

Monthly Indicators



May 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 12.5 percent for single family homes and 8.6 percent for townhouse-condo properties. Pending Sales landed at 333 for single family homes and 122 for townhouse-condo properties.

The Median Sales Price was up 1.7 percent to \$640,000 for single family homes but decreased 2.7 percent to \$392,500 for townhouse-condo properties. Days on Market increased 6.1 percent for single family homes and 36.6 percent for townhouse-condo properties.

An extended trend of low unemployment, higher wages and favorable mortgage rates has been a terrific driver of housing stability in recent years. What is different about this year so far is that prices are not rising as quickly. Some of the hottest Western markets are even cooling slightly, while some Northeast markets are achieving a state of recovery after a decade of battling back from recession. As a whole, the selling season is looking fairly stable across the nation.

Activity Snapshot

- 3.7%

+ 8.9%

+ 12.8%

One-Year Change in
Sold Listings
All Properties

One-Year Change in
Median Sales Price
All Properties

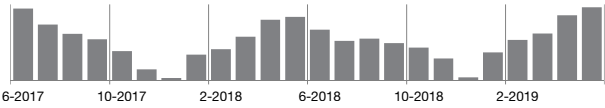
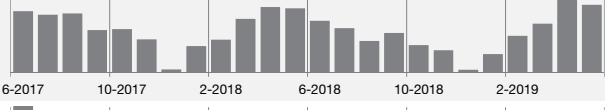
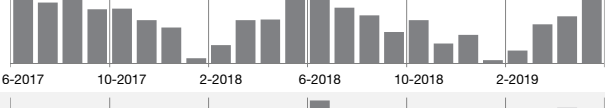
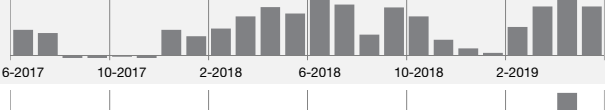
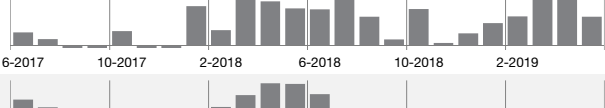
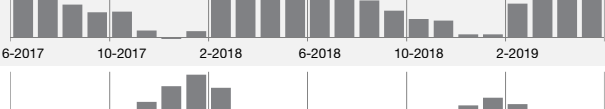
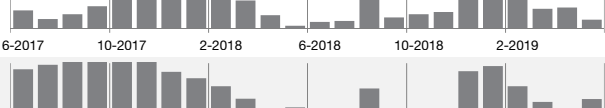
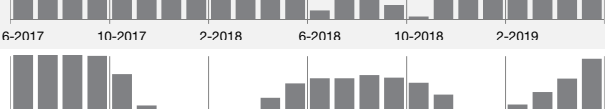
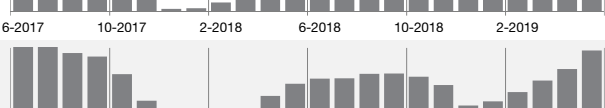
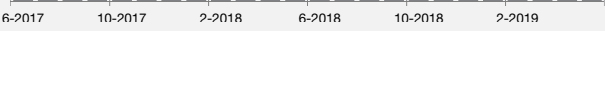
One-Year Change in
Days on Market
All Properties

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

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending / Under Contract	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary	16

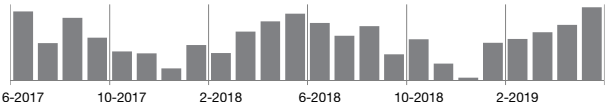
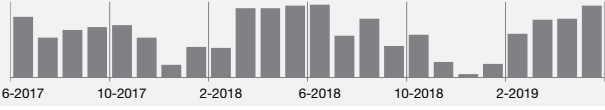
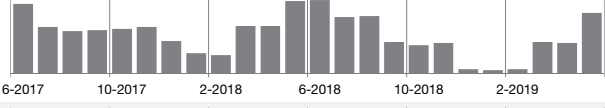
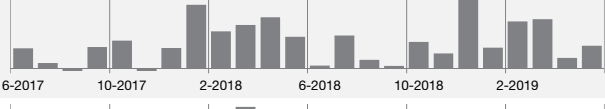
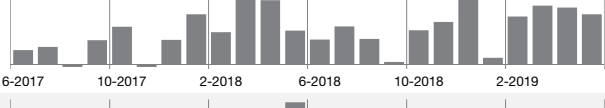
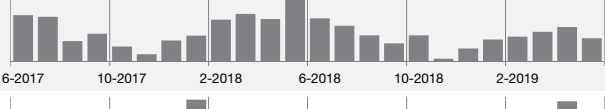
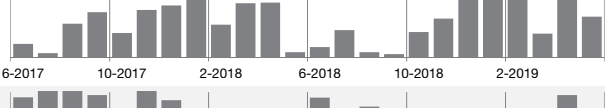
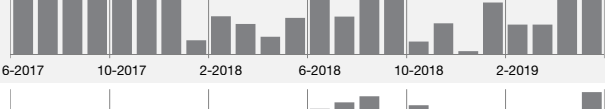
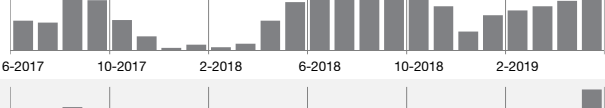

Single Family Market Overview

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

Key Metrics	Historical Sparkbars	5-2018	5-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		481	541	+ 12.5%	1,824	2,005	+ 9.9%
Pending / Under Contract		322	333	+ 3.4%	1,358	1,365	+ 0.5%
Sold Listings		336	331	- 1.5%	1,145	1,116	- 2.5%
Median Sales Price		\$629,500	\$640,000	+ 1.7%	\$625,000	\$630,000	+ 0.8%
Average Sales Price		\$776,365	\$758,577	- 2.3%	\$779,115	\$789,092	+ 1.3%
Pct. of List Price Received		100.2%	99.4%	- 0.8%	99.8%	99.2%	- 0.6%
Days on Market Until Sale		49	52	+ 6.1%	61	59	- 3.3%
Housing Affordability Index		54	55	+ 1.9%	54	56	+ 3.7%
Inventory of Active Listings		572	693	+ 21.2%	--	--	--
Months Supply of Inventory		2.2	2.9	+ 31.8%	--	--	--

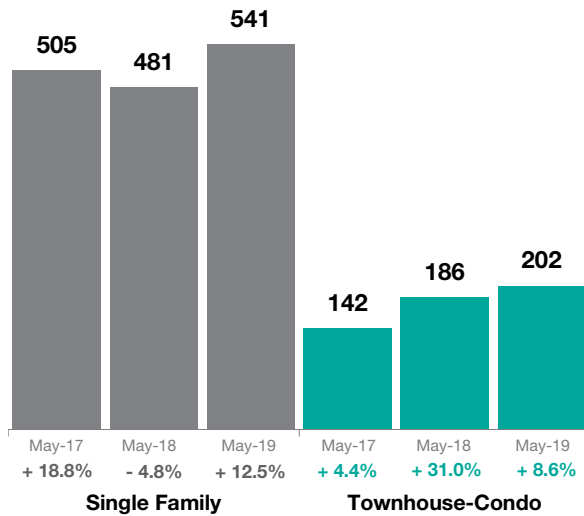
Townhouse-Condo Market Overview

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

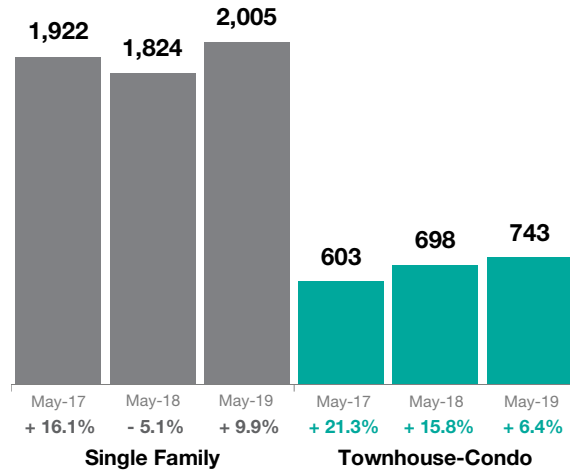
Key Metrics	Historical Sparkbars	5-2018	5-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		186	202	+ 8.6%	698	743	+ 6.4%
Pending / Under Contract		122	122	0.0%	515	489	- 5.0%
Sold Listings		126	114	- 9.5%	474	398	- 16.0%
Median Sales Price		\$403,250	\$392,500	- 2.7%	\$416,000	\$403,000	- 3.1%
Average Sales Price		\$450,131	\$478,475	+ 6.3%	\$479,860	\$472,752	- 1.5%
Pct. of List Price Received		102.2%	99.4%	- 2.7%	100.9%	99.6%	- 1.3%
Days on Market Until Sale		41	56	+ 36.6%	56	60	+ 7.1%
Housing Affordability Index		84	89	+ 6.0%	81	87	+ 7.4%
Inventory of Active Listings		199	239	+ 20.1%	--	--	--
Months Supply of Inventory		2.0	2.7	+ 35.0%	--	--	--

New Listings

May

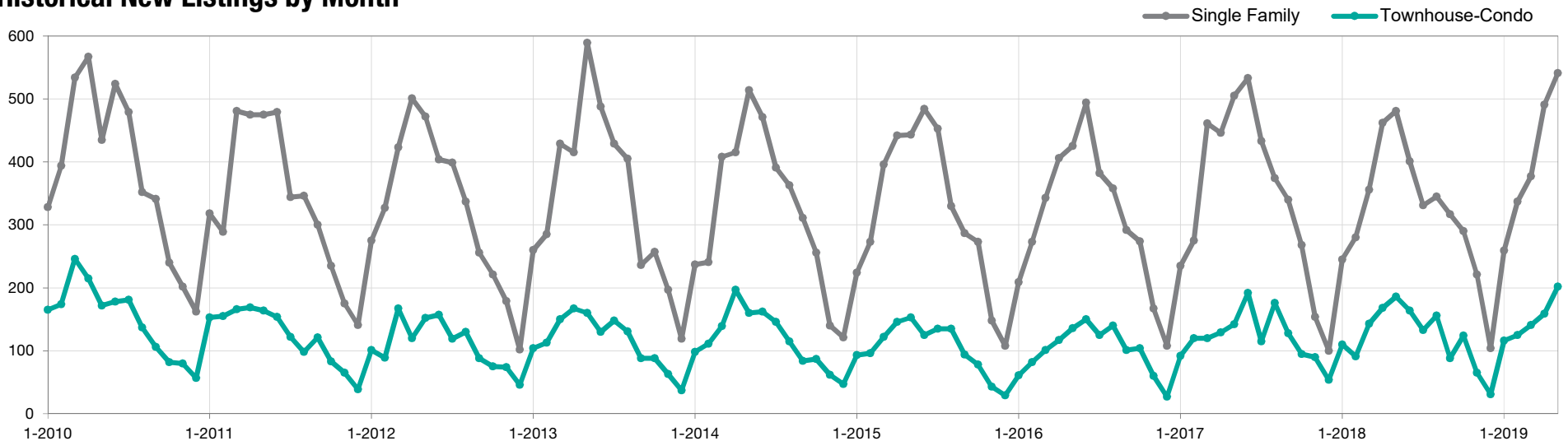


Year to Date



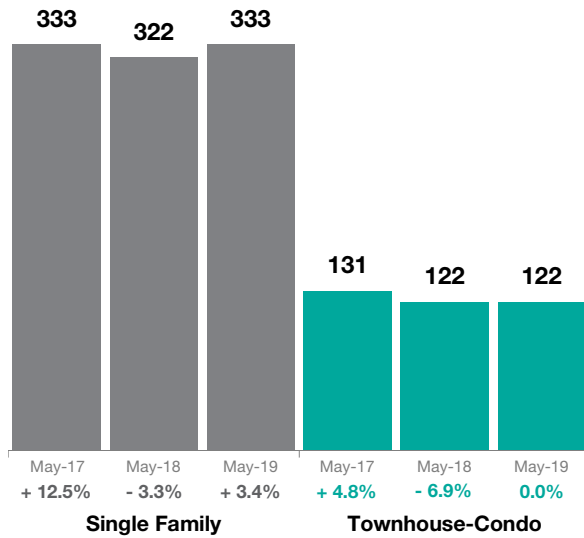
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	401	-24.8%	164	-14.6%
Jul-2018	331	-23.6%	133	+15.7%
Aug-2018	345	-7.8%	156	-11.4%
Sep-2018	317	-6.8%	88	-31.3%
Oct-2018	290	+8.2%	124	+30.5%
Nov-2018	221	+43.5%	65	-27.8%
Dec-2018	104	+4.0%	31	-42.6%
Jan-2019	259	+5.7%	116	+5.5%
Feb-2019	337	+20.4%	125	+37.4%
Mar-2019	377	+5.9%	141	-1.4%
Apr-2019	491	+6.3%	159	-5.4%
May-2019	541	+12.5%	202	+8.6%

Historical New Listings by Month

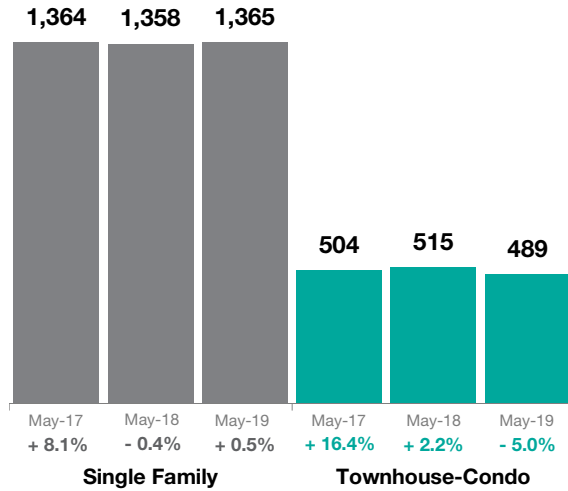


Pending / Under Contract

May

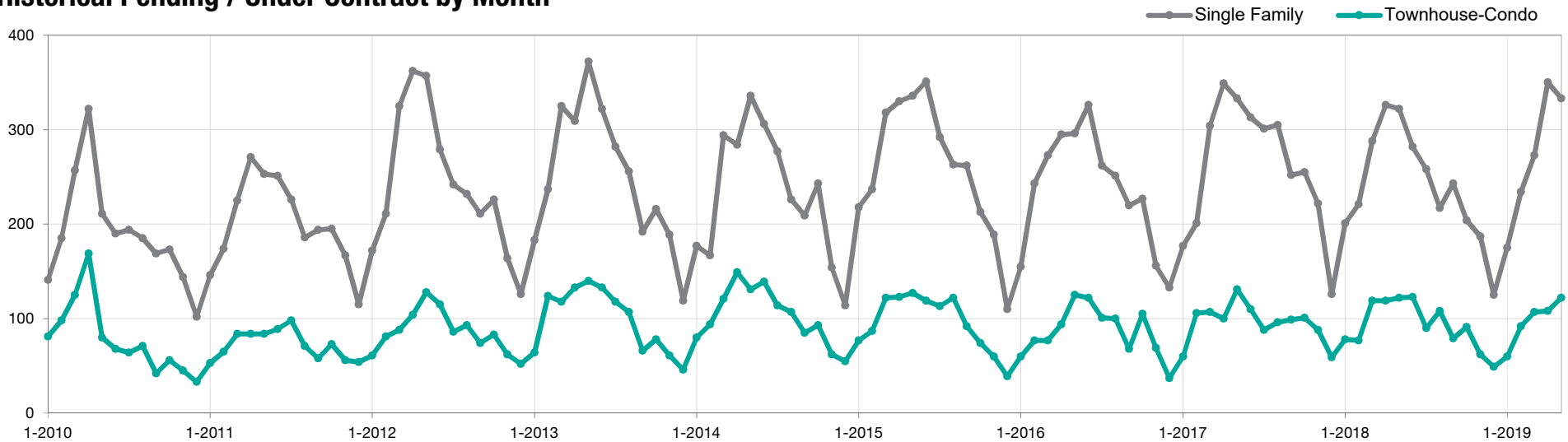


Year to Date



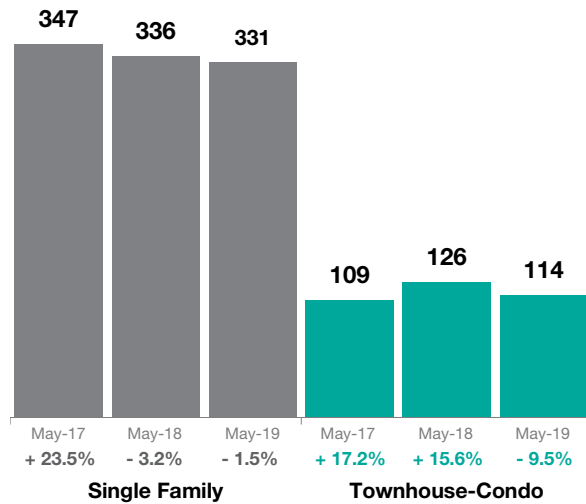
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	282	-9.9%	123	+11.8%
Jul-2018	258	-14.3%	90	+2.3%
Aug-2018	217	-28.9%	108	+12.5%
Sep-2018	243	-3.6%	79	-20.2%
Oct-2018	204	-20.0%	91	-9.9%
Nov-2018	187	-15.8%	62	-29.5%
Dec-2018	125	-0.8%	49	-16.9%
Jan-2019	175	-12.9%	60	-23.1%
Feb-2019	234	+5.9%	92	+19.5%
Mar-2019	273	-5.2%	107	-10.1%
Apr-2019	350	+7.4%	108	-9.2%
May-2019	333	+3.4%	122	0.0%

Historical Pending / Under Contract by Month

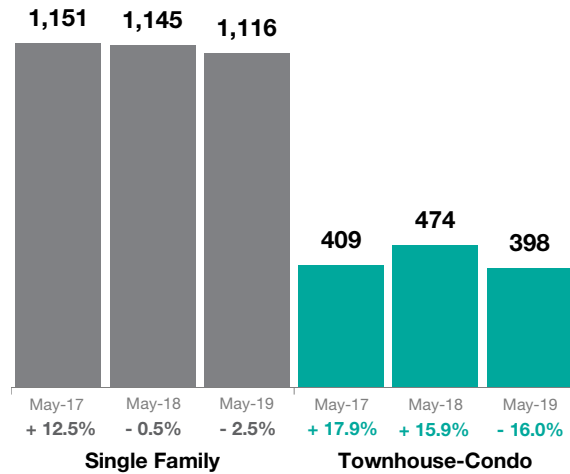


Sold Listings

May

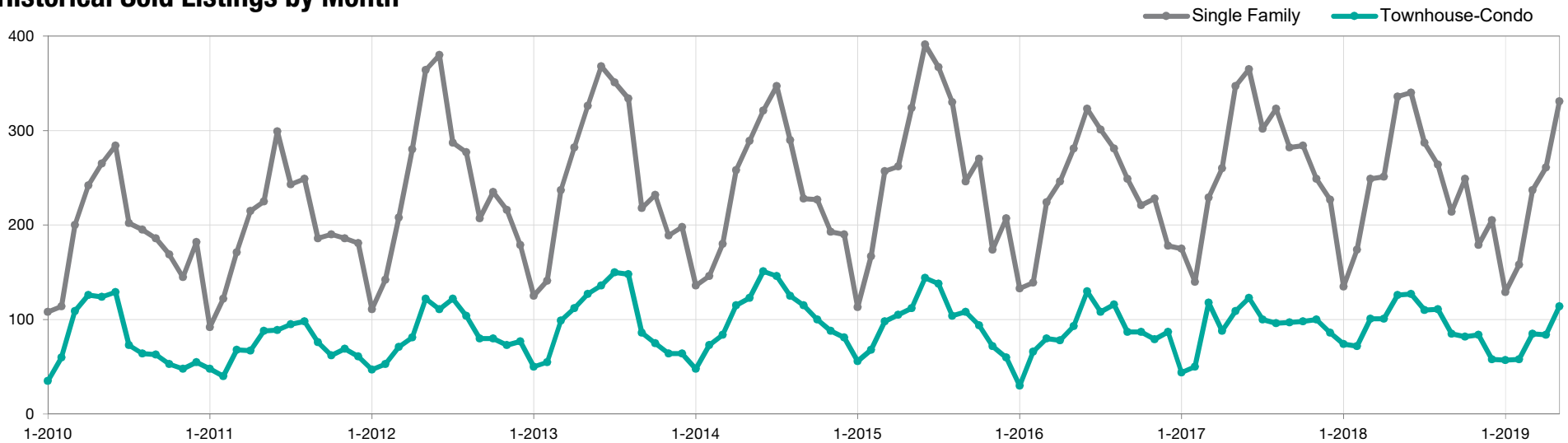


Year to Date



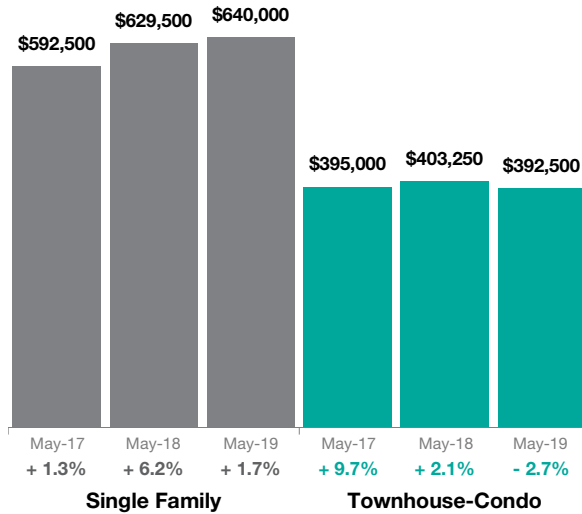
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	340	-6.8%	127	+3.3%
Jul-2018	287	-5.0%	110	+10.0%
Aug-2018	264	-18.3%	111	+15.6%
Sep-2018	214	-24.1%	85	-12.4%
Oct-2018	249	-12.3%	82	-16.3%
Nov-2018	179	-28.1%	84	-16.0%
Dec-2018	205	-9.7%	58	-32.6%
Jan-2019	129	-4.4%	57	-23.0%
Feb-2019	158	-9.2%	58	-19.4%
Mar-2019	237	-4.8%	85	-15.8%
Apr-2019	261	+4.0%	84	-16.8%
May-2019	331	-1.5%	114	-9.5%

Historical Sold Listings by Month

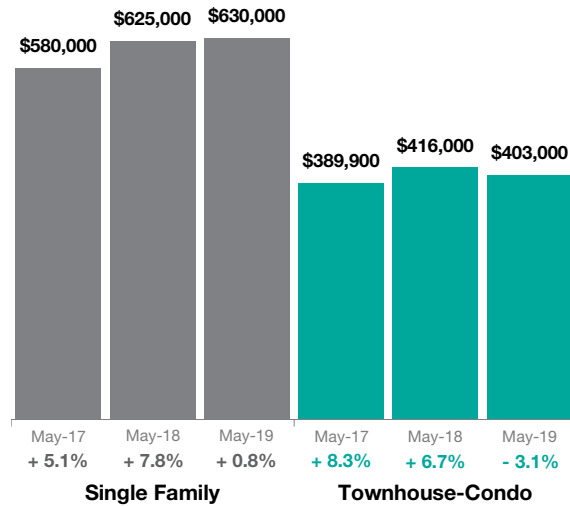


Median Sales Price

May

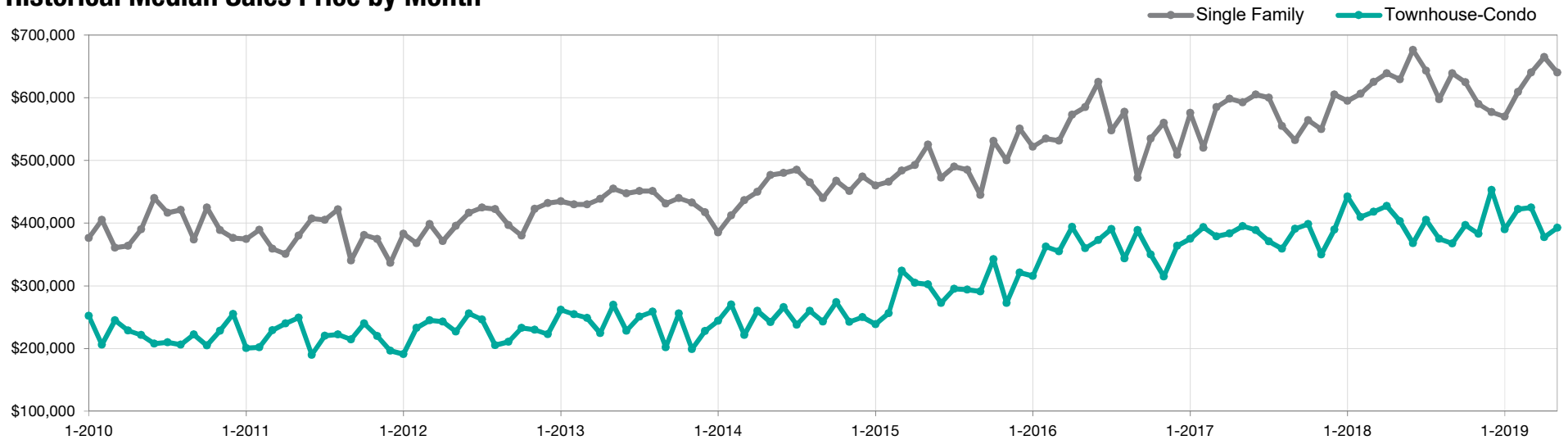


Year to Date



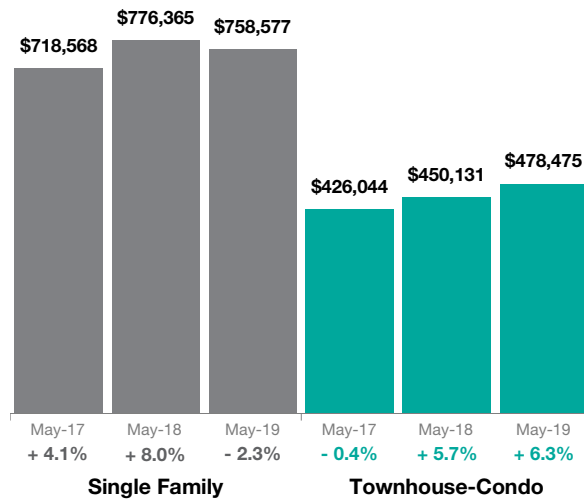
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	\$676,250	+11.8%	\$368,000	-5.4%
Jul-2018	\$643,000	+7.2%	\$405,000	+9.2%
Aug-2018	\$597,450	+7.6%	\$374,900	+4.4%
Sep-2018	\$638,750	+20.0%	\$367,500	-6.0%
Oct-2018	\$624,900	+10.7%	\$396,950	-0.4%
Nov-2018	\$590,000	+7.3%	\$383,000	+9.4%
Dec-2018	\$577,000	-4.6%	\$453,000	+16.3%
Jan-2019	\$570,000	-4.2%	\$390,000	-11.9%
Feb-2019	\$609,250	+0.5%	\$422,190	+3.0%
Mar-2019	\$640,000	+2.4%	\$425,000	+1.7%
Apr-2019	\$665,000	+4.1%	\$377,554	-11.7%
May-2019	\$640,000	+1.7%	\$392,500	-2.7%

Historical Median Sales Price by Month

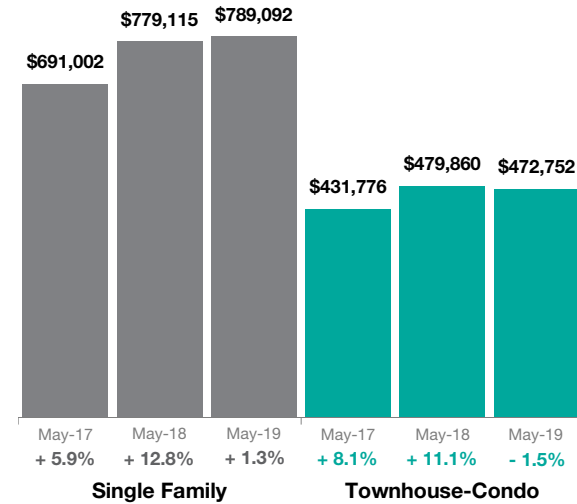


Average Sales Price

May

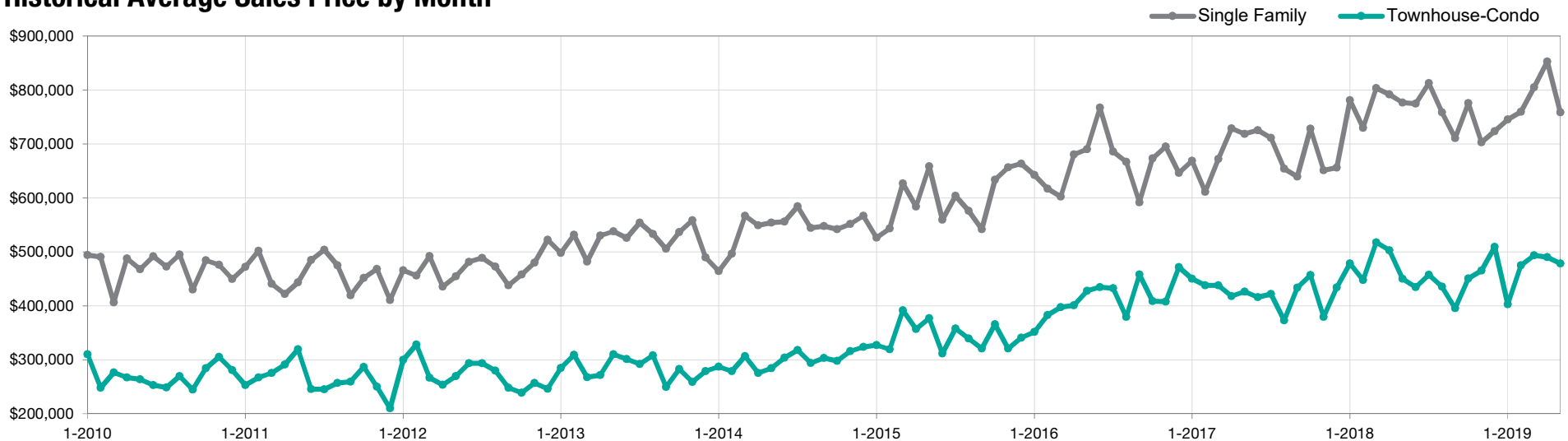


Year to Date



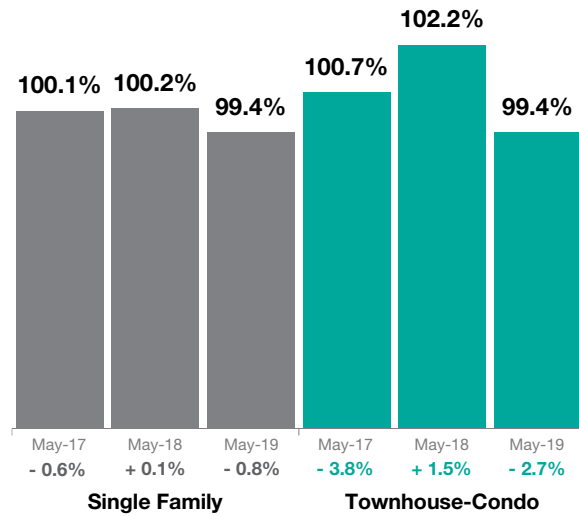
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	\$774,580	+6.8%	\$434,365	+4.4%
Jul-2018	\$812,474	+14.3%	\$457,528	+8.4%
Aug-2018	\$758,572	+16.0%	\$435,684	+16.8%
Sep-2018	\$710,505	+11.1%	\$395,751	-8.7%
Oct-2018	\$775,459	+6.5%	\$450,767	-1.3%
Nov-2018	\$702,791	+8.0%	\$465,394	+22.6%
Dec-2018	\$723,351	+10.3%	\$509,450	+17.3%
Jan-2019	\$745,340	-4.6%	\$402,630	-15.9%
Feb-2019	\$759,489	+4.1%	\$474,956	+6.1%
Mar-2019	\$805,100	+0.2%	\$493,426	-4.7%
Apr-2019	\$852,800	+7.7%	\$490,125	-2.6%
May-2019	\$758,577	-2.3%	\$478,475	+6.3%

Historical Average Sales Price by Month

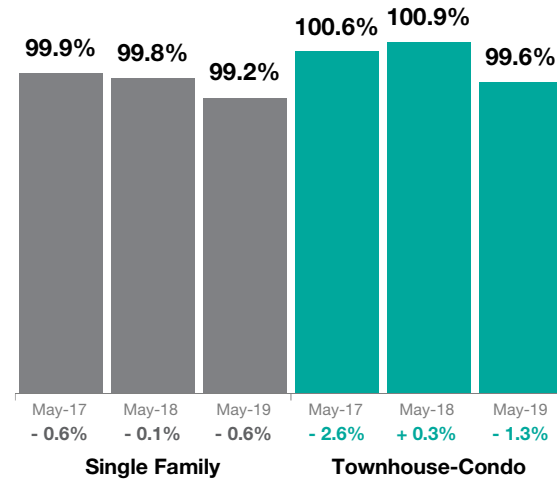


Percent of List Price Received

May

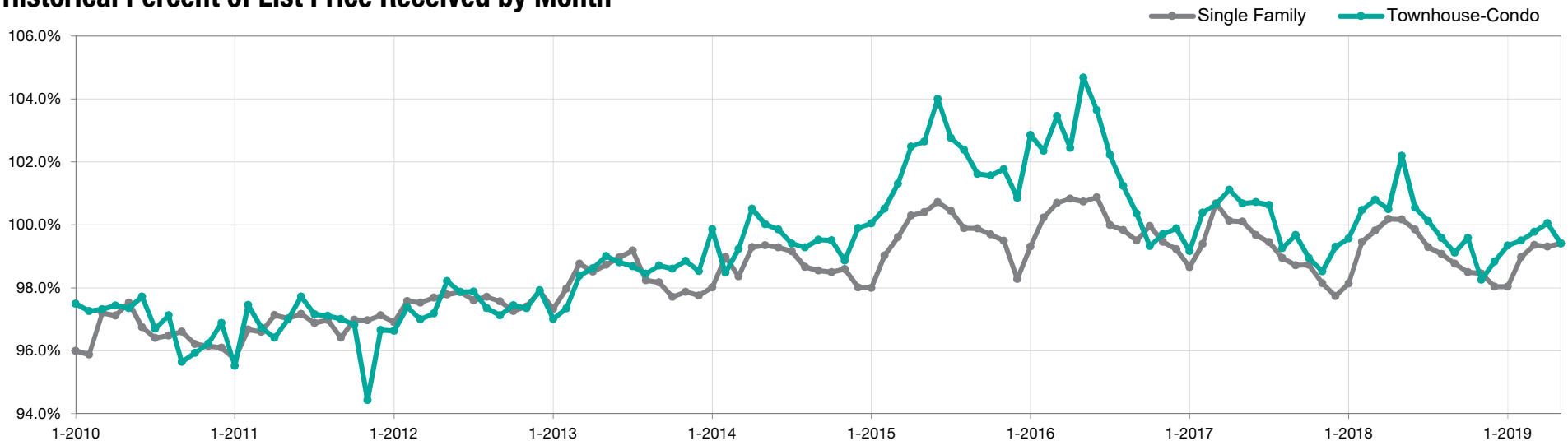


Year to Date



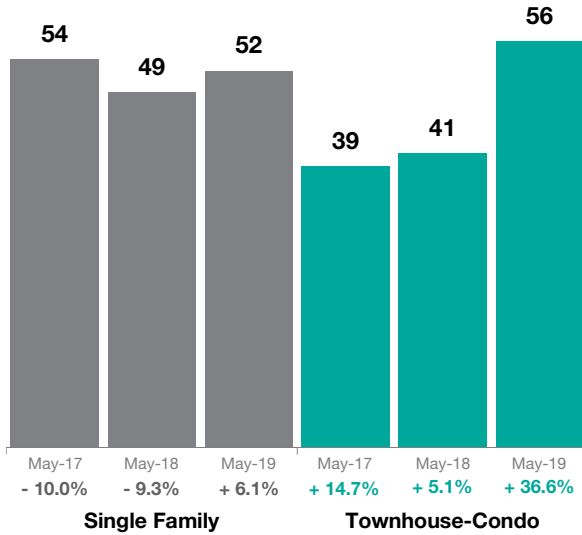
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	99.8%	+0.1%	100.5%	-0.2%
Jul-2018	99.3%	-0.1%	100.1%	-0.5%
Aug-2018	99.1%	+0.1%	99.6%	+0.3%
Sep-2018	98.8%	+0.1%	99.1%	-0.6%
Oct-2018	98.5%	-0.2%	99.6%	+0.7%
Nov-2018	98.5%	+0.4%	98.3%	-0.2%
Dec-2018	98.0%	+0.3%	98.8%	-0.5%
Jan-2019	98.0%	-0.1%	99.3%	-0.3%
Feb-2019	99.0%	-0.5%	99.5%	-1.0%
Mar-2019	99.4%	-0.4%	99.8%	-1.0%
Apr-2019	99.3%	-0.9%	100.1%	-0.4%
May-2019	99.4%	-0.8%	99.4%	-2.7%

Historical Percent of List Price Received by Month

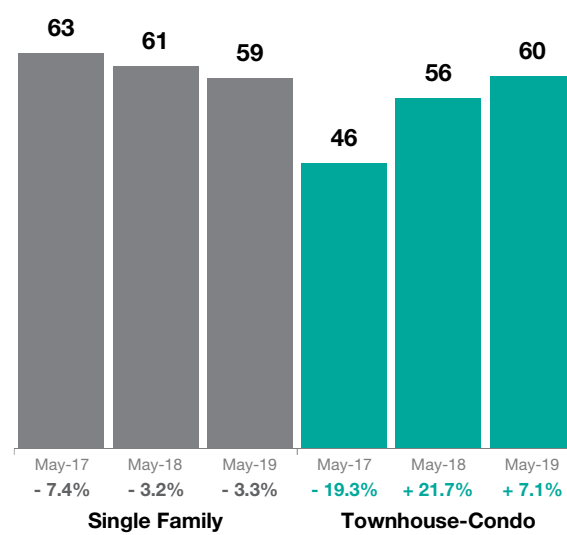


Days on Market Until Sale

May

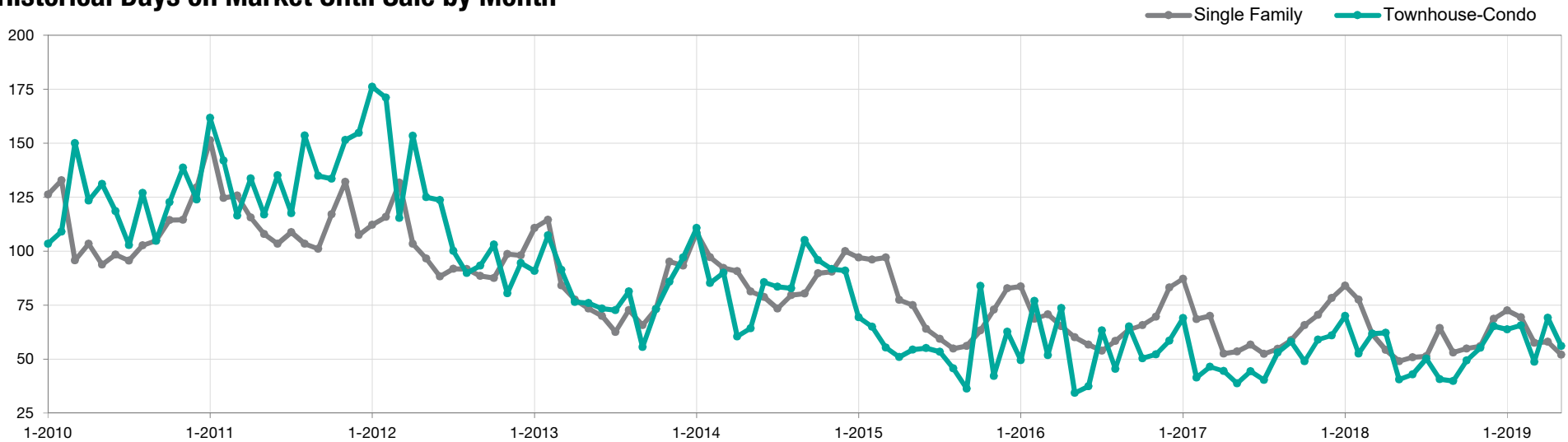


Year to Date



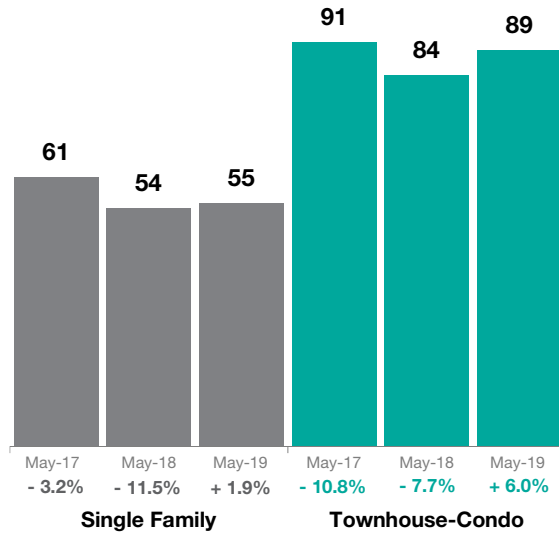
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	51	-10.5%	43	-2.3%
Jul-2018	51	-1.9%	50	+25.0%
Aug-2018	64	+16.4%	41	-22.6%
Sep-2018	53	-10.2%	40	-31.0%
Oct-2018	55	-16.7%	49	0.0%
Nov-2018	56	-20.0%	55	-6.8%
Dec-2018	69	-11.5%	65	+6.6%
Jan-2019	73	-13.1%	64	-8.6%
Feb-2019	69	-10.4%	66	+24.5%
Mar-2019	58	-6.5%	49	-21.0%
Apr-2019	58	+7.4%	69	+11.3%
May-2019	52	+6.1%	56	+36.6%

Historical Days on Market Until Sale by Month

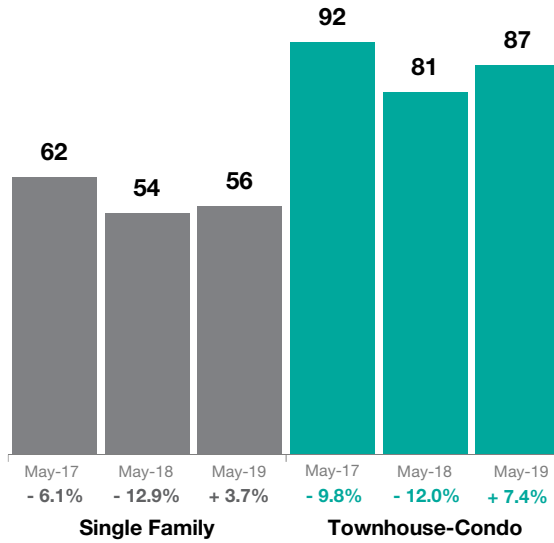


Housing Affordability Index

May

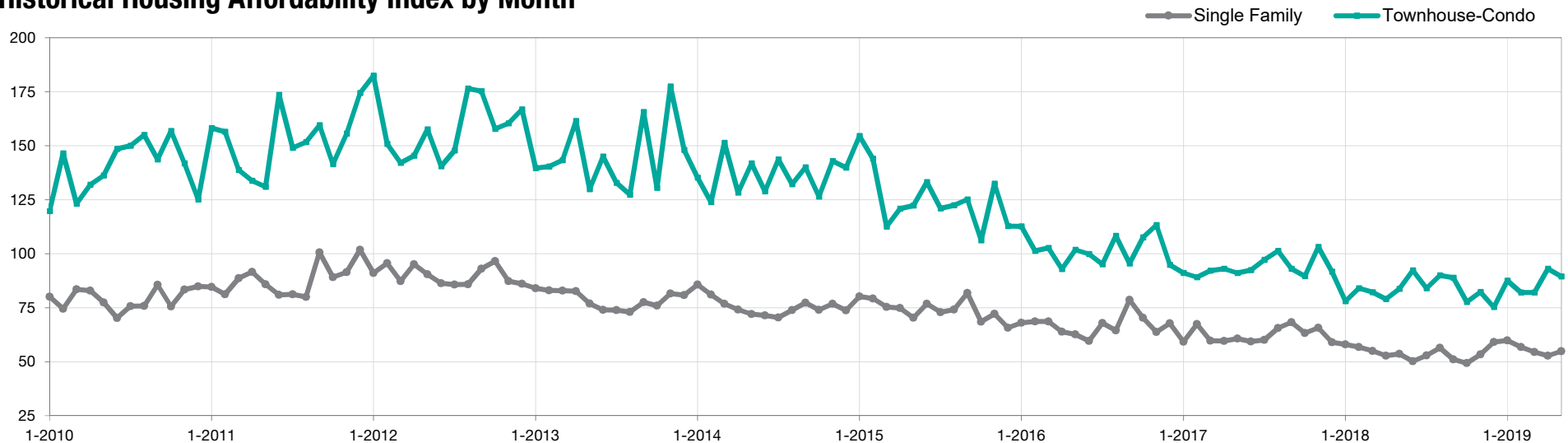


Year to Date



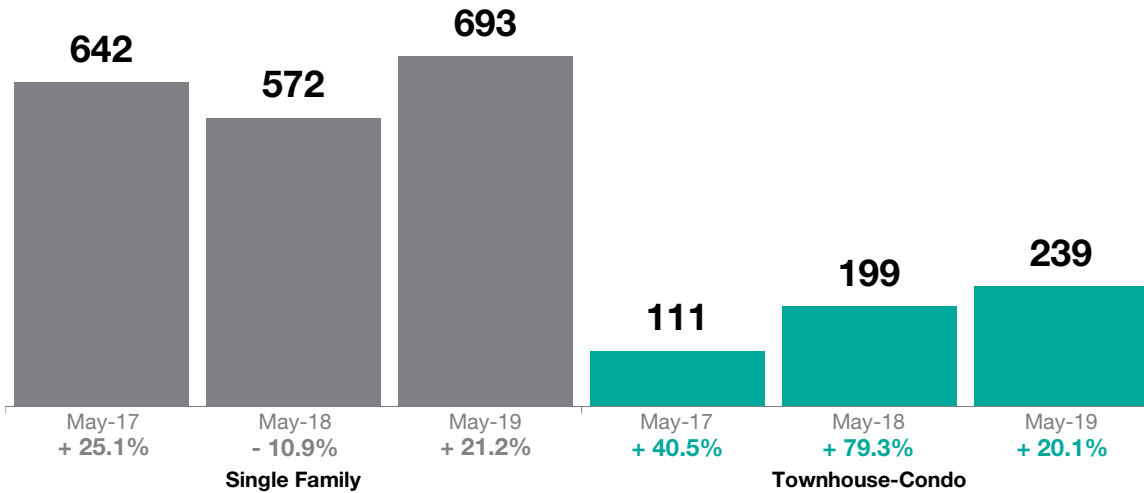
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	50	-15.3%	92	0.0%
Jul-2018	53	-11.7%	84	-13.4%
Aug-2018	56	-15.2%	90	-10.9%
Sep-2018	51	-25.0%	89	-4.3%
Oct-2018	49	-22.2%	78	-13.3%
Nov-2018	53	-19.7%	82	-20.4%
Dec-2018	59	0.0%	75	-18.5%
Jan-2019	60	+3.4%	88	+12.8%
Feb-2019	57	0.0%	82	-2.4%
Mar-2019	54	-1.8%	82	0.0%
Apr-2019	53	0.0%	93	+17.7%
May-2019	55	+1.9%	89	+6.0%

Historical Housing Affordability Index by Month



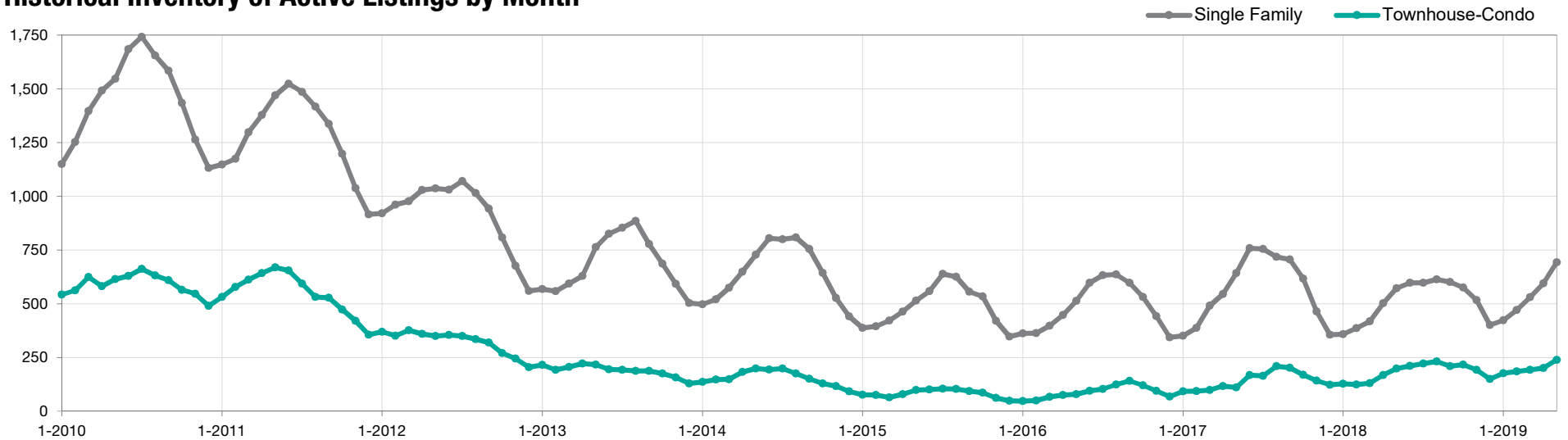
Inventory of Active Listings

May



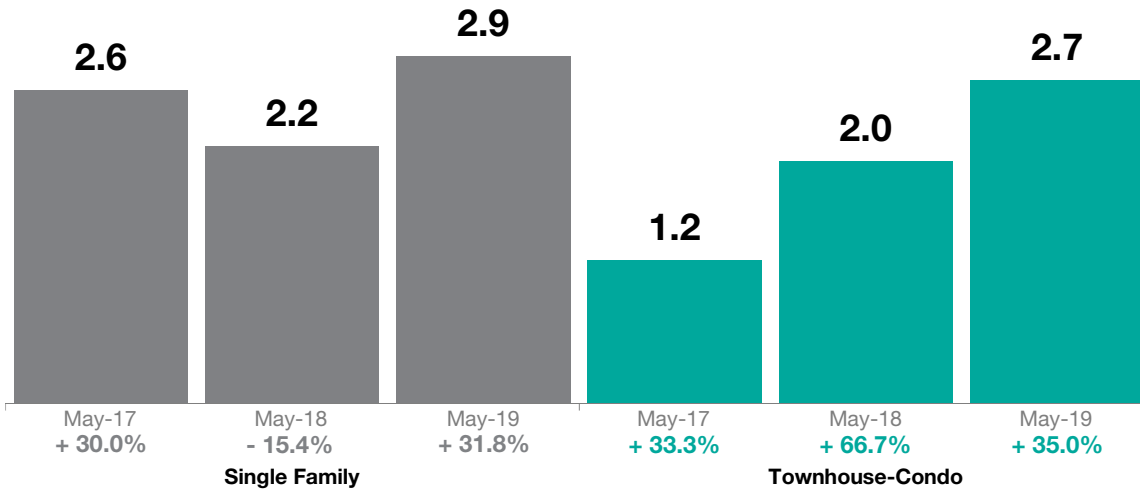
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	598	-21.2%	211	+25.6%
Jul-2018	597	-20.9%	222	+34.5%
Aug-2018	613	-14.6%	232	+11.0%
Sep-2018	601	-14.9%	209	+3.5%
Oct-2018	575	-6.8%	217	+28.4%
Nov-2018	517	+11.4%	192	+35.2%
Dec-2018	401	+12.6%	150	+22.0%
Jan-2019	423	+18.2%	177	+38.3%
Feb-2019	470	+21.4%	185	+49.2%
Mar-2019	530	+26.8%	192	+47.7%
Apr-2019	595	+18.5%	201	+19.6%
May-2019	693	+21.2%	239	+20.1%

Historical Inventory of Active Listings by Month



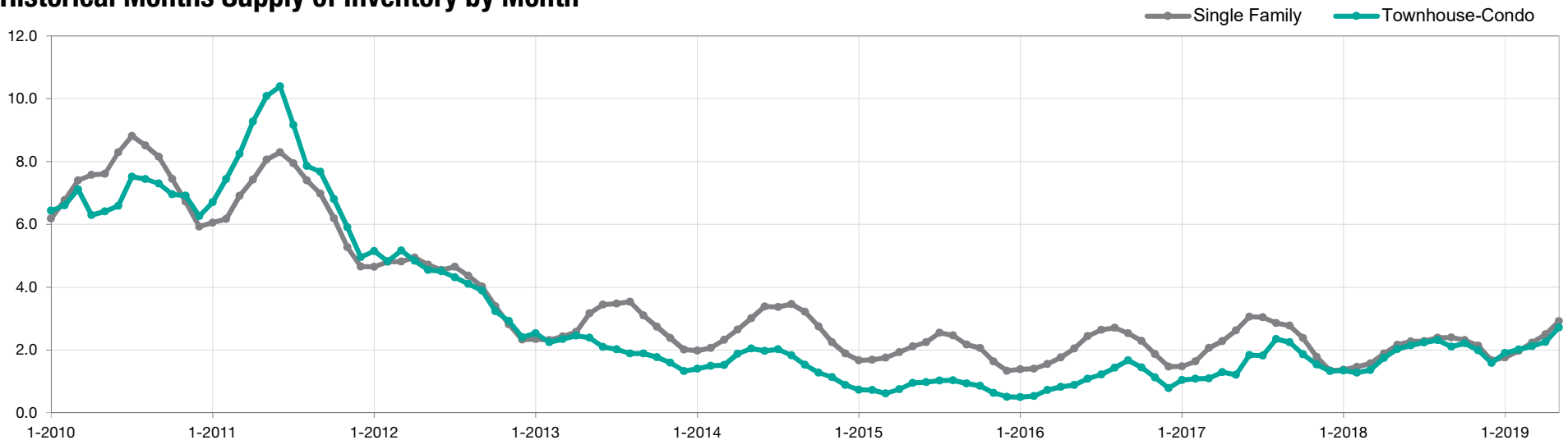
Months Supply of Inventory

May



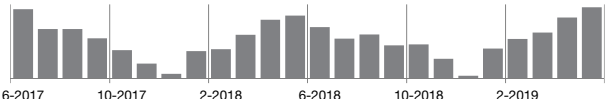
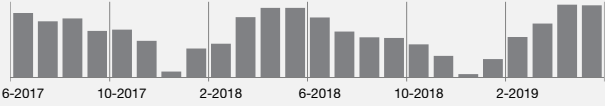
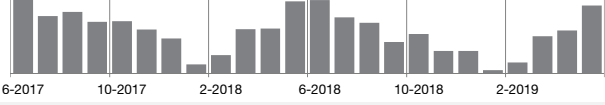
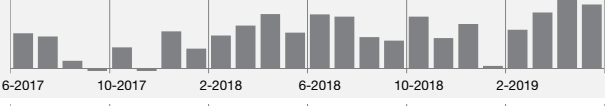
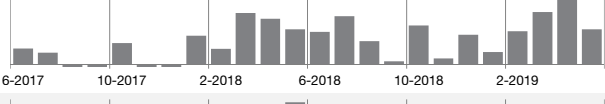
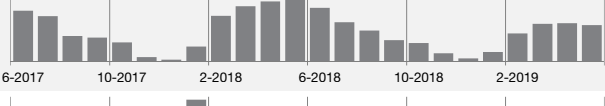
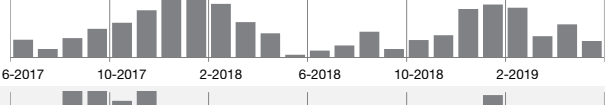
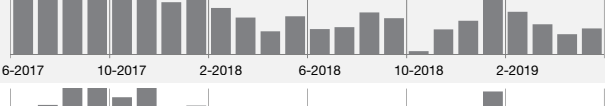
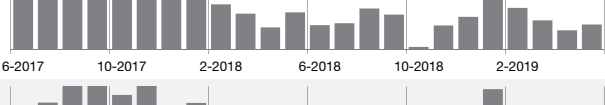
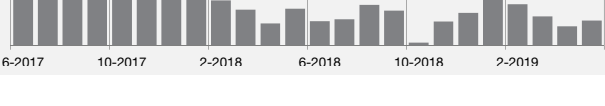
Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	2.3	-25.8%	2.1	+16.7%
Jul-2018	2.3	-23.3%	2.2	+22.2%
Aug-2018	2.4	-17.2%	2.3	0.0%
Sep-2018	2.4	-14.3%	2.1	-4.5%
Oct-2018	2.3	-4.2%	2.2	+15.8%
Nov-2018	2.1	+16.7%	2.0	+33.3%
Dec-2018	1.7	+30.8%	1.6	+23.1%
Jan-2019	1.8	+28.6%	1.9	+46.2%
Feb-2019	2.0	+33.3%	2.0	+53.8%
Mar-2019	2.2	+37.5%	2.1	+50.0%
Apr-2019	2.5	+31.6%	2.3	+35.3%
May-2019	2.9	+31.8%	2.7	+35.0%

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.

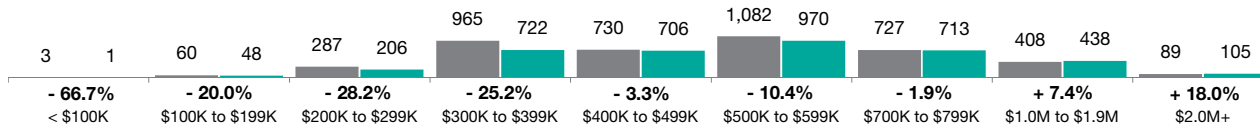
Key Metrics	Historical Sparkbars	5-2018	5-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		667	743	+ 11.4%	2,522	2,748	+ 9.0%
Pending / Under Contract		444	455	+ 2.5%	1,873	1,854	- 1.0%
Sold Listings		462	445	- 3.7%	1,619	1,514	- 6.5%
Median Sales Price		\$537,865	\$586,000	+ 8.9%	\$549,900	\$568,500	+ 3.4%
Average Sales Price		\$687,392	\$686,821	- 0.1%	\$691,501	\$705,933	+ 2.1%
Pct. of List Price Received		100.7%	99.4%	- 1.3%	100.1%	99.3%	- 0.8%
Days on Market Until Sale		47	53	+ 12.8%	60	59	- 1.7%
Housing Affordability Index		63	60	- 4.8%	61	62	+ 1.6%
Inventory of Active Listings		771	932	+ 20.9%	--	--	--
Months Supply of Inventory		2.1	2.9	+ 38.1%	--	--	--

Sold Listings

Actual sales that have closed in a given month.

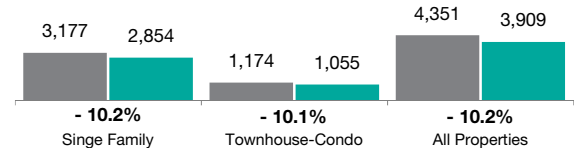
By Price Range – All Properties – Rolling 12 Months

■ 5-2018 ■ 5-2019



By Property Type

■ 5-2018 ■ 5-2019



Rolling 12 Months

Compared to Prior Month

Year to Date

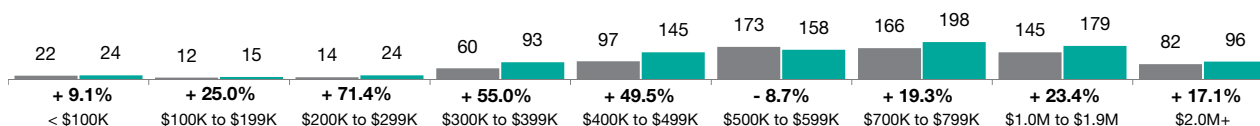
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	5-2018	5-2019	Change	5-2018	5-2019	Change	4-2019	5-2019	Change	4-2019	5-2019	Change	5-2018	5-2019	Change	5-2018	5-2019	Change
\$99,999 and Below	3	0	-100.0%	0	1	--	0	0	--	0	0	--	0	0	--	0	0	--
\$100,000 to \$199,999	21	16	-23.8%	39	32	-17.9%	2	1	-50.0%	2	3	+50.0%	4	6	+50.0%	13	10	-23.1%
\$200,000 to \$299,999	56	44	-21.4%	231	162	-29.9%	2	4	+100.0%	9	12	+33.3%	7	15	+114.3%	83	54	-34.9%
\$300,000 to \$399,999	605	379	-37.4%	360	343	-4.7%	25	29	+16.0%	34	44	+29.4%	191	138	-27.7%	123	129	+4.9%
\$400,000 to \$499,999	492	487	-1.0%	238	219	-8.0%	45	64	+42.2%	16	25	+56.3%	181	198	+9.4%	104	91	-12.5%
\$500,000 to \$699,999	877	773	-11.9%	205	197	-3.9%	69	99	+43.5%	12	19	+58.3%	311	301	-3.2%	97	72	-25.8%
\$700,000 to \$999,999	651	643	-1.2%	76	70	-7.9%	58	75	+29.3%	5	7	+40.0%	246	247	+0.4%	37	27	-27.0%
\$1,000,000 to \$1,999,999	385	412	+7.0%	23	26	+13.0%	47	51	+8.5%	5	2	-60.0%	154	166	+7.8%	15	12	-20.0%
\$2,000,000 and Above	87	100	+14.9%	2	5	+150.0%	13	8	-38.5%	1	2	+100.0%	51	45	-11.8%	2	3	+50.0%
All Price Ranges	3,177	2,854	-10.2%	1,174	1,055	-10.1%	261	331	+26.8%	84	114	+35.7%	1,145	1,116	-2.5%	474	398	-16.0%

Inventory of Active Listings

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

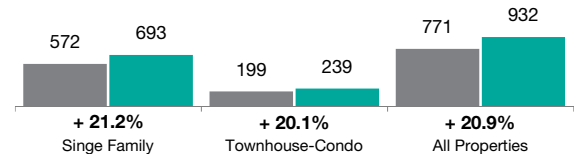
By Price Range – All Properties

■ 5-2018 ■ 5-2019



By Property Type

■ 5-2018 ■ 5-2019



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo		
	5-2018	5-2019	Change	5-2018	5-2019	Change	4-2019	5-2019	Change	4-2019	5-2019	Change	5-2018	5-2019	Change	5-2018	5-2019
\$99,999 and Below	22	24	+9.1%	0	0	--	24	24	0.0%	0	0	--					
\$100,000 to \$199,999	7	13	+85.7%	5	2	-60.0%	13	13	0.0%	4	2	-50.0%					
\$200,000 to \$299,999	1	2	+100.0%	13	22	+69.2%	2	2	0.0%	13	22	+69.2%					
\$300,000 to \$399,999	22	33	+50.0%	38	60	+57.9%	26	33	+26.9%	51	60	+17.6%					
\$400,000 to \$499,999	63	90	+42.9%	34	55	+61.8%	87	90	+3.4%	39	55	+41.0%					
\$500,000 to \$699,999	128	118	-7.8%	45	40	-11.1%	107	118	+10.3%	42	40	-4.8%					
\$700,000 to \$999,999	119	163	+37.0%	47	35	-25.5%	115	163	+41.7%	28	35	+25.0%					
\$1,000,000 to \$1,999,999	131	159	+21.4%	14	20	+42.9%	139	159	+14.4%	19	20	+5.3%					
\$2,000,000 and Above	79	91	+15.2%	3	5	+66.7%	82	91	+11.0%	5	5	0.0%					
All Price Ranges	572	693	+21.2%	199	239	+20.1%	595	693	+16.5%	201	239	+18.9%					

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.