



HOUSE SALES

2003 Fourth Quarter Sales

| Location | Total # Sold | | | Average Sales Price | | |
|--------------|--------------|------------|-------|---------------------|-----------|--------|
| | 2002 | 2003 | % Chg | 2002 | 2003 | % Chg |
| Boulder | 162 | 194 | 19.8 | \$512,691 | \$501,148 | <2.3> |
| Broomfield | 70 | 68 | <2.9> | \$317,931 | \$297,831 | <6.3> |
| Erie | 41 | 47 | 14.6 | \$316,210 | \$303,332 | <4.1> |
| Lafayette | 71 | 75 | 5.6 | \$328,784 | \$379,978 | 15.6 |
| Longmont | 299 | 288 | <5> | \$247,613 | \$263,390 | 6.4 |
| Louisville | 60 | 62 | <3.3> | \$335,818 | \$315,073 | <6.2> |
| Superior | 38 | 43 | 13.2 | \$370,264 | \$324,807 | <12.3> |
| Mountains | 81 | 89 | 9.9 | \$331,279 | \$357,574 | 7.9 |
| Plains | 73 | 88 | 20.5 | \$533,045 | \$587,428 | 10.2 |
| Total | 895 | 954 | | | | |

| Location | Average Days to Contract | | | Median Sales Price | | |
|------------|--------------------------|------|-------|--------------------|-----------|--------|
| | 2002 | 2003 | % Chg | 2002 | 2003 | % Chg |
| Boulder | 62 | 79 | 27.4 | \$428,000 | \$430,000 | 0.5 |
| Broomfield | 78 | 98 | 25.6 | \$244,000 | \$260,000 | 6.6 |
| Erie | 91 | 83 | <8.8> | \$287,500 | \$270,000 | 6.1 |
| Lafayette | 90 | 91 | 1.1 | \$278,000 | \$329,500 | 18.3 |
| Longmont | 71 | 83 | 16.9 | \$217,500 | \$288,000 | 32.4 |
| Louisville | 63 | 67 | 6.3 | \$300,000 | \$280,000 | <6.7> |
| Superior | 73 | 73 | 0 | \$335,000 | \$297,000 | <11.3> |
| Mountains | 80 | 149 | 86.3 | \$270,000 | \$305,000 | 13 |
| Plains | 92 | 110 | 19.6 | \$415,000 | \$425,000 | 2.4 |

CONDO & TOWNHOME SALES

2003 Fourth Quarter Sales

| Location | Total # Sold | | | Average Sales Price | | |
|--------------|--------------|------------|--------|---------------------|-----------|-------|
| | 2002 | 2003 | % Chg | 2002 | 2003 | % Chg |
| Boulder | 106 | 87 | <17.9> | \$239,634 | \$250,726 | 4.6 |
| Broomfield | 34 | 15 | <55.9> | \$215,672 | \$233,097 | 8.1 |
| Erie | 0 | 1 | N/A | \$0 | \$152,000 | N/A |
| Lafayette | 36 | 28 | <22.2> | \$195,429 | \$194,600 | <0.4> |
| Longmont | 58 | 97 | 67.2 | \$177,811 | \$182,654 | 2.7 |
| Louisville | 17 | 9 | <47.1> | \$181,810 | \$188,601 | 3.7 |
| Superior | 18 | 14 | <22.2> | \$209,783 | \$200,692 | <4.3> |
| Mountains | 0 | 0 | 0 | 0 | 0 | 0 |
| Plains | 28 | 28 | 0 | \$177,949 | \$183,821 | 3.3 |
| Total | 297 | 279 | | | | |

| Location | Average Days to Contract | | | Median Sales Price | | |
|------------|--------------------------|------|--------|--------------------|-----------|-------|
| | 2002 | 2003 | % Chg | 2002 | 2003 | % Chg |
| Boulder | 60 | 72 | 20 | \$222,000 | \$226,000 | 1.8 |
| Broomfield | 63 | 97 | 54 | \$209,120 | \$239,000 | 14.3 |
| Erie | 0 | 167 | N/A | 0 | \$152,000 | N/A |
| Lafayette | 55 | 82 | 49.1 | \$179,500 | \$197,000 | 9.7 |
| Longmont | N/A | N/A | N/A | \$180,000 | \$180,900 | 0.5 |
| Louisville | 41 | 90 | 119.5 | \$184,000 | \$185,000 | 0.5 |
| Superior | 67 | 54 | <19.4> | \$205,000 | \$186,000 | <9.3> |
| Mountains | 0 | 0 | 0 | 0 | 0 | 0 |
| Plains | 44 | 81 | 84.1 | \$170,500 | \$168,900 | <0.9> |

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 Data Source: IRES- Information Real Estate Services