



colorado association of REALTORS[®]
HOUSING REPORTS

Research tools provided by the Colorado Association of REALTORS[®]

Northeast District
Single Family and Condo
Quarter 3, 2014



Total Market Overview

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

Q3-2014
Northeast Region



Key Metrics	Historical Sparkbars	Q3-2013	Q3-2014	Percent Change	YTD-2013	YTD-2014	Percent Change
New Listings		5,549	5,686	+ 2.5%	17,229	17,297	+ 0.4%
Pending / Under Contract		4,046	4,696	+ 16.1%	12,987	13,881	+ 6.9%
Sold Listings		4,785	5,038	+ 5.3%	12,415	12,843	+ 3.4%
Median Sales Price		\$244,000	\$255,000	+ 4.5%	\$239,900	\$250,000	+ 4.2%
Average Sales Price		\$300,804	\$314,205	+ 4.5%	\$296,571	\$309,040	+ 4.2%
Pct. of List Price Received		98.7%	99.1%	+ 0.4%	98.6%	99.1%	+ 0.5%
Days on Market		75	70	- 6.7%	83	76	- 8.4%
Affordability Index		137	133	- 2.9%	139	136	- 2.2%
Active Listings		4,344	3,436	- 20.9%	--	--	--
Months Supply		3.3	2.5	- 24.2%	--	--	--

NORTHEAST REGION: Residential real estate activity comprised of single-family properties, townhomes and condominiums from the Boulder Area REALTOR® Association, Estes Park Board of REALTORS®, Fort Collins Board of REALTORS®, Greeley Area REALTOR® Association, Logan County Board of REALTORS®, Longmont Association of REALTORS®, Loveland/Berthoud Association of REALTORS® and Morgan County Board of REALTORS®. Percent changes calculated using rounded figures and year-over-year comparisons.

Single Family Market Overview

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

Q3-2014
Northeast Region



Key Metrics	Historical Sparkbars	Q3-2013	Q3-2014	Percent Change	YTD-2013	YTD-2014	Percent Change
New Listings		4,630	4,698	+ 1.5%	14,407	14,230	- 1.2%
Pending / Under Contract		3,308	3,770	+ 14.0%	10,655	11,197	+ 5.1%
Sold Listings		3,894	4,034	+ 3.6%	10,193	10,381	+ 1.8%
Median Sales Price		\$259,900	\$271,000	+ 4.3%	\$254,000	\$265,000	+ 4.3%
Average Sales Price		\$320,095	\$336,321	+ 5.1%	\$313,475	\$329,462	+ 5.1%
Pct. of List Price Received		98.8%	99.1%	+ 0.3%	98.6%	99.0%	+ 0.4%
Days on Market		74	70	- 5.4%	84	78	- 7.1%
Affordability Index		129	126	- 2.3%	132	128	- 3.0%
Active Listings		3,767	3,022	- 19.8%	--	--	--
Months Supply		3.5	2.7	- 22.9%	--	--	--

Townhouse-Condo Market Overview

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

Q3-2014
Northeast Region



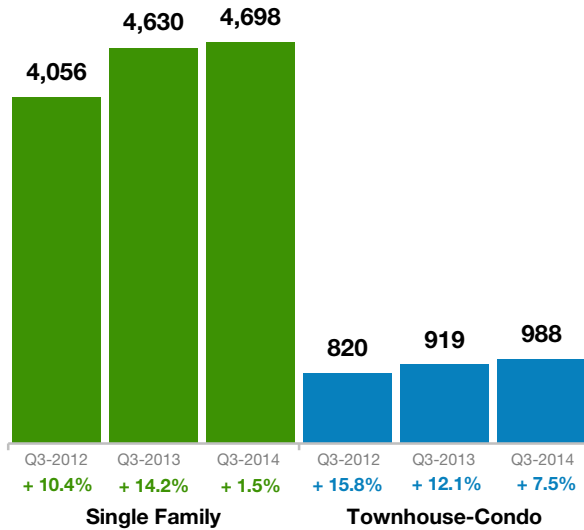
Key Metrics	Historical Sparkbars	Q3-2013	Q3-2014	Percent Change	YTD-2013	YTD-2014	Percent Change
New Listings		919	988	+ 7.5%	2,822	3,067	+ 8.7%
Pending / Under Contract		738	926	+ 25.5%	2,332	2,684	+ 15.1%
Sold Listings		891	1,004	+ 12.7%	2,222	2,462	+ 10.8%
Median Sales Price		\$179,000	\$189,950	+ 6.1%	\$178,972	\$188,000	+ 5.0%
Average Sales Price		\$216,557	\$225,367	+ 4.1%	\$219,082	\$222,978	+ 1.8%
Pct. of List Price Received		98.6%	99.3%	+ 0.7%	98.6%	99.3%	+ 0.7%
Days on Market		77	69	- 10.4%	83	70	- 15.7%
Affordability Index		187	179	- 4.3%	187	181	- 3.2%
Active Listings		577	414	- 28.2%	--	--	--
Months Supply		2.5	1.6	- 36.0%	--	--	--

New Listings

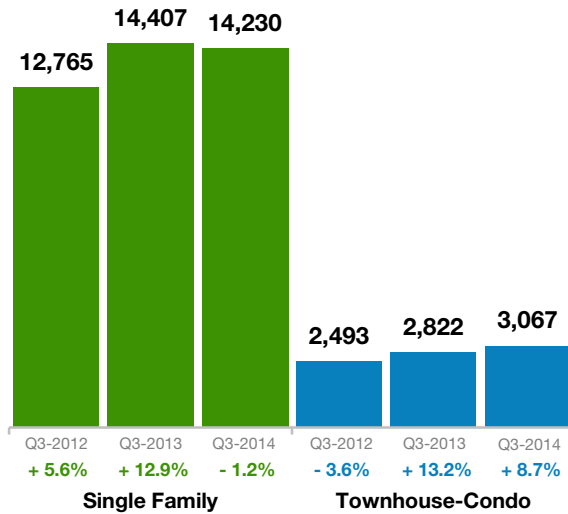
Q3-2014
Northeast Region



Q3-2014

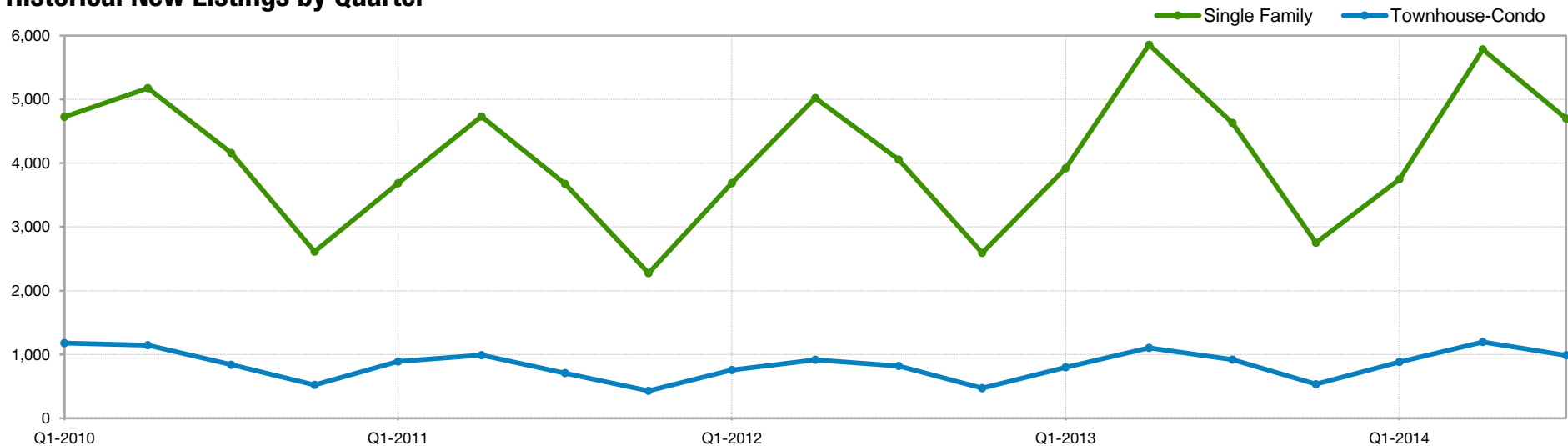


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2011	2,275	-12.9%	430	-17.8%
Q1-2012	3,687	+0.1%	756	-15.1%
Q2-2012	5,022	+6.2%	917	-7.3%
Q3-2012	4,056	+10.4%	820	+15.8%
Q4-2012	2,593	+14.0%	472	+9.8%
Q1-2013	3,921	+6.3%	800	+5.8%
Q2-2013	5,856	+16.6%	1,103	+20.3%
Q3-2013	4,630	+14.2%	919	+12.1%
Q4-2013	2,752	+6.1%	533	+12.9%
Q1-2014	3,748	-4.4%	883	+10.4%
Q2-2014	5,784	-1.2%	1,196	+8.4%
Q3-2014	4,698	+1.5%	988	+7.5%

Historical New Listings by Quarter

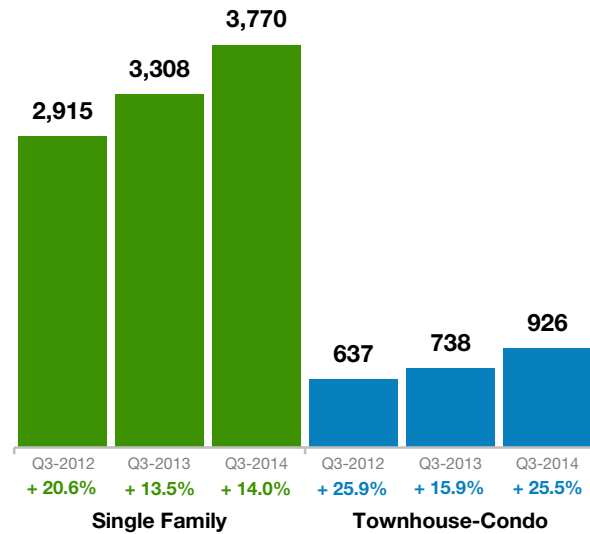


Pending / Under Contract

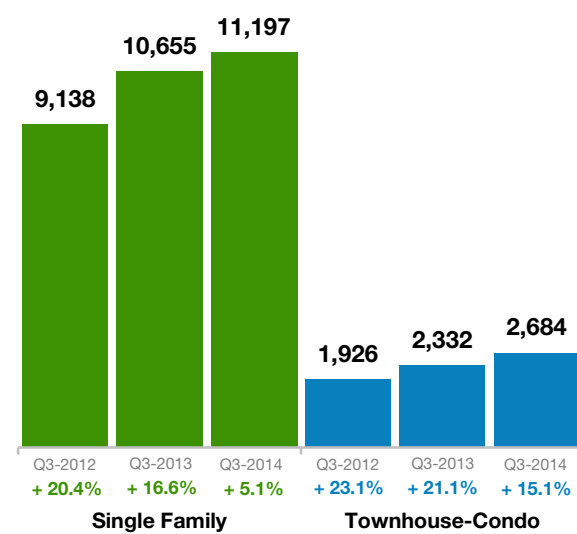
Q3-2014
Northeast Region



Q3-2014

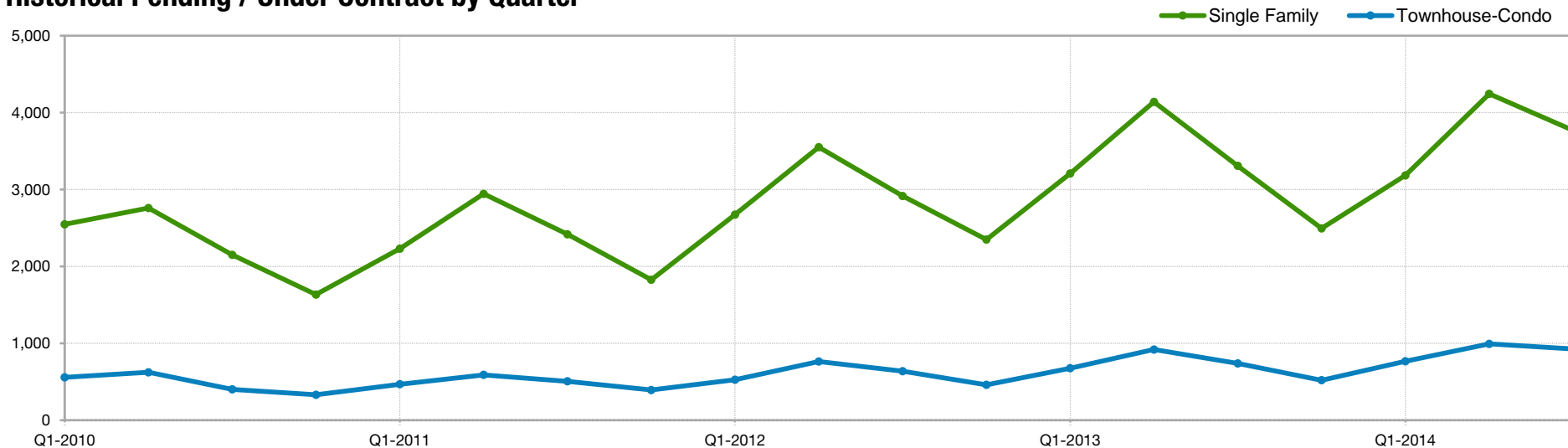


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2011	1,826	+11.8%	392	+18.8%
Q1-2012	2,673	+19.9%	526	+12.4%
Q2-2012	3,550	+20.6%	763	+29.3%
Q3-2012	2,915	+20.6%	637	+25.9%
Q4-2012	2,349	+28.6%	460	+17.3%
Q1-2013	3,208	+20.0%	676	+28.5%
Q2-2013	4,139	+16.6%	918	+20.3%
Q3-2013	3,308	+13.5%	738	+15.9%
Q4-2013	2,494	+6.2%	520	+13.0%
Q1-2014	3,183	-0.8%	766	+13.3%
Q2-2014	4,244	+2.5%	992	+8.1%
Q3-2014	3,770	+14.0%	926	+25.5%

Historical Pending / Under Contract by Quarter

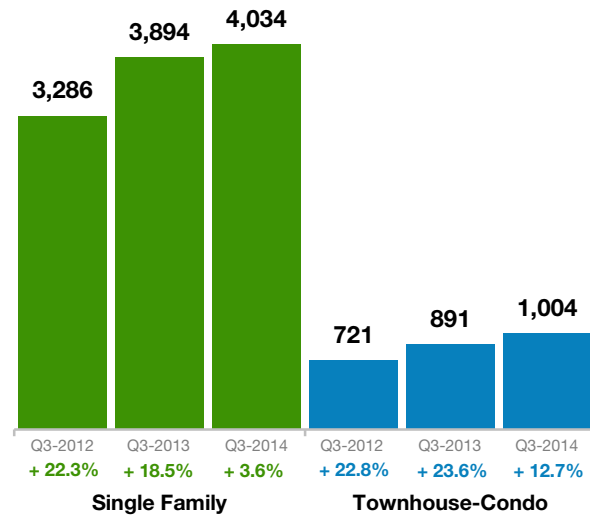


Sold Listings

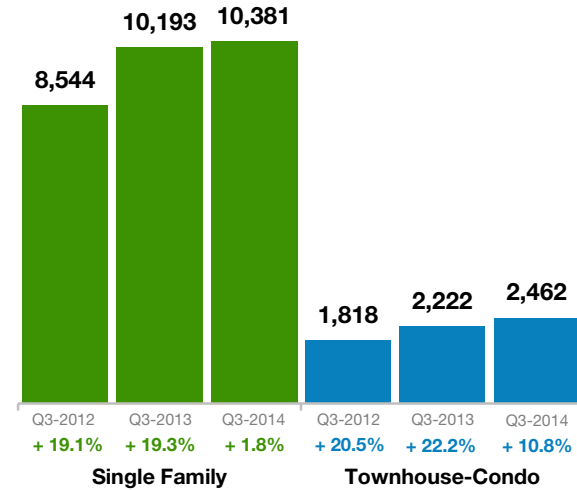
Q3-2014
Northeast Region



Q3-2014

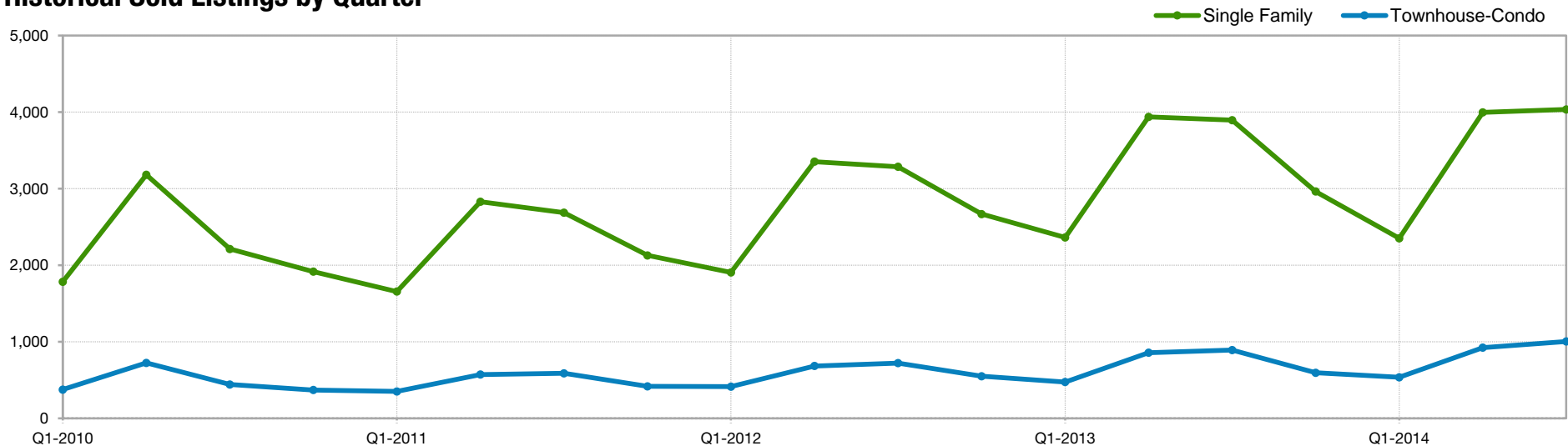


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2011	2,127	+11.0%	417	+12.7%
Q1-2012	1,905	+15.0%	413	+18.0%
Q2-2012	3,353	+18.5%	684	+19.6%
Q3-2012	3,286	+22.3%	721	+22.8%
Q4-2012	2,667	+25.4%	549	+31.7%
Q1-2013	2,362	+24.0%	474	+14.8%
Q2-2013	3,937	+17.4%	857	+25.3%
Q3-2013	3,894	+18.5%	891	+23.6%
Q4-2013	2,963	+11.1%	594	+8.2%
Q1-2014	2,351	-0.5%	535	+12.9%
Q2-2014	3,996	+1.5%	923	+7.7%
Q3-2014	4,034	+3.6%	1,004	+12.7%

Historical Sold Listings by Quarter

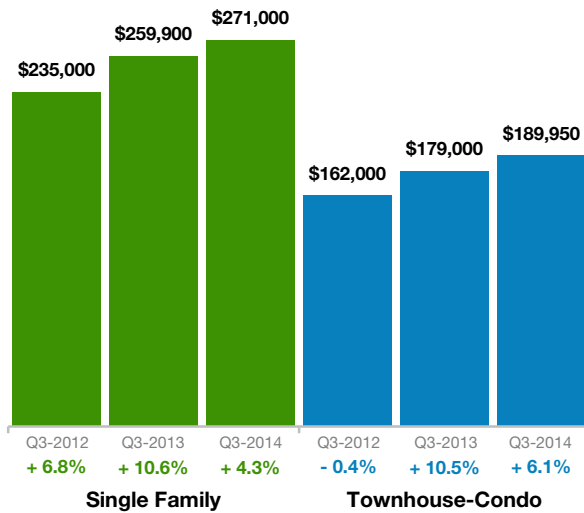


Median Sales Price

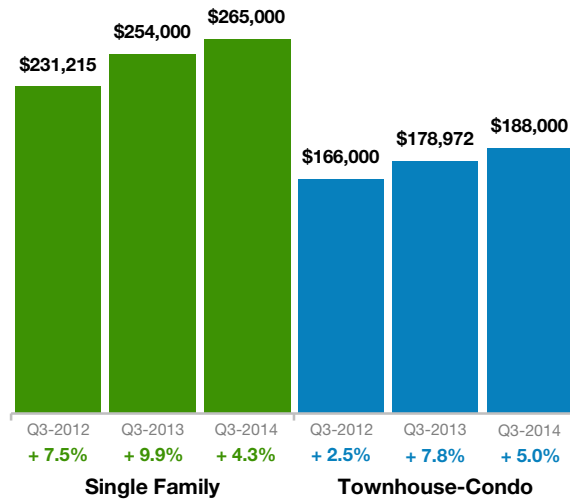
Q3-2014
Northeast Region



Q3-2014

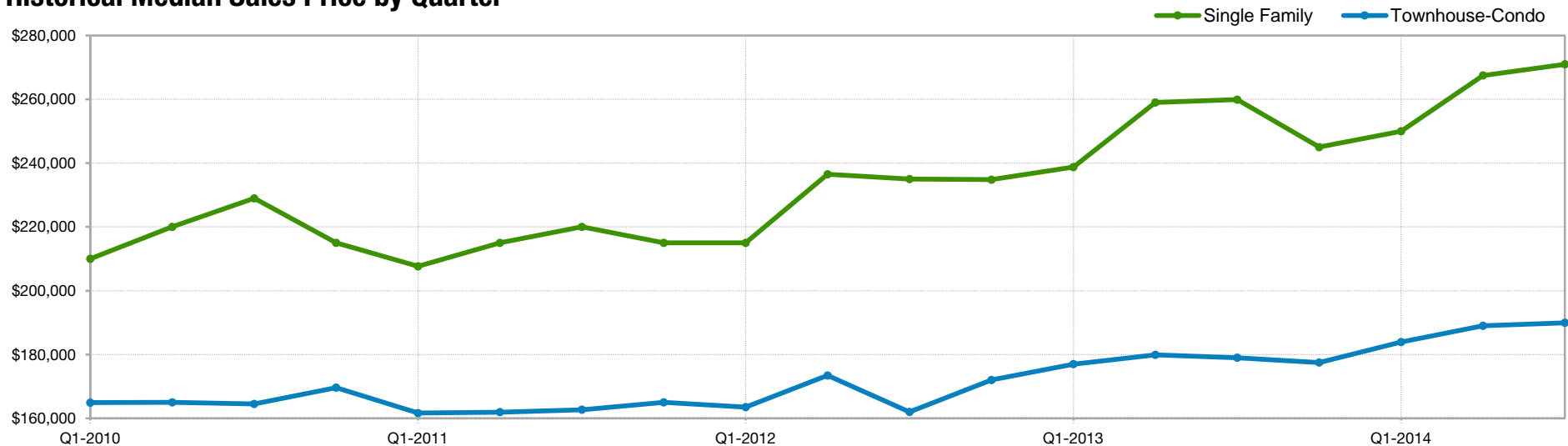


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2011	\$215,000	0.0%	\$165,000	-2.7%
Q1-2012	\$215,000	+3.6%	\$163,500	+1.2%
Q2-2012	\$236,500	+10.0%	\$173,420	+7.1%
Q3-2012	\$235,000	+6.8%	\$162,000	-0.4%
Q4-2012	\$234,801	+9.2%	\$172,000	+4.2%
Q1-2013	\$238,750	+11.0%	\$177,000	+8.3%
Q2-2013	\$259,000	+9.5%	\$179,900	+3.7%
Q3-2013	\$259,900	+10.6%	\$179,000	+10.5%
Q4-2013	\$245,000	+4.3%	\$177,500	+3.2%
Q1-2014	\$250,000	+4.7%	\$183,900	+3.9%
Q2-2014	\$267,495	+3.3%	\$189,000	+5.1%
Q3-2014	\$271,000	+4.3%	\$189,950	+6.1%

Historical Median Sales Price by Quarter

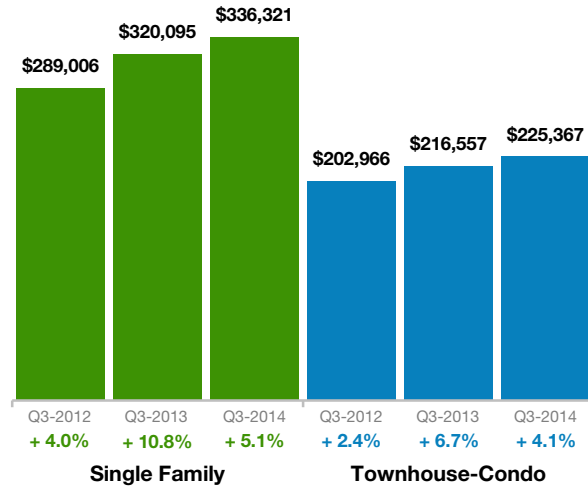


Average Sales Price

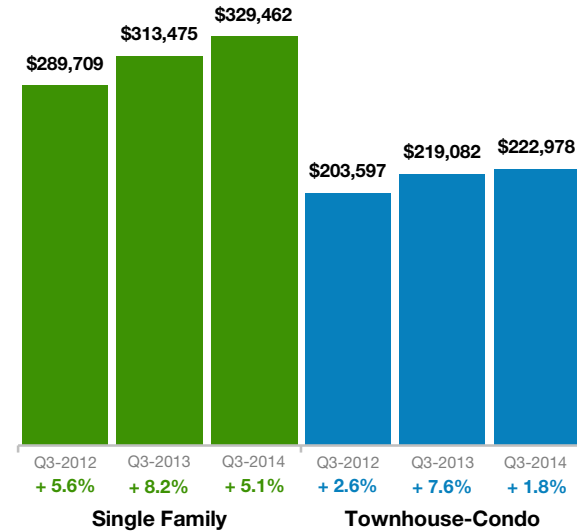
Q3-2014
Northeast Region



Q3-2014

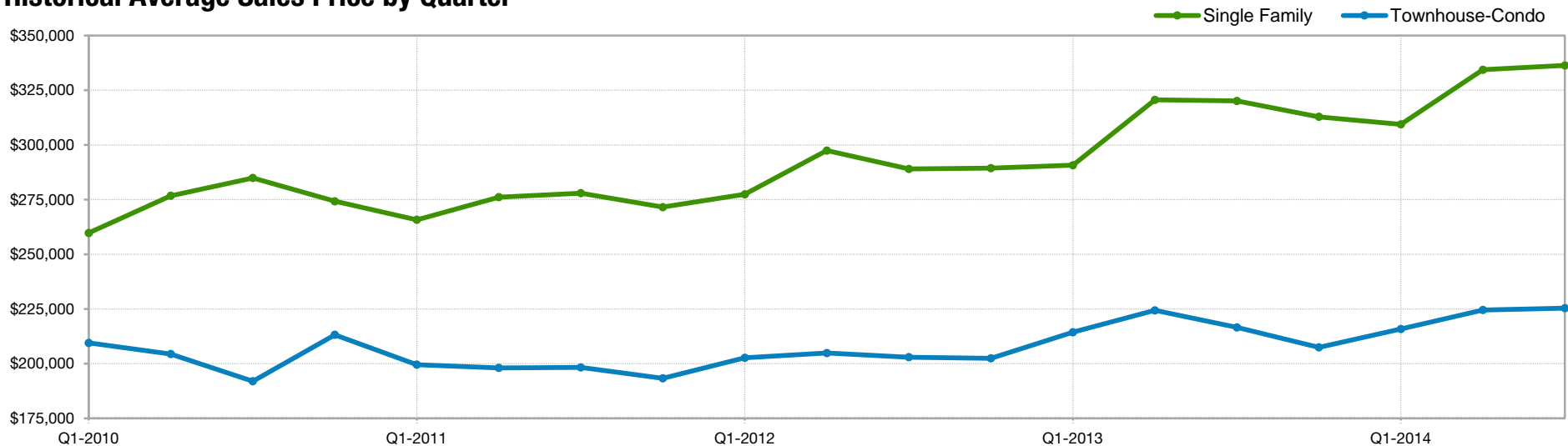


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2011	\$271,536	-1.0%	\$193,290	-9.3%
Q1-2012	\$277,387	+4.4%	\$202,661	+1.6%
Q2-2012	\$297,401	+7.7%	\$204,828	+3.4%
Q3-2012	\$289,006	+4.0%	\$202,966	+2.4%
Q4-2012	\$289,376	+6.6%	\$202,437	+4.7%
Q1-2013	\$290,684	+4.8%	\$214,347	+5.8%
Q2-2013	\$320,589	+7.8%	\$224,326	+9.5%
Q3-2013	\$320,095	+10.8%	\$216,557	+6.7%
Q4-2013	\$312,862	+8.1%	\$207,446	+2.5%
Q1-2014	\$309,388	+6.4%	\$215,818	+0.7%
Q2-2014	\$334,331	+4.3%	\$224,530	+0.1%
Q3-2014	\$336,321	+5.1%	\$225,367	+4.1%

Historical Average Sales Price by Quarter



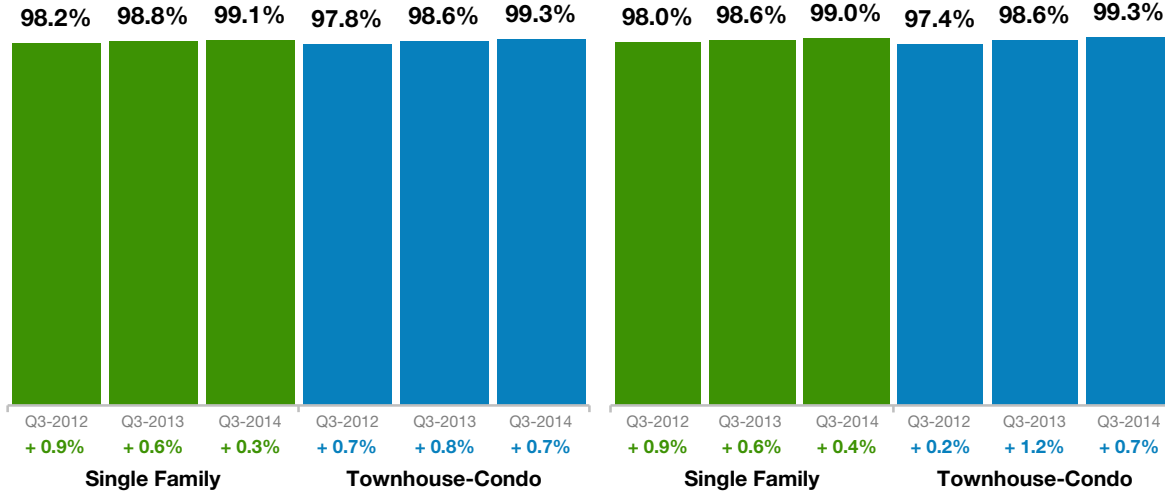
Percent of List Price Received

Q3-2014
Northeast Region



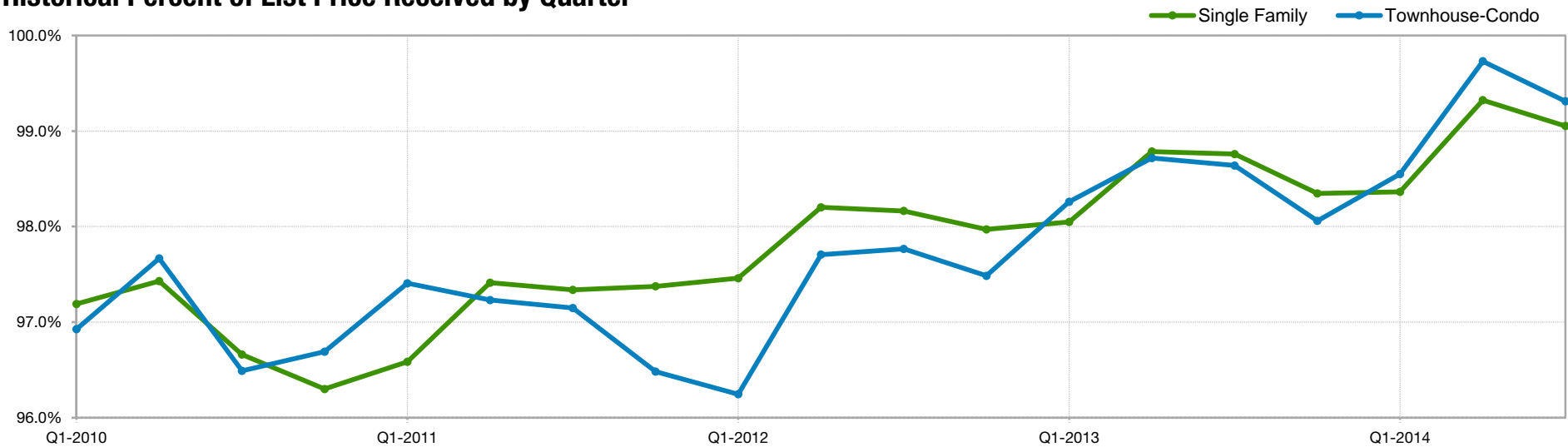
Q3-2014

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2011	97.4%	+1.1%	96.5%	-0.2%
Q1-2012	97.5%	+0.9%	96.2%	-1.2%
Q2-2012	98.2%	+0.8%	97.7%	+0.5%
Q3-2012	98.2%	+0.9%	97.8%	+0.7%
Q4-2012	98.0%	+0.6%	97.5%	+1.0%
Q1-2013	98.0%	+0.5%	98.3%	+2.2%
Q2-2013	98.8%	+0.6%	98.7%	+1.0%
Q3-2013	98.8%	+0.6%	98.6%	+0.8%
Q4-2013	98.3%	+0.3%	98.1%	+0.6%
Q1-2014	98.4%	+0.4%	98.5%	+0.2%
Q2-2014	99.3%	+0.5%	99.7%	+1.0%
Q3-2014	99.1%	+0.3%	99.3%	+0.7%

Historical Percent of List Price Received by Quarter

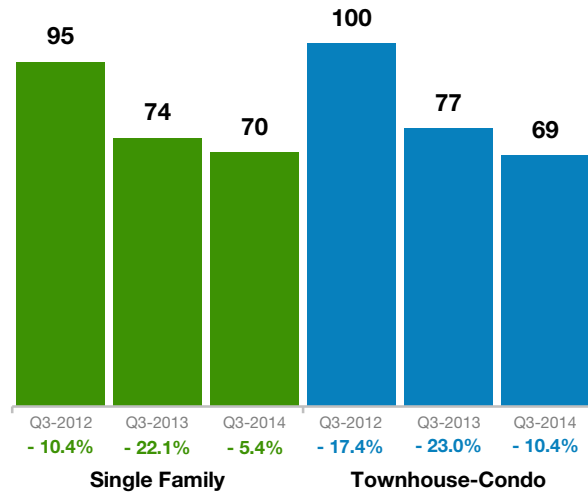


Days on Market Until Sale

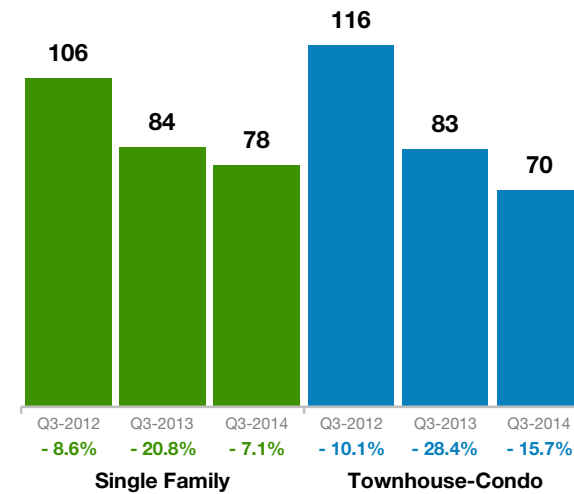
Q3-2014
Northeast Region



Q3-2014

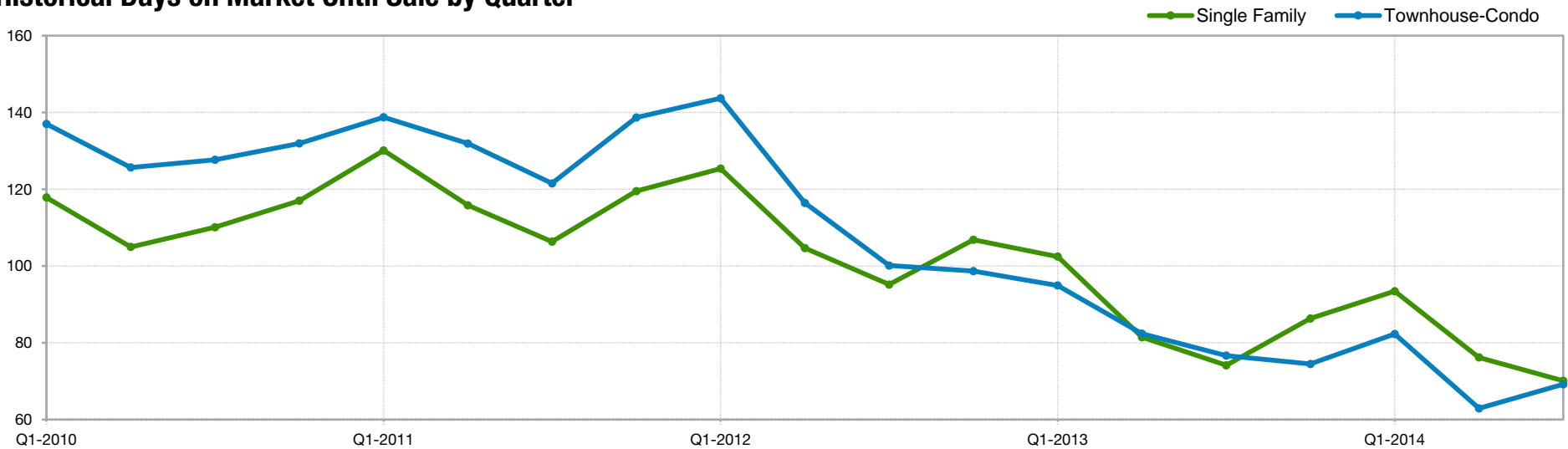


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2011	119	+1.7%	139	+5.3%
Q1-2012	125	-3.8%	144	+3.6%
Q2-2012	105	-9.5%	116	-12.1%
Q3-2012	95	-10.4%	100	-17.4%
Q4-2012	107	-10.1%	99	-28.8%
Q1-2013	102	-18.4%	95	-34.0%
Q2-2013	81	-22.9%	82	-29.3%
Q3-2013	74	-22.1%	77	-23.0%
Q4-2013	86	-19.6%	74	-25.3%
Q1-2014	93	-8.8%	82	-13.7%
Q2-2014	76	-6.2%	63	-23.2%
Q3-2014	70	-5.4%	69	-10.4%

Historical Days on Market Until Sale by Quarter

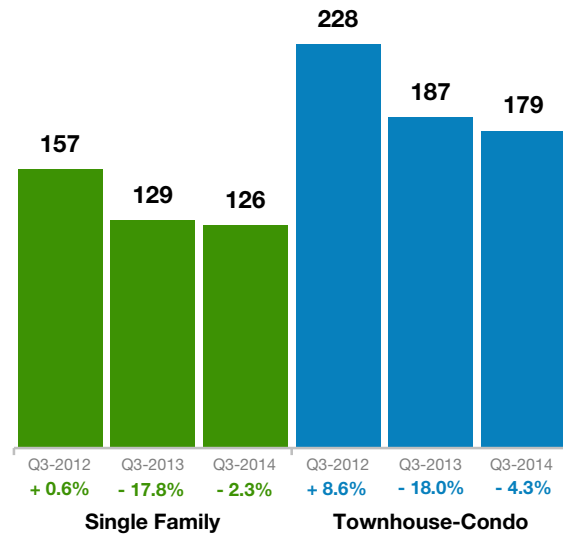


Housing Affordability Index

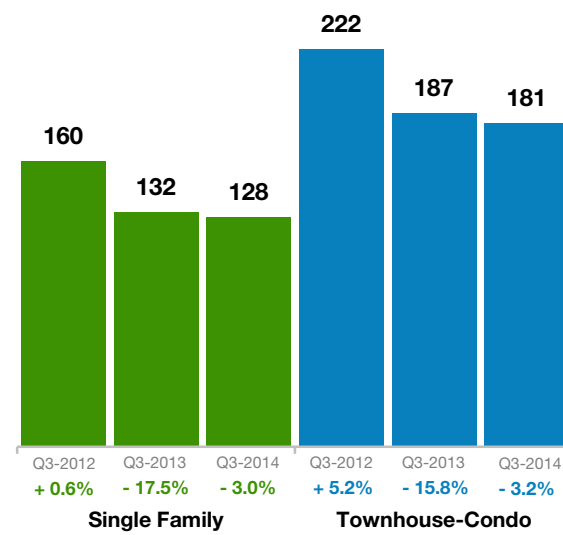
Q3-2014
Northeast Region



Q3-2014

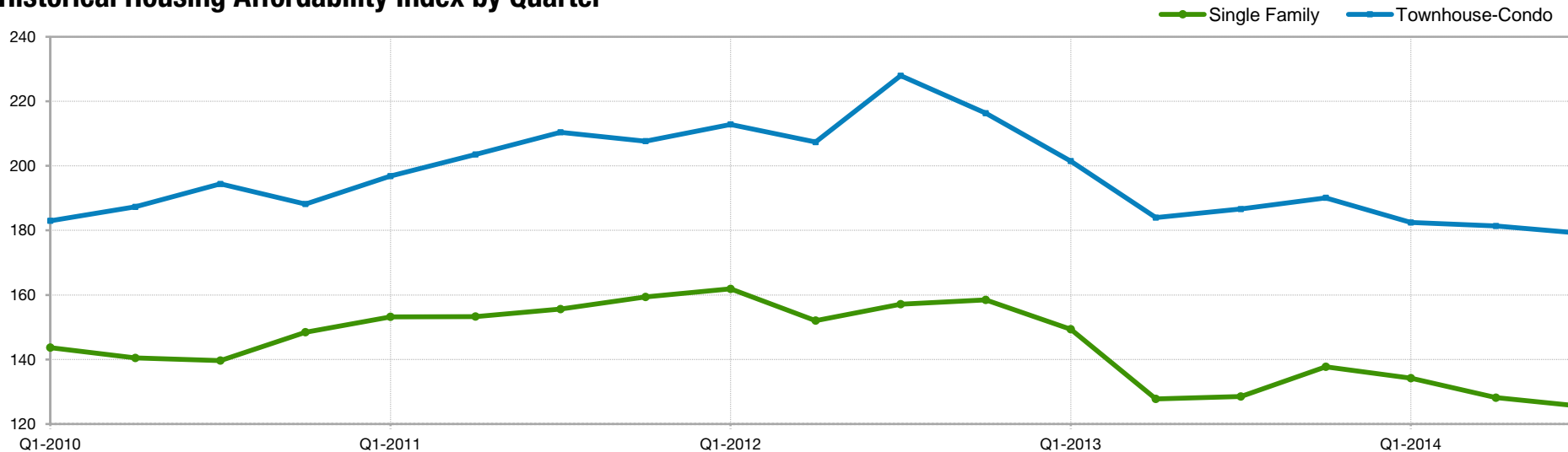


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2011	159	+7.4%	208	+10.6%
Q1-2012	162	+5.9%	213	+8.1%
Q2-2012	152	-0.7%	207	+1.5%
Q3-2012	157	+0.6%	228	+8.6%
Q4-2012	158	-0.6%	216	+3.8%
Q1-2013	149	-8.0%	201	-5.6%
Q2-2013	128	-15.8%	184	-11.1%
Q3-2013	129	-17.8%	187	-18.0%
Q4-2013	138	-12.7%	190	-12.0%
Q1-2014	134	-10.1%	182	-9.5%
Q2-2014	128	0.0%	181	-1.6%
Q3-2014	126	-2.3%	179	-4.3%

Historical Housing Affordability Index by Quarter



Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®

Q3-2014
Northeast Region



New Listings

A measure of how much new supply is coming onto the market from sellers (e.g., Q3 New Listings are those listings with a system list date from July 1 through September 30).

Pending/Under Contract

A count of all the listings that went into Pending / Under Contract during the reported period. Pending / Under Contract listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending / Under Contract, out of Pending / Under Contract, then back into Pending / Under Contract all in one reported period, this listing would only be counted once. 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.

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

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 average income by county.

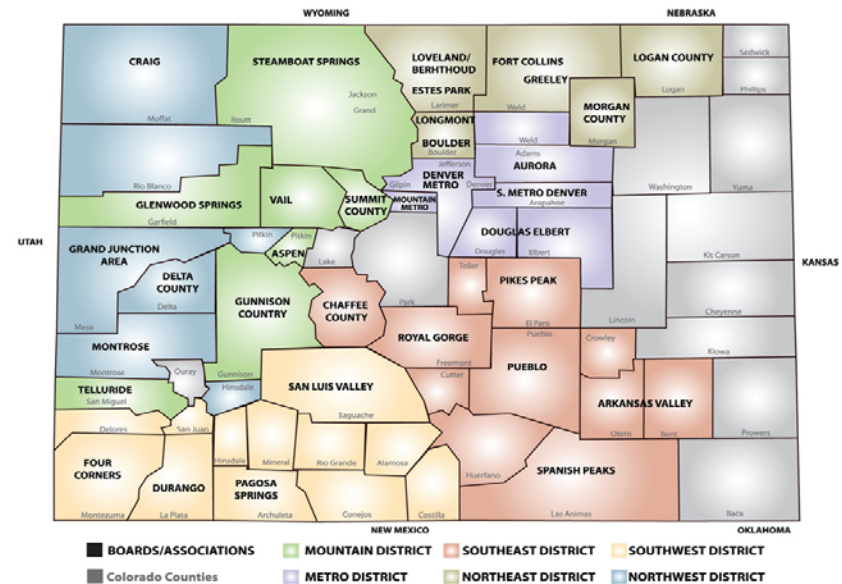
Active Listings

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 Listings

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.

COLORADO ASSOCIATION OF REALTORS® BOARD MAP



Association/Boards By District

Metro

Aurora Assn.
Denver Assn.
Denver Metro Commercial Assn.
Douglas Elbert Assn.
Mountain Metro Assn.
South Metro Assn.

Mountain

Aspen
Glenwood Springs Assn.
Grand County
Gunnison Country Assn.
Steamboat Springs
Summit Assn.
Telluride Assn.
Vail

Northeast

Boulder Area Assn.
Estes Park Board
Fort Collins Board
Greeley Area Assn.
Logan County Board
Longmont Assn.
Loveland/Berthoud Assn.
Morgan County Board
Northern Colorado Commercial Assn.

Northwest

Craig Assn.
Delta Board
Grand Junction Area Assn.
Montrose Assn.

Southeast

Arkansas Valley Board
Chaffee County Board
Pikes Peak Assn.
Pueblo Assn.
Royal Gorge Assn.
Spanish Peaks Assn.

Southwest

Cortez Area Assn.
Durango Area Assn.
Pagosa Springs Area Assn.
San Luis Valley Board

The gray areas are not represented by a local association/board of REALTORS® or Multiple Listing Service. Transaction numbers in those areas are low and would not affect the overall state statistics.