



Monthly Indicators

February 2017

Percent changes calculated using year-over-year comparisons.

New Listings were down 1.8 percent for single family homes but increased 46.3 percent for townhouse-condo properties. Pending Sales landed at 209 for single family homes and 107 for townhouse-condo properties.

The Median Sales Price was down 2.6 percent to \$521,000 for single family homes but increased 9.5 percent to \$397,000 for townhouse-condo properties. Days on Market increased 2.9 percent for single family homes but decreased 45.5 percent for condo properties.

Unemployment has reached pre-recession levels, and Americans remain optimistic about finding quality employment. This matters because job growth and higher paychecks fuel home purchases. Unfortunately, that won't matter for potential buyers if price appreciation outpaces income growth and if mortgage rates continue their upward trend. Sellers are getting a generous number of offers in this market. The worry for sellers then becomes that there will not be a generous number of homes to choose from when they become buyers.

Activity Snapshot

- 12.2% **+ 11.6%** **- 11.3%**

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	2-2016	2-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
New Listings		273	268	- 1.8%	482	497	+ 3.1%
Pending / Under Contract		243	209	- 14.0%	398	384	- 3.5%
Sold Listings		139	132	- 5.0%	272	307	+ 12.9%
Median Sales Price		\$535,000	\$521,000	- 2.6%	\$523,500	\$555,000	+ 6.0%
Average Sales Price		\$616,853	\$616,413	- 0.1%	\$629,240	\$646,297	+ 2.7%
Pct. of List Price Received		100.2%	99.4%	- 0.8%	99.8%	99.0%	- 0.8%
Days on Market		69	71	+ 2.9%	76	80	+ 5.3%
Affordability Index		69	67	- 2.9%	70	63	- 10.0%
Active Listings		363	353	- 2.8%	--	--	--
Months Supply		1.4	1.5	+ 7.1%	--	--	--

Townhouse-Condo Market Overview

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

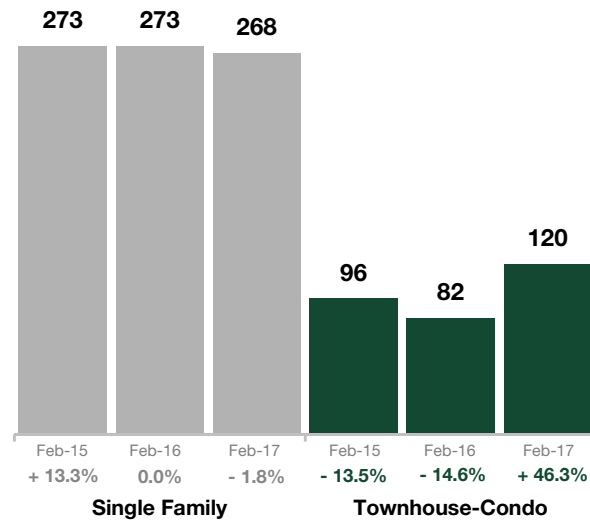


Key Metrics	Historical Sparkbars	2-2016	2-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
New Listings		82	120	+ 46.3%	143	212	+ 48.3%
Pending / Under Contract		77	107	+ 39.0%	137	171	+ 24.8%
Sold Listings		66	48	- 27.3%	96	92	- 4.2%
Median Sales Price		\$362,665	\$397,000	+ 9.5%	\$351,500	\$393,500	+ 11.9%
Average Sales Price		\$382,835	\$446,147	+ 16.5%	\$373,063	\$448,036	+ 20.1%
Pct. of List Price Received		102.4%	100.4%	- 2.0%	102.5%	99.8%	- 2.6%
Days on Market		77	42	- 45.5%	68	55	- 19.1%
Affordability Index		101	88	- 12.9%	105	89	- 15.2%
Active Listings		49	85	+ 73.5%	--	--	--
Months Supply		0.5	1.0	+ 100.0%	--	--	--

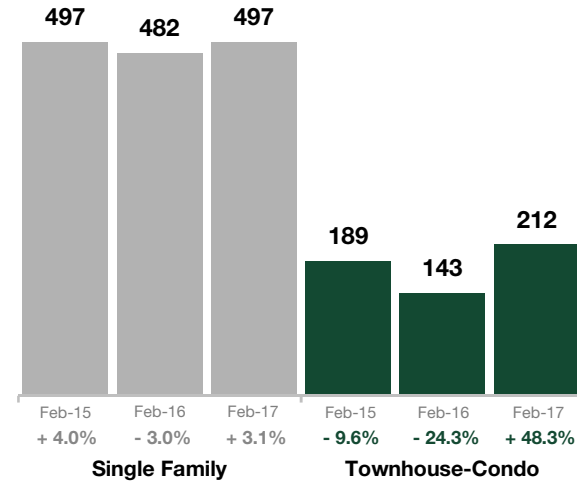
New Listings



February

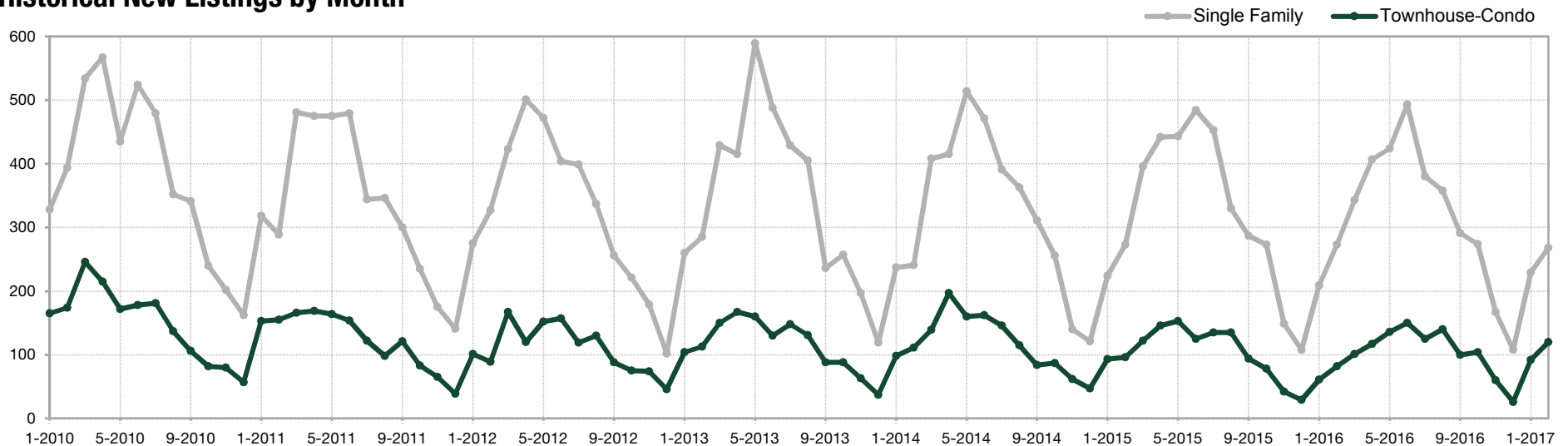


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	274	+0.4%	104	+33.3%
Nov-2016	167	+12.1%	60	+42.9%
Dec-2016	108	0.0%	26	-10.3%
Jan-2017	229	+9.6%	92	+50.8%
Feb-2017	268	-1.8%	120	+46.3%

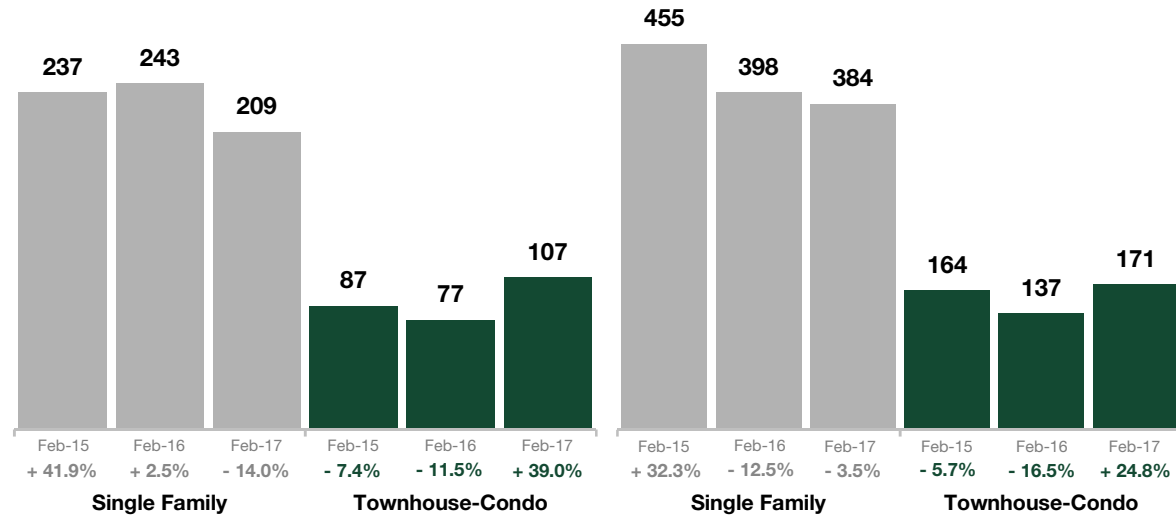
Historical New Listings by Month



Pending / Under Contract

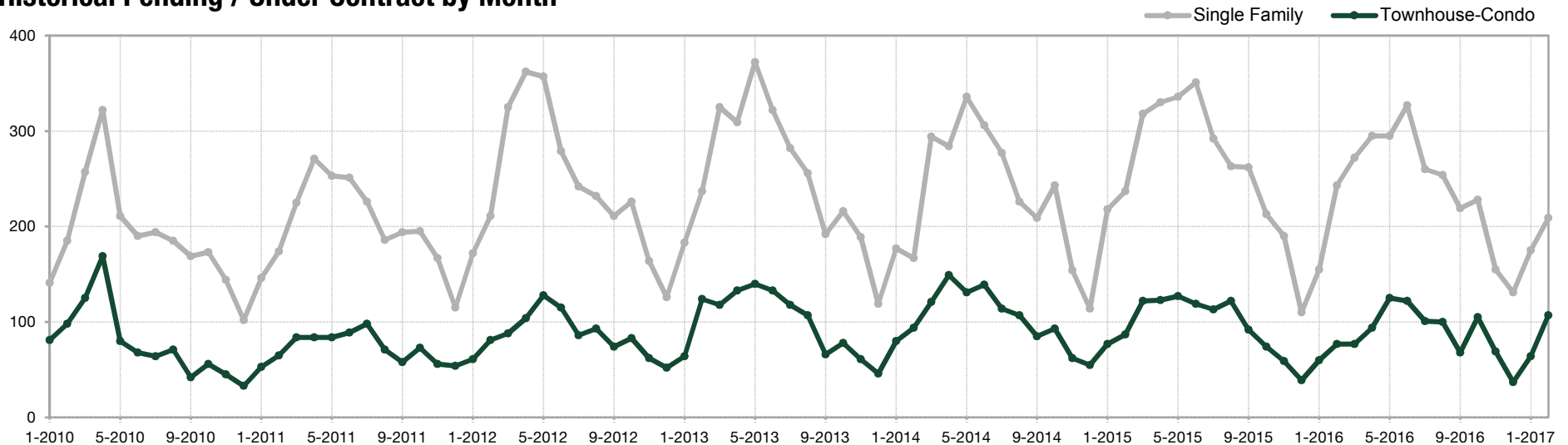


February



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	327	-6.8%	122	+2.5%
Jul-2016	260	-11.0%	101	-10.6%
Aug-2016	254	-3.4%	100	-18.0%
Sep-2016	219	-16.4%	68	-26.1%
Oct-2016	228	+7.0%	105	+41.9%
Nov-2016	155	-18.4%	69	+16.9%
Dec-2016	131	+19.1%	37	-5.1%
Jan-2017	175	+12.9%	64	+6.7%
Feb-2017	209	-14.0%	107	+39.0%

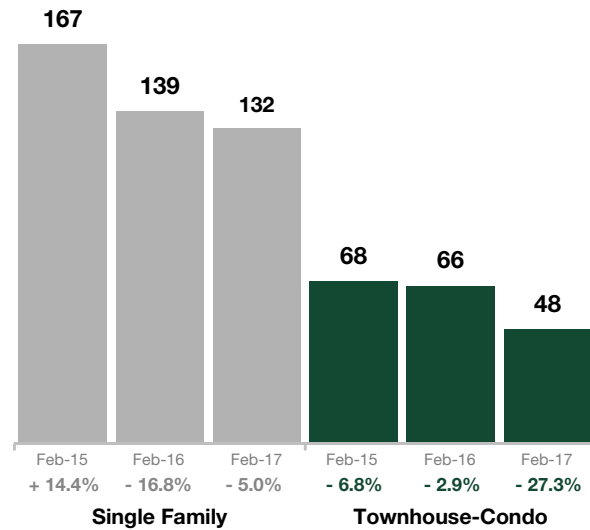
Historical Pending / Under Contract by Month



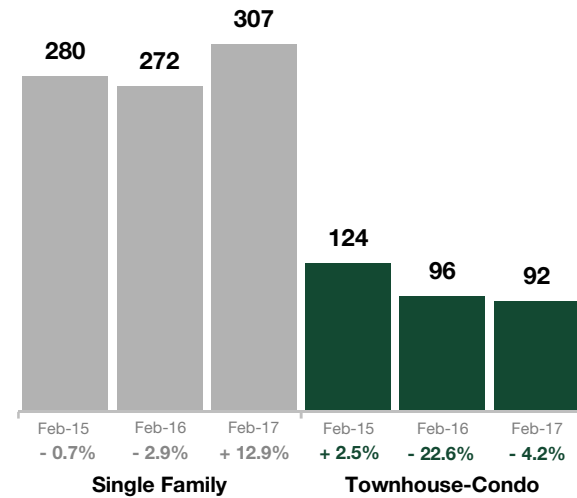
Sold Listings



February

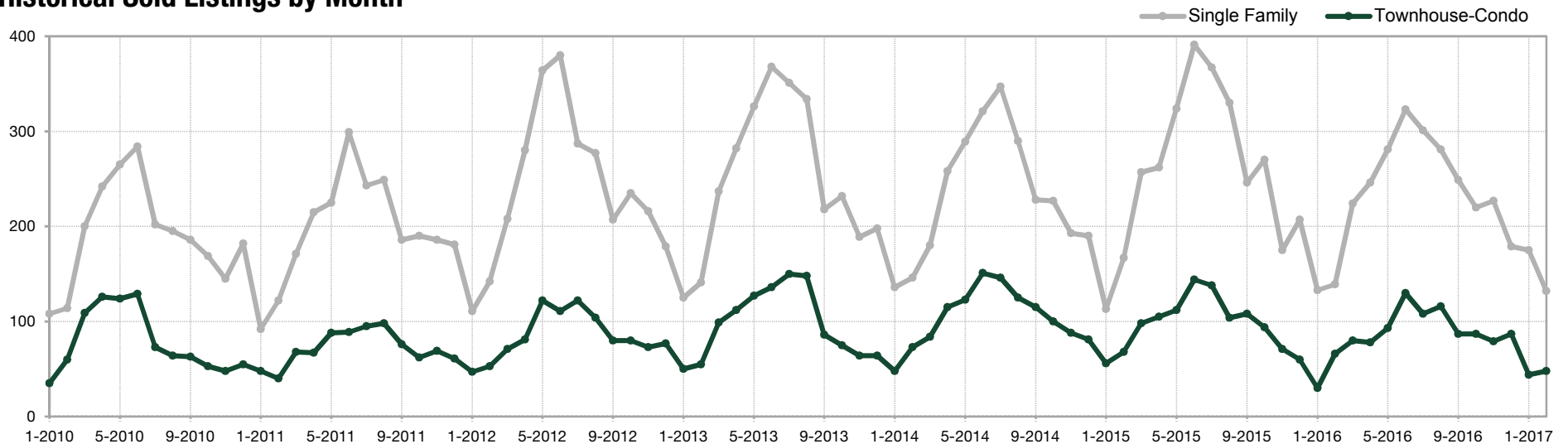


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	179	-13.5%	87	+45.0%
Jan-2017	175	+31.6%	44	+46.7%
Feb-2017	132	-5.0%	48	-27.3%

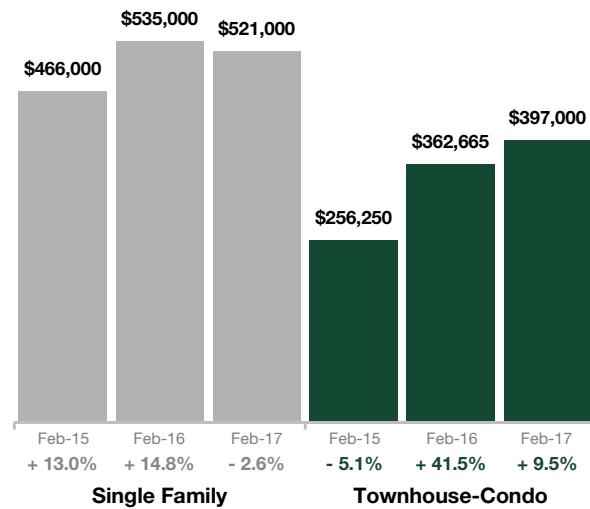
Historical Sold Listings by Month



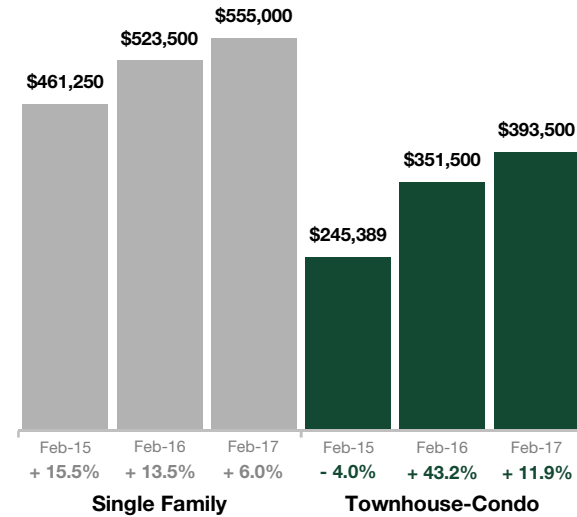
Median Sales Price



February

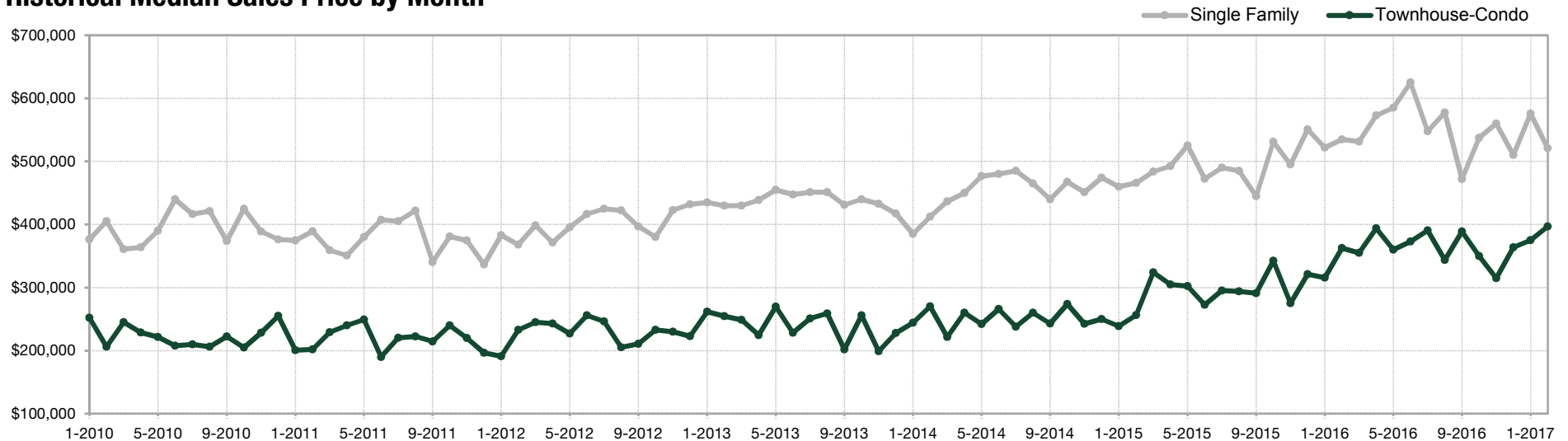


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$576,000	+10.3%	\$374,950	+18.8%
Feb-2017	\$521,000	-2.6%	\$397,000	+9.5%

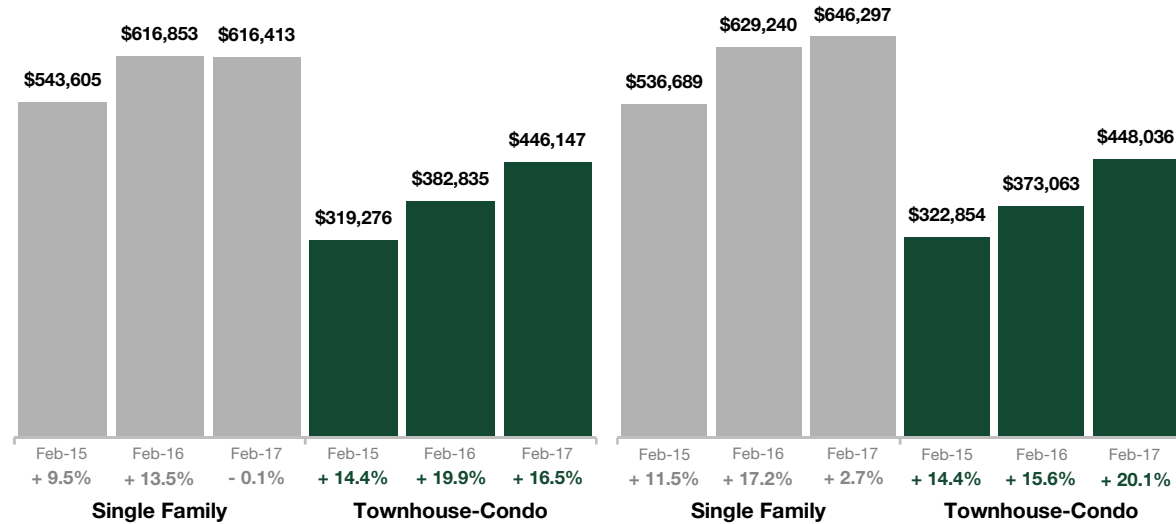
Historical Median Sales Price by Month



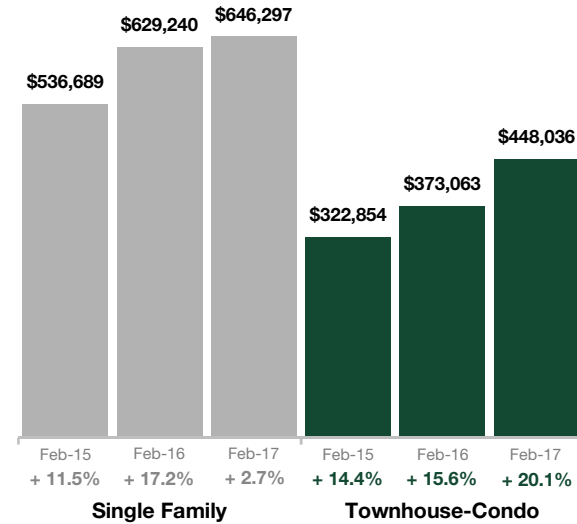
Average Sales Price



February

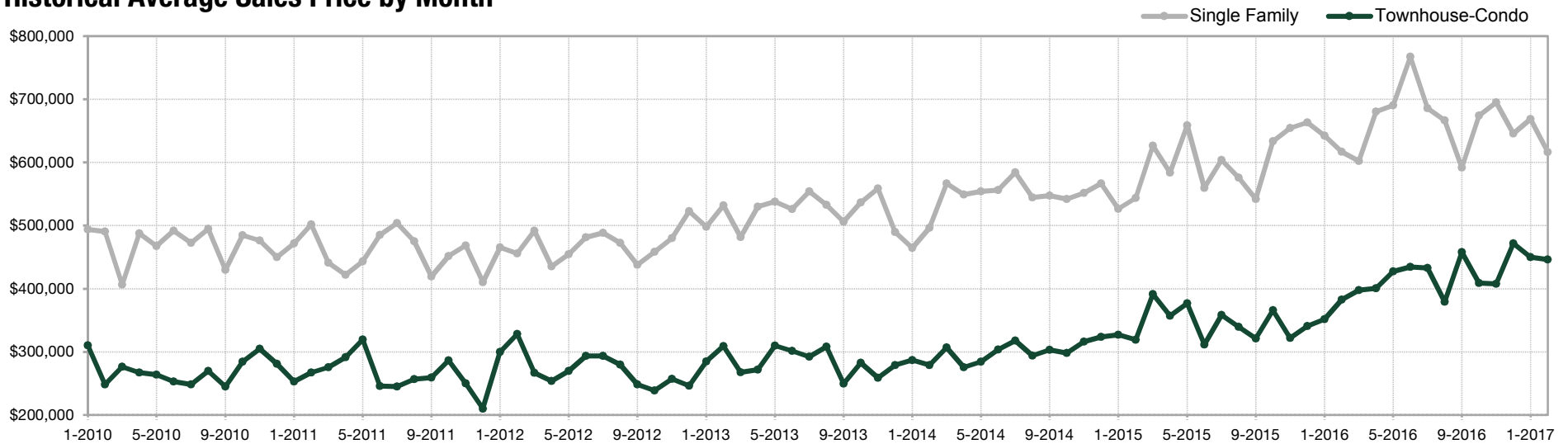


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$645,647	-2.7%	\$471,649	+38.4%
Jan-2017	\$668,839	+4.2%	\$450,096	+28.0%
Feb-2017	\$616,413	-0.1%	\$446,147	+16.5%

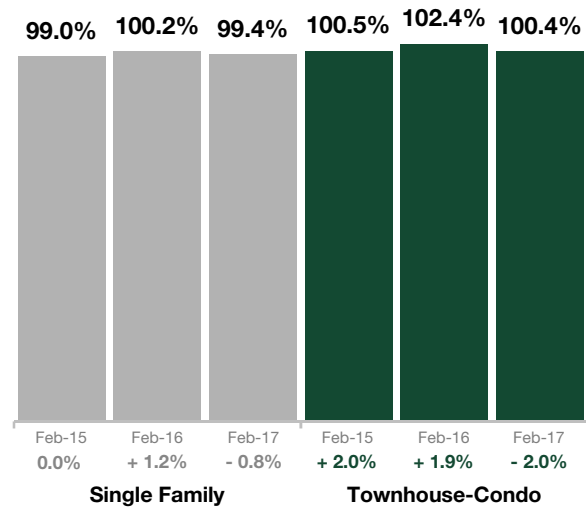
Historical Average Sales Price by Month



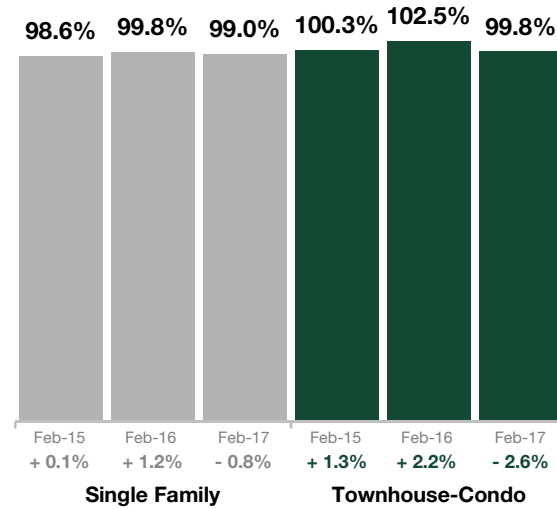
Percent of List Price Received



February

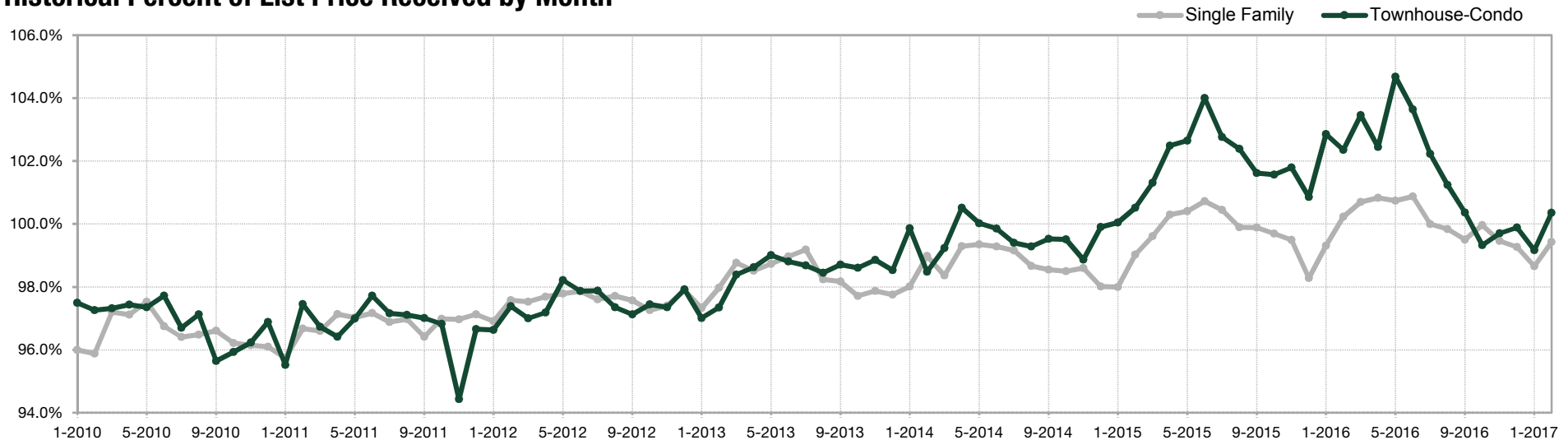


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	98.7%	-0.6%	99.2%	-3.6%
Feb-2017	99.4%	-0.8%	100.4%	-2.0%

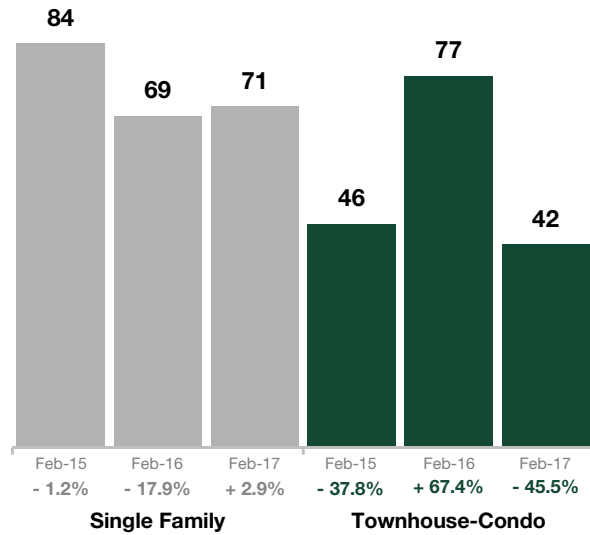
Historical Percent of List Price Received by Month



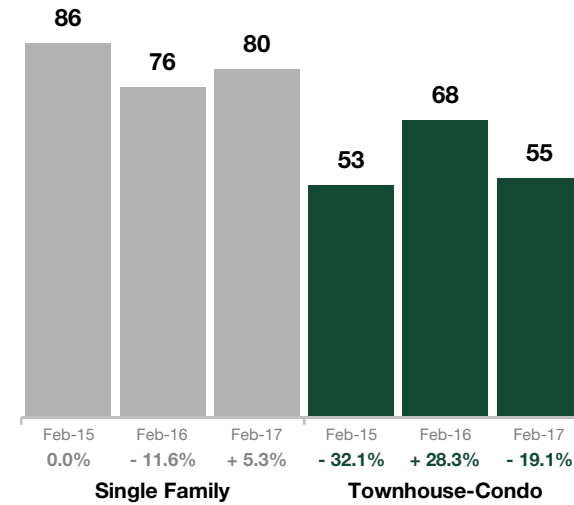
Days on Market Until Sale



February

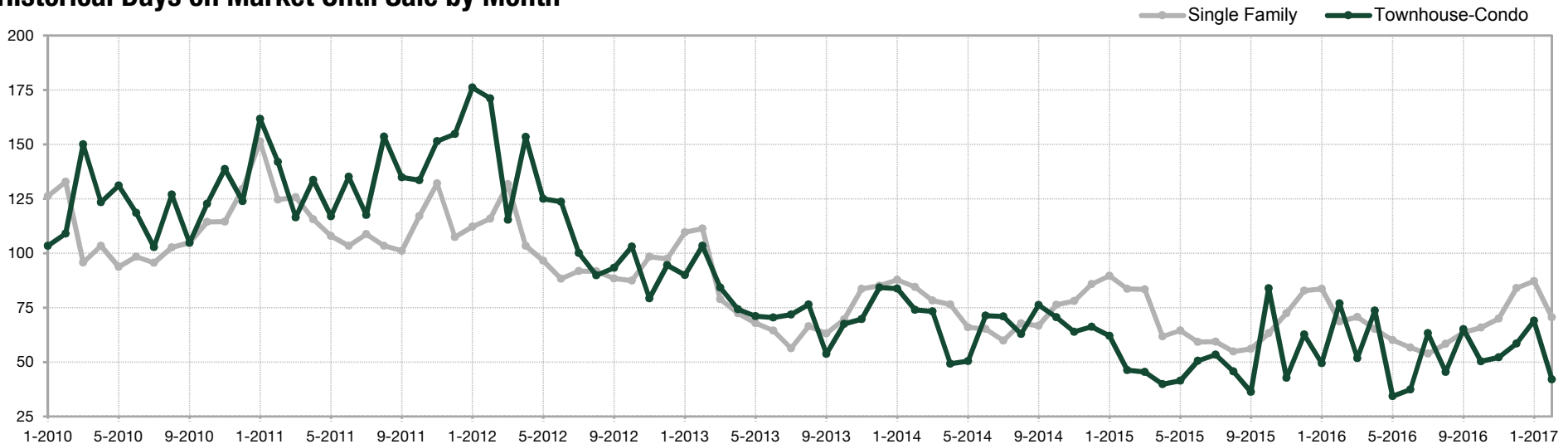


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	84	+1.2%	59	-6.3%
Jan-2017	87	+3.6%	69	+40.8%
Feb-2017	71	+2.9%	42	-45.5%

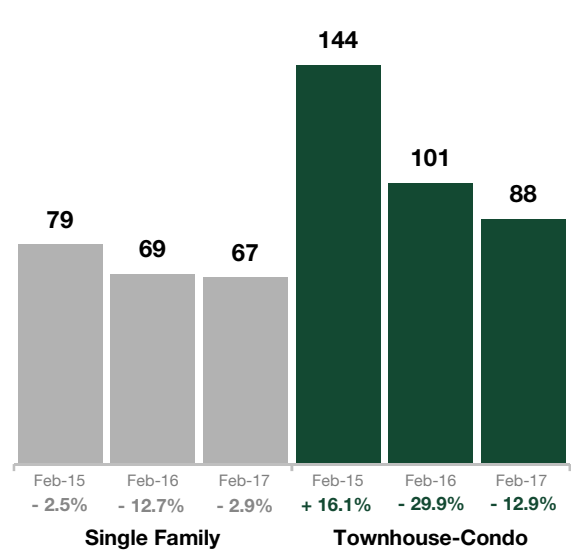
Historical Days on Market Until Sale by Month



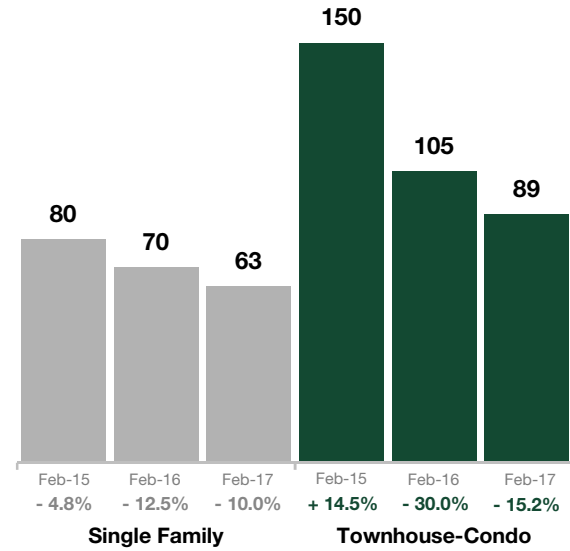
Housing Affordability Index



February

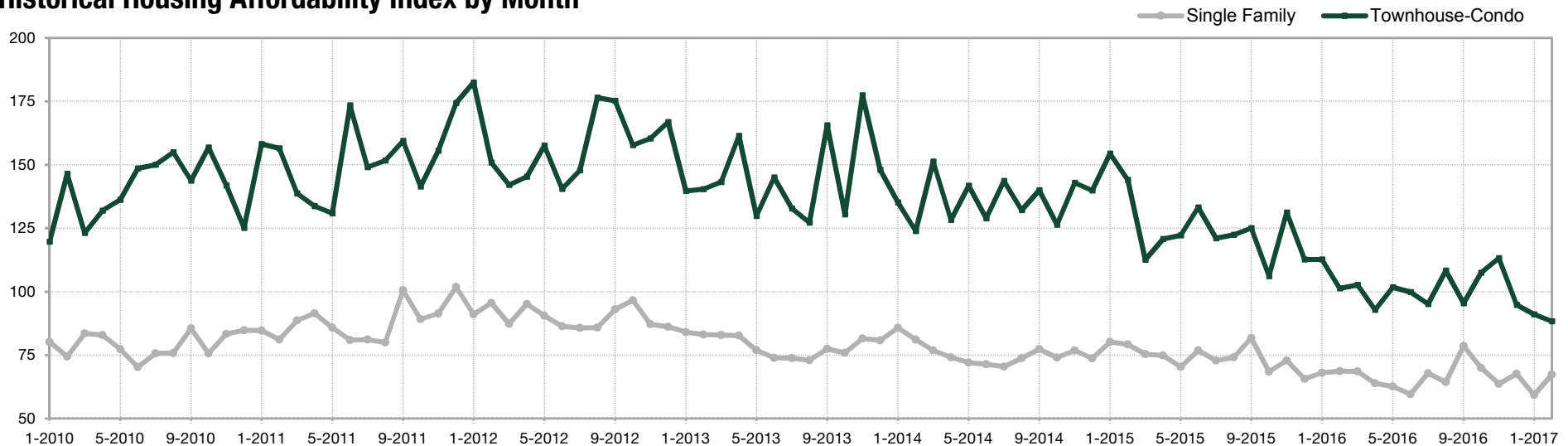


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Feb-2017	67	-2.9%	88	-12.9%

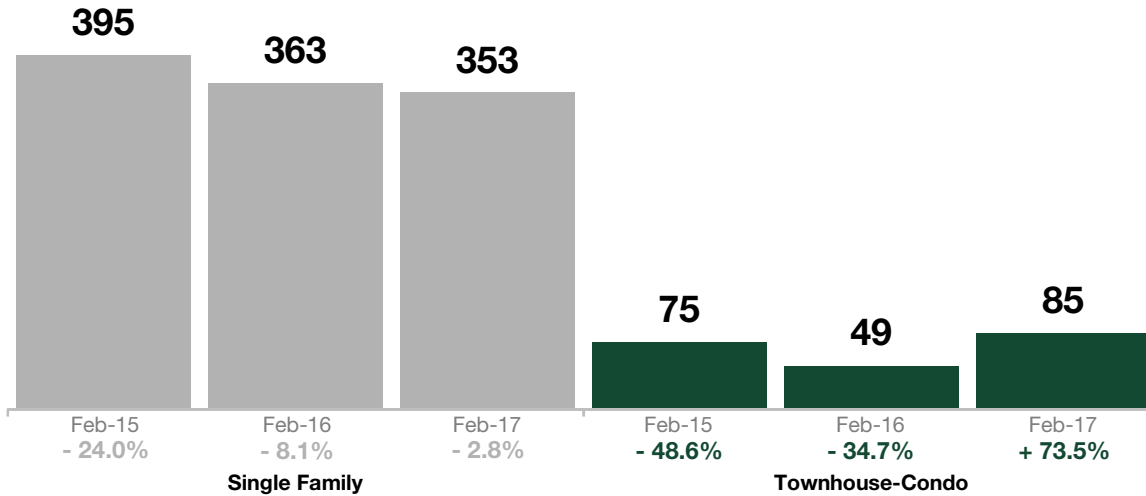
Historical Housing Affordability Index by Month



Inventory of Active Listings

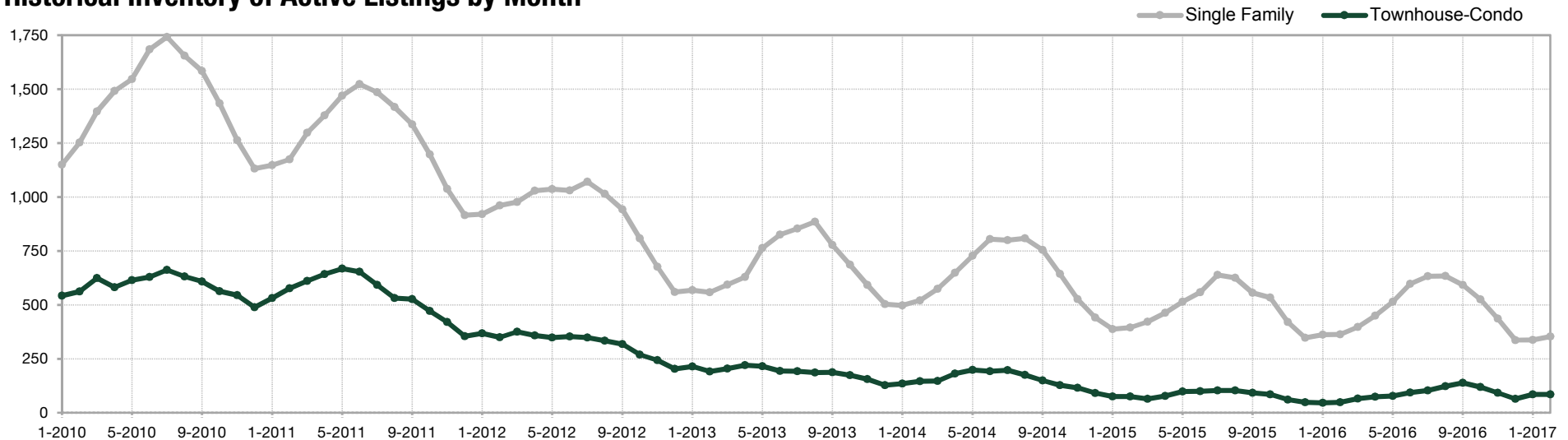


February



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	598	+7.0%	94	-6.0%
Jul-2016	633	-0.9%	103	-1.0%
Aug-2016	634	+1.3%	123	+19.4%
Sep-2016	593	+6.7%	139	+49.5%
Oct-2016	526	-1.5%	119	+40.0%
Nov-2016	437	+3.8%	93	+52.5%
Dec-2016	337	-2.9%	65	+35.4%
Jan-2017	338	-6.6%	85	+84.8%
Feb-2017	353	-2.8%	85	+73.5%

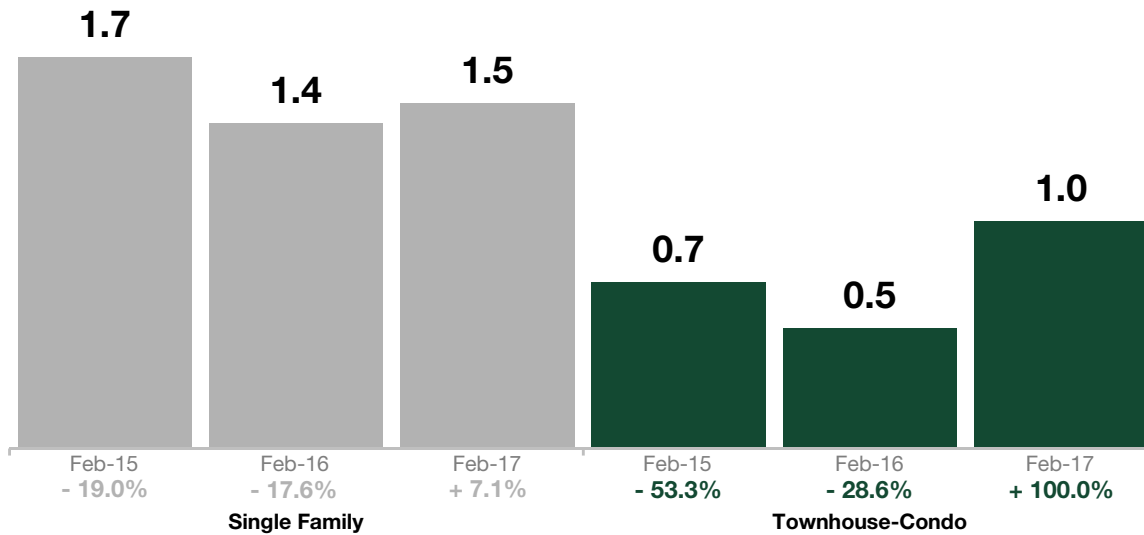
Historical Inventory of Active Listings by Month



Months Supply of Inventory

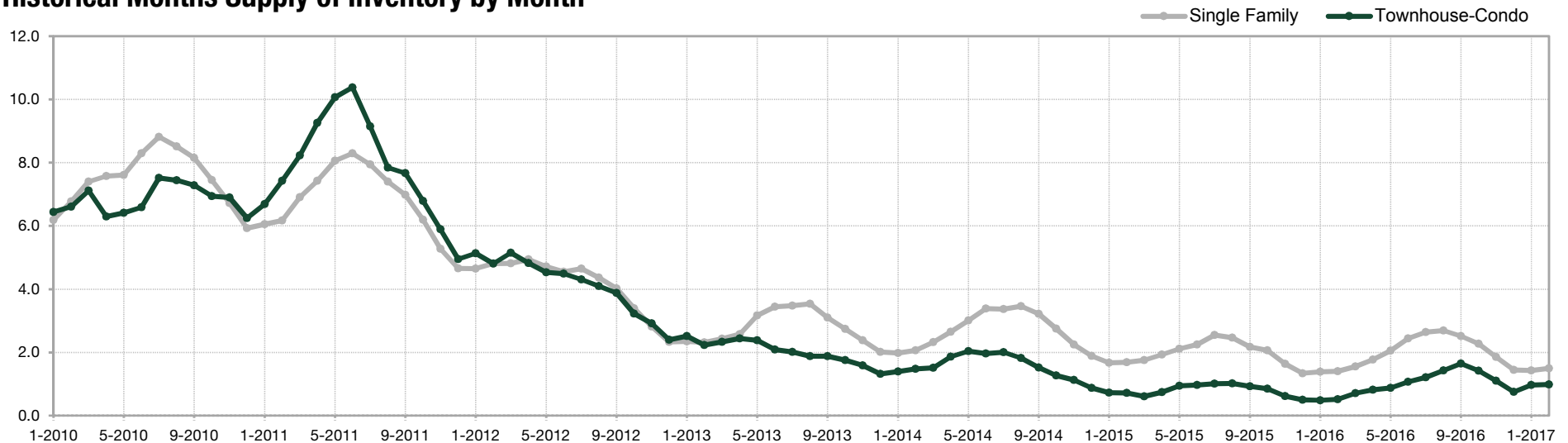


February



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	2.3	+9.5%	1.4	+55.6%
Nov-2016	1.9	+18.8%	1.1	+83.3%
Dec-2016	1.4	+7.7%	0.7	+40.0%
Jan-2017	1.4	0.0%	1.0	+100.0%
Feb-2017	1.5	+7.1%	1.0	+100.0%

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.



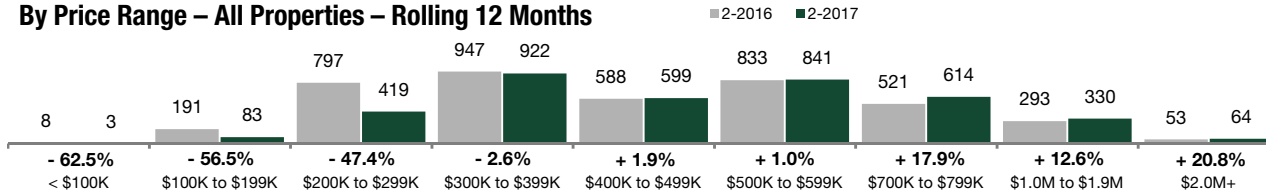
Key Metrics	Historical Sparkbars	2-2016	2-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
New Listings		355	388	+ 9.3%	625	709	+ 13.4%
Pending / Under Contract		320	316	- 1.3%	535	555	+ 3.7%
Sold Listings		205	180	- 12.2%	368	399	+ 8.4%
Median Sales Price		\$430,000	\$480,000	+ 11.6%	\$454,500	\$501,000	+ 10.2%
Average Sales Price		\$541,511	\$571,009	+ 5.4%	\$562,412	\$600,583	+ 6.8%
Pct. of List Price Received		100.9%	99.7%	- 1.2%	100.5%	99.2%	- 1.3%
Days on Market		71	63	- 11.3%	74	74	0.0%
Affordability Index		85	73	- 14.1%	81	70	- 13.6%
Active Listings		412	438	+ 6.3%	--	--	--
Months Supply		1.2	1.4	+ 16.7%	--	--	--

Sold Listings

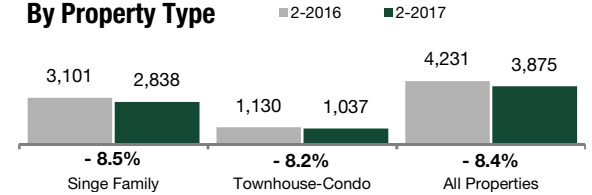
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	2-2016	2-2017	Change	2-2016	2-2017	Change
\$99,999 and Below	6	3	-50.0%	2	0	-100.0%
\$100,000 to \$199,999	23	30	+30.4%	168	53	-68.5%
\$200,000 to \$299,999	419	165	-60.6%	378	254	-32.8%
\$300,000 to \$399,999	651	621	-4.6%	296	301	+1.7%
\$400,000 to \$499,999	456	409	-10.3%	132	190	+43.9%
\$500,000 to \$699,999	735	700	-4.8%	98	141	+43.9%
\$700,000 to \$999,999	479	540	+12.7%	42	74	+76.2%
\$1,000,000 to \$1,999,999	281	308	+9.6%	12	22	+83.3%
\$2,000,000 and Above	51	62	+21.6%	2	2	0.0%
All Price Ranges	3,101	2,838	-8.5%	1,130	1,037	-8.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2017	2-2017	Change	1-2017	2-2017	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	0	-100.0%	2	0	-100.0%
\$200,000 to \$299,999	5	0	-100.0%	11	10	-9.1%
\$300,000 to \$399,999	39	39	0.0%	11	15	+36.4%
\$400,000 to \$499,999	25	22	-12.0%	7	10	+42.9%
\$500,000 to \$699,999	45	34	-24.4%	9	9	0.0%
\$700,000 to \$999,999	36	26	-27.8%	2	3	+50.0%
\$1,000,000 to \$1,999,999	20	10	-50.0%	2	1	-50.0%
\$2,000,000 and Above	3	1	-66.7%	0	0	--
All Price Ranges	175	132	-24.6%	44	48	+9.1%

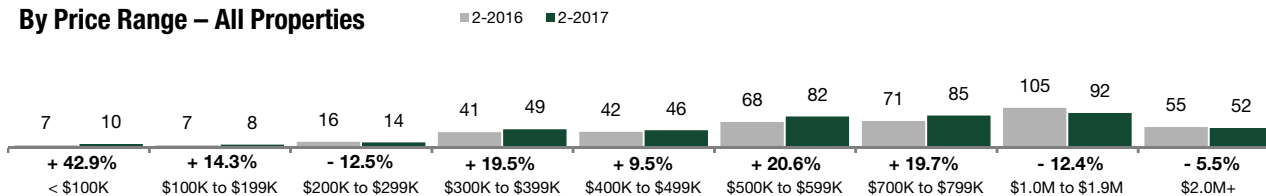
Year to Date

By Price Range	Single Family			Condo		
	2-2016	2-2017	Change	2-2016	2-2017	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	4	2	-50.0%	9	2	-77.8%
\$200,000 to \$299,999	25	5	-80.0%	21	21	0.0%
\$300,000 to \$399,999	54	78	+44.4%	38	26	-31.6%
\$400,000 to \$499,999	46	47	+2.2%	14	17	+21.4%
\$500,000 to \$699,999	65	79	+21.5%	10	18	+80.0%
\$700,000 to \$999,999	42	62	+47.6%	3	5	+66.7%
\$1,000,000 to \$1,999,999	30	30	0.0%	1	3	+200.0%
\$2,000,000 and Above	5	4	-20.0%	0	0	--
All Price Ranges	272	307	+12.9%	96	92	-4.2%

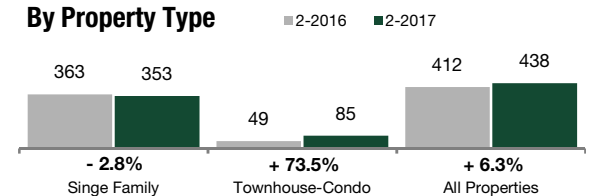
Inventory of Active Listings

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		
	2-2016	2-2017	Change	2-2016	2-2017	Change
\$99,999 and Below	7	10	+42.9%	0	0	--
\$100,000 to \$199,999	5	5	0.0%	2	3	+50.0%
\$200,000 to \$299,999	11	6	-45.5%	5	8	+60.0%
\$300,000 to \$399,999	37	28	-24.3%	4	21	+425.0%
\$400,000 to \$499,999	33	27	-18.2%	9	19	+111.1%
\$500,000 to \$699,999	61	68	+11.5%	7	14	+100.0%
\$700,000 to \$999,999	59	70	+18.6%	12	15	+25.0%
\$1,000,000 to \$1,999,999	96	89	-7.3%	9	3	-66.7%
\$2,000,000 and Above	54	50	-7.4%	1	2	+100.0%
All Price Ranges	363	353	-2.8%	49	85	+73.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2017	2-2017	Change	1-2017	2-2017	Change
\$99,999 and Below	10	10	0.0%	0	0	--
\$100,000 to \$199,999	5	5	0.0%	5	3	-40.0%
\$200,000 to \$299,999	6	6	0.0%	10	8	-20.0%
\$300,000 to \$399,999	22	28	+27.3%	18	21	+16.7%
\$400,000 to \$499,999	29	27	-6.9%	15	19	+26.7%
\$500,000 to \$699,999	65	68	+4.6%	15	14	-6.7%
\$700,000 to \$999,999	69	70	+1.4%	14	15	+7.1%
\$1,000,000 to \$1,999,999	82	89	+8.5%	7	3	-57.1%
\$2,000,000 and Above	50	50	0.0%	1	2	+100.0%
All Price Ranges	338	353	+4.4%	85	85	0.0%

Year to Date

By Price Range	Single Family			Condo		
	2-2016	2-2017	Change	2-2016	2-2017	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	4	2	-50.0%	9	2	-77.8%
\$200,000 to \$299,999	25	5	-80.0%	21	21	0.0%
\$300,000 to \$399,999	54	78	+44.4%	38	26	-31.6%
\$400,000 to \$499,999	46	47	+2.2%	14	17	+21.4%
\$500,000 to \$699,999	65	79	+21.5%	10	18	+80.0%
\$700,000 to \$999,999	42	62	+47.6%	3	5	+66.7%
\$1,000,000 to \$1,999,999	30	30	0.0%	1	3	+200.0%
\$2,000,000 and Above	5	4	-20.0%	0	0	--
All Price Ranges	272	307	+12.9%	96	92	-4.2%

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.