

Monthly Indicators



April 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 13.1 percent for single family homes and 61.1 percent for townhouse-condo properties. Pending Sales landed at 265 for single family homes and 147 for townhouse-condo properties.

The Median Sales Price was up 63.6 percent to \$900,000 for single family homes and 16.0 percent to \$477,900 for townhouse-condo properties. Days on Market increased 22.9 percent for single family homes and 3.6 percent for townhouse-condo properties.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

Activity Snapshot

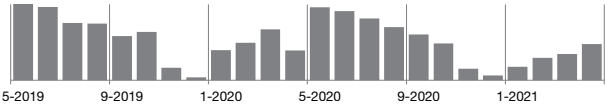
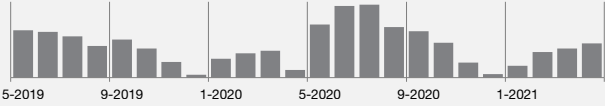
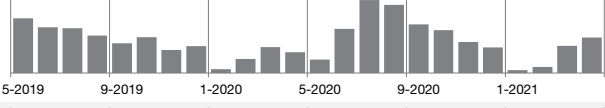
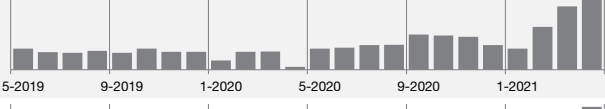
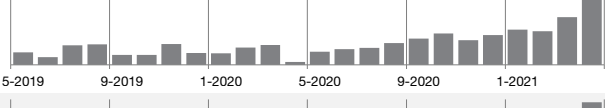
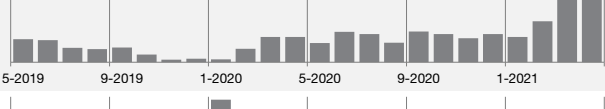
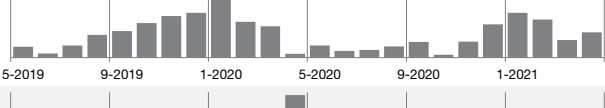
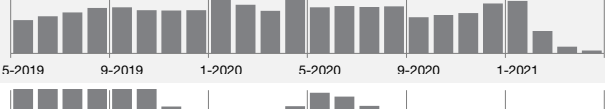
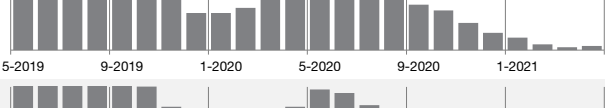

+ 39.5%	+ 38.7%	+ 18.0%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Days on Market All Properties

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	4-2020	4-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		259	293	+ 13.1%	1,191	925	- 22.3%
Pending / Under Contract		161	265	+ 64.6%	829	919	+ 10.9%
Sold Listings		215	274	+ 27.4%	787	815	+ 3.6%
Median Sales Price		\$550,000	\$900,000	+ 63.6%	\$600,000	\$815,000	+ 35.8%
Average Sales Price		\$680,302	\$1,224,429	+ 80.0%	\$758,511	\$1,055,411	+ 39.1%
Pct. of List Price Received		99.6%	103.4%	+ 3.8%	99.0%	102.0%	+ 3.0%
Days on Market Until Sale		48	59	+ 22.9%	63	61	- 3.2%
Housing Affordability Index		70	43	- 38.6%	64	48	- 25.0%
Inventory of Active Listings		575	224	- 61.0%	--	--	--
Months Supply of Inventory		2.3	0.8	- 65.2%	--	--	--

Townhouse-Condo Market Overview

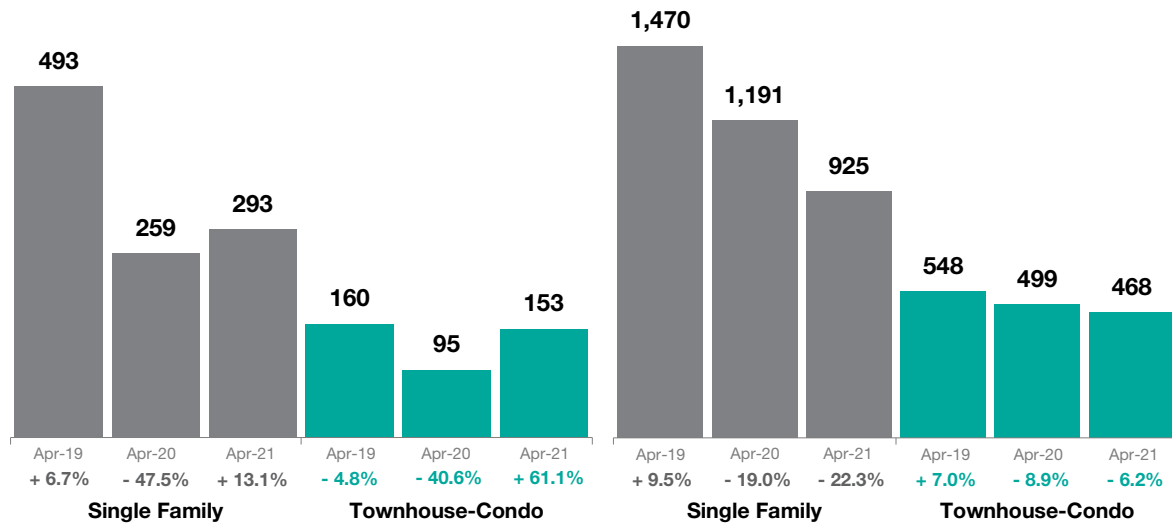


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		95	153	+ 61.1%	499	468	- 6.2%
Pending / Under Contract		59	147	+ 149.2%	331	468	+ 41.4%
Sold Listings		61	111	+ 82.0%	321	382	+ 19.0%
Median Sales Price		\$412,000	\$477,900	+ 16.0%	\$449,000	\$454,950	+ 1.3%
Average Sales Price		\$485,074	\$568,032	+ 17.1%	\$567,998	\$548,383	- 3.5%
Pct. of List Price Received		99.1%	102.4%	+ 3.3%	98.9%	100.6%	+ 1.7%
Days on Market Until Sale		56	58	+ 3.6%	81	70	- 13.6%
Housing Affordability Index		93	81	- 12.9%	86	85	- 1.2%
Inventory of Active Listings		225	100	- 55.6%	--	--	--
Months Supply of Inventory		2.4	0.9	- 62.5%	--	--	--

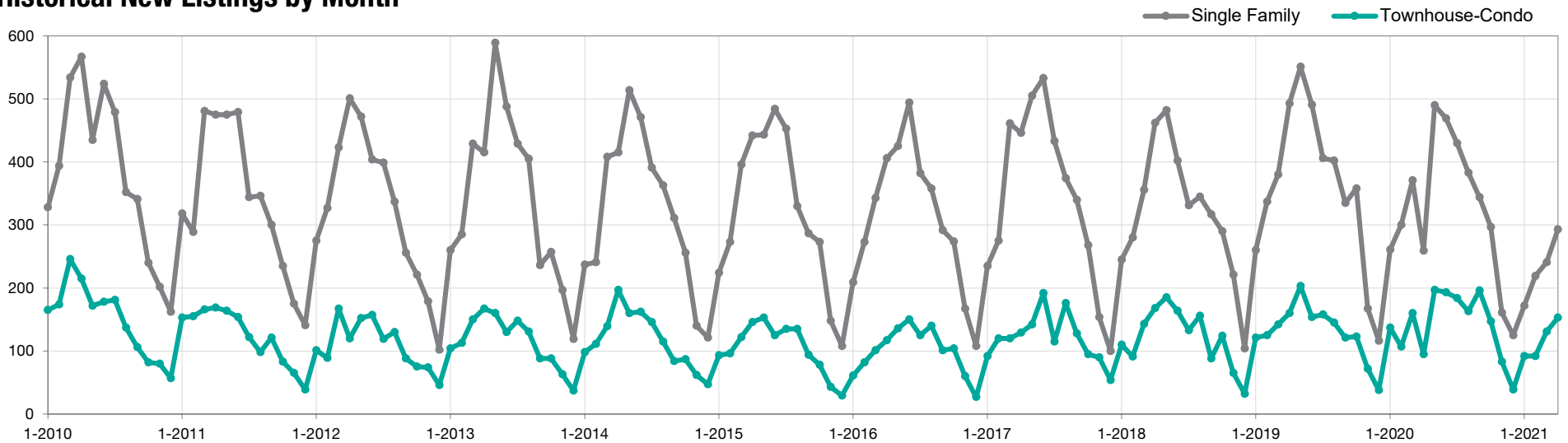
New Listings

April



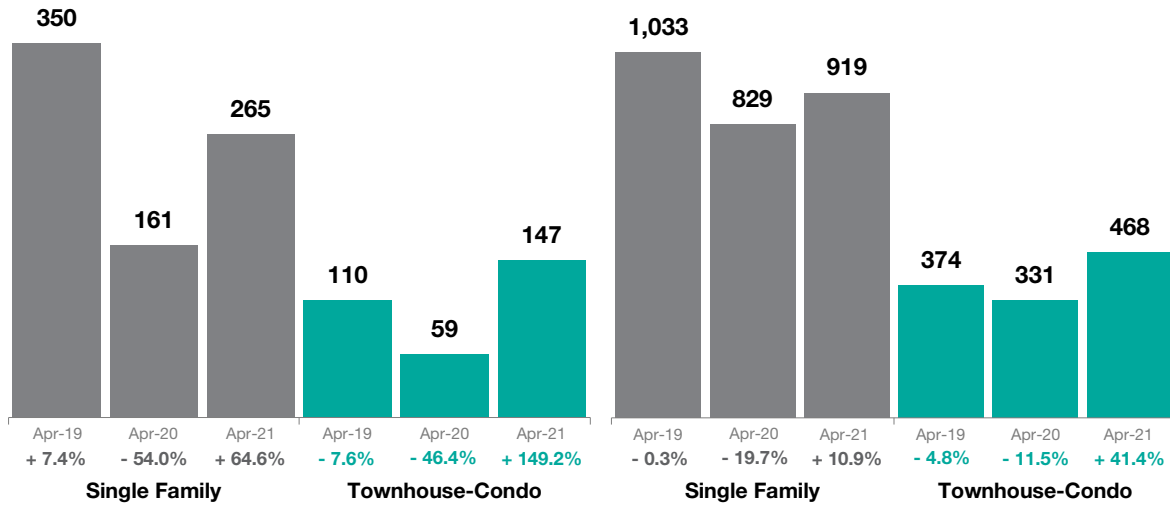
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	490	-11.1%	197	-3.0%
Jun-2020	469	-4.5%	193	+25.3%
Jul-2020	430	+5.9%	184	+16.5%
Aug-2020	383	-4.7%	163	+12.4%
Sep-2020	344	+2.7%	196	+62.0%
Oct-2020	297	-17.0%	147	+19.5%
Nov-2020	161	-3.6%	83	+15.3%
Dec-2020	125	+7.8%	39	+2.6%
Jan-2021	172	-34.1%	92	-32.8%
Feb-2021	219	-27.0%	92	-14.0%
Mar-2021	241	-35.0%	131	-18.1%
Apr-2021	293	+13.1%	153	+61.1%

Historical New Listings by Month

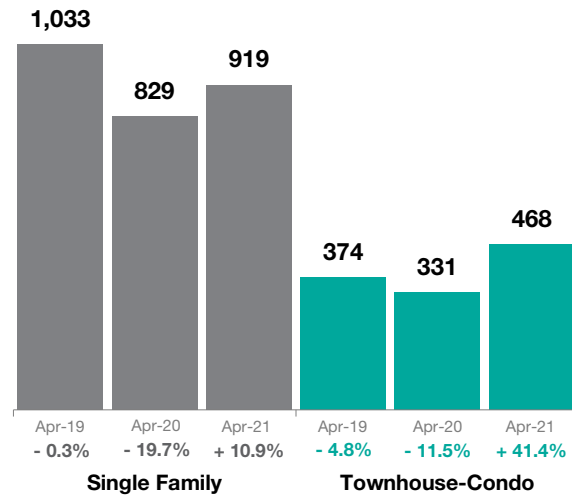


Pending / Under Contract

April

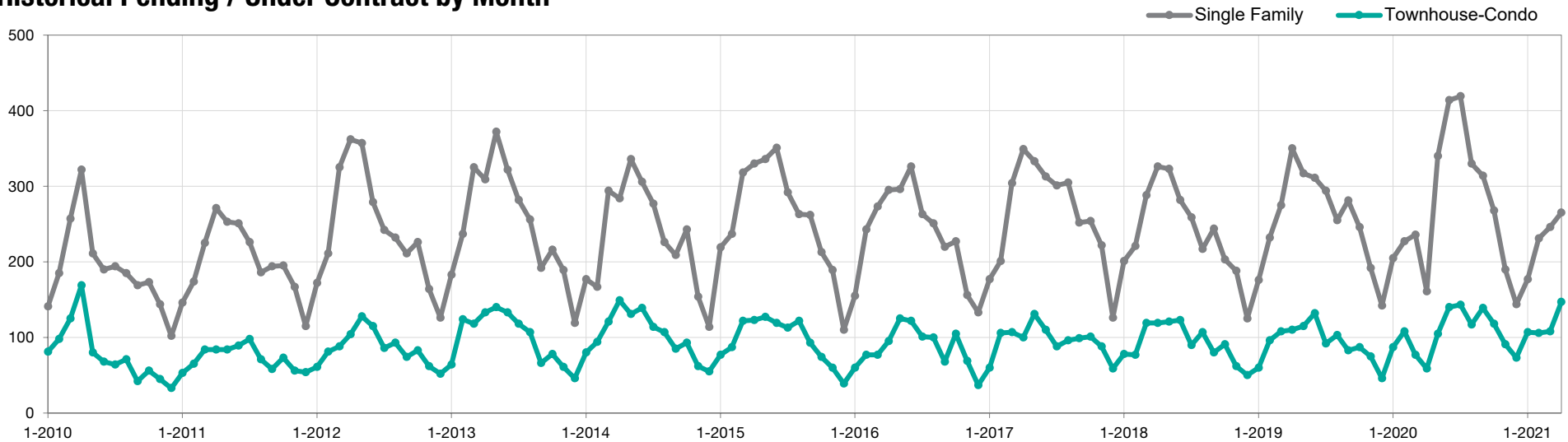


Year to Date



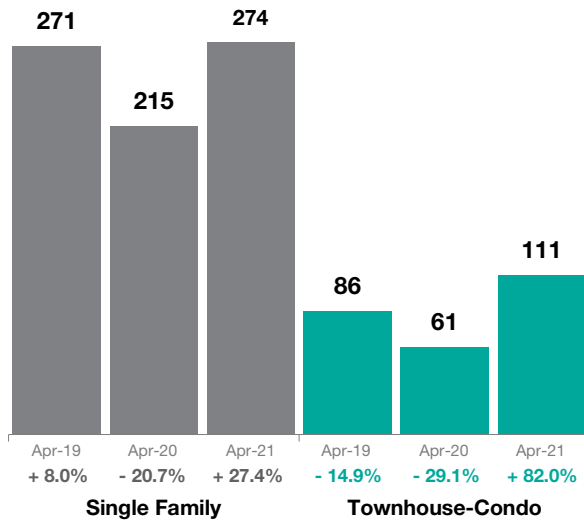
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	340	+7.3%	105	-8.7%
Jun-2020	414	+33.1%	140	+6.1%
Jul-2020	419	+42.5%	143	+55.4%
Aug-2020	330	+29.4%	117	+13.6%
Sep-2020	314	+11.7%	139	+67.5%
Oct-2020	268	+8.9%	118	+35.6%
Nov-2020	190	-1.0%	91	+21.3%
Dec-2020	144	+1.4%	73	+58.7%
Jan-2021	177	-13.7%	107	+23.0%
Feb-2021	231	+1.8%	106	-1.9%
Mar-2021	246	+4.2%	108	+40.3%
Apr-2021	265	+64.6%	147	+149.2%

Historical Pending / Under Contract by Month

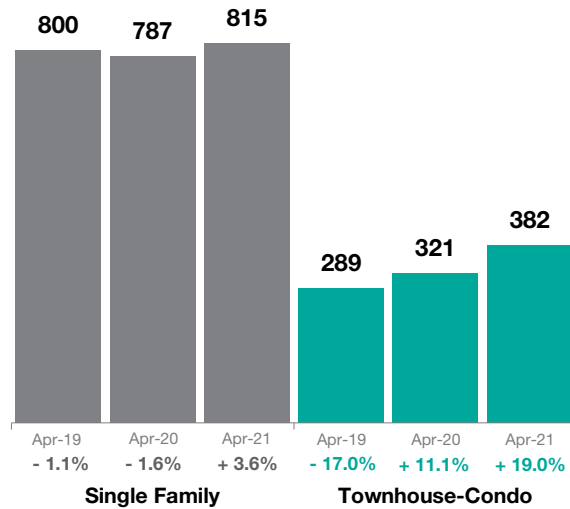


Sold Listings

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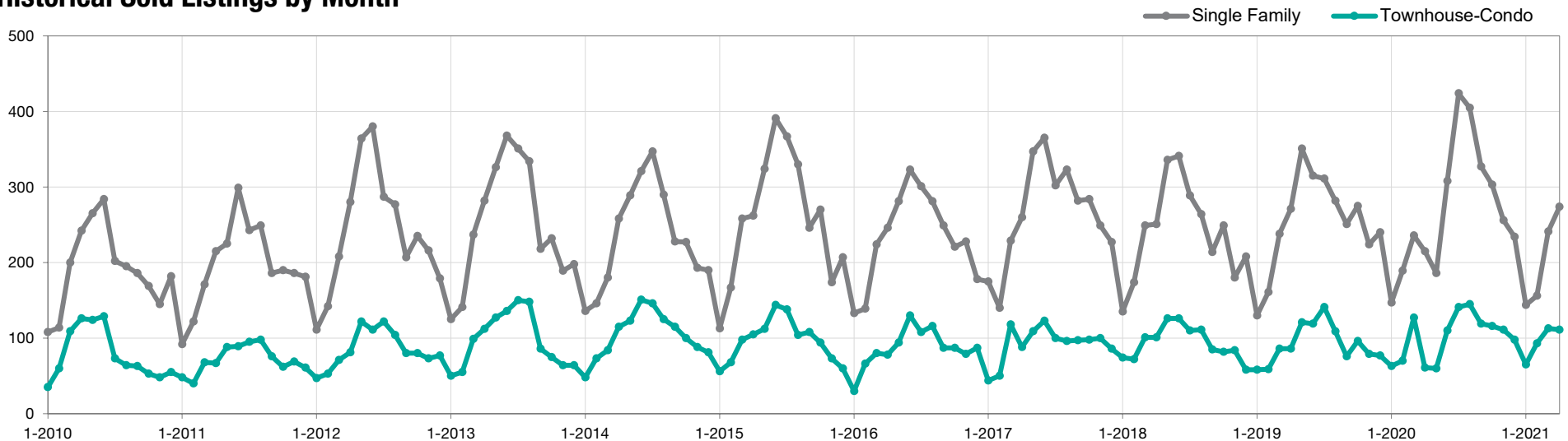


Year to Date



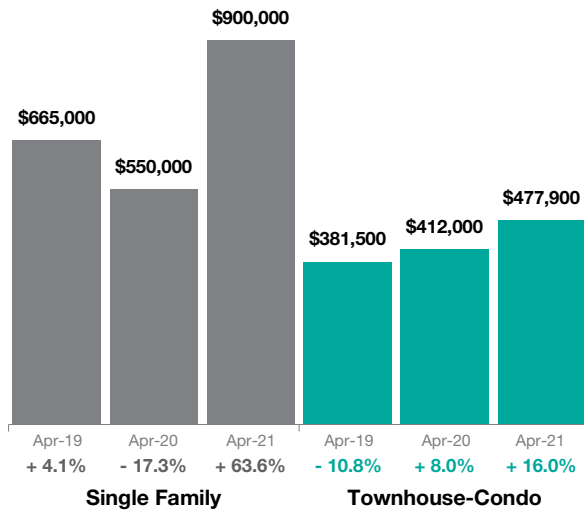
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	186	-47.0%	60	-50.4%
Jun-2020	308	-2.2%	110	-7.6%
Jul-2020	424	+36.3%	141	0.0%
Aug-2020	405	+43.6%	145	+33.0%
Sep-2020	327	+30.3%	119	+56.6%
Oct-2020	303	+10.2%	116	+20.8%
Nov-2020	256	+14.3%	111	+40.5%
Dec-2020	234	-2.5%	98	+27.3%
Jan-2021	144	-2.0%	65	+3.2%
Feb-2021	156	-17.5%	93	+32.9%
Mar-2021	241	+2.1%	113	-11.0%
Apr-2021	274	+27.4%	111	+82.0%

Historical Sold Listings by Month

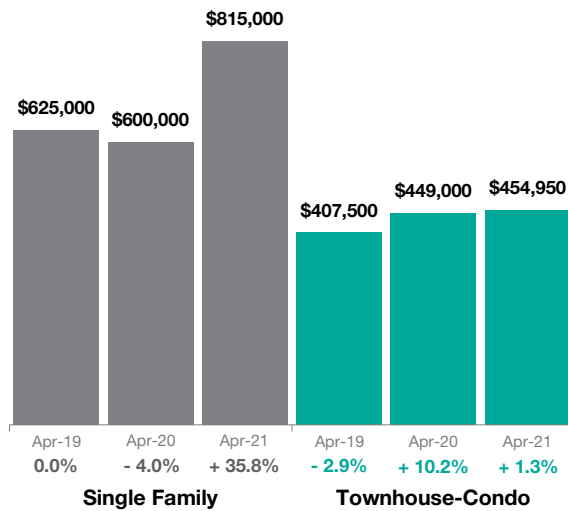


Median Sales Price

April

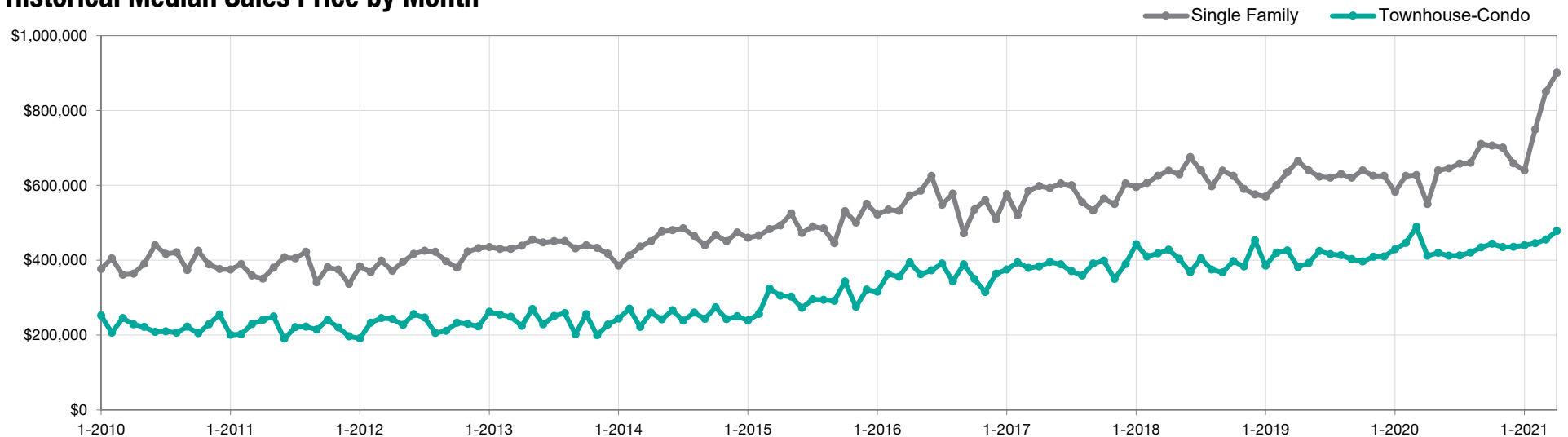


Year to Date



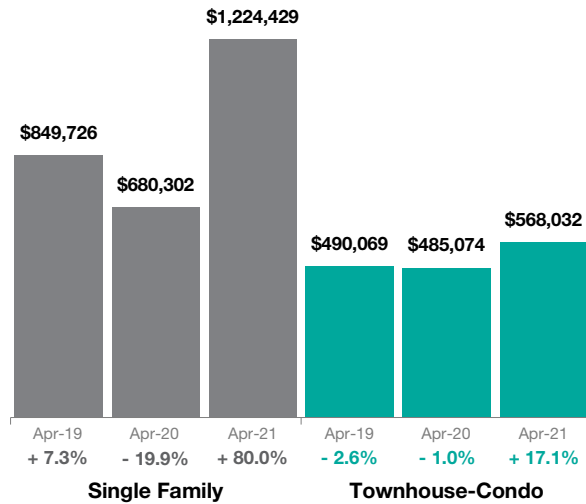
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	\$640,000	0.0%	\$419,500	+7.0%
Jun-2020	\$645,000	+3.5%	\$411,500	-3.1%
Jul-2020	\$657,750	+6.1%	\$412,500	-0.8%
Aug-2020	\$660,000	+4.8%	\$420,000	+1.7%
Sep-2020	\$710,000	+14.5%	\$434,000	+7.8%
Oct-2020	\$706,000	+10.3%	\$444,000	+12.1%
Nov-2020	\$700,000	+12.0%	\$435,000	+6.4%
Dec-2020	\$658,500	+5.4%	\$435,216	+6.2%
Jan-2021	\$640,000	+9.9%	\$440,000	+2.6%
Feb-2021	\$749,400	+19.9%	\$445,000	-0.2%
Mar-2021	\$849,900	+35.6%	\$454,900	-7.0%
Apr-2021	\$900,000	+63.6%	\$477,900	+16.0%

Historical Median Sales Price by Month

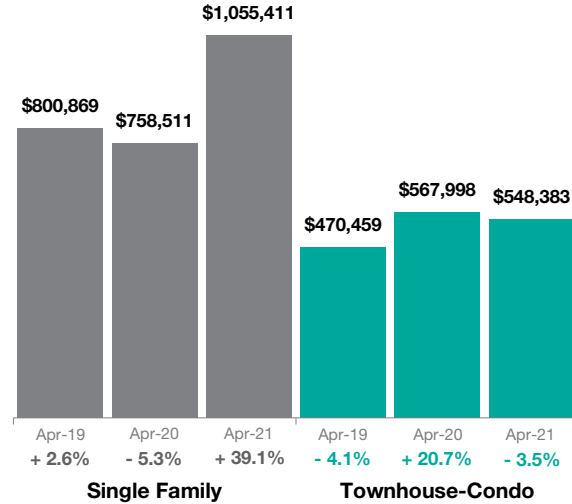


Average Sales Price

April

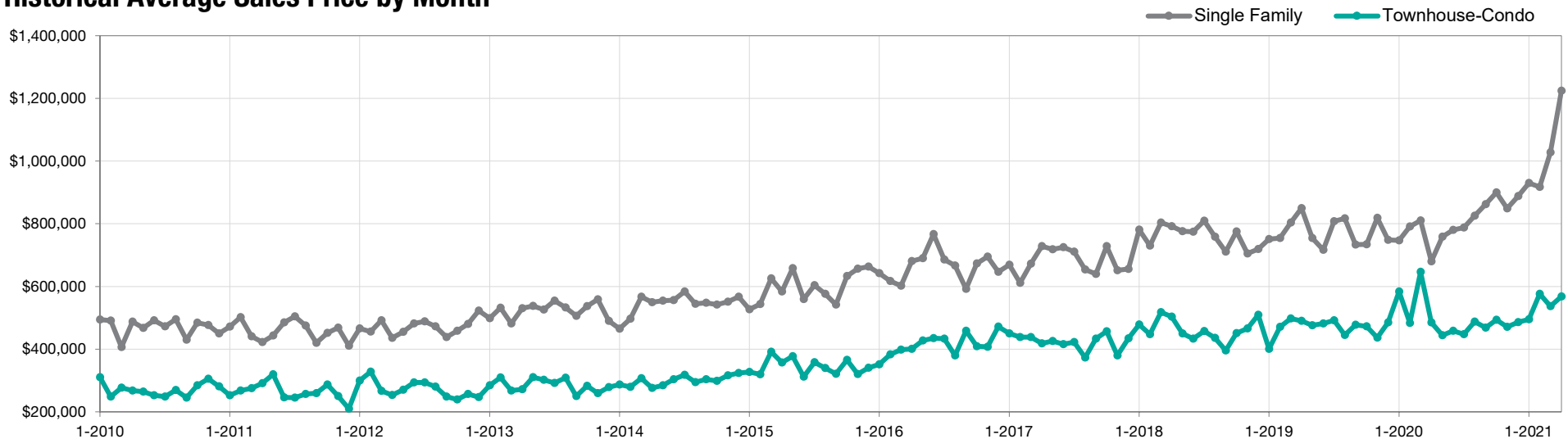


Year to Date



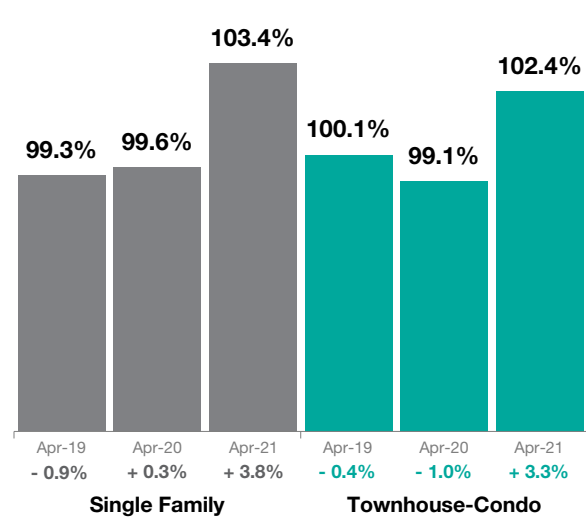
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	\$758,679	+0.5%	\$444,380	-6.6%
Jun-2020	\$779,904	+8.8%	\$457,920	-4.9%
Jul-2020	\$787,870	-2.5%	\$447,549	-8.9%
Aug-2020	\$825,263	+1.0%	\$487,691	+9.5%
Sep-2020	\$861,853	+17.5%	\$468,641	-1.8%
Oct-2020	\$900,054	+22.6%	\$493,131	+4.4%
Nov-2020	\$848,672	+3.7%	\$470,666	+7.9%
Dec-2020	\$887,882	+18.6%	\$486,153	+0.3%
Jan-2021	\$930,219	+24.6%	\$494,840	-15.2%
Feb-2021	\$917,217	+15.9%	\$576,414	+19.3%
Mar-2021	\$1,027,508	+26.7%	\$536,812	-17.0%
Apr-2021	\$1,224,429	+80.0%	\$568,032	+17.1%

Historical Average Sales Price by Month

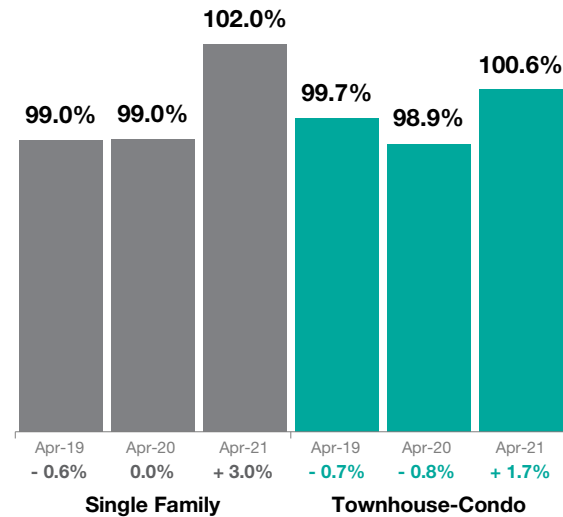


Percent of List Price Received

April

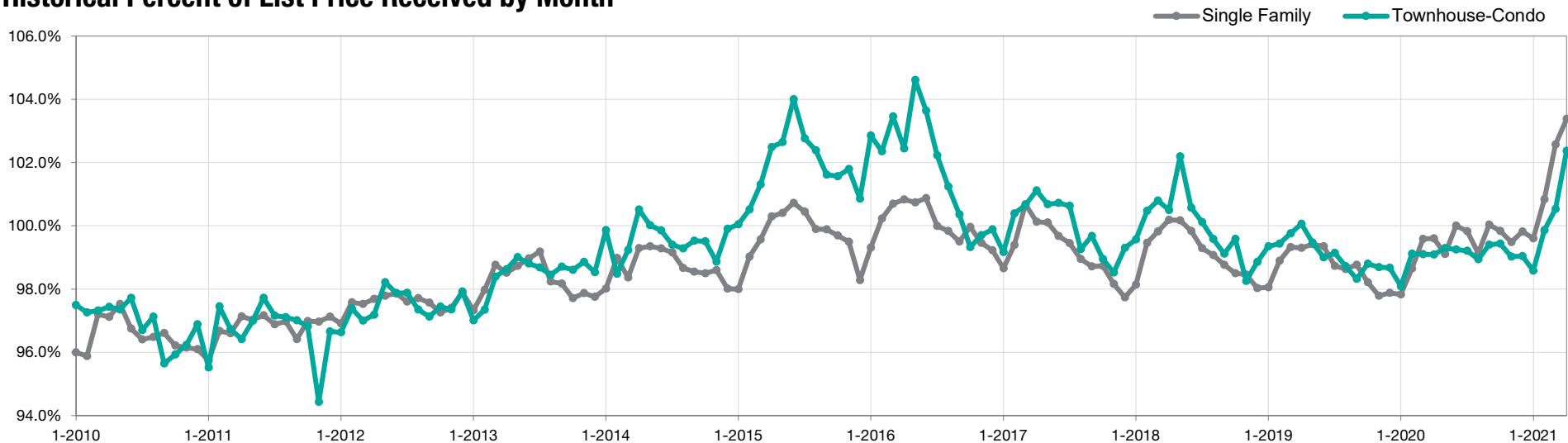


Year to Date



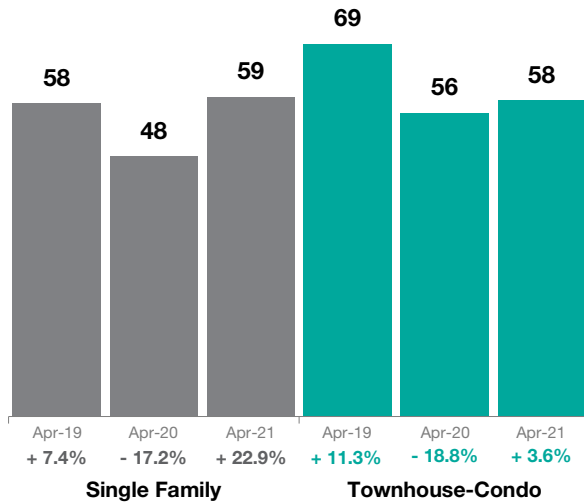
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	99.1%	-0.3%	99.3%	-0.2%
Jun-2020	100.0%	+0.6%	99.3%	+0.3%
Jul-2020	99.8%	+1.1%	99.2%	+0.1%
Aug-2020	99.1%	+0.5%	98.9%	+0.2%
Sep-2020	100.0%	+1.2%	99.4%	+1.1%
Oct-2020	99.8%	+1.6%	99.4%	+0.6%
Nov-2020	99.5%	+1.7%	99.0%	+0.3%
Dec-2020	99.8%	+1.9%	99.0%	+0.3%
Jan-2021	99.6%	+1.8%	98.6%	+0.5%
Feb-2021	100.8%	+2.2%	99.9%	+0.8%
Mar-2021	102.6%	+3.0%	100.5%	+1.4%
Apr-2021	103.4%	+3.8%	102.4%	+3.3%

Historical Percent of List Price Received by Month

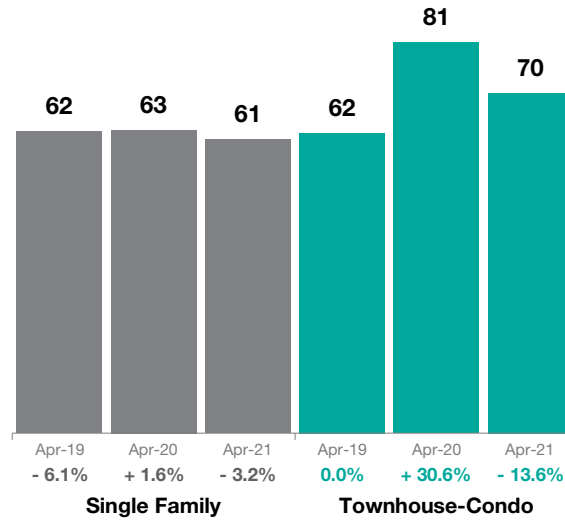


Days on Market Until Sale

April

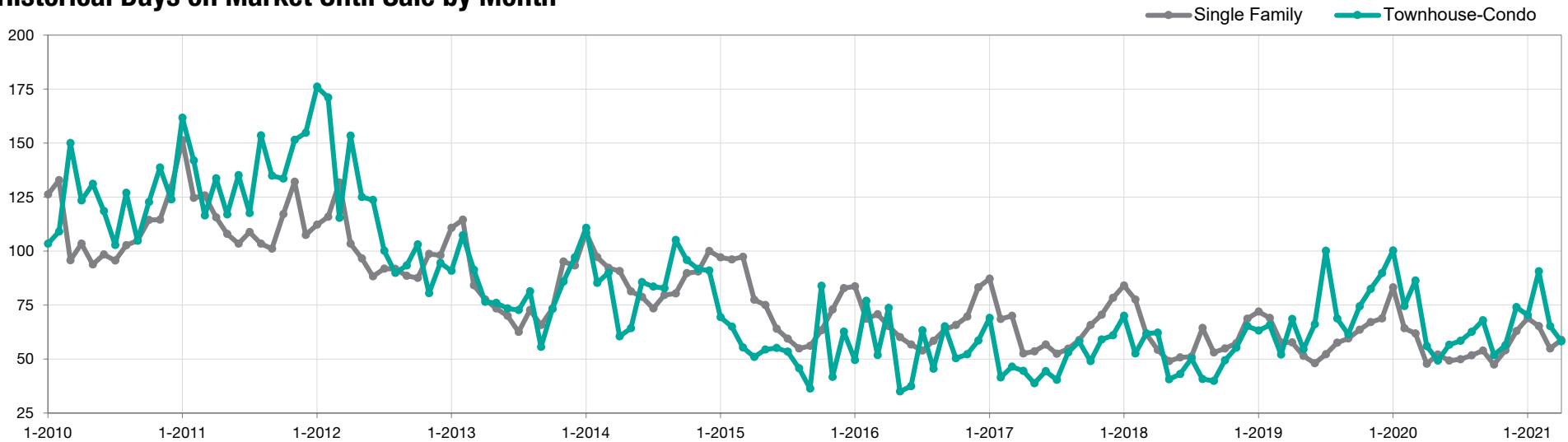


Year to Date



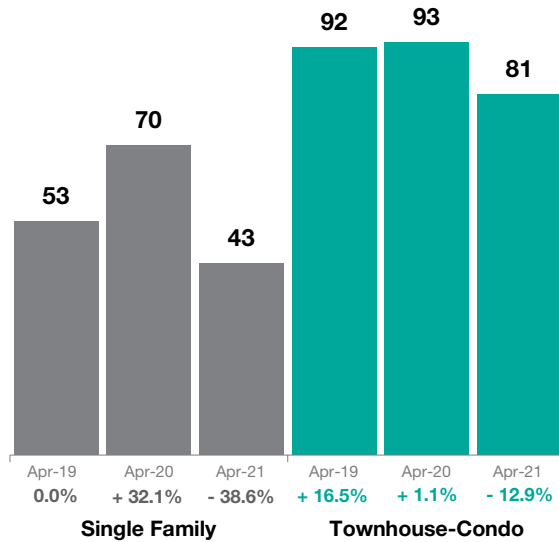
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	52	+2.0%	49	-10.9%
Jun-2020	49	+2.1%	57	-13.6%
Jul-2020	50	-3.8%	58	-42.0%
Aug-2020	52	-10.3%	63	-8.7%
Sep-2020	54	-8.5%	68	+11.5%
Oct-2020	47	-26.6%	52	-29.7%
Nov-2020	54	-19.4%	56	-31.7%
Dec-2020	63	-8.7%	74	-17.8%
Jan-2021	69	-16.9%	70	-30.0%
Feb-2021	65	+1.6%	91	+23.0%
Mar-2021	55	-11.3%	65	-24.4%
Apr-2021	59	+22.9%	58	+3.6%

Historical Days on Market Until Sale by Month

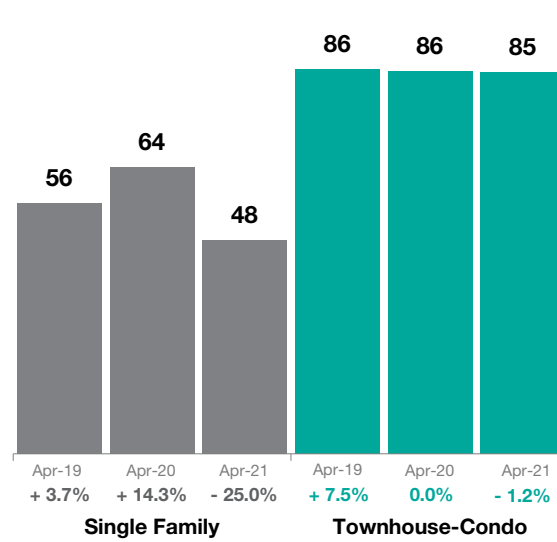


Housing Affordability Index

April

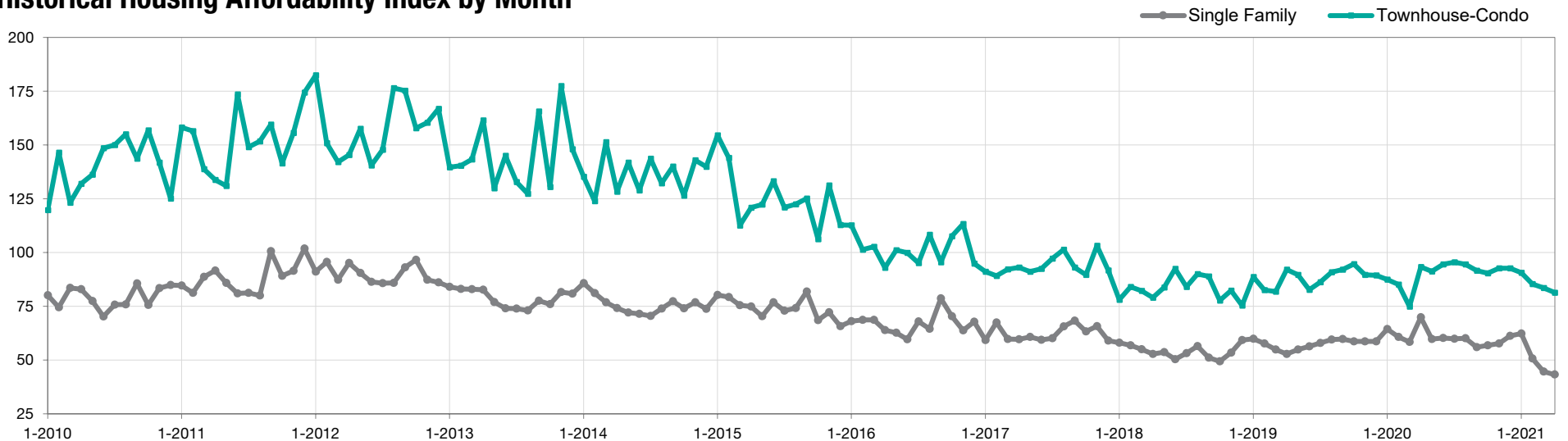


Year to Date



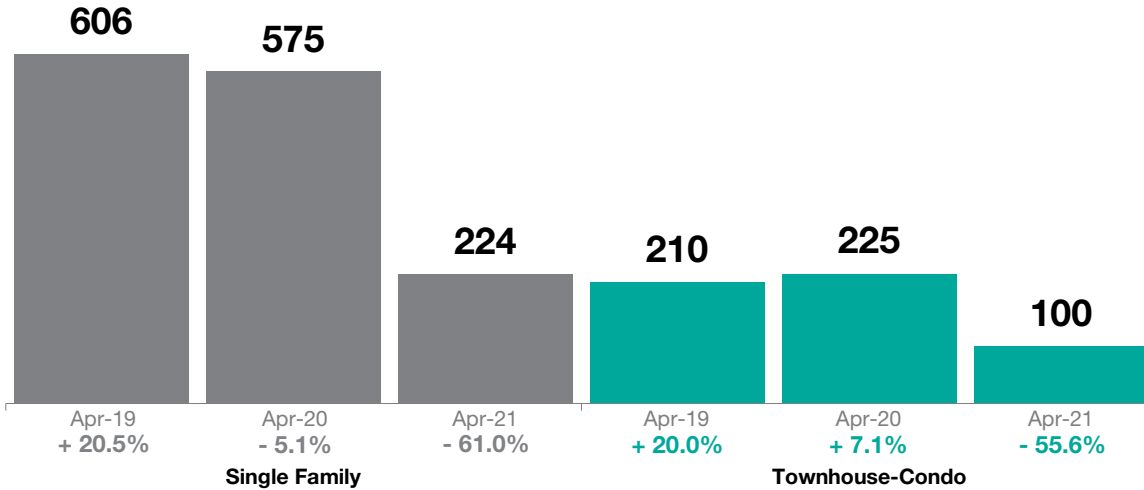
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	60	+9.1%	91	+1.1%
Jun-2020	60	+7.1%	94	+13.3%
Jul-2020	60	+3.4%	96	+11.6%
Aug-2020	60	0.0%	95	+4.4%
Sep-2020	56	-6.7%	92	0.0%
Oct-2020	57	-3.4%	90	-5.3%
Nov-2020	58	-1.7%	93	+3.3%
Dec-2020	61	+3.4%	93	+4.5%
Jan-2021	62	-3.1%	91	+4.6%
Feb-2021	51	-16.4%	85	0.0%
Mar-2021	45	-22.4%	83	+10.7%
Apr-2021	43	-38.6%	81	-12.9%

Historical Housing Affordability Index by Month



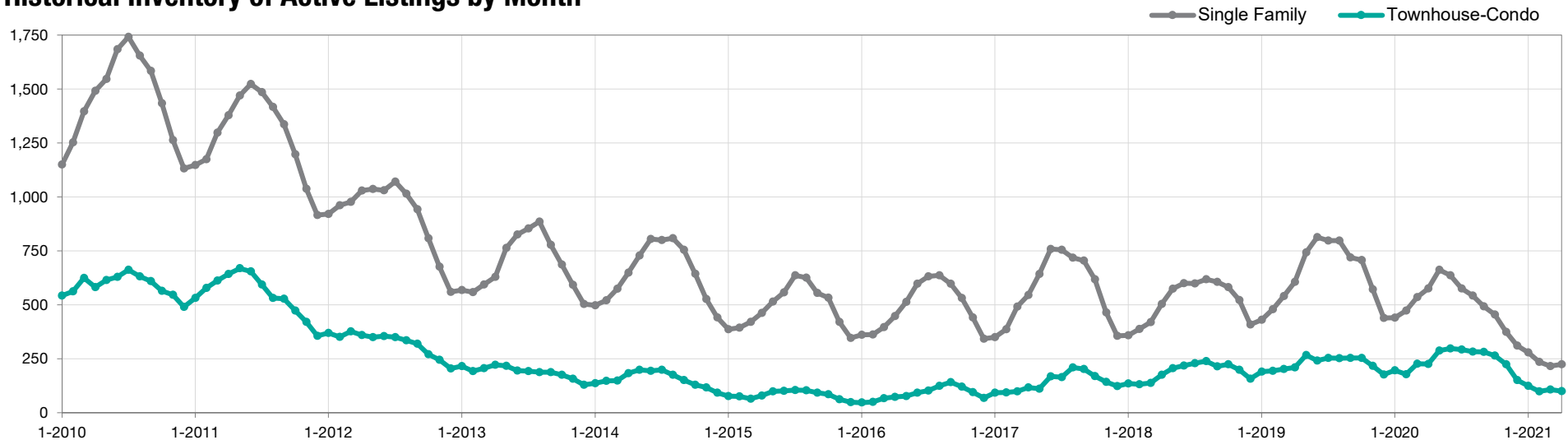
Inventory of Active Listings

April



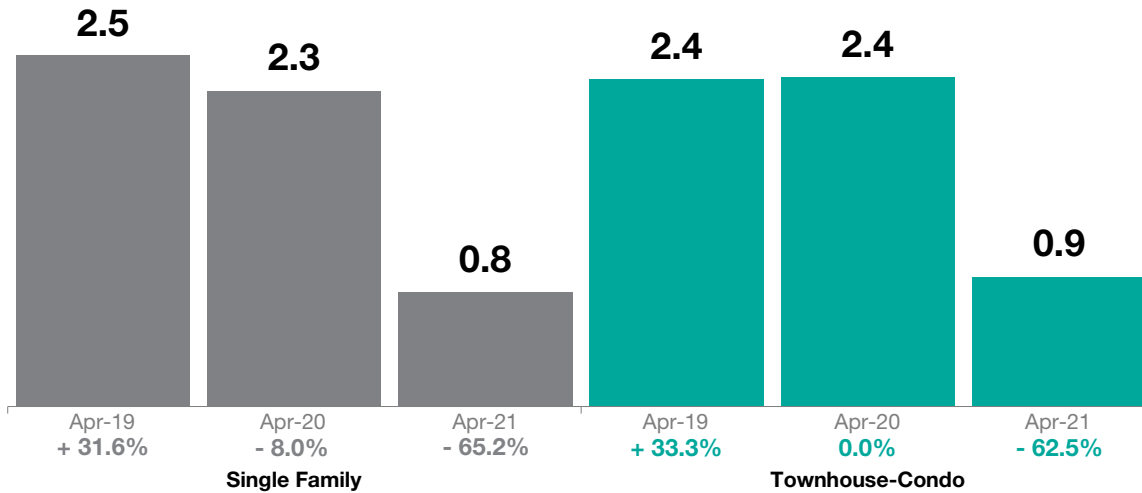
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	662	-10.8%	288	+7.9%
Jun-2020	637	-21.6%	297	+23.2%
Jul-2020	576	-27.8%	293	+15.4%
Aug-2020	542	-32.1%	283	+12.3%
Sep-2020	493	-31.4%	282	+11.0%
Oct-2020	455	-35.6%	265	+4.3%
Nov-2020	374	-34.6%	224	+3.2%
Dec-2020	311	-29.2%	151	-14.7%
Jan-2021	279	-36.6%	124	-36.7%
Feb-2021	235	-50.3%	99	-44.4%
Mar-2021	216	-59.6%	107	-52.9%
Apr-2021	224	-61.0%	100	-55.6%

Historical Inventory of Active Listings by Month



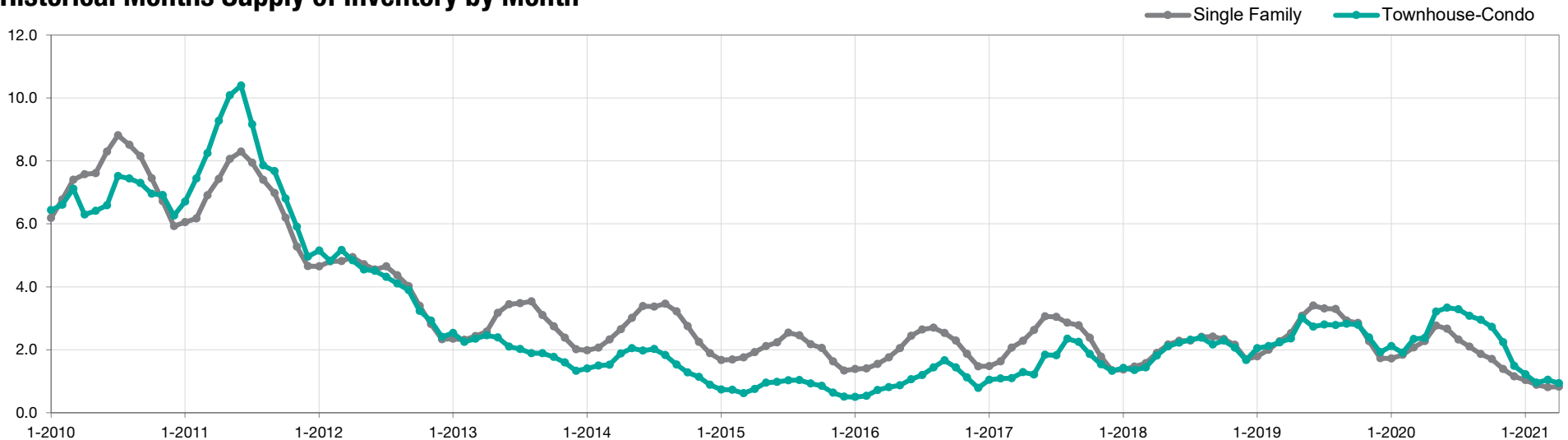
Months Supply of Inventory

April



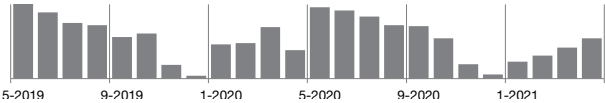
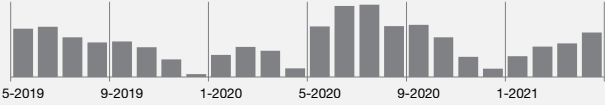
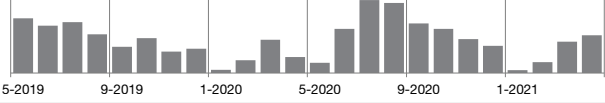
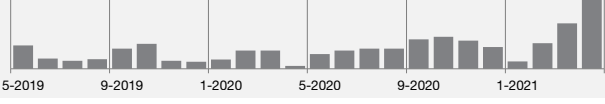
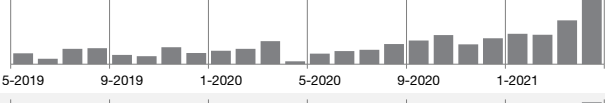
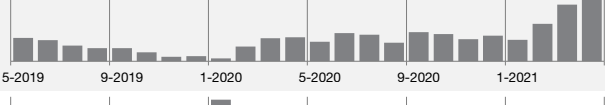
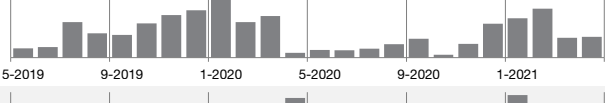
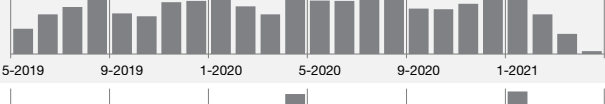


Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	2.8	-9.7%	3.2	+6.7%
Jun-2020	2.7	-20.6%	3.3	+22.2%
Jul-2020	2.3	-30.3%	3.3	+17.9%
Aug-2020	2.1	-36.4%	3.1	+10.7%
Sep-2020	1.9	-34.5%	2.9	+3.6%
Oct-2020	1.7	-41.4%	2.7	-3.6%
Nov-2020	1.4	-39.1%	2.2	-8.3%
Dec-2020	1.2	-29.4%	1.5	-21.1%
Jan-2021	1.0	-41.2%	1.2	-42.9%
Feb-2021	0.9	-50.0%	1.0	-47.4%
Mar-2021	0.8	-61.9%	1.0	-56.5%
Apr-2021	0.8	-65.2%	0.9	-62.5%

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.

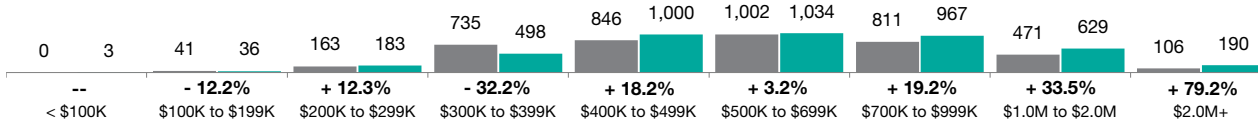
Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		354	446	+ 26.0%	1,690	1,393	- 17.6%
Pending / Under Contract		220	412	+ 87.3%	1,160	1,387	+ 19.6%
Sold Listings		276	385	+ 39.5%	1,108	1,197	+ 8.0%
Median Sales Price		\$524,750	\$728,000	+ 38.7%	\$550,000	\$643,000	+ 16.9%
Average Sales Price		\$637,154	\$1,035,182	+ 62.5%	\$703,318	\$893,603	+ 27.1%
Pct. of List Price Received		99.5%	103.1%	+ 3.6%	99.0%	101.5%	+ 2.5%
Days on Market Until Sale		50	59	+ 18.0%	68	64	- 5.9%
Housing Affordability Index		73	53	- 27.4%	70	60	- 14.3%
Inventory of Active Listings		800	324	- 59.5%	--	--	--
Months Supply of Inventory		2.3	0.9	- 60.9%	--	--	--

Sold Listings

Actual sales that have closed in a given month.

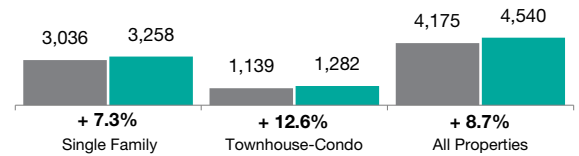
By Price Range – All Properties – Rolling 12 Months

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



Rolling 12 Months

Compared to Prior Month

Year to Date

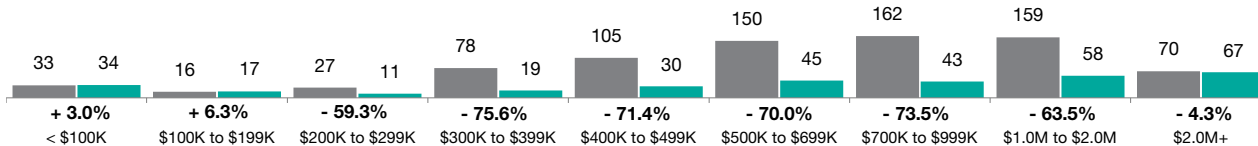
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change	3-2021	4-2021	Change	3-2021	4-2021	Change	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	0	3	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$100,000 to \$199,999	12	12	0.0%	29	24	-17.2%	1	0	-100.0%	2	0	-100.0%	4	1	-75.0%	12	2	-83.3%
\$200,000 to \$299,999	27	25	-7.4%	136	158	+16.2%	3	2	-33.3%	15	12	-20.0%	5	7	+40.0%	26	46	+76.9%
\$300,000 to \$399,999	380	160	-57.9%	355	338	-4.8%	1	1	0.0%	20	20	0.0%	88	12	-86.4%	90	85	-5.6%
\$400,000 to \$499,999	610	670	+9.8%	236	330	+39.8%	46	40	-13.0%	32	32	0.0%	189	162	-14.3%	64	102	+59.4%
\$500,000 to \$699,999	773	765	-1.0%	229	269	+17.5%	39	47	+20.5%	27	26	-3.7%	198	148	-25.3%	68	81	+19.1%
\$700,000 to \$999,999	719	853	+18.6%	92	114	+23.9%	68	72	+5.9%	9	12	+33.3%	164	207	+26.2%	27	39	+44.4%
\$1,000,000 to \$1,999,999	413	585	+41.6%	58	44	-24.1%	65	73	+12.3%	7	8	+14.3%	110	198	+80.0%	33	22	-33.3%
\$2,000,000 and Above	102	185	+81.4%	4	5	+25.0%	18	39	+116.7%	1	1	0.0%	29	80	+175.9%	1	5	+400.0%
All Price Ranges	3,036	3,258	+7.3%	1,139	1,282	+12.6%	241	274	+13.7%	113	111	-1.8%	787	815	+3.6%	321	382	+19.0%

Inventory of Active Listings

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

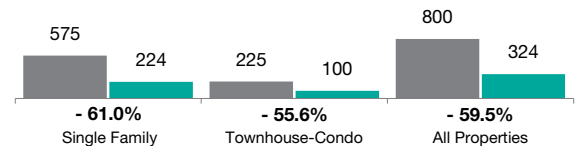
By Price Range – All Properties

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change	3-2021	4-2021	Change	3-2021	4-2021	Change	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	33	34	+3.0%	0	0	--	35	34	-2.9%	0	0	--						
\$100,000 to \$199,999	14	17	+21.4%	2	0	-100.0%	16	17	+6.3%	1	0	-100.0%						
\$200,000 to \$299,999	7	0	-100.0%	20	11	-45.0%	0	0	--	15	11	-26.7%						
\$300,000 to \$399,999	24	2	-91.7%	54	17	-68.5%	2	2	0.0%	12	17	+41.7%						
\$400,000 to \$499,999	67	10	-85.1%	38	20	-47.4%	19	10	-47.4%	15	20	+33.3%						
\$500,000 to \$699,999	95	31	-67.4%	55	14	-74.5%	25	31	+24.0%	24	14	-41.7%						
\$700,000 to \$999,999	129	26	-79.8%	33	17	-48.5%	25	26	+4.0%	22	17	-22.7%						
\$1,000,000 to \$1,999,999	137	41	-70.1%	22	17	-22.7%	41	41	0.0%	14	17	+21.4%						
\$2,000,000 and Above	69	63	-8.7%	1	4	+300.0%	53	63	+18.9%	4	4	0.0%						
All Price Ranges	575	224	-61.0%	225	100	-55.6%	216	224	+3.7%	107	100	-6.5%						

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.