



## HOUSE SALES

### January 2004 Statistics

Location	Total # Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price
Boulder	47	346	\$542,576	84	\$500,000
Broomfield	19	148	\$349,023	126	\$272,400
Erie	7	193	\$378,685	121	\$304,000
Lafayette	13	160	\$383,043	65	\$233,900
Longmont	52	681	\$275,727	82	\$230,000
Louisville	13	97	\$327,916	73	\$291,000
Superior	10	52	\$367,100	78	\$295,000
Mountains	22	291	\$404,102	151	\$280,000
Plains	29	225	\$645,182	145	\$512,000
<b>Total</b>	<b>212</b>				

### Year- to -Year Comparison

Location	Total # Sold			Average Sales Price		
	01/01/02-12/31/02	01/01/03-12/31/03	% Chg	01/01/02-12/31/02	01/01/03-12/31/03	% Chg
Boulder	845	960	13.6	\$482,595	\$480,575	<.4>
Broomfield	291	369	26.8	\$291,433	\$293,196	0.6
Erie	226	222	<1.8>	\$322,524	\$313,630	<2.8>
Lafayette	367	406	10.6	\$327,074	\$350,232	7.1
Longmont	1331	1308	<1.7>	\$252,576	\$255,988	1.4
Louisville	293	318	8.5	\$341,190	\$320,940	<5.9>
Superior	194	230	18.6	\$366,357	\$356,766	<2.6>
Mountains	374	368	<1.6>	\$338,111	\$375,864	11.2
Plains	445	411	<7.6>	\$448,864	\$574,082	27.9
<b>Total</b>	<b>4,366</b>	<b>4,592</b>				

Location	Average Days to Contract			Median Sales Price		
	01/01/02-12/31/02	01/01/03-12/31/03	% Chg	01/01/02-12/31/02	01/01/03-12/31/03	% Chg
Boulder	59	67	13.6	\$405,000	\$419,900	3.7
Broomfield	73	78	6.8	\$239,000	\$246,500	3.1
Erie	88	89	1.1	\$288,000	\$293,000	1.7
Lafayette	79	82	3.8	\$276,000	\$287,500	4.2
Longmont	64	81	26.6	\$224,900	\$255,000	13.4
Louisville	51	63	23.5	\$299,900	\$285,000	<5>
Superior	69	71	2.9	\$334,250	\$329,000	<1.6>
Mountains	93	109	17.2	\$295,000	\$317,000	7.5
Plains	86	103	19.8	\$475,000	\$415,000	<12.6>

## CONDO & TOWNHOME SALES

### January 2004 Statistics

Location	Total # Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price
Boulder	37	358	\$226,732	98	\$211,250
Broomfield	6	38	\$219,569	107	\$185,000
Erie	0	1	0	0	0
Lafayette	3	46	\$208,566	103	\$238,700
Longmont	15	188	\$162,947	124	\$163,512
Louisville	3	30	\$151,666	96	\$178,500
Superior	1	22	\$222,000	64	\$222,000
Mountains	0	1	0	0	0
Plains	7	67	\$188,357	180	\$165,000
<b>Total</b>	<b>72</b>				

### Year- to -Year Comparison

Location	Total # Sold			Average Sales Price		
	01/01/02-12/31/02	01/01/03-12/31/03	% Chg	01/01/02-12/31/02	01/01/03-12/31/03	% Chg
Boulder	665	701	5.4	\$230,935	\$235,600	2
Broomfield	95	93	<2.1>	\$203,633	\$213,619	4.9
Erie	3	2	<33.3>	\$154,966	\$167,000	7.8
Lafayette	188	201	6.9	\$188,743	\$185,923	<1.5>
Longmont	296	341	15.2	\$184,107	\$184,889	0.4
Louisville	78	68	<12.8>	\$178,073	\$186,914	5
Superior	77	62	<19.5>	\$221,100	\$213,571	<3.4>
Mountains	2	3	50	\$94,500	\$113,800	20.4
Plains	188	160	<14.9>	\$191,025	\$175,910	<7.9>
<b>Total</b>	<b>1,592</b>	<b>1,631</b>				

Location	Average Days to Contract			Median Sales Price		
	01/01/02-12/31/02	01/01/03-12/31/03	% Chg	01/01/02-12/31/02	01/01/03-12/31/03	% Chg
Boulder	44	78	77.3	\$217,500	\$221,660	1.9
Broomfield	71	112	57.7	\$201,100	\$219,000	8.9
Erie	38	106	178.9	\$155,500	\$152,000	<2.3>
Lafayette	57	82	43.9	\$179,000	\$171,700	<4.1>
Longmont	N/A	N/A	N/A	\$173,500	\$178,000	2.6
Louisville	48	63	31.3	\$174,950	\$183,500	4.9
Superior	62	74	27.4	\$215,000	\$198,000	<7.9>
Mountains	46	129	180.4	\$74,500	\$90,000	20.8
Plains	46	76	65.4	\$178,500	\$169,000	<5.3>

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Data Source: IRES- Information Real Estate Services