

Monthly Indicators



March 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 36.7 percent for single family homes and 19.4 percent for townhouse-condo properties. Pending Sales landed at 245 for single family homes and 112 for townhouse-condo properties.

The Median Sales Price was up 34.9 percent to \$845,777 for single family homes but decreased 6.7 percent to \$456,000 for townhouse-condo properties. Days on Market decreased 11.3 percent for single family homes and 25.6 percent for townhouse-condo properties.

While many homebuilders are working to increase their activity, the cost of lumber and other materials and a backlogged supply chain continue to limit new home construction and have increased costs substantially. New methods of construction, including 3d printed homes, could speed construction and reduce costs in the future, but realistically are several years away from making a measurable impact in the market.

Activity Snapshot

- 3.6%

+ 13.9%

- 17.1%

One-Year Change in
Sold Listings
All Properties

One-Year Change in
Median Sales Price
All Properties

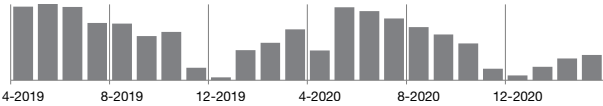
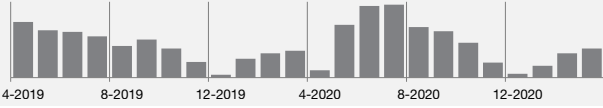
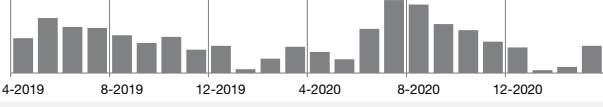
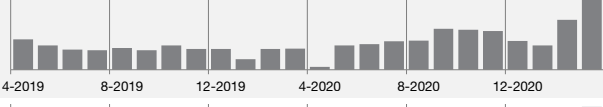
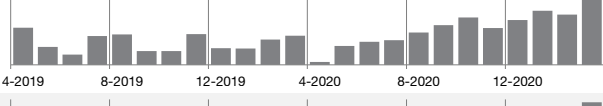
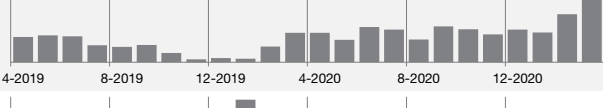
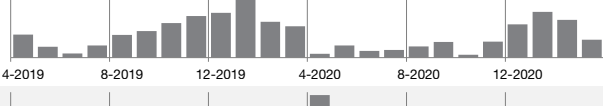
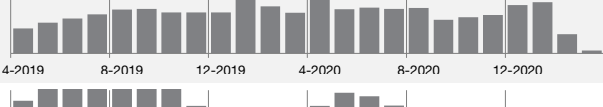
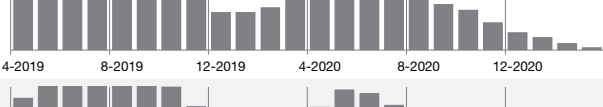
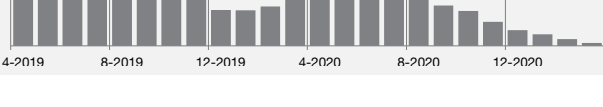
One-Year Change in
Days on Market
All Properties

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.

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	3-2020	3-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		371	235	- 36.7%	932	624	- 33.0%
Pending / Under Contract		236	245	+ 3.8%	668	649	- 2.8%
Sold Listings		236	240	+ 1.7%	572	538	- 5.9%
Median Sales Price		\$627,000	\$845,777	+ 34.9%	\$620,000	\$763,084	+ 23.1%
Average Sales Price		\$810,758	\$1,027,935	+ 26.8%	\$787,908	\$970,458	+ 23.2%
Pct. of List Price Received		99.6%	102.6%	+ 3.0%	98.8%	101.3%	+ 2.5%
Days on Market Until Sale		62	55	- 11.3%	68	62	- 8.8%
Housing Affordability Index		58	45	- 22.4%	59	50	- 15.3%
Inventory of Active Listings		533	203	- 61.9%	--	--	--
Months Supply of Inventory		2.1	0.8	- 61.9%	--	--	--

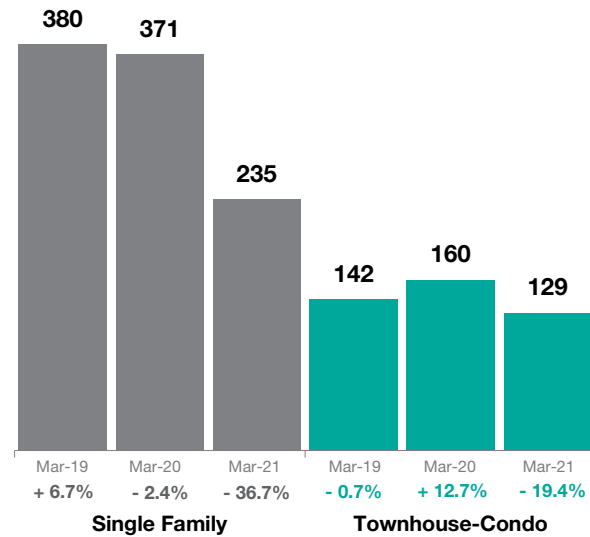
Townhouse-Condo Market Overview

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

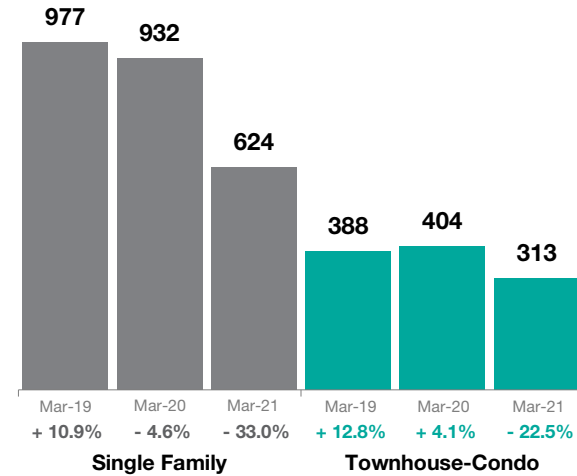
Key Metrics	Historical Sparkbars	3-2020	3-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		160	129	- 19.4%	404	313	- 22.5%
Pending / Under Contract		77	112	+ 45.5%	273	324	+ 18.7%
Sold Listings		127	110	- 13.4%	260	265	+ 1.9%
Median Sales Price		\$489,000	\$456,000	- 6.7%	\$470,500	\$445,000	- 5.4%
Average Sales Price		\$646,862	\$542,089	- 16.2%	\$587,454	\$544,585	- 7.3%
Pct. of List Price Received		99.1%	100.6%	+ 1.5%	98.9%	99.9%	+ 1.0%
Days on Market Until Sale		86	64	- 25.6%	87	75	- 13.8%
Housing Affordability Index		75	83	+ 10.7%	78	85	+ 9.0%
Inventory of Active Listings		226	99	- 56.2%	--	--	--
Months Supply of Inventory		2.3	1.0	- 56.5%	--	--	--

New Listings

March

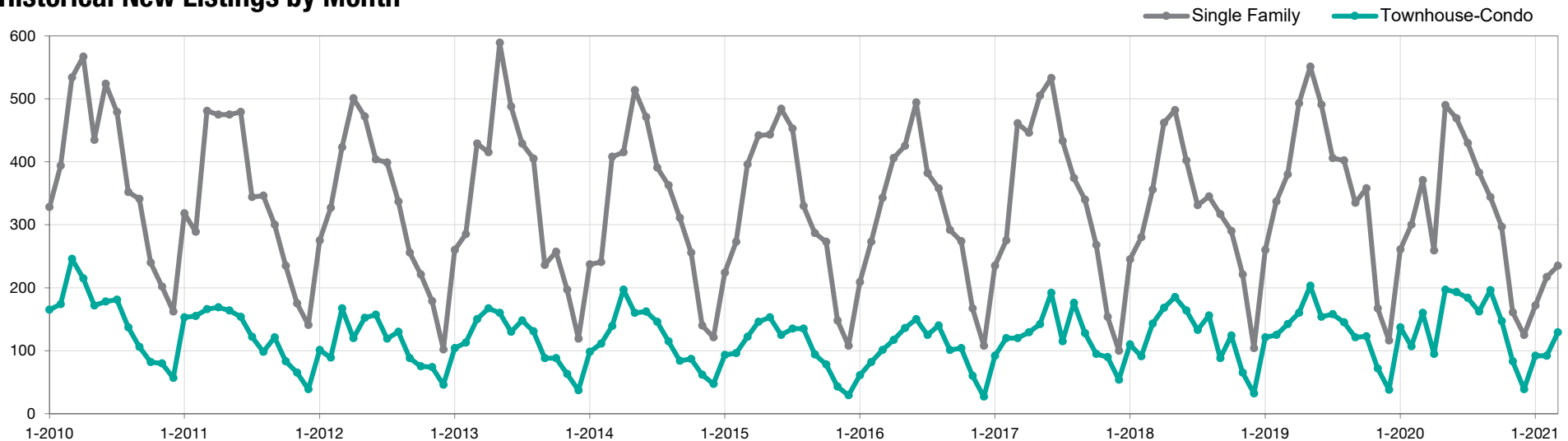


Year to Date



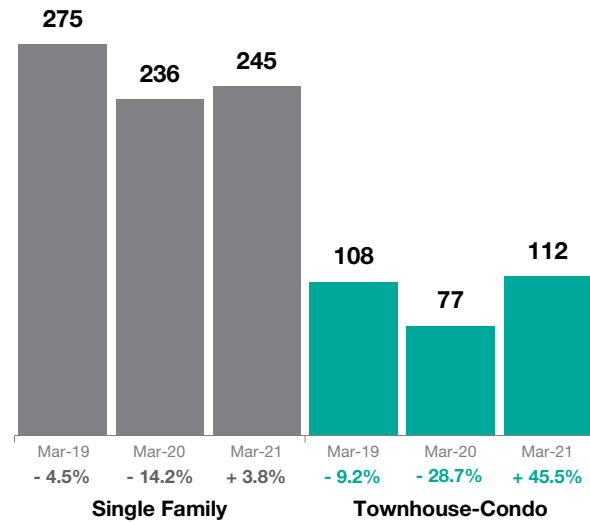
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	259	-47.5%	95	-40.6%
May-2020	490	-11.1%	197	-3.0%
Jun-2020	469	-4.5%	193	+25.3%
Jul-2020	430	+5.9%	184	+16.5%
Aug-2020	383	-4.7%	162	+11.7%
Sep-2020	344	+2.7%	196	+62.0%
Oct-2020	297	-17.0%	147	+19.5%
Nov-2020	161	-3.6%	83	+15.3%
Dec-2020	125	+7.8%	39	+2.6%
Jan-2021	172	-34.1%	92	-32.8%
Feb-2021	217	-27.7%	92	-14.0%
Mar-2021	235	-36.7%	129	-19.4%

Historical New Listings by Month

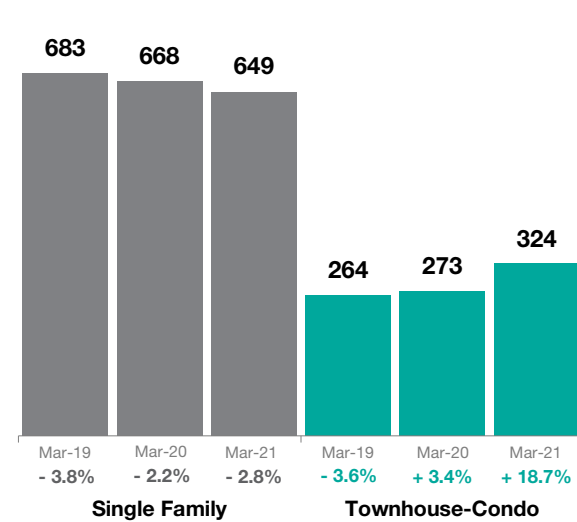


Pending / Under Contract

March

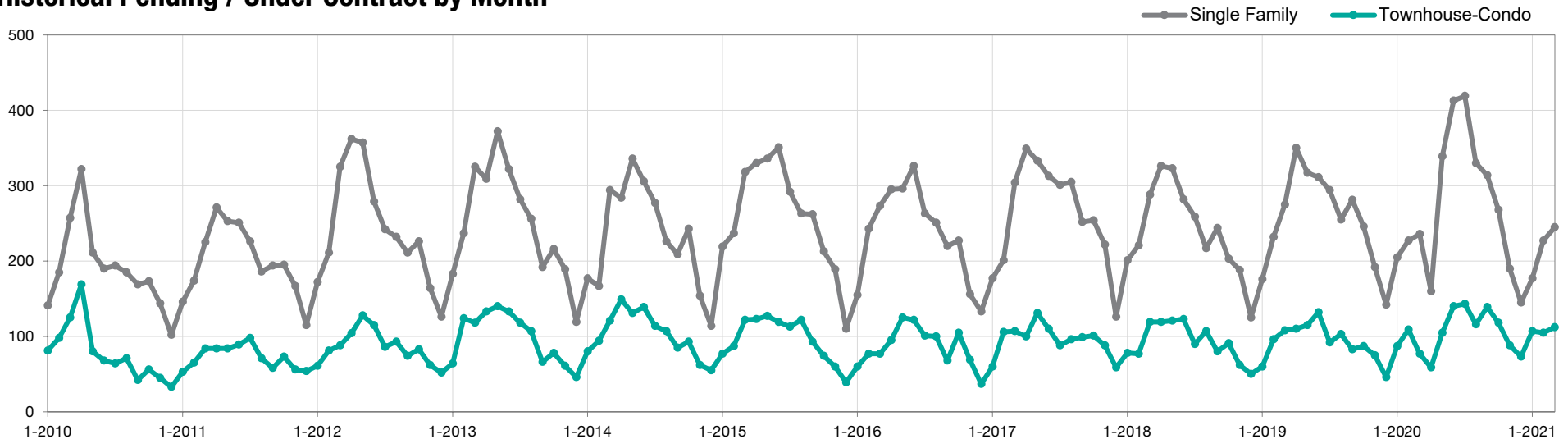


Year to Date



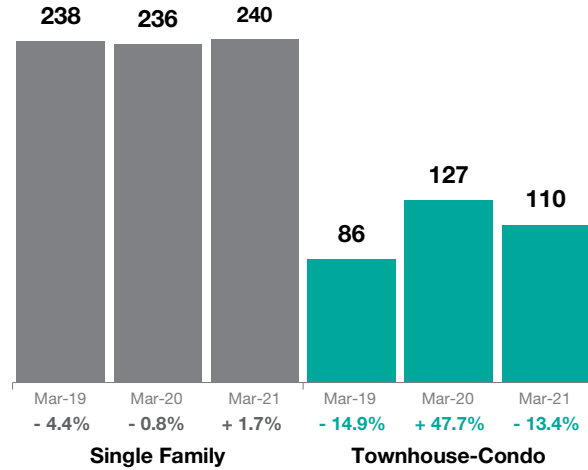
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	160	-54.3%	59	-46.4%
May-2020	339	+6.9%	105	-8.7%
Jun-2020	413	+32.8%	140	+6.1%
Jul-2020	419	+42.5%	143	+55.4%
Aug-2020	330	+29.4%	116	+12.6%
Sep-2020	314	+11.7%	139	+67.5%
Oct-2020	268	+8.9%	118	+35.6%
Nov-2020	190	-1.0%	88	+17.3%
Dec-2020	145	+2.1%	73	+58.7%
Jan-2021	177	-13.7%	107	+23.0%
Feb-2021	227	0.0%	105	-3.7%
Mar-2021	245	+3.8%	112	+45.5%

Historical Pending / Under Contract by Month

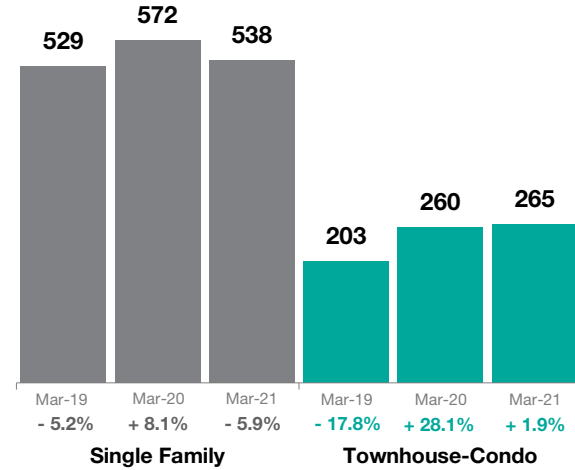


Sold Listings

March

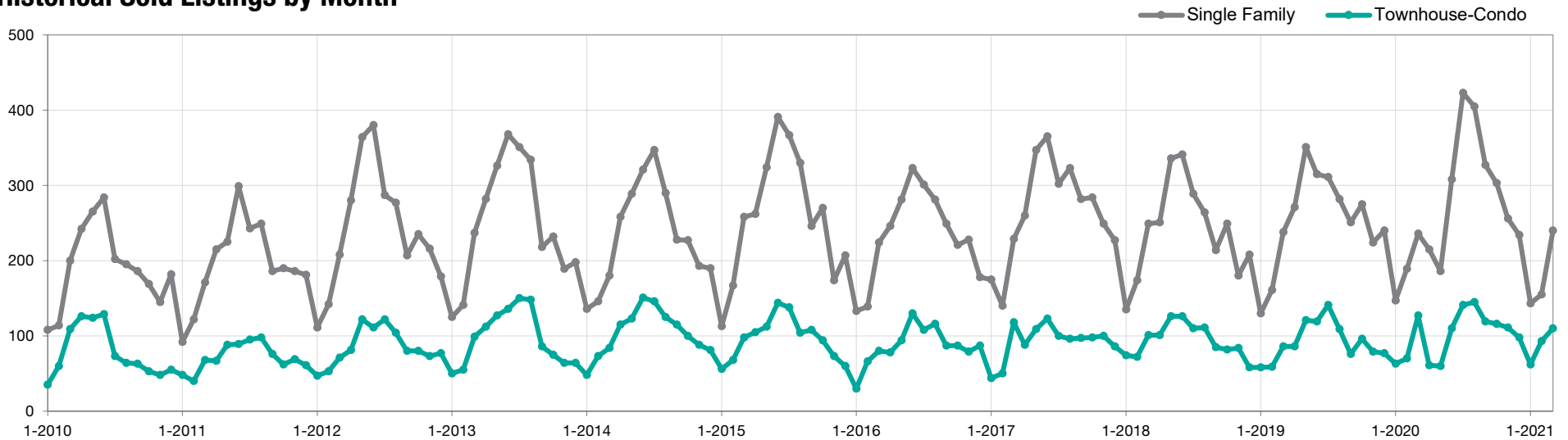


Year to Date



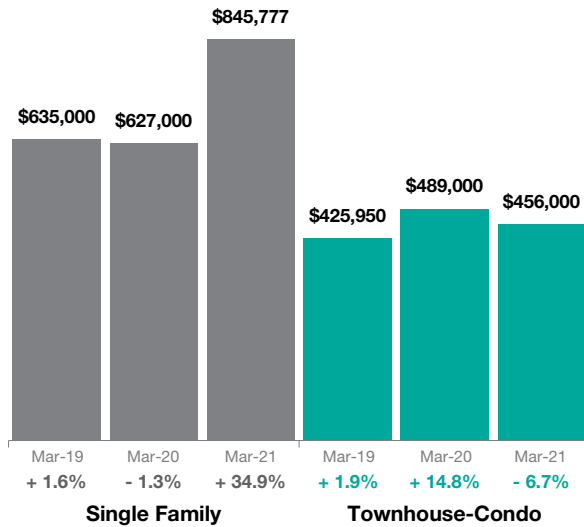
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	215	-20.7%	61	-29.1%
May-2020	186	-47.0%	60	-50.4%
Jun-2020	308	-2.2%	110	-7.6%
Jul-2020	423	+36.0%	141	0.0%
Aug-2020	405	+43.6%	145	+33.0%
Sep-2020	327	+30.3%	119	+56.6%
Oct-2020	303	+10.2%	116	+20.8%
Nov-2020	256	+14.3%	111	+40.5%
Dec-2020	234	-2.5%	98	+27.3%
Jan-2021	143	-2.7%	62	-1.6%
Feb-2021	155	-18.0%	93	+32.9%
Mar-2021	240	+1.7%	110	-13.4%

Historical Sold Listings by Month

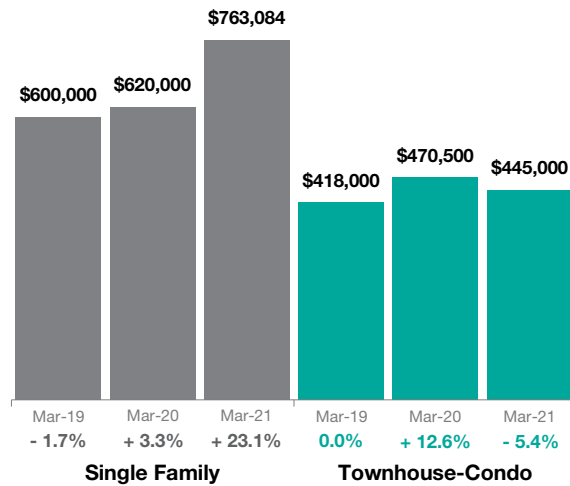


Median Sales Price

March

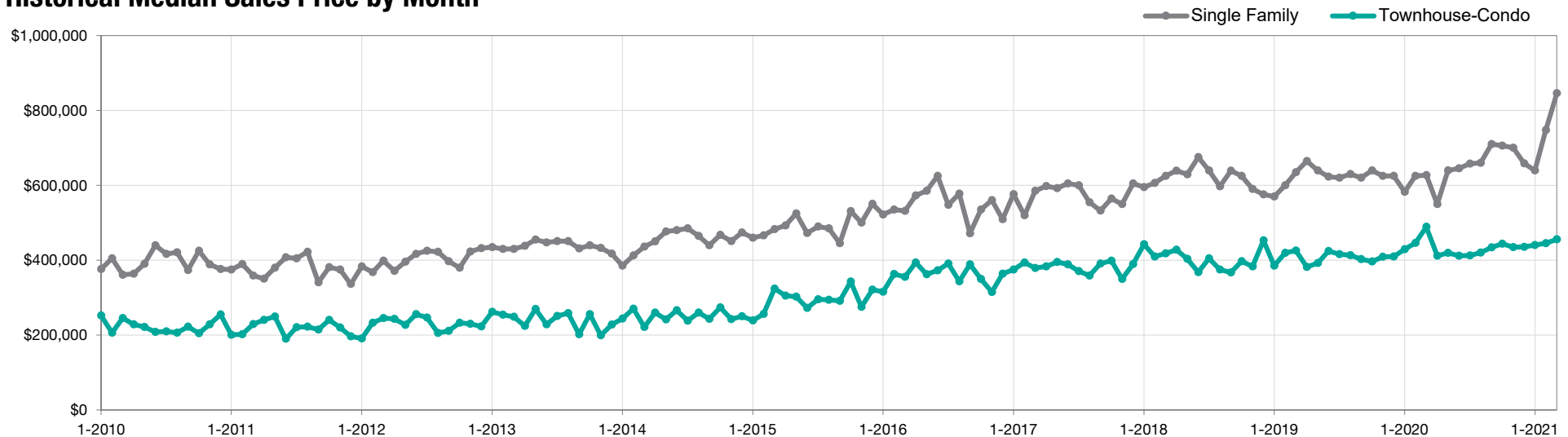


Year to Date



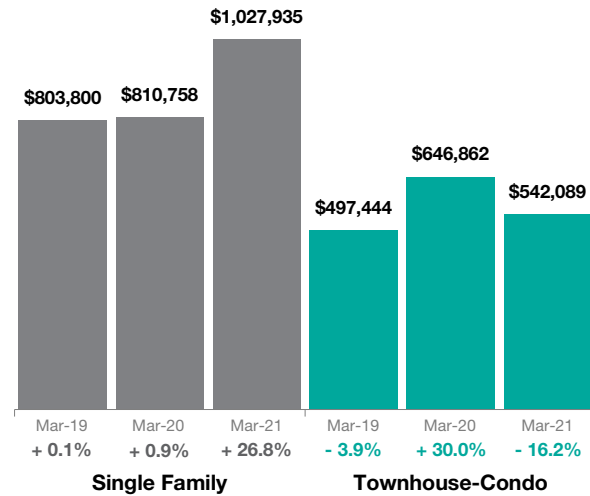
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	\$550,000	-17.3%	\$412,000	+8.0%
May-2020	\$640,000	0.0%	\$419,500	+7.0%
Jun-2020	\$645,000	+3.5%	\$411,500	-3.1%
Jul-2020	\$658,000	+6.1%	\$412,500	-0.8%
Aug-2020	\$660,000	+4.8%	\$420,000	+1.7%
Sep-2020	\$710,000	+14.5%	\$434,000	+7.8%
Oct-2020	\$706,000	+10.3%	\$444,000	+12.1%
Nov-2020	\$700,000	+12.0%	\$435,000	+6.4%
Dec-2020	\$658,500	+5.4%	\$435,216	+6.2%
Jan-2021	\$640,000	+9.9%	\$440,500	+2.7%
Feb-2021	\$747,800	+19.6%	\$445,000	-0.2%
Mar-2021	\$845,777	+34.9%	\$456,000	-6.7%

Historical Median Sales Price by Month

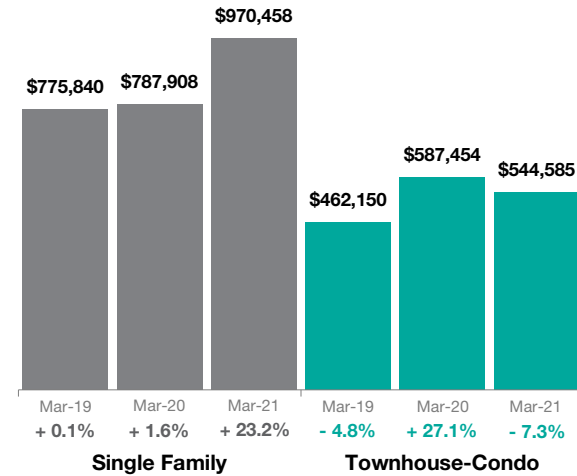


Average Sales Price

March

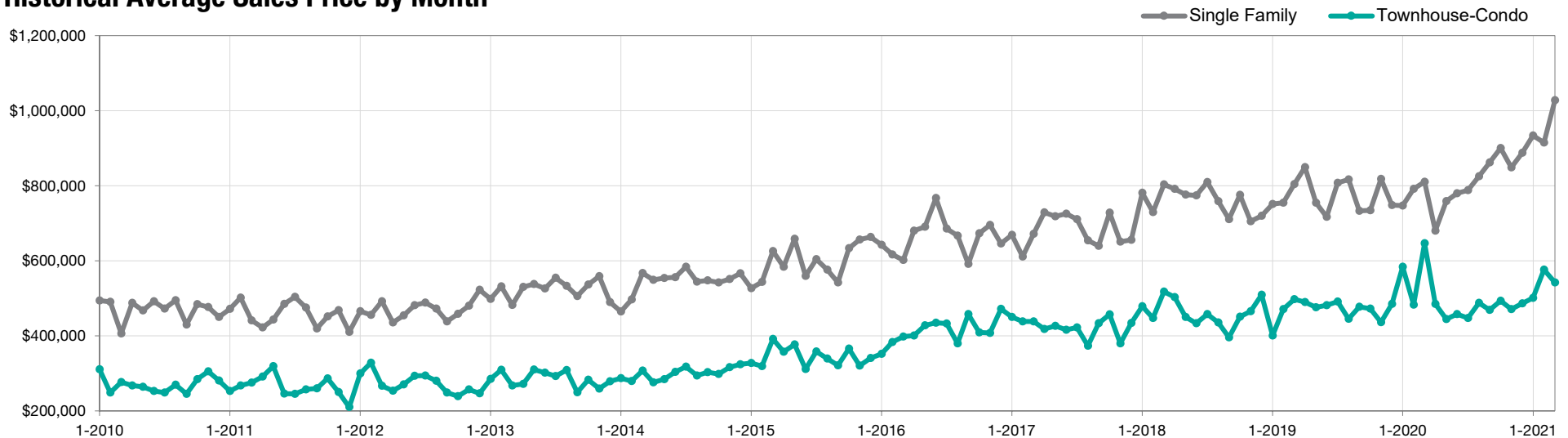


Year to Date



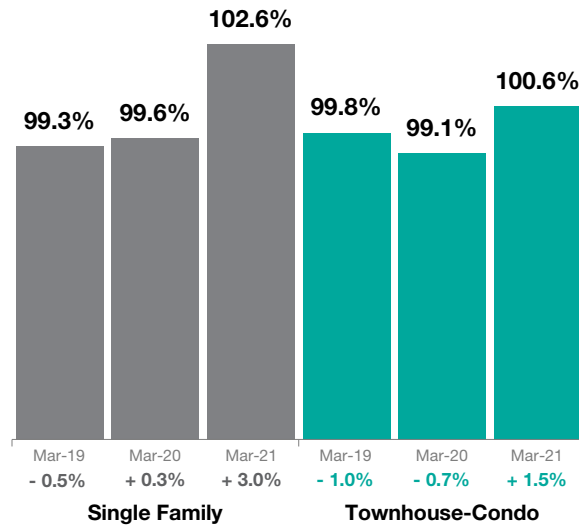
Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	\$680,302	-19.9%	\$485,074	-1.0%
May-2020	\$758,674	+0.5%	\$444,380	-6.6%
Jun-2020	\$779,904	+8.8%	\$457,920	-4.9%
Jul-2020	\$788,252	-2.4%	\$447,549	-8.9%
Aug-2020	\$825,263	+1.0%	\$487,691	+9.5%
Sep-2020	\$861,853	+17.5%	\$468,641	-1.8%
Oct-2020	\$900,054	+22.6%	\$493,131	+4.4%
Nov-2020	\$848,672	+3.7%	\$470,666	+7.9%
Dec-2020	\$887,882	+18.6%	\$486,153	+0.3%
Jan-2021	\$933,891	+25.1%	\$501,268	-14.1%
Feb-2021	\$915,199	+15.6%	\$576,414	+19.3%
Mar-2021	\$1,027,935	+26.8%	\$542,089	-16.2%

Historical Average Sales Price by Month

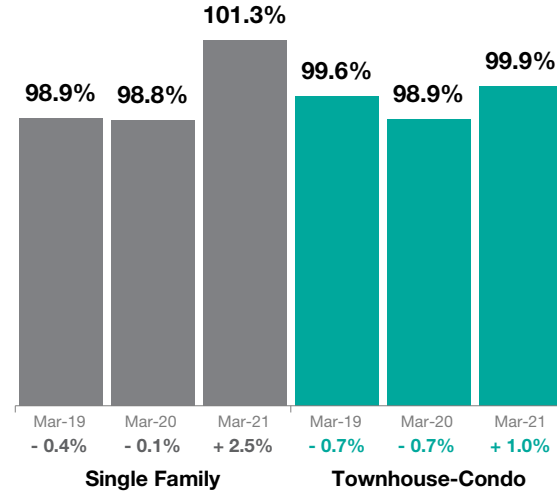


Percent of List Price Received

March

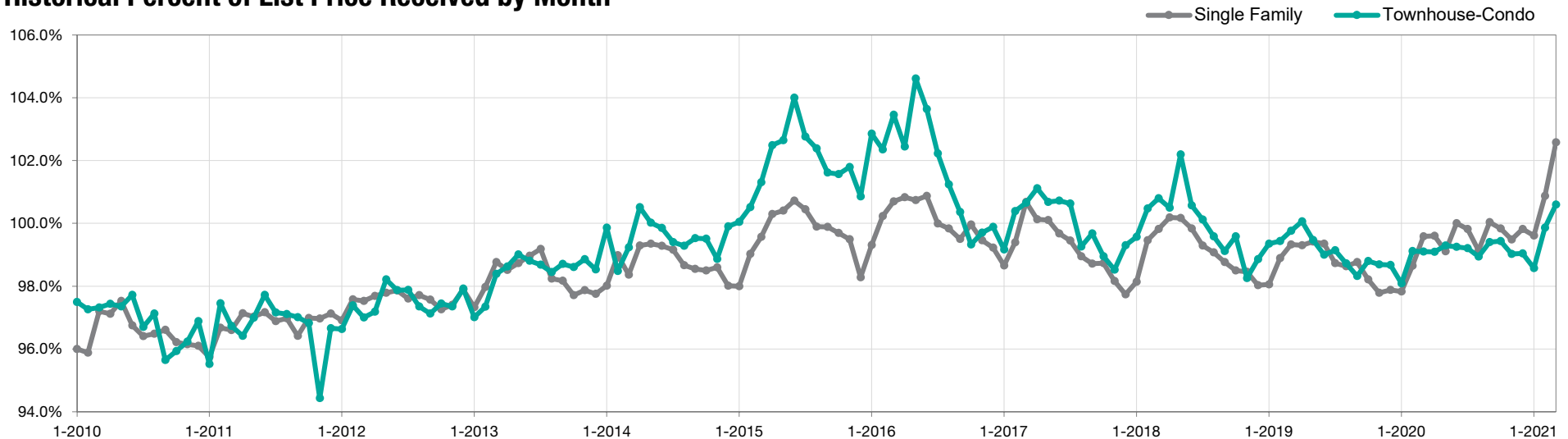


Year to Date



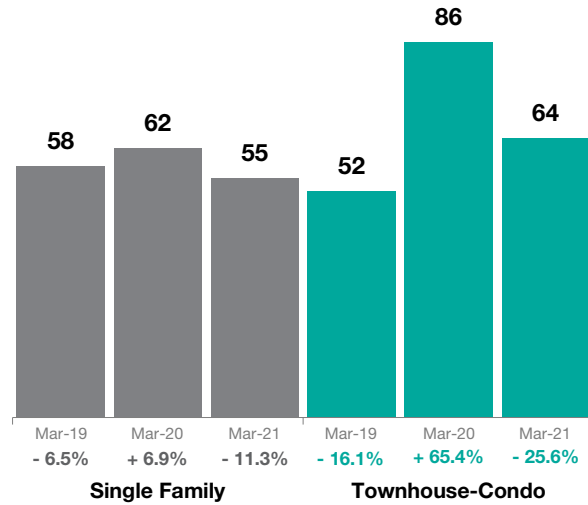
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	99.6%	+0.3%	99.1%	-1.0%
May-2020	99.1%	-0.3%	99.3%	-0.2%
Jun-2020	100.0%	+0.6%	99.3%	+0.3%
Jul-2020	99.8%	+1.1%	99.2%	+0.1%
Aug-2020	99.1%	+0.5%	98.9%	+0.2%
Sep-2020	100.0%	+1.2%	99.4%	+1.1%
Oct-2020	99.8%	+1.6%	99.4%	+0.6%
Nov-2020	99.5%	+1.7%	99.0%	+0.3%
Dec-2020	99.8%	+1.9%	99.0%	+0.3%
Jan-2021	99.6%	+1.8%	98.6%	+0.5%
Feb-2021	100.9%	+2.3%	99.9%	+0.8%
Mar-2021	102.6%	+3.0%	100.6%	+1.5%

Historical Percent of List Price Received by Month

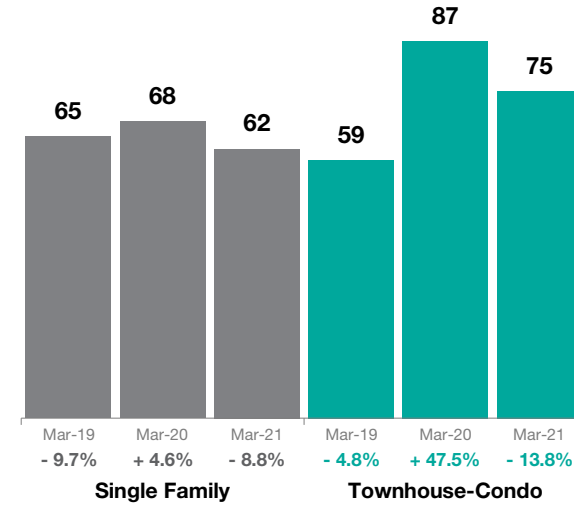


Days on Market Until Sale

March

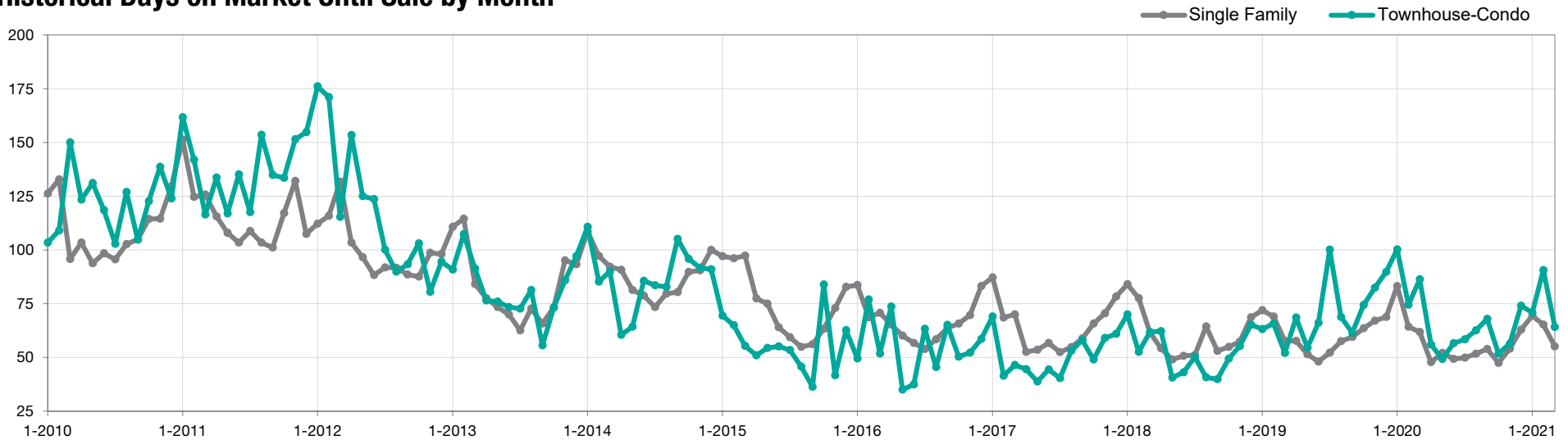


Year to Date



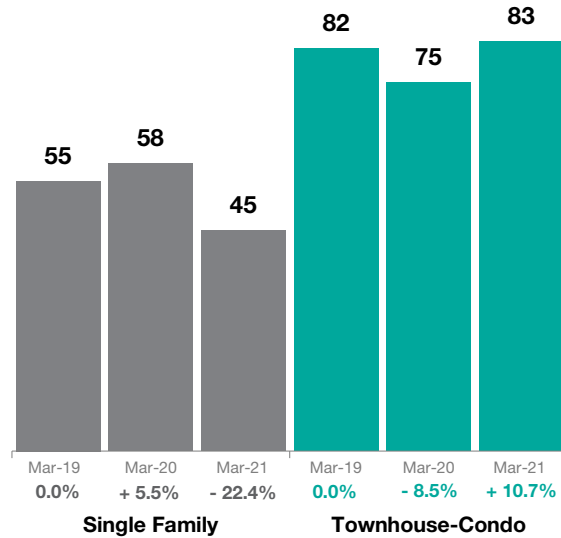
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	48	-17.2%	56	-18.8%
May-2020	52	+2.0%	49	-10.9%
Jun-2020	49	+2.1%	57	-13.6%
Jul-2020	50	-3.8%	58	-42.0%
Aug-2020	52	-10.3%	63	-8.7%
Sep-2020	54	-8.5%	68	+11.5%
Oct-2020	47	-26.6%	52	-29.7%
Nov-2020	54	-19.4%	56	-31.7%
Dec-2020	63	-8.7%	74	-17.8%
Jan-2021	69	-16.9%	71	-29.0%
Feb-2021	65	+1.6%	91	+23.0%
Mar-2021	55	-11.3%	64	-25.6%

Historical Days on Market Until Sale by Month

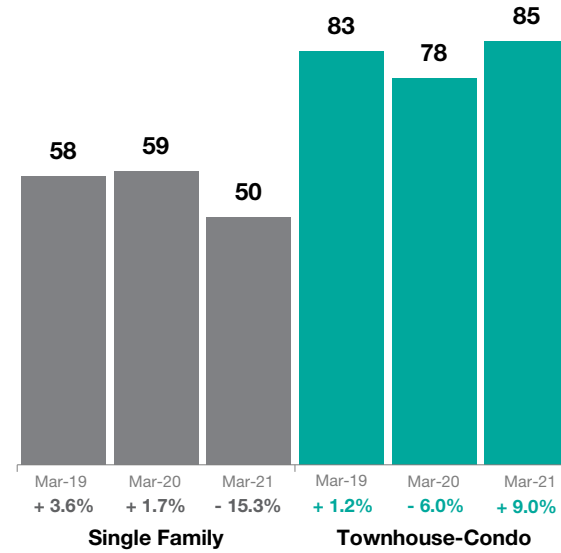


Housing Affordability Index

March

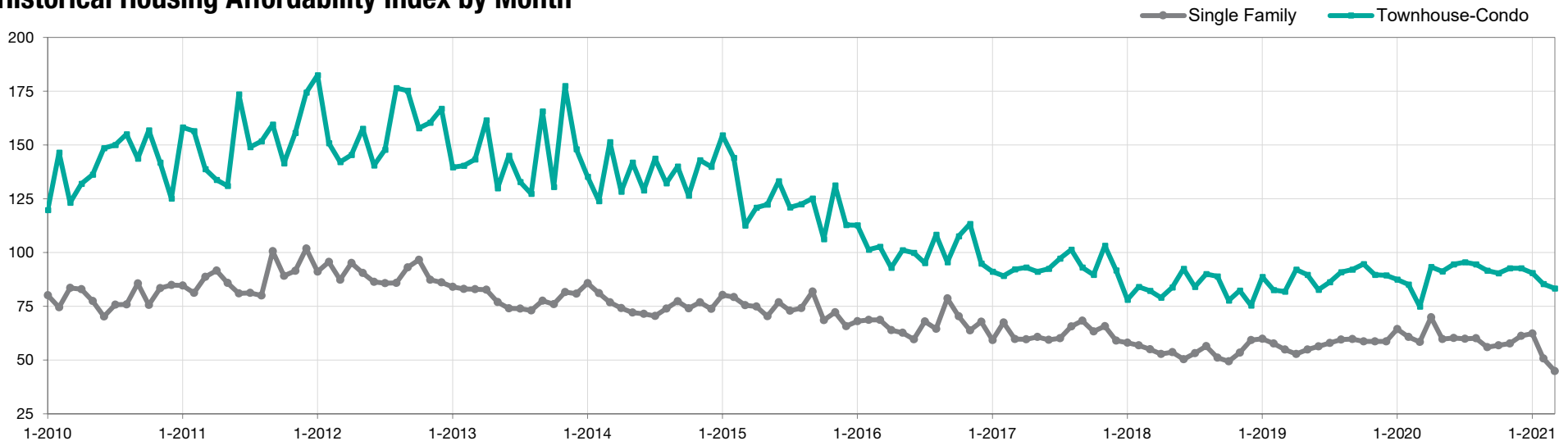


Year to Date



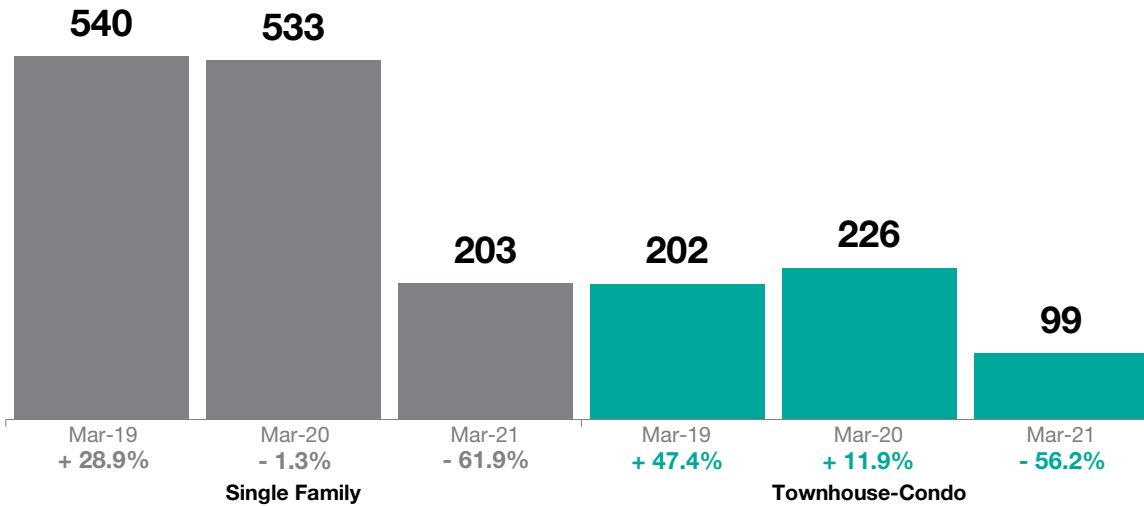
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	70	+32.1%	93	+1.1%
May-2020	60	+9.1%	91	+1.1%
Jun-2020	60	+7.1%	94	+13.3%
Jul-2020	60	+3.4%	96	+11.6%
Aug-2020	60	0.0%	95	+4.4%
Sep-2020	56	-6.7%	92	0.0%
Oct-2020	57	-3.4%	90	-5.3%
Nov-2020	58	-1.7%	93	+3.3%
Dec-2020	61	+3.4%	93	+4.5%
Jan-2021	62	-3.1%	90	+3.4%
Feb-2021	51	-16.4%	85	0.0%
Mar-2021	45	-22.4%	83	+10.7%

Historical Housing Affordability Index by Month



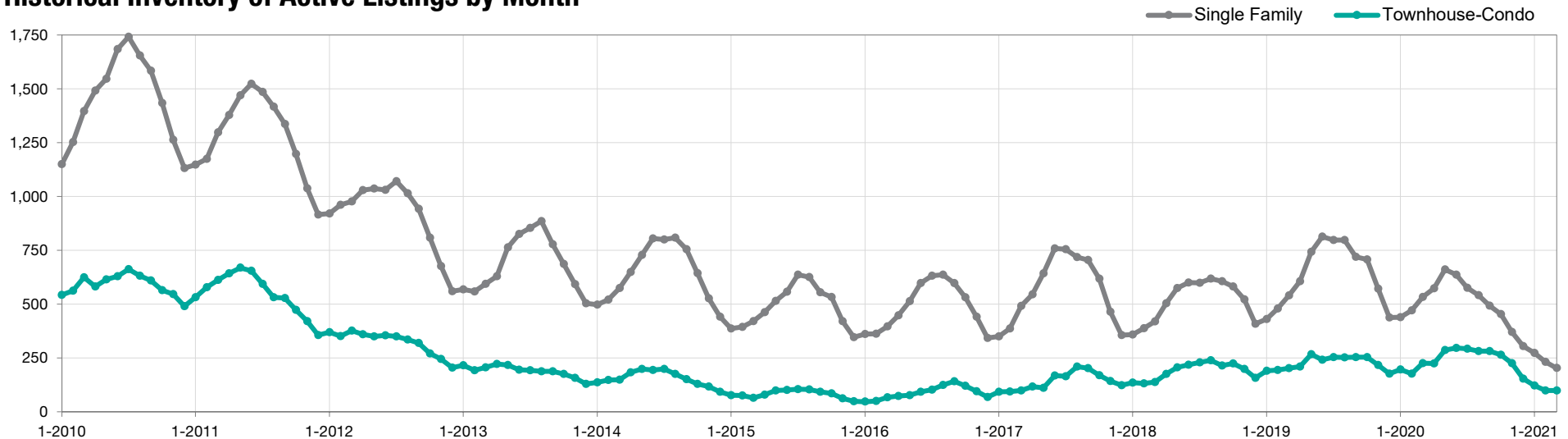
Inventory of Active Listings

March



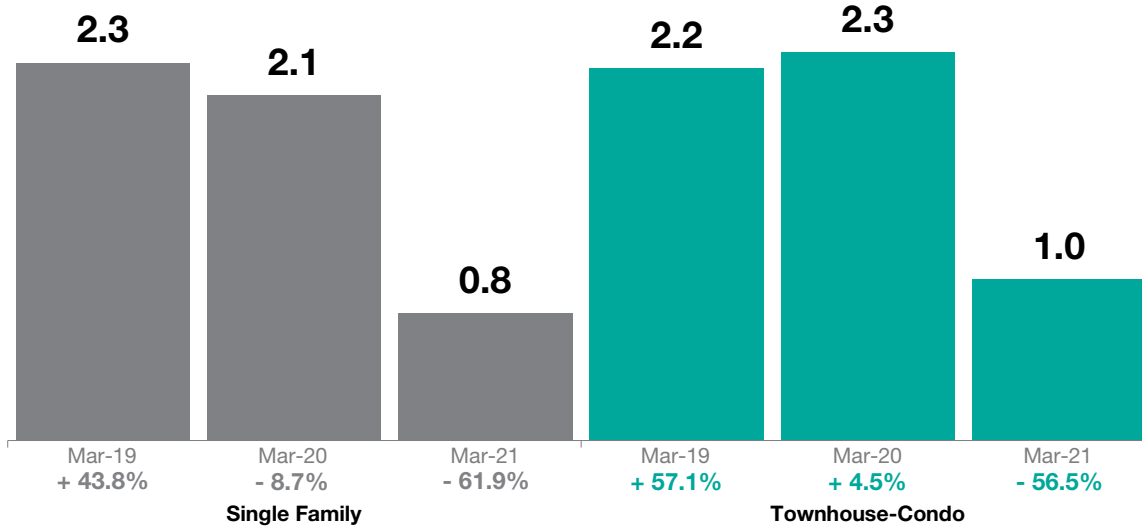
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	573	-5.4%	224	+6.7%
May-2020	661	-10.9%	287	+7.5%
Jun-2020	636	-21.8%	296	+22.8%
Jul-2020	575	-27.9%	292	+15.0%
Aug-2020	541	-32.2%	282	+11.9%
Sep-2020	492	-31.6%	281	+10.6%
Oct-2020	453	-35.9%	264	+3.9%
Nov-2020	371	-35.1%	226	+4.1%
Dec-2020	305	-30.4%	153	-13.6%
Jan-2021	273	-37.8%	122	-37.8%
Feb-2021	231	-51.0%	98	-44.6%
Mar-2021	203	-61.9%	99	-56.2%

Historical Inventory of Active Listings by Month



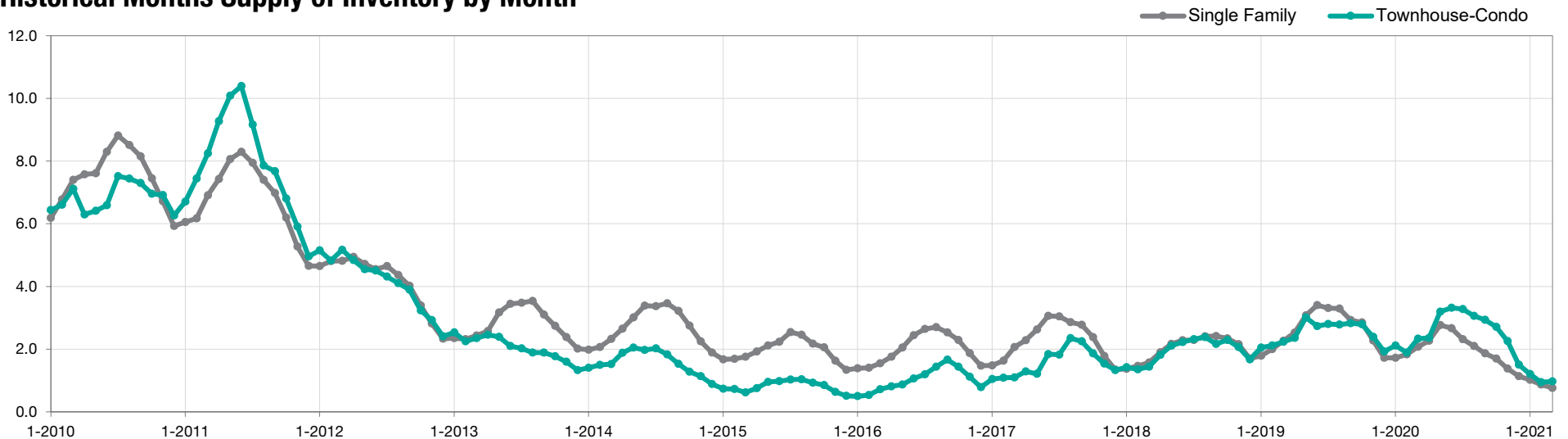
Months Supply of Inventory

March



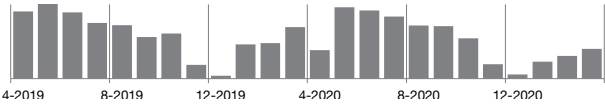
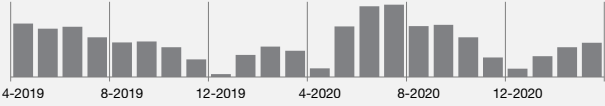
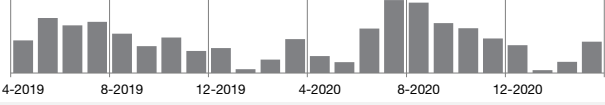
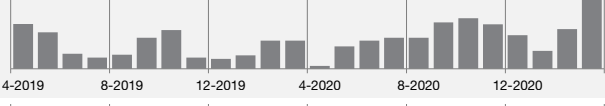
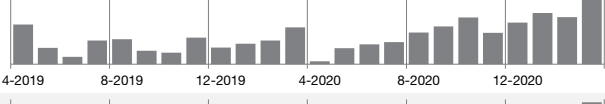
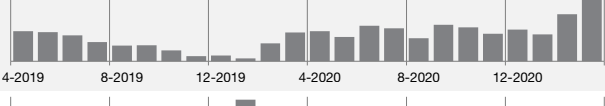
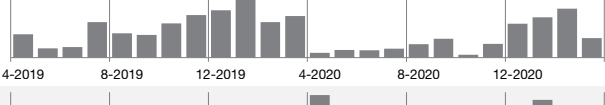
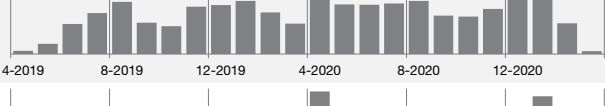

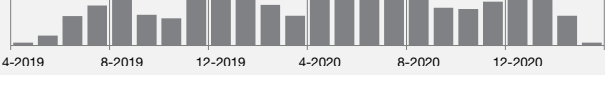
Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	2.3	-8.0%	2.4	0.0%
May-2020	2.8	-9.7%	3.2	+6.7%
Jun-2020	2.7	-20.6%	3.3	+22.2%
Jul-2020	2.3	-30.3%	3.3	+17.9%
Aug-2020	2.1	-36.4%	3.1	+10.7%
Sep-2020	1.9	-34.5%	2.9	+3.6%
Oct-2020	1.7	-41.4%	2.7	-3.6%
Nov-2020	1.4	-39.1%	2.3	-4.2%
Dec-2020	1.1	-35.3%	1.5	-21.1%
Jan-2021	1.0	-41.2%	1.2	-42.9%
Feb-2021	0.9	-50.0%	0.9	-52.6%
Mar-2021	0.8	-61.9%	1.0	-56.5%

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.

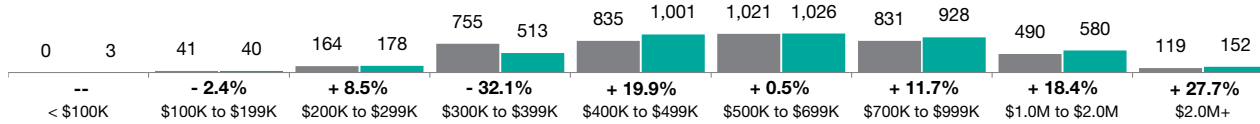
Key Metrics	Historical Sparkbars	3-2020	3-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
New Listings		531	364	- 31.5%	1,336	937	- 29.9%
Pending / Under Contract		313	357	+ 14.1%	941	973	+ 3.4%
Sold Listings		363	350	- 3.6%	832	803	- 3.5%
Median Sales Price		\$570,000	\$649,150	+ 13.9%	\$559,500	\$606,650	+ 8.4%
Average Sales Price		\$753,417	\$875,241	+ 16.2%	\$725,266	\$829,915	+ 14.4%
Pct. of List Price Received		99.4%	102.0%	+ 2.6%	98.8%	100.8%	+ 2.0%
Days on Market Until Sale		70	58	- 17.1%	74	66	- 10.8%
Housing Affordability Index		64	58	- 9.4%	65	63	- 3.1%
Inventory of Active Listings		759	302	- 60.2%	--	--	--
Months Supply of Inventory		2.1	0.8	- 61.9%	--	--	--

Sold Listings

Actual sales that have closed in a given month.

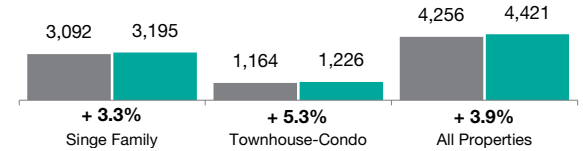
By Price Range – All Properties – Rolling 12 Months

■ 3-2020 ■ 3-2021



By Property Type

■ 3-2020 ■ 3-2021



Rolling 12 Months

Compared to Prior Month

Year to Date

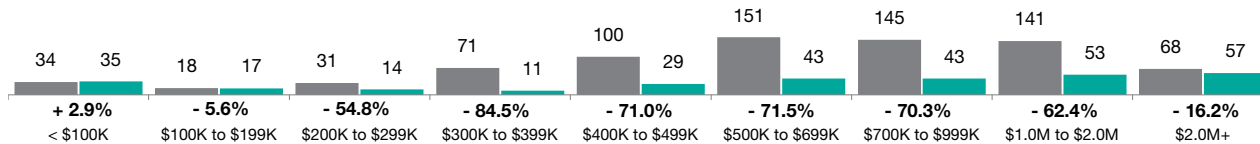
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	3-2020	3-2021	Change	3-2020	3-2021	Change	2-2021	3-2021	Change	2-2021	3-2021	Change	3-2020	3-2021	Change	3-2020	3-2021	Change
\$99,999 and Below	0	3	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$100,000 to \$199,999	12	14	+16.7%	29	26	-10.3%	0	1	--	0	2	--	2	1	-50.0%	10	2	-80.0%
\$200,000 to \$299,999	27	25	-7.4%	137	153	+11.7%	2	3	+50.0%	10	14	+40.0%	3	5	+66.7%	18	33	+83.3%
\$300,000 to \$399,999	384	182	-52.6%	371	331	-10.8%	4	1	-75.0%	27	18	-33.3%	65	11	-83.1%	72	60	-16.7%
\$400,000 to \$499,999	598	687	+14.9%	237	314	+32.5%	31	46	+48.4%	24	32	+33.3%	131	121	-7.6%	48	70	+45.8%
\$500,000 to \$699,999	788	774	-1.8%	233	252	+8.2%	35	39	+11.4%	16	27	+68.8%	141	101	-28.4%	59	55	-6.8%
\$700,000 to \$999,999	738	822	+11.4%	93	106	+14.0%	39	67	+71.8%	9	9	0.0%	122	134	+9.8%	23	27	+17.4%
\$1,000,000 to \$1,999,999	431	540	+25.3%	59	40	-32.2%	32	65	+103.1%	4	7	+75.0%	81	124	+53.1%	29	14	-51.7%
\$2,000,000 and Above	114	148	+29.8%	5	4	-20.0%	12	18	+50.0%	3	1	-66.7%	27	41	+51.9%	1	4	+300.0%
All Price Ranges	3,092	3,195	+3.3%	1,164	1,226	+5.3%	155	240	+54.8%	93	110	+18.3%	572	538	-5.9%	260	265	+1.9%

Inventory of Active Listings

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

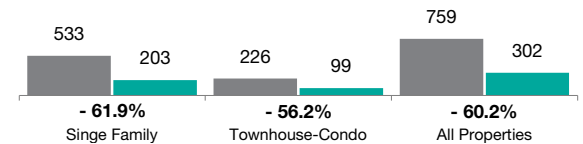
By Price Range – All Properties

■ 3-2020 ■ 3-2021



By Property Type

■ 3-2020 ■ 3-2021



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	3-2020	3-2021	Change	3-2020	3-2021	Change	2-2021	3-2021	Change	2-2021	3-2021	Change	3-2020	3-2021	Change	3-2020	3-2021	Change
\$99,999 and Below	34	35	+2.9%	0	0	--	35	35	0.0%	0	0	--						
\$100,000 to \$199,999	14	16	+14.3%	4	1	-75.0%	14	16	+14.3%	0	1	--						
\$200,000 to \$299,999	7	0	-100.0%	24	14	-41.7%	2	0	-100.0%	13	14	+7.7%						
\$300,000 to \$399,999	25	2	-92.0%	46	9	-80.4%	3	2	-33.3%	9	9	0.0%						
\$400,000 to \$499,999	57	15	-73.7%	43	14	-67.4%	24	15	-37.5%	20	14	-30.0%						
\$500,000 to \$699,999	96	21	-78.1%	55	22	-60.0%	31	21	-32.3%	15	22	+46.7%						
\$700,000 to \$999,999	113	22	-80.5%	32	21	-34.4%	29	22	-24.1%	20	21	+5.0%						
\$1,000,000 to \$1,999,999	120	39	-67.5%	21	14	-33.3%	40	39	-2.5%	16	14	-12.5%						
\$2,000,000 and Above	67	53	-20.9%	1	4	+300.0%	53	53	0.0%	5	4	-20.0%						
All Price Ranges	533	203	-61.9%	226	99	-56.2%	231	203	-12.1%	98	99	+1.0%						

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.