

Monthly Indicators



January 2016

Percent changes calculated using year-over-year comparisons.

New Listings were down 11.7 percent for single family homes and 37.6 percent for townhouse-condo properties. Pending sales clocked in at 153 for single family homes and 59 for townhouse-condo properties.

The Median Sales Price was up 14.1 percent to \$525,000 for single family homes and 31.9 percent to \$315,000 for townhouse-condo properties. Days on Market decreased 1.1 percent for single family homes and 17.7 percent for condo properties.

Other than the change of another month and year, little else is changed in residential real estate both nationally and locally. Unemployment is solidly about the same, housing metric trends are running about the same for now and the sunny outlook is still at about high noon. Same is the sound of 2016, so get curled up and comfy with the song, because we are likely to sing it a lot this year.

Activity Snapshot

- 10.1% **+ 24.4%** **+ 1.3%**

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	1-2015	1-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
New Listings		223	197	- 11.7%	223	197	- 11.7%
Pending / Under Contract		217	153	- 29.5%	217	153	- 29.5%
Sold Listings		113	123	+ 8.8%	113	123	+ 8.8%
Median Sales Price		\$460,000	\$525,000	+ 14.1%	\$460,000	\$525,000	+ 14.1%
Average Sales Price		\$526,469	\$654,642	+ 24.3%	\$526,469	\$654,642	+ 24.3%
Pct. of List Price Received		98.0%	98.8%	+ 0.8%	98.0%	98.8%	+ 0.8%
Days on Market		88	87	- 1.1%	88	87	- 1.1%
Affordability Index		80	68	- 15.0%	80	68	- 15.0%
Active Listings		387	335	- 13.4%	--	--	--
Months Supply		1.7	1.3	- 23.5%	--	--	--

Townhouse-Condo Market Overview

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

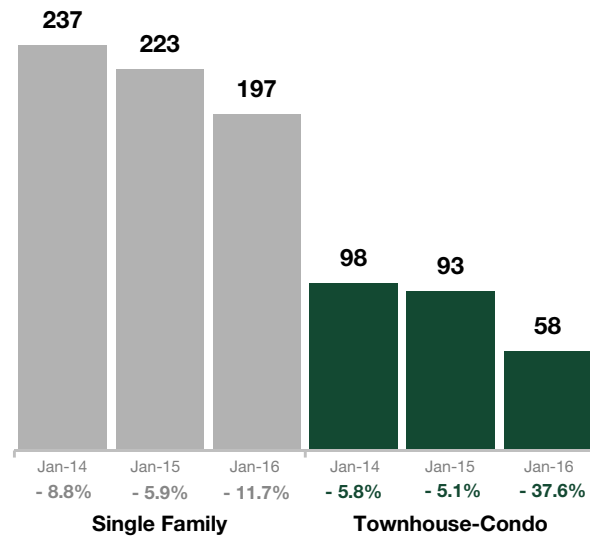


Key Metrics	Historical Sparkbars	1-2015	1-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
New Listings		93	58	- 37.6%	93	58	- 37.6%
Pending / Under Contract		77	59	- 23.4%	77	59	- 23.4%
Sold Listings		56	29	- 48.2%	56	29	- 48.2%
Median Sales Price		\$238,763	\$315,000	+ 31.9%	\$238,763	\$315,000	+ 31.9%
Average Sales Price		\$327,198	\$352,655	+ 7.8%	\$327,198	\$352,655	+ 7.8%
Pct. of List Price Received		100.0%	103.0%	+ 3.0%	100.0%	103.0%	+ 3.0%
Days on Market		62	51	- 17.7%	62	51	- 17.7%
Affordability Index		154	114	- 26.0%	154	114	- 26.0%
Active Listings		76	43	- 43.4%	--	--	--
Months Supply		0.7	0.5	- 28.6%	--	--	--

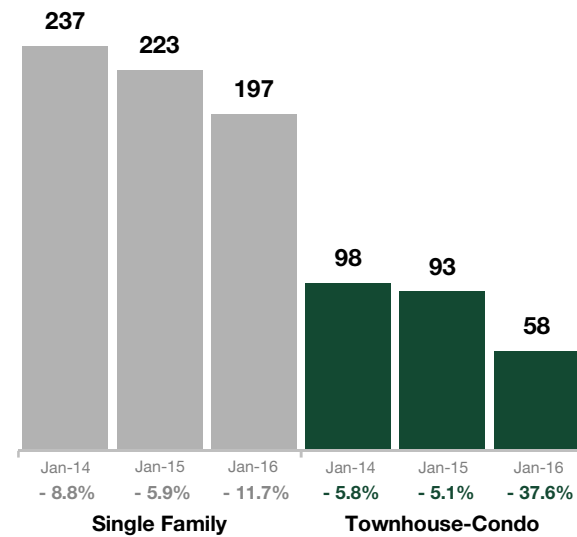
New Listings



January

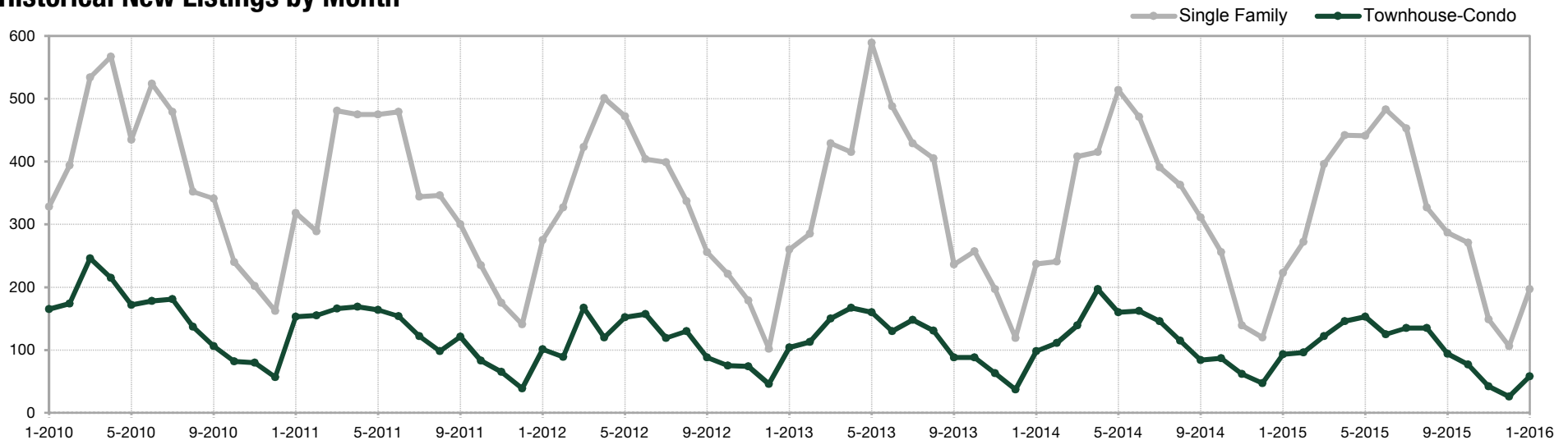


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	272	+12.9%	96	-13.5%
Mar-2015	396	-2.9%	122	-12.2%
Apr-2015	442	+6.5%	146	-25.9%
May-2015	441	-14.2%	153	-4.4%
Jun-2015	483	+2.5%	125	-22.8%
Jul-2015	453	+15.9%	135	-7.5%
Aug-2015	327	-9.9%	135	+17.4%
Sep-2015	287	-7.7%	94	+11.9%
Oct-2015	271	+5.9%	77	-11.5%
Nov-2015	149	+7.2%	42	-32.3%
Dec-2015	106	-11.7%	26	-44.7%
Jan-2016	197	-11.7%	58	-37.6%

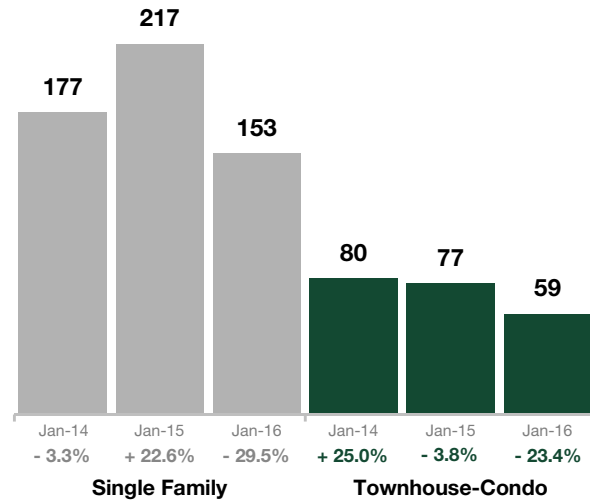
Historical New Listings by Month



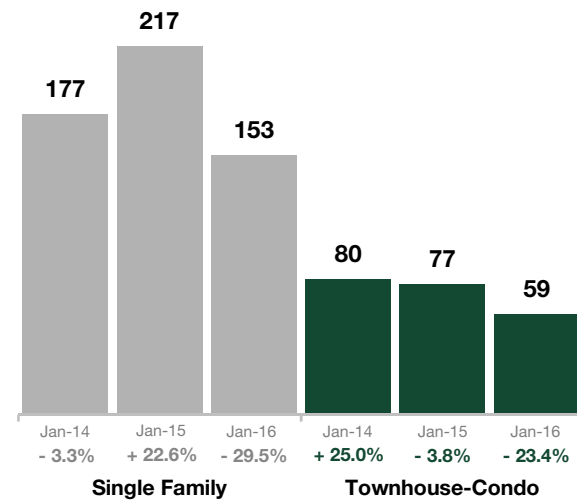
Pending / Under Contract



January

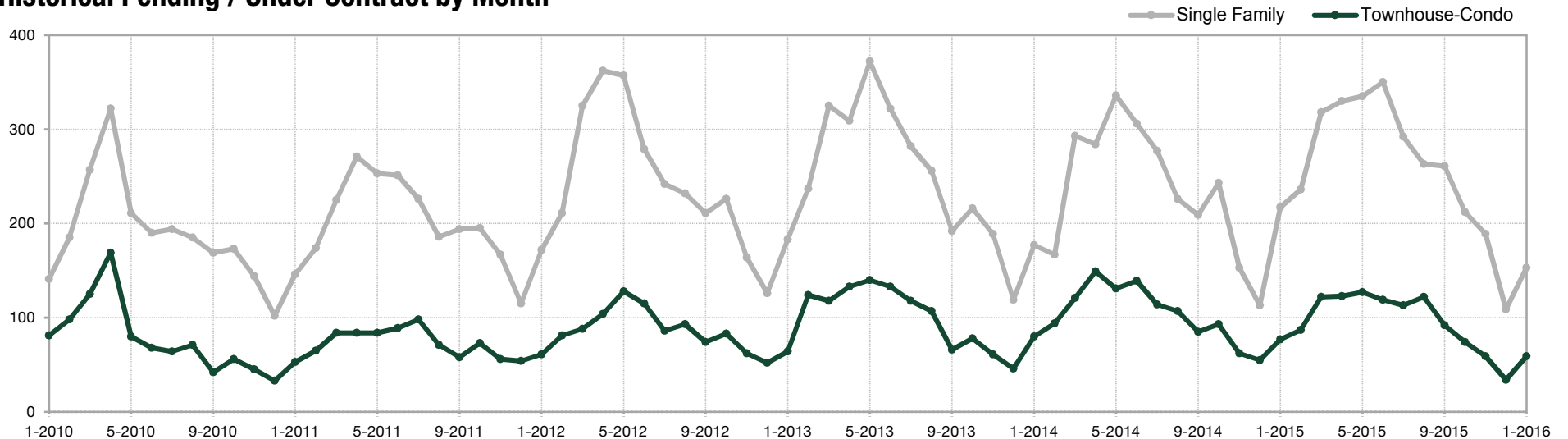


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	236	+41.3%	87	-7.4%
Mar-2015	318	+8.5%	122	+0.8%
Apr-2015	330	+16.2%	123	-17.4%
May-2015	335	-0.3%	127	-3.1%
Jun-2015	350	+14.4%	119	-14.4%
Jul-2015	292	+5.4%	113	-0.9%
Aug-2015	263	+16.4%	122	+14.0%
Sep-2015	261	+24.9%	92	+8.2%
Oct-2015	212	-12.8%	74	-20.4%
Nov-2015	189	+23.5%	59	-4.8%
Dec-2015	109	-3.5%	34	-38.2%
Jan-2016	153	-29.5%	59	-23.4%

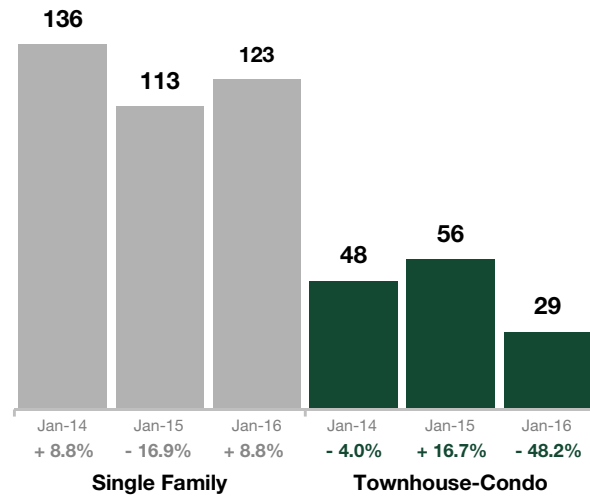
Historical Pending / Under Contract by Month



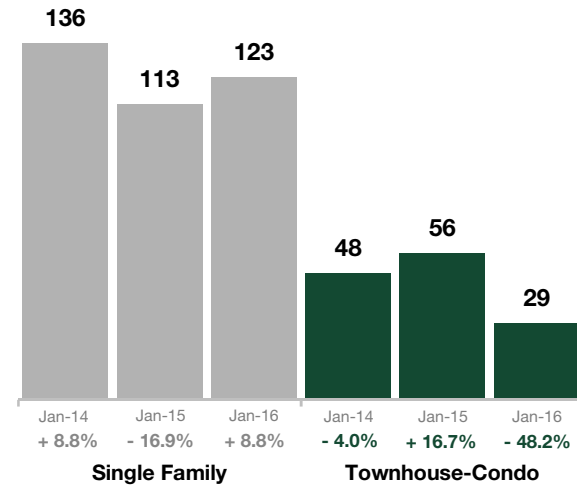
Sold Listings



January

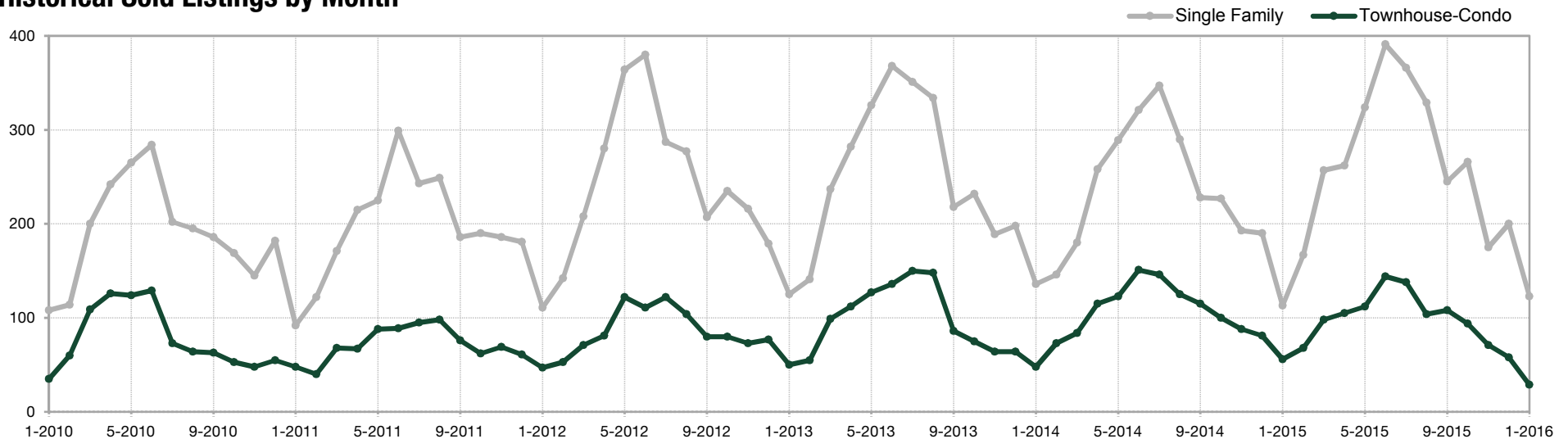


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	391	+21.8%	144	-4.6%
Jul-2015	366	+5.5%	138	-5.5%
Aug-2015	329	+13.4%	104	-16.8%
Sep-2015	245	+7.5%	108	-6.1%
Oct-2015	266	+17.2%	94	-6.0%
Nov-2015	175	-9.3%	71	-19.3%
Dec-2015	200	+5.3%	58	-28.4%
Jan-2016	123	+8.8%	29	-48.2%

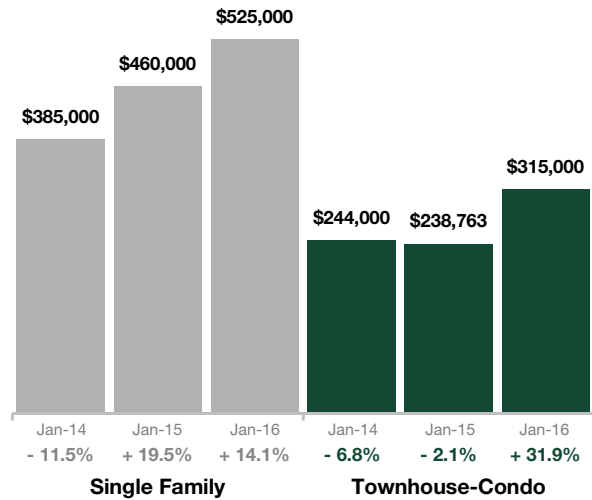
Historical Sold Listings by Month



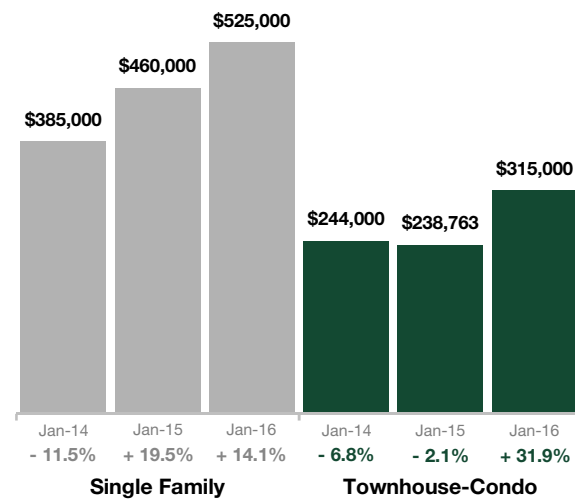
Median Sales Price



January

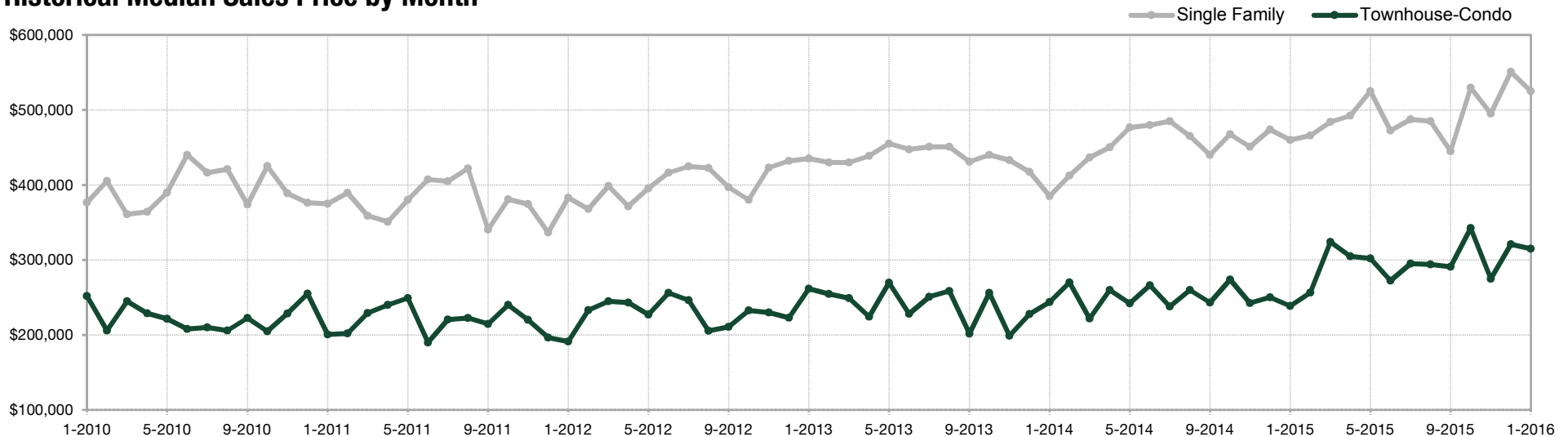


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	\$472,500	-1.5%	\$272,500	+2.4%
Jul-2015	\$487,570	+0.5%	\$295,125	+24.0%
Aug-2015	\$485,000	+4.3%	\$294,000	+13.1%
Sep-2015	\$445,000	+1.1%	\$291,000	+19.7%
Oct-2015	\$529,450	+13.3%	\$342,500	+25.1%
Nov-2015	\$495,000	+9.8%	\$275,000	+13.4%
Dec-2015	\$550,750	+16.2%	\$321,000	+28.4%
Jan-2016	\$525,000	+14.1%	\$315,000	+31.9%

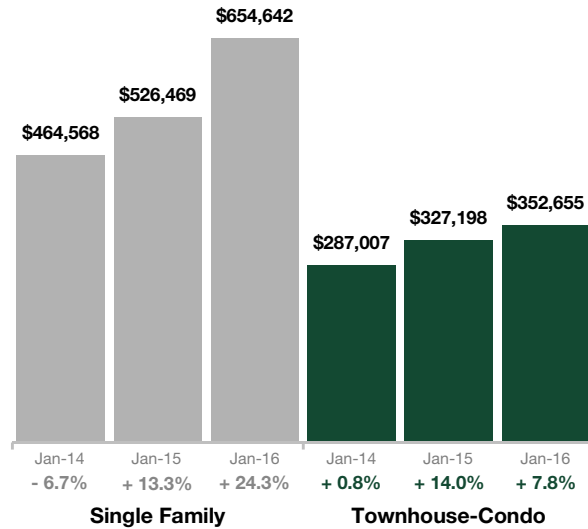
Historical Median Sales Price by Month



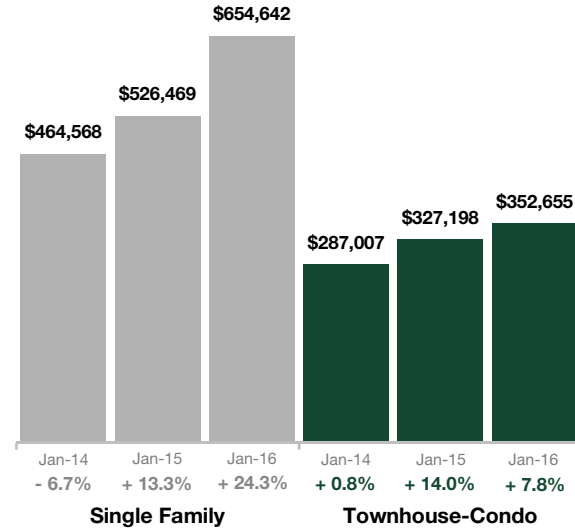
Average Sales Price



January

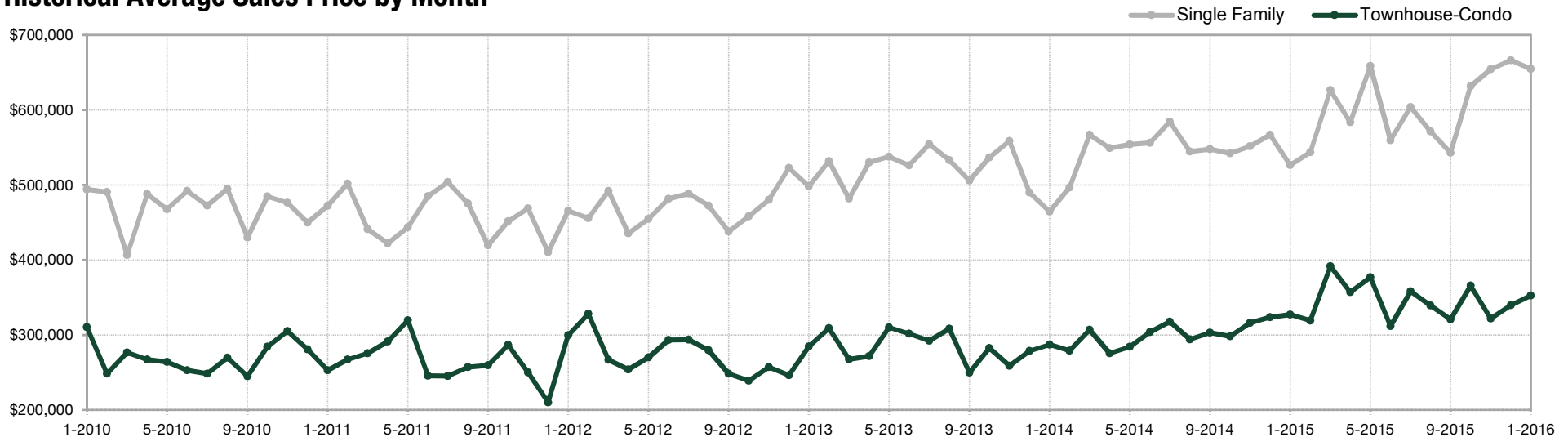


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	\$559,647	+0.7%	\$311,689	+2.7%
Jul-2015	\$603,924	+3.4%	\$358,212	+12.7%
Aug-2015	\$571,527	+5.0%	\$339,404	+15.4%
Sep-2015	\$542,807	-0.9%	\$321,028	+5.9%
Oct-2015	\$631,692	+16.5%	\$365,787	+22.7%
Nov-2015	\$654,383	+18.7%	\$322,073	+1.9%
Dec-2015	\$666,299	+17.6%	\$339,825	+4.9%
Jan-2016	\$654,642	+24.3%	\$352,655	+7.8%

Historical Average Sales Price by Month

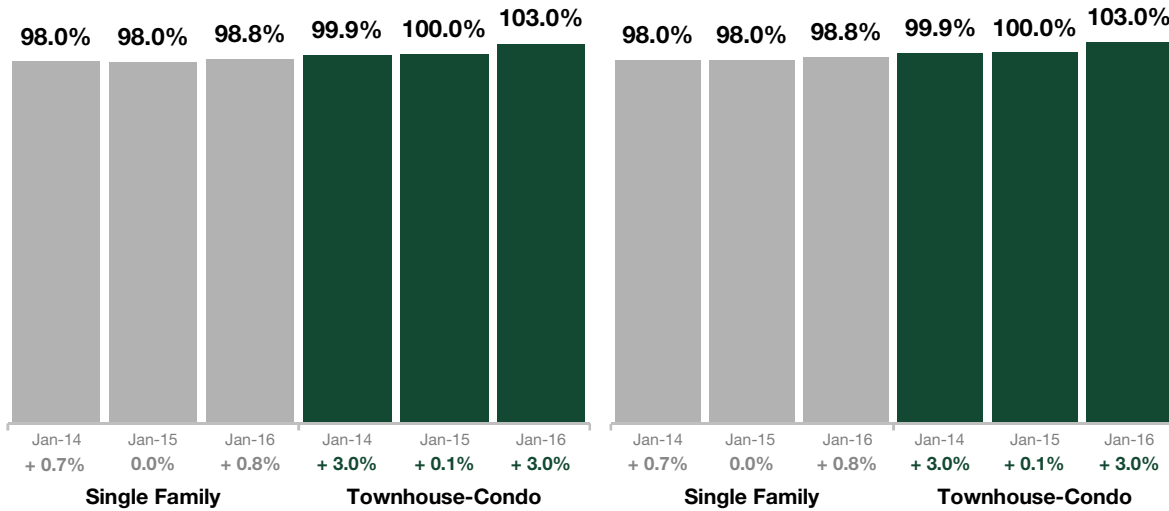


Percent of List Price Received



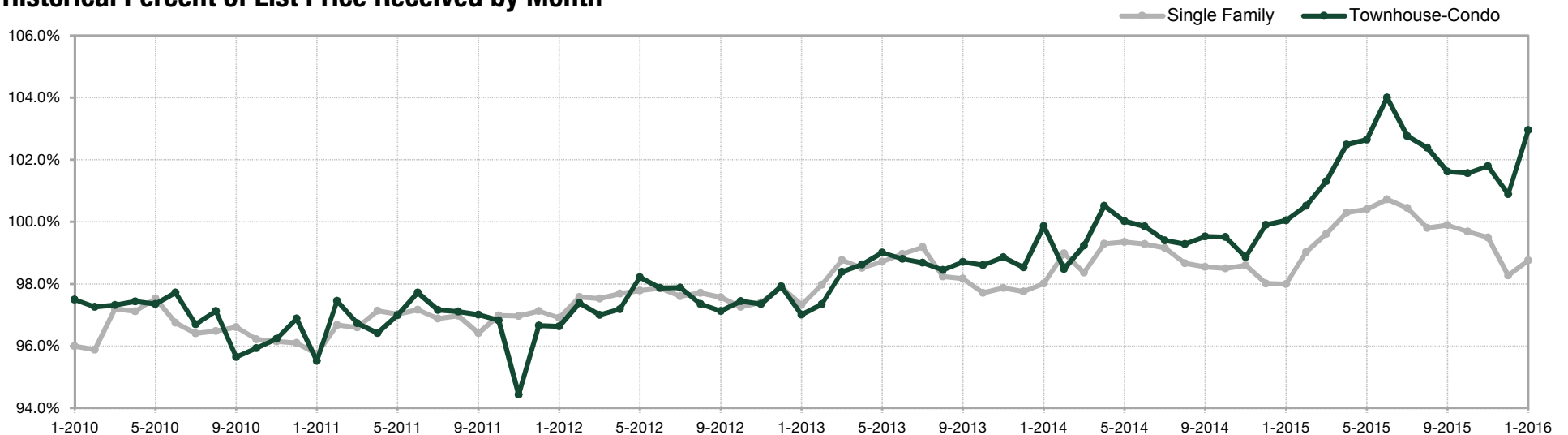
January

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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%
Oct-2015	99.7%	+1.2%	101.6%	+2.1%
Nov-2015	99.5%	+0.9%	101.8%	+2.9%
Dec-2015	98.3%	+0.3%	100.9%	+1.0%
Jan-2016	98.8%	+0.8%	103.0%	+3.0%

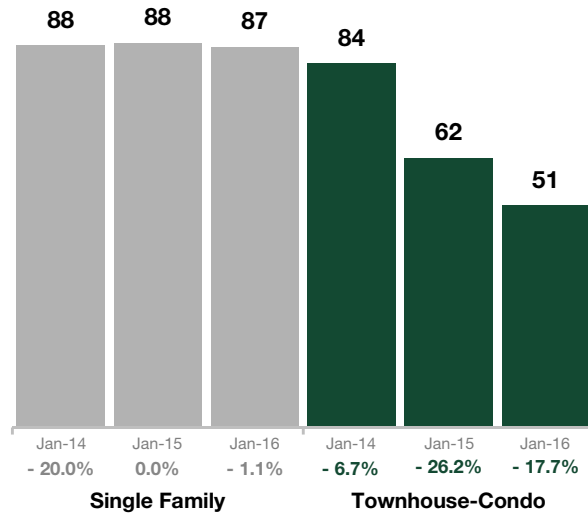
Historical Percent of List Price Received by Month



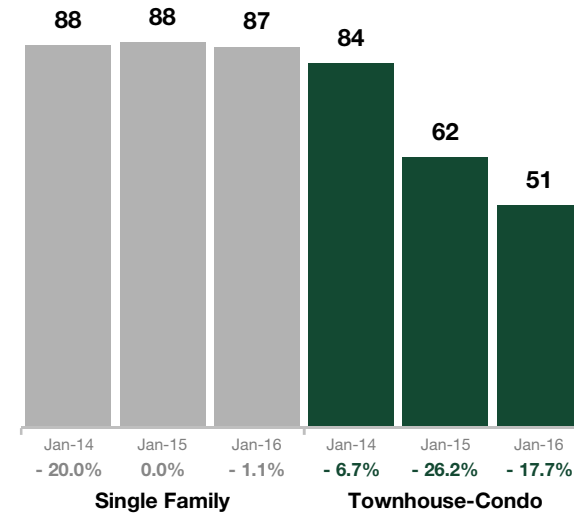
Days on Market Until Sale



January

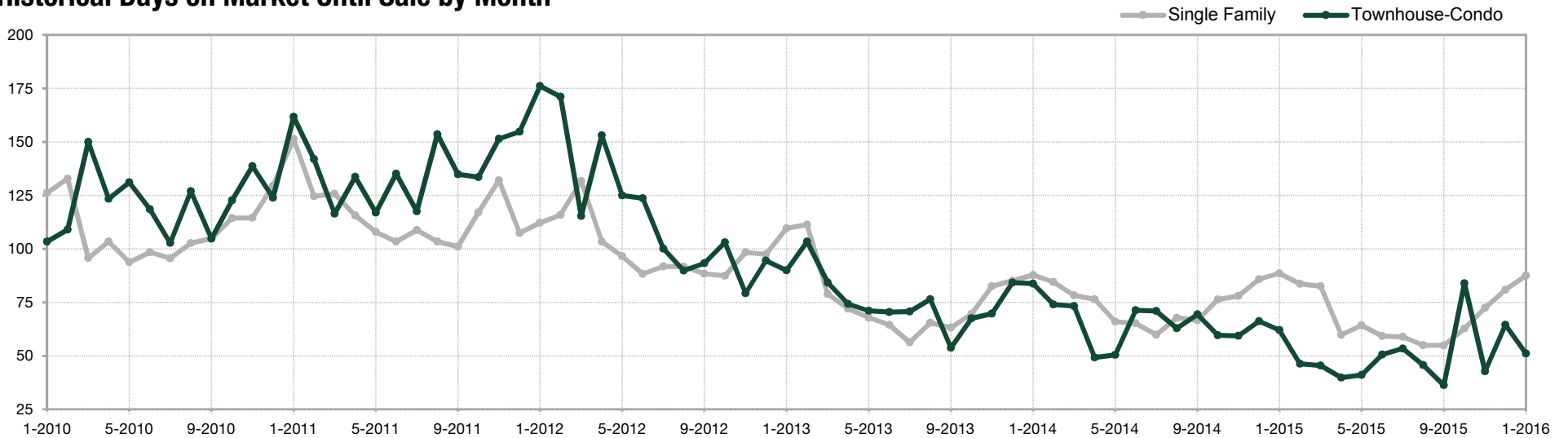


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	55	-17.9%	36	-47.8%
Oct-2015	63	-17.1%	84	+40.0%
Nov-2015	72	-7.7%	43	-27.1%
Dec-2015	81	-5.8%	64	-3.0%
Jan-2016	87	-1.1%	51	-17.7%

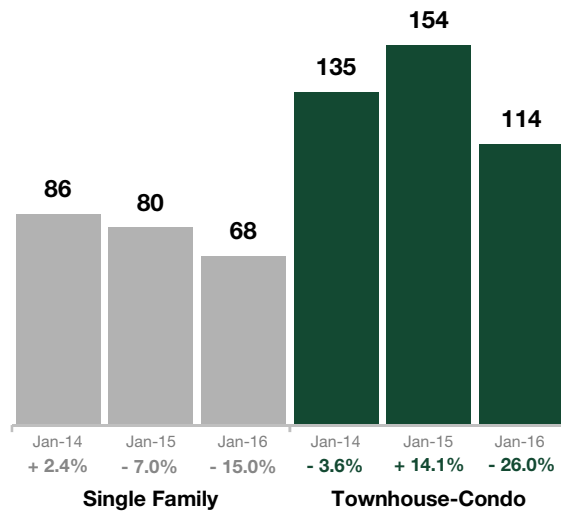
Historical Days on Market Until Sale by Month



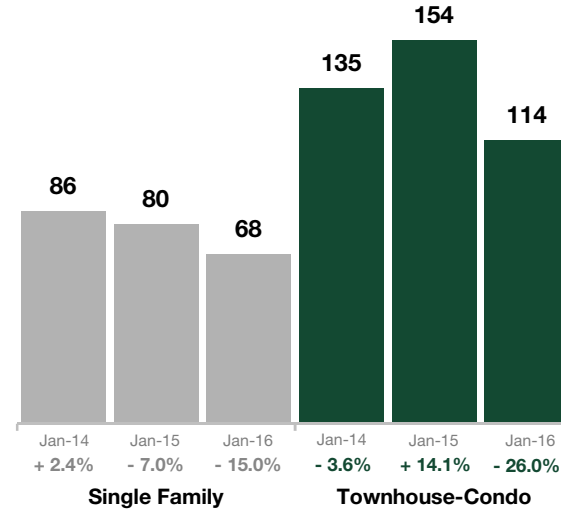
Housing Affordability Index



January

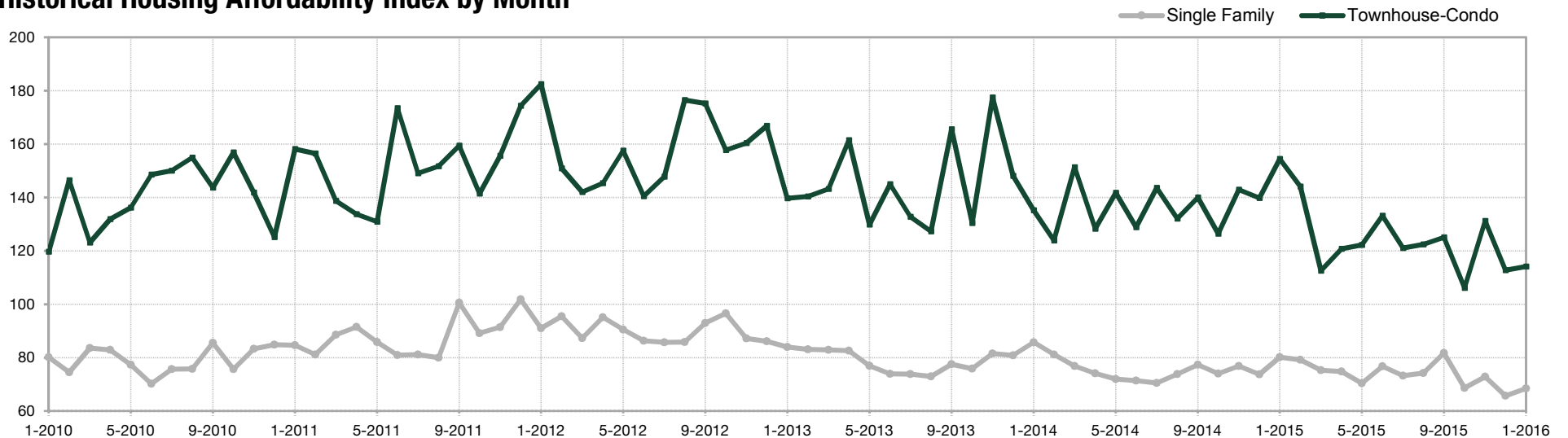


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	73	+4.3%	121	-16.0%
Aug-2015	74	0.0%	122	-7.6%
Sep-2015	82	+6.5%	125	-10.7%
Oct-2015	69	-6.8%	106	-15.9%
Nov-2015	73	-5.2%	131	-8.4%
Dec-2015	66	-10.8%	113	-19.3%
Jan-2016	68	-15.0%	114	-26.0%

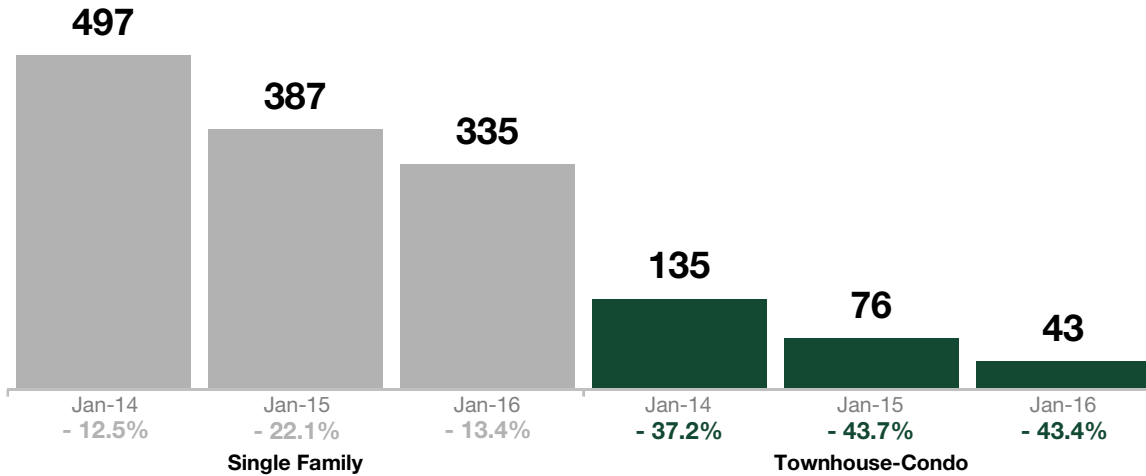
Historical Housing Affordability Index by Month



Inventory of Active Listings

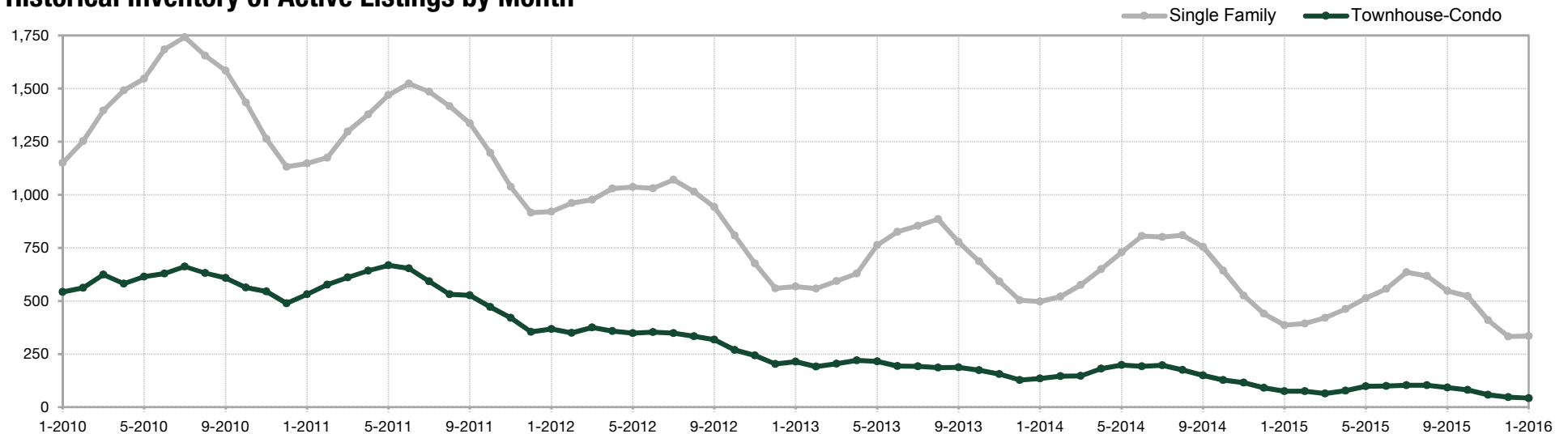


January



Active Listings	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
Feb-2015	394	-24.2%	75	-48.6%
Mar-2015	421	-26.8%	64	-56.5%
Apr-2015	462	-28.9%	78	-57.1%
May-2015	513	-29.6%	98	-50.5%
Jun-2015	557	-30.9%	100	-48.2%
Jul-2015	635	-20.7%	104	-47.2%
Aug-2015	618	-23.7%	103	-41.1%
Sep-2015	548	-27.4%	93	-38.0%
Oct-2015	523	-18.7%	82	-35.9%
Nov-2015	410	-22.1%	58	-50.0%
Dec-2015	333	-24.3%	47	-48.4%
Jan-2016	335	-13.4%	43	-43.4%

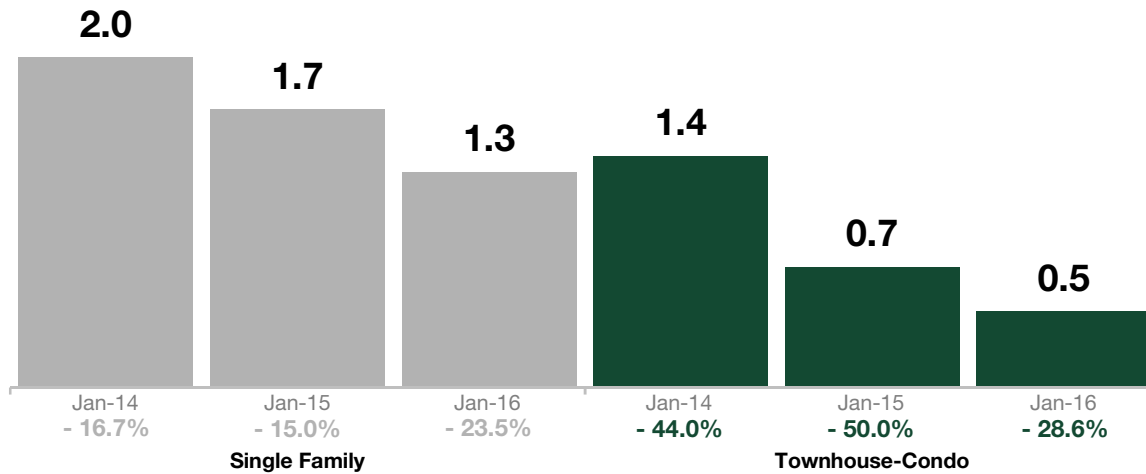
Historical Inventory of Active Listings by Month



Months Supply of Inventory

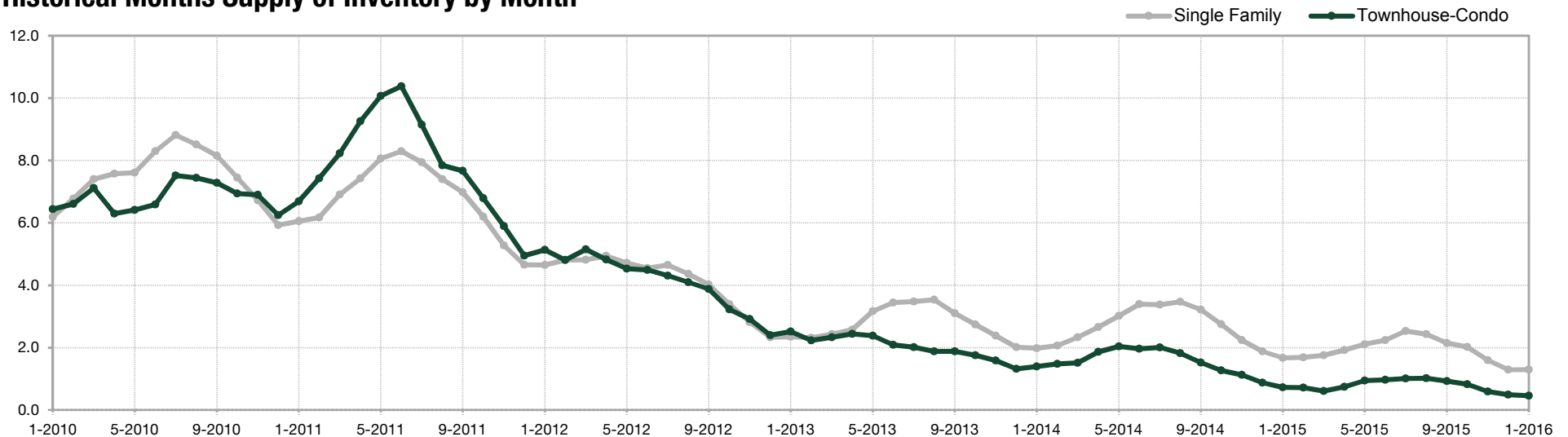


January



Months Supply	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
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%	1.0	-50.0%
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%
Oct-2015	2.0	-25.9%	0.8	-38.5%
Nov-2015	1.6	-27.3%	0.6	-45.5%
Dec-2015	1.3	-31.6%	0.5	-44.4%
Jan-2016	1.3	-23.5%	0.5	-28.6%

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.



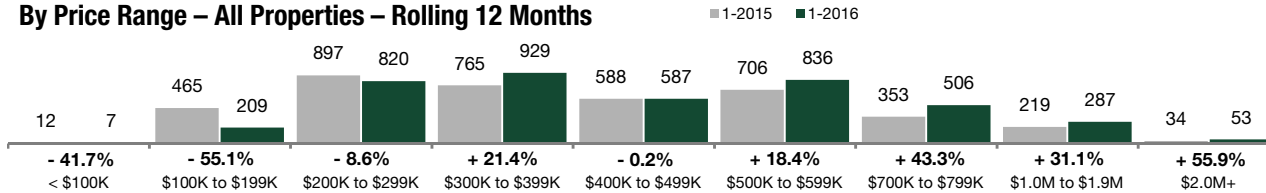
Key Metrics	Historical Sparkbars	1-2015	1-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
New Listings		316	255	- 19.3%	316	255	- 19.3%
Pending / Under Contract		294	212	- 27.9%	294	212	- 27.9%
Sold Listings		169	152	- 10.1%	169	152	- 10.1%
Median Sales Price		\$390,000	\$485,000	+ 24.4%	\$390,000	\$485,000	+ 24.4%
Average Sales Price		\$460,438	\$597,026	+ 29.7%	\$460,438	\$597,026	+ 29.7%
Pct. of List Price Received		98.7%	99.6%	+ 0.9%	98.7%	99.6%	+ 0.9%
Days on Market		80	81	+ 1.3%	80	81	+ 1.3%
Affordability Index		95	74	- 22.1%	95	74	- 22.1%
Active Listings		463	378	- 18.4%	--	--	--
Months Supply		1.4	1.1	- 21.4%	--	--	--

Sold Listings

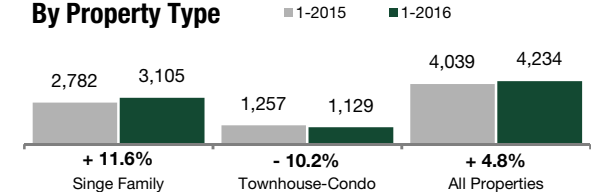
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2015	1-2016	Change	1-2015	1-2016	Change
\$99,999 and Below	9	5	-44.4%	3	2	-33.3%
\$100,000 to \$199,999	61	24	-60.7%	404	185	-54.2%
\$200,000 to \$299,999	508	435	-14.4%	389	385	-1.0%
\$300,000 to \$399,999	514	650	+26.5%	251	279	+11.2%
\$400,000 to \$499,999	483	461	-4.6%	105	126	+20.0%
\$500,000 to \$699,999	633	738	+16.6%	73	98	+34.2%
\$700,000 to \$999,999	335	466	+39.1%	18	40	+122.2%
\$1,000,000 to \$1,999,999	210	276	+31.4%	9	11	+22.2%
\$2,000,000 and Above	29	50	+72.4%	5	3	-40.0%
All Price Ranges	2,782	3,105	+11.6%	1,257	1,129	-10.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2015	1-2016	Change	12-2015	1-2016	Change
\$99,999 and Below	0	1	--	1	0	-100.0%
\$100,000 to \$199,999	1	3	+200.0%	5	5	0.0%
\$200,000 to \$299,999	16	13	-18.8%	19	8	-57.9%
\$300,000 to \$399,999	44	21	-52.3%	21	6	-71.4%
\$400,000 to \$499,999	29	18	-37.9%	6	4	-33.3%
\$500,000 to \$699,999	46	31	-32.6%	4	5	+25.0%
\$700,000 to \$999,999	36	15	-58.3%	2	1	-50.0%
\$1,000,000 to \$1,999,999	24	18	-25.0%	0	0	--
\$2,000,000 and Above	4	3	-25.0%	0	0	--
All Price Ranges	200	123	-38.5%	58	29	-50.0%

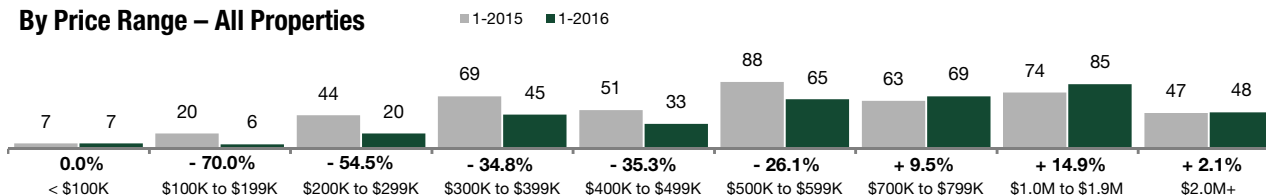
Year to Date

By Price Range	Single Family			Condo		
	1-2015	1-2016	Change	1-2015	1-2016	Change
\$99,999 and Below	1	1	0.0%	0	0	--
\$100,000 to \$199,999	1	3	+200.0%	17	5	-70.6%
\$200,000 to \$299,999	16	13	-18.8%	19	8	-57.9%
\$300,000 to \$399,999	23	21	-8.7%	9	6	-33.3%
\$400,000 to \$499,999	27	18	-33.3%	4	4	0.0%
\$500,000 to \$699,999	23	31	+34.8%	4	5	+25.0%
\$700,000 to \$999,999	13	15	+15.4%	2	1	-50.0%
\$1,000,000 to \$1,999,999	9	18	+100.0%	0	0	--
\$2,000,000 and Above	0	3	--	1	0	-100.0%
All Price Ranges	113	123	+8.8%	56	29	-48.2%

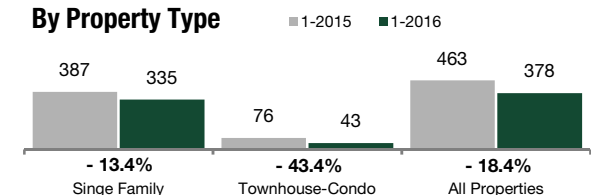
Inventory of Active Listings

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		
	1-2015	1-2016	Change	1-2015	1-2016	Change
\$99,999 and Below	7	7	0.0%	0	0	--
\$100,000 to \$199,999	10	4	-60.0%	10	2	-80.0%
\$200,000 to \$299,999	30	13	-56.7%	14	7	-50.0%
\$300,000 to \$399,999	56	41	-26.8%	13	4	-69.2%
\$400,000 to \$499,999	40	27	-32.5%	11	6	-45.5%
\$500,000 to \$699,999	73	58	-20.5%	15	7	-53.3%
\$700,000 to \$999,999	58	59	+1.7%	5	10	+100.0%
\$1,000,000 to \$1,999,999	70	79	+12.9%	4	6	+50.0%
\$2,000,000 and Above	43	47	+9.3%	4	1	-75.0%
All Price Ranges	387	335	-13.4%	76	43	-43.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2015	1-2016	Change	12-2015	1-2016	Change
\$99,999 and Below	7	7	0.0%	0	0	--
\$100,000 to \$199,999	5	4	-20.0%	3	2	-33.3%
\$200,000 to \$299,999	16	13	-18.8%	2	7	+250.0%
\$300,000 to \$399,999	54	41	-24.1%	13	4	-69.2%
\$400,000 to \$499,999	29	27	-6.9%	6	6	0.0%
\$500,000 to \$699,999	49	58	+18.4%	8	7	-12.5%
\$700,000 to \$999,999	54	59	+9.3%	8	10	+25.0%
\$1,000,000 to \$1,999,999	71	79	+11.3%	6	6	0.0%
\$2,000,000 and Above	48	47	-2.1%	1	1	0.0%
All Price Ranges	333	335	+0.6%	47	43	-8.5%

Year to Date

By Price Range	Single Family			Condo		
	1-2015	1-2016	Change	1-2015	1-2016	Change
\$99,999 and Below	1	1	0.0%	0	0	--
\$100,000 to \$199,999	1	3	+200.0%	17	5	-70.6%
\$200,000 to \$299,999	16	13	-18.8%	19	8	-57.9%
\$300,000 to \$399,999	23	21	-8.7%	9	6	-33.3%
\$400,000 to \$499,999	27	18	-33.3%	4	4	0.0%
\$500,000 to \$699,999	23	31	+34.8%	4	5	+25.0%
\$700,000 to \$999,999	13	15	+15.4%	2	1	-50.0%
\$1,000,000 to \$1,999,999	9	18	+100.0%	0	0	--
\$2,000,000 and Above	0	3	--	1	0	-100.0%
All Price Ranges	113	123	+8.8%	56	29	-48.2%

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.