

Monthly Indicators



September 2015

Percent changes calculated using year-over-year comparisons.

New Listings were down 8.4 percent for single family homes but increased 11.9 percent for townhouse-condo properties. Pending sales clocked in at 266 for single family homes and 96 for townhouse-condo properties.

The Median Sales Price was up 2.1 percent to \$449,281 for single family homes and 19.3 percent to \$290,000 for townhouse-condo properties. Days on Market decreased 19.4 percent for single family homes and 46.4 percent for condo properties.

With positive economic news coming from many angles, there are no imminent factors to prepare for beyond the typical seasonal drop-off. From the mouths of market-analyzing pundits, we are in the midst of one of the healthiest housing markets in the past 15 years. The one thing we were anticipating in September, an increase in interest rates, did not happen. It most likely will before year's end. Until then, get out and enjoy the season.

Activity Snapshot

- 0.3% **+ 9.6%** **- 27.9%**

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
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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	9-2014	9-2015	Percent Change	YTD-2014	YTD-2015	Percent Change
New Listings		311	285	- 8.4%	3,351	3,318	- 1.0%
Pending / Under Contract		209	266	+ 27.3%	2,275	2,606	+ 14.5%
Sold Listings		228	239	+ 4.8%	2,195	2,444	+ 11.3%
Median Sales Price		\$440,000	\$449,281	+ 2.1%	\$458,500	\$484,250	+ 5.6%
Average Sales Price		\$547,623	\$547,062	- 0.1%	\$548,289	\$586,757	+ 7.0%
Pct. of List Price Received		98.6%	99.9%	+ 1.3%	98.9%	100.0%	+ 1.1%
Days on Market		67	54	- 19.4%	70	64	- 8.6%
Affordability Index		77	81	+ 5.2%	74	75	+ 1.4%
Active Listings		755	534	- 29.3%	--	--	--
Months Supply		3.2	2.1	- 34.4%	--	--	--

Townhouse-Condo Market Overview

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

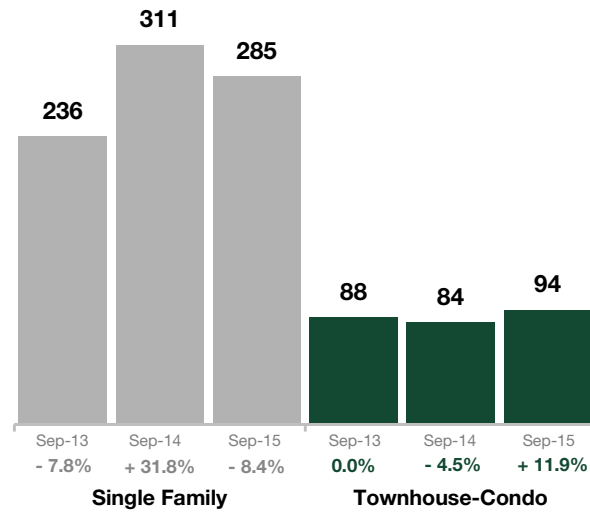


Key Metrics	Historical Sparkbars	9-2014	9-2015	Percent Change	YTD-2014	YTD-2015	Percent Change
New Listings		84	94	+ 11.9%	1,212	1,099	- 9.3%
Pending / Under Contract		85	96	+ 12.9%	1,020	988	- 3.1%
Sold Listings		115	103	- 10.4%	980	928	- 5.3%
Median Sales Price		\$243,029	\$290,000	+ 19.3%	\$251,250	\$290,000	+ 15.4%
Average Sales Price		\$303,241	\$320,010	+ 5.5%	\$296,440	\$345,586	+ 16.6%
Pct. of List Price Received		99.5%	101.6%	+ 2.1%	99.6%	102.3%	+ 2.7%
Days on Market		69	37	- 46.4%	66	46	- 30.3%
Affordability Index		140	126	- 10.0%	135	126	- 6.7%
Active Listings		149	86	- 42.3%	--	--	--
Months Supply		1.5	0.9	- 40.0%	--	--	--

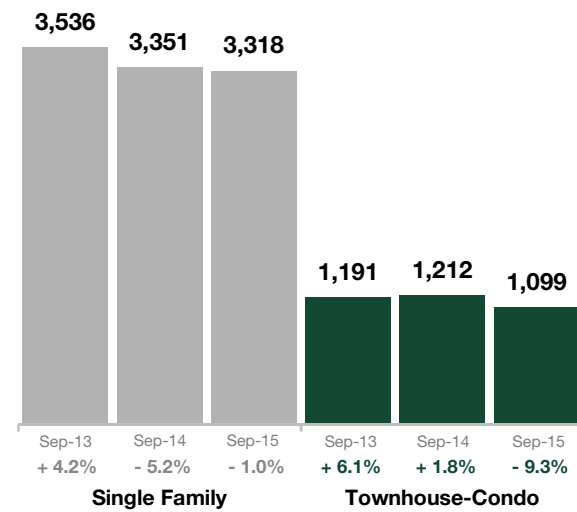
New Listings



September

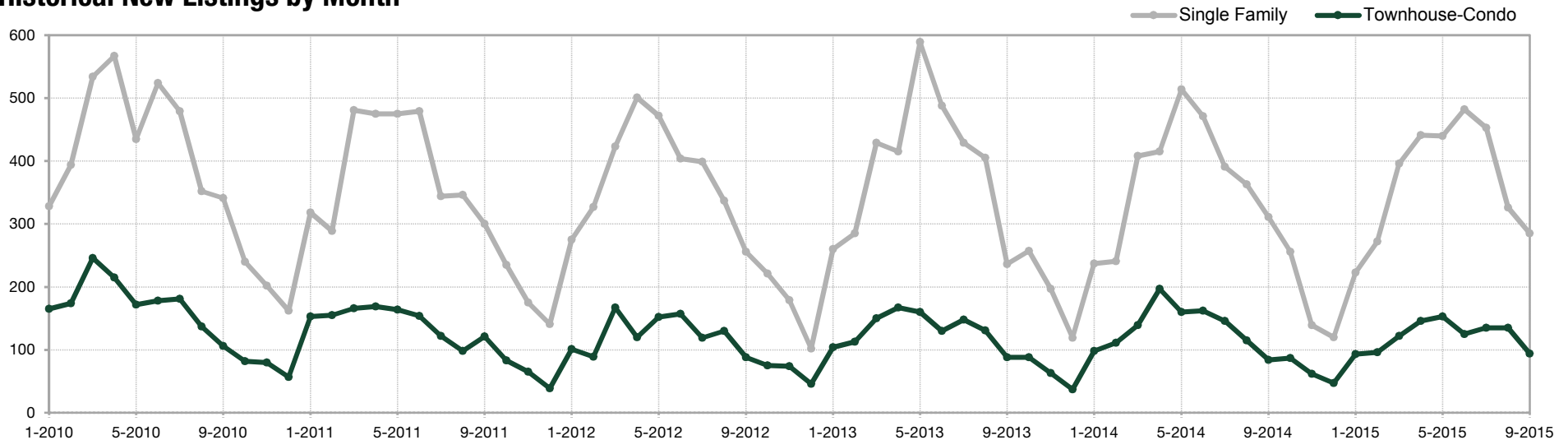


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2014	256	-0.4%	87	-1.1%
Nov-2014	139	-29.4%	62	-1.6%
Dec-2014	120	+0.8%	47	+27.0%
Jan-2015	223	-5.9%	93	-5.1%
Feb-2015	272	+12.9%	96	-13.5%
Mar-2015	396	-2.9%	122	-12.2%
Apr-2015	441	+6.3%	146	-25.9%
May-2015	440	-14.4%	153	-4.4%
Jun-2015	482	+2.3%	125	-22.8%
Jul-2015	453	+15.9%	135	-7.5%
Aug-2015	326	-10.2%	135	+17.4%
Sep-2015	285	-8.4%	94	+11.9%

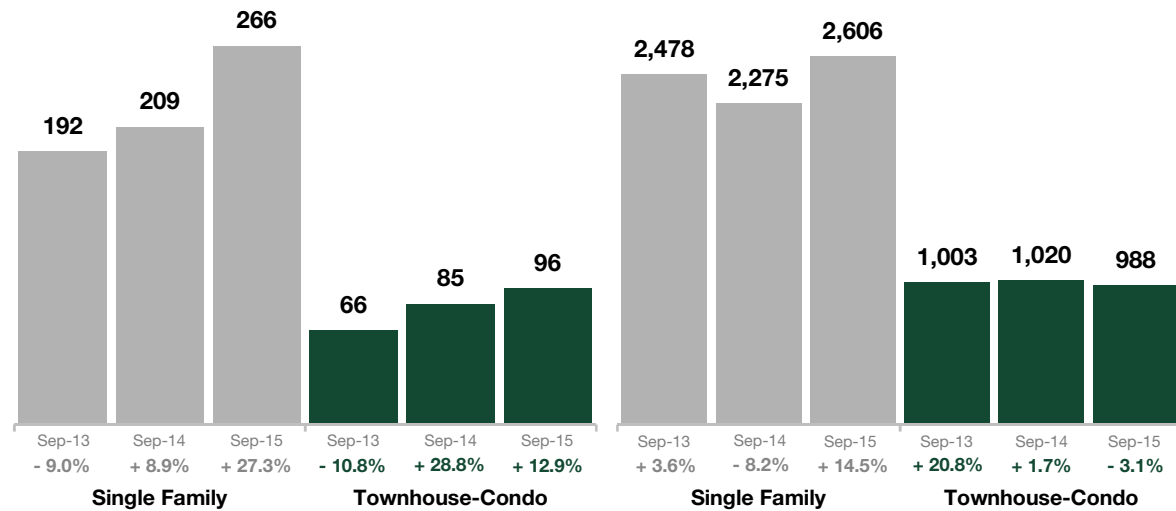
Historical New Listings by Month



Pending / Under Contract

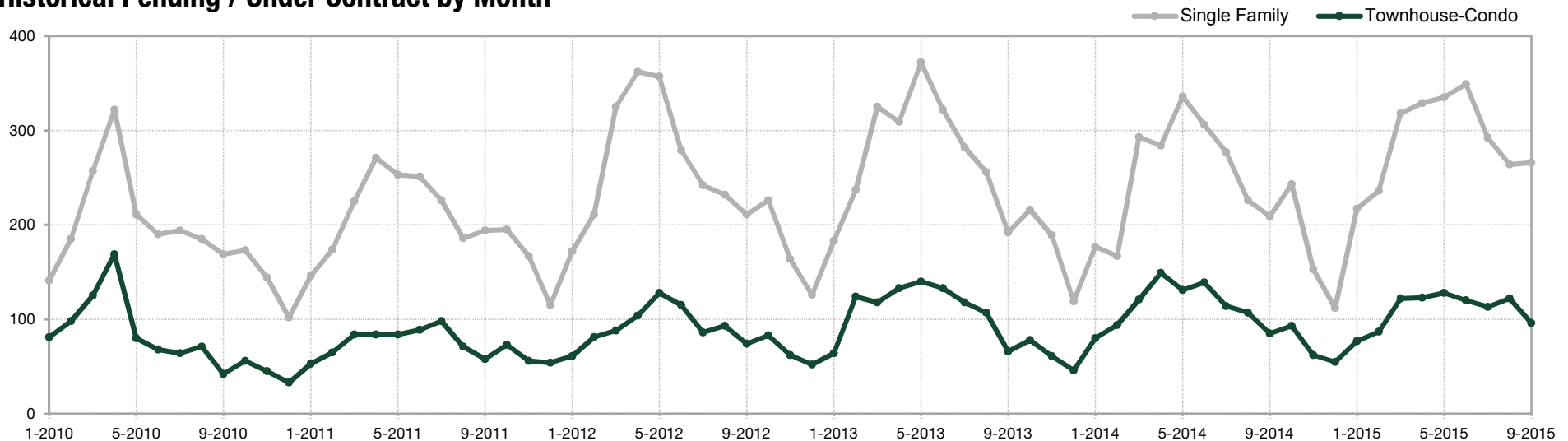


September



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2014	243	+12.5%	93	+19.2%
Nov-2014	153	-19.0%	62	+1.6%
Dec-2014	112	-5.9%	55	+19.6%
Jan-2015	217	+22.6%	77	-3.8%
Feb-2015	236	+41.3%	87	-7.4%
Mar-2015	318	+8.5%	122	+0.8%
Apr-2015	329	+15.8%	123	-17.4%
May-2015	335	-0.3%	128	-2.3%
Jun-2015	349	+14.1%	120	-13.7%
Jul-2015	292	+5.4%	113	-0.9%
Aug-2015	264	+16.8%	122	+14.0%
Sep-2015	266	+27.3%	96	+12.9%

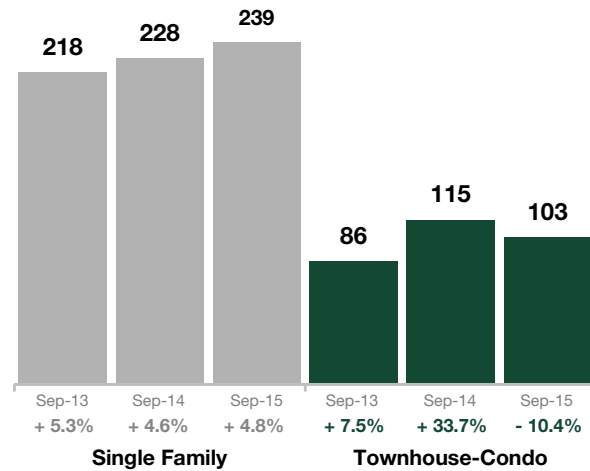
Historical Pending / Under Contract by Month



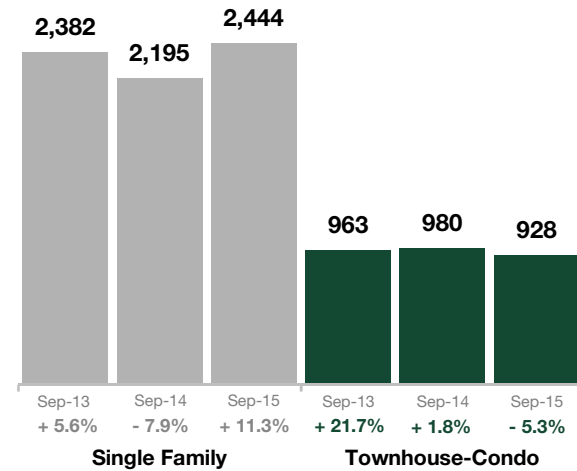
Sold Listings



September

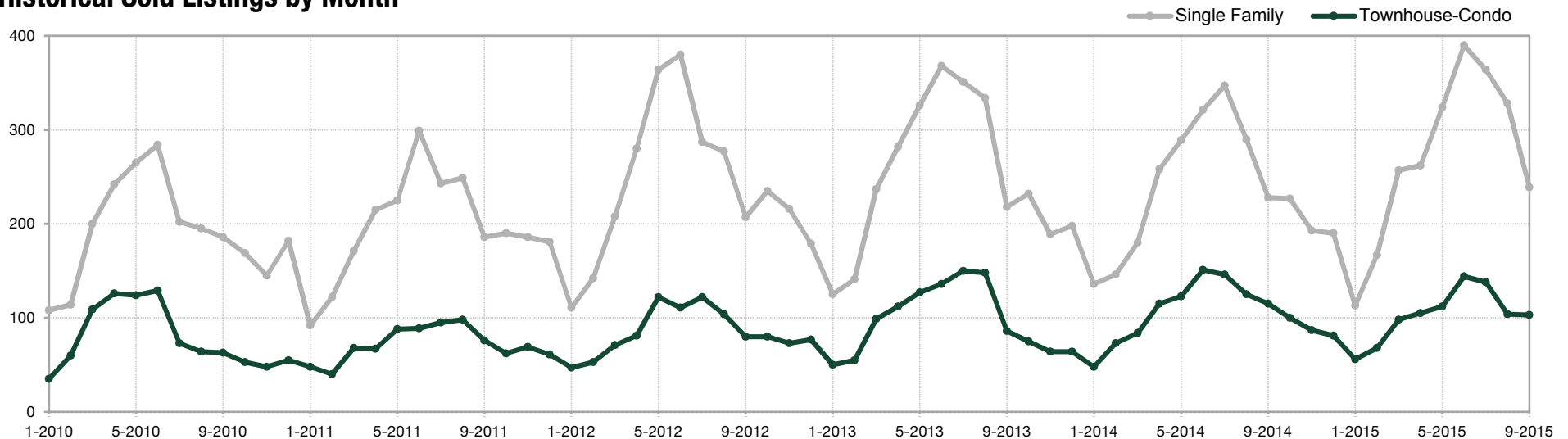


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2014	227	-2.2%	100	+33.3%
Nov-2014	193	+2.1%	87	+35.9%
Dec-2014	190	-4.0%	81	+26.6%
Jan-2015	113	-16.9%	56	+16.7%
Feb-2015	167	+14.4%	68	-6.8%
Mar-2015	257	+42.8%	98	+16.7%
Apr-2015	262	+1.6%	105	-8.7%
May-2015	324	+12.1%	112	-8.9%
Jun-2015	390	+21.5%	144	-4.6%
Jul-2015	364	+4.9%	138	-5.5%
Aug-2015	328	+13.1%	104	-16.8%
Sep-2015	239	+4.8%	103	-10.4%

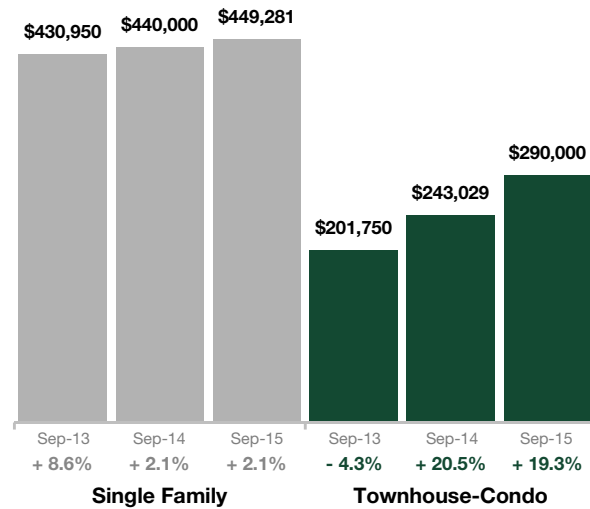
Historical Sold Listings by Month



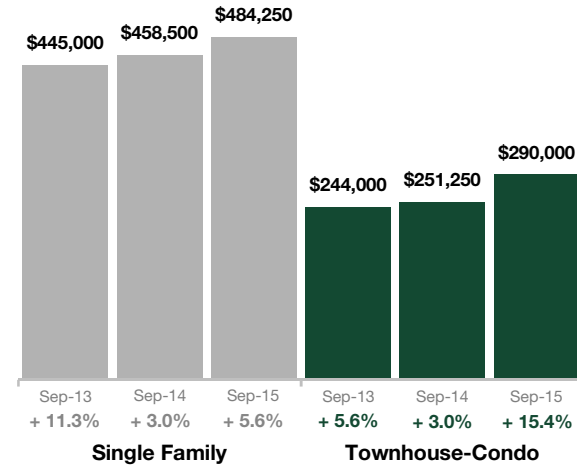
Median Sales Price



September

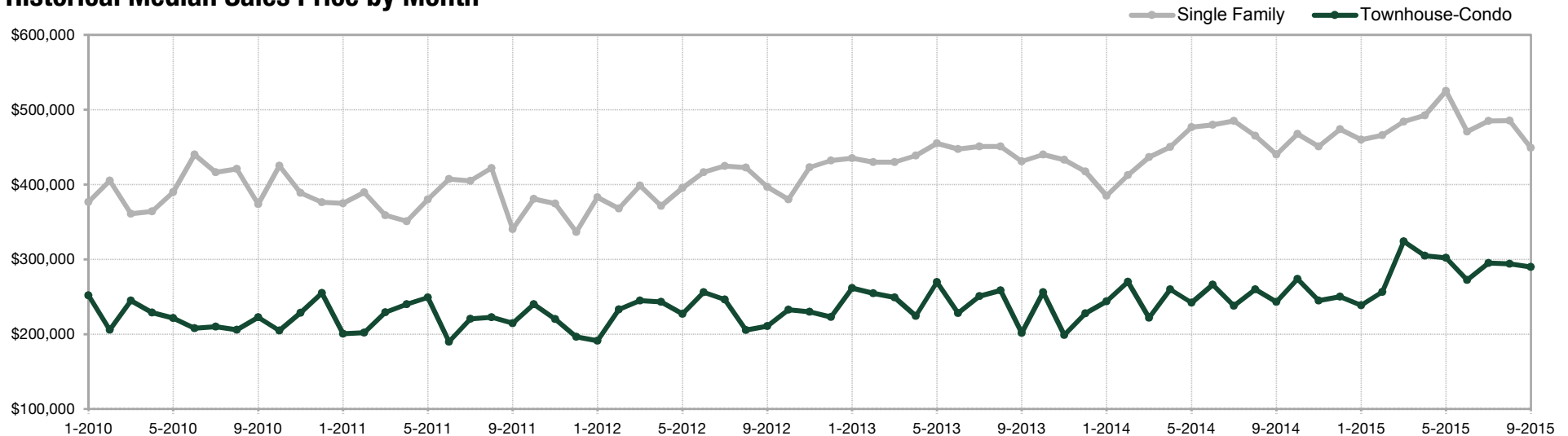


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2014	\$467,500	+6.3%	\$273,750	+6.9%
Nov-2014	\$451,000	+4.2%	\$245,000	+23.2%
Dec-2014	\$474,000	+13.5%	\$250,000	+9.7%
Jan-2015	\$460,000	+19.5%	\$238,763	-2.1%
Feb-2015	\$466,000	+13.0%	\$256,250	-5.1%
Mar-2015	\$484,000	+10.9%	\$323,950	+46.1%
Apr-2015	\$492,448	+9.4%	\$305,000	+17.3%
May-2015	\$525,000	+10.2%	\$302,200	+24.9%
Jun-2015	\$470,750	-1.9%	\$272,500	+2.4%
Jul-2015	\$485,120	+0.0%	\$295,125	+24.0%
Aug-2015	\$485,250	+4.4%	\$294,000	+13.1%
Sep-2015	\$449,281	+2.1%	\$290,000	+19.3%

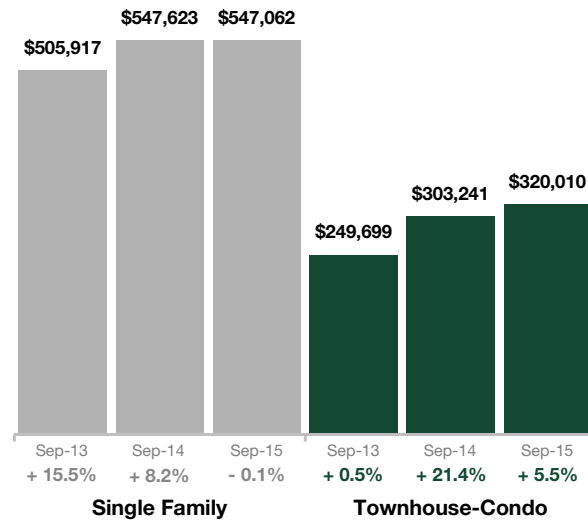
Historical Median Sales Price by Month



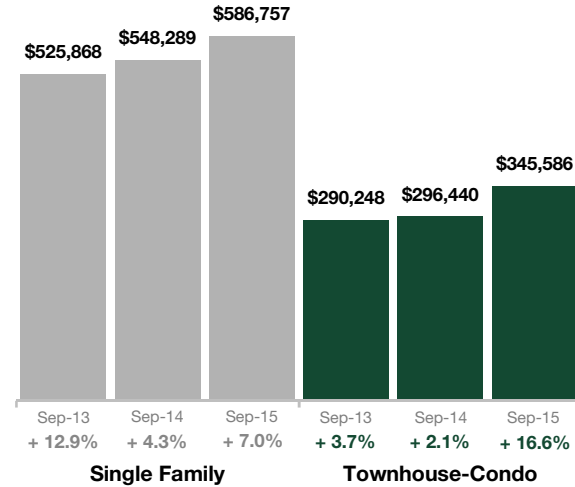
Average Sales Price



September

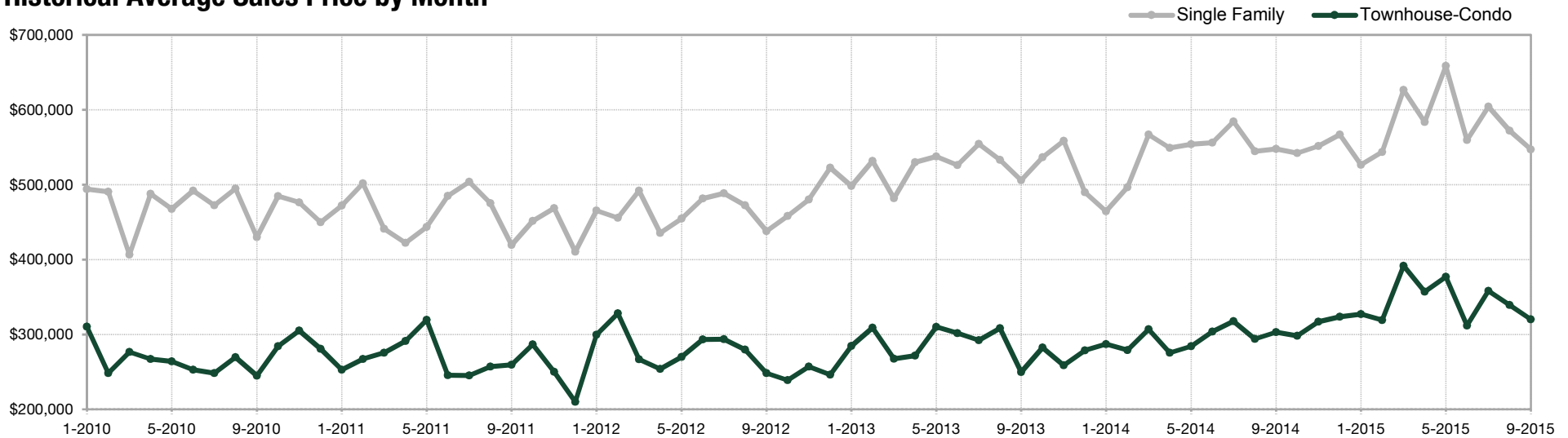


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2014	\$542,002	+1.0%	\$298,151	+5.5%
Nov-2014	\$551,489	-1.3%	\$317,142	+22.5%
Dec-2014	\$566,795	+15.7%	\$323,802	+16.2%
Jan-2015	\$526,469	+13.3%	\$327,198	+14.0%
Feb-2015	\$543,605	+9.5%	\$319,276	+14.4%
Mar-2015	\$626,564	+10.5%	\$391,632	+27.6%
Apr-2015	\$583,711	+6.3%	\$357,156	+29.6%
May-2015	\$658,459	+18.8%	\$376,905	+32.5%
Jun-2015	\$559,621	+0.6%	\$311,689	+2.7%
Jul-2015	\$604,021	+3.4%	\$358,212	+12.7%
Aug-2015	\$571,943	+5.1%	\$339,404	+15.4%
Sep-2015	\$547,062	-0.1%	\$320,010	+5.5%

Historical Average Sales Price by Month

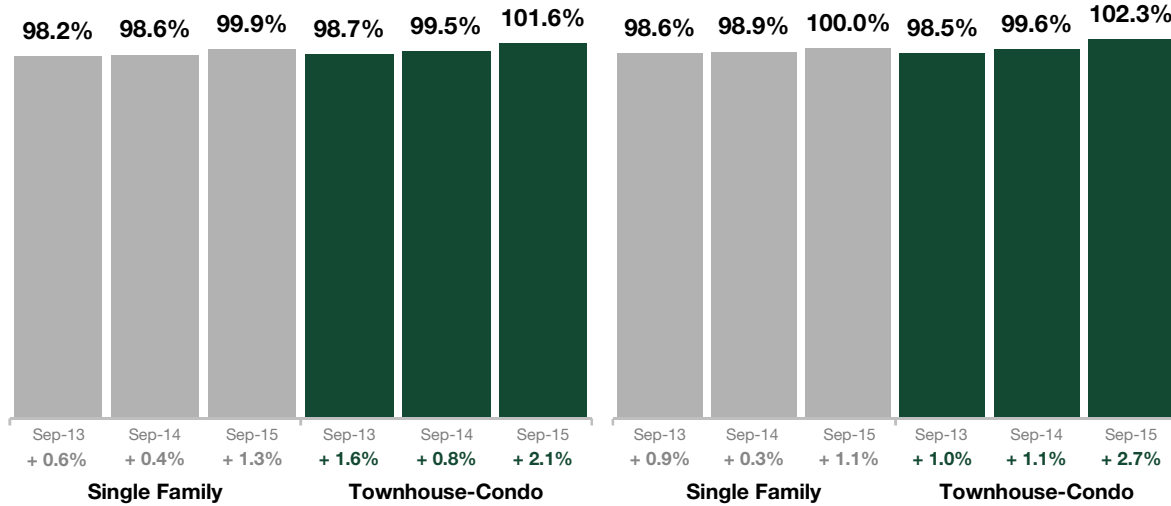


Percent of List Price Received



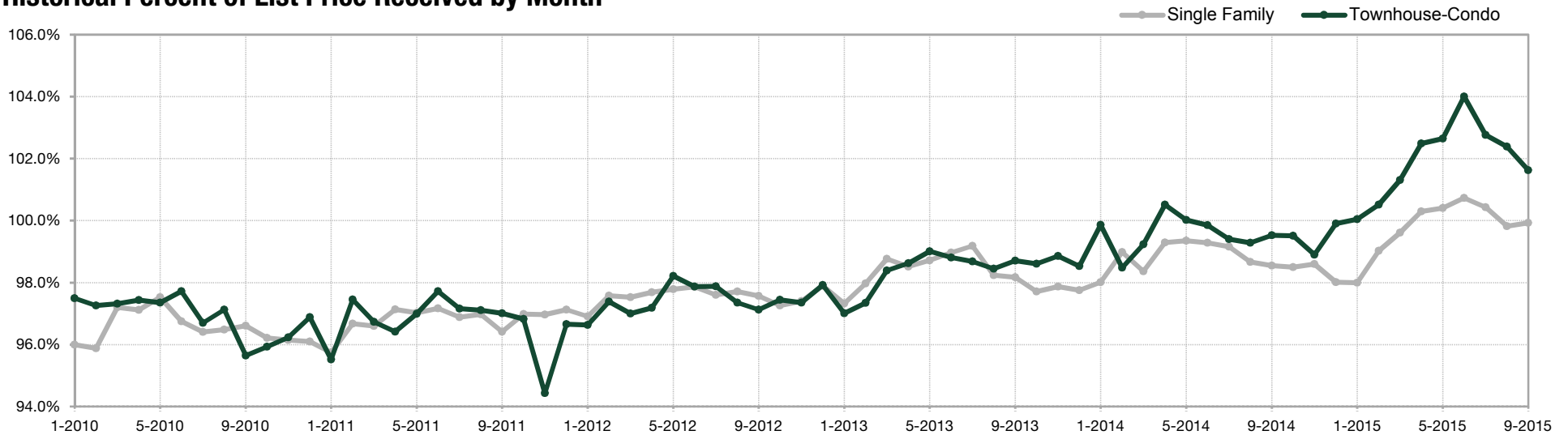
September

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2014	98.5%	+0.8%	99.5%	+0.9%
Nov-2014	98.6%	+0.7%	98.9%	0.0%
Dec-2014	98.0%	+0.2%	99.9%	+1.4%
Jan-2015	98.0%	0.0%	100.0%	+0.1%
Feb-2015	99.0%	0.0%	100.5%	+2.0%
Mar-2015	99.6%	+1.2%	101.3%	+2.1%
Apr-2015	100.3%	+1.0%	102.5%	+2.0%
May-2015	100.4%	+1.0%	102.6%	+2.6%
Jun-2015	100.7%	+1.4%	104.0%	+4.1%
Jul-2015	100.4%	+1.2%	102.8%	+3.4%
Aug-2015	99.8%	+1.1%	102.4%	+3.1%
Sep-2015	99.9%	+1.3%	101.6%	+2.1%

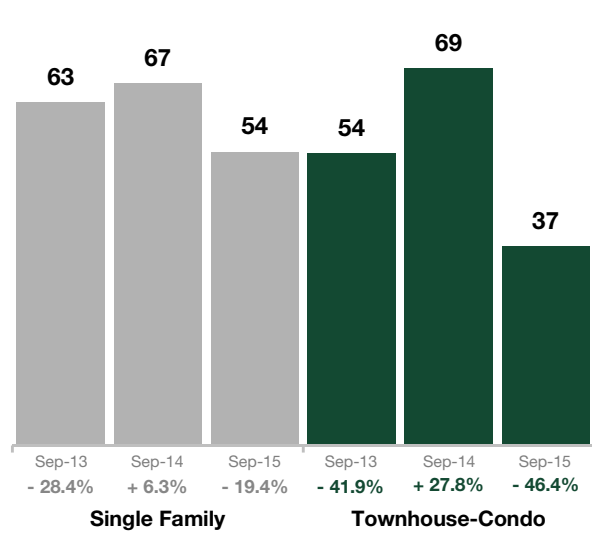
Historical Percent of List Price Received by Month



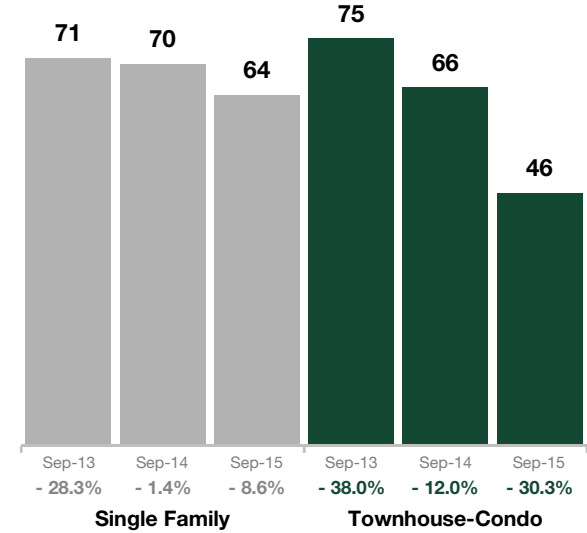
Days on Market Until Sale



September

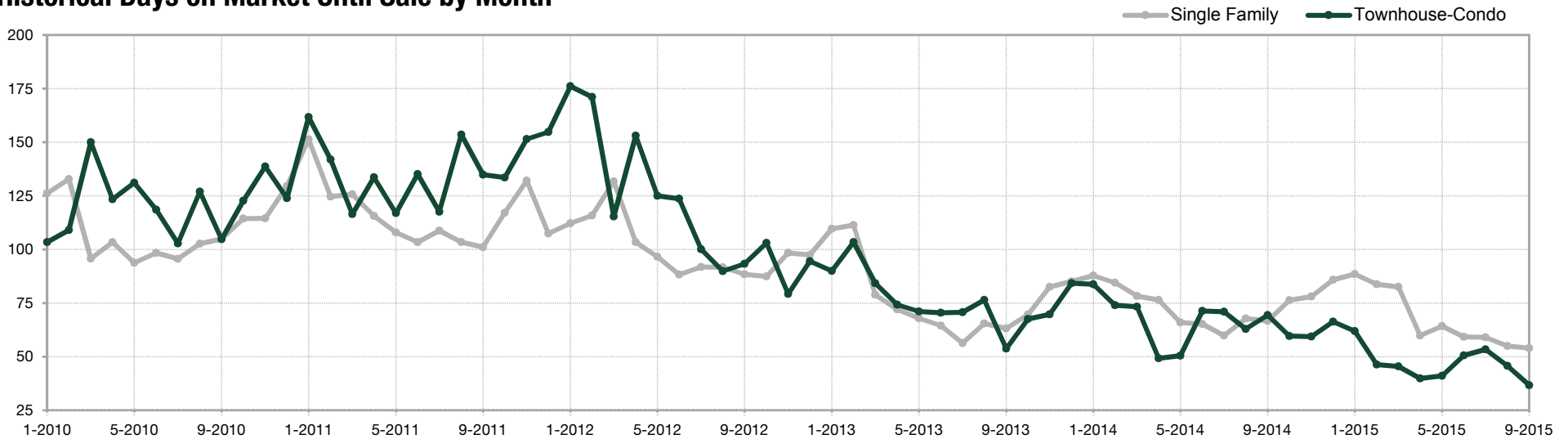


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2014	76	+8.6%	60	-11.8%
Nov-2014	78	-6.0%	59	-15.7%
Dec-2014	86	+1.2%	66	-21.4%
Jan-2015	89	+1.1%	62	-26.2%
Feb-2015	84	-1.2%	46	-37.8%
Mar-2015	83	+6.4%	45	-38.4%
Apr-2015	60	-21.1%	40	-18.4%
May-2015	64	-3.0%	41	-18.0%
Jun-2015	59	-9.2%	51	-28.2%
Jul-2015	59	-1.7%	53	-25.4%
Aug-2015	55	-19.1%	46	-27.0%
Sep-2015	54	-19.4%	37	-46.4%

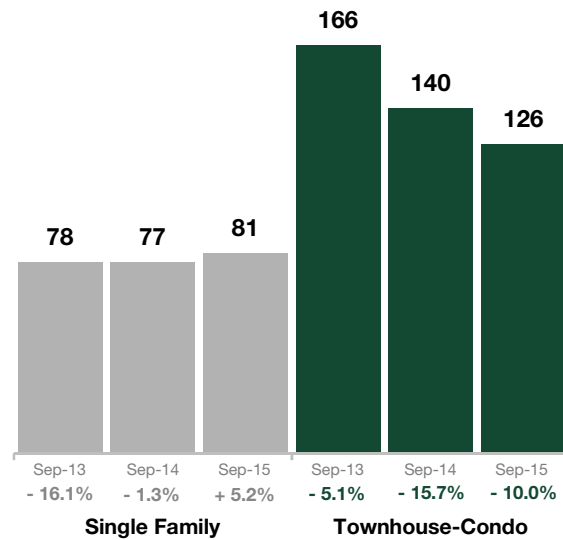
Historical Days on Market Until Sale by Month



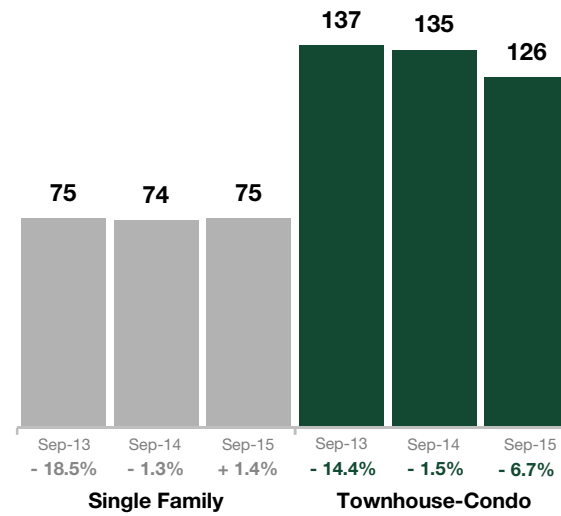
Housing Affordability Index



September

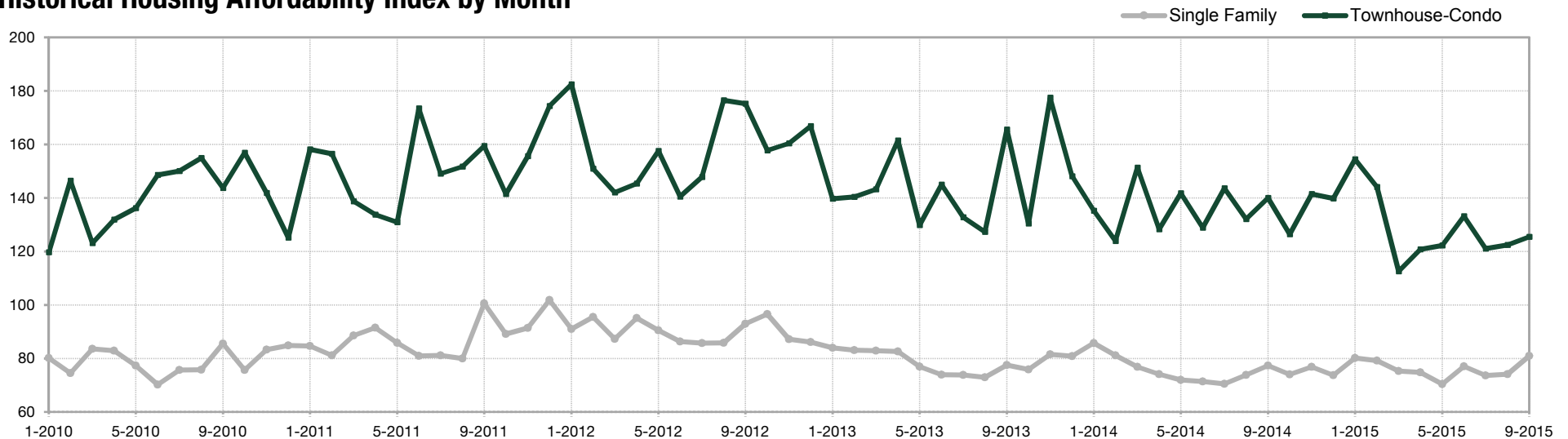


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2014	74	-2.6%	126	-3.1%
Nov-2014	77	-6.1%	141	-20.3%
Dec-2014	74	-8.6%	140	-5.4%
Jan-2015	80	-7.0%	154	+14.1%
Feb-2015	79	-2.5%	144	+16.1%
Mar-2015	75	-2.6%	113	-25.2%
Apr-2015	75	+1.4%	121	-5.5%
May-2015	70	-2.8%	122	-14.1%
Jun-2015	77	+8.5%	133	+3.1%
Jul-2015	74	+5.7%	121	-16.0%
Aug-2015	74	0.0%	122	-7.6%
Sep-2015	81	+5.2%	126	-10.0%

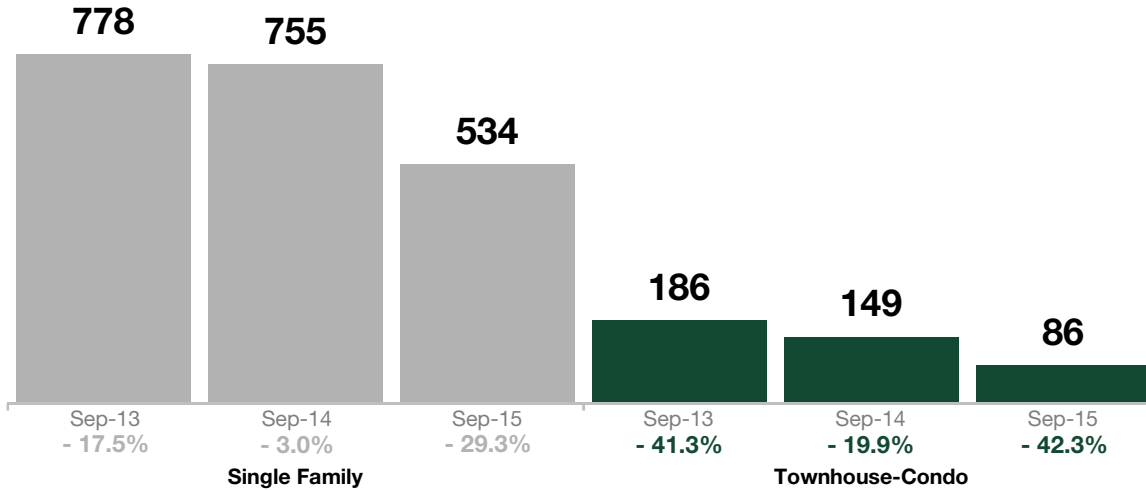
Historical Housing Affordability Index by Month



Inventory of Active Listings

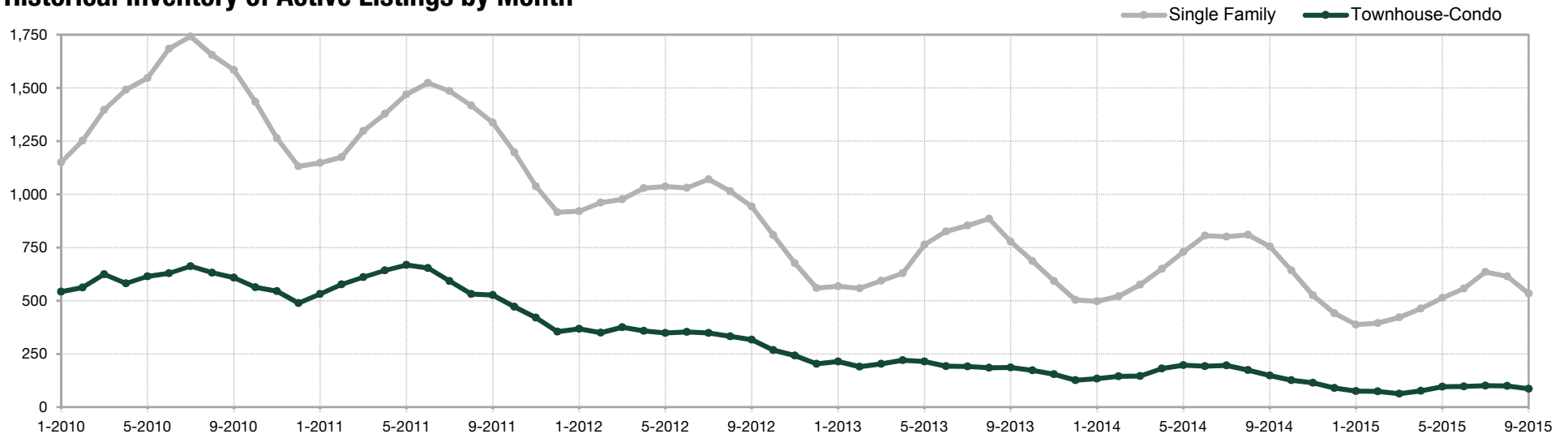


September



Active Listings	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
Oct-2014	643	-6.4%	127	-26.6%
Nov-2014	526	-11.1%	115	-25.8%
Dec-2014	441	-12.5%	90	-29.1%
Jan-2015	388	-21.9%	75	-44.0%
Feb-2015	395	-24.0%	74	-49.0%
Mar-2015	422	-26.6%	63	-56.8%
Apr-2015	463	-28.8%	77	-57.5%
May-2015	513	-29.6%	96	-51.3%
Jun-2015	557	-30.9%	97	-49.5%
Jul-2015	635	-20.7%	101	-48.5%
Aug-2015	614	-24.2%	100	-42.5%
Sep-2015	534	-29.3%	86	-42.3%

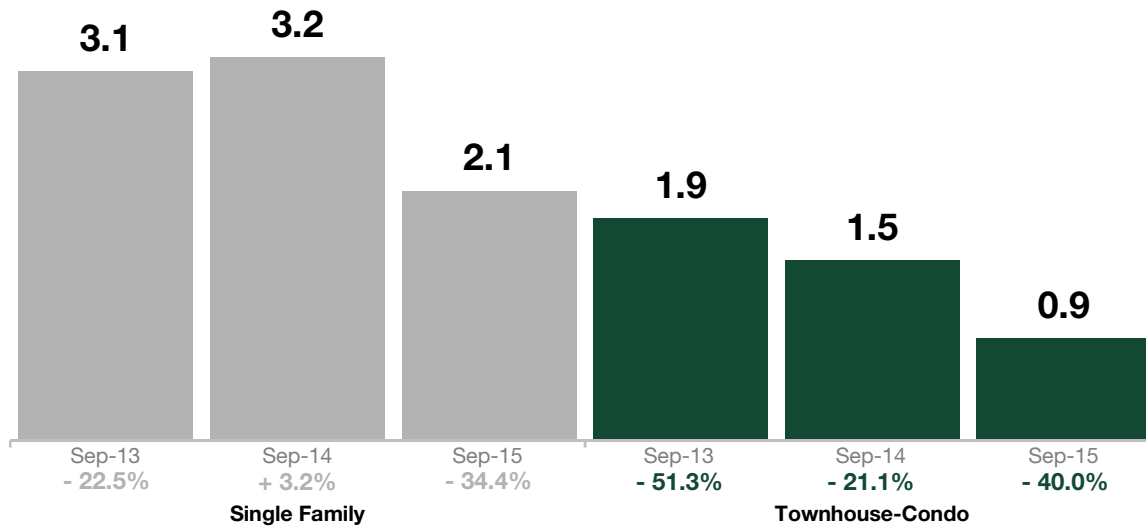
Historical Inventory of Active Listings by Month



Months Supply of Inventory

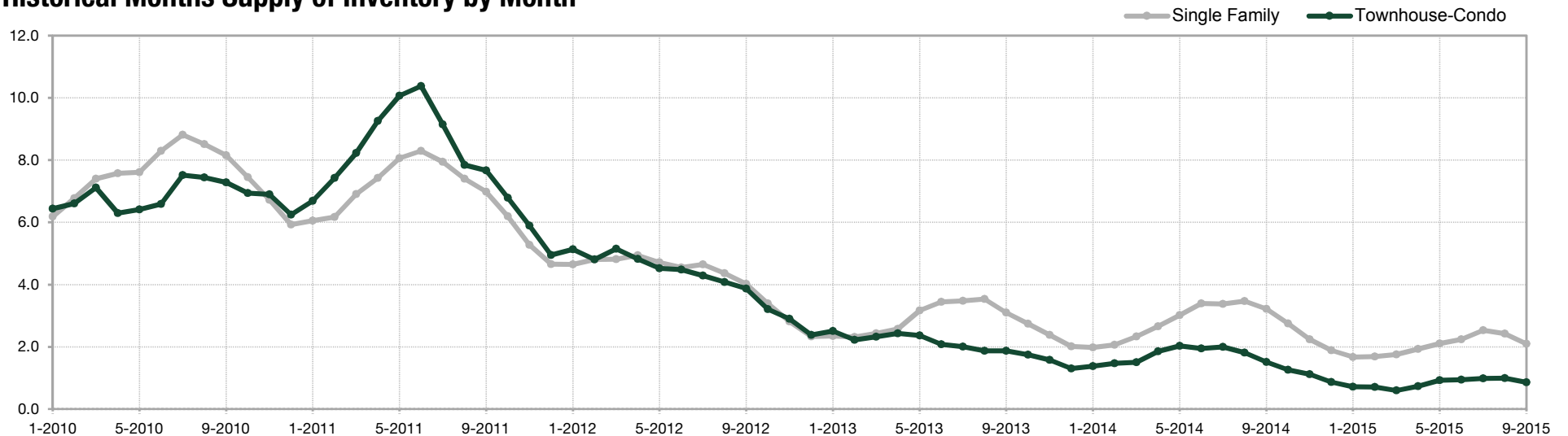


September



Months Supply	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
Oct-2014	2.7	0.0%	1.3	-23.5%
Nov-2014	2.2	-8.3%	1.1	-31.3%
Dec-2014	1.9	-5.0%	0.9	-30.8%
Jan-2015	1.7	-15.0%	0.7	-50.0%
Feb-2015	1.7	-19.0%	0.7	-53.3%
Mar-2015	1.8	-21.7%	0.6	-60.0%
Apr-2015	1.9	-29.6%	0.7	-63.2%
May-2015	2.1	-30.0%	0.9	-55.0%
Jun-2015	2.2	-35.3%	0.9	-55.0%
Jul-2015	2.5	-26.5%	1.0	-50.0%
Aug-2015	2.4	-31.4%	1.0	-44.4%
Sep-2015	2.1	-34.4%	0.9	-40.0%

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.



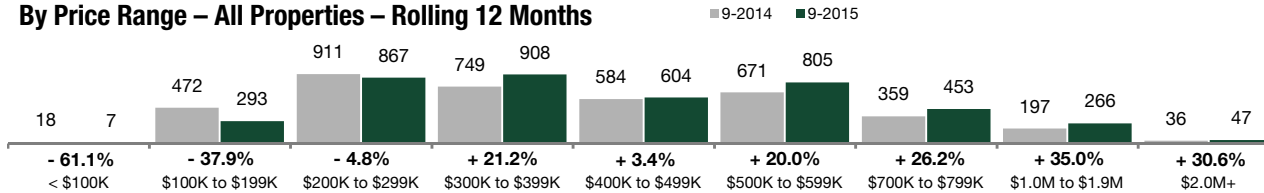
Key Metrics	Historical Sparkbars	9-2014	9-2015	Percent Change	YTD-2014	YTD-2015	Percent Change
New Listings		395	379	- 4.1%	4,563	4,417	- 3.2%
Pending / Under Contract		294	362	+ 23.1%	3,295	3,594	+ 9.1%
Sold Listings		343	342	- 0.3%	3,175	3,372	+ 6.2%
Median Sales Price		\$364,900	\$400,000	+ 9.6%	\$377,600	\$410,000	+ 8.6%
Average Sales Price		\$465,687	\$478,681	+ 2.8%	\$470,528	\$520,385	+ 10.6%
Pct. of List Price Received		98.9%	100.4%	+ 1.5%	99.2%	100.6%	+ 1.4%
Days on Market		68	49	- 27.9%	69	59	- 14.5%
Affordability Index		93	91	- 2.2%	90	89	- 1.1%
Active Listings		904	620	- 31.4%	--	--	--
Months Supply		2.7	1.8	- 33.3%	--	--	--

Sold Listings

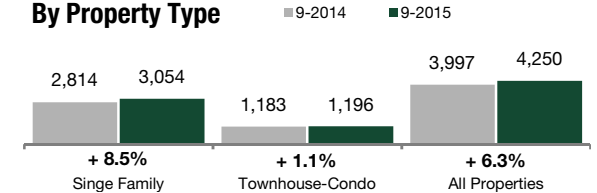
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	9-2014	9-2015	Change	9-2014	9-2015	Change
\$99,999 and Below	12	6	-50.0%	6	1	-83.3%
\$100,000 to \$199,999	76	33	-56.6%	396	260	-34.3%
\$200,000 to \$299,999	552	470	-14.9%	359	397	+10.6%
\$300,000 to \$399,999	515	638	+23.9%	234	270	+15.4%
\$400,000 to \$499,999	489	484	-1.0%	95	120	+26.3%
\$500,000 to \$699,999	603	713	+18.2%	68	92	+35.3%
\$700,000 to \$999,999	344	416	+20.9%	15	37	+146.7%
\$1,000,000 to \$1,999,999	190	252	+32.6%	7	14	+100.0%
\$2,000,000 and Above	33	42	+27.3%	3	5	+66.7%
All Price Ranges	2,814	3,054	+8.5%	1,183	1,196	+1.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2015	9-2015	Change	8-2015	9-2015	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	4	+100.0%	13	19	+46.2%
\$200,000 to \$299,999	31	33	+6.5%	40	37	-7.5%
\$300,000 to \$399,999	88	52	-40.9%	26	24	-7.7%
\$400,000 to \$499,999	48	44	-8.3%	12	11	-8.3%
\$500,000 to \$699,999	85	56	-34.1%	7	10	+42.9%
\$700,000 to \$999,999	43	34	-20.9%	5	2	-60.0%
\$1,000,000 to \$1,999,999	28	15	-46.4%	1	0	-100.0%
\$2,000,000 and Above	3	1	-66.7%	0	0	--
All Price Ranges	328	239	-27.1%	104	103	-1.0%

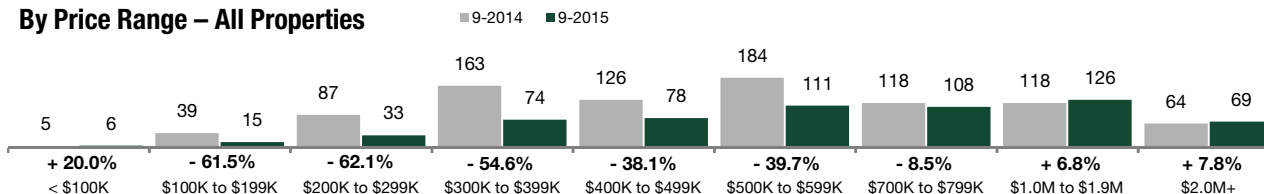
Year to Date

By Price Range	Single Family			Condo		
	9-2014	9-2015	Change	9-2014	9-2015	Change
\$99,999 and Below	7	4	-42.9%	3	1	-66.7%
\$100,000 to \$199,999	47	18	-61.7%	319	172	-46.1%
\$200,000 to \$299,999	427	368	-13.8%	301	316	+5.0%
\$300,000 to \$399,999	404	518	+28.2%	193	216	+11.9%
\$400,000 to \$499,999	365	374	+2.5%	84	100	+19.0%
\$500,000 to \$699,999	489	566	+15.7%	58	76	+31.0%
\$700,000 to \$999,999	276	357	+29.3%	14	33	+135.7%
\$1,000,000 to \$1,999,999	158	205	+29.7%	5	10	+100.0%
\$2,000,000 and Above	22	34	+54.5%	3	4	+33.3%
All Price Ranges	2,195	2,444	+11.3%	980	928	-5.3%

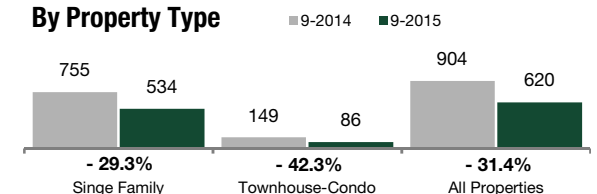
Inventory of Active Listings

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		
	9-2014	9-2015	Change	9-2014	9-2015	Change
\$99,999 and Below	5	5	0.0%	0	1	--
\$100,000 to \$199,999	13	8	-38.5%	26	7	-73.1%
\$200,000 to \$299,999	49	17	-65.3%	38	16	-57.9%
\$300,000 to \$399,999	139	49	-64.7%	24	25	+4.2%
\$400,000 to \$499,999	108	74	-31.5%	18	4	-77.8%
\$500,000 to \$699,999	162	94	-42.0%	22	17	-22.7%
\$700,000 to \$999,999	107	100	-6.5%	11	8	-27.3%
\$1,000,000 to \$1,999,999	113	119	+5.3%	5	7	+40.0%
\$2,000,000 and Above	59	68	+15.3%	5	1	-80.0%
All Price Ranges	755	534	-29.3%	149	86	-42.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2015	9-2015	Change	8-2015	9-2015	Change
\$99,999 and Below	5	5	0.0%	0	1	--
\$100,000 to \$199,999	14	8	-42.9%	11	7	-36.4%
\$200,000 to \$299,999	25	17	-32.0%	18	16	-11.1%
\$300,000 to \$399,999	61	49	-19.7%	33	25	-24.2%
\$400,000 to \$499,999	77	74	-3.9%	9	4	-55.6%
\$500,000 to \$699,999	136	94	-30.9%	16	17	+6.3%
\$700,000 to \$999,999	103	100	-2.9%	7	8	+14.3%
\$1,000,000 to \$1,999,999	126	119	-5.6%	5	7	+40.0%
\$2,000,000 and Above	67	68	+1.5%	1	1	0.0%
All Price Ranges	614	534	-13.0%	100	86	-14.0%

Year to Date

By Price Range	Single Family			Condo		
	9-2014	9-2015	Change	9-2014	9-2015	Change
\$99,999 and Below	5	5	0.0%	0	1	--
\$100,000 to \$199,999	13	8	-38.5%	26	7	-73.1%
\$200,000 to \$299,999	49	17	-65.3%	38	16	-57.9%
\$300,000 to \$399,999	139	49	-64.7%	24	25	+4.2%
\$400,000 to \$499,999	108	74	-31.5%	18	4	-77.8%
\$500,000 to \$699,999	162	94	-42.0%	22	17	-22.7%
\$700,000 to \$999,999	107	100	-6.5%	11	8	-27.3%
\$1,000,000 to \$1,999,999	113	119	+5.3%	5	7	+40.0%
\$2,000,000 and Above	59	68	+15.3%	5	1	-80.0%
All Price Ranges	755	534	-29.3%	149	86	-42.3%

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®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending / Under Contract	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.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	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.
Active Listings	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.
Months Supply of Inventory	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.