



Monthly Indicators

January 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 0.4 percent for single family homes and 14.1 percent for townhouse-condo properties. Pending Sales landed at 192 for single family homes and 83 for townhouse-condo properties.

The Median Sales Price was up 4.0 percent to \$599,000 for single family homes and 19.0 percent to \$446,250 for townhouse-condo properties. Days on Market decreased 1.1 percent for single family homes but increased 2.9 percent for townhouse-condo properties.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

Activity Snapshot

- 10.0%

- 0.2%

- 3.6%

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, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		235	236	+ 0.4%	235	236	+ 0.4%
Pending / Under Contract		177	192	+ 8.5%	177	192	+ 8.5%
Sold Listings		175	129	- 26.3%	175	129	- 26.3%
Median Sales Price		\$576,000	\$599,000	+ 4.0%	\$576,000	\$599,000	+ 4.0%
Average Sales Price		\$668,839	\$776,694	+ 16.1%	\$668,839	\$776,694	+ 16.1%
Pct. of List Price Received		98.7%	98.1%	- 0.6%	98.7%	98.1%	- 0.6%
Days on Market		87	86	- 1.1%	87	86	- 1.1%
Affordability Index		59	58	- 1.7%	59	58	- 1.7%
Active Listings		351	330	- 6.0%	--	--	--
Months Supply		1.5	1.3	- 13.3%	--	--	--

Townhouse-Condo Market Overview

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

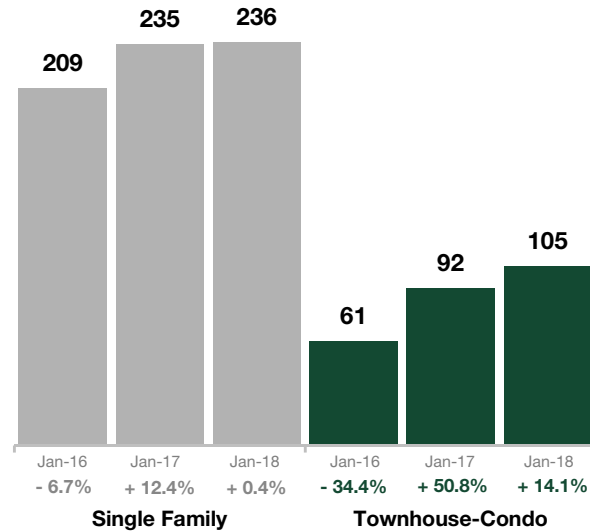


Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		92	105	+ 14.1%	92	105	+ 14.1%
Pending / Under Contract		60	83	+ 38.3%	60	83	+ 38.3%
Sold Listings		44	68	+ 54.5%	44	68	+ 54.5%
Median Sales Price		\$374,950	\$446,250	+ 19.0%	\$374,950	\$446,250	+ 19.0%
Average Sales Price		\$450,096	\$447,376	- 0.6%	\$450,096	\$447,376	- 0.6%
Pct. of List Price Received		99.2%	99.5%	+ 0.3%	99.2%	99.5%	+ 0.3%
Days on Market		69	71	+ 2.9%	69	71	+ 2.9%
Affordability Index		91	77	- 15.4%	91	77	- 15.4%
Active Listings		91	108	+ 18.7%	--	--	--
Months Supply		1.0	1.2	+ 20.0%	--	--	--

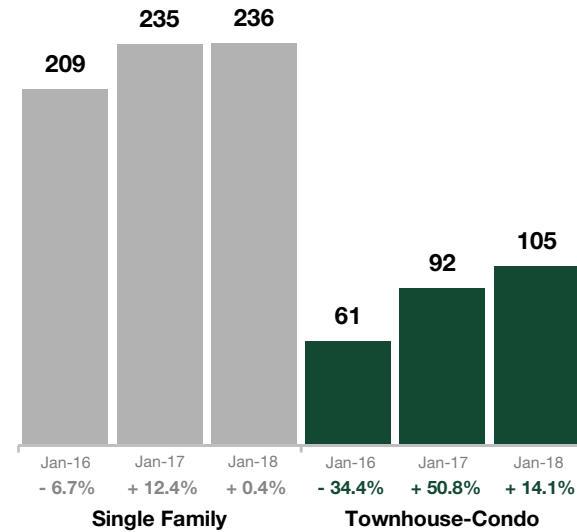
New Listings



January

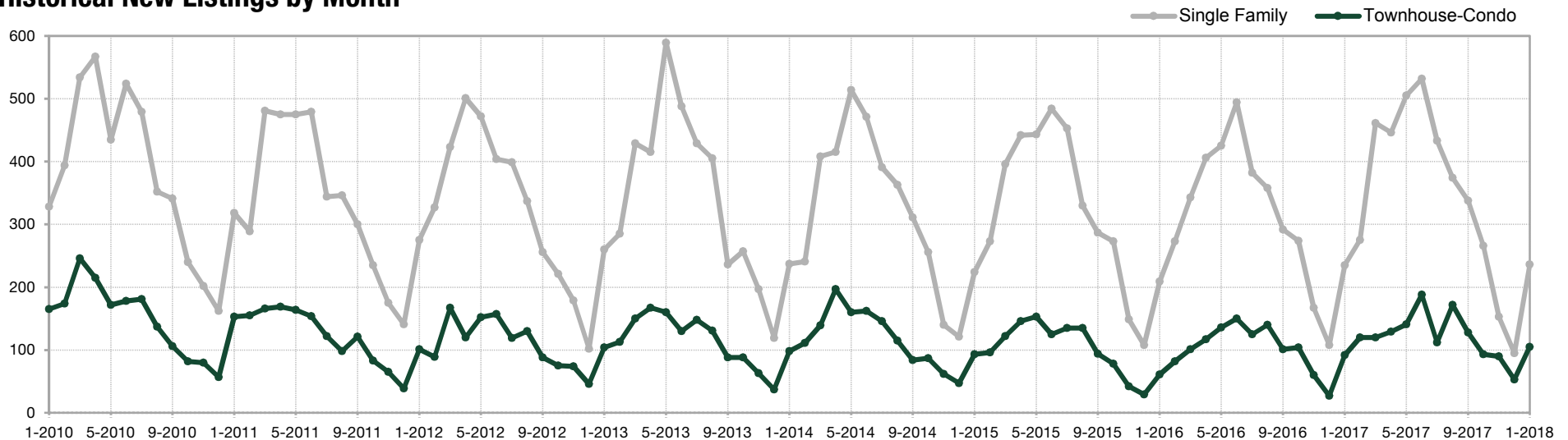


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	275	+0.7%	120	+46.3%
Mar-2017	461	+34.4%	120	+18.8%
Apr-2017	446	+9.9%	129	+10.3%
May-2017	505	+18.8%	141	+3.7%
Jun-2017	532	+7.7%	188	+25.3%
Jul-2017	433	+13.4%	112	-10.4%
Aug-2017	374	+4.5%	172	+22.9%
Sep-2017	338	+15.8%	128	+26.7%
Oct-2017	266	-2.9%	93	-10.6%
Nov-2017	153	-8.4%	90	+50.0%
Dec-2017	95	-12.0%	53	+96.3%
Jan-2018	236	+0.4%	105	+14.1%

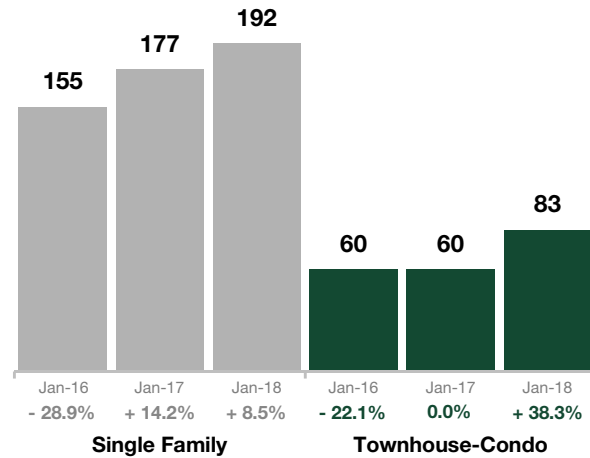
Historical New Listings by Month



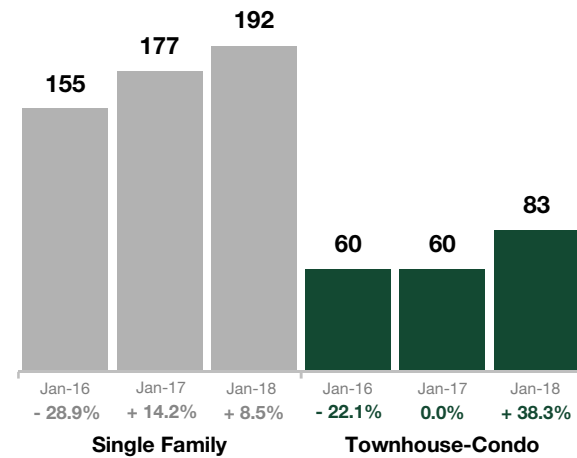
Pending / Under Contract



January

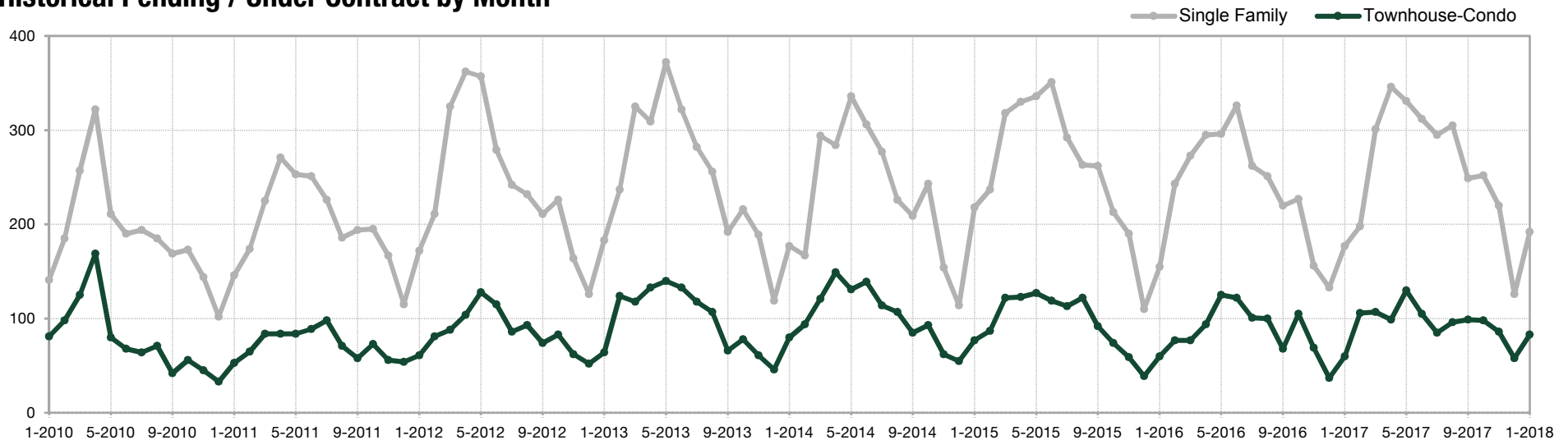


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	198	-18.5%	106	+37.7%
Mar-2017	301	+10.3%	107	+39.0%
Apr-2017	346	+17.3%	99	+5.3%
May-2017	331	+11.8%	130	+4.0%
Jun-2017	312	-4.3%	105	-13.9%
Jul-2017	295	+12.6%	85	-15.8%
Aug-2017	305	+21.5%	96	-4.0%
Sep-2017	249	+13.2%	99	+45.6%
Oct-2017	252	+11.0%	98	-6.7%
Nov-2017	220	+41.0%	86	+24.6%
Dec-2017	126	-5.3%	58	+56.8%
Jan-2018	192	+8.5%	83	+38.3%

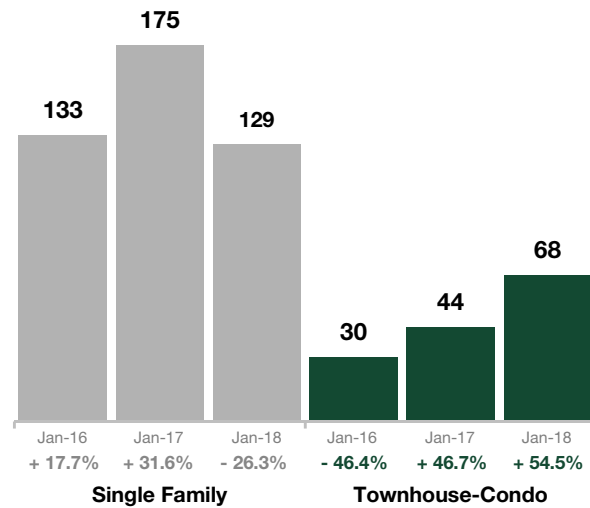
Historical Pending / Under Contract by Month



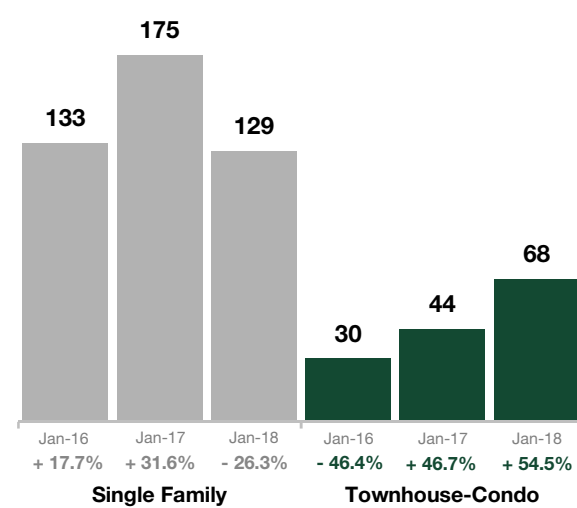
Sold Listings



January

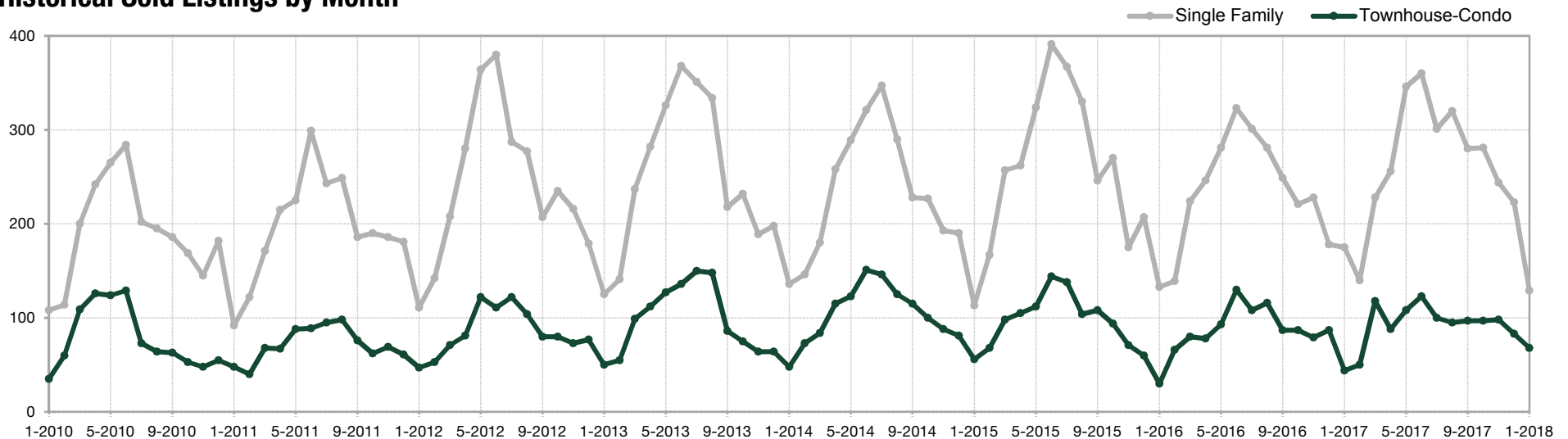


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	140	+0.7%	50	-24.2%
Mar-2017	228	+1.8%	118	+47.5%
Apr-2017	256	+4.1%	88	+12.8%
May-2017	346	+23.1%	108	+16.1%
Jun-2017	360	+11.5%	123	-5.4%
Jul-2017	301	0.0%	100	-7.4%
Aug-2017	320	+13.9%	95	-18.1%
Sep-2017	280	+12.4%	97	+11.5%
Oct-2017	281	+27.1%	97	+11.5%
Nov-2017	244	+7.0%	98	+24.1%
Dec-2017	223	+25.3%	83	-4.6%
Jan-2018	129	-26.3%	68	+54.5%

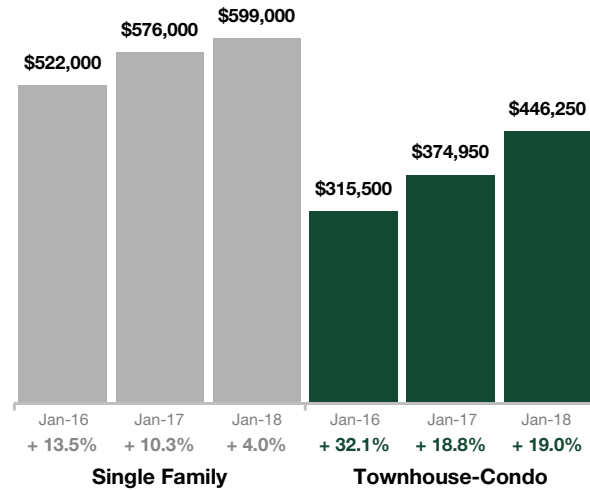
Historical Sold Listings by Month



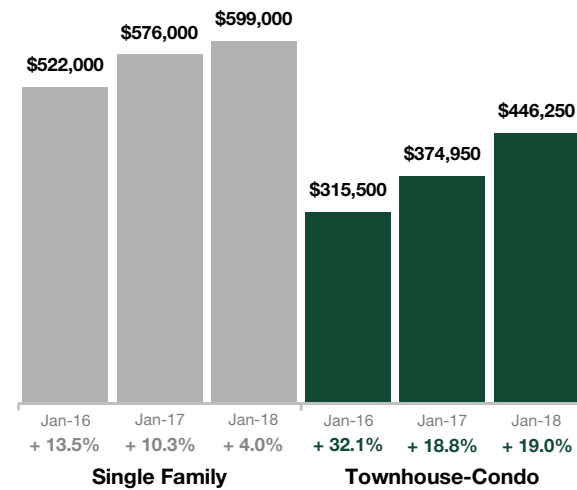
Median Sales Price



January

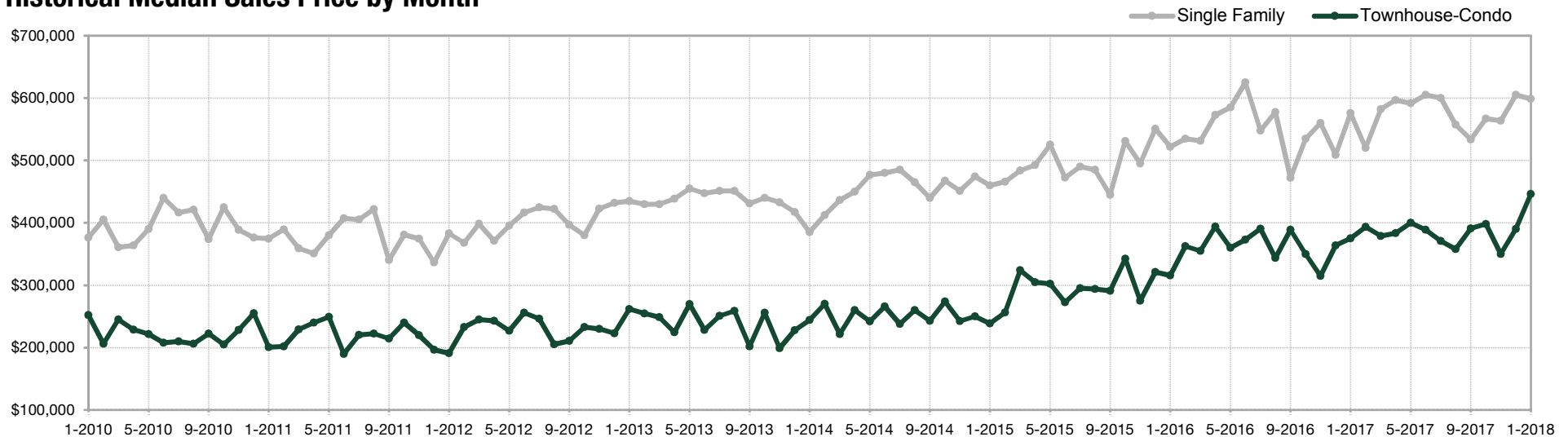


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	\$520,000	-2.8%	\$393,500	+8.5%
Mar-2017	\$582,000	+9.5%	\$379,000	+6.7%
Apr-2017	\$596,683	+4.1%	\$383,500	-2.7%
May-2017	\$591,500	+1.1%	\$400,000	+11.1%
Jun-2017	\$605,000	-3.2%	\$389,000	+4.3%
Jul-2017	\$600,000	+9.6%	\$371,000	-5.1%
Aug-2017	\$557,500	-3.5%	\$358,000	+4.1%
Sep-2017	\$533,683	+13.1%	\$390,900	+0.5%
Oct-2017	\$567,000	+6.0%	\$398,000	+13.7%
Nov-2017	\$563,875	+0.7%	\$350,000	+11.1%
Dec-2017	\$605,000	+18.8%	\$390,000	+7.1%
Jan-2018	\$599,000	+4.0%	\$446,250	+19.0%

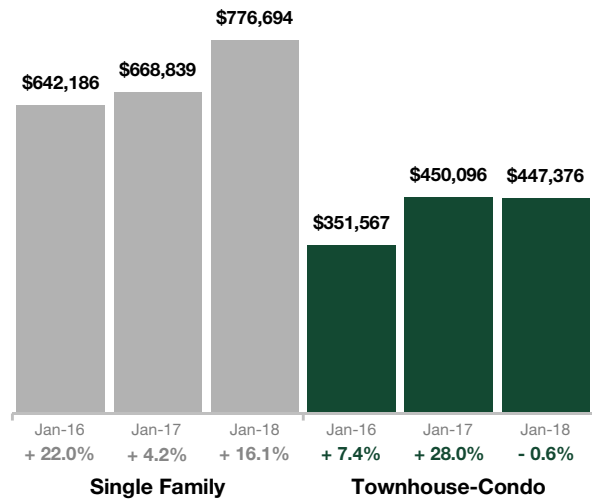
Historical Median Sales Price by Month



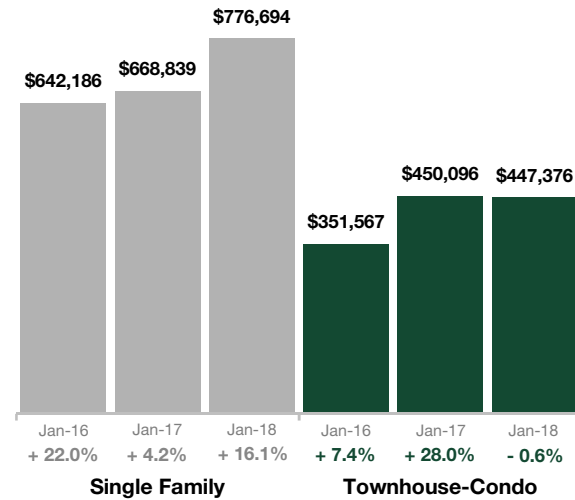
Average Sales Price



January

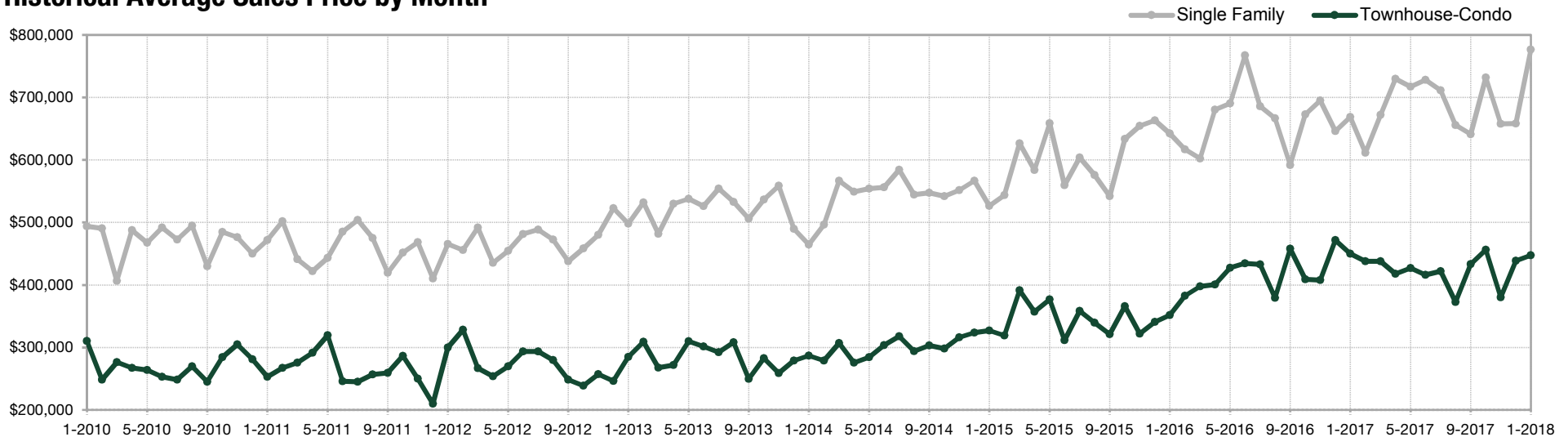


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	\$611,396	-0.9%	\$437,891	+14.4%
Mar-2017	\$672,020	+11.6%	\$437,963	+10.1%
Apr-2017	\$729,766	+7.3%	\$417,946	+4.3%
May-2017	\$717,119	+3.9%	\$427,072	-0.1%
Jun-2017	\$727,989	-5.1%	\$415,989	-4.3%
Jul-2017	\$711,194	+3.7%	\$421,922	-2.5%
Aug-2017	\$655,911	-1.6%	\$372,587	-1.8%
Sep-2017	\$641,202	+8.4%	\$433,418	-5.4%
Oct-2017	\$731,817	+8.8%	\$456,424	+11.6%
Nov-2017	\$657,653	-5.4%	\$380,141	-6.7%
Dec-2017	\$658,170	+1.9%	\$438,885	-6.9%
Jan-2018	\$776,694	+16.1%	\$447,376	-0.6%

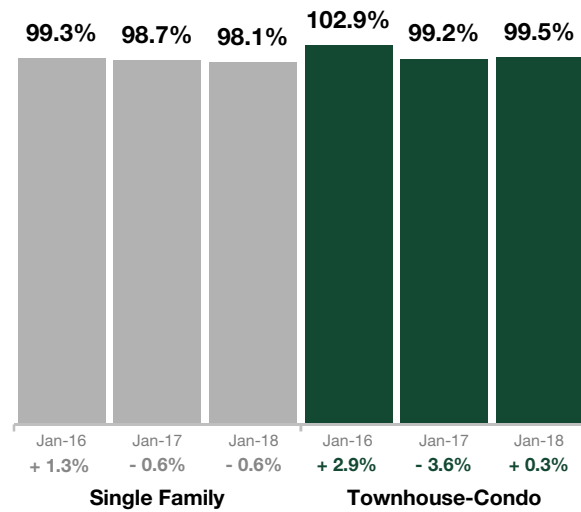
Historical Average Sales Price by Month



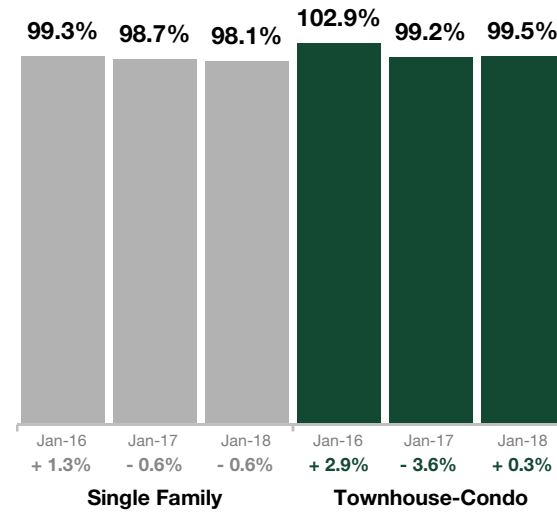
Percent of List Price Received



January

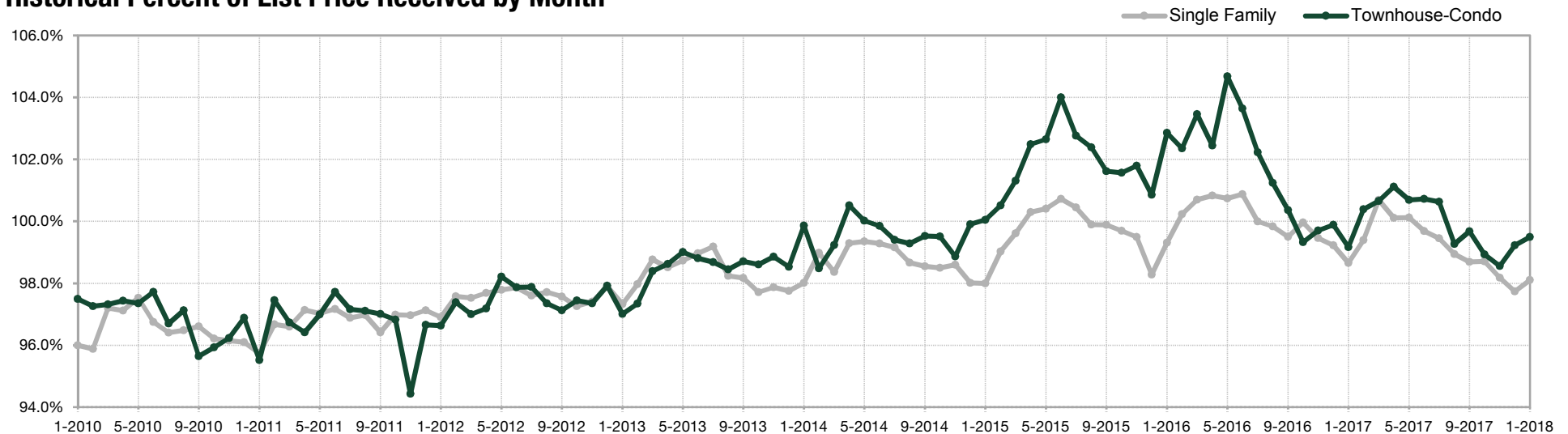


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	99.4%	-0.8%	100.4%	-2.0%
Mar-2017	100.7%	0.0%	100.7%	-2.7%
Apr-2017	100.1%	-0.7%	101.1%	-1.3%
May-2017	100.1%	-0.6%	100.7%	-3.8%
Jun-2017	99.7%	-1.2%	100.7%	-2.8%
Jul-2017	99.5%	-0.5%	100.6%	-1.6%
Aug-2017	98.9%	-0.9%	99.3%	-1.9%
Sep-2017	98.7%	-0.8%	99.7%	-0.7%
Oct-2017	98.7%	-1.3%	98.9%	-0.4%
Nov-2017	98.2%	-1.3%	98.6%	-1.1%
Dec-2017	97.7%	-1.5%	99.2%	-0.7%
Jan-2018	98.1%	-0.6%	99.5%	+0.3%

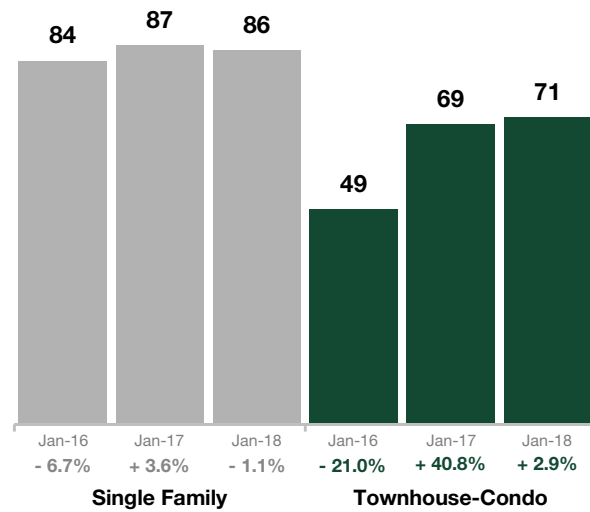
Historical Percent of List Price Received by Month



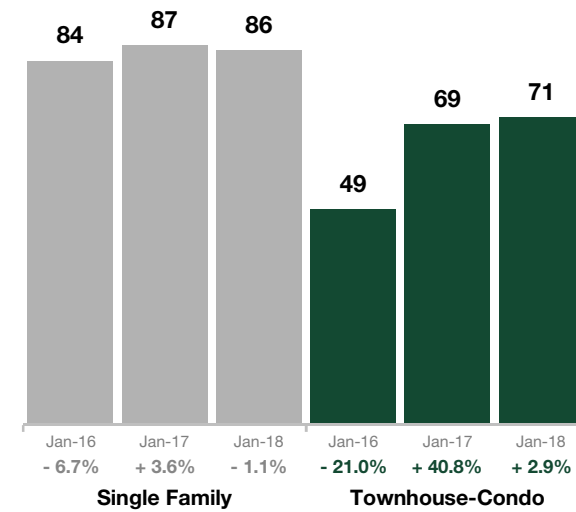
Days on Market Until Sale



January

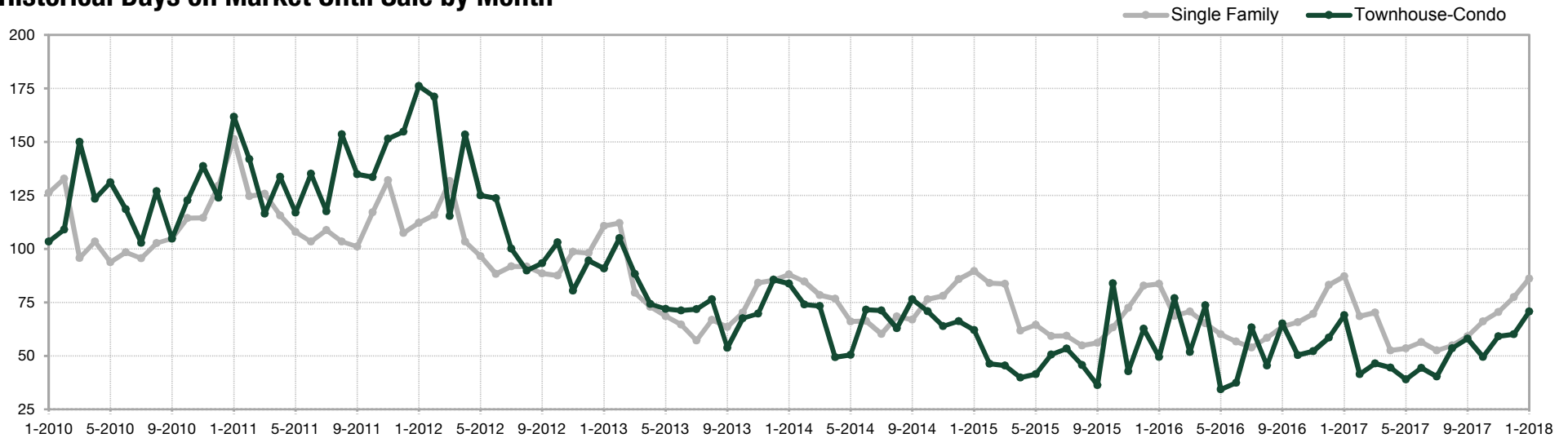


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	69	0.0%	41	-46.8%
Mar-2017	70	-1.4%	46	-11.5%
Apr-2017	53	-18.5%	45	-39.2%
May-2017	54	-10.0%	39	+14.7%
Jun-2017	56	-1.8%	44	+18.9%
Jul-2017	53	-1.9%	40	-36.5%
Aug-2017	55	-5.2%	53	+17.8%
Sep-2017	59	-7.8%	58	-10.8%
Oct-2017	66	0.0%	49	-2.0%
Nov-2017	70	0.0%	59	+13.5%
Dec-2017	77	-7.2%	60	+1.7%
Jan-2018	86	-1.1%	71	+2.9%

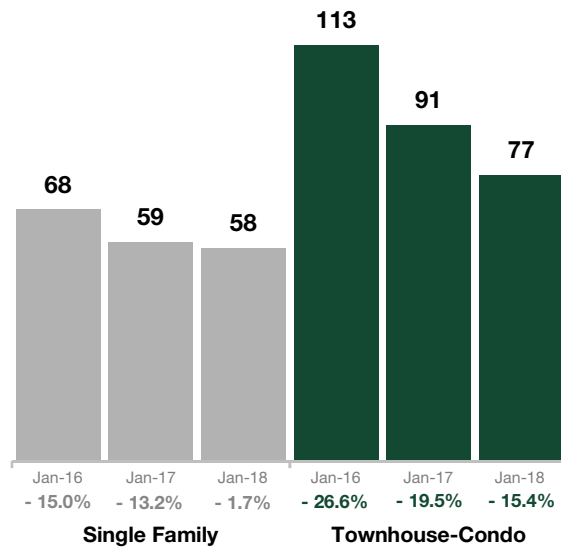
Historical Days on Market Until Sale by Month



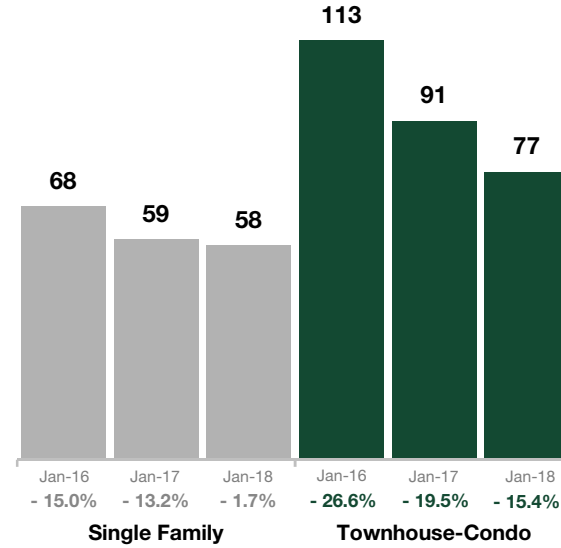
Housing Affordability Index



January

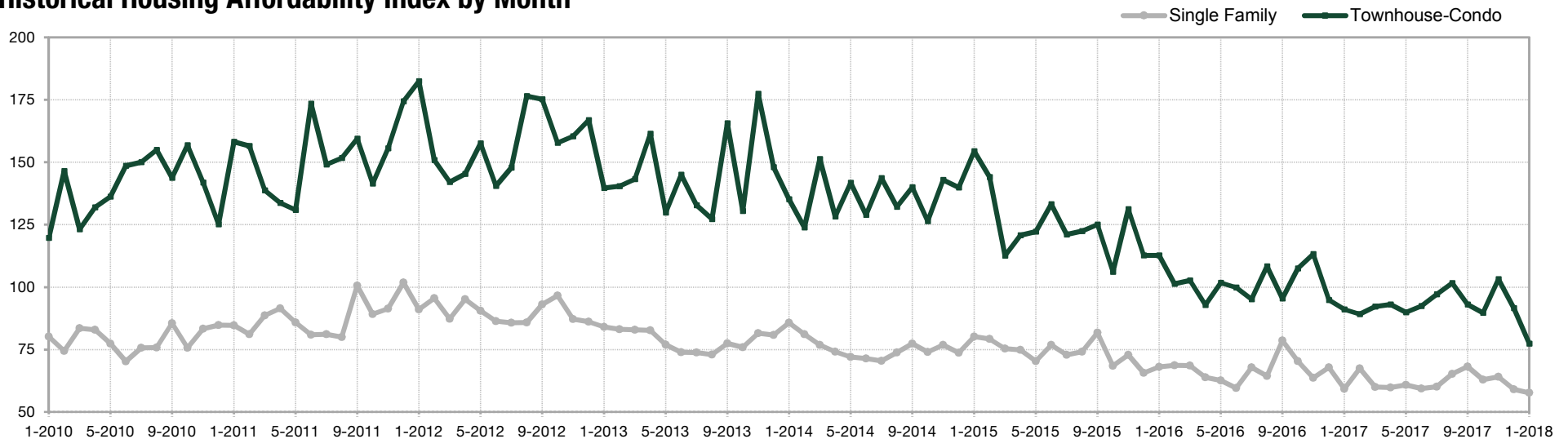


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	67	-2.9%	89	-11.9%
Mar-2017	60	-13.0%	92	-10.7%
Apr-2017	60	-6.3%	93	0.0%
May-2017	61	-3.2%	90	-11.8%
Jun-2017	59	-1.7%	92	-8.0%
Jul-2017	60	-11.8%	97	+2.1%
Aug-2017	65	+1.6%	102	-5.6%
Sep-2017	68	-13.9%	93	-2.1%
Oct-2017	63	-10.0%	90	-15.9%
Nov-2017	64	0.0%	103	-8.8%
Dec-2017	59	-13.2%	92	-3.2%
Jan-2018	58	-1.7%	77	-15.4%

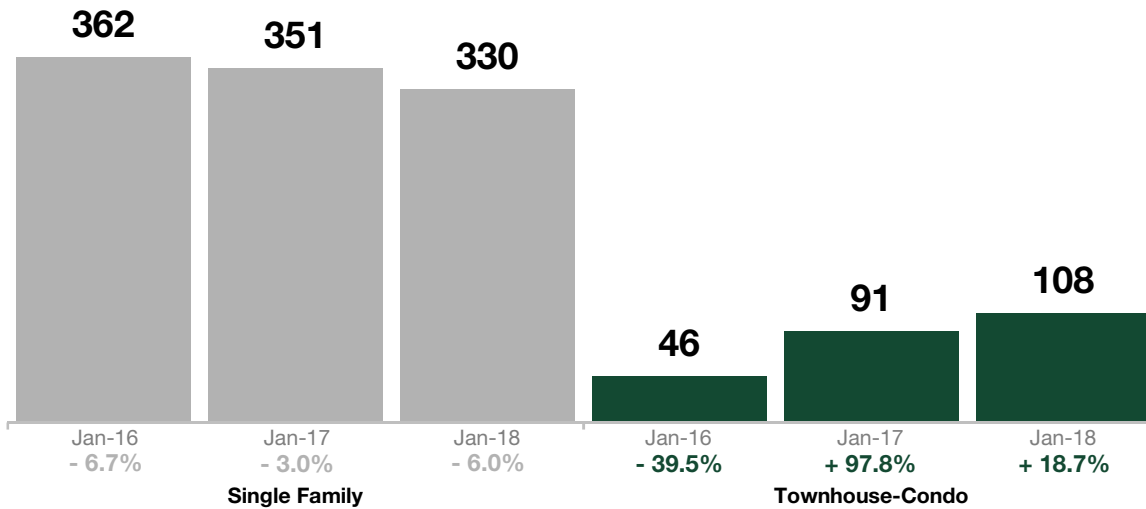
Historical Housing Affordability Index by Month



Inventory of Active Listings

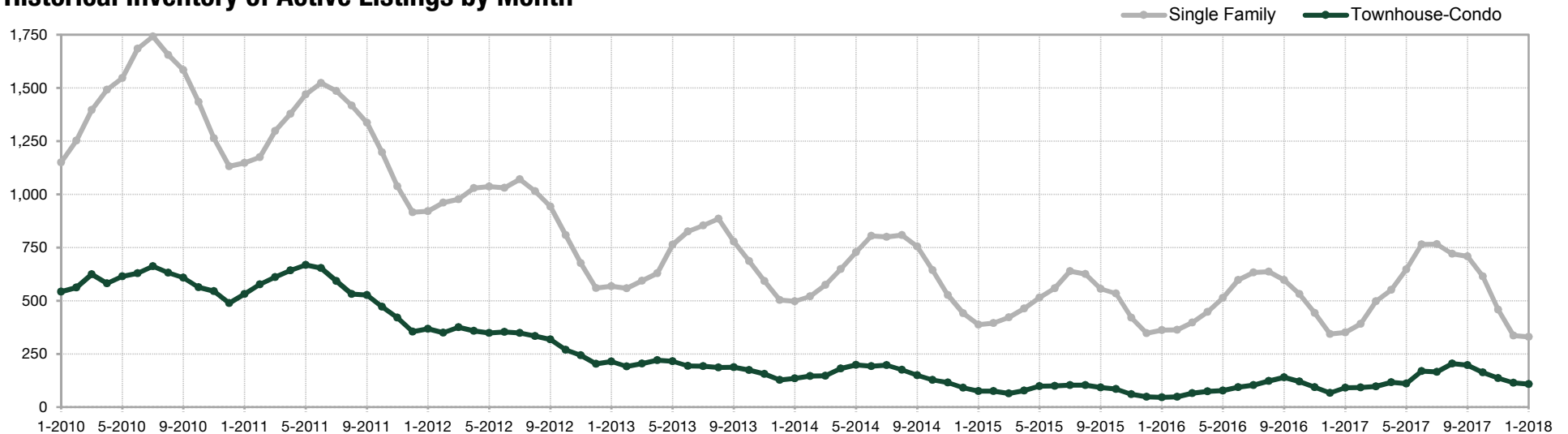


January



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	391	+7.7%	93	+89.8%
Mar-2017	497	+25.2%	97	+47.0%
Apr-2017	551	+23.0%	117	+58.1%
May-2017	648	+26.3%	111	+42.3%
Jun-2017	765	+27.9%	169	+79.8%
Jul-2017	766	+21.0%	166	+61.2%
Aug-2017	721	+13.2%	205	+66.7%
Sep-2017	708	+18.6%	197	+40.7%
Oct-2017	615	+15.8%	163	+35.8%
Nov-2017	458	+3.6%	136	+44.7%
Dec-2017	337	-2.0%	114	+70.1%
Jan-2018	330	-6.0%	108	+18.7%

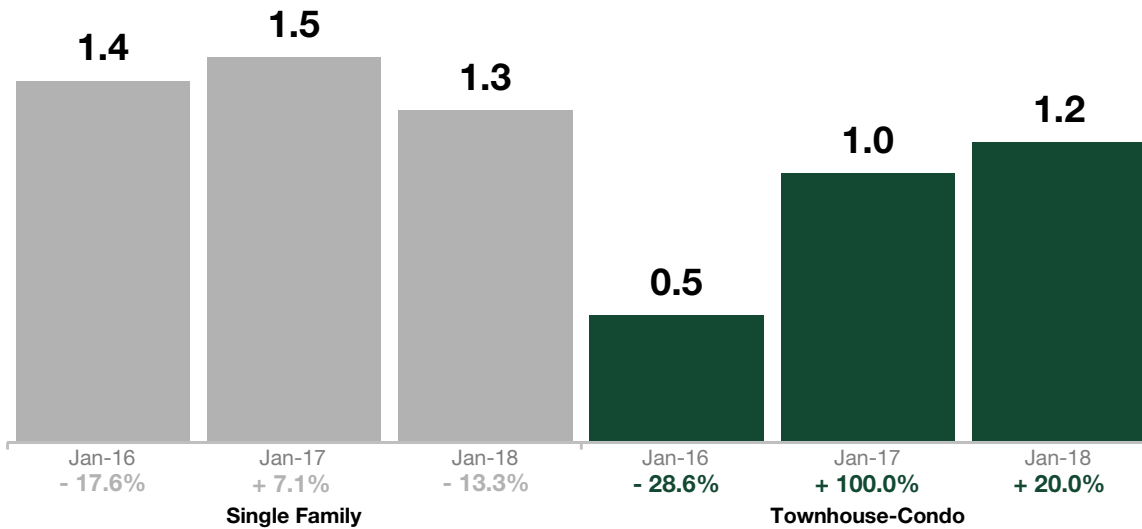
Historical Inventory of Active Listings by Month



Months Supply of Inventory

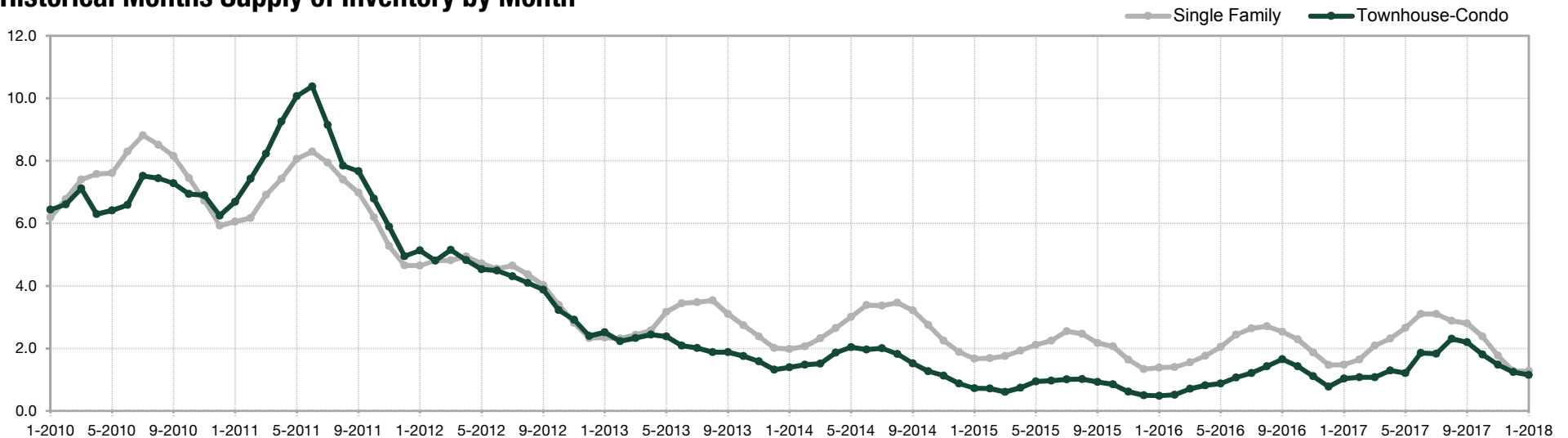


January



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	1.6	+14.3%	1.1	+120.0%
Mar-2017	2.1	+31.3%	1.1	+57.1%
Apr-2017	2.3	+27.8%	1.3	+62.5%
May-2017	2.7	+35.0%	1.2	+33.3%
Jun-2017	3.1	+29.2%	1.9	+72.7%
Jul-2017	3.1	+19.2%	1.8	+50.0%
Aug-2017	2.9	+7.4%	2.3	+64.3%
Sep-2017	2.8	+12.0%	2.2	+29.4%
Oct-2017	2.4	+4.3%	1.8	+28.6%
Nov-2017	1.8	-5.3%	1.5	+36.4%
Dec-2017	1.3	-13.3%	1.2	+50.0%
Jan-2018	1.3	-13.3%	1.2	+20.0%

Historical Months Supply of Inventory by Month



Total Market Overview

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



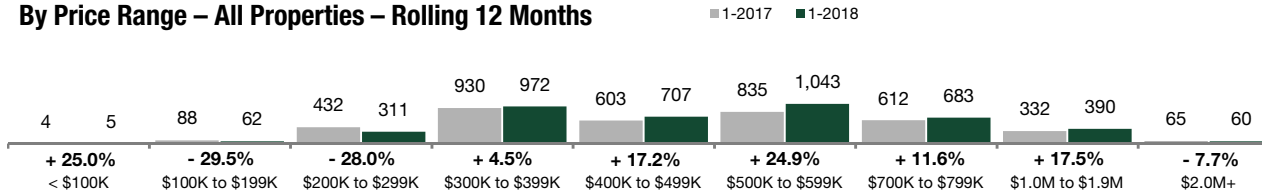
Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		327	341	+ 4.3%	327	341	+ 4.3%
Pending / Under Contract		237	275	+ 16.0%	237	275	+ 16.0%
Sold Listings		219	197	- 10.0%	219	197	- 10.0%
Median Sales Price		\$521,000	\$520,000	- 0.2%	\$521,000	\$520,000	- 0.2%
Average Sales Price		\$624,891	\$663,021	+ 6.1%	\$624,891	\$663,021	+ 6.1%
Pct. of List Price Received		98.8%	98.6%	- 0.2%	98.8%	98.6%	- 0.2%
Days on Market		84	81	- 3.6%	84	81	- 3.6%
Affordability Index		66	66	0.0%	66	66	0.0%
Active Listings		442	438	- 0.9%	--	--	--
Months Supply		1.4	1.2	- 14.3%	--	--	--

Sold Listings

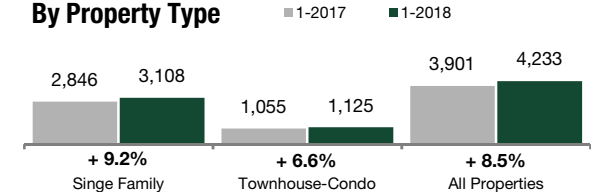
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$99,999 and Below	4	5	+25.0%	0	0	--
\$100,000 to \$199,999	31	23	-25.8%	57	39	-31.6%
\$200,000 to \$299,999	175	72	-58.9%	257	239	-7.0%
\$300,000 to \$399,999	613	620	+1.1%	317	352	+11.0%
\$400,000 to \$499,999	413	473	+14.5%	190	234	+23.2%
\$500,000 to \$699,999	698	862	+23.5%	137	181	+32.1%
\$700,000 to \$999,999	539	621	+15.2%	73	62	-15.1%
\$1,000,000 to \$1,999,999	310	373	+20.3%	22	17	-22.7%
\$2,000,000 and Above	63	59	-6.3%	2	1	-50.0%
All Price Ranges	2,846	3,108	+9.2%	1,055	1,125	+6.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2017	1-2018	Change	12-2017	1-2018	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	2	0	-100.0%	3	4	+33.3%
\$200,000 to \$299,999	9	3	-66.7%	17	18	+5.9%
\$300,000 to \$399,999	31	24	-22.6%	25	8	-68.0%
\$400,000 to \$499,999	37	24	-35.1%	9	13	+44.4%
\$500,000 to \$699,999	65	27	-58.5%	22	20	-9.1%
\$700,000 to \$999,999	51	27	-47.1%	7	4	-42.9%
\$1,000,000 to \$1,999,999	26	18	-30.8%	0	1	--
\$2,000,000 and Above	1	6	+500.0%	0	0	--
All Price Ranges	223	129	-42.2%	83	68	-18.1%

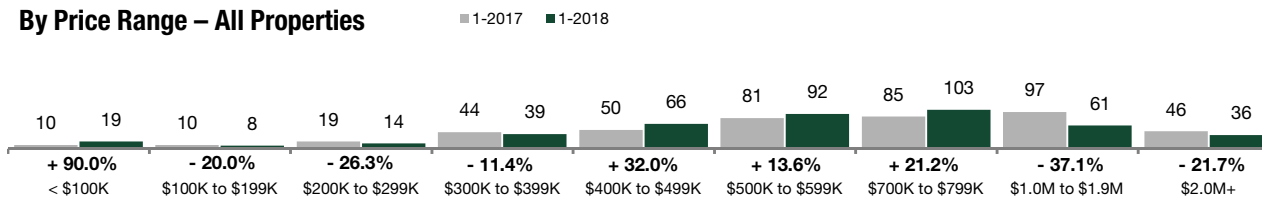
Year to Date

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	0	-100.0%	2	4	+100.0%
\$200,000 to \$299,999	5	3	-40.0%	11	18	+63.6%
\$300,000 to \$399,999	39	24	-38.5%	11	8	-27.3%
\$400,000 to \$499,999	25	24	-4.0%	7	13	+85.7%
\$500,000 to \$699,999	45	27	-40.0%	9	20	+122.2%
\$700,000 to \$999,999	36	27	-25.0%	2	4	+100.0%
\$1,000,000 to \$1,999,999	20	18	-10.0%	2	1	-50.0%
\$2,000,000 and Above	3	6	+100.0%	0	0	--
All Price Ranges	175	129	-26.3%	44	68	+54.5%

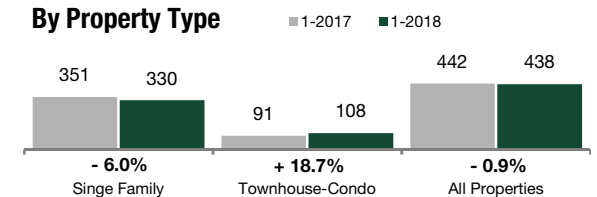
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$99,999 and Below	10	19	+90.0%	0	0	--
\$100,000 to \$199,999	5	6	+20.0%	5	2	-60.0%
\$200,000 to \$299,999	6	1	-83.3%	13	13	0.0%
\$300,000 to \$399,999	26	18	-30.8%	18	21	+16.7%
\$400,000 to \$499,999	33	52	+57.6%	17	14	-17.6%
\$500,000 to \$699,999	66	64	-3.0%	15	28	+86.7%
\$700,000 to \$999,999	71	79	+11.3%	14	24	+71.4%
\$1,000,000 to \$1,999,999	89	56	-37.1%	8	5	-37.5%
\$2,000,000 and Above	45	35	-22.2%	1	1	0.0%
All Price Ranges	351	330	-6.0%	91	108	+18.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2017	1-2018	Change	12-2017	1-2018	Change
\$99,999 and Below	19	19	0.0%	0	0	--
\$100,000 to \$199,999	5	6	+20.0%	2	2	0.0%
\$200,000 to \$299,999	1	1	0.0%	13	13	0.0%
\$300,000 to \$399,999	17	18	+5.9%	22	21	-4.5%
\$400,000 to \$499,999	60	52	-13.3%	11	14	+27.3%
\$500,000 to \$699,999	70	64	-8.6%	25	28	+12.0%
\$700,000 to \$999,999	72	79	+9.7%	34	24	-29.4%
\$1,000,000 to \$1,999,999	55	56	+1.8%	5	5	0.0%
\$2,000,000 and Above	38	35	-7.9%	2	1	-50.0%
All Price Ranges	337	330	-2.1%	114	108	-5.3%

Year to Date

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	2	0.0%	2	2	0.0%
\$200,000 to \$299,999	13	13	0.0%	13	13	0.0%
\$300,000 to \$399,999	22	21	-4.5%	22	21	-4.5%
\$400,000 to \$499,999	11	14	+27.3%	11	14	+27.3%
\$500,000 to \$699,999	25	28	+12.0%	25	28	+12.0%
\$700,000 to \$999,999	34	24	-29.4%	34	24	-29.4%
\$1,000,000 to \$1,999,999	5	5	0.0%	5	5	0.0%
\$2,000,000 and Above	2	1	-50.0%	2	1	-50.0%
All Price Ranges	114	108	-5.3%	114	108	-5.3%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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