

Monthly Indicators



June 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 26.3 percent for single family homes and 15.1 percent for townhouse-condo properties. Pending Sales landed at 299 for single family homes and 127 for townhouse-condo properties.

The Median Sales Price was up 12.4 percent to \$680,000 for single family homes but decreased 6.2 percent to \$365,000 for townhouse-condo properties. Days on Market decreased 8.9 percent for single family homes and 9.1 percent for townhouse-condo properties.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

Activity Snapshot

- 10.7%

+ 7.4%

- 9.4%

One-Year Change in
Sold Listings
All Properties

One-Year Change in
Median Sales Price
All Properties

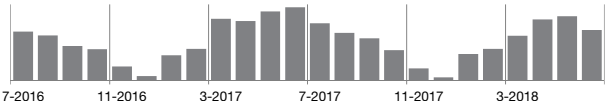
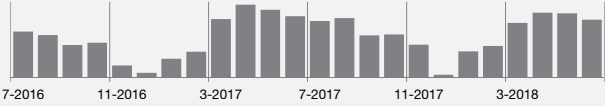

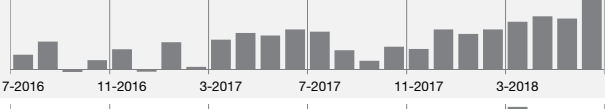
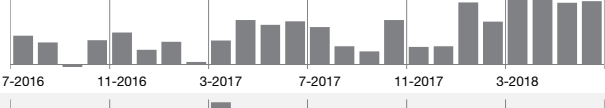
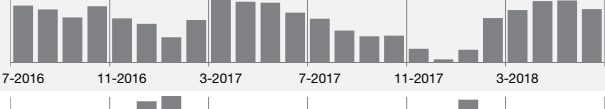
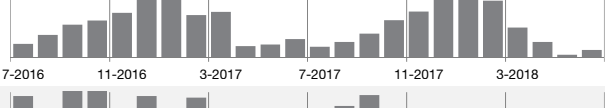
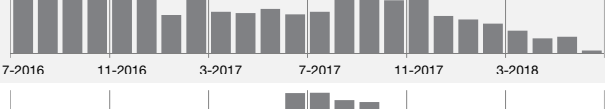
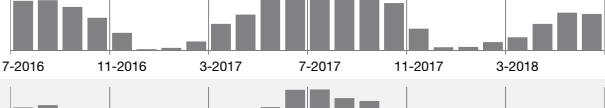

One-Year Change in
Days on Market
All Properties

Residential real estate activity in the cities of Boulder, Broomfield, Louisville, Lafayette, Superior, Lyons, Niwot, Frederick, Firestone, Erie, 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	6-2017	6-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		532	392	- 26.3%	2,454	2,199	- 10.4%
Pending / Under Contract		311	299	- 3.9%	1,666	1,647	- 1.1%
Sold Listings		361	315	- 12.7%	1,507	1,441	- 4.4%
Median Sales Price		\$605,000	\$680,000	+ 12.4%	\$585,000	\$635,000	+ 8.5%
Average Sales Price		\$727,047	\$784,492	+ 7.9%	\$699,483	\$782,382	+ 11.9%
Pct. of List Price Received		99.7%	99.9%	+ 0.2%	99.9%	99.8%	- 0.1%
Days on Market Until Sale		56	51	- 8.9%	62	59	- 4.8%
Housing Affordability Index		59	50	- 15.3%	61	54	- 11.5%
Inventory of Active Listings		765	555	- 27.5%	--	--	--
Months Supply of Inventory		3.1	2.2	- 29.0%	--	--	--

Townhouse-Condo Market Overview

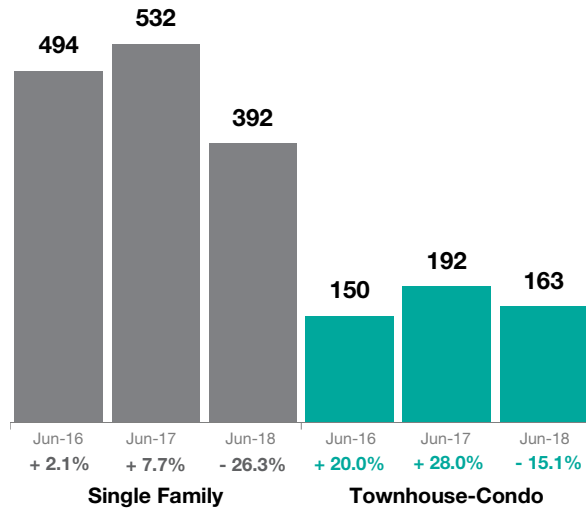


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

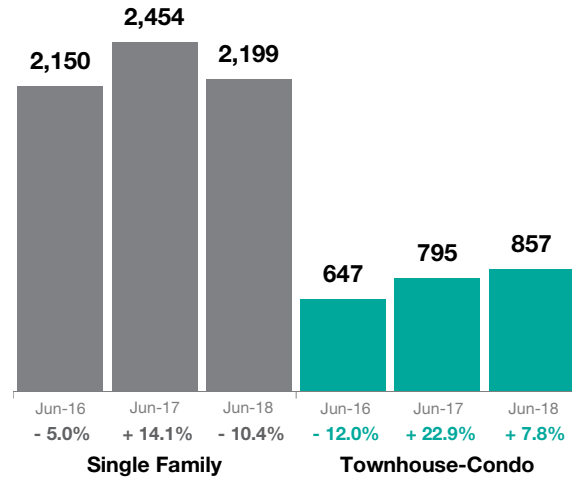
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		192	163	- 15.1%	795	857	+ 7.8%
Pending / Under Contract		109	127	+ 16.5%	612	645	+ 5.4%
Sold Listings		123	117	- 4.9%	531	581	+ 9.4%
Median Sales Price		\$389,000	\$365,000	- 6.2%	\$389,900	\$406,000	+ 4.1%
Average Sales Price		\$415,989	\$426,282	+ 2.5%	\$428,339	\$470,826	+ 9.9%
Pct. of List Price Received		100.7%	100.6%	- 0.1%	100.6%	100.8%	+ 0.2%
Days on Market Until Sale		44	40	- 9.1%	46	53	+ 15.2%
Housing Affordability Index		92	93	+ 1.1%	92	84	- 8.7%
Inventory of Active Listings		169	184	+ 8.9%	--	--	--
Months Supply of Inventory		1.9	1.9	0.0%	--	--	--

New Listings

June

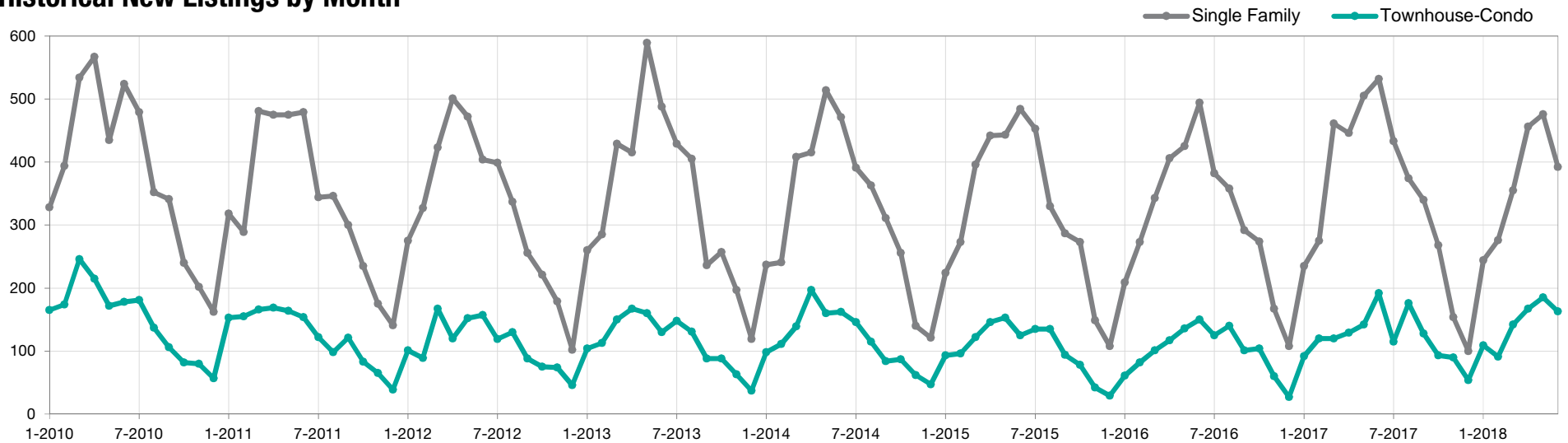


Year to Date



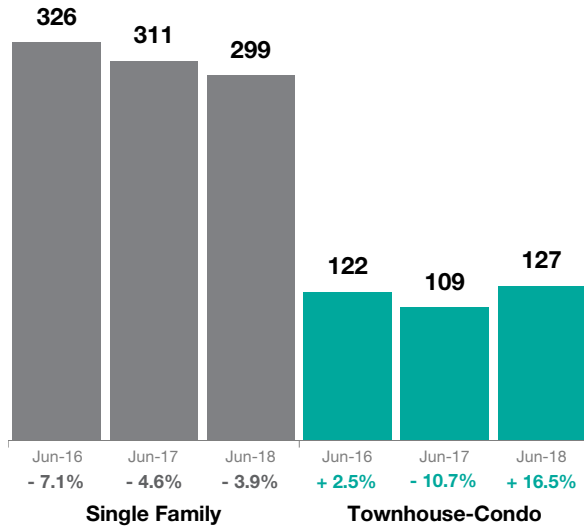
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	433	+13.4%	115	-8.0%
Aug-2017	374	+4.5%	176	+25.7%
Sep-2017	340	+16.4%	128	+26.7%
Oct-2017	268	-2.2%	93	-10.6%
Nov-2017	154	-7.8%	90	+50.0%
Dec-2017	100	-7.4%	54	+100.0%
Jan-2018	244	+3.8%	109	+18.5%
Feb-2018	276	+0.4%	91	-24.2%
Mar-2018	355	-23.0%	142	+18.3%
Apr-2018	456	+2.2%	167	+29.5%
May-2018	476	-5.7%	185	+30.3%
Jun-2018	392	-26.3%	163	-15.1%

Historical New Listings by Month

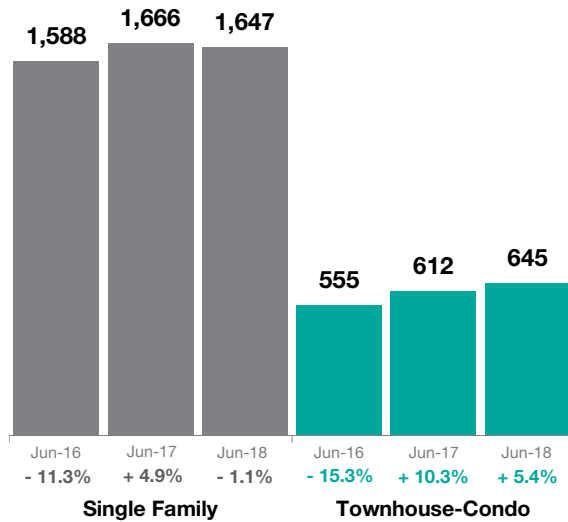


Pending / Under Contract

June

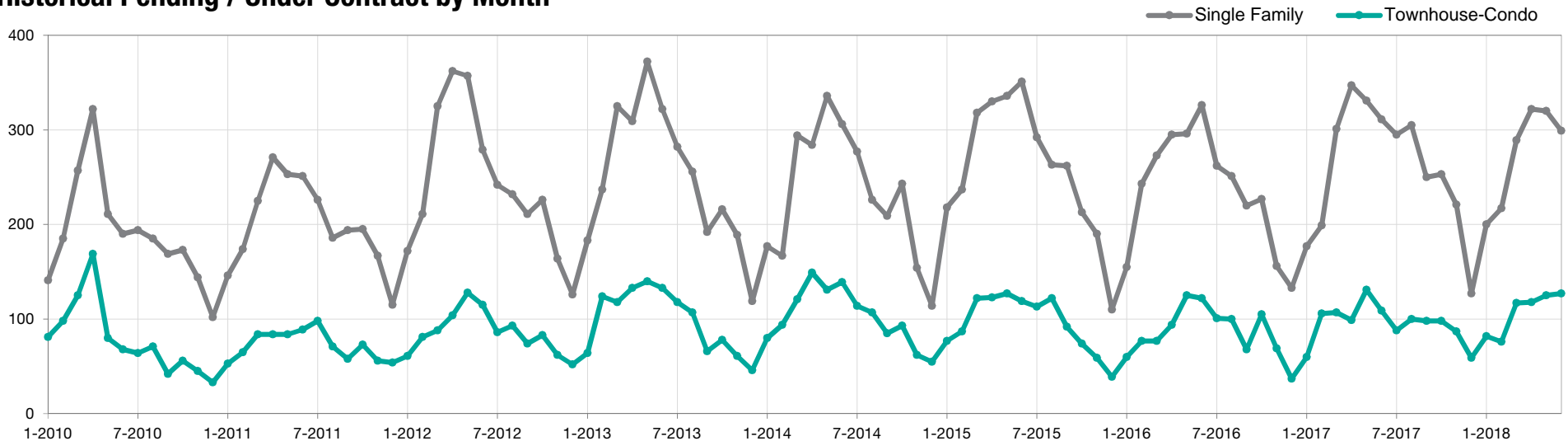


Year to Date



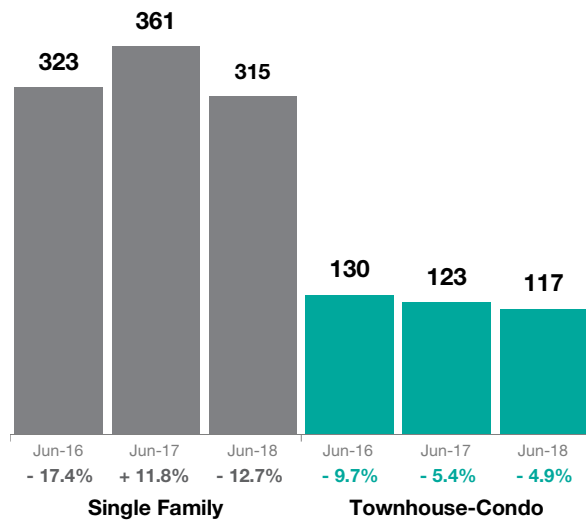
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	295	+12.6%	88	-12.9%
Aug-2017	305	+21.5%	100	0.0%
Sep-2017	250	+13.6%	98	+44.1%
Oct-2017	253	+11.5%	98	-6.7%
Nov-2017	221	+41.7%	87	+26.1%
Dec-2017	127	-4.5%	59	+59.5%
Jan-2018	200	+13.0%	82	+36.7%
Feb-2018	217	+9.0%	76	-28.3%
Mar-2018	289	-4.0%	117	+9.3%
Apr-2018	322	-7.2%	118	+19.2%
May-2018	320	-3.3%	125	-4.6%
Jun-2018	299	-3.9%	127	+16.5%

Historical Pending / Under Contract by Month

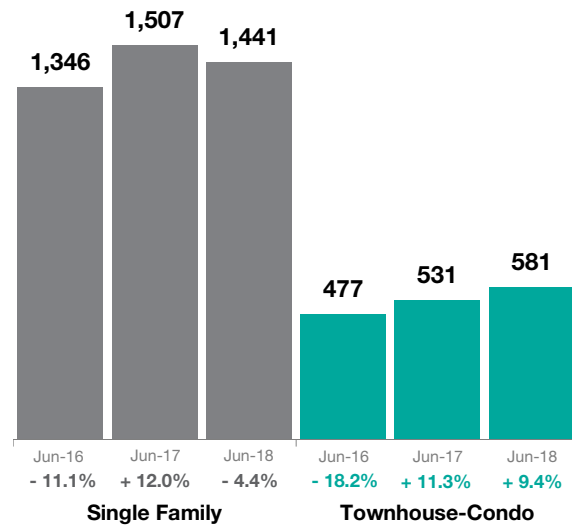


Sold Listings

June

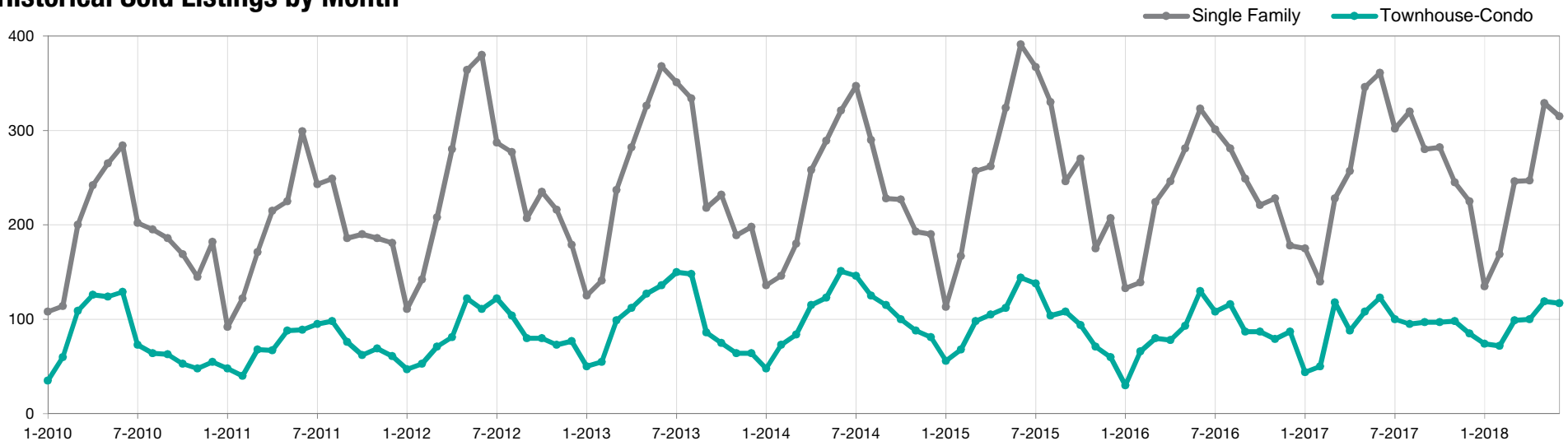


Year to Date



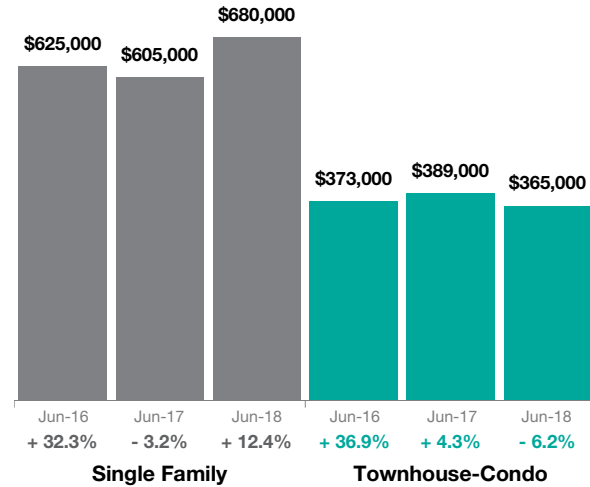
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	302	+0.3%	100	-7.4%
Aug-2017	320	+13.9%	95	-18.1%
Sep-2017	280	+12.4%	97	+11.5%
Oct-2017	282	+27.6%	97	+11.5%
Nov-2017	245	+7.5%	98	+24.1%
Dec-2017	225	+26.4%	85	-2.3%
Jan-2018	135	-22.9%	74	+68.2%
Feb-2018	169	+20.7%	72	+44.0%
Mar-2018	246	+7.9%	99	-16.1%
Apr-2018	247	-3.9%	100	+13.6%
May-2018	329	-4.9%	119	+10.2%
Jun-2018	315	-12.7%	117	-4.9%

Historical Sold Listings by Month

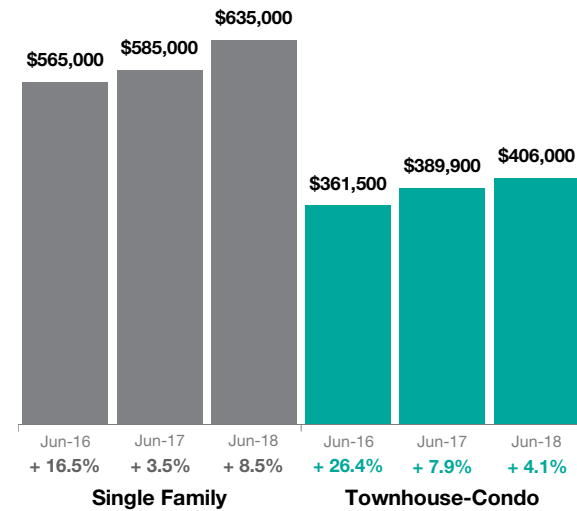


Median Sales Price

June

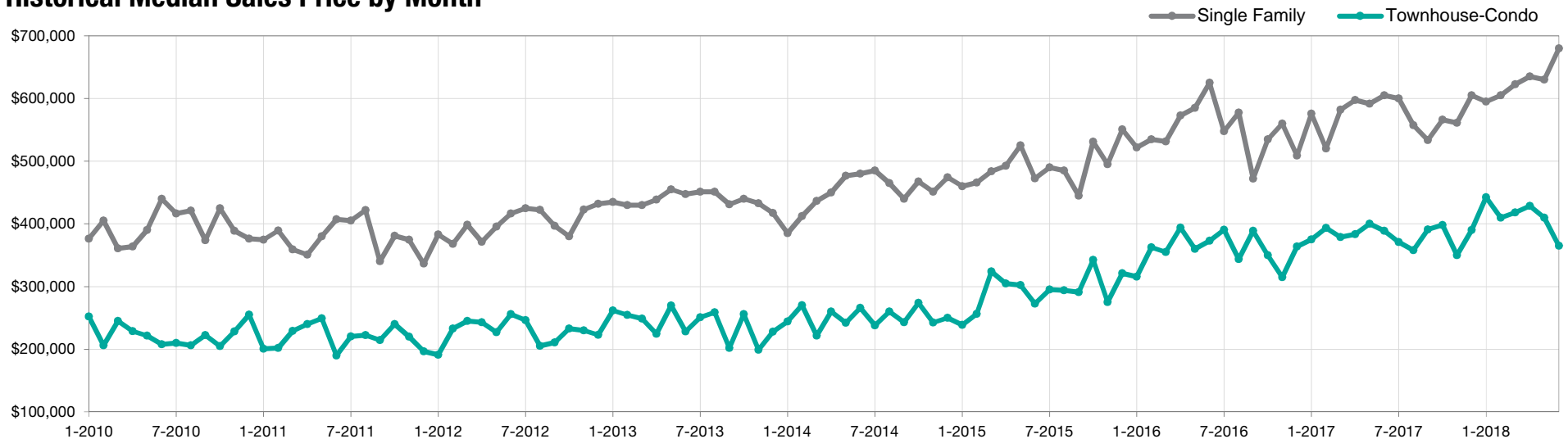


Year to Date



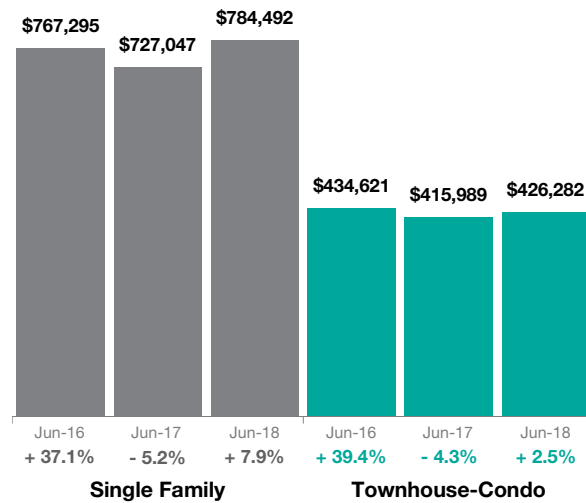
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	\$600,000	+9.6%	\$371,000	-5.1%
Aug-2017	\$557,500	-3.5%	\$358,000	+4.1%
Sep-2017	\$533,683	+13.1%	\$390,900	+0.5%
Oct-2017	\$566,000	+5.8%	\$398,000	+13.7%
Nov-2017	\$561,000	+0.2%	\$350,000	+11.1%
Dec-2017	\$604,900	+18.8%	\$390,000	+7.1%
Jan-2018	\$595,000	+3.3%	\$442,500	+18.0%
Feb-2018	\$605,000	+16.3%	\$410,000	+4.2%
Mar-2018	\$622,500	+7.0%	\$418,000	+10.3%
Apr-2018	\$635,000	+6.3%	\$428,725	+11.8%
May-2018	\$630,000	+6.5%	\$410,000	+2.5%
Jun-2018	\$680,000	+12.4%	\$365,000	-6.2%

Historical Median Sales Price by Month

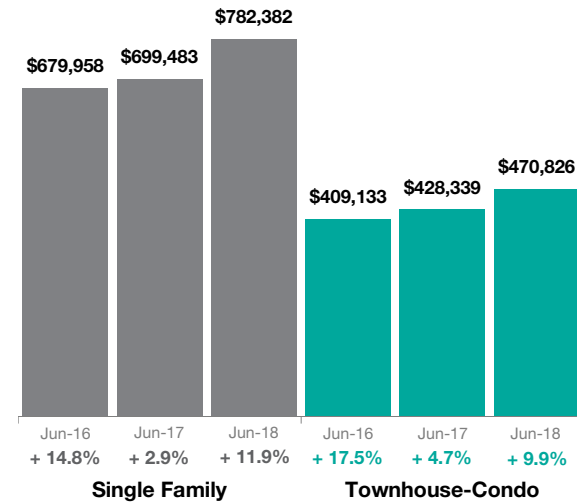


Average Sales Price

June

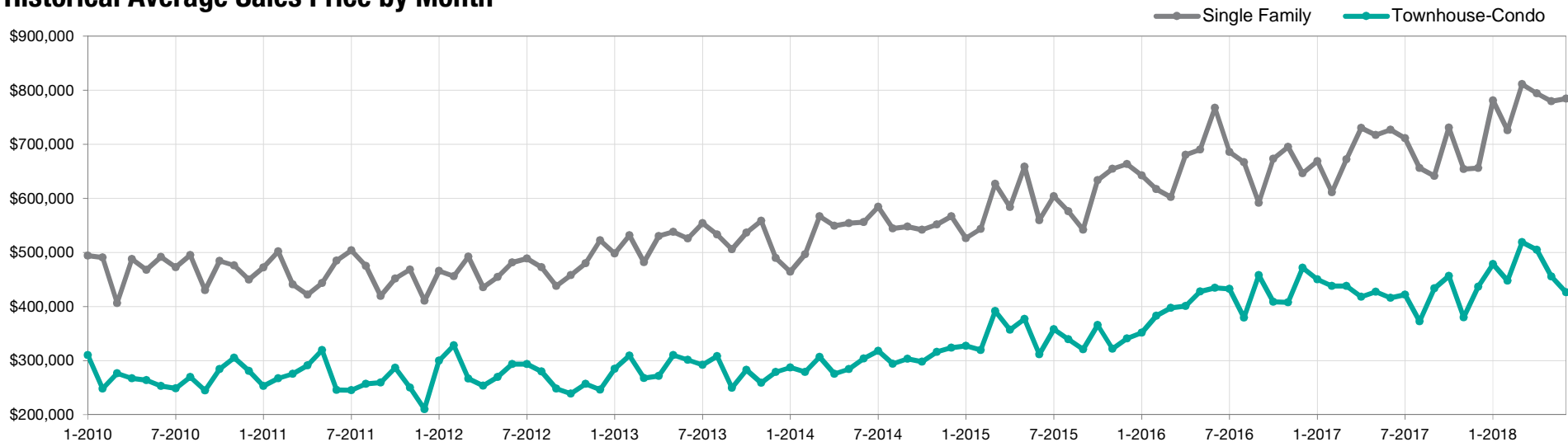


Year to Date



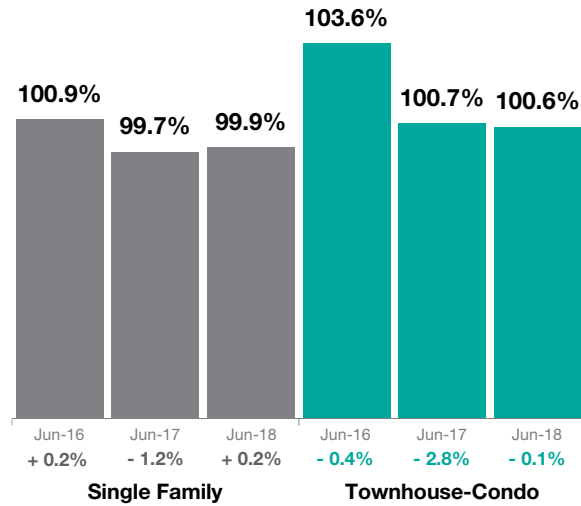
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	\$711,018	+3.7%	\$421,922	-2.5%
Aug-2017	\$655,911	-1.6%	\$372,587	-1.8%
Sep-2017	\$641,202	+8.4%	\$433,418	-5.4%
Oct-2017	\$730,711	+8.6%	\$456,424	+11.6%
Nov-2017	\$654,108	-5.9%	\$380,141	-6.7%
Dec-2017	\$656,275	+1.6%	\$436,564	-7.4%
Jan-2018	\$781,141	+16.8%	\$478,501	+6.3%
Feb-2018	\$725,793	+18.7%	\$447,537	+2.2%
Mar-2018	\$811,170	+20.7%	\$518,945	+18.5%
Apr-2018	\$793,938	+8.7%	\$504,827	+20.8%
May-2018	\$779,738	+8.7%	\$455,332	+6.6%
Jun-2018	\$784,492	+7.9%	\$426,282	+2.5%

Historical Average Sales Price by Month

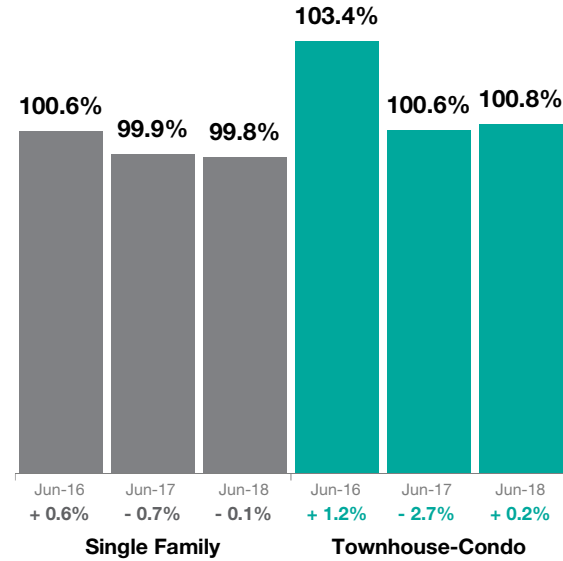


Percent of List Price Received

June

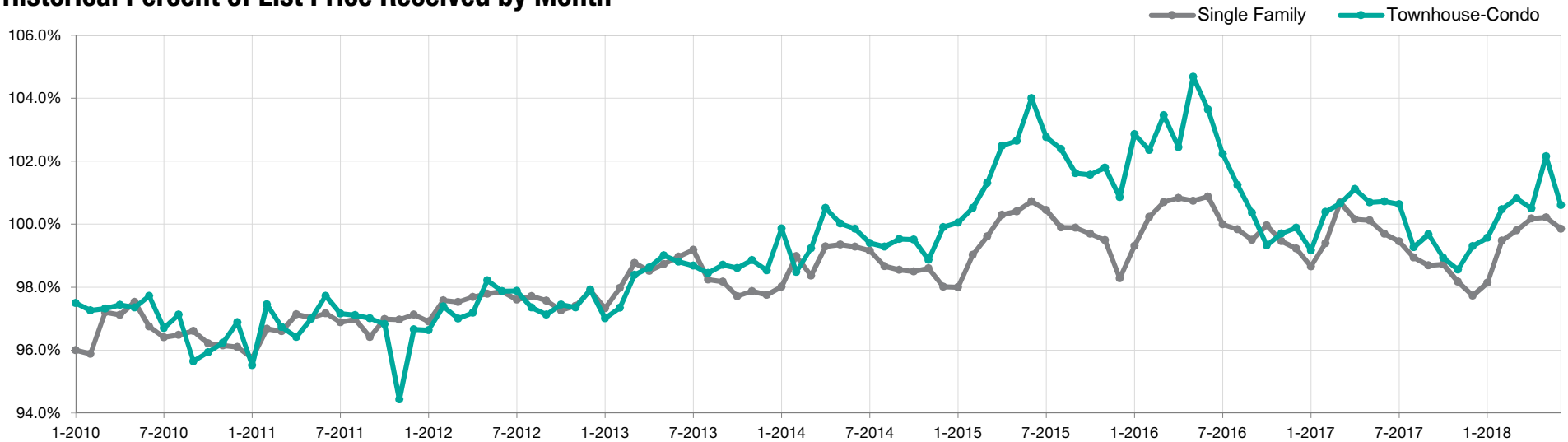


Year to Date



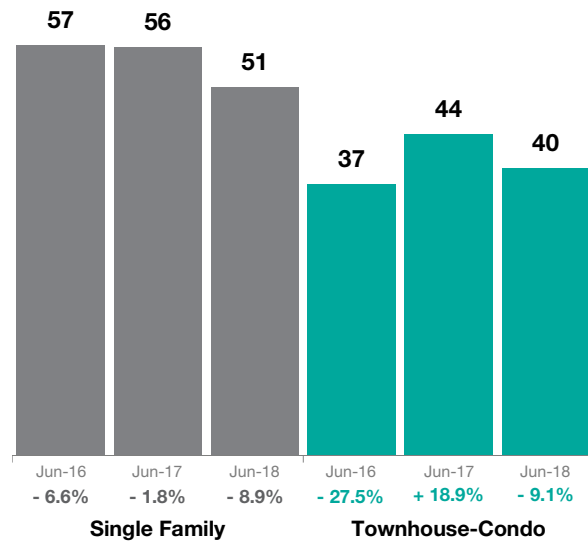
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	99.4%	-0.6%	100.6%	-1.6%
Aug-2017	98.9%	-0.9%	99.3%	-1.9%
Sep-2017	98.7%	-0.8%	99.7%	-0.7%
Oct-2017	98.7%	-1.3%	98.9%	-0.4%
Nov-2017	98.2%	-1.3%	98.6%	-1.1%
Dec-2017	97.7%	-1.5%	99.3%	-0.6%
Jan-2018	98.1%	-0.6%	99.6%	+0.4%
Feb-2018	99.5%	+0.1%	100.5%	+0.1%
Mar-2018	99.8%	-0.9%	100.8%	+0.1%
Apr-2018	100.2%	0.0%	100.5%	-0.6%
May-2018	100.2%	+0.1%	102.2%	+1.5%
Jun-2018	99.9%	+0.2%	100.6%	-0.1%

Historical Percent of List Price Received by Month

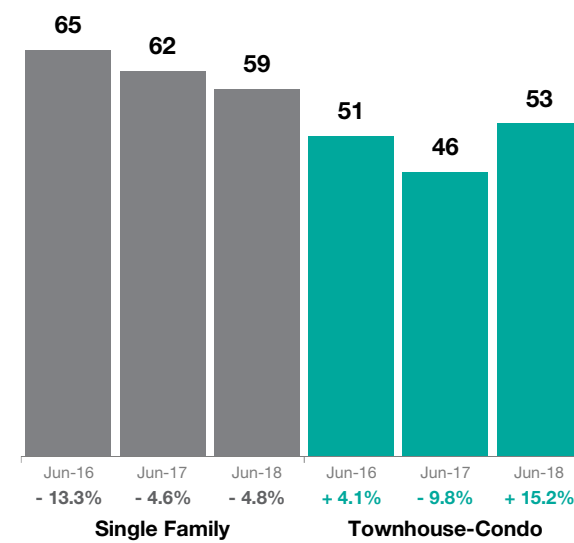


Days on Market Until Sale

June

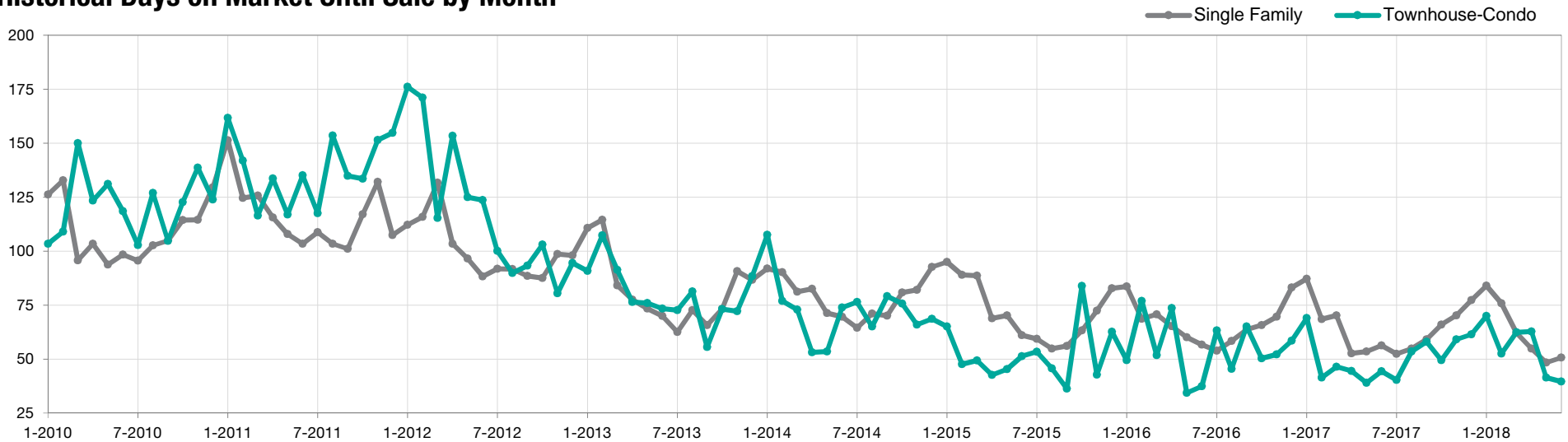


Year to Date



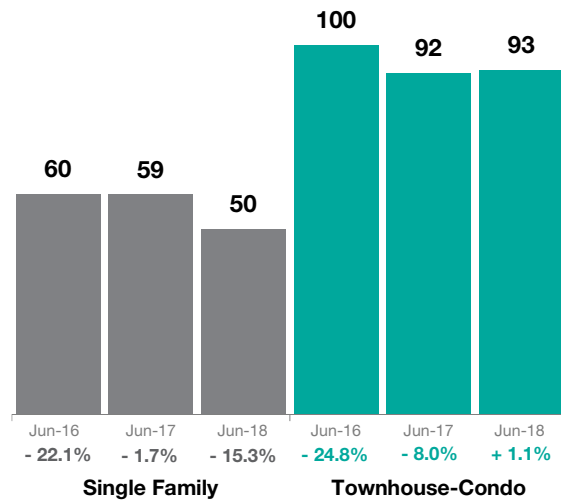
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	52	-3.7%	40	-36.5%
Aug-2017	55	-5.2%	53	+17.8%
Sep-2017	59	-7.8%	58	-10.8%
Oct-2017	66	0.0%	49	-2.0%
Nov-2017	70	0.0%	59	+13.5%
Dec-2017	77	-7.2%	61	+3.4%
Jan-2018	84	-3.4%	70	+1.4%
Feb-2018	76	+10.1%	53	+29.3%
Mar-2018	62	-11.4%	62	+34.8%
Apr-2018	55	+3.8%	63	+40.0%
May-2018	48	-11.1%	41	+5.1%
Jun-2018	51	-8.9%	40	-9.1%

Historical Days on Market Until Sale by Month

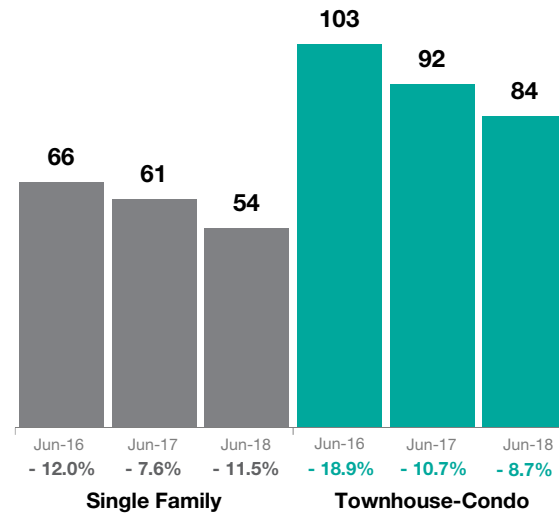


Housing Affordability Index

June

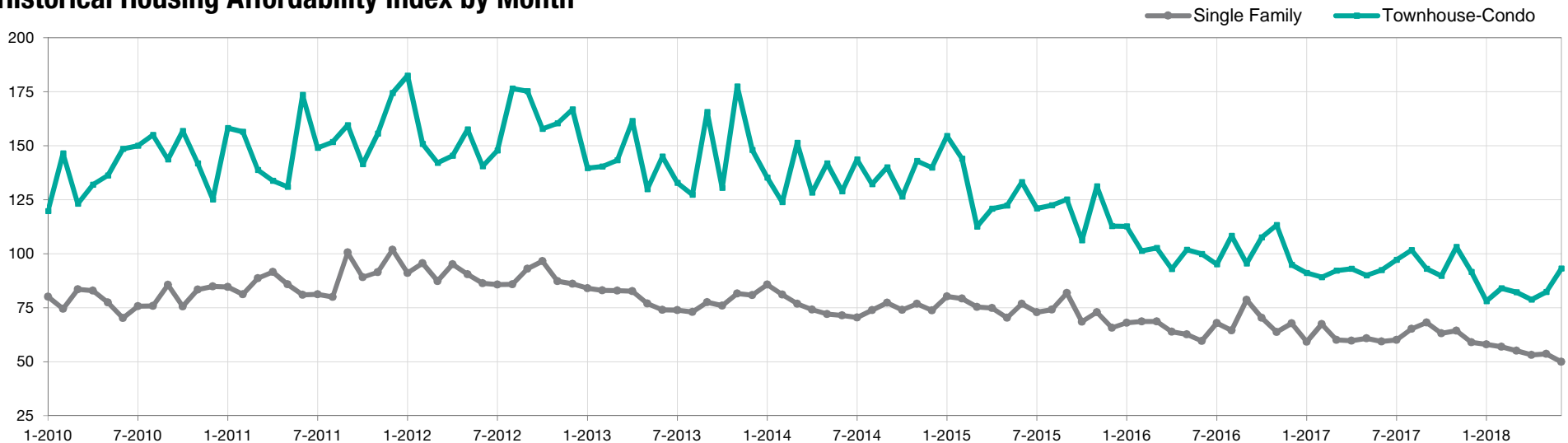


Year to Date



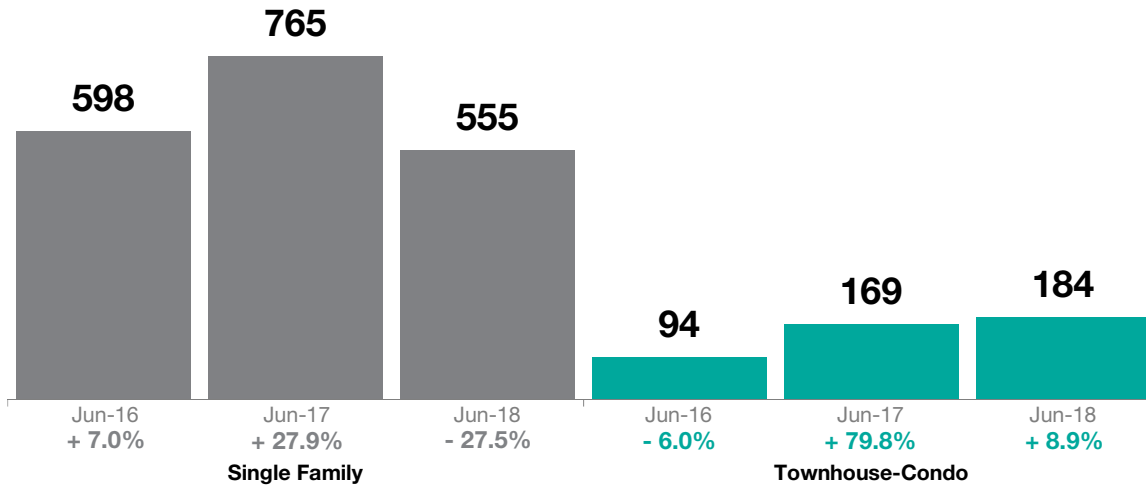
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	60	-11.8%	97	+2.1%
Aug-2017	65	+1.6%	102	-5.6%
Sep-2017	68	-13.9%	93	-2.1%
Oct-2017	63	-10.0%	90	-15.9%
Nov-2017	64	0.0%	103	-8.8%
Dec-2017	59	-13.2%	92	-3.2%
Jan-2018	58	-1.7%	78	-14.3%
Feb-2018	57	-14.9%	84	-5.6%
Mar-2018	55	-8.3%	82	-10.9%
Apr-2018	53	-11.7%	79	-15.1%
May-2018	54	-11.5%	82	-8.9%
Jun-2018	50	-15.3%	93	+1.1%

Historical Housing Affordability Index by Month



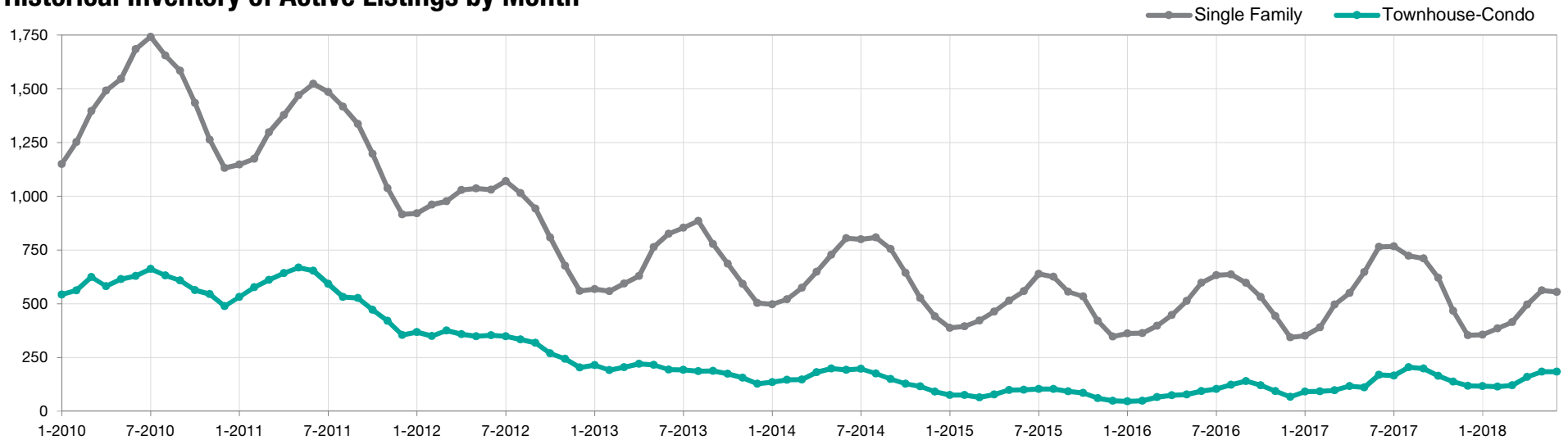
Inventory of Active Listings

June



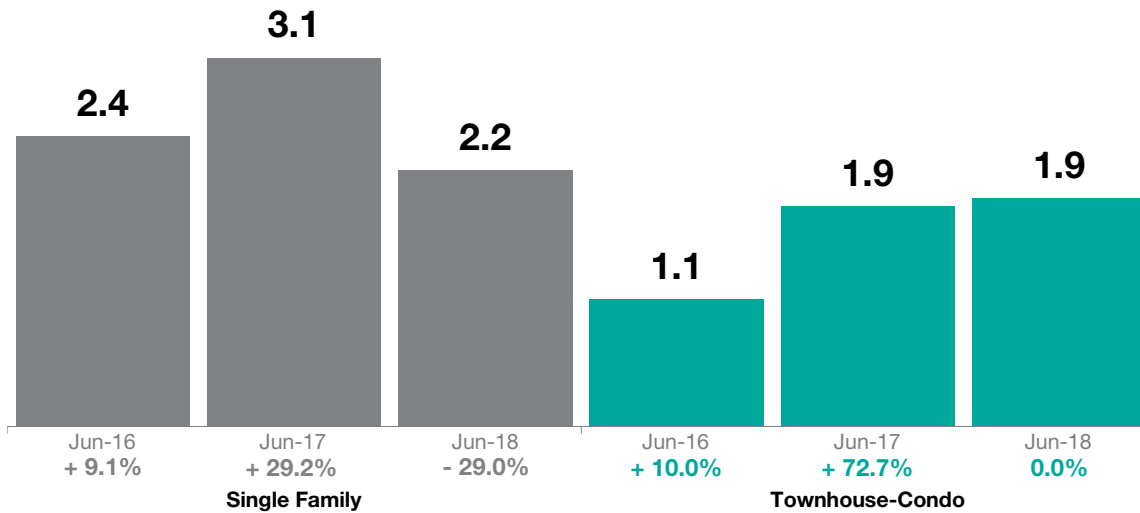
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	767	+21.2%	166	+61.2%
Aug-2017	723	+13.5%	205	+66.7%
Sep-2017	711	+19.1%	198	+41.4%
Oct-2017	621	+16.9%	165	+37.5%
Nov-2017	467	+5.7%	138	+46.8%
Dec-2017	354	+2.9%	118	+76.1%
Jan-2018	356	+1.4%	117	+28.6%
Feb-2018	385	-1.3%	114	+22.6%
Mar-2018	414	-16.5%	121	+24.7%
Apr-2018	496	-9.8%	159	+35.9%
May-2018	562	-13.1%	184	+65.8%
Jun-2018	555	-27.5%	184	+8.9%

Historical Inventory of Active Listings by Month



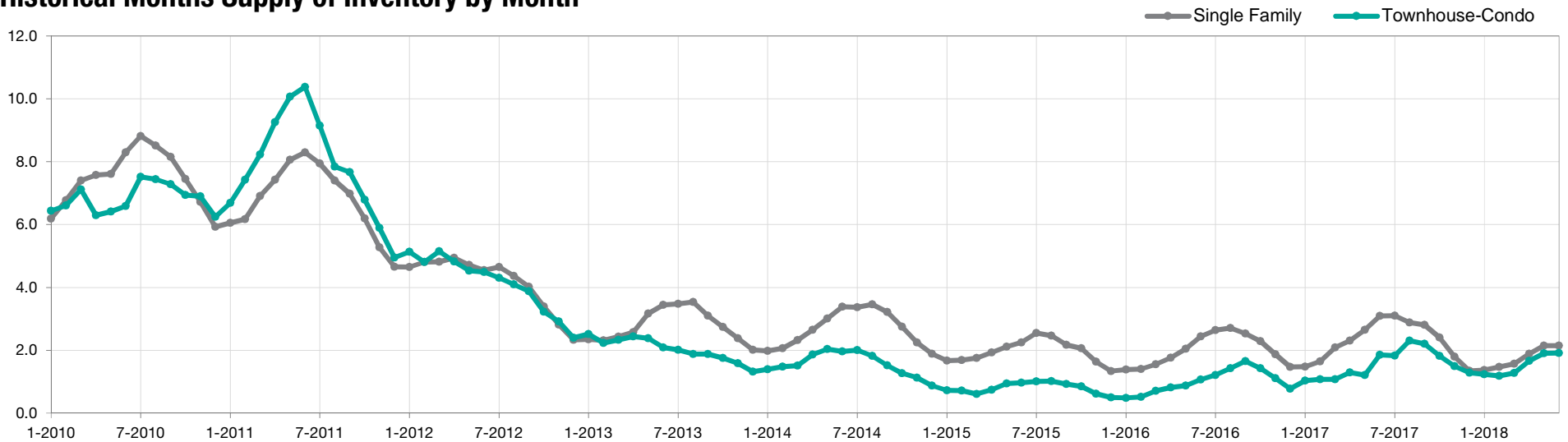
Months Supply of Inventory

June



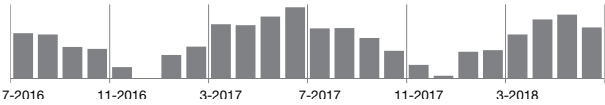


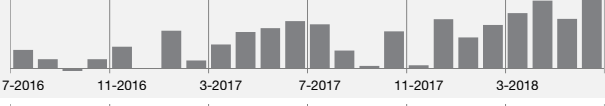
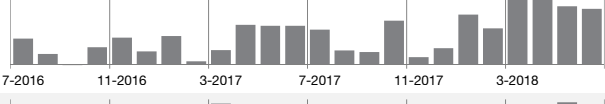
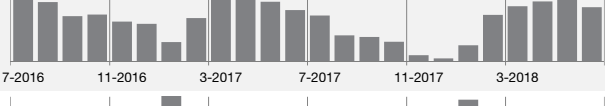
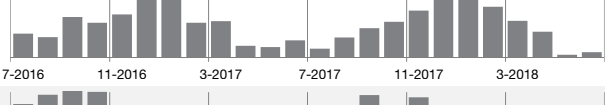
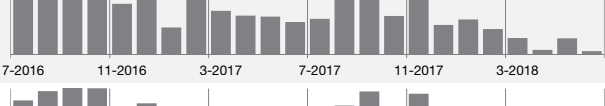
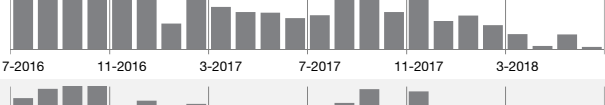

Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	3.1	+19.2%	1.8	+50.0%
Aug-2017	2.9	+7.4%	2.3	+64.3%
Sep-2017	2.8	+12.0%	2.2	+29.4%
Oct-2017	2.4	+4.3%	1.8	+28.6%
Nov-2017	1.8	-5.3%	1.5	+36.4%
Dec-2017	1.3	-13.3%	1.3	+62.5%
Jan-2018	1.4	-6.7%	1.2	+20.0%
Feb-2018	1.5	-6.3%	1.2	+9.1%
Mar-2018	1.6	-23.8%	1.3	+18.2%
Apr-2018	1.9	-17.4%	1.7	+30.8%
May-2018	2.1	-22.2%	1.9	+58.3%
Jun-2018	2.2	-29.0%	1.9	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.

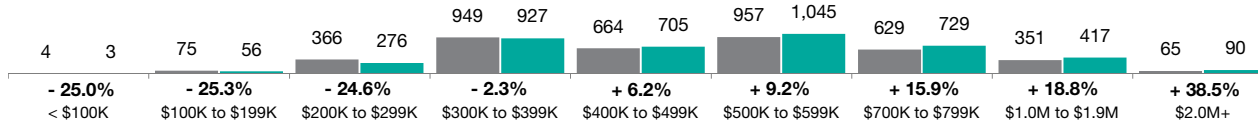
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		724	555	- 23.3%	3,249	3,056	- 5.9%
Pending / Under Contract		420	426	+ 1.4%	2,278	2,292	+ 0.6%
Sold Listings		484	432	- 10.7%	2,038	2,022	- 0.8%
Median Sales Price		\$536,500	\$576,250	+ 7.4%	\$518,250	\$550,000	+ 6.1%
Average Sales Price		\$647,997	\$687,477	+ 6.1%	\$628,837	\$692,860	+ 10.2%
Pct. of List Price Received		100.0%	100.1%	+ 0.1%	100.1%	100.1%	0.0%
Days on Market Until Sale		53	48	- 9.4%	58	57	- 1.7%
Housing Affordability Index		67	59	- 11.9%	69	62	- 10.1%
Inventory of Active Listings		934	739	- 20.9%	--	--	--
Months Supply of Inventory		2.8	2.1	- 25.0%	--	--	--

Sold Listings

Actual sales that have closed in a given month.

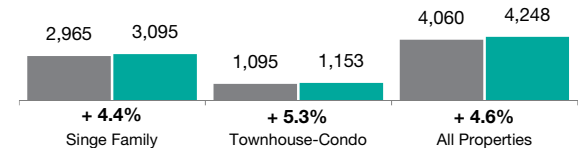
By Price Range – All Properties – Rolling 12 Months

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



Rolling 12 Months

Compared to Prior Month

Year to Date

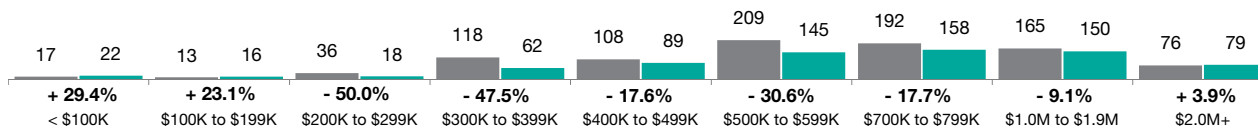
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change	5-2018	6-2018	Change	5-2018	6-2018	Change	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	4	2	-50.0%	0	1	--	0	0	--	0	1	--	2	0	-100.0%	0	1	--
\$100,000 to \$199,999	29	18	-37.9%	46	38	-17.4%	1	2	+100.0%	4	3	-25.0%	14	6	-57.1%	15	16	+6.7%
\$200,000 to \$299,999	126	50	-60.3%	240	226	-5.8%	2	3	+50.0%	17	21	+23.5%	35	10	-71.4%	108	102	-5.6%
\$300,000 to \$399,999	613	570	-7.0%	336	357	+6.3%	53	33	-37.7%	36	45	+25.0%	287	221	-23.0%	162	162	0.0%
\$400,000 to \$499,999	437	477	+9.2%	227	228	+0.4%	49	41	-16.3%	32	18	-43.8%	221	221	0.0%	122	122	0.0%
\$500,000 to \$699,999	805	844	+4.8%	152	201	+32.2%	91	87	-4.4%	16	20	+25.0%	426	389	-8.7%	84	115	+36.9%
\$700,000 to \$999,999	559	654	+17.0%	70	75	+7.1%	71	87	+22.5%	11	7	-36.4%	304	327	+7.6%	29	44	+51.7%
\$1,000,000 to \$1,999,999	330	392	+18.8%	21	25	+19.0%	47	52	+10.6%	3	2	-33.3%	189	206	+9.0%	10	17	+70.0%
\$2,000,000 and Above	62	88	+41.9%	3	2	-33.3%	15	10	-33.3%	0	0	--	29	61	+110.3%	1	2	+100.0%
All Price Ranges	2,965	3,095	+4.4%	1,095	1,153	+5.3%	329	315	-4.3%	119	117	-1.7%	1,507	1,441	-4.4%	531	581	+9.4%

Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

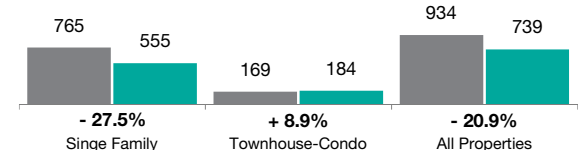
By Price Range – All Properties

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change	5-2018	6-2018	Change	5-2018	6-2018	Change	6-2017	6-2018	Change	6-2017	6-2018
\$99,999 and Below	17	22	+29.4%	0	0	--	22	22	0.0%	0	0	--					
\$100,000 to \$199,999	8	9	+12.5%	5	7	+40.0%	7	9	+28.6%	5	7	+40.0%					
\$200,000 to \$299,999	6	1	-83.3%	30	17	-43.3%	1	1	0.0%	13	17	+30.8%					
\$300,000 to \$399,999	76	23	-69.7%	42	39	-7.1%	20	23	+15.0%	38	39	+2.6%					
\$400,000 to \$499,999	81	59	-27.2%	27	30	+11.1%	61	59	-3.3%	32	30	-6.3%					
\$500,000 to \$699,999	171	102	-40.4%	38	43	+13.2%	120	102	-15.0%	42	43	+2.4%					
\$700,000 to \$999,999	171	126	-26.3%	21	32	+52.4%	123	126	+2.4%	38	32	-15.8%					
\$1,000,000 to \$1,999,999	163	137	-16.0%	2	13	+550.0%	133	137	+3.0%	13	13	0.0%					
\$2,000,000 and Above	72	76	+5.6%	4	3	-25.0%	75	76	+1.3%	3	3	0.0%					
All Price Ranges	765	555	-27.5%	169	184	+8.9%	562	555	-1.2%	184	184	0.0%					

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.
Inventory of 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.