

Monthly Indicators



November 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 39.6 percent for single family homes but decreased 31.1 percent for townhouse-condo properties. Pending Sales landed at 188 for single family homes and 57 for townhouse-condo properties.

The Median Sales Price was up 7.7 percent to \$592,500 for single family homes and 9.4 percent to \$383,000 for townhouse-condo properties. Days on Market decreased 21.4 percent for single family homes and 8.5 percent for townhouse-condo properties.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home construction projects in the face of rising mortgage rates and fewer showings.

Activity Snapshot

- 30.1% **+ 16.8%** **- 19.4%**

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
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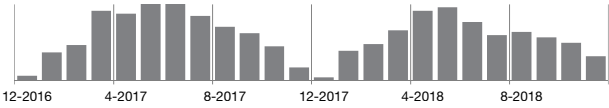
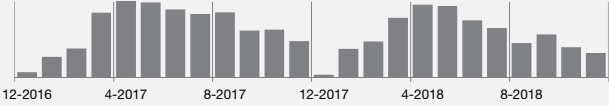
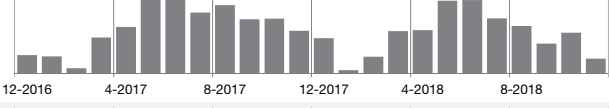
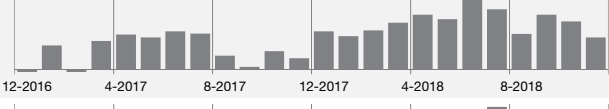
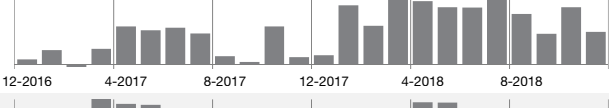
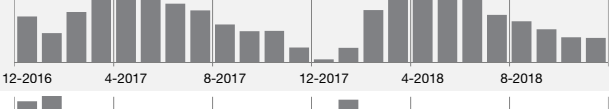
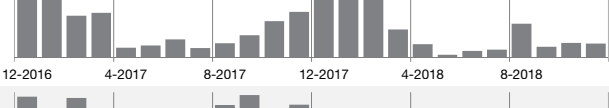
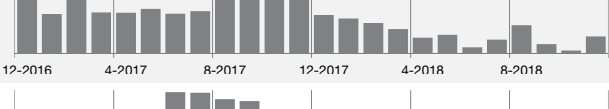
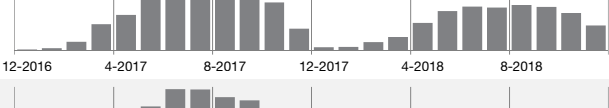
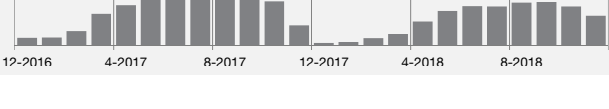
Residential real estate activity in the cities of Boulder, Broomfield, Louisville, Lafayette, Superior, Lyons, Niwot, Frederick, Firestone, Erie, Mead, Nederland and Jamestown, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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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	11-2017	11-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		154	215	+ 39.6%	4,024	3,717	- 7.6%
Pending / Under Contract		222	188	- 15.3%	3,011	2,753	- 8.6%
Sold Listings		249	168	- 32.5%	2,956	2,653	- 10.3%
Median Sales Price		\$550,000	\$592,500	+ 7.7%	\$575,000	\$630,000	+ 9.6%
Average Sales Price		\$651,016	\$714,626	+ 9.8%	\$688,562	\$770,873	+ 12.0%
Pct. of List Price Received		98.1%	98.5%	+ 0.4%	99.4%	99.4%	0.0%
Days on Market Until Sale		70	55	- 21.4%	61	58	- 4.9%
Housing Affordability Index		66	53	- 19.7%	63	50	- 20.6%
Inventory of Active Listings		464	484	+ 4.3%	--	--	--
Months Supply of Inventory		1.8	2.0	+ 11.1%	--	--	--

Townhouse-Condo Market Overview

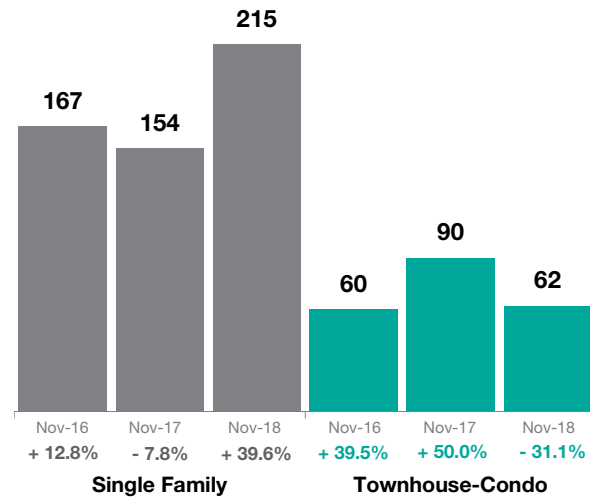


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

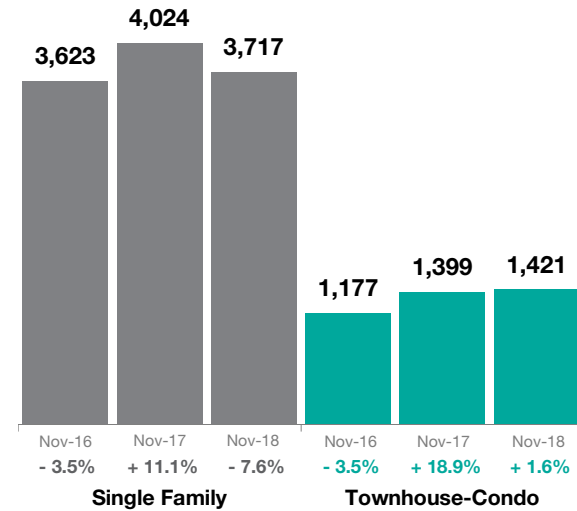
Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		90	62	- 31.1%	1,399	1,421	+ 1.6%
Pending / Under Contract		88	57	- 35.2%	1,090	1,068	- 2.0%
Sold Listings		100	76	- 24.0%	1,023	1,059	+ 3.5%
Median Sales Price		\$350,000	\$383,000	+ 9.4%	\$381,000	\$395,000	+ 3.7%
Average Sales Price		\$379,563	\$470,117	+ 23.9%	\$420,864	\$457,315	+ 8.7%
Pct. of List Price Received		98.5%	98.3%	- 0.2%	100.0%	100.2%	+ 0.2%
Days on Market Until Sale		59	54	- 8.5%	49	50	+ 2.0%
Housing Affordability Index		103	82	- 20.4%	95	80	- 15.8%
Inventory of Active Listings		137	173	+ 26.3%	--	--	--
Months Supply of Inventory		1.5	1.8	+ 20.0%	--	--	--

New Listings

November

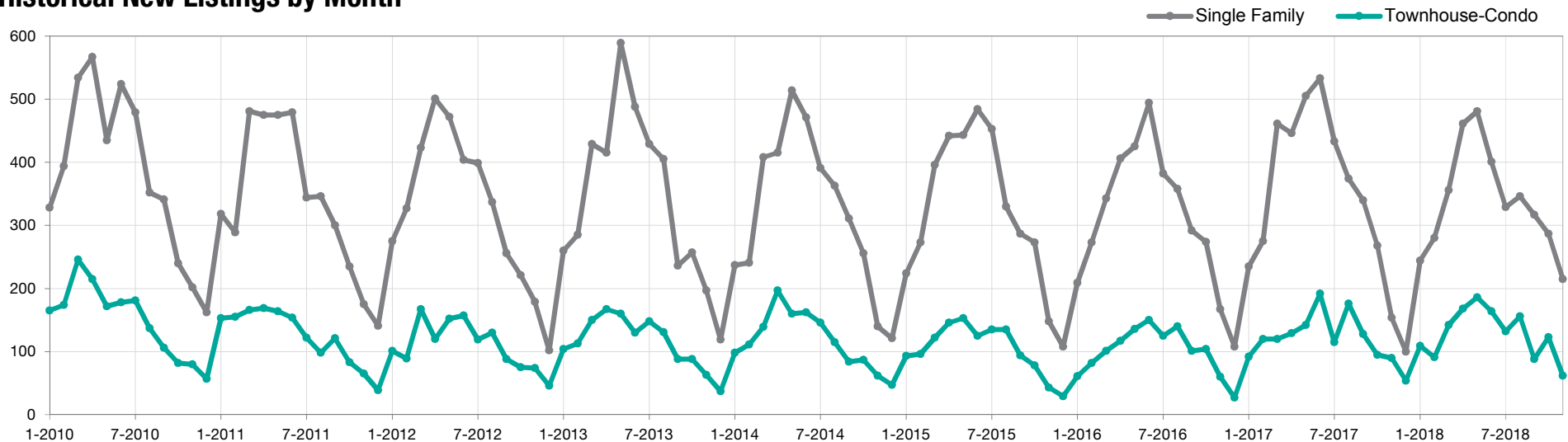


Year to Date



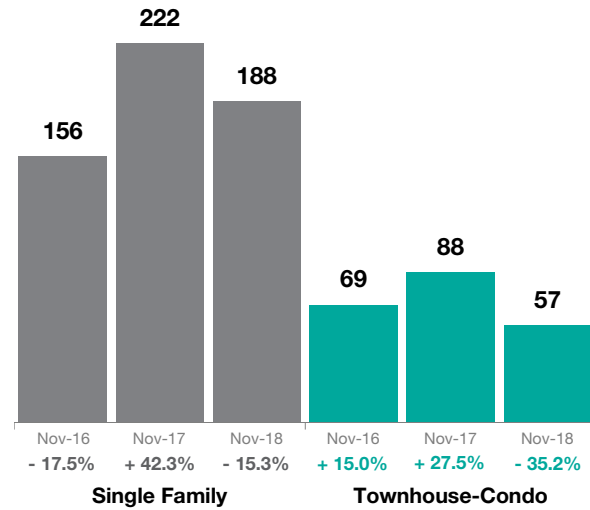
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	100	-7.4%	54	+100.0%
Jan-2018	244	+3.8%	109	+18.5%
Feb-2018	280	+1.8%	91	-24.2%
Mar-2018	356	-22.8%	142	+18.3%
Apr-2018	461	+3.4%	168	+30.2%
May-2018	481	-4.8%	186	+31.0%
Jun-2018	401	-24.8%	164	-14.6%
Jul-2018	329	-24.0%	132	+14.8%
Aug-2018	346	-7.5%	156	-11.4%
Sep-2018	317	-6.8%	88	-31.3%
Oct-2018	287	+7.1%	123	+29.5%
Nov-2018	215	+39.6%	62	-31.1%

Historical New Listings by Month

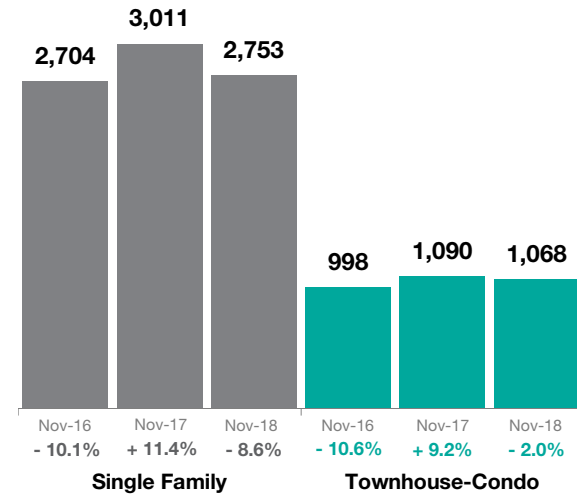


Pending / Under Contract

November

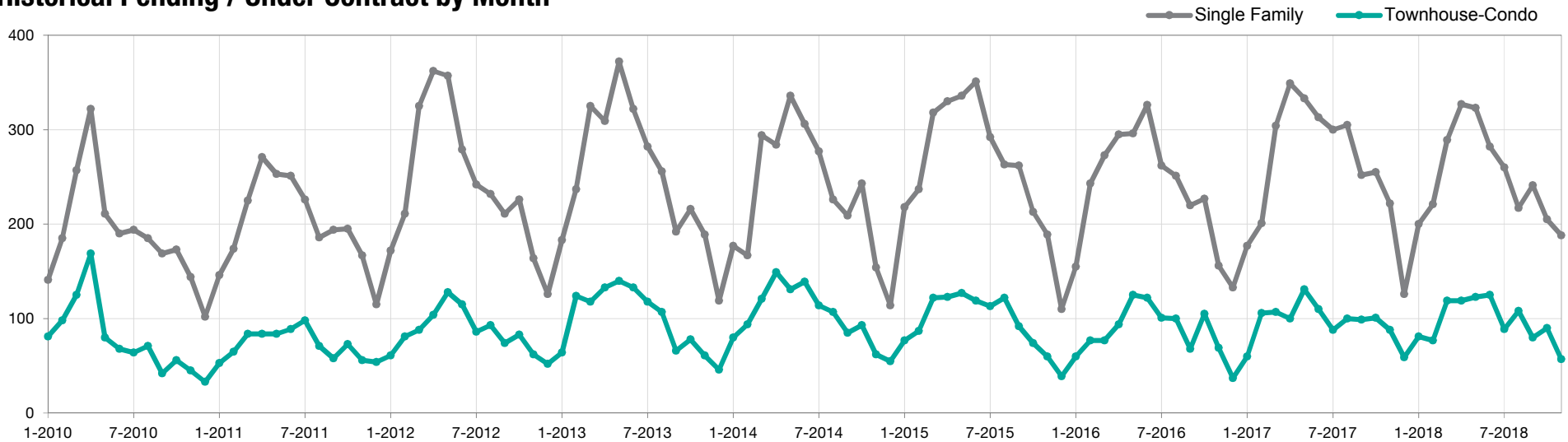


Year to Date



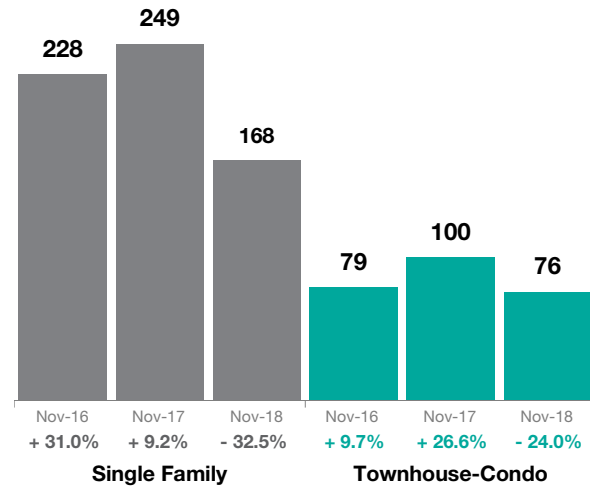
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	126	-5.3%	59	+59.5%
Jan-2018	200	+13.0%	81	+35.0%
Feb-2018	221	+10.0%	77	-27.4%
Mar-2018	289	-4.9%	119	+11.2%
Apr-2018	327	-6.3%	119	+19.0%
May-2018	323	-3.0%	123	-6.1%
Jun-2018	282	-9.9%	125	+13.6%
Jul-2018	260	-13.3%	89	+1.1%
Aug-2018	217	-28.9%	108	+8.0%
Sep-2018	241	-4.4%	80	-19.2%
Oct-2018	205	-19.6%	90	-10.9%
Nov-2018	188	-15.3%	57	-35.2%

Historical Pending / Under Contract by Month

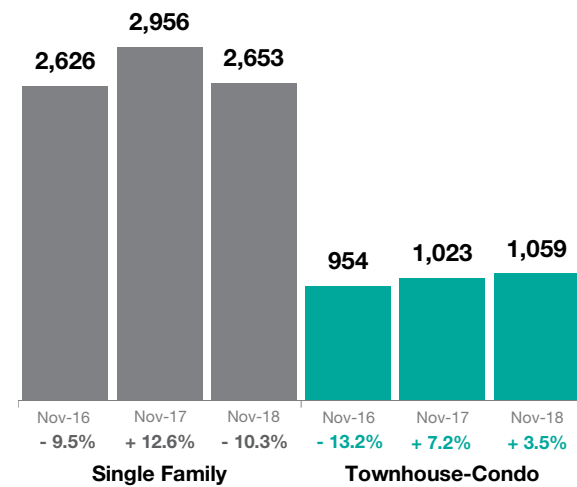


Sold Listings

November

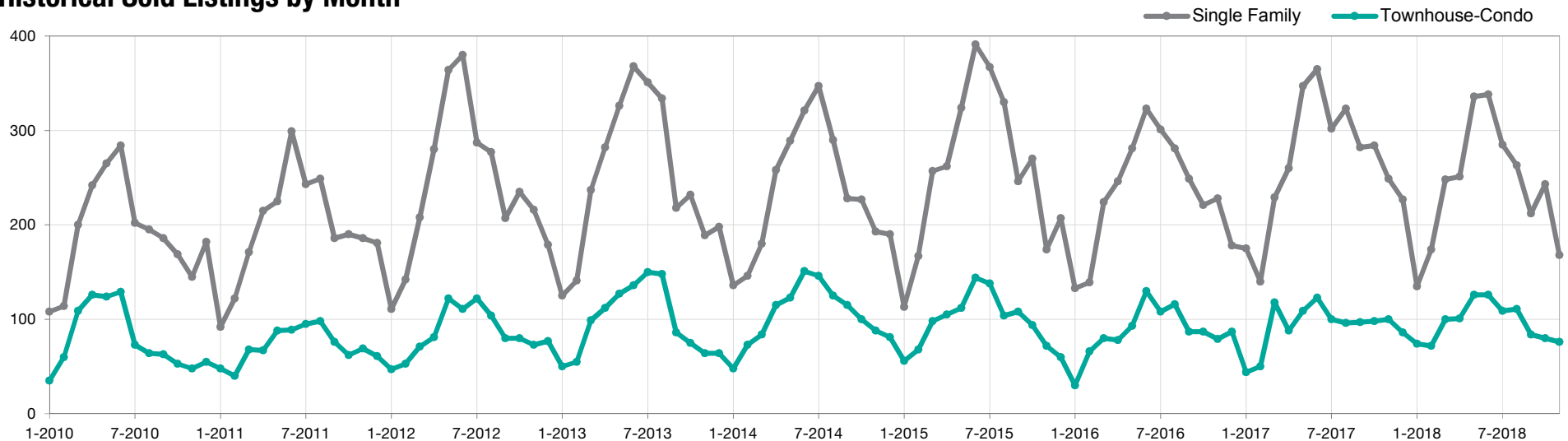


Year to Date



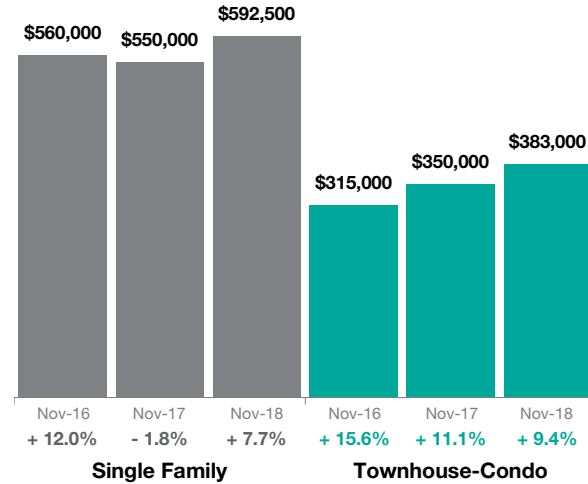
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	227	+27.5%	86	-1.1%
Jan-2018	135	-22.9%	74	+68.2%
Feb-2018	174	+24.3%	72	+44.0%
Mar-2018	248	+8.3%	100	-15.3%
Apr-2018	251	-3.5%	101	+14.8%
May-2018	336	-3.2%	126	+15.6%
Jun-2018	338	-7.4%	126	+2.4%
Jul-2018	285	-5.6%	109	+9.0%
Aug-2018	263	-18.6%	111	+15.6%
Sep-2018	212	-24.8%	84	-13.4%
Oct-2018	243	-14.4%	80	-18.4%
Nov-2018	168	-32.5%	76	-24.0%

Historical Sold Listings by Month

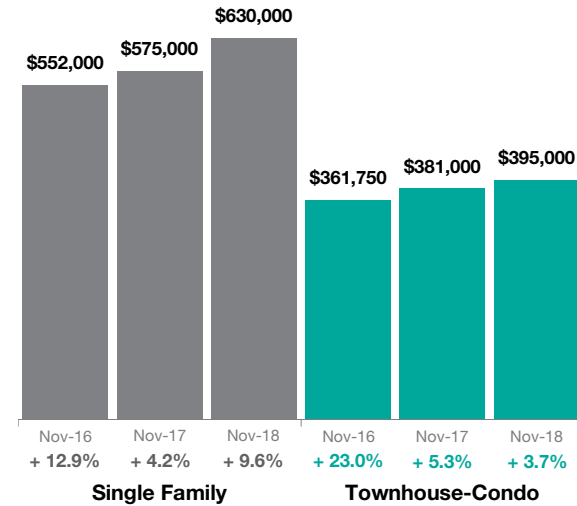


Median Sales Price

November

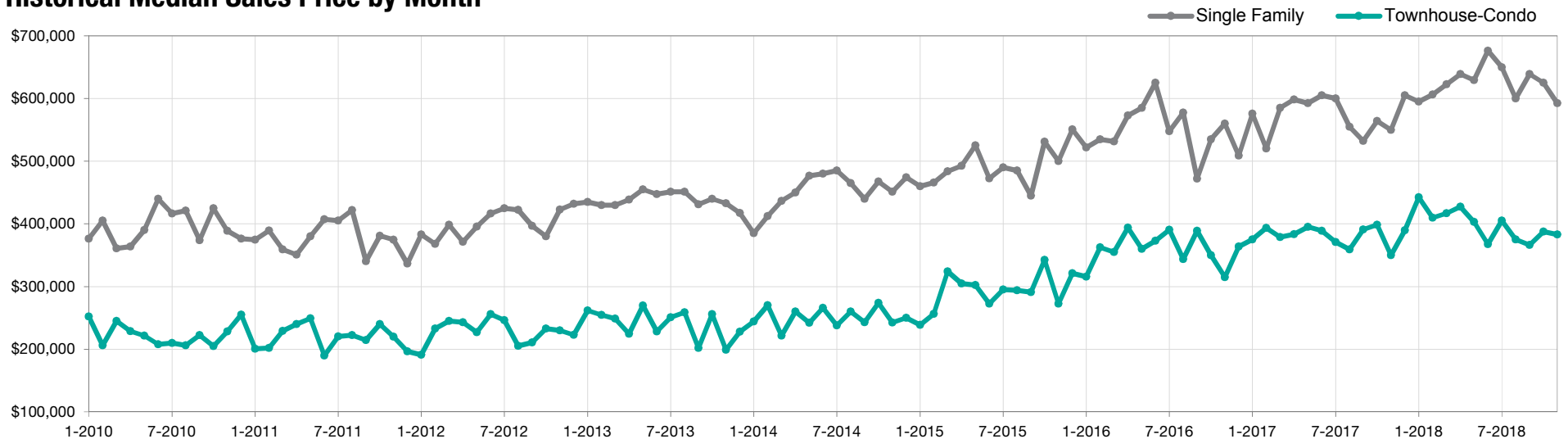


Year to Date



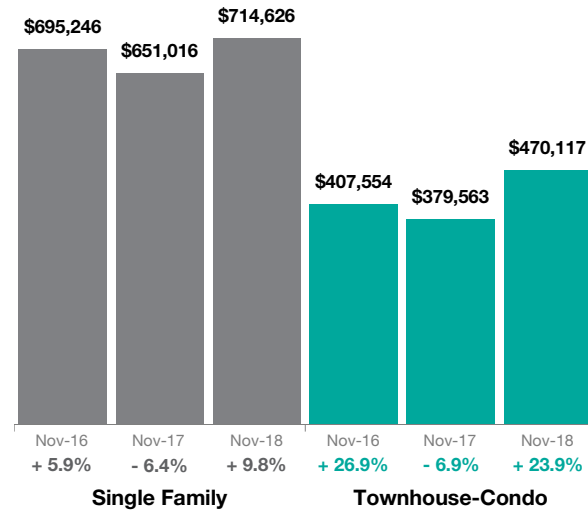
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	\$605,000	+18.8%	\$389,627	+7.0%
Jan-2018	\$595,000	+3.3%	\$442,500	+18.0%
Feb-2018	\$606,500	+16.6%	\$410,000	+4.2%
Mar-2018	\$622,500	+6.4%	\$417,000	+10.0%
Apr-2018	\$639,000	+6.8%	\$427,500	+11.5%
May-2018	\$629,500	+6.2%	\$403,250	+2.1%
Jun-2018	\$676,250	+11.8%	\$367,750	-5.5%
Jul-2018	\$650,000	+8.3%	\$405,000	+9.2%
Aug-2018	\$599,900	+8.1%	\$374,900	+4.4%
Sep-2018	\$638,750	+20.0%	\$366,250	-6.3%
Oct-2018	\$625,000	+10.8%	\$387,450	-2.8%
Nov-2018	\$592,500	+7.7%	\$383,000	+9.4%

Historical Median Sales Price by Month

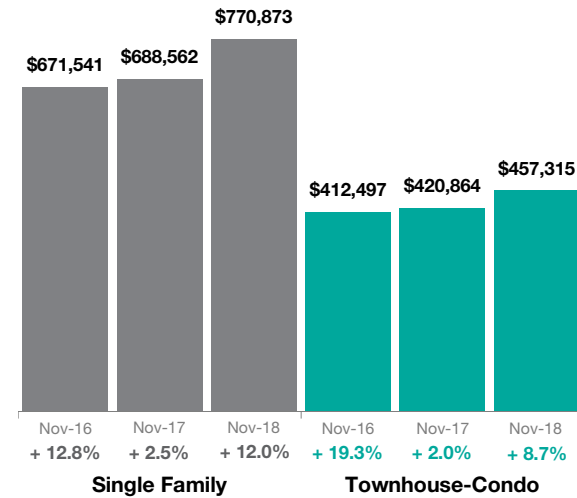


Average Sales Price

November

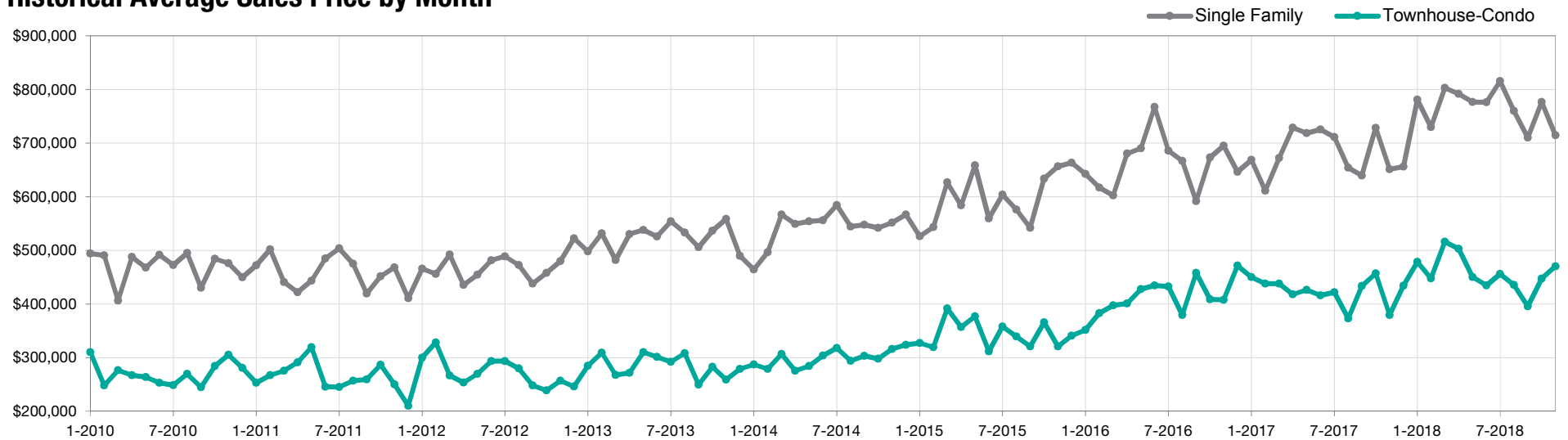


Year to Date



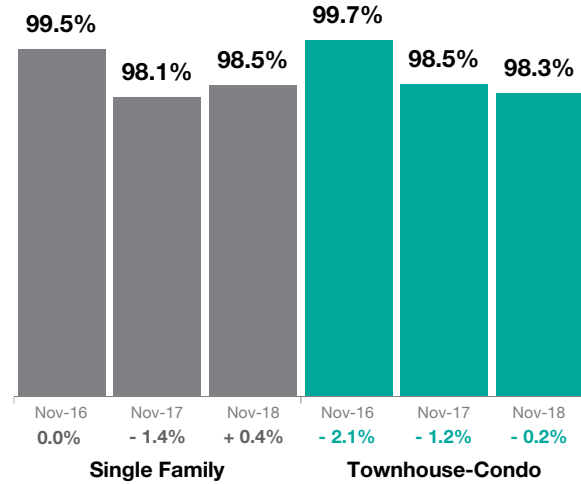
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	\$656,009	+1.5%	\$434,186	-7.9%
Jan-2018	\$781,141	+16.8%	\$478,501	+6.3%
Feb-2018	\$729,703	+19.4%	\$447,537	+2.2%
Mar-2018	\$803,105	+19.5%	\$516,146	+17.9%
Apr-2018	\$791,903	+8.7%	\$503,116	+20.4%
May-2018	\$776,365	+8.0%	\$450,131	+5.7%
Jun-2018	\$775,965	+7.0%	\$434,360	+4.4%
Jul-2018	\$815,443	+14.7%	\$455,837	+8.0%
Aug-2018	\$760,111	+16.2%	\$435,684	+16.8%
Sep-2018	\$710,203	+11.0%	\$395,403	-8.8%
Oct-2018	\$776,546	+6.6%	\$447,500	-2.0%
Nov-2018	\$714,626	+9.8%	\$470,117	+23.9%

Historical Average Sales Price by Month

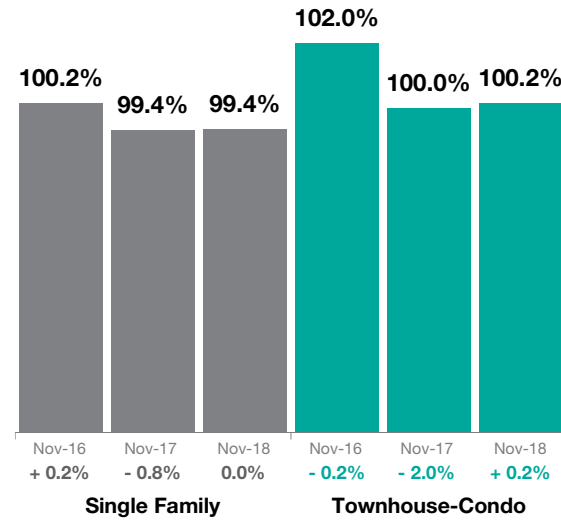


Percent of List Price Received

November

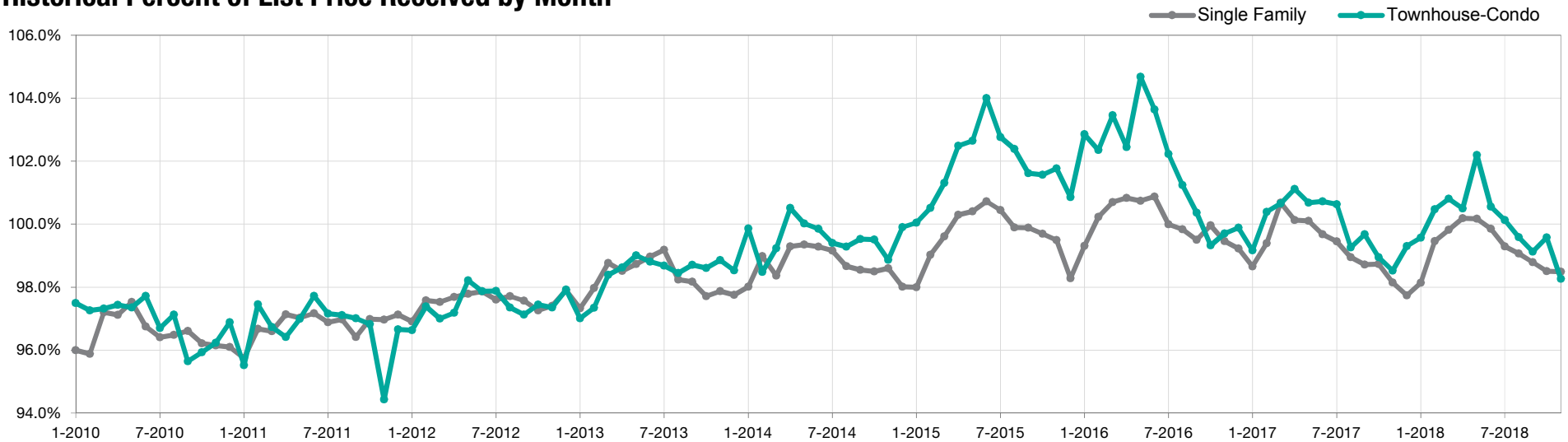


Year to Date



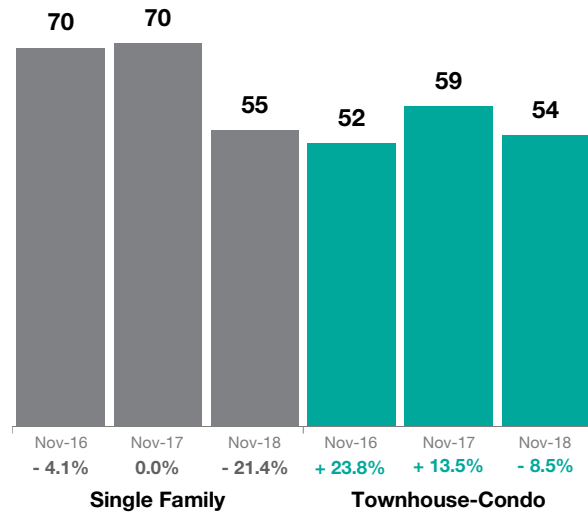
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	97.7%	-1.5%	99.3%	-0.6%
Jan-2018	98.1%	-0.6%	99.6%	+0.4%
Feb-2018	99.5%	+0.1%	100.5%	+0.1%
Mar-2018	99.8%	-0.9%	100.8%	+0.1%
Apr-2018	100.2%	+0.1%	100.5%	-0.6%
May-2018	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%
Nov-2018	98.5%	+0.4%	98.3%	-0.2%

Historical Percent of List Price Received by Month

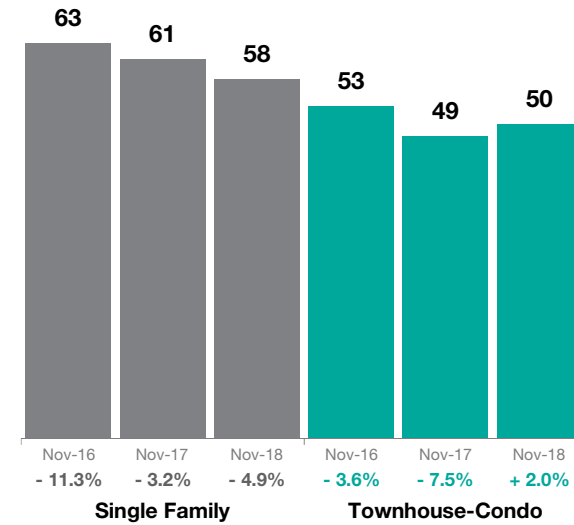


Days on Market Until Sale

November

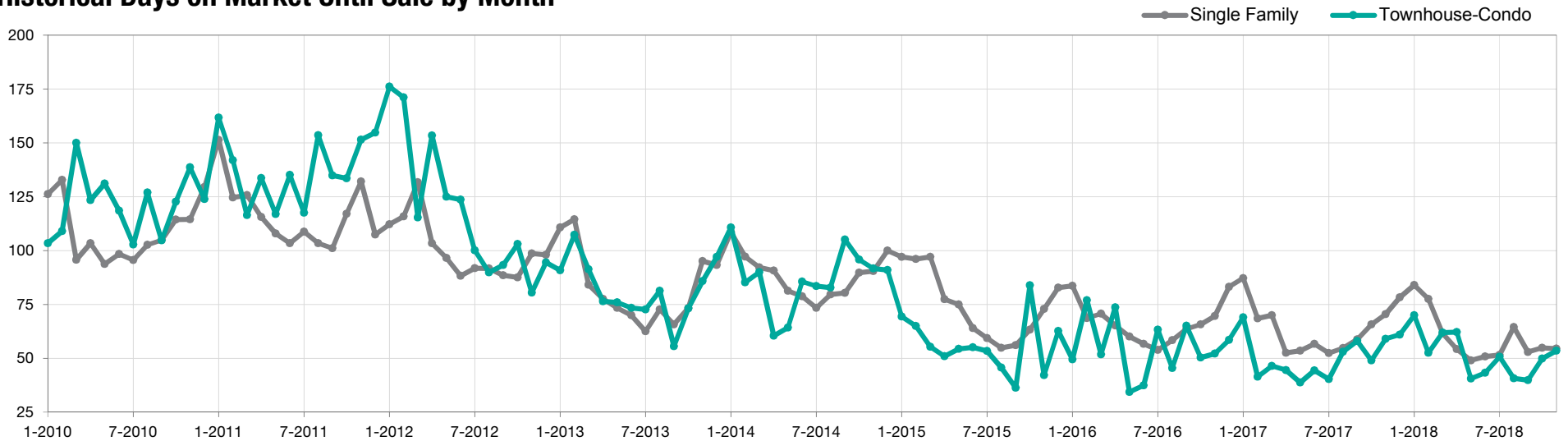


Year to Date



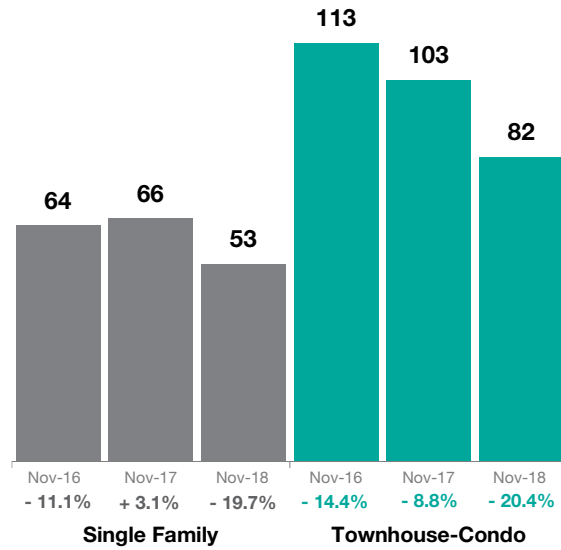
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	78	-6.0%	61	+3.4%
Jan-2018	84	-3.4%	70	+1.4%
Feb-2018	77	+11.6%	53	+29.3%
Mar-2018	62	-11.4%	62	+34.8%
Apr-2018	54	+1.9%	62	+37.8%
May-2018	49	-9.3%	41	+5.1%
Jun-2018	51	-10.5%	43	-2.3%
Jul-2018	52	0.0%	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%
Nov-2018	55	-21.4%	54	-8.5%

Historical Days on Market Until Sale by Month

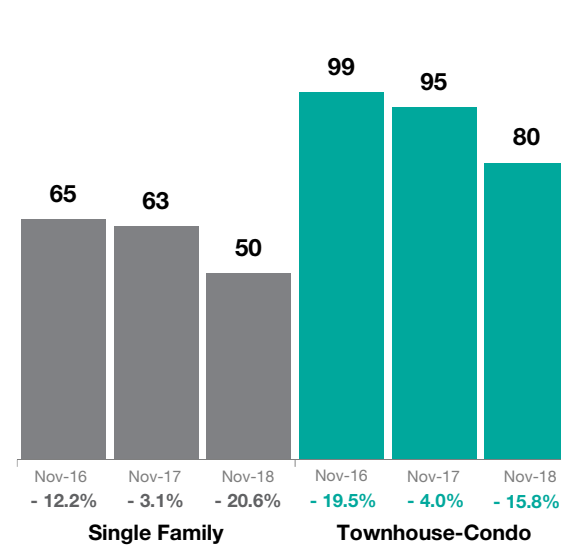


Housing Affordability Index

November

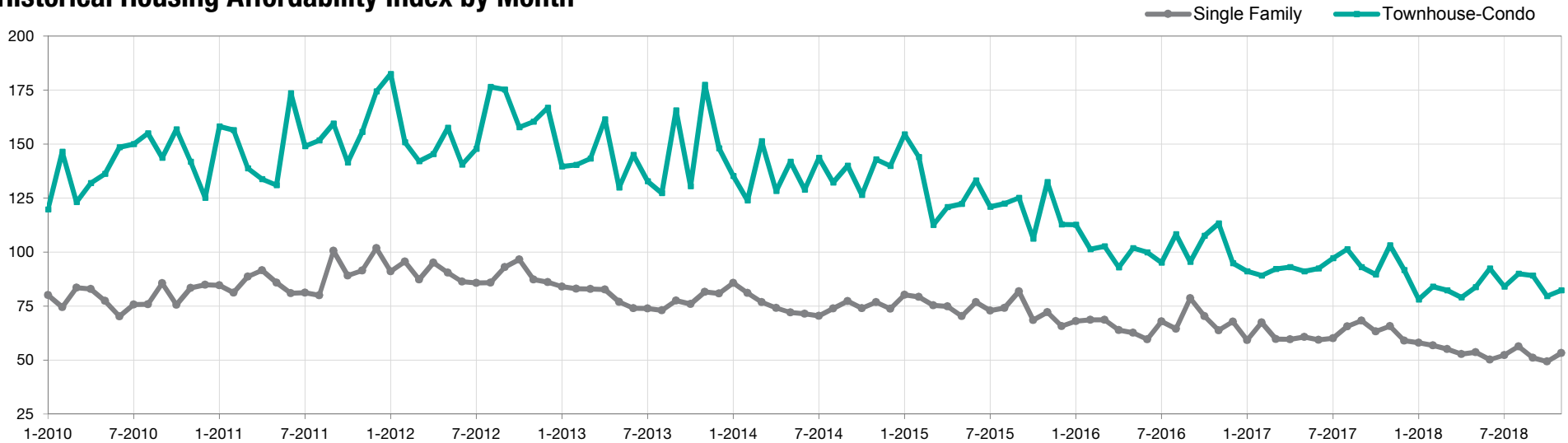


Year to Date



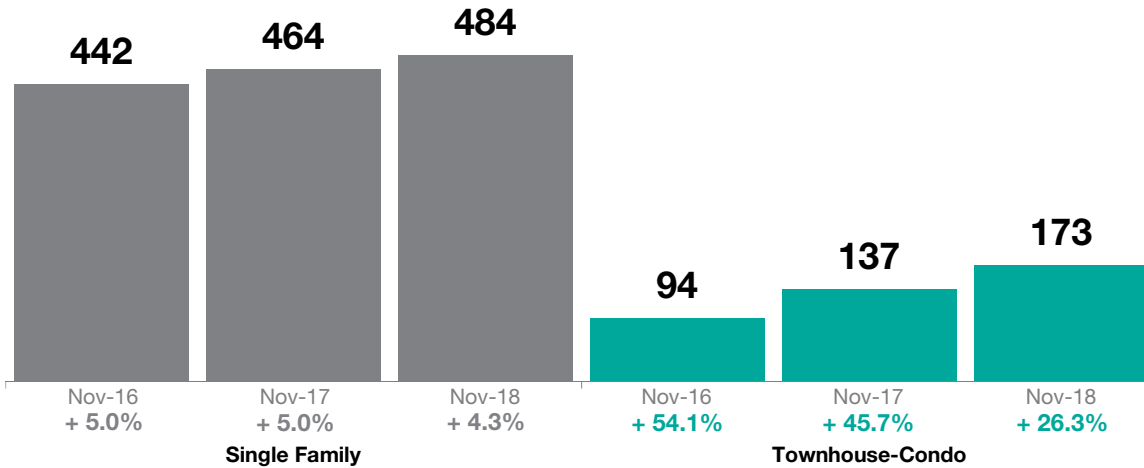
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	59	-13.2%	92	-3.2%
Jan-2018	58	-1.7%	78	-14.3%
Feb-2018	57	-14.9%	84	-5.6%
Mar-2018	55	-8.3%	82	-10.9%
Apr-2018	53	-11.7%	79	-15.1%
May-2018	54	-11.5%	84	-7.7%
Jun-2018	50	-15.3%	92	0.0%
Jul-2018	52	-13.3%	84	-13.4%
Aug-2018	56	-15.2%	90	-10.9%
Sep-2018	51	-25.0%	89	-4.3%
Oct-2018	49	-22.2%	80	-11.1%
Nov-2018	53	-19.7%	82	-20.4%

Historical Housing Affordability Index by Month



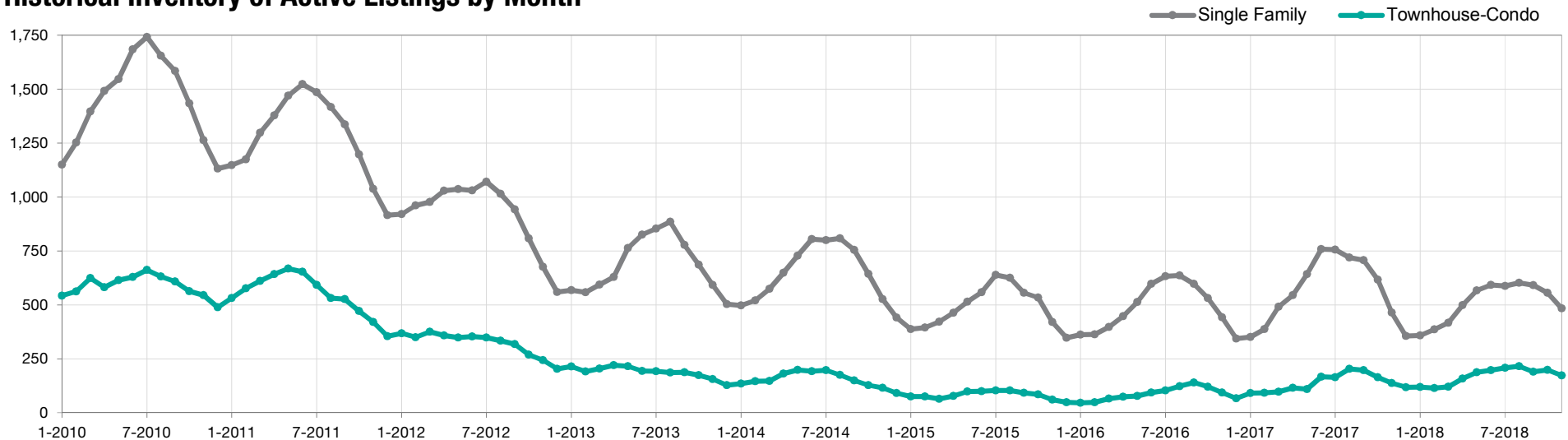
Inventory of Active Listings

November



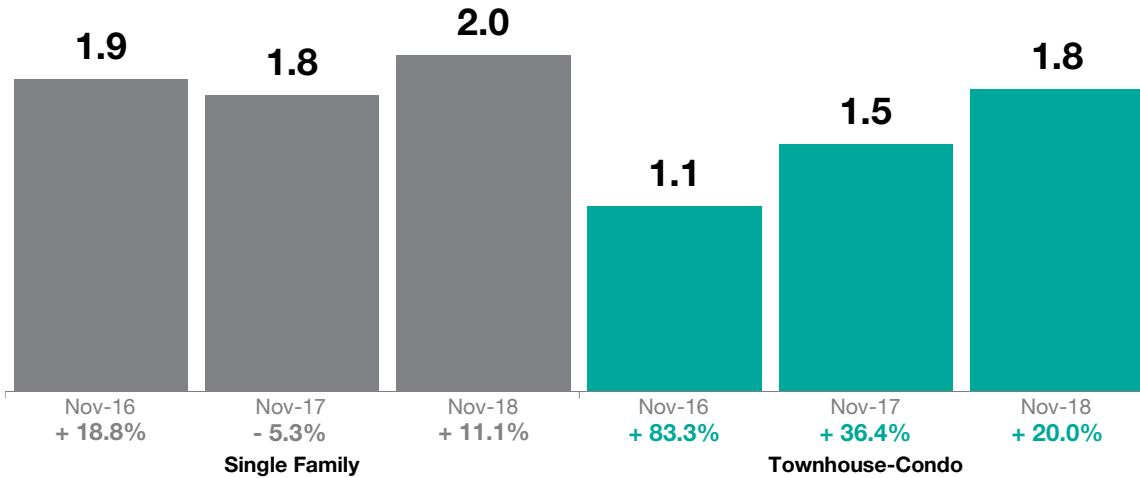
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	356	+3.5%	118	+76.1%
Jan-2018	358	+2.0%	119	+30.8%
Feb-2018	387	-0.3%	115	+23.7%
Mar-2018	417	-15.1%	120	+23.7%
Apr-2018	499	-8.4%	158	+36.2%
May-2018	567	-11.7%	187	+70.0%
Jun-2018	593	-21.9%	197	+18.0%
Jul-2018	588	-22.2%	208	+26.8%
Aug-2018	602	-16.3%	216	+5.9%
Sep-2018	591	-16.4%	190	-3.6%
Oct-2018	556	-9.9%	198	+20.7%
Nov-2018	484	+4.3%	173	+26.3%

Historical Inventory of Active Listings by Month



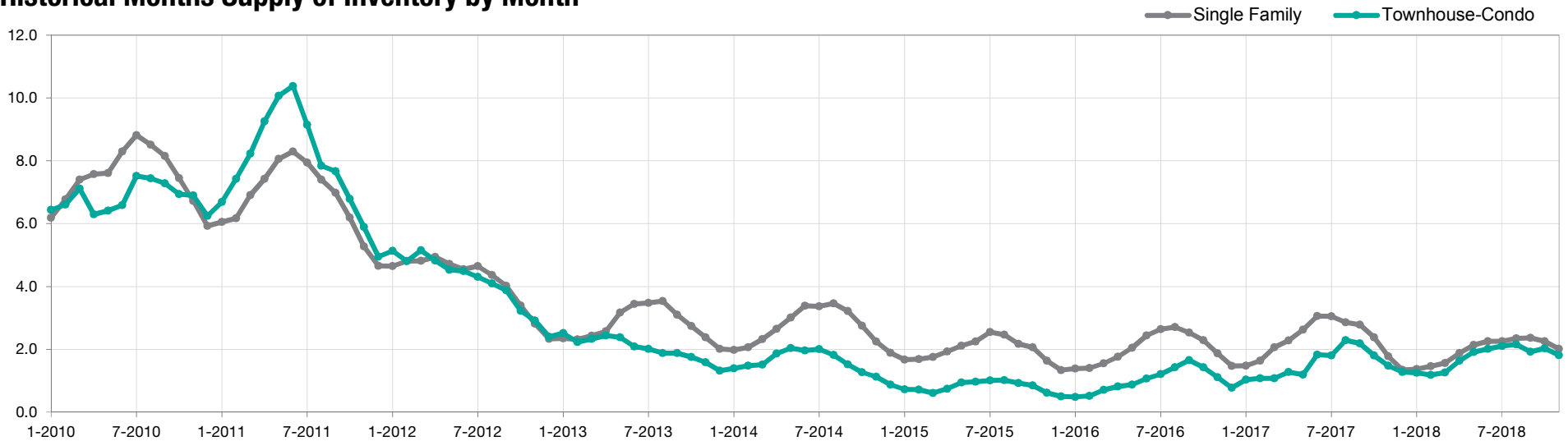
Months Supply of Inventory

November



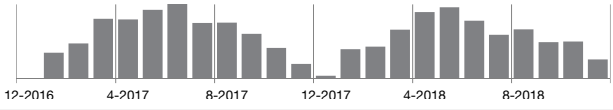
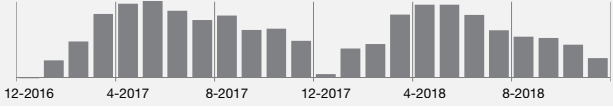
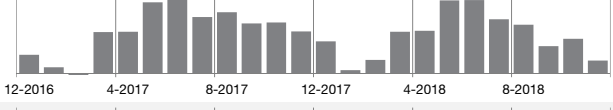
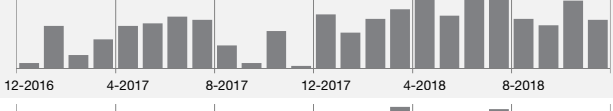
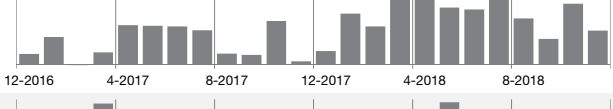
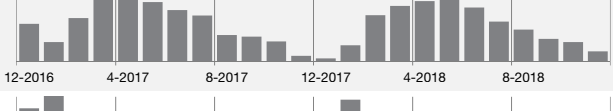
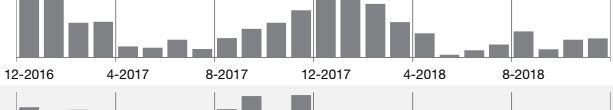
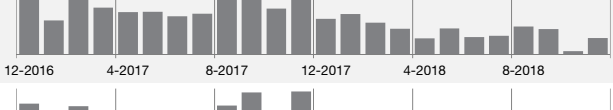
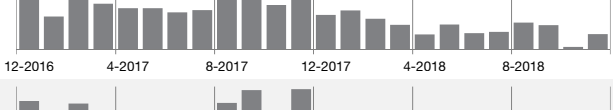

Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	1.3	-13.3%	1.3	+62.5%
Jan-2018	1.4	-6.7%	1.3	+30.0%
Feb-2018	1.5	-6.3%	1.2	+9.1%
Mar-2018	1.6	-23.8%	1.3	+18.2%
Apr-2018	1.9	-17.4%	1.6	+23.1%
May-2018	2.1	-19.2%	1.9	+58.3%
Jun-2018	2.3	-25.8%	2.0	+11.1%
Jul-2018	2.3	-23.3%	2.1	+16.7%
Aug-2018	2.4	-17.2%	2.2	-4.3%
Sep-2018	2.4	-14.3%	1.9	-13.6%
Oct-2018	2.3	-4.2%	2.0	+11.1%
Nov-2018	2.0	+11.1%	1.8	+20.0%

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.

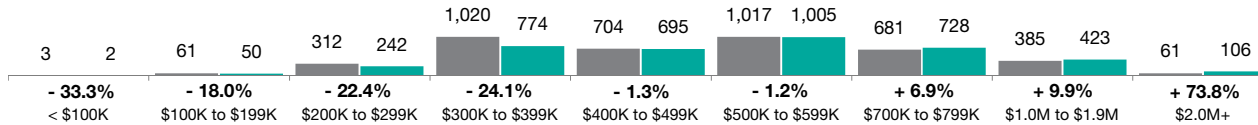
Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		244	277	+ 13.5%	5,423	5,138	- 5.3%
Pending / Under Contract		310	245	- 21.0%	4,101	3,821	- 6.8%
Sold Listings		349	244	- 30.1%	3,979	3,712	- 6.7%
Median Sales Price		\$455,000	\$531,250	+ 16.8%	\$505,000	\$550,000	+ 8.9%
Average Sales Price		\$573,236	\$638,467	+ 11.4%	\$619,737	\$681,418	+ 10.0%
Pct. of List Price Received		98.3%	98.4%	+ 0.1%	99.5%	99.6%	+ 0.1%
Days on Market Until Sale		67	54	- 19.4%	58	56	- 3.4%
Housing Affordability Index		79	59	- 25.3%	72	57	- 20.8%
Inventory of Active Listings		601	657	+ 9.3%	--	--	--
Months Supply of Inventory		1.7	2.0	+ 17.6%	--	--	--

Sold Listings

Actual sales that have closed in a given month.

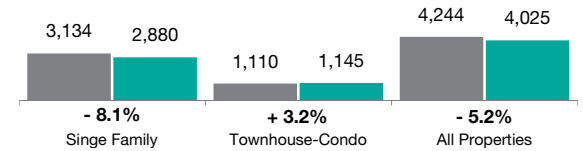
By Price Range – All Properties – Rolling 12 Months

■ 11-2017 ■ 11-2018



By Property Type

■ 11-2017 ■ 11-2018



Rolling 12 Months

Compared to Prior Month

Year to Date

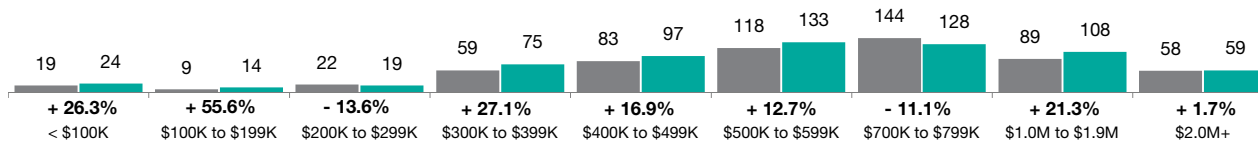
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change	10-2018	11-2018	Change	10-2018	11-2018	Change	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	3	1	-66.7%	0	1	--	0	0	--	0	0	--	3	0	-100.0%	0	1	--
\$100,000 to \$199,999	25	16	-36.0%	36	34	-5.6%	1	0	-100.0%	5	2	-60.0%	24	14	-41.7%	34	31	-8.8%
\$200,000 to \$299,999	76	41	-46.1%	236	201	-14.8%	5	1	-80.0%	10	15	+50.0%	66	32	-51.5%	215	183	-14.9%
\$300,000 to \$399,999	661	422	-36.2%	359	352	-1.9%	32	29	-9.4%	28	25	-10.7%	611	391	-36.0%	333	325	-2.4%
\$400,000 to \$499,999	468	471	+0.6%	236	224	-5.1%	40	28	-30.0%	15	12	-20.0%	443	432	-2.5%	221	215	-2.7%
\$500,000 to \$699,999	859	784	-8.7%	158	221	+39.9%	64	55	-14.1%	12	13	+8.3%	822	717	-12.8%	148	199	+34.5%
\$700,000 to \$999,999	618	646	+4.5%	63	82	+30.2%	57	33	-42.1%	9	6	-33.3%	582	595	+2.2%	53	75	+41.5%
\$1,000,000 to \$1,999,999	365	397	+8.8%	20	26	+30.0%	34	16	-52.9%	1	2	+100.0%	350	371	+6.0%	18	26	+44.4%
\$2,000,000 and Above	59	102	+72.9%	2	4	+100.0%	10	6	-40.0%	0	1	--	55	101	+83.6%	1	4	+300.0%
All Price Ranges	3,134	2,880	-8.1%	1,110	1,145	+3.2%	243	168	-30.9%	80	76	-5.0%	2,956	2,653	-10.3%	1,023	1,059	+3.5%

Inventory of Active Listings

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

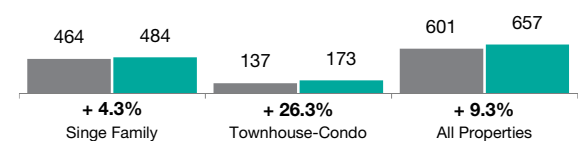
By Price Range – All Properties

■ 11-2017 ■ 11-2018



By Property Type

■ 11-2017 ■ 11-2018



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change	10-2018	11-2018	Change	10-2018	11-2018	Change	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	19	24	+26.3%	0	0	--	24	24	0.0%	0	0	--	3	0	-100.0%	0	1	--
\$100,000 to \$199,999	4	10	+150.0%	5	4	-20.0%	8	10	+25.0%	5	4	-20.0%	4	10	+150.0%	5	4	-20.0%
\$200,000 to \$299,999	2	2	0.0%	20	17	-15.0%	7	2	-71.4%	19	17	-10.5%	2	2	0.0%	20	17	-15.0%
\$300,000 to \$399,999	31	44	+41.9%	28	31	+10.7%	35	44	+25.7%	42	31	-26.2%	31	44	+41.9%	28	31	+10.7%
\$400,000 to \$499,999	67	60	-10.4%	16	37	+131.3%	61	60	-1.6%	33	37	+12.1%	67	60	-10.4%	16	37	+131.3%
\$500,000 to \$699,999	88	99	+12.5%	30	34	+13.3%	124	99	-20.2%	42	34	-19.0%	88	99	+12.5%	30	34	+13.3%
\$700,000 to \$999,999	112	96	-14.3%	32	32	0.0%	125	96	-23.2%	36	32	-11.1%	112	96	-14.3%	32	32	0.0%
\$1,000,000 to \$1,999,999	86	93	+8.1%	3	15	+400.0%	110	93	-15.5%	18	15	-16.7%	86	93	+8.1%	3	15	+400.0%
\$2,000,000 and Above	55	56	+1.8%	3	3	0.0%	62	56	-9.7%	3	3	0.0%	55	56	+1.8%	3	3	0.0%
All Price Ranges	464	484	+4.3%	137	173	+26.3%	556	484	-12.9%	198	173	-12.6%	464	484	+4.3%	137	173	+26.3%

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.