

Monthly Indicators



January 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 38.8 percent for single family homes and 39.8 percent for townhouse-condo properties. Pending Sales landed at 380 for single family homes and 166 for townhouse-condo properties.

The Median Sales Price was up 4.2 percent to \$570,000 for single family homes and 9.6 percent to \$440,000 for townhouse-condo properties. Days on Market decreased 27.5 percent for single family homes and 21.5 percent for townhouse-condo properties.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

Activity Snapshot

- 11.8%

+ 2.0%

- 25.0%

One-Year Change in
Sold Listings
All Properties

One-Year Change in
Median Sales Price
All Properties

One-Year Change in
Days on Market
All Properties

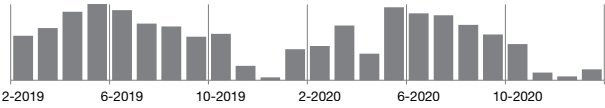
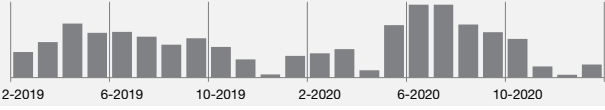
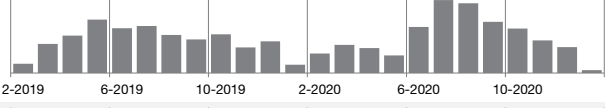
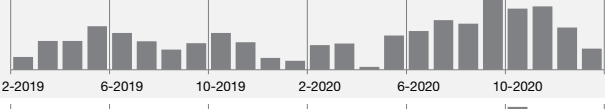
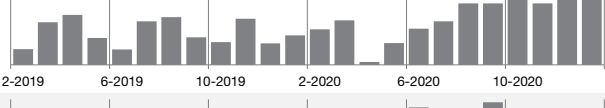
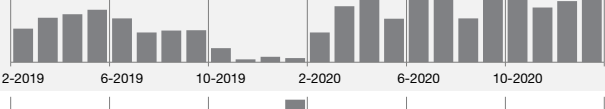
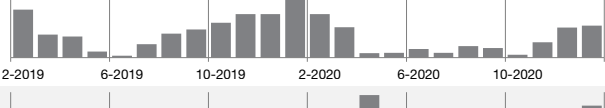
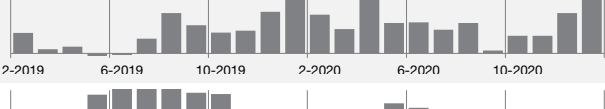
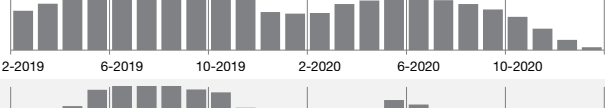
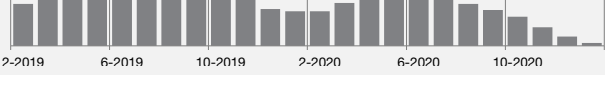
Residential real estate activity in the cities of Boulder, Broomfield, Louisville, Lafayette, Superior, Lyons, Niwot, Frederick, Firestone, Erie, Mead, Nederland and Jamestown composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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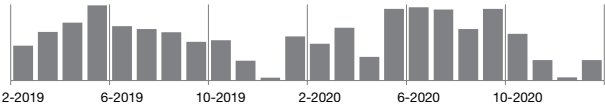
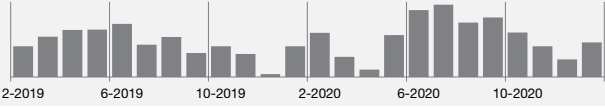
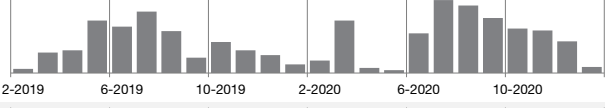
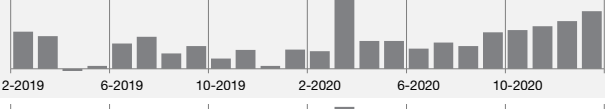
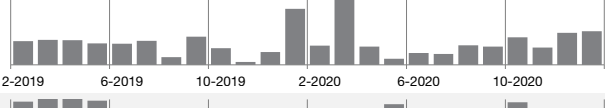
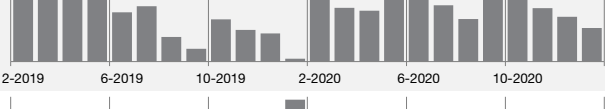
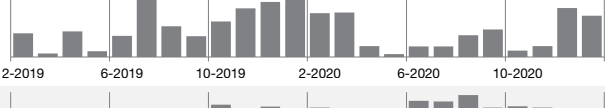
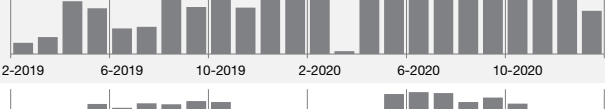
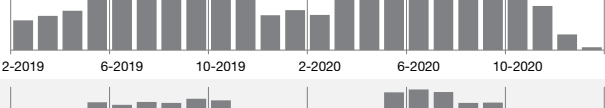
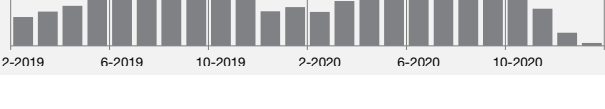
Single Family Market Overview

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

Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		533	326	- 38.8%	533	326	- 38.8%
Pending / Under Contract		446	380	- 14.8%	446	380	- 14.8%
Sold Listings		319	274	- 14.1%	319	274	- 14.1%
Median Sales Price		\$547,000	\$570,000	+ 4.2%	\$547,000	\$570,000	+ 4.2%
Average Sales Price		\$710,470	\$803,475	+ 13.1%	\$710,470	\$803,475	+ 13.1%
Pct. of List Price Received		98.0%	99.9%	+ 1.9%	98.0%	99.9%	+ 1.9%
Days on Market Until Sale		69	50	- 27.5%	69	50	- 27.5%
Housing Affordability Index		69	70	+ 1.4%	69	70	+ 1.4%
Inventory of Active Listings		931	391	- 58.0%	--	--	--
Months Supply of Inventory		1.8	0.7	- 61.1%	--	--	--

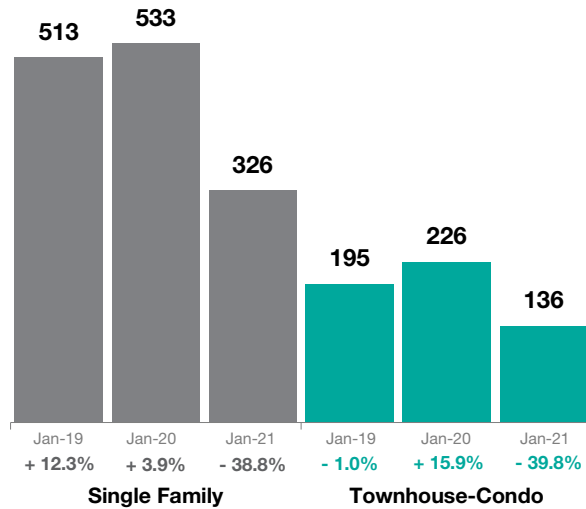
Townhouse-Condo Market Overview

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

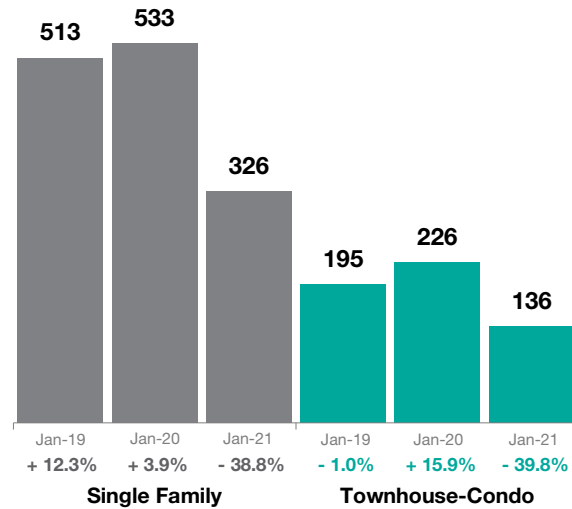
Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		226	136	- 39.8%	226	136	- 39.8%
Pending / Under Contract		156	166	+ 6.4%	156	166	+ 6.4%
Sold Listings		113	107	- 5.3%	113	107	- 5.3%
Median Sales Price		\$401,500	\$440,000	+ 9.6%	\$401,500	\$440,000	+ 9.6%
Average Sales Price		\$546,424	\$493,887	- 9.6%	\$546,424	\$493,887	- 9.6%
Pct. of List Price Received		98.1%	98.7%	+ 0.6%	98.1%	98.7%	+ 0.6%
Days on Market Until Sale		79	62	- 21.5%	79	62	- 21.5%
Housing Affordability Index		93	91	- 2.2%	93	91	- 2.2%
Inventory of Active Listings		349	161	- 53.9%	--	--	--
Months Supply of Inventory		2.2	0.9	- 59.1%	--	--	--

New Listings

January

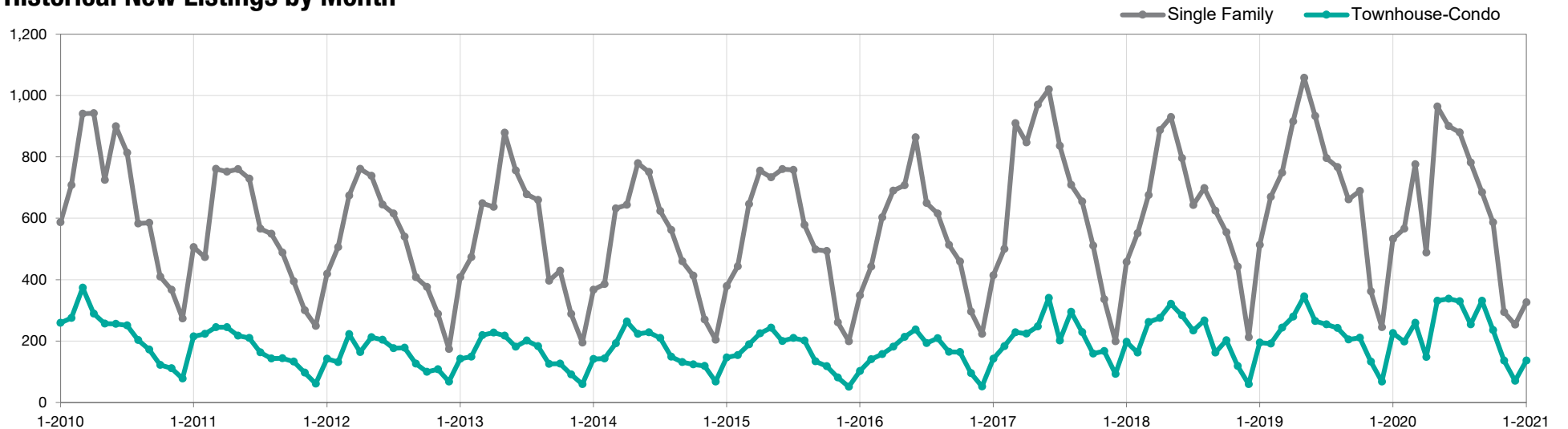


Year to Date



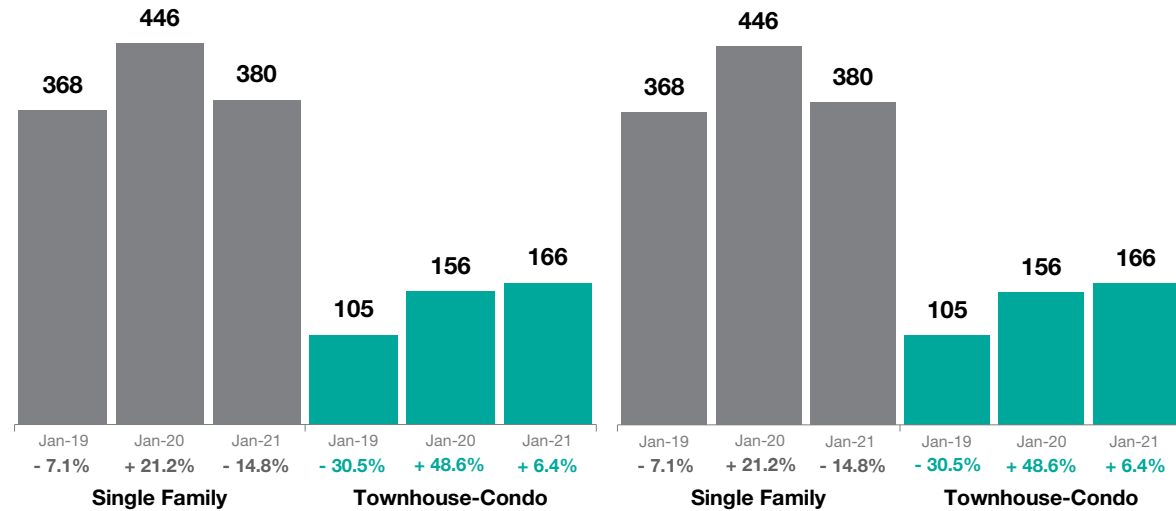
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	566	-15.5%	198	+3.7%
Mar-2020	776	+3.7%	259	+6.6%
Apr-2020	488	-46.7%	148	-47.0%
May-2020	964	-8.9%	331	-4.1%
Jun-2020	901	-3.4%	338	+27.5%
Jul-2020	880	+10.6%	329	+29.5%
Aug-2020	782	+2.0%	254	+5.0%
Sep-2020	685	+3.6%	331	+61.5%
Oct-2020	587	-14.8%	236	+11.8%
Nov-2020	294	-18.8%	136	+2.3%
Dec-2020	253	+3.3%	70	+2.9%
Jan-2021	326	-38.8%	136	-39.8%

Historical New Listings by Month



Pending / Under Contract

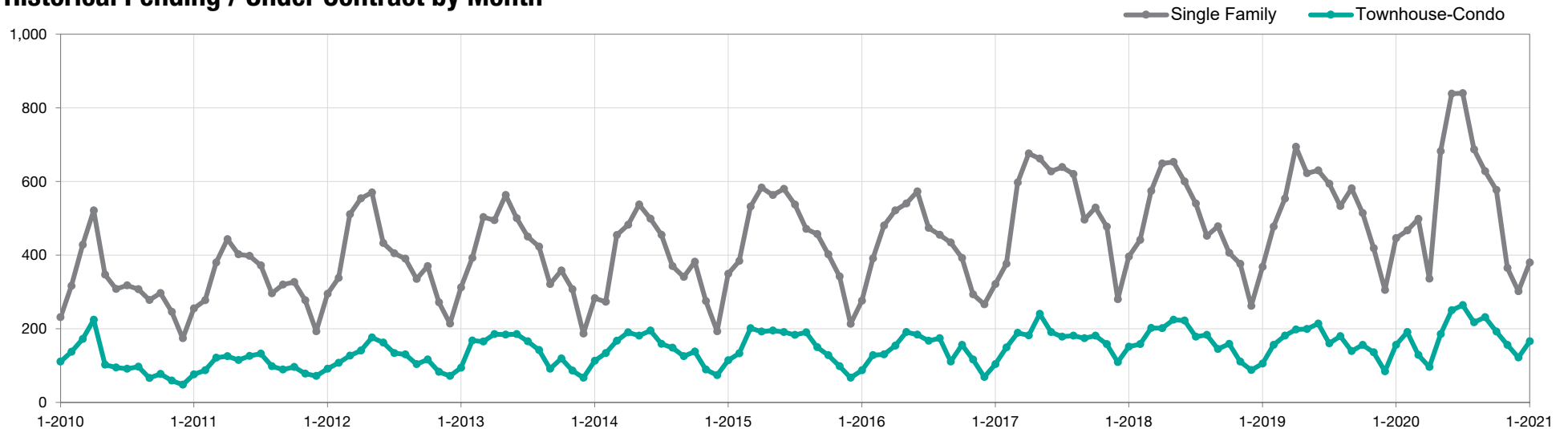
January



Year to Date

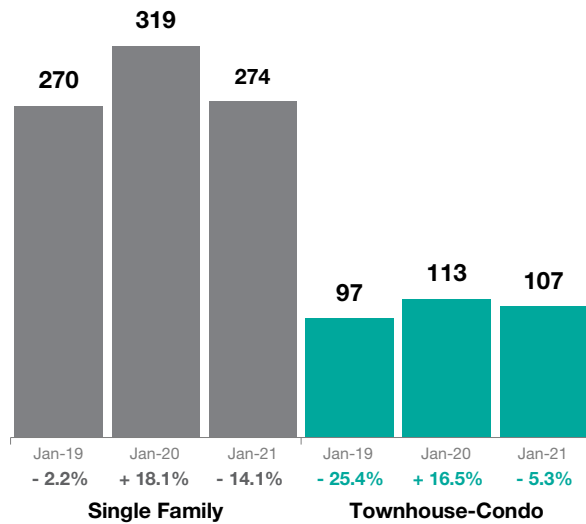
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	467	-2.1%	191	+22.4%
Mar-2020	498	-9.9%	129	-28.7%
Apr-2020	336	-51.6%	96	-51.5%
May-2020	682	+9.6%	185	-7.0%
Jun-2020	838	+33.0%	250	+16.8%
Jul-2020	840	+41.4%	264	+65.0%
Aug-2020	687	+28.9%	217	+20.6%
Sep-2020	628	+8.1%	231	+66.2%
Oct-2020	577	+12.3%	192	+23.1%
Nov-2020	365	-12.9%	156	+14.7%
Dec-2020	302	-1.0%	122	+45.2%
Jan-2021	380	-14.8%	166	+6.4%

Historical Pending / Under Contract by Month

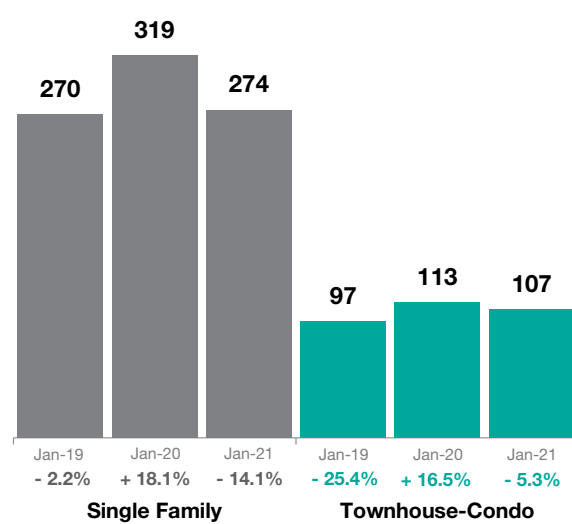


Sold Listings

January

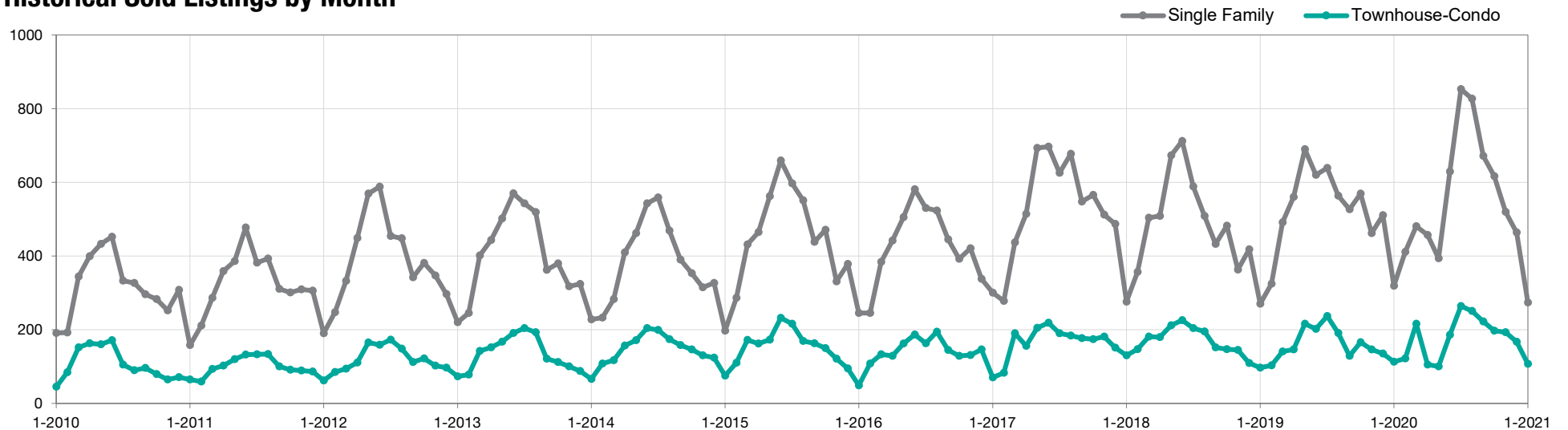


Year to Date



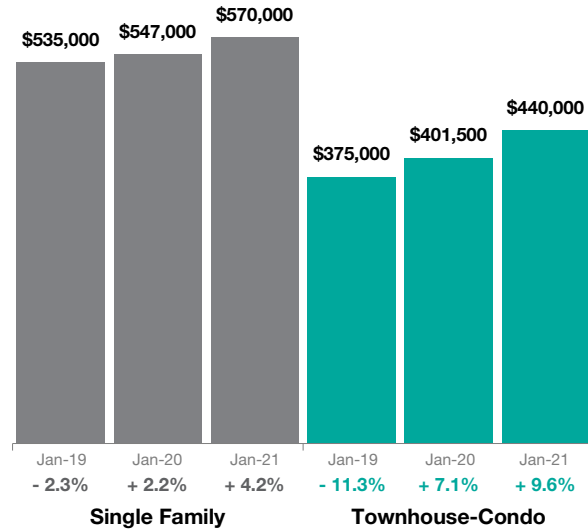
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	411	+26.5%	122	+18.4%
Mar-2020	481	-2.0%	216	+53.2%
Apr-2020	457	-18.4%	105	-28.1%
May-2020	394	-42.9%	100	-53.7%
Jun-2020	629	+1.5%	186	-7.9%
Jul-2020	853	+33.5%	264	+11.4%
Aug-2020	827	+46.6%	251	+31.4%
Sep-2020	672	+27.5%	222	+72.1%
Oct-2020	617	+8.4%	197	+18.7%
Nov-2020	520	+12.6%	193	+32.2%
Dec-2020	464	-9.2%	167	+23.7%
Jan-2021	274	-14.1%	107	-5.3%

Historical Sold Listings by Month

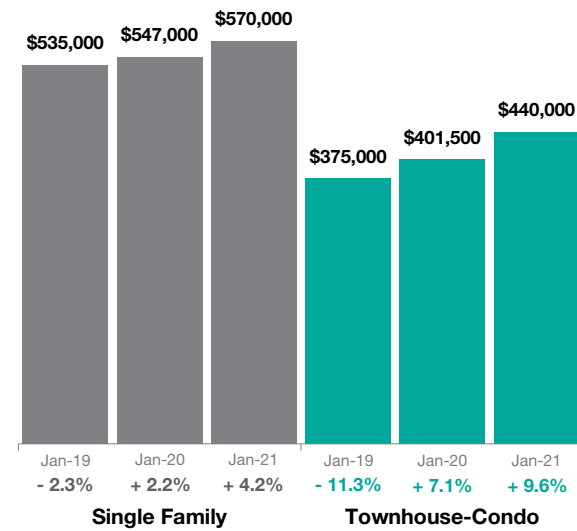


Median Sales Price

January

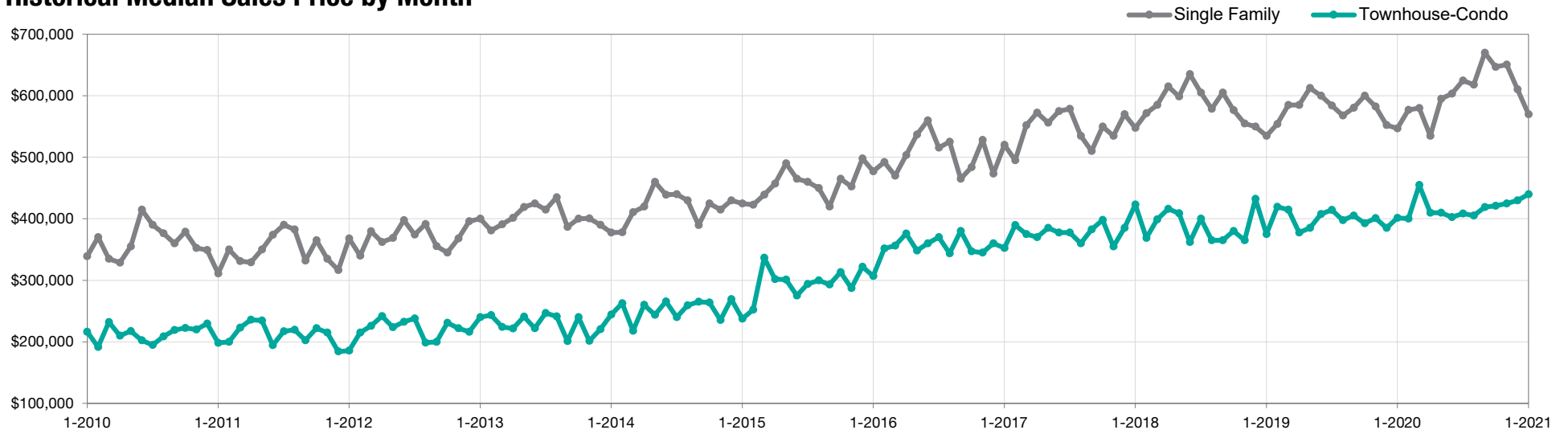


Year to Date



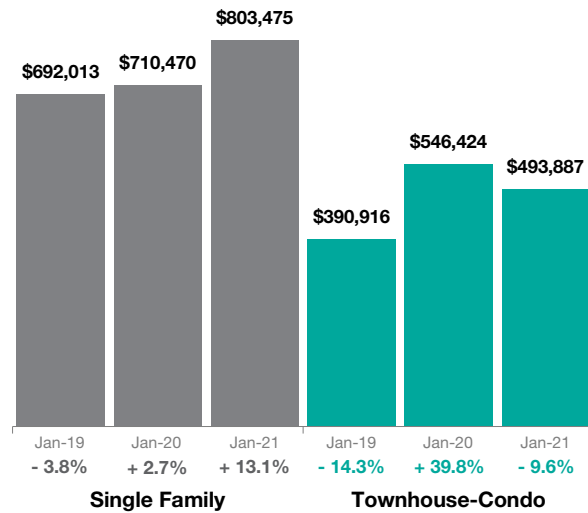
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	\$577,000	+4.2%	\$400,000	-4.6%
Mar-2020	\$580,000	-0.9%	\$455,000	+9.6%
Apr-2020	\$535,000	-8.5%	\$410,000	+8.6%
May-2020	\$595,000	-2.9%	\$410,000	+6.5%
Jun-2020	\$603,500	+0.6%	\$402,500	-1.2%
Jul-2020	\$624,750	+7.0%	\$408,500	-1.4%
Aug-2020	\$618,000	+8.8%	\$405,000	+1.9%
Sep-2020	\$670,000	+15.4%	\$419,000	+3.5%
Oct-2020	\$646,721	+7.8%	\$421,000	+7.3%
Nov-2020	\$650,750	+11.7%	\$424,900	+6.0%
Dec-2020	\$610,500	+10.5%	\$430,000	+11.7%
Jan-2021	\$570,000	+4.2%	\$440,000	+9.6%

Historical Median Sales Price by Month

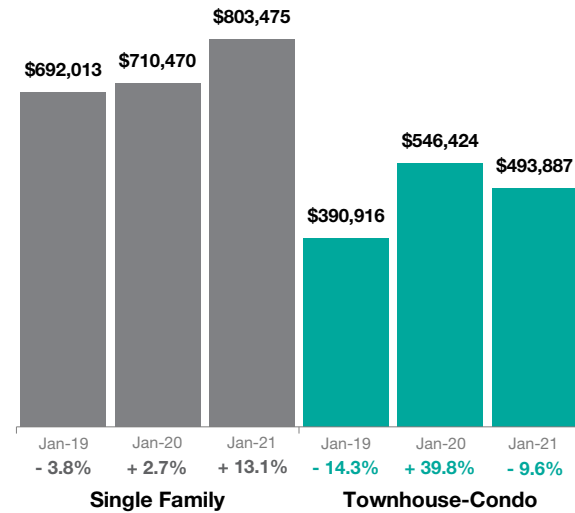


Average Sales Price

January

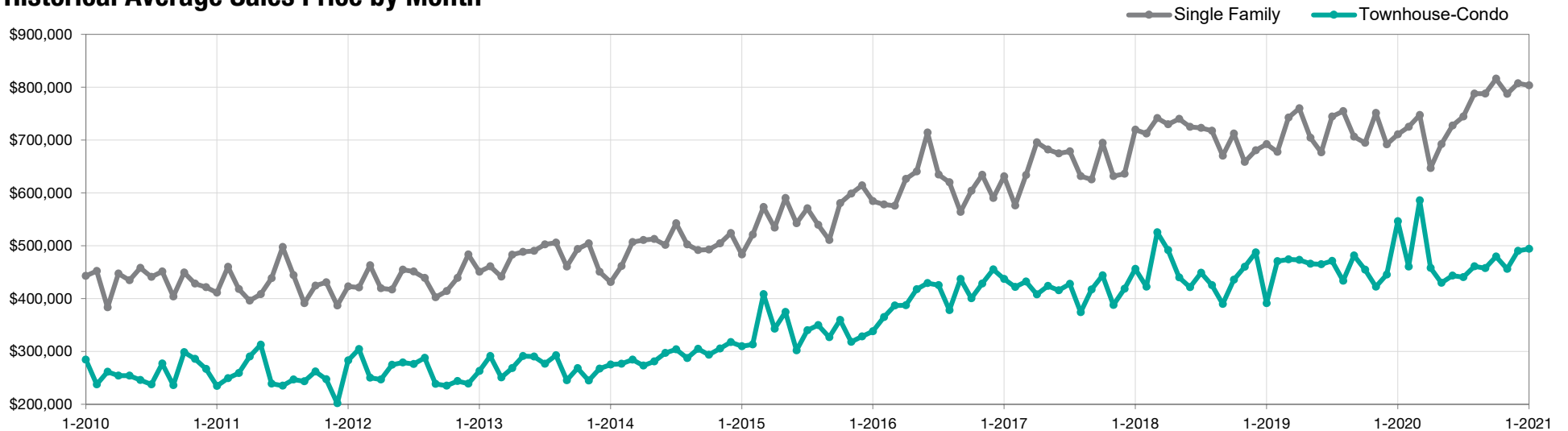


Year to Date



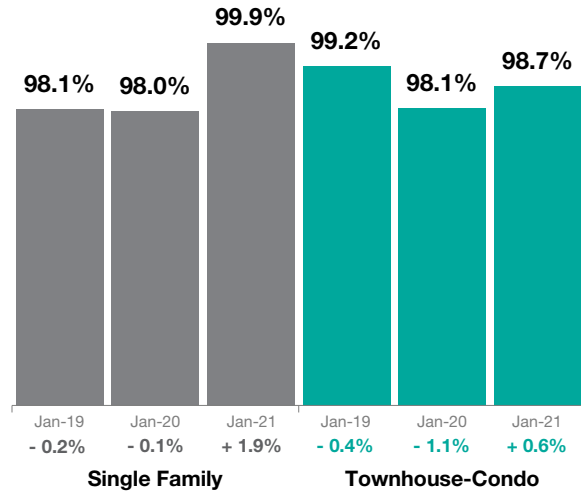
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	\$724,927	+7.0%	\$460,437	-2.2%
Mar-2020	\$747,186	+0.7%	\$586,039	+23.6%
Apr-2020	\$646,660	-14.9%	\$458,200	-3.1%
May-2020	\$692,028	-1.8%	\$429,836	-7.7%
Jun-2020	\$727,150	+7.5%	\$443,449	-4.6%
Jul-2020	\$744,260	-0.0%	\$440,670	-6.5%
Aug-2020	\$787,840	+4.4%	\$461,040	+6.3%
Sep-2020	\$787,705	+11.6%	\$457,750	-4.9%
Oct-2020	\$815,885	+17.4%	\$479,596	+5.5%
Nov-2020	\$787,526	+4.8%	\$455,981	+7.9%
Dec-2020	\$807,130	+16.7%	\$490,300	+10.2%
Jan-2021	\$803,475	+13.1%	\$493,887	-9.6%

Historical Average Sales Price by Month

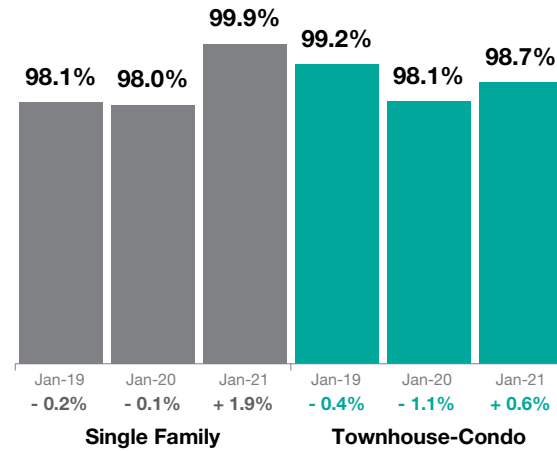


Percent of List Price Received

January

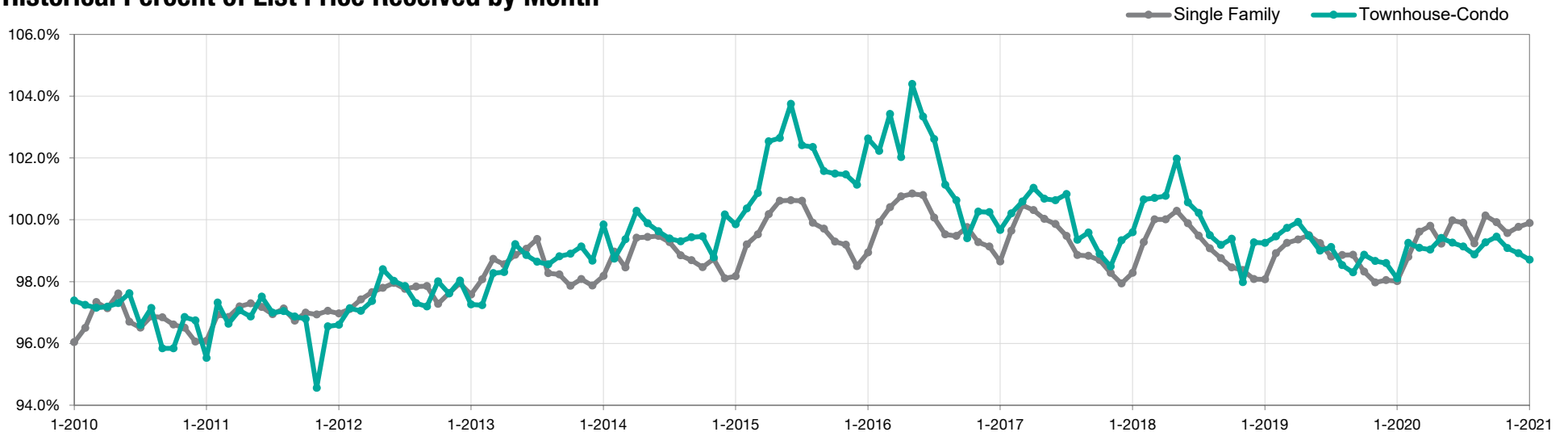


Year to Date



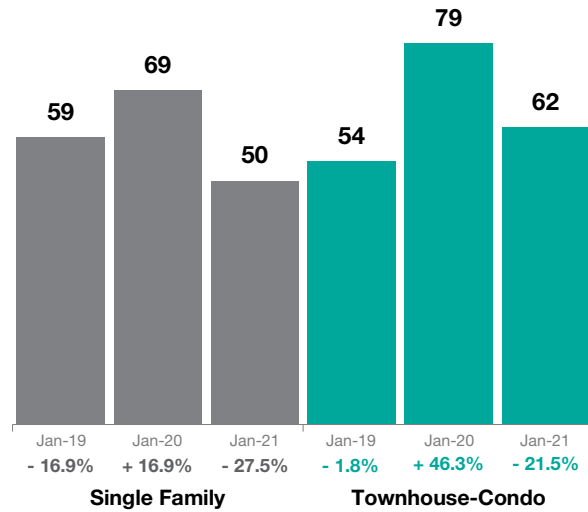
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	98.8%	-0.1%	99.3%	-0.2%
Mar-2020	99.6%	+0.3%	99.1%	-0.6%
Apr-2020	99.8%	+0.4%	99.0%	-0.9%
May-2020	99.2%	-0.3%	99.4%	-0.1%
Jun-2020	100.0%	+0.8%	99.3%	+0.3%
Jul-2020	99.9%	+1.1%	99.1%	0.0%
Aug-2020	99.2%	+0.3%	98.9%	+0.4%
Sep-2020	100.1%	+1.2%	99.3%	+1.0%
Oct-2020	99.9%	+1.6%	99.5%	+0.6%
Nov-2020	99.6%	+1.6%	99.1%	+0.4%
Dec-2020	99.8%	+1.8%	98.9%	+0.3%
Jan-2021	99.9%	+1.9%	98.7%	+0.6%

Historical Percent of List Price Received by Month

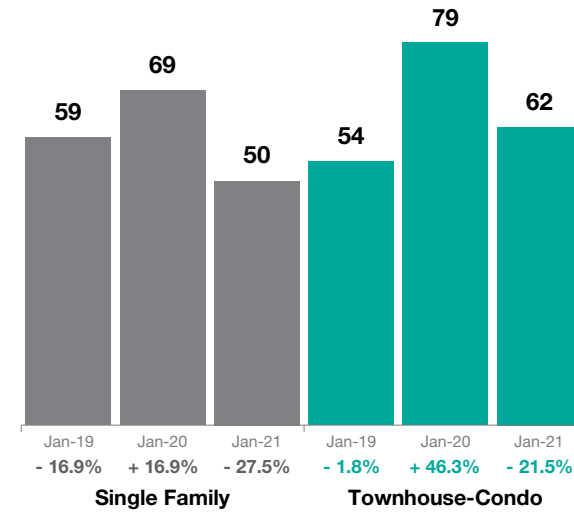


Days on Market Until Sale

January

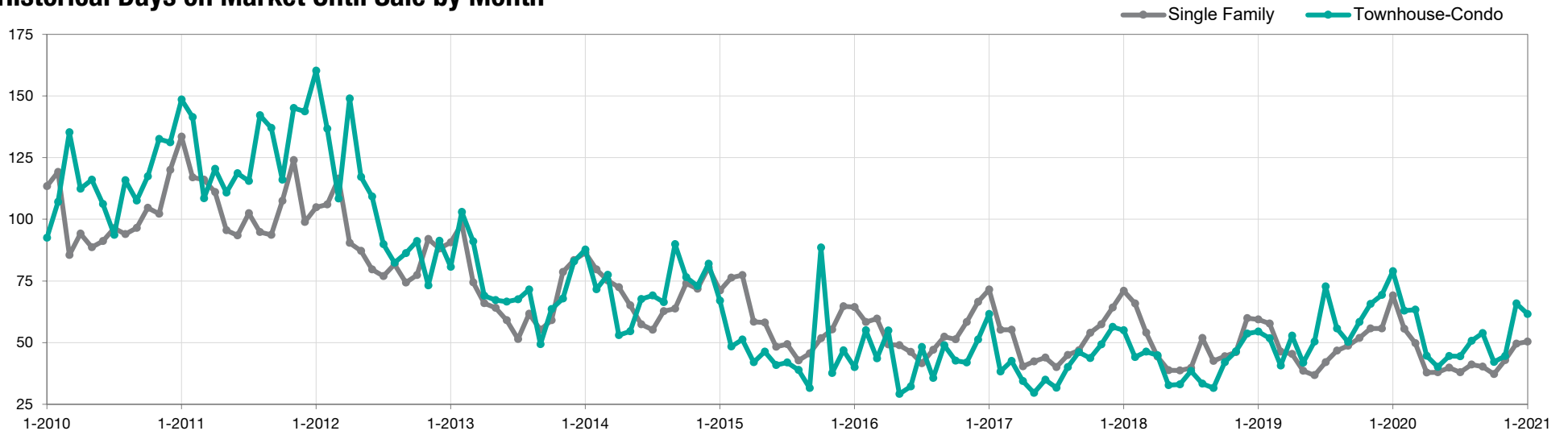


Year to Date



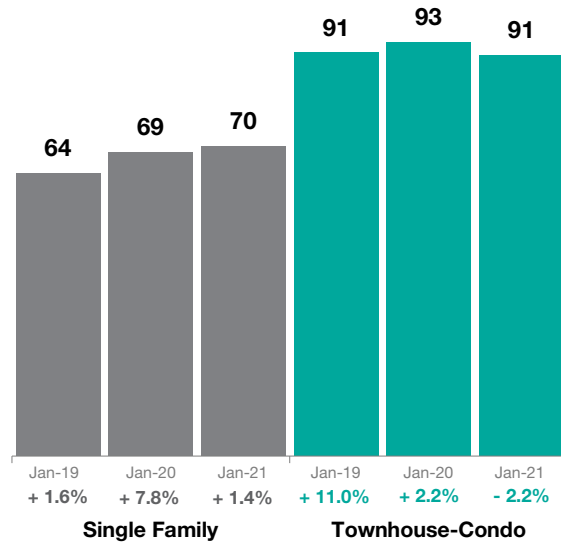
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	56	-3.4%	63	+21.2%
Mar-2020	50	+8.7%	63	+53.7%
Apr-2020	38	-15.6%	45	-15.1%
May-2020	38	-2.6%	40	-4.8%
Jun-2020	40	+8.1%	45	-10.0%
Jul-2020	38	-9.5%	44	-39.7%
Aug-2020	41	-12.8%	51	-8.9%
Sep-2020	40	-18.4%	54	+8.0%
Oct-2020	37	-28.8%	42	-27.6%
Nov-2020	43	-23.2%	45	-31.8%
Dec-2020	50	-10.7%	66	-4.3%
Jan-2021	50	-27.5%	62	-21.5%

Historical Days on Market Until Sale by Month

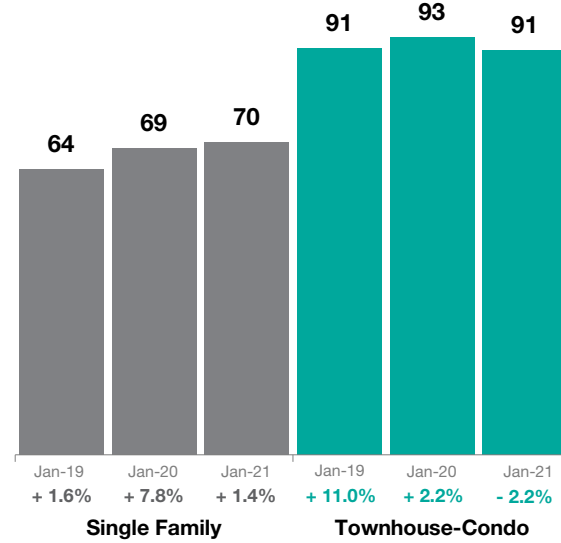


Housing Affordability Index

January

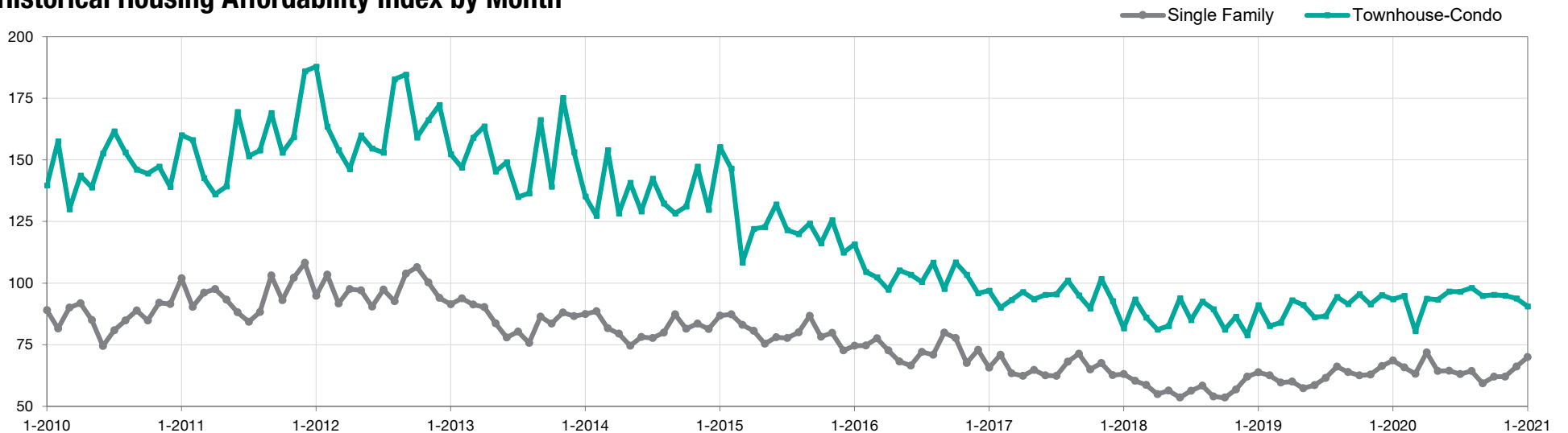


Year to Date



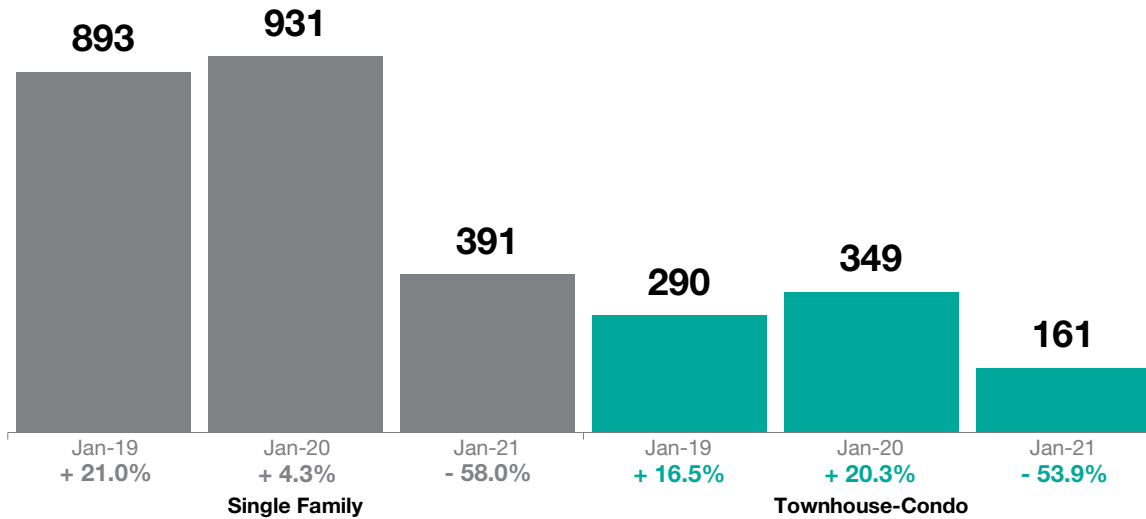
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	66	+4.8%	95	+14.5%
Mar-2020	63	+5.0%	81	-3.6%
Apr-2020	72	+20.0%	94	+1.1%
May-2020	64	+12.3%	93	+2.2%
Jun-2020	64	+8.5%	97	+12.8%
Jul-2020	63	+3.3%	96	+10.3%
Aug-2020	64	-3.0%	98	+4.3%
Sep-2020	59	-7.8%	95	+3.3%
Oct-2020	62	-1.6%	95	-1.0%
Nov-2020	62	-1.6%	95	+4.4%
Dec-2020	66	0.0%	94	-1.1%
Jan-2021	70	+1.4%	91	-2.2%

Historical Housing Affordability Index by Month



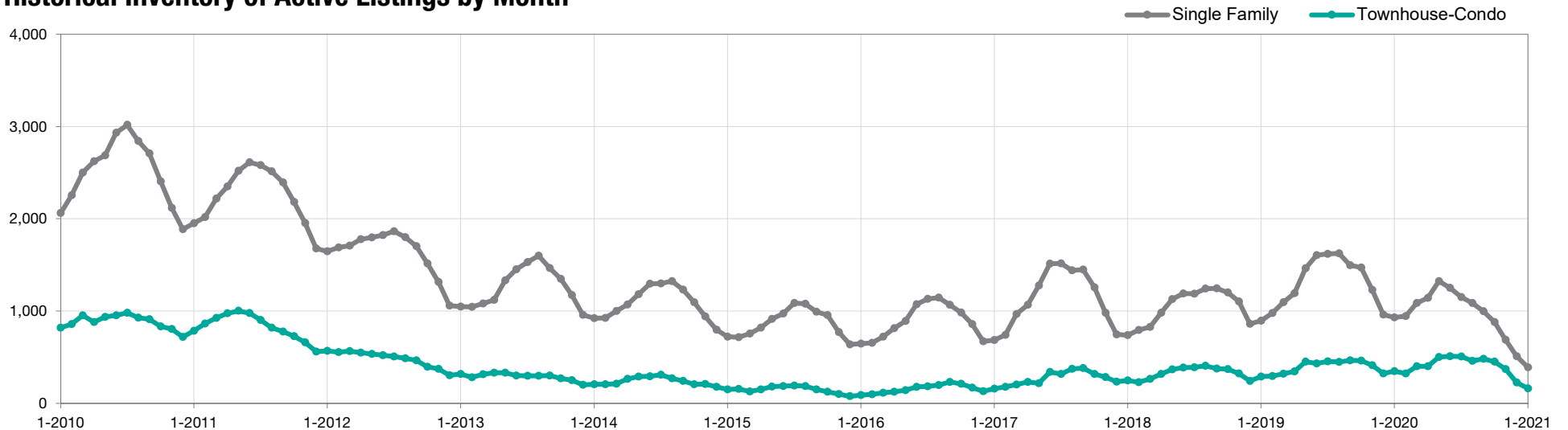
Inventory of Active Listings

January



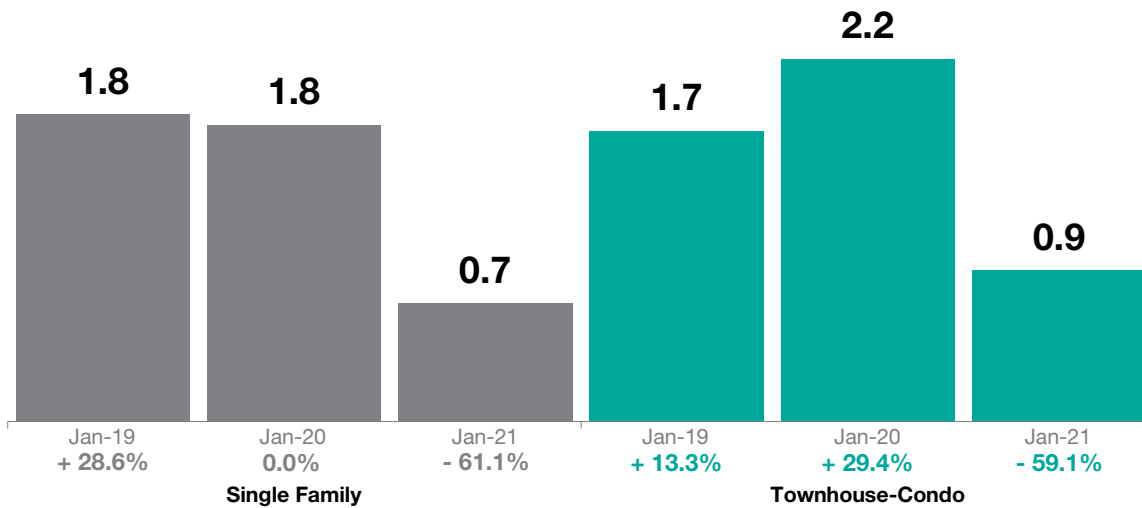
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	944	-3.6%	324	+9.5%
Mar-2020	1,088	-0.5%	402	+25.6%
Apr-2020	1,143	-4.1%	401	+15.9%
May-2020	1,323	-9.6%	501	+11.3%
Jun-2020	1,250	-22.1%	511	+18.6%
Jul-2020	1,150	-28.9%	506	+11.5%
Aug-2020	1,088	-33.0%	460	+2.4%
Sep-2020	998	-33.3%	483	+3.9%
Oct-2020	880	-40.2%	452	-2.0%
Nov-2020	689	-43.9%	370	-10.2%
Dec-2020	509	-47.0%	226	-29.8%
Jan-2021	391	-58.0%	161	-53.9%

Historical Inventory of Active Listings by Month



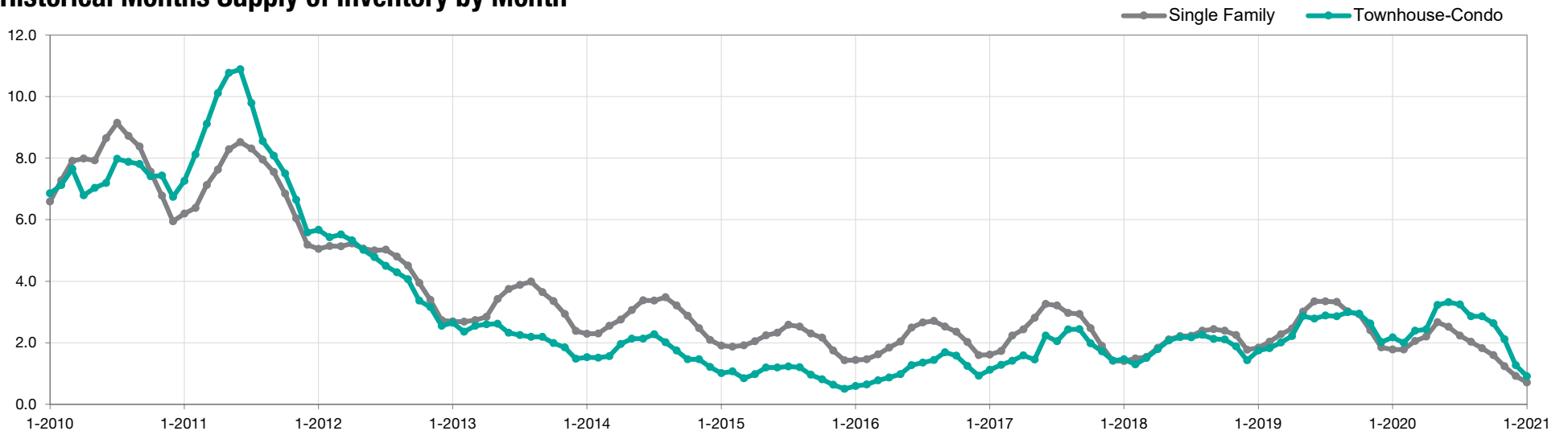
Months Supply of Inventory

January



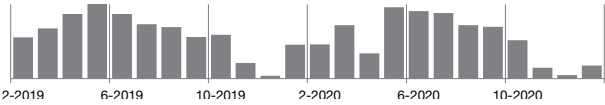
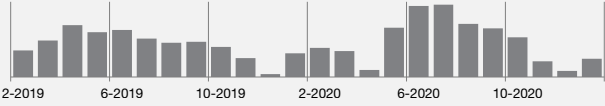
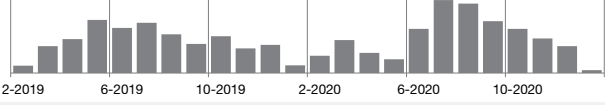
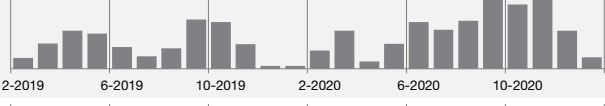

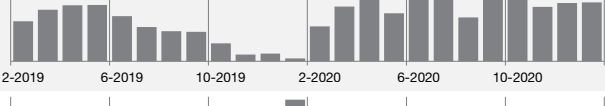
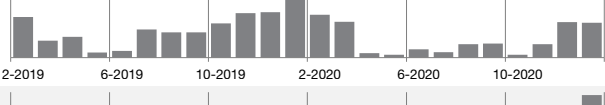
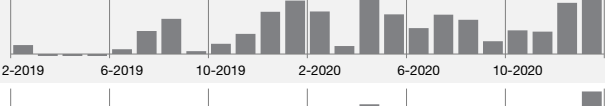
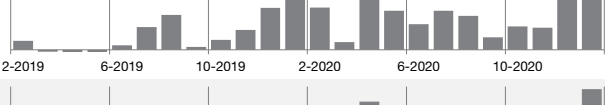
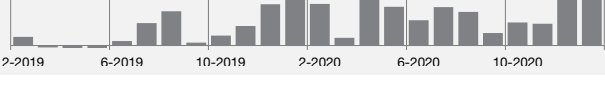
Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	1.8	-10.0%	2.0	+11.1%
Mar-2020	2.1	-8.7%	2.4	+20.0%
Apr-2020	2.2	-12.0%	2.4	+9.1%
May-2020	2.7	-10.0%	3.2	+10.3%
Jun-2020	2.5	-24.2%	3.3	+17.9%
Jul-2020	2.2	-33.3%	3.2	+10.3%
Aug-2020	2.0	-39.4%	2.9	0.0%
Sep-2020	1.8	-40.0%	2.9	-3.3%
Oct-2020	1.6	-44.8%	2.6	-10.3%
Nov-2020	1.2	-50.0%	2.1	-19.2%
Dec-2020	0.9	-50.0%	1.3	-35.0%
Jan-2021	0.7	-61.1%	0.9	-59.1%

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.

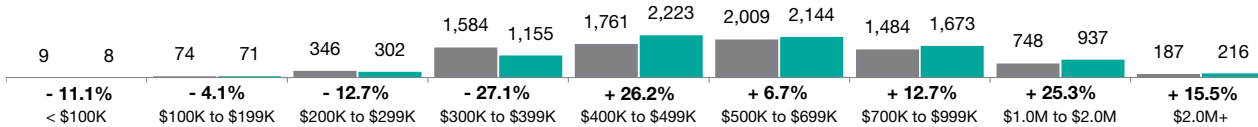
Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		759	462	- 39.1%	759	462	- 39.1%
Pending / Under Contract		602	547	- 9.1%	602	547	- 9.1%
Sold Listings		432	381	- 11.8%	432	381	- 11.8%
Median Sales Price		\$499,900	\$510,000	+ 2.0%	\$499,900	\$510,000	+ 2.0%
Average Sales Price		\$667,560	\$716,530	+ 7.3%	\$667,560	\$716,530	+ 7.3%
Pct. of List Price Received		98.0%	99.6%	+ 1.6%	98.0%	99.6%	+ 1.6%
Days on Market Until Sale		72	54	- 25.0%	72	54	- 25.0%
Housing Affordability Index		75	78	+ 4.0%	75	78	+ 4.0%
Inventory of Active Listings		1,280	552	- 56.9%	--	--	--
Months Supply of Inventory		1.9	0.8	- 57.9%	--	--	--

Sold Listings

Actual sales that have closed in a given month.

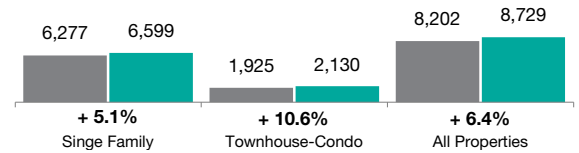
By Price Range – All Properties – Rolling 12 Months

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



Rolling 12 Months

Compared to Prior Month

Year to Date

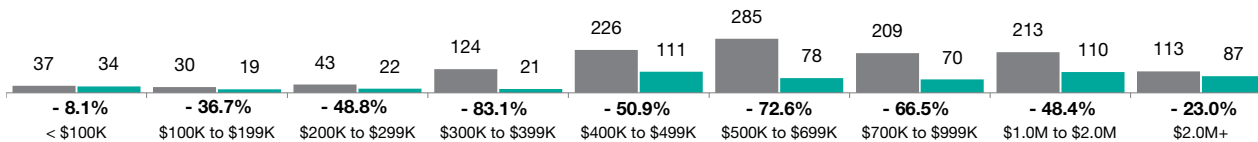
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change	12-2020	1-2021	Change	12-2020	1-2021	Change	1-2020	1-2021	Change	1-2020	1-2021	Change
\$99,999 and Below	9	8	-11.1%	0	0	--	1	0	-100.0%	0	0	--	2	0	-100.0%	0	0	--
\$100,000 to \$199,999	33	30	-9.1%	41	41	0.0%	0	1	--	4	0	-100.0%	0	1	--	9	0	-100.0%
\$200,000 to \$299,999	75	52	-30.7%	271	250	-7.7%	3	0	-100.0%	28	13	-53.6%	5	0	-100.0%	11	13	+18.2%
\$300,000 to \$399,999	941	501	-46.8%	643	654	+1.7%	17	11	-35.3%	40	27	-32.5%	52	11	-78.8%	36	27	-25.0%
\$400,000 to \$499,999	1,339	1,677	+25.2%	422	546	+29.4%	139	99	-28.8%	43	29	-32.6%	84	99	+17.9%	18	29	+61.1%
\$500,000 to \$699,999	1,664	1,734	+4.2%	345	410	+18.8%	126	61	-51.6%	25	19	-24.0%	74	61	-17.6%	14	19	+35.7%
\$700,000 to \$999,999	1,343	1,514	+12.7%	141	159	+12.8%	91	50	-45.1%	18	14	-22.2%	62	50	-19.4%	16	14	-12.5%
\$1,000,000 to \$1,999,999	694	867	+24.9%	54	70	+29.6%	65	39	-40.0%	9	5	-44.4%	31	39	+25.8%	7	5	-28.6%
\$2,000,000 and Above	179	216	+20.7%	8	0	-100.0%	22	13	-40.9%	0	0	--	9	13	+44.4%	2	0	-100.0%
All Price Ranges	6,277	6,599	+5.1%	1,925	2,130	+10.6%	464	274	-40.9%	167	107	-35.9%	319	274	-14.1%	113	107	-5.3%

Inventory of Active Listings

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

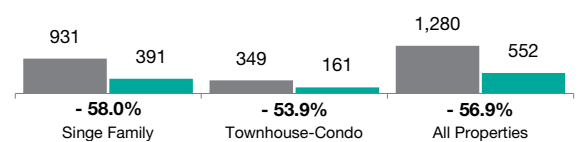
By Price Range – All Properties

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change	12-2020	1-2021	Change	12-2020	1-2021	Change	1-2020	1-2021	Change	1-2020	1-2021	Change
\$99,999 and Below	37	34	-8.1%	0	0	--	35	34	-2.9%	0	0	--						
\$100,000 to \$199,999	24	17	-29.2%	6	2	-66.7%	20	17	-15.0%	2	2	0.0%						
\$200,000 to \$299,999	17	2	-88.2%	26	20	-23.1%	7	2	-71.4%	17	20	+17.6%						
\$300,000 to \$399,999	52	5	-90.4%	72	16	-77.8%	6	5	-16.7%	34	16	-52.9%						
\$400,000 to \$499,999	160	73	-54.4%	66	38	-42.4%	106	73	-31.1%	53	38	-28.3%						
\$500,000 to \$699,999	193	53	-72.5%	92	25	-72.8%	77	53	-31.2%	49	25	-49.0%						
\$700,000 to \$999,999	162	45	-72.2%	47	25	-46.8%	64	45	-29.7%	36	25	-30.6%						
\$1,000,000 to \$1,999,999	175	82	-53.1%	38	28	-26.3%	100	82	-18.0%	27	28	+3.7%						
\$2,000,000 and Above	111	80	-27.9%	2	7	+250.0%	94	80	-14.9%	8	7	-12.5%						
All Price Ranges	931	391	-58.0%	349	161	-53.9%	509	391	-23.2%	226	161	-28.8%						

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.