



Monthly Indicators

January 2017

Percent changes calculated using year-over-year comparisons.

New Listings were up 9.6 percent for single family homes and 47.5 percent for townhouse-condo properties. Pending Sales landed at 179 for single family homes and 65 for townhouse-condo properties.

The Median Sales Price was up 10.7 percent to \$578,000 for single family homes and 18.8 percent to \$374,950 for townhouse-condo properties. Days on Market increased 4.8 percent for single family homes and 40.8 percent for condo properties.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

Activity Snapshot

+ 32.5% **+ 9.6%** **+ 9.1%**

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	1-2016	1-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
New Listings		209	229	+ 9.6%	209	229	+ 9.6%
Pending / Under Contract		155	179	+ 15.5%	155	179	+ 15.5%
Sold Listings		133	172	+ 29.3%	133	172	+ 29.3%
Median Sales Price		\$522,000	\$578,000	+ 10.7%	\$522,000	\$578,000	+ 10.7%
Average Sales Price		\$642,186	\$673,095	+ 4.8%	\$642,186	\$673,095	+ 4.8%
Pct. of List Price Received		99.3%	98.6%	- 0.7%	99.3%	98.6%	- 0.7%
Days on Market		84	88	+ 4.8%	84	88	+ 4.8%
Affordability Index		68	59	- 13.2%	68	59	- 13.2%
Active Listings		362	319	- 11.9%	--	--	--
Months Supply		1.4	1.3	- 7.1%	--	--	--

Townhouse-Condo Market Overview

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

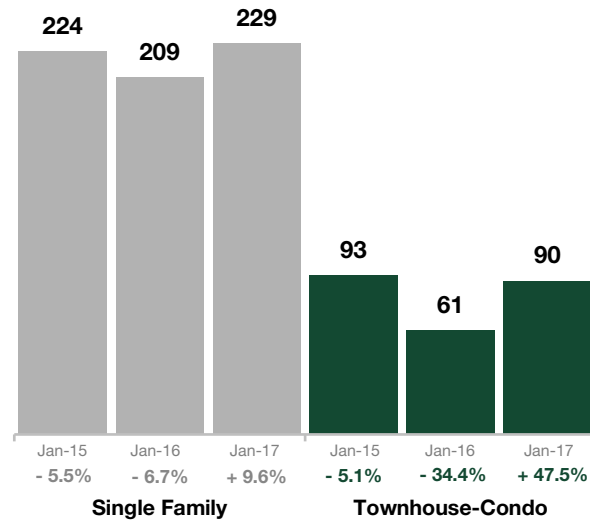


Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
New Listings		61	90	+ 47.5%	61	90	+ 47.5%
Pending / Under Contract		60	65	+ 8.3%	60	65	+ 8.3%
Sold Listings		30	44	+ 46.7%	30	44	+ 46.7%
Median Sales Price		\$315,500	\$374,950	+ 18.8%	\$315,500	\$374,950	+ 18.8%
Average Sales Price		\$351,567	\$450,096	+ 28.0%	\$351,567	\$450,096	+ 28.0%
Pct. of List Price Received		102.9%	99.2%	- 3.6%	102.9%	99.2%	- 3.6%
Days on Market		49	69	+ 40.8%	49	69	+ 40.8%
Affordability Index		113	91	- 19.5%	113	91	- 19.5%
Active Listings		46	82	+ 78.3%	--	--	--
Months Supply		0.5	0.9	+ 80.0%	--	--	--

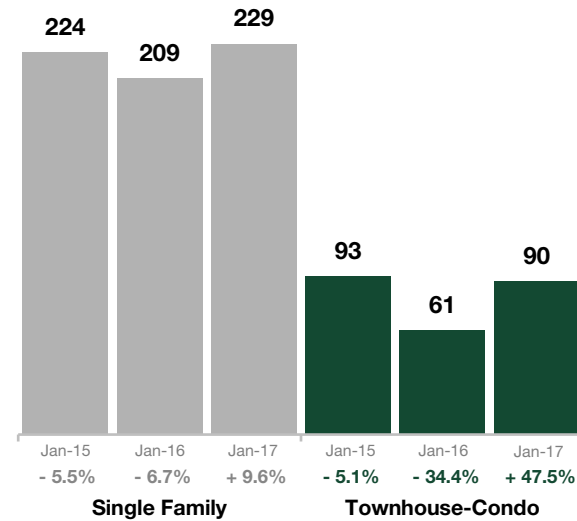
New Listings



January

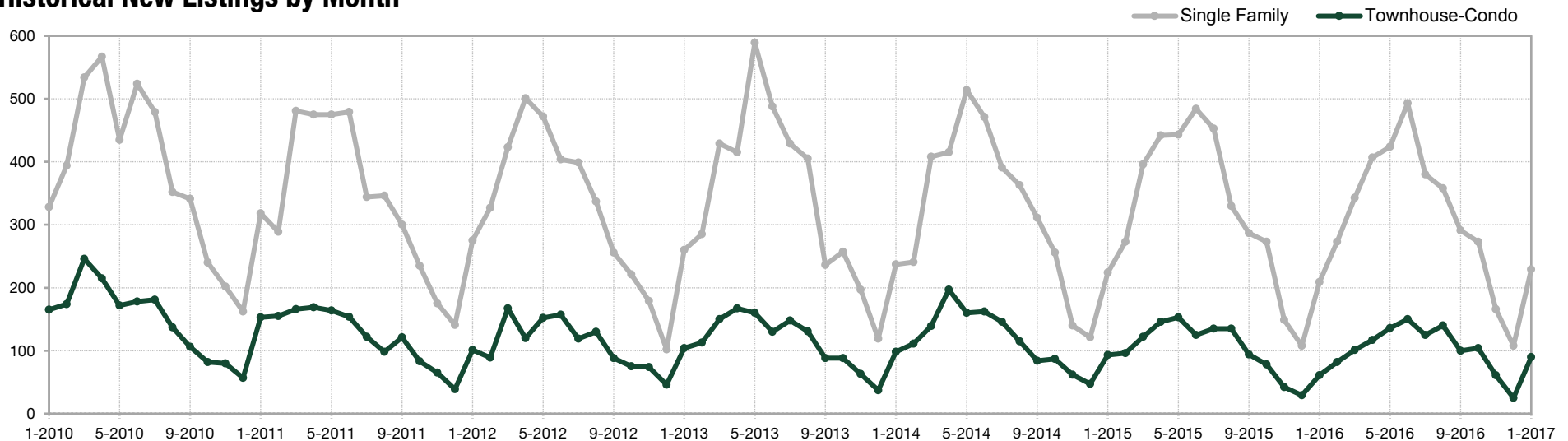


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	273	0.0%	82	-14.6%
Mar-2016	343	-13.4%	101	-17.2%
Apr-2016	407	-7.9%	117	-19.9%
May-2016	424	-4.3%	136	-11.1%
Jun-2016	493	+1.9%	150	+20.0%
Jul-2016	380	-16.1%	125	-7.4%
Aug-2016	358	+8.5%	140	+3.7%
Sep-2016	291	+1.4%	100	+6.4%
Oct-2016	273	0.0%	104	+33.3%
Nov-2016	166	+11.4%	61	+45.2%
Dec-2016	108	0.0%	25	-13.8%
Jan-2017	229	+9.6%	90	+47.5%

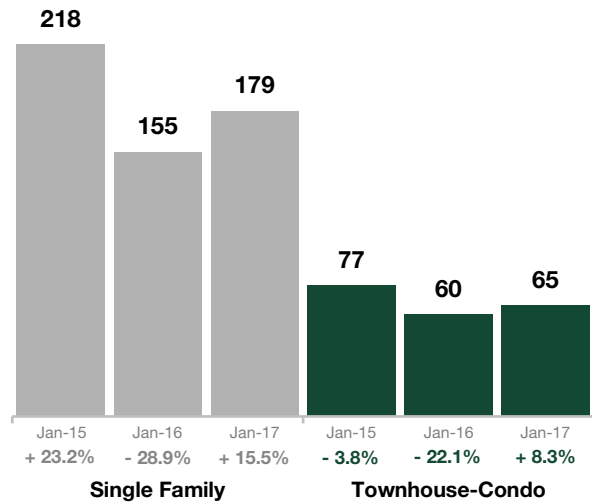
Historical New Listings by Month



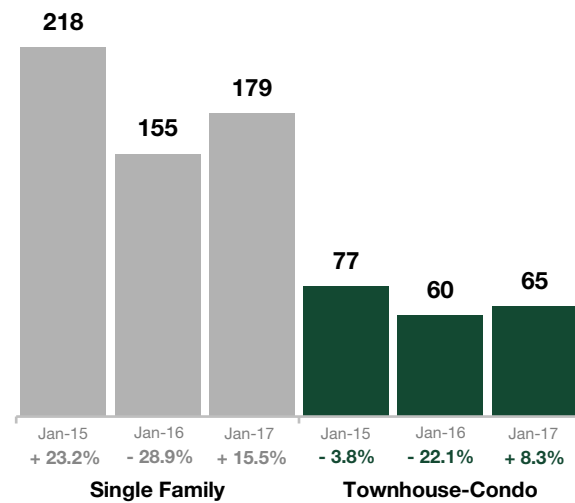
Pending / Under Contract



January

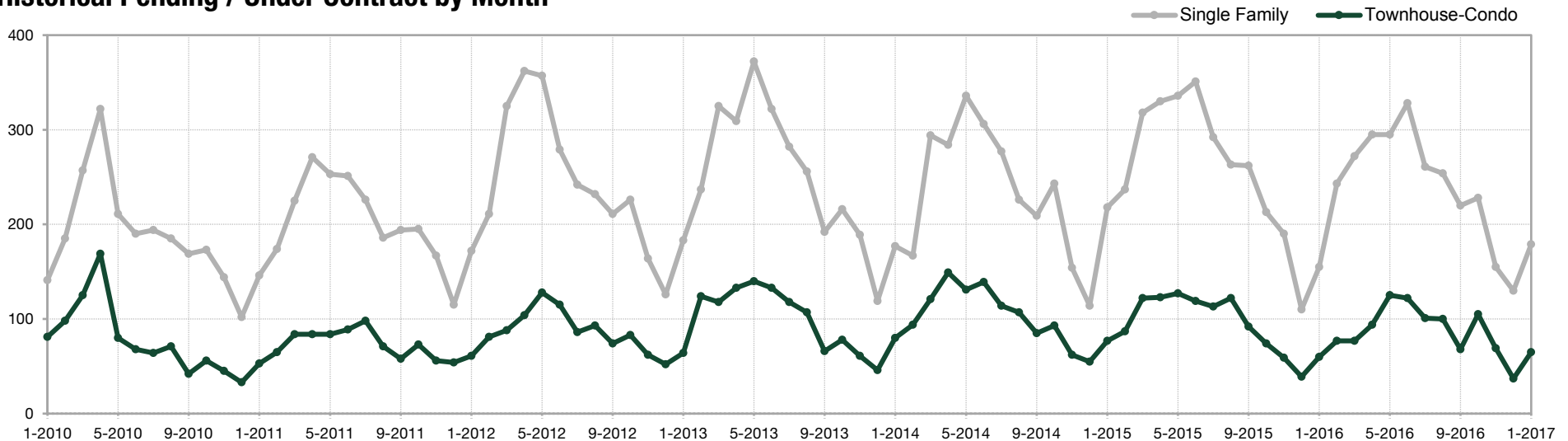


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	243	+2.5%	77	-11.5%
Mar-2016	272	-14.5%	77	-36.9%
Apr-2016	295	-10.6%	94	-23.6%
May-2016	295	-12.2%	125	-1.6%
Jun-2016	328	-6.6%	122	+2.5%
Jul-2016	261	-10.6%	101	-10.6%
Aug-2016	254	-3.4%	100	-18.0%
Sep-2016	220	-16.0%	68	-26.1%
Oct-2016	228	+7.0%	105	+41.9%
Nov-2016	155	-18.4%	69	+16.9%
Dec-2016	130	+18.2%	37	-5.1%
Jan-2017	179	+15.5%	65	+8.3%

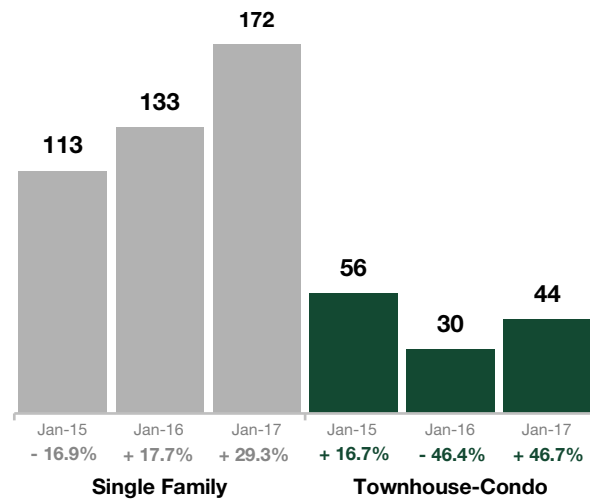
Historical Pending / Under Contract by Month



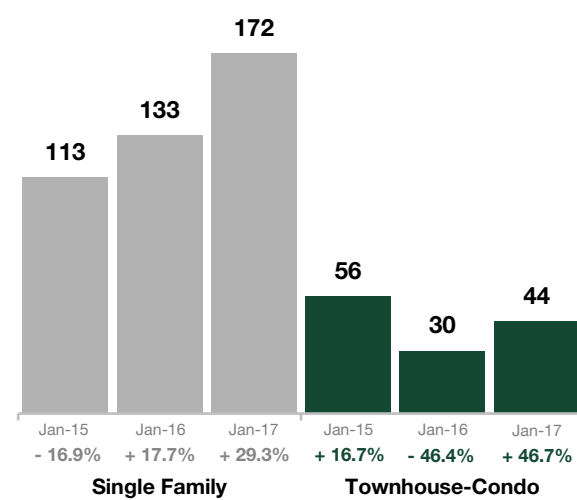
Sold Listings



January

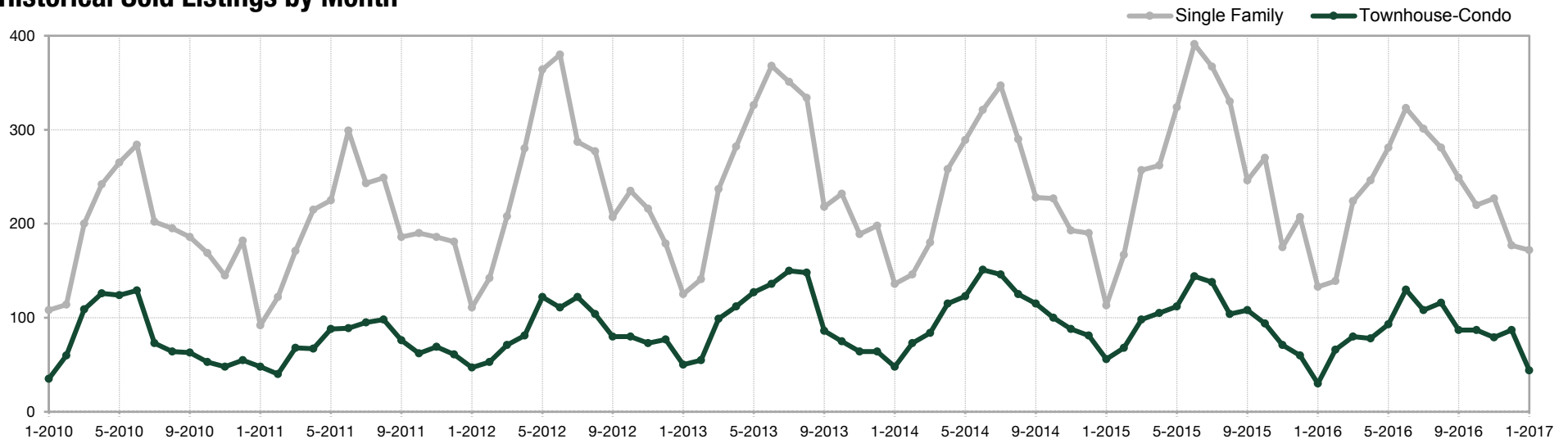


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	139	-16.8%	66	-2.9%
Mar-2016	224	-12.8%	80	-18.4%
Apr-2016	246	-6.1%	78	-25.7%
May-2016	281	-13.3%	93	-17.0%
Jun-2016	323	-17.4%	130	-9.7%
Jul-2016	301	-18.0%	108	-21.7%
Aug-2016	281	-14.8%	116	+11.5%
Sep-2016	249	+1.2%	87	-19.4%
Oct-2016	220	-18.5%	87	-7.4%
Nov-2016	227	+29.7%	79	+11.3%
Dec-2016	177	-14.5%	87	+45.0%
Jan-2017	172	+29.3%	44	+46.7%

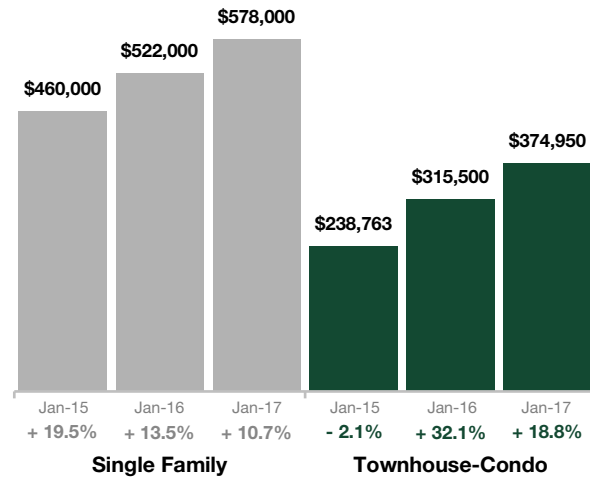
Historical Sold Listings by Month



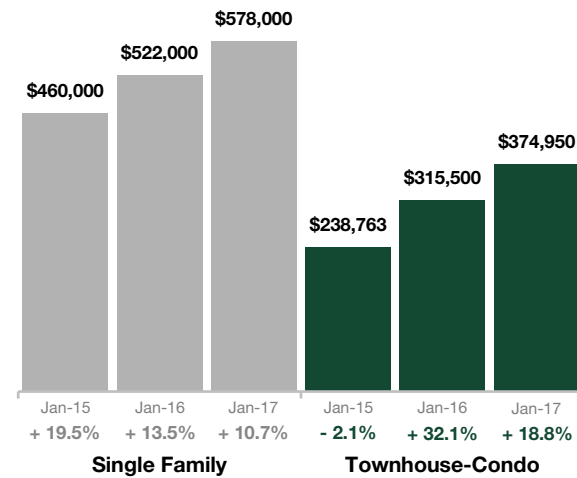
Median Sales Price



January

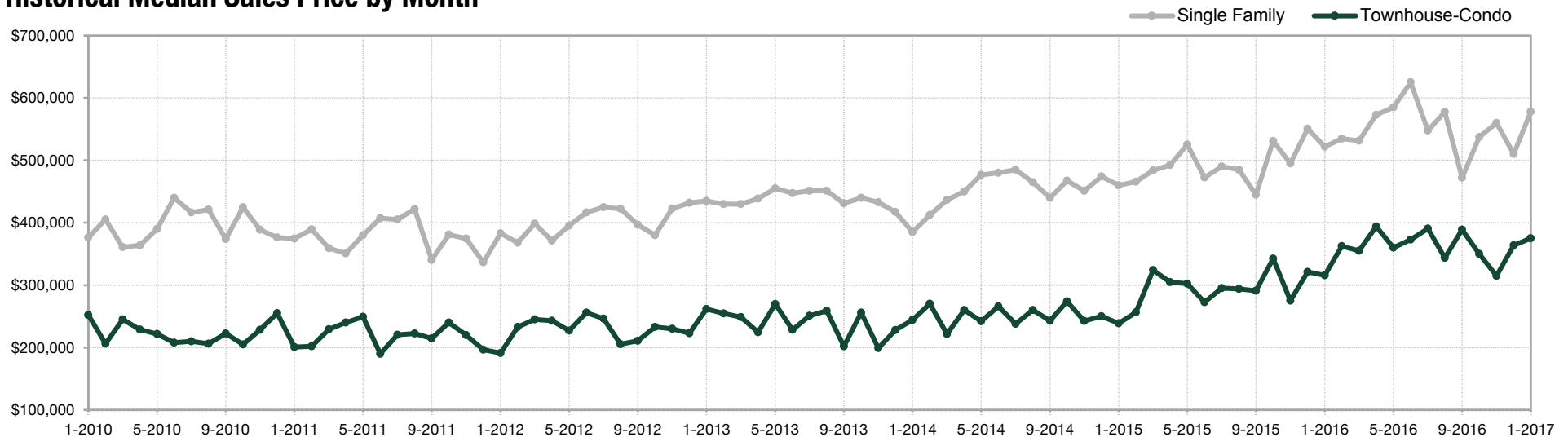


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	\$535,000	+14.8%	\$362,665	+41.5%
Mar-2016	\$531,450	+9.8%	\$355,043	+9.6%
Apr-2016	\$573,000	+16.4%	\$393,995	+29.2%
May-2016	\$585,000	+11.4%	\$360,000	+19.1%
Jun-2016	\$625,000	+32.3%	\$373,000	+36.9%
Jul-2016	\$547,600	+11.8%	\$390,750	+32.4%
Aug-2016	\$577,597	+19.0%	\$343,750	+16.9%
Sep-2016	\$472,000	+6.1%	\$388,800	+33.6%
Oct-2016	\$537,500	+1.2%	\$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	\$578,000	+10.7%	\$374,950	+18.8%

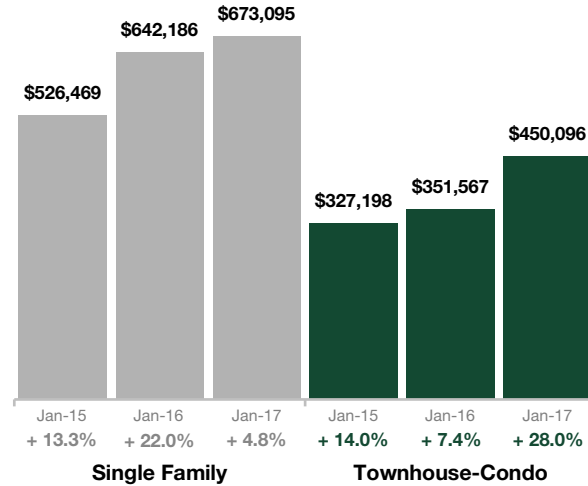
Historical Median Sales Price by Month



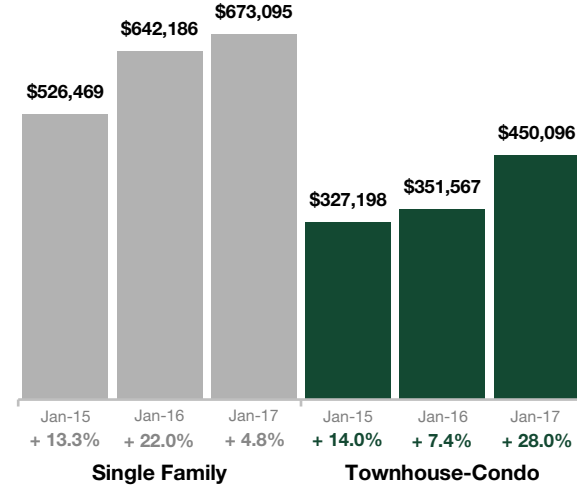
Average Sales Price



January

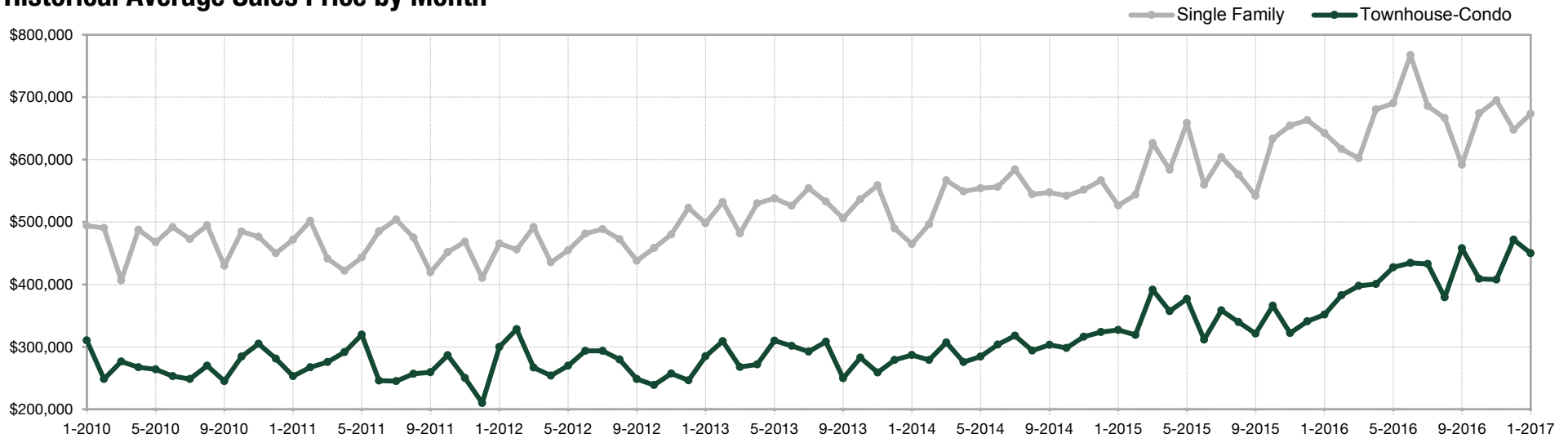


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	\$616,853	+13.5%	\$382,835	+19.9%
Mar-2016	\$602,295	-3.9%	\$397,723	+1.6%
Apr-2016	\$680,332	+16.6%	\$400,751	+12.2%
May-2016	\$690,240	+4.8%	\$427,584	+13.4%
Jun-2016	\$767,295	+37.1%	\$434,621	+39.4%
Jul-2016	\$685,666	+13.5%	\$432,827	+20.8%
Aug-2016	\$666,610	+15.7%	\$379,381	+11.8%
Sep-2016	\$591,695	+9.2%	\$458,008	+42.7%
Oct-2016	\$674,244	+6.4%	\$408,832	+11.8%
Nov-2016	\$695,246	+6.2%	\$407,554	+26.5%
Dec-2016	\$647,766	-2.3%	\$471,649	+38.4%
Jan-2017	\$673,095	+4.8%	\$450,096	+28.0%

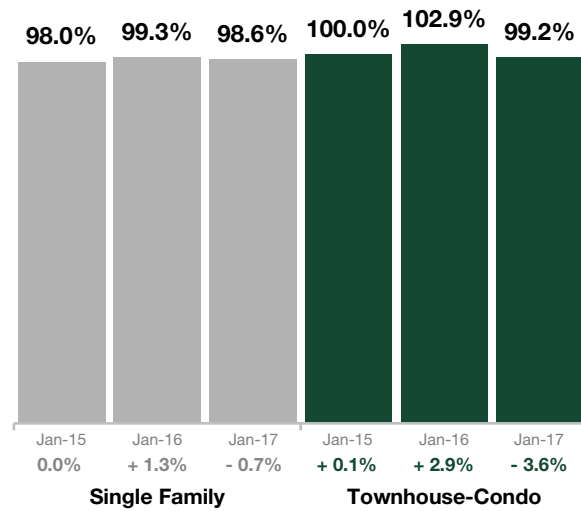
Historical Average Sales Price by Month



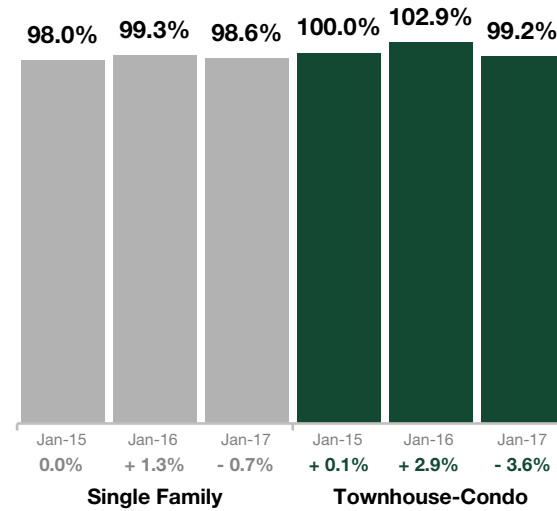
Percent of List Price Received



January

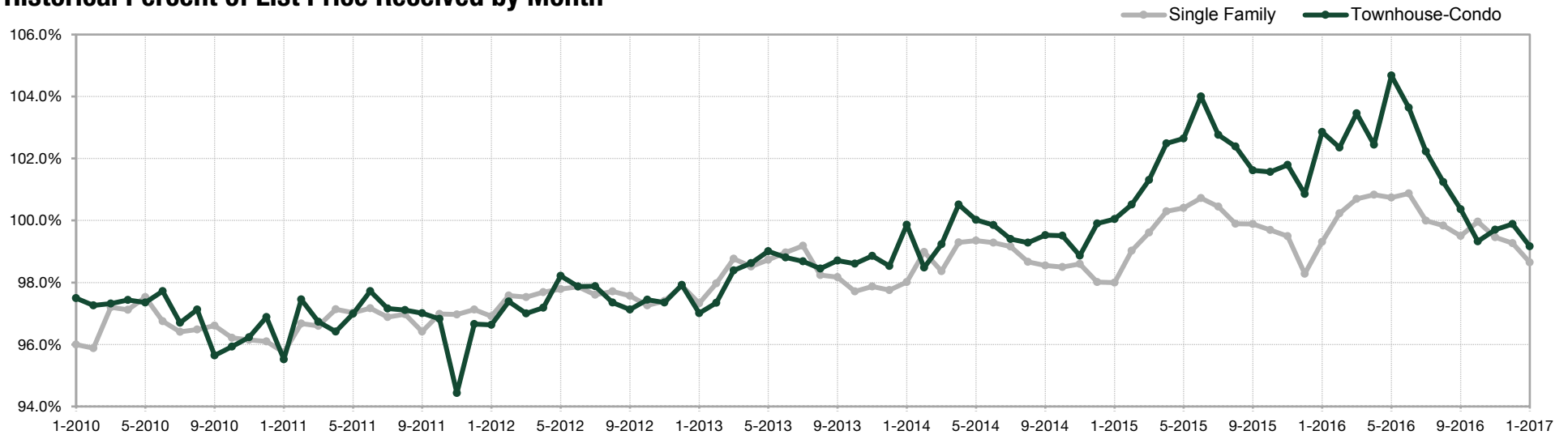


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	100.2%	+1.2%	102.4%	+1.9%
Mar-2016	100.7%	+1.1%	103.5%	+2.2%
Apr-2016	100.8%	+0.5%	102.4%	-0.1%
May-2016	100.7%	+0.3%	104.7%	+2.0%
Jun-2016	100.9%	+0.2%	103.6%	-0.4%
Jul-2016	100.0%	-0.4%	102.2%	-0.6%
Aug-2016	99.8%	-0.1%	101.2%	-1.2%
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	99.3%	+1.0%	99.9%	-1.0%
Jan-2017	98.6%	-0.7%	99.2%	-3.6%

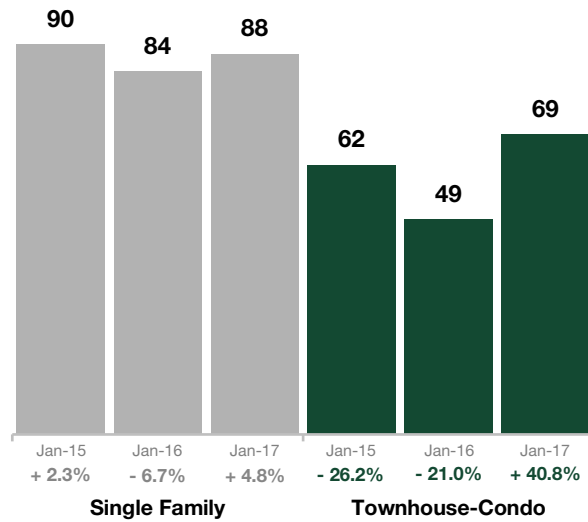
Historical Percent of List Price Received by Month



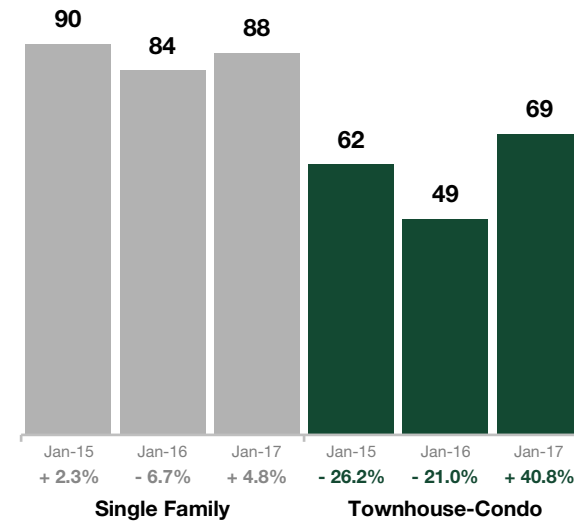
Days on Market Until Sale



January

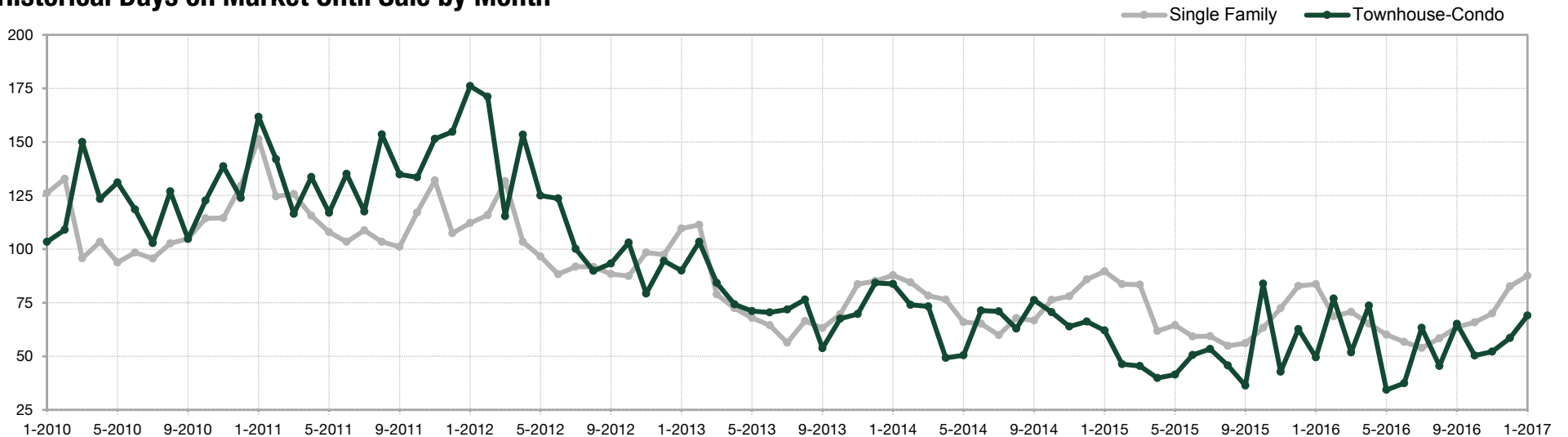


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	69	-17.9%	77	+67.4%
Mar-2016	71	-14.5%	52	+15.6%
Apr-2016	65	+4.8%	74	+85.0%
May-2016	60	-7.7%	34	-17.1%
Jun-2016	57	-3.4%	37	-27.5%
Jul-2016	54	-8.5%	63	+18.9%
Aug-2016	58	+5.5%	45	-2.2%
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	83	0.0%	59	-6.3%
Jan-2017	88	+4.8%	69	+40.8%

Historical Days on Market Until Sale by Month

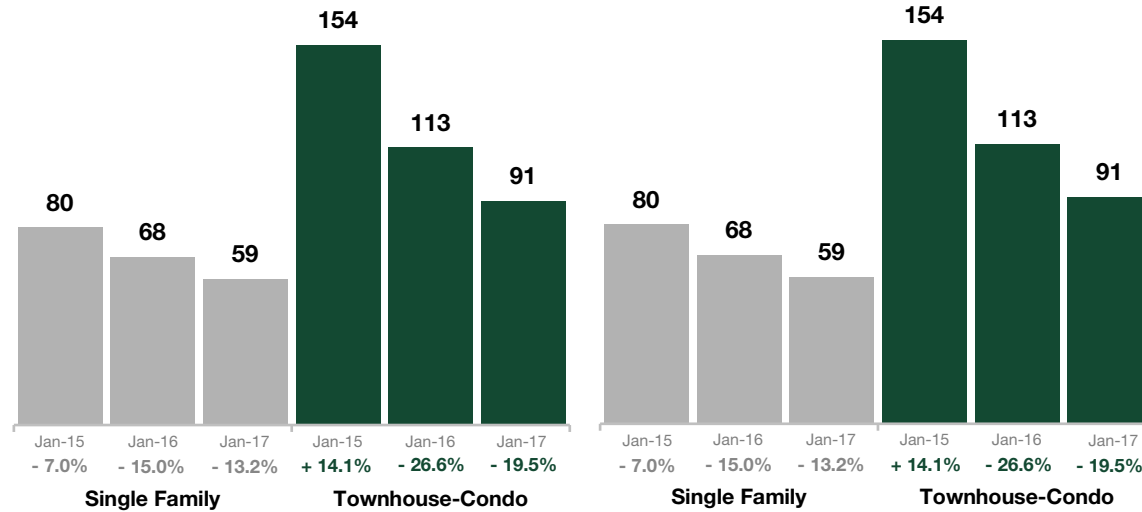


Housing Affordability Index



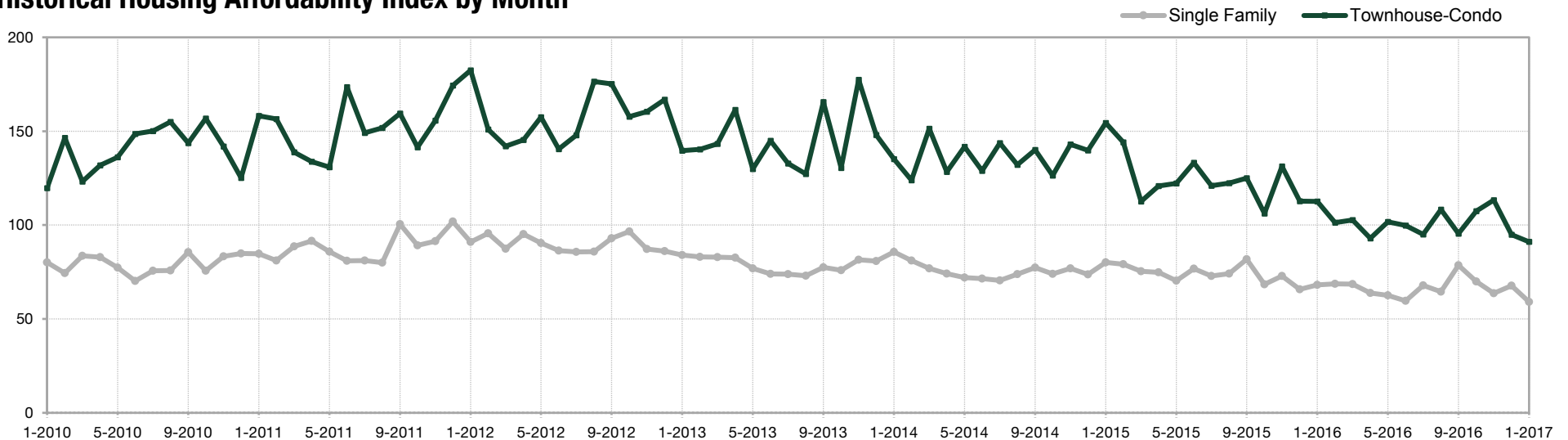
January

Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	69	-12.7%	101	-29.9%
Mar-2016	69	-8.0%	103	-8.8%
Apr-2016	64	-14.7%	93	-23.1%
May-2016	63	-10.0%	102	-16.4%
Jun-2016	60	-22.1%	100	-24.8%
Jul-2016	68	-6.8%	95	-21.5%
Aug-2016	64	-13.5%	108	-11.5%
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%

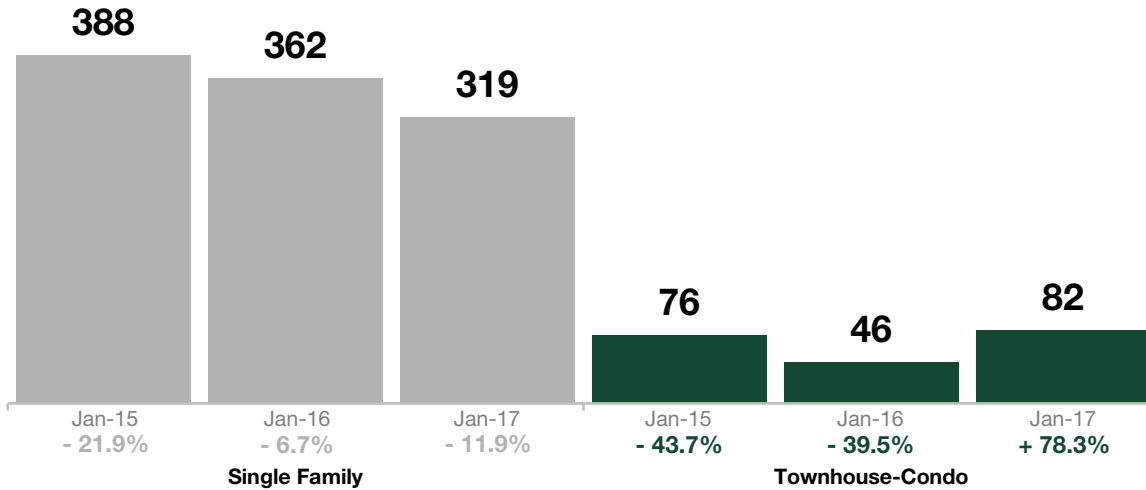
Historical Housing Affordability Index by Month



Inventory of Active Listings

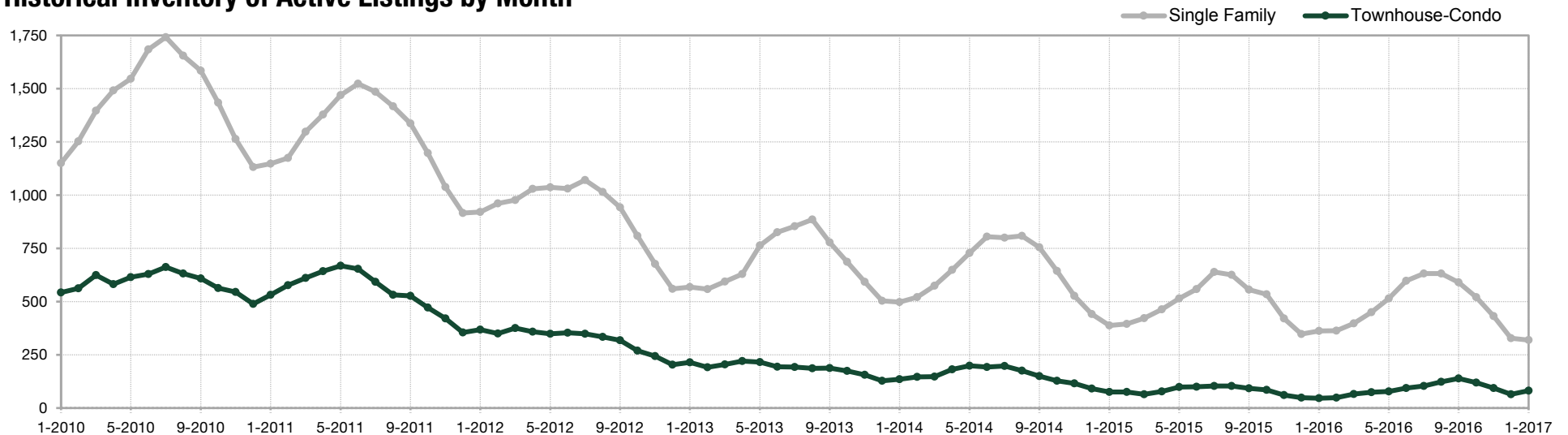


January



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	363	-8.1%	49	-34.7%
Mar-2016	398	-5.7%	66	+3.1%
Apr-2016	450	-2.8%	74	-5.1%
May-2016	515	0.0%	78	-20.4%
Jun-2016	597	+6.8%	94	-6.0%
Jul-2016	631	-1.3%	103	-1.0%
Aug-2016	632	+1.0%	123	+19.4%
Sep-2016	590	+6.1%	139	+49.5%
Oct-2016	521	-2.4%	119	+40.0%
Nov-2016	431	+2.4%	94	+54.1%
Dec-2016	328	-5.5%	65	+35.4%
Jan-2017	319	-11.9%	82	+78.3%

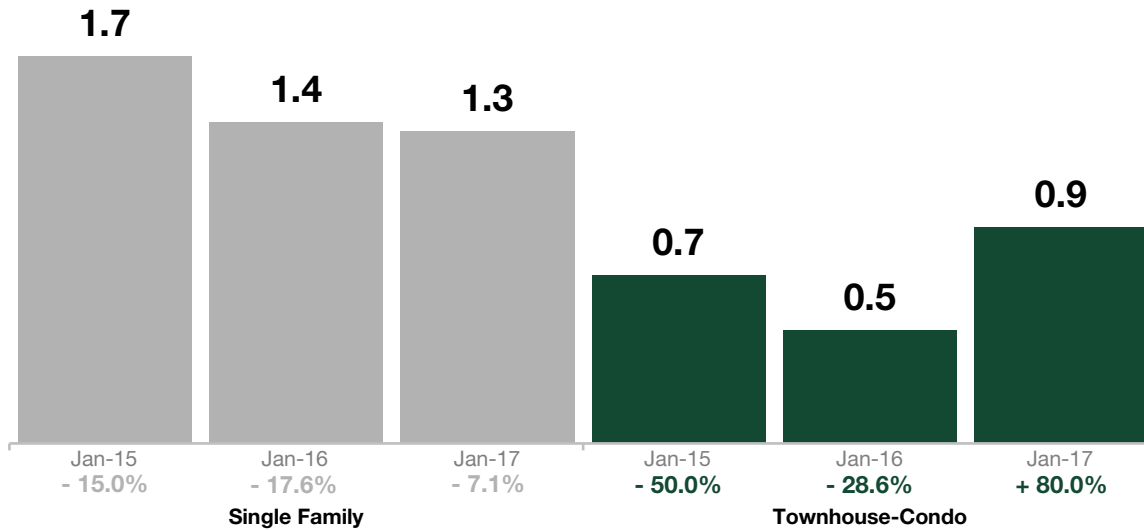
Historical Inventory of Active Listings by Month



Months Supply of Inventory

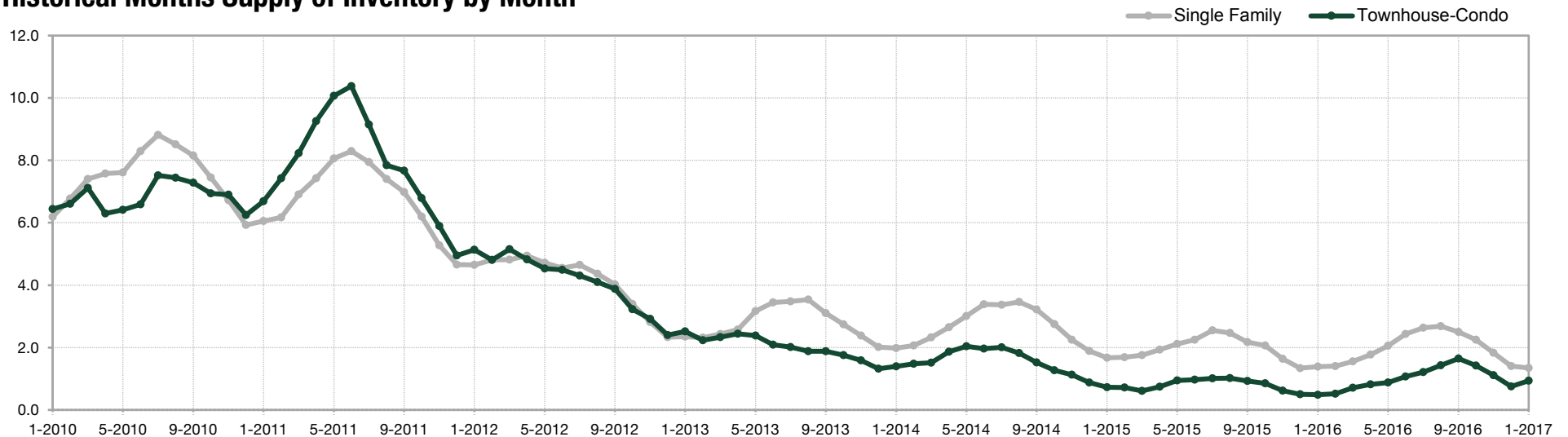


January



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	1.4	-17.6%	0.5	-28.6%
Mar-2016	1.6	-11.1%	0.7	+16.7%
Apr-2016	1.8	-5.3%	0.8	+14.3%
May-2016	2.1	0.0%	0.9	0.0%
Jun-2016	2.4	+9.1%	1.1	+10.0%
Jul-2016	2.6	+4.0%	1.2	+20.0%
Aug-2016	2.7	+8.0%	1.4	+40.0%
Sep-2016	2.5	+13.6%	1.6	+77.8%
Oct-2016	2.2	+4.8%	1.4	+55.6%
Nov-2016	1.8	+12.5%	1.1	+83.3%
Dec-2016	1.4	+7.7%	0.7	+40.0%
Jan-2017	1.3	-7.1%	0.9	+80.0%

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.



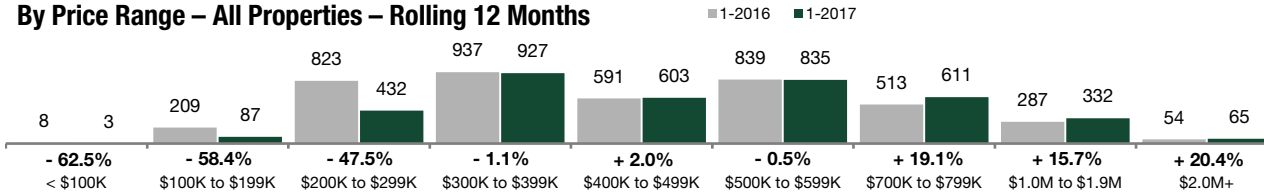
Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
New Listings		270	319	+ 18.1%	270	319	+ 18.1%
Pending / Under Contract		215	244	+ 13.5%	215	244	+ 13.5%
Sold Listings		163	216	+ 32.5%	163	216	+ 32.5%
Median Sales Price		\$477,000	\$523,000	+ 9.6%	\$477,000	\$523,000	+ 9.6%
Average Sales Price		\$588,698	\$627,669	+ 6.6%	\$588,698	\$627,669	+ 6.6%
Pct. of List Price Received		100.0%	98.8%	- 1.2%	100.0%	98.8%	- 1.2%
Days on Market		77	84	+ 9.1%	77	84	+ 9.1%
Affordability Index		75	65	- 13.3%	75	65	- 13.3%
Active Listings		408	401	- 1.7%	--	--	--
Months Supply		1.1	1.2	+ 9.1%	--	--	--

Sold Listings

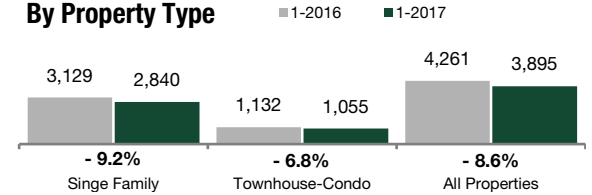
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	6	3	-50.0%	2	0	-100.0%
\$100,000 to \$199,999	24	30	+25.0%	185	57	-69.2%
\$200,000 to \$299,999	437	175	-60.0%	386	257	-33.4%
\$300,000 to \$399,999	657	610	-7.2%	280	317	+13.2%
\$400,000 to \$499,999	464	413	-11.0%	127	190	+49.6%
\$500,000 to \$699,999	741	698	-5.8%	98	137	+39.8%
\$700,000 to \$999,999	473	538	+13.7%	40	73	+82.5%
\$1,000,000 to \$1,999,999	276	310	+12.3%	11	22	+100.0%
\$2,000,000 and Above	51	63	+23.5%	3	2	-33.3%
All Price Ranges	3,129	2,840	-9.2%	1,132	1,055	-6.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2016	1-2017	Change	12-2016	1-2017	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	1	0.0%	2	2	0.0%
\$200,000 to \$299,999	10	5	-50.0%	21	11	-47.6%
\$300,000 to \$399,999	49	38	-22.4%	26	11	-57.7%
\$400,000 to \$499,999	25	25	0.0%	15	7	-53.3%
\$500,000 to \$699,999	37	45	+21.6%	10	9	-10.0%
\$700,000 to \$999,999	36	35	-2.8%	10	2	-80.0%
\$1,000,000 to \$1,999,999	15	20	+33.3%	2	2	0.0%
\$2,000,000 and Above	4	3	-25.0%	1	0	-100.0%
All Price Ranges	177	172	-2.8%	87	44	-49.4%

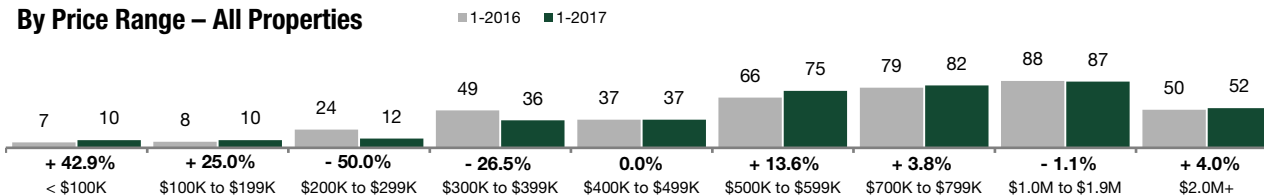
Year to Date

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	3	1	-66.7%	5	2	-60.0%
\$200,000 to \$299,999	15	5	-66.7%	8	11	+37.5%
\$300,000 to \$399,999	24	38	+58.3%	7	11	+57.1%
\$400,000 to \$499,999	20	25	+25.0%	4	7	+75.0%
\$500,000 to \$699,999	32	45	+40.6%	5	9	+80.0%
\$700,000 to \$999,999	17	35	+105.9%	1	2	+100.0%
\$1,000,000 to \$1,999,999	18	20	+11.1%	0	2	--
\$2,000,000 and Above	3	3	0.0%	0	0	--
All Price Ranges	133	172	+29.3%	30	44	+46.7%

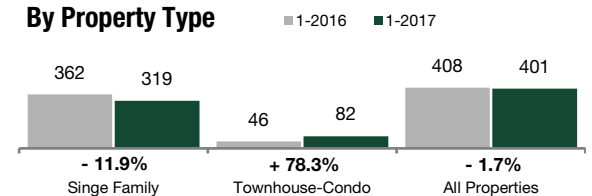
Inventory of Active Listings

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		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	7	10	+42.9%	0	0	--
\$100,000 to \$199,999	6	5	-16.7%	2	5	+150.0%
\$200,000 to \$299,999	16	4	-75.0%	8	8	0.0%
\$300,000 to \$399,999	46	18	-60.9%	3	18	+500.0%
\$400,000 to \$499,999	29	26	-10.3%	8	11	+37.5%
\$500,000 to \$699,999	58	58	0.0%	8	17	+112.5%
\$700,000 to \$999,999	69	67	-2.9%	10	15	+50.0%
\$1,000,000 to \$1,999,999	82	80	-2.4%	6	7	+16.7%
\$2,000,000 and Above	49	51	+4.1%	1	1	0.0%
All Price Ranges	362	319	-11.9%	46	82	+78.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2016	1-2017	Change	12-2016	1-2017	Change
\$99,999 and Below	10	10	0.0%	0	0	--
\$100,000 to \$199,999	8	5	-37.5%	1	5	+400.0%
\$200,000 to \$299,999	6	4	-33.3%	11	8	-27.3%
\$300,000 to \$399,999	34	18	-47.1%	14	18	+28.6%
\$400,000 to \$499,999	29	26	-10.3%	11	11	0.0%
\$500,000 to \$699,999	59	58	-1.7%	10	17	+70.0%
\$700,000 to \$999,999	68	67	-1.5%	9	15	+66.7%
\$1,000,000 to \$1,999,999	77	80	+3.9%	8	7	-12.5%
\$2,000,000 and Above	37	51	+37.8%	1	1	0.0%
All Price Ranges	328	319	-2.7%	65	82	+26.2%

Year to Date

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	3	1	-66.7%	5	2	-60.0%
\$200,000 to \$299,999	15	5	-66.7%	8	11	+37.5%
\$300,000 to \$399,999	24	38	+58.3%	7	11	+57.1%
\$400,000 to \$499,999	20	25	+25.0%	4	7	+75.0%
\$500,000 to \$699,999	32	45	+40.6%	5	9	+80.0%
\$700,000 to \$999,999	17	35	+105.9%	1	2	+100.0%
\$1,000,000 to \$1,999,999	18	20	+11.1%	0	2	--
\$2,000,000 and Above	3	3	0.0%	0	0	--
All Price Ranges	133	172	+29.3%	30	44	+46.7%

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.