



SINGLE FAMILY RESIDENTIAL SALES

2002 First Quarter Sales

| Location | Total # Sold | | | Average Sales Price | | |
|------------|--------------|------|--------|---------------------|-----------|--------|
| | 2001 | 2002 | % chg | 2001 | 2002 | % chg |
| Boulder | 155 | 165 | 6.5 | \$491,885 | \$438,880 | (10.8) |
| Lafayette | 78 | 68 | (12.8) | \$329,003 | \$302,142 | (8.2) |
| Longmont | 296 | 252 | (14.9) | \$247,610 | \$260,704 | 5.3 |
| Louisville | 58 | 54 | (6.9) | \$303,629 | \$322,566 | 6.2 |
| Superior | 34 | 36 | 5.9 | \$374,413 | \$365,948 | (2.3) |
| Mountains | 70 | 74 | 5.7 | \$377,857 | \$342,157 | (9.4) |
| Plains | 141 | 116 | (17.7) | \$491,177 | \$514,149 | 4.7 |
| Total | 832 | 765 | | | | |

| Location | Average Days to Contract | | | Median Sales Price | | |
|------------|--------------------------|------|-------|--------------------|-----------|-------|
| | 2001 | 2002 | % chg | 2001 | 2002 | % chg |
| Boulder | 49 | 74 | 51 | \$411,000 | \$381,000 | (7.3) |
| Lafayette | 40 | 78 | 95 | \$245,000 | \$244,500 | (.2) |
| Longmont | 51 | 64 | 25.5 | \$217,000 | \$224,900 | 3.6 |
| Louisville | 42 | 58 | 38.1 | \$292,000 | \$292,000 | 0 |
| Superior | 28 | 74 | 164.3 | \$349,900 | \$330,000 | (5.7) |
| Mountains | 77 | 123 | 59.7 | \$255,000 | \$299,900 | 17.6 |
| Plains | 67 | 95 | 41.8 | \$329,000 | \$397,900 | 20.9 |