

Monthly Indicators



April 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 4.5 percent for single family homes but decreased 6.0 percent for townhouse-condo properties. Pending Sales landed at 362 for single family homes and 115 for townhouse-condo properties.

The Median Sales Price was up 4.4 percent to \$667,000 for single family homes but decreased 11.8 percent to \$377,107 for townhouse-condo properties. Days on Market increased 9.3 percent for single family homes and 12.9 percent for townhouse-condo properties.

Although hiring and wage gains have been below expectations, the national unemployment rate held firm at 3.8 percent. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, and yet inventory is straining to keep pace in the most competitive price ranges.

Activity Snapshot

- 6.0%

+ 5.3%

+ 8.8%

One-Year Change in
Sold Listings
All Properties

One-Year Change in
Median Sales Price
All Properties

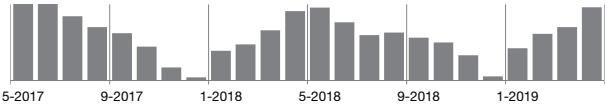
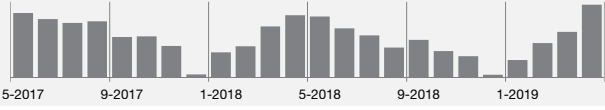
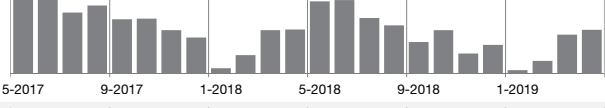
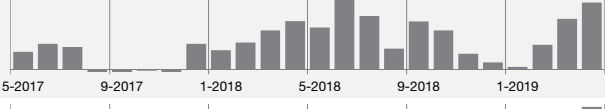
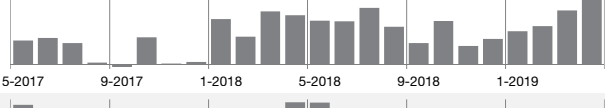
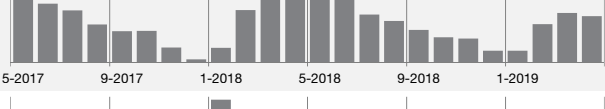
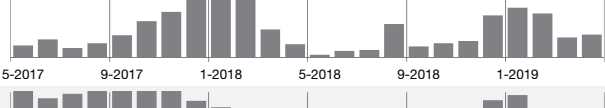
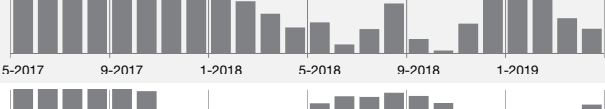
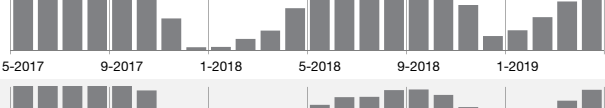
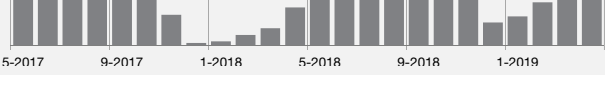
One-Year Change in
Days on Market
All Properties

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

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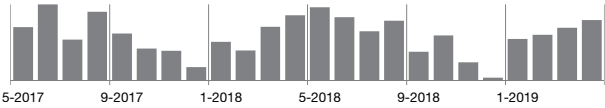
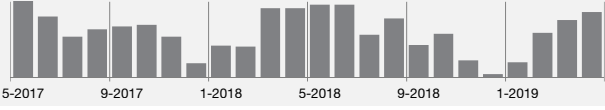
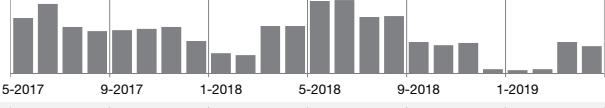
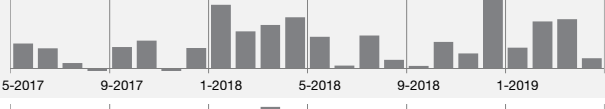
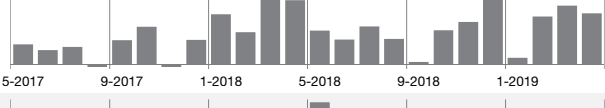
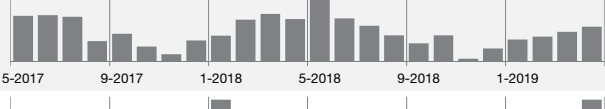
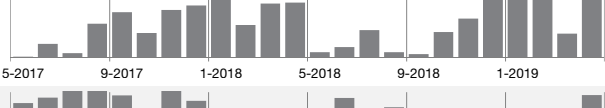
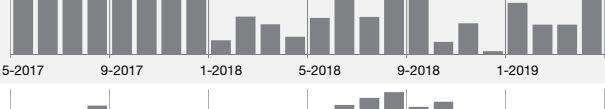
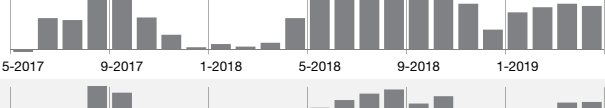
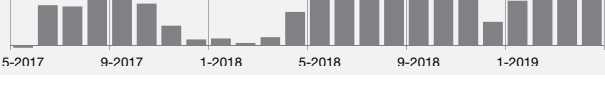
Single Family Market Overview

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

Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		462	483	+ 4.5%	1,343	1,452	+ 8.1%
Pending / Under Contract		326	362	+ 11.0%	1,036	1,039	+ 0.3%
Sold Listings		251	250	- 0.4%	809	772	- 4.6%
Median Sales Price		\$639,000	\$667,000	+ 4.4%	\$625,000	\$625,000	0.0%
Average Sales Price		\$791,903	\$860,734	+ 8.7%	\$780,257	\$804,473	+ 3.1%
Pct. of List Price Received		100.2%	99.2%	- 1.0%	99.6%	99.0%	- 0.6%
Days on Market Until Sale		54	59	+ 9.3%	66	63	- 4.5%
Housing Affordability Index		53	53	0.0%	54	56	+ 3.7%
Inventory of Active Listings		502	567	+ 12.9%	--	--	--
Months Supply of Inventory		1.9	2.4	+ 26.3%	--	--	--

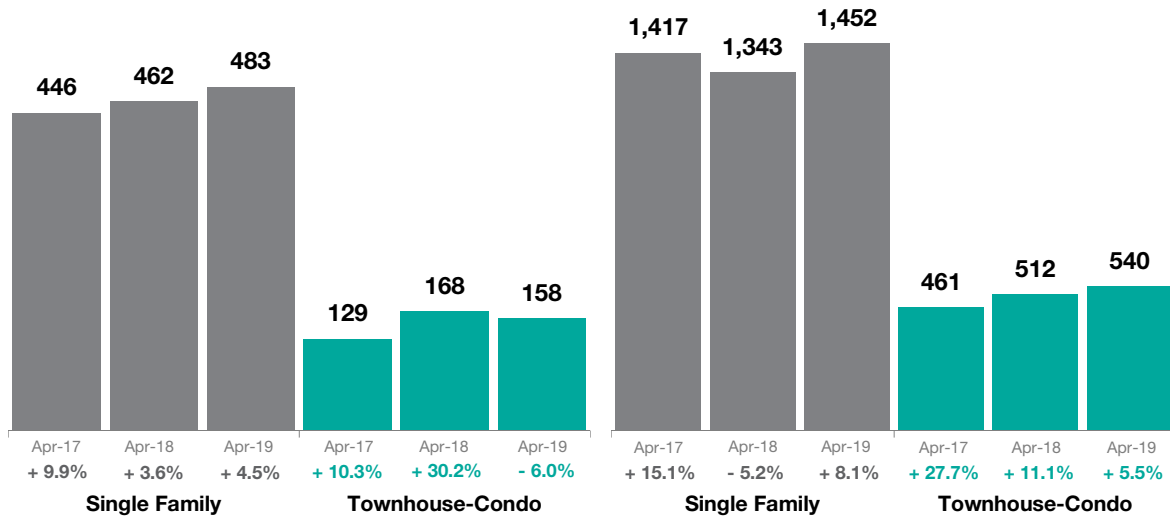
Townhouse-Condo Market Overview

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

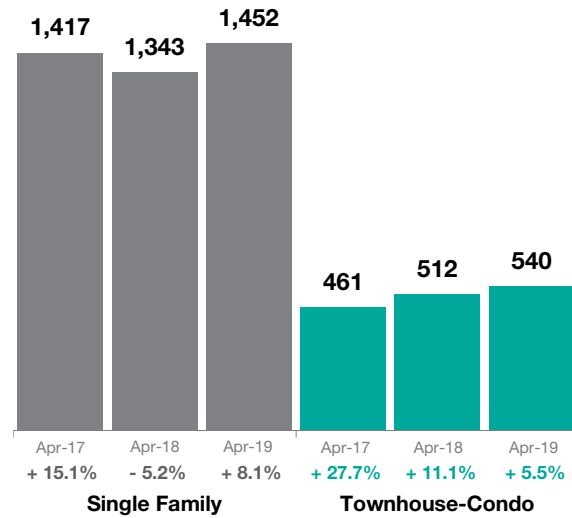
Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		168	158	- 6.0%	512	540	+ 5.5%
Pending / Under Contract		119	115	- 3.4%	393	373	- 5.1%
Sold Listings		101	81	- 19.8%	348	281	- 19.3%
Median Sales Price		\$427,500	\$377,107	- 11.8%	\$419,500	\$405,000	- 3.5%
Average Sales Price		\$503,116	\$480,129	- 4.6%	\$490,624	\$467,363	- 4.7%
Pct. of List Price Received		100.5%	100.1%	- 0.4%	100.4%	99.7%	- 0.7%
Days on Market Until Sale		62	70	+ 12.9%	62	61	- 1.6%
Housing Affordability Index		79	93	+ 17.7%	80	87	+ 8.7%
Inventory of Active Listings		168	187	+ 11.3%	--	--	--
Months Supply of Inventory		1.7	2.1	+ 23.5%	--	--	--

New Listings

April

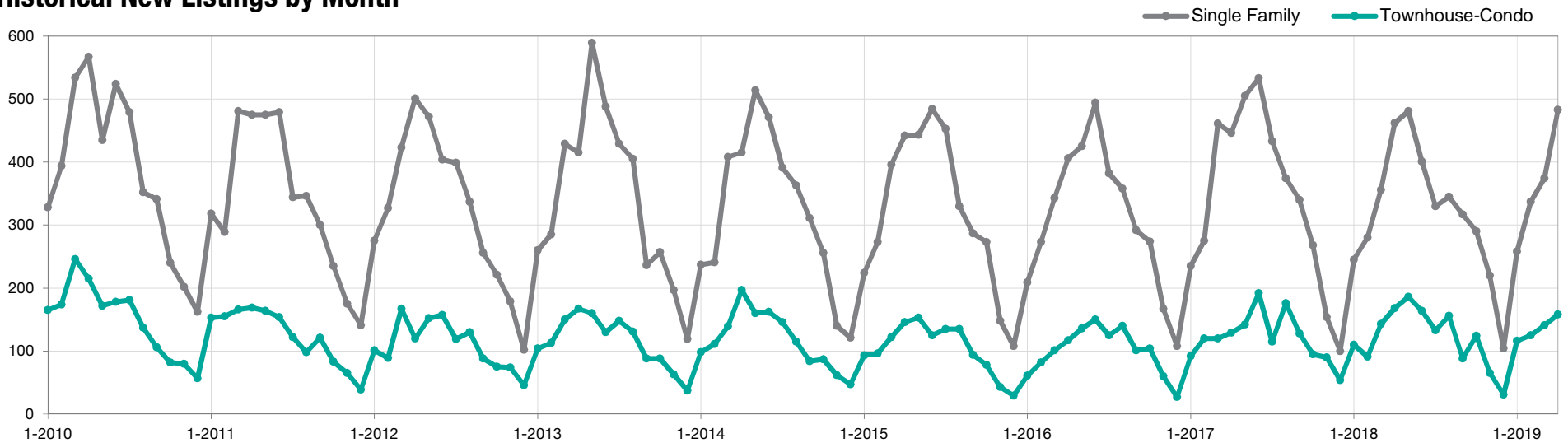


Year to Date



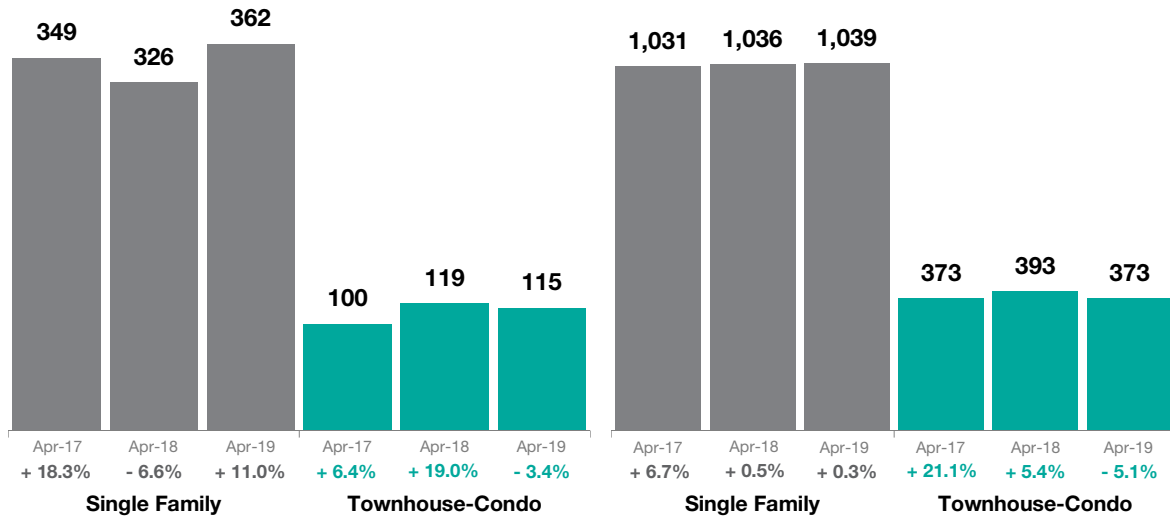
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	481	-4.8%	186	+31.0%
Jun-2018	401	-24.8%	164	-14.6%
Jul-2018	330	-23.8%	133	+15.7%
Aug-2018	345	-7.8%	156	-11.4%
Sep-2018	317	-6.8%	88	-31.3%
Oct-2018	290	+8.2%	124	+30.5%
Nov-2018	220	+42.9%	65	-27.8%
Dec-2018	104	+4.0%	31	-42.6%
Jan-2019	258	+5.3%	116	+5.5%
Feb-2019	337	+20.4%	125	+37.4%
Mar-2019	374	+5.1%	141	-1.4%
Apr-2019	483	+4.5%	158	-6.0%

Historical New Listings by Month

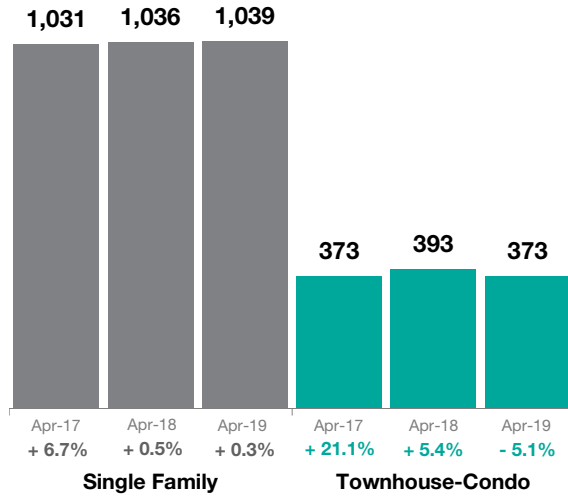


Pending / Under Contract

April

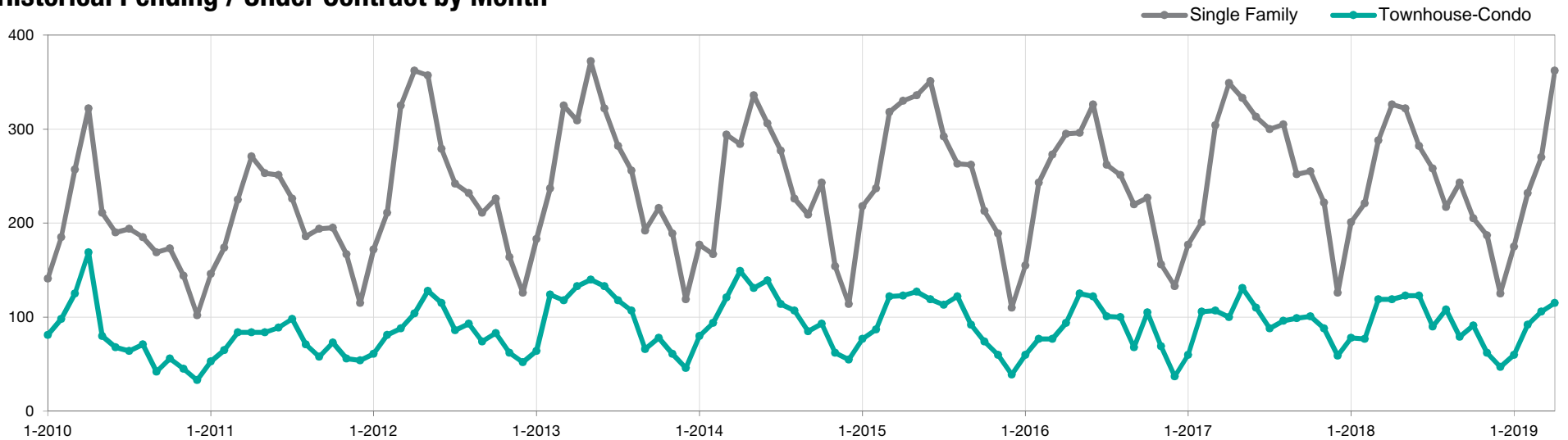


Year to Date



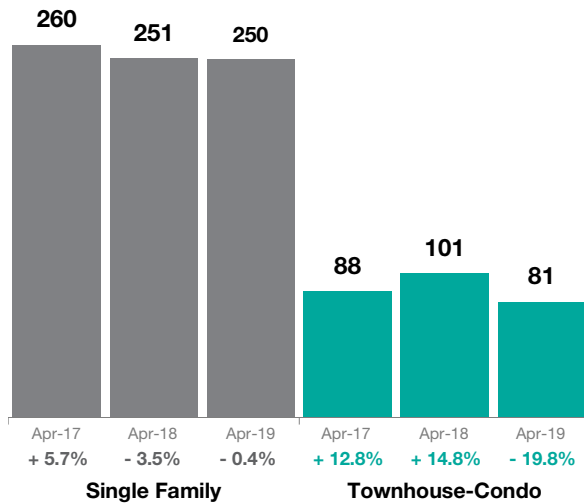
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	322	-3.3%	123	-6.1%
Jun-2018	282	-9.9%	123	+11.8%
Jul-2018	258	-14.0%	90	+2.3%
Aug-2018	217	-28.9%	108	+12.5%
Sep-2018	243	-3.6%	79	-20.2%
Oct-2018	205	-19.6%	91	-9.9%
Nov-2018	187	-15.8%	62	-29.5%
Dec-2018	125	-0.8%	47	-20.3%
Jan-2019	175	-12.9%	60	-23.1%
Feb-2019	232	+5.0%	92	+19.5%
Mar-2019	270	-6.3%	106	-10.9%
Apr-2019	362	+11.0%	115	-3.4%

Historical Pending / Under Contract by Month

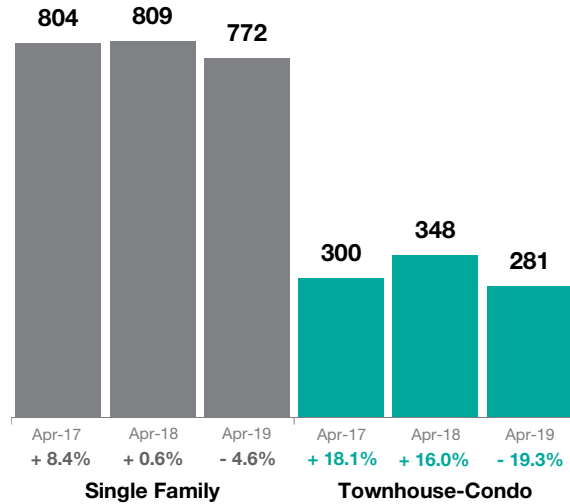


Sold Listings

April

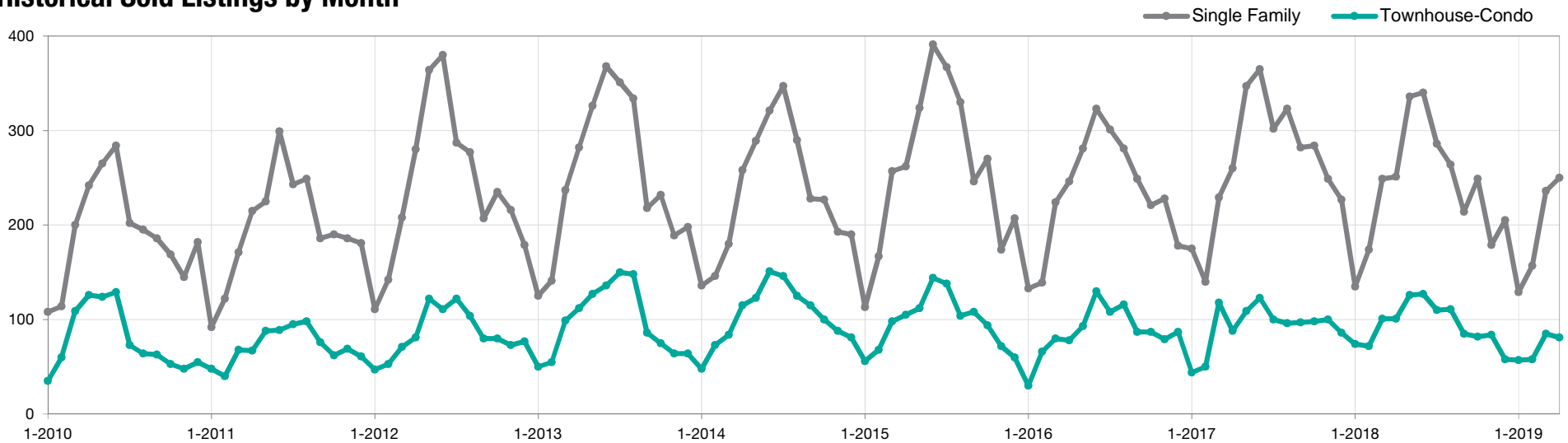


Year to Date



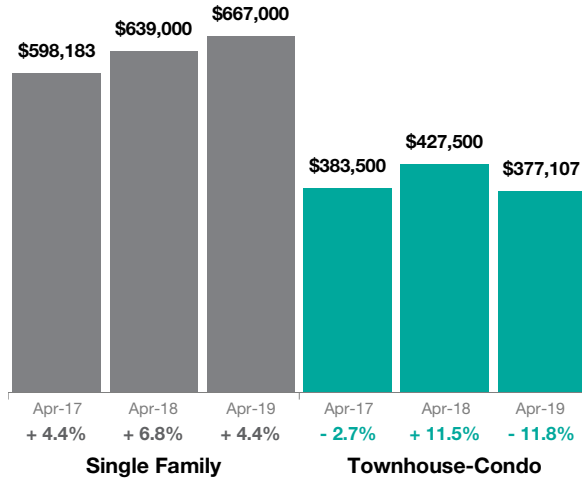
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	336	-3.2%	126	+15.6%
Jun-2018	340	-6.8%	127	+3.3%
Jul-2018	286	-5.3%	110	+10.0%
Aug-2018	264	-18.3%	111	+15.6%
Sep-2018	214	-24.1%	85	-12.4%
Oct-2018	249	-12.3%	82	-16.3%
Nov-2018	179	-28.1%	84	-16.0%
Dec-2018	205	-9.7%	58	-32.6%
Jan-2019	129	-4.4%	57	-23.0%
Feb-2019	157	-9.8%	58	-19.4%
Mar-2019	236	-5.2%	85	-15.8%
Apr-2019	250	-0.4%	81	-19.8%

Historical Sold Listings by Month

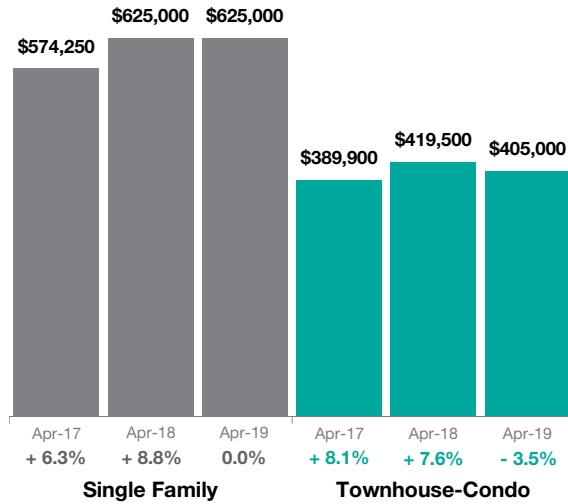


Median Sales Price

April

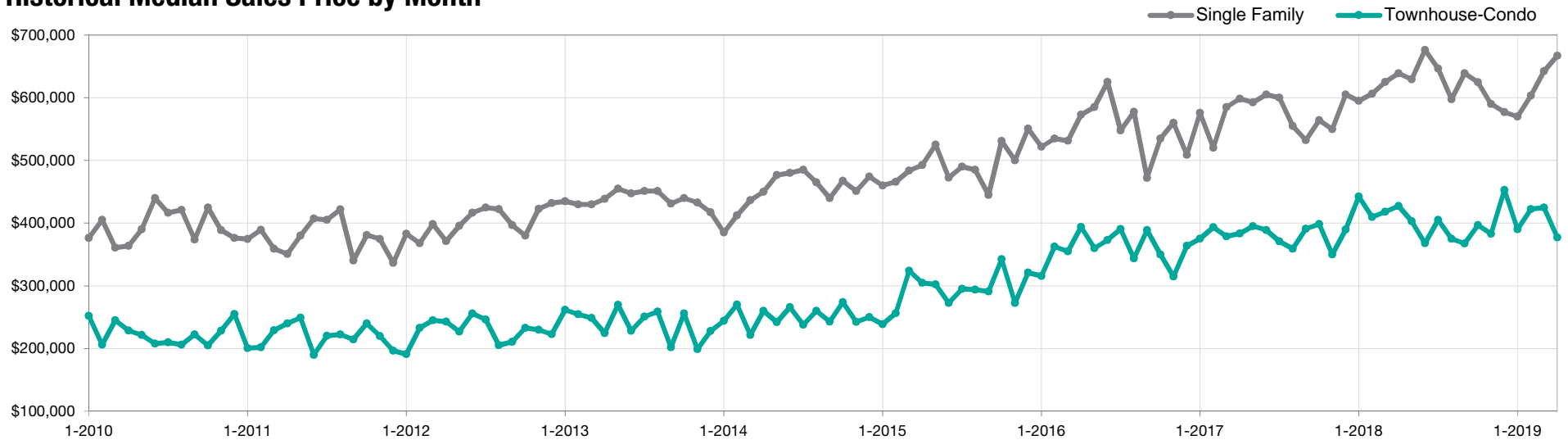


Year to Date



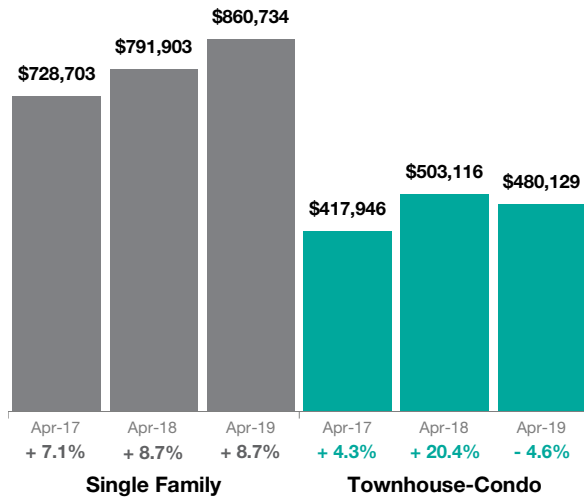
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	\$629,500	+6.2%	\$403,250	+2.1%
Jun-2018	\$676,250	+11.8%	\$368,000	-5.4%
Jul-2018	\$646,500	+7.7%	\$405,000	+9.2%
Aug-2018	\$597,450	+7.6%	\$374,900	+4.4%
Sep-2018	\$638,750	+20.0%	\$367,500	-6.0%
Oct-2018	\$624,900	+10.7%	\$396,950	-0.4%
Nov-2018	\$590,000	+7.3%	\$383,000	+9.4%
Dec-2018	\$577,000	-4.6%	\$453,000	+16.3%
Jan-2019	\$570,000	-4.2%	\$390,000	-11.9%
Feb-2019	\$603,500	-0.5%	\$422,190	+3.0%
Mar-2019	\$642,500	+2.8%	\$425,000	+1.7%
Apr-2019	\$667,000	+4.4%	\$377,107	-11.8%

Historical Median Sales Price by Month

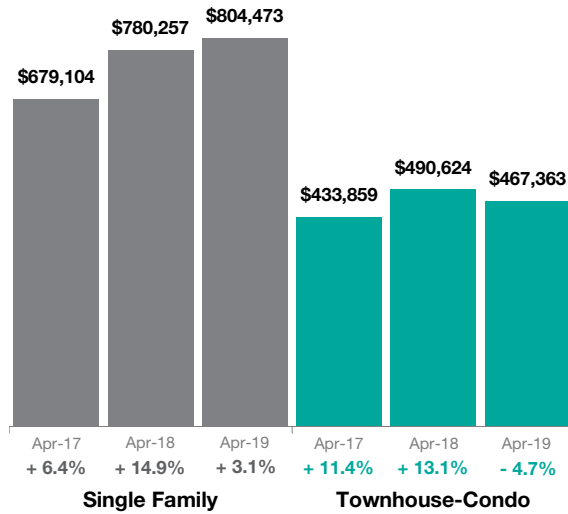


Average Sales Price

April

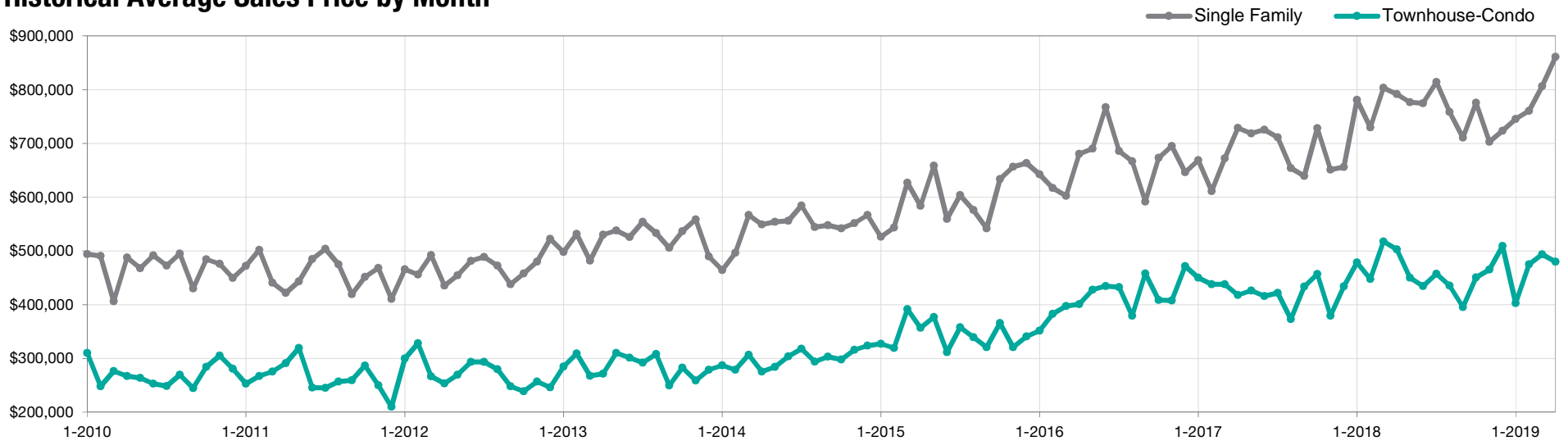


Year to Date



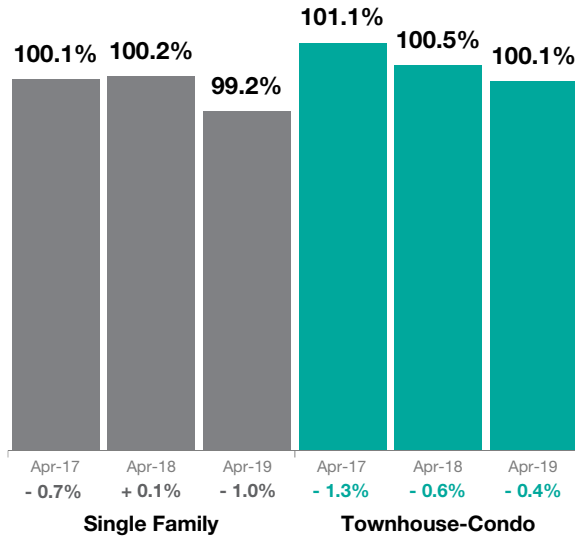
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	\$776,365	+8.0%	\$450,131	+5.7%
Jun-2018	\$774,580	+6.8%	\$434,365	+4.4%
Jul-2018	\$813,955	+14.5%	\$457,528	+8.4%
Aug-2018	\$758,572	+16.0%	\$435,684	+16.8%
Sep-2018	\$710,505	+11.1%	\$395,751	-8.7%
Oct-2018	\$775,459	+6.5%	\$450,767	-1.3%
Nov-2018	\$702,791	+8.0%	\$465,394	+22.6%
Dec-2018	\$723,351	+10.3%	\$509,450	+17.3%
Jan-2019	\$745,340	-4.6%	\$402,630	-15.9%
Feb-2019	\$760,377	+4.2%	\$474,956	+6.1%
Mar-2019	\$806,533	+0.4%	\$493,426	-4.7%
Apr-2019	\$860,734	+8.7%	\$480,129	-4.6%

Historical Average Sales Price by Month

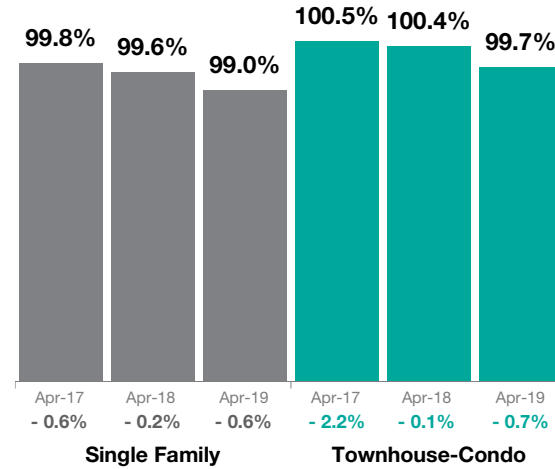


Percent of List Price Received

April

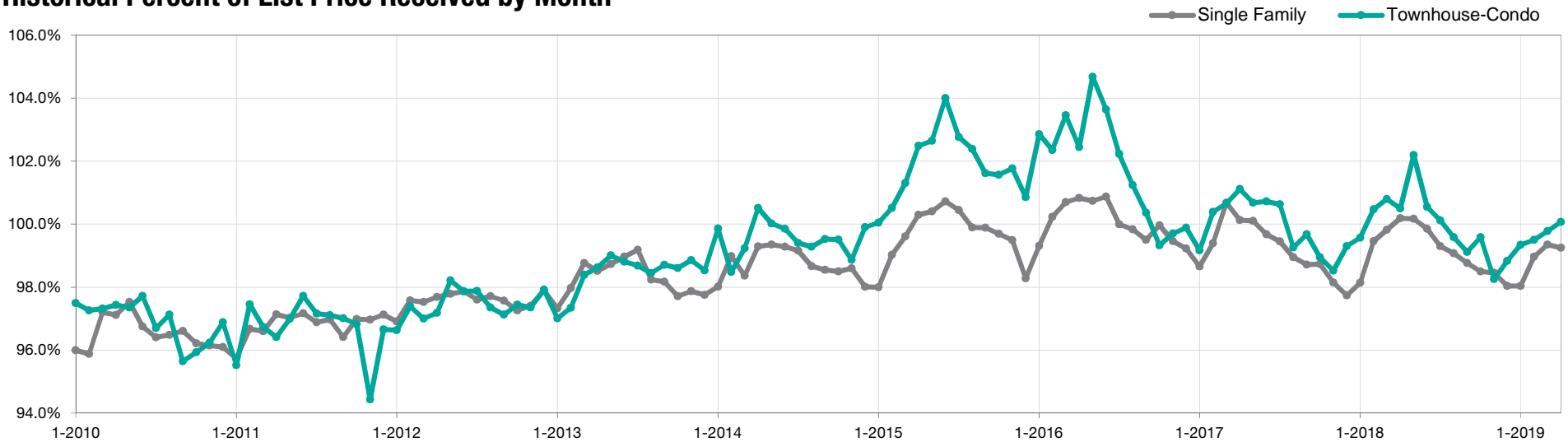


Year to Date



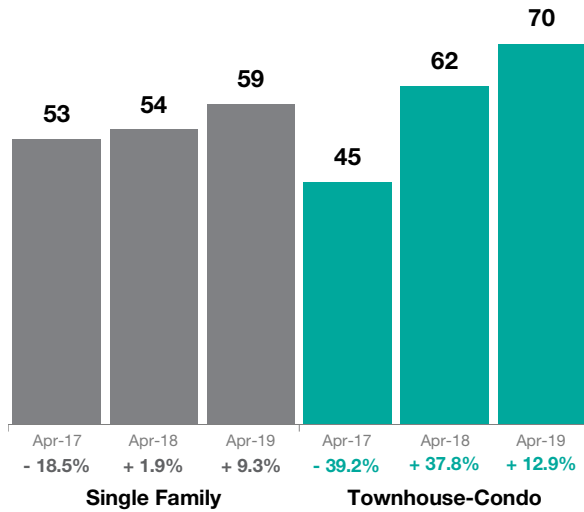
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	100.2%	+0.1%	102.2%	+1.5%
Jun-2018	99.8%	+0.1%	100.5%	-0.2%
Jul-2018	99.3%	-0.1%	100.1%	-0.5%
Aug-2018	99.1%	+0.1%	99.6%	+0.3%
Sep-2018	98.8%	+0.1%	99.1%	-0.6%
Oct-2018	98.5%	-0.2%	99.6%	+0.7%
Nov-2018	98.5%	+0.4%	98.3%	-0.2%
Dec-2018	98.0%	+0.3%	98.8%	-0.5%
Jan-2019	98.0%	-0.1%	99.3%	-0.3%
Feb-2019	99.0%	-0.5%	99.5%	-1.0%
Mar-2019	99.4%	-0.4%	99.8%	-1.0%
Apr-2019	99.2%	-1.0%	100.1%	-0.4%

Historical Percent of List Price Received by Month

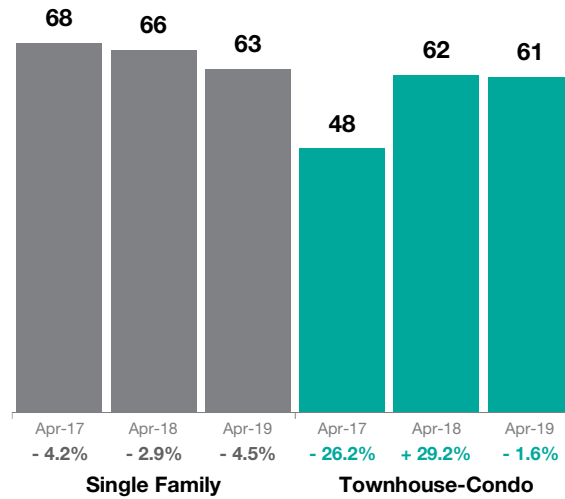


Days on Market Until Sale

April

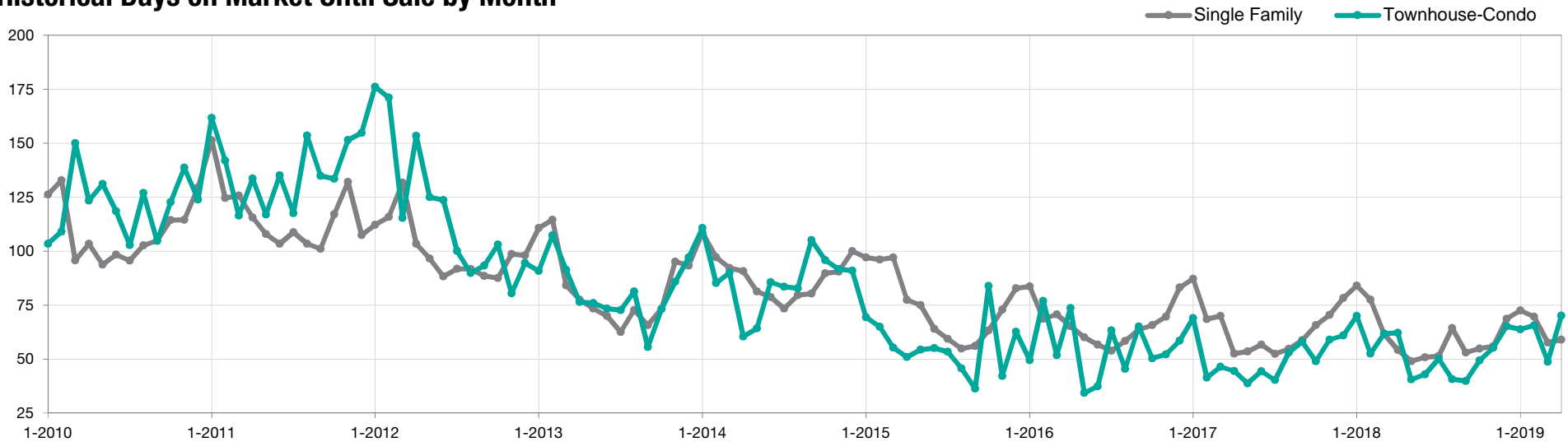


Year to Date



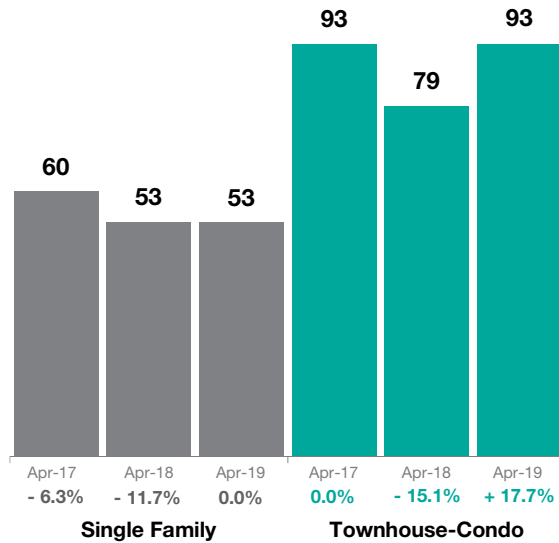
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	49	-9.3%	41	+5.1%
Jun-2018	51	-10.5%	43	-2.3%
Jul-2018	51	-1.9%	50	+25.0%
Aug-2018	64	+16.4%	41	-22.6%
Sep-2018	53	-10.2%	40	-31.0%
Oct-2018	55	-16.7%	49	0.0%
Nov-2018	56	-20.0%	55	-6.8%
Dec-2018	69	-11.5%	65	+6.6%
Jan-2019	73	-13.1%	64	-8.6%
Feb-2019	70	-9.1%	66	+24.5%
Mar-2019	58	-6.5%	49	-21.0%
Apr-2019	59	+9.3%	70	+12.9%

Historical Days on Market Until Sale by Month

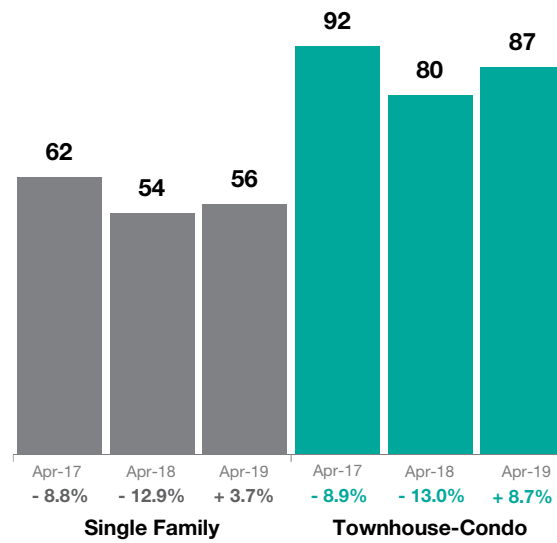


Housing Affordability Index

April

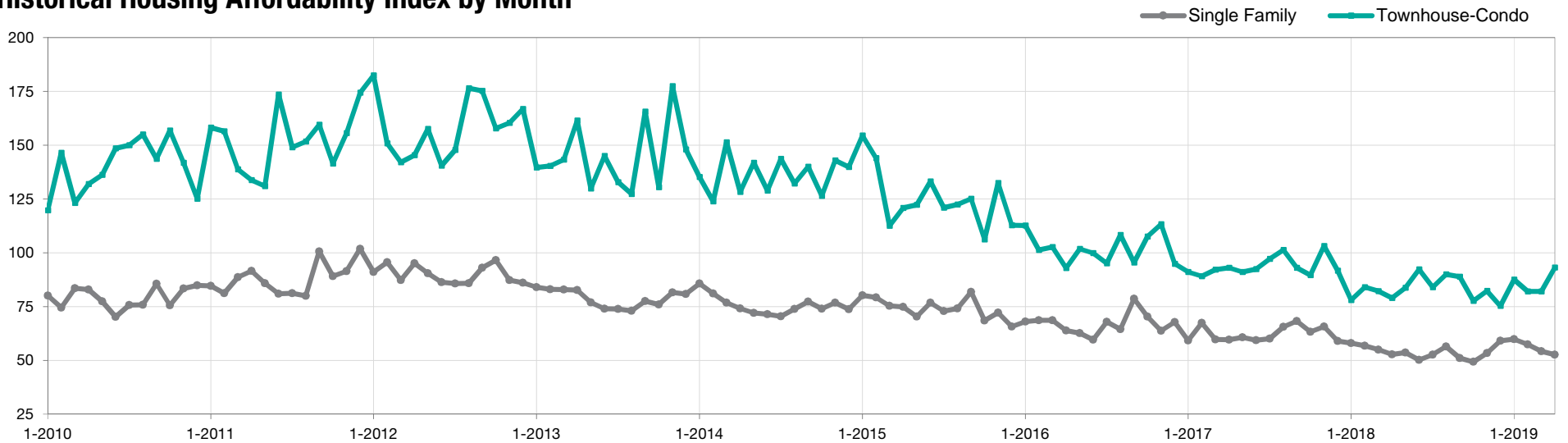


Year to Date



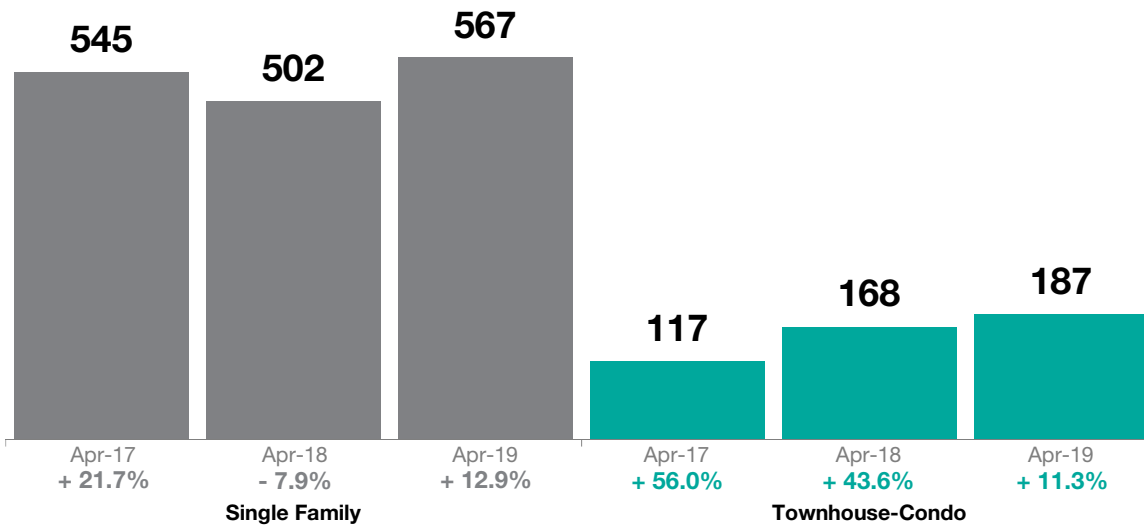
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	54	-11.5%	84	-7.7%
Jun-2018	50	-15.3%	92	0.0%
Jul-2018	53	-11.7%	84	-13.4%
Aug-2018	56	-15.2%	90	-10.9%
Sep-2018	51	-25.0%	89	-4.3%
Oct-2018	49	-22.2%	78	-13.3%
Nov-2018	53	-19.7%	82	-20.4%
Dec-2018	59	0.0%	75	-18.5%
Jan-2019	60	+3.4%	88	+12.8%
Feb-2019	57	0.0%	82	-2.4%
Mar-2019	54	-1.8%	82	0.0%
Apr-2019	53	0.0%	93	+17.7%

Historical Housing Affordability Index by Month



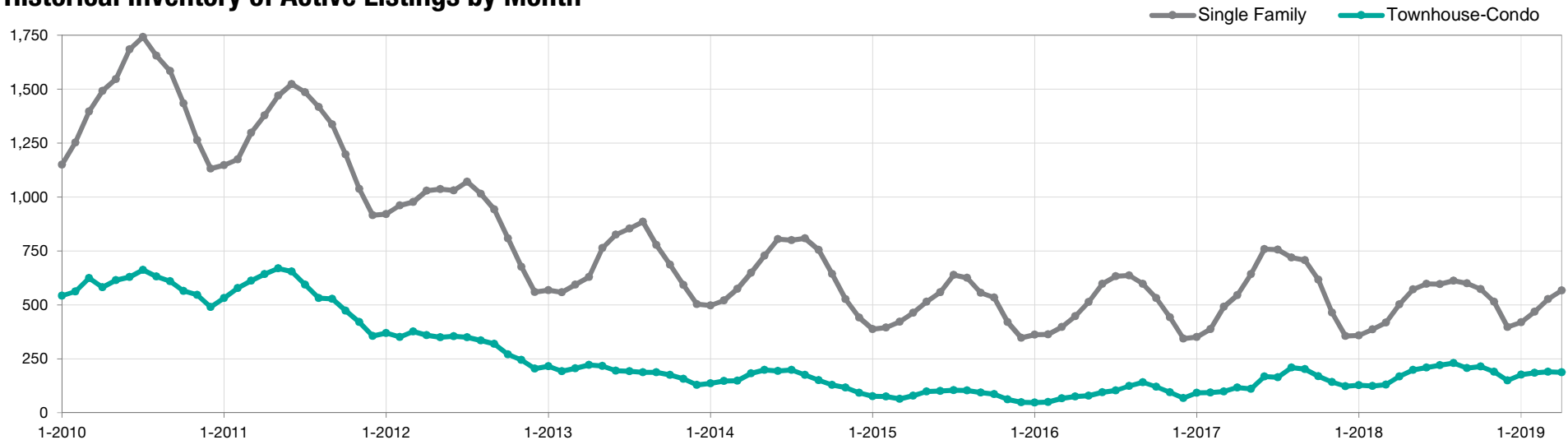
Inventory of Active Listings

April



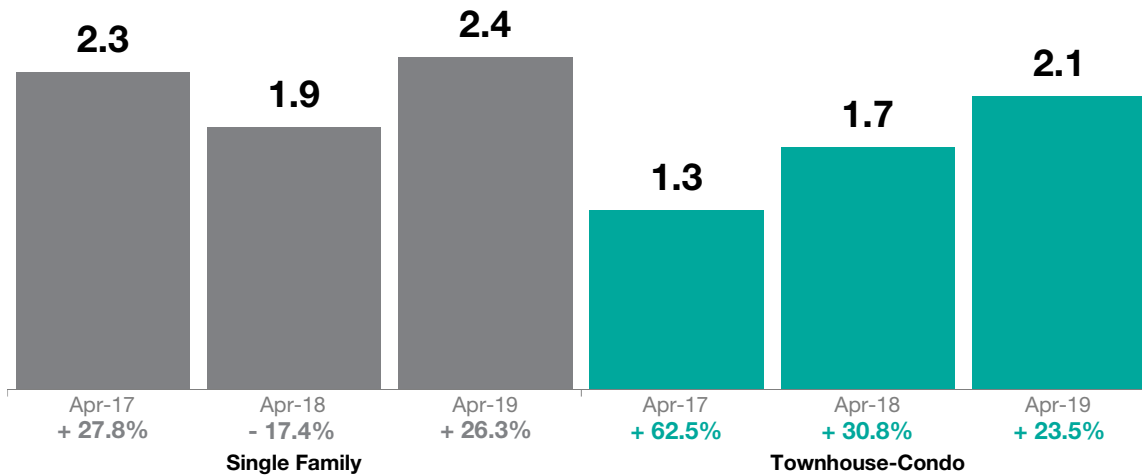
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	572	-10.9%	198	+78.4%
Jun-2018	598	-21.2%	210	+25.0%
Jul-2018	596	-21.2%	221	+33.9%
Aug-2018	612	-14.9%	230	+10.0%
Sep-2018	600	-15.1%	207	+2.5%
Oct-2018	573	-7.1%	215	+27.2%
Nov-2018	514	+10.8%	190	+33.8%
Dec-2018	398	+11.8%	150	+22.0%
Jan-2019	419	+17.0%	177	+38.3%
Feb-2019	468	+20.9%	185	+49.2%
Mar-2019	527	+26.1%	190	+46.2%
Apr-2019	567	+12.9%	187	+11.3%

Historical Inventory of Active Listings by Month



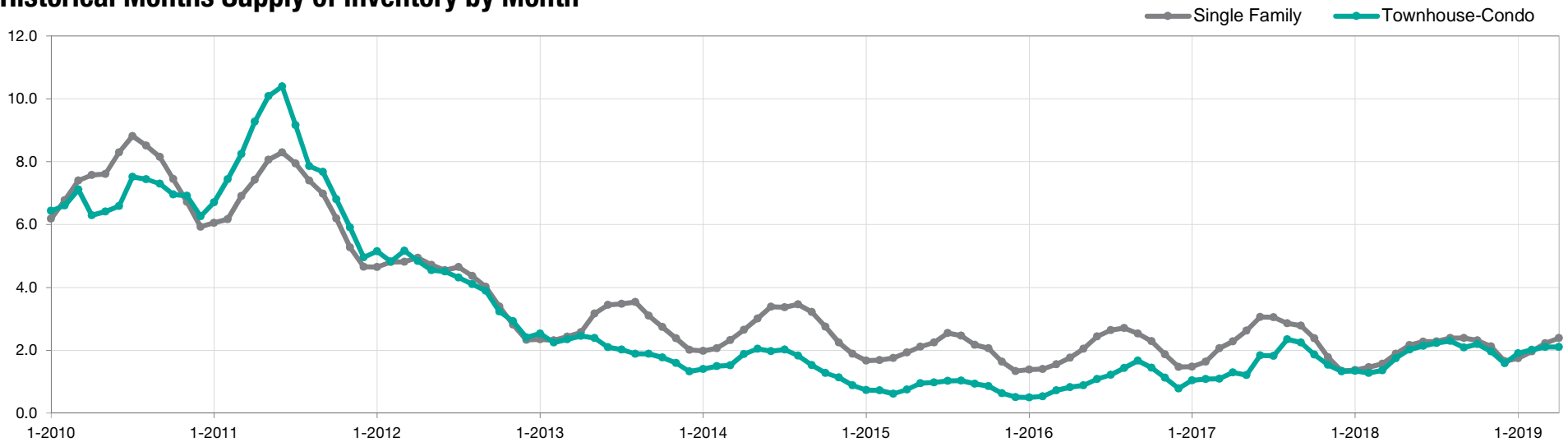
Months Supply of Inventory

April



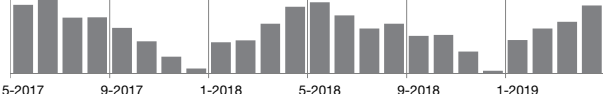
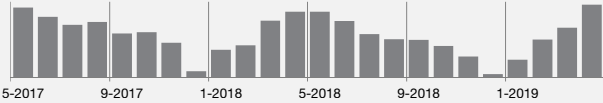
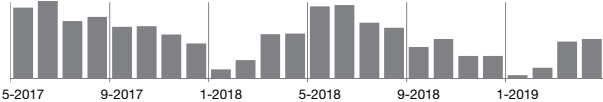
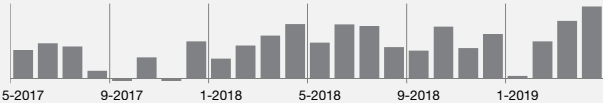
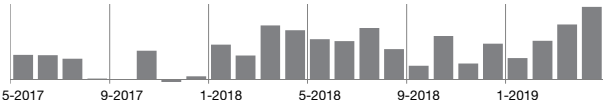
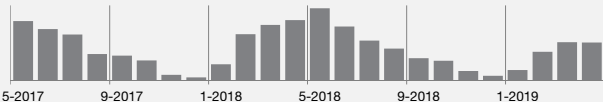
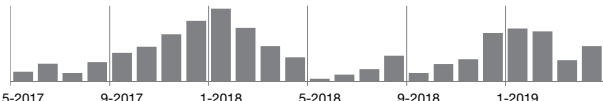
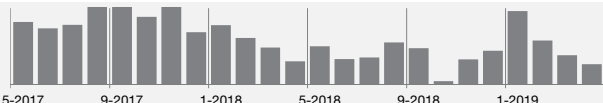
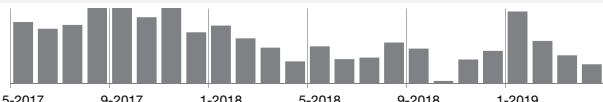
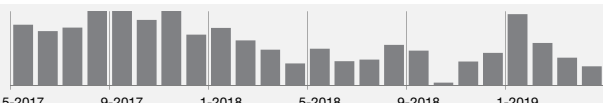
Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	2.2	-15.4%	2.0	+66.7%
Jun-2018	2.3	-25.8%	2.1	+16.7%
Jul-2018	2.3	-23.3%	2.2	+22.2%
Aug-2018	2.4	-17.2%	2.3	0.0%
Sep-2018	2.4	-14.3%	2.1	-4.5%
Oct-2018	2.3	-4.2%	2.2	+15.8%
Nov-2018	2.1	+16.7%	2.0	+33.3%
Dec-2018	1.7	+30.8%	1.6	+23.1%
Jan-2019	1.7	+21.4%	1.9	+46.2%
Feb-2019	2.0	+33.3%	2.0	+53.8%
Mar-2019	2.2	+37.5%	2.1	+50.0%
Apr-2019	2.4	+26.3%	2.1	+23.5%

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.

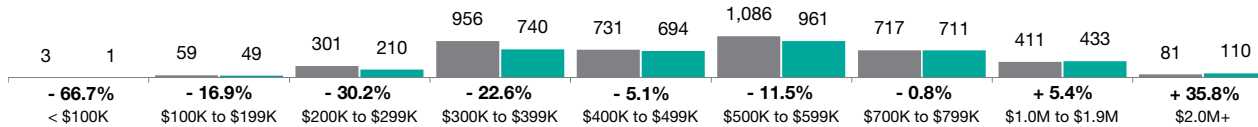
Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		630	641	+ 1.7%	1,855	1,992	+ 7.4%
Pending / Under Contract		445	477	+ 7.2%	1,429	1,412	- 1.2%
Sold Listings		352	331	- 6.0%	1,157	1,053	- 9.0%
Median Sales Price		\$569,678	\$600,000	+ 5.3%	\$550,000	\$552,500	+ 0.5%
Average Sales Price		\$709,041	\$767,595	+ 8.3%	\$693,142	\$714,513	+ 3.1%
Pct. of List Price Received		100.3%	99.4%	- 0.9%	99.8%	99.2%	- 0.6%
Days on Market Until Sale		57	62	+ 8.8%	65	63	- 3.1%
Housing Affordability Index		59	59	0.0%	61	64	+ 4.9%
Inventory of Active Listings		670	754	+ 12.5%	--	--	--
Months Supply of Inventory		1.9	2.3	+ 21.1%	--	--	--

Sold Listings

Actual sales that have closed in a given month.

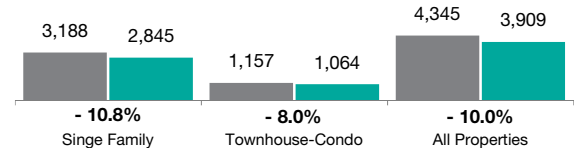
By Price Range – All Properties – Rolling 12 Months

■ 4-2018 ■ 4-2019



By Property Type

■ 4-2018 ■ 4-2019



Rolling 12 Months

Compared to Prior Month

Year to Date

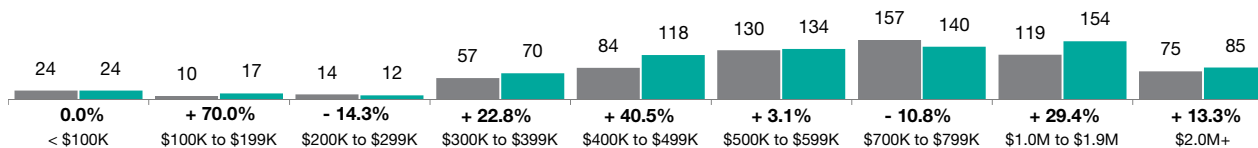
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change	3-2019	4-2019	Change	3-2019	4-2019	Change	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	3	0	-100.0%	0	1	--	0	0	--	0	0	--	0	0	--	0	0	--
\$100,000 to \$199,999	21	16	-23.8%	38	33	-13.2%	1	2	+100.0%	2	2	0.0%	3	5	+66.7%	9	7	-22.2%
\$200,000 to \$299,999	63	42	-33.3%	238	168	-29.4%	1	2	+100.0%	16	9	-43.8%	5	11	+120.0%	65	42	-35.4%
\$300,000 to \$399,999	610	401	-34.3%	346	339	-2.0%	33	23	-30.3%	17	33	+94.1%	137	107	-21.9%	82	84	+2.4%
\$400,000 to \$499,999	495	469	-5.3%	236	225	-4.7%	42	43	+2.4%	19	15	-21.1%	132	131	-0.8%	72	65	-9.7%
\$500,000 to \$699,999	884	766	-13.3%	202	195	-3.5%	56	67	+19.6%	20	12	-40.0%	216	199	-7.9%	80	53	-33.8%
\$700,000 to \$999,999	645	637	-1.2%	72	74	+2.8%	58	54	-6.9%	7	5	-28.6%	173	168	-2.9%	26	20	-23.1%
\$1,000,000 to \$1,999,999	388	407	+4.9%	23	26	+13.0%	33	46	+39.4%	4	4	0.0%	107	114	+6.5%	12	9	-25.0%
\$2,000,000 and Above	79	107	+35.4%	2	3	+50.0%	12	13	+8.3%	0	1	--	36	37	+2.8%	2	1	-50.0%
All Price Ranges	3,188	2,845	-10.8%	1,157	1,064	-8.0%	236	250	+5.9%	85	81	-4.7%	809	772	-4.6%	348	281	-19.3%

Inventory of Active Listings

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

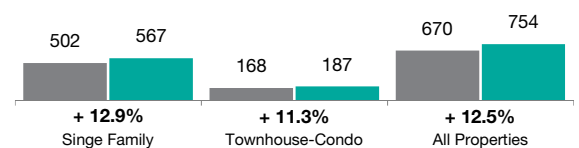
By Price Range – All Properties

■ 4-2018 ■ 4-2019



By Property Type

■ 4-2018 ■ 4-2019



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change	3-2019	4-2019	Change	3-2019	4-2019	Change	4-2018	4-2019	Change	4-2018	4-2019
\$99,999 and Below	23	24	+4.3%	1	0	-100.0%	24	24	0.0%	0	0	--					
\$100,000 to \$199,999	6	13	+116.7%	4	4	0.0%	11	13	+18.2%	3	4	+33.3%					
\$200,000 to \$299,999	2	1	-50.0%	12	11	-8.3%	3	1	-66.7%	13	11	-15.4%					
\$300,000 to \$399,999	28	24	-14.3%	29	46	+58.6%	27	24	-11.1%	49	46	-6.1%					
\$400,000 to \$499,999	52	77	+48.1%	32	41	+28.1%	74	77	+4.1%	33	41	+24.2%					
\$500,000 to \$699,999	98	98	0.0%	32	36	+12.5%	104	98	-5.8%	36	36	0.0%					
\$700,000 to \$999,999	111	115	+3.6%	46	25	-45.7%	113	115	+1.8%	33	25	-24.2%					
\$1,000,000 to \$1,999,999	110	135	+22.7%	9	19	+111.1%	107	135	+26.2%	18	19	+5.6%					
\$2,000,000 and Above	72	80	+11.1%	3	5	+66.7%	64	80	+25.0%	5	5	0.0%					
All Price Ranges	502	567	+12.9%	168	187	+11.3%	527	567	+7.6%	190	187	-1.6%					

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.