

Monthly Indicators



April 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 0.9 percent for single family homes and 27.1 percent for townhouse-condo properties. Pending Sales landed at 331 for single family homes and 127 for townhouse-condo properties.

The Median Sales Price was up 8.8 percent to \$650,000 for single family homes and 12.1 percent to \$429,950 for townhouse-condo properties. Days on Market decreased 1.9 percent for single family homes but increased 40.0 percent for townhouse-condo properties.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

Activity Snapshot

- 3.2%

+ 10.7%

+ 9.8%

One-Year Change in
Sold Listings
All Properties

One-Year Change in
Median Sales Price
All Properties

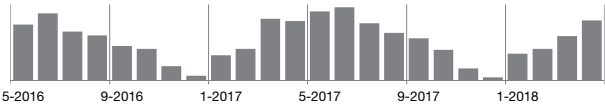
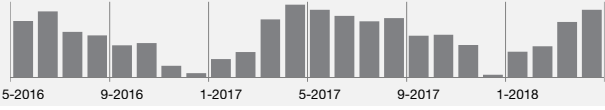
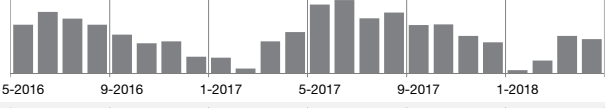
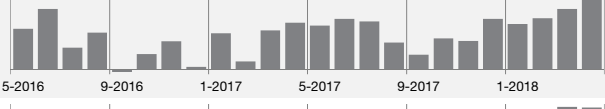
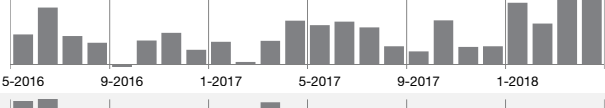
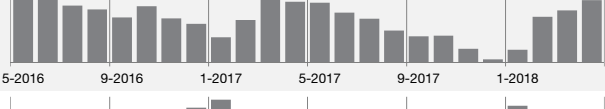
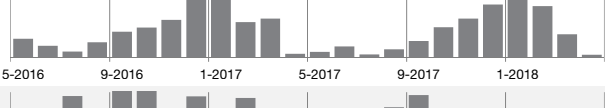
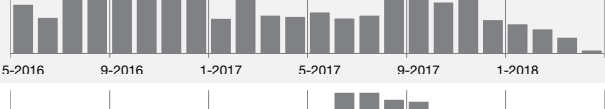
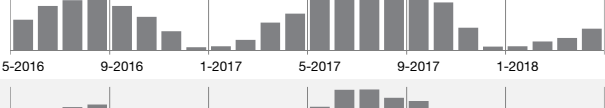
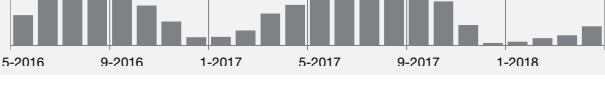
One-Year Change in
Days on Market
All Properties

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

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

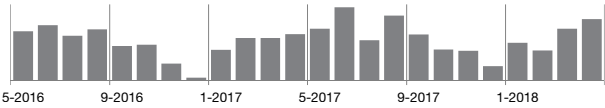
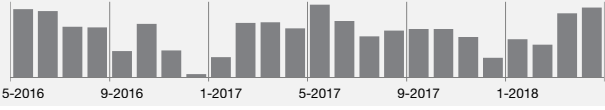
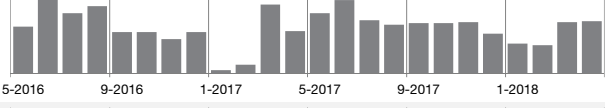
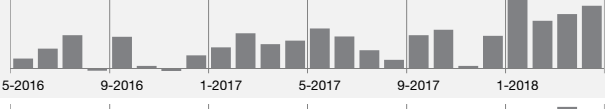
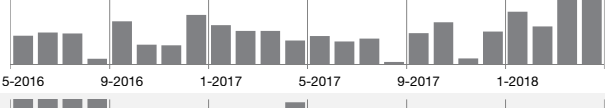
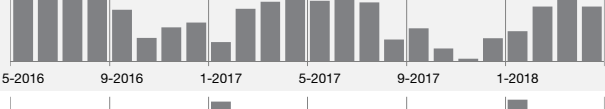
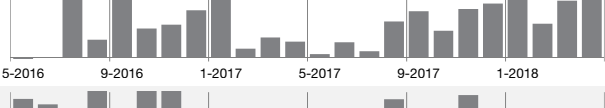
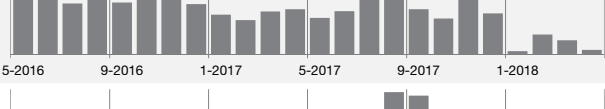
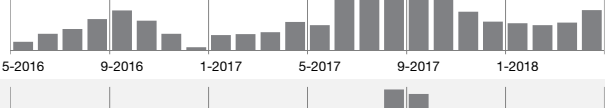
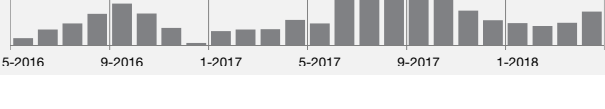
Single Family Market Overview

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

Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		446	450	+ 0.9%	1,417	1,323	- 6.6%
Pending / Under Contract		347	331	- 4.6%	1,024	1,041	+ 1.7%
Sold Listings		257	235	- 8.6%	800	781	- 2.4%
Median Sales Price		\$597,365	\$650,000	+ 8.8%	\$571,888	\$625,000	+ 9.3%
Average Sales Price		\$730,237	\$810,783	+ 11.0%	\$679,417	\$787,482	+ 15.9%
Pct. of List Price Received		100.2%	100.2%	0.0%	99.8%	99.6%	- 0.2%
Days on Market Until Sale		53	52	- 1.9%	68	66	- 2.9%
Housing Affordability Index		60	52	- 13.3%	62	54	- 12.9%
Inventory of Active Listings		550	458	- 16.7%	--	--	--
Months Supply of Inventory		2.3	1.7	- 26.1%	--	--	--

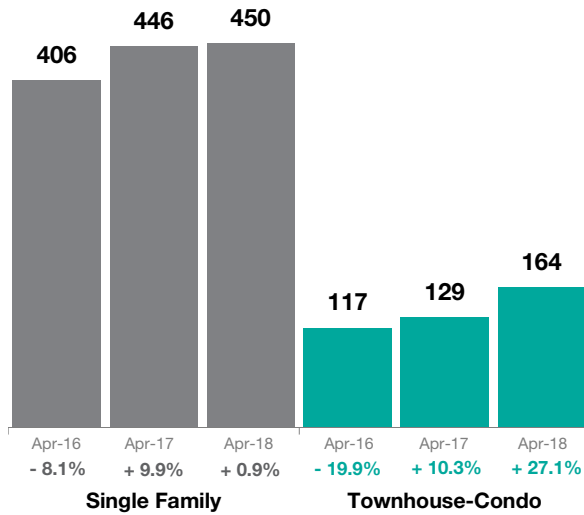
Townhouse-Condo Market Overview

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

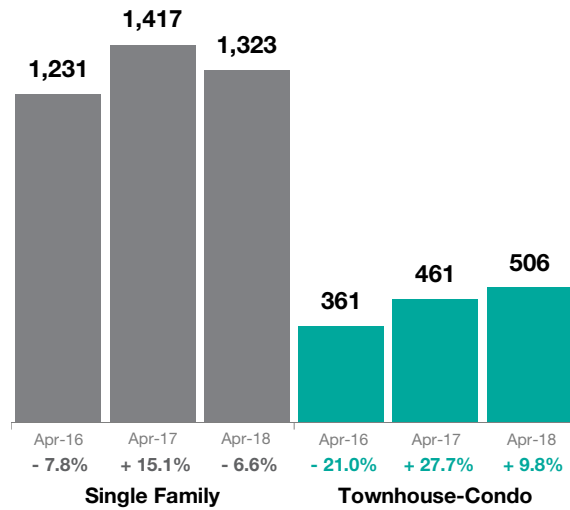
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		129	164	+ 27.1%	461	506	+ 9.8%
Pending / Under Contract		99	127	+ 28.3%	372	407	+ 9.4%
Sold Listings		88	99	+ 12.5%	300	343	+ 14.3%
Median Sales Price		\$383,500	\$429,950	+ 12.1%	\$389,900	\$420,000	+ 7.7%
Average Sales Price		\$417,946	\$506,290	+ 21.1%	\$433,859	\$492,070	+ 13.4%
Pct. of List Price Received		101.1%	100.5%	- 0.6%	100.5%	100.4%	- 0.1%
Days on Market Until Sale		45	63	+ 40.0%	48	62	+ 29.2%
Housing Affordability Index		93	79	- 15.1%	92	80	- 13.0%
Inventory of Active Listings		117	141	+ 20.5%	--	--	--
Months Supply of Inventory		1.3	1.5	+ 15.4%	--	--	--

New Listings

April

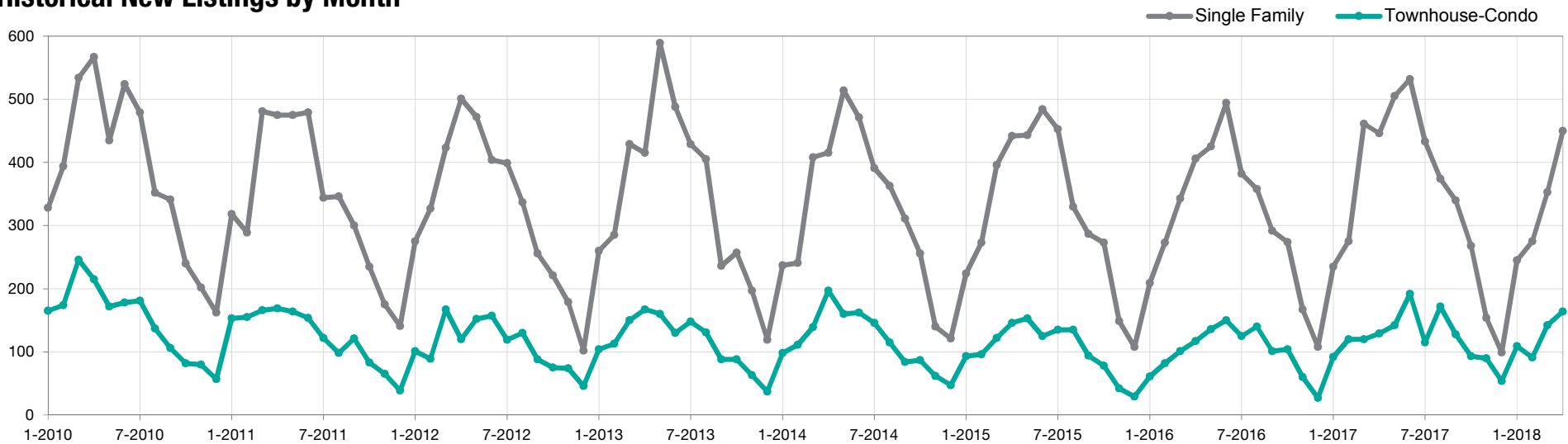


Year to Date



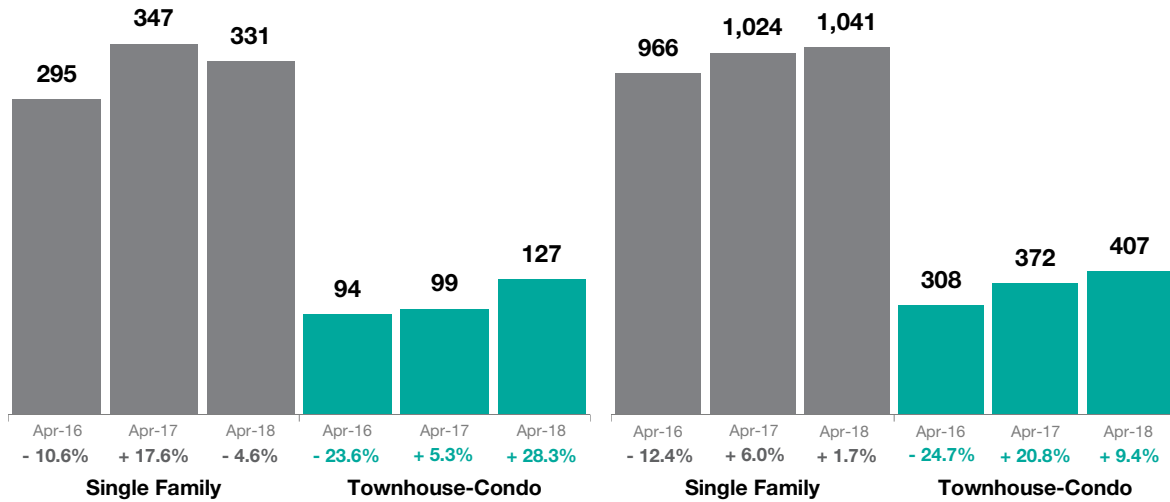
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	505	+18.8%	142	+4.4%
Jun-2017	532	+7.7%	192	+28.0%
Jul-2017	433	+13.4%	115	-8.0%
Aug-2017	374	+4.5%	172	+22.9%
Sep-2017	340	+16.4%	128	+26.7%
Oct-2017	268	-2.2%	93	-10.6%
Nov-2017	154	-7.8%	90	+50.0%
Dec-2017	99	-8.3%	54	+100.0%
Jan-2018	245	+4.3%	109	+18.5%
Feb-2018	275	0.0%	91	-24.2%
Mar-2018	353	-23.4%	142	+18.3%
Apr-2018	450	+0.9%	164	+27.1%

Historical New Listings by Month

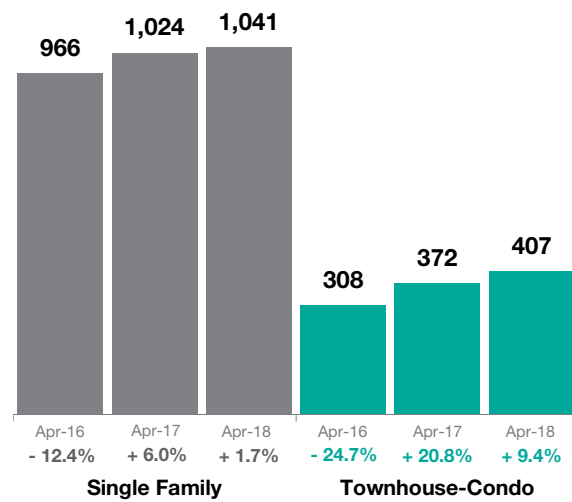


Pending / Under Contract

April

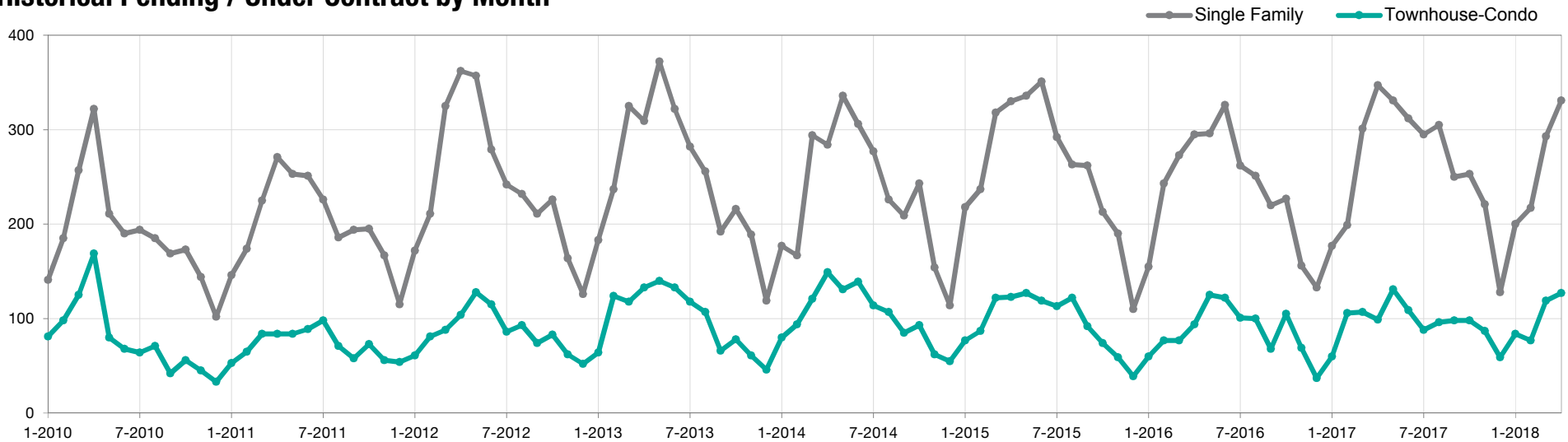


Year to Date



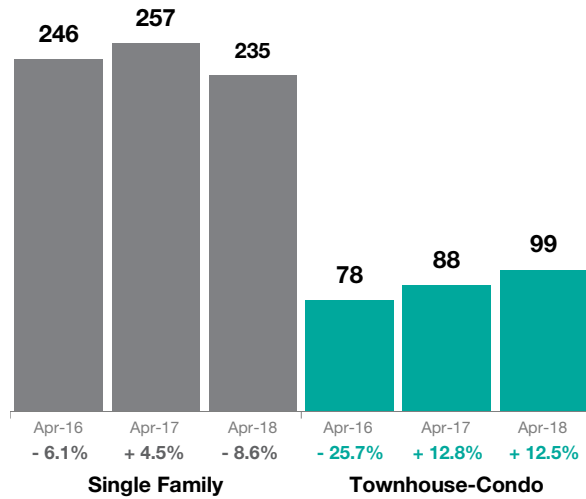
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	331	+11.8%	131	+4.8%
Jun-2017	312	-4.3%	109	-10.7%
Jul-2017	295	+12.6%	88	-12.9%
Aug-2017	305	+21.5%	96	-4.0%
Sep-2017	250	+13.6%	98	+44.1%
Oct-2017	253	+11.5%	98	-6.7%
Nov-2017	221	+41.7%	87	+26.1%
Dec-2017	128	-3.8%	59	+59.5%
Jan-2018	200	+13.0%	84	+40.0%
Feb-2018	217	+9.0%	77	-27.4%
Mar-2018	293	-2.7%	119	+11.2%
Apr-2018	331	-4.6%	127	+28.3%

Historical Pending / Under Contract by Month

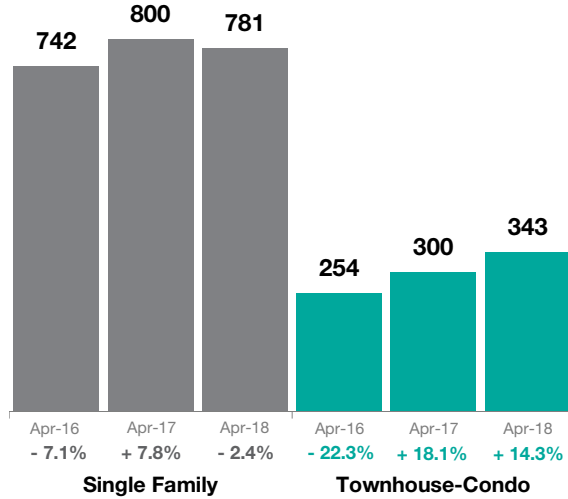


Sold Listings

April

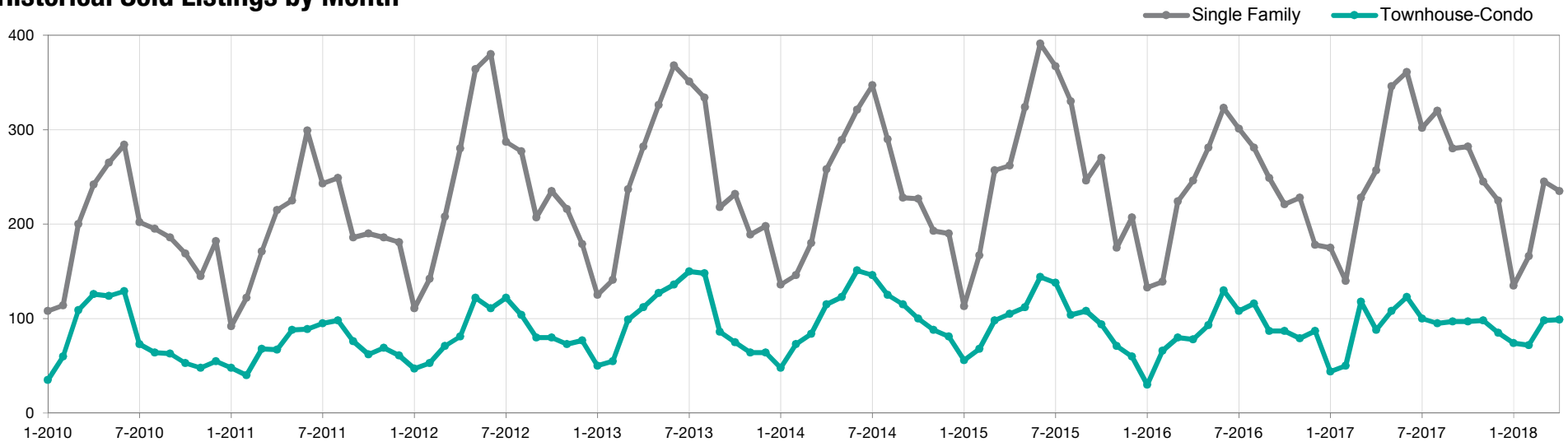


Year to Date



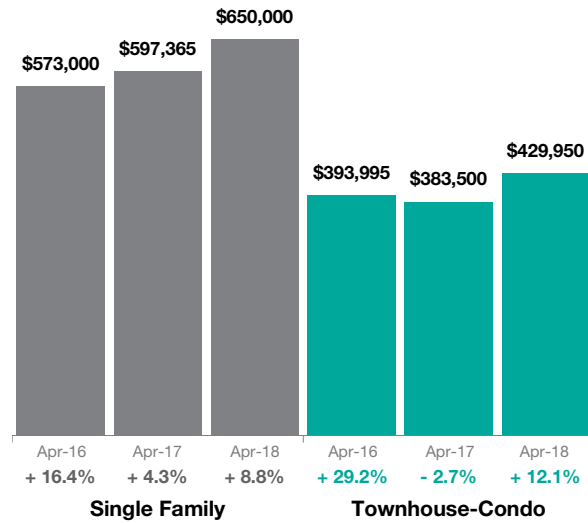
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	346	+23.1%	108	+16.1%
Jun-2017	361	+11.8%	123	-5.4%
Jul-2017	302	+0.3%	100	-7.4%
Aug-2017	320	+13.9%	95	-18.1%
Sep-2017	280	+12.4%	97	+11.5%
Oct-2017	282	+27.6%	97	+11.5%
Nov-2017	245	+7.5%	98	+24.1%
Dec-2017	225	+26.4%	85	-2.3%
Jan-2018	135	-22.9%	74	+68.2%
Feb-2018	166	+18.6%	72	+44.0%
Mar-2018	245	+7.5%	98	-16.9%
Apr-2018	235	-8.6%	99	+12.5%

Historical Sold Listings by Month

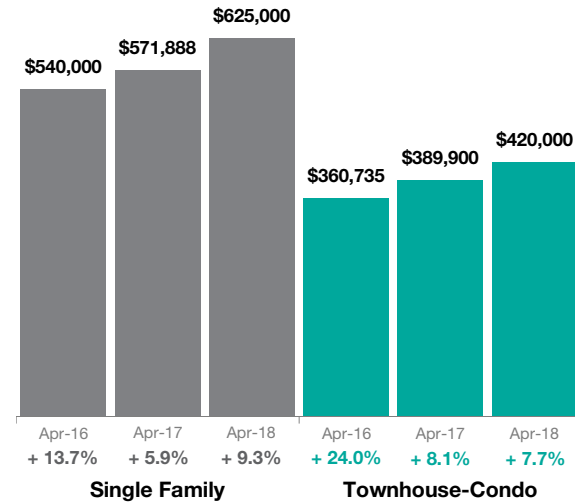


Median Sales Price

April

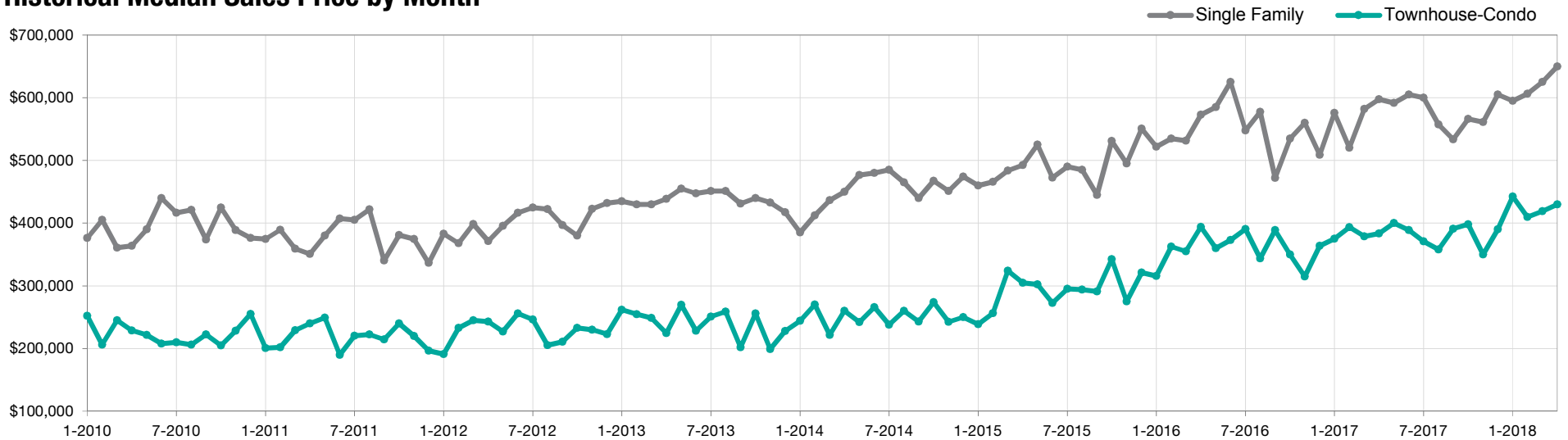


Year to Date



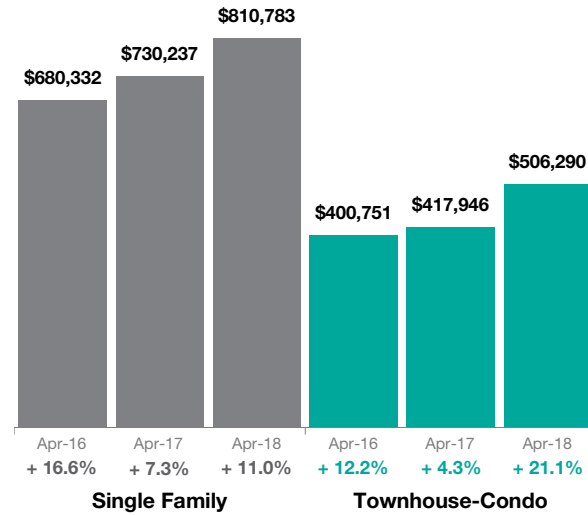
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	\$591,500	+1.1%	\$400,000	+11.1%
Jun-2017	\$605,000	-3.2%	\$389,000	+4.3%
Jul-2017	\$600,000	+9.6%	\$371,000	-5.1%
Aug-2017	\$557,500	-3.5%	\$358,000	+4.1%
Sep-2017	\$533,683	+13.1%	\$390,900	+0.5%
Oct-2017	\$566,000	+5.8%	\$398,000	+13.7%
Nov-2017	\$561,000	+0.2%	\$350,000	+11.1%
Dec-2017	\$604,900	+18.8%	\$390,000	+7.1%
Jan-2018	\$595,000	+3.3%	\$442,500	+18.0%
Feb-2018	\$606,500	+16.6%	\$410,000	+4.2%
Mar-2018	\$625,000	+7.4%	\$419,000	+10.6%
Apr-2018	\$650,000	+8.8%	\$429,950	+12.1%

Historical Median Sales Price by Month

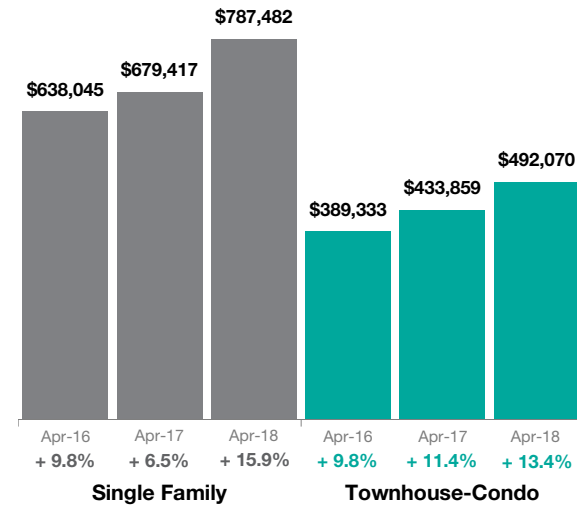


Average Sales Price

April

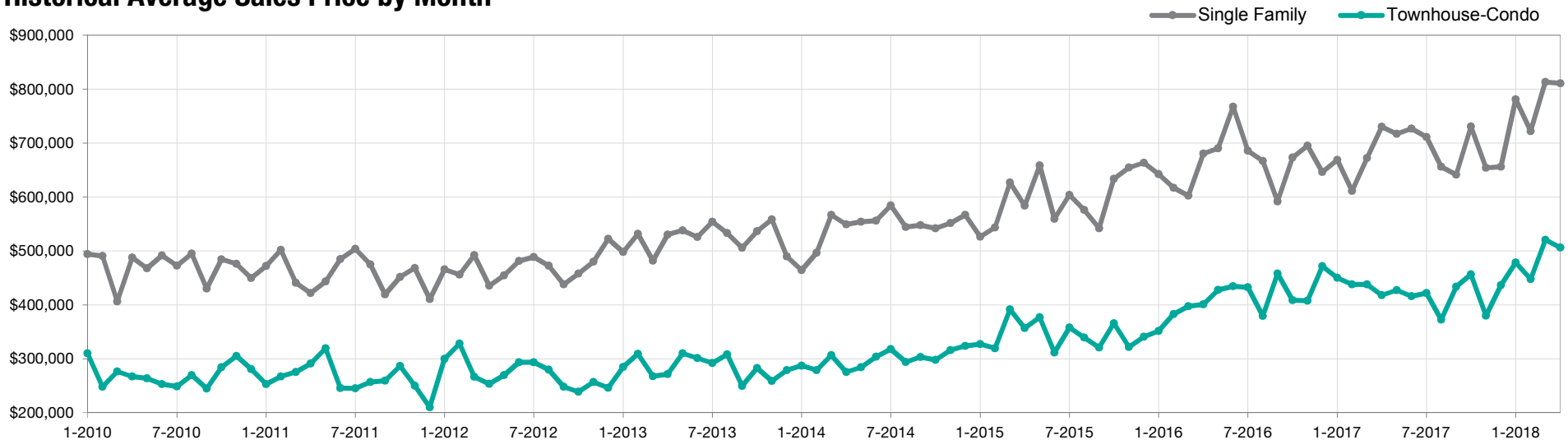


Year to Date



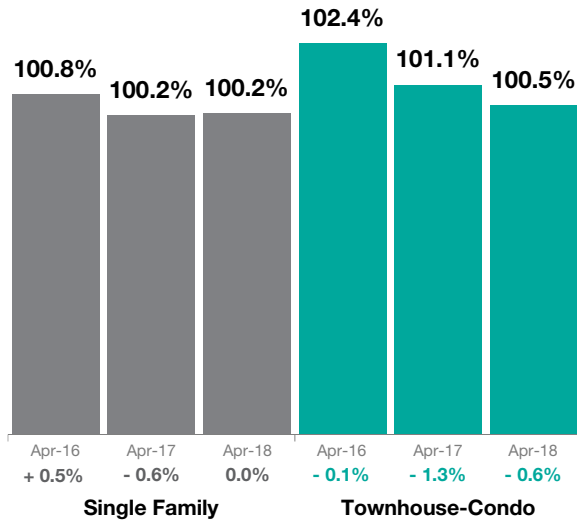
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	\$717,119	+3.9%	\$427,072	-0.1%
Jun-2017	\$727,047	-5.2%	\$415,989	-4.3%
Jul-2017	\$711,018	+3.7%	\$421,922	-2.5%
Aug-2017	\$655,911	-1.6%	\$372,587	-1.8%
Sep-2017	\$641,202	+8.4%	\$433,418	-5.4%
Oct-2017	\$730,711	+8.6%	\$456,424	+11.6%
Nov-2017	\$654,108	-5.9%	\$380,141	-6.7%
Dec-2017	\$656,275	+1.6%	\$436,564	-7.4%
Jan-2018	\$781,141	+16.8%	\$478,501	+6.3%
Feb-2018	\$721,832	+18.1%	\$447,537	+2.2%
Mar-2018	\$813,106	+21.0%	\$520,669	+18.9%
Apr-2018	\$810,783	+11.0%	\$506,290	+21.1%

Historical Average Sales Price by Month

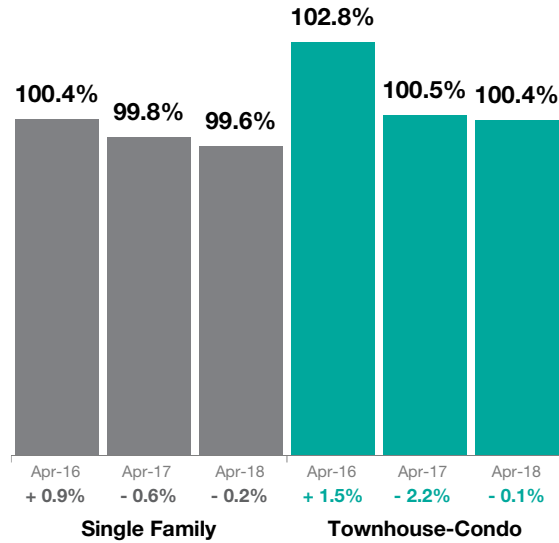


Percent of List Price Received

April

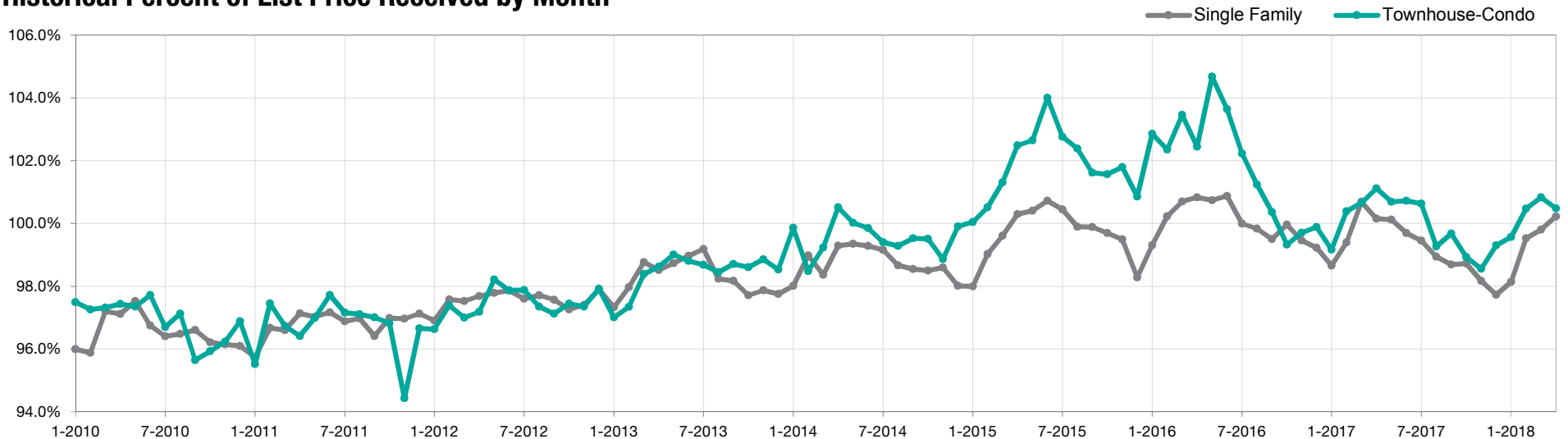


Year to Date



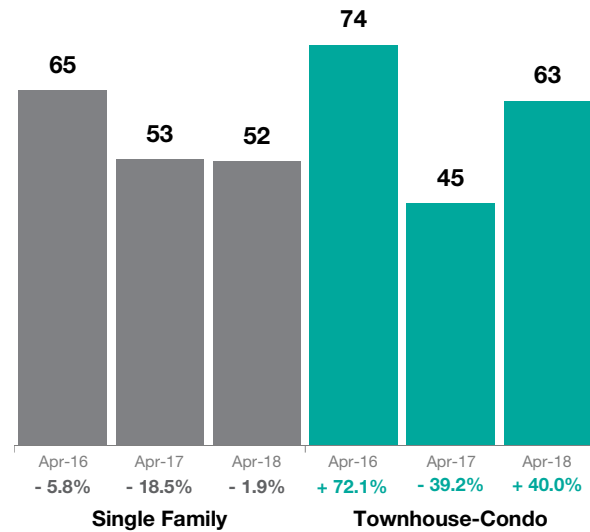
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	100.1%	-0.6%	100.7%	-3.8%
Jun-2017	99.7%	-1.2%	100.7%	-2.8%
Jul-2017	99.4%	-0.6%	100.6%	-1.6%
Aug-2017	98.9%	-0.9%	99.3%	-1.9%
Sep-2017	98.7%	-0.8%	99.7%	-0.7%
Oct-2017	98.7%	-1.3%	98.9%	-0.4%
Nov-2017	98.2%	-1.3%	98.6%	-1.1%
Dec-2017	97.7%	-1.5%	99.3%	-0.6%
Jan-2018	98.1%	-0.6%	99.6%	+0.4%
Feb-2018	99.5%	+0.1%	100.5%	+0.1%
Mar-2018	99.8%	-0.9%	100.8%	+0.1%
Apr-2018	100.2%	0.0%	100.5%	-0.6%

Historical Percent of List Price Received by Month

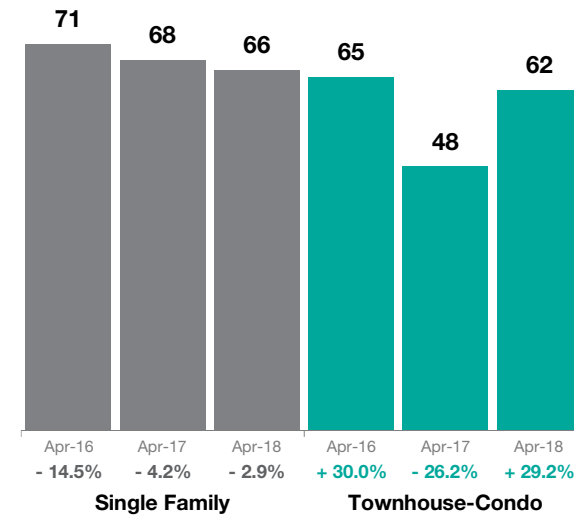


Days on Market Until Sale

April

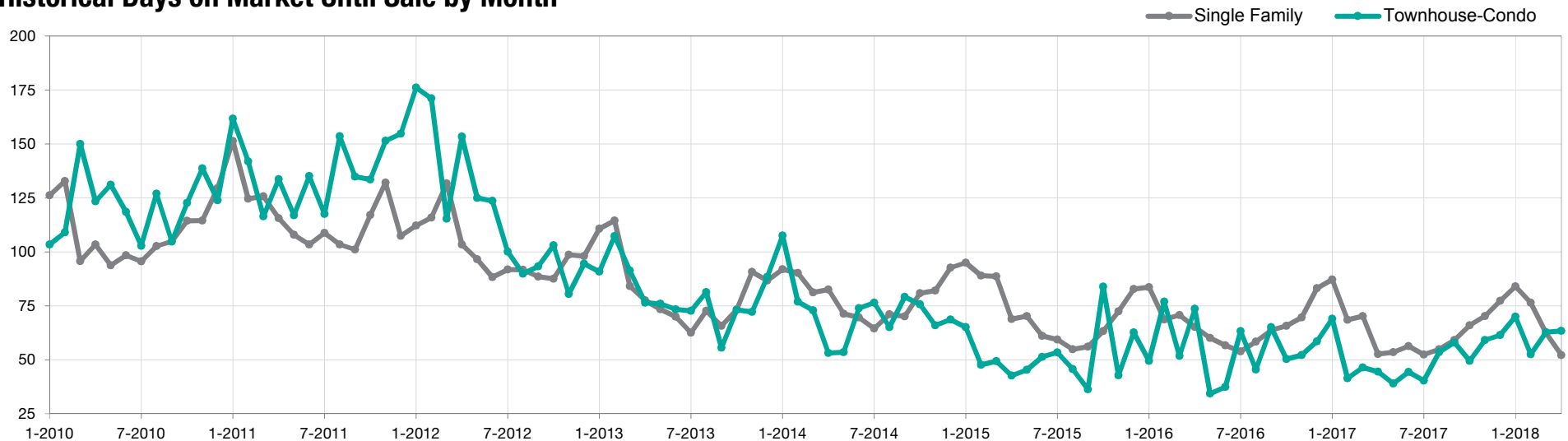


Year to Date



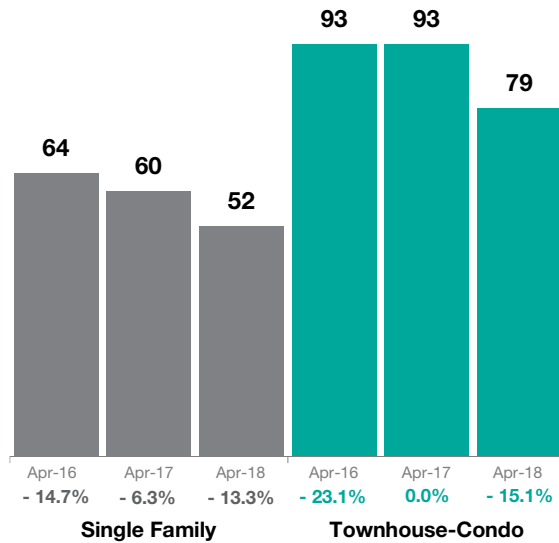
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	54	-10.0%	39	+14.7%
Jun-2017	56	-1.8%	44	+18.9%
Jul-2017	52	-3.7%	40	-36.5%
Aug-2017	55	-5.2%	53	+17.8%
Sep-2017	59	-7.8%	58	-10.8%
Oct-2017	66	0.0%	49	-2.0%
Nov-2017	70	0.0%	59	+13.5%
Dec-2017	77	-7.2%	61	+3.4%
Jan-2018	84	-3.4%	70	+1.4%
Feb-2018	76	+10.1%	53	+29.3%
Mar-2018	62	-11.4%	63	+37.0%
Apr-2018	52	-1.9%	63	+40.0%

Historical Days on Market Until Sale by Month

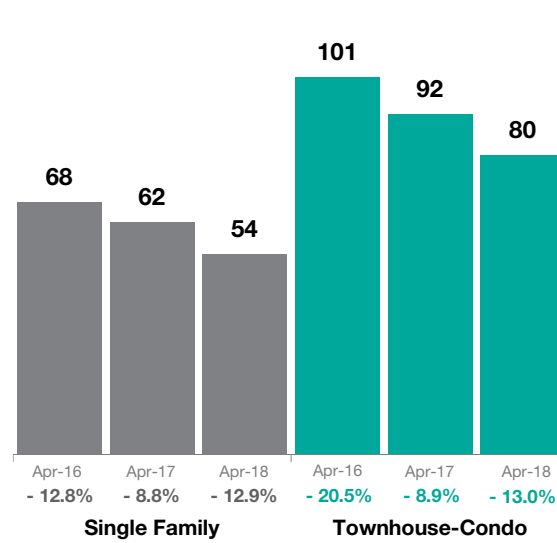


Housing Affordability Index

April

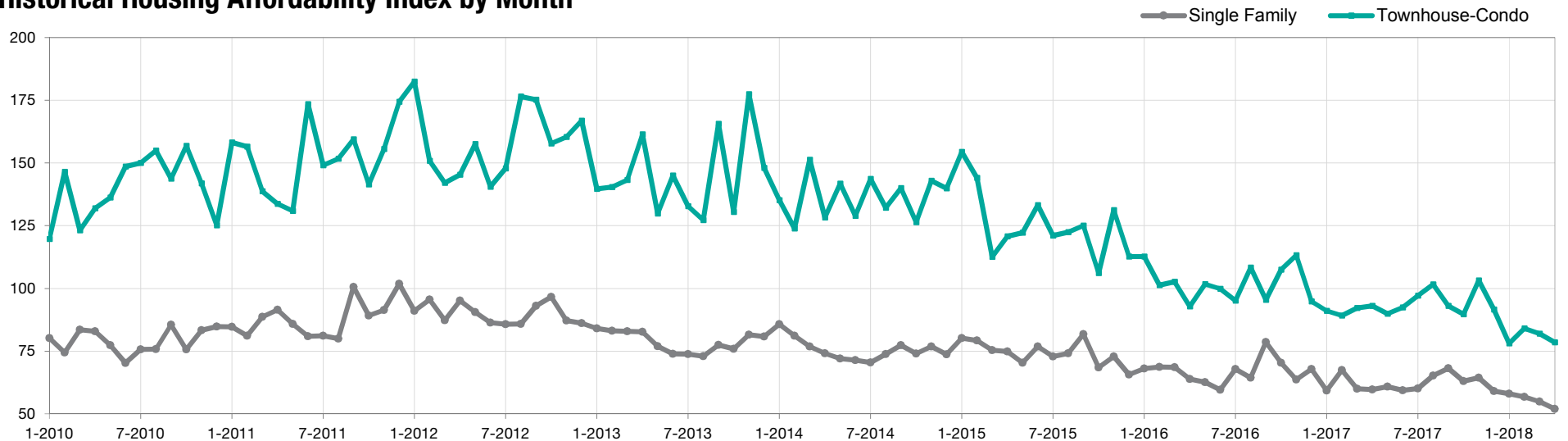


Year to Date



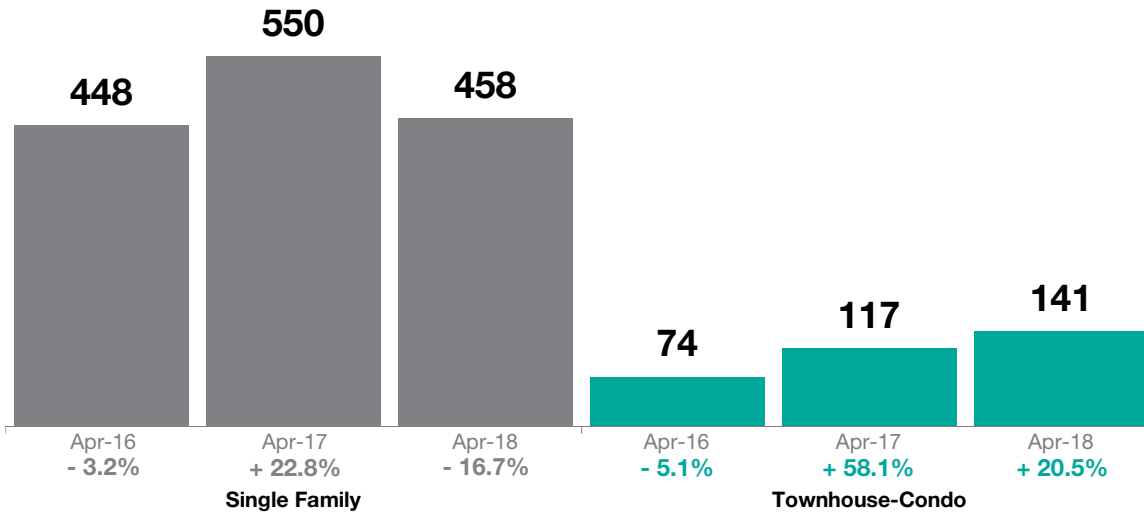
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	61	-3.2%	90	-11.8%
Jun-2017	59	-1.7%	92	-8.0%
Jul-2017	60	-11.8%	97	+2.1%
Aug-2017	65	+1.6%	102	-5.6%
Sep-2017	68	-13.9%	93	-2.1%
Oct-2017	63	-10.0%	90	-15.9%
Nov-2017	64	0.0%	103	-8.8%
Dec-2017	59	-13.2%	92	-3.2%
Jan-2018	58	-1.7%	78	-14.3%
Feb-2018	57	-14.9%	84	-5.6%
Mar-2018	55	-8.3%	82	-10.9%
Apr-2018	52	-13.3%	79	-15.1%

Historical Housing Affordability Index by Month



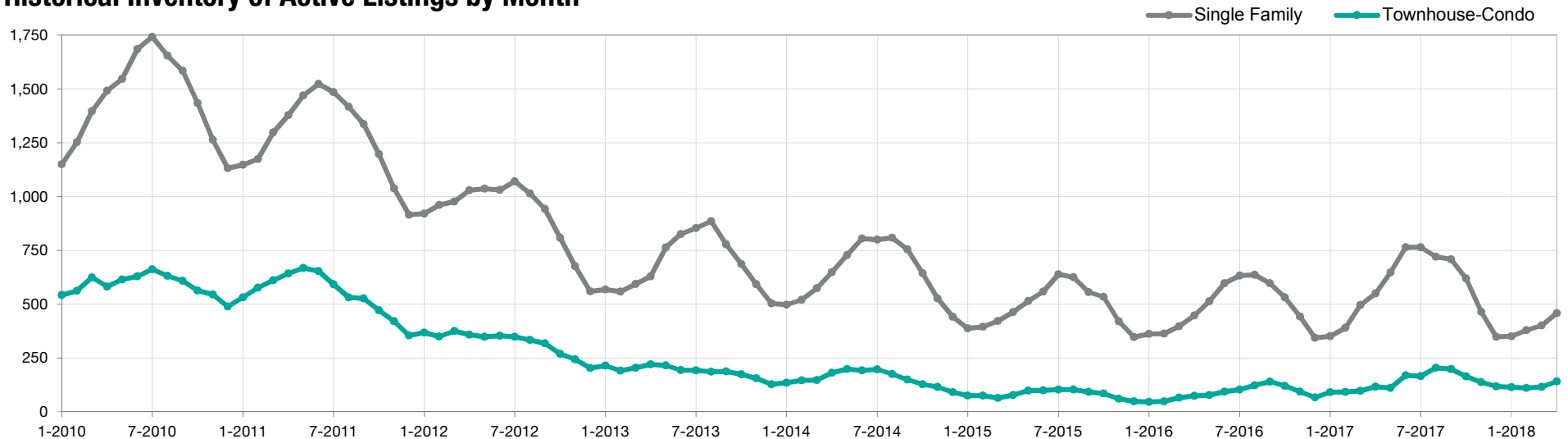
Inventory of Active Listings

April



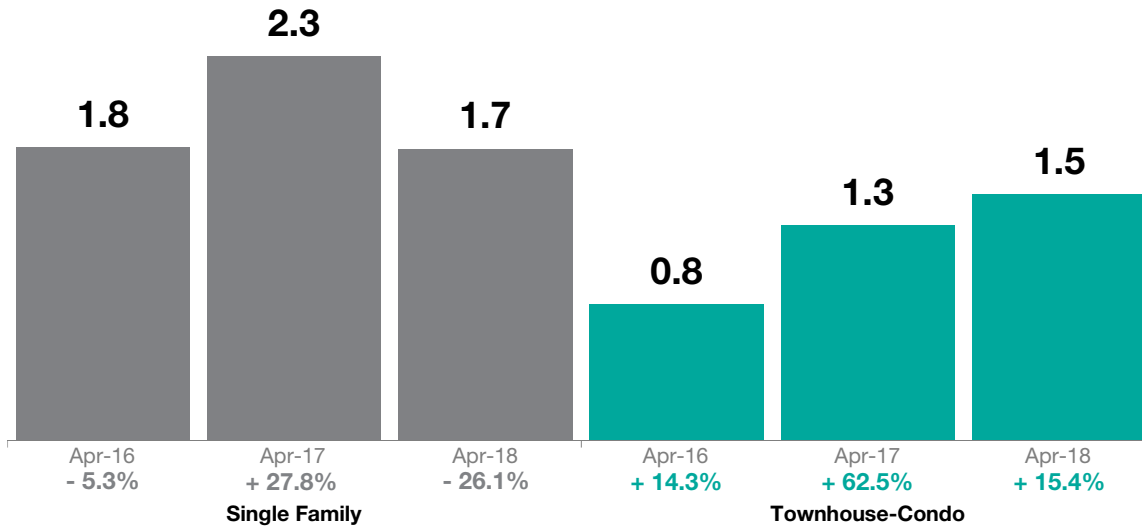
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	647	+26.1%	111	+42.3%
Jun-2017	764	+27.8%	169	+79.8%
Jul-2017	765	+20.9%	166	+61.2%
Aug-2017	721	+13.2%	205	+66.7%
Sep-2017	709	+18.8%	198	+41.4%
Oct-2017	619	+16.6%	165	+37.5%
Nov-2017	464	+5.0%	138	+46.8%
Dec-2017	348	+1.2%	118	+76.1%
Jan-2018	351	0.0%	115	+26.4%
Feb-2018	379	-2.8%	111	+19.4%
Mar-2018	401	-19.2%	116	+19.6%
Apr-2018	458	-16.7%	141	+20.5%

Historical Inventory of Active Listings by Month



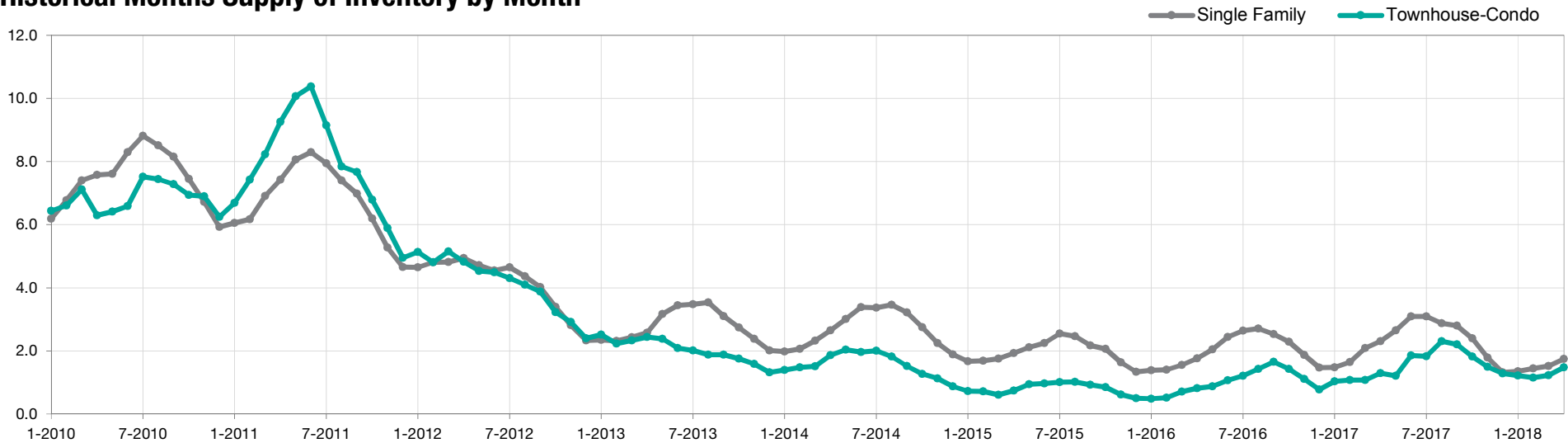
Months Supply of Inventory

April



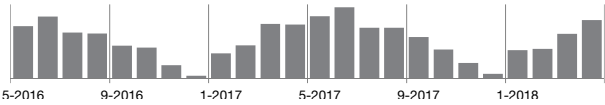
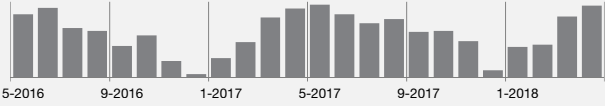
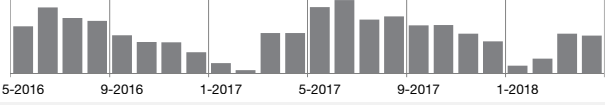
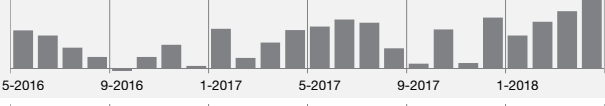
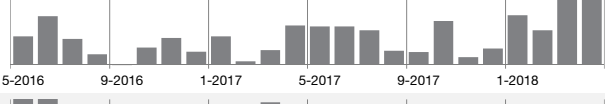
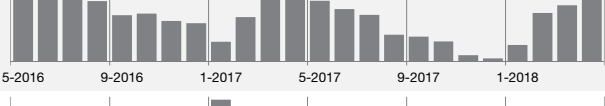
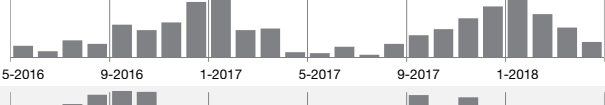
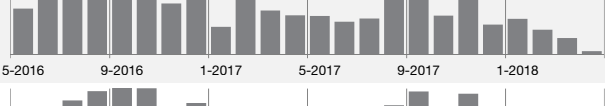
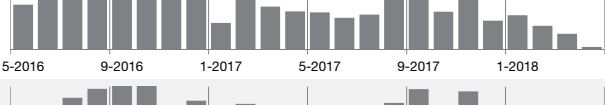
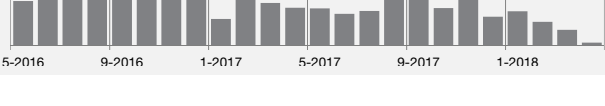
Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	2.7	+35.0%	1.2	+33.3%
Jun-2017	3.1	+29.2%	1.9	+72.7%
Jul-2017	3.1	+19.2%	1.8	+50.0%
Aug-2017	2.9	+7.4%	2.3	+64.3%
Sep-2017	2.8	+12.0%	2.2	+29.4%
Oct-2017	2.4	+4.3%	1.8	+28.6%
Nov-2017	1.8	-5.3%	1.5	+36.4%
Dec-2017	1.3	-13.3%	1.3	+62.5%
Jan-2018	1.3	-13.3%	1.2	+20.0%
Feb-2018	1.4	-12.5%	1.2	+9.1%
Mar-2018	1.5	-28.6%	1.2	+9.1%
Apr-2018	1.7	-26.1%	1.5	+15.4%

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.

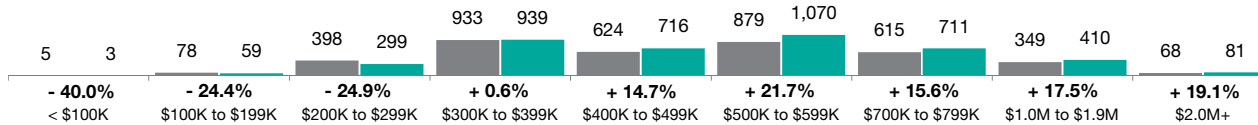
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		575	614	+ 6.8%	1,878	1,829	- 2.6%
Pending / Under Contract		446	458	+ 2.7%	1,396	1,448	+ 3.7%
Sold Listings		345	334	- 3.2%	1,100	1,124	+ 2.2%
Median Sales Price		\$519,000	\$574,500	+ 10.7%	\$500,500	\$550,000	+ 9.9%
Average Sales Price		\$650,580	\$720,529	+ 10.8%	\$612,447	\$697,334	+ 13.9%
Pct. of List Price Received		100.4%	100.3%	- 0.1%	100.0%	99.8%	- 0.2%
Days on Market Until Sale		51	56	+ 9.8%	63	65	+ 3.2%
Housing Affordability Index		69	59	- 14.5%	71	61	- 14.1%
Inventory of Active Listings		667	599	- 10.2%	--	--	--
Months Supply of Inventory		2.0	1.7	- 15.0%	--	--	--

Sold Listings

Actual sales that have closed in a given month.

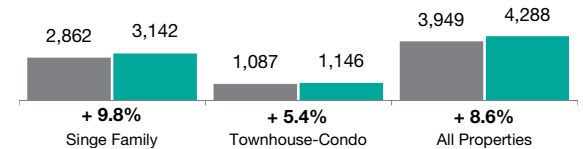
By Price Range – All Properties – Rolling 12 Months

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



Rolling 12 Months

Compared to Prior Month

Year to Date

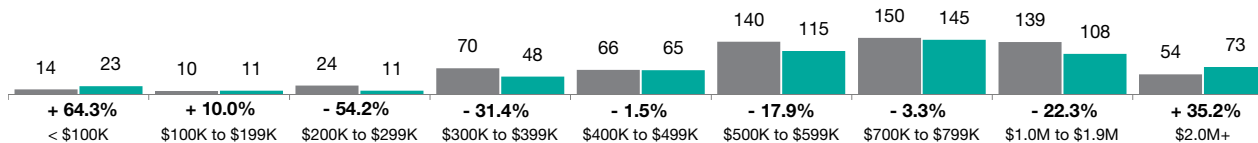
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change	3-2018	4-2018	Change	3-2018	4-2018	Change	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	5	3	-40.0%	0	0	--	0	0	--	0	0	--	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	30	21	-30.0%	48	38	-20.8%	2	1	-50.0%	1	2	+100.0%	8	3	-62.5%	8	9	+12.5%
\$200,000 to \$299,999	143	63	-55.9%	255	236	-7.5%	0	1	--	14	24	+71.4%	17	5	-70.6%	60	64	+6.7%
\$300,000 to \$399,999	606	599	-1.2%	327	340	+4.0%	43	26	-39.5%	30	16	-46.7%	169	132	-21.9%	96	79	-17.7%
\$400,000 to \$499,999	417	482	+15.6%	207	234	+13.0%	42	37	-11.9%	22	18	-18.2%	119	124	+4.2%	66	72	+9.1%
\$500,000 to \$699,999	731	869	+18.9%	148	201	+35.8%	60	72	+20.0%	19	25	+31.6%	217	205	-5.5%	48	79	+64.6%
\$700,000 to \$999,999	542	639	+17.9%	73	72	-1.4%	50	52	+4.0%	8	7	-12.5%	161	169	+5.0%	14	26	+85.7%
\$1,000,000 to \$1,999,999	323	387	+19.8%	26	23	-11.5%	34	35	+2.9%	3	7	+133.3%	95	107	+12.6%	7	12	+71.4%
\$2,000,000 and Above	65	79	+21.5%	3	2	-33.3%	14	11	-21.4%	1	0	-100.0%	13	36	+176.9%	1	2	+100.0%
All Price Ranges	2,862	3,142	+9.8%	1,087	1,146	+5.4%	245	235	-4.1%	98	99	+1.0%	800	781	-2.4%	300	343	+14.3%

Inventory of Active Listings

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

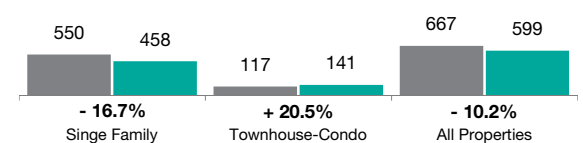
By Price Range – All Properties

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change	3-2018	4-2018	Change	3-2018	4-2018	Change	4-2017	4-2018	Change	4-2017	4-2018
\$99,999 and Below	14	23	+64.3%	0	0	--	20	23	+15.0%	0	0	--					
\$100,000 to \$199,999	6	6	0.0%	4	5	+25.0%	4	6	+50.0%	5	5	0.0%					
\$200,000 to \$299,999	5	2	-60.0%	19	9	-52.6%	1	2	+100.0%	12	9	-25.0%					
\$300,000 to \$399,999	46	25	-45.7%	24	23	-4.2%	24	25	+4.2%	16	23	+43.8%					
\$400,000 to \$499,999	45	41	-8.9%	21	24	+14.3%	44	41	-6.8%	10	24	+140.0%					
\$500,000 to \$699,999	115	81	-29.6%	25	34	+36.0%	75	81	+8.0%	24	34	+41.7%					
\$700,000 to \$999,999	134	111	-17.2%	16	34	+112.5%	92	111	+20.7%	37	34	-8.1%					
\$1,000,000 to \$1,999,999	135	99	-26.7%	4	9	+125.0%	84	99	+17.9%	9	9	0.0%					
\$2,000,000 and Above	50	70	+40.0%	4	3	-25.0%	57	70	+22.8%	3	3	0.0%					
All Price Ranges	550	458	-16.7%	117	141	+20.5%	401	458	+14.2%	116	141	+21.6%					

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.