



STEVE REMMERT
GROUP

4TH
QUARTER
2016

**BOULDER
COUNTY
MARKET
UPDATE**

STEVEREMMERT.COM



A LANDMARK YEAR

As we bookend the 2016 real estate market for Boulder County, we saw the number of transactions volume decrease as compared to 2015, yet the overall sale's volume by dollar amount steadily increased in this same time period. I know I may sound like a broken record at this point, but this is due to the ongoing shortage of inventory to meet buyer demand, which continues to raise prices. This is true for not only the overall year over year volume, but reflected specifically in comparison of Q4 2015 with Q4 2016. Typical for the time of year, inventory continued to drop in the 4th Quarter with the bottom in December.

The Boulder attached market saw a solid uptick in the 4th quarter with inventory up over 100% from the previous quarter and sales volume coinciding with the sales volume up over 55% - and year over year average sales price up 24.3%. However, when in comparison to years past, inventory is still at a dramatic low.

As I mentioned in my previous market update, we saw a record sale in Boulder County during the 2nd quarter at \$6,300,000 which was then dovetailed by a 3rd Quarter sale at \$6,250,000 - only to be outdone by a 4th Quarter sale of \$7,755,285 on Historic Mapleton Hill.

With sales volume up 24% in the 4th Quarter and the average days on market down 20%, along with overall increases in the number of transactions, the luxury market is certainly exemplifying its strength.

As we cruise into the 1st Quarter of 2017, sales values are continuing to improve and homes are selling in a reasonable amount of time. If you are one of the many homeowners out there who are debating putting their home on the market in 2017, don't miss out on the opportunity that currently exists. There is significantly less competition for sellers who list now rather than later in the spring, so don't wait. The bottom line is there are buyers out there who are ready to make a move.

If your goal this year is to move up to your dream home, or downsize to the right fit, I welcome the conversation. Or if you know anyone who is looking to buy or sell a home, I would love the opportunity to meet with them and always appreciate the referral. In times like this, strong market knowledge is critical for success.

Thanks,



STEVE REMMERT
GROUP



TABLE OF CONTENTS

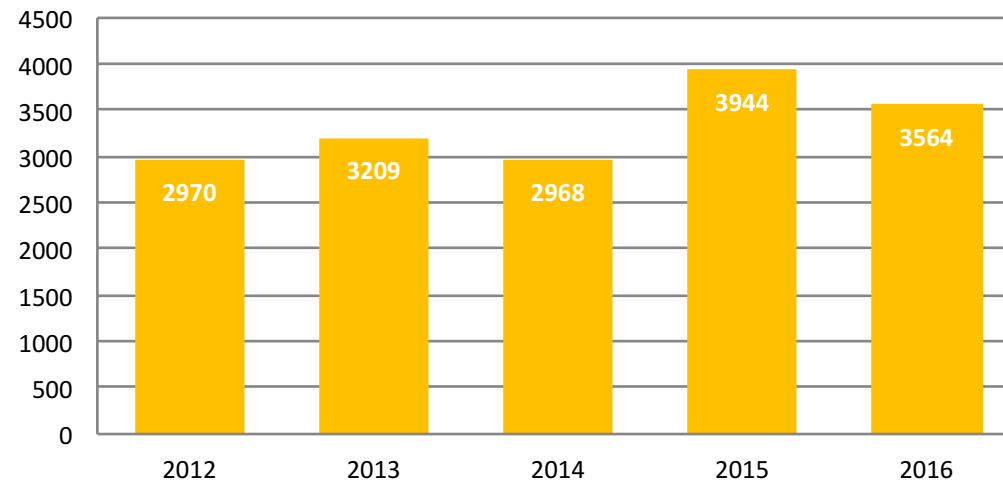
Market Overview Boulder County	4-10
Yearly Comparison	4
Yearly Comparison by Quarter.....	5
Current Quarter Comparison	6
Comparison by Area.....	7
Monthly Statistics.....	8
Year-to-Year Comparison.....	9
Sold vs Active By Price Range	10
Boulder Single Family	11
Boulder Attached.....	12
Boulder Neighborhoods	13
Boulder & Suburban Plains Luxury.....	14
Suburban Plains	15
Boulder Mountains	16
Lafayette.....	17
Longmont	18
Louisville	19
Notes	20

MARKET OVERVIEW

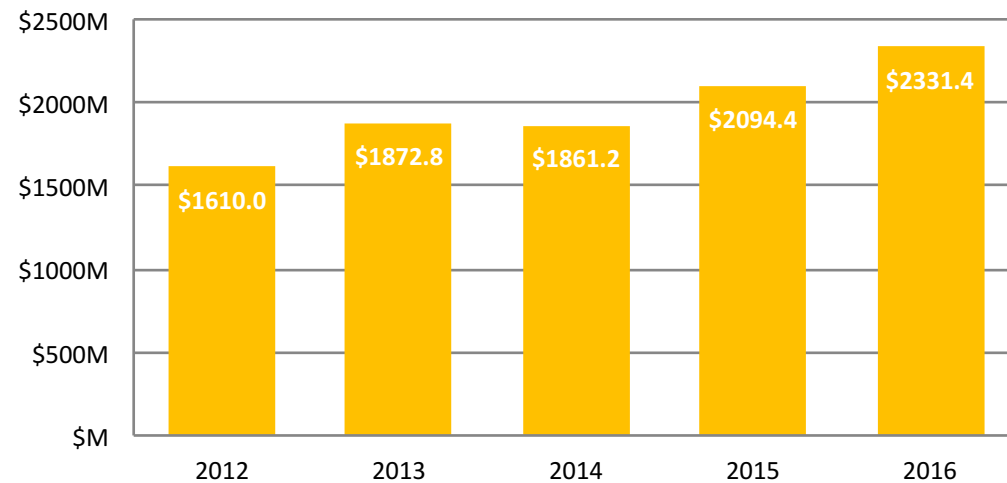
YEAR-TO-YEAR

JANUARY - DECEMBER

TRANSACTION VOLUME COMPARISON



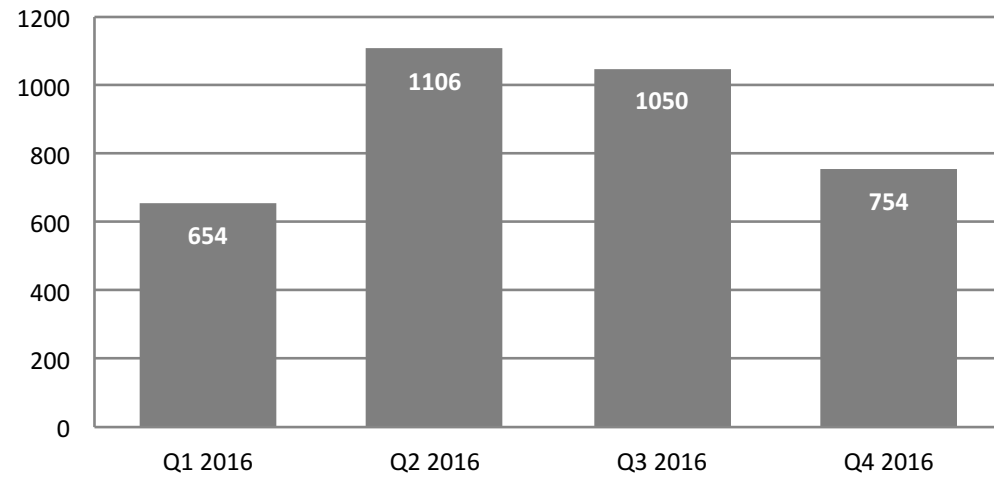
SALES VOLUME COMPARISON



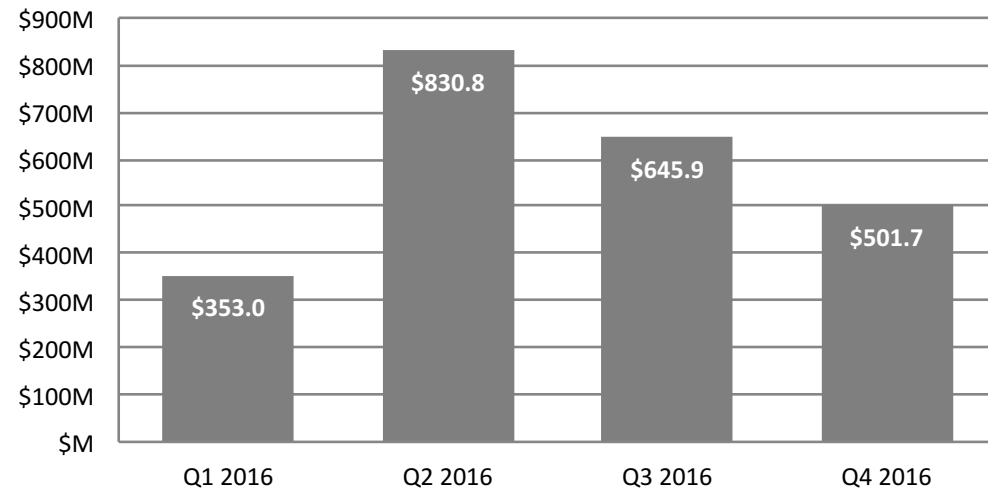
MARKET OVERVIEW

QTR-TO-QTR

TRANSACTION VOLUME COMPARISON



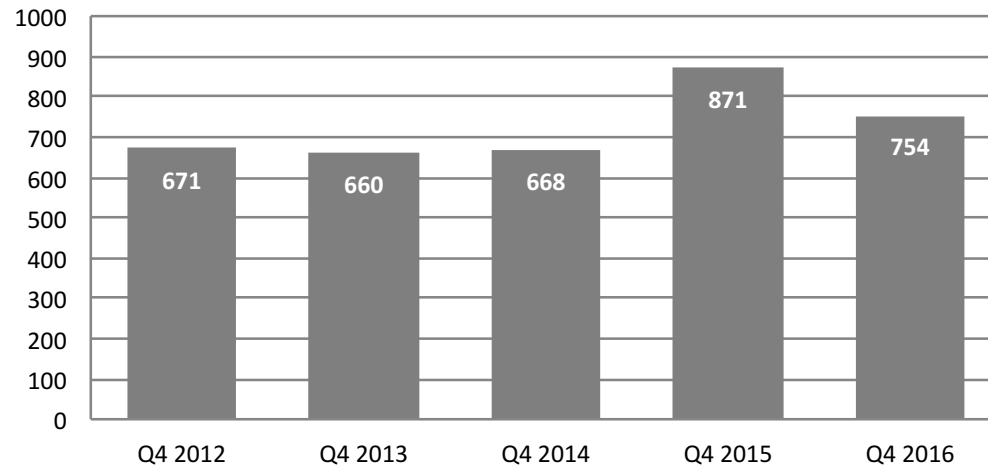
SALES VOLUME COMPARISON



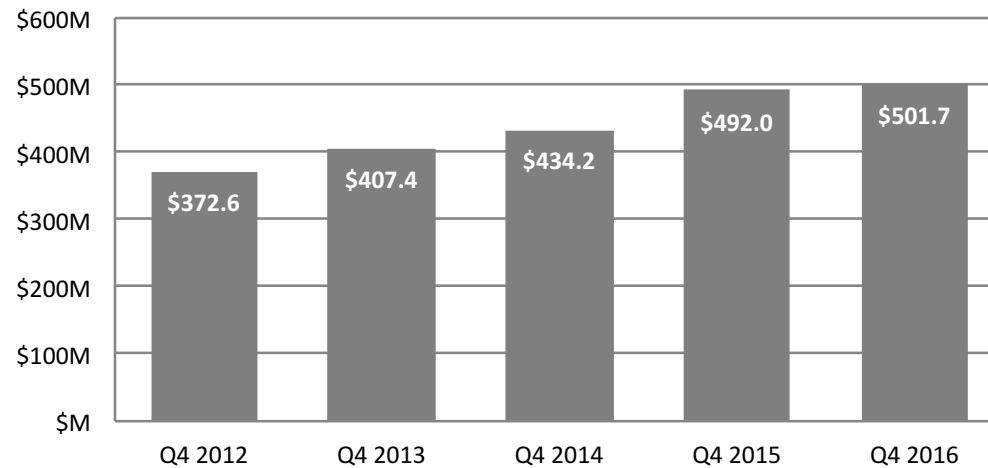
MARKET OVERVIEW

CURRENT QUARTER

TRANSACTION VOLUME COMPARISON



SALES VOLUME COMPARISON

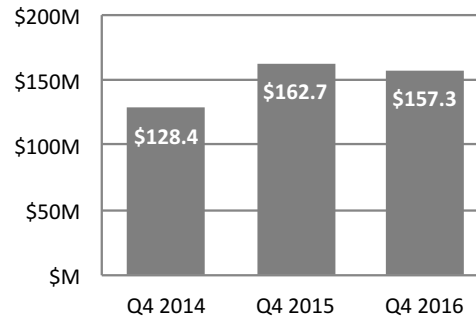


MARKET OVERVIEW

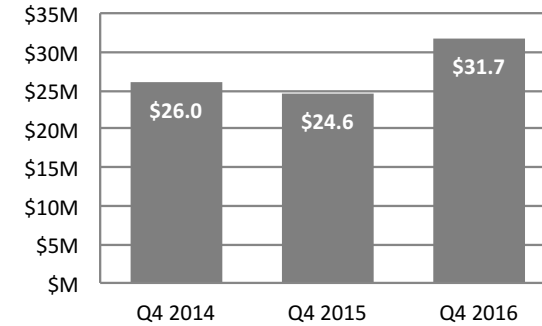
QUARTER

BY AREA

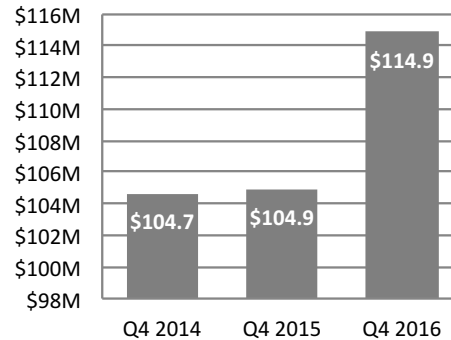
BOULDER
SALES VOLUME COMPARISON



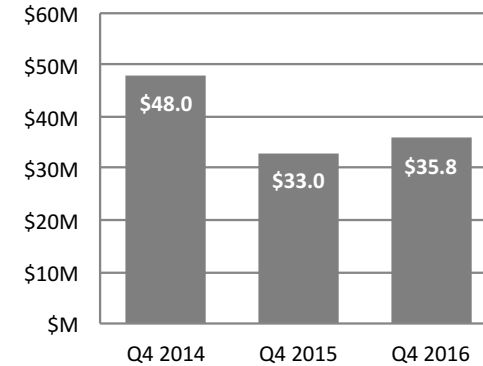
LOUISVILLE
SALES VOLUME COMPARISON



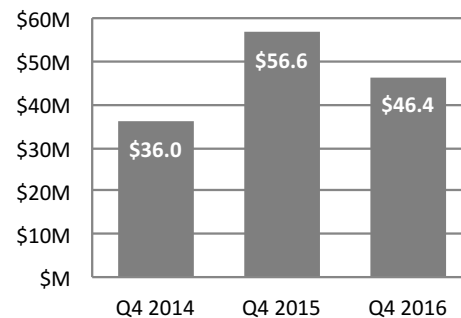
LONGMONT
SALES VOLUME COMPARISON



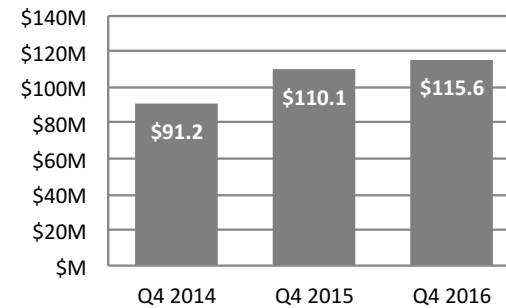
LAFAYETTE
SALES VOLUME COMPARISON



BOULDER MOUNTAINS
SALES VOLUME COMPARISON



SUBURBAN PLAINS
SALES VOLUME COMPARISON



MARKET OVERVIEW

MONTHLY STATS

Monthly Market Statistics			
Inventory	Dec '15	Dec '16	% Chg
Boulder	105	107	1.9%
Boulder Attached	19	41	115.8%
Lafayette	16	27	68.8%
Longmont	133	133	0.0%
Louisville	17	16	-5.9%
Mountains	92	81	-12.0%
Plains	121	100	-17.4%

Sales Volume	Dec '15	Dec '16	% Chg
Boulder	68	44	-35.3%
Boulder Attached	34	53	55.9%
Lafayette	21	21	0.0%
Longmont	101	44	-56.4%
Louisville	15	11	-26.7%
Mountains	42	27	-35.7%
Plains	52	37	-28.8%

Sold/Inventory	Dec '15	Dec '16	% Chg
Boulder	64.8%	41.1%	-23.6%
Boulder Attached	178.9%	129.3%	-49.7%
Lafayette	131.3%	77.8%	-53.5%
Longmont	75.9%	33.1%	-42.9%
Louisville	88.2%	68.8%	-19.5%
Mountains	45.7%	33.3%	-12.3%
Plains	43.0%	37.0%	-6.0%

By Rank	
Inventory	Dec '16
Longmont	133
Boulder	107
Plains	100
Mountains	81
Boulder Attached	41
Lafayette	27
Louisville	16

Sales Volume	Dec '16
Boulder Attached	53
Boulder	44
Longmont	44
Plains	37
Mountains	27
Lafayette	21
Louisville	11

Sold/Inventory	Dec '16
Boulder Attached	129.3%
Lafayette	77.8%
Louisville	68.8%
Boulder	41.1%
Plains	37.0%
Mountains	33.3%
Longmont	33.1%

MARKET OVERVIEW

YEAR-TO-YEAR

Year to Year Comparison

3 Month Comparison			
Sales Volume	10/1/15 - 12/31/15	10/1/16 - 12/31/16	% Change
Boulder	212	181	-14.6%
Boulder Attached	141	158	12.1%
Lafayette	59	57	-3.4%
Longmont	316	239	-24.4%
Louisville	33	43	30.3%
Mountains	111	94	-15.3%
Plains	140	140	0.0%

Average Sales Price	10/1/15 - 12/31/15	10/1/16 - 12/31/16	% Change
Boulder	\$998,934	\$1,051,149	5.2%
Boulder Attached	\$363,584	\$487,660	34.1%
Lafayette	\$519,721	\$593,385	14.2%
Longmont	\$378,303	\$410,944	8.6%
Louisville	\$593,882	\$625,470	5.3%
Mountains	\$616,457	\$607,670	-1.4%
Plains	\$663,841	\$710,661	7.1%

12 Month Comparison			
Sales Volume	1/1/15 - 12/31/15	1/1/16 - 12/31/16	% Change
Boulder	975	875	-10.3%
Boulder Attached	758	630	-16.9%
Lafayette	314	260	-17.2%
Longmont	1385	1256	-9.3%
Louisville	202	181	-10.4%
Mountains	427	394	-7.7%
Plains	641	598	-6.7%

Average Sales Price	1/1/15 - 12/31/15	1/1/16 - 12/31/16	% Change
Boulder	\$925,372	\$1,012,479	9.4%
Boulder Attached	\$372,007	\$462,515	24.3%
Lafayette	\$506,178	\$580,495	14.7%
Longmont	\$365,539	\$417,706	14.3%
Louisville	\$562,738	\$627,025	11.4%
Mountains	\$543,437	\$591,521	8.8%
Plains	\$664,760	\$729,787	9.8%

MARKET OVERVIEW

SOLD VS ACTIVE

Market Analysis - Active Listings vs. Sold January 2016 - December 2016																
Price Sold	Structure	Boulder		Louisville		Lafayette		Longmont		Suburban Plains		Mountains		TOTAL	TOTAL Sold	Sold in Dec
		Active	Sold	Active	Sold	Active	Sold	Active	Sold	Active	Sold	Active	Sold	Active		
200,000 - 299,999	Residential Detached	0	2	0	0	2	11	13	313	0	3	2	32	17	361	23
	Condos & Townhomes	9	93	3	22	2	54	23	164	7	55	0	1	44	389	42
300,000 - 399,999	Residential Detached	0	2	0	2	6	55	54	478	2	76	1	48	63	661	59
	Condos & Townhomes	25	143	13	18	4	59	34	119	10	36	0	0	86	375	35
400,000 - 499,999	Residential Detached	0	13	3	47	23	84	51	229	29	146	6	43	112	562	35
	Condos & Townhomes	6	118	13	11	17	39	21	17	2	18	0	0	59	203	16
500,000 - 599,999	Residential Detached	5	59	8	57	8	40	16	81	21	125	9	32	67	394	32
	Condos & Townhomes	10	74	1	4	0	2	4	8	1	5	0	0	16	93	9
600,000 - 699,999	Residential Detached	6	101	8	43	8	23	13	45	14	109	8	16	57	337	19
	Condos & Townhomes	8	48	5	8	0	0	5	7	0	1	0	0	18	64	4
700,000 - 799,999	Residential Detached	14	82	6	19	4	20	8	26	13	64	4	21	49	232	13
	Condos & Townhomes	4	35	4	2	0	0	0	0	0	0	0	0	8	37	4
800,000 - 899,999	Residential Detached	6	93	3	16	1	11	11	9	18	28	10	15	49	172	16
	Condos & Townhomes	7	20	0	0	0	0	0	0	0	0	0	0	7	20	4
900,000 - 999,999	Residential Detached	11	73	1	11	1	4	3	6	7	31	6	7	29	132	7
	Condos & Townhomes	4	19	0	0	0	0	0	0	0	0	0	0	4	19	1
1,000,000 - 1,299,999	Residential Detached	17	88	0	4	3	6	6	4	15	46	8	23	49	171	9
	Condos & Townhomes	4	13	0	0	0	0	0	0	0	1	0	0	4	14	0
1,300,000 - 1,499,999	Residential Detached	16	47	0	1	0	3	0	0	11	15	5	6	32	72	4
	Condos & Townhomes	2	5	0	0	0	0	0	0	0	0	0	0	2	5	1
1,500,000 - 1,999,999	Residential Detached	21	63	0	0	3	1	0	0	26	19	6	12	56	95	6
	Condos & Townhomes	2	5	0	0	0	0	0	0	0	0	0	0	2	5	1
2,000,000 - 2,999,999	Residential Detached	4	34	0	0	0	0	0	0	19	16	6	6	29	56	3
	Condos & Townhomes	2	2	0	0	0	0	0	0	0	0	0	0	2	2	1
3,000,000 +	Residential Detached	8	12	0	0	0	0	0	0	29	2	10	3	47	17	1
	Condos & Townhomes	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Subtotal	Residential Detached	108	669	29	200	59	258	175	1191	204	0	81	264	656	3262	227
	Condos & Townhomes	83	575	39	65	23	154	87	315	20	116	0	1	252	1226	118
Combined TOTAL	Detached / Attached	191	1244	68	265	82	412	262	1506	224	116	81	265	908	4488	345

Source is from IRES and may not include all new construction.

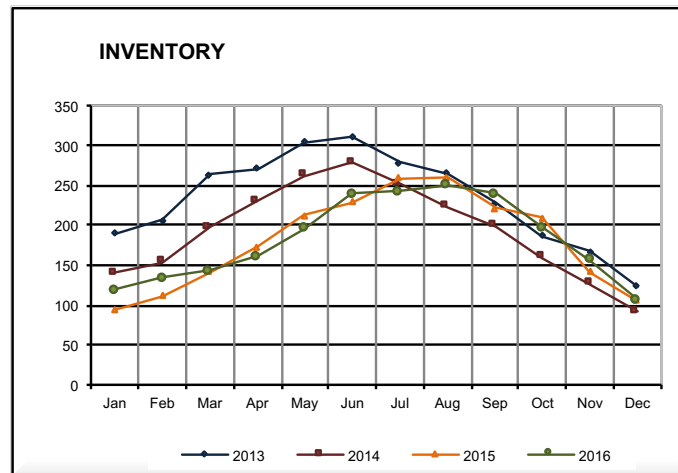
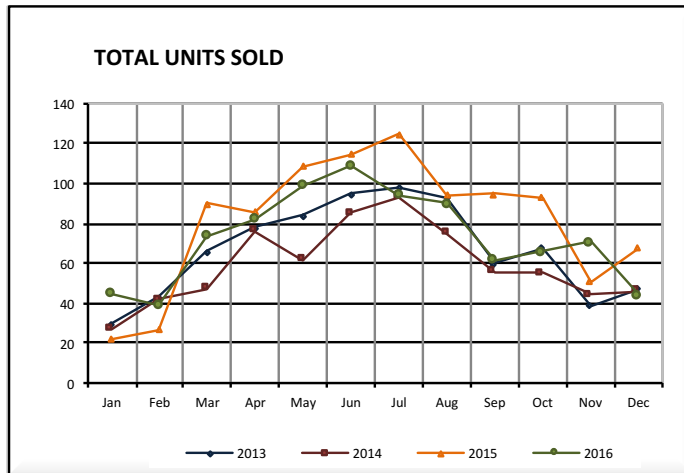
CITY OF BOULDER | SINGLE FAMILY HOMES

Total Population.....103,166
 Housing Units.....43,479
 Median Family Income.....\$107,181

Median Home Value.....\$489,400
 Land Area Square Miles.....24.66

SINGLE FAMILY

	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$645,499,609		801		40		\$759,698		\$629,896	
2014	\$607,737,537	-6%	708	-12%	40	0%	\$814,371	7%	\$681,055	8%
2015	\$685,546,731	13%	975	38%	64	59%	\$925,372	14%	\$753,017	11%
2016	\$754,561,509	10%	875	-10%	76	19%	\$1,012,479	9%	\$843,678	12%



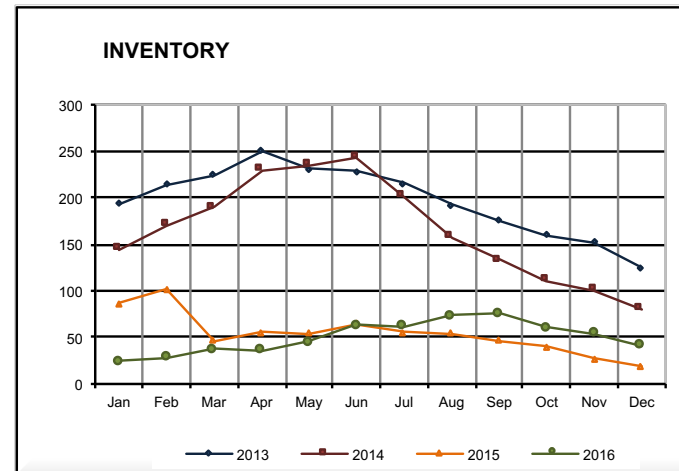
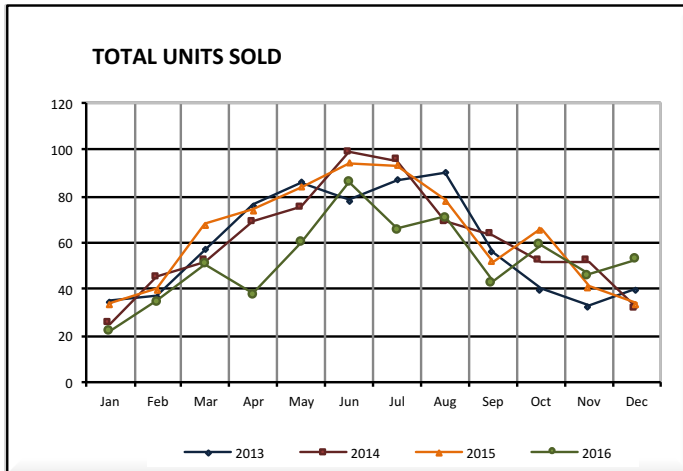
CITY OF BOULDER | ATTACHED HOMES

Total Population..... 103,166
 Housing Units..... 43,479
 Median Family Income..... \$107,181

Median Home Value..... \$489,400
 Land Area Square Miles..... 24.66

SINGLE FAMILY

	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$250,105,026		715		52		\$316,769		\$262,083	
2014	\$265,515,362	6%	728	2%	40	-24%	\$335,717	6%	\$278,804	6%
2015	\$297,240,101	12%	758	4%	46	16%	\$372,007	11%	\$311,132	12%
2016	\$324,241,127	9%	630	-17%	47	2%	\$462,515	24%	\$396,058	27%



CITY OF BOULDER

NEIGHBORHOODS

FOURTH QUARTER

NEWLANDS

	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$11,815,725		10		83		\$1,181,572		\$929,862	
2014	\$9,601,400	-19%	8	-20%	74	-11%	\$1,200,175	2%	\$807,750	-13%
2015	\$12,200,000	27%	8	0%	124	68%	\$1,355,555	13%	\$1,350,000	67%
2016	\$14,611,165	20%	10	25%	44	-65%	\$1,461,116	8%	\$1,428,583	6%

MAPLETON

	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$12,571,995		5		123		\$2,514,399		\$2,225,000	
2014	\$8,670,660	-31%	7	40%	91	-26%	\$1,238,665	-51%	\$1,440,000	-35%
2015	\$16,255,000	87%	7	0%	119	31%	\$2,322,142	87%	\$1,500,000	4%
2016	\$14,684,785	-10%	4	-43%	94	-21%	\$3,671,196	58%	\$2,807,250	87%

CHAUTAUQUA

	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$17,136,400		16		74		\$1,071,025		\$835,000	
2014	\$15,452,120	-10%	14	-13%	117	58%	\$1,103,722	3%	\$903,500	8%
2015	\$17,070,750	10%	11	-21%	84	-28%	\$1,551,886	41%	\$1,137,750	26%
2016	\$15,627,370	-8%	12	9%	69	-18%	\$1,302,280	-16%	\$1,172,500	3%

LUXURY MARKET

BOULDER & SUBURBAN PLAINS

We defined the luxury market as transactions closed with a sales price over \$1,500,000.

LUXURY BOULDER

	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$31,804,955		12		158		\$2,650,412		\$2,401,350	
2014	\$32,954,791	4%	16	33%	132	-16%	\$2,059,674	-22%	\$1,723,957	-28%
2015	\$48,302,500	47%	22	38%	127	-4%	\$2,195,568	7%	\$1,800,000	4%
2016	\$59,857,700	24%	23	5%	102	-20%	\$2,602,508	19%	\$2,320,000	29%

LUXURY PLAINS

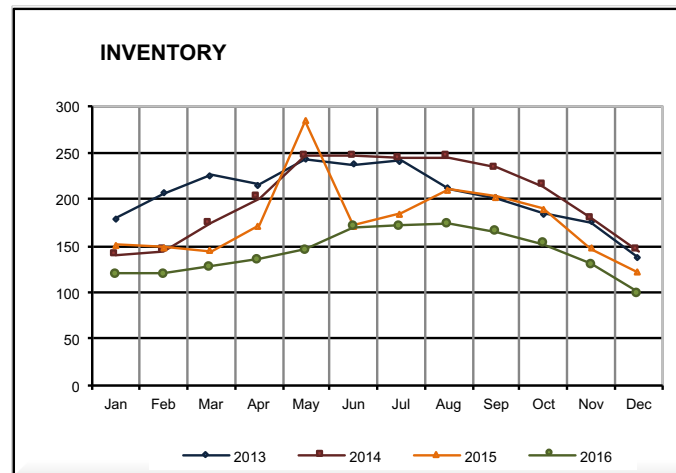
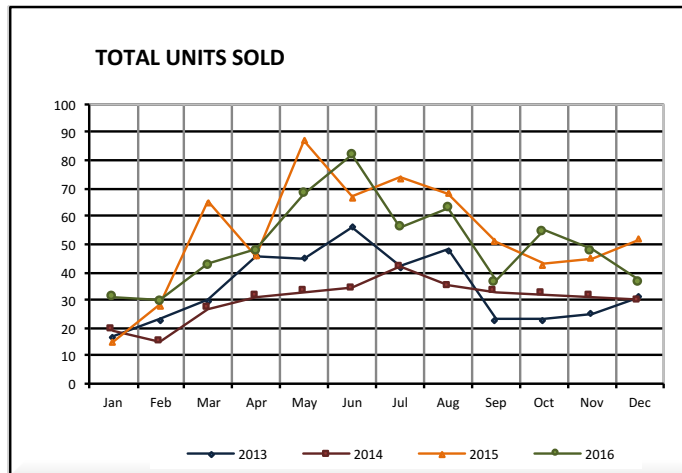
	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$8,225,000		4		238		\$1,550,000		\$2,056,250	
2014	\$7,945,000	-3%	4	0%	267	12%	\$1,986,250	28%	\$1,977,500	-4%
2015	\$8,035,000	1%	4	0%	97	-64%	\$2,008,750	1%	\$2,042,500	3%
2016	\$13,642,500	70%	6	50%	165	70%	\$2,273,750	13%	\$2,236,250	9%

SUBURBAN PLAINS | SINGLE FAMILY

For the purpose of this report, I define the Suburban Plains as: All the houses within Boulder County east of Highway 36 & Highway 93 that are not within one of the major city limits.

SINGLE FAMILY

	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$409,726,106		409		66		\$673,857		\$539,346	
2014	\$415,601,411	1.4%	362	-11%	62	-7%	\$707,920	5%	\$570,242	6%
2015	\$463,259,235	11%	641	77%	78	26%	\$664,760	-6%	\$573,673	1%
2016	\$567,254,014	22%	598	-7%	77	-1%	\$729,787	10%	\$572,317	0%

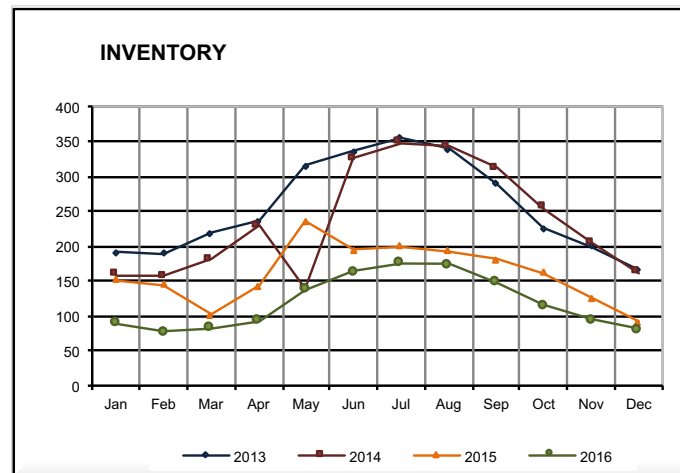
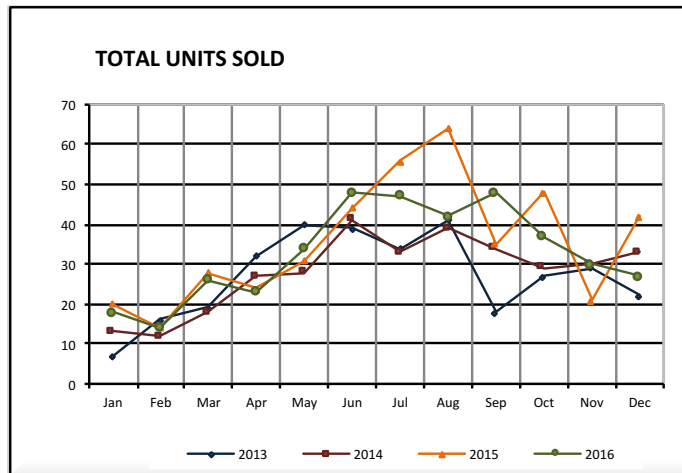


BOULDER MOUNTAINS | SINGLE FAMILY

For the purpose of this report, I define the Boulder Mountains as: All the houses within Boulder County that are West of Highway 36 and Highway 93 and not within city limits.

SINGLE FAMILY

	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$130,877,798		324		121		\$455,885		\$378,130	
2014	\$137,658,451	5%	337	4%	105	-13%	\$473,268	4%	\$390,521	3%
2015	\$196,483,716	43%	427	27%	120	14%	\$543,437	15%	\$448,939	15%
2016	\$222,437,792	13%	394	-8%	108	-9%	\$591,521	9%	\$441,714	-2%



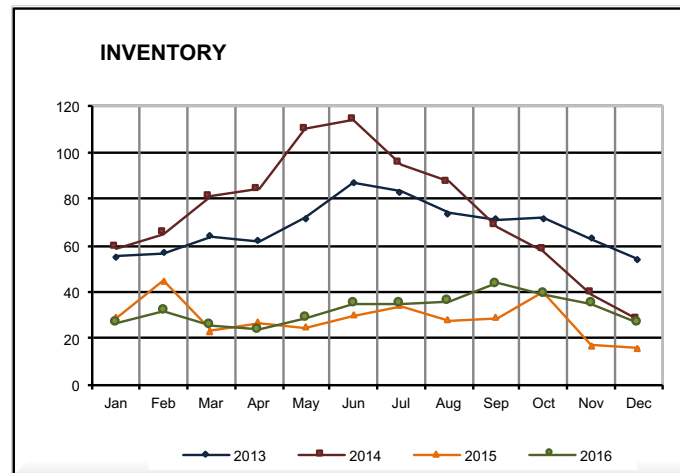
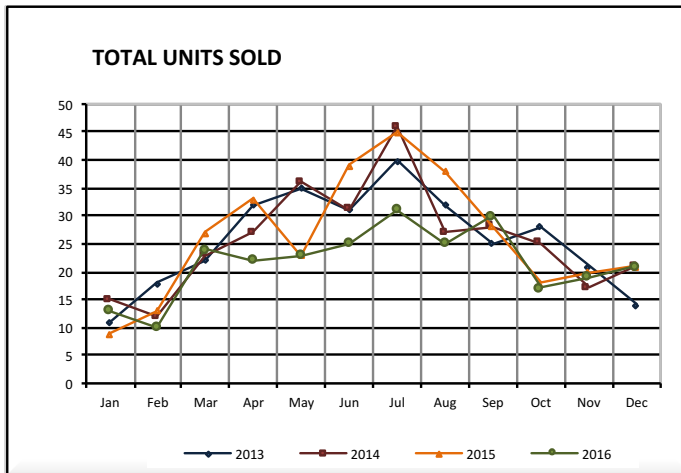
CITY OF LAFAYETTE | SINGLE FAMILY

Total Population.....26,784
 Housing Units..... 9,997
 Median Family Income.....\$70,623

Median Home Value.....\$264,300
 Land Area Square Miles.....9.46

SINGLE FAMILY

	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$180,963,259		309		47		\$413,810		\$358,868	
2014	\$195,705,127	8%	308	0%	34	-27%	\$435,433	5%	\$405,450	13%
2015	\$170,735,921	-13%	314	2%	53	55%	\$506,178	16%	\$456,749	13%
2016	\$161,832,536	-5%	260	-17%	58	9%	\$580,495	15%	\$520,290	14%



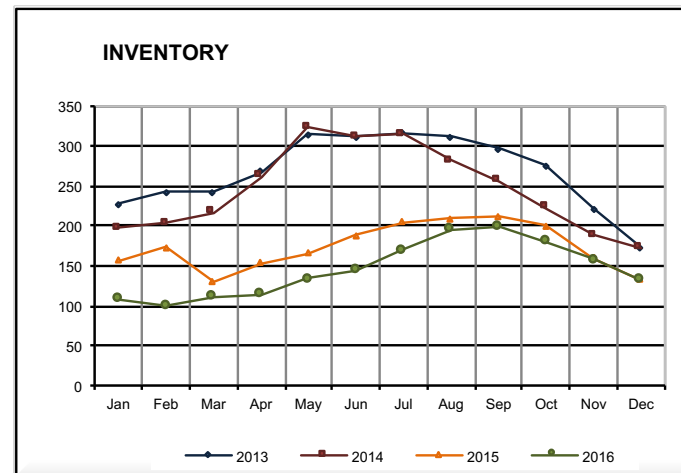
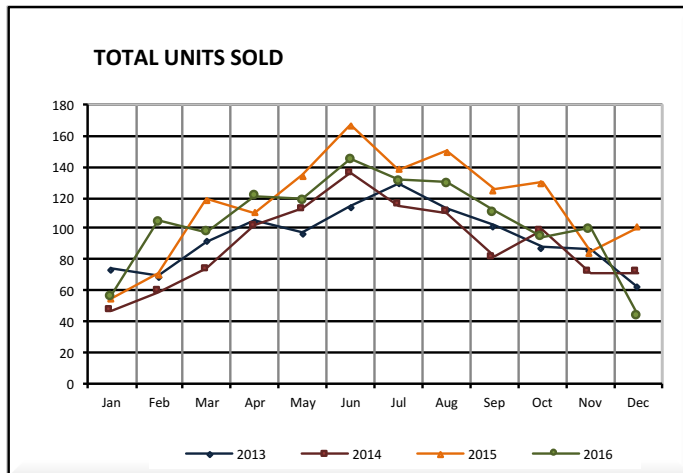
CITY OF LONGMONT | SINGLE FAMILY

Total Population.....89,919
 Housing Units.....35,008
 Median Family Income.....\$58,698

Median Home Value.....\$238,900
 Land Area Square Miles.....26.19

SINGLE FAMILY

	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$355,319,081		1131		41		\$287,216		\$263,050	
2014	\$374,979,772	6%	1081	-4%	32	-22%	\$305,362	6%	\$272,808	4%
2015	\$450,822,723	20%	1385	28%	52	65%	\$365,539	20%	\$315,908	16%
2016	\$477,788,080	6%	1256	-9%	54	3%	\$417,706	14%	\$362,279	15%



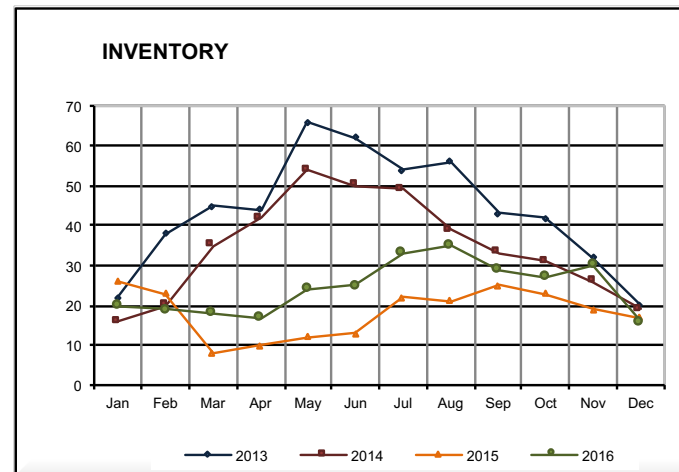
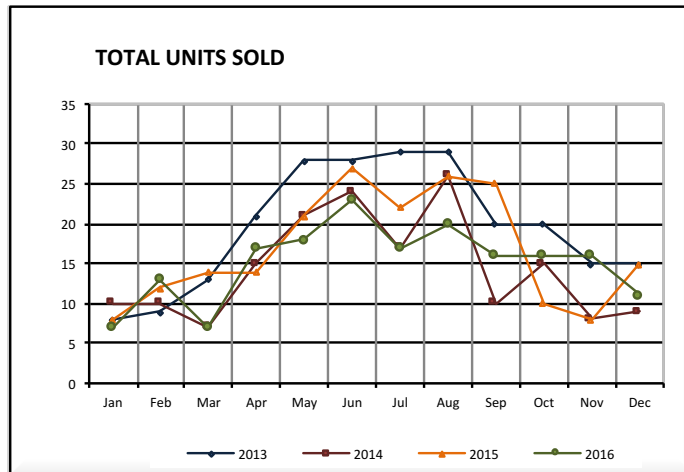
CITY OF LOUISVILLE | SINGLE FAMILY

Total Population.....19,588
 Housing Units.....7,892
 Median Family Income.....\$84,560

Median Home Value.....\$370,800
 Land Area Square Miles.....7.89

SINGLE FAMILY

	SALES VOLUME	% chg	NO. OF SALES	% chg	AVERAGE DAYS ON MARKET	% chg	AVERAGE SALE	% chg	MEDIAN SALE	% chg
2013	\$150,425,274		235		33		\$485,569		\$439,854	
2014	\$129,560,813	-14%	172	-27%	32	-2%	\$529,501	9%	\$484,421	10%
2015	\$127,511,671	-2%	202	17%	44	37%	\$562,738	6%	\$526,892	9%
2016	\$147,503,406	16%	181	-10%	53	21%	\$627,025	11%	\$581,938	10%





STEVE REMMERT
GROUP

O: 303.302.8812 | M: 720.339.5033

STEVE@STEVEREMMERT.COM

STEVEREMMERT.COM

Colorado Landmark, Realtors



NOTES

- This market report is deemed accurate but not guaranteed. It was derived from a variety of reliable sources and although prepared carefully, there may be errors in calculations or in the data.
- The enclosed statistics, although revealing by themselves, could never tell the complete story. If you're considering buying or selling a home, it is important to understand that Boulder County is a niche market with many intricacies that go beyond charts and graphs. Please feel free to call us to discuss your unique situation, and how we can best serve you in today's marketplace.
- It is important to note that with the exception of a few smaller builders, new construction and or new developments seldom report sales on the MLS. Therefore most new construction is excluded from this market summary.
- Real estate investment results are subject to business, economic and competitive uncertainties. There are no guarantees associated with any forecast and the opinions expressed herein are simply that — opinions and are subject to change. Please consult with your financial advisor prior to making any financial decisions.
- If you're already working with a real estate agent, this analysis is not a solicitation to purchase or sell real estate.
- You will notice that some of Boulder County's communities are not represented in the market report. For the record, we intend no bias and would love to accurately represent all of Boulder County's smaller communities. Our challenge is that BARA does not break out all the data in a format that can be represented. Please ask us for information about your specific neighborhood, we would be glad to offer our insights.

This information contained herein was gathered from several sources including Iresis, Boulder Daily Camera, Realtor Magazine and is deemed reliable but not guaranteed.