

Monthly Indicators



July 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 28.8 percent for single family homes and 36.9 percent for townhouse-condo properties. Pending Sales landed at 595 for single family homes and 187 for townhouse-condo properties.

The Median Sales Price was up 18.7 percent to \$712,000 for single family homes and 22.8 percent to \$491,000 for townhouse-condo properties. Days on Market decreased 47.4 percent for single family homes and 16.3 percent for townhouse-condo properties.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Activity Snapshot

- 36.7%	+ 17.7%	- 38.5%
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, Eire, 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	7-2020	7-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		1,019	726	- 28.8%	5,975	4,260	- 28.7%
Pending / Under Contract		965	595	- 38.3%	4,902	3,868	- 21.1%
Sold Listings		1,020	605	- 40.7%	4,266	3,567	- 16.4%
Median Sales Price		\$600,000	\$712,000	+ 18.7%	\$576,000	\$710,000	+ 23.3%
Average Sales Price		\$720,725	\$942,084	+ 30.7%	\$695,660	\$903,572	+ 29.9%
Pct. of List Price Received		99.9%	104.3%	+ 4.4%	99.4%	103.7%	+ 4.3%
Days on Market Until Sale		38	20	- 47.4%	45	35	- 22.2%
Housing Affordability Index		66	55	- 16.7%	68	55	- 19.1%
Inventory of Active Listings		1,296	569	- 56.1%	--	--	--
Months Supply of Inventory		2.1	0.9	- 57.1%	--	--	--

Townhouse-Condo Market Overview

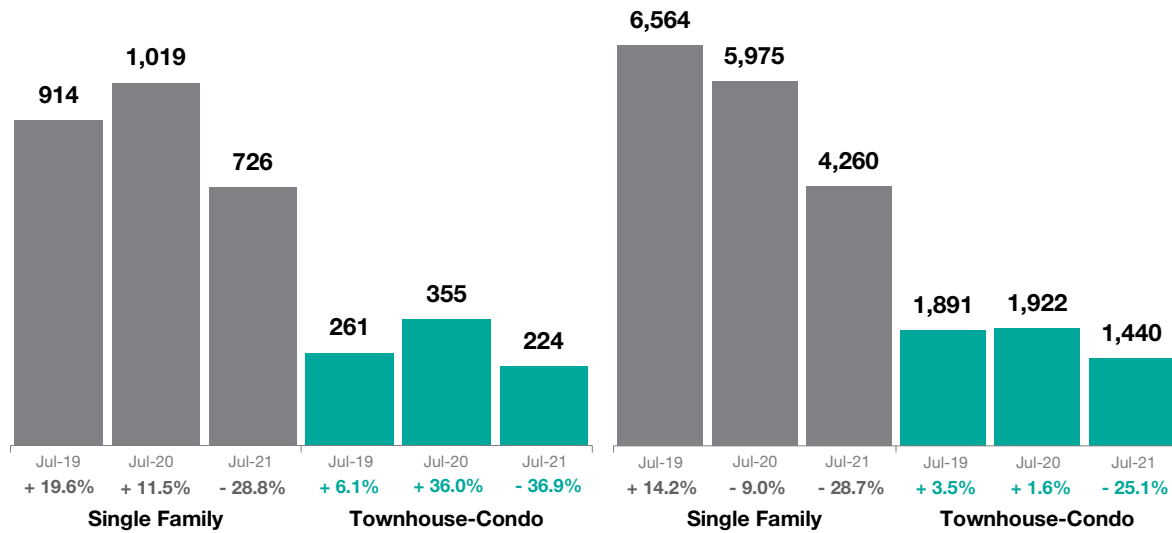
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		355	224	- 36.9%	1,922	1,440	- 25.1%
Pending / Under Contract		285	187	- 34.4%	1,353	1,350	- 0.2%
Sold Listings		279	217	- 22.2%	1,177	1,255	+ 6.6%
Median Sales Price		\$400,000	\$491,000	+ 22.8%	\$410,000	\$455,000	+ 11.0%
Average Sales Price		\$434,328	\$517,682	+ 19.2%	\$474,228	\$519,147	+ 9.5%
Pct. of List Price Received		99.2%	102.5%	+ 3.3%	99.1%	101.4%	+ 2.3%
Days on Market Until Sale		43	36	- 16.3%	53	47	- 11.3%
Housing Affordability Index		99	79	- 20.2%	96	86	- 10.4%
Inventory of Active Listings		526	196	- 62.7%	--	--	--
Months Supply of Inventory		3.2	1.0	- 68.8%	--	--	--

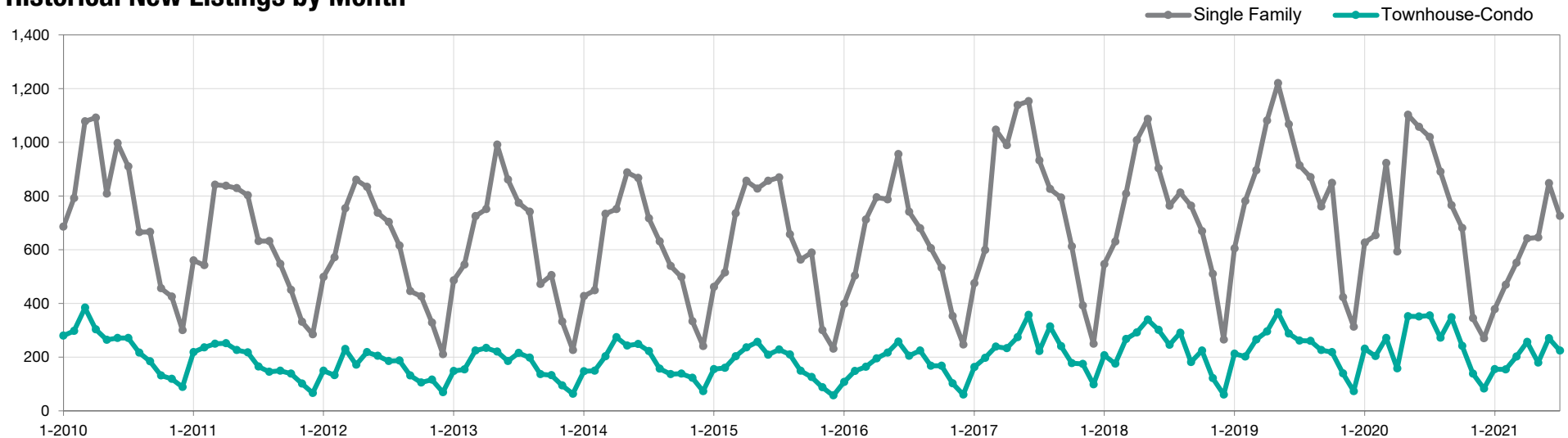
New Listings

July



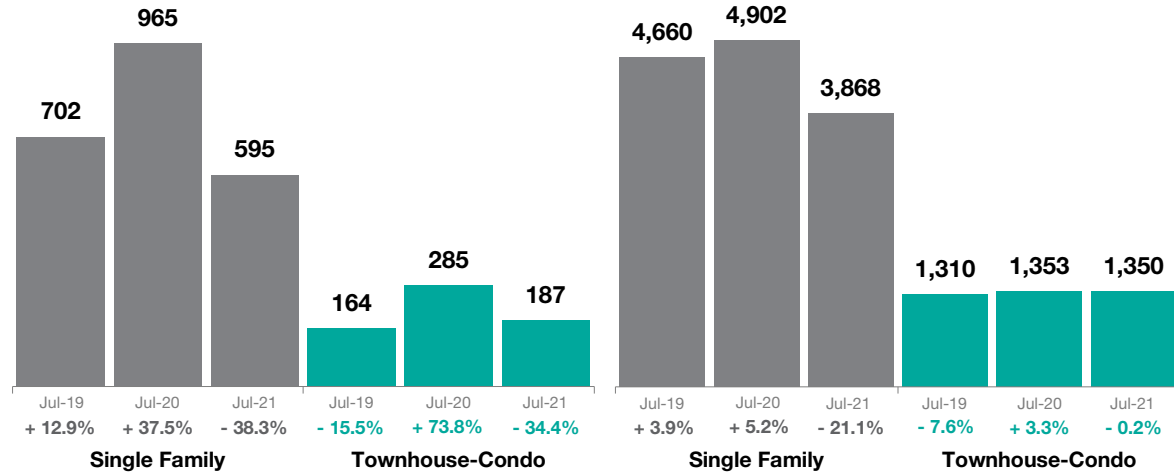
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	891	+2.4%	272	+4.6%
Sep-2020	766	+0.7%	348	+54.0%
Oct-2020	681	-19.8%	242	+11.0%
Nov-2020	345	-18.4%	138	-0.7%
Dec-2020	270	-13.7%	83	+13.7%
Jan-2021	378	-39.6%	155	-32.9%
Feb-2021	469	-28.3%	154	-24.5%
Mar-2021	551	-40.3%	202	-25.5%
Apr-2021	642	+8.3%	256	+62.0%
May-2021	646	-41.4%	179	-49.1%
Jun-2021	848	-19.8%	270	-23.1%
Jul-2021	726	-28.8%	224	-36.9%

Historical New Listings by Month



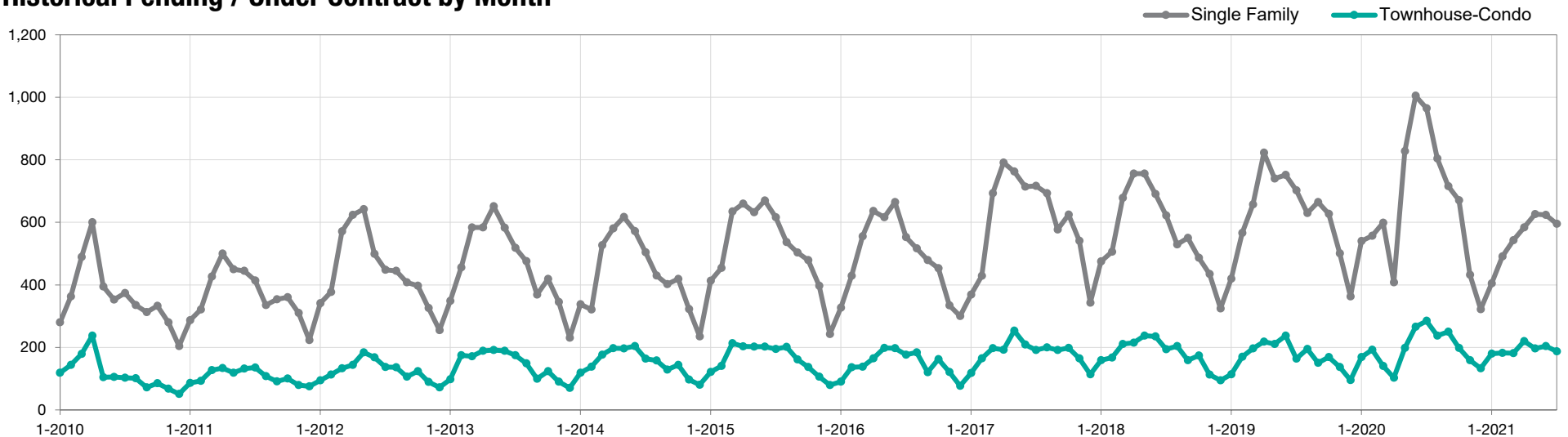
Pending / Under Contract

July



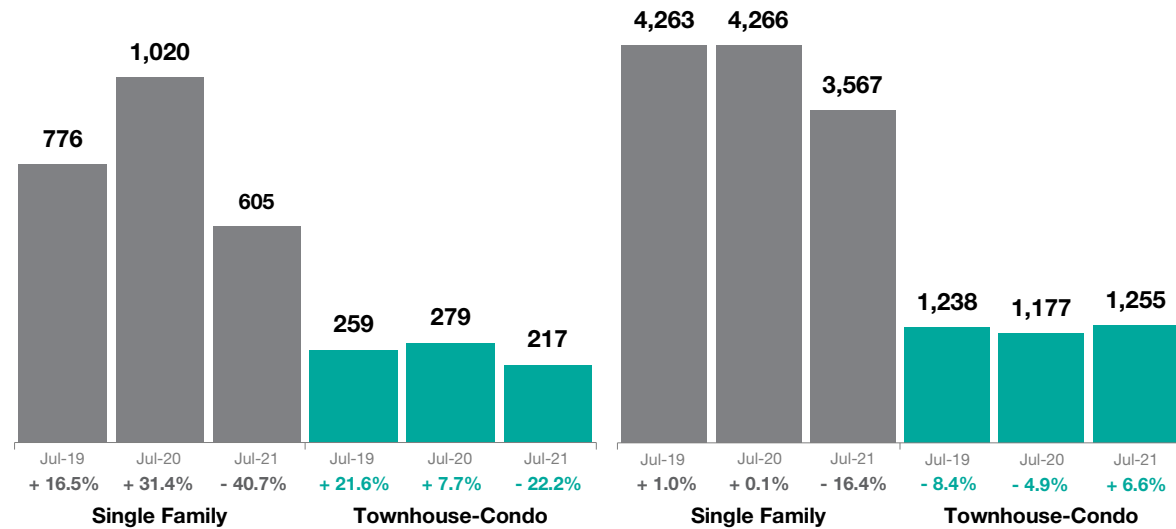
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	804	+27.6%	237	+21.5%
Sep-2020	716	+7.7%	250	+66.7%
Oct-2020	671	+7.0%	198	+17.2%
Nov-2020	432	-13.8%	159	+16.1%
Dec-2020	322	-11.3%	133	+40.0%
Jan-2021	405	-25.0%	180	+6.5%
Feb-2021	491	-11.8%	182	-5.2%
Mar-2021	543	-9.3%	181	+29.3%
Apr-2021	584	+43.1%	220	+113.6%
May-2021	626	-24.4%	196	-1.0%
Jun-2021	624	-37.9%	204	-23.3%
Jul-2021	595	-38.3%	187	-34.4%

Historical Pending / Under Contract by Month

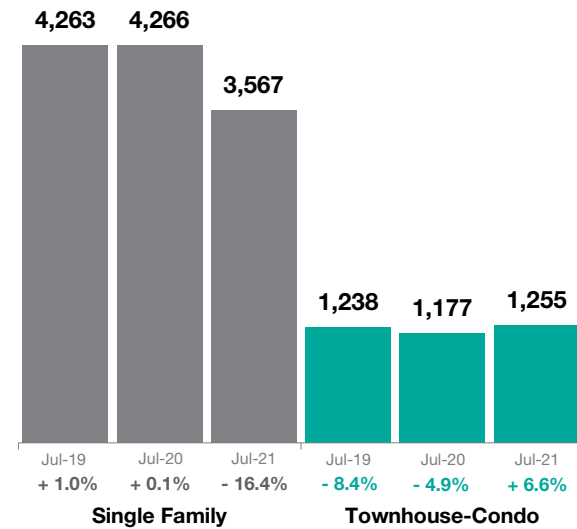


Sold Listings

July

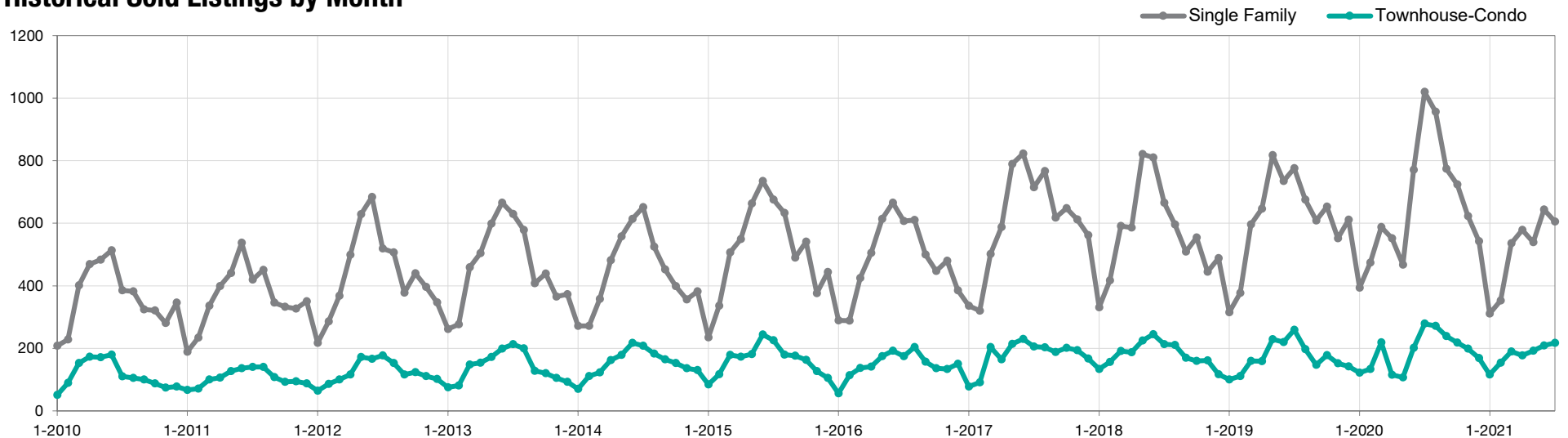


Year to Date



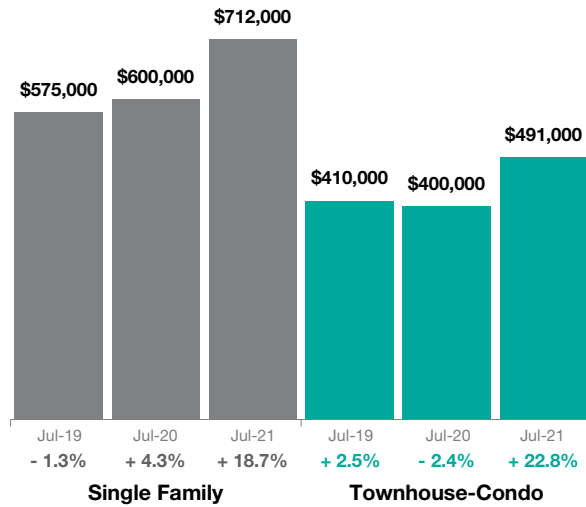
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	957	+41.6%	272	+38.1%
Sep-2020	774	+27.1%	239	+62.6%
Oct-2020	724	+10.9%	218	+22.5%
Nov-2020	623	+12.9%	199	+30.9%
Dec-2020	543	-11.1%	169	+19.0%
Jan-2021	311	-21.1%	116	-4.9%
Feb-2021	353	-25.5%	154	+14.9%
Mar-2021	536	-8.8%	190	-13.2%
Apr-2021	579	+4.9%	177	+53.9%
May-2021	539	+15.4%	192	+79.4%
Jun-2021	644	-16.5%	209	+4.0%
Jul-2021	605	-40.7%	217	-22.2%

Historical Sold Listings by Month

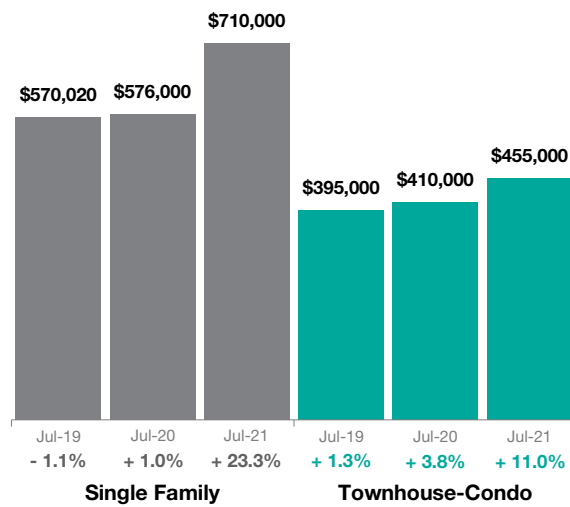


Median Sales Price

July

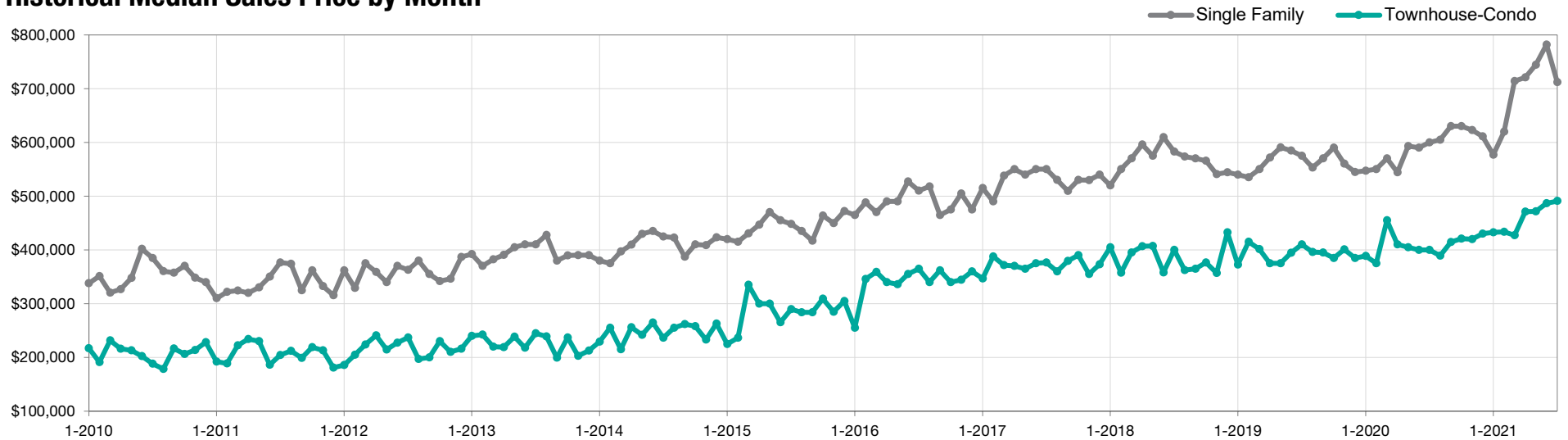


Year to Date



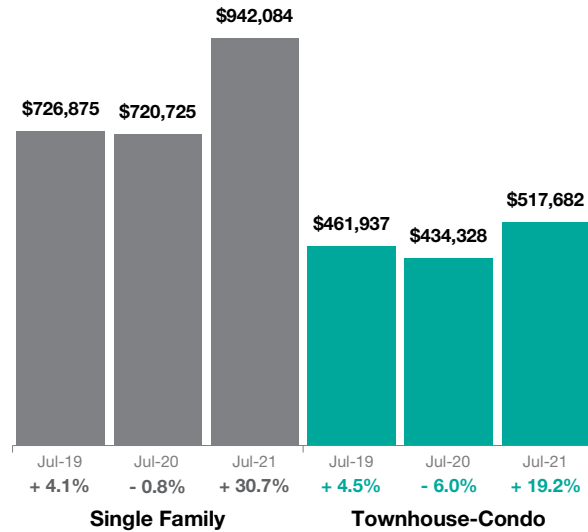
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	\$605,000	+9.4%	\$389,450	-1.7%
Sep-2020	\$630,000	+10.5%	\$414,600	+5.0%
Oct-2020	\$630,000	+6.8%	\$421,000	+9.4%
Nov-2020	\$623,000	+11.2%	\$420,000	+4.8%
Dec-2020	\$611,000	+12.1%	\$430,000	+11.7%
Jan-2021	\$577,125	+5.4%	\$432,500	+11.3%
Feb-2021	\$620,000	+12.7%	\$433,500	+15.6%
Mar-2021	\$714,091	+25.3%	\$427,500	-6.0%
Apr-2021	\$721,000	+32.5%	\$470,965	+14.9%
May-2021	\$744,500	+25.5%	\$471,710	+16.5%
Jun-2021	\$782,000	+32.5%	\$486,720	+21.7%
Jul-2021	\$712,000	+18.7%	\$491,000	+22.8%

Historical Median Sales Price by Month

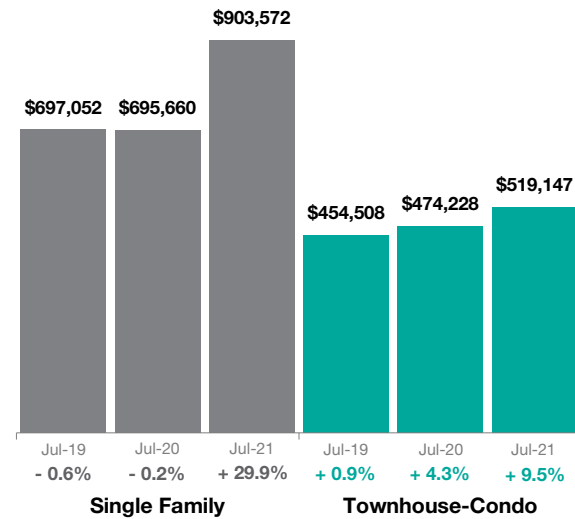


Average Sales Price

July

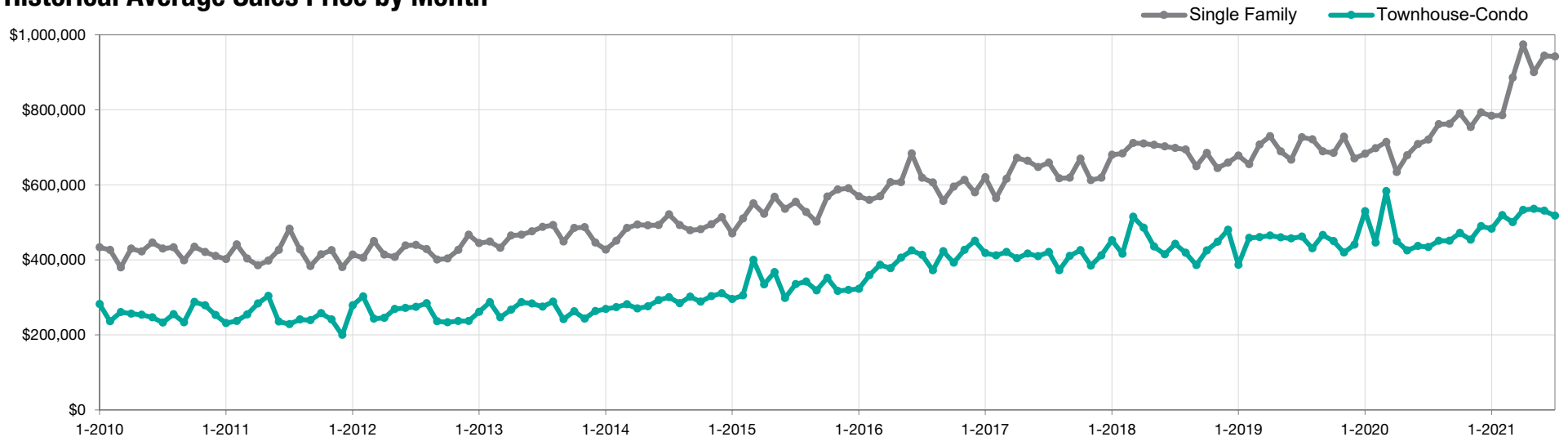


Year to Date



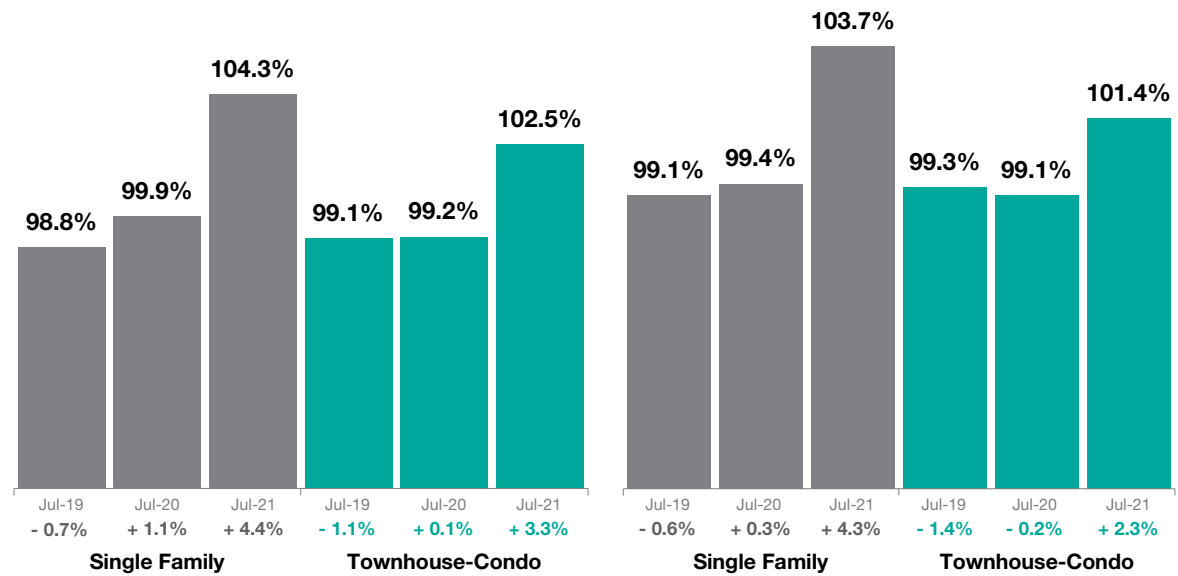
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	\$761,539	+5.6%	\$450,695	+4.7%
Sep-2020	\$762,002	+10.6%	\$450,678	-3.3%
Oct-2020	\$790,680	+15.4%	\$471,501	+4.7%
Nov-2020	\$754,305	+3.6%	\$453,551	+8.2%
Dec-2020	\$792,704	+18.3%	\$489,959	+11.3%
Jan-2021	\$783,703	+14.8%	\$483,132	-8.8%
Feb-2021	\$785,191	+12.5%	\$518,916	+16.4%
Mar-2021	\$885,832	+24.0%	\$500,358	-14.2%
Apr-2021	\$974,229	+53.7%	\$533,344	+18.6%
May-2021	\$900,270	+32.7%	\$535,720	+26.1%
Jun-2021	\$944,170	+33.3%	\$530,661	+21.5%
Jul-2021	\$942,084	+30.7%	\$517,682	+19.2%

Historical Average Sales Price by Month



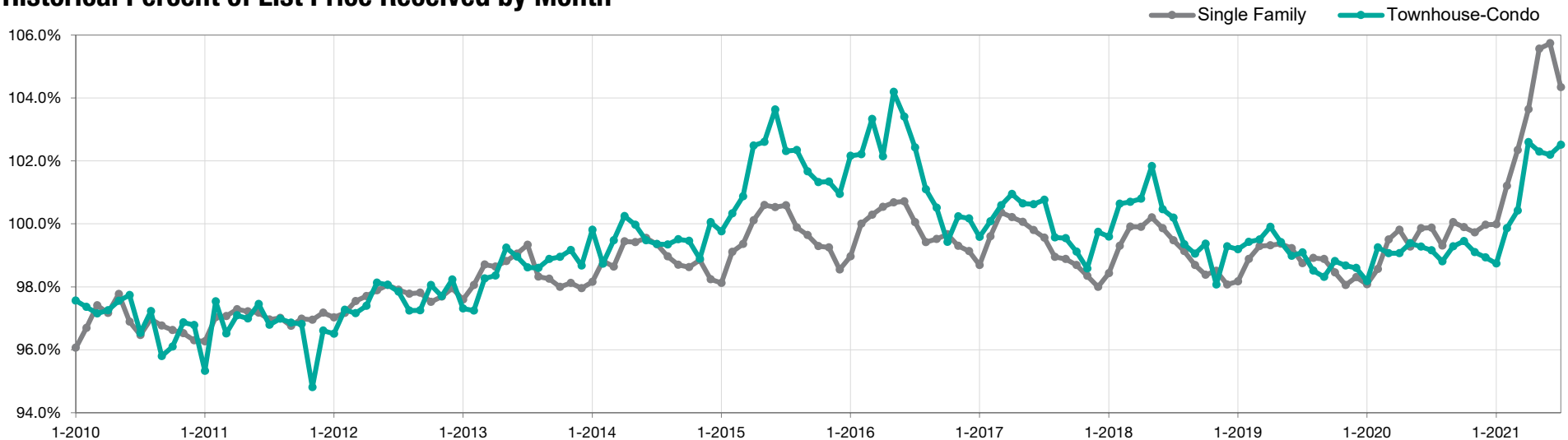
Percent of List Price Received

July



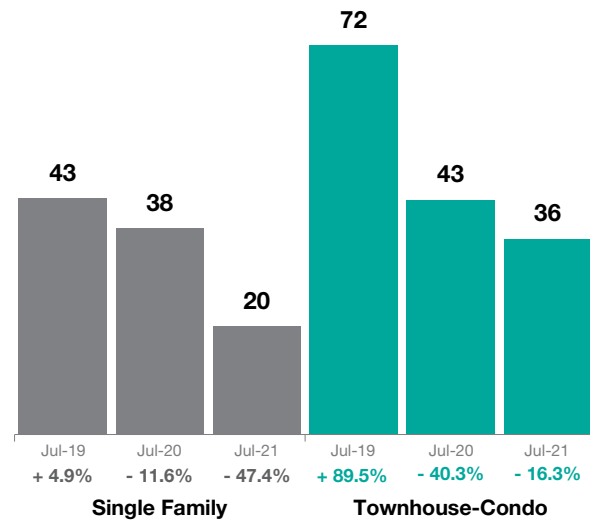
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	99.3%	+0.4%	98.8%	+0.3%
Sep-2020	100.1%	+1.2%	99.3%	+1.0%
Oct-2020	99.9%	+1.4%	99.5%	+0.7%
Nov-2020	99.7%	+1.6%	99.1%	+0.4%
Dec-2020	100.0%	+1.7%	98.9%	+0.3%
Jan-2021	100.0%	+1.9%	98.7%	+0.5%
Feb-2021	101.2%	+2.6%	99.9%	+0.7%
Mar-2021	102.3%	+2.8%	100.4%	+1.3%
Apr-2021	103.6%	+3.8%	102.6%	+3.5%
May-2021	105.6%	+6.3%	102.3%	+2.9%
Jun-2021	105.7%	+5.8%	102.2%	+2.9%
Jul-2021	104.3%	+4.4%	102.5%	+3.3%

Historical Percent of List Price Received by Month

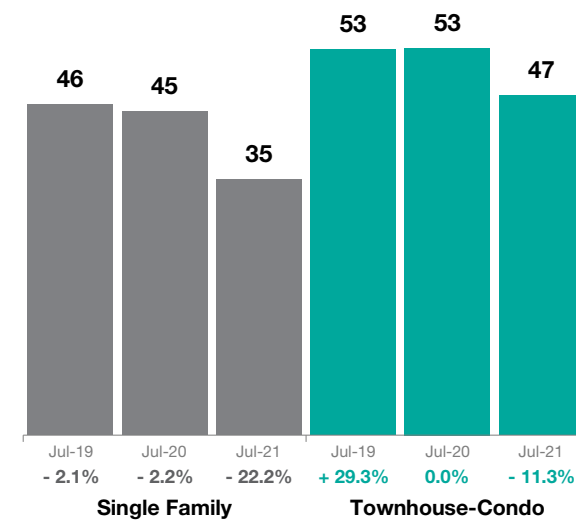


Days on Market Until Sale

July

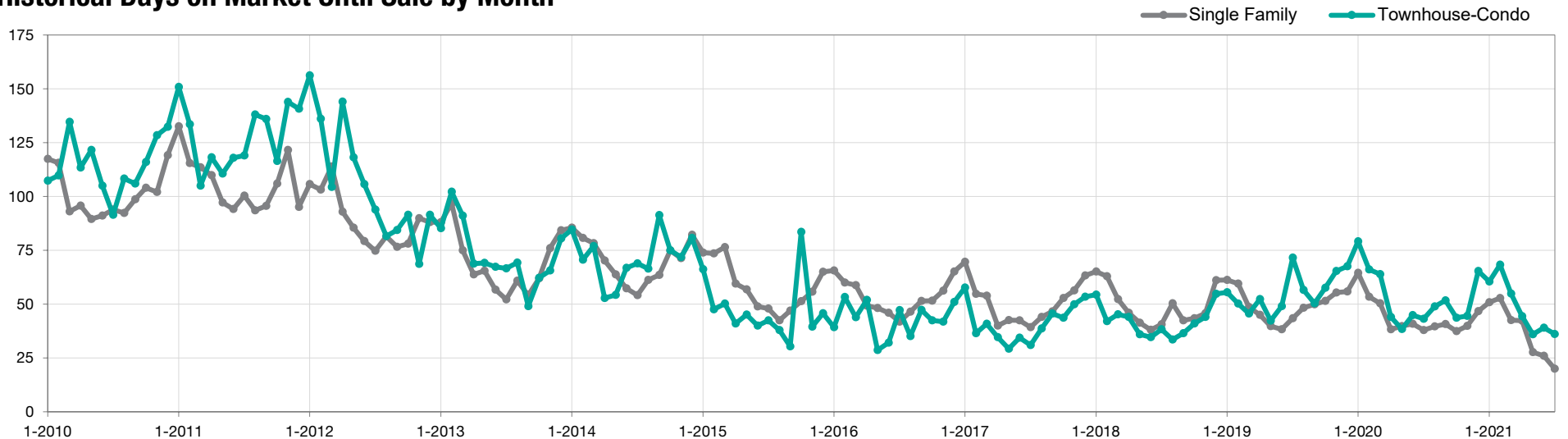


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	40	-16.7%	49	-14.0%
Sep-2020	41	-18.0%	52	+4.0%
Oct-2020	37	-27.5%	44	-24.1%
Nov-2020	40	-27.3%	45	-30.8%
Dec-2020	47	-16.1%	65	-4.4%
Jan-2021	51	-20.3%	61	-22.8%
Feb-2021	53	0.0%	68	+3.0%
Mar-2021	43	-14.0%	55	-14.1%
Apr-2021	42	+10.5%	44	0.0%
May-2021	28	-30.0%	36	-5.3%
Jun-2021	26	-36.6%	39	-13.3%
Jul-2021	20	-47.4%	36	-16.3%

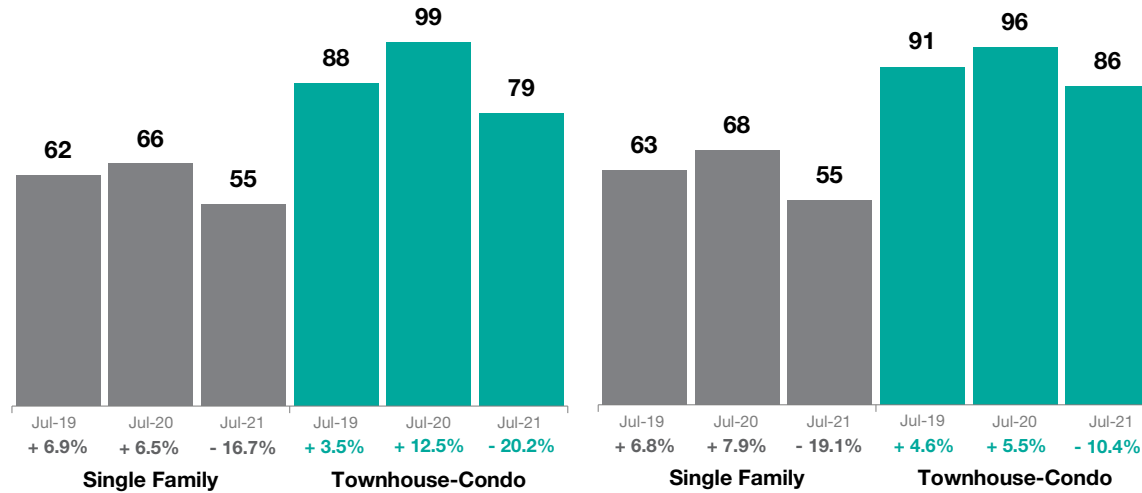
Historical Days on Market Until Sale by Month



Housing Affordability Index

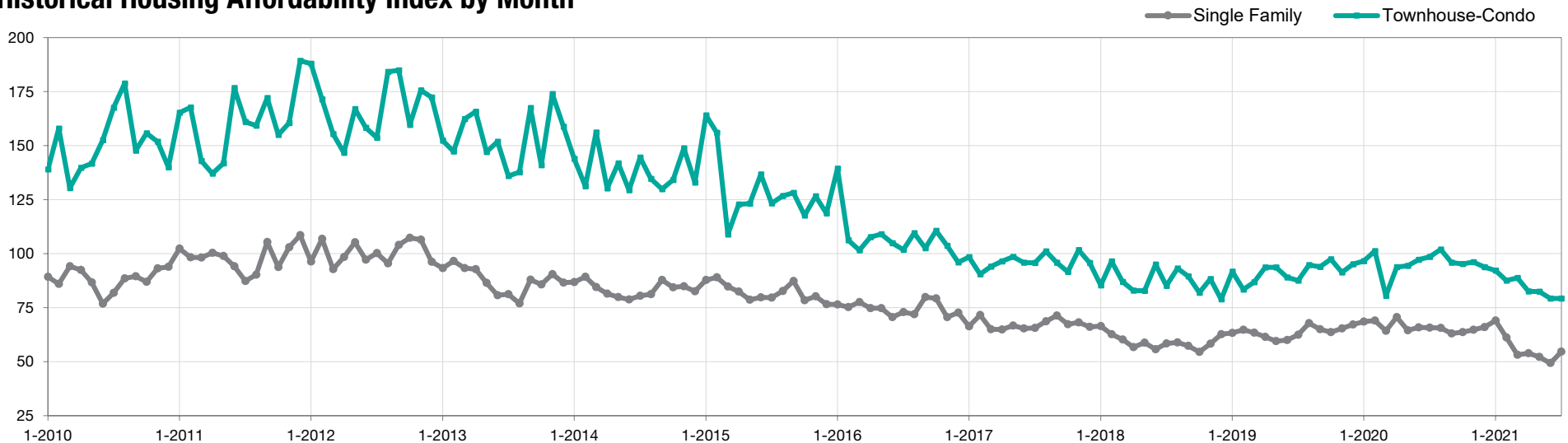
July

Year to Date



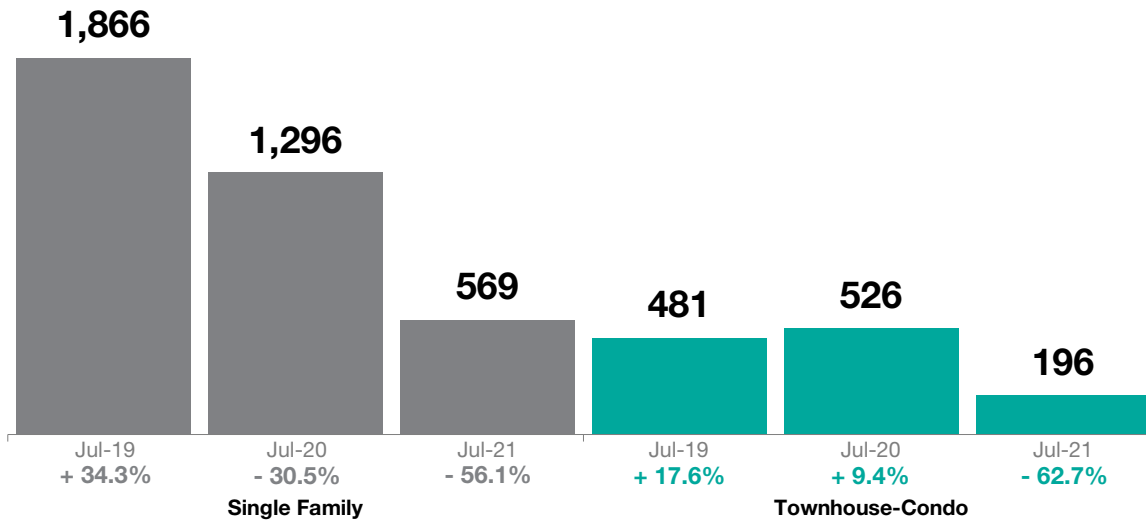
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	66	-2.9%	102	+7.4%
Sep-2020	63	-3.1%	96	+2.1%
Oct-2020	64	0.0%	95	-2.1%
Nov-2020	65	0.0%	96	+5.5%
Dec-2020	66	-1.5%	94	-1.1%
Jan-2021	69	0.0%	92	-5.2%
Feb-2021	61	-11.6%	88	-12.9%
Mar-2021	53	-17.2%	89	+9.9%
Apr-2021	54	-23.9%	83	-11.7%
May-2021	52	-18.8%	82	-12.8%
Jun-2021	49	-25.8%	79	-18.6%
Jul-2021	55	-16.7%	79	-20.2%

Historical Housing Affordability Index by Month



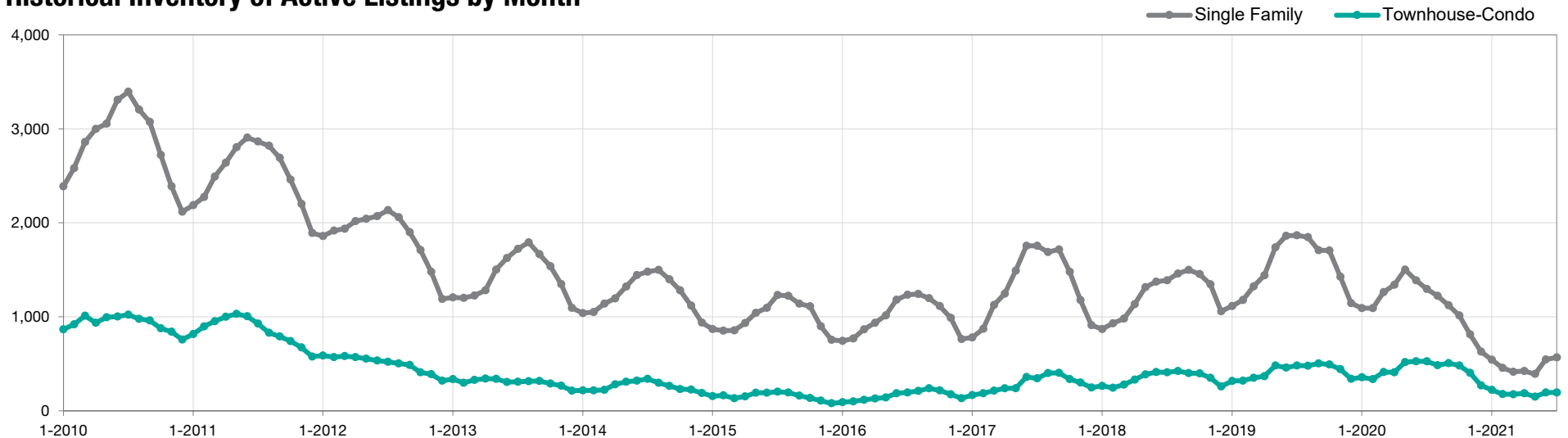
Inventory of Active Listings

July



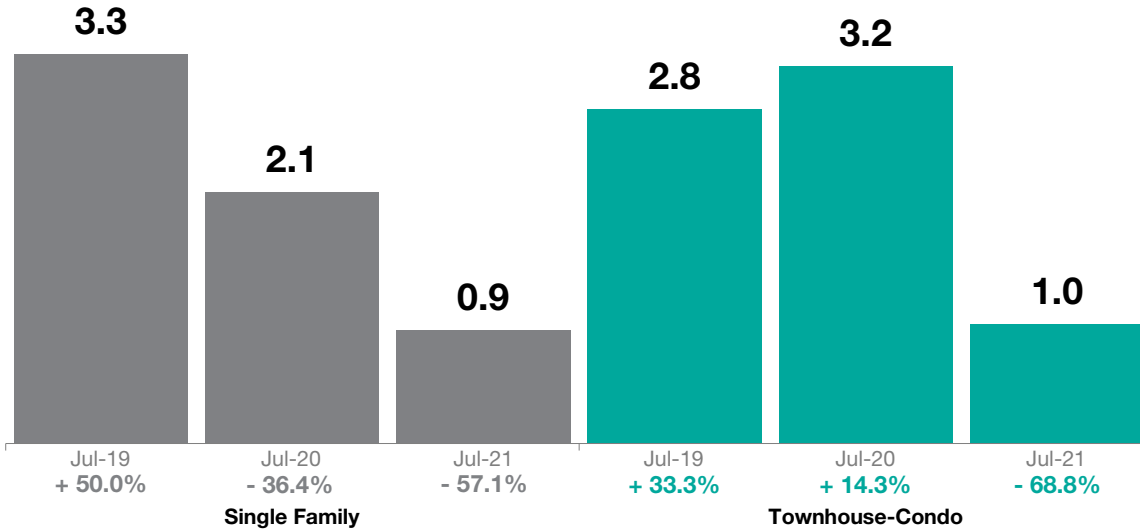
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	1,224	-33.7%	484	+1.3%
Sep-2020	1,123	-34.3%	508	+1.0%
Oct-2020	1,014	-40.5%	481	-2.2%
Nov-2020	813	-43.1%	403	-8.8%
Dec-2020	630	-44.9%	271	-20.3%
Jan-2021	544	-50.2%	223	-37.5%
Feb-2021	456	-58.2%	179	-46.9%
Mar-2021	415	-67.1%	174	-57.8%
Apr-2021	422	-68.5%	187	-54.4%
May-2021	392	-73.9%	150	-71.1%
Jun-2021	546	-60.7%	195	-63.0%
Jul-2021	569	-56.1%	196	-62.7%

Historical Inventory of Active Listings by Month



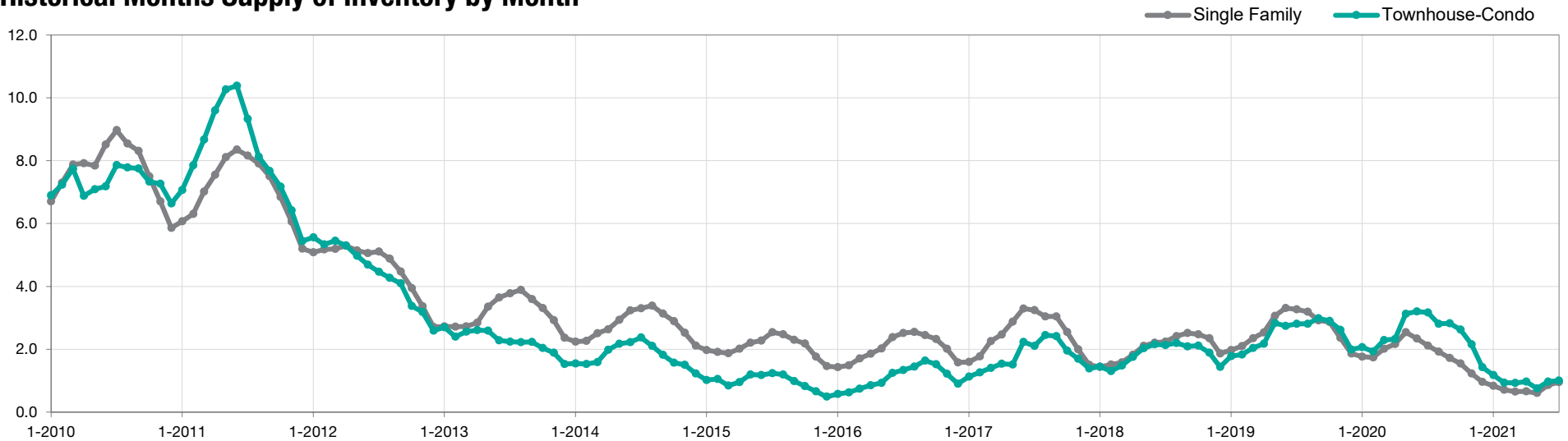
Months Supply of Inventory

July



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	1.9	-40.6%	2.8	0.0%
Sep-2020	1.7	-41.4%	2.8	-6.7%
Oct-2020	1.5	-48.3%	2.6	-10.3%
Nov-2020	1.2	-50.0%	2.2	-15.4%
Dec-2020	1.0	-47.4%	1.4	-30.0%
Jan-2021	0.8	-55.6%	1.2	-42.9%
Feb-2021	0.7	-58.8%	0.9	-52.6%
Mar-2021	0.7	-65.0%	0.9	-60.9%
Apr-2021	0.7	-68.2%	1.0	-56.5%
May-2021	0.6	-76.0%	0.7	-77.4%
Jun-2021	0.9	-60.9%	1.0	-68.8%
Jul-2021	0.9	-57.1%	1.0	-68.8%

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	7-2020	7-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		1,374	950	- 30.9%	7,897	5,700	- 27.8%
Pending / Under Contract		1,250	782	- 37.4%	6,255	5,219	- 16.6%
Sold Listings		1,299	822	- 36.7%	5,443	4,823	- 11.4%
Median Sales Price		\$550,000	\$647,500	+ 17.7%	\$535,000	\$625,000	+ 16.8%
Average Sales Price		\$659,212	\$830,046	+ 25.9%	\$647,769	\$803,473	+ 24.0%
Pct. of List Price Received		99.7%	103.9%	+ 4.2%	99.4%	103.1%	+ 3.7%
Days on Market Until Sale		39	24	- 38.5%	46	38	- 17.4%
Housing Affordability Index		72	60	- 16.7%	74	62	- 16.2%
Inventory of Active Listings		1,822	765	- 58.0%	--	--	--
Months Supply of Inventory		2.3	1.0	- 56.5%	--	--	--

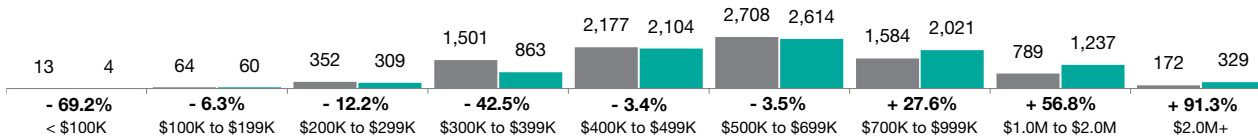
Sold Listings

Actual sales that have closed in a given month.



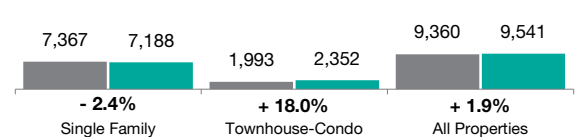
By Price Range – All Properties – Rolling 12 Months

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



Rolling 12 Months

Compared to Prior Month

Year to Date

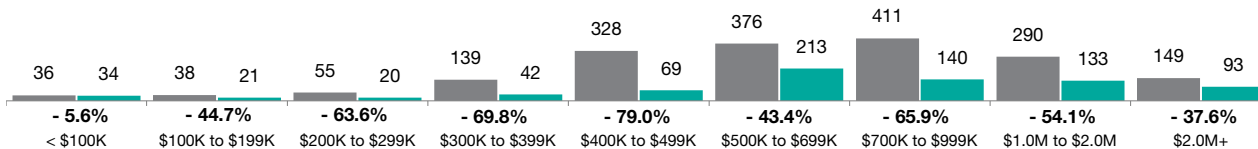
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change	6-2021	7-2021	Change	6-2021	7-2021	Change	7-2020	7-2021	Change	7-2020	7-2021	Change
\$99,999 and Below	13	4	-69.2%	0	0	--	1	0	-100.0%	0	0	--	9	1	-88.9%	0	0	--
\$100,000 to \$199,999	24	24	0.0%	40	36	-10.0%	1	0	-100.0%	2	3	+50.0%	15	10	-33.3%	24	10	-58.3%
\$200,000 to \$299,999	72	44	-38.9%	280	265	-5.4%	3	1	-66.7%	6	17	+183.3%	40	26	-35.0%	148	120	-18.9%
\$300,000 to \$399,999	834	236	-71.7%	667	627	-6.0%	9	5	-44.4%	43	43	0.0%	405	58	-85.7%	388	292	-24.7%
\$400,000 to \$499,999	1,720	1,484	-13.7%	457	620	+35.7%	67	68	+1.5%	62	53	-14.5%	1,058	627	-40.7%	282	340	+20.6%
\$500,000 to \$699,999	2,333	2,111	-9.5%	375	502	+33.9%	177	211	+19.2%	68	66	-2.9%	1,371	1,002	-26.9%	223	314	+40.8%
\$700,000 to \$999,999	1,474	1,808	+22.7%	110	213	+93.6%	193	163	-15.5%	15	29	+93.3%	841	958	+13.9%	66	118	+78.8%
\$1,000,000 to \$1,999,999	727	1,156	+59.0%	62	81	+30.6%	158	120	-24.1%	12	6	-50.0%	433	684	+58.0%	44	53	+20.5%
\$2,000,000 and Above	170	321	+88.8%	2	8	+300.0%	35	37	+5.7%	1	0	-100.0%	94	201	+113.8%	2	8	+300.0%
All Price Ranges	7,367	7,188	-2.4%	1,993	2,352	+18.0%	644	605	-6.1%	209	217	+3.8%	4,266	3,567	-16.4%	1,177	1,255	+6.6%

Inventory of Active Listings

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

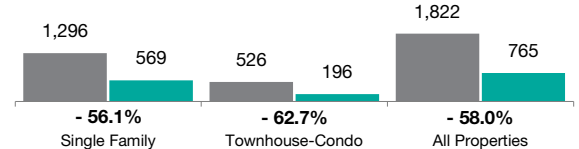
By Price Range – All Properties

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change	6-2021	7-2021	Change	6-2021	7-2021	Change	7-2020	7-2021	Change	7-2020	7-2021
\$99,999 and Below	35	34	-2.9%	1	0	-100.0%	34	34	0.0%	0	0	--					
\$100,000 to \$199,999	17	19	+11.8%	21	2	-90.5%	18	19	+5.6%	3	2	-33.3%					
\$200,000 to \$299,999	12	3	-75.0%	43	17	-60.5%	2	3	+50.0%	11	17	+54.5%					
\$300,000 to \$399,999	36	10	-72.2%	103	32	-68.9%	9	10	+11.1%	30	32	+6.7%					
\$400,000 to \$499,999	213	36	-83.1%	115	33	-71.3%	31	36	+16.1%	42	33	-21.4%					
\$500,000 to \$699,999	271	148	-45.4%	105	65	-38.1%	125	148	+18.4%	58	65	+12.1%					
\$700,000 to \$999,999	314	119	-62.1%	97	21	-78.4%	111	119	+7.2%	25	21	-16.0%					
\$1,000,000 to \$1,999,999	252	112	-55.6%	38	21	-44.7%	124	112	-9.7%	21	21	0.0%					
\$2,000,000 and Above	146	88	-39.7%	3	5	+66.7%	92	88	-4.3%	5	5	0.0%					
All Price Ranges	1,296	569	-56.1%	526	196	-62.7%	546	569	+4.2%	195	196	+0.5%					

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending / Under Contract	A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a leading indicator of buyer demand. The Pending/Under Contract metric includes Pending, Active/Backup and Active/First Right.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.