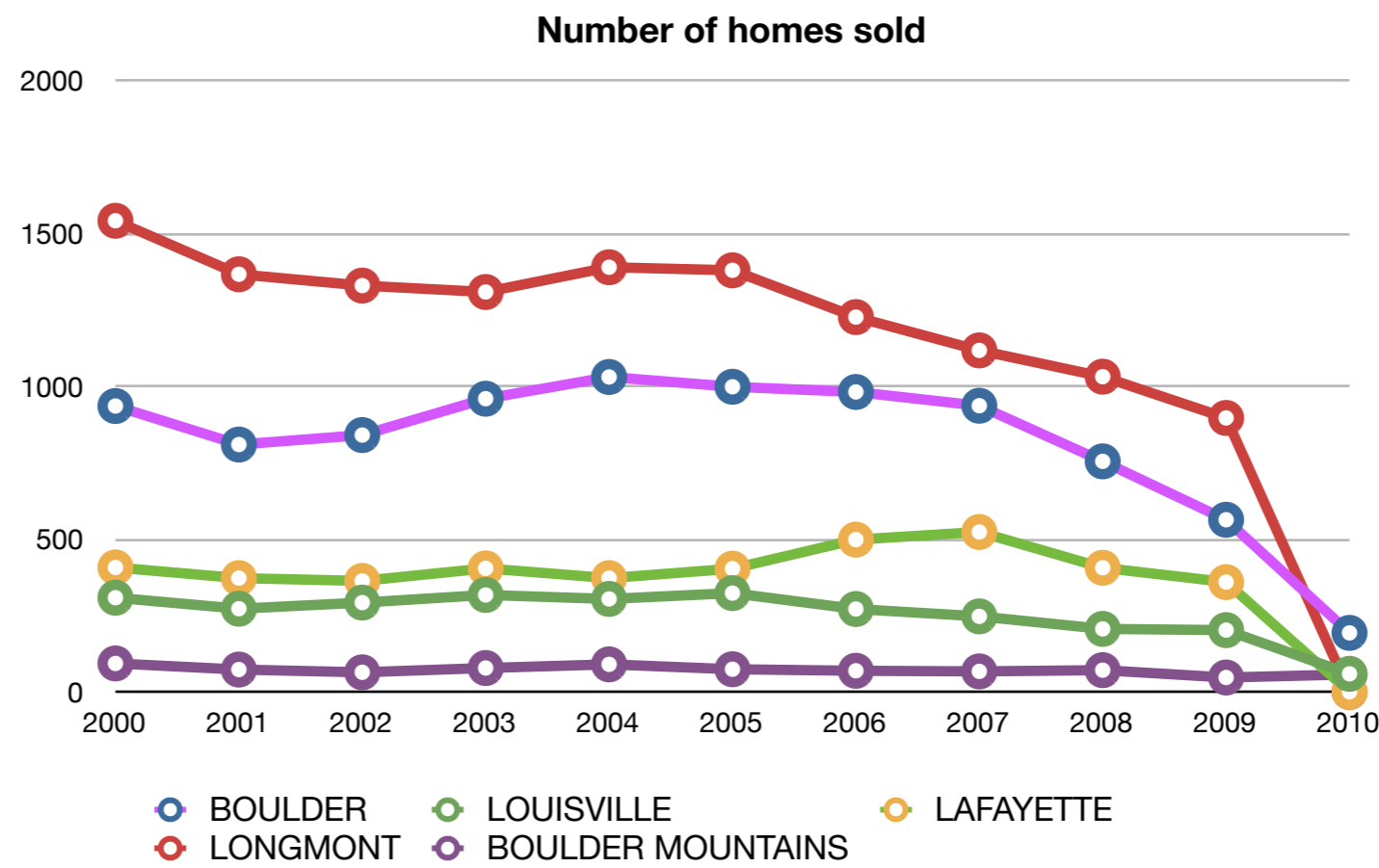
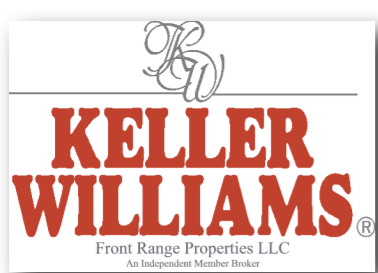


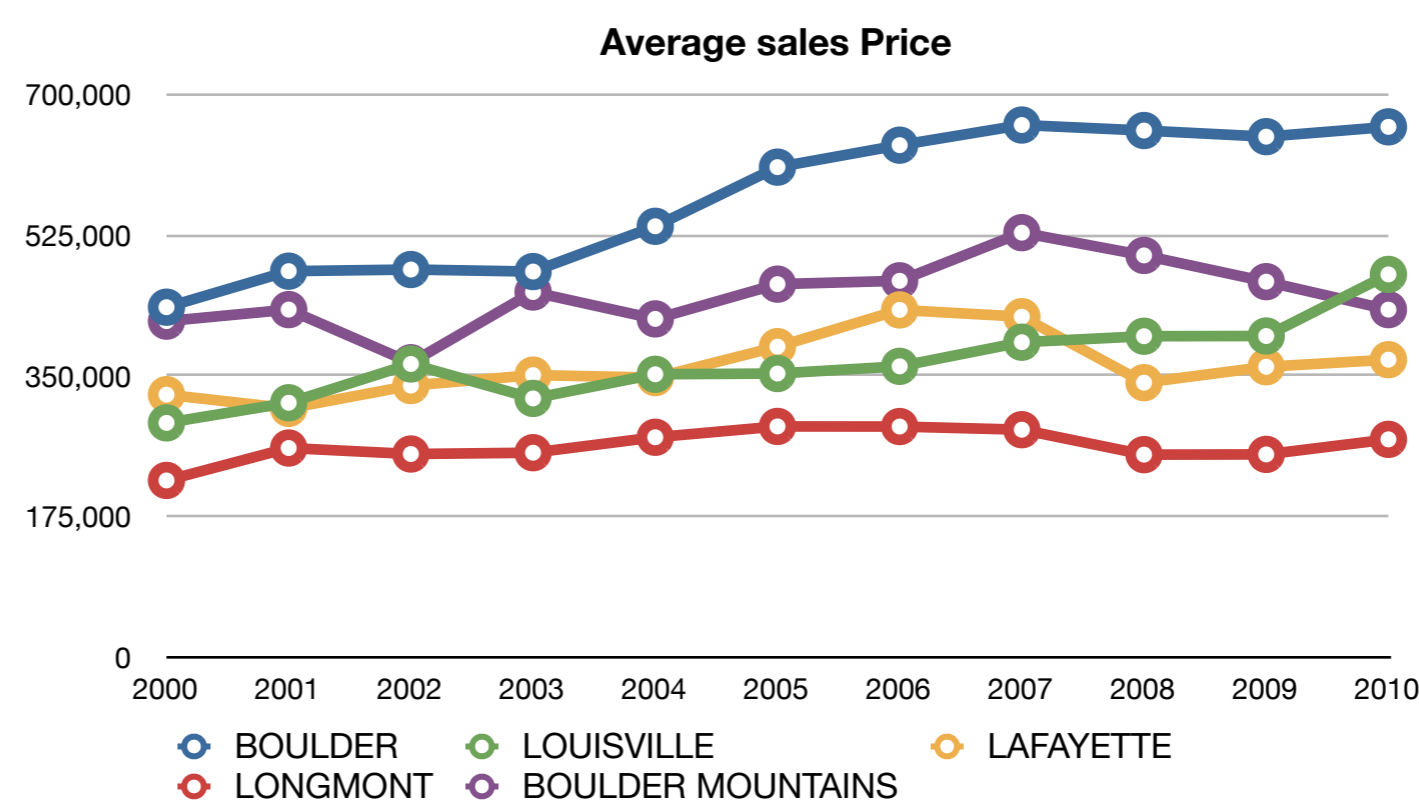
SINGLE FAMILY HOME SALES FROM JANUARY 2000 THROUGH DECEMBER 2010 IN BOULDER, LOUISVILLE, LAFAYETTE, LONGMONT, AND THE MOUNTAINS OF BOULDER COUNTY

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
BOULDER	936	810	841	960	1031	999	982	937	755	564	194
LOUISVILLE	309	273	293	318	305	324	272	248	207	203	60
LAFAYETTE	408	373	364	405	373	404	499	524	407	360	1
LONGMONT	1542	1367	1330	1309	1390	1380	1227	1118	1032	897	1
BOULDER MOUNTAINS	94	74	65	79	91	75	70	68	72	48	58

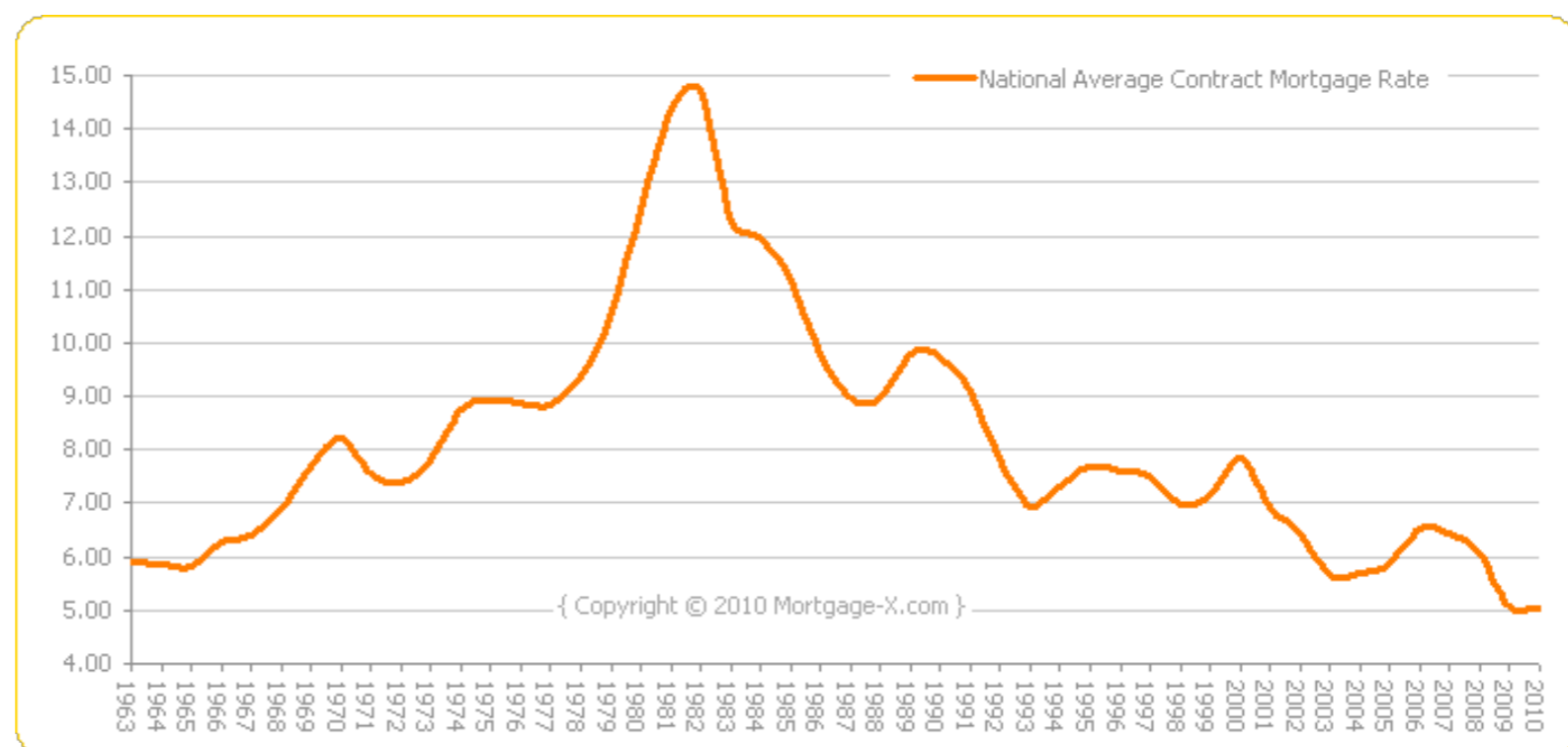
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	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
BOULDER	435,597	480,430	482,454	479,924	536,245	609,838	637,172	662,222	655,385	647,751	659,961
LOUISVILLE	291,662	316,699	364,980	322,091	352,142	353,061	362,018	392,014	399,486	399,741	476,383
LAFAYETTE	326,809	309,722	338,097	351,119	348,002	386,498	432,208	423,766	341,698	361,478	370,304
LONGMONT	220,075	260,399	252,935	254,575	273,784	287,262	287,111	283,198	252,172	252,459	271,189
BOULDER MOUNTAINS	418,246	432,610	366,483	454,464	421,022	464,275	468,435	528,323	500,004	467,364	432,576



National average for interest rates for mortgages from 1963 to 2010 courtesy of Mike Echery, Bank of Commerce Mortgage



Buying Now with Today's Rates Would Actually Save More Than The Homebuyer Tax Credit from April 30th

It's no secret that mortgage interest rates are at unprecedented lows and considerably lower than the rates from just this past spring. Anyone with rates of 5.25% or higher can actually save considerably with the rates currently in the low to mid 4's on 30 yr fixed and less for 15 yrs.

Based on the current interest rates, a homebuyer now would actually save four times more in interest than the \$8000 First Time Home Buyer Tax Credit that ended April 30. This comparison assumes a buyer took out a \$200,000 loan based on a 5.25% interest rate back in April. In today's terms, if a buyer was to take out a \$200,000 loan at 4.375% 30 yr Fixed, the buyer would actually save over \$38,000 in interest. Even when accounting for the \$8000 tax credit, the current rates would still save the borrower over \$30,000. This is quite a substantial savings for only a .875% drop in interest rate. This logic goes further and builds a good case for purchasing now. If rates go up by .875% to say 5.25%, which is still a historically amazing rate, that is equivalent to spending more than \$21,000 for the same house. So even if prices were to drop further, the impact of higher rates could end up costing you more. This doesn't even take into account the interest savings over the life of the loan.

If you have further mortgage questions, feel free to contact me at:

bank of commerce | mortgage
bankofcommorcemortgage.com

Mike Echery
Loan Officer

Tel: 303.385.1121 | Cell: 303.817.3818 | Fax: 303.228.9511
1637 Pearl Street, Suite 203, Boulder, CO 80302
mechery@bankofcommorcemortgage.com

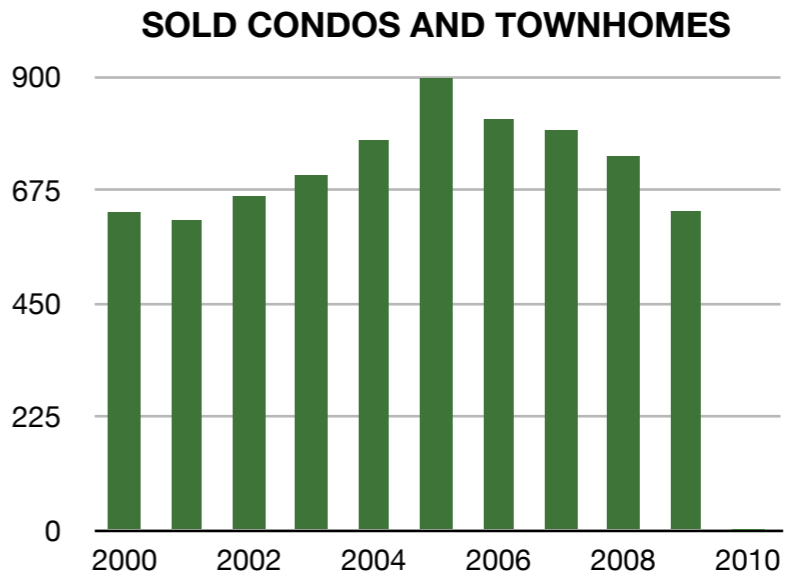
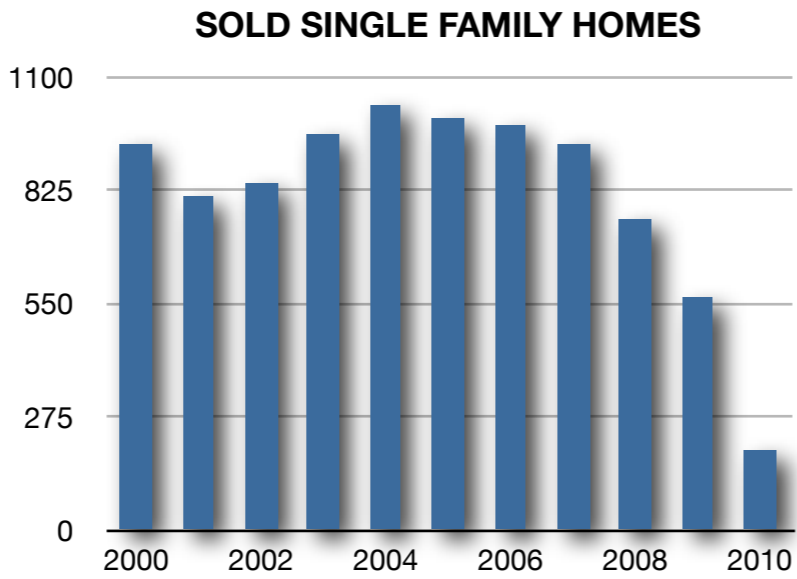
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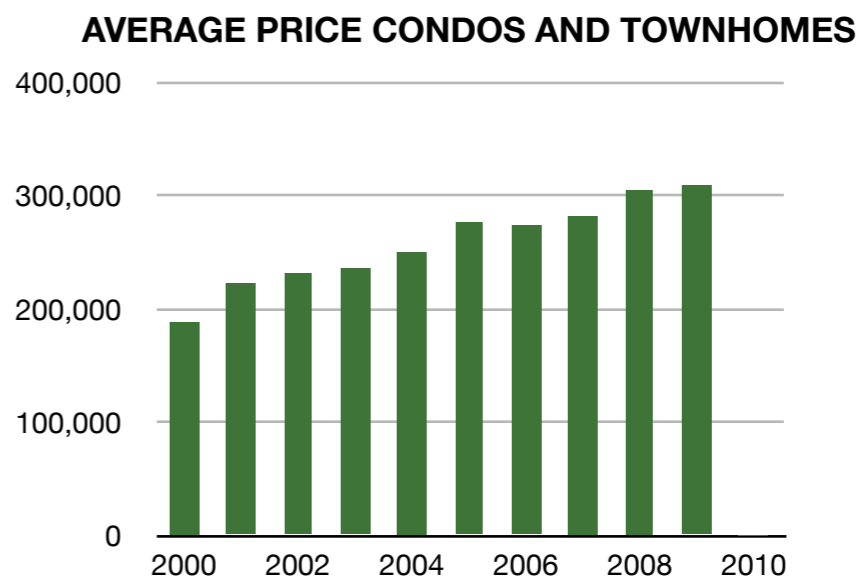
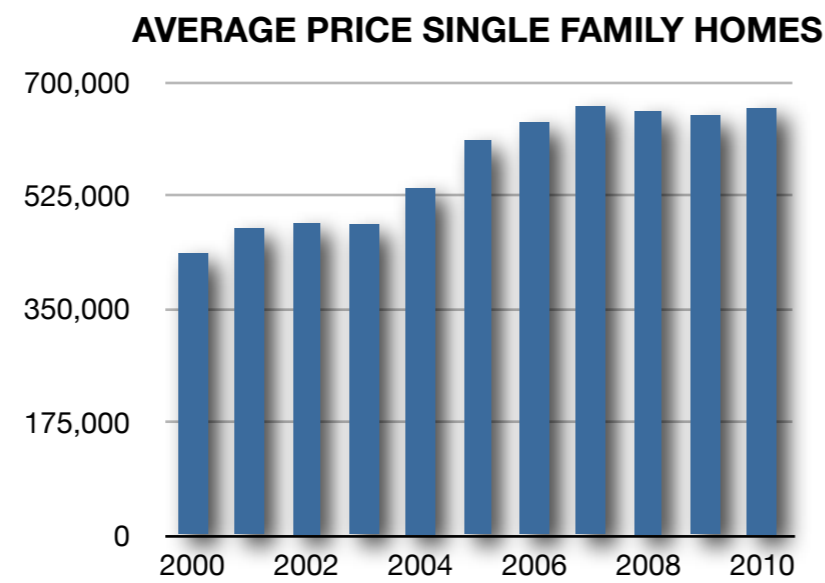
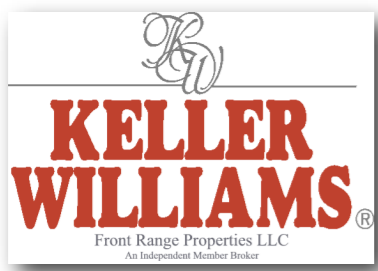
BOULDER

Sold Single Family Homes January through December from 2000 through 2010

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Sold Single Family Homes	936	810	841	960	1031	999	982	937	755	564	194
Average Price	435,597	474,430	482,454	479,924	536,245	609,838	637,172	662,222	655,385	647,751	659,961
Sold Condos and Townhomes	630	615	663	705	773	900	815	793	743	633	1
Average Price	188,388	222,195	231,221	235,345	250,029	276,101	273,731	281,766	304,798	308,719	1

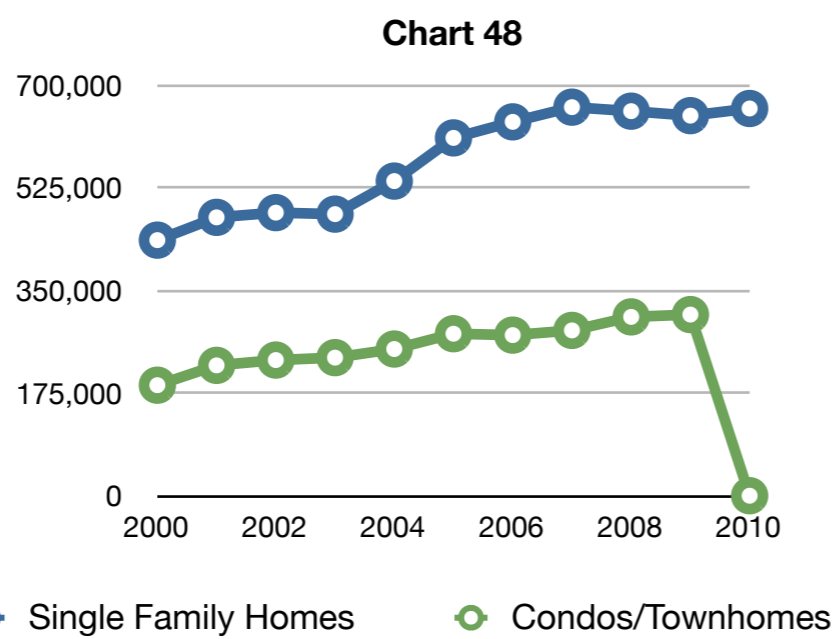


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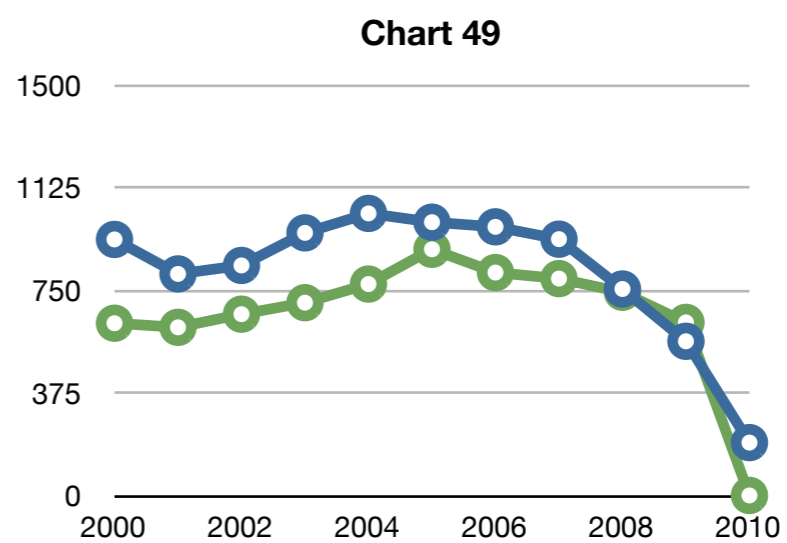
For more detailed information about your own neighborhood, please call me. I would be happy to prepare a similar report tailored to your needs and interests.

Average Sales Price Single Family Homes VS Condos and Townhomes



● Single Family Homes ● Condos/Townhomes

SOLD Single Family Homes VS Condos and Townhomes

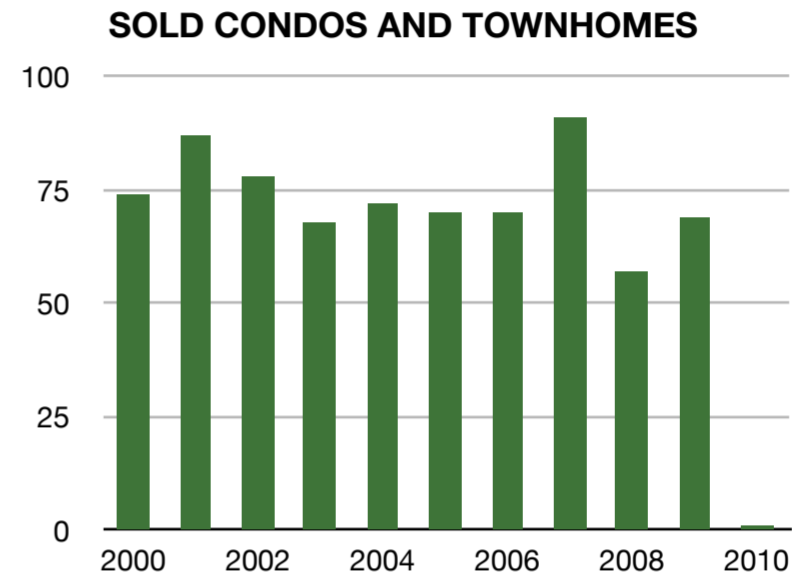
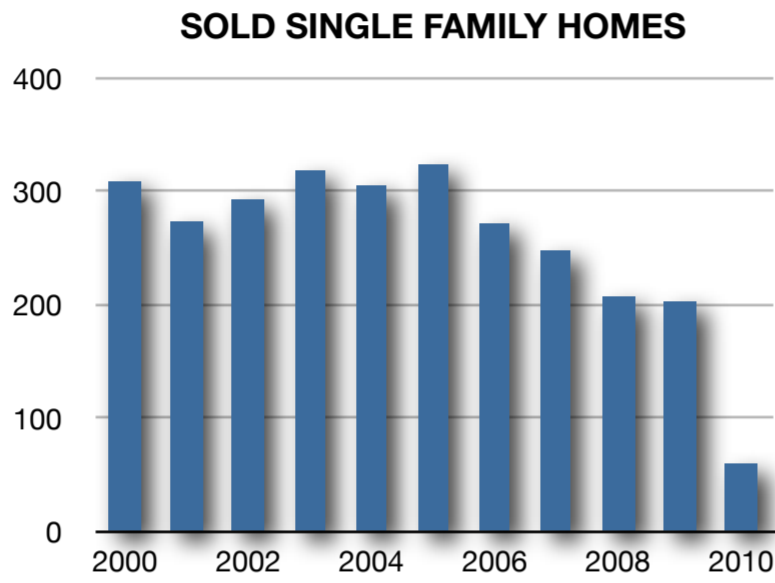


● Sold Single Family Homes ● Sold Condos and Townhomes

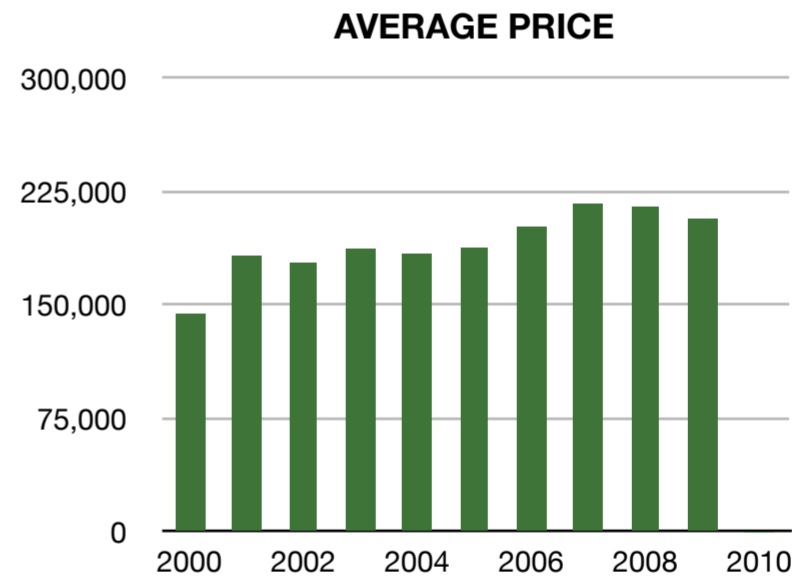
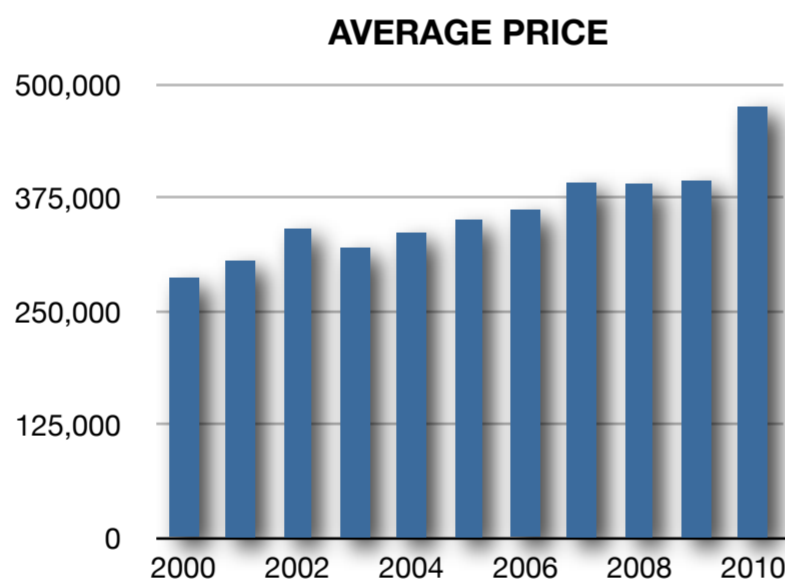
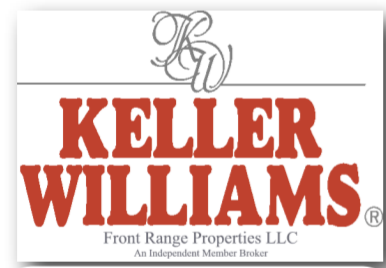
LOUISVILLE

Sold Single Family Homes January through December from 2000 through 2010

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Sold Single Family Homes	309	273	293	318	305	324	272	248	207	203	60
Average Price	286,928	306,515	341,190	320,940	337,284	351,298	361,828	392,014	391,199	394,573	476,383
Sold Condos and Townhomes	74	87	78	68	72	70	70	91	57	69	1
Average Price	143,935	182,431	178,073	186,914	183,677	187,751	201,665	216,909	214,677	207,110	1

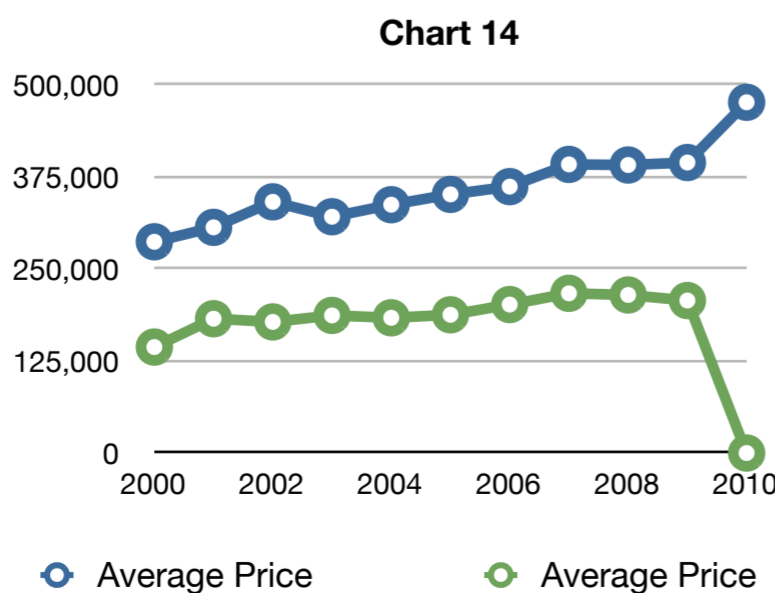


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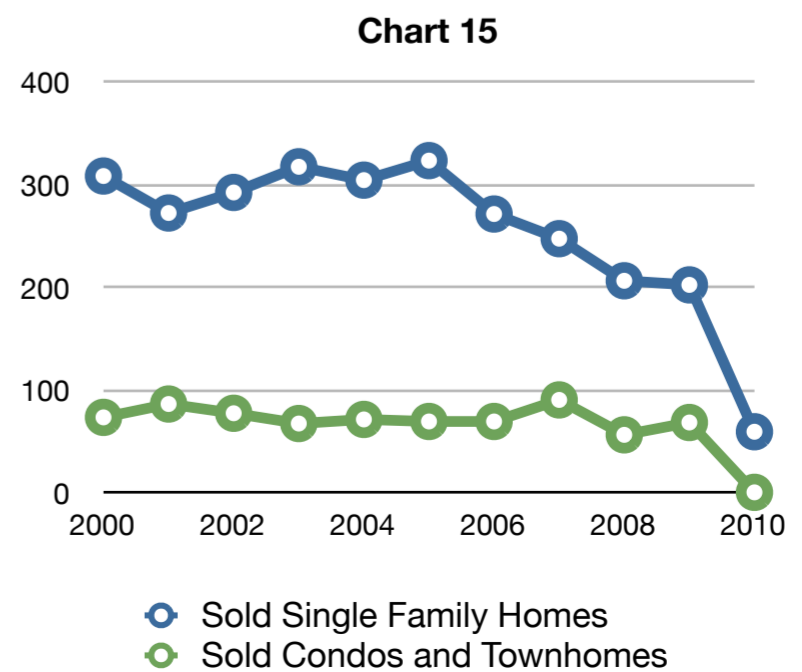


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Average Sales Price Single Family Homes VS Condos and Townhomes



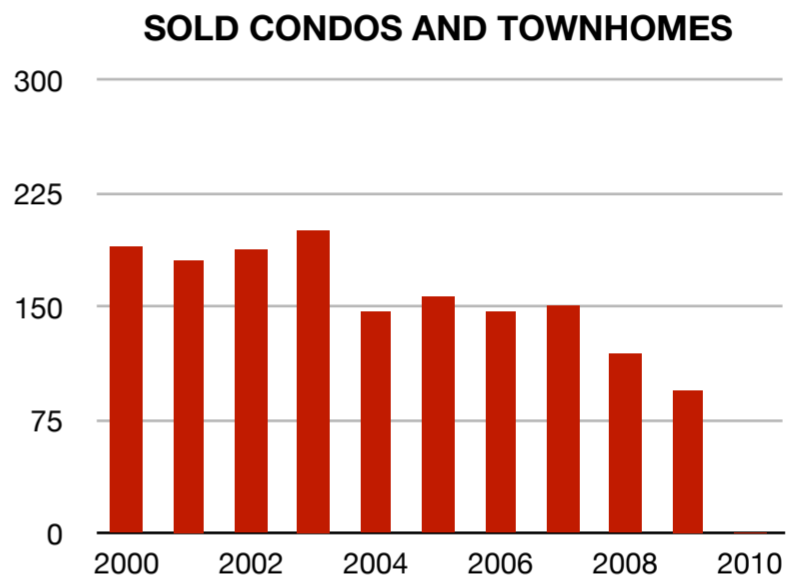
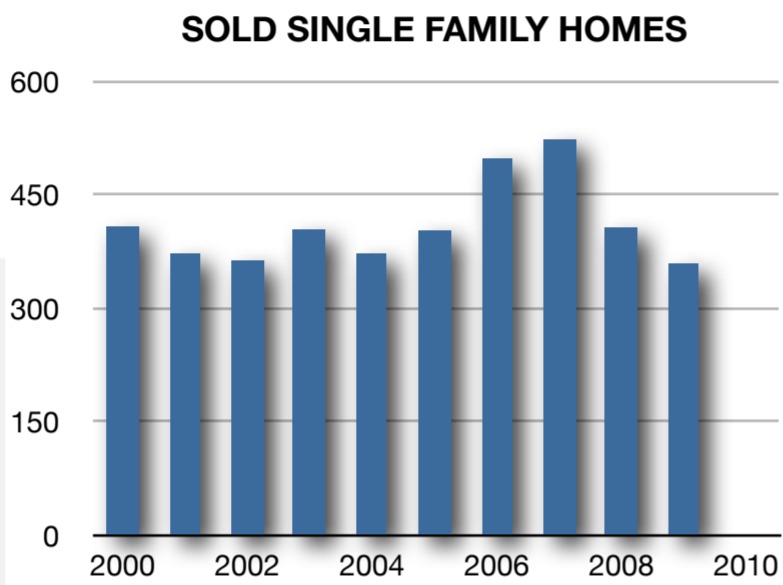
SOLD Single Family Homes VS Condos and Townhomes



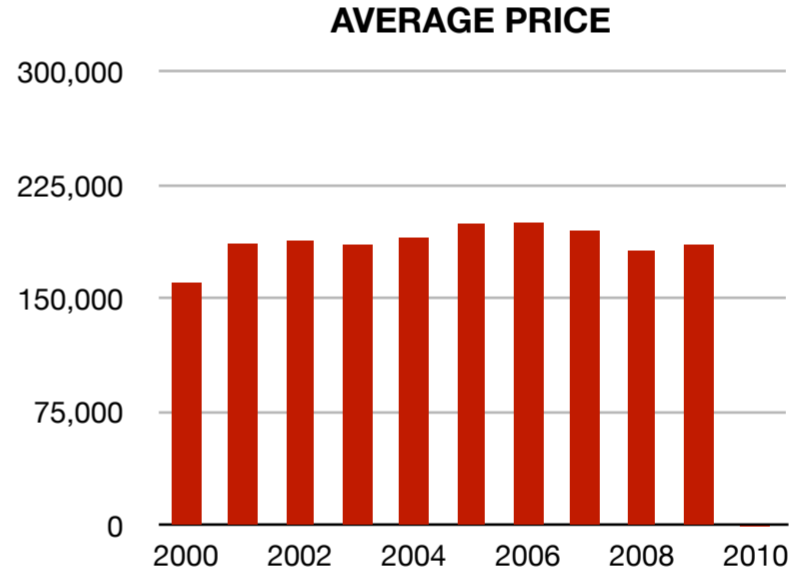
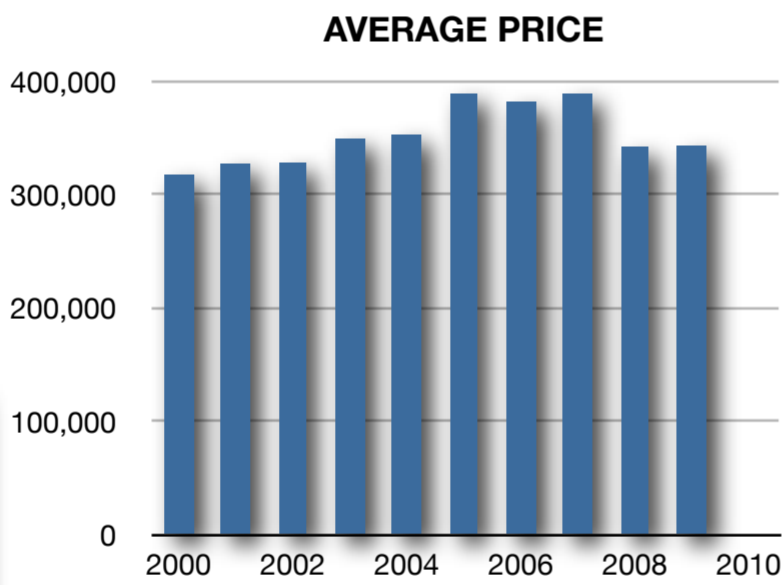
LAFAYETTE

Sold Single Family Homes June, July and August from 2000 through 2010

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Sold Single Family Homes	408	373	364	405	373	404	499	524	407	360	1
Average Price	317,472	327,434	328,192	349,407	353,012	390,116	382,151	388,920	342,035	342,929	1
Sold Condos and Townhomes	190	181	188	201	147	157	147	151	119	95	1
Average Price	160,887	186,507	188,743	185,923	190,218	199,626	200,037	194,783	181,723	185,676	1

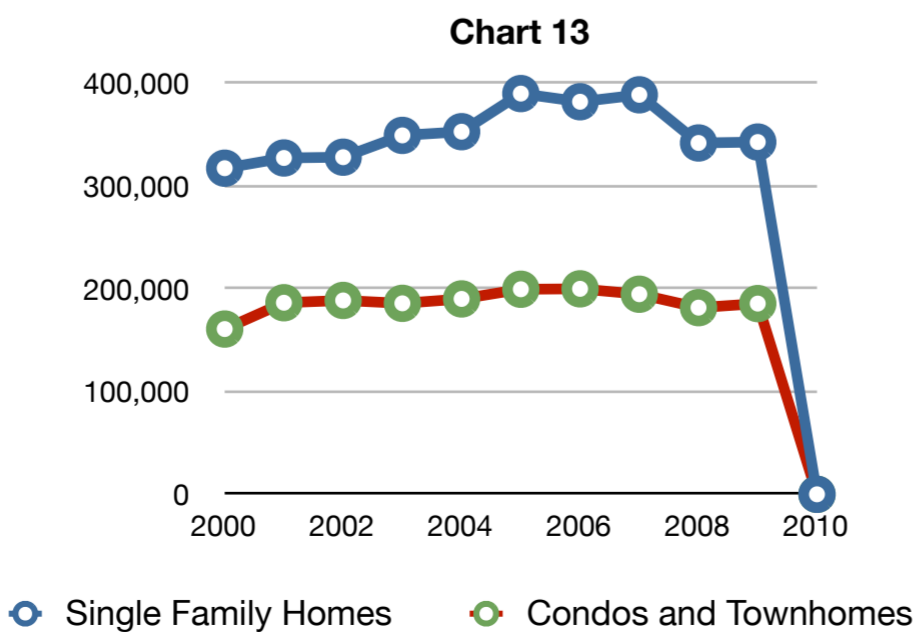


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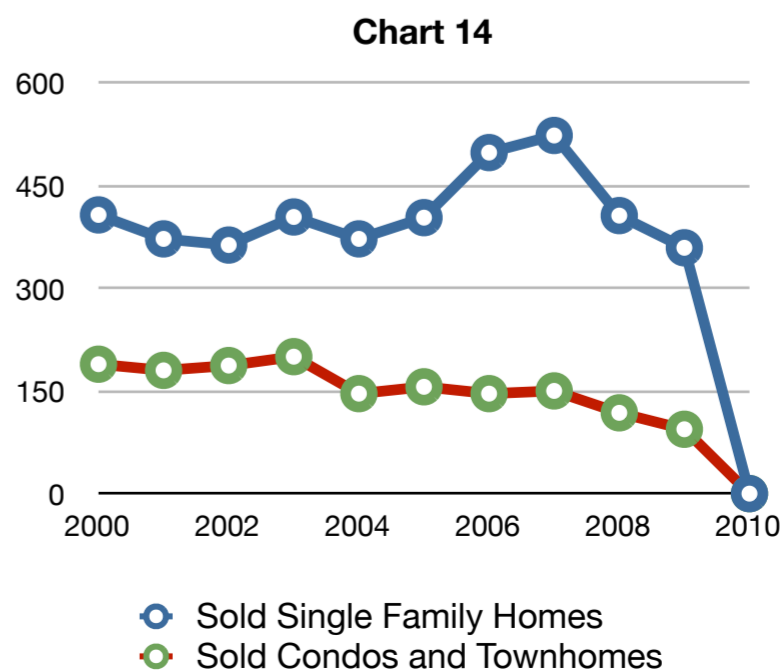


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Average Sales Price Single Family Homes VS Condos and Townhomes



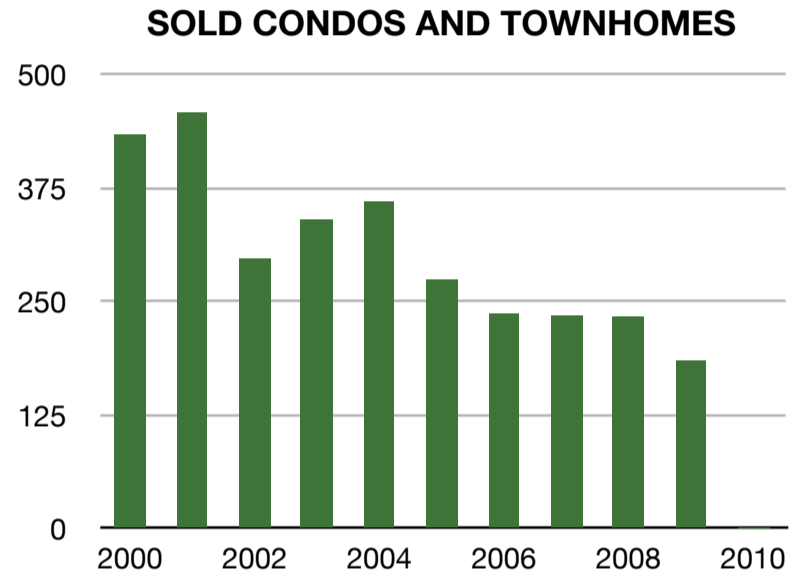
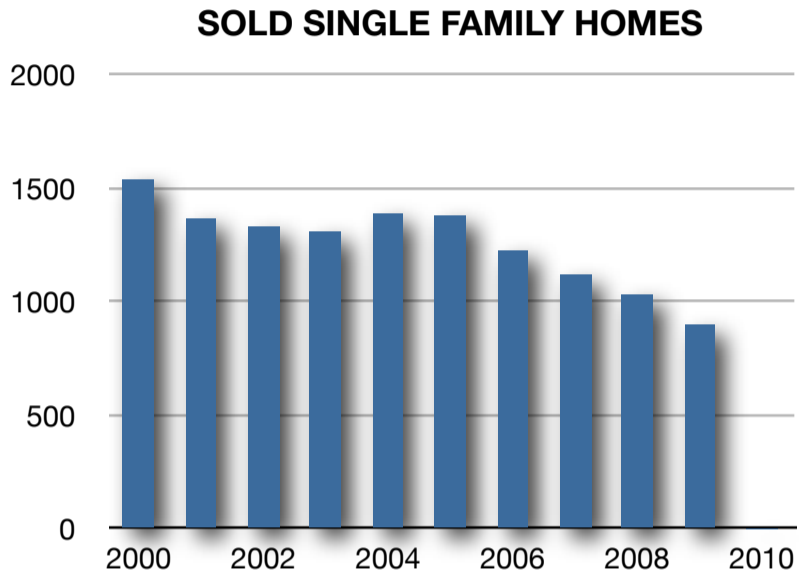
SOLD Single Family Homes VS Condos and Townhomes



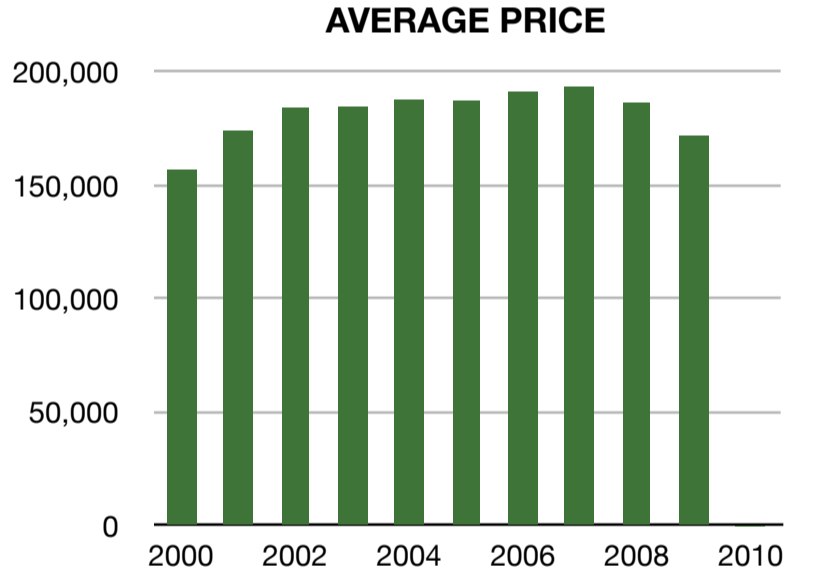
LONGMONT

Sold Single Family Homes June, July and August from 2000 through 2010

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Sold Single Family Homes	1542	1367	1330	1309	1390	1380	1227	1118	1032	897	1
Average Price	220,792	250,774	252,760	255,239	265,841	279,377	289,903	279,404	251,547	241,041	1
Sold Condos and Townhomes	434	459	297	340	360	274	237	235	234	185	1
Average Price	156,940	174,087	184,194	184,814	187,750	187,275	191,556	193,618	186,660	172,038	1



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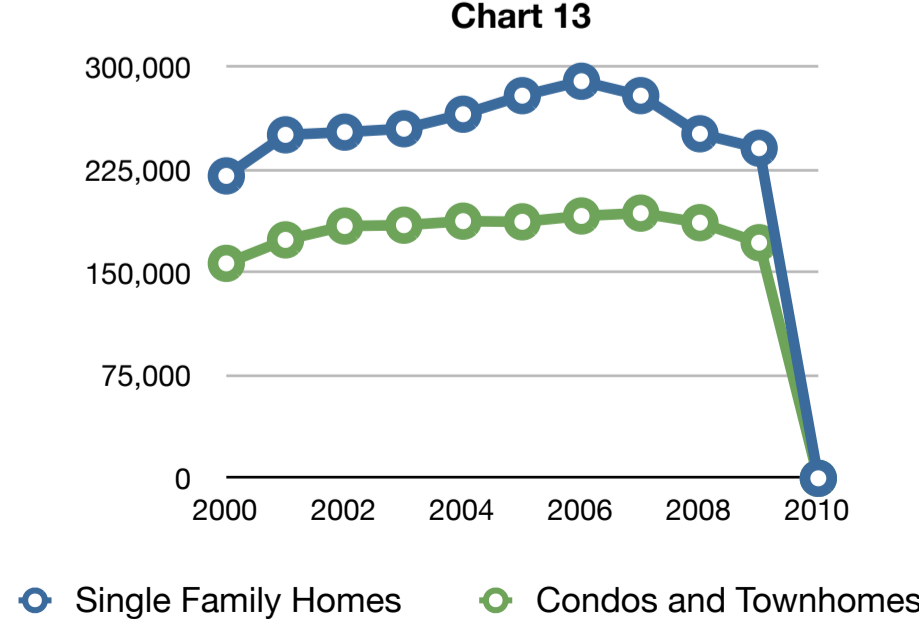


■ Average Price

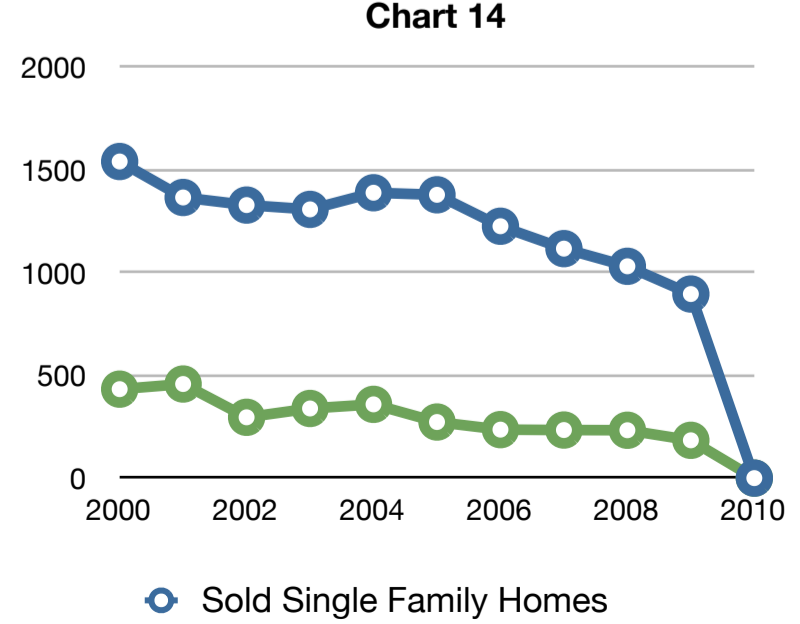
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Average Sales Price Single Family Homes VS Condos and Townhomes

SOLD Single Family Homes VS Condos and Townhomes



● Single Family Homes ● Condos and Townhomes



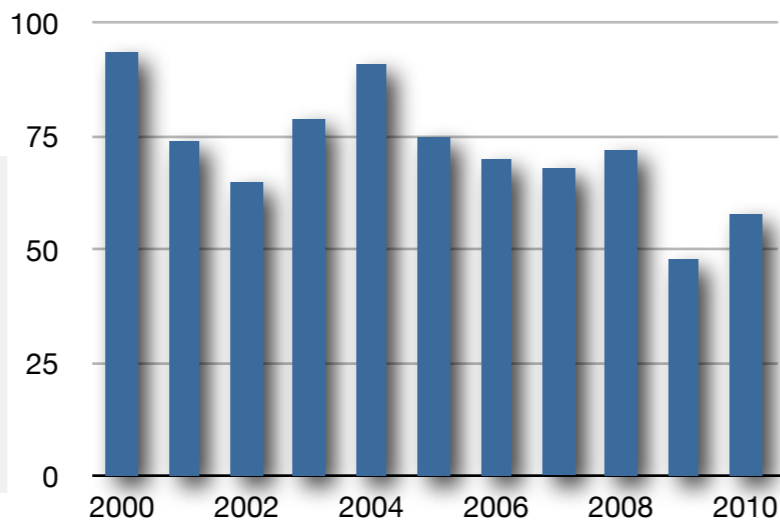
● Sold Single Family Homes ● Sold Condos and Townhomes

BOULDER MOUNTAINS

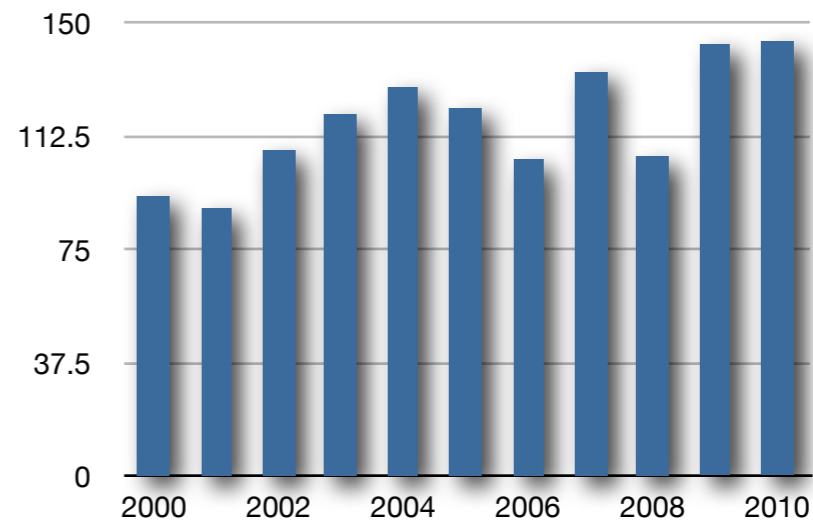
Sold Single Family Homes in the June, July and August from 2000 through 2010

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Sold Single Family Homes	94	74	65	79	91	75	70	68	72	48	58
Days on Market	93	89	108	120	129	122	105	134	106	143	144
Average Price	418,246	432,610	366,483	454,464	421,022	464,275	468,435	528,323	500,004	467,364	432,576
Median Price	360,000	370,000	325,000	399,000	375,000	420,000	412,500	406,500	425,000	426,000	405,000

SOLD SINGLE FAMILY HOMES



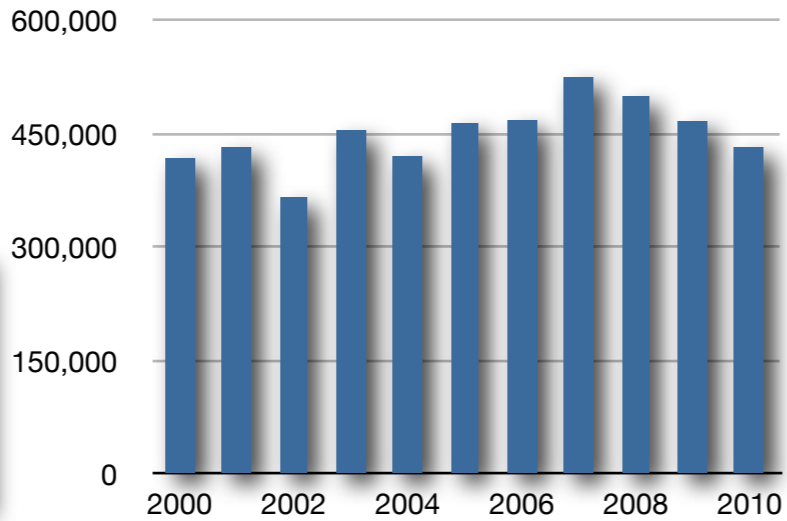
DAYS ON MARKET



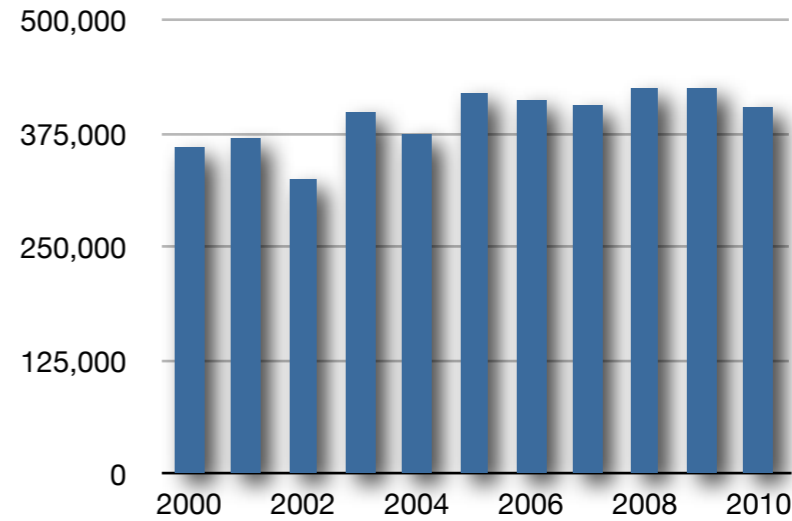
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AVERAGE PRICE

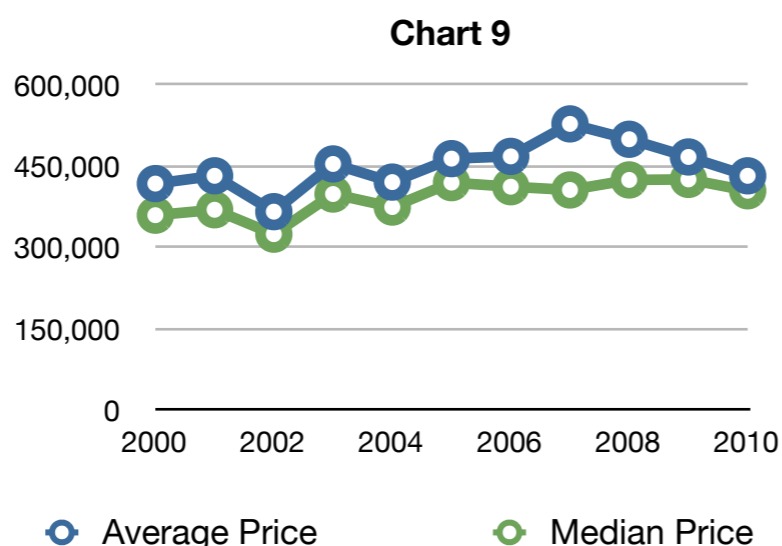


MEDIAN PRICE



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Average Sales Price vs Median Sales Price



Summer 2000 compared to Summer 2010

- * Home sales have dropped 38%
- * Average sales price has increased by 3%

Summer 2009 compared to Summer 2010

- * Home sales have dropped by 21%
- * Average sales price has decreased slightly more than 8%

With interest rates being at a historic low, this is a great time to buy. Make sure to read the mortgage rate report on the first page of this article, and please call me with any questions.

* Percentages are rounded to the nearest whole number

