

Monthly Indicators



July 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 19.6 percent for single family homes and 17.3 percent for townhouse-condo properties. Pending Sales landed at 308 for single family homes and 95 for townhouse-condo properties.

The Median Sales Price was down 2.8 percent to \$625,000 for single family homes but increased 2.3 percent to \$414,500 for townhouse-condo properties. Days on Market increased 3.9 percent for single family homes and 80.0 percent for townhouse-condo properties.

During the record-setting 121-month economic expansion, the unemployment rate has dropped from 10.0 percent in 2009 to 3.7 percent, yet many consumers continue to struggle financially. Low mortgage interest rates have helped offset low housing affordability, but high home prices are outpacing median household income growth. In a move to stoke continued economic prosperity, the Federal Reserve reduced the benchmark interest rate by a quarter point to about 2.25 percent, marking the first reduction in more than a decade.

Activity Snapshot

+ 8.1%	- 4.4%	+ 25.5%
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

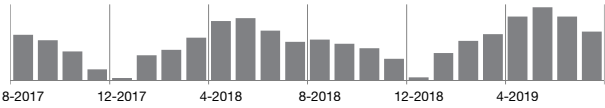
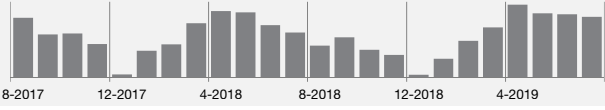
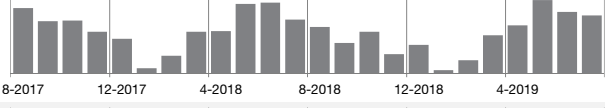
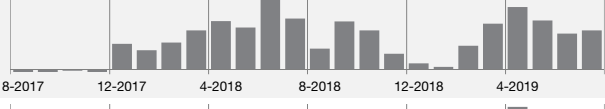
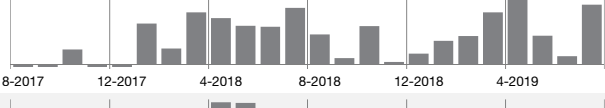
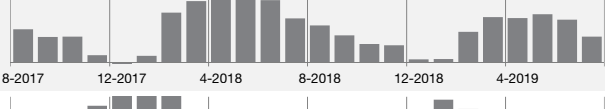
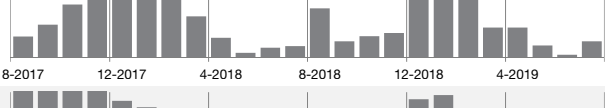
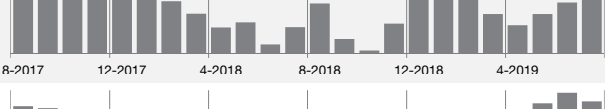
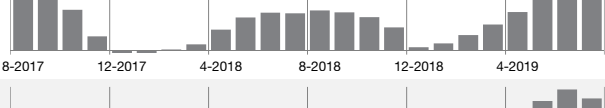
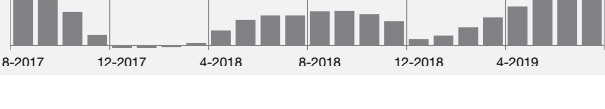
Residential real estate activity in the cities of Boulder, Broomfield, Louisville, Lafayette, Superior, Lyons, Niwot, Frederick, Firestone, Erie, Mead, Nederland and Jamestown composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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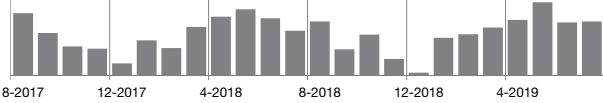
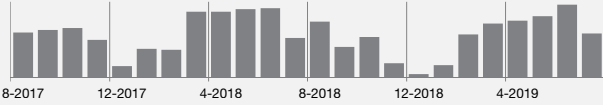
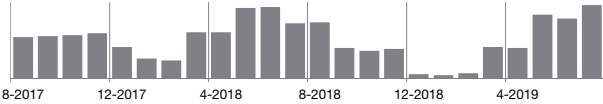
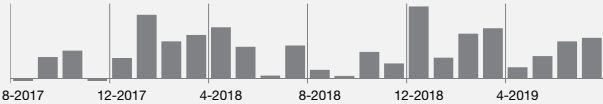
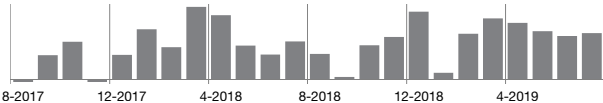
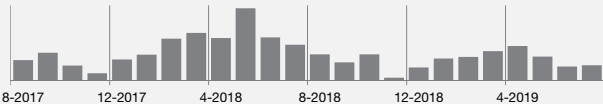
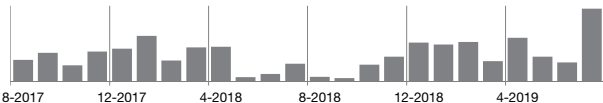
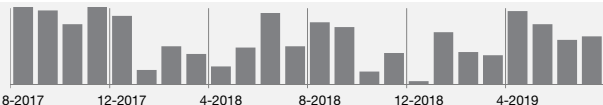
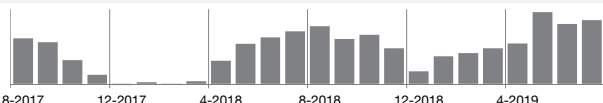
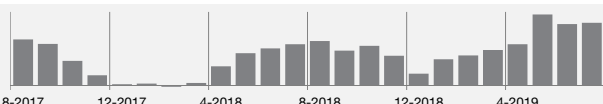
Single Family Market Overview

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

Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		331	396	+ 19.6%	2,556	2,905	+ 13.7%
Pending / Under Contract		259	308	+ 18.9%	1,899	1,972	+ 3.8%
Sold Listings		287	300	+ 4.5%	1,772	1,755	- 1.0%
Median Sales Price		\$643,000	\$625,000	- 2.8%	\$636,500	\$628,000	- 1.3%
Average Sales Price		\$812,474	\$819,186	+ 0.8%	\$783,648	\$778,823	- 0.6%
Pct. of List Price Received		99.3%	98.7%	- 0.6%	99.7%	99.1%	- 0.6%
Days on Market Until Sale		51	53	+ 3.9%	58	56	- 3.4%
Housing Affordability Index		53	57	+ 7.5%	53	57	+ 7.5%
Inventory of Active Listings		597	744	+ 24.6%	--	--	--
Months Supply of Inventory		2.3	3.1	+ 34.8%	--	--	--

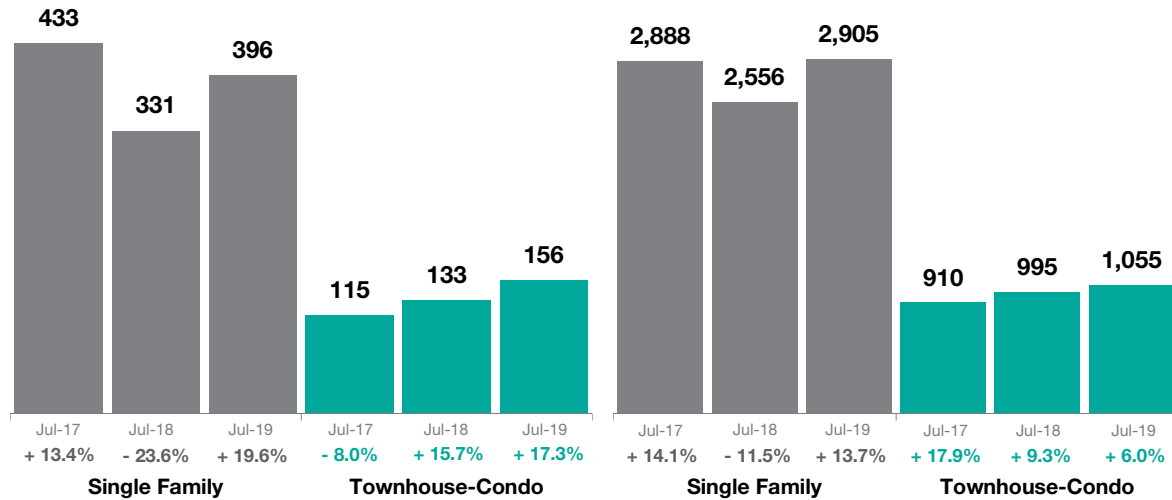
Townhouse-Condo Market Overview

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

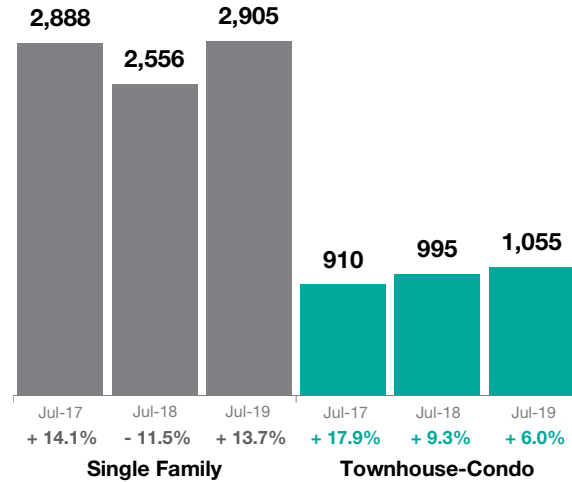
Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		133	156	+ 17.3%	995	1,055	+ 6.0%
Pending / Under Contract		90	95	+ 5.6%	728	705	- 3.2%
Sold Listings		110	129	+ 17.3%	711	650	- 8.6%
Median Sales Price		\$405,000	\$414,500	+ 2.3%	\$405,000	\$406,750	+ 0.4%
Average Sales Price		\$457,528	\$472,001	+ 3.2%	\$468,278	\$471,140	+ 0.6%
Pct. of List Price Received		100.1%	99.0%	- 1.1%	100.7%	99.4%	- 1.3%
Days on Market Until Sale		50	90	+ 80.0%	53	64	+ 20.8%
Housing Affordability Index		84	87	+ 3.6%	84	88	+ 4.8%
Inventory of Active Listings		222	243	+ 9.5%	--	--	--
Months Supply of Inventory		2.2	2.7	+ 22.7%	--	--	--

New Listings

July

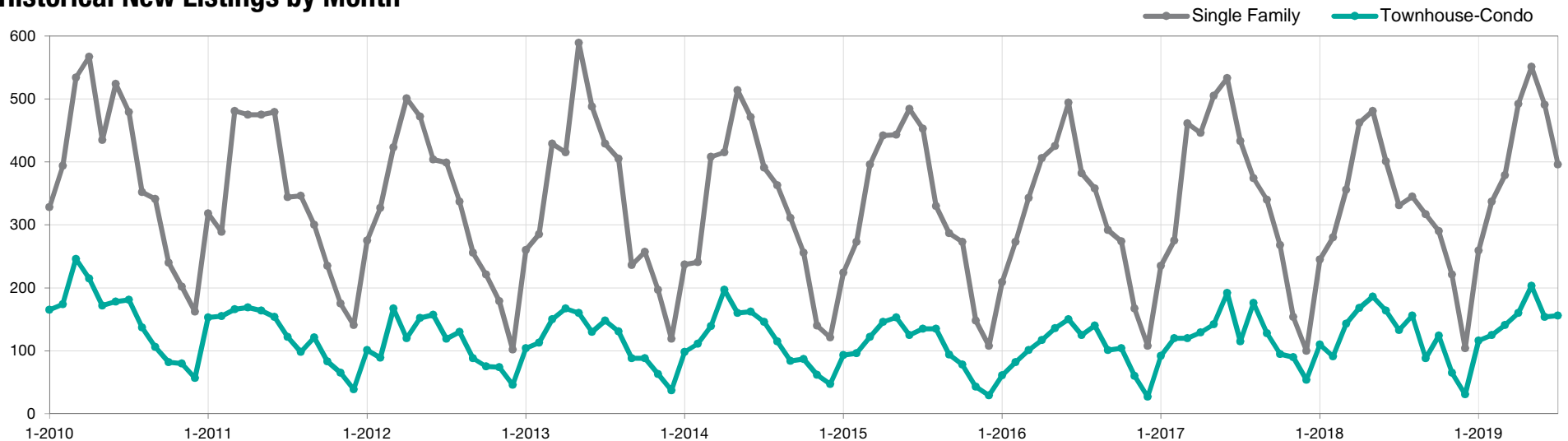


Year to Date



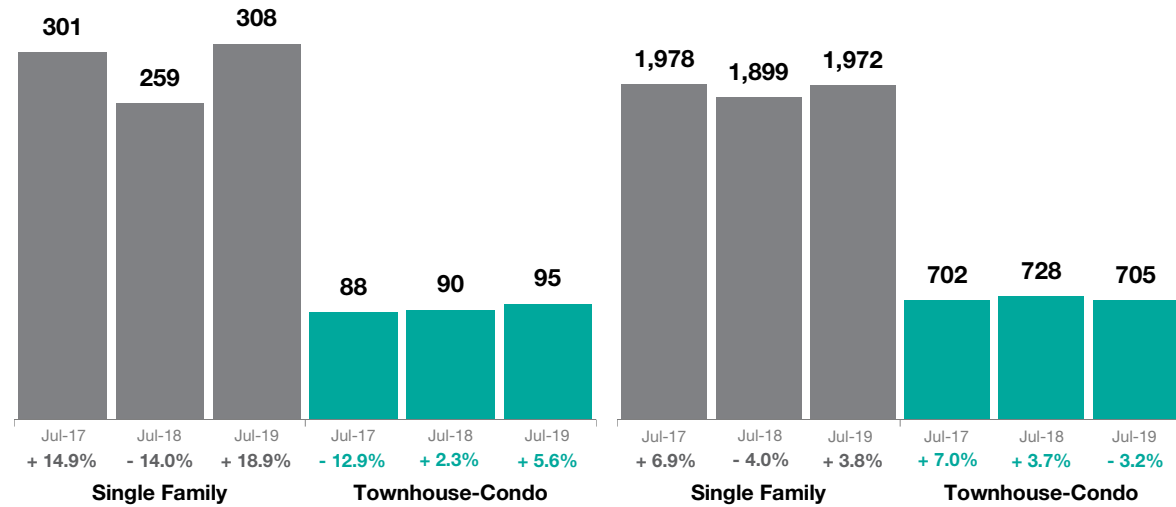
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	345	-7.8%	156	-11.4%
Sep-2018	317	-6.8%	88	-31.3%
Oct-2018	290	+8.2%	124	+30.5%
Nov-2018	221	+43.5%	65	-27.8%
Dec-2018	104	+4.0%	31	-42.6%
Jan-2019	259	+5.7%	116	+5.5%
Feb-2019	337	+20.4%	125	+37.4%
Mar-2019	379	+6.5%	141	-1.4%
Apr-2019	492	+6.5%	160	-4.8%
May-2019	551	+14.6%	203	+9.1%
Jun-2019	491	+22.4%	154	-6.1%
Jul-2019	396	+19.6%	156	+17.3%

Historical New Listings by Month

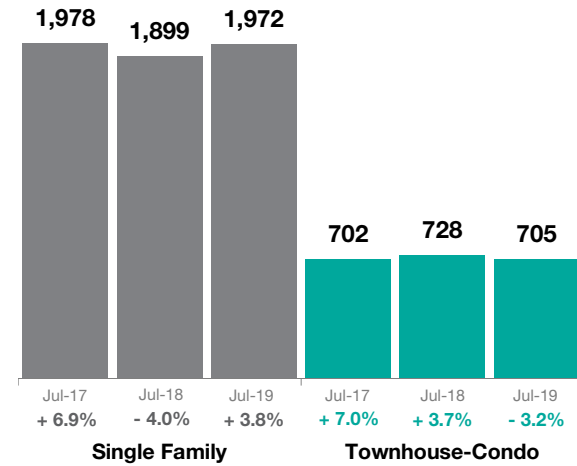


Pending / Under Contract

July

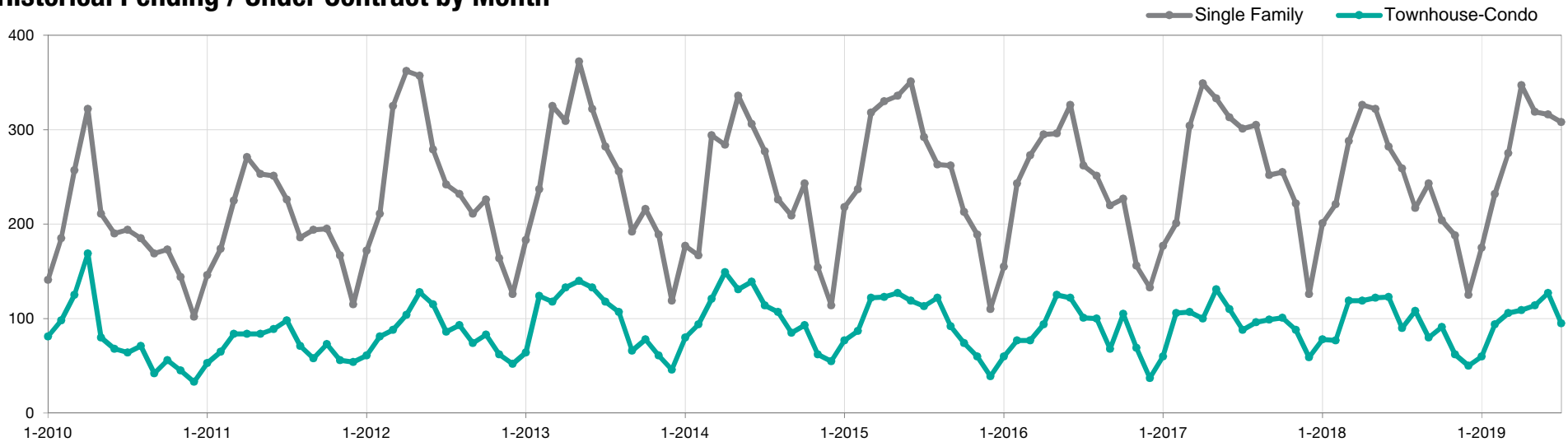


Year to Date



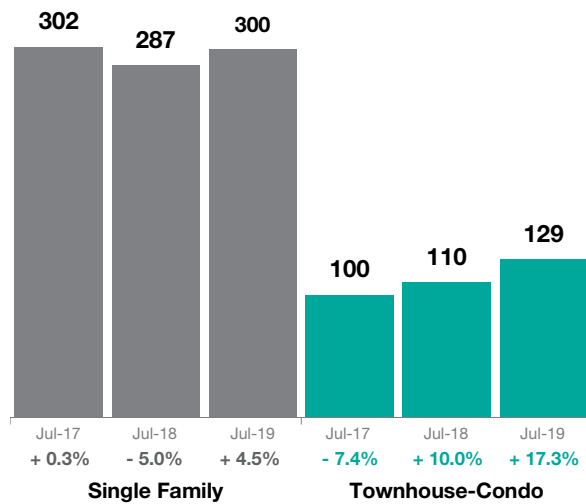
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	217	-28.9%	108	+12.5%
Sep-2018	243	-3.6%	80	-19.2%
Oct-2018	204	-20.0%	91	-9.9%
Nov-2018	188	-15.3%	62	-29.5%
Dec-2018	125	-0.8%	50	-15.3%
Jan-2019	175	-12.9%	60	-23.1%
Feb-2019	232	+5.0%	94	+22.1%
Mar-2019	275	-4.5%	106	-10.9%
Apr-2019	347	+6.4%	109	-8.4%
May-2019	319	-0.9%	114	-6.6%
Jun-2019	316	+12.1%	127	+3.3%
Jul-2019	308	+18.9%	95	+5.6%

Historical Pending / Under Contract by Month

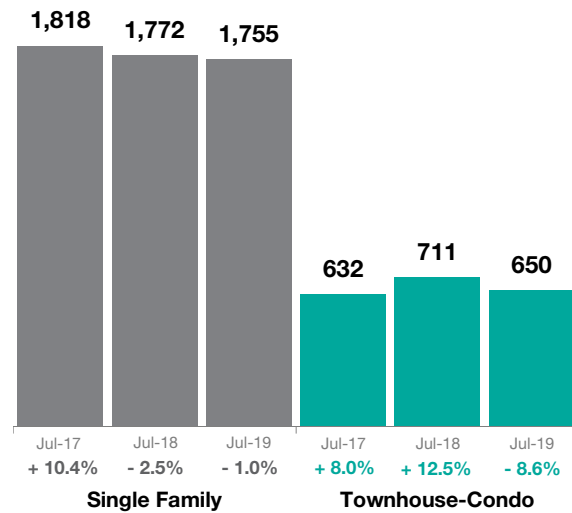


Sold Listings

July

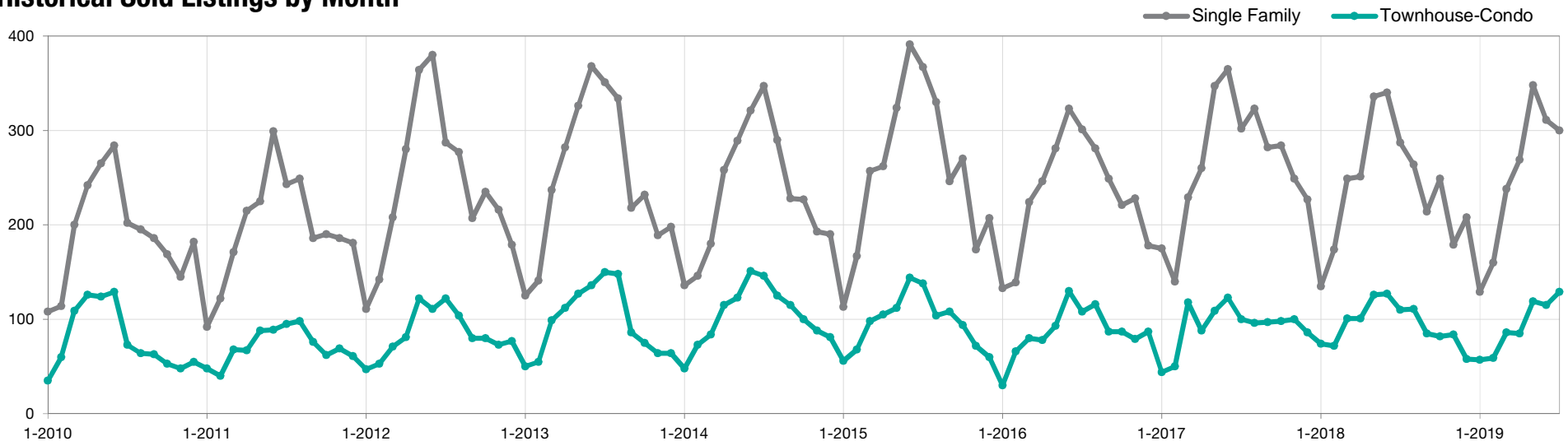


Year to Date



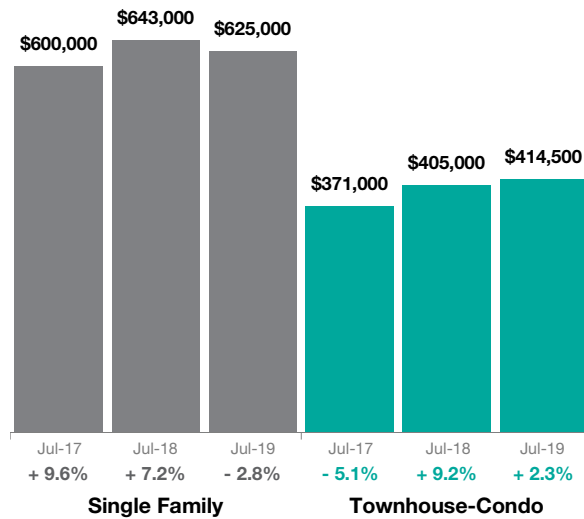
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	264	-18.3%	111	+15.6%
Sep-2018	214	-24.1%	85	-12.4%
Oct-2018	249	-12.3%	82	-16.3%
Nov-2018	179	-28.1%	84	-16.0%
Dec-2018	208	-8.4%	58	-32.6%
Jan-2019	129	-4.4%	57	-23.0%
Feb-2019	160	-8.0%	59	-18.1%
Mar-2019	238	-4.4%	86	-14.9%
Apr-2019	269	+7.2%	85	-15.8%
May-2019	348	+3.6%	119	-5.6%
Jun-2019	311	-8.5%	115	-9.4%
Jul-2019	300	+4.5%	129	+17.3%

Historical Sold Listings by Month

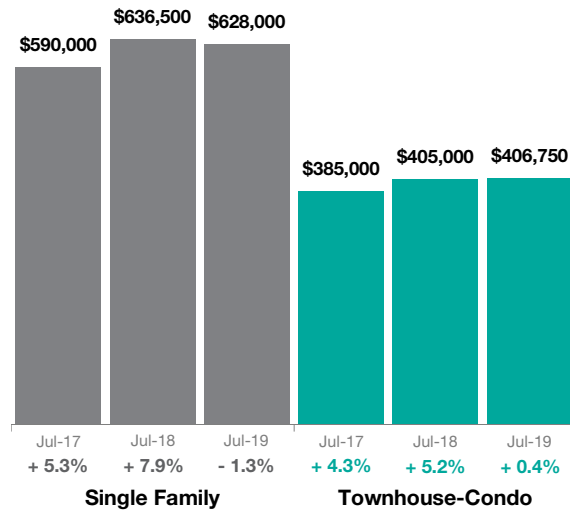


Median Sales Price

July

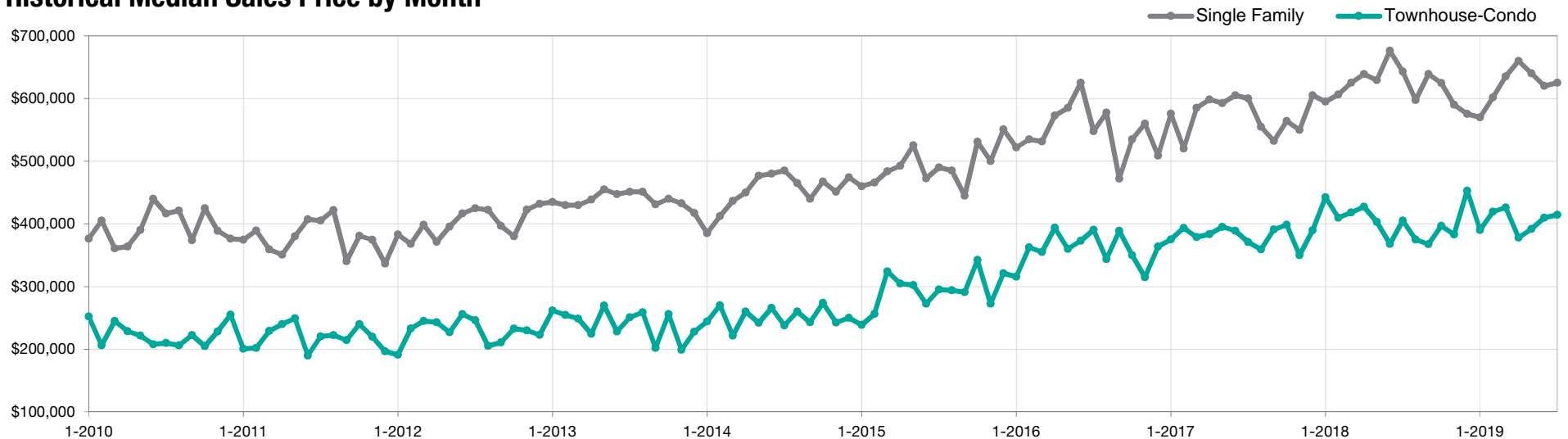


Year to Date



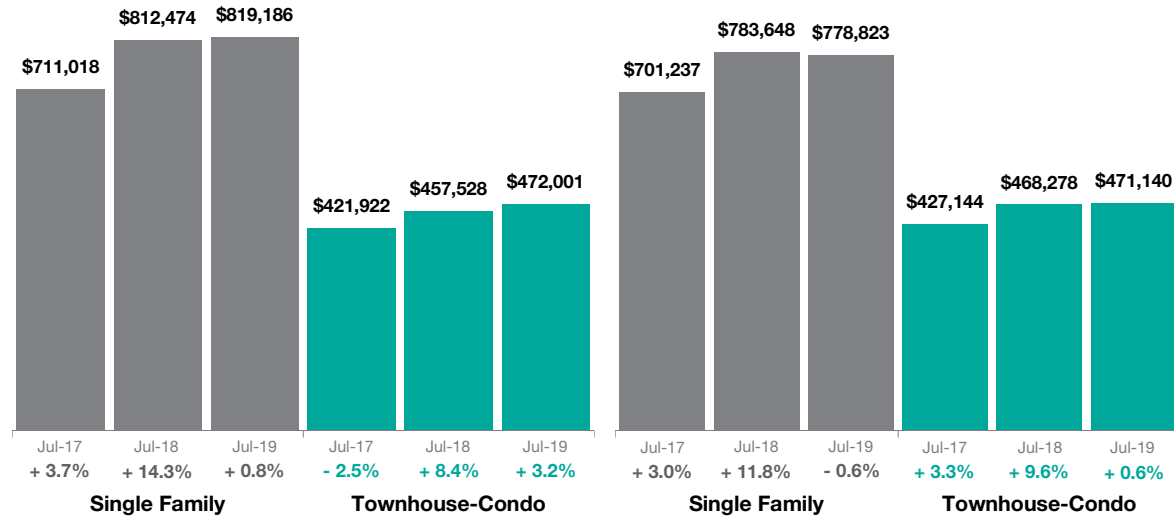
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	\$597,450	+7.6%	\$374,900	+4.4%
Sep-2018	\$638,750	+20.0%	\$367,500	-6.0%
Oct-2018	\$624,900	+10.7%	\$396,950	-0.4%
Nov-2018	\$590,000	+7.3%	\$383,000	+9.4%
Dec-2018	\$575,500	-4.9%	\$453,000	+16.3%
Jan-2019	\$570,000	-4.2%	\$390,000	-11.9%
Feb-2019	\$601,750	-0.8%	\$419,380	+2.3%
Mar-2019	\$635,000	+1.6%	\$425,950	+1.9%
Apr-2019	\$660,000	+3.3%	\$378,000	-11.6%
May-2019	\$640,000	+1.7%	\$392,000	-2.8%
Jun-2019	\$620,000	-8.3%	\$410,001	+11.4%
Jul-2019	\$625,000	-2.8%	\$414,500	+2.3%

Historical Median Sales Price by Month

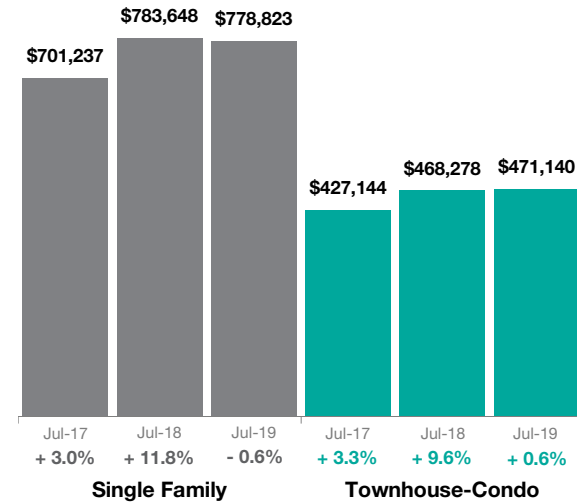


Average Sales Price

July

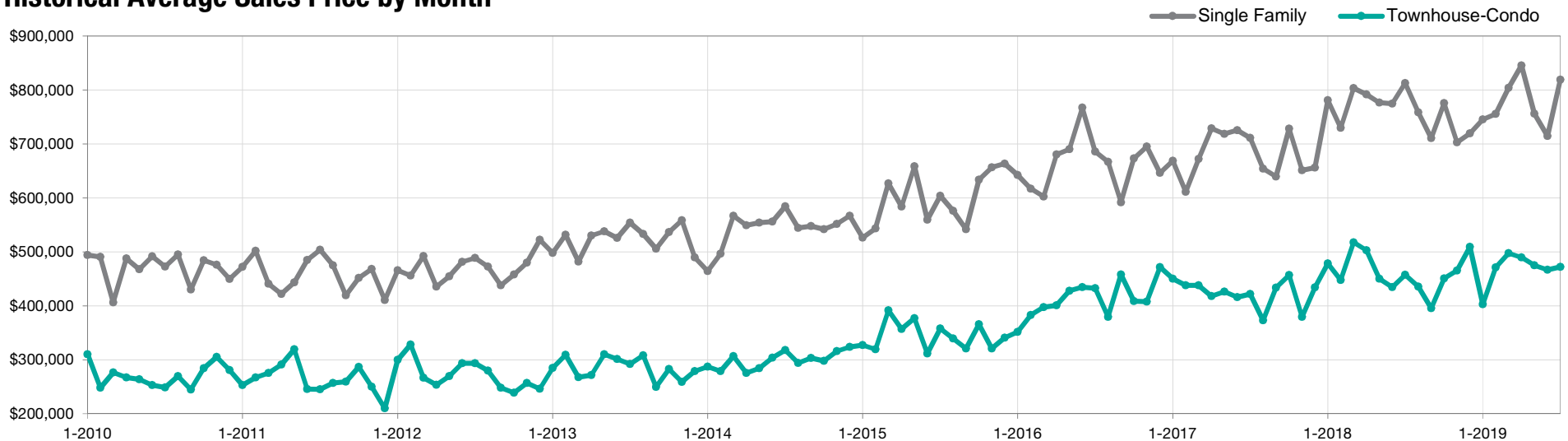


Year to Date



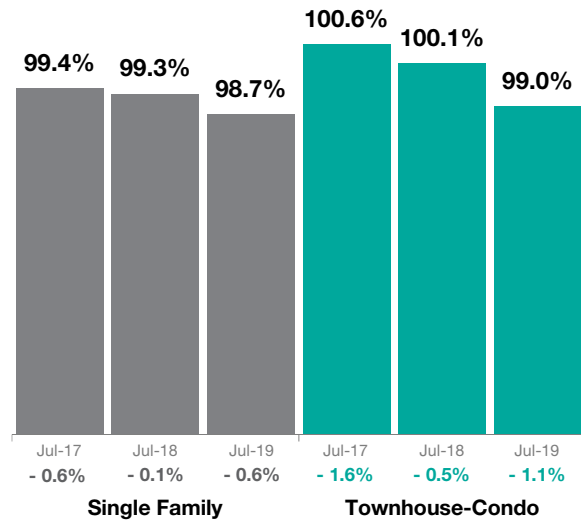
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	\$758,572	+16.0%	\$435,684	+16.8%
Sep-2018	\$710,505	+11.1%	\$395,751	-8.7%
Oct-2018	\$775,459	+6.5%	\$450,767	-1.3%
Nov-2018	\$702,791	+8.0%	\$465,394	+22.6%
Dec-2018	\$719,556	+9.7%	\$509,450	+17.3%
Jan-2019	\$745,340	-4.6%	\$402,630	-15.9%
Feb-2019	\$755,530	+3.5%	\$470,957	+5.2%
Mar-2019	\$803,798	+0.1%	\$497,444	-3.9%
Apr-2019	\$845,560	+6.8%	\$489,629	-2.7%
May-2019	\$755,999	-2.6%	\$475,052	+5.5%
Jun-2019	\$714,462	-7.8%	\$466,838	+7.5%
Jul-2019	\$819,186	+0.8%	\$472,001	+3.2%

Historical Average Sales Price by Month

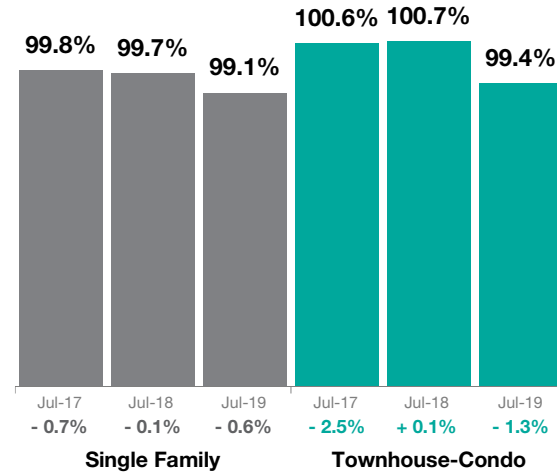


Percent of List Price Received

July

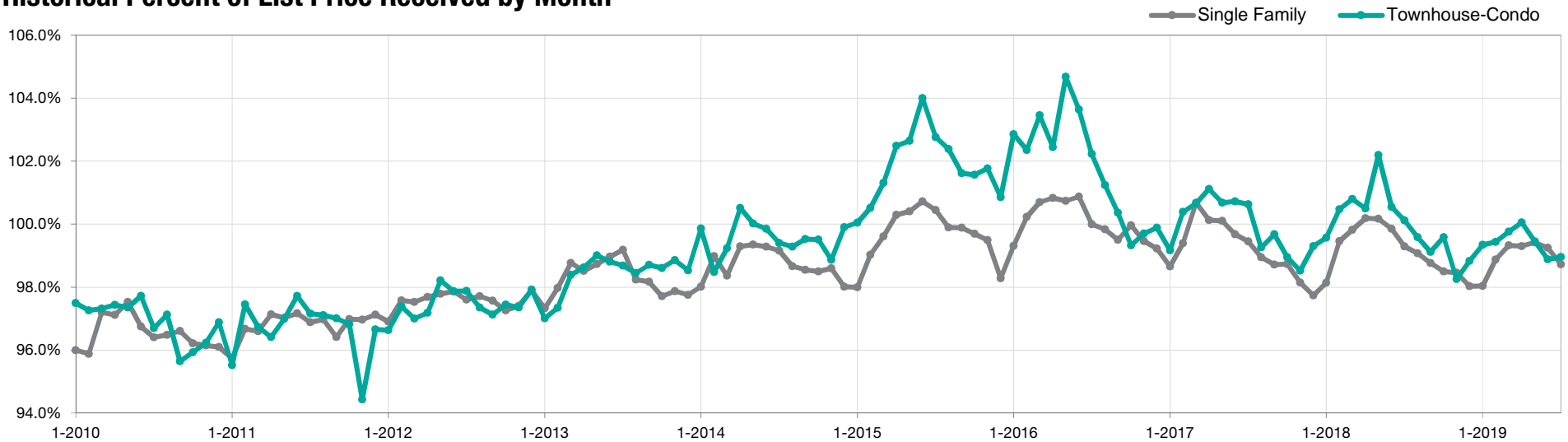


Year to Date



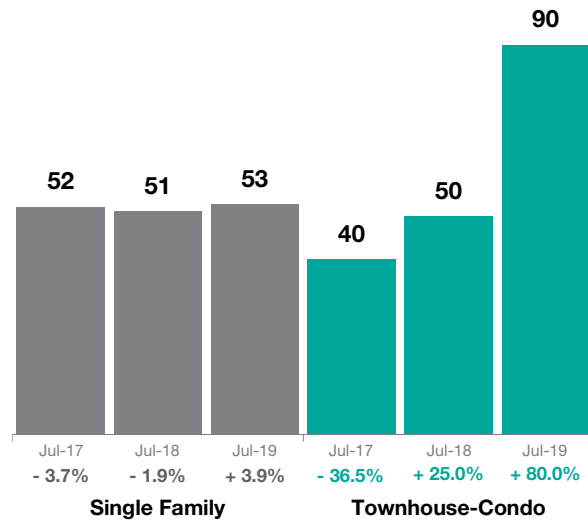
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	99.1%	+0.1%	99.6%	+0.3%
Sep-2018	98.8%	+0.1%	99.1%	-0.6%
Oct-2018	98.5%	-0.2%	99.6%	+0.7%
Nov-2018	98.5%	+0.4%	98.3%	-0.2%
Dec-2018	98.0%	+0.3%	98.8%	-0.5%
Jan-2019	98.0%	-0.1%	99.3%	-0.3%
Feb-2019	98.9%	-0.6%	99.4%	-1.1%
Mar-2019	99.3%	-0.5%	99.8%	-1.0%
Apr-2019	99.3%	-0.9%	100.1%	-0.4%
May-2019	99.4%	-0.8%	99.5%	-2.6%
Jun-2019	99.2%	-0.6%	98.9%	-1.6%
Jul-2019	98.7%	-0.6%	99.0%	-1.1%

Historical Percent of List Price Received by Month

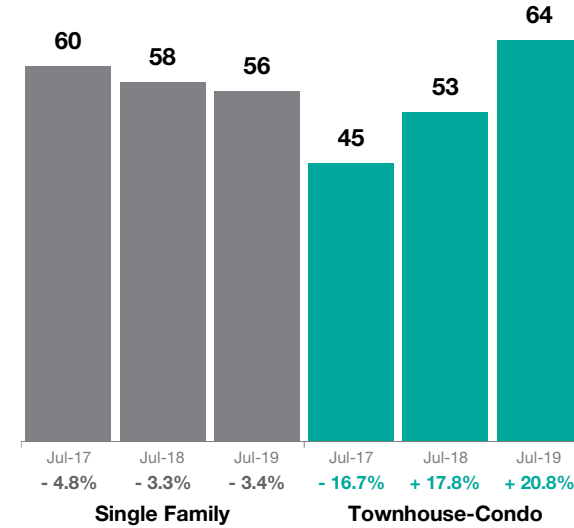


Days on Market Until Sale

July

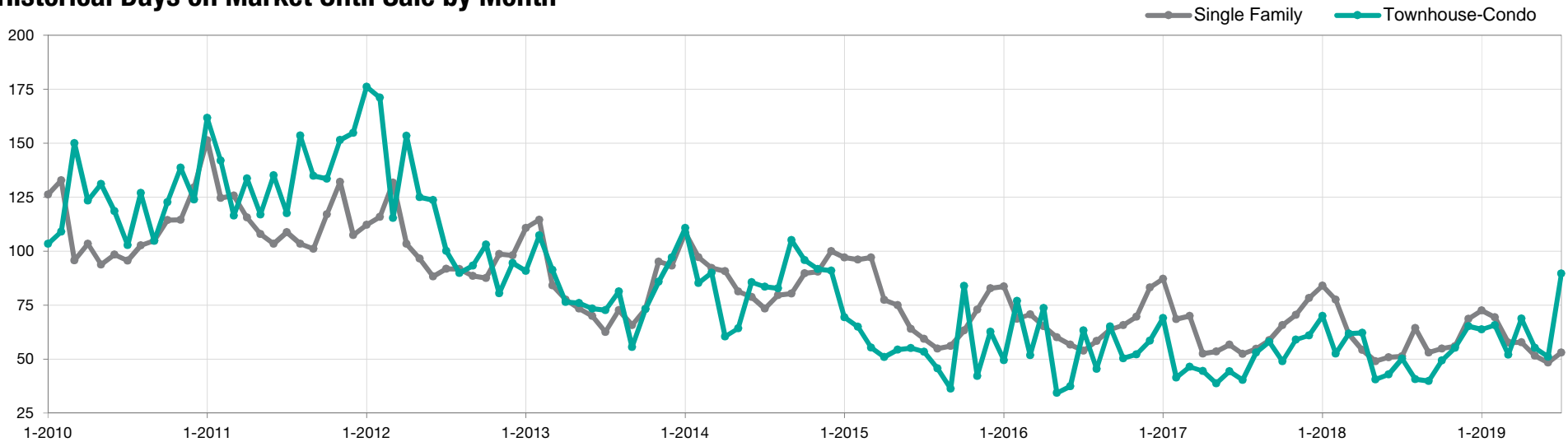


Year to Date



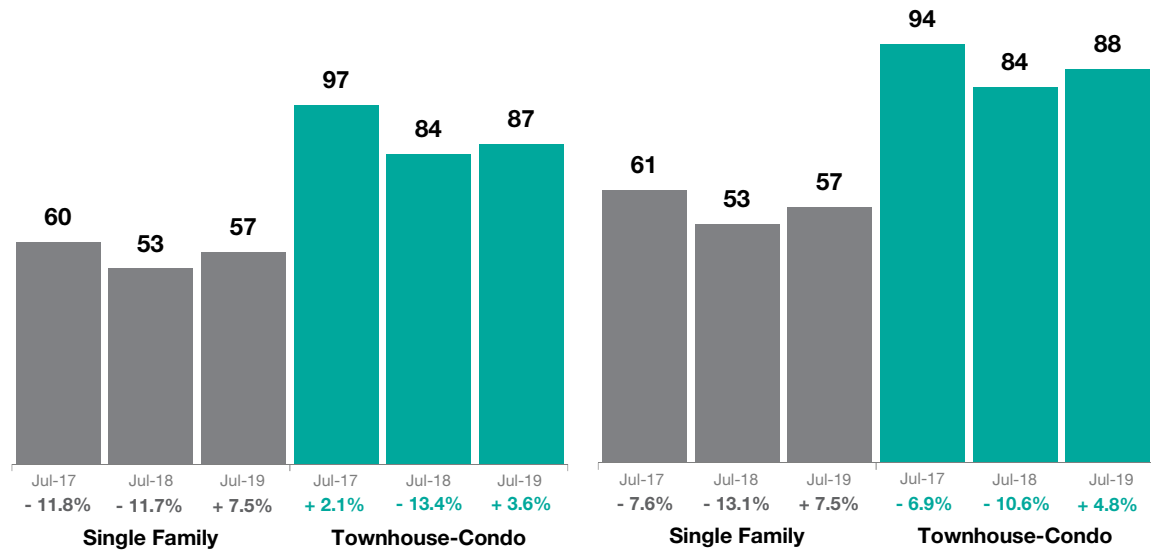
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	64	+16.4%	41	-22.6%
Sep-2018	53	-10.2%	40	-31.0%
Oct-2018	55	-16.7%	49	0.0%
Nov-2018	56	-20.0%	55	-6.8%
Dec-2018	69	-11.5%	65	+6.6%
Jan-2019	73	-13.1%	64	-8.6%
Feb-2019	69	-10.4%	66	+24.5%
Mar-2019	58	-6.5%	52	-16.1%
Apr-2019	58	+7.4%	69	+11.3%
May-2019	52	+6.1%	55	+34.1%
Jun-2019	48	-5.9%	51	+18.6%
Jul-2019	53	+3.9%	90	+80.0%

Historical Days on Market Until Sale by Month

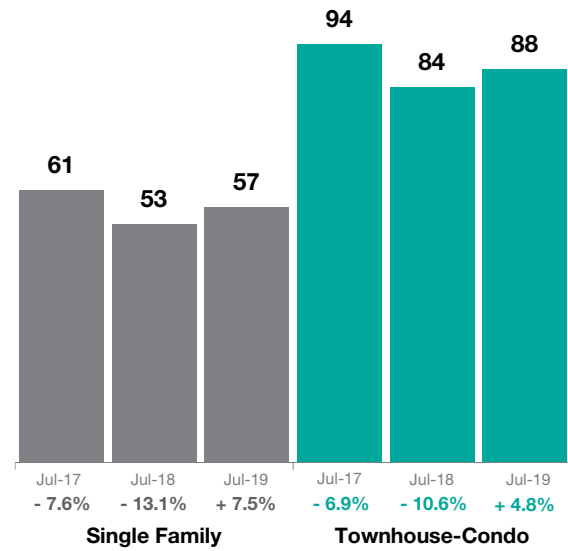


Housing Affordability Index

July

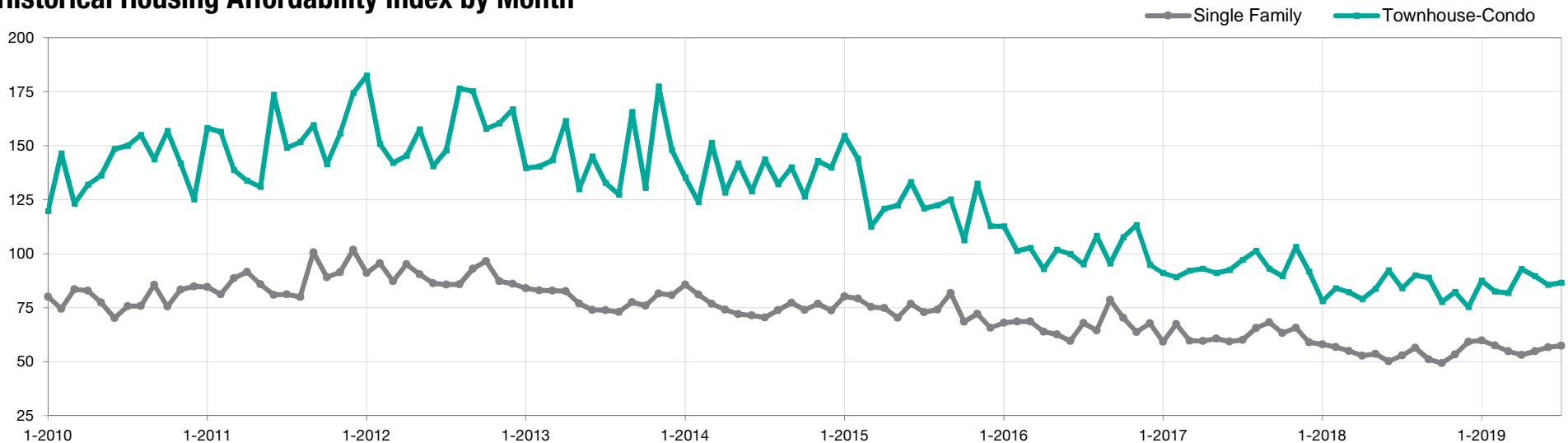


Year to Date



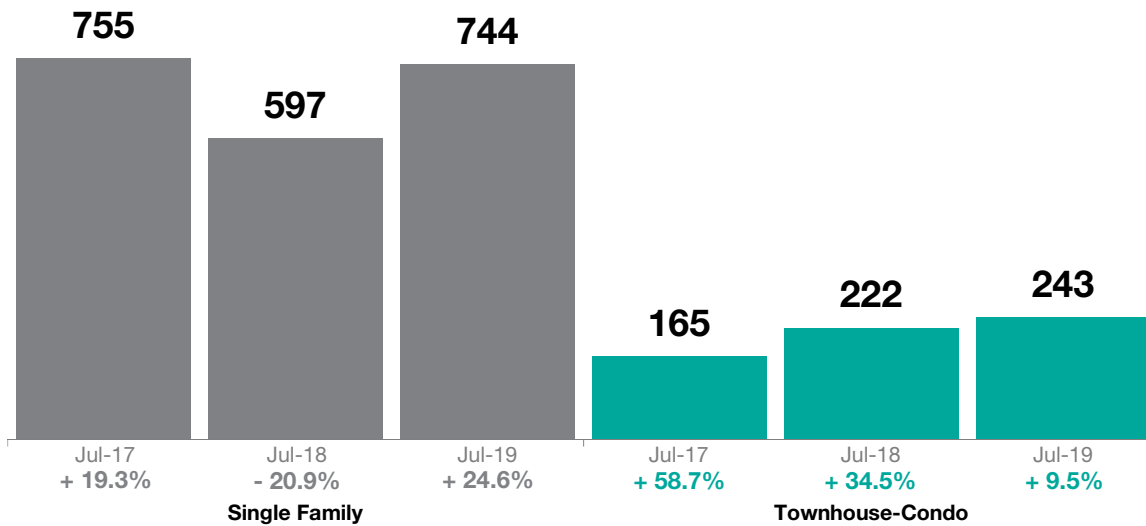
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	56	-15.2%	90	-10.9%
Sep-2018	51	-25.0%	89	-4.3%
Oct-2018	49	-22.2%	78	-13.3%
Nov-2018	53	-19.7%	82	-20.4%
Dec-2018	59	0.0%	75	-18.5%
Jan-2019	60	+3.4%	88	+12.8%
Feb-2019	58	+1.8%	83	-1.2%
Mar-2019	55	0.0%	82	0.0%
Apr-2019	53	0.0%	93	+17.7%
May-2019	55	+1.9%	90	+7.1%
Jun-2019	57	+14.0%	86	-6.5%
Jul-2019	57	+7.5%	87	+3.6%

Historical Housing Affordability Index by Month



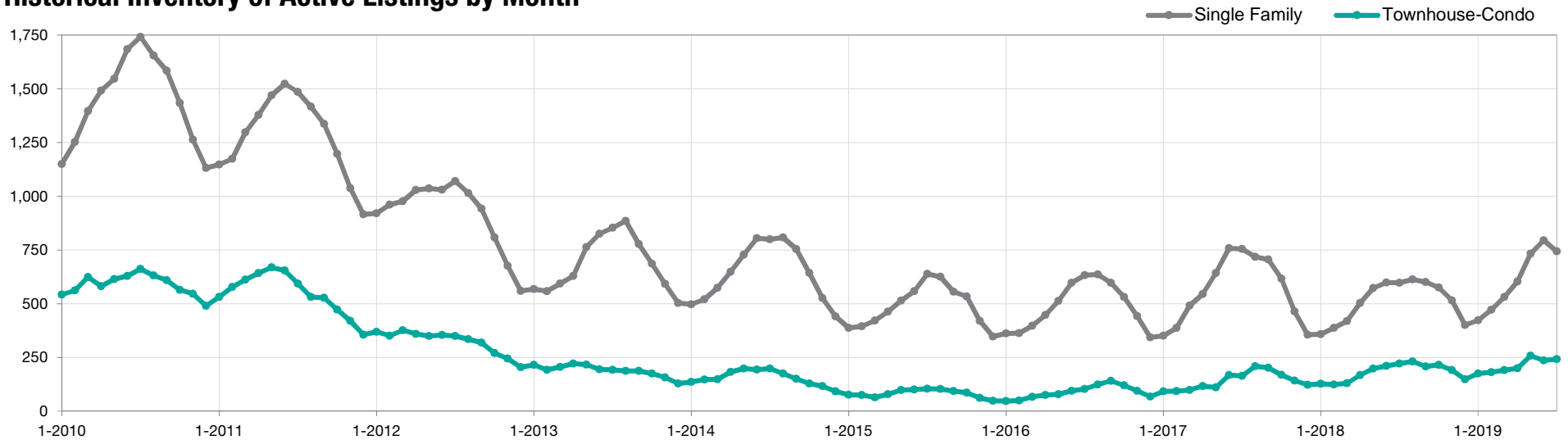
Inventory of Active Listings

July



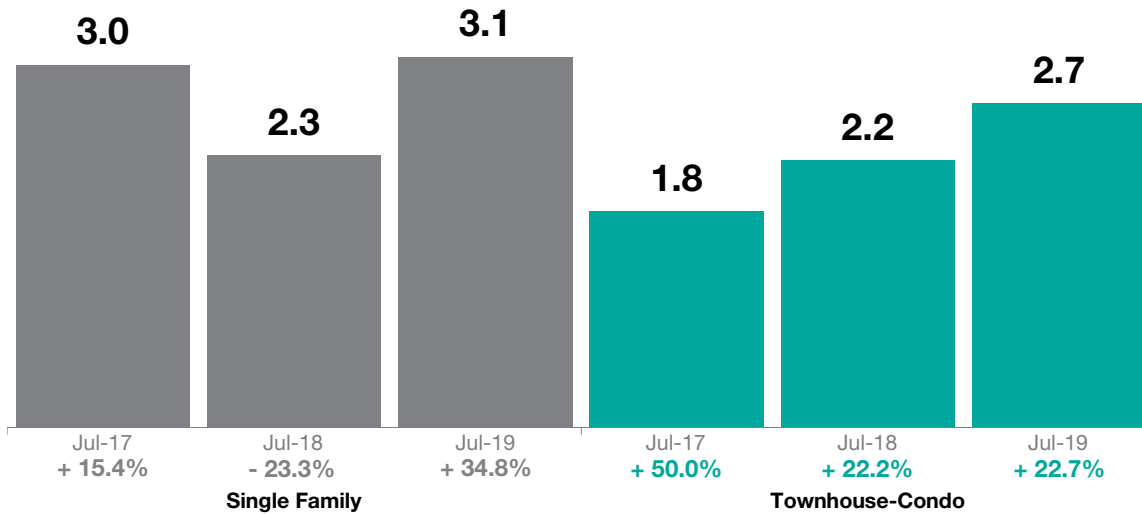
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	613	-14.6%	232	+11.0%
Sep-2018	601	-14.9%	208	+3.0%
Oct-2018	575	-6.8%	216	+27.8%
Nov-2018	516	+11.2%	191	+34.5%
Dec-2018	401	+12.6%	148	+20.3%
Jan-2019	423	+18.2%	176	+37.5%
Feb-2019	472	+21.6%	182	+46.8%
Mar-2019	532	+27.0%	191	+46.9%
Apr-2019	603	+19.9%	200	+19.0%
May-2019	733	+27.9%	258	+29.6%
Jun-2019	795	+32.7%	236	+11.8%
Jul-2019	744	+24.6%	243	+9.5%

Historical Inventory of Active Listings by Month



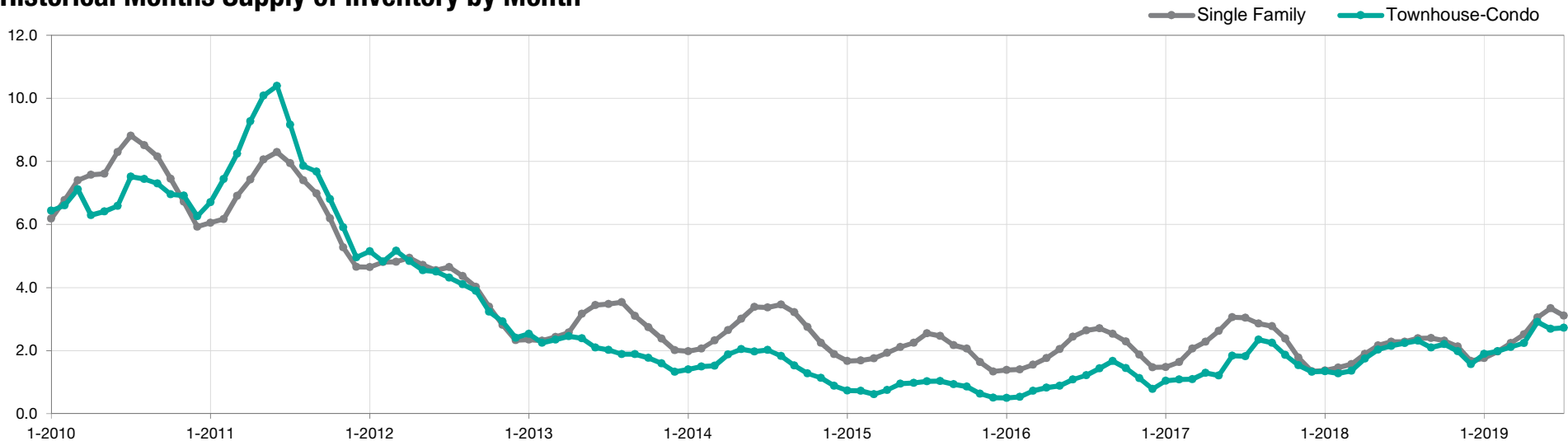
Months Supply of Inventory

July



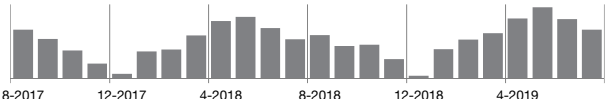
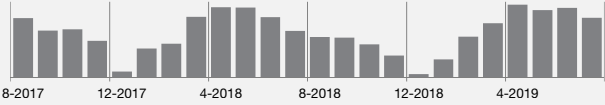
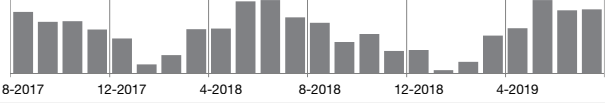
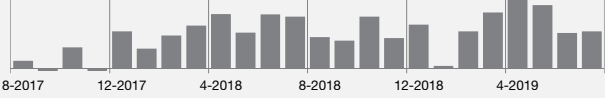
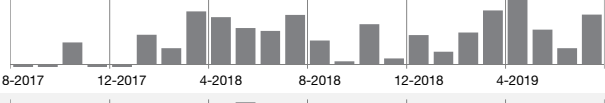
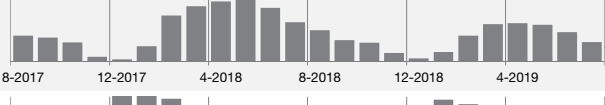
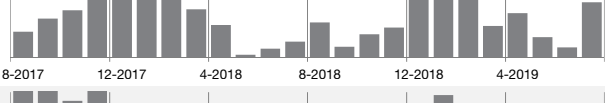
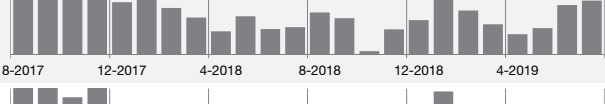
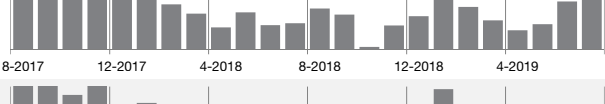
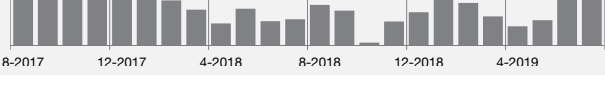
Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	2.4	-17.2%	2.3	0.0%
Sep-2018	2.4	-14.3%	2.1	-4.5%
Oct-2018	2.3	-4.2%	2.2	+15.8%
Nov-2018	2.1	+16.7%	2.0	+33.3%
Dec-2018	1.7	+30.8%	1.6	+23.1%
Jan-2019	1.8	+28.6%	1.9	+46.2%
Feb-2019	2.0	+33.3%	2.0	+53.8%
Mar-2019	2.2	+37.5%	2.1	+50.0%
Apr-2019	2.5	+31.6%	2.2	+29.4%
May-2019	3.0	+36.4%	2.9	+45.0%
Jun-2019	3.3	+43.5%	2.7	+28.6%
Jul-2019	3.1	+34.8%	2.7	+22.7%

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.

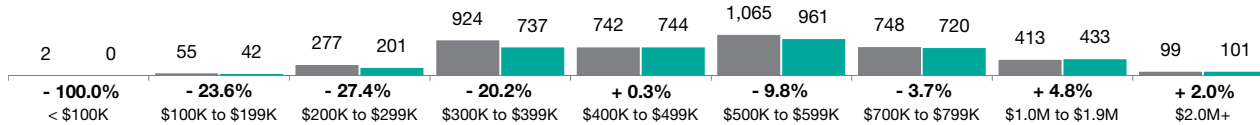
Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		464	552	+ 19.0%	3,551	3,960	+ 11.5%
Pending / Under Contract		349	403	+ 15.5%	2,627	2,677	+ 1.9%
Sold Listings		397	429	+ 8.1%	2,483	2,405	- 3.1%
Median Sales Price		\$565,000	\$540,000	- 4.4%	\$550,000	\$555,000	+ 0.9%
Average Sales Price		\$714,126	\$714,788	+ 0.1%	\$693,343	\$695,665	+ 0.3%
Pct. of List Price Received		99.5%	98.8%	- 0.7%	100.0%	99.2%	- 0.8%
Days on Market Until Sale		51	64	+ 25.5%	56	58	+ 3.6%
Housing Affordability Index		60	66	+ 10.0%	62	65	+ 4.8%
Inventory of Active Listings		819	987	+ 20.5%	--	--	--
Months Supply of Inventory		2.3	3.0	+ 30.4%	--	--	--

Sold Listings

Actual sales that have closed in a given month.

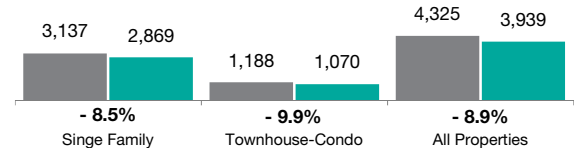
By Price Range – All Properties – Rolling 12 Months

■ 7-2018 ■ 7-2019



By Property Type

■ 7-2018 ■ 7-2019



Rolling 12 Months

Compared to Prior Month

Year to Date

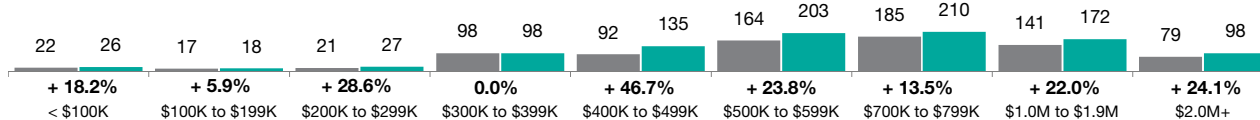
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change	6-2019	7-2019	Change	6-2019	7-2019	Change	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	1	0	-100.0%	1	0	-100.0%	0	0	--	0	0	--	0	0	--	1	0	-100.0%
\$100,000 to \$199,999	18	13	-27.8%	37	29	-21.6%	0	1	--	2	0	-100.0%	8	7	-12.5%	18	12	-33.3%
\$200,000 to \$299,999	46	43	-6.5%	231	158	-31.6%	4	1	-75.0%	14	20	+42.9%	13	20	+53.8%	123	90	-26.8%
\$300,000 to \$399,999	568	390	-31.3%	356	347	-2.5%	43	38	-11.6%	39	39	0.0%	268	225	-16.0%	199	209	+5.0%
\$400,000 to \$499,999	499	514	+3.0%	243	230	-5.3%	59	63	+6.8%	27	33	+22.2%	282	325	+15.2%	154	152	-1.3%
\$500,000 to \$699,999	852	763	-10.4%	213	198	-7.0%	79	69	-12.7%	22	20	-9.1%	477	456	-4.4%	140	116	-17.1%
\$700,000 to \$999,999	671	645	-3.9%	77	75	-2.6%	80	72	-10.0%	8	11	+37.5%	403	406	+0.7%	52	47	-9.6%
\$1,000,000 to \$1,999,999	385	406	+5.5%	28	27	-3.6%	41	42	+2.4%	2	6	+200.0%	246	252	+2.4%	22	20	-9.1%
\$2,000,000 and Above	97	95	-2.1%	2	6	+200.0%	5	14	+180.0%	1	0	-100.0%	75	64	-14.7%	2	4	+100.0%
All Price Ranges	3,137	2,869	-8.5%	1,188	1,070	-9.9%	311	300	-3.5%	115	129	+12.2%	1,772	1,755	-1.0%	711	650	-8.6%

Inventory of Active Listings

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

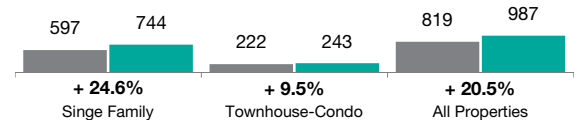
By Price Range – All Properties

■ 7-2018 ■ 7-2019



By Property Type

■ 7-2018 ■ 7-2019



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change	6-2019	7-2019	Change	6-2019	7-2019	Change	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	22	26	+18.2%	0	0	--	25	26	+4.0%	0	0	--						
\$100,000 to \$199,999	11	13	+18.2%	6	5	-16.7%	12	13	+8.3%	2	5	+150.0%						
\$200,000 to \$299,999	3	5	+66.7%	18	22	+22.2%	3	5	+66.7%	32	22	-31.3%						
\$300,000 to \$399,999	36	44	+22.2%	62	54	-12.9%	60	44	-26.7%	47	54	+14.9%						
\$400,000 to \$499,999	61	88	+44.3%	31	47	+51.6%	105	88	-16.2%	50	47	-6.0%						
\$500,000 to \$699,999	127	144	+13.4%	37	59	+59.5%	139	144	+3.6%	48	59	+22.9%						
\$700,000 to \$999,999	133	179	+34.6%	52	31	-40.4%	189	179	-5.3%	29	31	+6.9%						
\$1,000,000 to \$1,999,999	128	151	+18.0%	13	21	+61.5%	163	151	-7.4%	25	21	-16.0%						
\$2,000,000 and Above	76	94	+23.7%	3	4	+33.3%	99	94	-5.1%	3	4	+33.3%						
All Price Ranges	597	744	+24.6%	222	243	+9.5%	795	744	-6.4%	236	243	+3.0%						

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.