



## HOUSE SALES

### July 2004 Statistics

| Location     | Total # Sold | Inventory | Avg. Sales Price | Avg. Days to Contract | Median Sales Price |
|--------------|--------------|-----------|------------------|-----------------------|--------------------|
| Boulder      | 122          | 476       | \$521,472        | 49                    | \$467,000          |
| Broomfield   | 36           | 205       | \$349,324        | 66                    | \$290,000          |
| Erie         | 36           | 210       | \$323,534        | 95                    | \$295,000          |
| Lafayette    | 43           | 198       | \$346,822        | 73                    | \$254,550          |
| Longmont     | 141          | 796       | \$273,069        | 73                    | \$225,000          |
| Louisville   | 33           | 124       | \$332,615        | 68                    | \$278,000          |
| Superior     | 15           | 76        | \$402,724        | 24                    | \$422,000          |
| Mountains    | 49           | 528       | \$368,518        | 97                    | \$289,000          |
| Plains       | 44           | 286       | \$648,058        | 103                   | \$445,000          |
| <b>Total</b> | <b>519</b>   |           |                  |                       |                    |

### Year-to-Year Comparison

| Location     | Total # Sold         |                      |       | Average Sales Price  |                      |       |
|--------------|----------------------|----------------------|-------|----------------------|----------------------|-------|
|              | 07/01/02<br>06/30/03 | 07/01/03<br>06/30/04 | % Chg | 07/01/02<br>06/30/03 | 07/01/03<br>06/30/04 | % Chg |
| Boulder      | 849                  | 1058                 | 24.6  | \$476,423            | \$504,858            | 6     |
| Broomfield   | 327                  | 367                  | 12.2  | \$298,781            | \$310,325            | 3.9   |
| Erie         | 213                  | 245                  | 15    | \$330,586            | \$308,159            | <6.8> |
| Lafayette    | 384                  | 357                  | <7>   | \$331,365            | \$354,705            | 7     |
| Longmont     | 1279                 | 1390                 | 8.7   | \$247,774            | \$259,016            | 4.5   |
| Louisville   | 295                  | 313                  | 6.1   | \$333,034            | \$322,890            | <3>   |
| Superior     | 199                  | 236                  | 18.6  | \$360,531            | \$364,226            | 1     |
| Mountains    | 340                  | 377                  | 10.9  | \$371,763            | \$357,287            | <3.9> |
| Plains       | 369                  | 483                  | 30.9  | \$543,460            | \$565,917            | 4.1   |
| <b>Total</b> | <b>4,255</b>         | <b>4,826</b>         |       |                      |                      |       |

| Location   | Average Days to Contract |                      |       | Median Sales Price   |                      |       |
|------------|--------------------------|----------------------|-------|----------------------|----------------------|-------|
|            | 07/01/02<br>06/30/03     | 07/01/03<br>06/30/04 | % Chg | 07/01/02<br>06/30/03 | 07/01/03<br>06/30/04 | % Chg |
| Boulder    | 62                       | 69                   | 11.3  | \$414,000            | \$435,000            | 5.1   |
| Broomfield | 76                       | 84                   | 10.5  | \$244,500            | \$254,900            | 4.3   |
| Erie       | 96                       | 96                   | 0     | \$293,000            | \$288,000            | <1.7> |
| Lafayette  | 78                       | 77                   | <1.3> | \$276,000            | \$287,500            | 4.2   |
| Longmont   | 73                       | 80                   | 9.6   | \$222,500            | \$227,500            | 2.2   |
| Louisville | 57                       | 58                   | 1.8   | \$296,900            | \$286,740            | <3.4> |
| Superior   | 69                       | 73                   | 5.8   | \$337,500            | \$325,000            | <3.7> |
| Mountains  | 89                       | 127                  | 42.7  | \$299,500            | \$310,000            | 3.5   |
| Plains     | 97                       | 103                  | 6.2   | \$419,000            | \$437,500            | 4.4   |

## CONDO & TOWNHOME SALES

### July 2004 Statistics

| Location     | Total # Sold | Inventory | Avg. Sales Price | Avg. Days to Contract | Median Sales Price |
|--------------|--------------|-----------|------------------|-----------------------|--------------------|
| Boulder      | 84           | 464       | \$231,152        | 74                    | \$210,000          |
| Broomfield   | 7            | 35        | \$217,071        | 112                   | \$216,000          |
| Erie         | 0            | 3         | 0                | 0                     | 0                  |
| Lafayette    | 21           | 60        | \$192,078        | 89                    | \$177,500          |
| Longmont     | 36           | 220       | \$178,294        | 134                   | \$166,000          |
| Louisville   | 6            | 39        | \$176,883        | 94                    | \$182,500          |
| Superior     | 3            | 35        | \$189,666        | 102                   | \$193,000          |
| Mountains    | 0            | 3         | 0                | 0                     | \$0                |
| Plains       | 10           | 104       | \$175,569        | 76                    | \$175,000          |
| <b>Total</b> | <b>167</b>   |           |                  |                       |                    |

### Year-to-Year Comparison

| Location     | Total # Sold         |                      |        | Average Sales Price  |                      |       |
|--------------|----------------------|----------------------|--------|----------------------|----------------------|-------|
|              | 07/01/02<br>06/30/03 | 07/01/03<br>06/30/04 | % Chg  | 07/01/02<br>06/30/03 | 07/01/03<br>06/30/04 | % Chg |
| Boulder      | 694                  | 727                  | 4.8    | \$234,985            | \$247,167            | 5.2   |
| Broomfield   | 115                  | 91                   | <20.9> | \$208,420            | \$225,515            | 8.2   |
| Erie         | 1                    | 2                    | 100    | \$159,500            | \$167,000            | 4.7   |
| Lafayette    | 186                  | 186                  | 0      | \$189,792            | \$187,558            | <1.2> |
| Longmont     | 267                  | 369                  | 38.2   | \$179,926            | \$184,116            | 2.3   |
| Louisville   | 81                   | 65                   | <19.8> | \$182,967            | \$185,925            | 1.6   |
| Superior     | 77                   | 63                   | <18.2> | \$219,891            | \$212,035            | <3.6> |
| Mountains    | 4                    | 1                    | <75>   | \$113,975            | \$233,000            | 104.4 |
| Plains       | 167                  | 154                  | <7.8>  | \$184,566            | \$182,767            | <1>   |
| <b>Total</b> | <b>1,592</b>         | <b>1,658</b>         |        |                      |                      |       |

| Location   | Average Days to Contract |                      |        | Median Sales Price   |                      |       |
|------------|--------------------------|----------------------|--------|----------------------|----------------------|-------|
|            | 07/01/02<br>06/30/03     | 07/01/03<br>06/30/04 | % Chg  | 07/01/02<br>06/30/03 | 07/01/03<br>06/30/04 | % Chg |
| Boulder    | 67                       | 85                   | 26.9   | \$220,000            | \$226,000            | 2.7   |
| Broomfield | 85                       | 91                   | 7.1    | \$205,746            | \$231,111            | 12.3  |
| Erie       | 28                       | 106                  | 278.6  | \$159,500            | \$152,000            | <4.7> |
| Lafayette  | 70                       | 70                   | 0      | \$178,000            | \$174,000            | <2.2> |
| Longmont   | N/A                      | N/A                  | N/A    | \$172,600            | \$178,000            | 3.1   |
| Louisville | 55                       | 64                   | 16.4   | \$184,000            | \$182,000            | <1.1> |
| Superior   | 74                       | 59                   | <20.3> | \$215,000            | \$197,500            | <8.1> |
| Mountains  | 105                      | 94                   | <10.5> | \$90,000             | \$233,000            | 158.9 |
| Plains     | 57                       | 94                   | 64.9   | \$175,000            | \$167,000            | <4.6> |

For more information contact: Kenneth Hotard \*303.442.3585\* khotard@barastaff.com  
Data Source: IRES- Information Real Estate Services