

Monthly Indicators



November 2015

Percent changes calculated using year-over-year comparisons.

New Listings were up 4.3 percent for single family homes but decreased 32.3 percent for townhouse-condo properties. Pending sales clocked in at 190 for single family homes and 61 for townhouse-condo properties.

The Median Sales Price was up 9.8 percent to \$495,000 for single family homes and 10.2 percent to \$270,000 for townhouse-condo properties. Days on Market decreased 5.1 percent for single family homes and 25.4 percent for condo properties.

Unemployment rates across the nation changed little last month, which bodes well for an increase in buying activity. The national jobless rate was 5.0 percent in October, which was 0.7 percent lower than the year prior. Although housing and employment data are quite positive at this juncture, it is still certainly possible for listings and sales to be down in year-over-year comparisons. Bad weather and the mix of housing available to buyers tend to have a greater effect on trends at the end of the year than during the midsummer months.

Activity Snapshot

- 19.3% **+ 13.6%** **- 9.7%**

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	11-2014	11-2015	Percent Change	YTD-2014	YTD-2015	Percent Change
New Listings		139	145	+ 4.3%	3,746	3,736	- 0.3%
Pending / Under Contract		153	190	+ 24.2%	2,671	3,004	+ 12.5%
Sold Listings		193	161	- 16.6%	2,615	2,872	+ 9.8%
Median Sales Price		\$451,000	\$495,000	+ 9.8%	\$459,000	\$487,250	+ 6.2%
Average Sales Price		\$551,489	\$661,968	+ 20.0%	\$547,979	\$594,666	+ 8.5%
Pct. of List Price Received		98.6%	99.0%	+ 0.4%	98.9%	99.9%	+ 1.0%
Days on Market		78	74	- 5.1%	71	65	- 8.5%
Affordability Index		77	73	- 5.2%	76	74	- 2.6%
Active Listings		526	388	- 26.2%	--	--	--
Months Supply		2.2	1.5	- 31.8%	--	--	--

Townhouse-Condo Market Overview

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

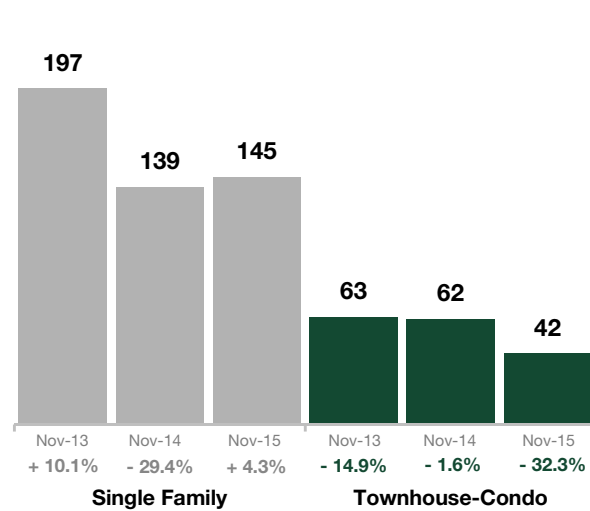


Key Metrics	Historical Sparkbars	11-2014	11-2015	Percent Change	YTD-2014	YTD-2015	Percent Change
New Listings		62	42	- 32.3%	1,361	1,217	- 10.6%
Pending / Under Contract		62	61	- 1.6%	1,174	1,121	- 4.5%
Sold Listings		87	65	- 25.3%	1,167	1,092	- 6.4%
Median Sales Price		\$245,000	\$270,000	+ 10.2%	\$254,304	\$294,500	+ 15.8%
Average Sales Price		\$317,142	\$315,358	- 0.6%	\$298,130	\$345,509	+ 15.9%
Pct. of List Price Received		98.9%	101.9%	+ 3.0%	99.6%	102.2%	+ 2.6%
Days on Market		59	44	- 25.4%	65	49	- 24.6%
Affordability Index		141	134	- 5.0%	136	123	- 9.6%
Active Listings		117	51	- 56.4%	--	--	--
Months Supply		1.1	0.5	- 54.5%	--	--	--

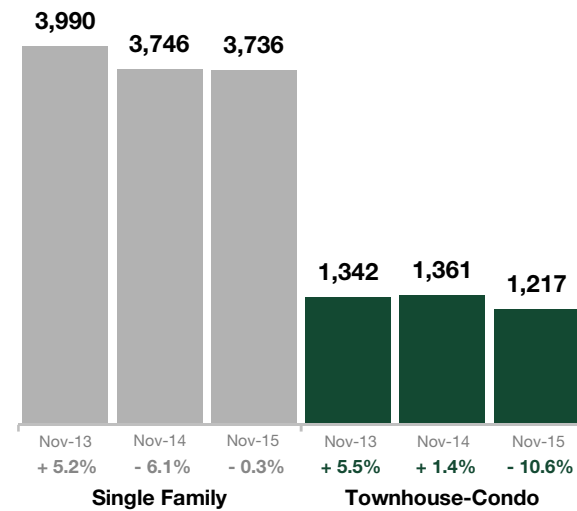
New Listings



November

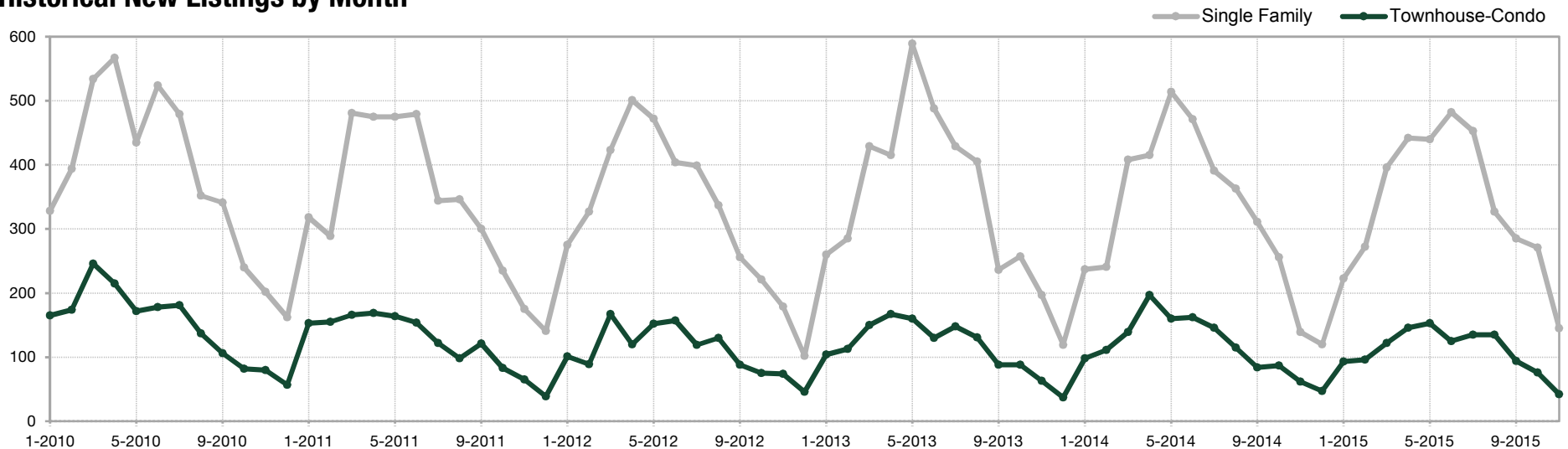


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	442	+6.5%	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	327	-9.9%	135	+17.4%
Sep-2015	285	-8.4%	94	+11.9%
Oct-2015	271	+5.9%	76	-12.6%
Nov-2015	145	+4.3%	42	-32.3%

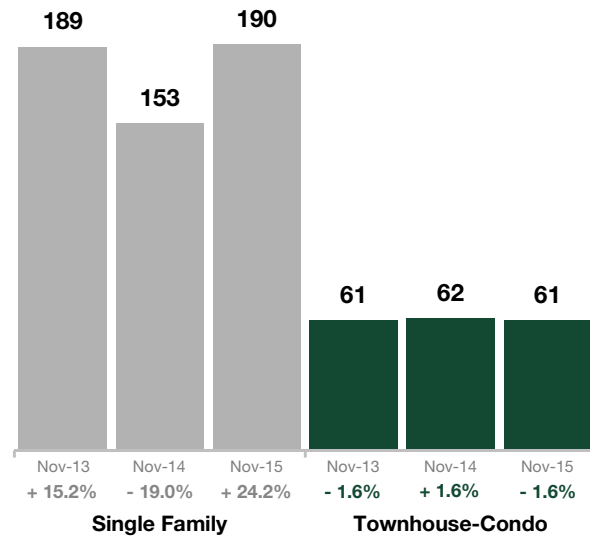
Historical New Listings by Month



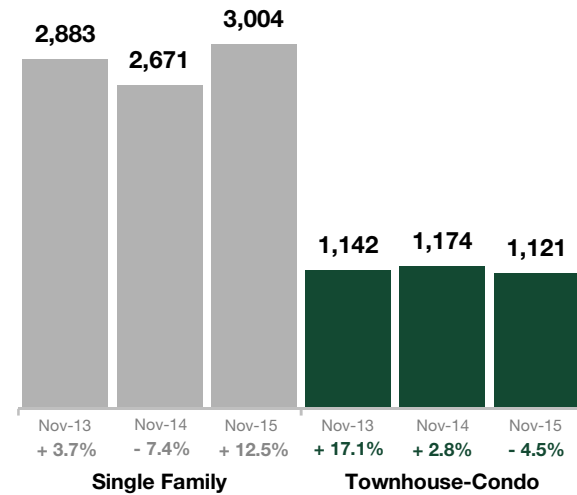
Pending / Under Contract



November

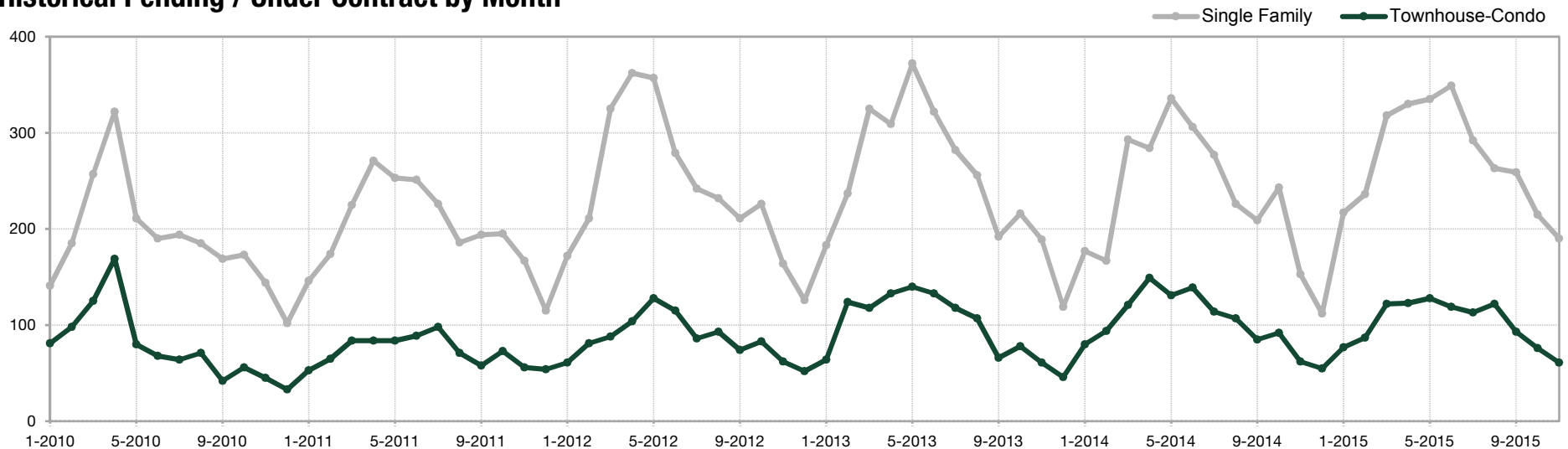


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	330	+16.2%	123	-17.4%
May-2015	335	-0.3%	128	-2.3%
Jun-2015	349	+14.1%	119	-14.4%
Jul-2015	292	+5.4%	113	-0.9%
Aug-2015	263	+16.4%	122	+14.0%
Sep-2015	259	+23.9%	93	+9.4%
Oct-2015	215	-11.5%	76	-17.4%
Nov-2015	190	+24.2%	61	-1.6%

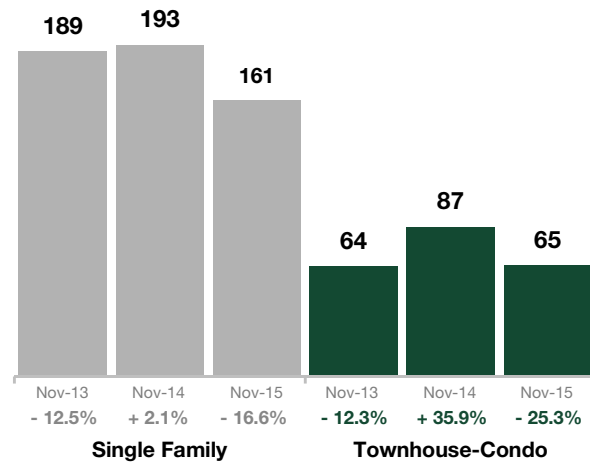
Historical Pending / Under Contract by Month



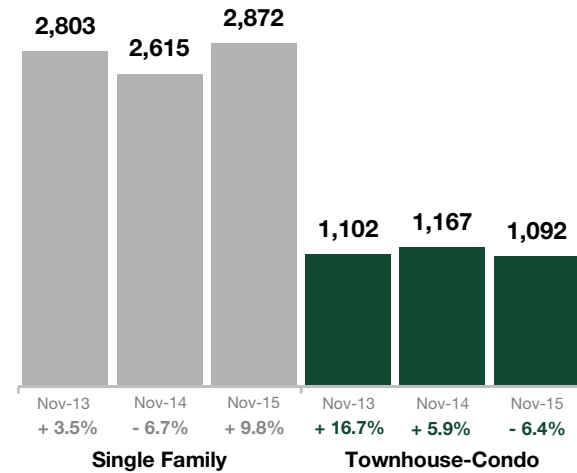
Sold Listings



November

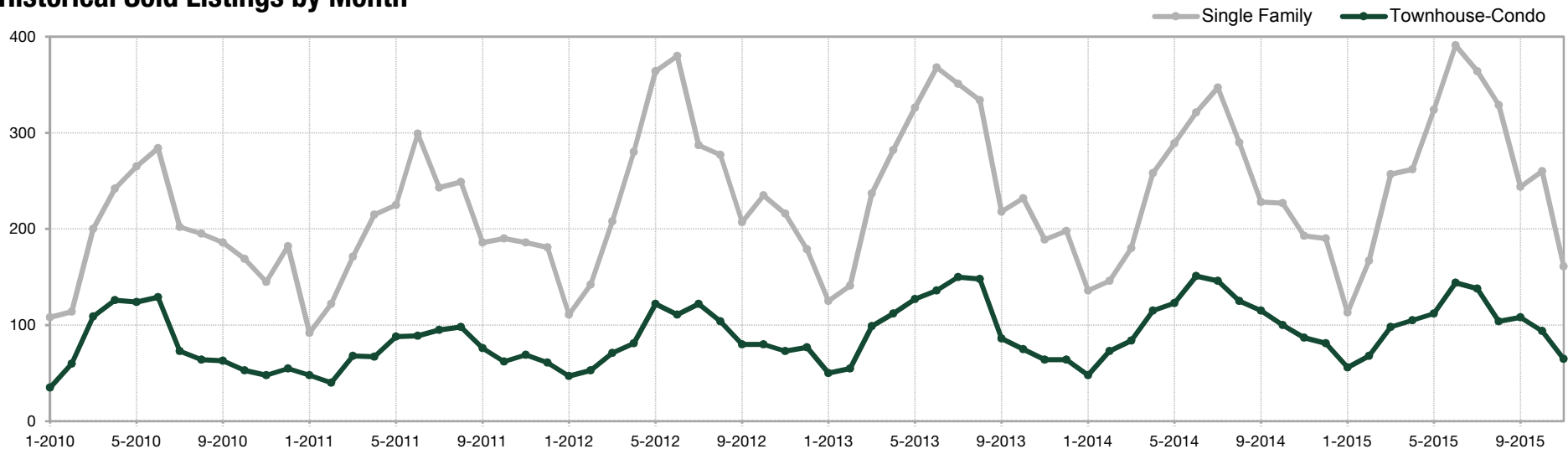


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	391	+21.8%	144	-4.6%
Jul-2015	364	+4.9%	138	-5.5%
Aug-2015	329	+13.4%	104	-16.8%
Sep-2015	244	+7.0%	108	-6.1%
Oct-2015	260	+14.5%	94	-6.0%
Nov-2015	161	-16.6%	65	-25.3%

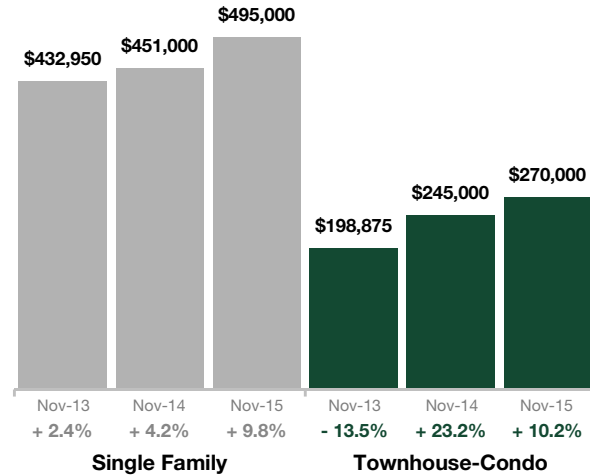
Historical Sold Listings by Month



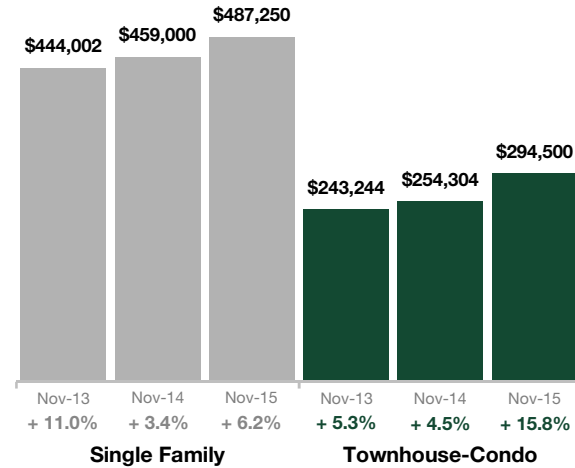
Median Sales Price



November

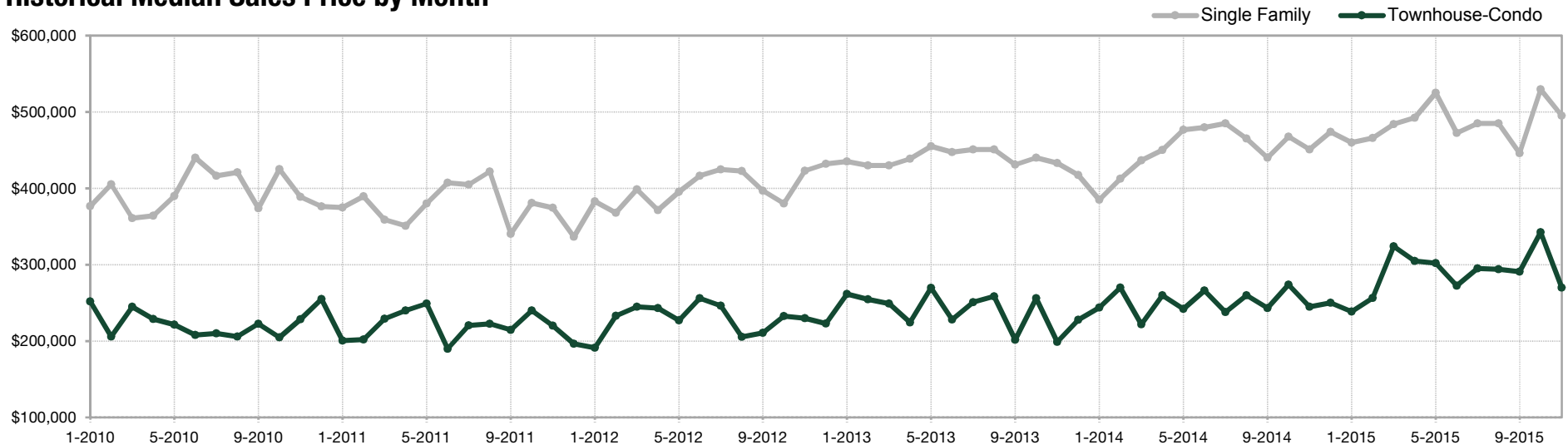


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$472,500	-1.5%	\$272,500	+2.4%
Jul-2015	\$485,120	+0.0%	\$295,125	+24.0%
Aug-2015	\$485,000	+4.3%	\$294,000	+13.1%
Sep-2015	\$446,000	+1.4%	\$291,000	+19.7%
Oct-2015	\$529,450	+13.3%	\$342,500	+25.1%
Nov-2015	\$495,000	+9.8%	\$270,000	+10.2%

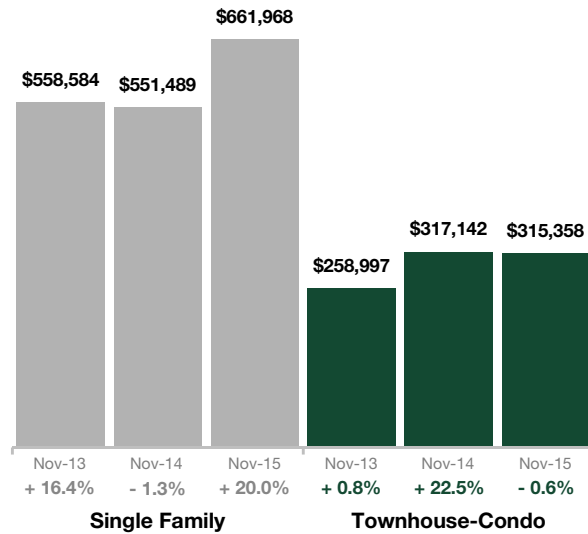
Historical Median Sales Price by Month



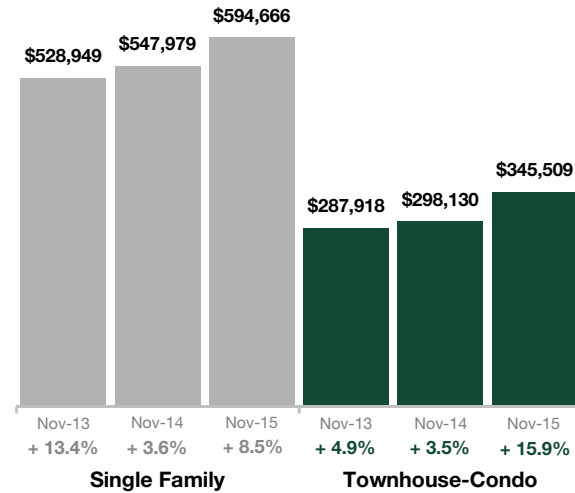
Average Sales Price



November

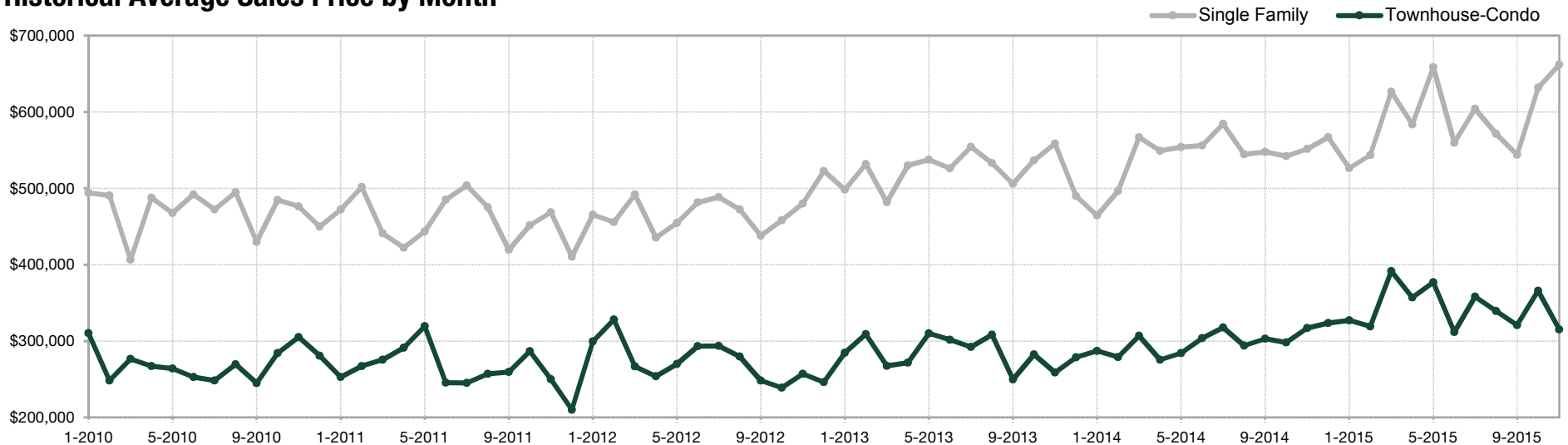


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$559,647	+0.7%	\$311,689	+2.7%
Jul-2015	\$604,240	+3.4%	\$358,212	+12.7%
Aug-2015	\$571,527	+5.0%	\$339,404	+15.4%
Sep-2015	\$543,741	-0.7%	\$321,028	+5.9%
Oct-2015	\$631,767	+16.6%	\$365,787	+22.7%
Nov-2015	\$661,968	+20.0%	\$315,358	-0.6%

Historical Average Sales Price by Month

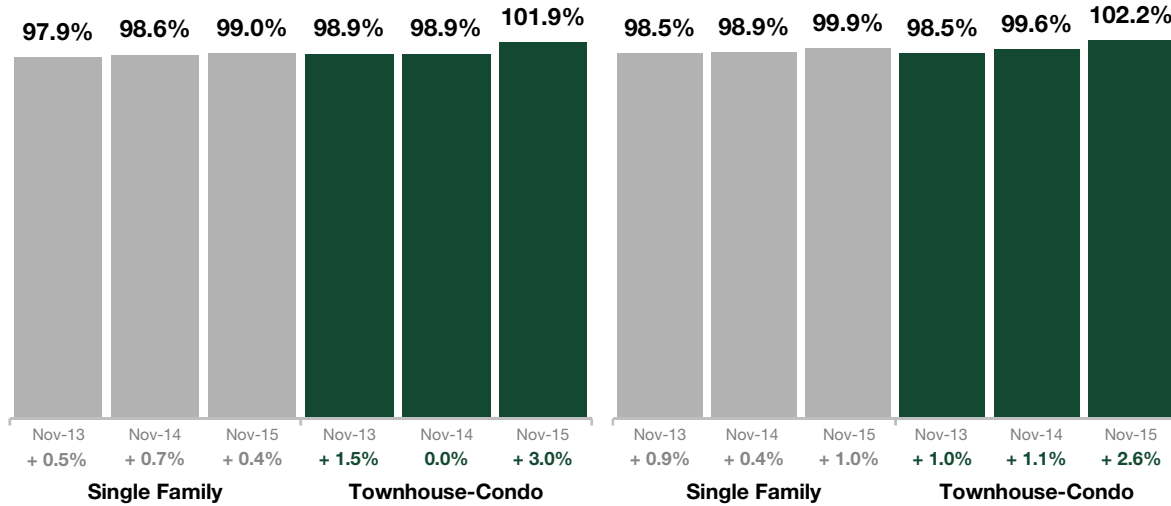


Percent of List Price Received



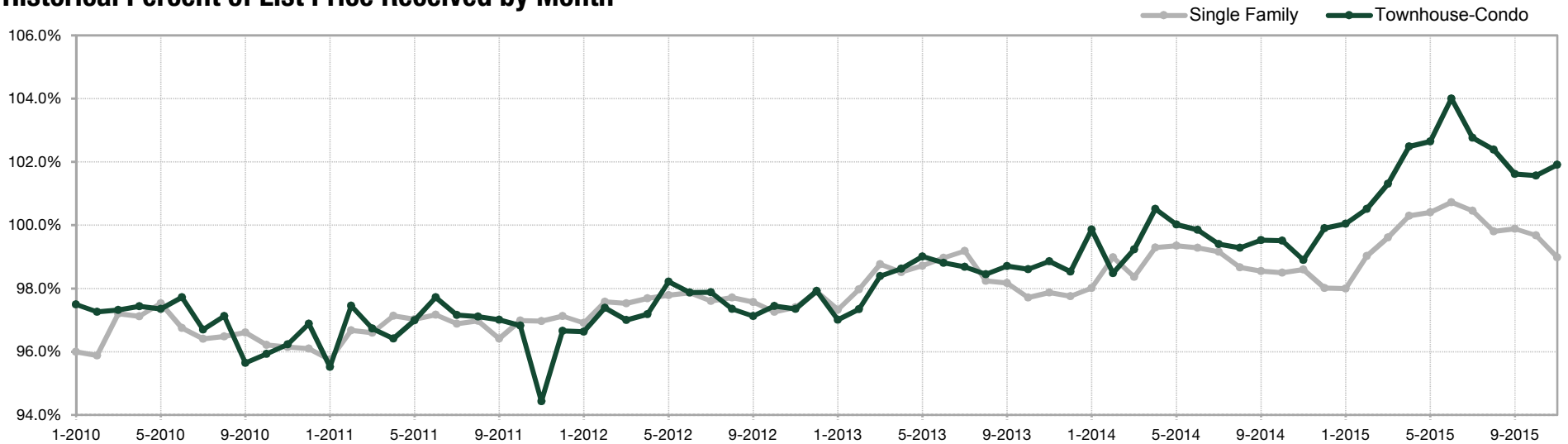
November

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	100.5%	+1.3%	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	99.0%	+0.4%	101.9%	+3.0%

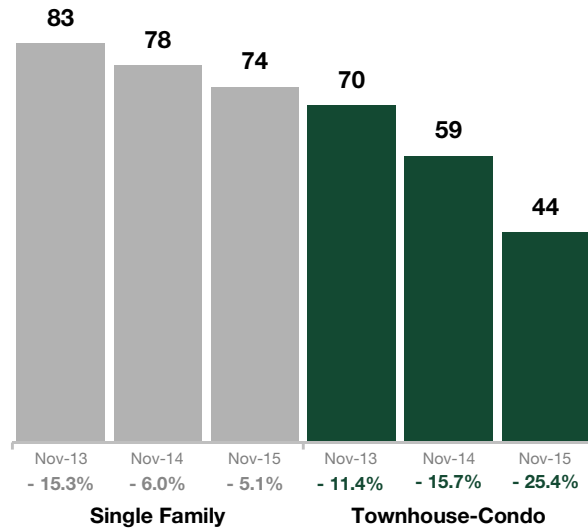
Historical Percent of List Price Received by Month



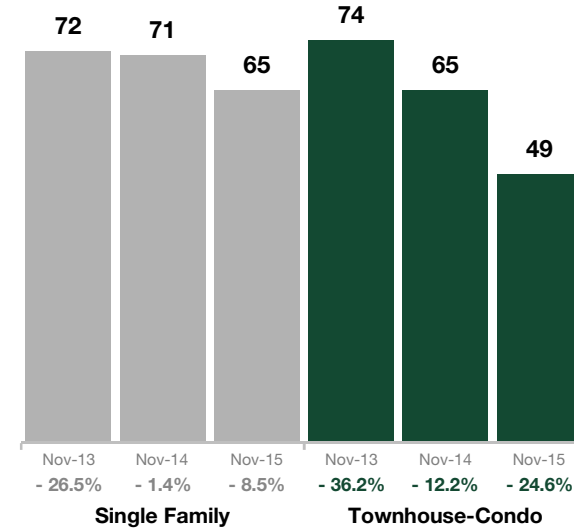
Days on Market Until Sale



November

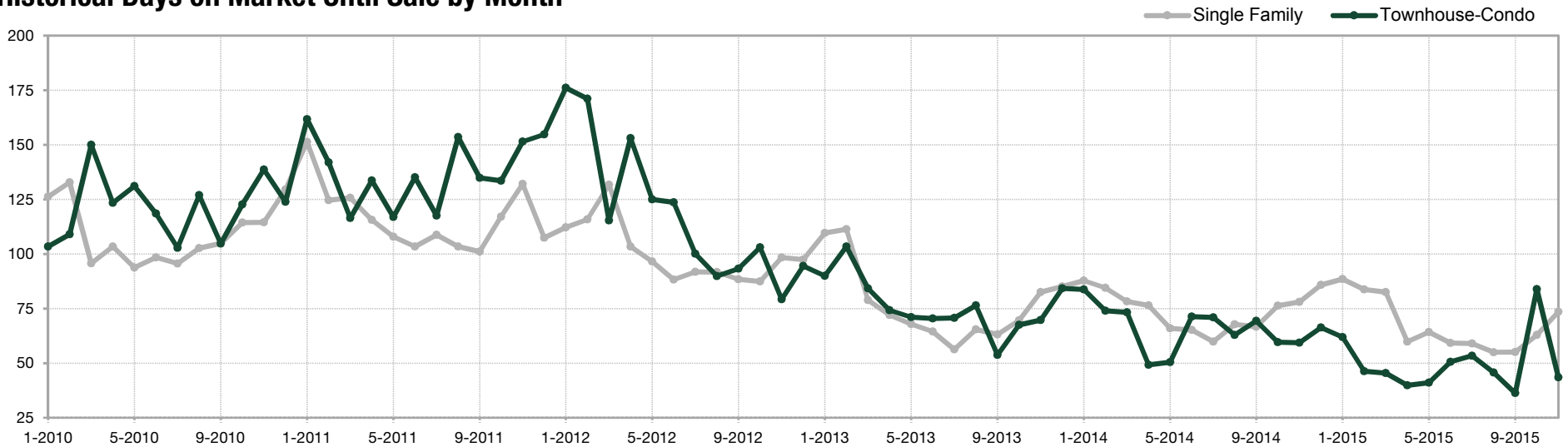


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	55	-17.9%	36	-47.8%
Oct-2015	63	-17.1%	84	+40.0%
Nov-2015	74	-5.1%	44	-25.4%

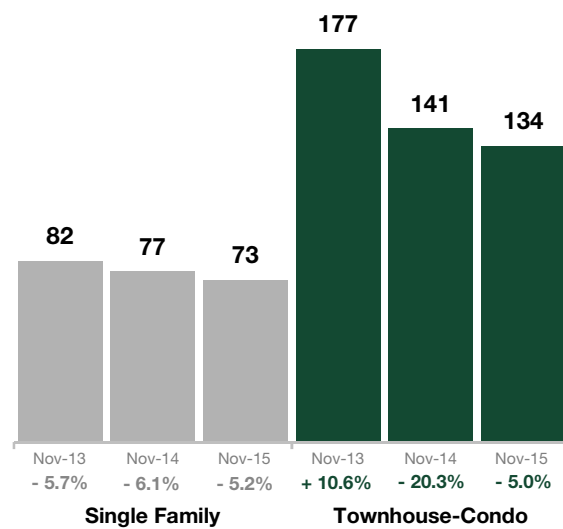
Historical Days on Market Until Sale by Month



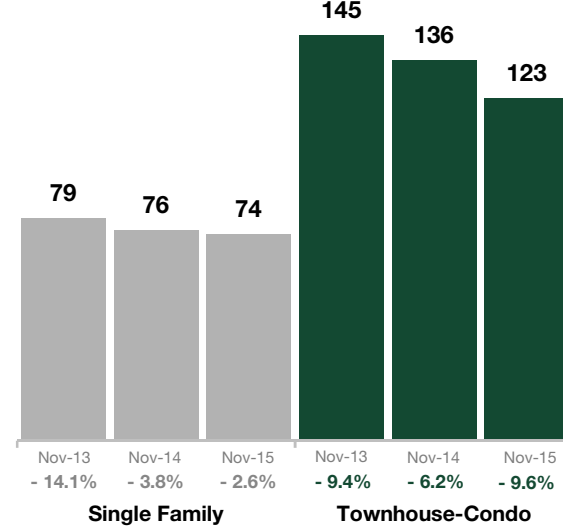
Housing Affordability Index



November

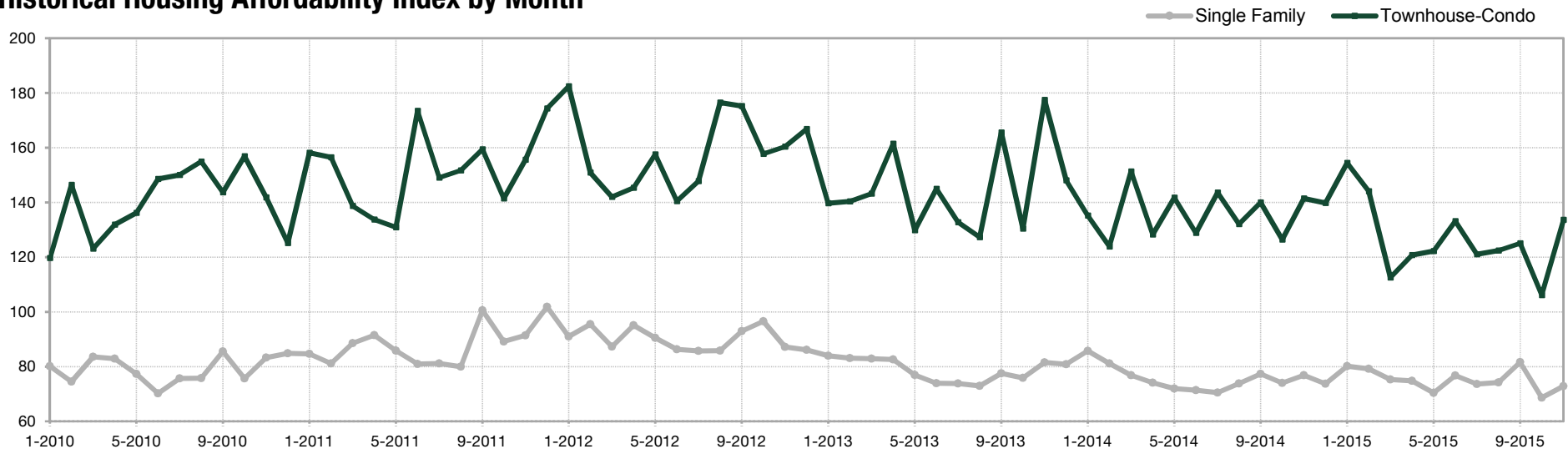


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	82	+6.5%	125	-10.7%
Oct-2015	69	-6.8%	106	-15.9%
Nov-2015	73	-5.2%	134	-5.0%

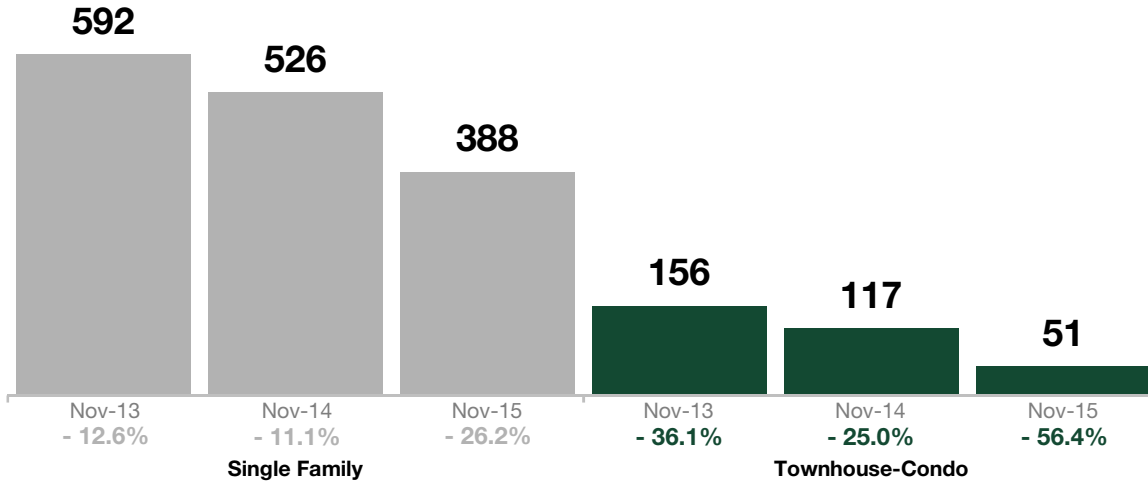
Historical Housing Affordability Index by Month



Inventory of Active Listings

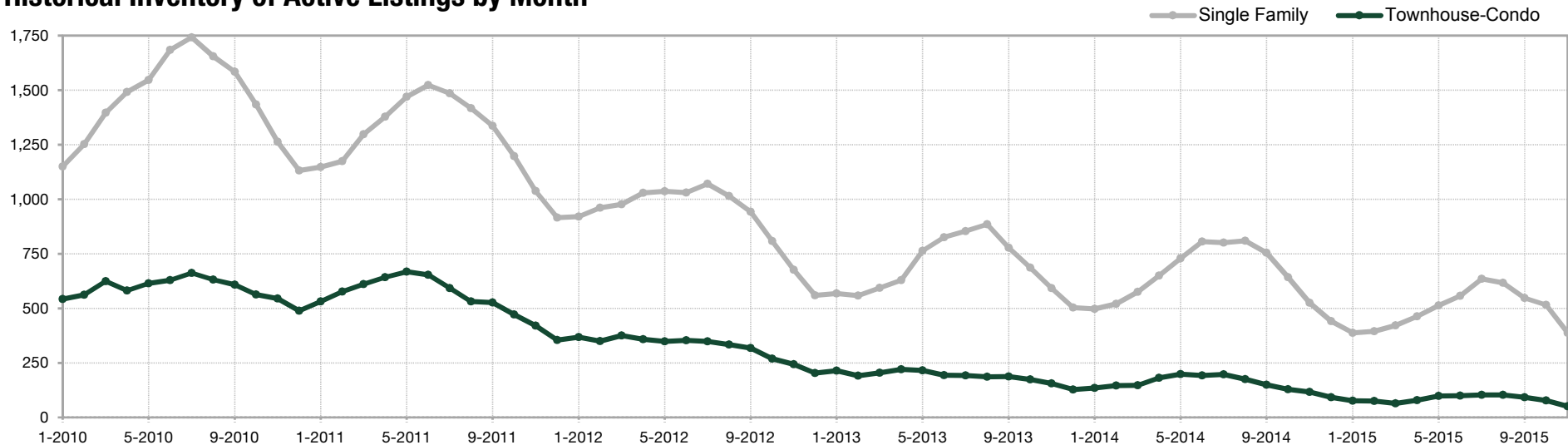


November



Active Listings	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
Dec-2014	441	-12.5%	92	-28.1%
Jan-2015	388	-21.9%	77	-43.0%
Feb-2015	395	-24.0%	76	-47.9%
Mar-2015	422	-26.6%	65	-55.8%
Apr-2015	463	-28.8%	79	-56.6%
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	617	-23.8%	103	-41.1%
Sep-2015	547	-27.5%	92	-38.7%
Oct-2015	516	-19.8%	78	-39.5%
Nov-2015	388	-26.2%	51	-56.4%

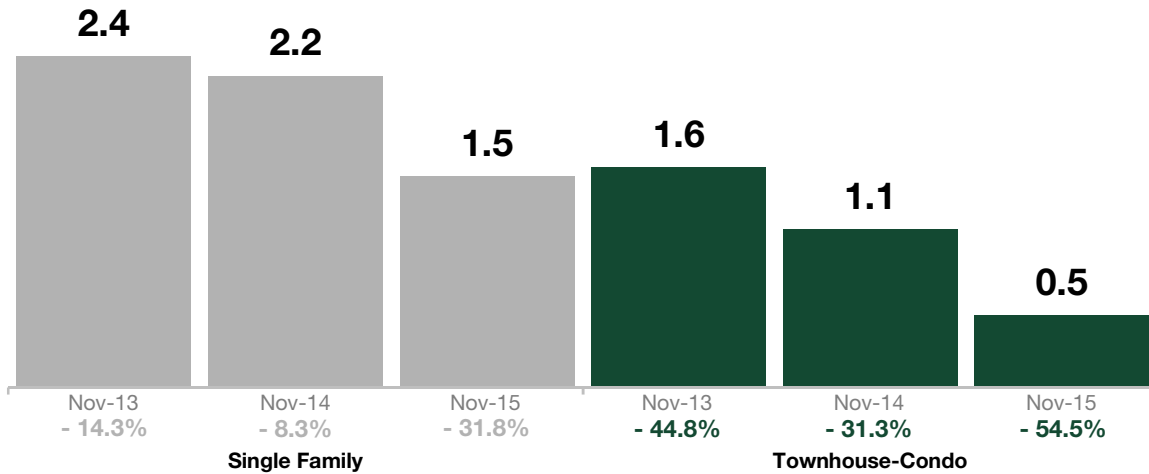
Historical Inventory of Active Listings by Month



Months Supply of Inventory

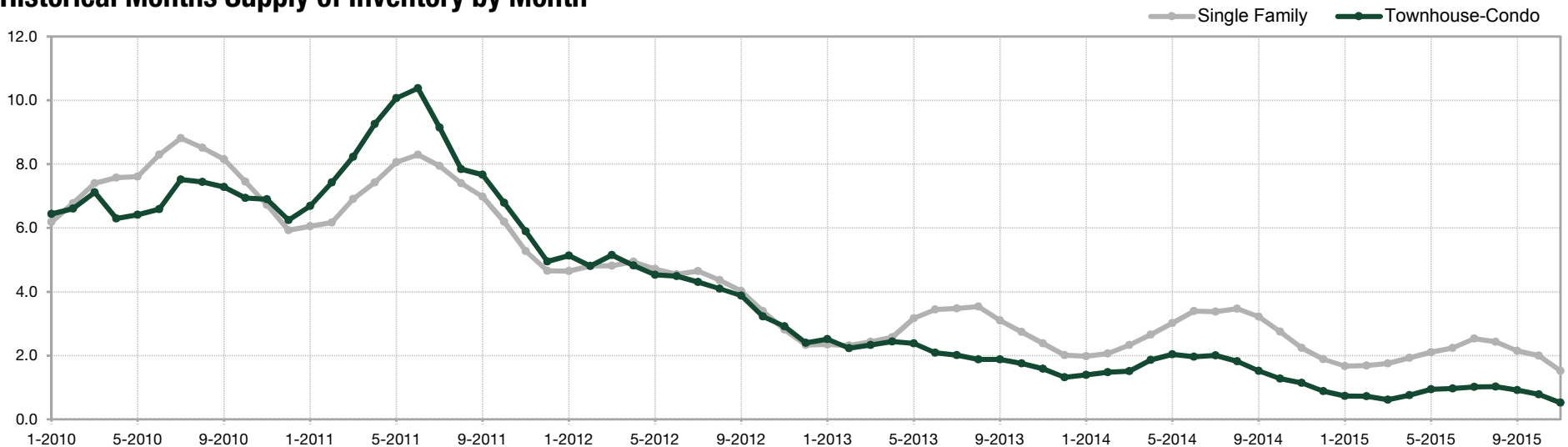


November



Months Supply	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
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%	0.8	-57.9%
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	1.5	-31.8%	0.5	-54.5%

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.



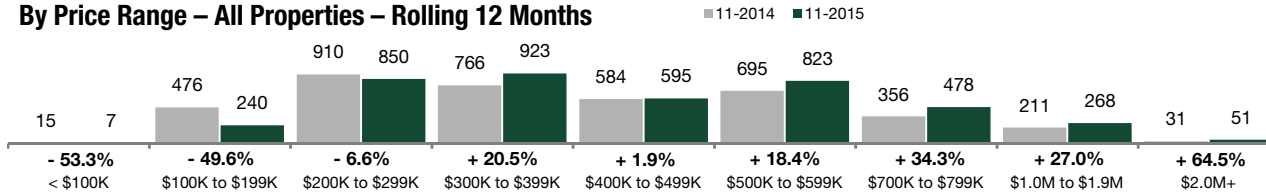
Key Metrics	Historical Sparkbars	11-2014	11-2015	Percent Change	YTD-2014	YTD-2015	Percent Change
New Listings		201	187	- 7.0%	5,107	4,953	- 3.0%
Pending / Under Contract		215	251	+ 16.7%	3,845	4,125	+ 7.3%
Sold Listings		280	226	- 19.3%	3,782	3,964	+ 4.8%
Median Sales Price		\$375,000	\$425,983	+ 13.6%	\$377,900	\$415,000	+ 9.8%
Average Sales Price		\$478,674	\$562,279	+ 17.5%	\$470,864	\$526,028	+ 11.7%
Pct. of List Price Received		98.7%	99.8%	+ 1.1%	99.1%	100.6%	+ 1.5%
Days on Market		72	65	- 9.7%	69	61	- 11.6%
Affordability Index		92	85	- 7.6%	92	87	- 5.4%
Active Listings		643	439	- 31.7%	--	--	--
Months Supply		1.9	1.2	- 36.8%	--	--	--

Sold Listings

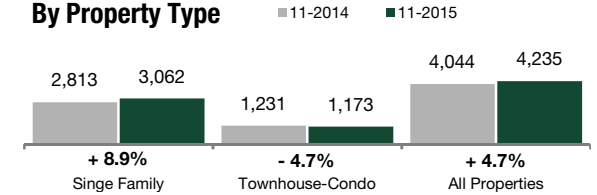
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change
\$99,999 and Below	10	6	-40.0%	5	1	-80.0%
\$100,000 to \$199,999	69	26	-62.3%	407	214	-47.4%
\$200,000 to \$299,999	542	444	-18.1%	368	406	+10.3%
\$300,000 to \$399,999	520	650	+25.0%	246	273	+11.0%
\$400,000 to \$499,999	483	467	-3.3%	101	128	+26.7%
\$500,000 to \$699,999	621	727	+17.1%	74	96	+29.7%
\$700,000 to \$999,999	339	439	+29.5%	17	39	+129.4%
\$1,000,000 to \$1,999,999	201	257	+27.9%	10	11	+10.0%
\$2,000,000 and Above	28	46	+64.3%	3	5	+66.7%
All Price Ranges	2,813	3,062	+8.9%	1,231	1,173	-4.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2015	11-2015	Change	10-2015	11-2015	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	3	0	-100.0%	10	9	-10.0%
\$200,000 to \$299,999	34	17	-50.0%	29	28	-3.4%
\$300,000 to \$399,999	49	37	-24.5%	27	14	-48.1%
\$400,000 to \$499,999	31	27	-12.9%	13	6	-53.8%
\$500,000 to \$699,999	68	42	-38.2%	11	6	-45.5%
\$700,000 to \$999,999	42	24	-42.9%	3	2	-33.3%
\$1,000,000 to \$1,999,999	26	11	-57.7%	1	0	-100.0%
\$2,000,000 and Above	6	3	-50.0%	0	0	--
All Price Ranges	260	161	-38.1%	94	65	-30.9%

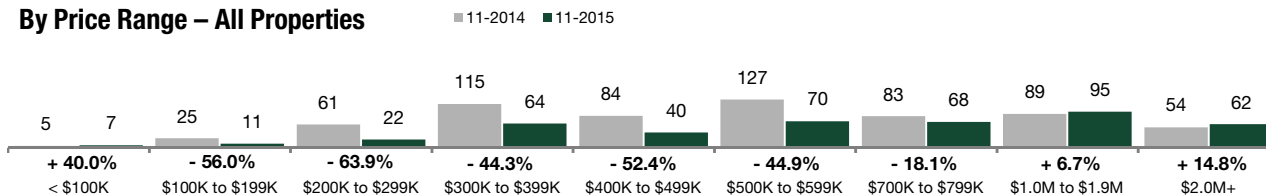
Year to Date

By Price Range	Single Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change
\$99,999 and Below	8	5	-37.5%	3	1	-66.7%
\$100,000 to \$199,999	57	21	-63.2%	384	191	-50.3%
\$200,000 to \$299,999	506	421	-16.8%	351	375	+6.8%
\$300,000 to \$399,999	480	606	+26.3%	233	259	+11.2%
\$400,000 to \$499,999	441	433	-1.8%	96	120	+25.0%
\$500,000 to \$699,999	587	678	+15.5%	71	93	+31.0%
\$700,000 to \$999,999	319	423	+32.6%	17	38	+123.5%
\$1,000,000 to \$1,999,999	190	242	+27.4%	9	11	+22.2%
\$2,000,000 and Above	27	43	+59.3%	3	4	+33.3%
All Price Ranges	2,615	2,872	+9.8%	1,167	1,092	-6.4%

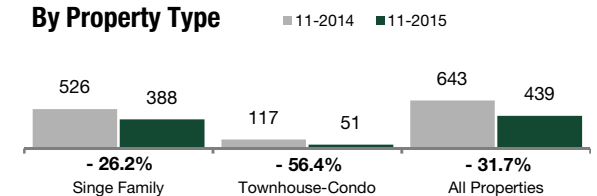
Inventory of Active Listings

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		
	11-2014	11-2015	Change	11-2014	11-2015	Change
\$99,999 and Below	5	7	+40.0%	0	0	--
\$100,000 to \$199,999	9	8	-11.1%	16	3	-81.3%
\$200,000 to \$299,999	26	16	-38.5%	35	6	-82.9%
\$300,000 to \$399,999	101	53	-47.5%	14	11	-21.4%
\$400,000 to \$499,999	71	34	-52.1%	13	6	-53.8%
\$500,000 to \$699,999	108	61	-43.5%	19	9	-52.6%
\$700,000 to \$999,999	72	61	-15.3%	11	7	-36.4%
\$1,000,000 to \$1,999,999	85	88	+3.5%	4	7	+75.0%
\$2,000,000 and Above	49	60	+22.4%	5	2	-60.0%
All Price Ranges	526	388	-26.2%	117	51	-56.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2015	11-2015	Change	10-2015	11-2015	Change
\$99,999 and Below	6	7	+16.7%	1	0	-100.0%
\$100,000 to \$199,999	9	8	-11.1%	4	3	-25.0%
\$200,000 to \$299,999	20	16	-20.0%	16	6	-62.5%
\$300,000 to \$399,999	57	53	-7.0%	21	11	-47.6%
\$400,000 to \$499,999	51	34	-33.3%	6	6	0.0%
\$500,000 to \$699,999	91	61	-33.0%	15	9	-40.0%
\$700,000 to \$999,999	97	61	-37.1%	7	7	0.0%
\$1,000,000 to \$1,999,999	117	88	-24.8%	7	7	0.0%
\$2,000,000 and Above	68	60	-11.8%	1	2	+100.0%
All Price Ranges	516	388	-24.8%	78	51	-34.6%

Year to Date

By Price Range	Single Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change
\$99,999 and Below	8	5	-37.5%	3	1	-66.7%
\$100,000 to \$199,999	57	21	-63.2%	384	191	-50.3%
\$200,000 to \$299,999	506	421	-16.8%	351	375	+6.8%
\$300,000 to \$399,999	480	606	+26.3%	233	259	+11.2%
\$400,000 to \$499,999	441	433	-1.8%	96	120	+25.0%
\$500,000 to \$699,999	587	678	+15.5%	71	93	+31.0%
\$700,000 to \$999,999	319	423	+32.6%	17	38	+123.5%
\$1,000,000 to \$1,999,999	190	242	+27.4%	9	11	+22.2%
\$2,000,000 and Above	27	43	+59.3%	3	4	+33.3%
All Price Ranges	2,615	2,872	+9.8%	1,167	1,092	-6.4%

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.