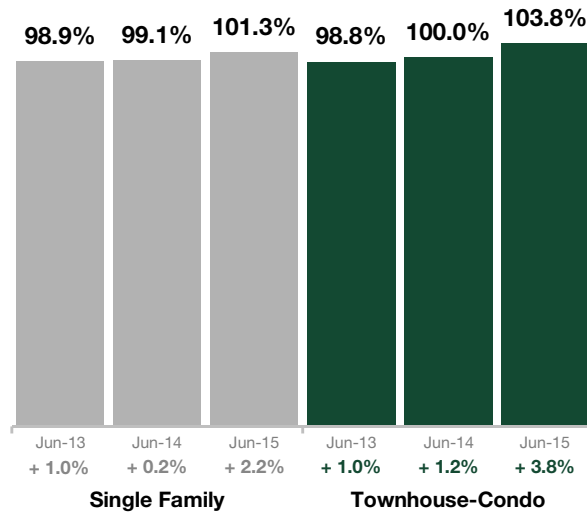




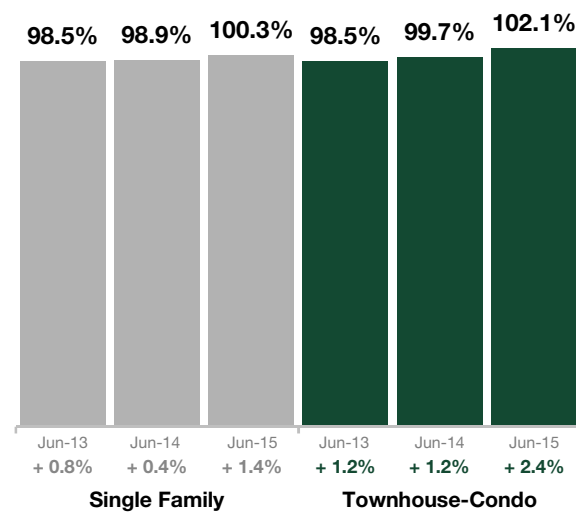
# Percent of List Price Received



## June

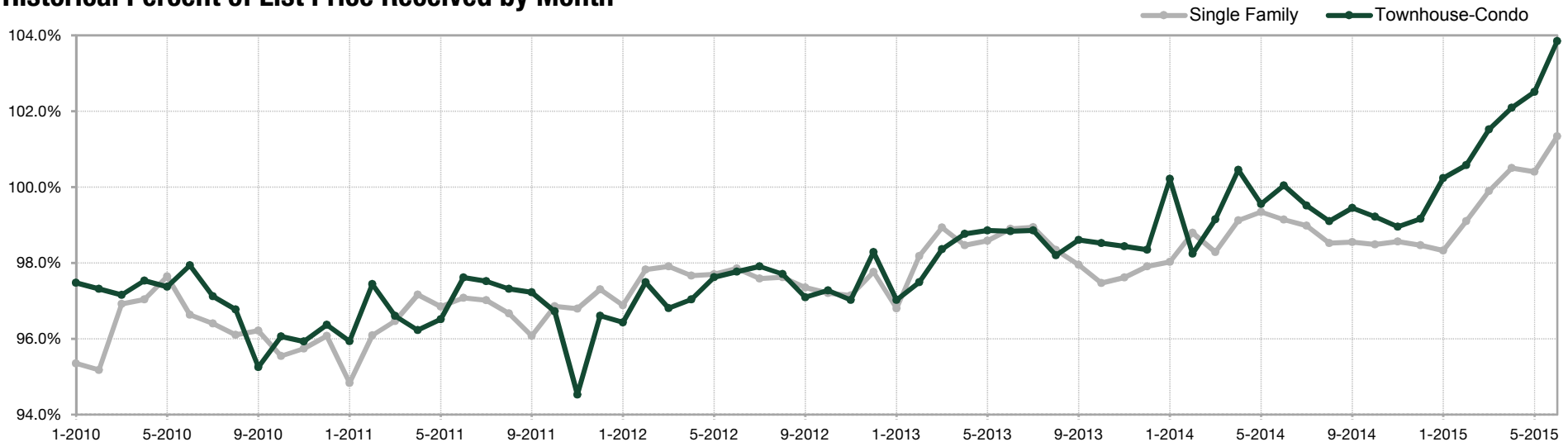


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	99.0%	+0.1%	99.5%	+0.6%
Aug-2014	98.5%	+0.2%	99.1%	+0.9%
Sep-2014	98.6%	+0.7%	99.4%	+0.8%
Oct-2014	98.5%	+1.0%	99.2%	+0.7%
Nov-2014	98.6%	+1.0%	99.0%	+0.6%
Dec-2014	98.5%	+0.6%	99.2%	+0.9%
Jan-2015	98.3%	+0.3%	100.2%	0.0%
Feb-2015	99.1%	+0.3%	100.6%	+2.4%
Mar-2015	99.9%	+1.6%	101.5%	+2.4%
Apr-2015	100.5%	+1.4%	102.1%	+1.6%
May-2015	100.4%	+1.1%	102.5%	+2.9%
<b>Jun-2015</b>	<b>101.3%</b>	<b>+2.2%</b>	<b>103.8%</b>	<b>+3.8%</b>

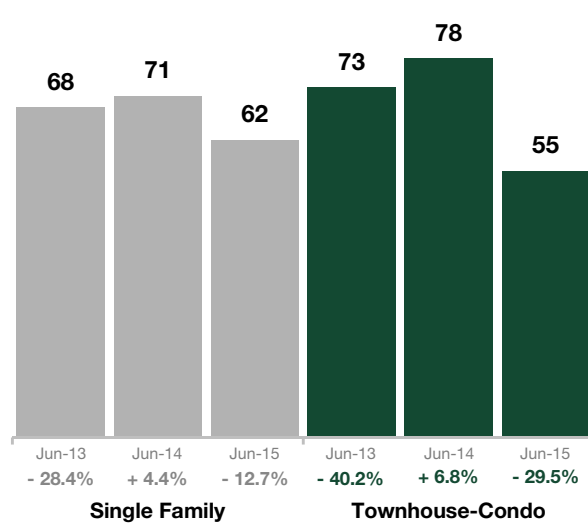
## Historical Percent of List Price Received by Month



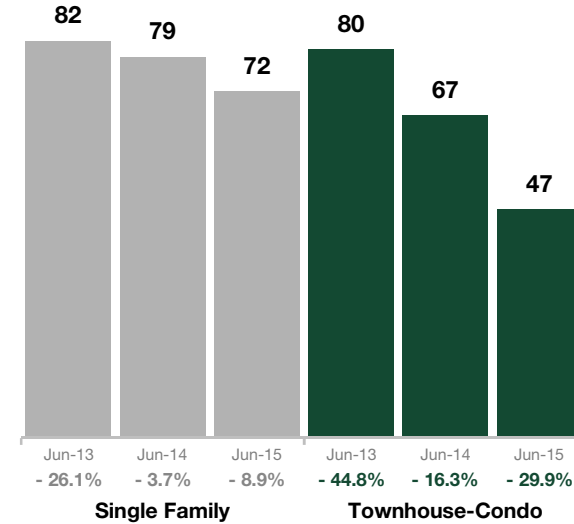
# Days on Market Until Sale



## June

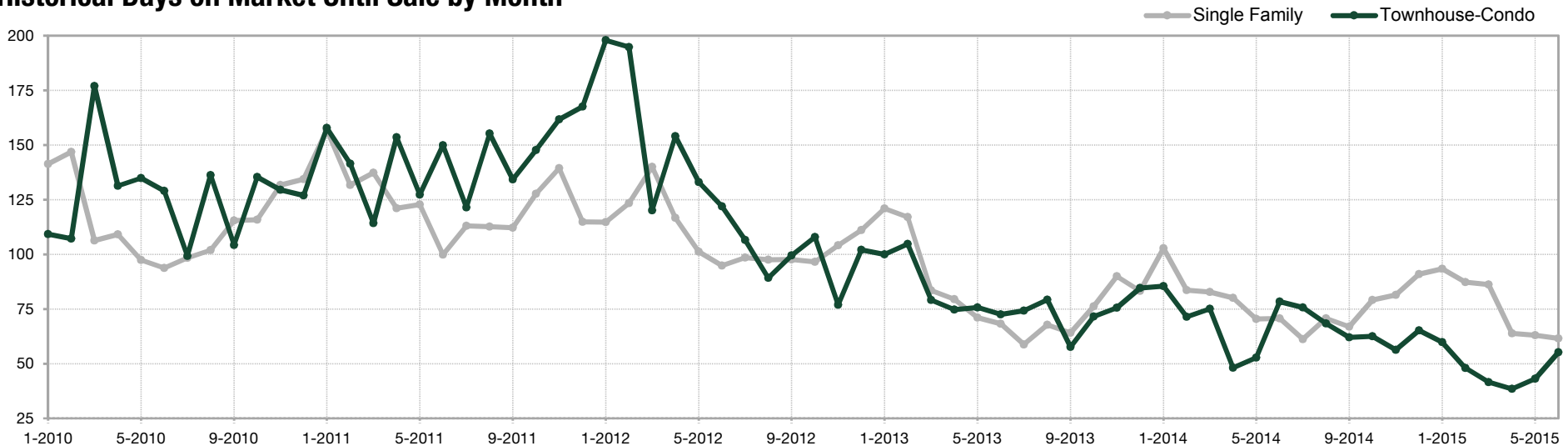


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	61	+3.4%	76	+2.7%
Aug-2014	71	+4.4%	68	-13.9%
Sep-2014	67	+4.7%	62	+6.9%
Oct-2014	79	+3.9%	63	-12.5%
Nov-2014	81	-10.0%	56	-26.3%
Dec-2014	91	+9.6%	65	-23.5%
Jan-2015	93	-9.7%	60	-29.4%
Feb-2015	87	+3.6%	48	-33.3%
Mar-2015	86	+3.6%	42	-44.0%
Apr-2015	64	-20.0%	38	-20.8%
May-2015	63	-10.0%	43	-18.9%
<b>Jun-2015</b>	<b>62</b>	<b>-12.7%</b>	<b>55</b>	<b>-29.5%</b>

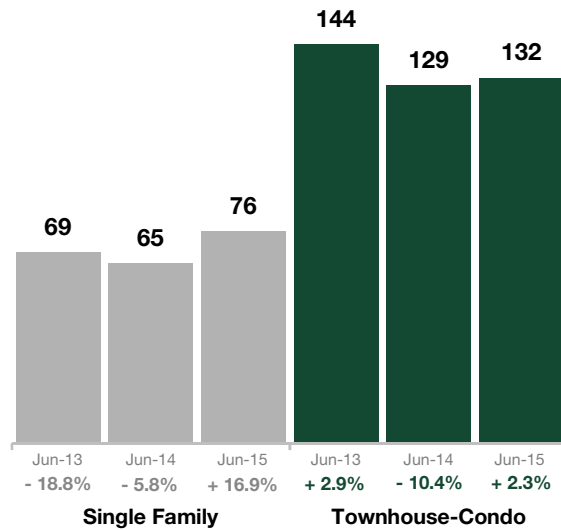
## Historical Days on Market Until Sale by Month



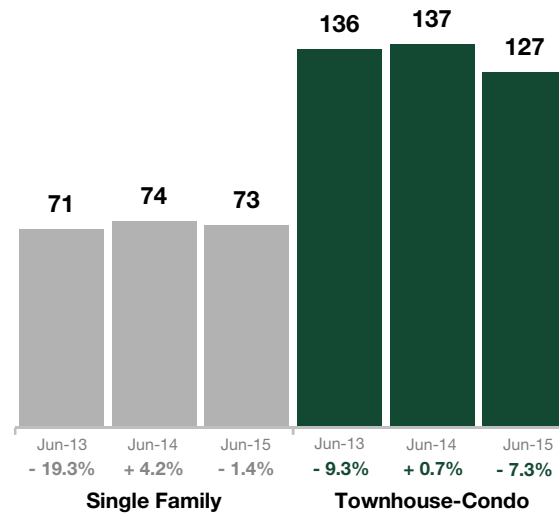
# Housing Affordability Index



## June

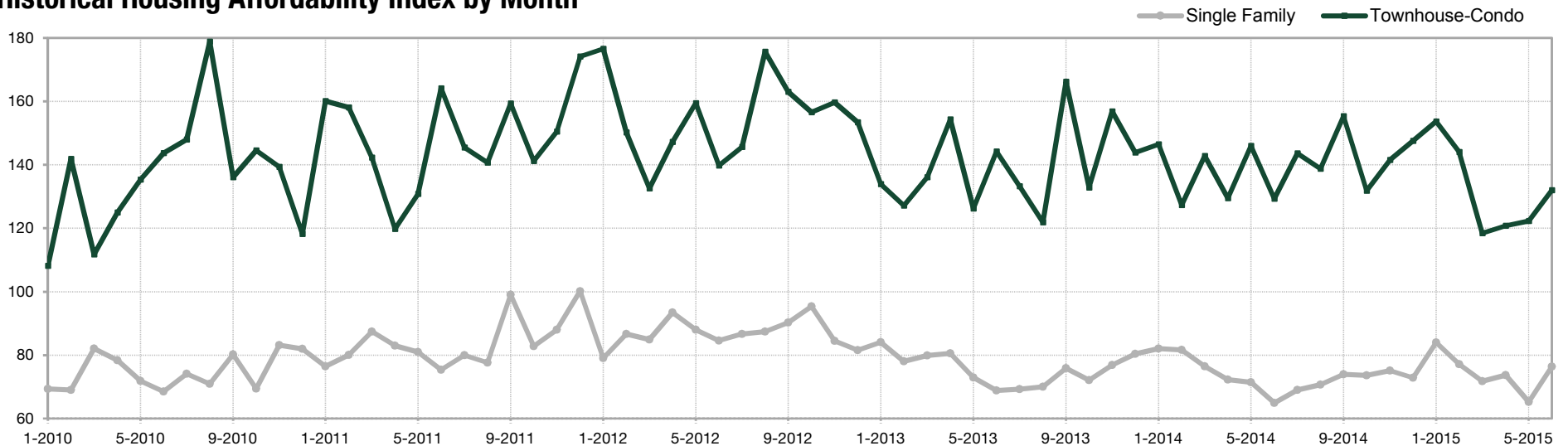


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	69	0.0%	144	+8.3%
Aug-2014	71	+1.4%	139	+13.9%
Sep-2014	74	-2.6%	155	-6.6%
Oct-2014	74	+2.8%	132	-0.8%
Nov-2014	75	-2.6%	141	-10.2%
Dec-2014	73	-8.8%	148	+2.8%
Jan-2015	84	+2.4%	154	+5.5%
Feb-2015	77	-6.1%	144	+13.4%
Mar-2015	72	-5.3%	118	-17.5%
Apr-2015	74	+2.8%	121	-6.2%
May-2015	65	-8.5%	122	-16.4%
<b>Jun-2015</b>	<b>76</b>	<b>+16.9%</b>	<b>132</b>	<b>+2.3%</b>

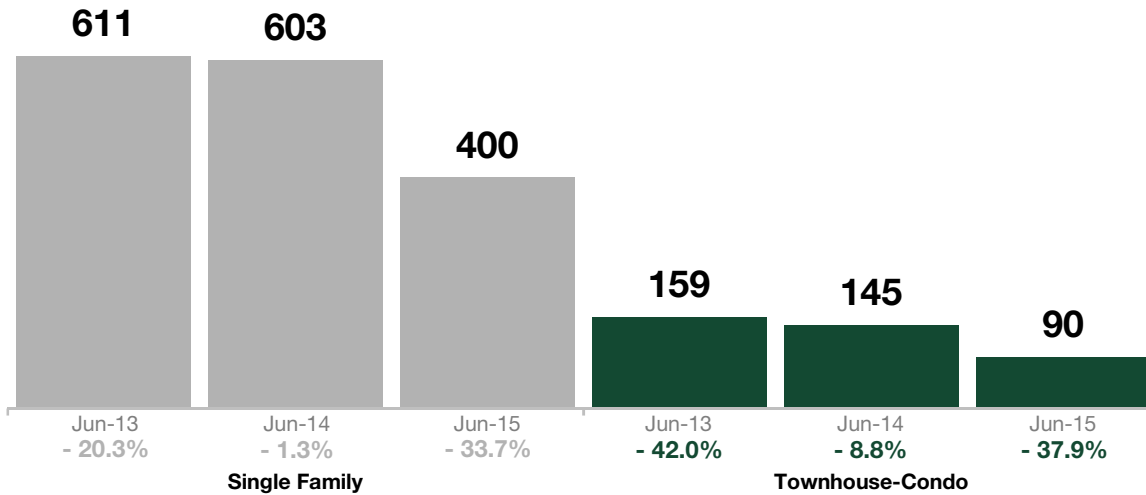
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

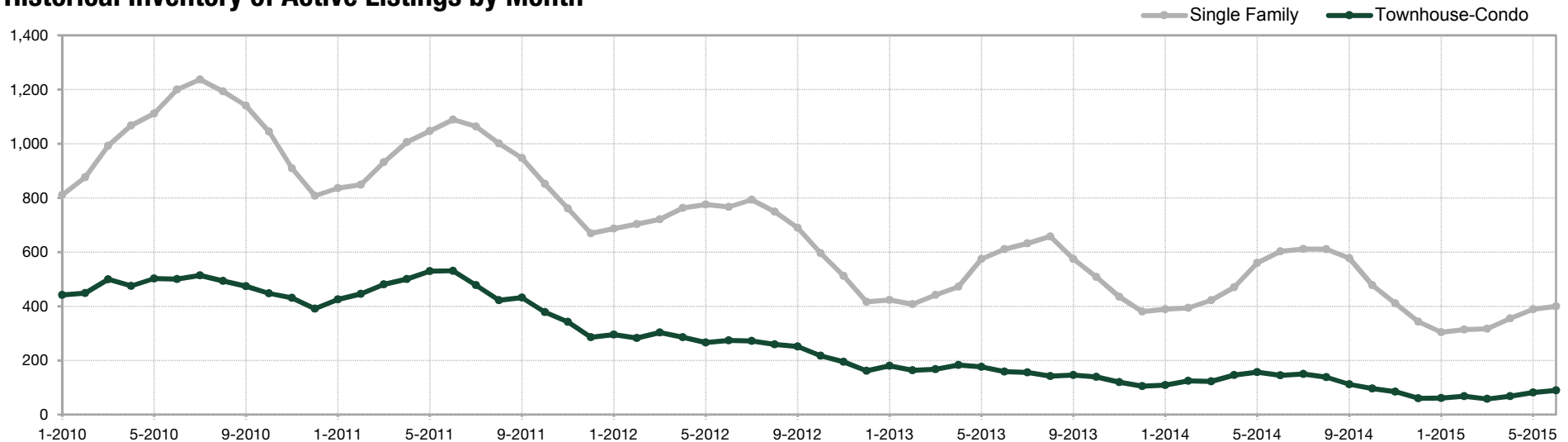


June



Active Listings	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
Jul-2014	612	-3.2%	150	-3.8%
Aug-2014	611	-7.0%	138	-2.8%
Sep-2014	577	+0.3%	112	-23.3%
Oct-2014	478	-5.9%	96	-30.9%
Nov-2014	411	-5.5%	85	-29.2%
Dec-2014	343	-9.7%	60	-42.9%
Jan-2015	304	-21.9%	61	-44.0%
Feb-2015	314	-20.3%	68	-45.6%
Mar-2015	317	-24.9%	58	-52.8%
Apr-2015	355	-24.5%	68	-53.4%
May-2015	389	-30.5%	82	-47.8%
<b>Jun-2015</b>	<b>400</b>	<b>-33.7%</b>	<b>90</b>	<b>-37.9%</b>

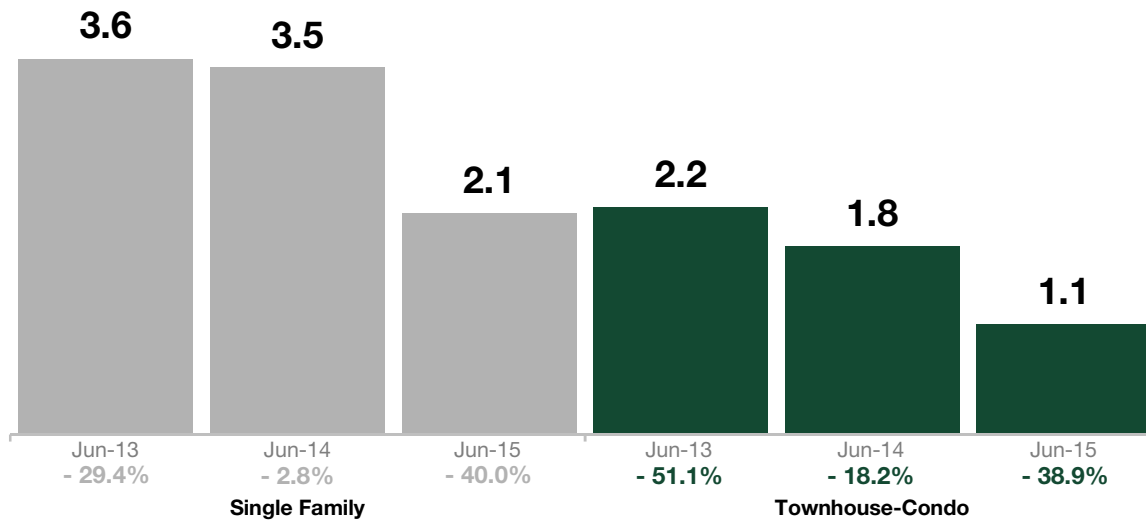
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

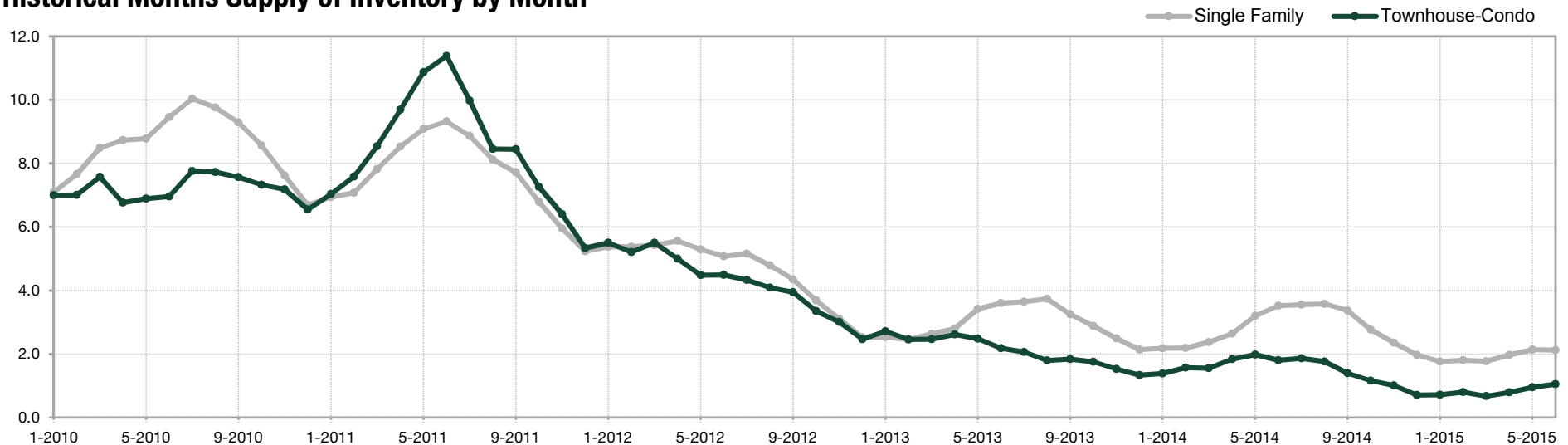


## June



Months Supply	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
Jul-2014	3.6	0.0%	1.9	-9.5%
Aug-2014	3.6	-2.7%	1.8	0.0%
Sep-2014	3.4	+3.0%	1.4	-22.2%
Oct-2014	2.8	-3.4%	1.2	-33.3%
Nov-2014	2.4	-4.0%	1.0	-33.3%
Dec-2014	2.0	-4.8%	0.7	-46.2%
Jan-2015	1.8	-18.2%	0.7	-50.0%
Feb-2015	1.8	-18.2%	0.8	-50.0%
Mar-2015	1.8	-25.0%	0.7	-56.3%
Apr-2015	2.0	-23.1%	0.8	-55.6%
May-2015	2.1	-34.4%	1.0	-50.0%
<b>Jun-2015</b>	<b>2.1</b>	<b>-40.0%</b>	<b>1.1</b>	<b>-38.9%</b>

## Historical Months Supply of Inventory by Month



# Total Market Overview

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



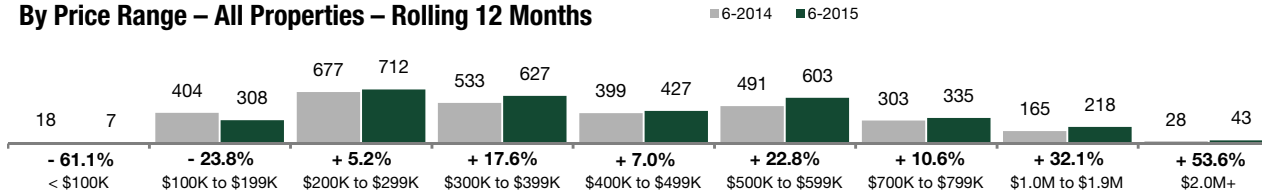
Key Metrics	Historical Sparkbars	6-2014	6-2015	Percent Change	YTD-2014	YTD-2015	Percent Change
<b>New Listings</b>		475	<b>478</b>	+ 0.6%	2,415	<b>2,362</b>	- 2.2%
<b>Pending / Under Contract</b>		345	<b>387</b>	+ 12.2%	1,747	<b>1,956</b>	+ 12.0%
<b>Sold Listings</b>		352	<b>415</b>	+ 17.9%	1,473	<b>1,652</b>	+ 12.2%
<b>Median Sales Price</b>		\$408,750	<b>\$391,000</b>	- 4.3%	\$375,000	<b>\$410,000</b>	+ 9.3%
<b>Average Sales Price</b>		\$488,291	<b>\$490,543</b>	+ 0.5%	\$474,659	<b>\$535,592</b>	+ 12.8%
<b>Pct. of List Price Received</b>		99.5%	<b>102.0%</b>	+ 2.5%	99.2%	<b>100.8%</b>	+ 1.6%
<b>Days on Market</b>		73	<b>60</b>	- 17.8%	75	<b>64</b>	- 14.7%
<b>Affordability Index</b>		84	<b>93</b>	+ 10.7%	91	<b>89</b>	- 2.2%
<b>Active Listings</b>		<b>748</b>	<b>490</b>	- 34.5%	--	--	--
<b>Months Supply</b>		<b>3.0</b>	<b>1.8</b>	- 40.0%	--	--	--

# Sold Listings

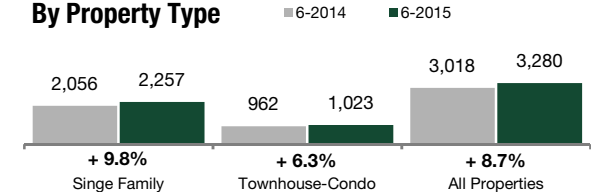
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2014	6-2015	Change	6-2014	6-2015	Change
\$99,999 and Below	10	6	-40.0%	8	1	-87.5%
\$100,000 to \$199,999	71	23	-67.6%	333	285	-14.4%
\$200,000 to \$299,999	391	390	-0.3%	286	322	+12.6%
\$300,000 to \$399,999	339	422	+24.5%	194	205	+5.7%
\$400,000 to \$499,999	341	335	-1.8%	58	92	+58.6%
\$500,000 to \$699,999	434	528	+21.7%	57	75	+31.6%
\$700,000 to \$999,999	290	308	+6.2%	13	27	+107.7%
\$1,000,000 to \$1,999,999	153	208	+35.9%	12	10	-16.7%
\$2,000,000 and Above	27	37	+37.0%	1	6	+500.0%
<b>All Price Ranges</b>	<b>2,056</b>	<b>2,257</b>	<b>+9.8%</b>	<b>962</b>	<b>1,023</b>	<b>+6.3%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2015	6-2015	Change	5-2015	6-2015	Change
\$99,999 and Below	0	2	--	0	0	--
\$100,000 to \$199,999	2	2	0.0%	14	24	+71.4%
\$200,000 to \$299,999	38	56	+47.4%	34	44	+29.4%
\$300,000 to \$399,999	35	62	+77.1%	24	22	-8.3%
\$400,000 to \$499,999	23	35	+52.2%	10	13	+30.0%
\$500,000 to \$699,999	64	70	+9.4%	9	10	+11.1%
\$700,000 to \$999,999	37	47	+27.0%	5	2	-60.0%
\$1,000,000 to \$1,999,999	32	24	-25.0%	4	1	-75.0%
\$2,000,000 and Above	10	1	-90.0%	0	0	--
<b>All Price Ranges</b>	<b>241</b>	<b>299</b>	<b>+24.1%</b>	<b>100</b>	<b>116</b>	<b>+16.0%</b>

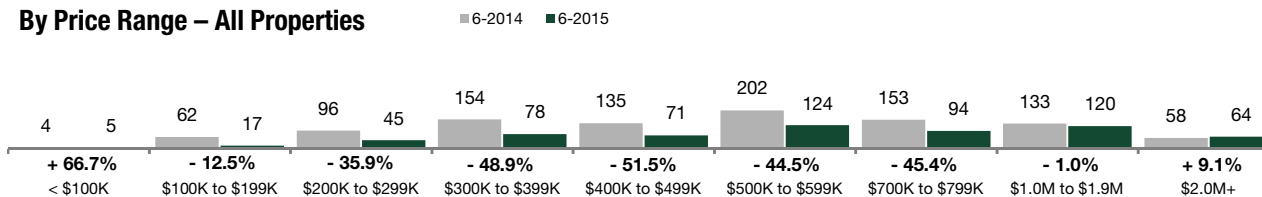
### Year to Date

By Price Range	Single Family			Condo		
	6-2014	6-2015	Change	6-2014	6-2015	Change
\$99,999 and Below	4	3	-25.0%	2	1	-50.0%
\$100,000 to \$199,999	22	5	-77.3%	165	100	-39.4%
\$200,000 to \$299,999	194	200	+3.1%	147	163	+10.9%
\$300,000 to \$399,999	170	221	+30.0%	93	109	+17.2%
\$400,000 to \$499,999	148	147	-0.7%	39	52	+33.3%
\$500,000 to \$699,999	222	272	+22.5%	32	41	+28.1%
\$700,000 to \$999,999	131	170	+29.8%	5	20	+300.0%
\$1,000,000 to \$1,999,999	83	117	+41.0%	5	7	+40.0%
\$2,000,000 and Above	10	21	+110.0%	1	3	+200.0%
<b>All Price Ranges</b>	<b>984</b>	<b>1,156</b>	<b>+17.5%</b>	<b>489</b>	<b>496</b>	<b>+1.4%</b>

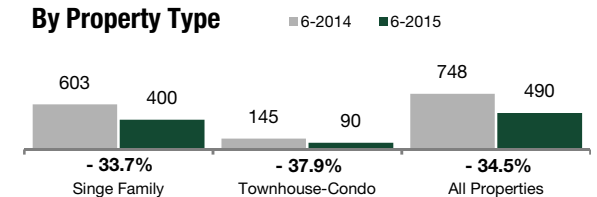
# Inventory of Active Listings

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			Condo		
	6-2014	6-2015	Change	6-2014	6-2015	Change
\$99,999 and Below	3	5	+66.7%	0	0	--
\$100,000 to \$199,999	8	7	-12.5%	39	8	-79.5%
\$200,000 to \$299,999	39	25	-35.9%	38	15	-60.5%
\$300,000 to \$399,999	90	46	-48.9%	26	25	-3.8%
\$400,000 to \$499,999	68	33	-51.5%	11	14	+27.3%
\$500,000 to \$699,999	146	81	-44.5%	13	11	-15.4%
\$700,000 to \$999,999	108	59	-45.4%	8	11	+37.5%
\$1,000,000 to \$1,999,999	97	96	-1.0%	7	5	-28.6%
\$2,000,000 and Above	44	48	+9.1%	3	1	-66.7%
<b>All Price Ranges</b>	<b>603</b>	<b>400</b>	<b>-33.7%</b>	<b>145</b>	<b>90</b>	<b>-37.9%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2015	6-2015	Change	5-2015	6-2015	Change
\$99,999 and Below	4	5	+25.0%	0	0	--
\$100,000 to \$199,999	6	7	+16.7%	9	8	-11.1%
\$200,000 to \$299,999	29	25	-13.8%	12	15	+25.0%
\$300,000 to \$399,999	43	46	+7.0%	24	25	+4.2%
\$400,000 to \$499,999	36	33	-8.3%	14	14	0.0%
\$500,000 to \$699,999	70	81	+15.7%	7	11	+57.1%
\$700,000 to \$999,999	63	59	-6.3%	10	11	+10.0%
\$1,000,000 to \$1,999,999	94	96	+2.1%	4	5	+25.0%
\$2,000,000 and Above	44	48	+9.1%	2	1	-50.0%
<b>All Price Ranges</b>	<b>389</b>	<b>400</b>	<b>+2.8%</b>	<b>82</b>	<b>90</b>	<b>+9.8%</b>

### Year to Date

By Price Range	Single Family			Condo		
	6-2014	6-2015	Change	6-2014	6-2015	Change
\$99,999 and Below	4	3	-25.0%	2	1	-50.0%
\$100,000 to \$199,999	22	5	-77.3%	165	100	-39.4%
\$200,000 to \$299,999	194	200	+3.1%	147	163	+10.9%
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\$2,000,000 and Above	10	21	+110.0%	1	3	+200.0%
<b>All Price Ranges</b>	<b>984</b>	<b>1,156</b>	<b>+17.5%</b>	<b>489</b>	<b>496</b>	<b>+1.4%</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.
<b>Pending / Under Contract</b>	A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. 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. The Pending/Under Contract metric includes Pending, Active/Backup and Active/First Right.
<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 average 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.