



Monthly Indicators

February 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 1.5 percent for single family homes and 25.0 percent for townhouse-condo properties. Pending Sales landed at 223 for single family homes and 76 for townhouse-condo properties.

The Median Sales Price was up 15.8 percent to \$602,000 for single family homes and 4.2 percent to \$410,000 for townhouse-condo properties. Days on Market increased 10.1 percent for single family homes and 29.3 percent for townhouse-condo properties.

In February, prevailing mortgage rates continued to rise. This has a notable impact on housing affordability and can leave consumers choosing between higher payments or lower-priced homes. According to the Mortgage Bankers Association, the average rate for 30-year fixed-rate mortgages with a 20 percent down payment that qualify for backing by Fannie Mae and Freddie Mac rose to its highest level since January 2014. A 4.5 or 4.6 percent rate might not seem high to those with extensive real estate experience, but it is newly high for many potential first-time home buyers. Upward rate pressure is likely to continue as long as the economy fares well.

Activity Snapshot

+ 19.5% **+ 11.0%** **+ 13.1%**

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	2-2017	2-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		275	271	- 1.5%	510	514	+ 0.8%
Pending / Under Contract		198	223	+ 12.6%	375	418	+ 11.5%
Sold Listings		140	156	+ 11.4%	315	290	- 7.9%
Median Sales Price		\$520,000	\$602,000	+ 15.8%	\$550,000	\$597,000	+ 8.5%
Average Sales Price		\$611,396	\$714,554	+ 16.9%	\$643,309	\$745,841	+ 15.9%
Pct. of List Price Received		99.4%	99.5%	+ 0.1%	99.0%	98.9%	- 0.1%
Days on Market		69	76	+ 10.1%	79	80	+ 1.3%
Affordability Index		67	57	- 14.9%	64	58	- 9.4%
Active Listings		391	357	- 8.7%	--	--	--
Months Supply		1.6	1.4	- 12.5%	--	--	--

Townhouse-Condo Market Overview

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

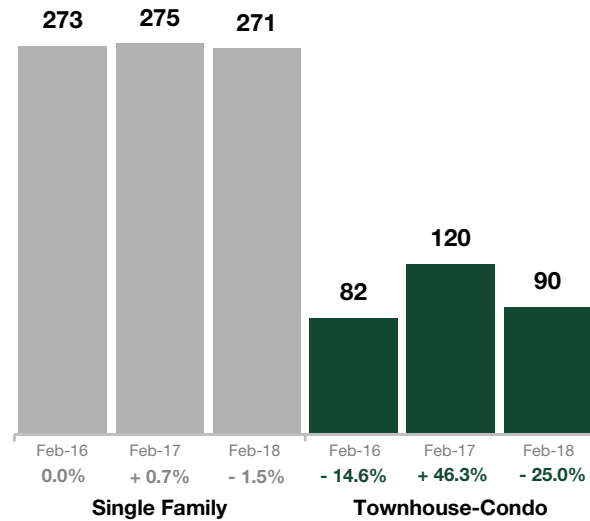


Key Metrics	Historical Sparkbars	2-2017	2-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		120	90	- 25.0%	212	195	- 8.0%
Pending / Under Contract		106	76	- 28.3%	166	160	- 3.6%
Sold Listings		50	71	+ 42.0%	94	142	+ 51.1%
Median Sales Price		\$393,500	\$410,000	+ 4.2%	\$391,000	\$419,500	+ 7.3%
Average Sales Price		\$437,891	\$450,249	+ 2.8%	\$443,604	\$465,664	+ 5.0%
Pct. of List Price Received		100.4%	100.5%	+ 0.1%	99.8%	100.0%	+ 0.2%
Days on Market		41	53	+ 29.3%	54	61	+ 13.0%
Affordability Index		89	84	- 5.6%	90	82	- 8.9%
Active Listings		93	104	+ 11.8%	--	--	--
Months Supply		1.1	1.1	0.0%	--	--	--

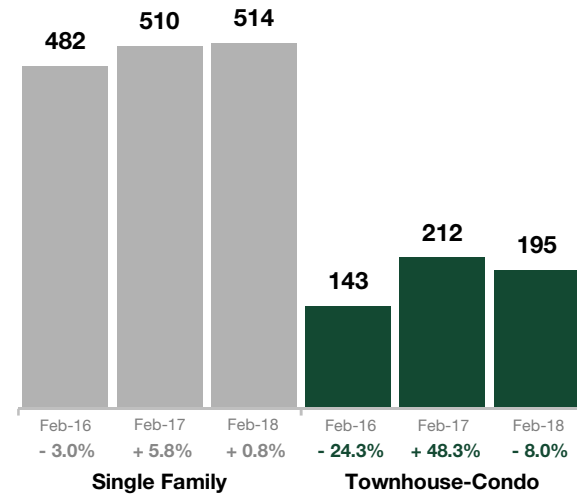
New Listings



February

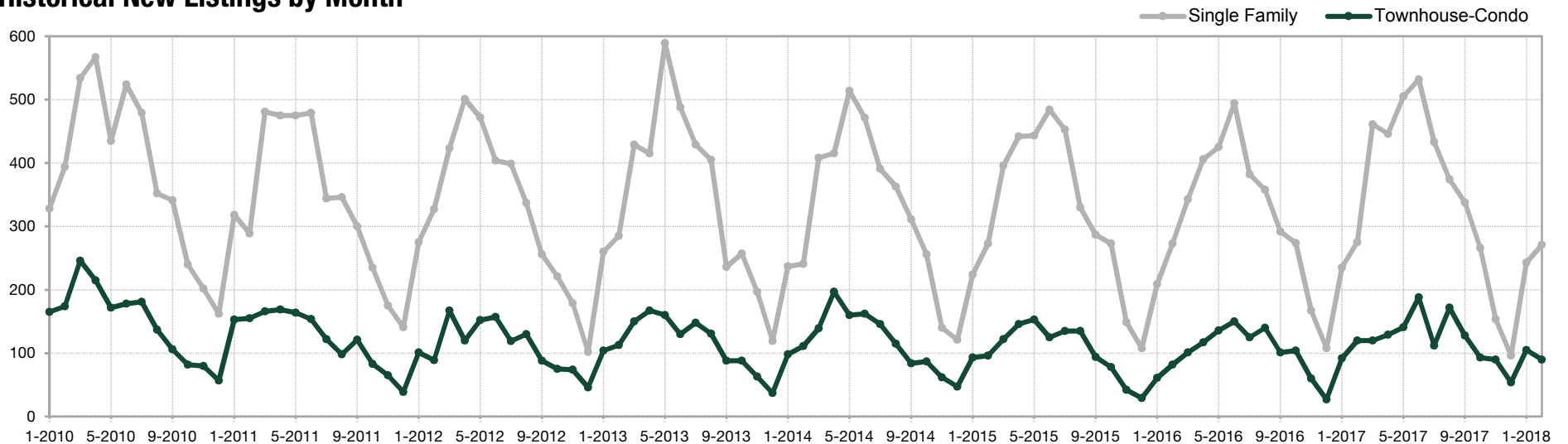


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	461	+34.4%	120	+18.8%
Apr-2017	446	+9.9%	129	+10.3%
May-2017	505	+18.8%	141	+3.7%
Jun-2017	532	+7.7%	188	+25.3%
Jul-2017	433	+13.4%	112	-10.4%
Aug-2017	374	+4.5%	172	+22.9%
Sep-2017	338	+15.8%	128	+26.7%
Oct-2017	266	-2.9%	93	-10.6%
Nov-2017	154	-7.8%	90	+50.0%
Dec-2017	96	-11.1%	54	+100.0%
Jan-2018	243	+3.4%	105	+14.1%
Feb-2018	271	-1.5%	90	-25.0%

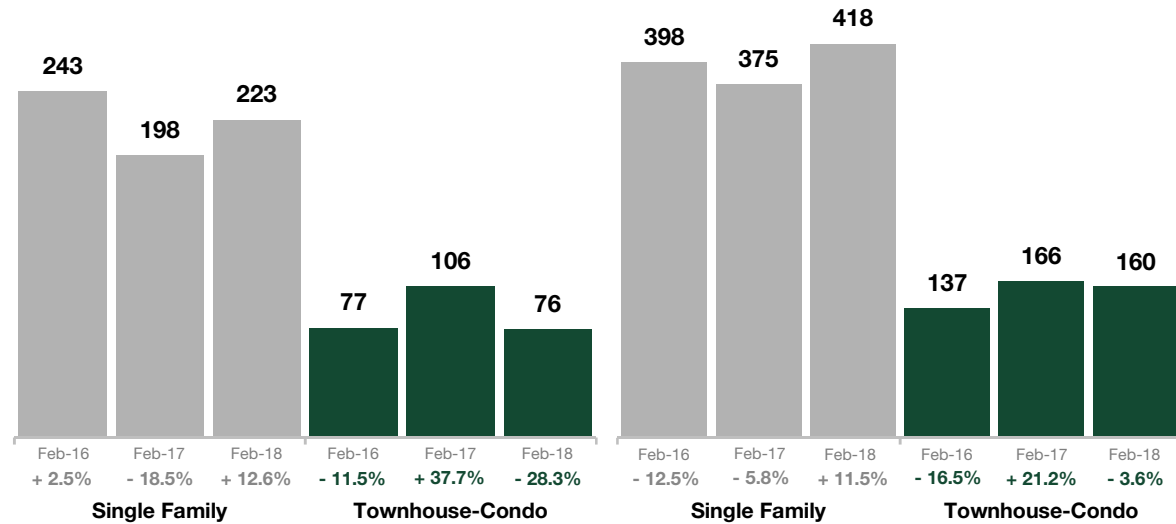
Historical New Listings by Month



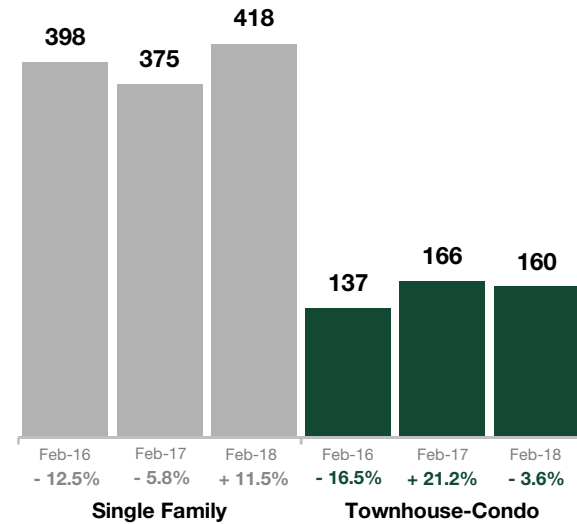
Pending / Under Contract



February

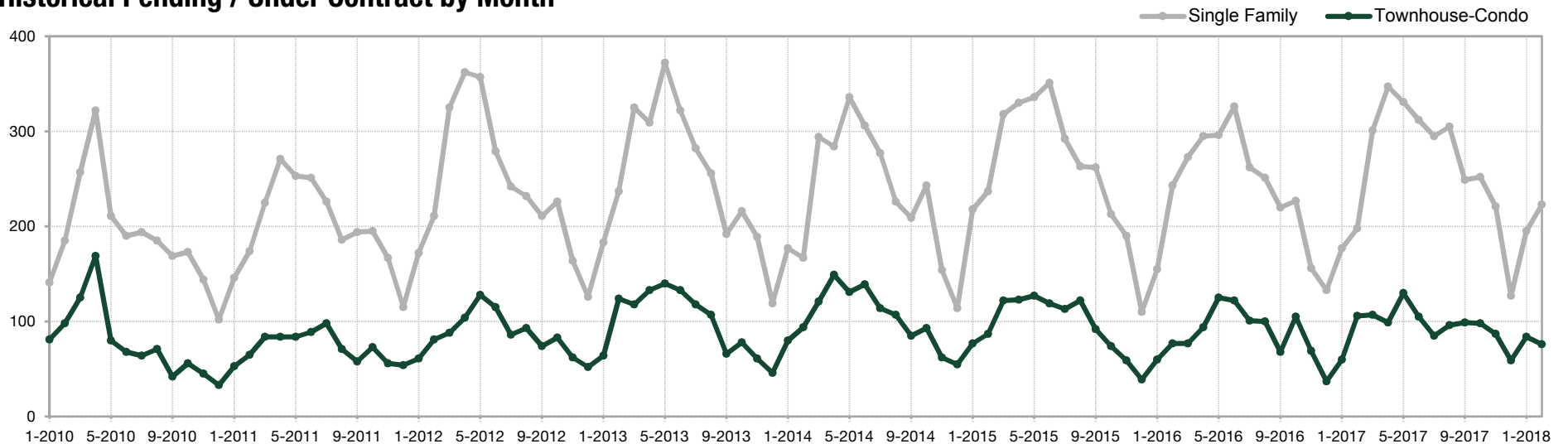


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	301	+10.3%	107	+39.0%
Apr-2017	347	+17.6%	99	+5.3%
May-2017	331	+11.8%	130	+4.0%
Jun-2017	312	-4.3%	105	-13.9%
Jul-2017	295	+12.6%	85	-15.8%
Aug-2017	305	+21.5%	96	-4.0%
Sep-2017	249	+13.2%	99	+45.6%
Oct-2017	252	+11.0%	98	-6.7%
Nov-2017	221	+41.7%	87	+26.1%
Dec-2017	127	-4.5%	59	+59.5%
Jan-2018	195	+10.2%	84	+40.0%
Feb-2018	223	+12.6%	76	-28.3%

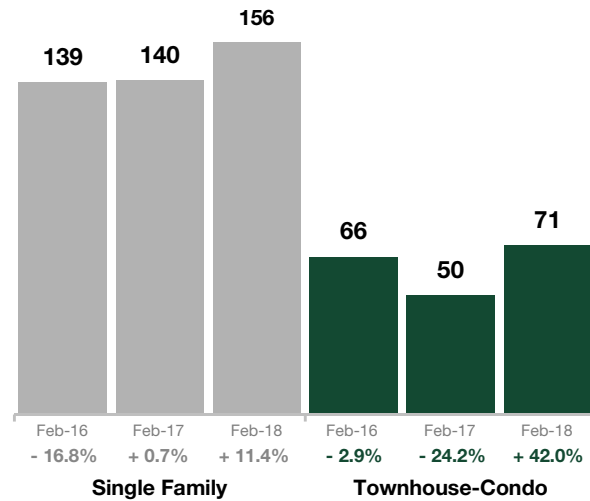
Historical Pending / Under Contract by Month



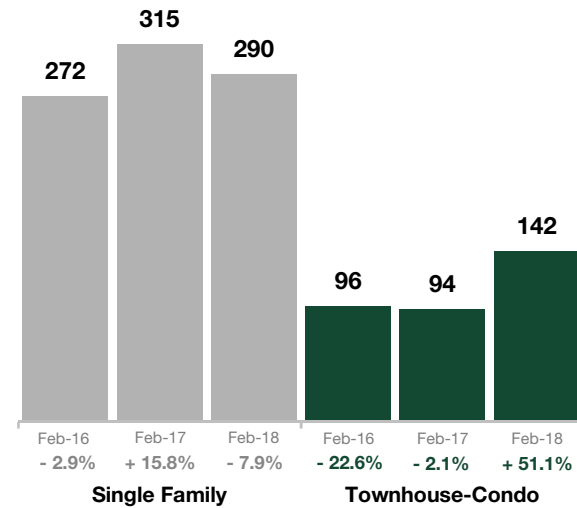
Sold Listings



February

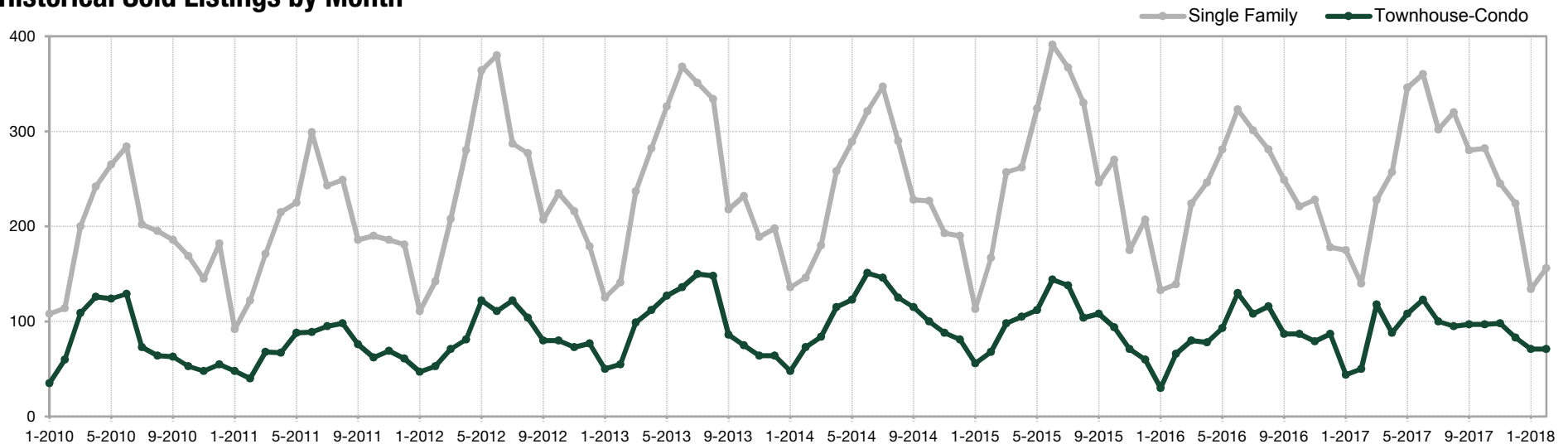


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	228	+1.8%	118	+47.5%
Apr-2017	257	+4.5%	88	+12.8%
May-2017	346	+23.1%	108	+16.1%
Jun-2017	360	+11.5%	123	-5.4%
Jul-2017	302	+0.3%	100	-7.4%
Aug-2017	320	+13.9%	95	-18.1%
Sep-2017	280	+12.4%	97	+11.5%
Oct-2017	282	+27.6%	97	+11.5%
Nov-2017	245	+7.5%	98	+24.1%
Dec-2017	224	+25.8%	83	-4.6%
Jan-2018	134	-23.4%	71	+61.4%
Feb-2018	156	+11.4%	71	+42.0%

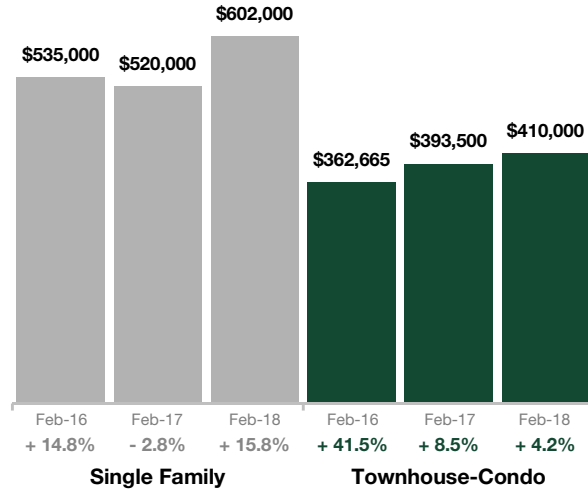
Historical Sold Listings by Month



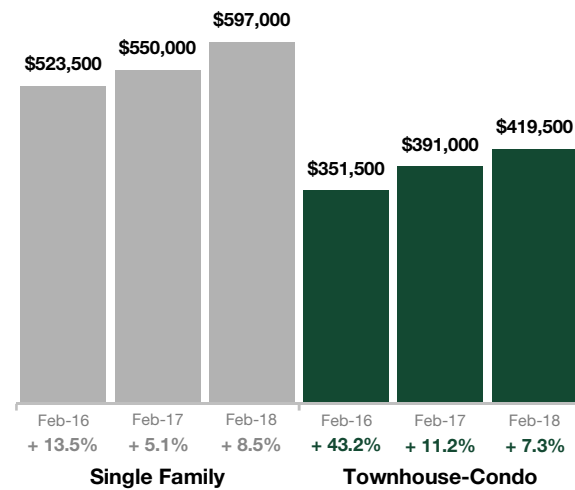
Median Sales Price



February

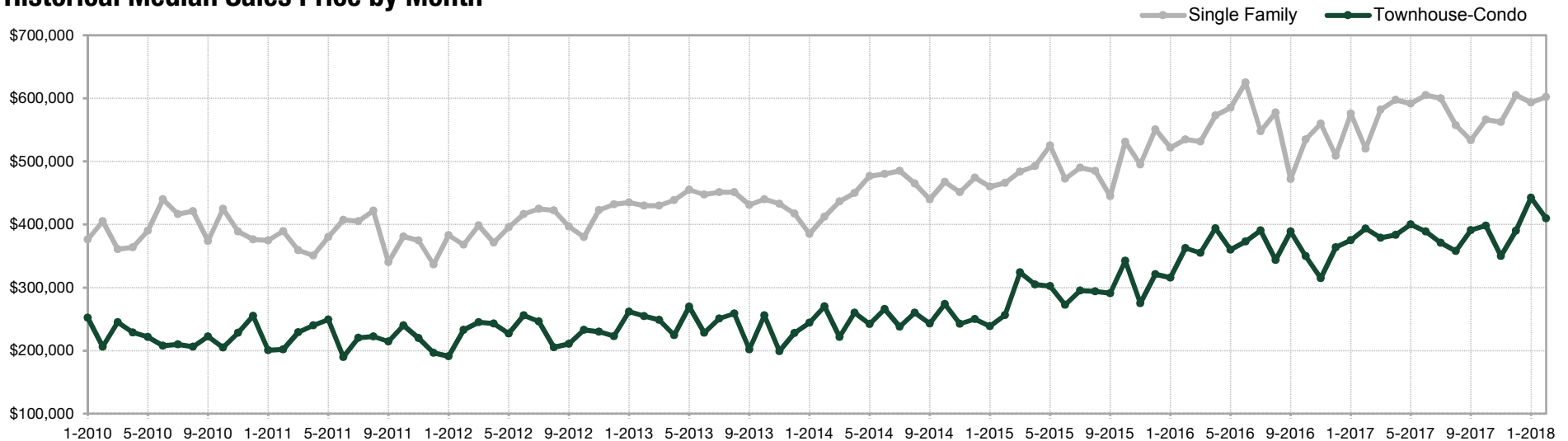


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	\$582,000	+9.5%	\$379,000	+6.7%
Apr-2017	\$597,365	+4.3%	\$383,500	-2.7%
May-2017	\$591,500	+1.1%	\$400,000	+11.1%
Jun-2017	\$605,000	-3.2%	\$389,000	+4.3%
Jul-2017	\$600,000	+9.6%	\$371,000	-5.1%
Aug-2017	\$557,500	-3.5%	\$358,000	+4.1%
Sep-2017	\$533,683	+13.1%	\$390,900	+0.5%
Oct-2017	\$566,000	+5.8%	\$398,000	+13.7%
Nov-2017	\$562,438	+0.4%	\$350,000	+11.1%
Dec-2017	\$604,950	+18.8%	\$390,000	+7.1%
Jan-2018	\$593,500	+3.0%	\$442,500	+18.0%
Feb-2018	\$602,000	+15.8%	\$410,000	+4.2%

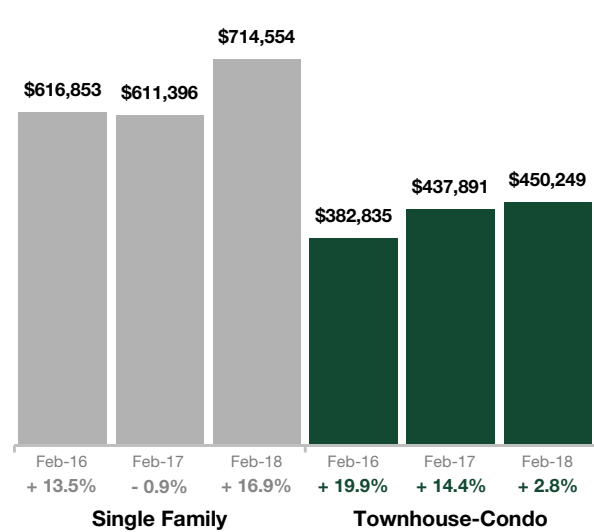
Historical Median Sales Price by Month



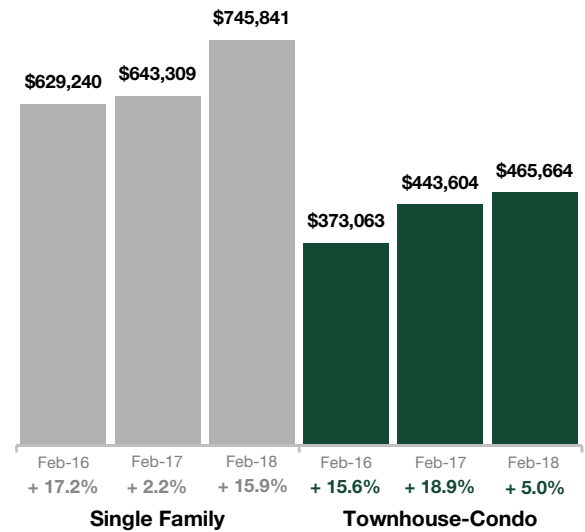
Average Sales Price



February

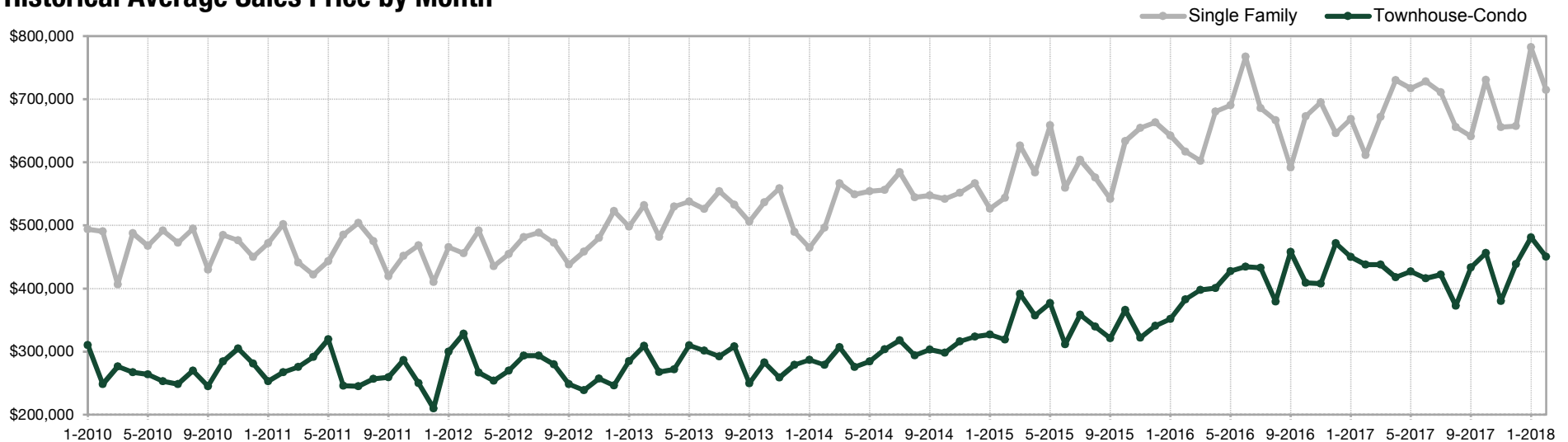


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	\$672,020	+11.6%	\$437,963	+10.1%
Apr-2017	\$730,237	+7.3%	\$417,946	+4.3%
May-2017	\$717,119	+3.9%	\$427,072	-0.1%
Jun-2017	\$727,989	-5.1%	\$415,989	-4.3%
Jul-2017	\$711,018	+3.7%	\$421,922	-2.5%
Aug-2017	\$655,911	-1.6%	\$372,587	-1.8%
Sep-2017	\$641,202	+8.4%	\$433,418	-5.4%
Oct-2017	\$730,711	+8.6%	\$456,424	+11.6%
Nov-2017	\$655,614	-5.7%	\$380,141	-6.7%
Dec-2017	\$657,330	+1.7%	\$438,885	-6.9%
Jan-2018	\$782,265	+17.0%	\$481,078	+6.9%
Feb-2018	\$714,554	+16.9%	\$450,249	+2.8%

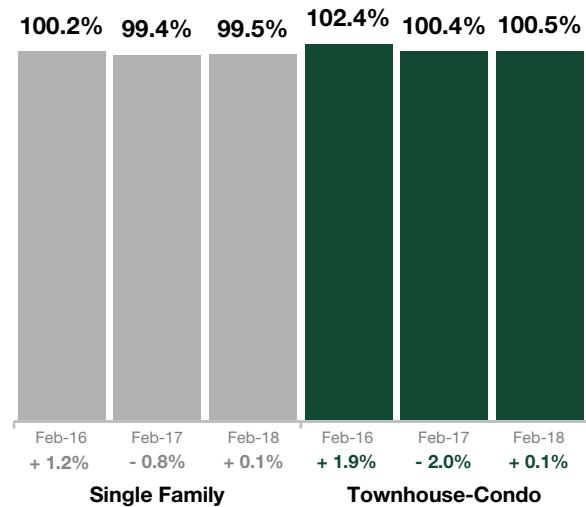
Historical Average Sales Price by Month



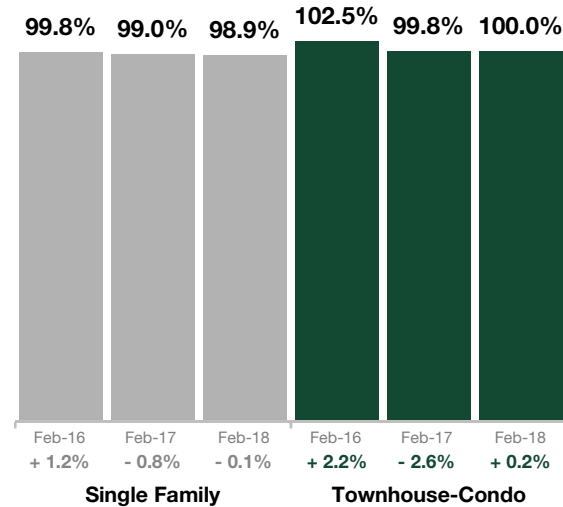
Percent of List Price Received



February

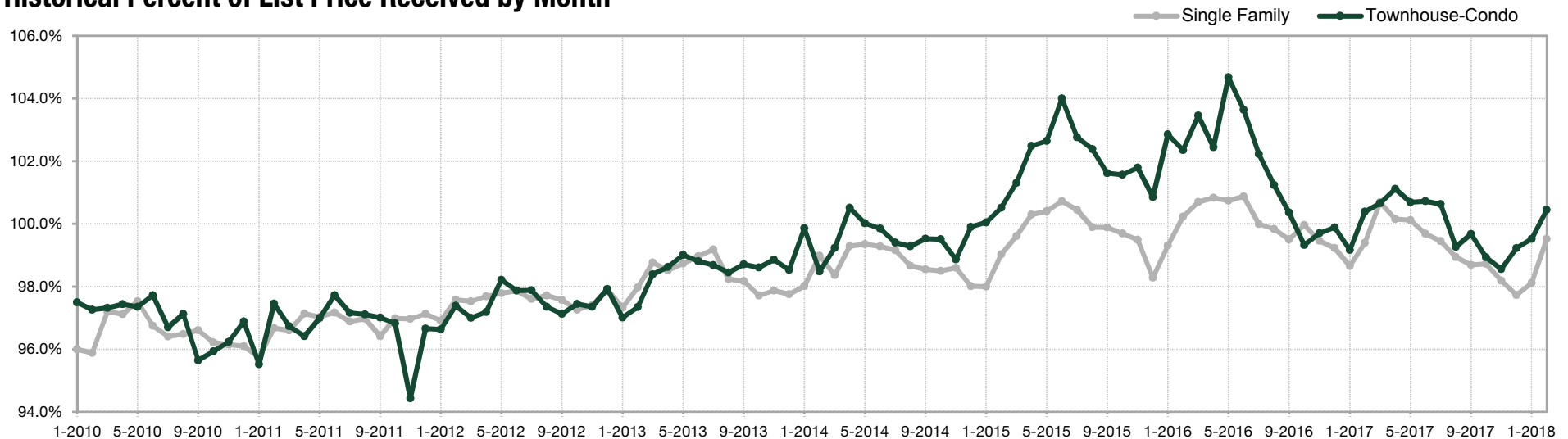


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	100.7%	0.0%	100.7%	-2.7%
Apr-2017	100.2%	-0.6%	101.1%	-1.3%
May-2017	100.1%	-0.6%	100.7%	-3.8%
Jun-2017	99.7%	-1.2%	100.7%	-2.8%
Jul-2017	99.4%	-0.6%	100.6%	-1.6%
Aug-2017	98.9%	-0.9%	99.3%	-1.9%
Sep-2017	98.7%	-0.8%	99.7%	-0.7%
Oct-2017	98.7%	-1.3%	98.9%	-0.4%
Nov-2017	98.2%	-1.3%	98.6%	-1.1%
Dec-2017	97.7%	-1.5%	99.2%	-0.7%
Jan-2018	98.1%	-0.6%	99.5%	+0.3%
Feb-2018	99.5%	+0.1%	100.5%	+0.1%

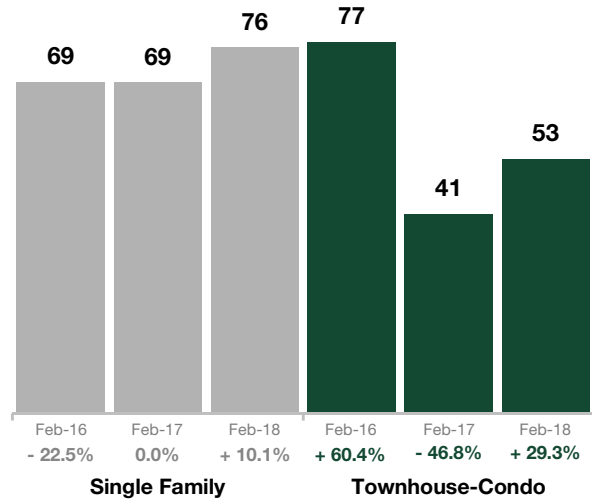
Historical Percent of List Price Received by Month



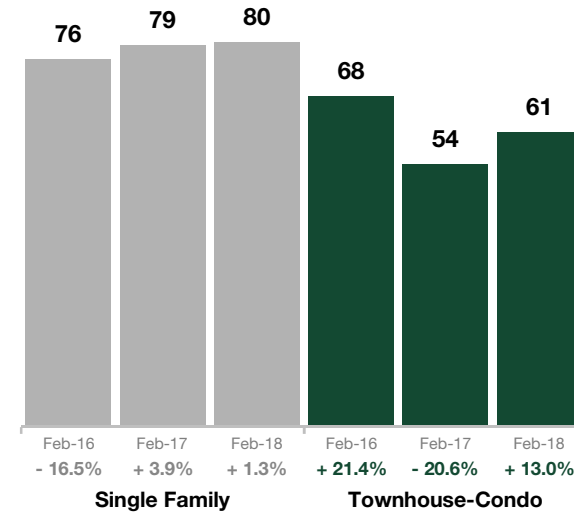
Days on Market Until Sale



February

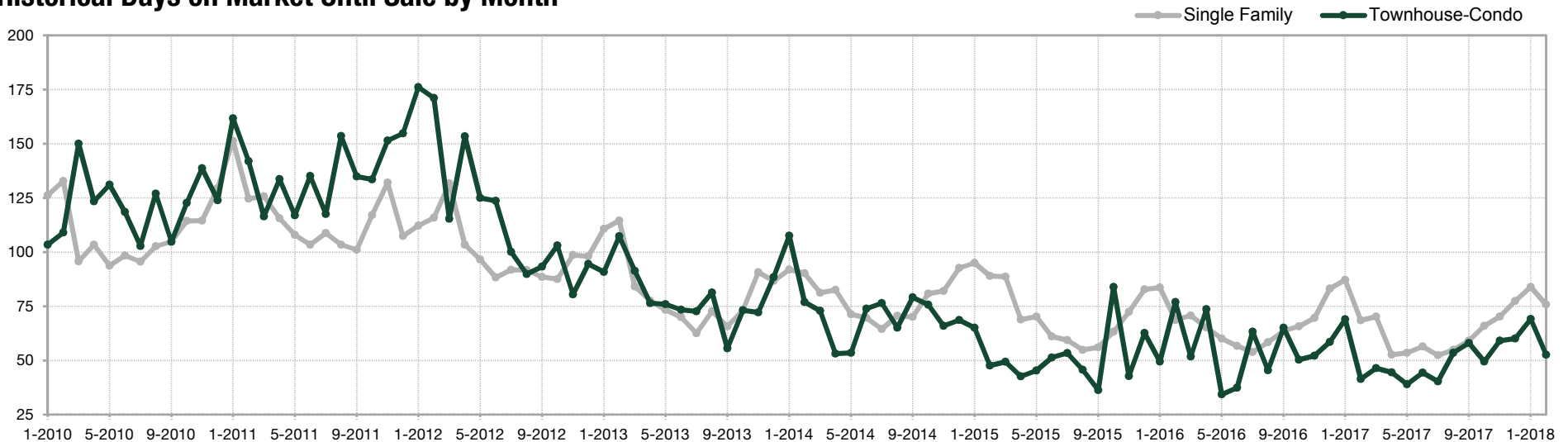


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	70	-1.4%	46	-11.5%
Apr-2017	53	-18.5%	45	-39.2%
May-2017	54	-10.0%	39	+14.7%
Jun-2017	56	-1.8%	44	+18.9%
Jul-2017	52	-3.7%	40	-36.5%
Aug-2017	55	-5.2%	53	+17.8%
Sep-2017	59	-7.8%	58	-10.8%
Oct-2017	66	0.0%	49	-2.0%
Nov-2017	70	0.0%	59	+13.5%
Dec-2017	77	-7.2%	60	+1.7%
Jan-2018	84	-3.4%	69	0.0%
Feb-2018	76	+10.1%	53	+29.3%

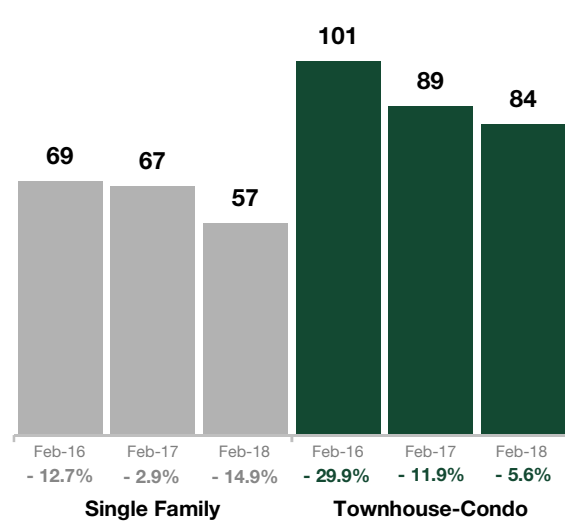
Historical Days on Market Until Sale by Month



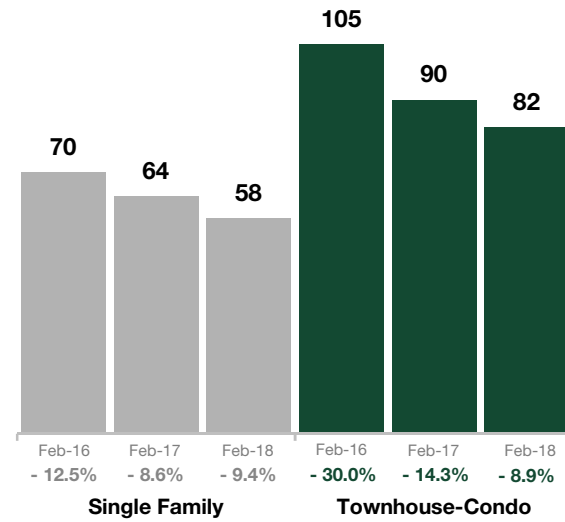
Housing Affordability Index



February

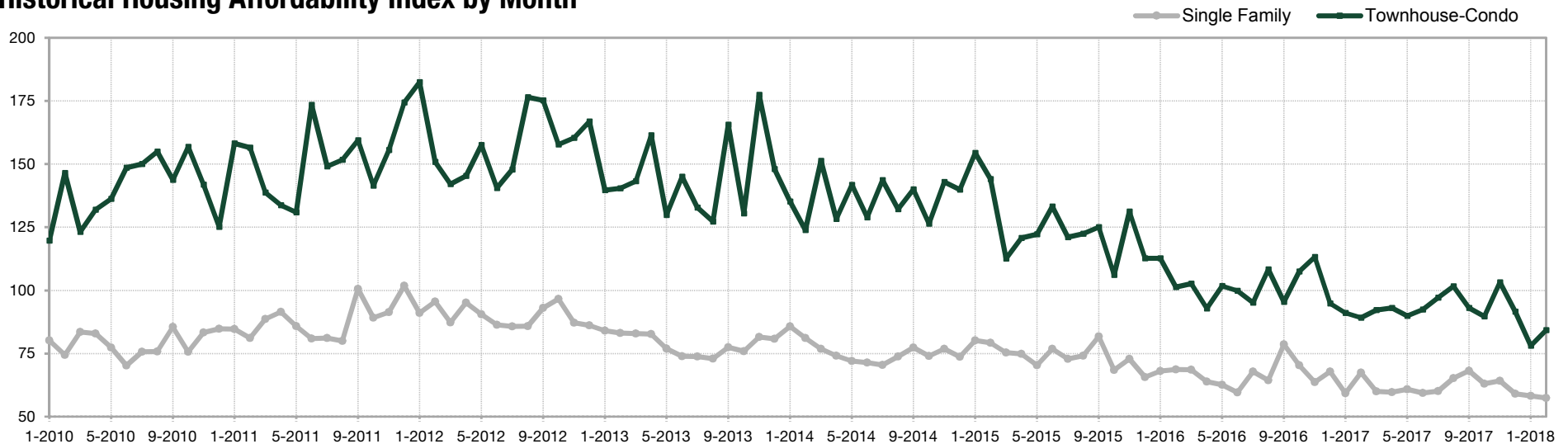


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	60	-13.0%	92	-10.7%
Apr-2017	60	-6.3%	93	0.0%
May-2017	61	-3.2%	90	-11.8%
Jun-2017	59	-1.7%	92	-8.0%
Jul-2017	60	-11.8%	97	+2.1%
Aug-2017	65	+1.6%	102	-5.6%
Sep-2017	68	-13.9%	93	-2.1%
Oct-2017	63	-10.0%	90	-15.9%
Nov-2017	64	0.0%	103	-8.8%
Dec-2017	59	-13.2%	92	-3.2%
Jan-2018	58	-1.7%	78	-14.3%
Feb-2018	57	-14.9%	84	-5.6%

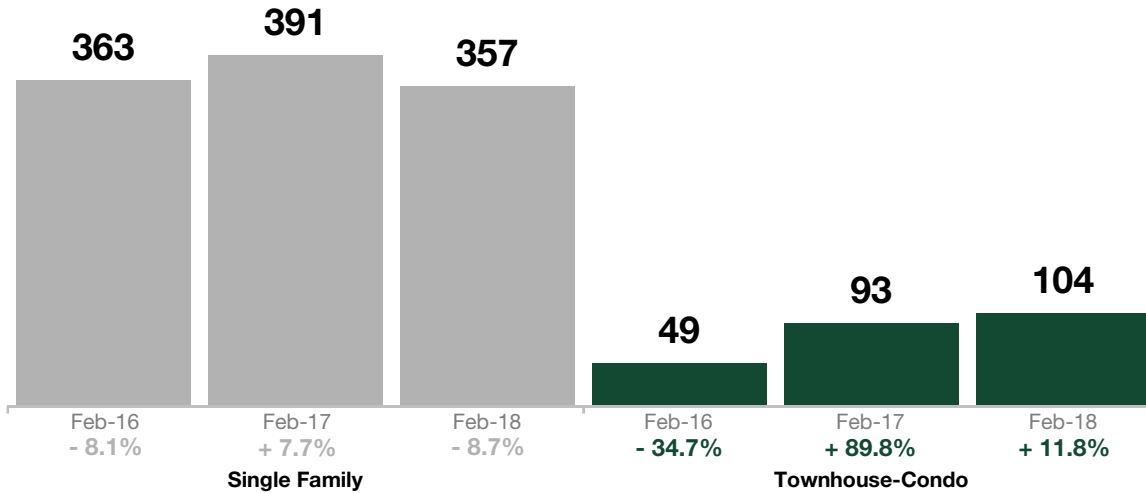
Historical Housing Affordability Index by Month



Inventory of Active Listings

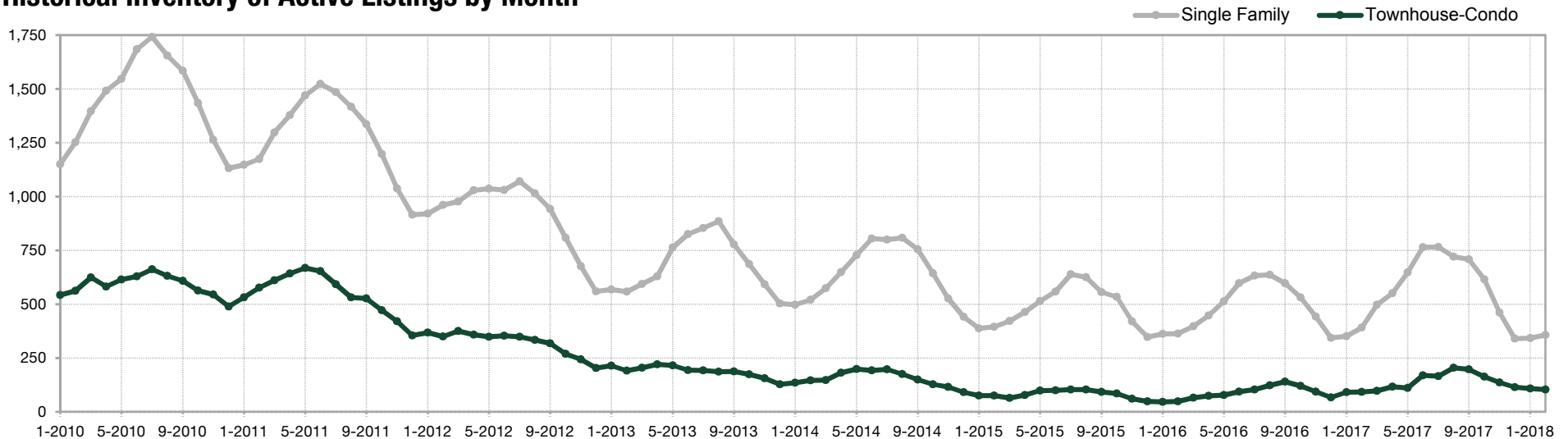


February



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	497	+25.2%	97	+47.0%
Apr-2017	551	+23.0%	117	+58.1%
May-2017	648	+26.3%	111	+42.3%
Jun-2017	765	+27.9%	169	+79.8%
Jul-2017	766	+21.0%	166	+61.2%
Aug-2017	721	+13.2%	205	+66.7%
Sep-2017	708	+18.6%	197	+40.7%
Oct-2017	616	+16.0%	163	+35.8%
Nov-2017	461	+4.3%	136	+44.7%
Dec-2017	340	-1.2%	115	+71.6%
Jan-2018	343	-2.3%	108	+18.7%
Feb-2018	357	-8.7%	104	+11.8%

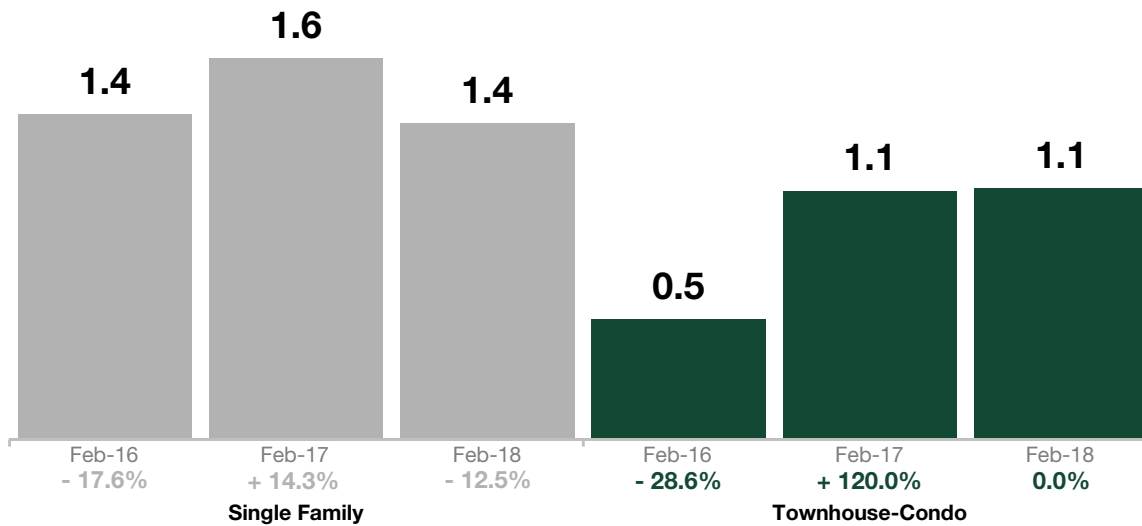
Historical Inventory of Active Listings by Month



Months Supply of Inventory

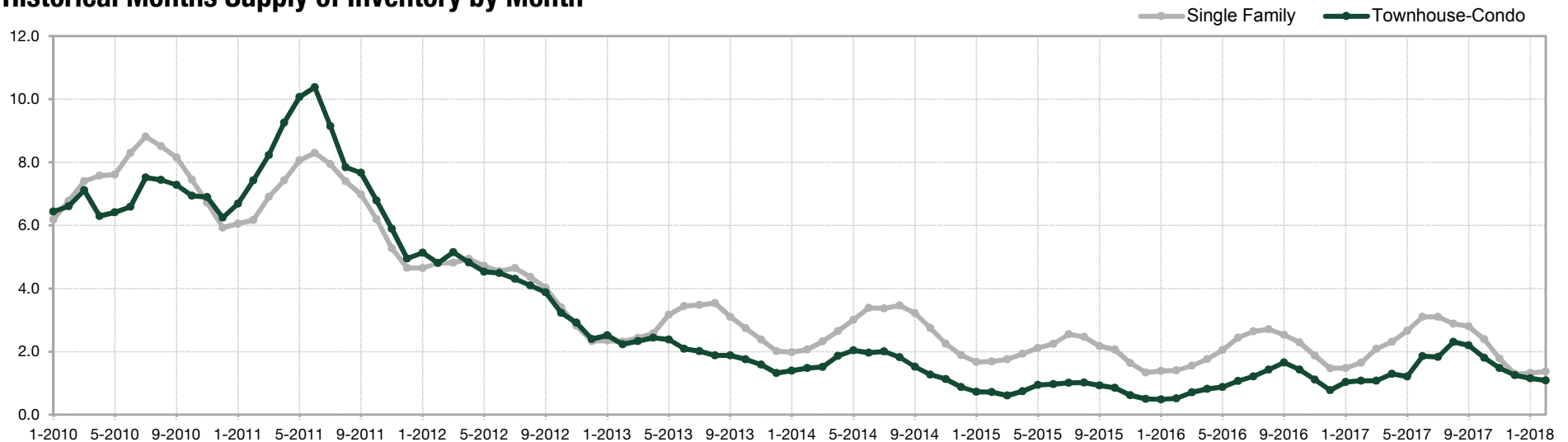


February



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	2.1	+31.3%	1.1	+57.1%
Apr-2017	2.3	+27.8%	1.3	+62.5%
May-2017	2.7	+35.0%	1.2	+33.3%
Jun-2017	3.1	+29.2%	1.9	+72.7%
Jul-2017	3.1	+19.2%	1.8	+50.0%
Aug-2017	2.9	+7.4%	2.3	+64.3%
Sep-2017	2.8	+12.0%	2.2	+29.4%
Oct-2017	2.4	+4.3%	1.8	+28.6%
Nov-2017	1.8	-5.3%	1.5	+36.4%
Dec-2017	1.3	-13.3%	1.3	+62.5%
Jan-2018	1.3	-13.3%	1.1	+10.0%
Feb-2018	1.4	-12.5%	1.1	0.0%

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.



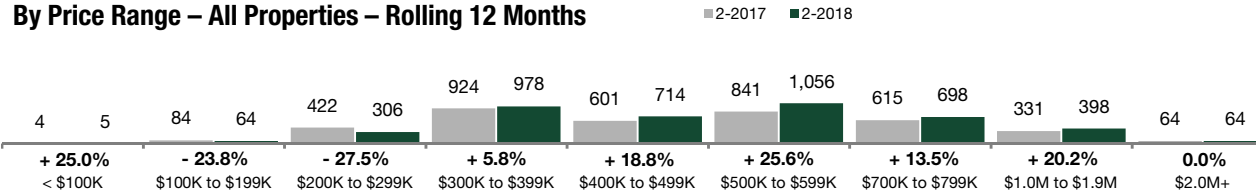
Key Metrics	Historical Sparkbars	2-2017	2-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		395	361	- 8.6%	722	709	- 1.8%
Pending / Under Contract		304	299	- 1.6%	541	578	+ 6.8%
Sold Listings		190	227	+ 19.5%	409	432	+ 5.6%
Median Sales Price		\$473,000	\$525,000	+ 11.0%	\$499,900	\$524,750	+ 5.0%
Average Sales Price		\$565,737	\$631,886	+ 11.7%	\$597,411	\$653,746	+ 9.4%
Pct. of List Price Received		99.7%	99.8%	+ 0.1%	99.2%	99.2%	0.0%
Days on Market		61	69	+ 13.1%	73	73	0.0%
Affordability Index		74	66	- 10.8%	70	66	- 5.7%
Active Listings		484	461	- 4.8%	--	--	--
Months Supply		1.5	1.3	- 13.3%	--	--	--

Sold Listings

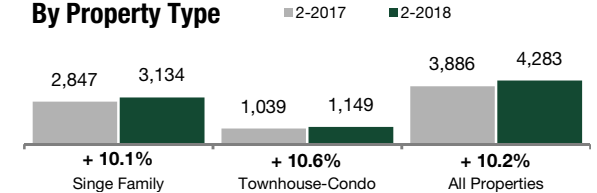
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$99,999 and Below	4	5	+25.0%	0	0	--
\$100,000 to \$199,999	31	23	-25.8%	53	41	-22.6%
\$200,000 to \$299,999	166	72	-56.6%	256	234	-8.6%
\$300,000 to \$399,999	623	618	-0.8%	301	360	+19.6%
\$400,000 to \$499,999	411	471	+14.6%	190	243	+27.9%
\$500,000 to \$699,999	700	870	+24.3%	141	186	+31.9%
\$700,000 to \$999,999	541	632	+16.8%	74	66	-10.8%
\$1,000,000 to \$1,999,999	309	381	+23.3%	22	17	-22.7%
\$2,000,000 and Above	62	62	0.0%	2	2	0.0%
All Price Ranges	2,847	3,134	+10.1%	1,039	1,149	+10.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2018	2-2018	Change	1-2018	2-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	0	--	4	2	-50.0%
\$200,000 to \$299,999	3	1	-66.7%	18	7	-61.1%
\$300,000 to \$399,999	26	36	+38.5%	9	22	+144.4%
\$400,000 to \$499,999	25	19	-24.0%	14	18	+28.6%
\$500,000 to \$699,999	28	41	+46.4%	20	14	-30.0%
\$700,000 to \$999,999	27	37	+37.0%	4	7	+75.0%
\$1,000,000 to \$1,999,999	18	19	+5.6%	1	1	0.0%
\$2,000,000 and Above	7	3	-57.1%	1	0	-100.0%
All Price Ranges	134	156	+16.4%	71	71	0.0%

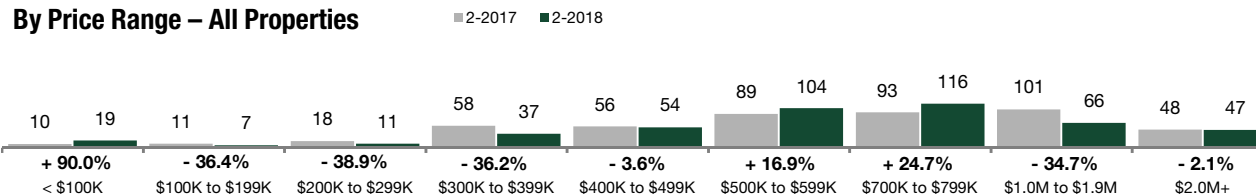
Year to Date

By Price Range	Single Family			Condo		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	0	-100.0%	2	6	+200.0%
\$200,000 to \$299,999	6	4	-33.3%	23	25	+8.7%
\$300,000 to \$399,999	79	62	-21.5%	26	31	+19.2%
\$400,000 to \$499,999	49	44	-10.2%	17	32	+88.2%
\$500,000 to \$699,999	80	69	-13.8%	18	34	+88.9%
\$700,000 to \$999,999	63	64	+1.6%	5	11	+120.0%
\$1,000,000 to \$1,999,999	31	37	+19.4%	3	2	-33.3%
\$2,000,000 and Above	4	10	+150.0%	0	1	--
All Price Ranges	315	290	-7.9%	94	142	+51.1%

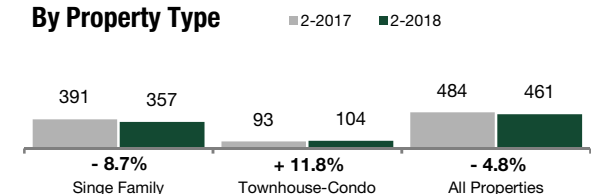
Inventory of Active Listings

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		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$99,999 and Below	10	19	+90.0%	0	0	--
\$100,000 to \$199,999	6	6	0.0%	5	1	-80.0%
\$200,000 to \$299,999	6	1	-83.3%	12	10	-16.7%
\$300,000 to \$399,999	41	19	-53.7%	17	18	+5.9%
\$400,000 to \$499,999	33	41	+24.2%	23	13	-43.5%
\$500,000 to \$699,999	74	78	+5.4%	15	26	+73.3%
\$700,000 to \$999,999	78	86	+10.3%	15	30	+100.0%
\$1,000,000 to \$1,999,999	97	61	-37.1%	4	5	+25.0%
\$2,000,000 and Above	46	46	0.0%	2	1	-50.0%
All Price Ranges	391	357	-8.7%	93	104	+11.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2018	2-2018	Change	1-2018	2-2018	Change
\$99,999 and Below	19	19	0.0%	0	0	--
\$100,000 to \$199,999	6	6	0.0%	2	1	-50.0%
\$200,000 to \$299,999	2	1	-50.0%	13	10	-23.1%
\$300,000 to \$399,999	19	19	0.0%	21	18	-14.3%
\$400,000 to \$499,999	52	41	-21.2%	14	13	-7.1%
\$500,000 to \$699,999	67	78	+16.4%	27	26	-3.7%
\$700,000 to \$999,999	83	86	+3.6%	25	30	+20.0%
\$1,000,000 to \$1,999,999	59	61	+3.4%	5	5	0.0%
\$2,000,000 and Above	36	46	+27.8%	1	1	0.0%
All Price Ranges	343	357	+4.1%	108	104	-3.7%

Year to Date

By Price Range	Single Family			Condo		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	0	-100.0%	2	6	+200.0%
\$200,000 to \$299,999	6	4	-33.3%	23	25	+8.7%
\$300,000 to \$399,999	79	62	-21.5%	26	31	+19.2%
\$400,000 to \$499,999	49	44	-10.2%	17	32	+88.2%
\$500,000 to \$699,999	80	69	-13.8%	18	34	+88.9%
\$700,000 to \$999,999	63	64	+1.6%	5	11	+120.0%
\$1,000,000 to \$1,999,999	31	37	+19.4%	3	2	-33.3%
\$2,000,000 and Above	4	10	+150.0%	0	1	--
All Price Ranges	315	290	-7.9%	94	142	+51.1%

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 median 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.