

Monthly Indicators



October 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 6.0 percent for single family homes and 29.5 percent for townhouse-condo properties. Pending Sales landed at 221 for single family homes and 92 for townhouse-condo properties.

The Median Sales Price was up 11.1 percent to \$627,000 for single family homes but decreased 0.9 percent to \$394,900 for townhouse-condo properties. Days on Market decreased 16.7 percent for single family homes but increased 2.0 percent for townhouse-condo properties.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

Activity Snapshot

- 17.0%

+ 9.8%

- 11.5%

One-Year Change in
Sold Listings
All Properties

One-Year Change in
Median Sales Price
All Properties

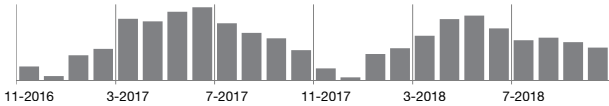
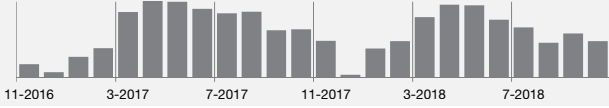
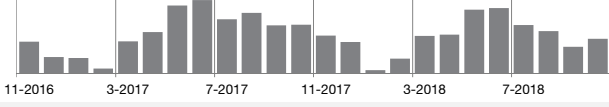
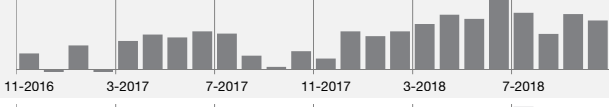
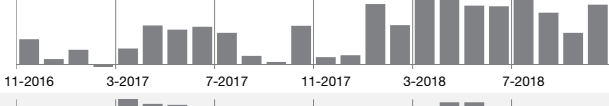
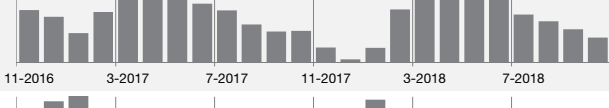
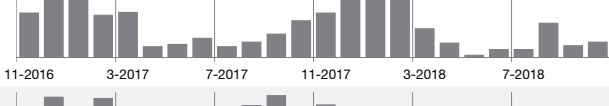
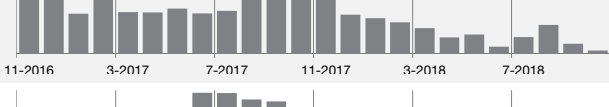
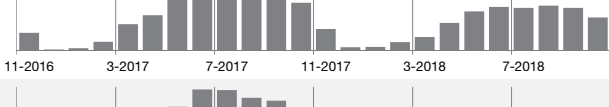

One-Year Change in
Days on Market
All Properties

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	10-2017	10-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		268	284	+ 6.0%	3,870	3,496	- 9.7%
Pending / Under Contract		255	221	- 13.3%	2,789	2,581	- 7.5%
Sold Listings		284	238	- 16.2%	2,707	2,472	- 8.7%
Median Sales Price		\$564,250	\$627,000	+ 11.1%	\$575,000	\$631,022	+ 9.7%
Average Sales Price		\$728,187	\$780,150	+ 7.1%	\$692,016	\$774,887	+ 12.0%
Pct. of List Price Received		98.7%	98.5%	- 0.2%	99.5%	99.4%	- 0.1%
Days on Market Until Sale		66	55	- 16.7%	60	58	- 3.3%
Housing Affordability Index		63	49	- 22.2%	62	49	- 21.0%
Inventory of Active Listings		618	533	- 13.8%	--	--	--
Months Supply of Inventory		2.4	2.2	- 8.3%	--	--	--

Townhouse-Condo Market Overview

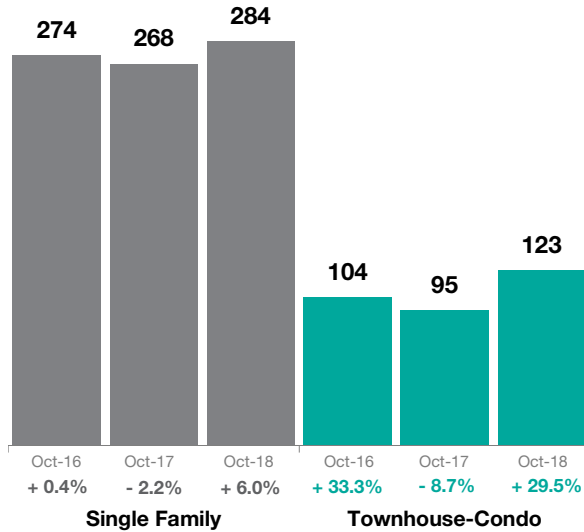


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

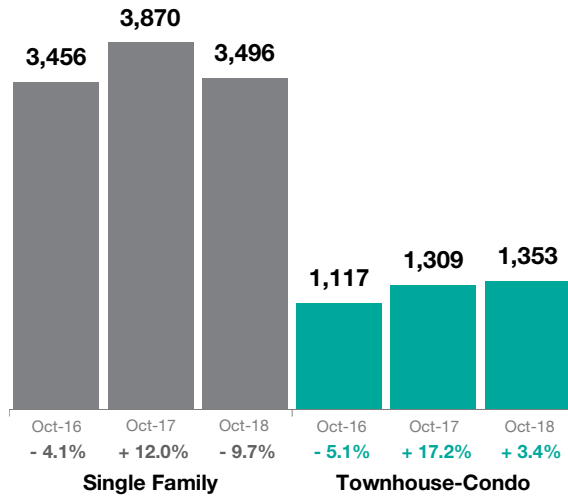
Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		95	123	+ 29.5%	1,309	1,353	+ 3.4%
Pending / Under Contract		101	92	- 8.9%	1,002	1,012	+ 1.0%
Sold Listings		98	79	- 19.4%	923	982	+ 6.4%
Median Sales Price		\$398,500	\$394,900	- 0.9%	\$387,000	\$397,000	+ 2.6%
Average Sales Price		\$456,862	\$450,469	- 1.4%	\$425,338	\$456,573	+ 7.3%
Pct. of List Price Received		98.9%	99.6%	+ 0.7%	100.2%	100.3%	+ 0.1%
Days on Market Until Sale		49	50	+ 2.0%	47	50	+ 6.4%
Housing Affordability Index		90	78	- 13.3%	92	78	- 15.2%
Inventory of Active Listings		164	186	+ 13.4%	--	--	--
Months Supply of Inventory		1.8	1.9	+ 5.6%	--	--	--

New Listings

October

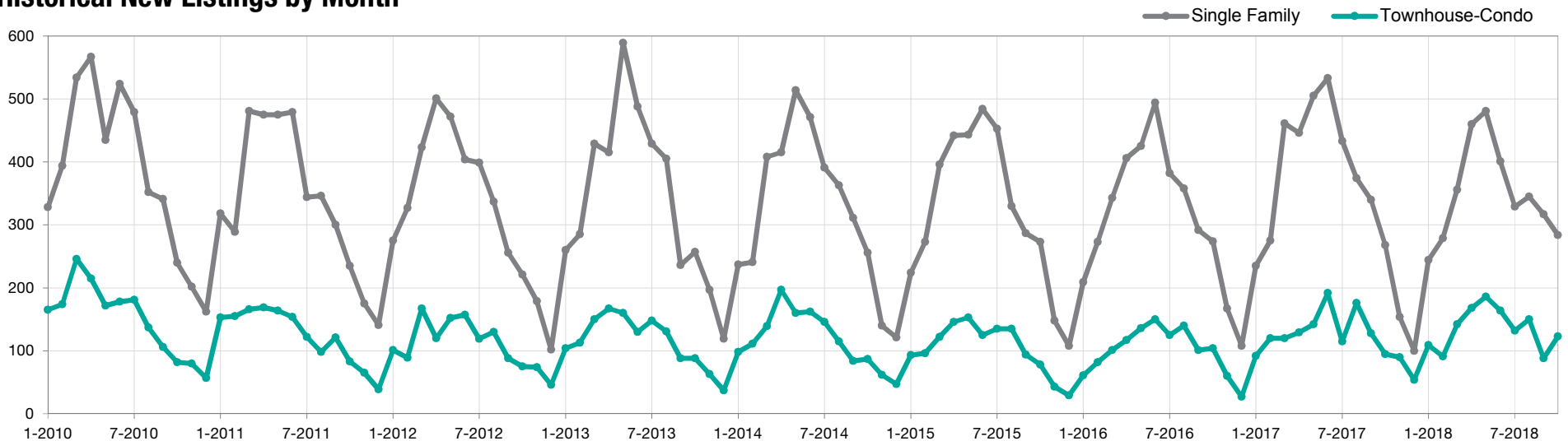


Year to Date



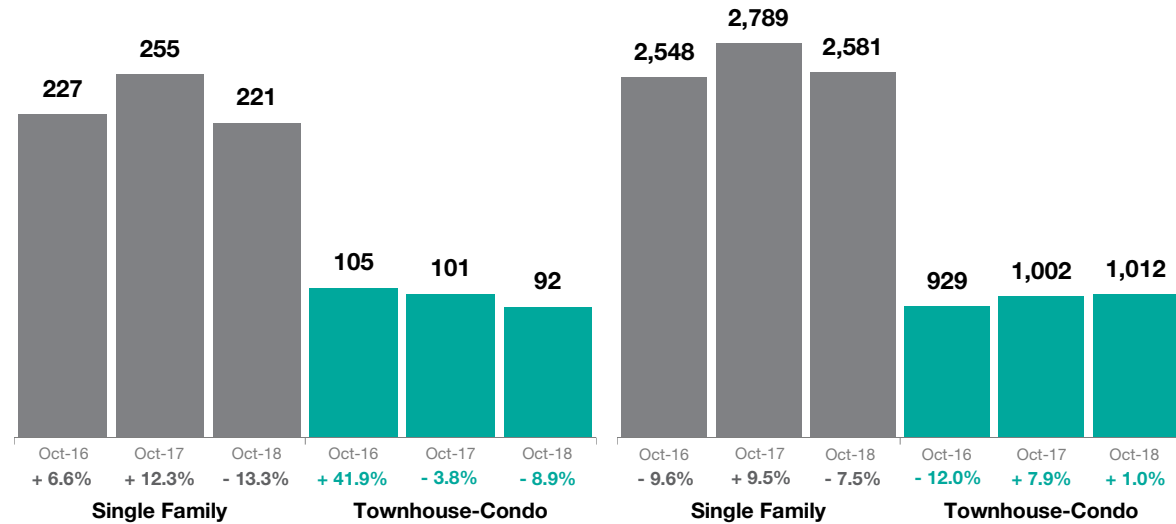
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	154	-7.8%	90	+50.0%
Dec-2017	100	-7.4%	54	+100.0%
Jan-2018	244	+3.8%	109	+18.5%
Feb-2018	279	+1.5%	91	-24.2%
Mar-2018	356	-22.8%	142	+18.3%
Apr-2018	460	+3.1%	168	+30.2%
May-2018	481	-4.8%	186	+31.0%
Jun-2018	401	-24.8%	164	-14.6%
Jul-2018	329	-24.0%	132	+14.8%
Aug-2018	345	-7.8%	150	-14.8%
Sep-2018	317	-6.8%	88	-31.3%
Oct-2018	284	+6.0%	123	+29.5%

Historical New Listings by Month

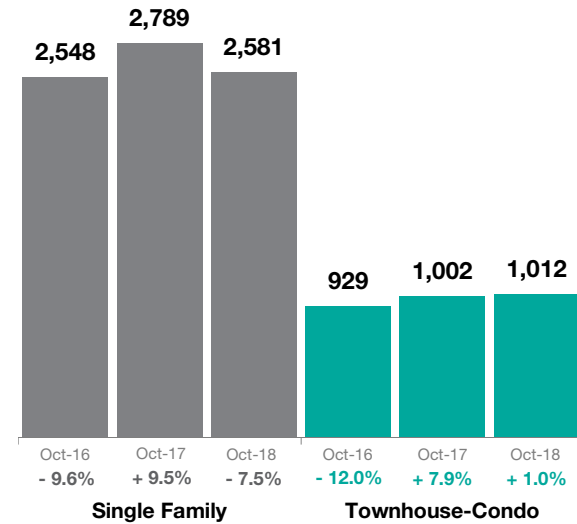


Pending / Under Contract

October

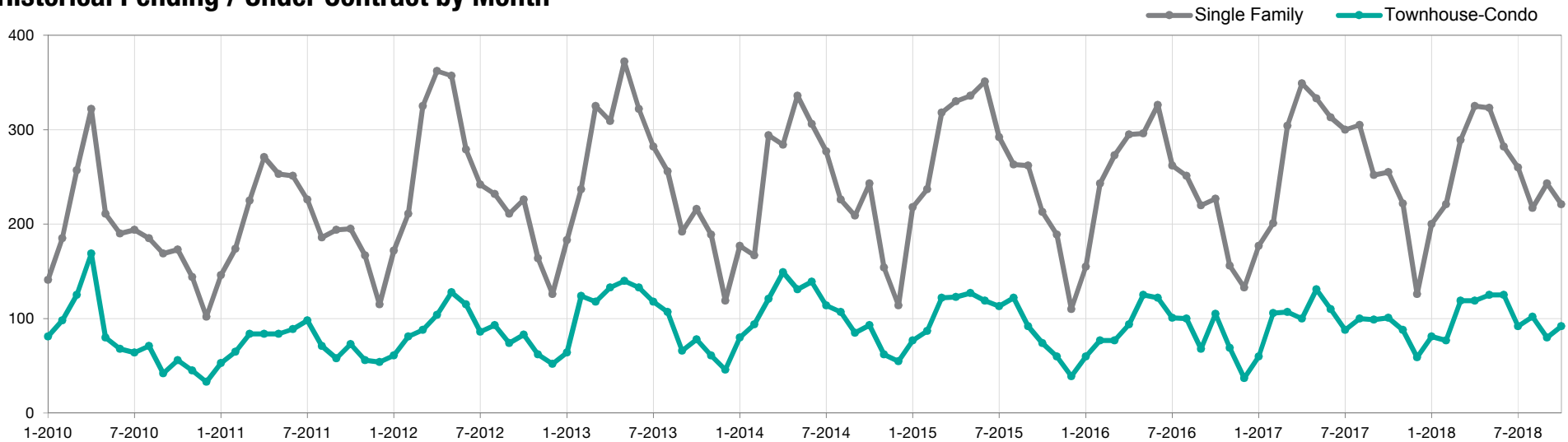


Year to Date



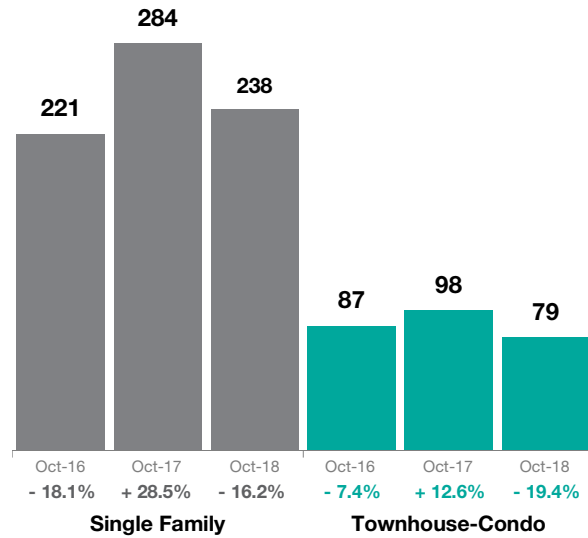
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	222	+42.3%	88	+27.5%
Dec-2017	126	-5.3%	59	+59.5%
Jan-2018	200	+13.0%	81	+35.0%
Feb-2018	221	+10.0%	77	-27.4%
Mar-2018	289	-4.9%	119	+11.2%
Apr-2018	325	-6.9%	119	+19.0%
May-2018	323	-3.0%	125	-4.6%
Jun-2018	282	-9.9%	125	+13.6%
Jul-2018	260	-13.3%	92	+4.5%
Aug-2018	217	-28.9%	102	+2.0%
Sep-2018	243	-3.6%	80	-19.2%
Oct-2018	221	-13.3%	92	-8.9%

Historical Pending / Under Contract by Month

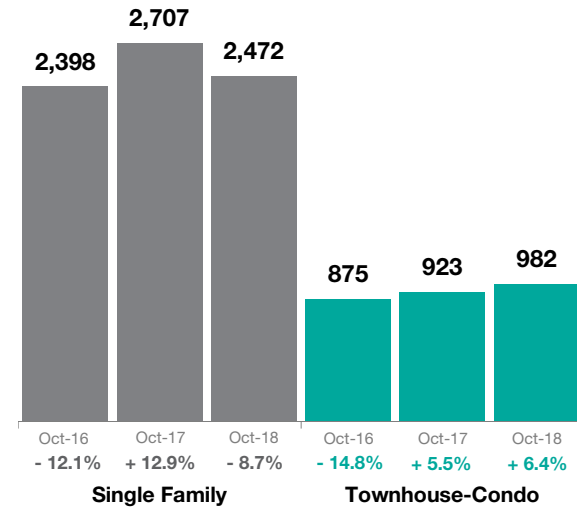


Sold Listings

October

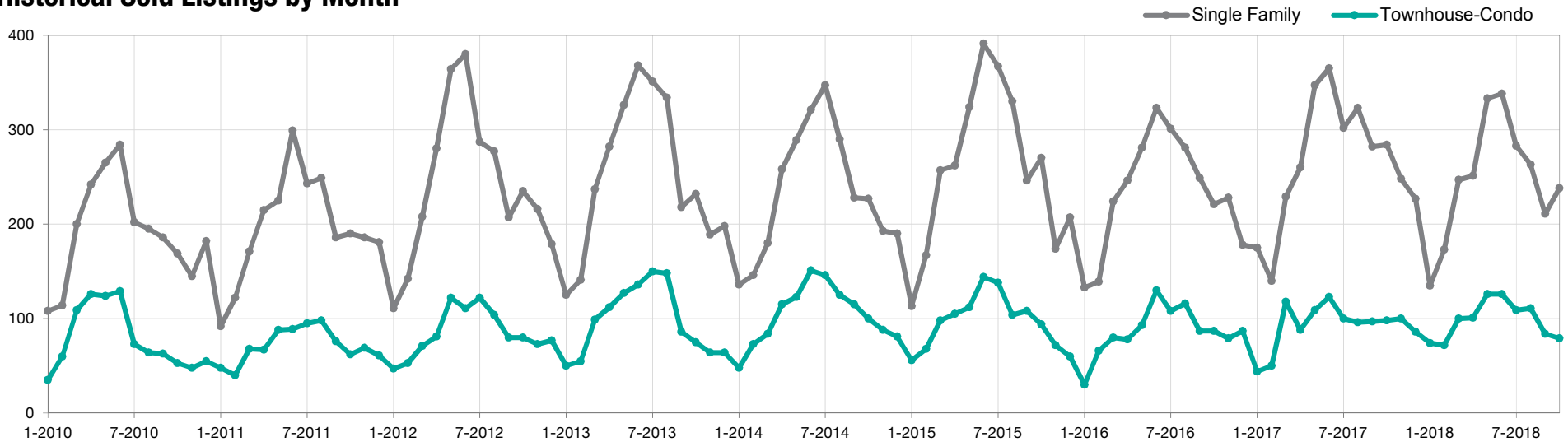


Year to Date



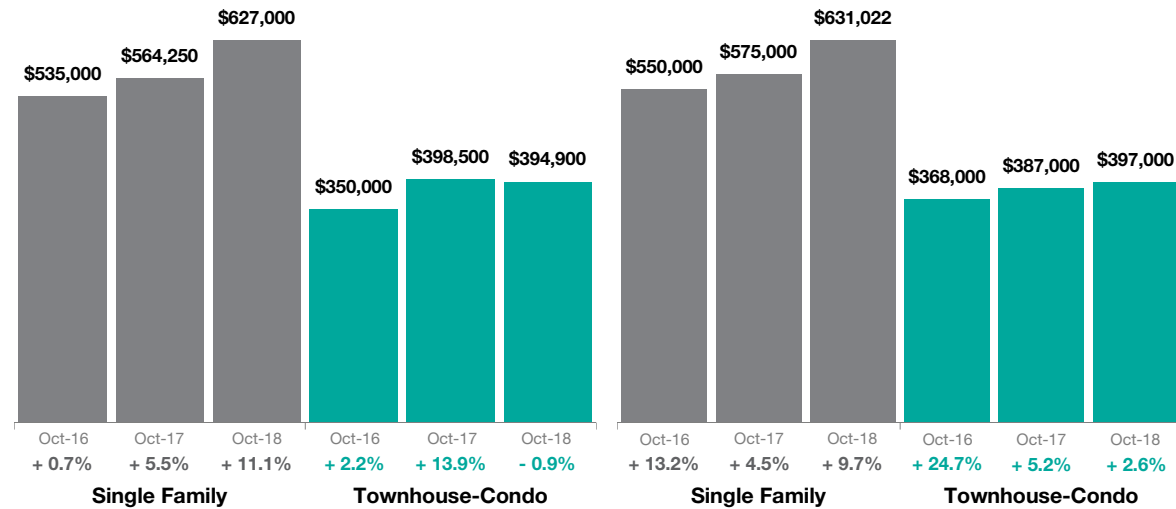
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	248	+8.8%	100	+26.6%
Dec-2017	227	+27.5%	86	-1.1%
Jan-2018	135	-22.9%	74	+68.2%
Feb-2018	173	+23.6%	72	+44.0%
Mar-2018	247	+7.9%	100	-15.3%
Apr-2018	251	-3.5%	101	+14.8%
May-2018	333	-4.0%	126	+15.6%
Jun-2018	338	-7.4%	126	+2.4%
Jul-2018	283	-6.3%	109	+9.0%
Aug-2018	263	-18.6%	111	+15.6%
Sep-2018	211	-25.2%	84	-13.4%
Oct-2018	238	-16.2%	79	-19.4%

Historical Sold Listings by Month

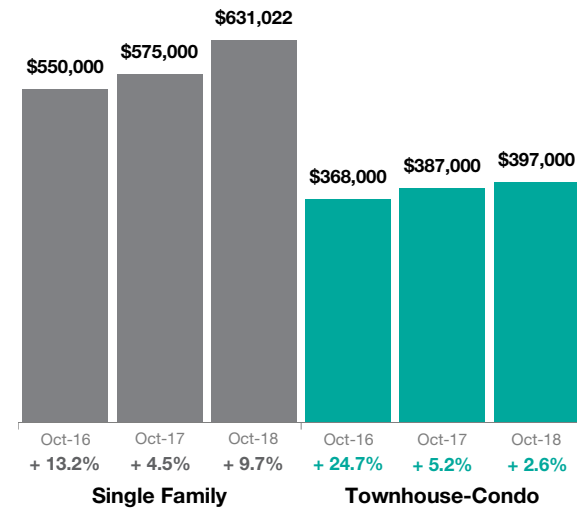


Median Sales Price

October

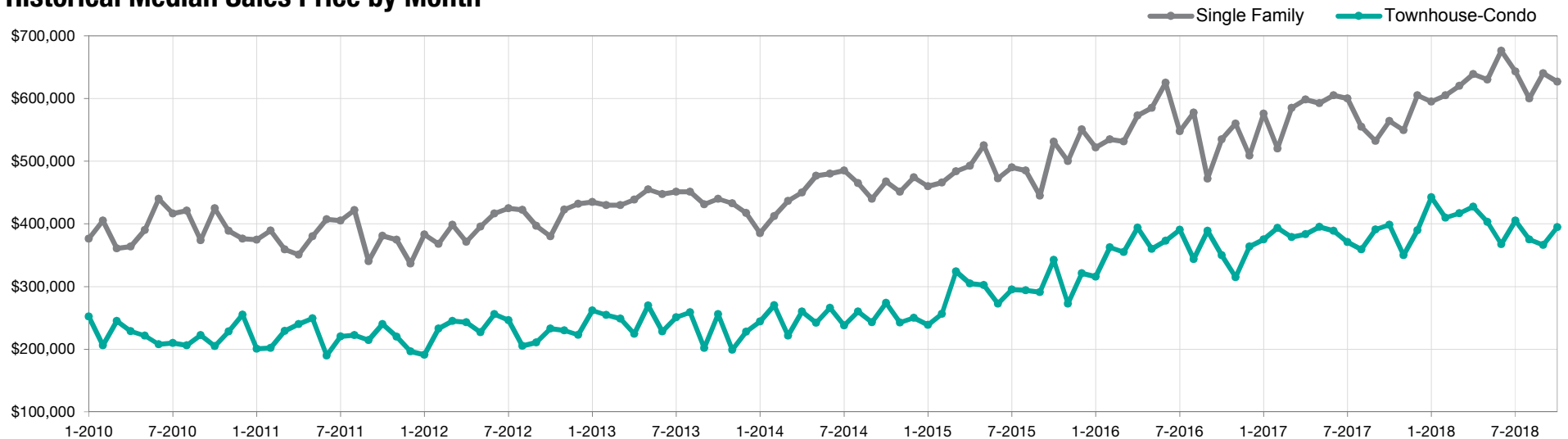


Year to Date



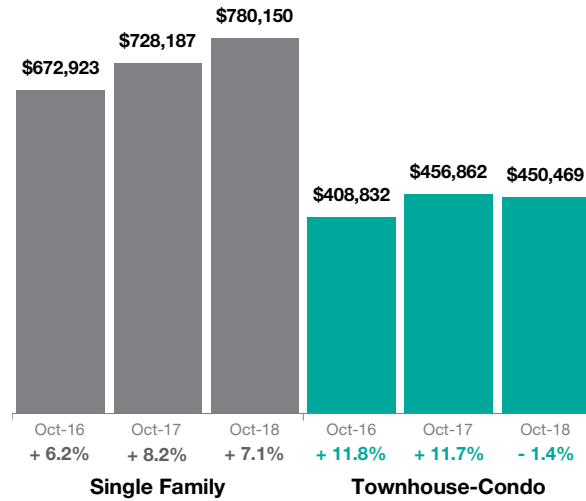
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	\$549,288	-1.9%	\$350,000	+11.1%
Dec-2017	\$605,000	+18.8%	\$389,627	+7.0%
Jan-2018	\$595,000	+3.3%	\$442,500	+18.0%
Feb-2018	\$605,000	+16.3%	\$410,000	+4.2%
Mar-2018	\$620,000	+6.0%	\$417,000	+10.0%
Apr-2018	\$639,000	+6.8%	\$427,500	+11.5%
May-2018	\$630,000	+6.3%	\$403,250	+2.1%
Jun-2018	\$676,250	+11.8%	\$367,750	-5.5%
Jul-2018	\$643,000	+7.2%	\$405,000	+9.2%
Aug-2018	\$599,900	+8.1%	\$374,900	+4.4%
Sep-2018	\$640,000	+20.3%	\$366,250	-6.3%
Oct-2018	\$627,000	+11.1%	\$394,900	-0.9%

Historical Median Sales Price by Month

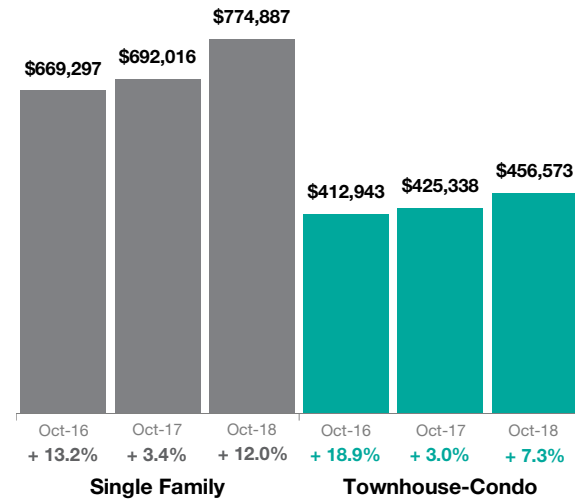


Average Sales Price

October

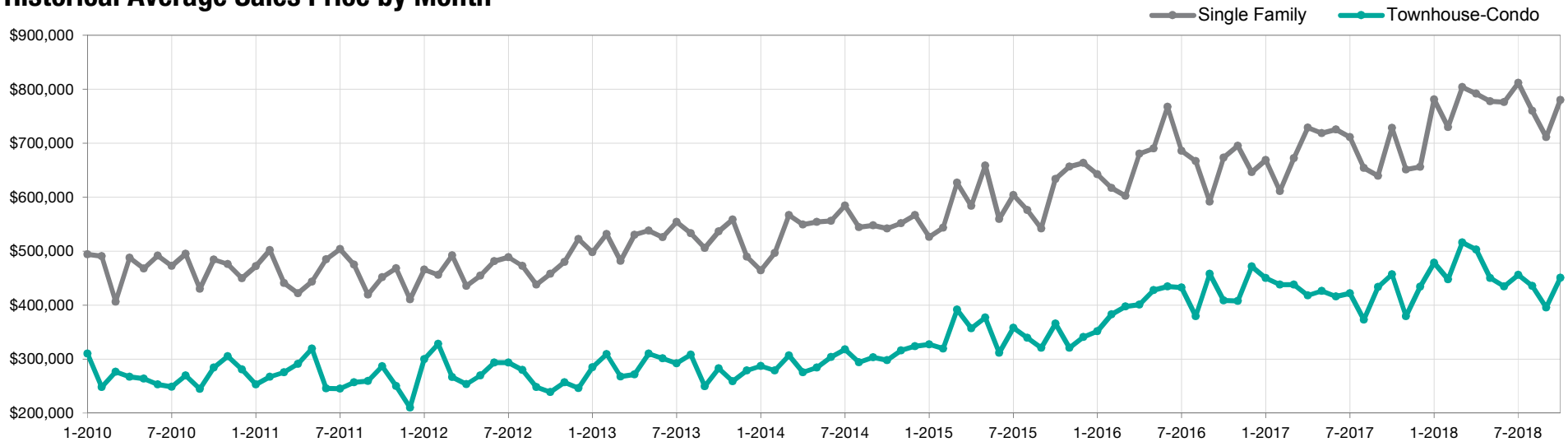


Year to Date



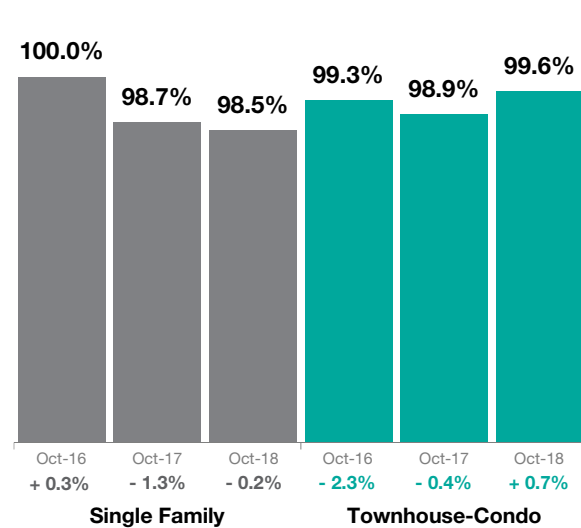
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	\$650,977	-6.4%	\$379,563	-6.9%
Dec-2017	\$656,009	+1.5%	\$434,186	-7.9%
Jan-2018	\$781,141	+16.8%	\$478,501	+6.3%
Feb-2018	\$729,793	+19.4%	\$447,537	+2.2%
Mar-2018	\$803,813	+19.6%	\$516,146	+17.9%
Apr-2018	\$791,903	+8.7%	\$503,116	+20.4%
May-2018	\$777,542	+8.2%	\$450,131	+5.7%
Jun-2018	\$775,965	+7.0%	\$434,360	+4.4%
Jul-2018	\$811,602	+14.1%	\$455,837	+8.0%
Aug-2018	\$760,111	+16.2%	\$435,684	+16.8%
Sep-2018	\$711,081	+11.2%	\$395,403	-8.8%
Oct-2018	\$780,150	+7.1%	\$450,469	-1.4%

Historical Average Sales Price by Month

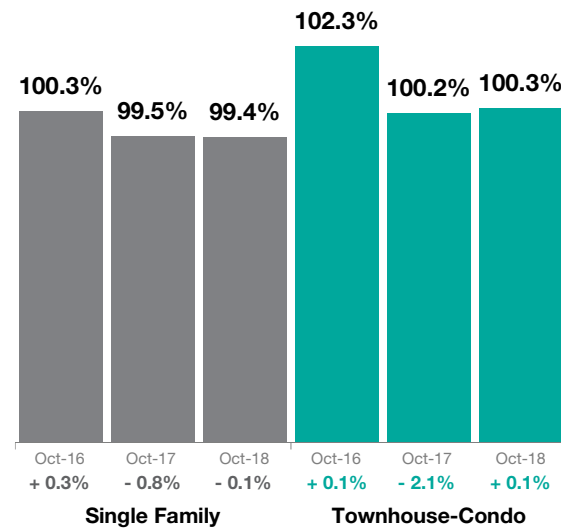


Percent of List Price Received

October

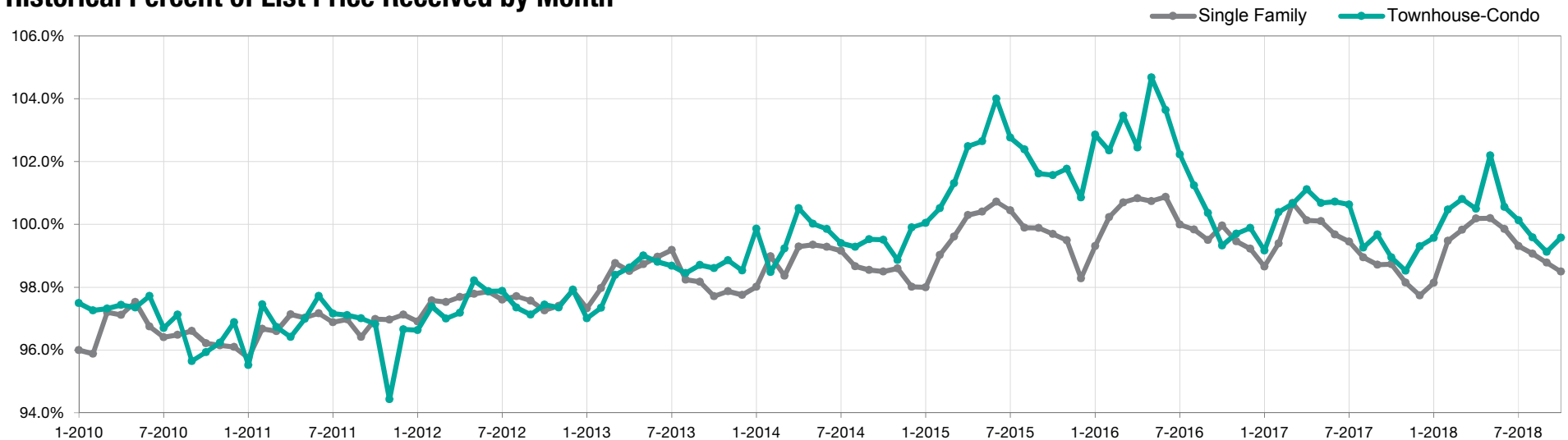


Year to Date



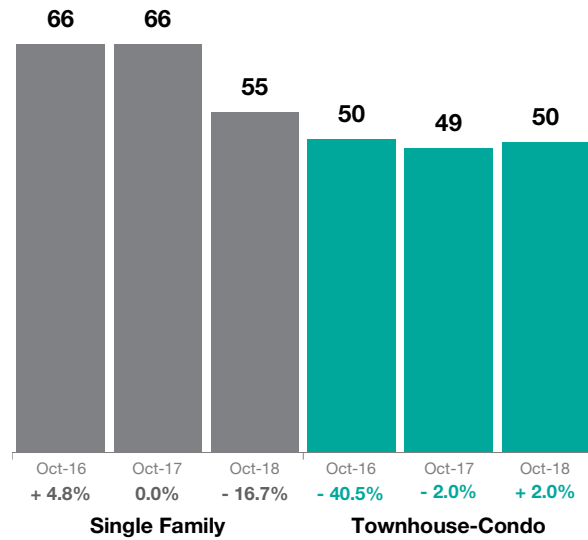
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	98.2%	-1.3%	98.5%	-1.2%
Dec-2017	97.7%	-1.5%	99.3%	-0.6%
Jan-2018	98.1%	-0.6%	99.6%	+0.4%
Feb-2018	99.5%	+0.1%	100.5%	+0.1%
Mar-2018	99.8%	-0.9%	100.8%	+0.1%
Apr-2018	100.2%	+0.1%	100.5%	-0.6%
May-2018	100.2%	+0.1%	102.2%	+1.5%
Jun-2018	99.9%	+0.2%	100.6%	-0.1%
Jul-2018	99.3%	-0.1%	100.1%	-0.5%
Aug-2018	99.1%	+0.1%	99.6%	+0.3%
Sep-2018	98.8%	+0.1%	99.1%	-0.6%
Oct-2018	98.5%	-0.2%	99.6%	+0.7%

Historical Percent of List Price Received by Month

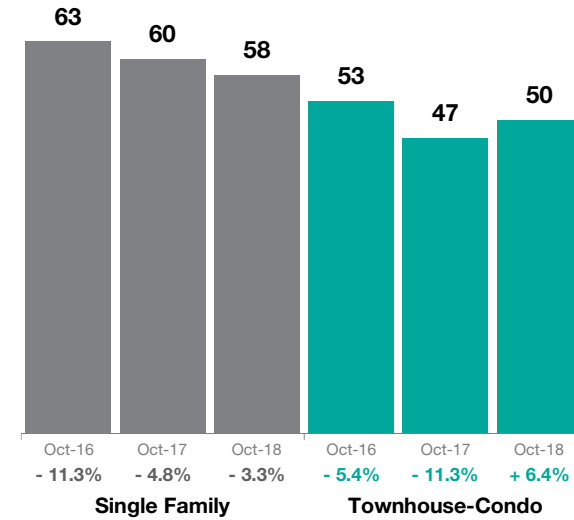


Days on Market Until Sale

October

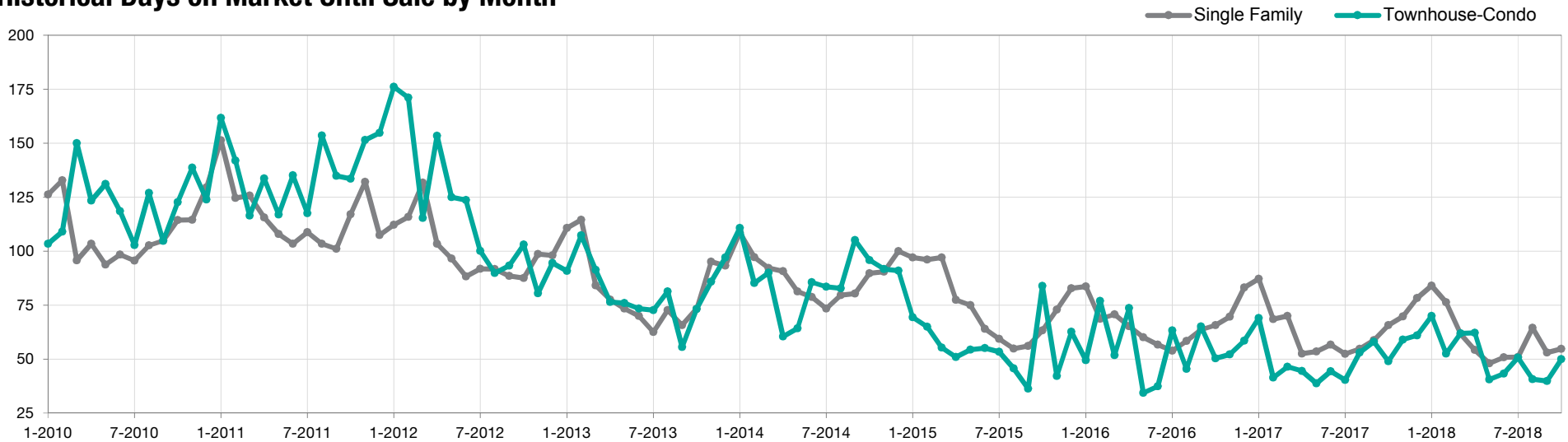


Year to Date



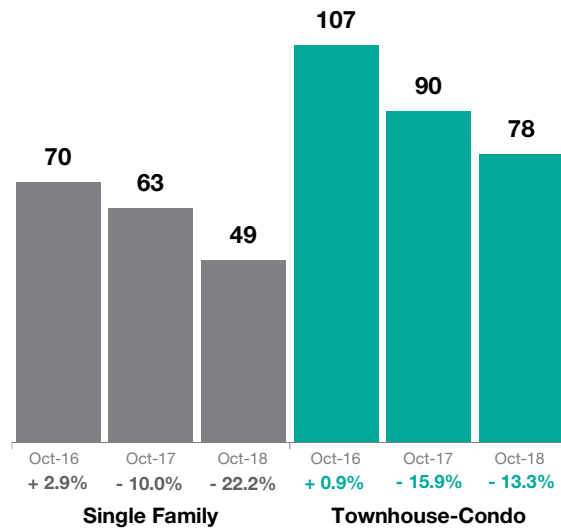
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	70	0.0%	59	+13.5%
Dec-2017	78	-6.0%	61	+3.4%
Jan-2018	84	-3.4%	70	+1.4%
Feb-2018	76	+10.1%	53	+29.3%
Mar-2018	62	-11.4%	62	+34.8%
Apr-2018	54	+1.9%	62	+37.8%
May-2018	48	-11.1%	41	+5.1%
Jun-2018	51	-10.5%	43	-2.3%
Jul-2018	51	-1.9%	51	+27.5%
Aug-2018	65	+18.2%	41	-22.6%
Sep-2018	53	-10.2%	40	-31.0%
Oct-2018	55	-16.7%	50	+2.0%

Historical Days on Market Until Sale by Month

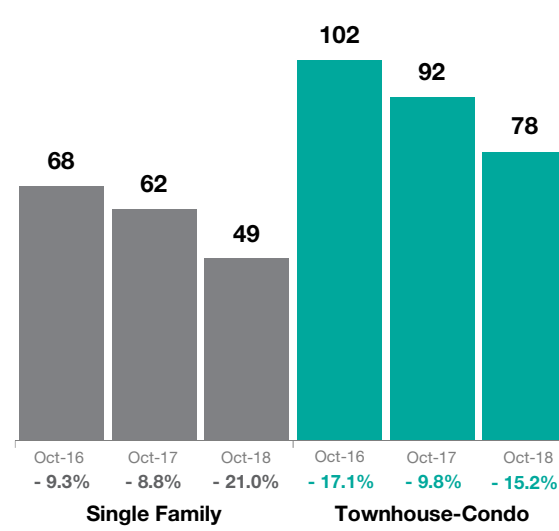


Housing Affordability Index

October

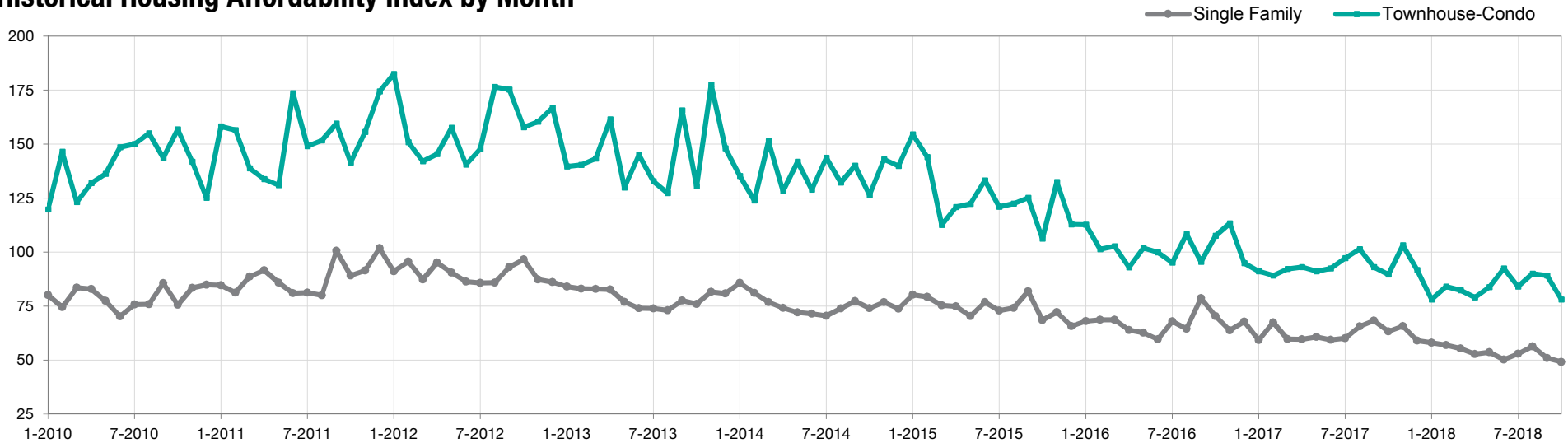


Year to Date



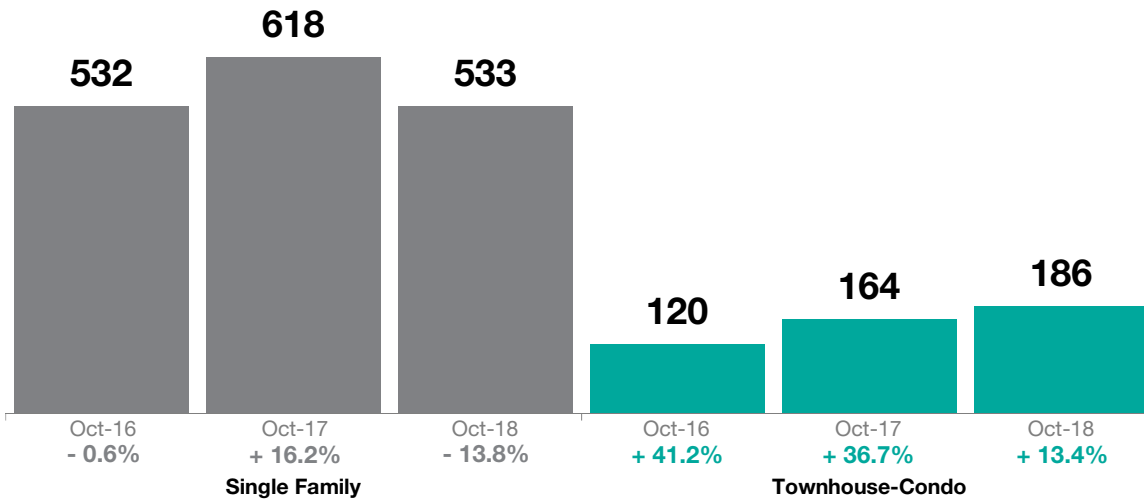
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	66	+3.1%	103	-8.8%
Dec-2017	59	-13.2%	92	-3.2%
Jan-2018	58	-1.7%	78	-14.3%
Feb-2018	57	-14.9%	84	-5.6%
Mar-2018	55	-8.3%	82	-10.9%
Apr-2018	53	-11.7%	79	-15.1%
May-2018	54	-11.5%	84	-7.7%
Jun-2018	50	-15.3%	92	0.0%
Jul-2018	53	-11.7%	84	-13.4%
Aug-2018	56	-15.2%	90	-10.9%
Sep-2018	51	-25.0%	89	-4.3%
Oct-2018	49	-22.2%	78	-13.3%

Historical Housing Affordability Index by Month



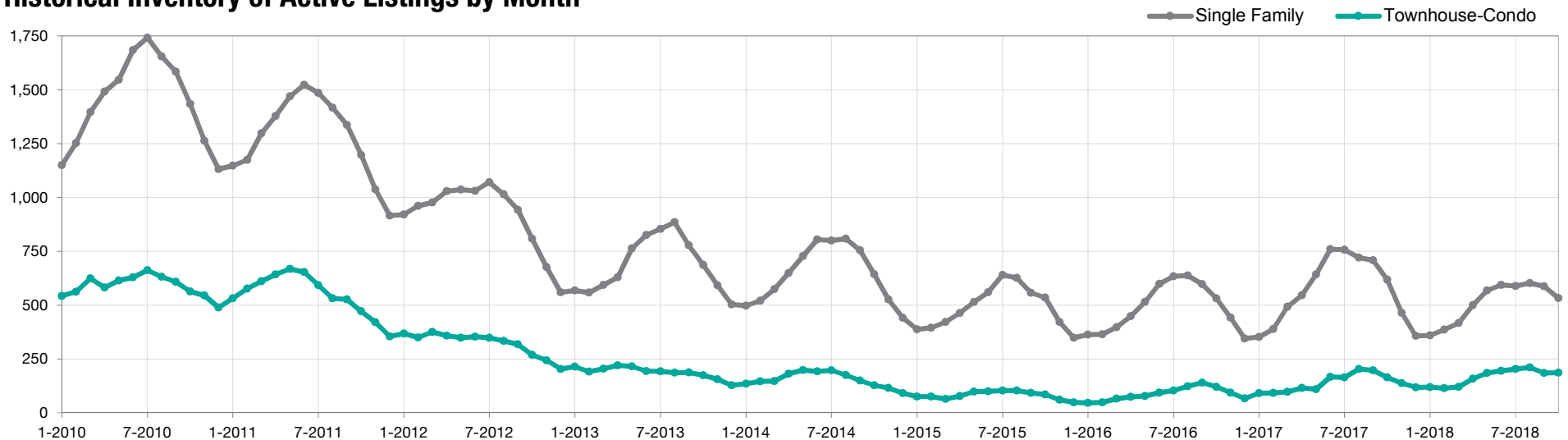
Inventory of Active Listings

October



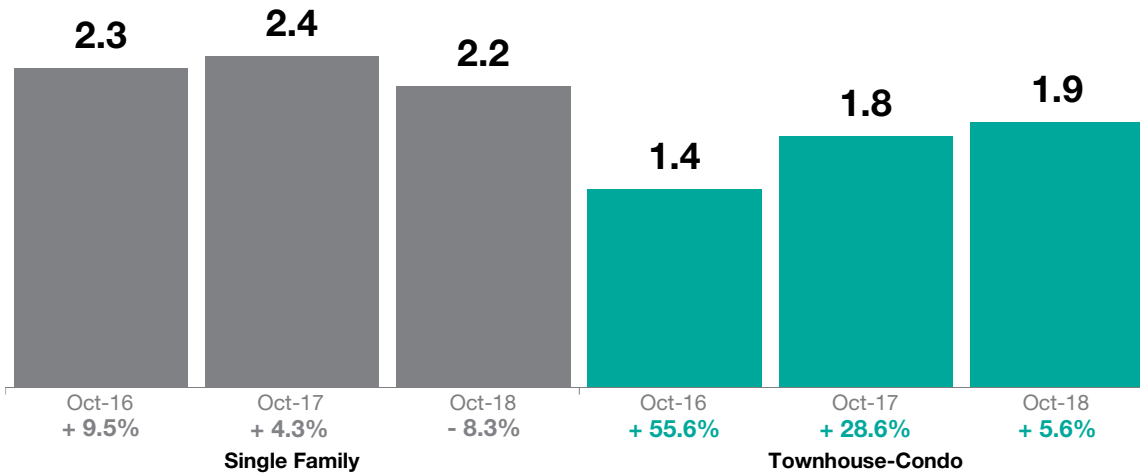
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	465	+5.0%	137	+45.7%
Dec-2017	357	+3.5%	118	+76.1%
Jan-2018	359	+2.0%	119	+30.8%
Feb-2018	387	-0.5%	115	+23.7%
Mar-2018	417	-15.2%	120	+23.7%
Apr-2018	500	-8.4%	158	+36.2%
May-2018	568	-11.7%	185	+68.2%
Jun-2018	594	-21.8%	195	+16.8%
Jul-2018	589	-22.2%	203	+23.8%
Aug-2018	602	-16.4%	211	+3.4%
Sep-2018	588	-16.9%	185	-6.1%
Oct-2018	533	-13.8%	186	+13.4%

Historical Inventory of Active Listings by Month



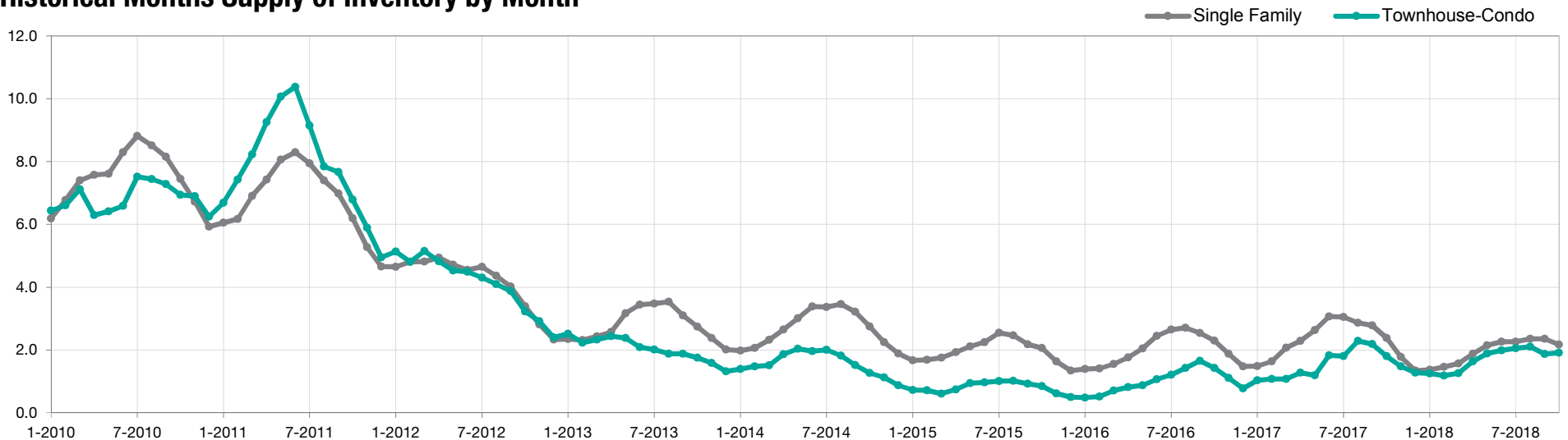
Months Supply of Inventory

October



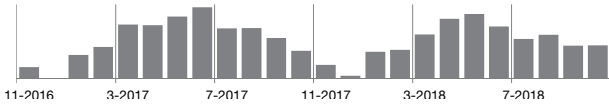
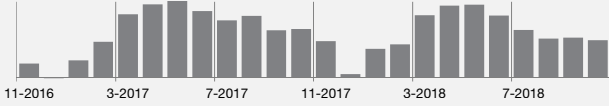
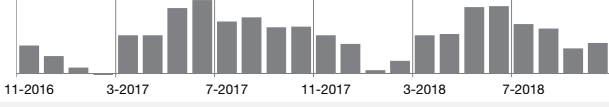
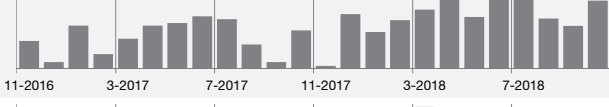
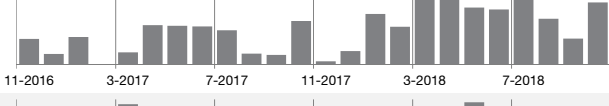
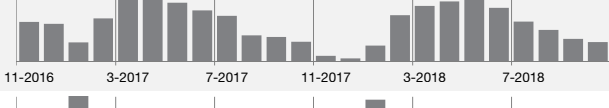
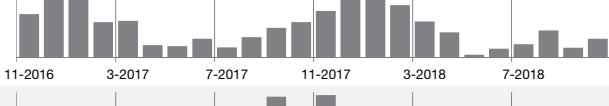
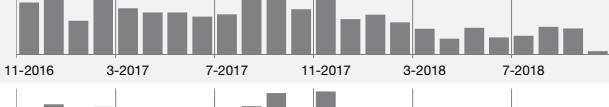
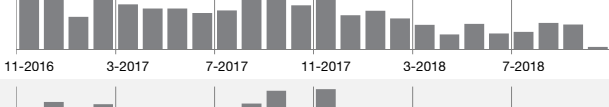

Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	1.8	-5.3%	1.5	+36.4%
Dec-2017	1.3	-13.3%	1.3	+62.5%
Jan-2018	1.4	-6.7%	1.3	+30.0%
Feb-2018	1.5	-6.3%	1.2	+9.1%
Mar-2018	1.6	-23.8%	1.3	+18.2%
Apr-2018	1.9	-17.4%	1.6	+23.1%
May-2018	2.2	-15.4%	1.9	+58.3%
Jun-2018	2.3	-25.8%	2.0	+11.1%
Jul-2018	2.3	-25.8%	2.1	+16.7%
Aug-2018	2.4	-17.2%	2.1	-8.7%
Sep-2018	2.4	-14.3%	1.9	-13.6%
Oct-2018	2.2	-8.3%	1.9	+5.6%

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.

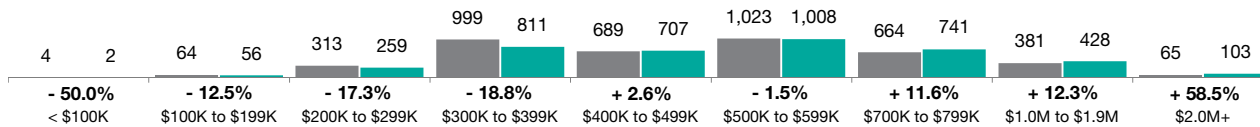
Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		363	407	+ 12.1%	5,179	4,849	- 6.4%
Pending / Under Contract		356	313	- 12.1%	3,791	3,593	- 5.2%
Sold Listings		382	317	- 17.0%	3,630	3,454	- 4.8%
Median Sales Price		\$512,500	\$562,700	+ 9.8%	\$509,000	\$550,000	+ 8.1%
Average Sales Price		\$658,580	\$697,990	+ 6.0%	\$624,208	\$684,388	+ 9.6%
Pct. of List Price Received		98.8%	98.8%	0.0%	99.7%	99.7%	0.0%
Days on Market Until Sale		61	54	- 11.5%	57	55	- 3.5%
Housing Affordability Index		70	55	- 21.4%	70	56	- 20.0%
Inventory of Active Listings		782	719	- 8.1%	--	--	--
Months Supply of Inventory		2.2	2.1	- 4.5%	--	--	--

Sold Listings

Actual sales that have closed in a given month.

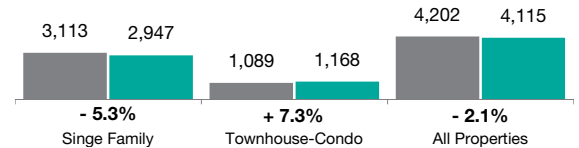
By Price Range – All Properties – Rolling 12 Months

■ 10-2017 ■ 10-2018



By Property Type

■ 10-2017 ■ 10-2018



Rolling 12 Months

Compared to Prior Month

Year to Date

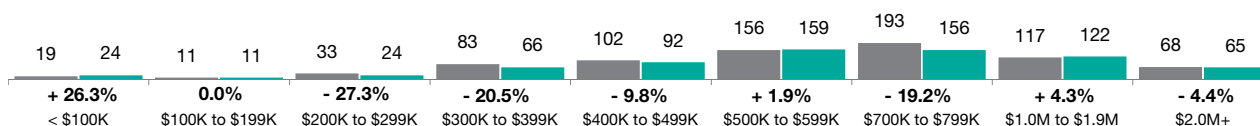
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change	9-2018	10-2018	Change	9-2018	10-2018	Change	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	4	1	-75.0%	0	1	--	0	0	--	0	0	--	3	0	-100.0%	0	1	--
\$100,000 to \$199,999	27	18	-33.3%	37	38	+2.7%	2	1	-50.0%	2	5	+150.0%	22	14	-36.4%	28	29	+3.6%
\$200,000 to \$299,999	85	46	-45.9%	228	213	-6.6%	7	5	-28.6%	15	9	-40.0%	60	31	-48.3%	187	167	-10.7%
\$300,000 to \$399,999	646	448	-30.7%	353	363	+2.8%	35	31	-11.4%	33	28	-15.2%	555	361	-35.0%	297	300	+1.0%
\$400,000 to \$499,999	460	482	+4.8%	229	225	-1.7%	30	39	+30.0%	15	15	0.0%	403	403	0.0%	208	203	-2.4%
\$500,000 to \$699,999	869	787	-9.4%	154	221	+43.5%	52	63	+21.2%	18	12	-33.3%	758	657	-13.3%	135	186	+37.8%
\$700,000 to \$999,999	598	662	+10.7%	66	79	+19.7%	55	55	0.0%	1	9	+800.0%	528	557	+5.5%	50	69	+38.0%
\$1,000,000 to \$1,999,999	362	403	+11.3%	19	25	+31.6%	27	34	+25.9%	0	1	--	327	354	+8.3%	17	24	+41.2%
\$2,000,000 and Above	62	100	+61.3%	3	3	0.0%	3	10	+233.3%	0	0	--	51	95	+86.3%	1	3	+200.0%
All Price Ranges	3,113	2,947	-5.3%	1,089	1,168	+7.3%	211	238	+12.8%	84	79	-6.0%	2,707	2,472	-8.7%	923	982	+6.4%

Inventory of Active Listings

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

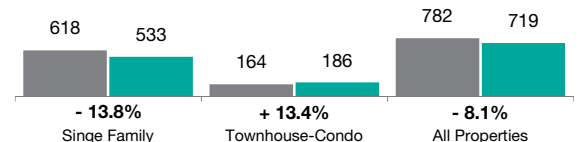
By Price Range – All Properties

■ 10-2017 ■ 10-2018



By Property Type

■ 10-2017 ■ 10-2018



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change	9-2018	10-2018	Change	9-2018	10-2018	Change	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	19	24	+26.3%	0	0	--	22	24	+9.1%	0	0	--						
\$100,000 to \$199,999	6	7	+16.7%	5	4	-20.0%	10	7	-30.0%	4	4	0.0%						
\$200,000 to \$299,999	5	4	-20.0%	28	20	-28.6%	3	4	+33.3%	17	20	+17.6%						
\$300,000 to \$399,999	42	33	-21.4%	41	33	-19.5%	33	33	0.0%	41	33	-19.5%						
\$400,000 to \$499,999	86	59	-31.4%	16	33	+106.3%	65	59	-9.2%	32	33	+3.1%						
\$500,000 to \$699,999	121	120	-0.8%	35	39	+11.4%	140	120	-14.3%	40	39	-2.5%						
\$700,000 to \$999,999	159	120	-24.5%	34	36	+5.9%	137	120	-12.4%	30	36	+20.0%						
\$1,000,000 to \$1,999,999	115	104	-9.6%	2	18	+800.0%	114	104	-8.8%	18	18	0.0%						
\$2,000,000 and Above	65	62	-4.6%	3	3	0.0%	64	62	-3.1%	3	3	0.0%						
All Price Ranges	618	533	-13.8%	164	186	+13.4%	588	533	-9.4%	185	186	+0.5%						

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.