

ANTHONY KNIGHT MARKET UPDATE

BOULDER, CO

- **Current Real Estate Market Conditions for Single Family Homes**
- **Trends in Pricing**
- **Current Levels of Supply and Demand**
- **Value Metrics**

- **Report for the week of**
February 01, 2010

- Presented by Anthony Knight
TRG National Title
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TRG

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Services**

This Week

- The median list price in BOULDER, CO this week is \$799,450. The 104 properties have been on the market for an average of 205 days.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. While still a Buyer's market, prices seem to have responded by moving upward. If the demand trends continue, expect prices to keep marching upward, especially once we see a Seller's Market.

Real-Time Market Profile

Real-Time Market Profile		Trend
Median List Price	\$ 799,450	↑↑
Average List Price	\$ 1,145,716	
Asking Price Per Square Foot	\$ 296	↔
Average Days on Market (DoM)	205	↓↓
Inventory of Properties Listed	104	↑↑
Most Expensive Listing	\$ 4,995,000	
Least Expensive Listing	\$ 199,500	
Average Age of Listing	37	
Percent of Properties with Price Decrease	28 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	3040	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

Altos Research Value Statistics

Market Action Index Strong Buyer's 18.8 ↑↑

The Market Action Index answers the question "How's the Market?" By measuring the current rate of sale versus the amount of the inventory. Index above 30 implies a seller's advantage. Below 30, conditions give the advantage to the buyer.

Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 2,275,000	5110	0.25 - 0.50 acre	4.0	4.5	12	26	3	1	215
Upper/Second	\$ 1,037,475	3876	0.25 - 0.50 acre	4.0	4.0	27	26	2	0	206
Lower/Third	\$ 662,450	2407	0.25 - 0.50 acre	4.0	3.0	40	26	1	2	209
Bottom/Fourth	\$ 433,000	2073	0.25 - 0.50 acre	4.0	2.5	39	26	5	2	191

Most expensive 25% of properties

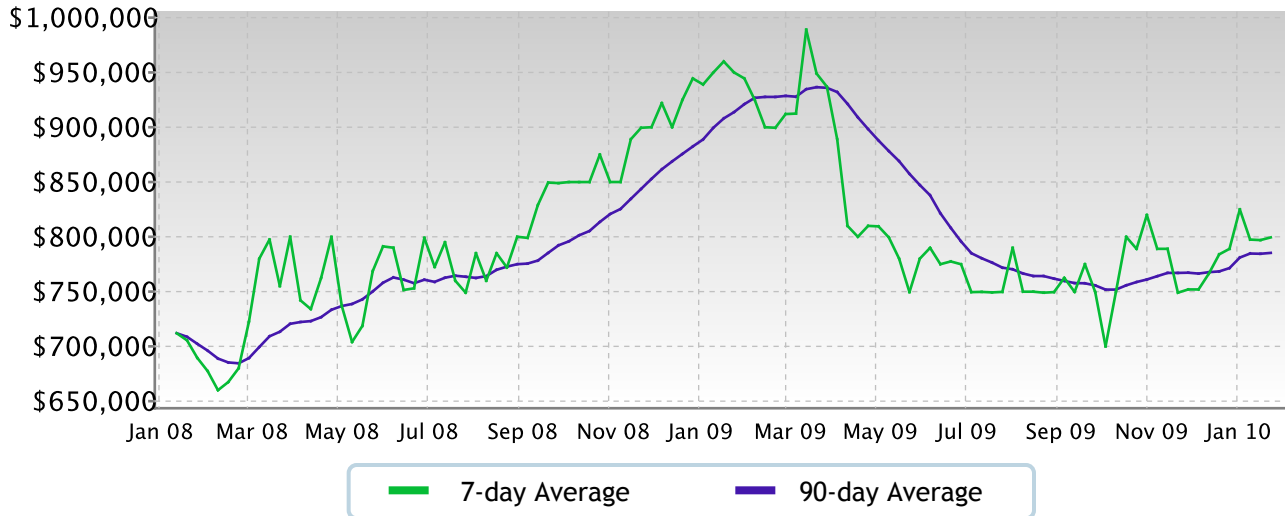
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

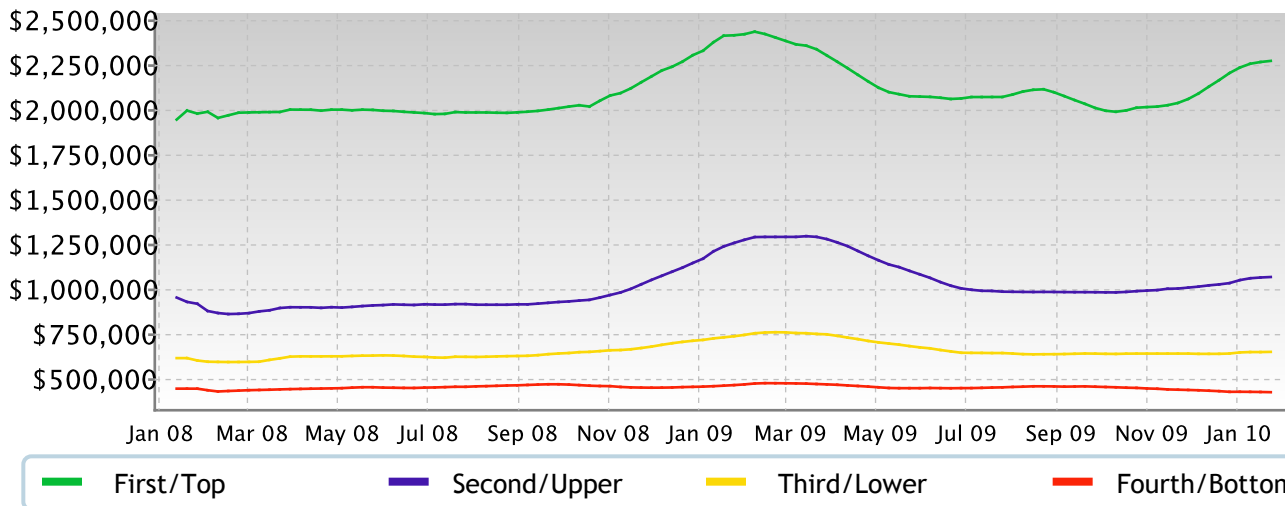
Median Price

This week saw relatively little price change from last week. However, prices continue demonstrate a nice up trend in general over the last several weeks.



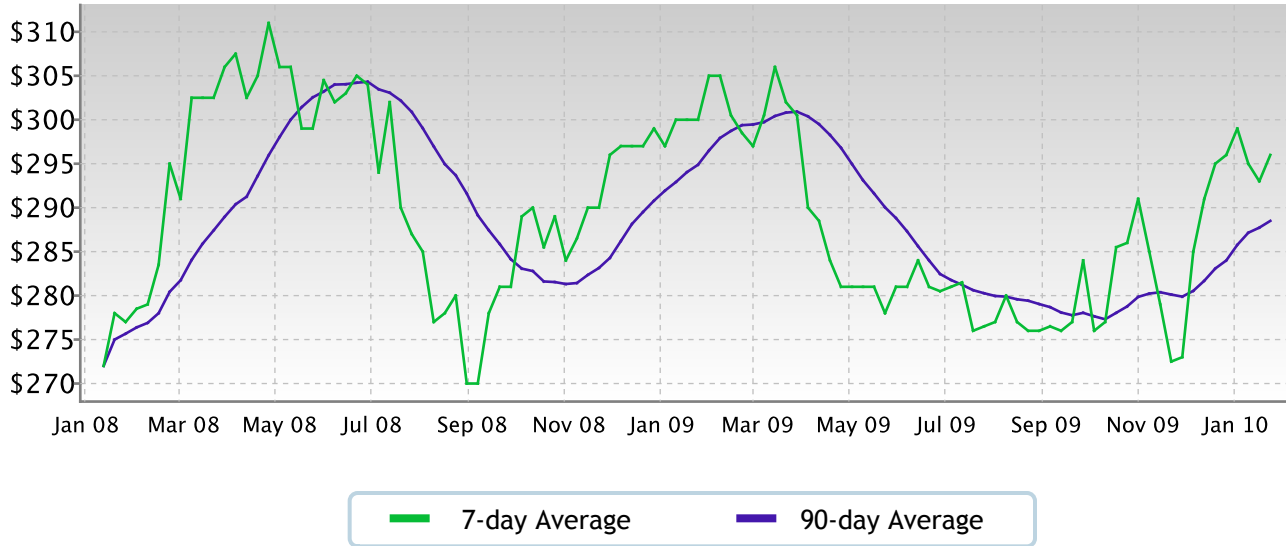
Quartile Prices

Prices in most of the market trending have been higher in recent weeks except for the high-end of the market, which has been essentially flat.



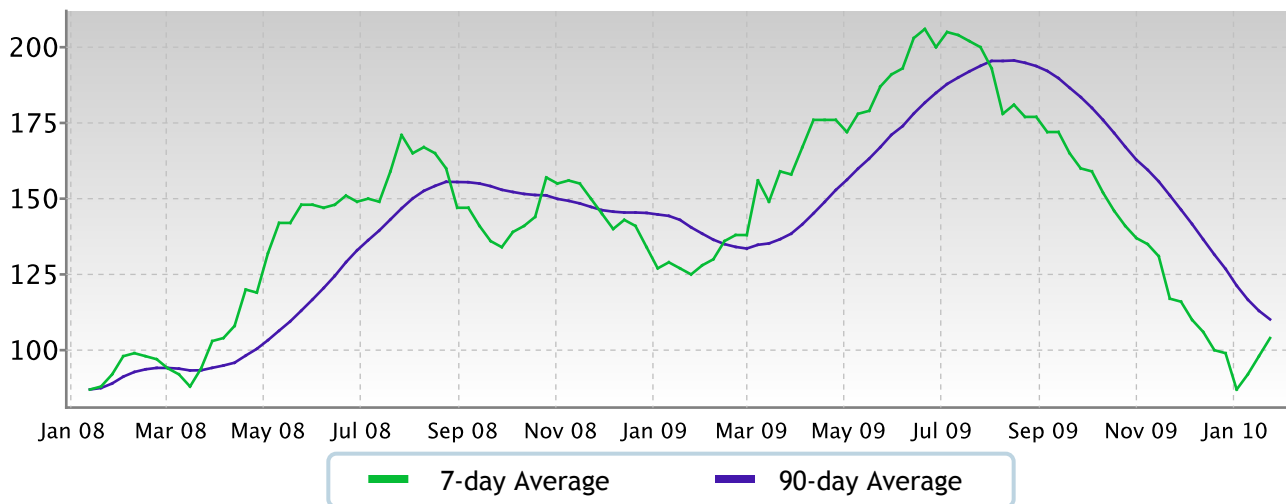
Price per Square Foot

In a market where prices are rising fairly consistently, price per square foot is essentially flat. This often implies that new homes coming on the market are pricier, and also larger than older homes. As a result the value one can buy stays the same.



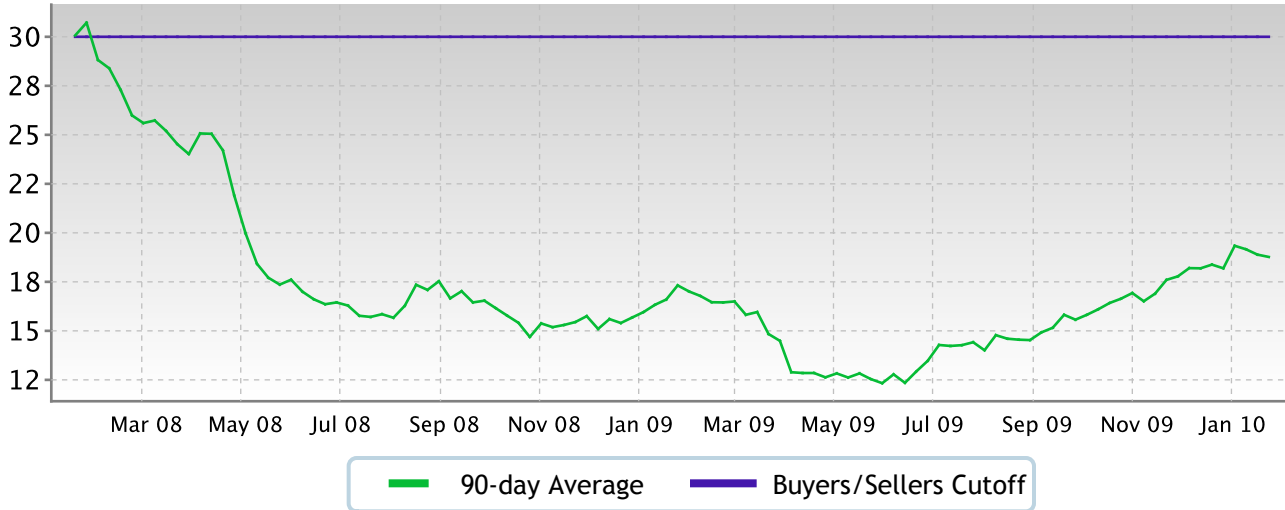
Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



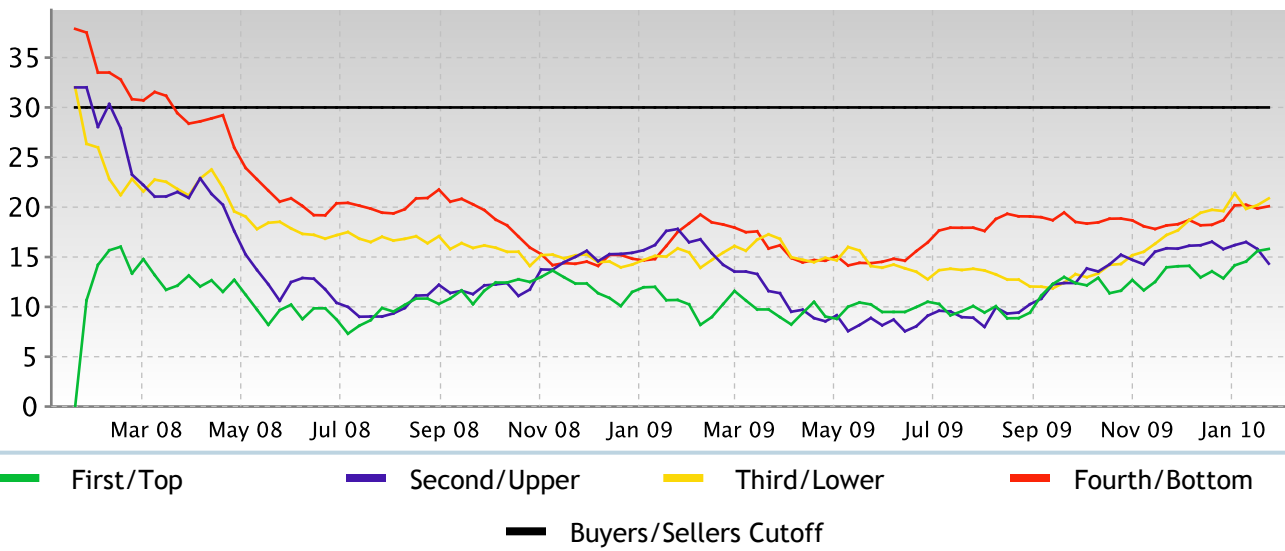
Market Action Index

The BOULDER market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 18.77. With several months of inventory available at the current sales rate, buyers should find ample choice.



Market Action Index per Quartile

Not surprisingly given the overall Market Action Index, all quartiles are in the Buyer's Market zone with several months of inventory given the current rate of demand for homes in the quartile. Watch the quartile for changes before the overall market shifts. Often one end of the market (e.g. the low end) will improve and signal a strengthening market before the whole group

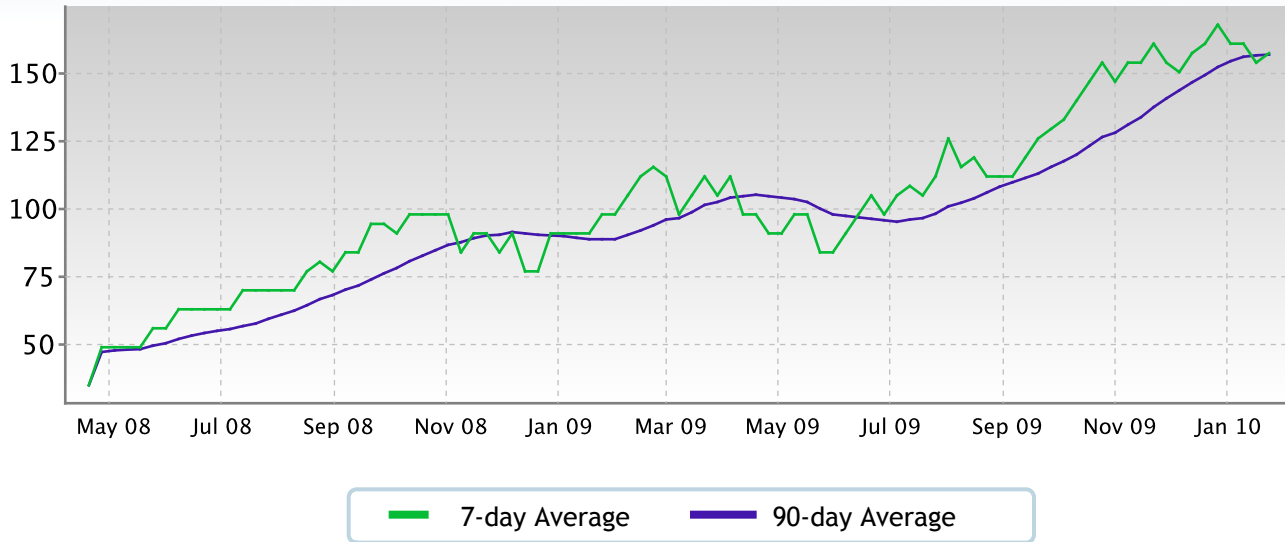


Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

The Market Action Index (MAI) illustrates a balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

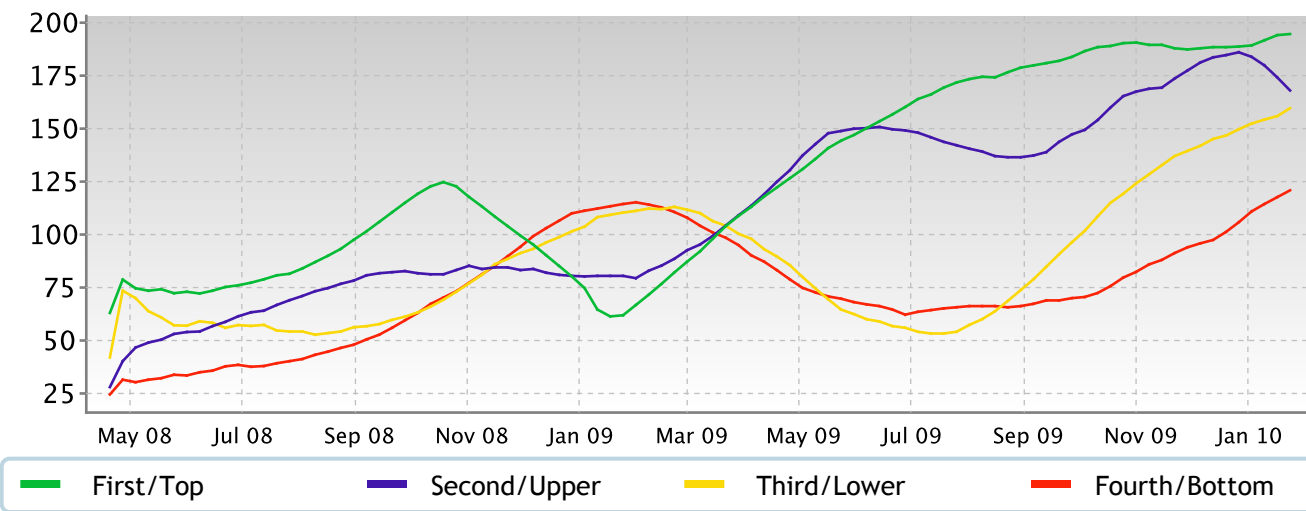
Days on Market

The properties have been on the market for an average of 205 days. Half of the listings have come newly on the market in the past 158 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.



This Week

- The median list price in BOULDER, CO 80301 this week is \$642,450. The 14 properties have been on the market for an average of 122 days.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. Since this is a Buyer's market prices are not yet moving higher as excess inventory is consumed. However, the as supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward pressure on pricing.

Real-Time Market Profile

Real-Time Market Profile		Trend
Median List Price	\$ 642,450	↑↑
Average List Price	\$ 956,586	
Asking Price Per Square Foot	\$ 178	↓↓
Average Days on Market (DoM)	122	↓↓
Inventory of Properties Listed	14	↑↑
Most Expensive Listing	\$ 2,500,000	
Least Expensive Listing	\$ 199,500	
Average Age of Listing	25	
Percent of Properties with Price Decrease	29 %	
Percent Relisted (reset DOM)	7 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	3762	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.0	

Altos Research Value Statistics

Market Action Index Strong Buyer's 16.5 ↑↑

The Market Action Index answers the question "How's the Market?" By measuring the current rate of sale versus the amount of the inventory. Index above 30 implies a seller's advantage. Below 30, conditions give the advantage to the buyer.

Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 1,998,000	5409	not available	5.0	5.0	12	3	1	0	313
Upper/Second	\$ 899,900	6238	not available	4.0	6.0	14	3	0	0	93
Lower/Third	\$ 535,000	3242	not available	4.0	4.0	24	4	0	0	82
Bottom/Fourth	\$ 397,000	2396	0.25 - 0.50 acre	4.0	3.0	34	4	1	1	39

Most expensive 25% of properties

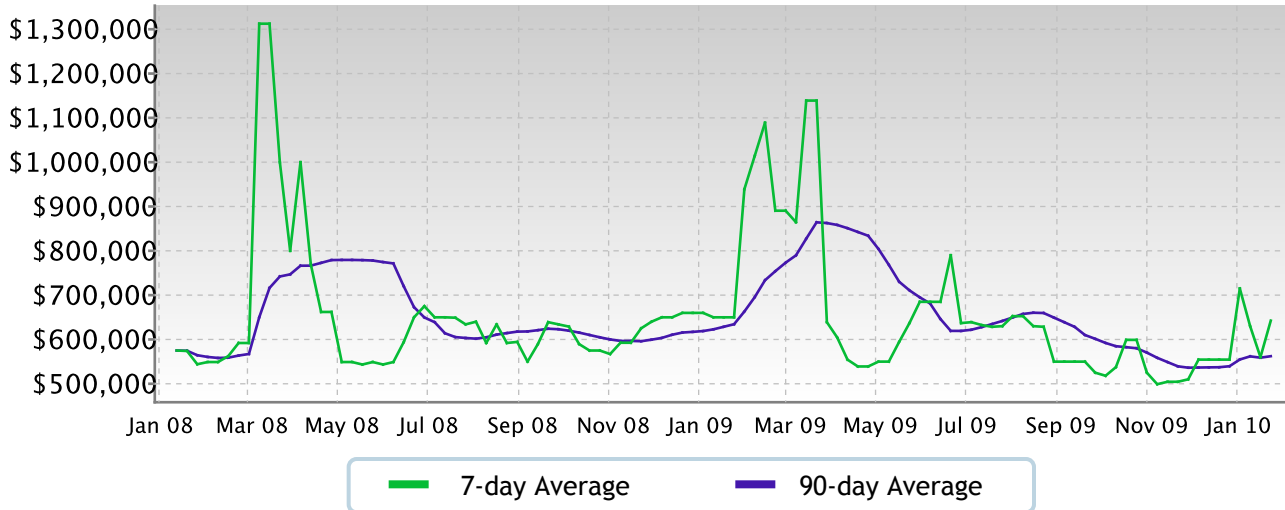
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

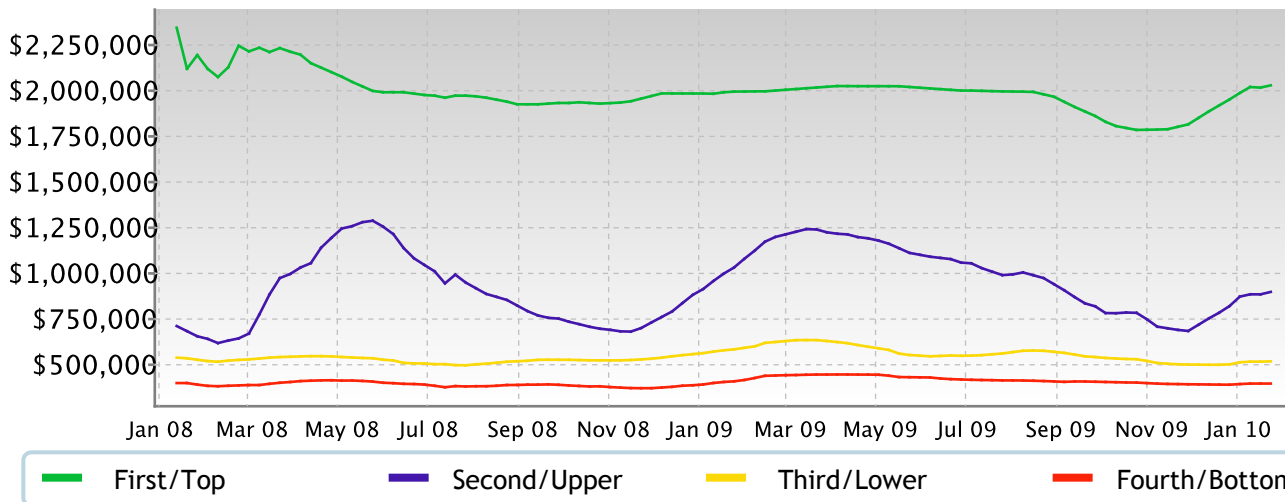
Median Price

The market for this zip code continues its bounce again this week. We're a long way from the market's high point so watch the Market Action Index to predict how long this trend will last.



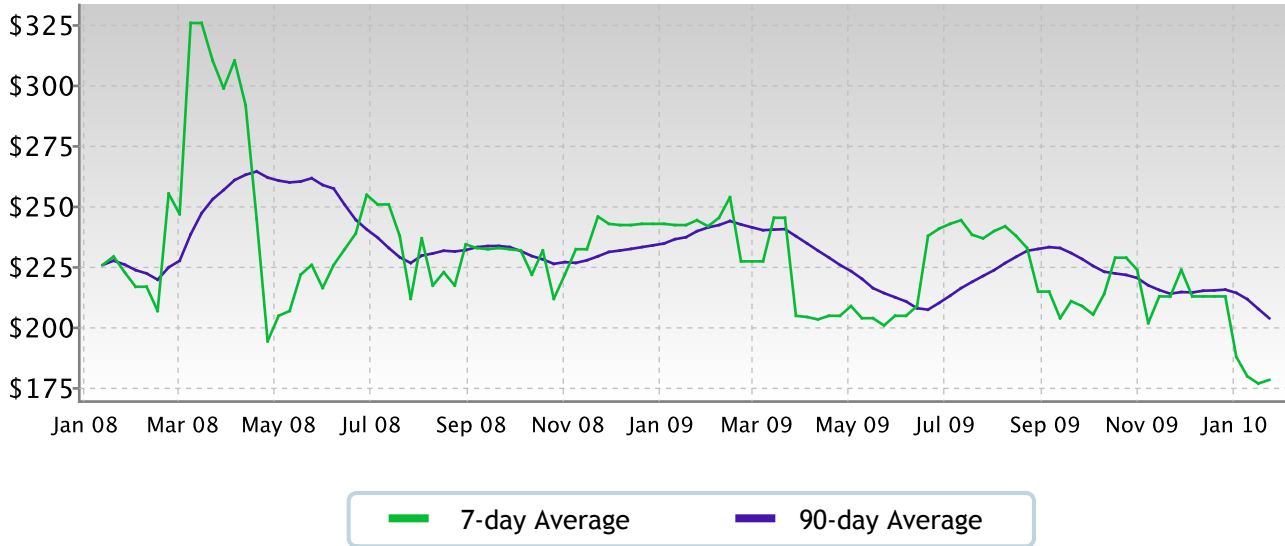
Quartile Prices

In the quartile market segments, we see pricing across most of this zip code relatively strong recently. While Quartile 2 is basically flat, all other segments are in an up trend period. Unless the Market Action Index has a persistent downward shift, expect that Quartile 2 will assume a similar trend with the other groups.



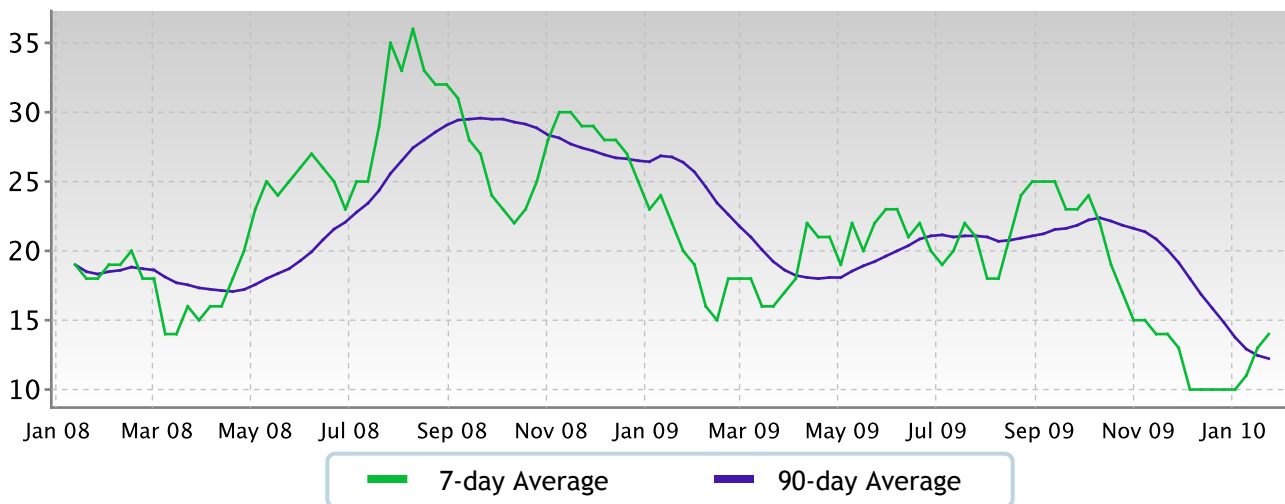
Price per Square Foot

This is a market where watching the value metrics (like price per square foot) can provide insight that you don't get at first glance. Despite the fact that home prices are rising fairly consistently, the price per square foot of homes listed is declining. Often this can be attributed to new and remodeled homes on the market. Buyers in the area are paying more but also getting more for their money.



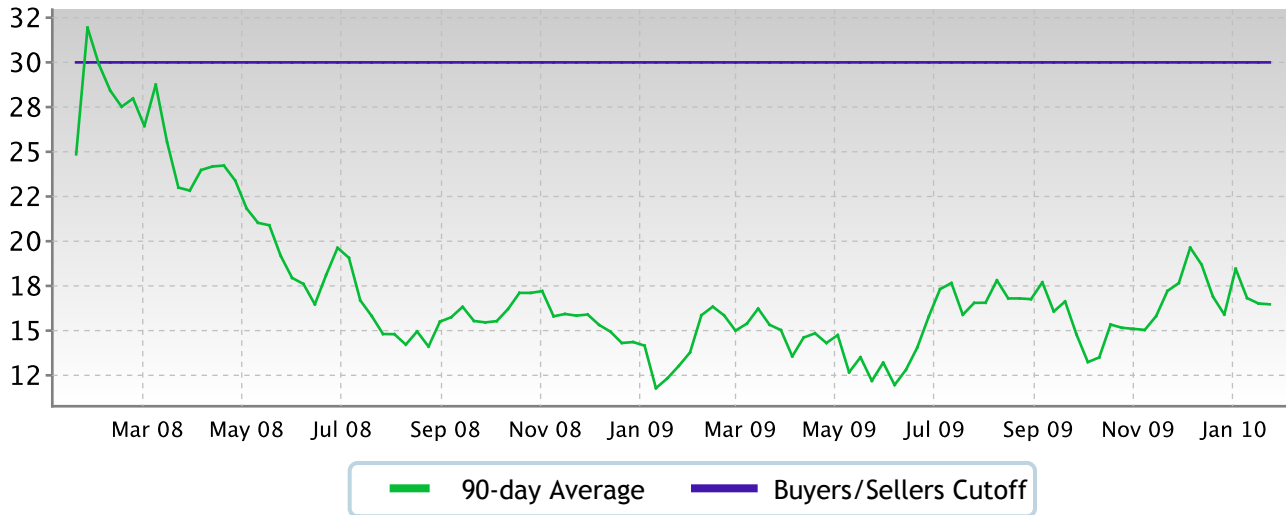
Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



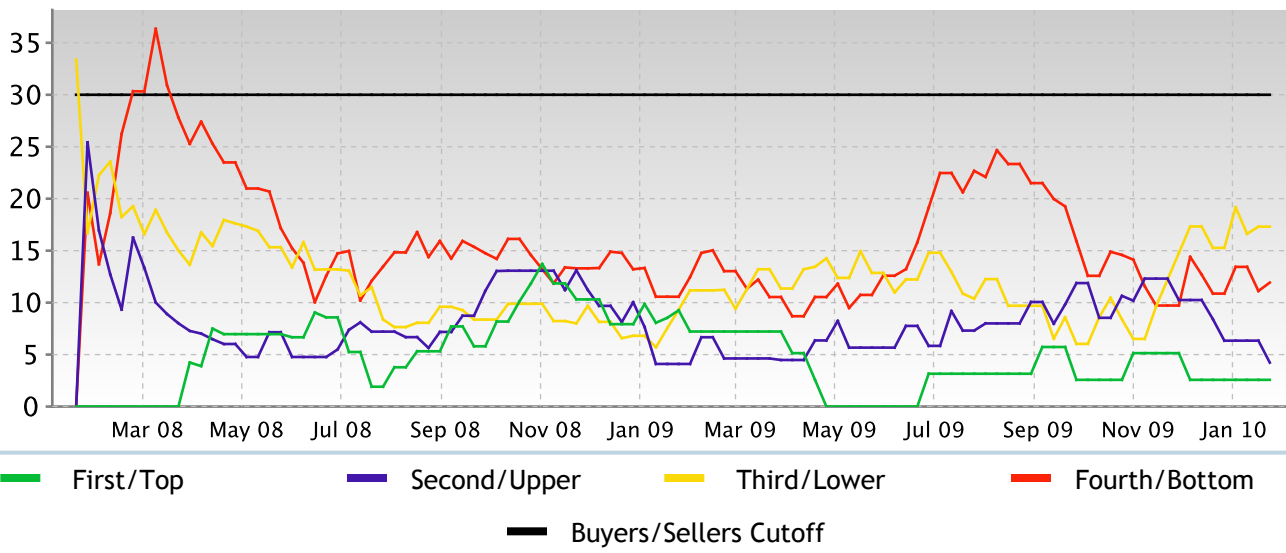
Market Action Index

The BOULDER, 80301 market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 16.47. With several months of inventory available at the current sales rate, buyers should find ample choice.



Market Action Index per Quartile

Not surprisingly, all quartiles are in the Buyer's Market zone with several months of inventory given the current levels of demand. Watch the quartiles for changes before the overall market shifts.

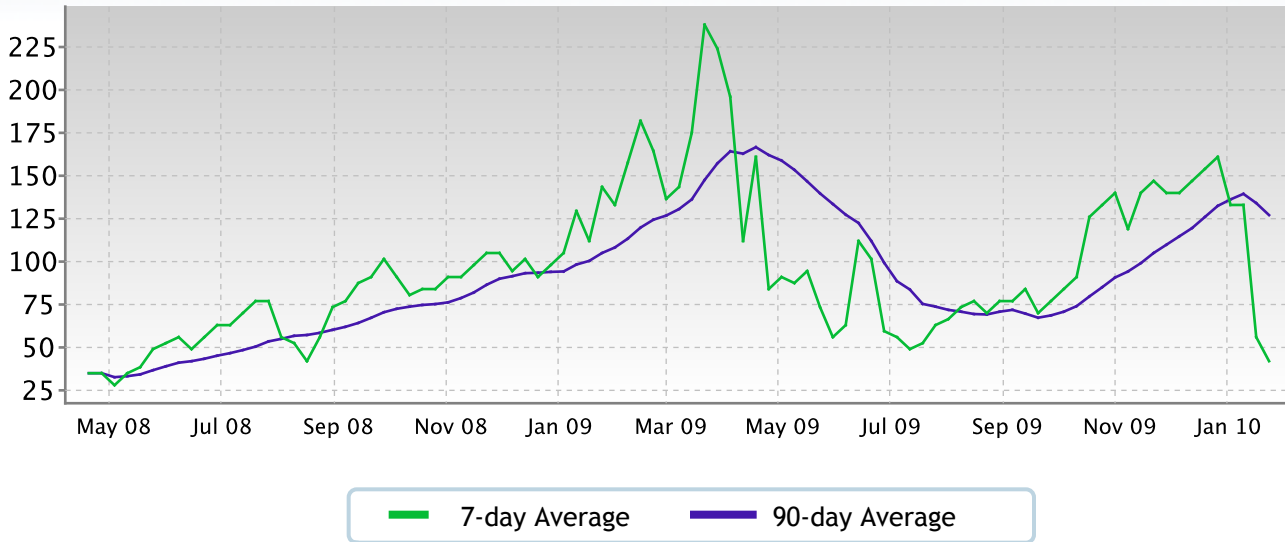


Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

The Market Action Index (MAI) illustrates a balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

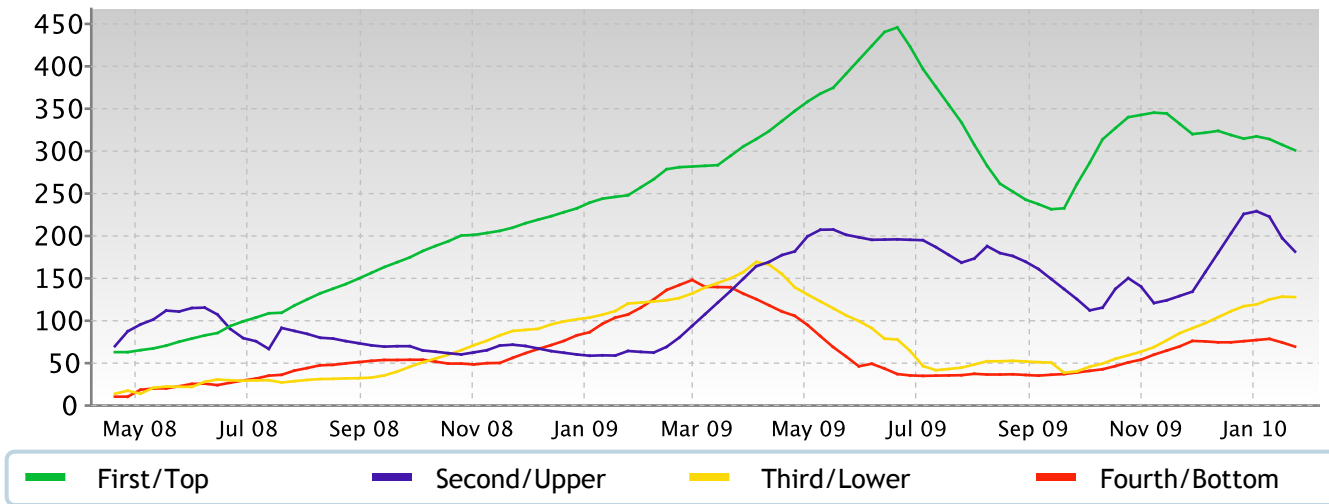
Days on Market

The properties have been on the market for an average of 122 days. Half of the listings have come newly on the market in the past 42 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.



This Week

- The median list price in BOULDER, CO 80304 this week is \$1,105,000. The 28 properties have been on the market for an average of 192 days.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. While still a Buyer's market, prices seem to have responded by moving upward. If the demand trends continue, expect prices to keep marching upward, especially once we see a Seller's Market.

Real-Time Market Profile

Real-Time Market Profile		Trend
Median List Price	\$ 1,105,000	↑↑
Average List Price	\$ 1,352,075	
Asking Price Per Square Foot	\$ 320	↓↓
Average Days on Market (DoM)	192	↑↑
Inventory of Properties Listed	28	↓↓
Most Expensive Listing	\$ 3,200,000	
Least Expensive Listing	\$ 239,900	
Average Age of Listing	34	
Percent of Properties with Price Decrease	25 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	3545	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.0	

Altos Research Value Statistics

Market Action Index Strong Buyer's 17.0 ↓↓

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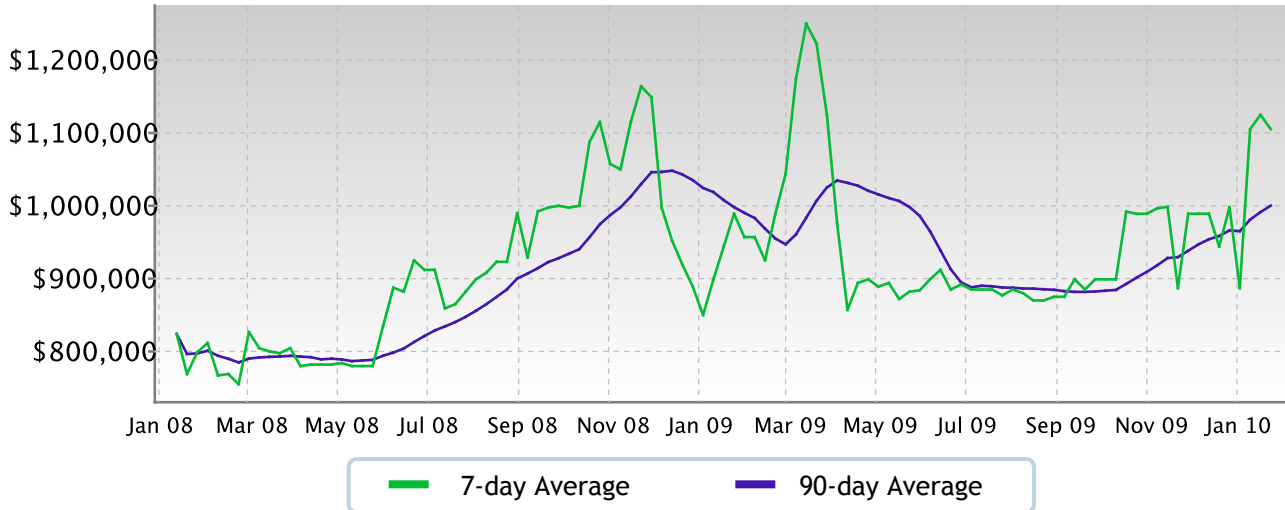
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 2,695,000	4967	0.25 - 0.50 acre	4.0	5.0	58	7	0	1	226	Most expensive 25% of properties
Upper/Second	\$ 1,349,000	3945	0.50 - 1.0 acre	4.0	4.0	39	7	0	0	196	Upper-middle 25% of properties
Lower/Third	\$ 824,900	3266	8,001 - 10,000 sqft	3.5	3.5	26	7	1	0	182	Lower-middle 25% of properties
Bottom/Fourth	\$ 644,900	2027	8,001 - 10,000 sqft	4.0	3.0	34	7	0	1	165	Least expensive 25% of properties

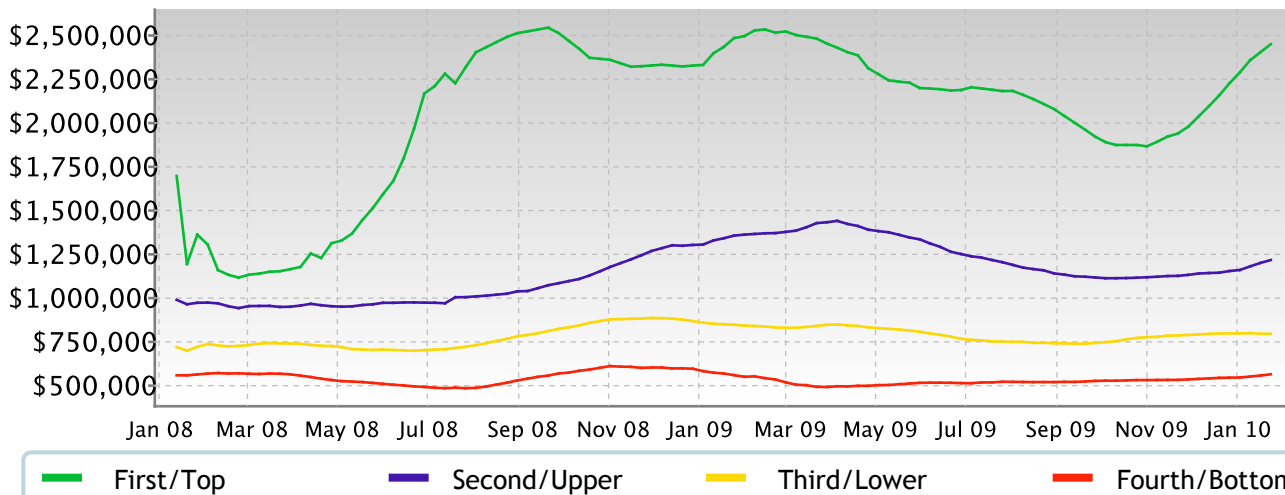
Median Price

Despite this week's down tic, price trends in this zip code have generally been moving up lately. We are below the market's high point, and we'll investigate the Market Action Index later on to see if we expect this week's blip to become a downward trend.



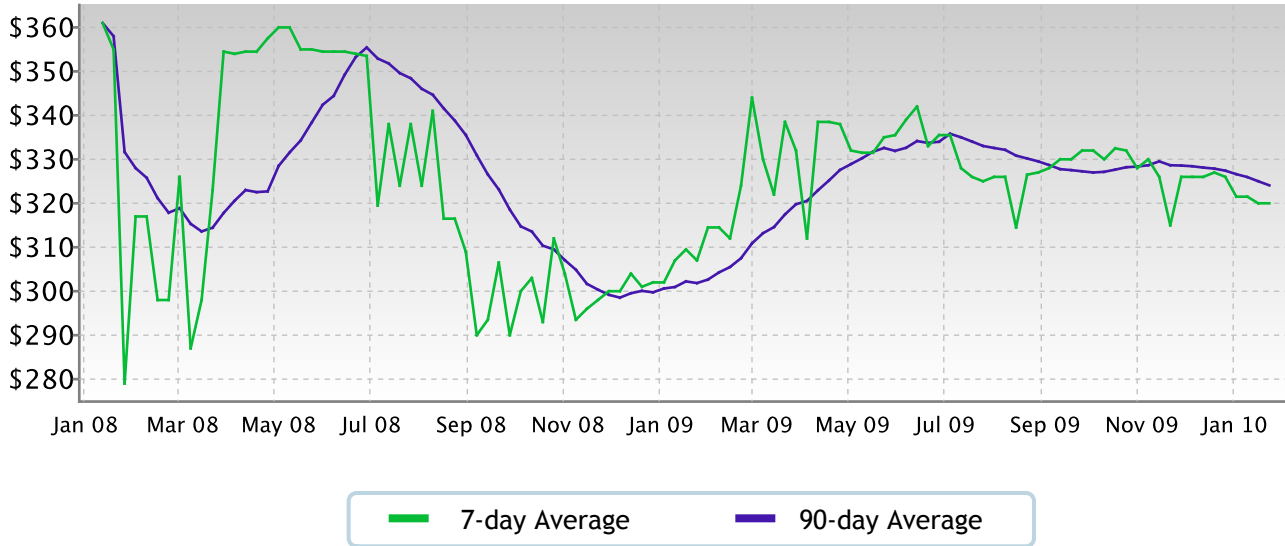
Quartile Prices

In the quartile market segments, we see pricing across most of this zip code relatively strong recently. While Quartile 2 is basically flat, all other segments are in an up trend period. Unless the Market Action Index has a persistent downward shift, expect that Quartile 2 will assume a similar trend with the other groups.



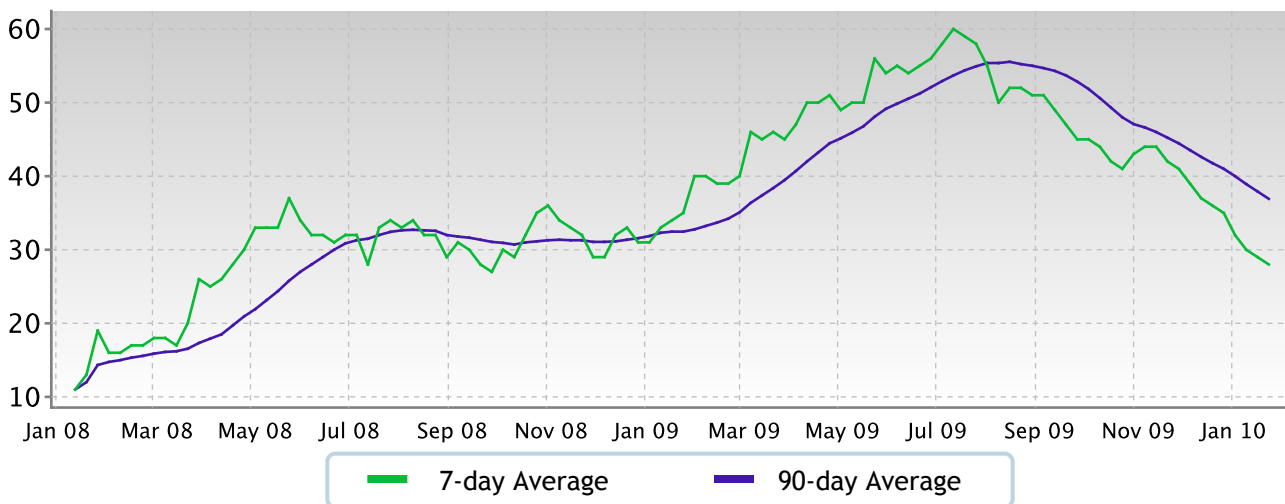
Price per Square Foot

This is a market where watching the value metrics (like price per square foot) can provide insight that you don't get at first glance. Despite the fact that home prices are rising fairly consistently, the price per square foot of homes listed is declining. Often this can be attributed to new and remodeled homes on the market. Buyers in the area are paying more but also getting more for their money.



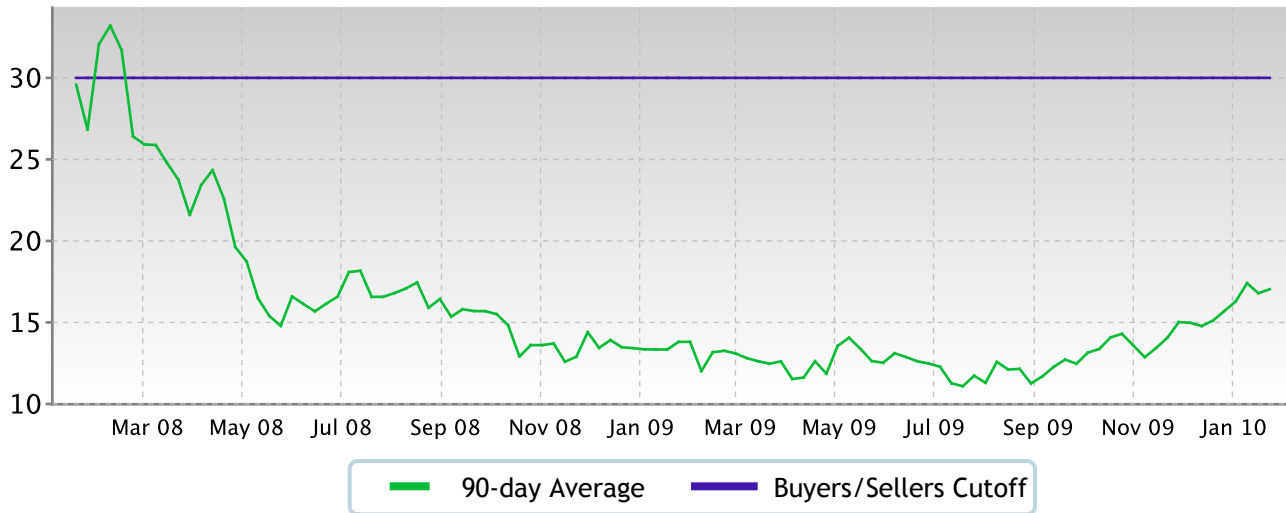
Inventory of Properties Listed for Sale

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



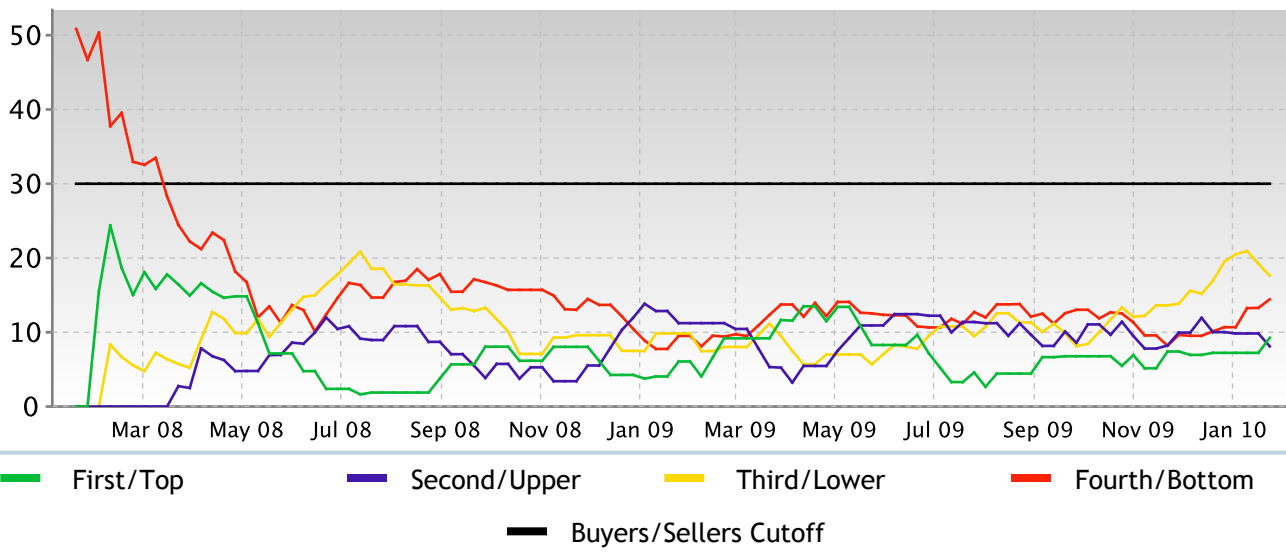
Market Action Index

The BOULDER, 80304 market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 17.04. With several months of inventory available at the current sales rate, buyers should find ample choice.



Market Action Index per Quartile

Not surprisingly, all quartiles are in the Buyer's Market zone with several months of inventory given the current levels of demand. Watch the quartiles for changes before the overall market shifts.

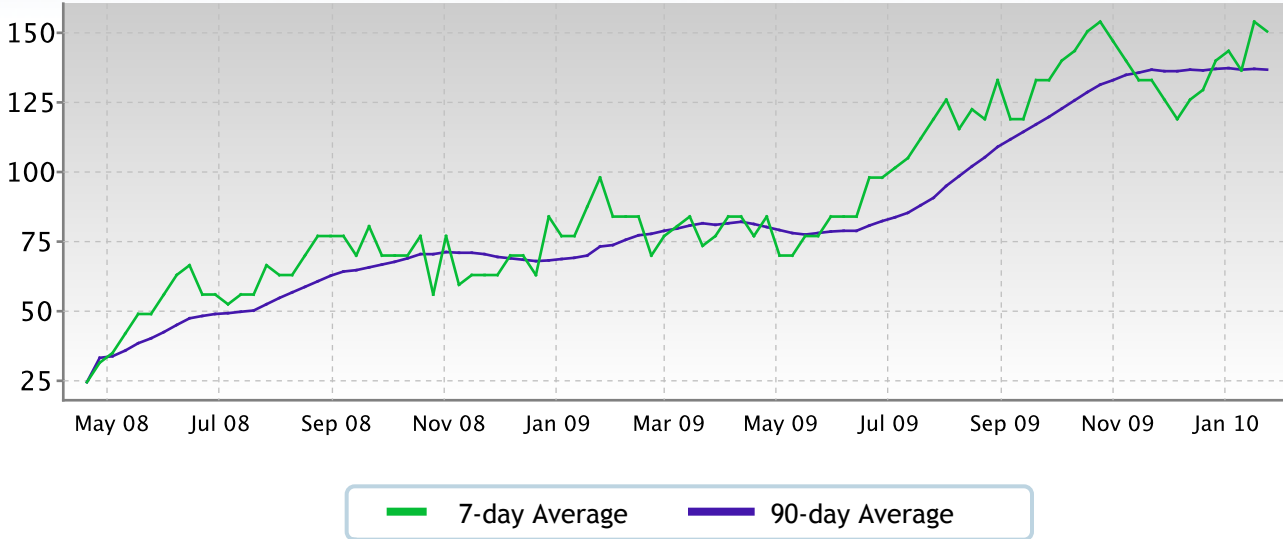


Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

The Market Action Index (MAI) illustrates a balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

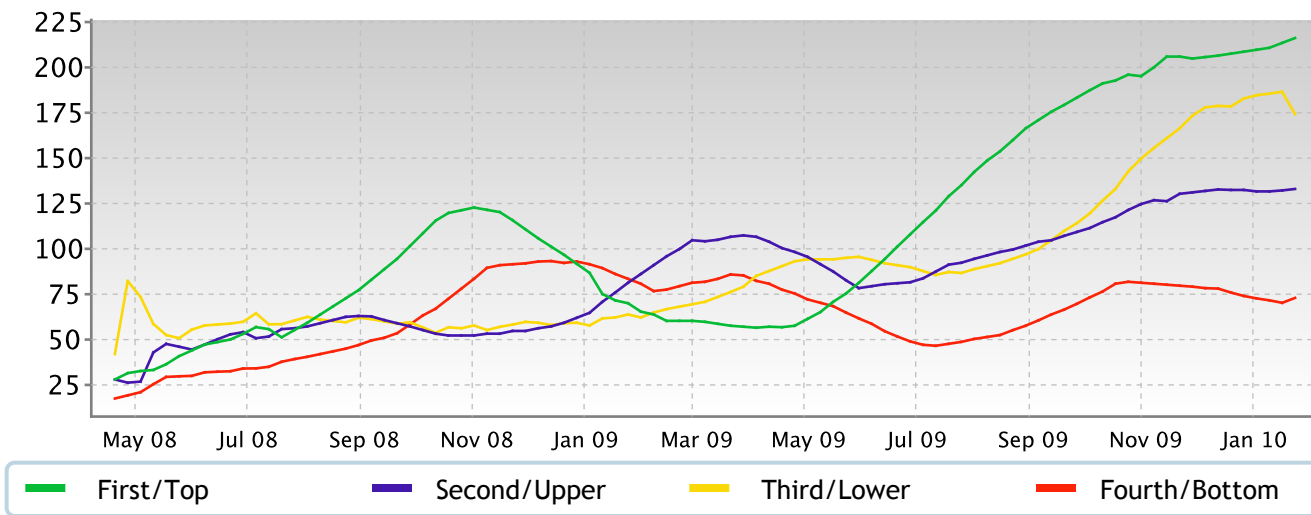
Days on Market

The properties have been on the market for an average of 192 days. Half of the listings have come newly on the market in the past 150 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.



This Week

- The median list price in BOULDER, CO 80303 this week is \$599,000. The 13 properties have been on the market for an average of 231 days.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. Since this is a Buyer's market prices are not yet moving higher as excess inventory is consumed. However, the as supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward pressure on pricing.

Real-Time Market Profile

		Trend
Median List Price	\$ 599,000	↓↓
Average List Price	\$ 1,009,196	
Asking Price Per Square Foot	\$ 232	↓↓
Average Days on Market (DoM)	231	↑↑
Inventory of Properties Listed	13	↓↓
Most Expensive Listing	\$ 4,995,000	
Least Expensive Listing	\$ 269,900	
Average Age of Listing	32	
Percent of Properties with Price Decrease	38 %	
Percent Relisted (reset DOM)	0 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	2200	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

Altos Research Value Statistics

Market Action Index Strong Buyer's 18.2 ↑↑

The Market Action Index answers the question "How's the Market?" By measuring the current rate of sale versus the amount of the inventory. Index above 30 implies a seller's advantage. Below 30, conditions give the advantage to the buyer.

Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 1,599,000	5387	not available	5.0	6.0	8	3	0	0	128
Upper/Second	\$ 699,999	3010	6,501 - 8,000 sqft	4.0	4.0	39	3	0	0	238
Lower/Third	\$ 500,000	2176	1.0 - 2.5 acres	4.0	3.0	42	3	1	0	464
Bottom/Fourth	\$ 430,375	1990	8,001 - 10,000 sqft	3.5	2.0	44	4	0	1	128

Most expensive 25% of properties

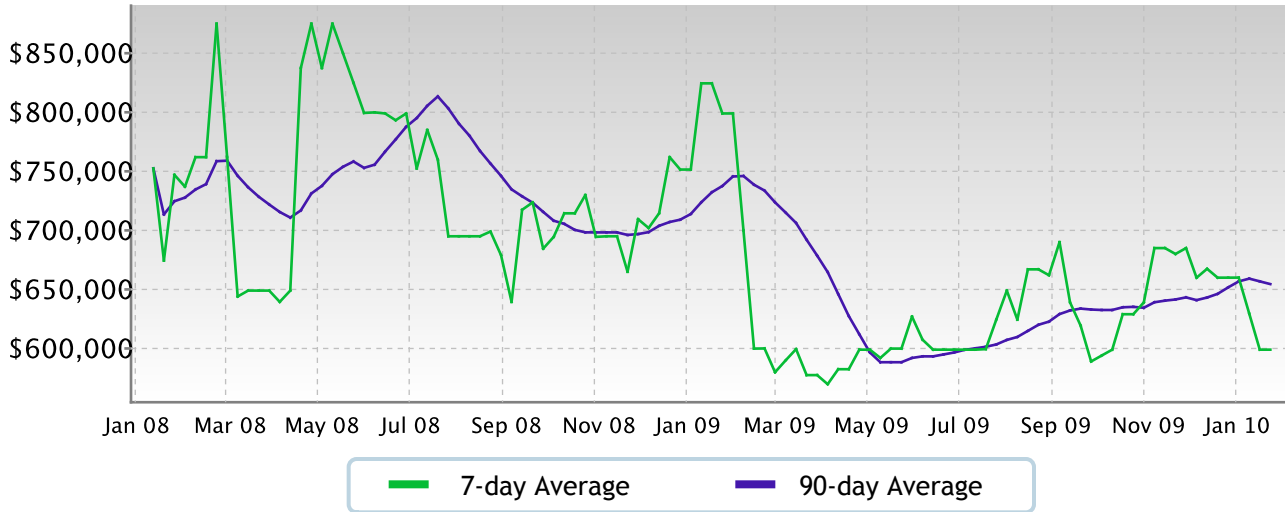
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

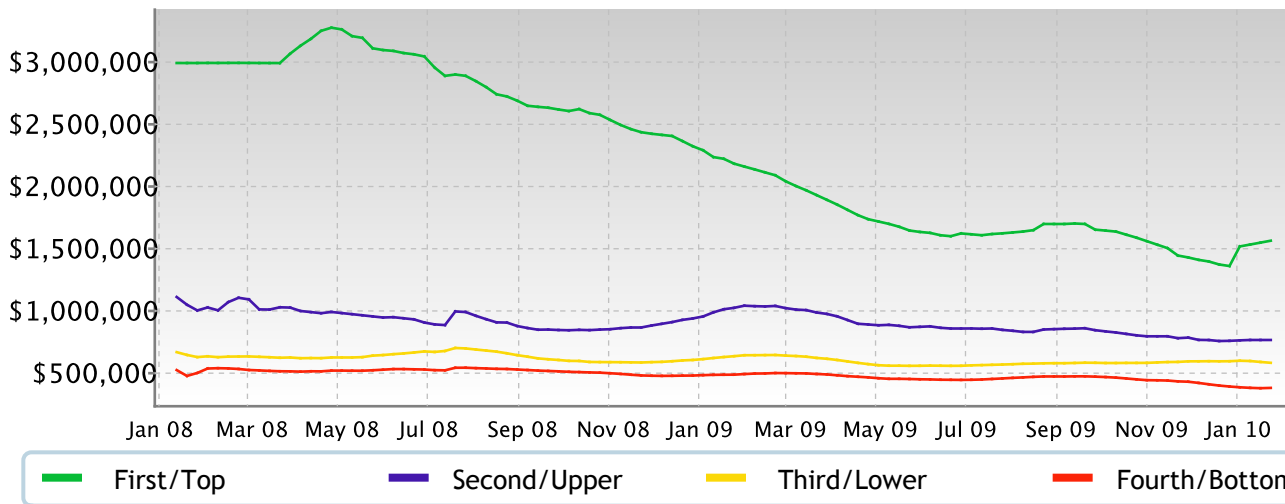
Median Price

Prices in this zip code have been on a downward trend recently and this week, while essentially flat, doesn't break us out of that cycle.



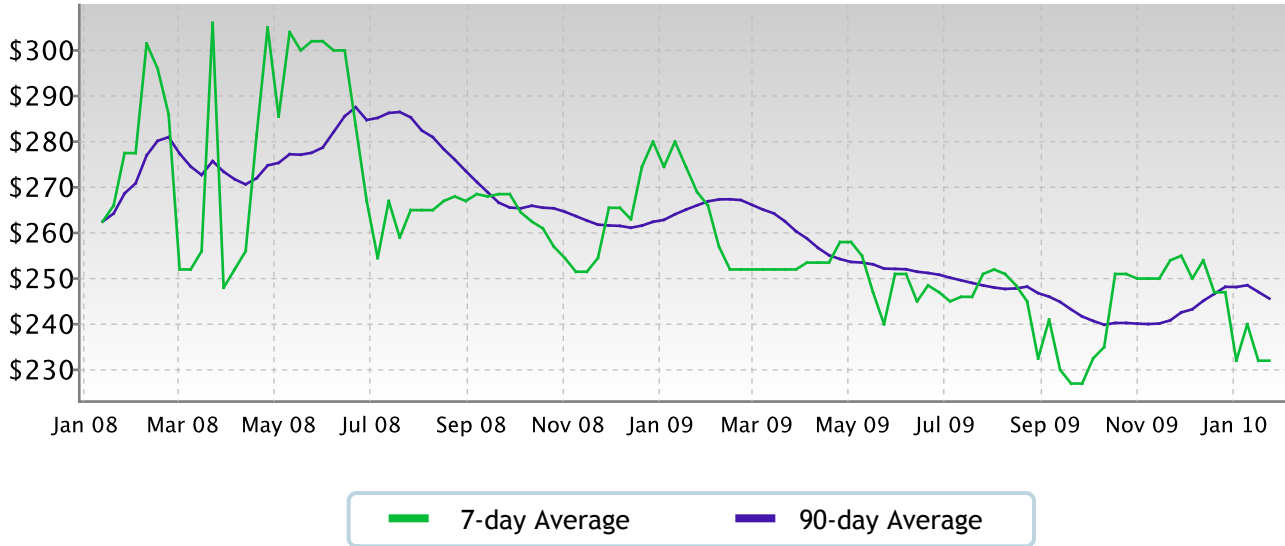
Quartile Prices

In the quartile market segments, we see most of this zip code is showing price weakness lately. Notice however, that Quartile 4 at the low-end of the market is still on an up-trend. Often this condition happens in markets where demand has fallen (for example, due to micro-location variables) but supply is still relatively short. Buyers are focusing on the lowest price homes in the area.



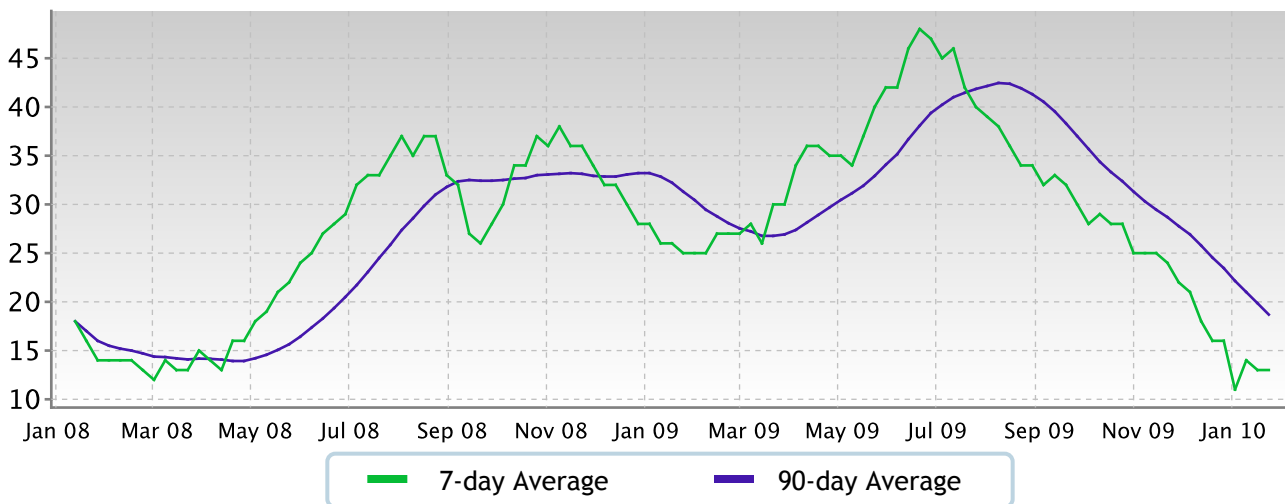
Price per Square Foot

The market's downward trends are shared across both price and value. People are recently placing less value on homes (you can see the recent declines in price per square foot as evidence.) Look for significant changes in the Market Action Index as a precursor to price and value changes, possibly as inflection points for good investment opportunities.



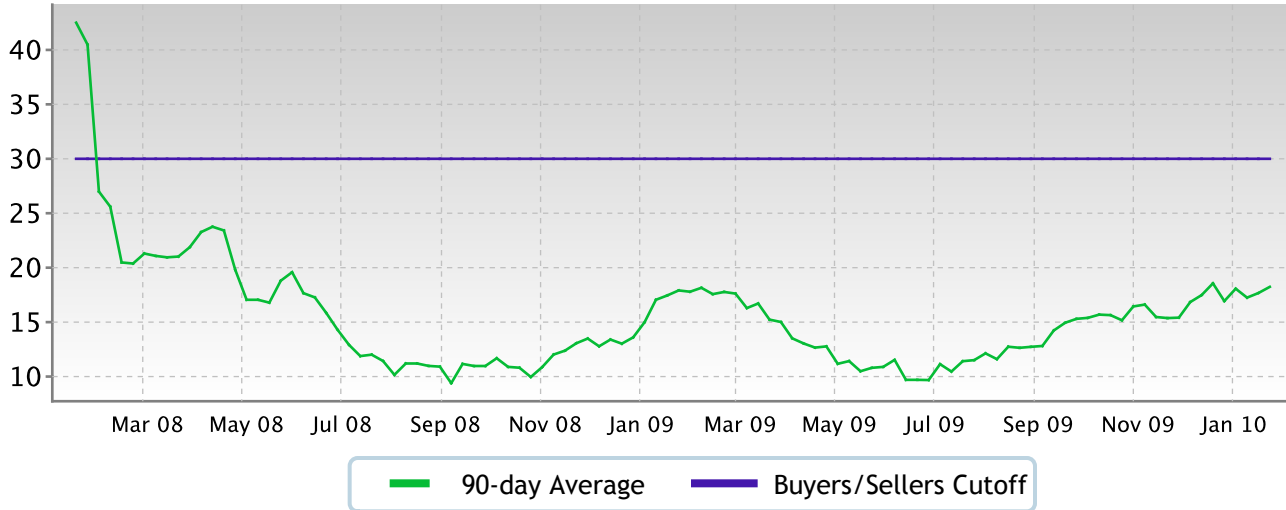
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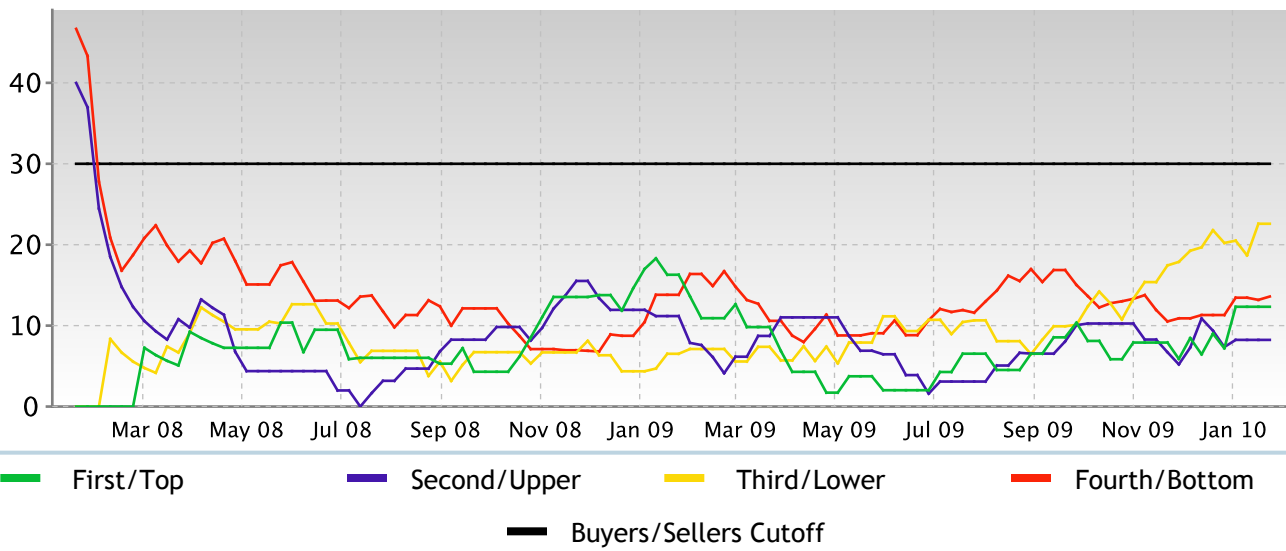
Market Action Index

The BOULDER, 80303 market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 18.24. With several months of inventory available at the current sales rate, buyers should find ample choice.



Market Action Index per Quartile

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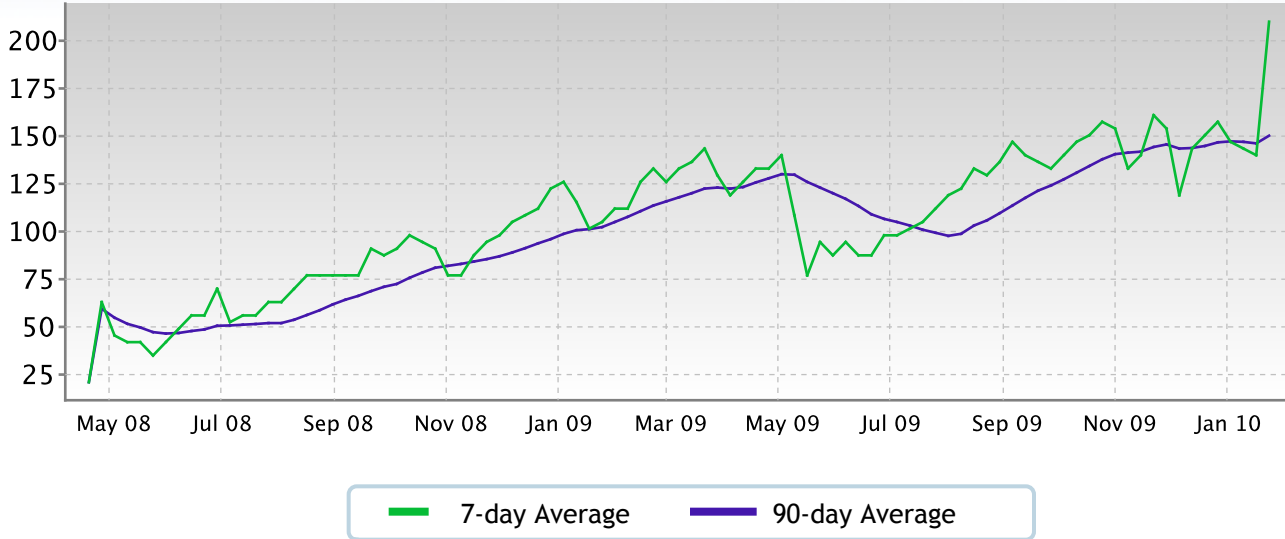


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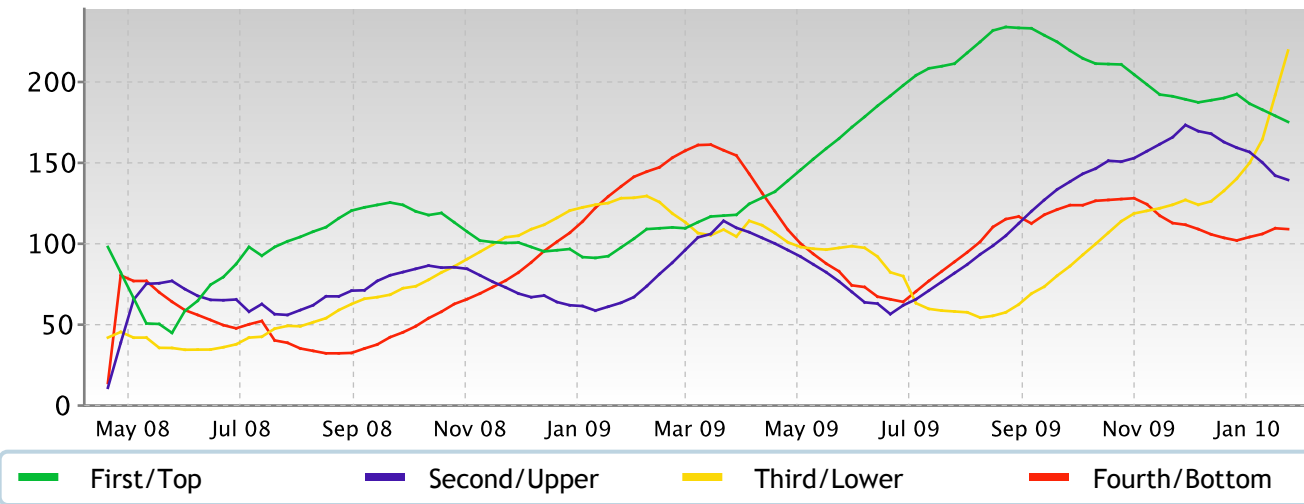
Days on Market

The properties have been on the market for an average of 231 days. Half of the listings have come newly on the market in the past 210 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.



This Week

- The median list price in BOULDER, CO 80302 this week is \$799,000. The 39 properties have been on the market for an average of 227 days.

With inventory trending up but days-on-market trending down and the Market Action Index essentially flat recently, conditions do not seem to have strong up or down pull.

Supply and Demand

- In terms of supply and demand, the market is getting cooler - more supply is coming on the market relative to the sales demand. However, in recent weeks prices have been moving higher. Since it is technically a Buyer's market, this price trend may be a result of improved quality (newer, larger homes) of the homes being listed. Look at the descriptive statistics

Real-Time Market Profile		Trend
Median List Price	\$ 799,000	↔
Average List Price	\$ 1,108,812	
Asking Price Per Square Foot	\$ 329	↔
Average Days on Market (DoM)	227	⇓
Inventory of Properties Listed	39	⇑
Most Expensive Listing	\$ 4,695,000	
Least Expensive Listing	\$ 269,900	
Average Age of Listing	43	
Percent of Properties with Price Decrease	28 %	
Percent Relisted (reset DOM)	18 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	2915	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

Altos Research Value Statistics			
Market Action Index	Strong Buyer's	13.0	↔
The Market Action Index answers the question "How's the Market?" By measuring the current rate of sale versus the amount of the inventory. Index above 30 implies a seller's advantage. Below 30, conditions give the advantage to the buyer.			

Trend Key:

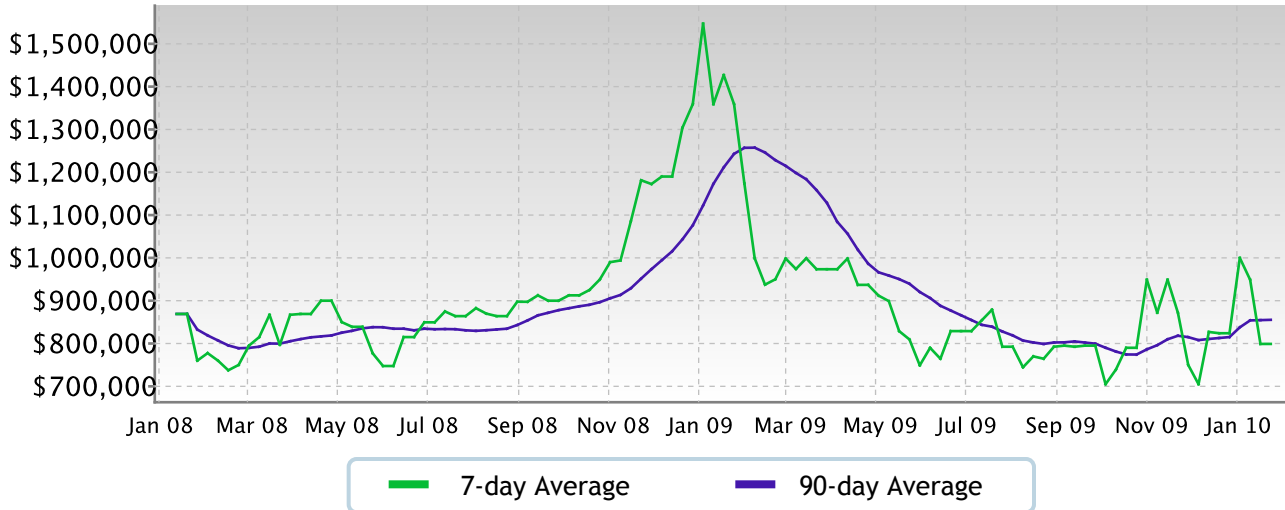
- ↔ No change
- ⇑ Slight upward trend
- ⇓ Slight downward trend
- ⇑⇑ Strong upward trend
- ⇓⇓ Strong downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 2,195,000	4860	0.25 - 0.50 acre	4.0	4.0	12	9	2	0	168	Most expensive 25% of properties
Upper/Second	\$ 1,129,350	3848	0.25 - 0.50 acre	3.5	4.0	18	10	1	0	301	Upper-middle 25% of properties
Lower/Third	\$ 634,000	2168	0.25 - 0.50 acre	4.0	3.0	40	10	1	0	176	Lower-middle 25% of properties
Bottom/Fourth	\$ 397,450	1557	1.0 - 2.5 acres	3.0	2.0	40	10	2	0	256	Least expensive 25% of properties

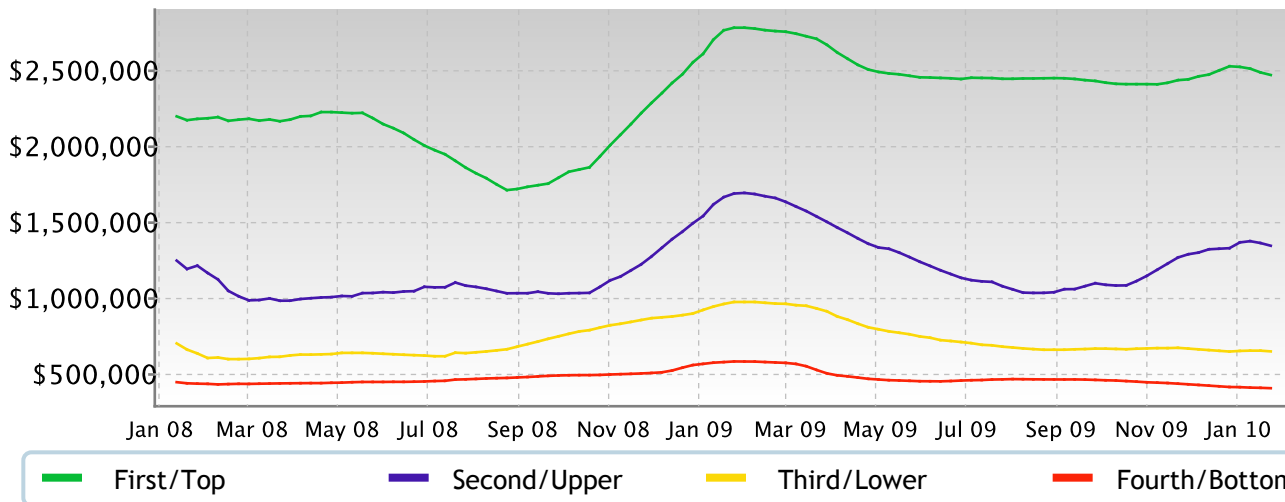
Median Price

We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.



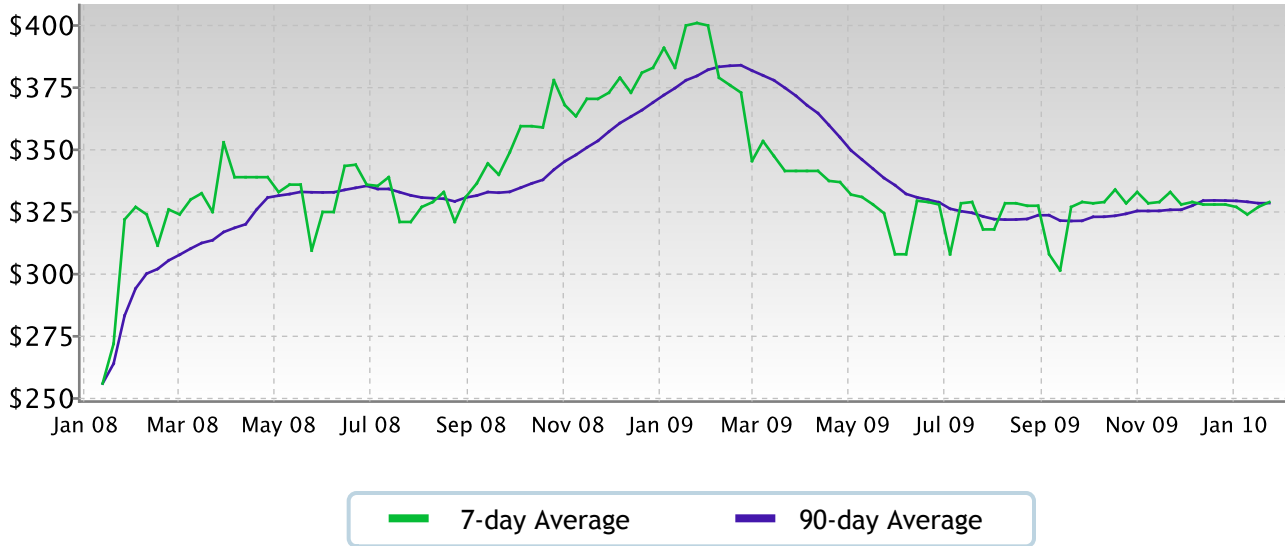
Quartile Prices

In the quartile market segments, we see price for this zip code in general with price stagnation in recent weeks. Quartile 4 is down, while the rest of the market is basically flat. Look to the Market Action Index to determine if this plateau is the stage for a prolonged price decline.



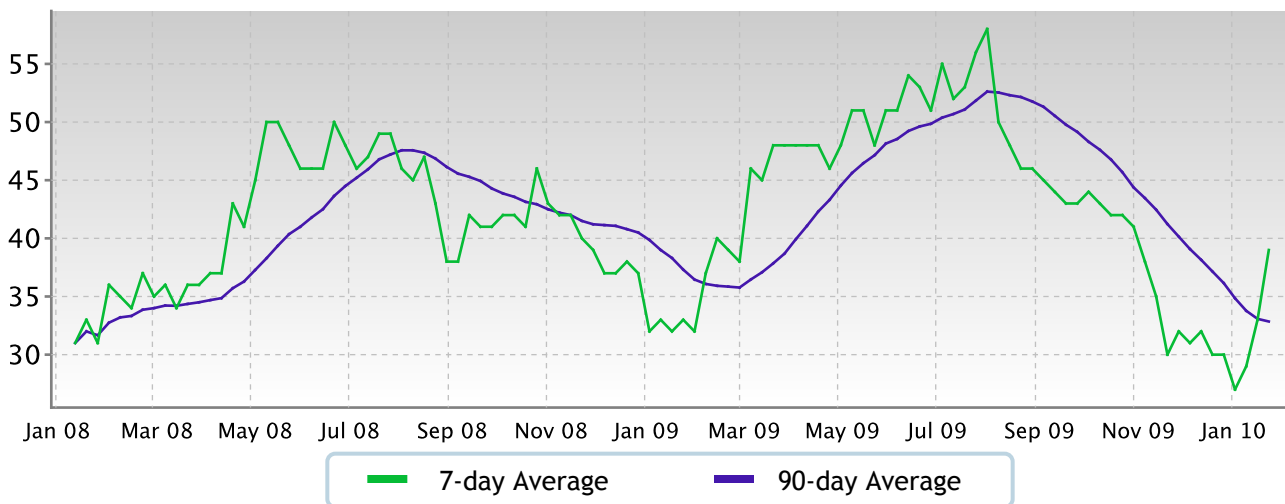
Price per Square Foot

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



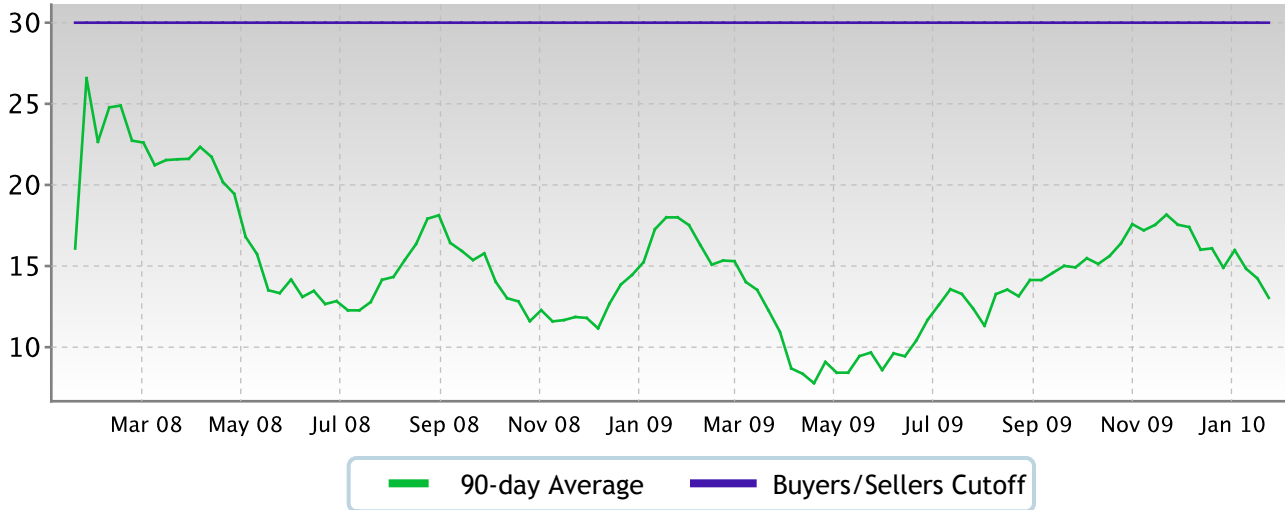
Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



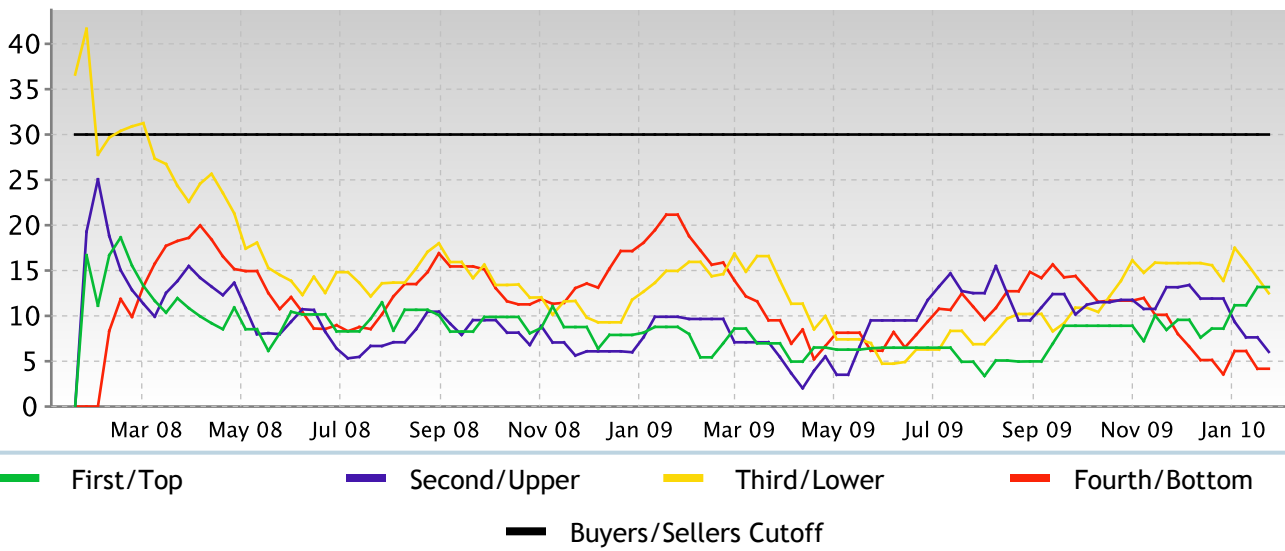
Market Action Index

The BOULDER, 80302 market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 13.04. With several months of inventory available at the current sales rate, buyers should find ample choice.



Market Action Index per Quartile

Not surprisingly, all quartiles are in the Buyer's Market zone with several months of inventory given the current levels of demand. Watch the quartiles for changes before the overall market shifts.

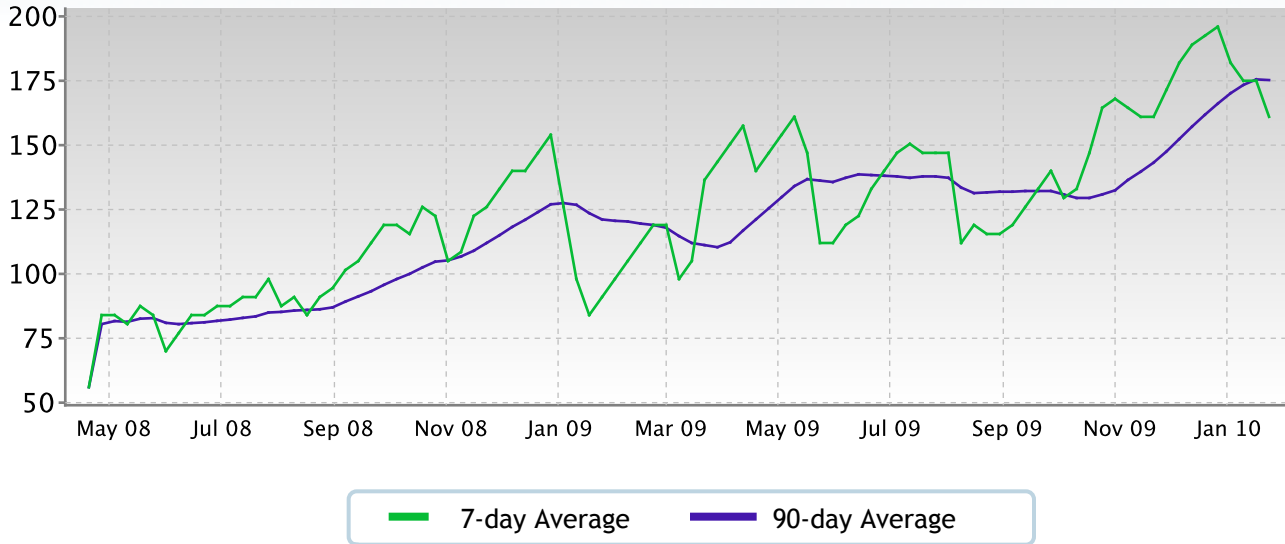


Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

The Market Action Index (MAI) illustrates a balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

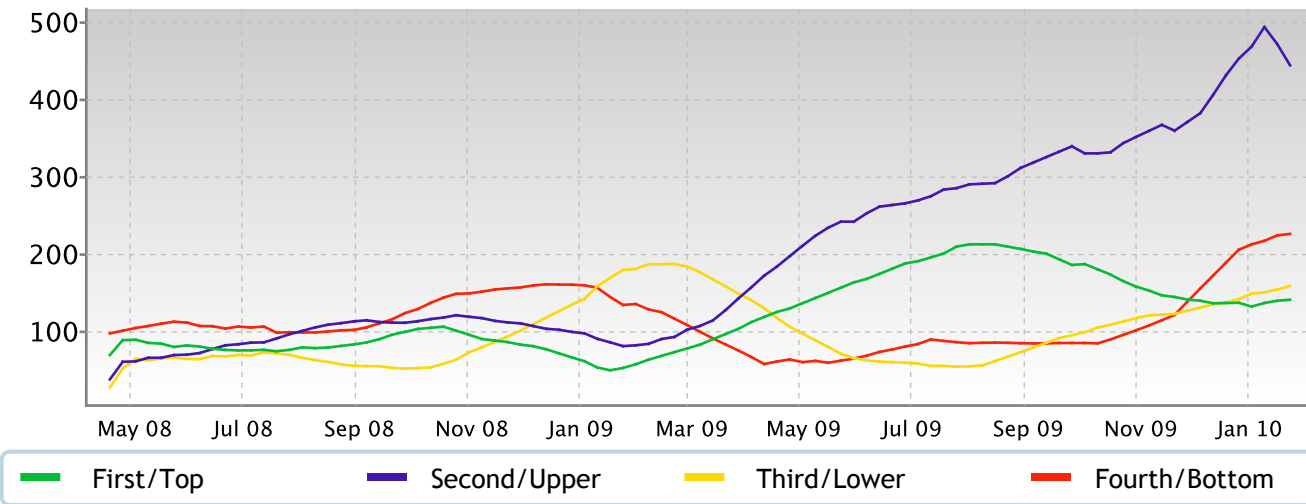
Days on Market

The properties have been on the market for an average of 227 days. Half of the listings have come newly on the market in the past 161 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.



This Week

- The median list price in BOULDER, CO 80305 this week is \$749,500. The 10 properties have been on the market for an average of 241 days.

The Market Action Index has been trending down lately, while inventory and days-on-market are climbing. The trends imply a weakening market.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. However because of excess inventory, prices have not yet stopped falling. Should the sales trend continue, expect prices to level off soon and potentially to resume their climb from there. Watch prices as the market transitions from a Buyer's market to a Seller's market.

Real-Time Market Profile		Trend
Median List Price	\$ 749,500	↓↓
Average List Price	\$ 1,154,090	
Asking Price Per Square Foot	\$ 332	↑↑
Average Days on Market (DoM)	241	↑↑
Inventory of Properties Listed	10	↑↑
Most Expensive Listing	\$ 2,650,000	
Least Expensive Listing	\$ 450,000	
Average Age of Listing	41	
Percent of Properties with Price Decrease	20 %	
Percent Relisted (reset DOM)	30 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	3454	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	

Altos Research Value Statistics			
Market Action Index	Strong Buyer's	19.2	↓
The Market Action Index answers the question "How's the Market?" By measuring the current rate of sale versus the amount of the inventory. Index above 30 implies a seller's advantage. Below 30, conditions give the advantage to the buyer.			

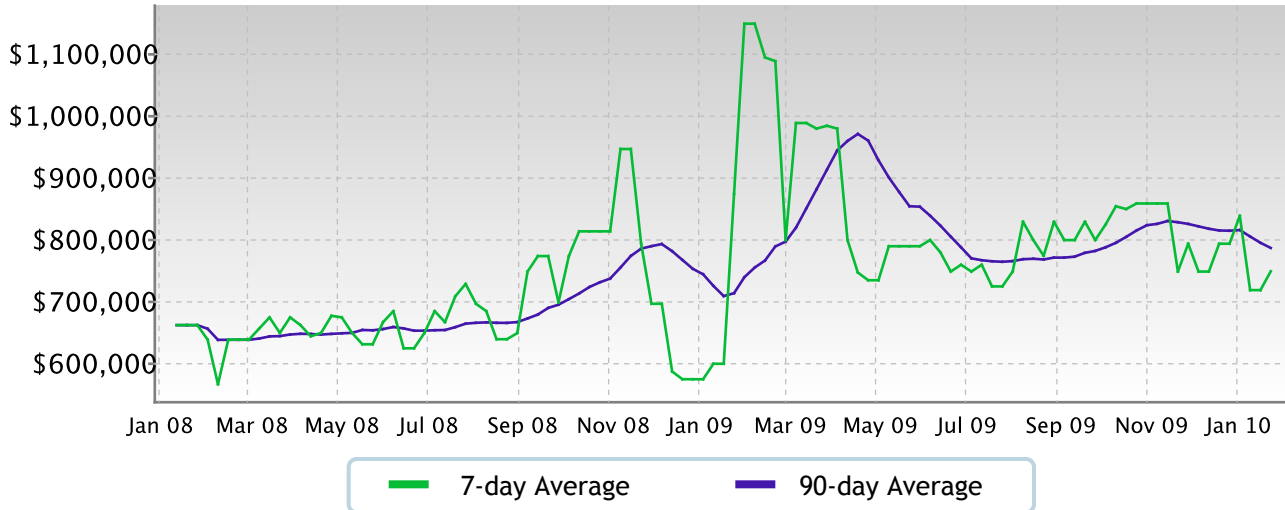
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 2,524,500	5736	0.50 - 1.0 acre	4.5	5.0	25	2	0	0	245	Most expensive 25% of properties
Upper/Second	\$ 1,367,000	3756	0.25 - 0.50 acre	4.0	3.5	38	2	0	0	364	Upper-middle 25% of properties
Lower/Third	\$ 749,000	2408	0.25 - 0.50 acre	4.0	3.0	38	3	1	0	110	Lower-middle 25% of properties
Bottom/Fourth	\$ 469,900	2744	6,501 - 8,000 sqft	4.0	3.0	54	3	0	1	287	Least expensive 25% of properties

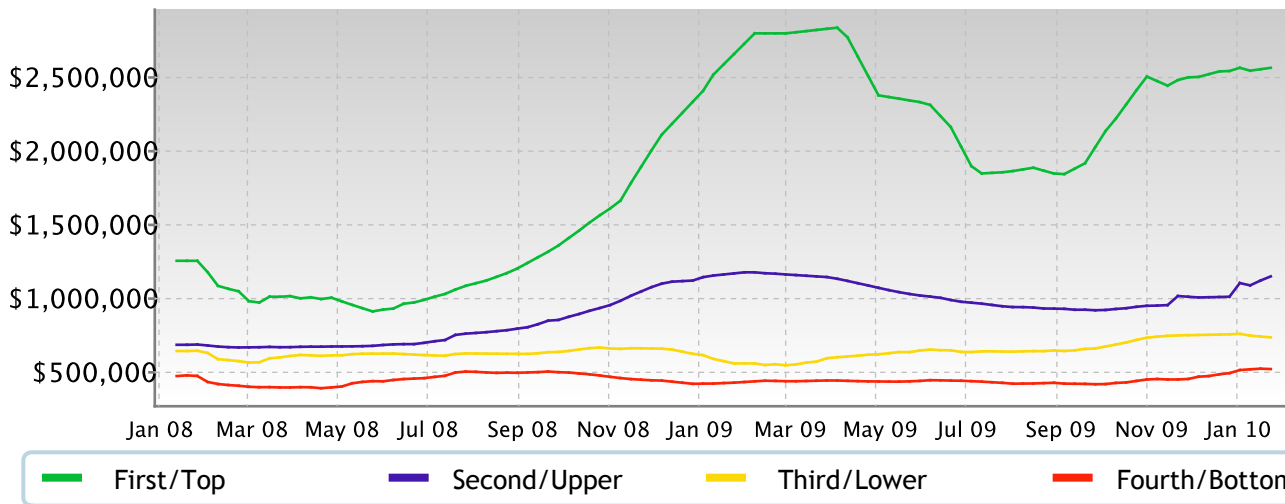
Median Price

This week prices in this zip code bumped up a bit but the trend of recent weeks is generally downward. A pickup in demand will be reflected in the Market Action Index, so watch that chart to try to identify a trough in the market.



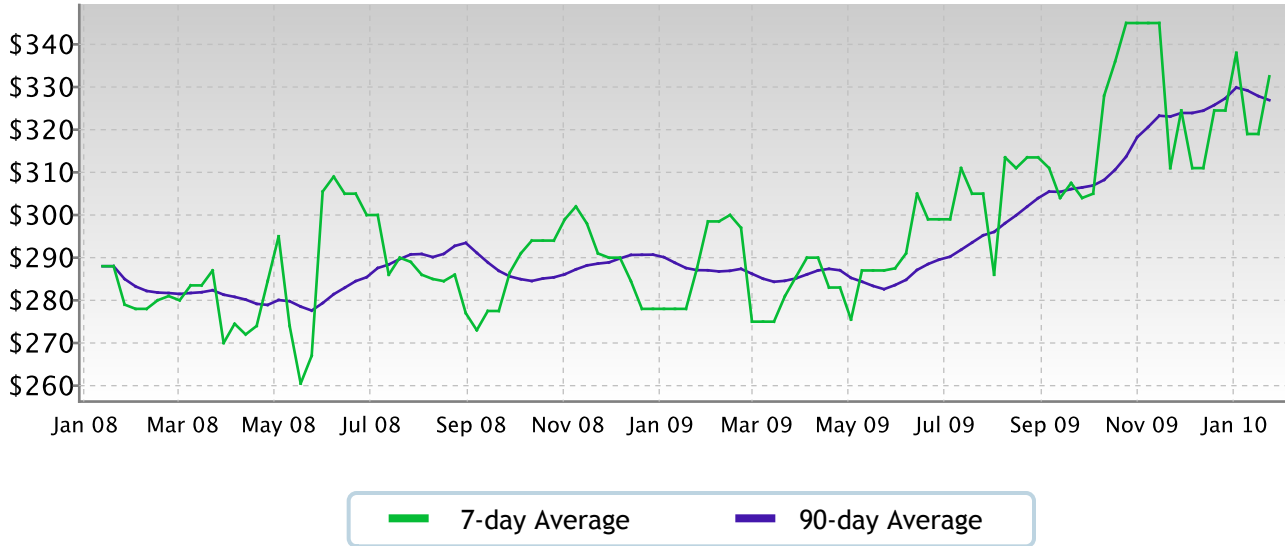
Quartile Prices

In the quartile market segments, we see prices in most of this zip code trending higher in recent weeks. However the upper-middle section of the market (Quartile 2) is showing some weakness lately. Major trend changes typically start from the top or the bottom of the market, so it is difficult to identify this as a significant indicator. Watch the Market Action Index Quartile breakdown for Quartiles 1 and 2 for persistent weakness before projecting this narrow downtrend onto the market as a whole.



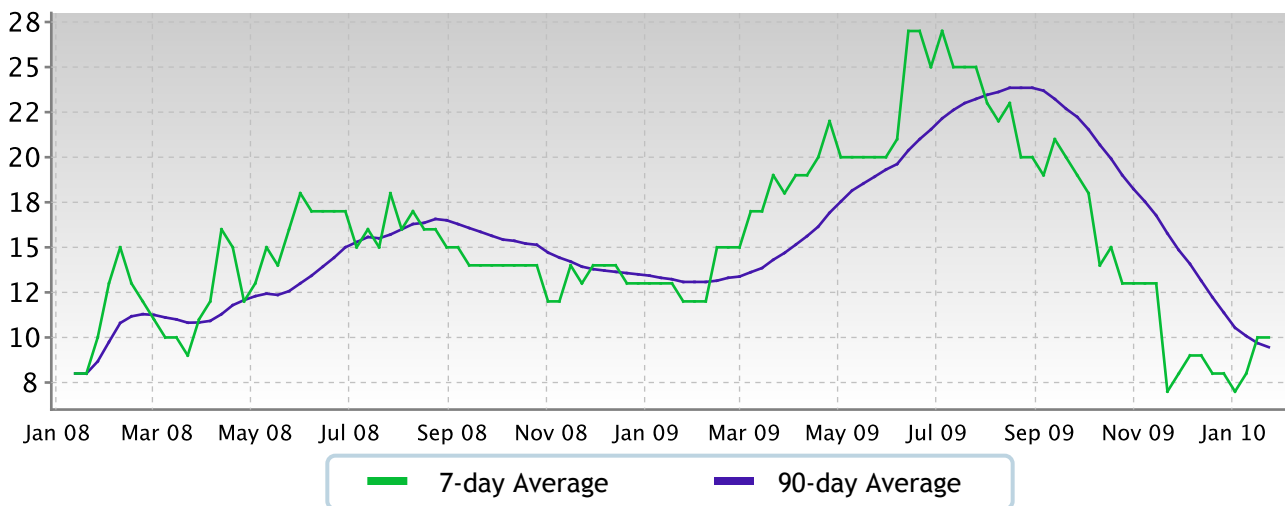
Price per Square Foot

We're seeing fairly unusual market conditions as prices have been in a downward trend but price per square foot is actually increasing. (Buyers are paying less and getting less home for their money.) Anomalies like these can be attributed to micro-location variables.



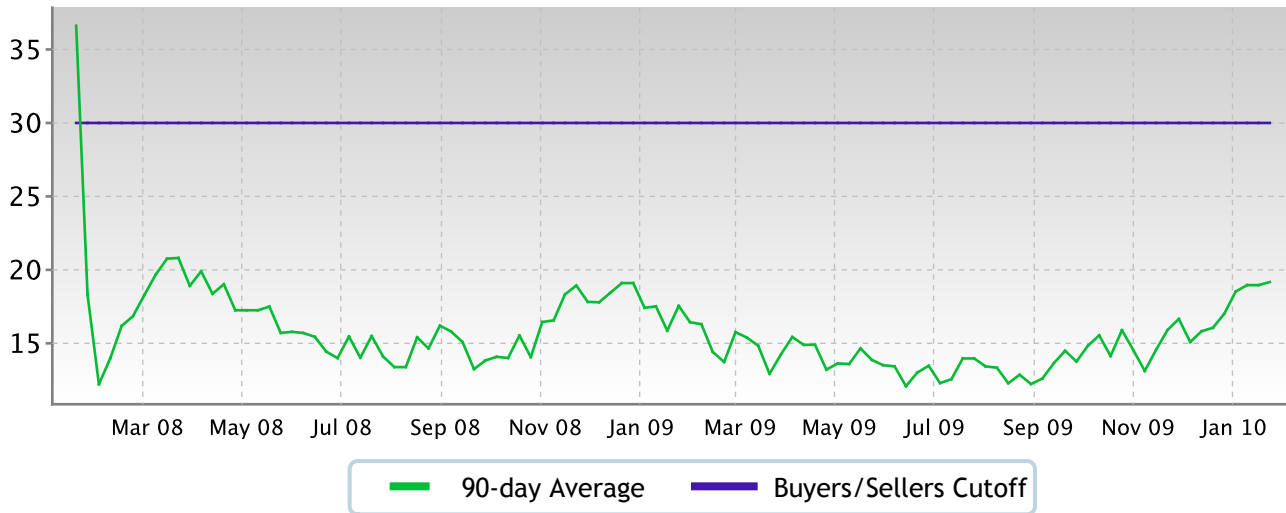
Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



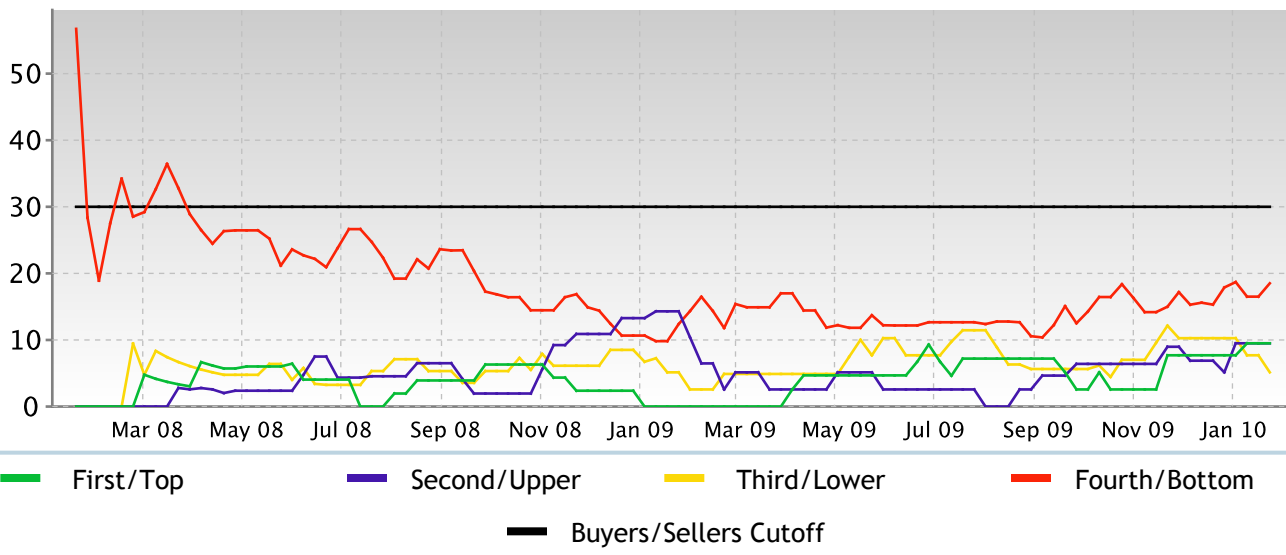
Market Action Index

The BOULDER, 80305 market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 19.17. With several months of inventory available at the current sales rate, buyers should find ample choice.



Market Action Index per Quartile

Not surprisingly, all quartiles are in the Buyer's Market zone with several months of inventory given the current levels of demand. Watch the quartiles for changes before the overall market shifts.

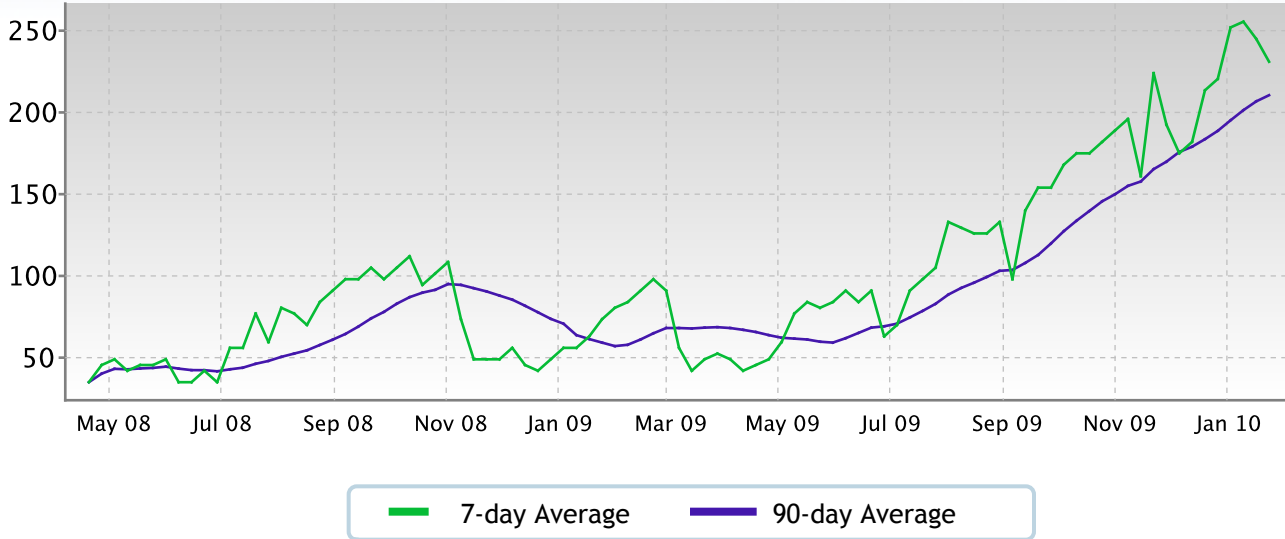


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The Market Action Index (MAI) illustrates a balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

Days on Market

The properties have been on the market for an average of 241 days. Half of the listings have come newly on the market in the past 231 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

