



## HOUSE SALES

### May 2005 Statistics

| Location     | Total # Sold | Inventory | Avg. Sales Price | Avg. Days to Contract | Median Sales Price |
|--------------|--------------|-----------|------------------|-----------------------|--------------------|
| Boulder      | 98           | 465       | \$579,431        | 60                    | \$495,000          |
| Broomfield   | 38           | 184       | \$282,459        | 71                    | \$228,000          |
| Erie         | 26           | 197       | \$386,193        | 68                    | \$327,900          |
| Lafayette    | 52           | 207       | \$446,363        | 47                    | \$388,404          |
| Longmont     | 138          | 800       | \$273,236        | 75                    | \$230,000          |
| Louisville   | 34           | 116       | \$330,201        | 45                    | \$300,000          |
| Superior     | 12           | 79        | \$393,658        | 25                    | \$355,000          |
| Mountains    | 32           | 376       | \$418,645        | 145                   | \$300,000          |
| Plains       | 40           | 266       | \$548,654        | 62                    | \$437,000          |
| <b>Total</b> | <b>470</b>   |           |                  |                       |                    |

### Year-to-Year Comparison

| Location     | Total # Sold         |                      |        | Average Sales Price  |                      |       |
|--------------|----------------------|----------------------|--------|----------------------|----------------------|-------|
|              | 05/01/03<br>04/30/04 | 05/01/04<br>04/30/05 | % Chg  | 05/01/03<br>04/30/04 | 05/01/04<br>04/30/05 | % Chg |
| Boulder      | 1014                 | 1036                 | 2.2    | \$490,430            | \$556,545            | 13.5  |
| Broomfield   | 375                  | 379                  | 1.1    | \$304,164            | \$328,517            | 8     |
| Erie         | 251                  | 302                  | 20.3   | \$314,766            | \$342,066            | 8.7   |
| Lafayette    | 390                  | 394                  | 1      | \$354,833            | \$360,334            | 1.5   |
| Longmont     | 1355                 | 1387                 | 2.4    | \$233,958            | \$271,487            | 16    |
| Louisville   | 325                  | 296                  | <8.9>  | \$317,053            | \$344,602            | 8.7   |
| Superior     | 243                  | 202                  | <16.9> | \$360,448            | \$388,588            | 7.8   |
| Mountains    | 372                  | 443                  | 19     | \$373,440            | \$364,283            | <2.5> |
| Plains       | 465                  | 466                  | 0.2    | \$583,059            | \$581,628            | <.2>  |
| <b>Total</b> | <b>4,787</b>         | <b>4,905</b>         |        |                      |                      |       |

| Location   | Average Days to Contract |                      |        | Median Sales Price   |                      |       |
|------------|--------------------------|----------------------|--------|----------------------|----------------------|-------|
|            | 05/01/03<br>04/30/04     | 05/01/04<br>04/30/05 | % Chg  | 05/01/03<br>04/30/04 | 05/01/04<br>04/30/05 | % Chg |
| Boulder    | 70                       | 62                   | <11.4> | \$430,000            | \$480,000            | 11.6  |
| Broomfield | 81                       | 77                   | <4.9>  | \$248,000            | \$269,900            | 8.8   |
| Erie       | 95                       | 94                   | <1.1>  | \$295,000            | \$289,900            | <1.7> |
| Lafayette  | 83                       | 68                   | <18.1> | \$289,950            | \$279,900            | <3.5> |
| Longmont   | 80                       | 80                   | 0      | \$226,000            | \$233,400            | 3.3   |
| Louisville | 61                       | 58                   | <4.9>  | \$286,500            | \$300,900            | 5     |
| Superior   | 69                       | 54                   | <21.7> | \$328,000            | \$355,000            | 8.2   |
| Mountains  | 121                      | 131                  | 8.3    | \$310,000            | \$305,000            | <1.6> |
| Plains     | 103                      | 95                   | <7.8>  | \$448,000            | \$438,200            | <2.2> |

## CONDO & TOWNHOME SALES

### May 2005 Statistics

| Location     | Total # Sold | Inventory | Avg. Sales Price | Avg. Days to Contract | Median Sales Price |
|--------------|--------------|-----------|------------------|-----------------------|--------------------|
| Boulder      | 99           | 559       | \$268,508        | 84                    | \$237,000          |
| Broomfield   | 4            | 61        | \$191,175        | 127                   | \$160,000          |
| Erie         | 3            | 16        | \$185,366        | 15                    | \$170,900          |
| Lafayette    | 13           | 100       | \$182,382        | 83                    | \$163,500          |
| Longmont     | 19           | 216       | \$205,685        | 91                    | \$194,900          |
| Louisville   | 5            | 59        | \$159,000        | 75                    | \$163,000          |
| Superior     | 5            | 51        | \$240,800        | 140                   | \$219,500          |
| Mountains    | 0            | 8         | 0                | 0                     | 0                  |
| Plains       | 11           | 90        | \$205,509        | 74                    | \$175,000          |
| <b>Total</b> | <b>159</b>   |           |                  |                       |                    |

### Year-to-Year Comparison

| Location     | Total # Sold         |                      |        | Average Sales Price  |                      |       |
|--------------|----------------------|----------------------|--------|----------------------|----------------------|-------|
|              | 05/01/03<br>04/30/04 | 05/01/04<br>04/30/05 | % Chg  | 05/01/03<br>04/30/04 | 05/01/04<br>04/30/05 | % Chg |
| Boulder      | 715                  | 793                  | 11     | \$240,787            | \$263,590            | 9.5   |
| Broomfield   | 82                   | 81                   | <1.2>  | \$224,722            | \$207,393            | <7.7> |
| Erie         | 2                    | 2                    | 0      | \$167,000            | \$176,950            | 6     |
| Lafayette    | 189                  | 147                  | <21.2> | \$186,481            | \$188,546            | 1.1   |
| Longmont     | 366                  | 330                  | <9.8>  | \$182,923            | \$187,220            | 2.3   |
| Louisville   | 68                   | 68                   | 0      | \$186,108            | \$182,168            | <2.1> |
| Superior     | 57                   | 41                   | <28.1> | \$213,542            | \$217,613            | 1.9   |
| Mountains    | 1                    | 5                    | 400    | \$233,000            | \$205,187            | <12>  |
| Plains       | 145                  | 152                  | 4.8    | \$182,861            | \$185,367            | 1.4   |
| <b>Total</b> | <b>1,625</b>         | <b>1,619</b>         |        |                      |                      |       |

| Location   | Average Days to Contract |                      |       | Median Sales Price   |                      |        |
|------------|--------------------------|----------------------|-------|----------------------|----------------------|--------|
|            | 05/01/03<br>04/30/04     | 05/01/04<br>04/30/05 | % Chg | 05/01/03<br>04/30/04 | 05/01/04<br>04/30/05 | % Chg  |
| Boulder    | 84                       | 88                   | 4.8   | \$223,000            | \$235,000            | 5.4    |
| Broomfield | 98                       | 126                  | 28.6  | \$231,111            | \$194,000            | <16.1> |
| Erie       | 106                      | 36                   | <66>  | \$152,000            | \$159,900            | 5.2    |
| Lafayette  | 75                       | 66                   | <12>  | \$171,700            | \$177,500            | 3.4    |
| Longmont   | N/A                      | 120                  | N/A   | \$176,900            | \$175,000            | <1.1>  |
| Louisville | 64                       | 84                   | 31.25 | \$183,400            | \$178,450            | <2.7>  |
| Superior   | 65                       | 78                   | 20    | \$201,400            | \$218,000            | 8.2    |
| Mountains  | 94                       | 114                  | 21.3  | \$233,000            | \$233,435            | 0.2    |
| Plains     | 83                       | 96                   | 15.7  | \$168,900            | \$173,000            | 2.4    |

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Data Source: IRES- Information Real Estate Services