



# Monthly Indicators

## August 2017

Percent changes calculated using year-over-year comparisons.

New Listings were up 3.9 percent for single family homes and 22.1 percent for townhouse-condo properties. Pending Sales landed at 323 for single family homes and 97 for townhouse-condo properties.

The Median Sales Price was down 1.2 percent to \$570,384 for single family homes but increased 4.7 percent to \$360,000 for townhouse-condo properties. Days on Market decreased 3.4 percent for single family homes but increased 22.2 percent for condo properties.

The prevailing trends lasted through summer. This was expected, since there have not been any major changes in the economy that would affect housing. Factors such as wage growth, unemployment and mortgage rates have all been stable. Every locality has its unique challenges, but the whole of residential real estate is in good shape. Recent manufacturing data is showing demand for housing construction materials and supplies, which may help lift the ongoing low inventory situation in 2018.

## Activity Snapshot

**+ 1.0%**

**+ 4.6%**

**+ 1.8%**

One-Year Change in  
**Sold Listings**  
All Properties

One-Year Change in  
**Median Sales Price**  
All Properties

One-Year Change in  
**Days on Market**  
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	8-2016	8-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
<b>New Listings</b>		358	<b>372</b>	+ 3.9%	2,891	<b>3,254</b>	+ 12.6%
<b>Pending / Under Contract</b>		252	<b>323</b>	+ 28.2%	2,102	<b>2,293</b>	+ 9.1%
<b>Sold Listings</b>		281	<b>309</b>	+ 10.0%	1,928	<b>2,109</b>	+ 9.4%
<b>Median Sales Price</b>		\$577,597	<b>\$570,384</b>	- 1.2%	\$564,500	<b>\$586,000</b>	+ 3.8%
<b>Average Sales Price</b>		\$666,610	<b>\$663,695</b>	- 0.4%	\$678,903	<b>\$696,649</b>	+ 2.6%
<b>Pct. of List Price Received</b>		99.8%	<b>98.9%</b>	- 0.9%	100.4%	<b>99.7%</b>	- 0.7%
<b>Days on Market</b>		58	<b>56</b>	- 3.4%	62	<b>60</b>	- 3.2%
<b>Affordability Index</b>		64	<b>64</b>	0.0%	66	<b>62</b>	- 6.1%
<b>Active Listings</b>		637	<b>671</b>	+ 5.3%	--	<b>--</b>	--
<b>Months Supply</b>		2.7	<b>2.7</b>	0.0%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

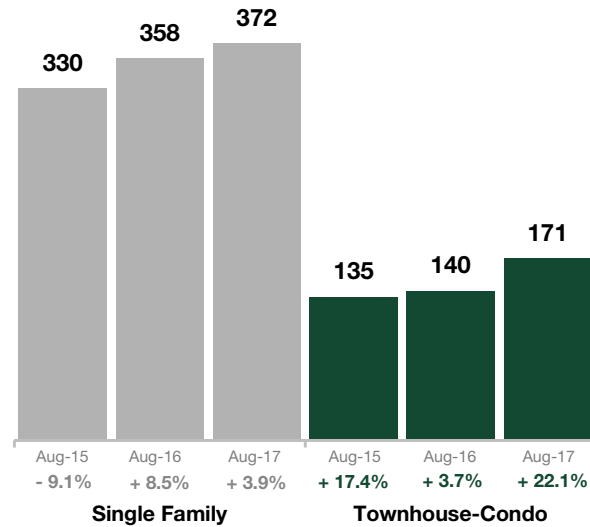


Key Metrics	Historical Sparkbars	8-2016	8-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
<b>New Listings</b>		140	<b>171</b>	+ 22.1%	912	<b>1,069</b>	+ 17.2%
<b>Pending / Under Contract</b>		100	<b>97</b>	- 3.0%	756	<b>787</b>	+ 4.1%
<b>Sold Listings</b>		116	<b>92</b>	- 20.7%	701	<b>718</b>	+ 2.4%
<b>Median Sales Price</b>		\$343,750	<b>\$360,000</b>	+ 4.7%	\$362,500	<b>\$380,500</b>	+ 5.0%
<b>Average Sales Price</b>		\$379,381	<b>\$376,541</b>	- 0.7%	\$407,860	<b>\$421,010</b>	+ 3.2%
<b>Pct. of List Price Received</b>		101.2%	<b>99.2%</b>	- 2.0%	102.9%	<b>100.4%</b>	- 2.4%
<b>Days on Market</b>		45	<b>55</b>	+ 22.2%	52	<b>46</b>	- 11.5%
<b>Affordability Index</b>		108	<b>101</b>	- 6.5%	103	<b>96</b>	- 6.8%
<b>Active Listings</b>		123	<b>197</b>	+ 60.2%	--	<b>--</b>	--
<b>Months Supply</b>		1.4	<b>2.2</b>	+ 57.1%	--	<b>--</b>	--

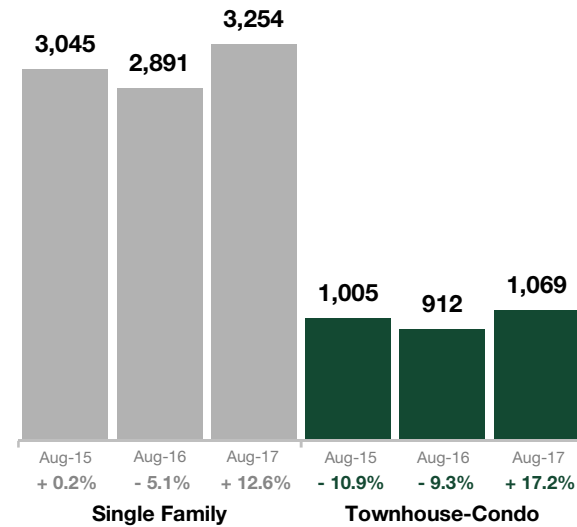
# New Listings



## August

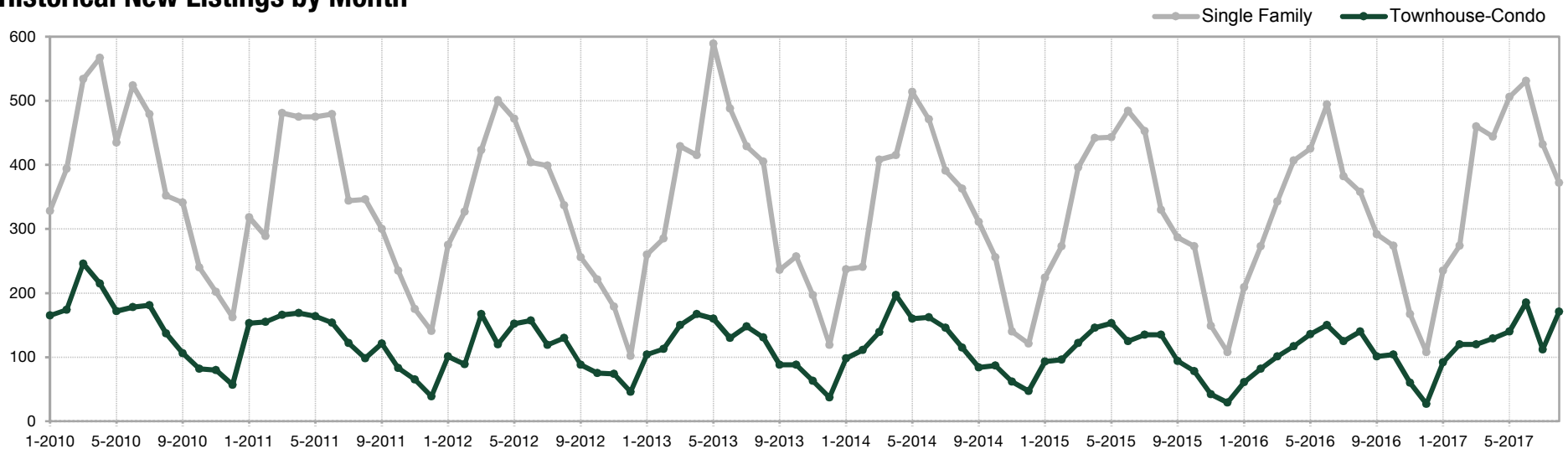


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	292	+1.7%	101	+7.4%
Oct-2016	274	+0.4%	104	+33.3%
Nov-2016	167	+12.1%	60	+42.9%
Dec-2016	108	0.0%	27	-6.9%
Jan-2017	235	+12.4%	92	+50.8%
Feb-2017	274	+0.4%	120	+46.3%
Mar-2017	460	+34.1%	120	+18.8%
Apr-2017	444	+9.1%	129	+10.3%
May-2017	506	+19.1%	140	+2.9%
Jun-2017	531	+7.5%	185	+23.3%
Jul-2017	432	+13.1%	112	-10.4%
<b>Aug-2017</b>	<b>372</b>	<b>+3.9%</b>	<b>171</b>	<b>+22.1%</b>

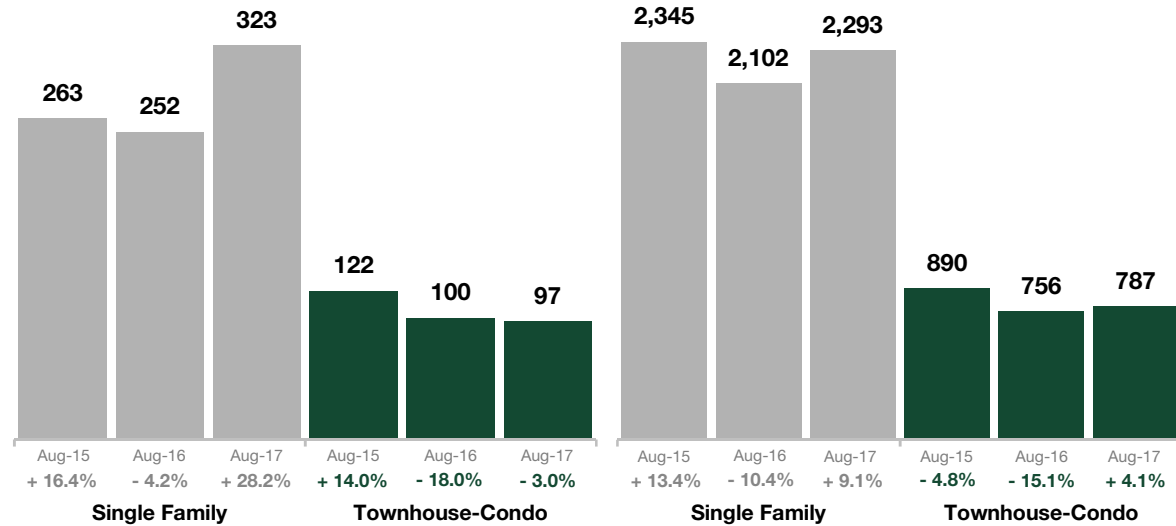
## Historical New Listings by Month



# Pending / Under Contract

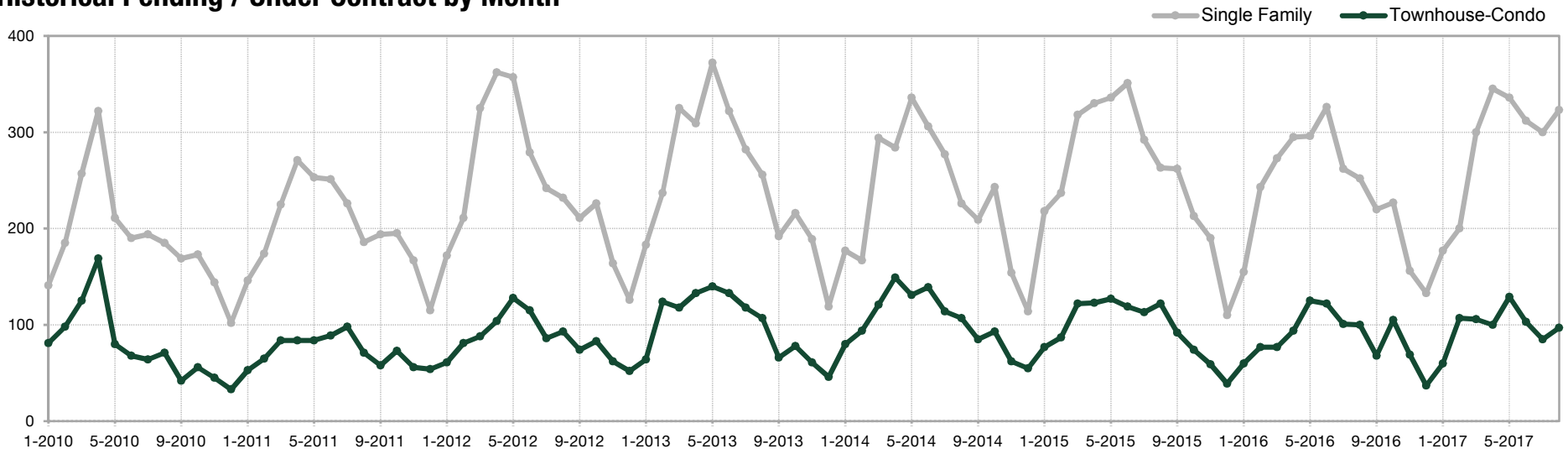


## August



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	220	-16.0%	68	-26.1%
Oct-2016	227	+6.6%	105	+41.9%
Nov-2016	156	-17.9%	69	+16.9%
Dec-2016	133	+20.9%	37	-5.1%
Jan-2017	177	+14.2%	60	0.0%
Feb-2017	200	-17.7%	107	+39.0%
Mar-2017	300	+9.9%	106	+37.7%
Apr-2017	345	+16.9%	100	+6.4%
May-2017	336	+13.5%	129	+3.2%
Jun-2017	312	-4.3%	103	-15.6%
Jul-2017	300	+14.5%	85	-15.8%
<b>Aug-2017</b>	<b>323</b>	<b>+28.2%</b>	<b>97</b>	<b>-3.0%</b>

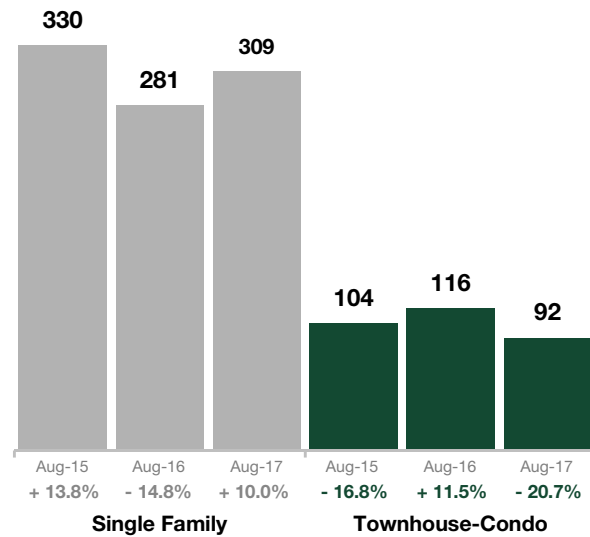
## Historical Pending / Under Contract by Month



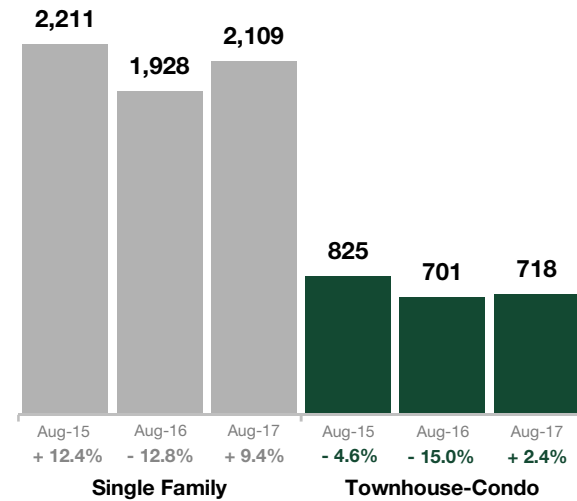
# Sold Listings



## August

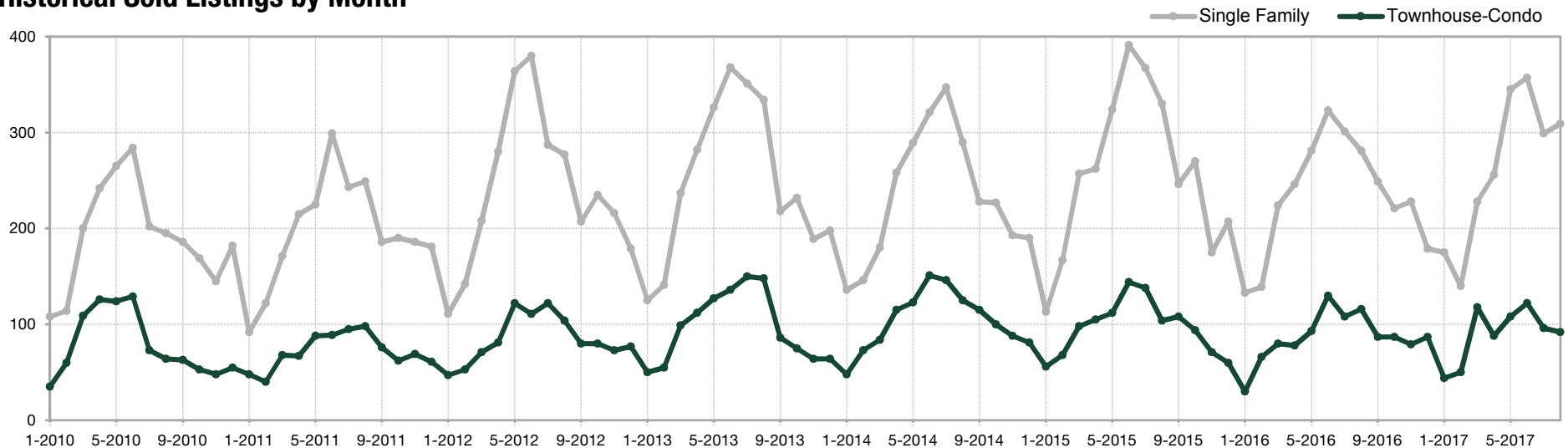


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	249	+1.2%	87	-19.4%
Oct-2016	221	-18.1%	87	-7.4%
Nov-2016	228	+30.3%	79	+11.3%
Dec-2016	179	-13.5%	87	+45.0%
Jan-2017	175	+31.6%	44	+46.7%
Feb-2017	140	+0.7%	50	-24.2%
Mar-2017	228	+1.8%	118	+47.5%
Apr-2017	256	+4.1%	88	+12.8%
May-2017	345	+22.8%	108	+16.1%
Jun-2017	357	+10.5%	122	-6.2%
Jul-2017	299	-0.7%	96	-11.1%
<b>Aug-2017</b>	<b>309</b>	<b>+10.0%</b>	<b>92</b>	<b>-20.7%</b>

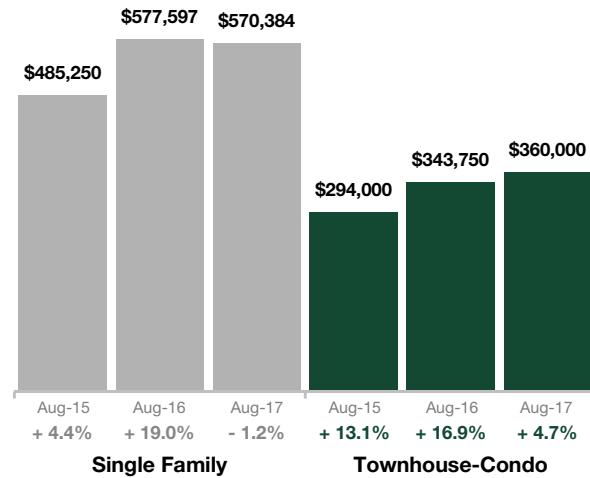
## Historical Sold Listings by Month



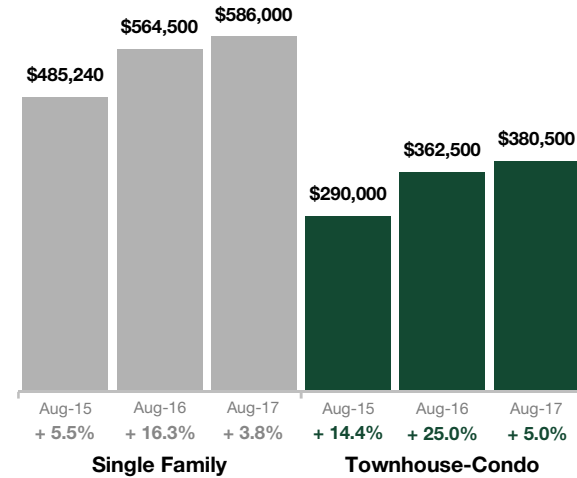
# Median Sales Price



## August

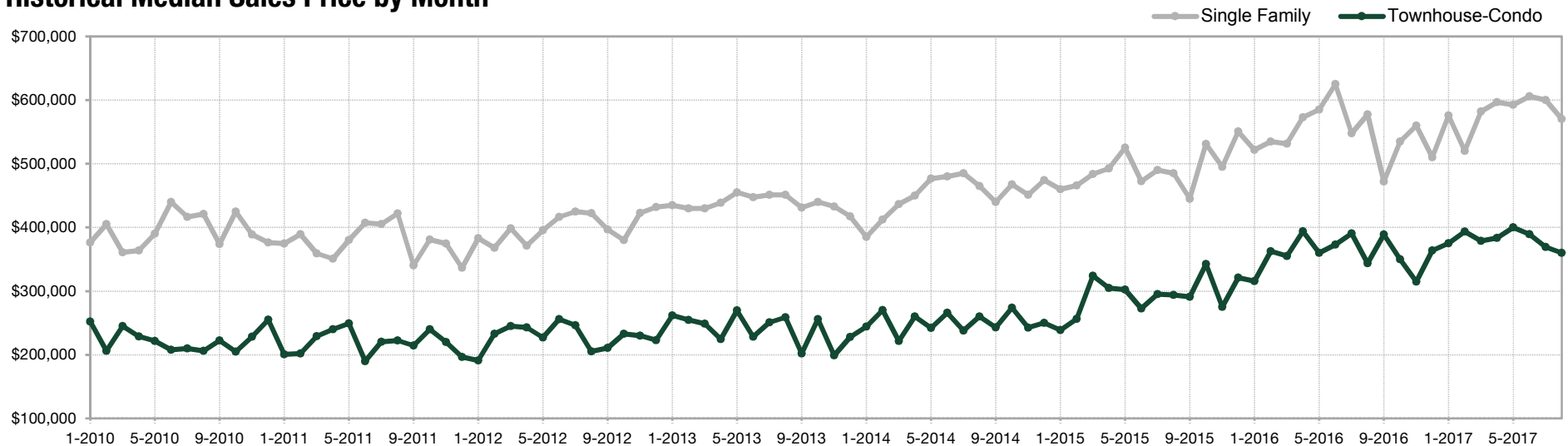


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	\$472,000	+6.1%	\$388,800	+33.6%
Oct-2016	\$535,000	+0.7%	\$350,000	+2.2%
Nov-2016	\$560,000	+13.1%	\$315,000	+14.5%
Dec-2016	\$510,300	-7.3%	\$364,000	+13.4%
Jan-2017	\$576,000	+10.3%	\$374,950	+18.8%
Feb-2017	\$520,000	-2.8%	\$393,500	+8.5%
Mar-2017	\$582,000	+9.5%	\$379,000	+6.7%
Apr-2017	\$596,683	+4.1%	\$383,500	-2.7%
May-2017	\$592,500	+1.3%	\$400,000	+11.1%
Jun-2017	\$606,000	-3.0%	\$389,500	+4.4%
Jul-2017	\$600,000	+9.6%	\$369,200	-5.5%
<b>Aug-2017</b>	<b>\$570,384</b>	<b>-1.2%</b>	<b>\$360,000</b>	<b>+4.7%</b>

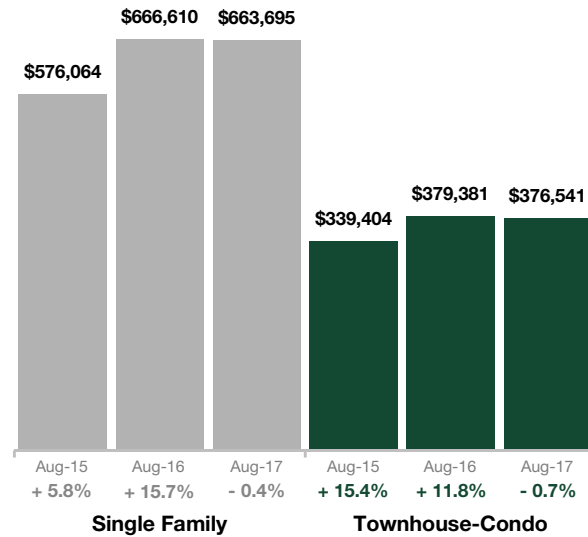
## Historical Median Sales Price by Month



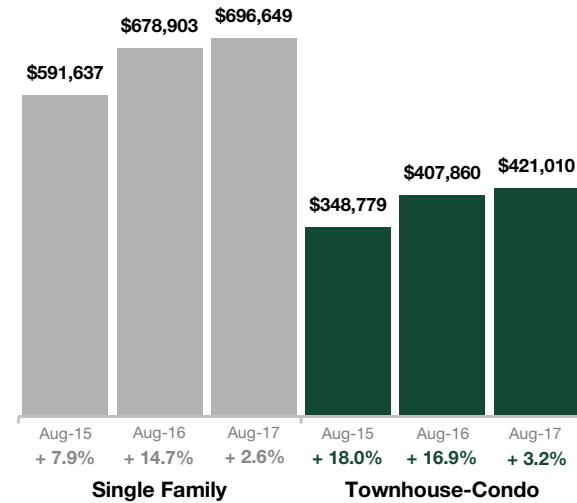
# Average Sales Price



## August

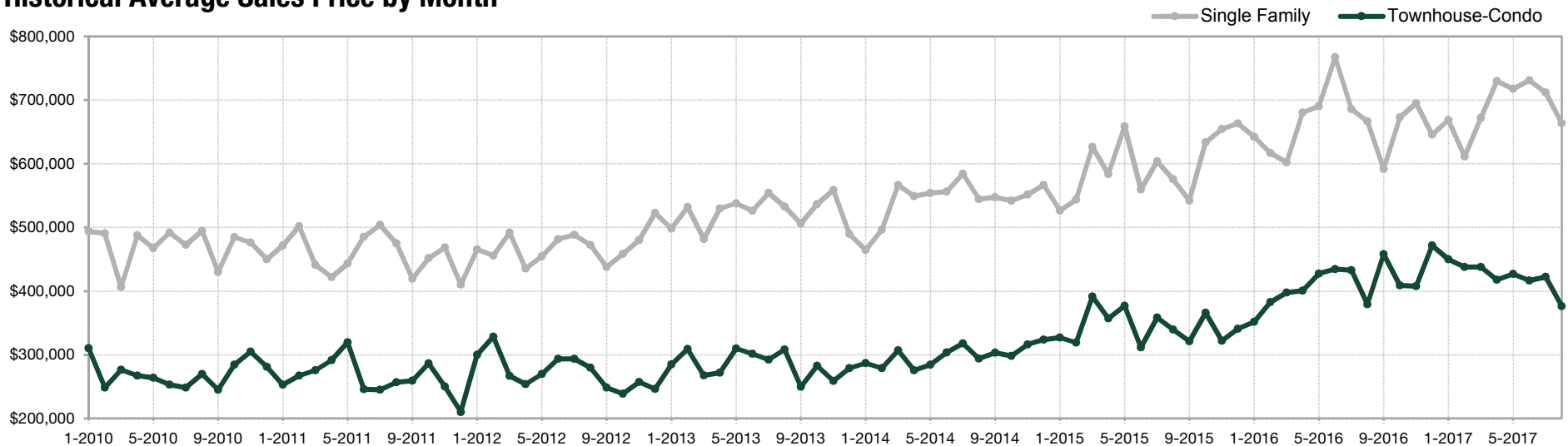


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	\$591,695	+9.2%	\$458,008	+42.7%
Oct-2016	\$672,923	+6.2%	\$408,832	+11.8%
Nov-2016	\$695,246	+6.2%	\$407,554	+26.5%
Dec-2016	\$645,536	-2.7%	\$471,649	+38.4%
Jan-2017	\$668,839	+4.2%	\$450,096	+28.0%
Feb-2017	\$611,396	-0.9%	\$437,891	+14.4%
Mar-2017	\$672,020	+11.6%	\$437,963	+10.1%
Apr-2017	\$729,766	+7.3%	\$417,946	+4.3%
May-2017	\$717,719	+4.0%	\$427,072	-0.1%
Jun-2017	\$731,081	-4.7%	\$416,366	-4.2%
Jul-2017	\$711,904	+3.8%	\$422,554	-2.4%
<b>Aug-2017</b>	<b>\$663,695</b>	<b>-0.4%</b>	<b>\$376,541</b>	<b>-0.7%</b>

## Historical Average Sales Price by Month

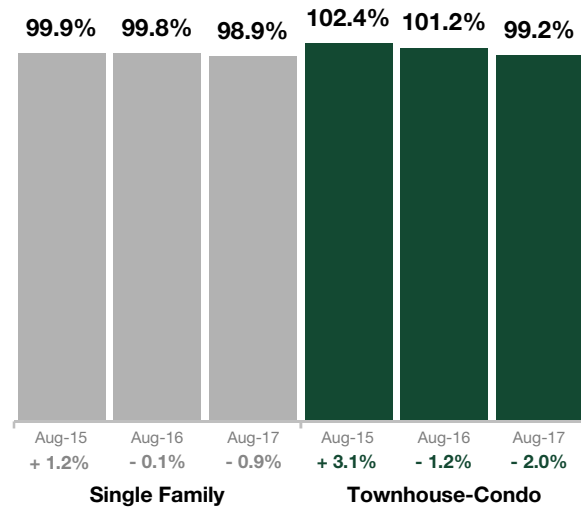




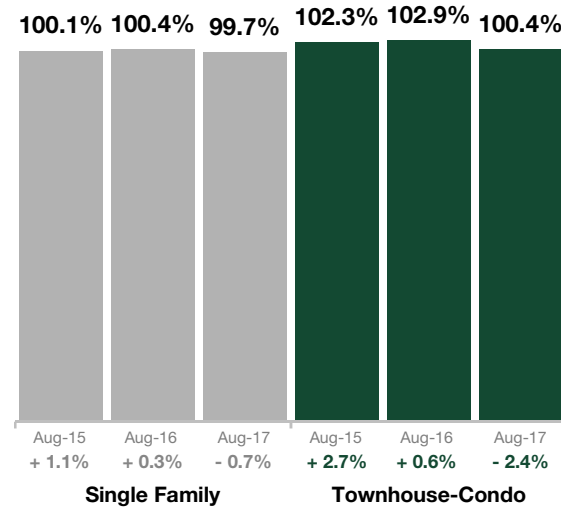
# Percent of List Price Received



## August

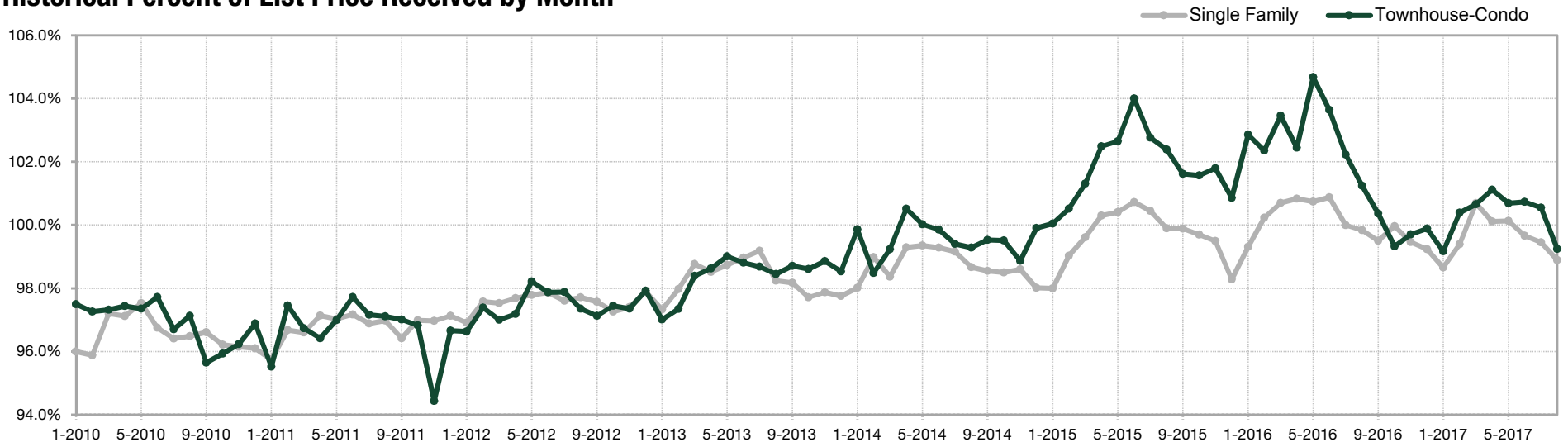


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	99.5%	-0.4%	100.4%	-1.2%
Oct-2016	100.0%	+0.3%	99.3%	-2.3%
Nov-2016	99.5%	0.0%	99.7%	-2.1%
Dec-2016	99.2%	+0.9%	99.9%	-1.0%
Jan-2017	98.7%	-0.6%	99.2%	-3.6%
Feb-2017	99.4%	-0.8%	100.4%	-2.0%
Mar-2017	100.7%	0.0%	100.7%	-2.7%
Apr-2017	100.1%	-0.7%	101.1%	-1.3%
May-2017	100.1%	-0.6%	100.7%	-3.8%
Jun-2017	99.7%	-1.2%	100.7%	-2.8%
Jul-2017	99.5%	-0.5%	100.5%	-1.7%
<b>Aug-2017</b>	<b>98.9%</b>	<b>-0.9%</b>	<b>99.2%</b>	<b>-2.0%</b>

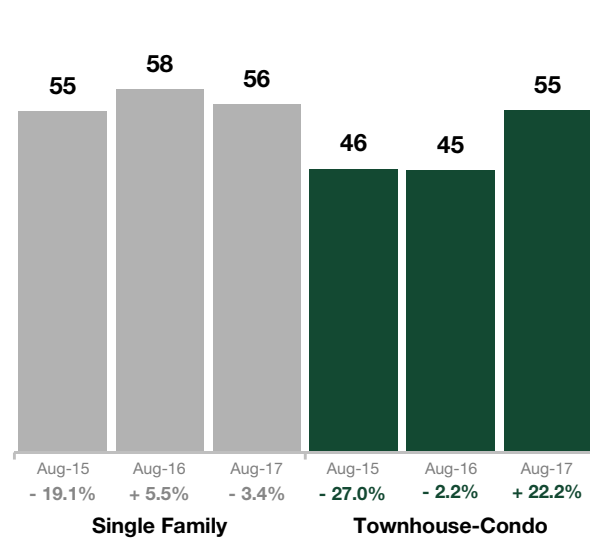
## Historical Percent of List Price Received by Month



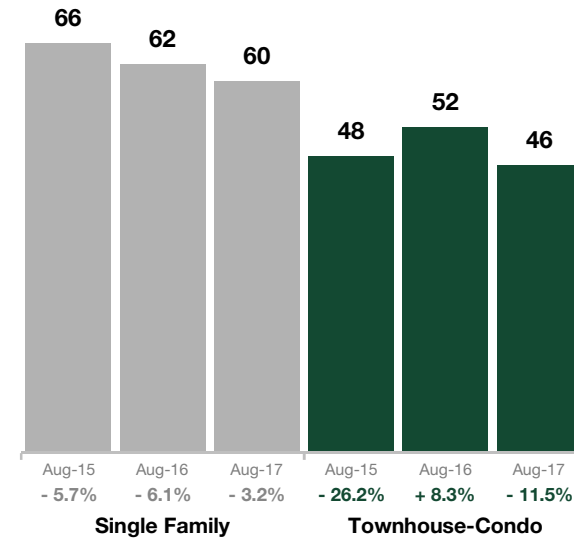
# Days on Market Until Sale



## August

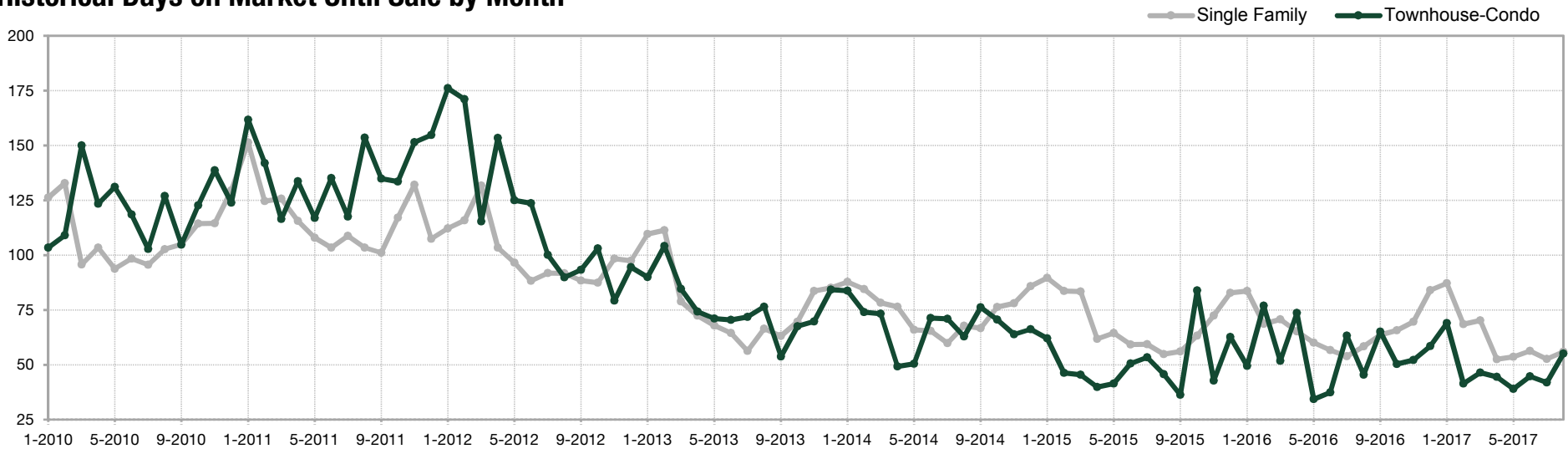


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	64	+14.3%	65	+80.6%
Oct-2016	66	+4.8%	50	-40.5%
Nov-2016	70	-2.8%	52	+20.9%
Dec-2016	84	+1.2%	59	-6.3%
Jan-2017	87	+3.6%	69	+40.8%
Feb-2017	69	0.0%	41	-46.8%
Mar-2017	70	-1.4%	46	-11.5%
Apr-2017	53	-18.5%	45	-39.2%
May-2017	54	-10.0%	39	+14.7%
Jun-2017	56	-1.8%	45	+21.6%
Jul-2017	53	-1.9%	42	-33.3%
<b>Aug-2017</b>	<b>56</b>	<b>-3.4%</b>	<b>55</b>	<b>+22.2%</b>

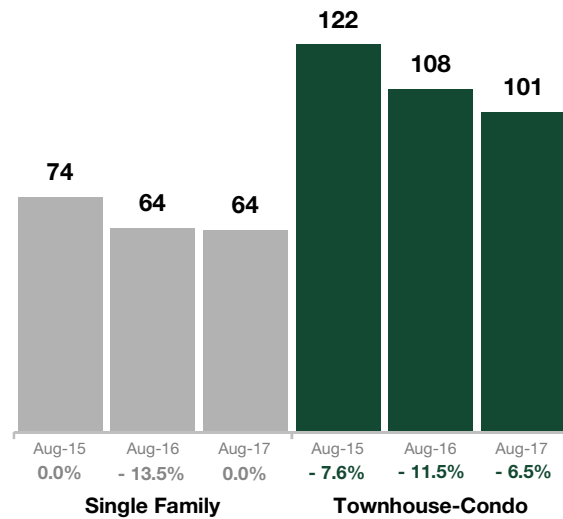
## Historical Days on Market Until Sale by Month



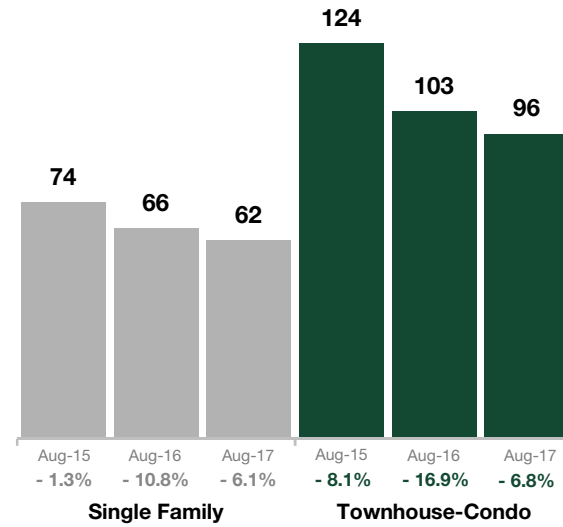
# Housing Affordability Index



## August

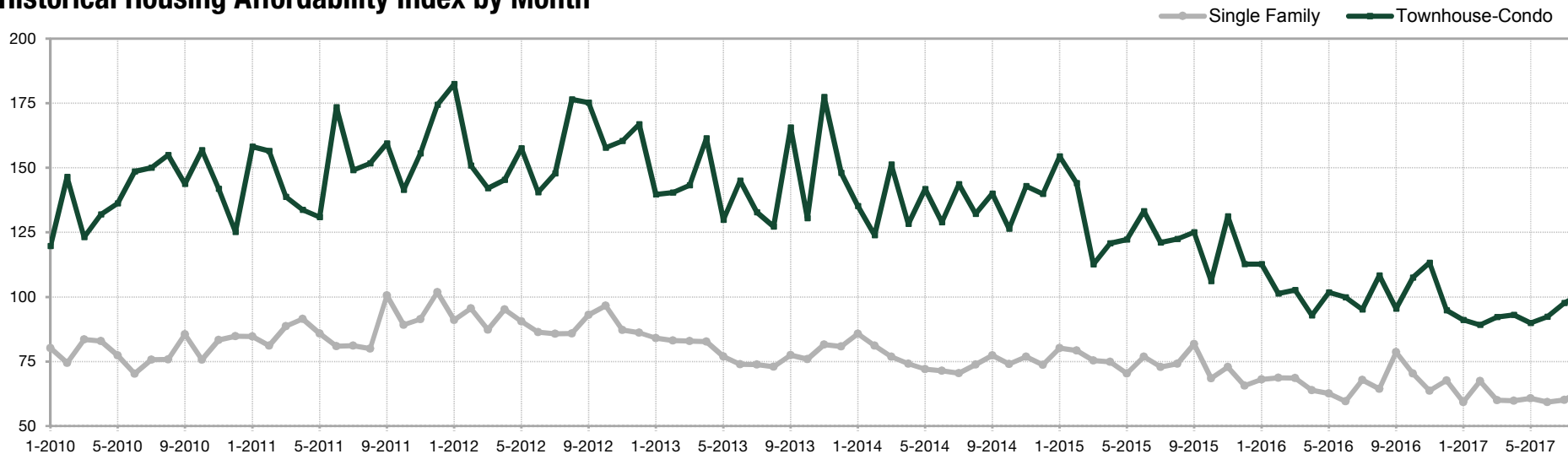


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	79	-3.7%	95	-24.0%
Oct-2016	70	+2.9%	107	+0.9%
Nov-2016	64	-12.3%	113	-13.7%
Dec-2016	68	+3.0%	95	-15.9%
Jan-2017	59	-13.2%	91	-19.5%
Feb-2017	67	-2.9%	89	-11.9%
Mar-2017	60	-13.0%	92	-10.7%
Apr-2017	60	-6.3%	93	0.0%
May-2017	61	-3.2%	90	-11.8%
Jun-2017	59	-1.7%	92	-8.0%
Jul-2017	60	-11.8%	98	+3.2%
<b>Aug-2017</b>	<b>64</b>	<b>0.0%</b>	<b>101</b>	<b>-6.5%</b>

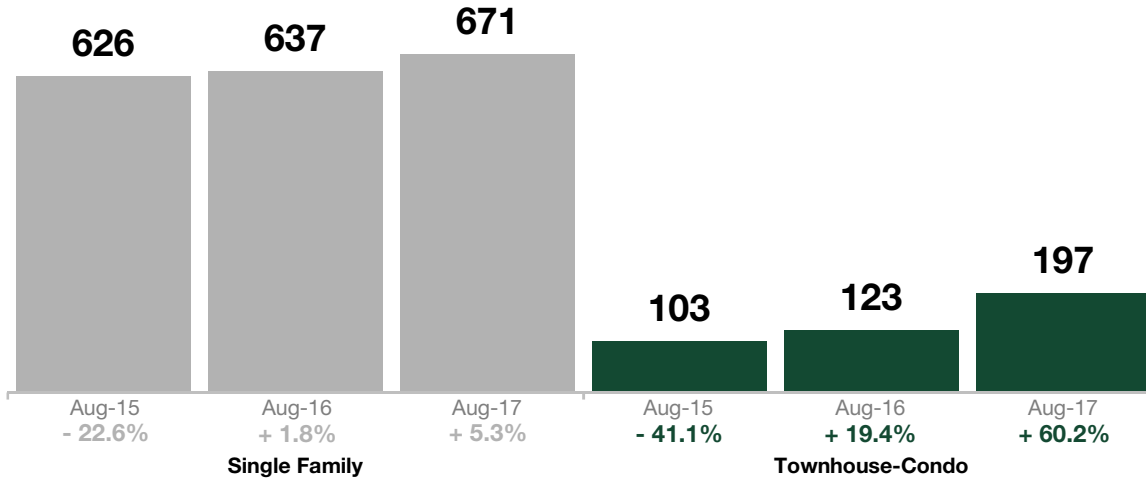
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

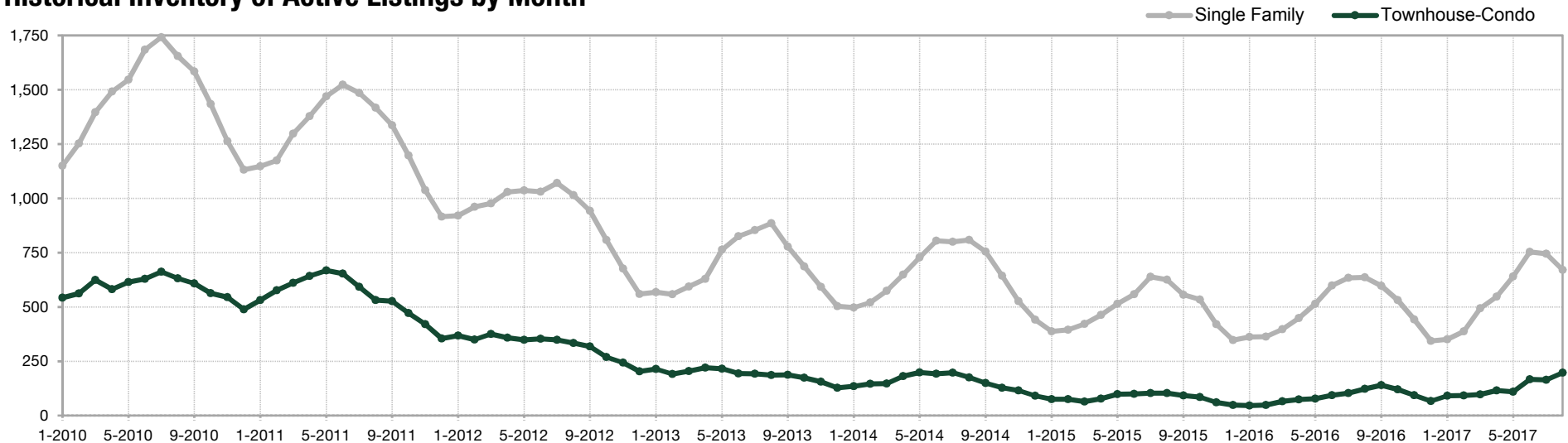


## August



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	597	+7.4%	140	+50.5%
Oct-2016	531	-0.6%	120	+41.2%
Nov-2016	442	+5.0%	94	+54.1%
Dec-2016	344	-0.9%	67	+39.6%
Jan-2017	351	-3.0%	91	+97.8%
Feb-2017	388	+6.9%	92	+87.8%
Mar-2017	494	+24.4%	97	+47.0%
Apr-2017	547	+21.8%	116	+56.8%
May-2017	640	+24.5%	110	+41.0%
Jun-2017	754	+25.9%	167	+77.7%
Jul-2017	745	+17.5%	164	+59.2%
<b>Aug-2017</b>	<b>671</b>	<b>+5.3%</b>	<b>197</b>	<b>+60.2%</b>

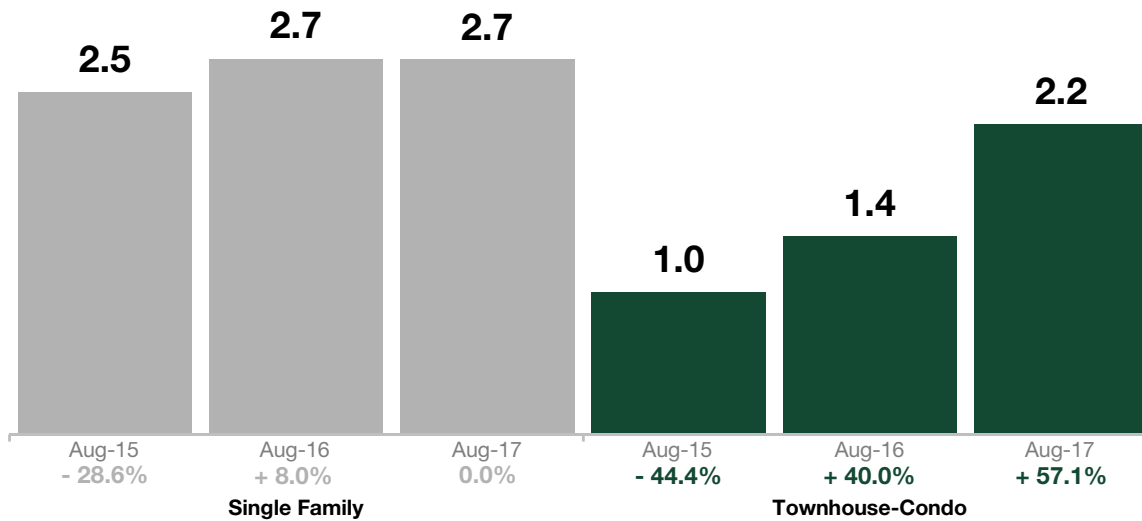
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

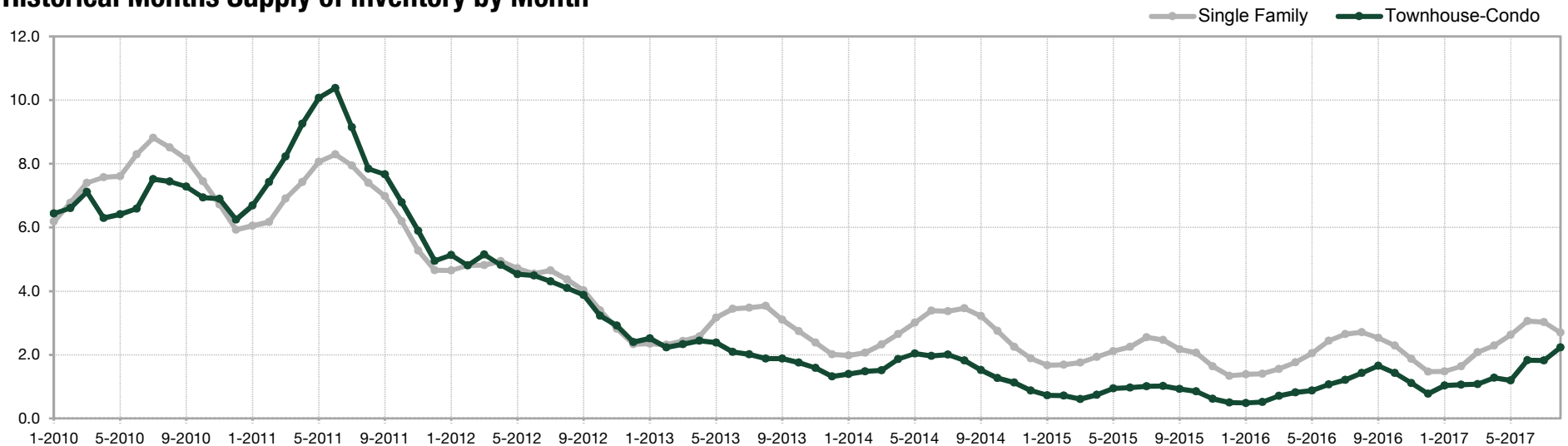


## August



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	2.5	+13.6%	1.7	+88.9%
Oct-2016	2.3	+9.5%	1.4	+55.6%
Nov-2016	1.9	+18.8%	1.1	+83.3%
Dec-2016	1.5	+15.4%	0.8	+60.0%
Jan-2017	1.5	+7.1%	1.0	+100.0%
Feb-2017	1.6	+14.3%	1.1	+120.0%
Mar-2017	2.1	+31.3%	1.1	+57.1%
Apr-2017	2.3	+27.8%	1.3	+62.5%
May-2017	2.6	+30.0%	1.2	+33.3%
Jun-2017	3.1	+29.2%	1.8	+63.6%
Jul-2017	3.0	+15.4%	1.8	+50.0%
<b>Aug-2017</b>	<b>2.7</b>	<b>0.0%</b>	<b>2.2</b>	<b>+57.1%</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.



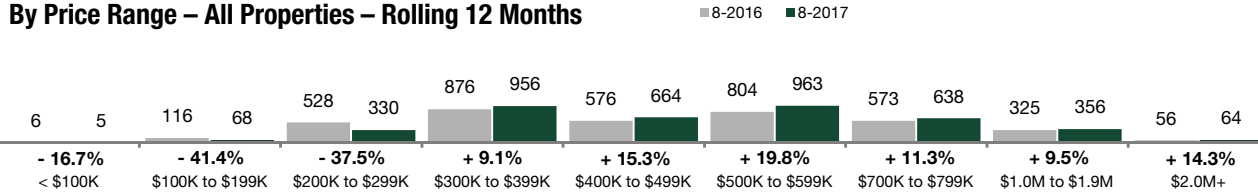
Key Metrics	Historical Sparkbars	8-2016	8-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
<b>New Listings</b>		498	<b>543</b>	+ 9.0%	3,803	<b>4,323</b>	+ 13.7%
<b>Pending / Under Contract</b>		352	<b>420</b>	+ 19.3%	2,858	<b>3,080</b>	+ 7.8%
<b>Sold Listings</b>		397	<b>401</b>	+ 1.0%	2,629	<b>2,827</b>	+ 7.5%
<b>Median Sales Price</b>		\$475,000	<b>\$497,000</b>	+ 4.6%	\$485,000	<b>\$517,000</b>	+ 6.6%
<b>Average Sales Price</b>		\$582,684	<b>\$597,815</b>	+ 2.6%	\$606,632	<b>\$626,643</b>	+ 3.3%
<b>Pct. of List Price Received</b>		100.2%	<b>99.0%</b>	- 1.2%	101.0%	<b>99.9%</b>	- 1.1%
<b>Days on Market</b>		55	<b>56</b>	+ 1.8%	60	<b>56</b>	- 6.7%
<b>Affordability Index</b>		78	<b>73</b>	- 6.4%	77	<b>70</b>	- 9.1%
<b>Active Listings</b>		760	<b>868</b>	+ 14.2%	--	<b>--</b>	--
<b>Months Supply</b>		2.4	<b>2.6</b>	+ 8.3%	--	<b>--</b>	--

# Sold Listings

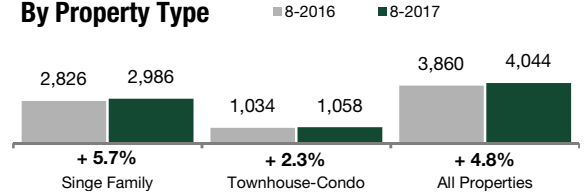
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2016	8-2017	Change	8-2016	8-2017	Change
\$99,999 and Below	5	5	0.0%	1	0	-100.0%
\$100,000 to \$199,999	30	29	-3.3%	86	39	-54.7%
\$200,000 to \$299,999	233	104	-55.4%	295	226	-23.4%
\$300,000 to \$399,999	583	615	+5.5%	293	341	+16.4%
\$400,000 to \$499,999	407	447	+9.8%	169	217	+28.4%
\$500,000 to \$699,999	682	815	+19.5%	122	148	+21.3%
\$700,000 to \$999,999	519	573	+10.4%	54	65	+20.4%
\$1,000,000 to \$1,999,999	311	337	+8.4%	14	19	+35.7%
\$2,000,000 and Above	56	61	+8.9%	0	3	--
<b>All Price Ranges</b>	<b>2,826</b>	<b>2,986</b>	<b>+5.7%</b>	<b>1,034</b>	<b>1,058</b>	<b>+2.3%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2017	8-2017	Change	7-2017	8-2017	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	2	3	+50.0%	3	3	0.0%
\$200,000 to \$299,999	7	7	0.0%	16	25	+56.3%
\$300,000 to \$399,999	54	73	+35.2%	40	30	-25.0%
\$400,000 to \$499,999	43	42	-2.3%	16	23	+43.8%
\$500,000 to \$699,999	81	87	+7.4%	13	9	-30.8%
\$700,000 to \$999,999	59	64	+8.5%	6	2	-66.7%
\$1,000,000 to \$1,999,999	47	27	-42.6%	2	0	-100.0%
\$2,000,000 and Above	5	6	+20.0%	0	0	--
<b>All Price Ranges</b>	<b>299</b>	<b>309</b>	<b>+3.3%</b>	<b>96</b>	<b>92</b>	<b>-4.2%</b>

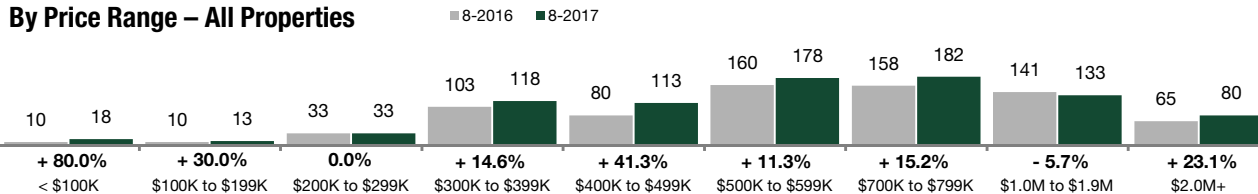
### Year to Date

By Price Range	Single Family			Condo		
	8-2016	8-2017	Change	8-2016	8-2017	Change
\$99,999 and Below	3	3	0.0%	0	0	--
\$100,000 to \$199,999	22	19	-13.6%	42	21	-50.0%
\$200,000 to \$299,999	130	49	-62.3%	177	149	-15.8%
\$300,000 to \$399,999	393	410	+4.3%	203	231	+13.8%
\$400,000 to \$499,999	267	306	+14.6%	131	161	+22.9%
\$500,000 to \$699,999	464	593	+27.8%	91	106	+16.5%
\$700,000 to \$999,999	373	426	+14.2%	44	37	-15.9%
\$1,000,000 to \$1,999,999	234	263	+12.4%	13	12	-7.7%
\$2,000,000 and Above	42	40	-4.8%	0	1	--
<b>All Price Ranges</b>	<b>1,928</b>	<b>2,109</b>	<b>+9.4%</b>	<b>701</b>	<b>718</b>	<b>+2.4%</b>

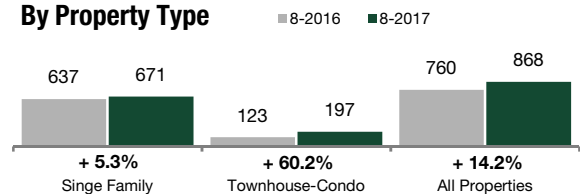
# Inventory of Active Listings

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		
	8-2016	8-2017	Change	8-2016	8-2017	Change
\$99,999 and Below	10	18	+80.0%	0	0	--
\$100,000 to \$199,999	5	6	+20.0%	5	7	+40.0%
\$200,000 to \$299,999	15	4	-73.3%	18	29	+61.1%
\$300,000 to \$399,999	66	60	-9.1%	37	58	+56.8%
\$400,000 to \$499,999	58	80	+37.9%	22	33	+50.0%
\$500,000 to \$699,999	146	133	-8.9%	14	45	+221.4%
\$700,000 to \$999,999	140	163	+16.4%	18	19	+5.6%
\$1,000,000 to \$1,999,999	135	129	-4.4%	6	4	-33.3%
\$2,000,000 and Above	62	78	+25.8%	3	2	-33.3%
<b>All Price Ranges</b>	<b>637</b>	<b>671</b>	<b>+5.3%</b>	<b>123</b>	<b>197</b>	<b>+60.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2017	8-2017	Change	7-2017	8-2017	Change
\$99,999 and Below	18	18	0.0%	0	0	--
\$100,000 to \$199,999	8	6	-25.0%	4	7	+75.0%
\$200,000 to \$299,999	8	4	-50.0%	23	29	+26.1%
\$300,000 to \$399,999	67	60	-10.4%	49	58	+18.4%
\$400,000 to \$499,999	100	80	-20.0%	26	33	+26.9%
\$500,000 to \$699,999	153	133	-13.1%	34	45	+32.4%
\$700,000 to \$999,999	169	163	-3.6%	21	19	-9.5%
\$1,000,000 to \$1,999,999	142	129	-9.2%	4	4	0.0%
\$2,000,000 and Above	80	78	-2.5%	3	2	-33.3%
<b>All Price Ranges</b>	<b>745</b>	<b>671</b>	<b>-9.9%</b>	<b>164</b>	<b>197</b>	<b>+20.1%</b>

### Year to Date

By Price Range	Single Family			Condo		
	8-2016	8-2017	Change	8-2016	8-2017	Change
\$99,999 and Below	3	3	0.0%	0	0	--
\$100,000 to \$199,999	22	19	-13.6%	42	21	-50.0%
\$200,000 to \$299,999	130	49	-62.3%	177	149	-15.8%
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<b>All Price Ranges</b>	<b>1,928</b>	<b>2,109</b>	<b>+9.4%</b>	<b>701</b>	<b>718</b>	<b>+2.4%</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.