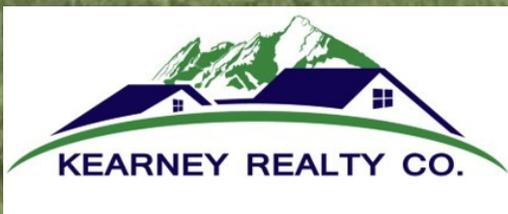


# The **Kearney** Report

Boulder County Real Estate Report

Second Quarter 2021



Neil Kearney

## Real Estate Market Update

I'm starting to see articles about the slowing real estate market. The latest statistics, as seen in this report, certainly don't support any cooling whatsoever! The second quarter of 2021 will be remembered as one of the most crazy times we have seen in our market. Despite lower than normal inventory, sales during the quarter were at the highest level since we began publishing The Kearney Report in 2007. Because of the pandemic, the comparative statistics are wonky but this past quarter had more sales than the bounce back third quarter of last year and 16% above the second quarter of 2019.

During the quarter, multiple offers were the norm rather than the exception. 64% of the sales during the quarter closed for above the list price. Overall during the quarter, properties sold for 4.9% above the list price. This includes 292 properties that closed for less than list price. When looking exclusively at the 1,049 properties that sold at a premium price, the average premium paid was 8.62% or \$63,000. The competitive bidding caused by high demand and a low supply of homes on the market has caused prices to jump quickly.

It's just a snapshot in time, but across the county, the one year appreciation is around 20%! The median price for sales during the second quarter was \$685,000 (includes all typed of properties), this is 29% higher than the \$530,000 median price of just a year ago. The median price of residential properties (both condos and single family) in the City of Boulder during the second quarter was \$862,500 and the average price was \$1,156,825.

At the end of the quarter inventory was 25% lower than it was a year ago and 30% lower than it was two years ago. This is caused by two factors: fewer owners selling their homes and houses selling and closing very quickly. For reference the end of month inventory in June 2014 was 2,159 and this year it was just 1,189. A 45% decrease!

Houses are selling quickly! On average, it took 19 days to place a house under contract. This is down from 32 days a year ago. Another statistic that measures the strength of the market is the absorption refresh rate. It shows how quickly the current inventory would be depleted given the current sales rate if no new listings were to come to the market. A balanced market is 6 months. Anything less is a sellers market and anything longer is a buyers market. At the current inventory refresh rate of 2 months we are firmly in a sellers market.

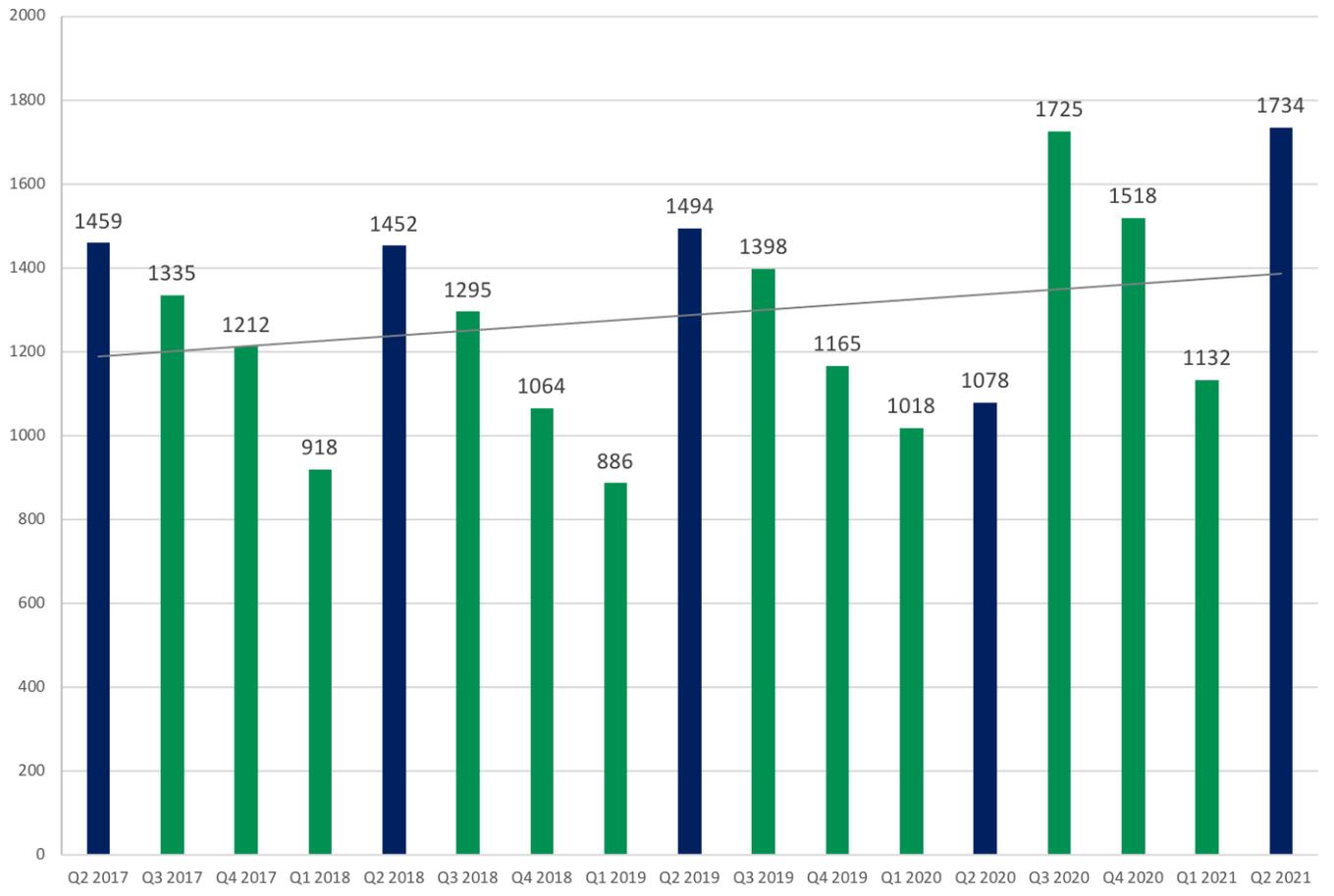
For sellers this continues to be a really great time to sell. It seems that the best strategy is to price the home close to the recent comparables and let the buyers take it higher. Sellers who try the opposite, price it high because the market is so strong are not having as much success. Buyers are either quickly learning what type of aggressive offers are needed to succeed in winning bidding wars or they are stepping aside and waiting for a quieter time in the market. As the market slows a touch, it seems we are seeing a few more potential buyers step back and wait.

As always it's good to remember that the real estate market is always changing and is cyclical. The pandemic and the post pandemic (are we through it yet?) property rush, which is being seen nationwide, could not have been predicted and has twisted the normal cycle in a new direction. In the meantime homes continue to sell and as always, I'm actively helping buyers and sellers successfully close transactions. I'm always here for you to be of service and would be honored if I'm your first call when you need real estate advice. Enjoy the report and stay in touch!

Unless otherwise noted, all data used in this report is from IRES MLS and is deemed reliable but isn't guaranteed as exhaustive. Copyright 2021 by Neil Kearney

# Boulder County Sales Activity

Five Year Trend of Sales Activity - Boulder County



## Boulder County Market Snapshot



### Total Sales

The strong sales we have been seeing continued in the second quarter! 1,734 sales in the quarter was the highest since I have been tracking quarterly sales in 2007.



### Median Price

A year ago the median price for sales in the 2nd quarter was \$530,000, this year it was \$685,000. Since last summer, low inventory and high demand have caused a dramatic upward shift in prices.



### Days to Contract

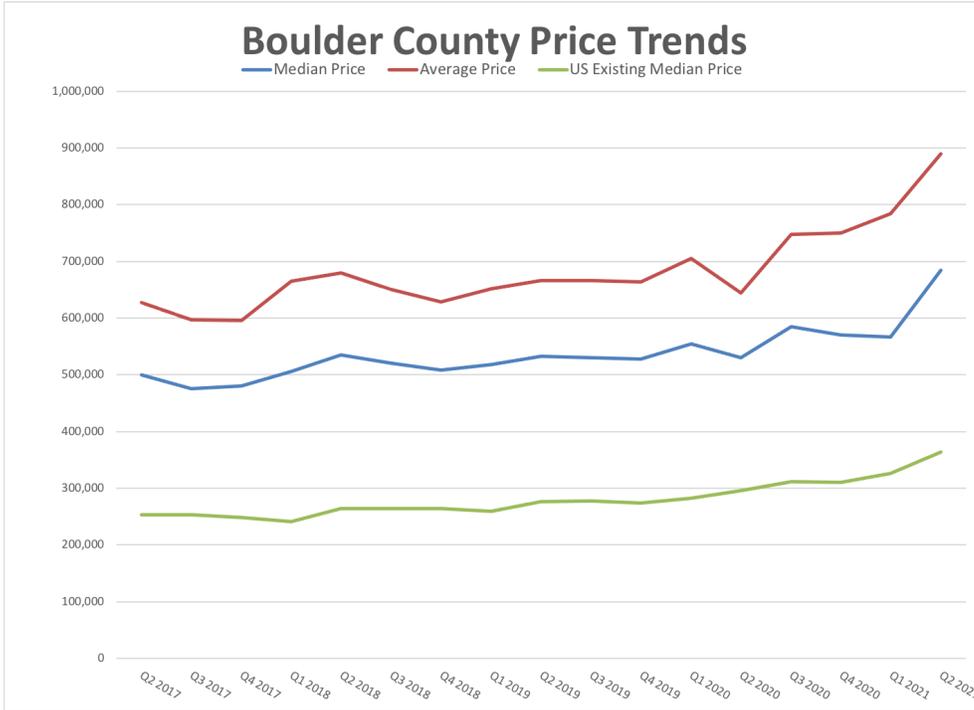
This past quarter it took just 19 days on average for a house (that sold) to go under contract. This is 13 days shorter than the same quarter last year.



### Months of Inventory

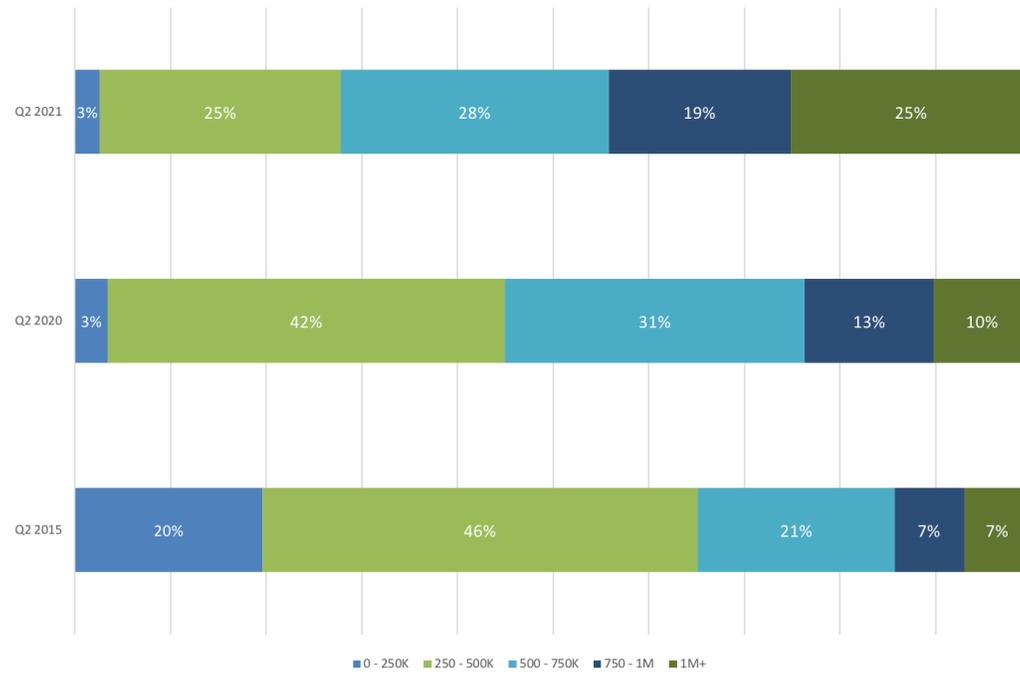
At the end of the quarter, if sales kept up the current pace, it would have taken 2 months to sell all of the listings if no new listings were added. Last year during the pandemic it would have taken 4.5 months. It's a strong seller's market. Equilibrium is six months.

# Boulder County Price Trends



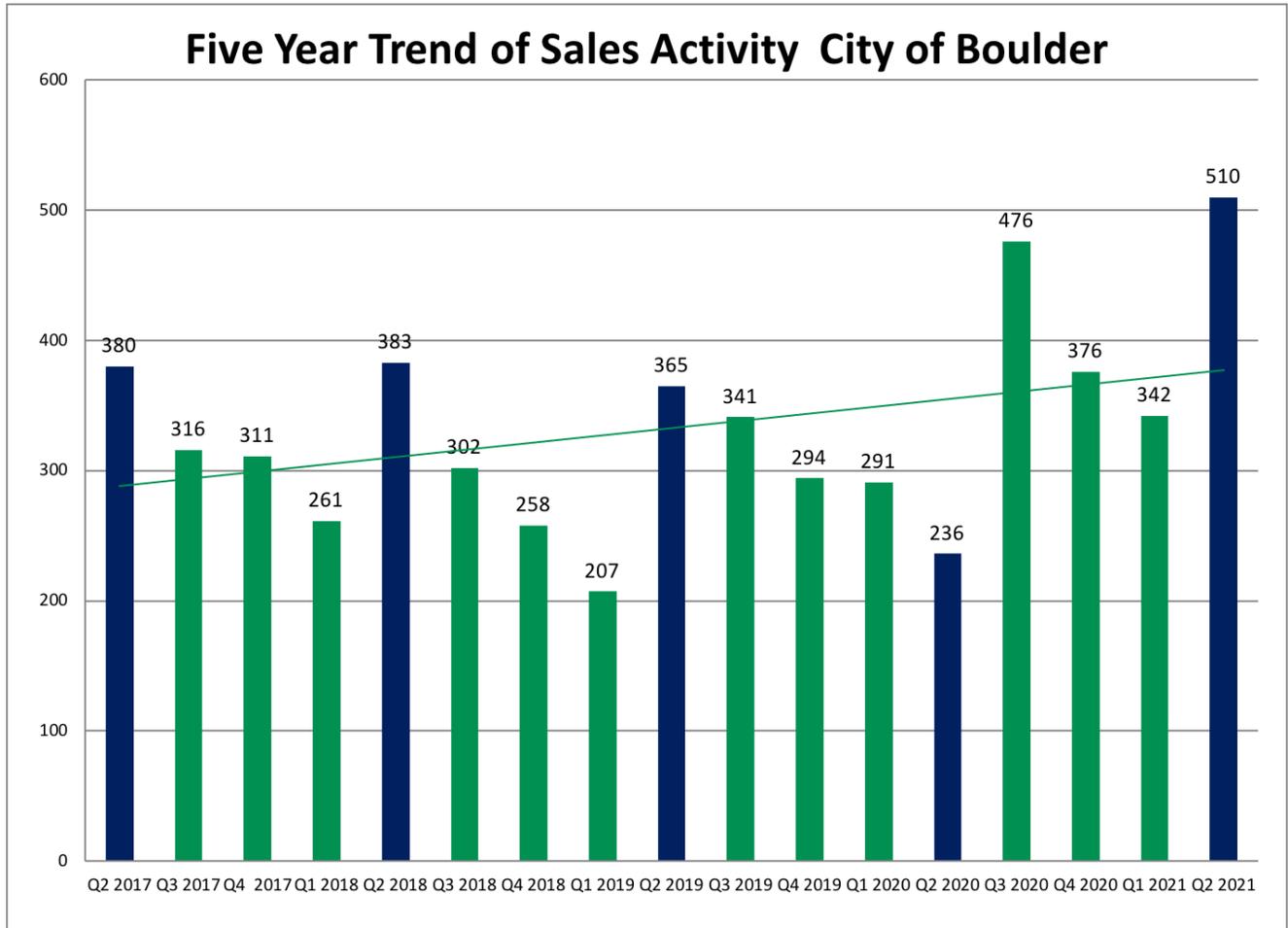
The top graph shows the price trends in Boulder County over the past five years. The red line is the average price (\$890,118) and the blue line is the median price (\$685,000). The most recent quarter showed prices holding fairly steady after strong appreciation. The median prices for the year to date are up 20%.

## Boulder 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 2nd quarter in 2015. 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 from 7% of the market to 25% in five years.

# City of Boulder Sales Activity



## City of Boulder Market Snapshot



### Total Sales

Comparing 2nd qtr. 2021 to 2nd qtr. 2020, sales nearly doubled. But this was due to the pandemic shutdown. 510 sales within the City of Boulder is the highest in a quarter since 2013.



### Median Price

Within the City of Boulder, the median price increased by \$112,000 over last year. The median price of \$862,500 and the average price of \$1,156,825 are all-time highs.



### Days to Contract

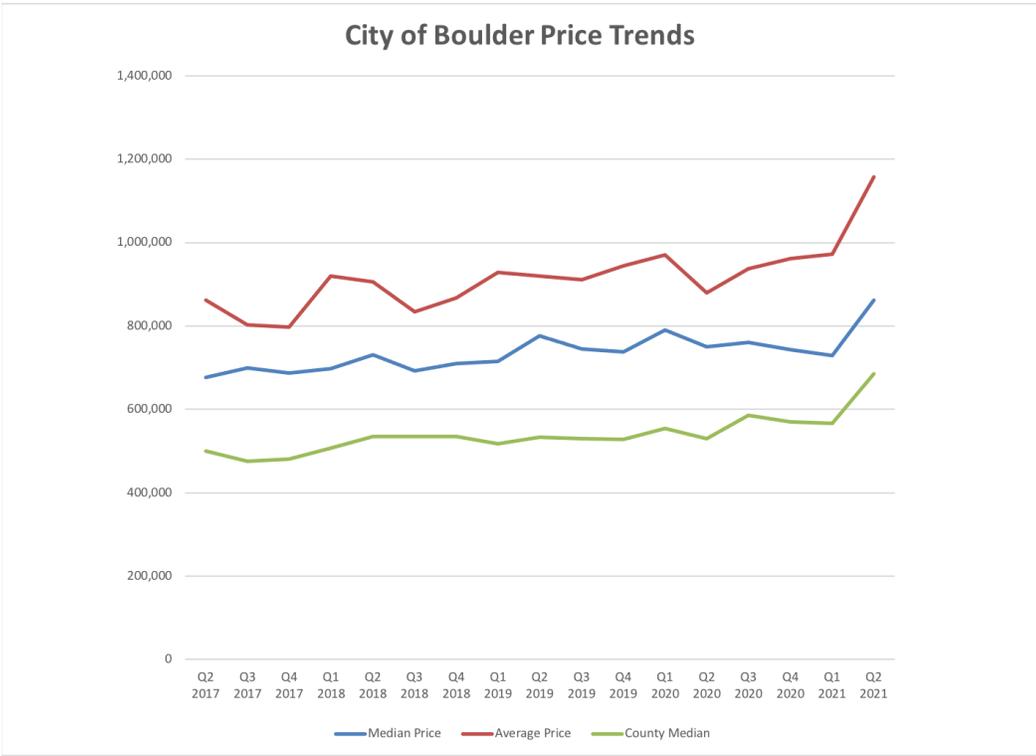
On average, it took 26 days for a home to go under contract. Last year during the 2nd quarter it took 30 days. Many of the most desirable listings sold much quicker.



### Months of Inventory

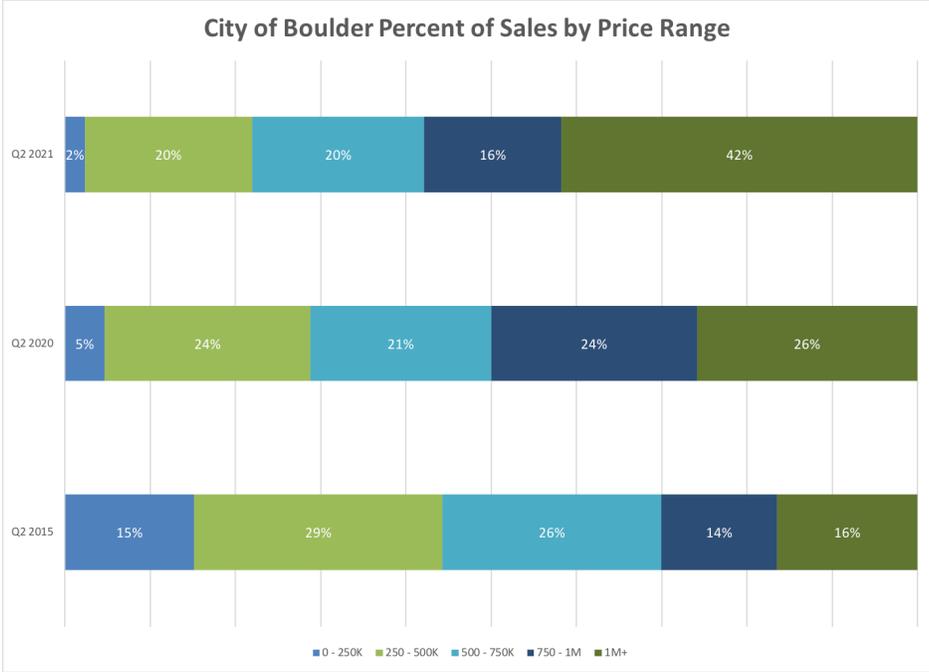
At the end of the quarter, if sales kept up the current pace, it would have taken 2 months to sell all of the listings in Boulder if no new listings were added. The market is moving quickly and inventory is at an all-time low for this time of year.

# City of Boulder Price Trends

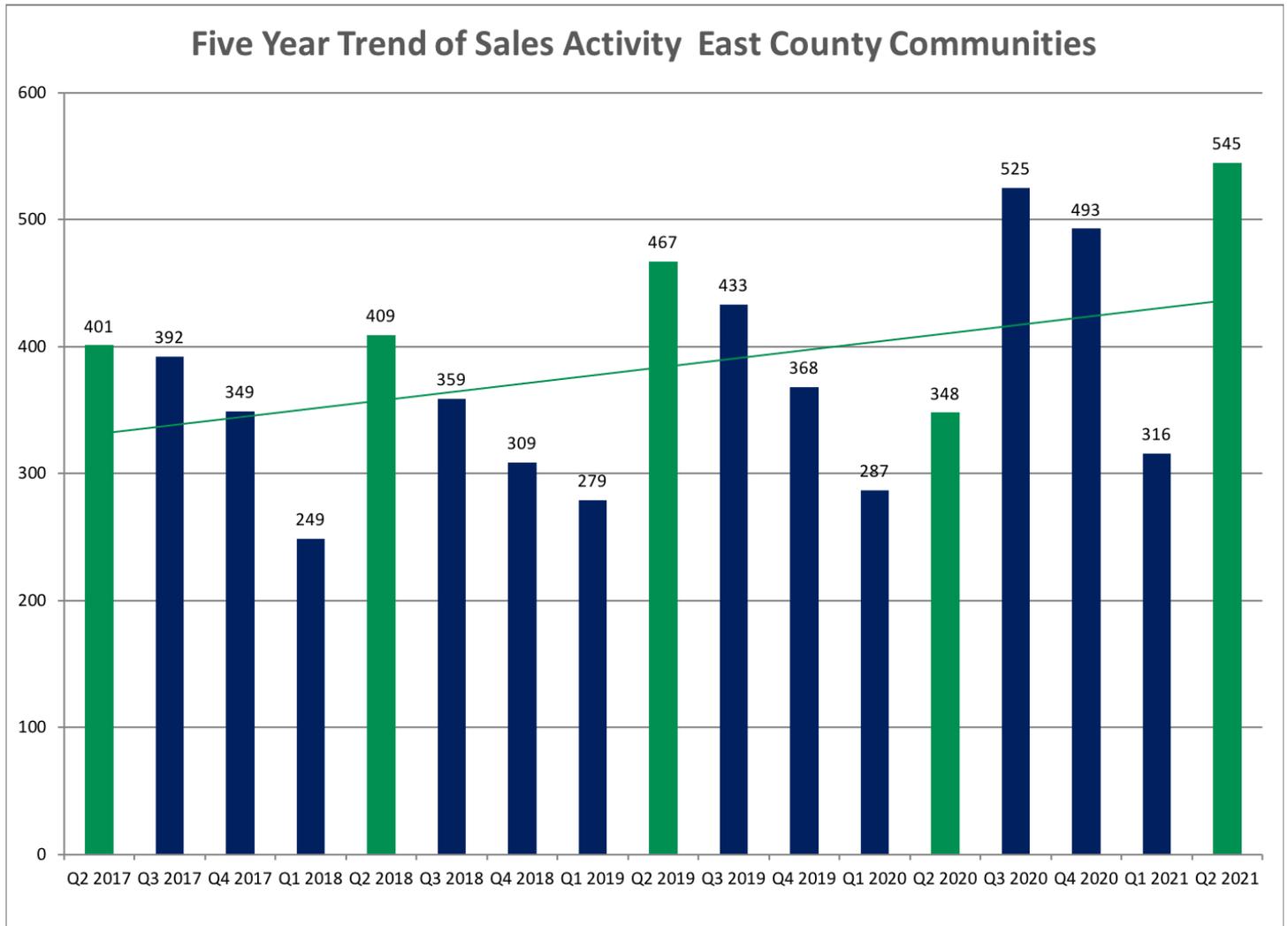


The top graph shows the price trends in the City of Boulder over the past five years. The red line is the average price (\$1,156,825) and the blue line is the median price (\$862,500) within the City.

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 2nd quarter a year ago. The bottom bar for comparison represents the sales mix during the 2nd quarter in 2015. In 2015 15% of sales were \$250,000 and below, that price range represented just 2% this past quarter. Most of those sales were deed restricted. At the same time the \$1 million plus market has grown from 16% to 42% of sales in the City of Boulder.



# Erie, Lafayette, Louisville, Superior Sales Activity



### Total Sales

Sales in the second quarter were 34% higher than the previous four year average for the second quarter.



### Median Price

A year ago the median price for sales in the 2nd quarter was \$576,000 this year it was \$691,000. An increase of 20%.



### Days to Contract

On average, it took 16 days for a home to go under contract. This is 12 days faster than last year during the 2nd quarter last year.

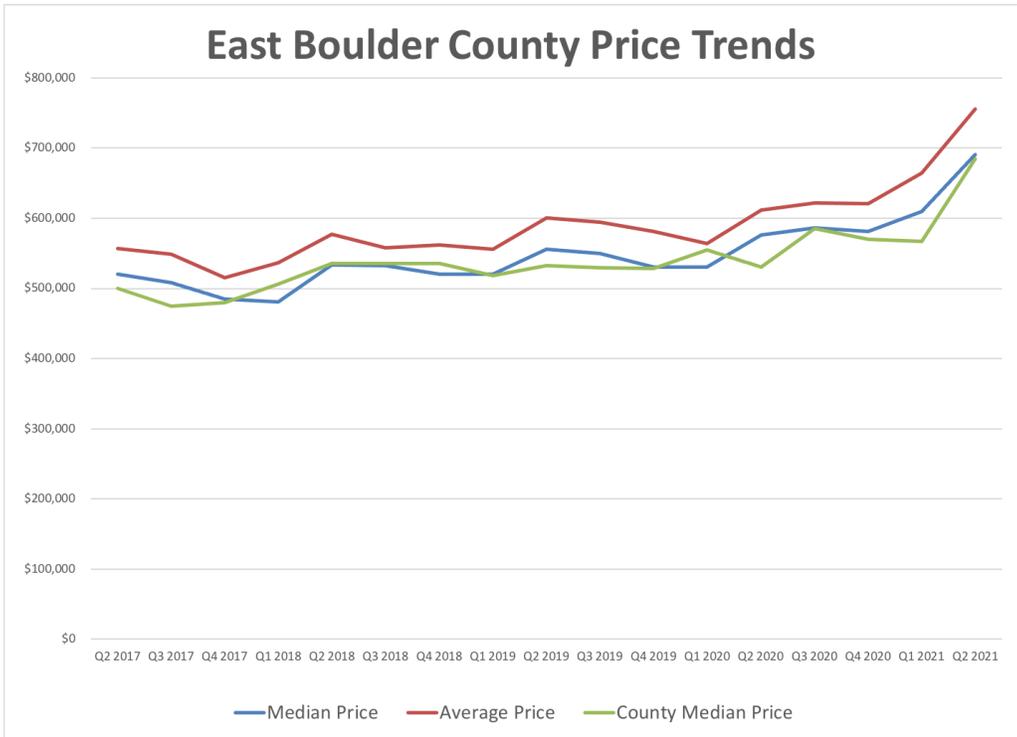


### Months of Inventory

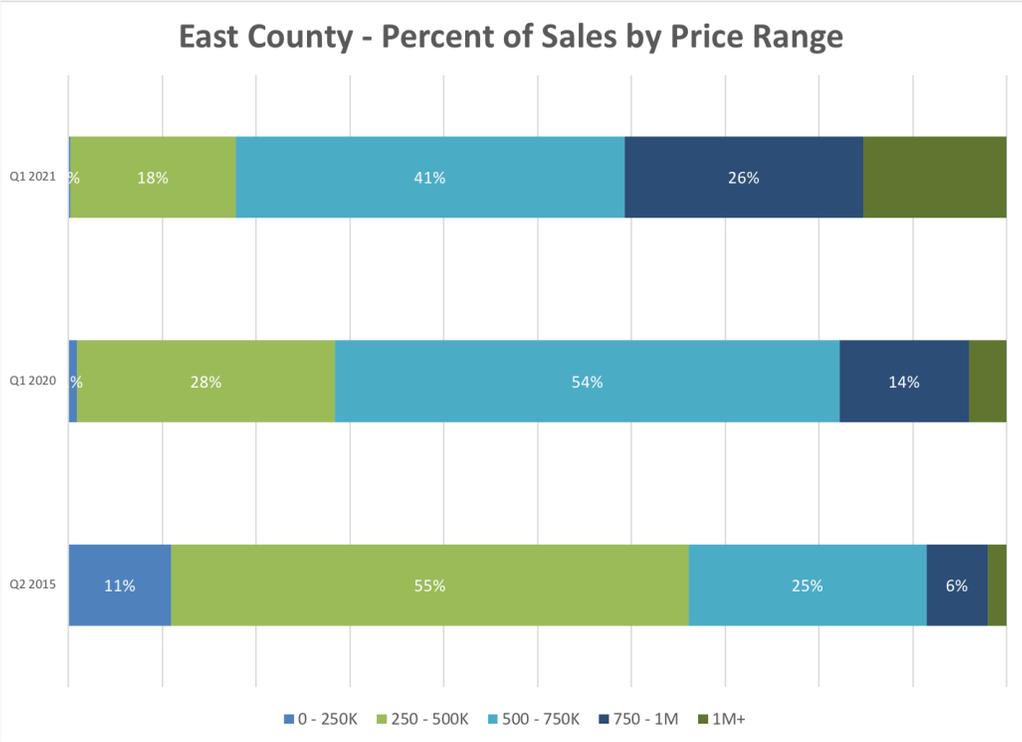
At the end of the quarter, if sales kept up the current pace, it would have taken 2 months to sell all of the listings if no new listings were added. This shows a really low inventory and a very quick sell through rate. This is 1.5 months quicker than a year ago.

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



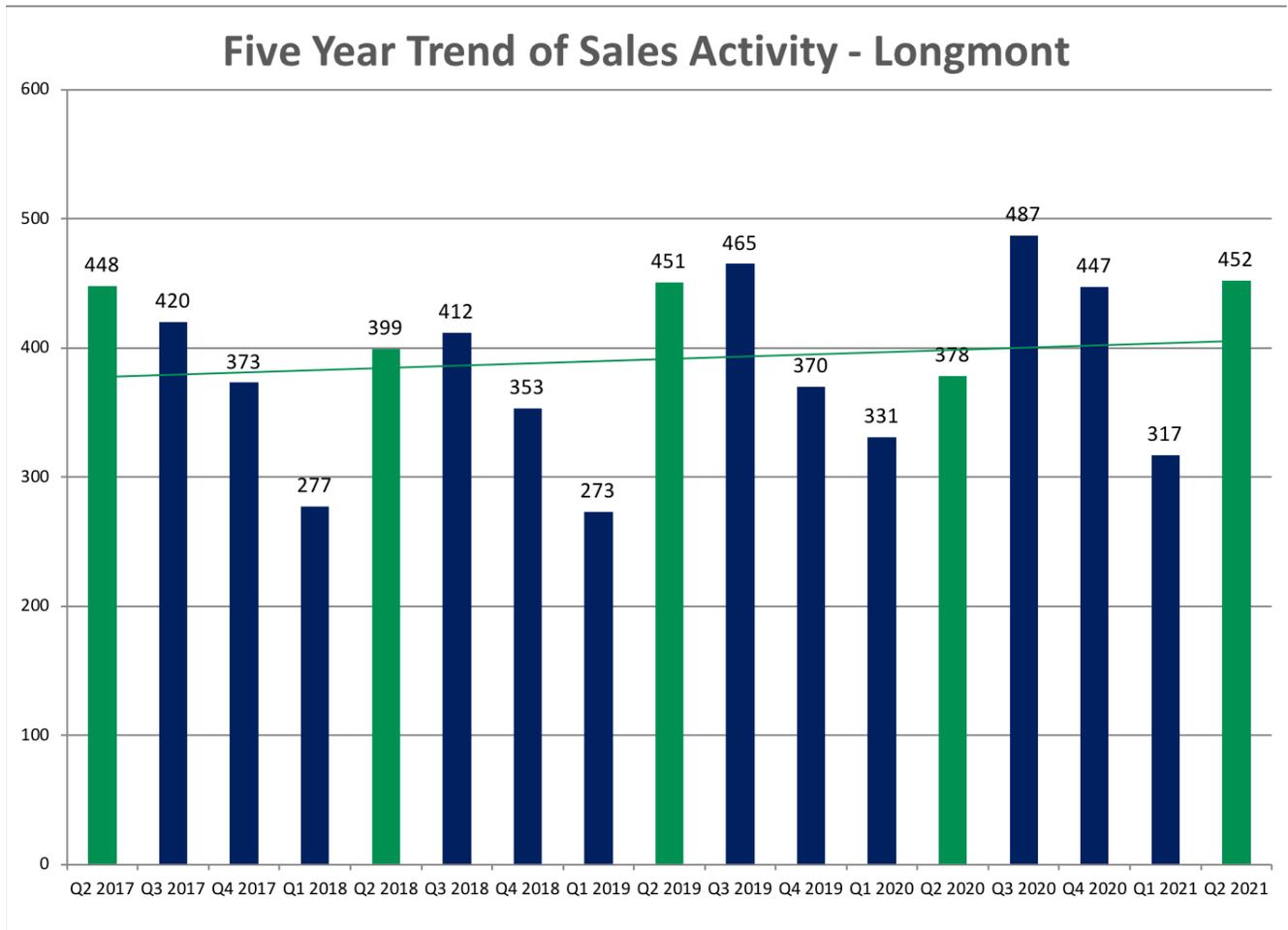
The top graph shows the price trends in the east county communities over the past five years. The red line is the average price (\$756,175) and the blue line is the median price (\$691,00). The price gains during the quarter were typical of the rest of the county.



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 2nd quarter a year ago. The bottom bar for comparison represents the sales mix during the 2nd quarter in 2015. In 2015, 11% of sales were \$250,000 and below, this year, there were no sales in that price range. During that same time frame the +\$1 Million price range has grown from 2% of the market to 15%.

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



## City of Longmont Market Snapshot



### Total Sales

Comparing 2nd qtr. 2021 to 2nd qtr. 2020, sales increased by 74 sales. A 20% increase.



### Median Price

A year ago the median price for sales in the 2nd quarter was \$425,850, this year it was \$516,773 an increase of 21%.



### Days to Contract

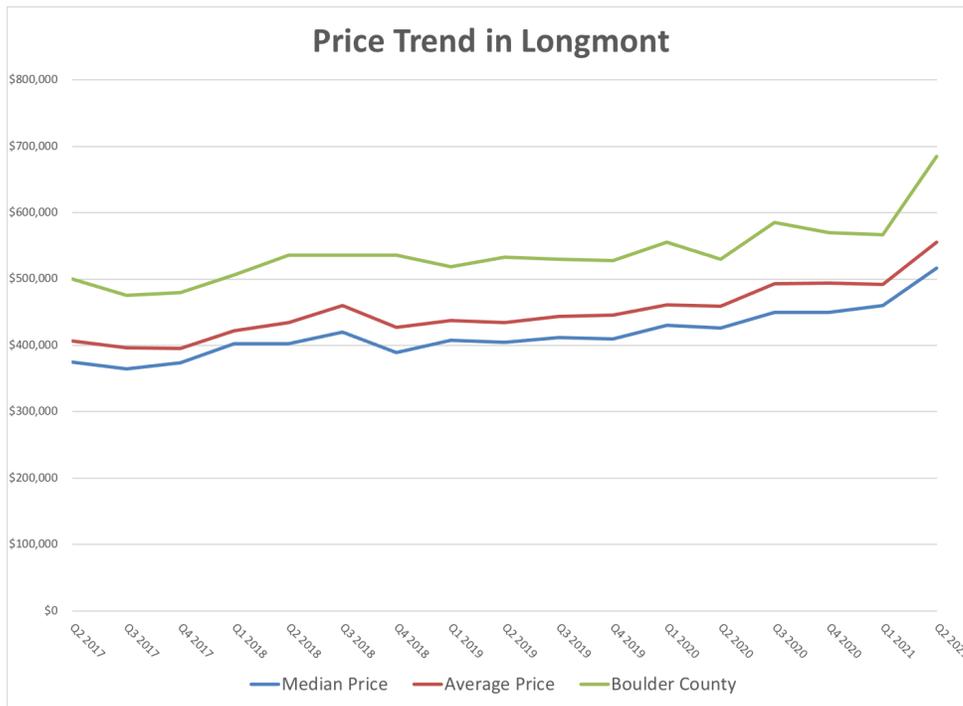
Of the properties that sold, it took on average 17 days to go under contract in Longmont. This is significantly shorter than it took last year.



### Months of Inventory

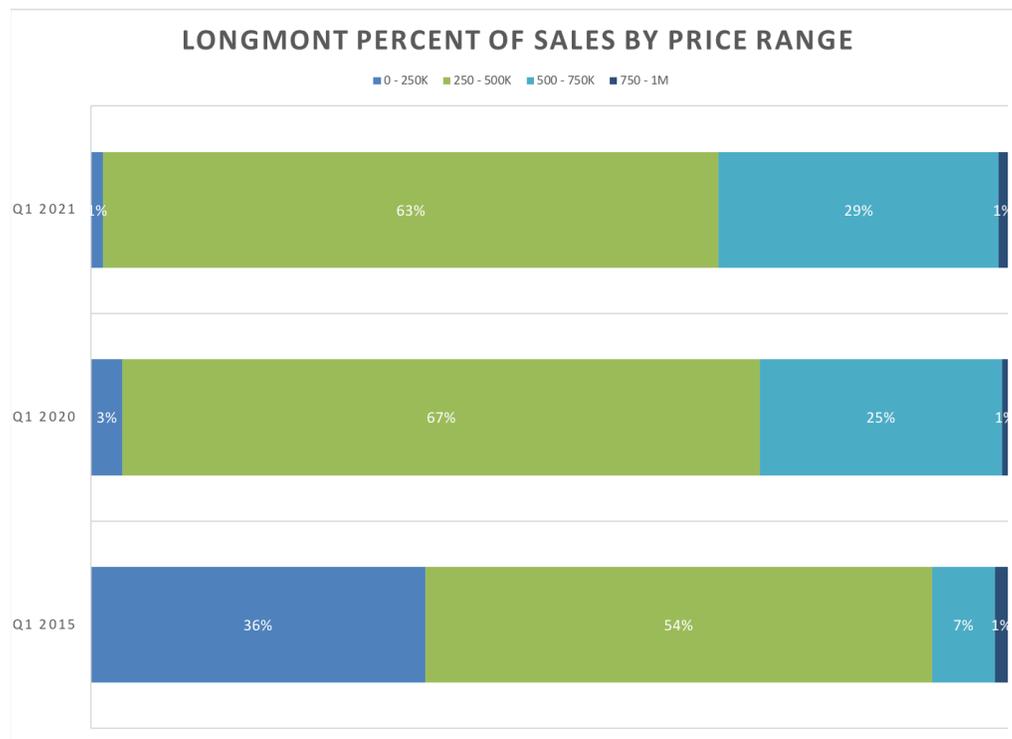
At the end of the quarter if sales kept up the current pace it would have taken 1.7 months to sell all of the listings if no new listings were added. Last year it was around 2.6. A balanced market is said to be at six months.

# City of Longmont Price Trends



The top graph shows the price trends in Longmont over the past five years. The red line is the average price (\$555,724) and the blue line is the median price (\$516,773).

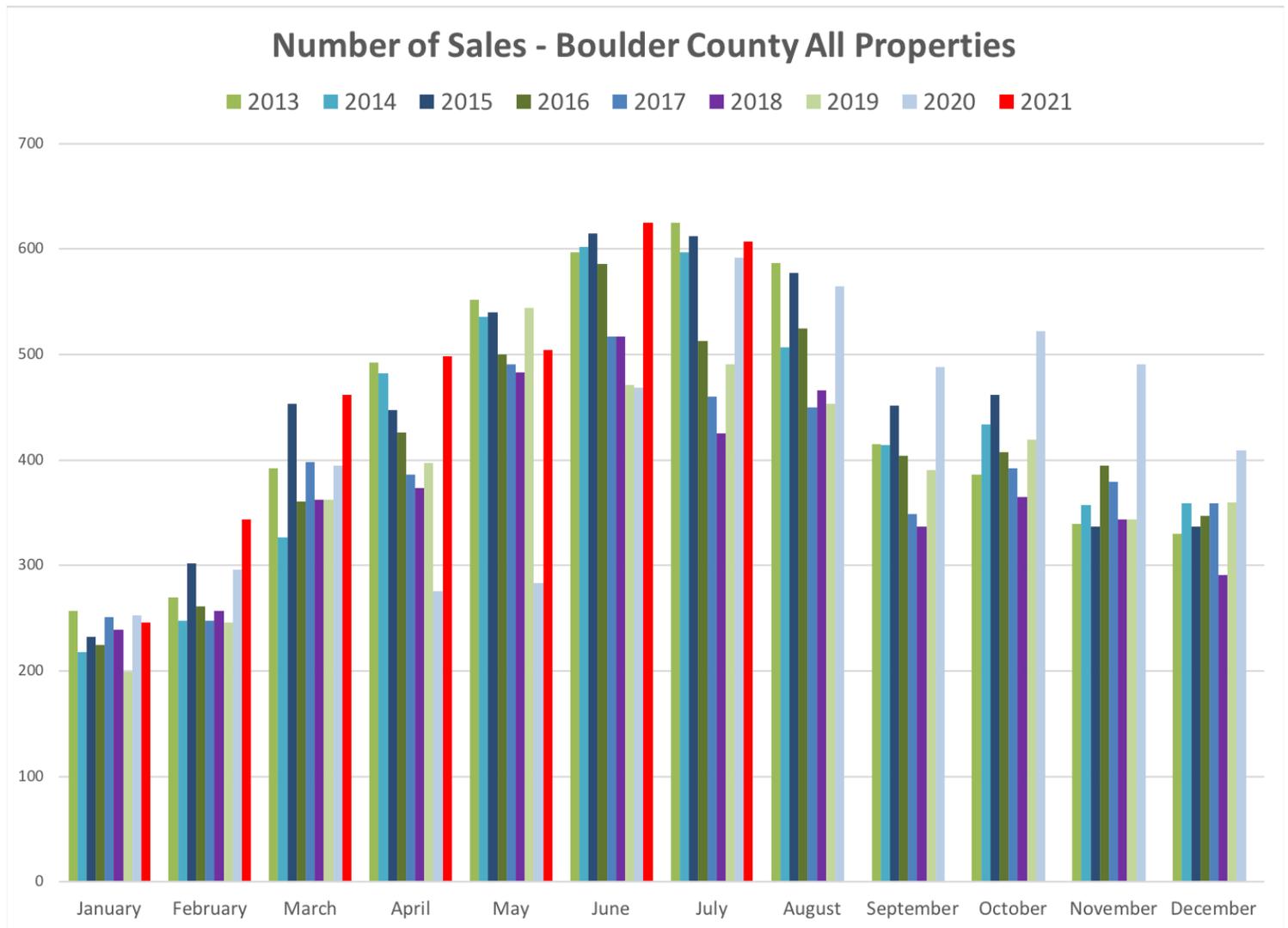
The most recent quarter showed a spike in all prices. For reference the green line is the median price for Boulder County.



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 2nd quarter a year ago. The bottom bar for comparison represents the sales mix during the 2nd quarter in 2015. In 2015 36% of sales were \$250,000 and below, that price range represented just 1% this past quarter. The \$500,000 - \$750,000 price range has grown from just 7% of the market to 29% in five years.

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

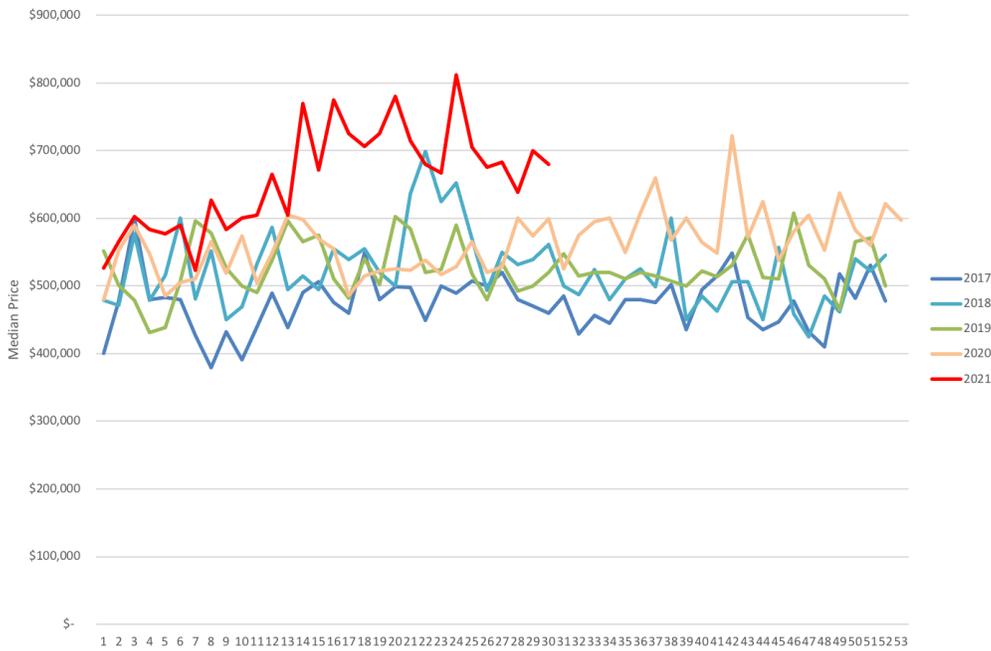
# Boulder County - Monthly Sales Activity



The graph on this page shows the sales of real estate 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 roughly one month. Post pandemic our predictable bell shaped curve seems to be back on track this year.

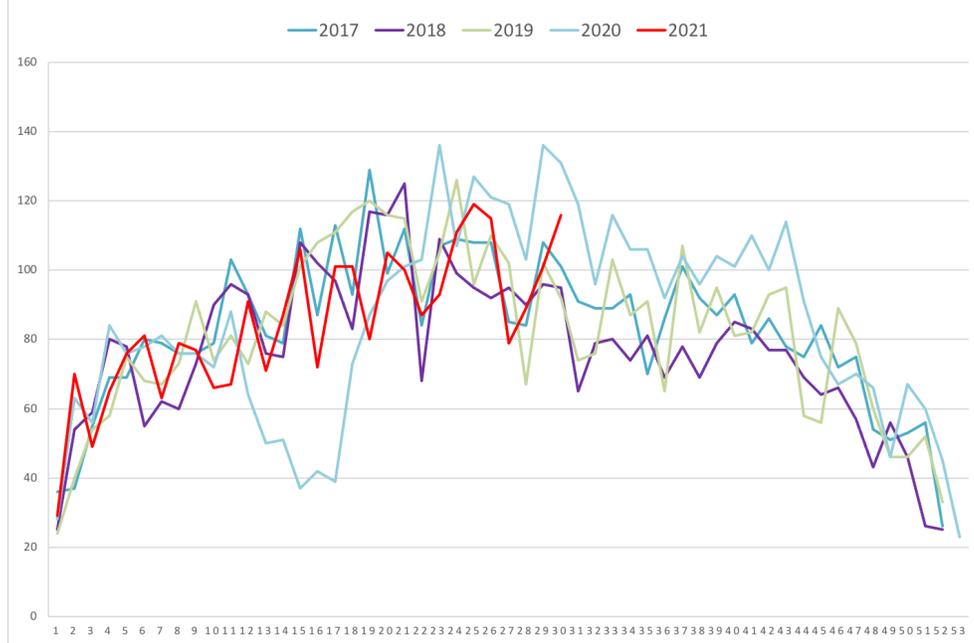
# Tracking Inventory and New Listings

## Weekly Sold Prices



The top graph shows the spike in prices we have seen this spring. This graph shows the average sold prices in Boulder County reported on a weekly basis.

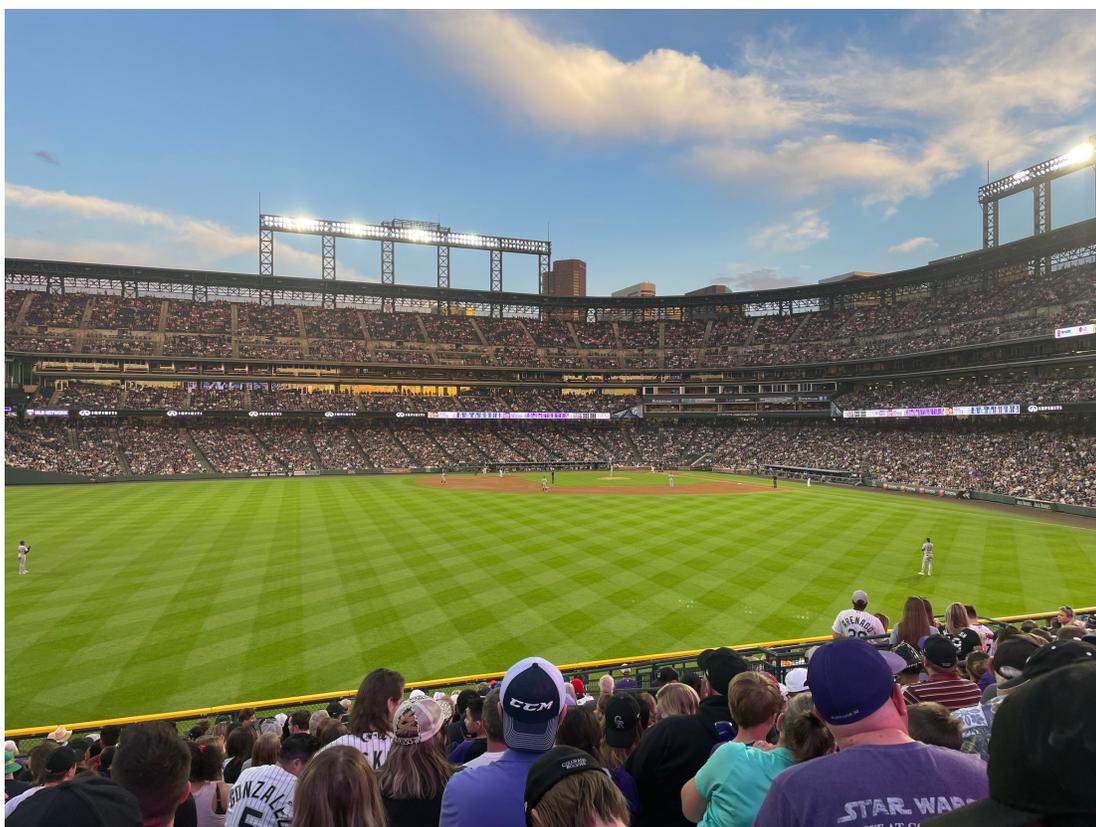
## WEEKLY UNDER CONTRACT



The graph to the left shows the number of properties being listed as going under contract on a weekly basis in Boulder County. The red line shows the activity so far this year. Sales have been hampered by low inventory but nevertheless, YTD sales are up 37% from a year ago and 20% from the first two quarters in 2019.

# 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!**

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