



RE/MAX
OF BOULDER

RE/MAX OF BOULDER **REAL ESTATE REPORT**

STATISTICS • TRENDS • 2019 FORECAST

NOW IS THE TIME TO BUY OR SELL

RE/MAX of Boulder is proud to present the 6th annual **Real Estate Report**. It has become our tradition to compile crucial year-end information for the real estate community, clients, and friends from across the Boulder Valley. Within these 12 pages, you will find statistics on home prices in each community, and data on homes sold in our neighborhoods. You can learn about transformation in the luxury market and consider predictions for 2019 from our Managing Broker, Todd Gullette.

We care about the children and families in our community and we are committed to helping make our clients' dreams come true. In that vein, we are proud to be named a **Miracle Office** for Children's Hospital Colorado with donations surpassing \$16,000 in 2018. Don't miss the story of Maelle, a champion for Children's Miracle Network Hospitals.

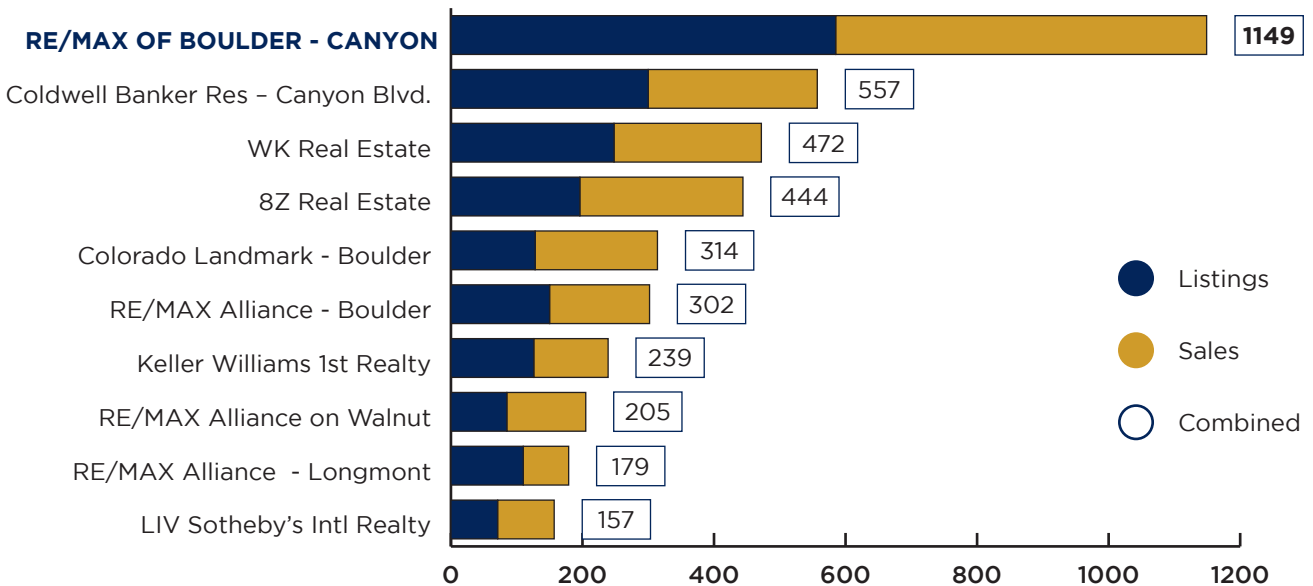
Boulder is one of the most stable housing markets in the nation. It's a great time to make the most of the market. Think of RE/MAX of Boulder when the need arises, and we will be happy to put our extensive experience and expertise to work for you.

The average Boulder home has grown **276% in value over the past 25 years.**

-smartasset.com

THE DIFFERENCE IS DRAMATIC

Top 10 Residential Real Estate Offices in Boulder & Broomfield Counties



Data taken from IRES MLS, January 4, 2019 for time period January 1, 2018 - December 31, 2018
Residential Listings Sold are Single Family and Condos/Townhomes

Cover Photo Credit: Jeremy Janus Photography

A TRUE CHAMPION



Meet Maelle. She's a Colorado kid with a giant, joyful spirit and a smile to match.

But Maelle has a serious health condition: a benign brain tumor on her optic nerve.

Because of its precarious position, the tumor endangers Maelle's vision and can cause serious headaches.

At Children's Hospital Colorado, Maelle and her parents have found a team that can effectively treat Maelle's complicated condition, while providing a caring environment that encourages her naturally joyful spirit.

The family also finds hope in the groundbreaking research being conducted at Children's Colorado to find new treatments and therapies.

Maelle's story is uncommon, but serious childhood illnesses touch more kids than you might think.

Here at RE/MAX of Boulder, children of our Realtors, clients and staff have suffered serious illnesses from time to time. And like Maelle and her parents, we've found great relief in the amazing care of Children's Hospital Colorado.

They help ALL Colorado kids be kids! It's a big reason why we love living here.

It is our pride and pleasure to support Children's Colorado in advancing patient care, education, research and advocacy for families throughout the state.

Join us in supporting Children's Hospital Colorado in 2019 at:
ChildrensColoradoFoundation.org/CMNHospitals

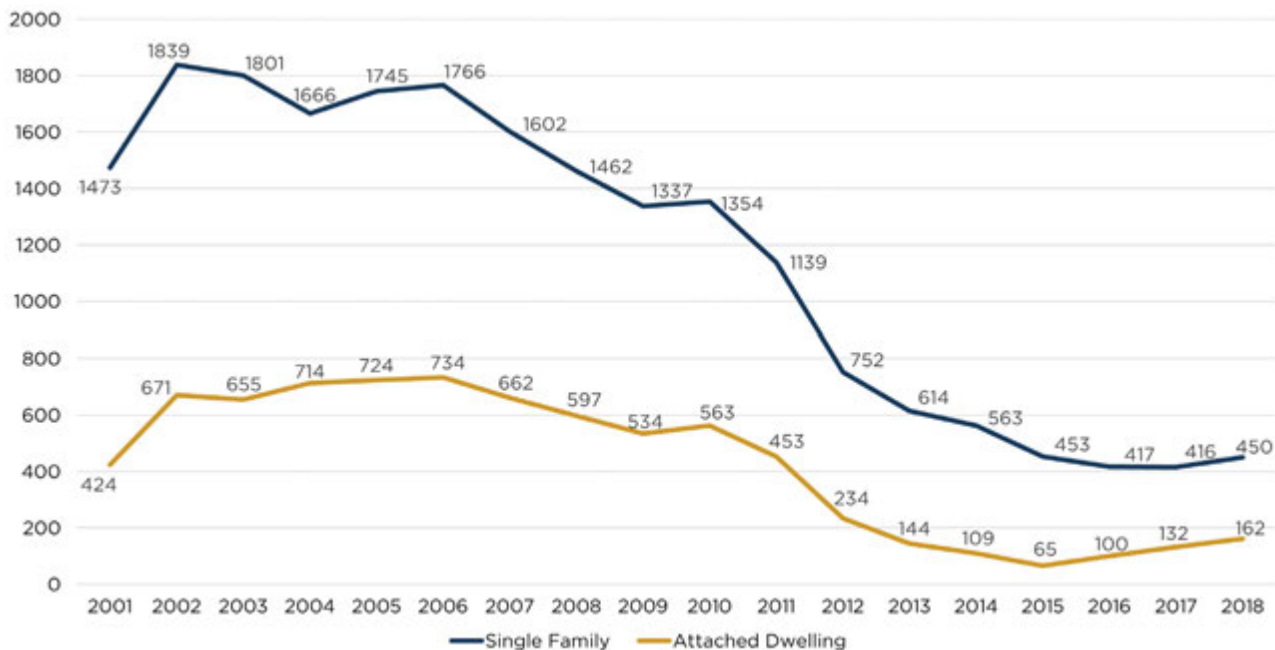


"Her smile and positive attitude get us through it."

KRISTEN, MAELLE'S MOM

RE/MAX of Boulder is proud to be a Miracle Office for Children's Hospital Colorado, donating more than **\$16,000 in 2018.**

BOULDER COUNTY INVENTORY



LOW INVENTORY IS THE NEW NORMAL

During the early 2000s, Boulder County was able to build its way out of our inventory shortage. Since 2006, we have experienced a steady decline in inventory, and there are few new homes on the horizon.

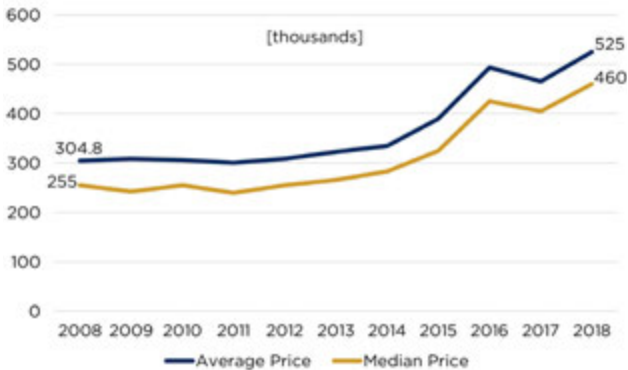
In 2018, we saw the inventory of single family homes begin to climb slightly, but we are unlikely to see a dramatic rebound in the number of homes for sale. At the end of 2018 there were 450 homes in Boulder County active on the market, and of those, over 40% were under contract. Demand for such a wonderful place to live is currently much higher than the supply.

Simultaneously, we lack the necessary mechanics to create more inventory. Regulatory and other conditions have, by and large, made it difficult for our communities to respond to the housing shortage effectively.

We have less than a two-month supply of available homes for sale in Boulder County. This is a seller's market. By contrast a buyer's market emerges with about seven months of inventory. It has been quite some time since our marketplace experienced a buyer's market in the low and mid ranges. **Welcome to the new normal.**

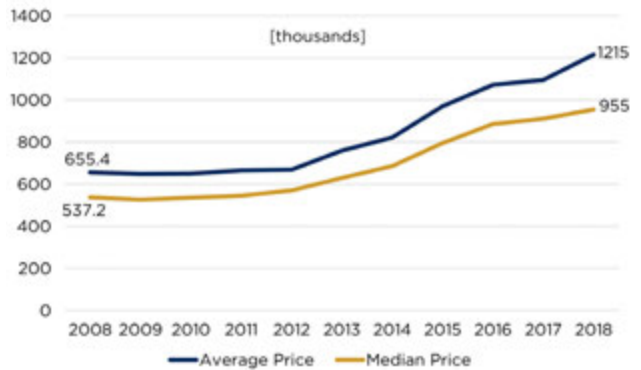
CITY OF BOULDER

Attached Dwelling Prices



The prices for attached dwelling units (condos and townhomes) rose significantly in 2018. Average and median prices were up 13% and 13.6% respectively. Pricy new builds combined with continued low inventory drove prices up. The number of sales rose 4%, with a sales-price to list-price ratio of 99.5%. December carried just 1.9 months of inventory.

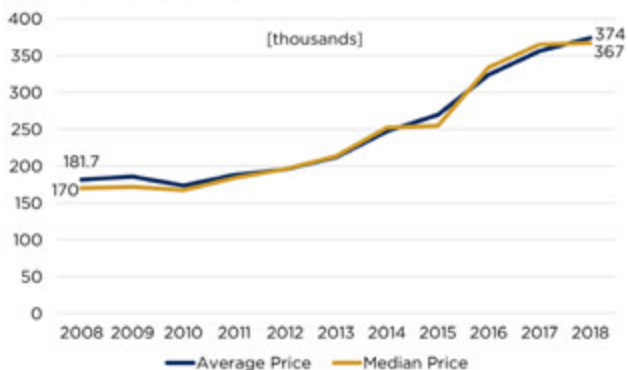
Single Family Prices



Saddled with historic lows in inventory, prices for Boulder's single family homes rose between 5% and 11% (median and average). The number of sales dropped by 7%. However, the sales-price to list-price ratio narrowed to 98.7%. Average days on market dropped by 10.9%. The current 2.5 months of inventory mirrors the 2.2 in 2017 and 2.7 in 2018.

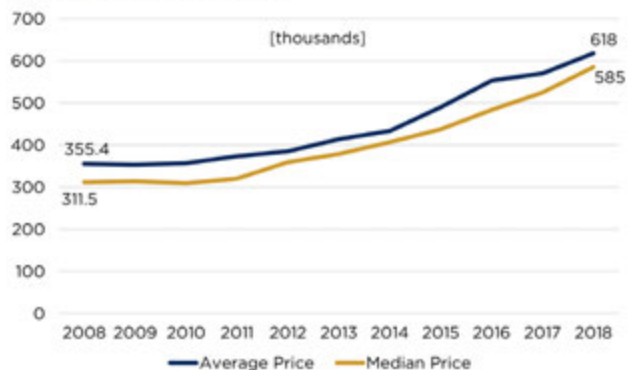
CITY OF LAFAYETTE

Attached Dwelling Prices



Prices in Lafayette slowed in 2018 as the introduction of new builds fell below 3% of the total sold. The median price rose slightly by .4% and the average rose modestly by 5.1%. The year ended with a surge of new home offerings. With 64% of current listings under contract, Lafayette is seeing continued market strength.

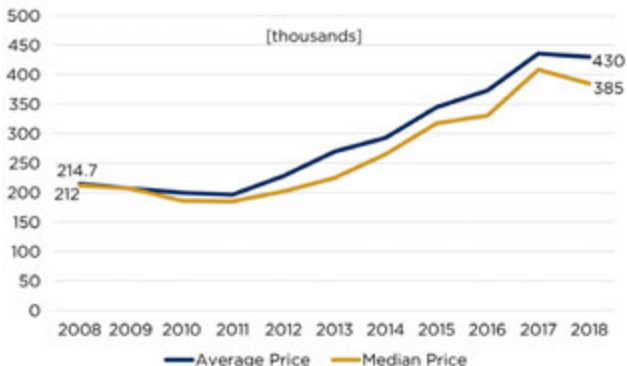
Single Family Prices



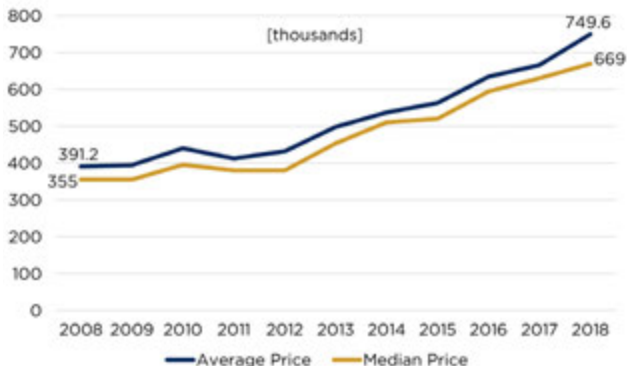
Prices in Lafayette bumped up this year 11.4% on the median and 8.4% on the average. The sales-price to list-price ratio stayed at 100% for the last 3 years and average time on the market for a home dropped to 42 days. Total number of sales dropped 5.5% in 2018, although that number is up 24% from 2016. There is currently 2.2 months of inventory.

CITY OF LOUISVILLE

Attached Dwelling Prices



Single Family Prices

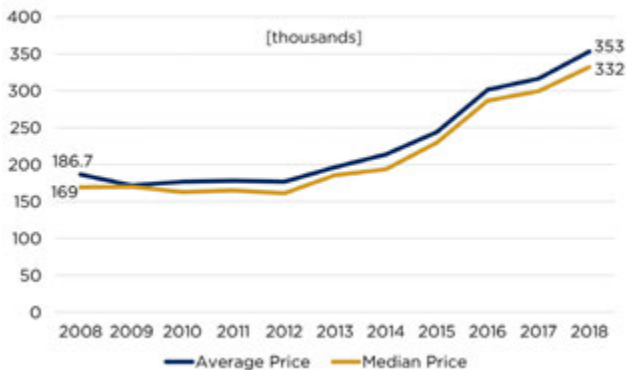


Although the number of sales increased by just one over 2017, a large increase in inventory and diverse product from builders pushed the median price down 5.7% and the average price down 1.2%. Inventory increased 166% and months of inventory sits at 6.8. The market is strong with 45% of listings under contract, and a 100.2% sales-price to list-price ratio.

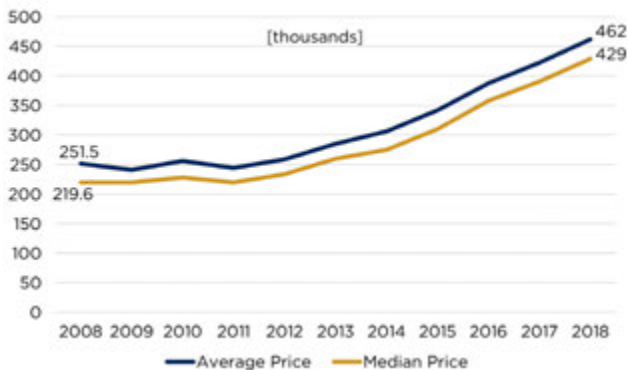
We saw strong appreciation in Louisville single family housing as inventory remained scarce. The median price rose 6.2% while the average rose 12.5%. Sales were down significantly by 17.9% during a time when houses spent only 49 days on the market. An impressive, yet dismal 1.7 months of inventory is currently the situation in this seller's market.

CITY OF LONGMONT

Attached Dwelling Prices



Single Family Prices

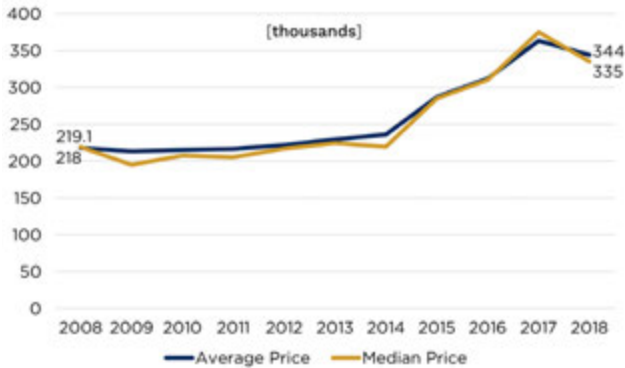


Attached dwelling inventory continues its steady climb, up 19.7% from a year ago. The median price rose by 10.9% while the average price rose 11.5%. Average days on market is 51, and the market is currently experiencing 3 months of inventory. Demand remains high with a sales-price to list-price ratio of 100.5%.

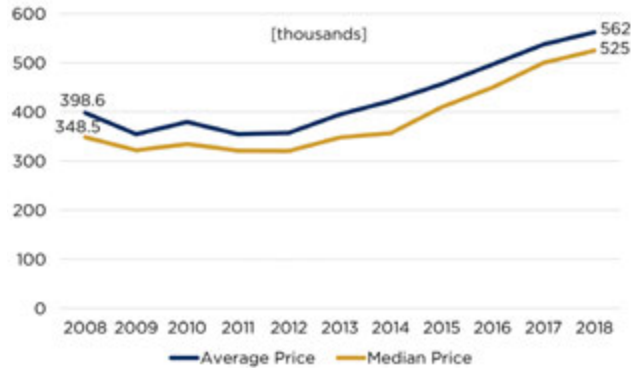
Similar to Longmont's attached dwelling counterpart, the single family marketplace saw a lot of new construction. Inventory for Longmont single family homes was up 10% in 2018 while median and average prices increased just under 10%. Currently, there are 2.5 months of inventory. Average days on market is 50, with 48% of the listings under contract.

CITY & COUNTY OF BROOMFIELD

Attached Dwelling Prices



Single Family Prices

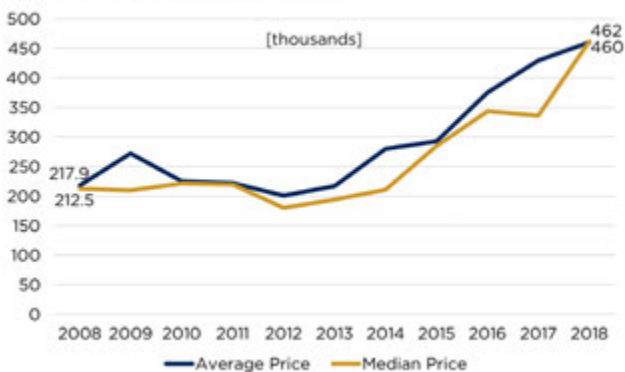


Broomfield had a very strong 2017, aided in large part by higher-end building developments, which sold out. In 2018, a more affordable building product was introduced. Sales slowed by 15.8% along with noteworthy price drops in both the median price, 10.7%, and the average price, 5.3%. 2018 saw more sales and higher prices than in 2016.

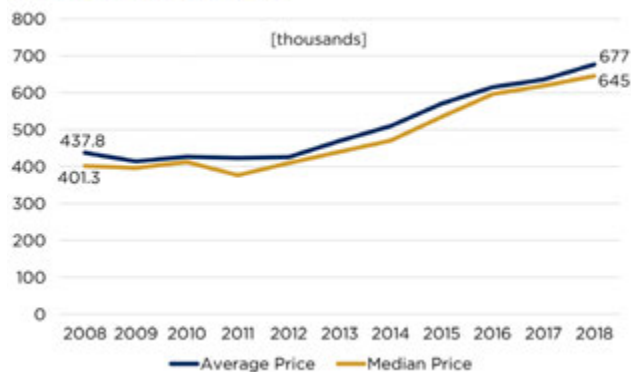
Contrary to Broomfield's attached dwelling market, 2018 brought higher prices in both the median and the average, up 5% and 4.5% respectively. While the number of sales decreased 8.2% and average days on market slowed from 46 to 51 days, the number of sales was 27.8% higher than 2016 and demand appears stable.

TOWN OF SUPERIOR

Attached Dwelling Prices



Single Family Prices

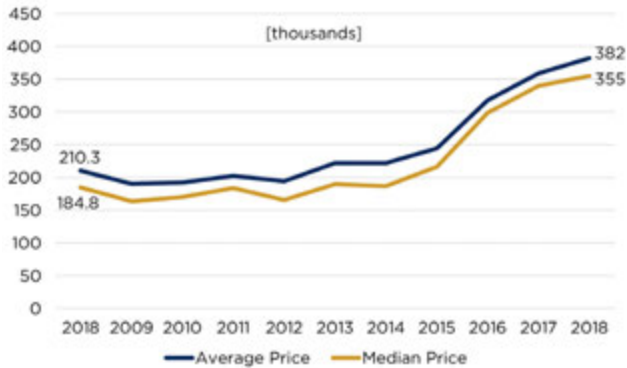


With roughly half of the 2018 housing stock supplied by new construction, attached dwellings in Superior recorded a 37.4% increase in the median sales price. Average prices were up 6.8% and months of inventory remain low at 1.5. Demand appears to be keeping pace with the rate of new units being introduced to the area.

The 2018 single family market in Superior was mostly unaffected by new construction. The median price was up a modest 4.3%, with the average up 6.6%. Modest price increases are indicative of a healthy and sustainable market. The sales-price to list-price ratio remains high at 99.8%, with an average of only 43 days on the market.

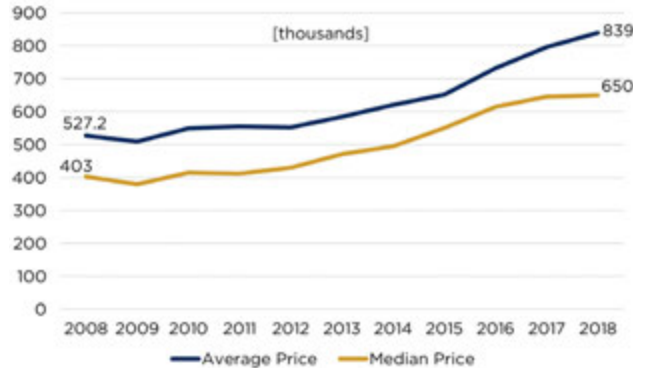
SUBURBAN PLAINS

Attached Dwelling Prices



The median sales price increased 4.4% and the average increased 6.5%. These are acceptable and stable gains following an increase of about 63% in the median and average prices over the previous 3 years. Currently there are 2.6 months of inventory and the sales-price to list-price ratio is 100.4%.

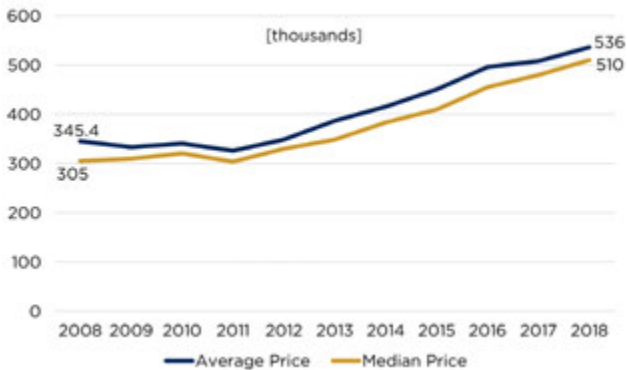
Single Family Prices



2018 saw little statistical change in the Suburban Plains single family market. The average price rose 5.4% and the median price increased 0.7%. One more home was sold in 2018 than in 2017, and average market time dropped by just a single day. Currently there are 3.2 months of inventory, and one less home on the market than at this time last year.

TOWN OF ERIE

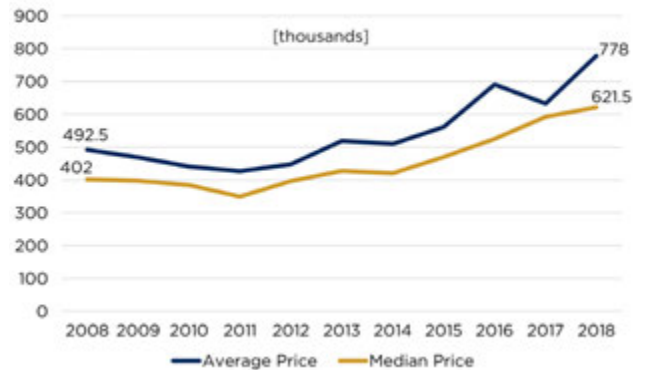
Single Family Prices



The number of sales increased in Erie by 4.5% while prices followed similar and modest movement. The median sales price increased by 6.3% and the average price rose 5.4%. Carrying only 1.6 months of inventory to round out 2018, Erie is firmly a seller's market.

SUBURBAN MOUNTAINS

Single Family Prices



Average home prices rebounded nicely over 2017, rising 23% due to higher-end homes hitting the market. The median price climbed a modest 4.9%. The number of sales dropped just 1.1%. The sales-price to list-price ratio is 95.6% and currently there are 2.8 months of inventory. Over the last 2 years, the average days on market has dropped from 114 to 88.

10 VITAL STATS Boulder County | Comparing 2012-2018 & 2017-2018

Single Family Homes	2012 - 2018 Comparison			2017 - 2018 Comparison		
	2012	2018	% Change	2017	2018	% Change
Total Active Residential Listings	752	450	-40.2%	416	450	8.2%
Median Sales Price	\$379,900	\$595,000	56.6%	\$555,000	\$595,000	7.2%
Average Sales Price	\$452,183	\$745,985	65%	\$680,647	\$745,985	9.6%
Sales Price to List Price Ratio	96.8%	98.6%	1.9%	98.4%	98.6%	0.2%
Average Market Time (days)	101	58	-42.6%	61	58	-4.9%
Number of Sales YTD	3253	3236	-0.5%	3393	3236	-4.6%
Number of Expired Listings	224	91	-59.4%	100	91	-9%
Number of Months of Inventory	3.4	1.7	-50%	1.5	1.7	13.3%
Percentage Under Contract	35%	42%	20%	48%	42%	-12.5%
30-Year Fixed Mortgage Rate	3.35%	4.64%	38.5%	3.95%	4.64%	17.5%

We start with 2012, as it marks when our housing market started to emerge from the great recession. Since that time, the average price in Boulder County has risen 65%, almost \$300,000. In the 6 years following the recession, competition for available homes was astounding. Multiple offers, cash deals and creative negotiations became common. **In looking at 2018 versus 2017**, some of the chaos subsided. Property owners continued to enjoy one of the longest sustained appreciation cycles in history. While inventory increased considerably in 2018, it was nowhere near enough to slow appreciation. Pressure on buyers was significant.

Attached Dwellings	2012 - 2018 Comparison			2017 - 2018 Comparison		
	2012	2018	% Change	2017	2018	% Change
Total Active Residential Listings	234	162	-30.8%	132	162	22.7%
Median Sales Price	\$218,750	\$385,100	76%	\$352,758	\$385,100	9.2%
Average Sales Price	\$257,531	\$444,600	72.6%	\$400,883	\$444,600	10.9%
Sales-Price to List-Price Ratio	97.5%	100%	2.6%	100%	100%	0%
Average Market Time (days)	114	53	-53.5%	52	53	1.9%
Number of Sales YTD	1142	1351	18.3%	1312	1351	3%
Number of Expired Listings	56	46	-17.9%	17	46	170.6%
Number of Months of Inventory	3.4	1.4	-58.8%	1.2	1.4	16.7%
Percentage Under Contract	36%	41%	13.9%	56%	41%	-26.8%
30-Year Fixed Mortgage Rate	3.35%	4.64%	38.5%	3.95%	4.64%	-17.5%

The 6 year comparison of attached dwellings showed exceptional momentum, with gains in the average and median sales prices of more than 70%. Today's seller typically experiences less than half the time on the market than their 2012 counterpart did, and a sales price of \$187,000 more on average. The number of sales since 2012 increased by just 18.3%, due to a significant drop in inventory. **Comparing 2018 with 2017**, we saw a spark of appreciation at around 10% (similar to the single family product), as well as an uptick in inventory. While we do not expect significant inventory increases, an increase could slow appreciation.

LUXURY REDEFINED

In the buying and selling of homes above \$1 million throughout Boulder County, RE/MAX of Boulder closed more than twice as many sales as our nearest competitor in 2018. We continue to offer our clients optimum exposure and experience in the selling and buying of high-end properties.

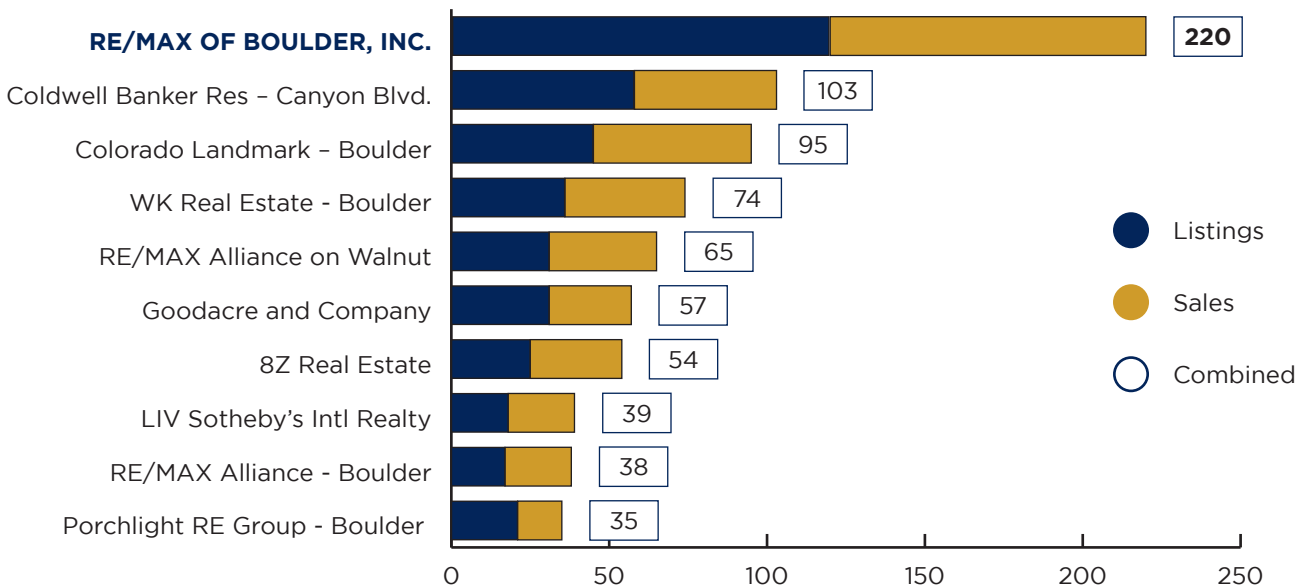
In 2018, the most expensive home sold in Boulder County was **\$8.1 million**.

The idea of “luxury” real estate is evolving. Today in the City of Boulder, the average home price exceeds \$1.2 million, and plenty of homes over \$1 million are scraped or rebuilt. Suffice it to say that for the City of Boulder, we are recalibrating what we think of as the luxury real estate market upwards to a higher price.

In any case, the higher end of the market has much more available inventory than the lower and middle sectors. With an average of 15 months of inventory for homes above \$1.8 million, it is the lone segment that can be considered a buyer’s market.

LUXURY SALES

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



Data taken from IRES MLS, January 4, 2019 for time period January 1, 2018 - December 31, 2018
Residential Listings Sold are Single Family and Condos/Townhomes

LOOKING FORWARD: 2019 FORECAST



**By Todd Gullette, Managing Broker
RE/MAX of Boulder**

Ten years since the great recession, we have had one of the longest appreciation cycles on record. That's something to celebrate.

Statistically, the 2019 local housing market appears likely to resemble 2018 in most categories. The Boulder County market is starting off again with limited inventory and strong demand. It is difficult to predict what could significantly change those dynamics.

With that said, many in real estate are worried that the next recessionary cycle is looming. While many factors in our economy contribute to recessionary periods, I believe the question is

whether the next recession will begin in the housing market as the last one did. I'd counter that fear with a reasoned look at the usual suspects:

- **OVERBUILDING** Recessions are often preceded by outpaced new building. But in Boulder County, we are far from having that problem. Since the recession, lack of home building has created a national housing shortage.
- **ECONOMIC CHANGES** Boulder County enjoys some of the most economically vibrant conditions in the country. We expect to see continued job growth and technical innovation here, which will continue to drive housing demand.
- **LENDING AND CREDIT** The tightening of credit markets nationally has had its pros and cons. The increased difficulty of getting a loan in recent years has also greatly decreased the risk of default on loans nationwide. This fact poses an extreme contrast to the last recession when our nation was weakened by loose and predatory lending practices.
- **INTEREST RATES** According to data provided by Freddie Mac in November 2018, interest rates are expected to increase in 2019 to 5.1%, which is still well below the historical average.

Looking ahead, specific to housing in 2019 we see the following:

- **LOW INVENTORY** It is likely we will see little to no increase in the number of homes for sale, however, the speed at which homes sell may slow down, due to affordability.
- **PRICE APPRECIATION** Values may appreciate at a modestly slowed rate. We think we'll see appreciation in the single digits because wages are not keeping pace with prices.
- **AFFORDABILITY** We are concerned, as always, that our low inventory, high appreciation, and increasing interest rates combine to put pressure on buyers.
- **SMART STRATEGY** Buyers will continue to compete in multiple-offer situations for well-priced properties. Sellers who price their homes aggressively will gain an edge and sell more quickly.

Veros Real Estate Solutions predicts the City of Boulder will be in the top 10 US markets for 2019 for projected **appreciation at 7.7%**.

The use of a professional real estate agent on both sides of a transaction, effective pricing, and locating property through multiple sources will all be paramount to the success of every transaction in 2019.

COMMUNITY CONNECTIONS

2019 marks RE/MAX of Boulder's 42nd year serving the Boulder Valley. We continue to reach beyond real estate, investing in our communities and connecting our outstanding people.



RE/MAX of Boulder will be sponsoring two major live music events this summer. Once again, we are the Presenting Sponsor for Band on the Bricks, a Wednesday night summer concert series on the world-famous Pearl Street Mall. We are also a Partner Sponsor for the Louisville Downtown Street Faire on Friday nights from June to August.

We are grateful to be the top-performing real estate company in Boulder County. Now it's our turn to thank you for your continued support. Come join the fun and help us **ROCK BOULDER COUNTY!**



We are the Official Realtors of the CU Boulder Athletics program. Our partnership strengthens athletic opportunities and a world-class student-athlete experience. **Go Buffs!**



Our **home search app** is mind-blowing! FREE download at **app.boulderco.com**



Fascinating **FREE podcasts** cover 70+ topics on GooglePlay and iTunes. For our videos, visit RE/MAX of Boulder on YouTube.



MakeBoulderHome.com
Our relocation website has everything visitors and newcomers need to know about the Boulder Valley area.



BoulderSource.com
Our community news website highlights the best of Boulder Valley businesses, nonprofits and stories.



RE/MAX of Boulder has earned its place as Boulder Valley's leading real estate company. Over 100 award-winning Realtors are among the best in the nation, averaging over 15 years of experience. They have made us the #1 company in home sales for more than 30 years of our 42-year history and the #1 RE/MAX office in the U.S. 8 times. Connect with us to find your place in Boulder Valley!

*Unless otherwise noted, the source for data in this report is the IRES MLS on January 4, 2019 for the time period January 1, 2018 through December 31, 2018.