

# The **Kearney** Report

Boulder County Real Estate Report



First Quarter 2019



Neil Kearney

## Real Estate Market Update

Writing about a strong first quarter from the middle of a pandemic seems a bit like reviewing the wonderful banquet enjoyed just before a tornado or earthquake. The details are factual but it just isn't as important as what happened next. I'll attempt to find some balance in reporting the first quarter of 2019 in context of the bigger picture.



The year started out with a bang! Sales in both January and February were up over 20% compared to a year ago, buyers were out looking, interest rates remained low and we were having one of those early springs. In other words, the Boulder area real estate market was off to a quick start. March sales were not quite as strong (down 9% for the month), but for the quarter closings were up 15%. After a bit of a pause during the later half of 2019 prices were also trending higher. The economy was strong, unemployment was very low and all indicators were pointing towards another strong year.

Just as we were coming into the busiest time of the year for real estate the stay-at-home orders started to spread along with the pandemic. The stock market dropped over 30%, college kids and students of all ages were sent home and restaurants and "non-essential" shops of all kinds were closed. Real estate was deemed essential but in Colorado that meant that functions essential to a transaction already in progress could proceed. Inspectors inspected along and closings took place curbside. Most, but certainly not all transactions made it to the closing table. But by mid-March showings had dropped significantly and by mid-April they took a pause altogether.

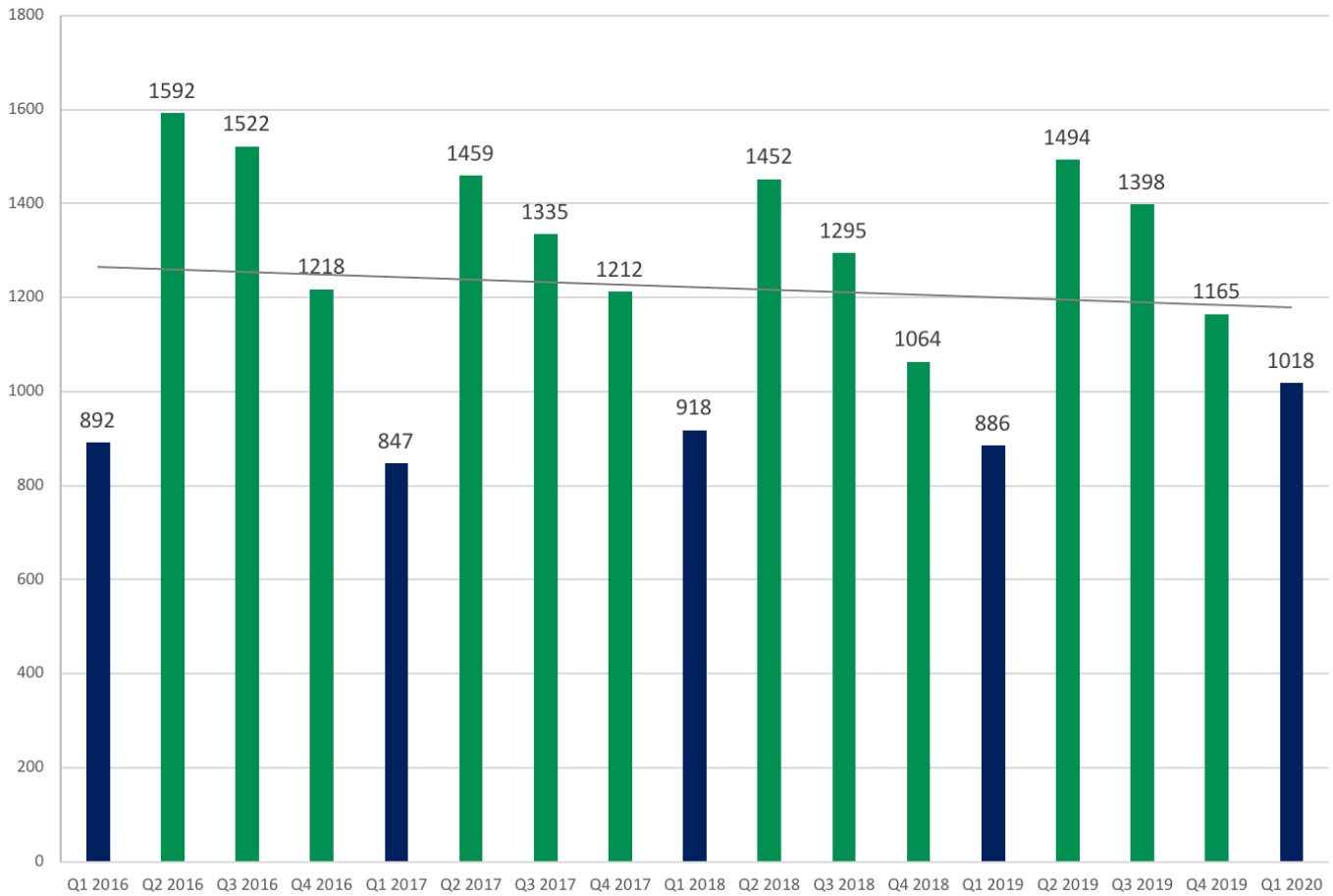
During this time, many would-be sellers delayed their plans and many listings were pulled from the market. As I write this in very early May we have begun to show vacant homes and by this weekend we will be showing all homes but with safety restrictions. It is certainly an unprecedented time and like all facets of our society and world real estate is very much affected.

The good news is that real estate was in good shape before this all happened. Tightened mortgage requirements over the past decade have ensured that more people have equity in their homes. At this moment it looks like there will be fewer 'distressed' homes which will allow for a quicker recovery. As we look forward I like to go back to the basics of supply and demand. As we started the year the inventory was very low compared to the demand. Currently, with the many homes not on the market (temporarily withdrawn or delayed) the inventory is low. But going forward we may see a stretch of time when the supply of homes outpaces the demand. With over 20 million people unemployed and small business owners hurting it's easy to imagine a scenario where it will take awhile for buyers to come back in full force. True, that many of the 20 million newly unemployed are renters, but certainly not all. Just like after the last economic crisis, it may take a while for people stop hunkering down and get back to business. The rest of this report is in regard to the strong first quarter of 2020. It's my guess that a few years down the road we will be looking more closely at the second and third quarter of this year.

Unless otherwise noted, all data used in this report is from IRES MLS and is deemed reliable but isn't guaranteed as exhaustive.  
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# Boulder County Sales Activity

Five Year Trend of Sales Activity - Boulder County



## Boulder County Market Snapshot



### Total Sales

Comparing 1st qtr. 2020 to 1st qtr. 2019, sales increased by 15%. The first two months of the year were up by over 20% and then sales were down 9% in March.



### Median Price

A year ago the median price for sales in the 1st quarter was \$545,000, this year it was \$569,000 an increase of 4.4%. Appreciation had slowed and then picked up again. Now it is slowing again due to COVID-19.



### Days to Contract

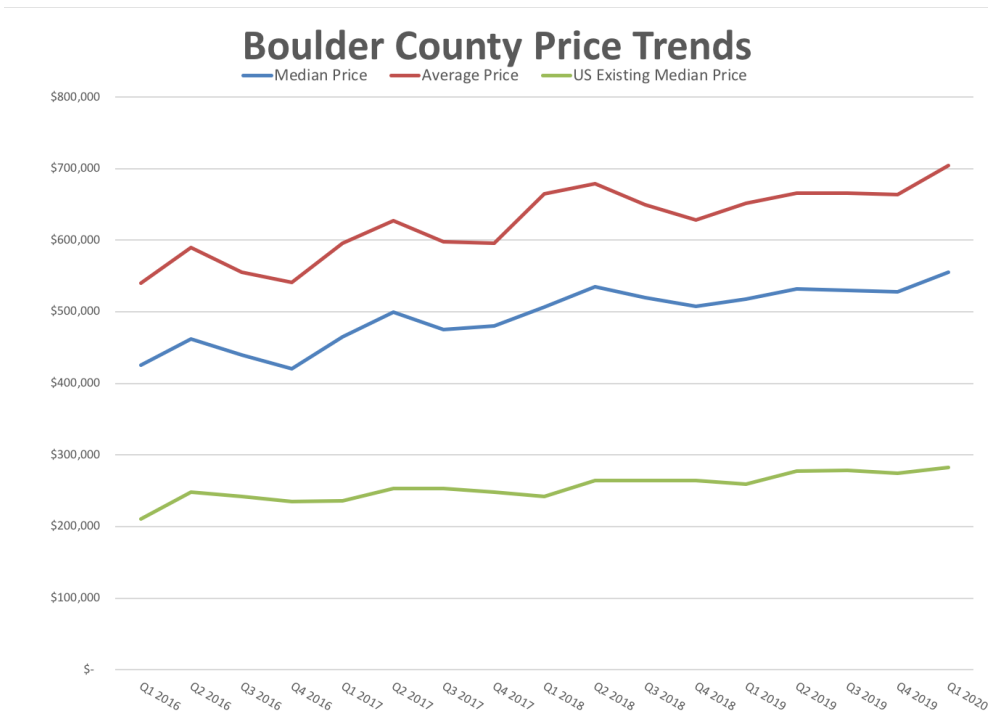
On average it took 50 days for a home to go under contract. This is 8 days longer than first quarter last year and 10 days longer than the 2018 average.



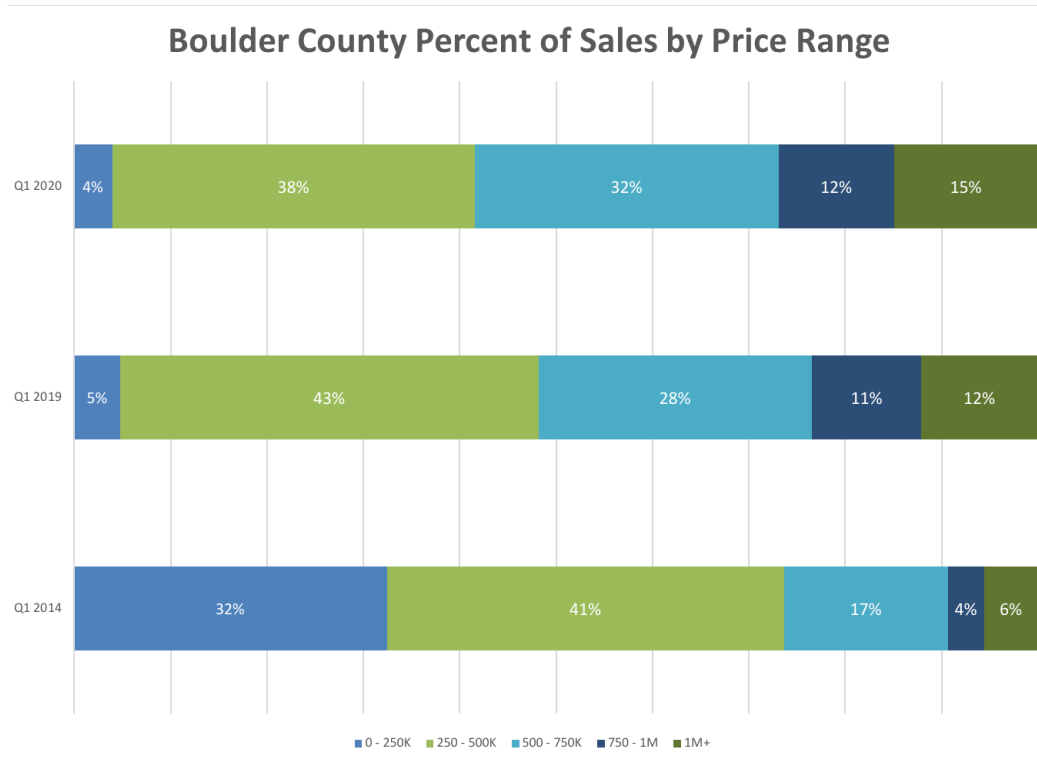
### Months of Inventory

At the end of the quarter if sales kept up the current pace it would have taken 3.31 months to sell all of the listings if no new listings were added. This is less time than a year ago by almost 2 months.

# Boulder County Price Trends



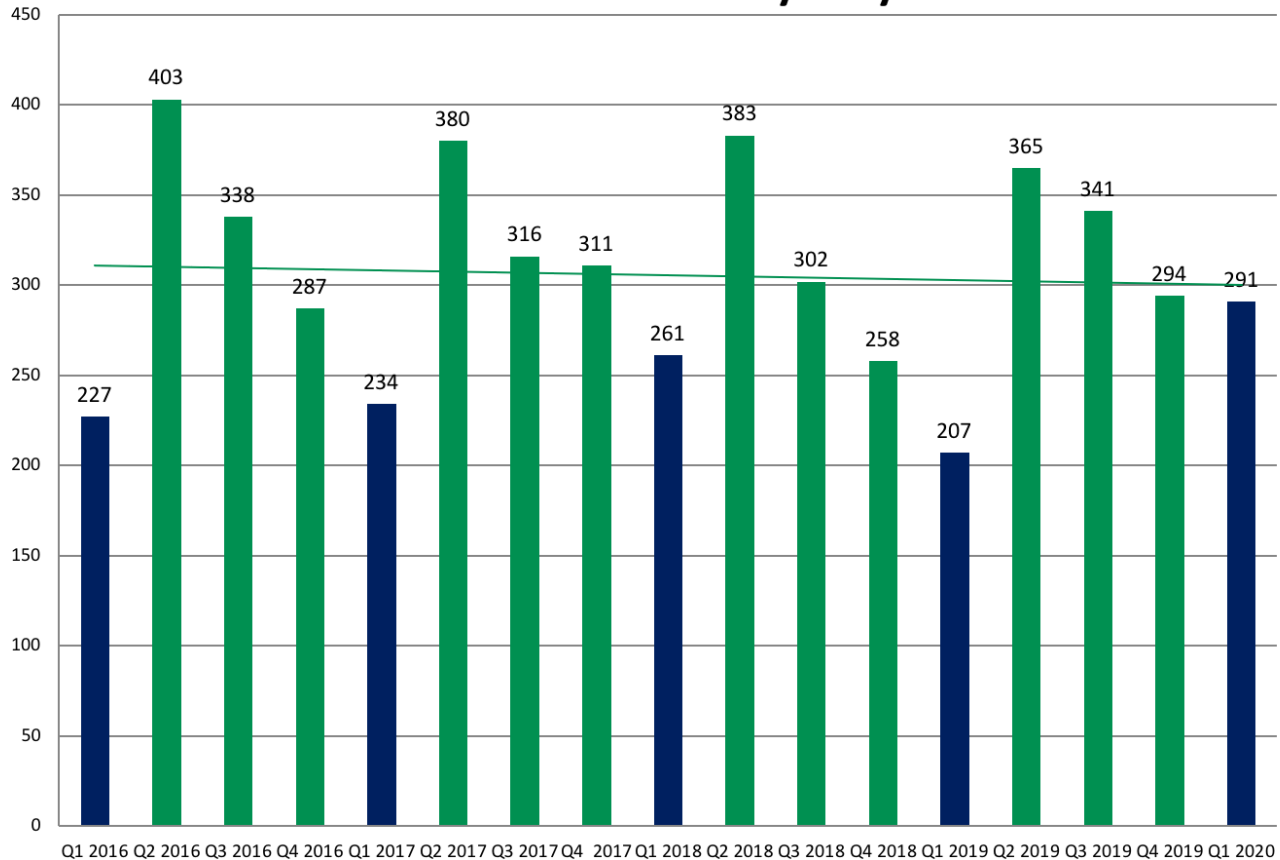
The top graph shows the price trends in Boulder County over the past five years. The red line is the average price (\$704,883) and the blue line is the median price (\$555,000) in the County. The most recent quarter showed a slowing in appreciation, although still positive. We had a nice bump in prices during the first quarter.



The bottom graph shows the sales which occurred in each price range during the quarter. The top bar is the most recent quarter, the middle bar is the 1st quarter a year ago. The bottom bar for comparison represents the sales mix during the 1st quarter in 2014. This graph is a good representation of how prices have increased, the entry level has shifted considerably to the right and the luxury market has grown.

# City of Boulder Sales Activity

**Five Year Trend of Sales Activity City of Boulder**



## City of Boulder Market Snapshot



### Total Sales

Comparing 1st qtr. 2020 to 1st qtr. 2019 sales increased by 84 sales or 40%. 26% of the sales in the County happened within the City of Boulder.



### Median Price

Within the City of Boulder, the median price increased by \$75,000 to \$790,000. This included both homes and condos. The median price for a single family home in Boulder was \$985,000.



### Days to Contract

On average it took 45 days for a home to go under contract. Last year during the 1st quarter it took 38 days. The average for 2018 in Boulder was 28 days.

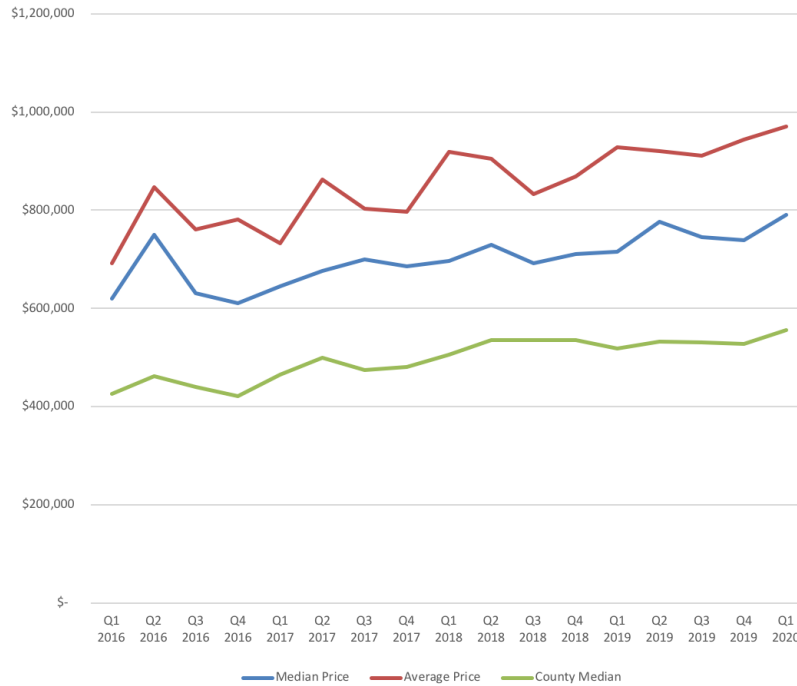


### Months of Inventory

At the end of the quarter if sales kept up the current pace it would have taken 3.49 months to sell all of the listings if no new listings were added. This is lower due to many homes being withdrawn from the market.

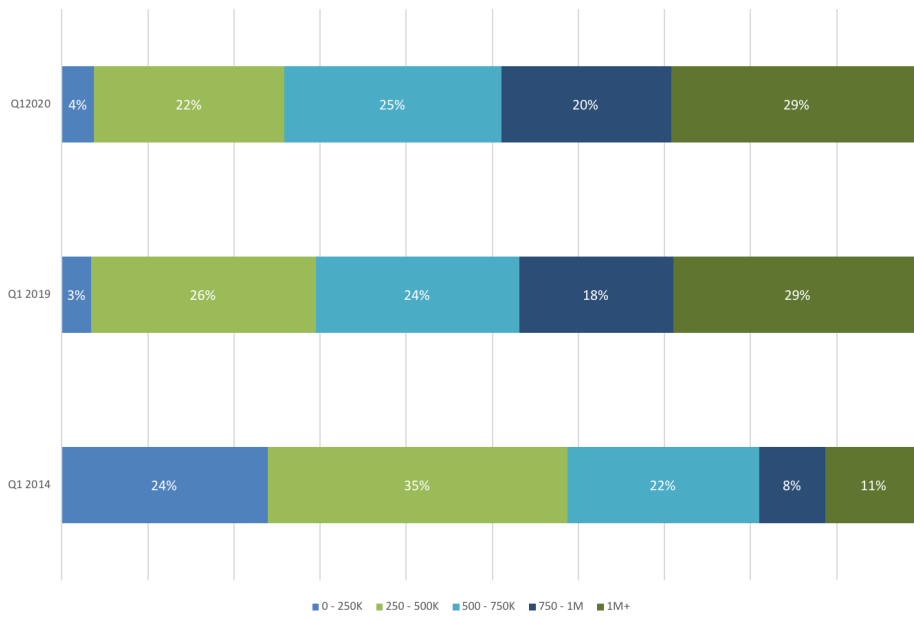
# City of Boulder Price Trends

City of Boulder Price Trends



The top graph shows the price trends in the City of Boulder over the past five years. The red line is the average price (\$970,494) and the blue line is the median price (\$790,000) within the City. The last two quarters showed positive appreciation. For reference the green line is the median price for Boulder County.

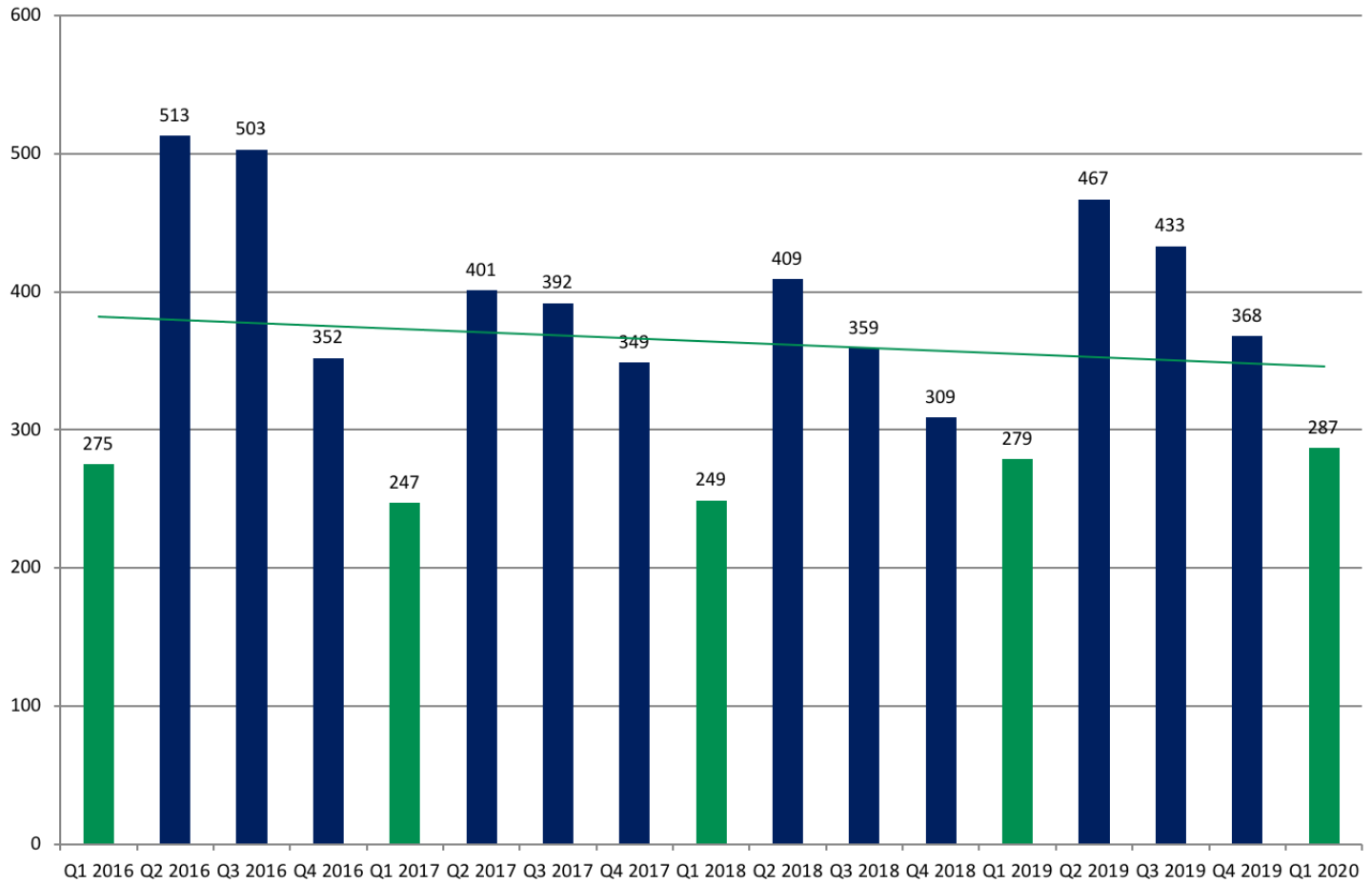
City of Boulder Percent of Sales by Price Range



The bottom graph shows the sales which occurred in each price range during the quarter. The top bar is the most recent quarter, the middle bar is the 1st quarter a year ago. The bottom bar for comparison represents the sales mix during the 1st quarter in 2012. In 2014, 24% of sales were \$250,000 and below, that price range represented just 4% this past quarter and many of those sales were deed restricted.

# Erie, Lafayette, Louisville, Superior Sales Activity

**Five Year Trend of Sales Activity East County Communities**



### Total Sales

Comparing 1st qtr. 2020 to 1st qtr. 2019 sales increased by 8 sales or 3%. Note that not all new construction sales are included in this total. Only those listed in the MLS.



### Median Price

A year ago the median price for sales in the 1st quarter was \$520,000, this year it was \$529,990 an increase of 1.9 %.



### Days to Contract

On average it took 47 days for a home to go under contract. This is 3 days slower than last year.



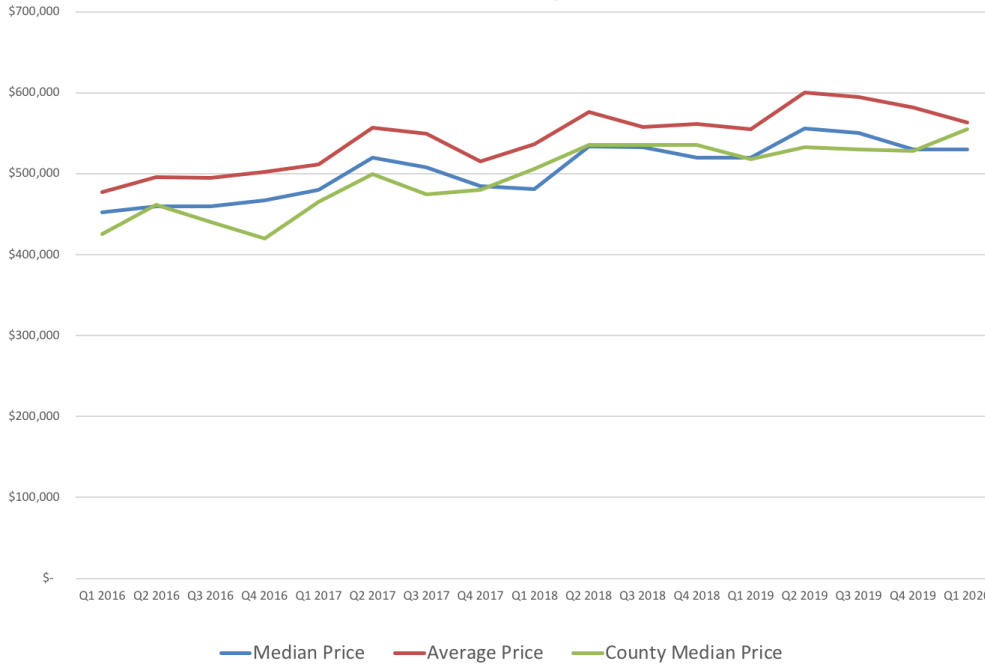
### Months of Inventory

At the end of the quarter if sales kept up the current pace it would have taken 3.5 months to sell all of the listings if no new listings were added. This is two months less than a year ago. Mostly due to many withdrawn listings.

Note: The East Boulder County data includes the Weld County sales in Erie that are in the IRES MLS system

# Erie, Lafayette, Louisville, Superior Price Trends

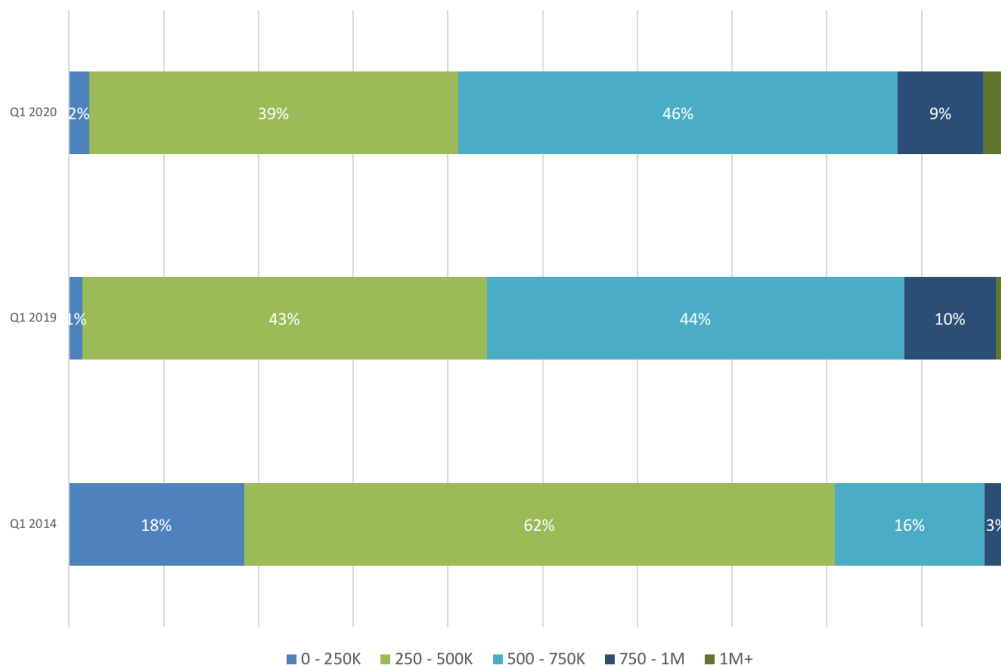
**East Boulder County Price Trends**



The top graph shows the price trends in the east county communities over the past five years. The red line is the average price (\$563,502) and the blue line is the median price (\$529,990).

The most recent few quarters showed a slowing in appreciation in the East County communities. For reference the green line is the median price for Boulder County.

**East County - Percent of Sales by Price Range**



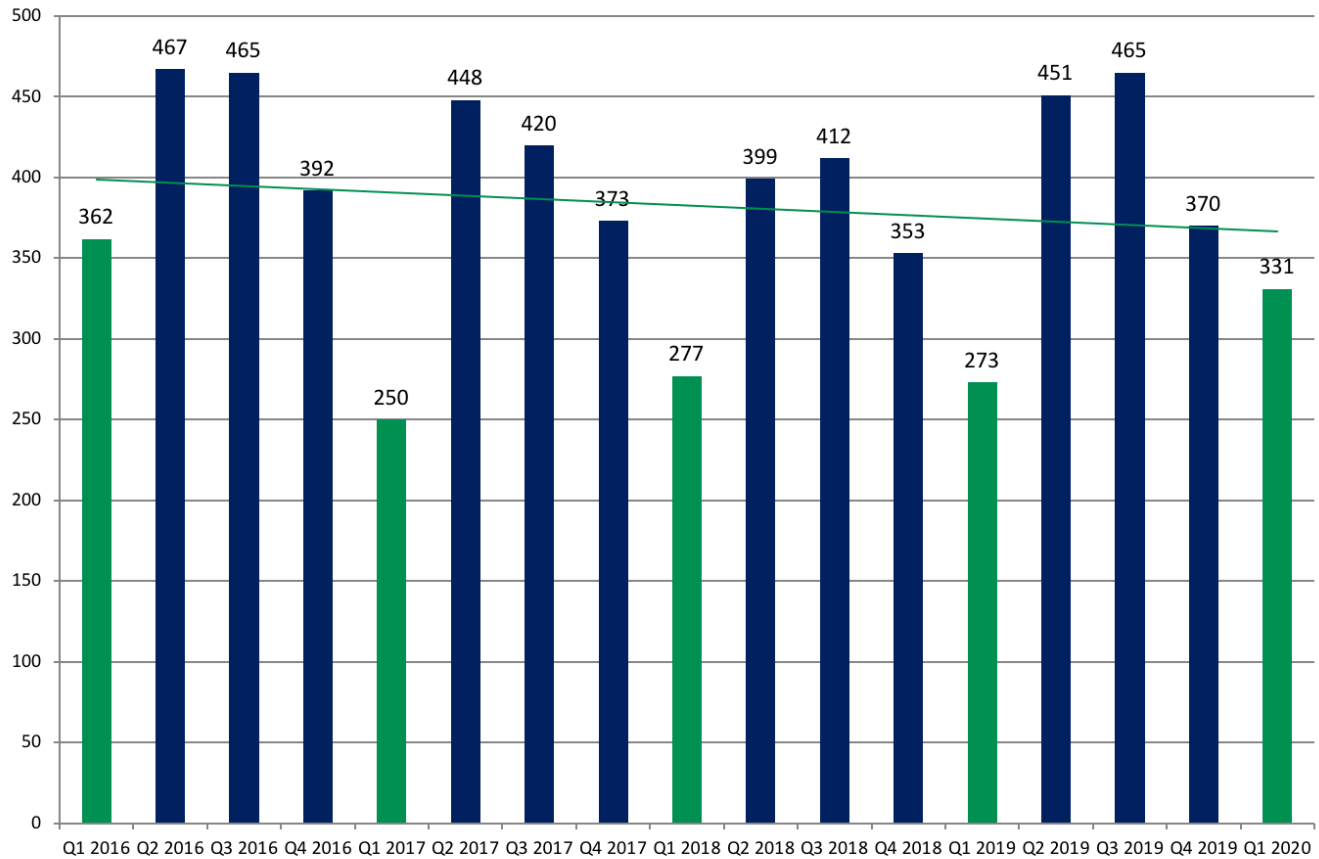
The bottom graph shows the sales which occurred in each price range during the quarter. The top bar is the most recent quarter, the middle bar is the 1st quarter a year ago. The bottom bar for comparison represents the sales mix during the 1st quarter in 2012. In 2014, 18% of sales were \$250,000 and below, that price range represented just 2% this past quarter.

Note: The East Boulder County data includes the Weld County sales in Erie that are in the IRES MLS system



# City of Longmont Sales Activity

## Five Year Trend of Sales Activity - Longmont



## City of Longmont Market Snapshot



### Total Sales

Comparing 1st qtr. 2020 to 1st qtr. 2019 sales increased by 58 sales or 21%. Longmont had more sales than any other city in Boulder County.



### Median Price

A year ago the median price for sales in the 1st quarter was \$407,500, this year it was \$430,000 an increase of 5%.



### Days to Contract

On average it took 50 days for a home to go under contract in Longmont. This is 10 days longer than last year.

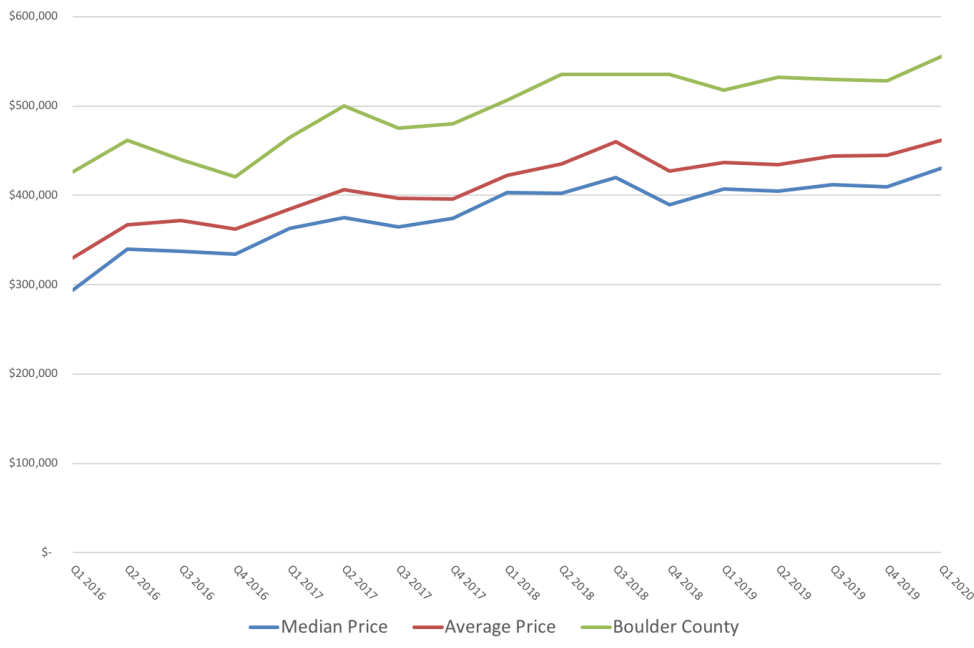


### Months of Inventory

At the end of the quarter if sales kept up the current pace it would have taken 2.74.46 months to sell all of the listings if no new listings were added. This is two months less than a year ago due to fewer homes on the market.

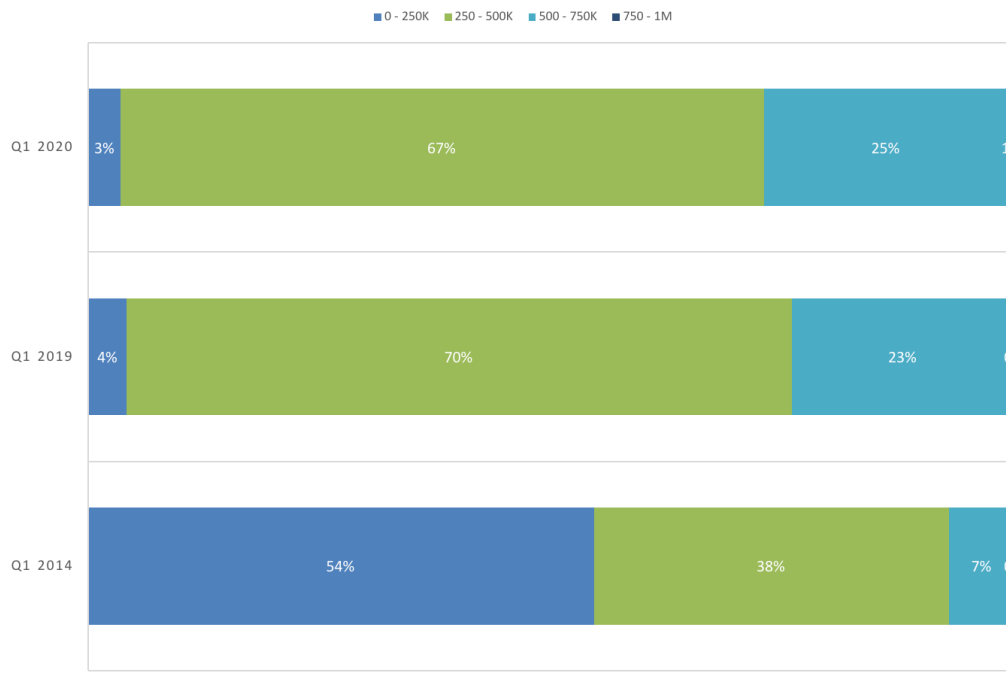
# City of Longmont Price Trends

Price Trend in Longmont



The top graph shows the price trends in the Longmont over the past five years. The red line is the average price (\$461,254) and the blue line is the median price (\$430,000). The most recent quarter was a nice positive bump in prices. It will be interesting to see what happens in the second quarter. For reference the green line is the median price for Boulder County.

LONGMONT PERCENT OF SALES BY PRICE RANGE



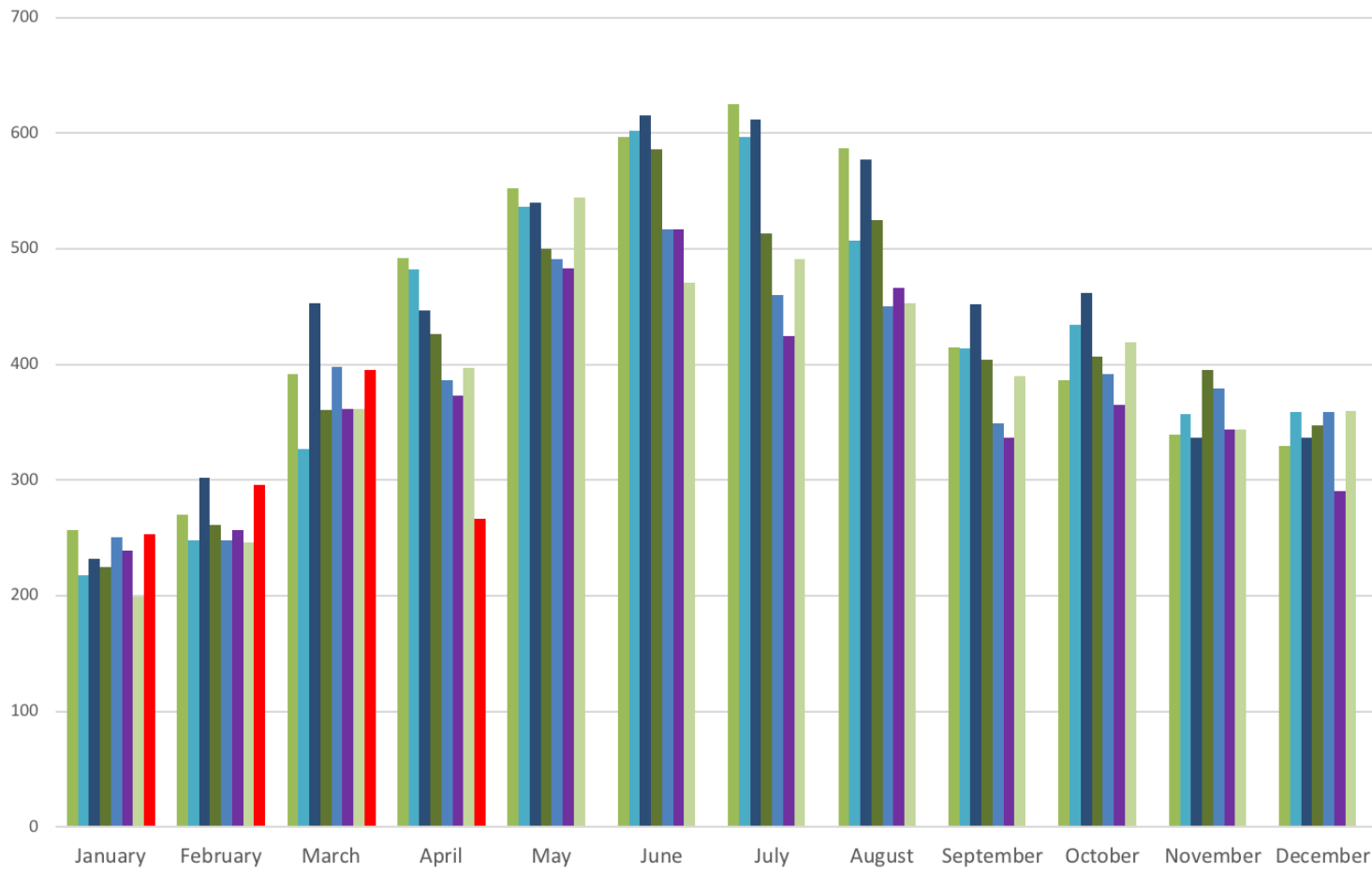
The bottom graph shows the sales which occurred in each price range during the quarter. The top bar is the most recent quarter, the middle bar is the 1st quarter a year ago. The bottom bar for comparison represents the sales mix during the 1st quarter in 2012. In 2014 54% of sales were \$250,000 and below, that price range represented just 3% this past quarter.

Note: The East Boulder County data includes the Weld County sales in Erie that are in the IRES MLS system

# Boulder County - Monthly Sales Activity

**Number of Sales - Boulder County All Properties**

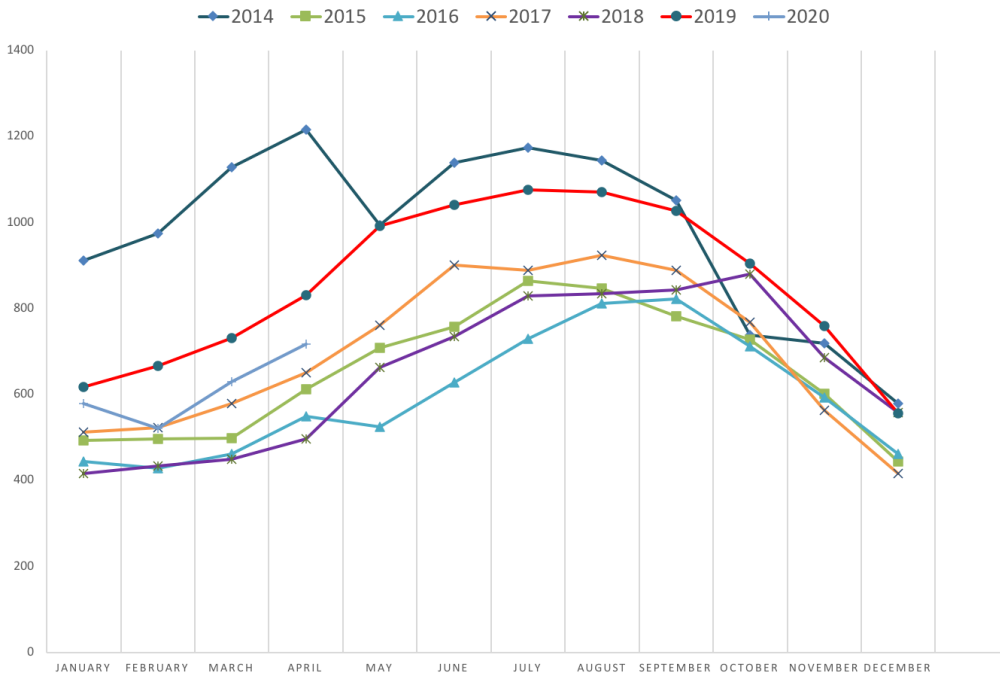
2013 2014 2015 2016 2017 2018 2019 2020



The graph on this page shows the seasonality of real estate sales in Boulder County. Sales over the past seven+ years are arranged by month of the closing. The normal time between contract and closing is 30 to 45 days so in order to get a true sense of the activity in the market roll back the statistics by one month. We were definitely on track for a very strong year through the first quarter. The sales in April are included here as well so that you can get an early sense of the effect that the pandemic is having on the local real estate market.

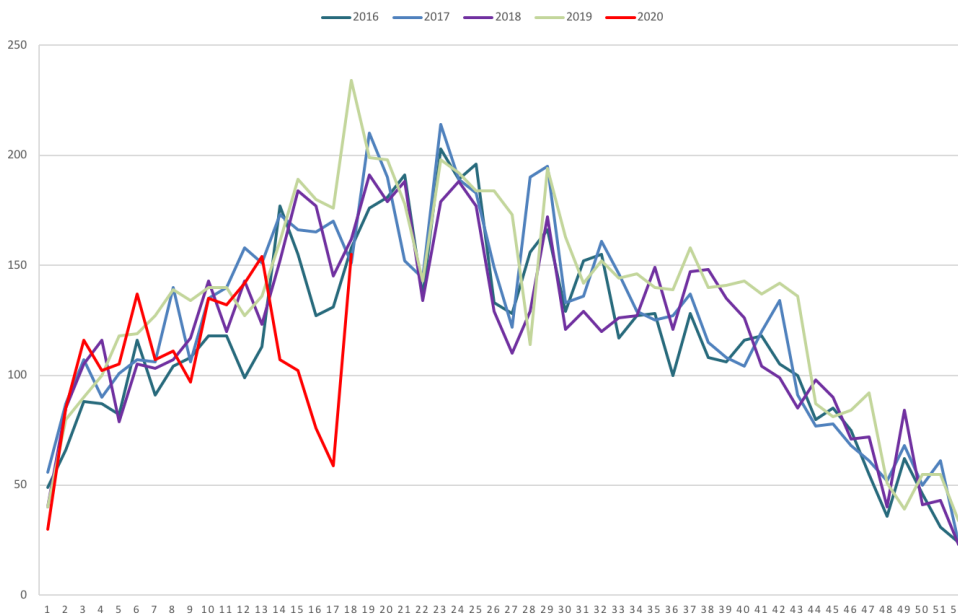
# Tracking Inventory and New Listings

**TOTAL INVENTORY EXCLUDING UNDER CONTRACT**



The graphs on this page represent a snapshot of the strength of the market at the end of the 1st quarter. The top graph shows available inventory on a monthly basis (excluding those homes that are already under contract) since 2014. The blue line (between the orange and red) shows the inventory so far this year. It is lower than last year and lower than 2014.

**BOULDER COUNTY REAL ESTATE  
NEW LISTINGS - WEEKLY**



The lower graph shows the number of new listings that come on the market on a weekly basis in Boulder County. You can see the big drop in March and April and then the recovery in early May. We are still below normal in terms of new listings, but it matches the slower activity we are currently seeing.

# Kearney Realty Co. - Our Core Values

- Integrity and Class - Keeping our word; knowing what's right and doing what's right.
- Selfless Service - Exceeding expectations by focussing on exceptional service.
- Caring - All of our relationships are based on mutual respect, cooperation and consideration.
- Connected - Give back to the profession and the community.
- Innovation - Continually striving to find new and better ways to serve our customers and our associates.



**We are proud to support our local community!**

# Some Recent Testimonials

"I would highly recommend Neil to anyone looking to purchase a home in Boulder. It was refreshing to work with Neil as he is such a down-to-earth, honest, genuine person. With Neil there is no pretense or salesmanship; he presented the homes to us, provided his insight and a detailed assessment of the advantages and disadvantages of each property, and gave us space to discuss and draw our own conclusions. Neil knows the market well and was able to give us information about properties that were not yet listed, which is important in Boulder's fast moving market. He was also flexible with scheduling, which we appreciated as we were coming in from out of town for our house-hunting trips. Neil is very responsive and continued to be so even months after our sale closed when we needed to contact the seller about an unfinished item. We are confident that Neil was the right person to help us with our move to Boulder and we wholeheartedly recommend him to anyone looking to buy here. Carrie Hutchinson

"Neil truly goes above and beyond! You will be absolutely amazed if you work with him. Every time I call Neil always picks up the phone. Every time I email, Neil always responds. When I needed a document emailed on the fly, it gets sent in under 10 min. In other words, Neil really works his magic to take care of his clients. I was contentiously surprised at his remarkable level of customer service.

When it comes to his real estate expertise, Neil is extremely knowledgeable yet, explains things in an incredibly easy to understand manner. His stellar experience, background and willingness to research are truly one of a kind!

I couldn't have picked a better realtor in Boulder! If you're on the search for one, Neil is by far, the best."  
Brian C.

"Neil's wealth of knowledge, combined with his relaxed, no-pressure manner, make for a more-than-winning combination. He is completely familiar not only with the benefits and drawbacks of different geographical areas, but he also knows about houses from the inside out! He can explain electrical and plumbing issues; materials; grades and everything else. Neil is a keen observer, often pointing out things we missed. He went above and beyond by creating a special spreadsheet for us when we were stuck on a pricing issue. You never have to wait for a response from Neil either, so important during any real estate experience. Buying or selling a house can be a trying time, but we loved working with Neil, and highly recommend his services."  
Suzanne Dingwell

"I can not recommend Neil highly enough! I have dealt with many agents over the years, and working with Neil was an A+ experience. He answered all my dumb questions, and he answered immediately, at all times of day or night. He took care of innumerable details, and went above & beyond, even weeding the property to make it show better! I would not hesitate to recommend him 100%, and I would definitely employ him again. Especially if you have had a bad prior experience with a real estate agent—give Neil a try. His integrity is unimpeachable." Marsha Conway