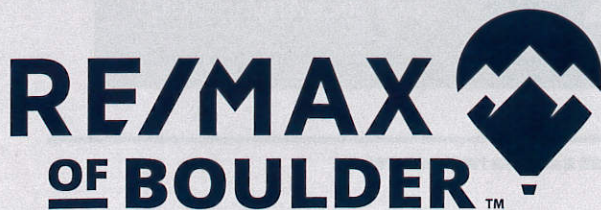
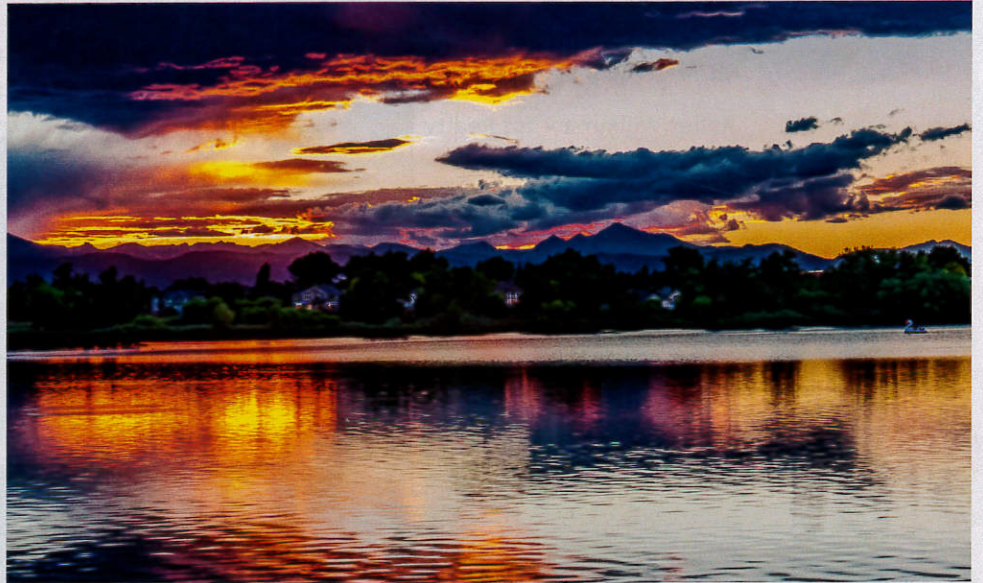


RE/MAX of Boulder REAL ESTATE REPORT

Statistics, Trends & Outlook



Another Record Year

Imbalance Persists

2018 Forecast

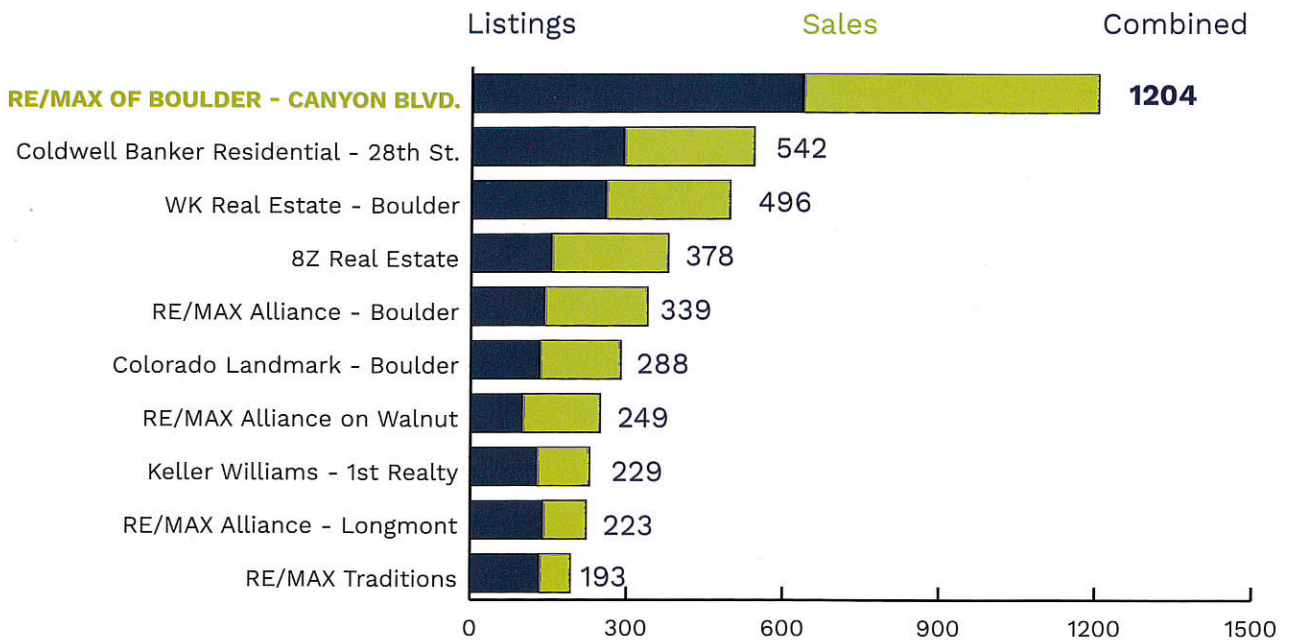
Another Record Year

Welcome to the 5th Annual RE/MAX of Boulder Real Estate Report. We are proud to be the long-standing, real estate market leader for the Boulder Valley and beyond. We hope that you find this report informative and helpful. Remember, real estate can be hyper-local and it is always useful to contact an experienced and knowledgeable RE/MAX of Boulder Realtor for your real estate needs.

RE/MAX of Boulder was named No. 1 single RE/MAX office in the U.S. for 2017 sales volume, recognizing RE/MAX of Boulder Realtors as among the best in the nation. Our Realtors have expert knowledge, seasoned backgrounds, and are dedicated to their clients, going the extra mile to help clients navigate a very challenging market. Bottom line? We've helped a lot of people achieve their dreams and find their place in Boulder Valley.

THE DIFFERENCE IS DRAMATIC

Top 10 Offices – Residential Boulder & Broomfield Counties



Data from IRES MLS, January 8, 2018 for time period January 1, 2017 – December 31, 2017.
Residential listings sold are single family and condos/townhomes.



Boulder is the #1 housing market in the U.S. for Growth and Stability.
– smartasset.com



#1 RE/MAX Office in the U.S. 8 Times!
Most recently in 2017!

Putting Our Money Where The Miracles Are

When it comes to supporting organizations that make living in Colorado fantastic, Children's Hospital Colorado is one of the very best.

That's why we're proud that RE/MAX of Boulder was named a Miracle Office for supporting Children's Colorado with a \$15,000 gift in 2017.

We are continuing to serve as a Miracle Office in 2018, accumulating donations throughout the year from local home sales.

Children's Colorado serves families with sick or injured children, and is internationally recognized for its outstanding medical, research, education and advocacy programs.

We appreciate their success! Through the years, Children's Colorado has helped RE/MAX of Boulder clients, agents and staff give back to their community. Philanthropy is critical to Children's Colorado's efforts to advance patient care, education, research and advocacy for patients and families at the hospital.



RE/MAX of Boulder agents are among the most passionate fundraisers out there, and for good reason. We live and work in the communities we serve, and many of us have a personal connection to local causes. Indeed, we recognize that donations like ours to Children's Colorado are vital to supporting good living for kids across the region! What could be more important than that?

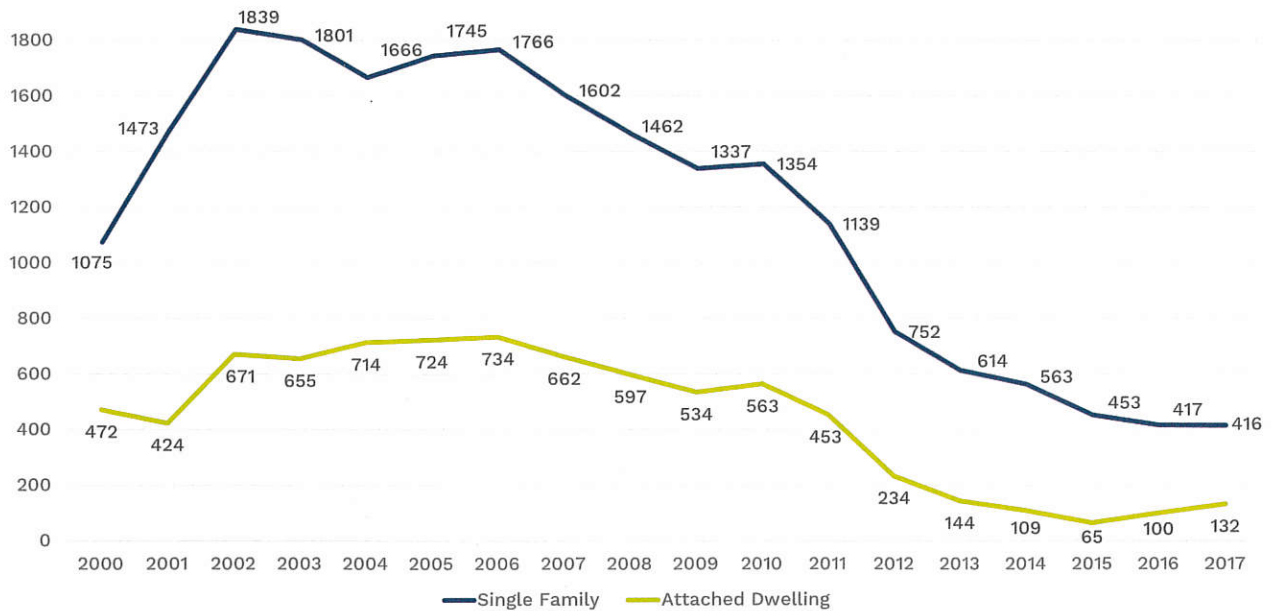
Join us in supporting Children's Hospital Colorado in 2018.

Go to www.childrenscoloradofoundation.org/CMNH to give.



**“There can be no keener revelation of a society's soul than the way in which it treats its children.”
-Nelson Mandela**

Inventory of Homes for Sale in Boulder County



Imbalance Persists

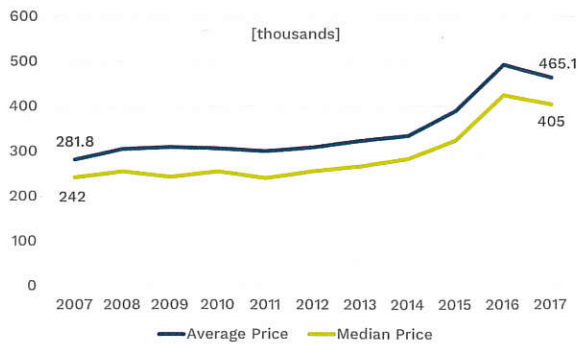
For the second year in a row, the market was quite different during the first half of the year versus the second half. The first 5 months were brisk, with inventory rising but new listings snapped up quickly. During the second half of the year, sales slowed, and inventory began to rise – until, that is, around November. Then, in late 2017, sales picked up again while many owners took their homes off the market during the usual holiday hiatus. There were 35% more closings in December 2017 than in December 2016. Because of this, once again, we ended up with declining inventory for the year (albeit by just 1 home in the single family category). Inventory for attached dwellings actually increased this year but at the same time, so did the number of sales. In looking at months of inventory, a balanced market requires 5 to 7 months of inventory. At this time we have less than 2 months of inventory for both single family homes as well as townhomes and condos. It is most definitely a sellers' market.



The average sales price for a single family home as well as an attached dwelling in Boulder County increased over 50% in the last 5 years.

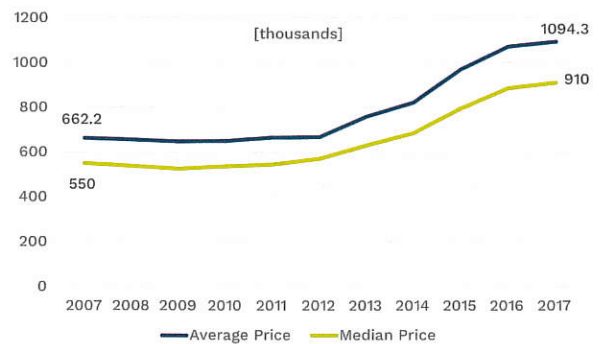
City of Boulder

Attached Dwelling Prices



The average price for an attached dwelling (condos and townhomes) in the City of Boulder decreased 5.7% in 2017. This is after a year in which prices rose 27%. Interestingly, the number of sales is up close to 2% and the sales price to list price was 99.5%. There is just 3 months of inventory currently on the market.

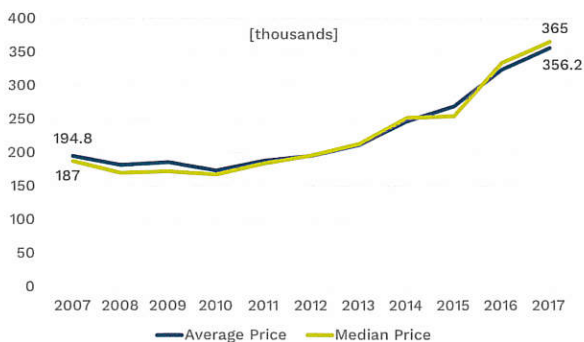
Single Family Prices



Appreciation in the City of Boulder slowed to 2.1% in 2017. After several years of double digit gains, this is very natural and good for the market as it is more sustainable. Average prices have risen over 63% in the last 5 years. The total number of sales rose by 8% over 2016.

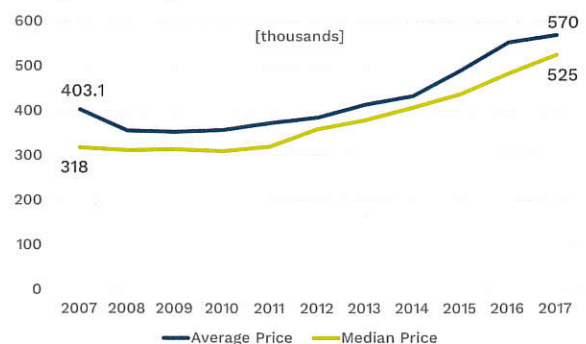
City of Lafayette

Attached Dwelling Prices



In 2017 the average sales price of an attached dwelling increased just under 10% with median prices increasing 9.3%. This is due in part to new construction at a higher price point. The number of sales declined by 9% with continued low inventory. Lafayette continues to be a sellers' market with the sales price to list price of 100.5% and just 1.5 months of inventory.

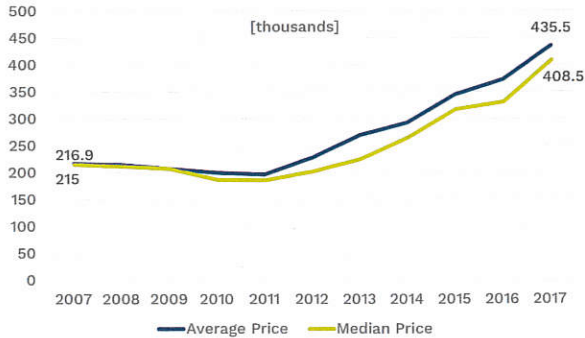
Single Family Prices



Average price appreciation slowed to 3% in 2017. Median prices continue to increase faster, in 2017 that pace was 8.6%. The median price in Lafayette has increased 90% since 2010. In 2017 the number of sales increased 31% from the year before. Currently there is just 1.5 months of inventory.

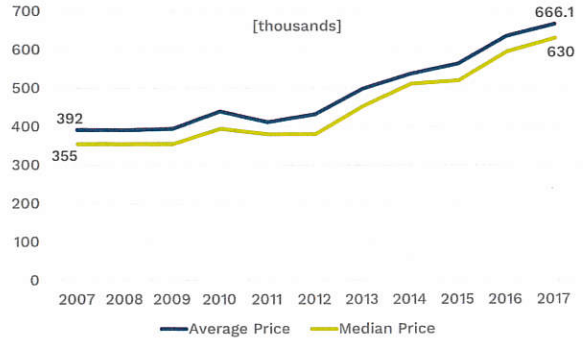
City of Louisville

Attached Dwelling Prices



Prices of attached dwellings continue to accelerate rapidly with average prices increasing 16.7% in 2017. This large increase is greatly affected by new construction at a distinctly higher price point. Sales price to list price is 100.5% and there is just 2.6 months of inventory. The number of active listings is roughly half of last year at this time.

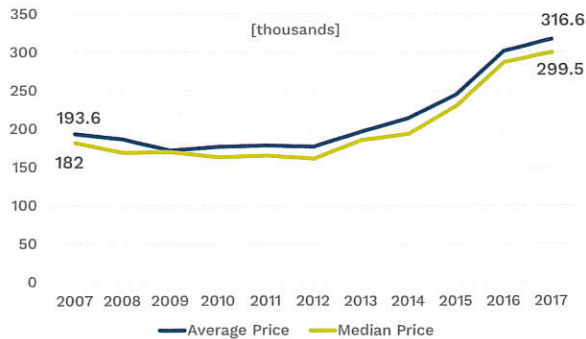
Single Family Prices



In 2017, the number of sales increased almost 30% over 2016. Average price increased by 5% in 2017. Inventory is very tight as reflected by 44% fewer listings than this time last year. The sales price to list price reflects the strong market with sellers getting 100.3% of list price. There is just 1.1 months of inventory.

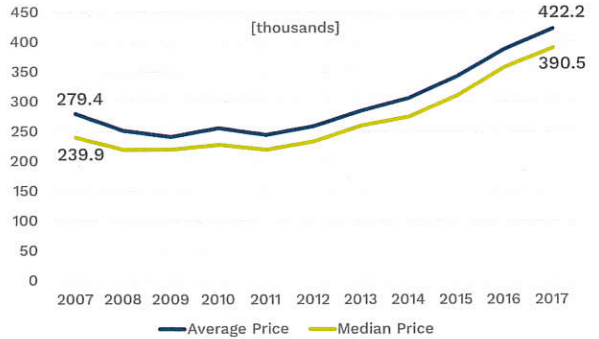
City of Longmont

Attached Dwelling Prices



Though the average price increase has slowed to 5%, the Longmont market continues to be a strong sellers' market. The number of sales is up 14.5% percent, there is a very high percentage under contract at 70%, a modest inventory of available homes with just 2.4 months of inventory.

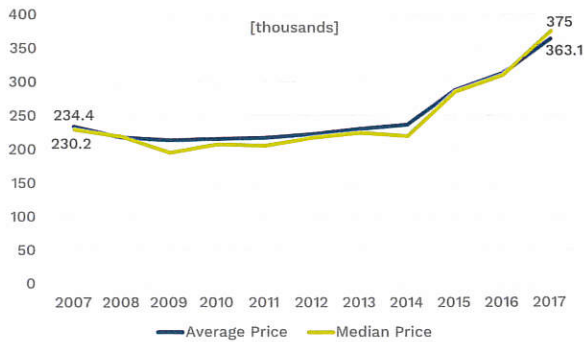
Single Family Prices



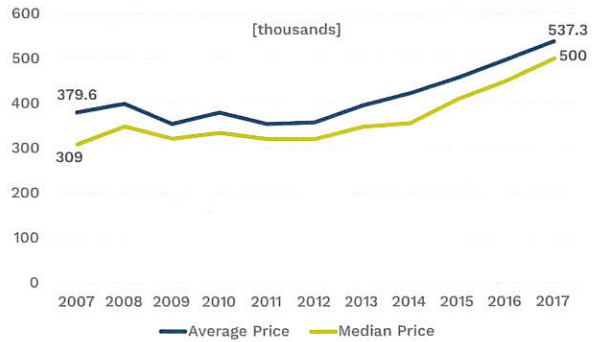
The Longmont market continues to be strong, in part, because of an attractive price point. Sales were up in 2017 by 4.4% and both median and average prices were up around 9%. Longmont still has the lowest prices of any community in Boulder County. Inventory has started to rise but there is just 2.2 months of inventory available and 63% of those are under contract.

City and County of Broomfield

Attached Dwelling Prices



Single Family Prices

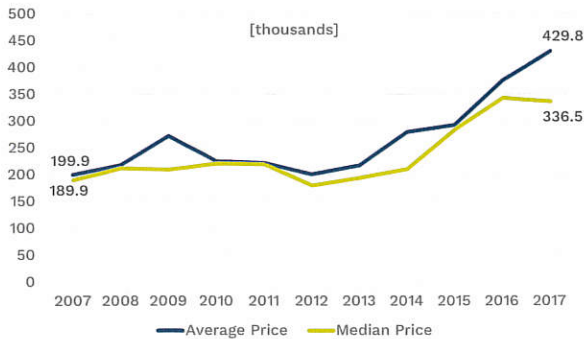


2017 saw a big jump in both average price and median price as they rose 16.4% and 21% respectively. The number of sales for the year was up over 37% partially due to the data sharing agreement between IRES and REColorado MLS ending. Currently, there is very little inventory available.

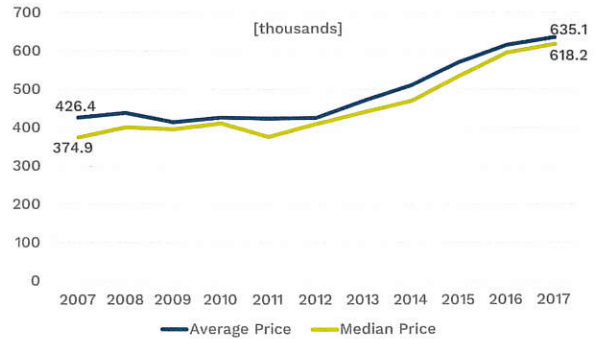
The number of sales increased over 39% as we saw many buyers look outside of Boulder County in 2017. The average price rose 8.2% and median was up over 11%. The months of inventory fell to just 1.4 months. Some variance in the number of sales may be due to Realtors having to enter homes into multiple MLS systems.

Town of Superior

Attached Dwelling Prices



Single Family Prices

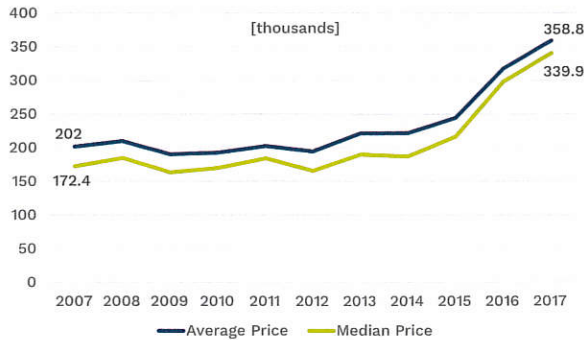


Superior continues to have very limited inventory and consequently a small number of sales (though 30% more than in 2016) making for a very small data point. Additionally, with 22% of those sales being new construction in a higher price range, we see average prices up 14.5%. Sales price to list price is 99.8%.

Inventory continues to be a challenge with just 8 homes for sale at the end of December with half of those under contract. Based on the number of sales in 2017, there is less than one month of inventory. Sales price to list price ratio is very strong at 101.8%. Both average and median prices increased over 3% in 2017.

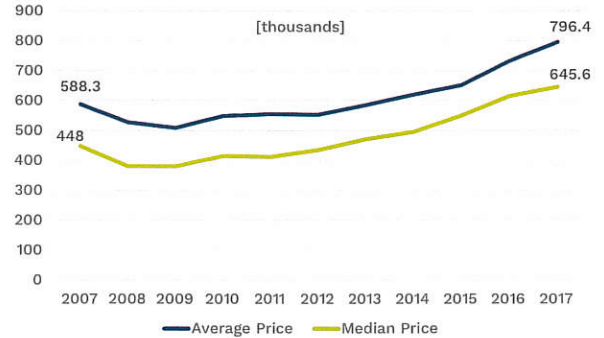
Suburban Plains

Attached Dwelling Prices



The average sales price increased by 13% in 2017 making a total of just under 49% in the last 2 years. This high appreciation is without any new construction to influence prices. The number of sales increased by 6.6%. The sales price to list price continues over 100% and at year end there were only 2 months of inventory.

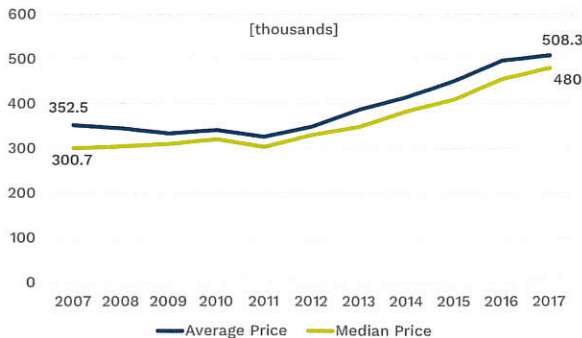
Single Family Prices



In 2017, the average price of a single family home in unincorporated Boulder County increased 8.8% which brings the 2-year appreciation to over 22%. The number of sales increased almost 3%. The number of available homes has increased slightly but there is still only 3.2 months of inventory.

Town of Erie

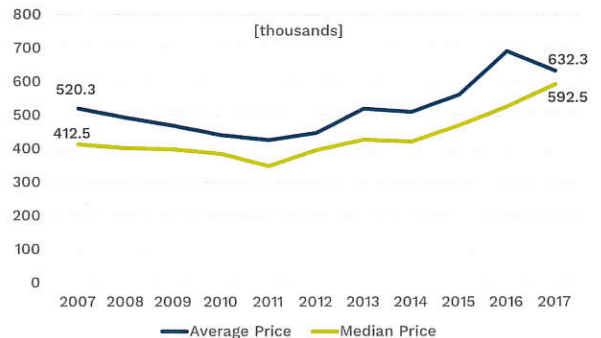
Single Family Prices



The number of sales for 2017 in Erie increased over 17% from the year before. The average sales price rose a modest 2.5%. There is just 1.8 months of inventory demonstrating a sellers' market. The sales price to list price was 99.1% last year. It is important to note that Erie figures include both Boulder County and Weld County properties.

Suburban Mountains

Single Family Prices



The mountain areas of Boulder County are difficult to read. Average prices declined by 8.5% in 2017 but the median price increased 12.9%. After a huge drop in the number of sales in 2016 compared with 2015, that number rose 1.5% in 2017. Inventory is slightly lower, and months of inventory has dropped to 2.7 months.

10 Vital Statistics Boulder County | Comparing 2016-2017 & 2012-2017

Single Family Homes	2012 - 2017 Comparison			2016 - 2017 Comparison		
	2012	2017	% Change	2016	2017	% Change
Total Active Residential Listings	752	416	- 44.7%	417	416	- .2%
Median Sales Price	\$379,900	\$555,000	+ 46.1%	\$529,000	\$555,000	+ 4.9%
Average Sales Price	\$452,183	\$680,647	+ 50.5%	\$652,214	\$680,647	+ 4.4%
Sales Price to List Price Ratio	96.8%	98.4%	+ 1.6%	99.3%	98.4%	- .9%
Average Market Time	101	61	- 39.6%	63	61	- 3.2%
Number of Sales YTD	3253	3393	+ 4.3%	3163	3393	+ 7.3%
Number of Expired Listings	224	100	- 55.4%	95	100	+ 5.3%
Number of Months of Inventory	3.4	1.5	- 55.9%	1.6	1.5	- 6.2%
Percentage Under Contract	35%	48%	+ 37.1%	44%	48%	+ 9.1%
30-Year Fixed Mortgage Rate	3.35%	3.95%	+ 17.9%	4.2%	3.95%	- 5.9%

In just 5 years, the average price of a single family home in Boulder County has risen by over 50%, or over \$250,000. Late 2012 marked the start of our very strong market, with high appreciation, decreasing inventory, fewer homes going unsold (expired listings), declining market time, higher percentage under contract, and dwindling absorption time, all signs of a strong sellers' market. **In looking at 2017 versus 2016**, the slower appreciation overall is healthier for the market. However, inventory is historically at its all-time low. Couple already low inventory with increased sales of 7.3%, and you get extremely low inventory, currently just 1.5 months' worth.

Attached Dwellings	2012 - 2017 Comparison			2016 - 2017 Comparison		
	2012	2017	% Change	2016	2017	% Change
Total Active Residential Listings	234	132	- 43.6%	100	132	+ 32%
Median Sales Price	\$218,750	\$352,758	+ 61.3%	\$345,000	\$352,758	+ 2.2%
Average Sales Price	\$257,531	\$400,883	+ 55.7%	\$397,488	\$400,883	+ .8%
Sales Price to List Price Ratio	97.5%	100%	+ 2.6%	101.1%	100%	- 1.1%
Average Market Time	114	52	- 54.4%	62	52	- 16.1%
Number of Sales YTD	1142	1312	+ 14.9%	1252	1312	+ 4.8%
Number of Expired Listings	56	17	- 69.6%	13	17	+ 30.8%
Number of Months of Inventory	3.4	1.2	- 64.7%	1	1.2	+ 20%
Percentage Under Contract	36%	56%	+ 55.6%	57%	56%	- 1.7%
30-Year Fixed Mortgage Rate	3.35%	3.95%	+ 17.9%	4.2%	3.95%	- 5.9%

The 5-year market comparison is much the same for attached dwellings. Median prices went up over 61% and average prices increased over 55%. Every single category (except interest rates) demonstrates a much stronger market in 2017 than we had in 2012, which proved to be the beginning of the end for housing's Great Recession. **Comparing 2017 with 2016**, you can see that appreciation has slowed considerably. This, in large part, is due to values in the City of Boulder actually declining from the previous year. Affordability has become an issue. Consider that in just 5 years, appreciation has been over 55% but wages have not increased by nearly as much.

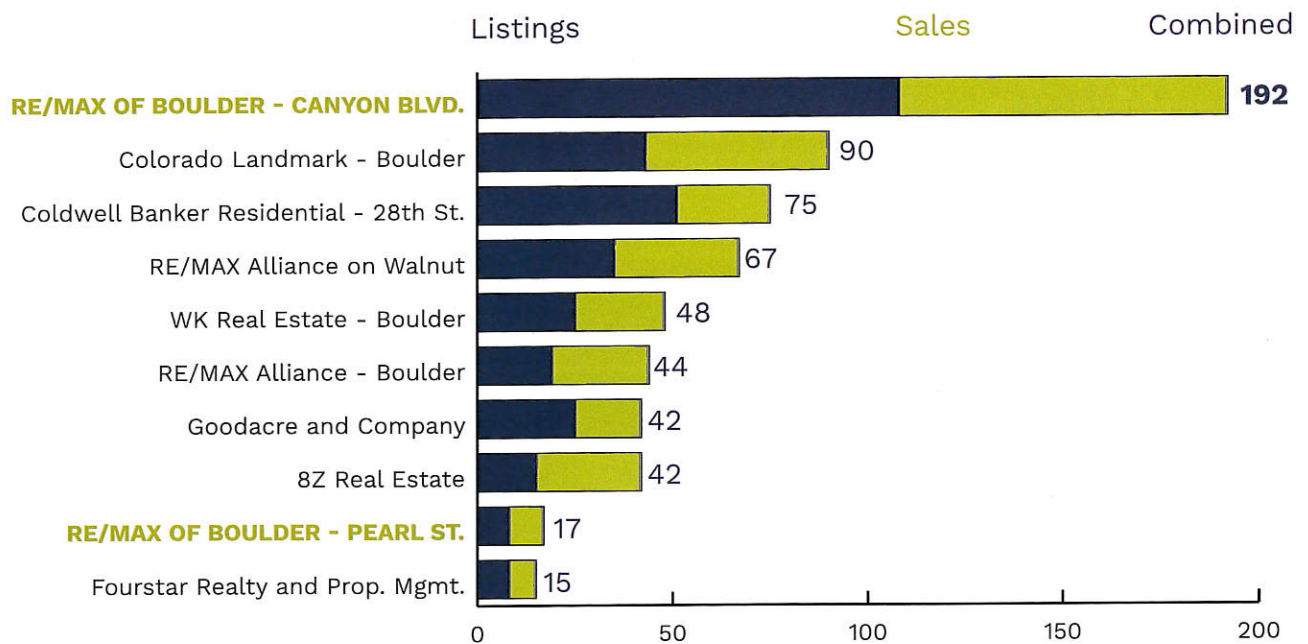
Luxury Sales Record

RE/MAX of Boulder continues to lead in Boulder County's luxury real estate category, recording more than twice as many sales as our nearest competitor. With our vast networking circles, we offer buying and selling clients optimum exposure to high-end properties for sale, and potential buyers near and far.

Overall, Boulder County saw a record number of sales in 2017 in the luxury category; the number of sales has increased 245% since 2011. This includes both single family homes, condos and townhomes over \$1 million.

LUXURY SALES

Top 10 Offices – Home sales above \$1 million in Boulder County



Data from IRES MLS, January 8, 2018 for time period January 1, 2017 – December 31, 2017.
Residential listings sold are single family and condos/townhomes.



Looking Forward: 2018 Market Forecast



By D.B. Wilson, RE/MAX of Boulder

In my 41 years as a Realtor in Boulder, I have experienced four different episodes of accelerated housing appreciation. Each one lasted between 4 and 4 ½ years, with appreciation running between 51.8% and 54.5%. We have just come to the end of one such period of high appreciation. It started in late 2012 and ended during the second quarter of 2017.

The reason these periods of high appreciation lose steam is that wage increases do not keep pace. It takes time for that recharge and catch-up to occur. Meanwhile, for the most part, there is a period of meandering housing prices. In the past, these catch-up phases have lasted between 4 and 12 years. They still delivered positive appreciation, just not annual appreciation in the double digits. The last one of these phases took 12 years and went through the Great Recession. During that 12 years, Boulder County still experienced an 18% gain.

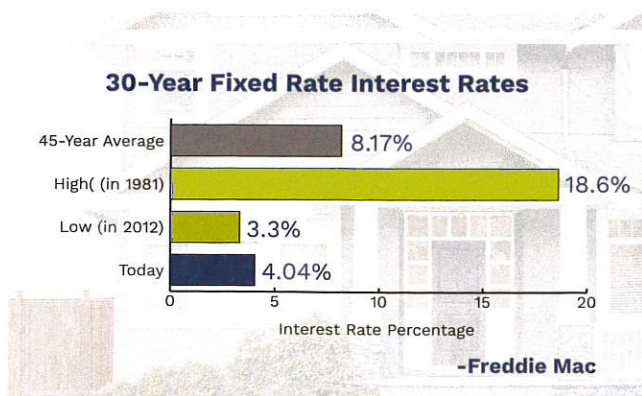
Considering the double-digit appreciation phase that ended during 2017's second quarter, there is one very significant difference as compared to other hot phases. In previous cycles, Boulder County has seen large developments that created many new homes at affordable prices. These helped increase inventory and allowed buyers to enter the market in starter homes. Today, there are no such developments in all of Boulder County approaching the size, say, of Rock Creek in Superior, Indian Peaks in Lafayette or several in Longmont such as Meadowview, Fox Creek, Wolf Creek, or Ute Creek, to name just a few. New housing starts are extremely limited in Boulder County, and we cannot rely on new homes for the inventory gains seen in the past.

Colorado and Boulder County continue to experience in-migration. Colorado is among the leaders nationally in terms of percentage growth. State demographers say that the vast majority of newcomers target the Front Range, with most settling from Castle Rock, northward.

Boulder County continues to attract skilled and highly educated workers. We have one of the lowest unemployment rates in the nation. There is no reason to think this won't continue in 2018.

Specific to housing, we see the following for 2018:

- **Continued low inventory.** As stated above, there are not enough new home starts to bring a significant number of new homes to the marketplace and keep up with demand.
- **Appreciation will continue but at a much lower rate.** While this is the case for Boulder County as a whole, some areas will see higher appreciation. In general, more affordable areas such as Longmont will see greater appreciation.
- **Limits in Boulder County.** Many people wanting to live in Boulder County will have to settle outside the county due to lack of inventory and affordability.
- **Interest rates should remain well below the 45-year average of over 8%.** Expectations are that they will rise slightly and finish the year between 4.5% and 4.8%.
- **We will continue to see very few distressed property sales.** Foreclosures in Boulder County are among the very lowest in the state.



Nationally, buyers typically searched for 10 weeks and visited a median of 10 homes. In Colorado, buyers searched 8 weeks and looked at 8 homes.

- Colorado Association of Realtors

Community Connections

2018 marks RE/MAX of Boulder's 41st year serving the Boulder Valley. Throughout our history, we have offered wisdom and community connections – important in any market but perhaps especially so here. Today, we continue to reach beyond real estate, investing in our community and connecting its outstanding people. Here are just a few of the ways we do this:



MakeBoulderHome.com

Our relocation website has everything visitors and newcomers need to know about living, learning and working in Boulder Valley.



BoulderSource.com

Our community news website highlights the best of Boulder Valley businesses and nonprofits, and stories of the people that make this community so wonderful.



University of Colorado Athletics

We are the official Realtors of the AWESOME Buffalo athletics program.



Mobile App

Our smart phone app for searching Boulder Valley real estate is continuously updated (download it now, FREE on the App Store and Google Play).



Audio and Video Podcasts

Stay up-to-date with our audio podcasts! Are we in a real estate bubble? What's the scoop on market stats? This and more on iTunes and Google Play. For our video podcasts, visit RE/MAX of Boulder on YouTube.



Bands on the Bricks

We sponsor this Wednesday night summer concert series on the world-famous Pearl Street Mall, featuring outstanding live bands.

RE/MAX of Boulder has earned its place as Boulder Valley's top-performing real estate company. Over 100 top-producing Realtors, averaging over 15 years of experience, have made us the #1 company in transactions for more than 30 years of our 41-year history. Connect with us to find your place here in the Boulder Valley!

303.449.7000 | BoulderCO.com | BoulderSource.com | MakeBoulderHome.com | 2425 Canyon #110 | 1320 Pearl

Unless otherwise noted, the source for data in this report is the IRES MLS between January 6 and January 12, 2018 for the time period January 1, 2017 through December 31, 2017.