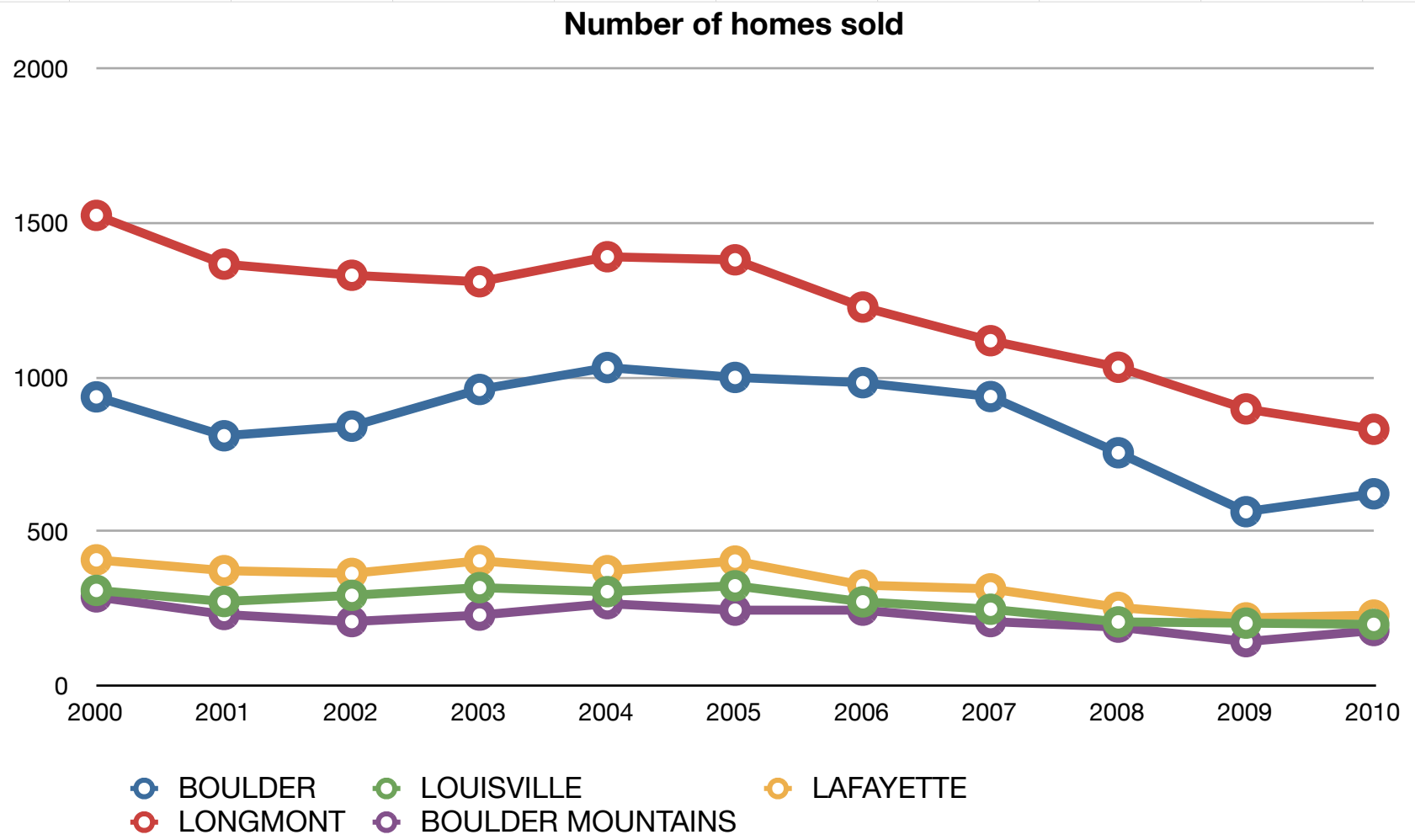


**SINGLE FAMILY HOME SALES
2000 THROUGH 2010
IN BOULDER, LOUISVILLE, LAFAYETTE, LONGMONT,
AND THE MOUNTAINS OF BOULDER COUNTY**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
BOULDER	936	810	841	960	1031	999	982	937	755	564	622
LOUISVILLE	309	273	293	318	305	324	272	248	207	203	199
LAFAYETTE	408	373	364	405	373	404	326	314	254	220	229
LONGMONT	1524	1366	1330	1309	1390	1380	1227	1118	1032	897	831
BOULDER MOUNTAINS	288	231	208	229	266	245	245	208	190	143	179



Karen Zeid
Realtor®, EcoBroker®
CHRE
 720-250-8250 Cell
Karen@BuyitwithSoul.com
www.BuyitwithSoul.com



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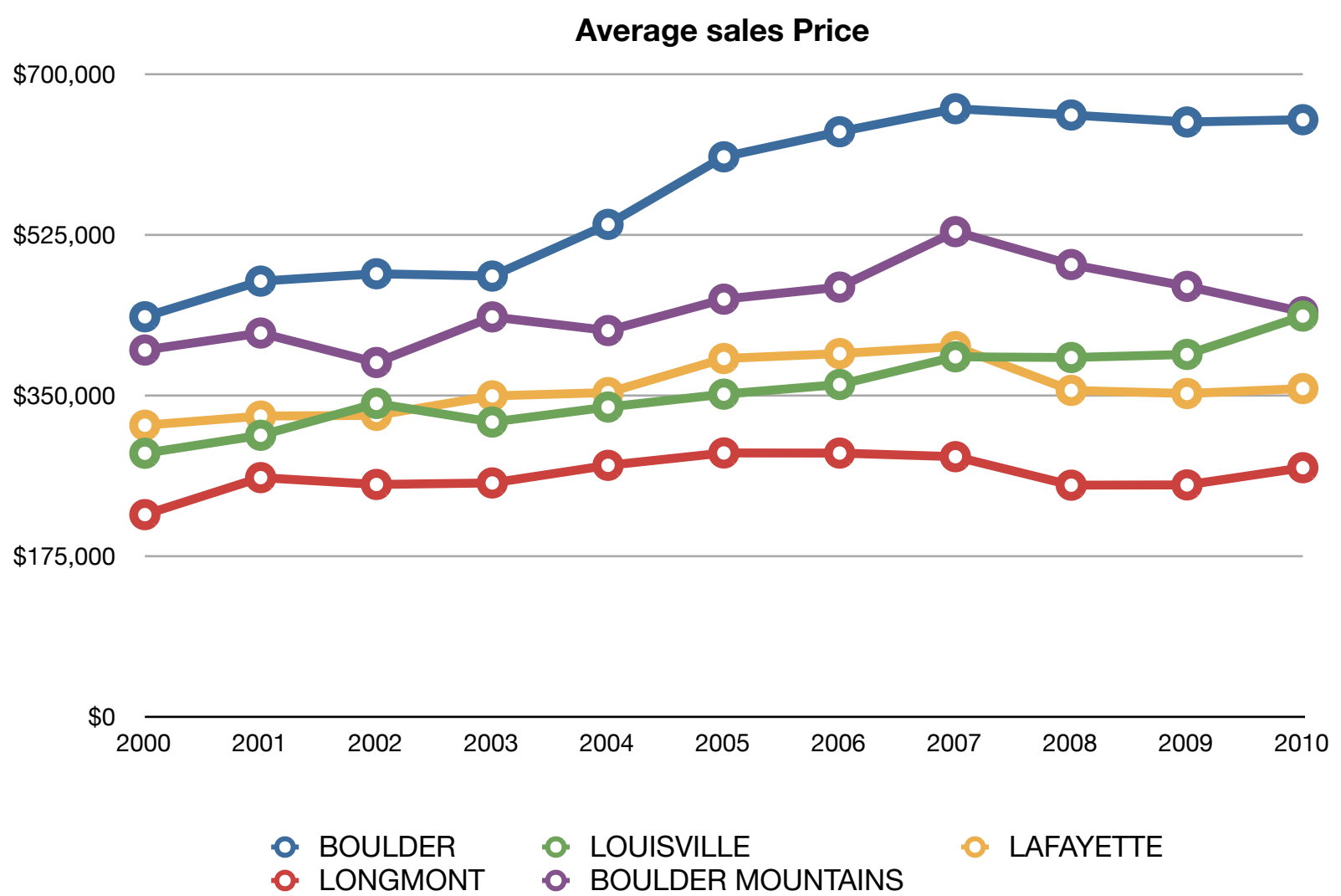


Average Sales Price

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
BOULDER	\$435,597	\$474,430	\$482,454	\$479,924	\$536,245	\$609,838	\$637,172	\$662,222	\$655,385	\$647,751	\$650,280
LOUISVILLE	\$286,928	\$306,515	\$341,190	\$320,940	\$337,284	\$351,298	\$361,828	\$392,014	\$391,199	\$394,573	\$436,369
LAFAYETTE	\$317,472	\$327,434	\$328,192	\$349,407	\$353,012	\$390,116	\$395,500	\$403,100	\$355,413	\$352,000	\$357,377
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	\$399,368	\$417,885	\$385,785	\$435,473	\$420,600	\$454,772	\$467,943	\$528,326	\$492,500	\$468,733	\$441,004



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Realtor®, EcoBroker®
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Karen@BuyitwithSoul.com
www.BuyitwithSoul.com



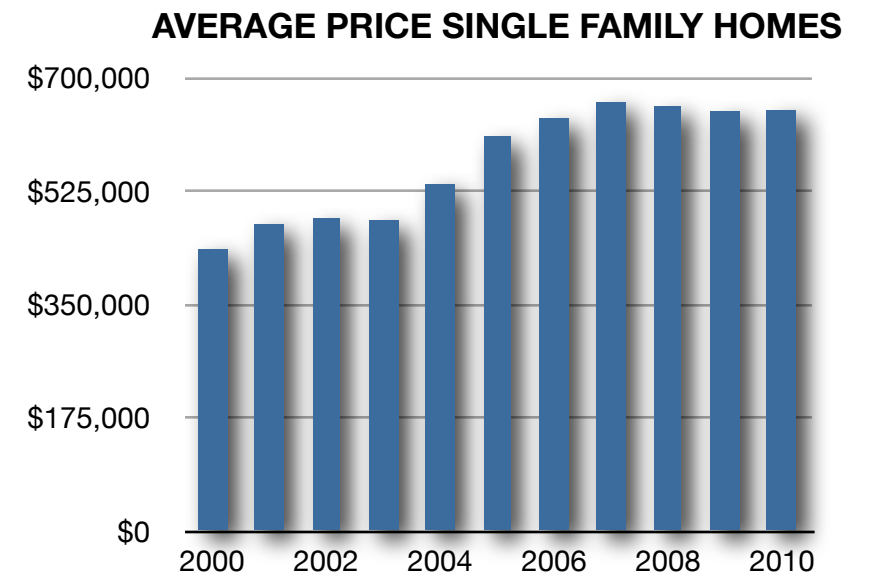
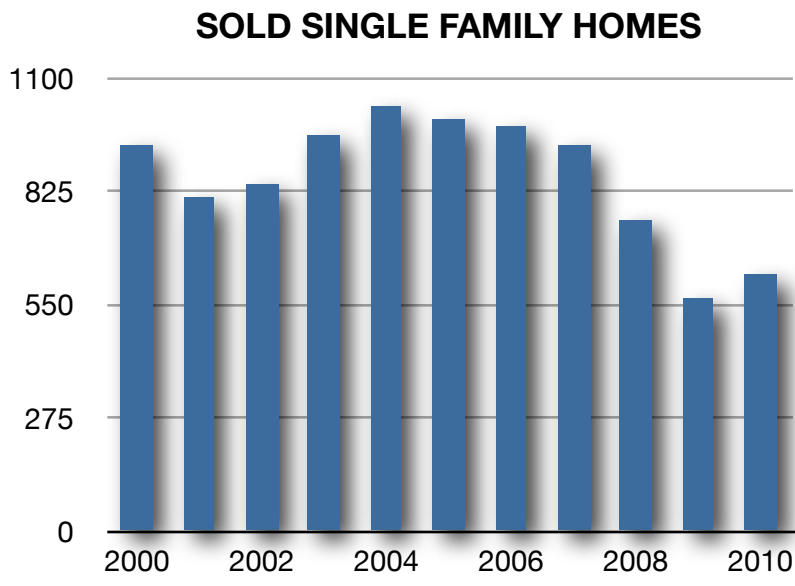
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BOULDER CITY

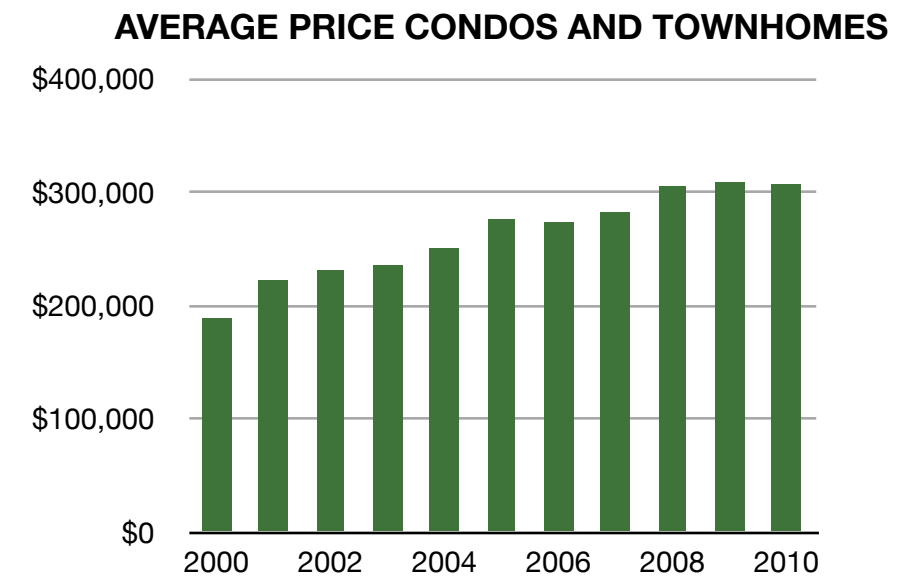
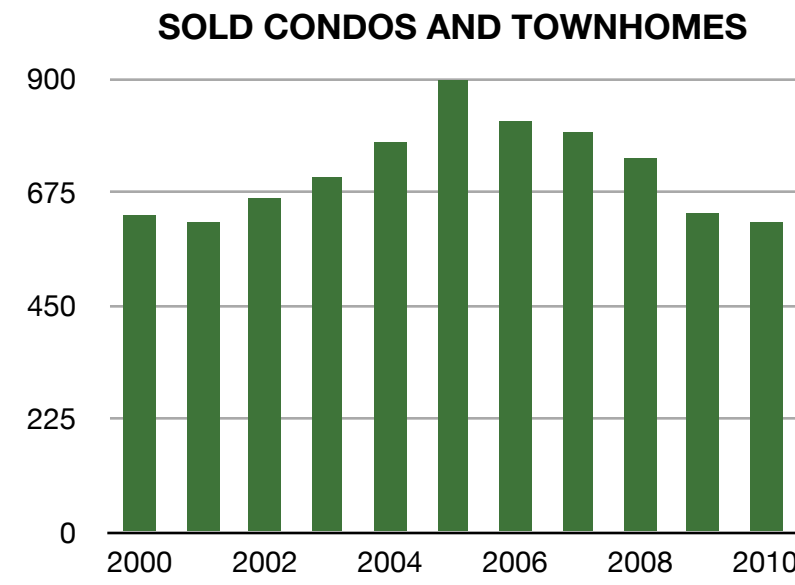
Single Family Home, Townhome and Condo Sales and Average Sales Price 2000 through 2010

	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	622
Average Price	\$435,597	\$474,430	\$482,454	\$479,924	\$536,245	\$609,838	\$637,172	\$662,222	\$655,385	\$647,751	\$650,280
Sold Condos & Townhomes	630	615	663	705	773	900	815	793	743	633	615
Average Price	\$188,388	\$222,195	\$231,221	\$235,345	\$250,029	\$276,101	\$273,731	\$281,766	\$304,798	\$308,719	\$306,935

Key Point
Though the overall number of single family homes sold has dropped as low as 45% since the peak in 2004, the average sales price has been steady. A stronger performance than some of the neighboring cities.



Karen Zeid
Realtor®, EcoBroker® CHRE
720-250-8250 Cell
Karen@BuyitwithSoul.com
www.BuyitwithSoul.com

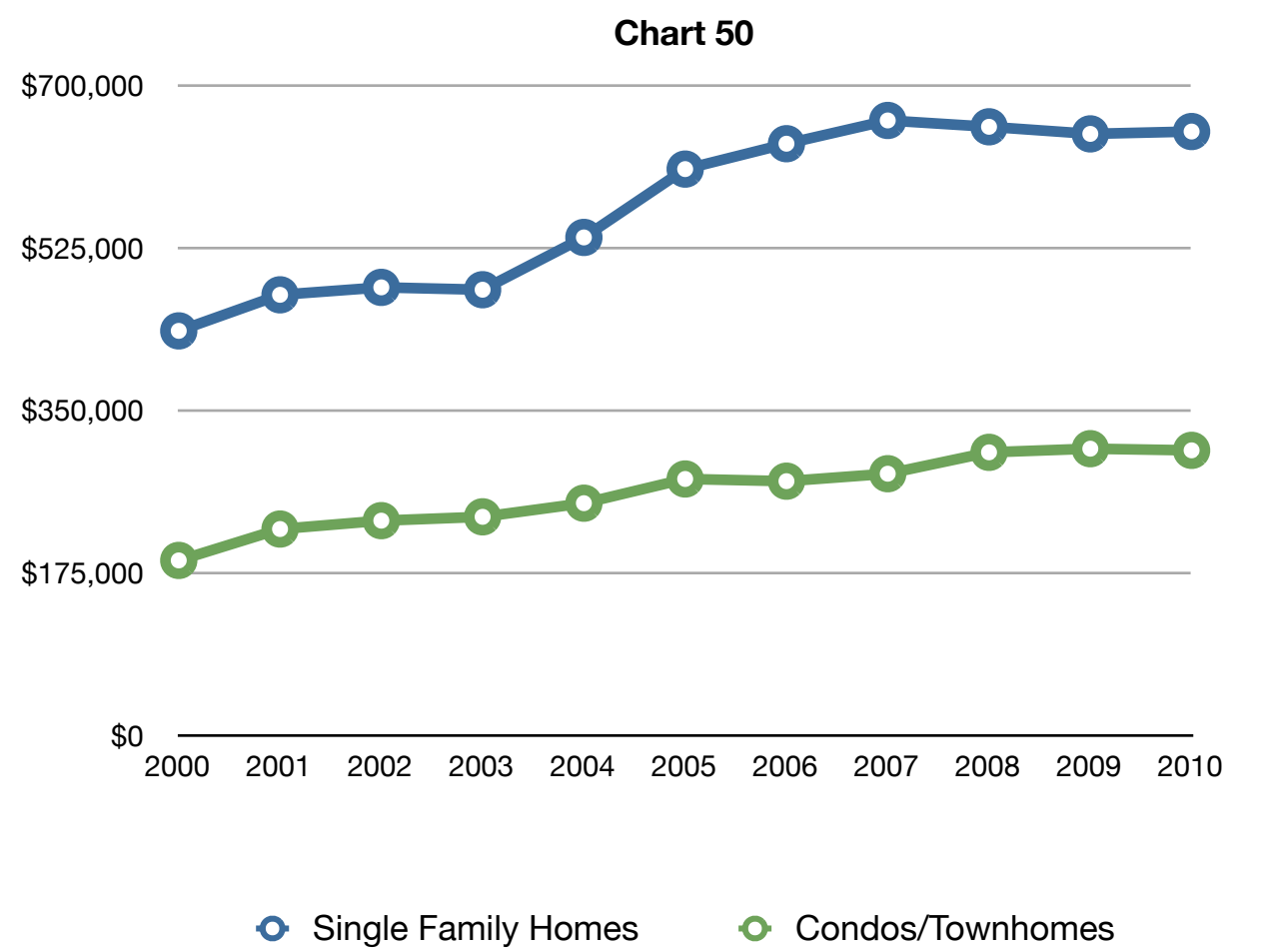
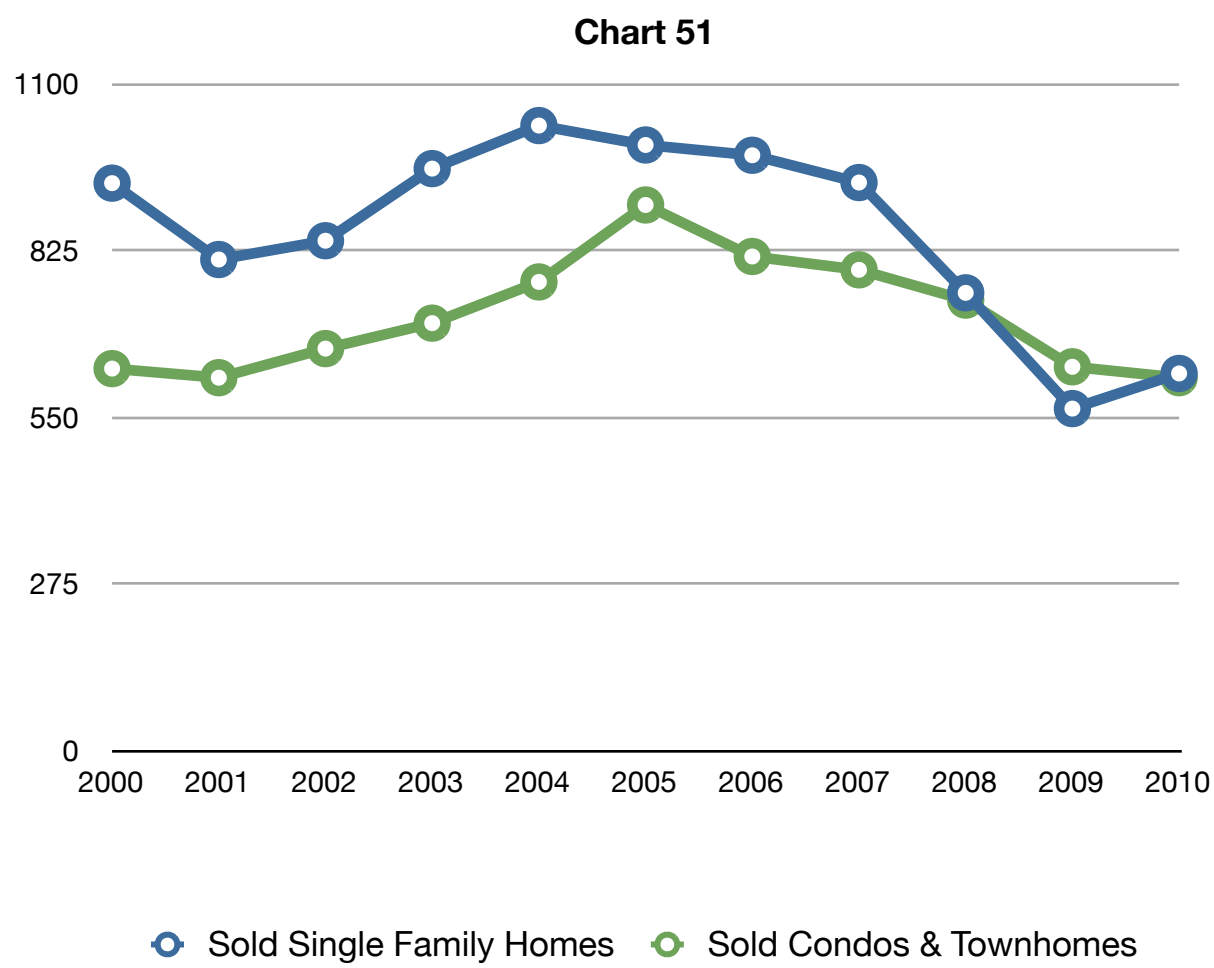


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Units Sold Single Family Homes VS Condos and Townhomes

Average Sales Price Single Family Homes VS Condos and Townhomes



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Karen Zeid
720-250-8250



LOUISVILLE

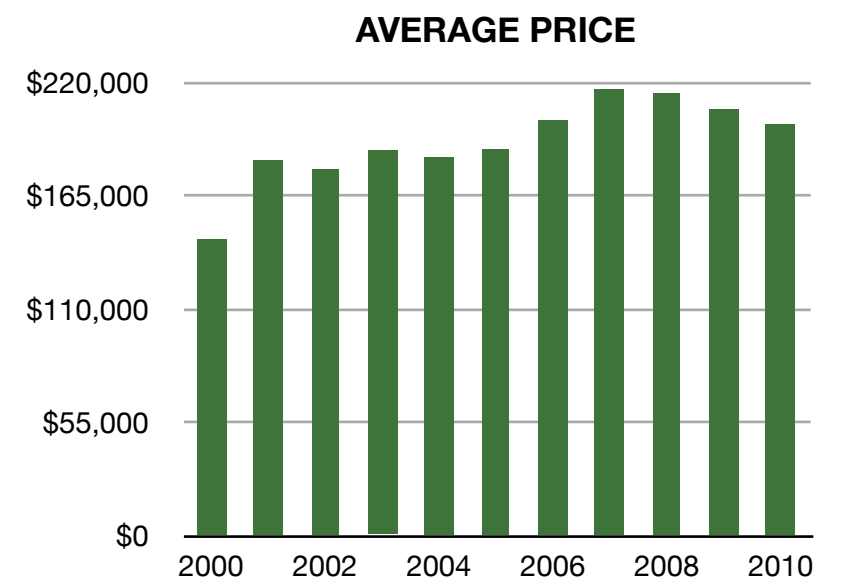
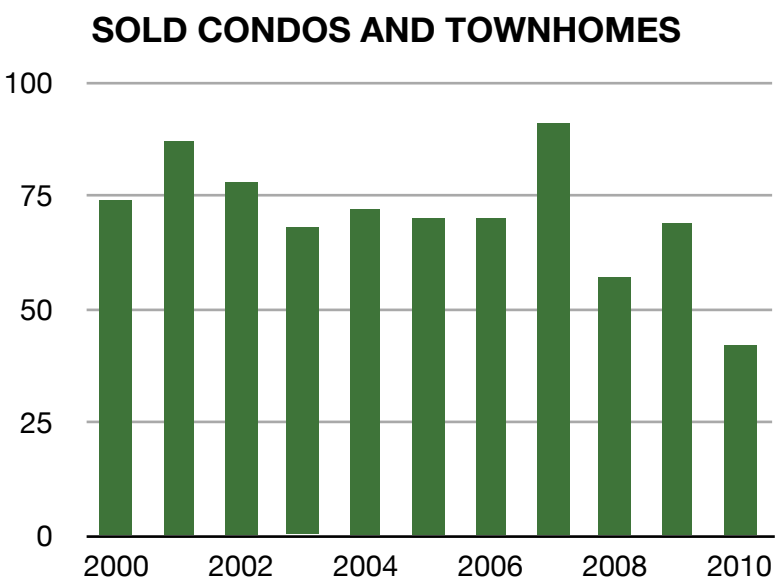
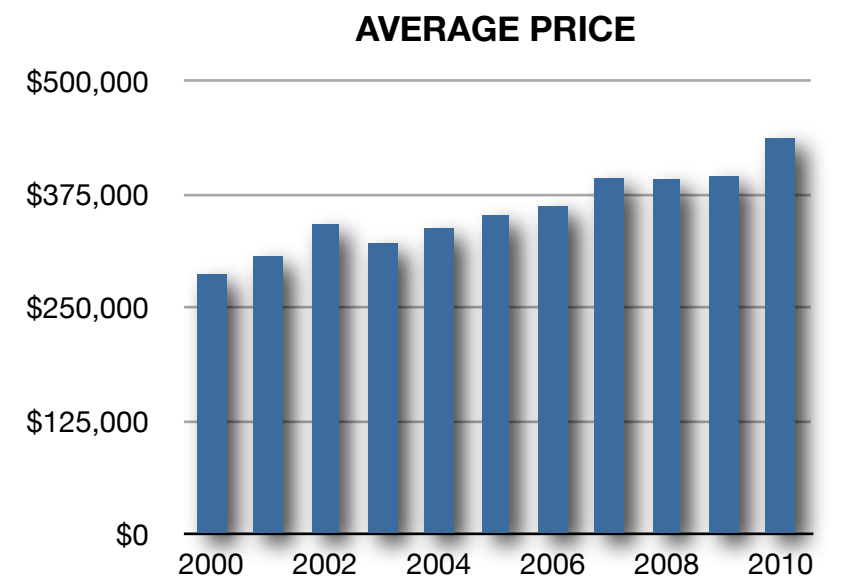
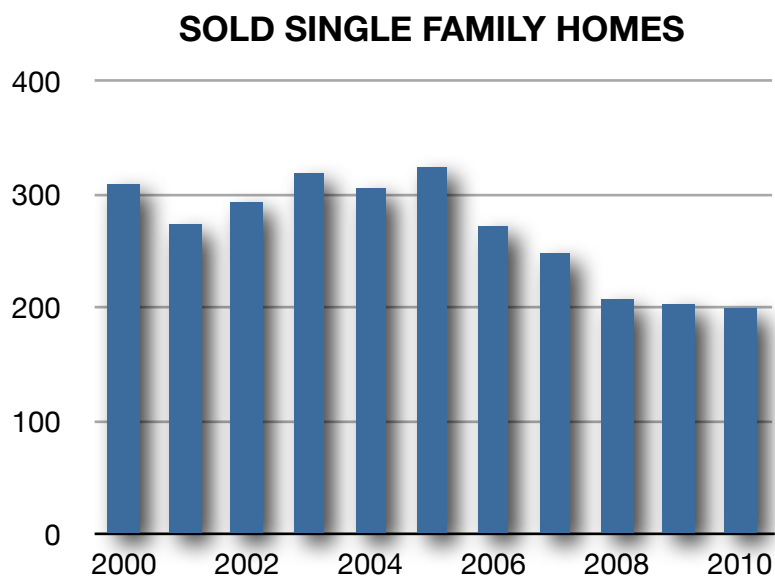
Single Family Home, Townhome and Condo Sales and Average Sales Price 2000 through 2010

	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	199
Average Price	\$286,928	\$306,515	\$341,190	\$320,940	\$337,284	\$351,298	\$361,828	\$392,014	\$391,199	\$394,573	\$436,369
Sold Condos & Townhomes	74	87	78	68	72	70	70	91	57	69	42
Average Price	\$143,935	\$182,431	\$178,073	\$186,914	\$183,677	\$187,751	\$201,665	\$216,909	\$214,677	\$207,110	\$199,679

Key Point
Louisville was one of the 2 neighboring cities that did not have an increase in overall single family home sales in 2010. They have however, continued to grow the average sales price, reaching a high in 2010.



Karen Zeid
Realtor®, EcoBroker® CHRE
720-250-8250 Cell
Karen@BuyitwithSoul.com
www.BuyitwithSoul.com

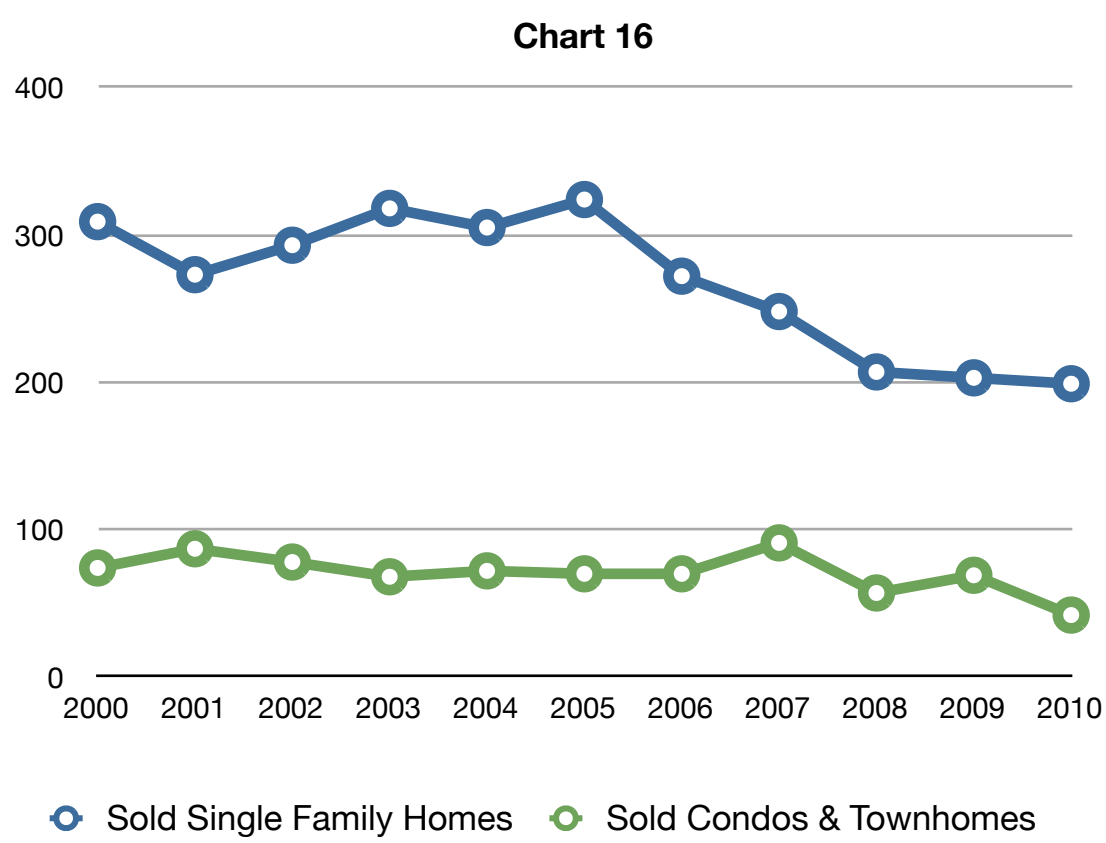


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SOLD Single Family Homes VS Condos and Townhomes

Average Sales Price Single Family Homes VS Condos and Townhomes



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Karen Zeid
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LAFAYETTE

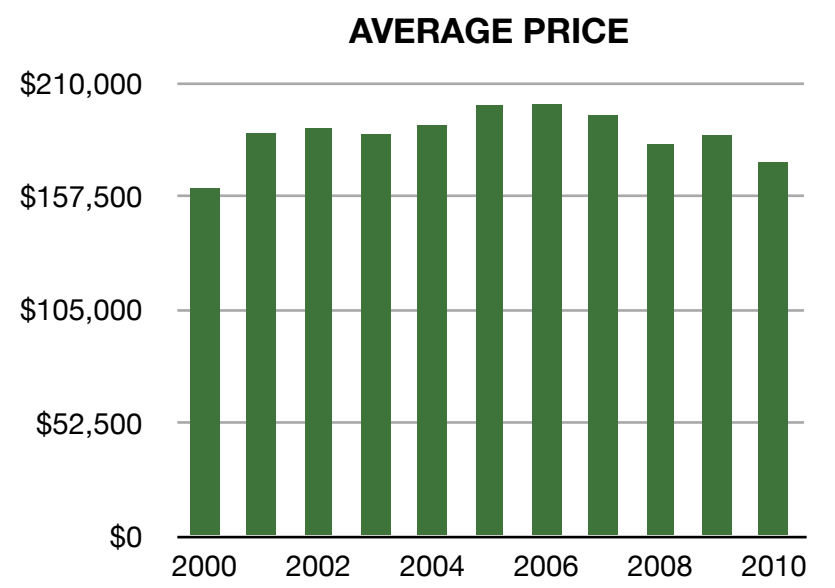
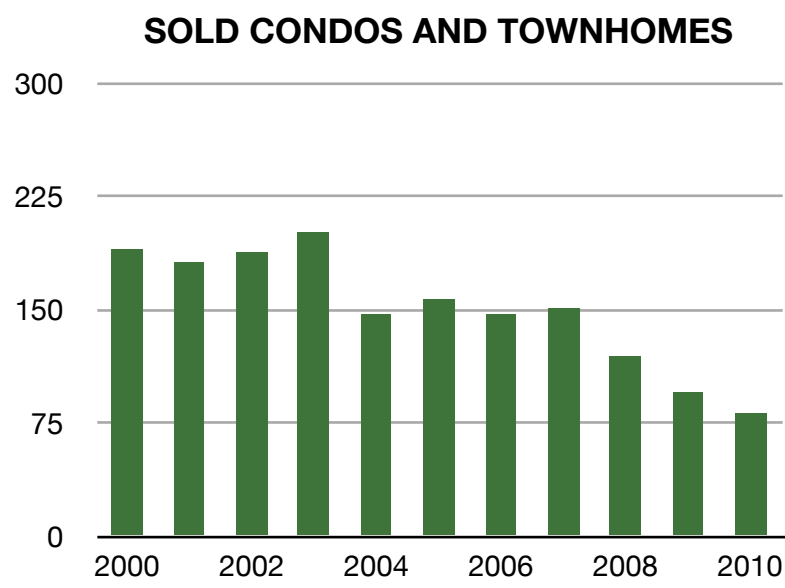
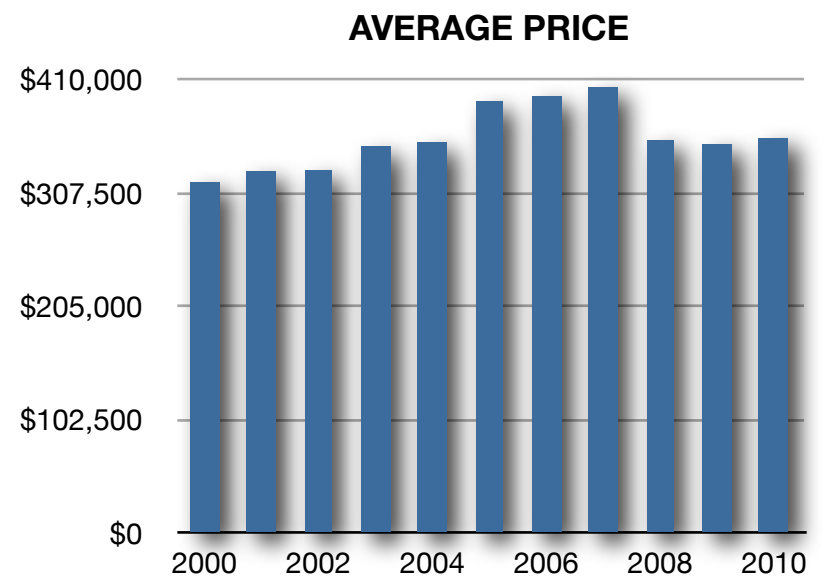
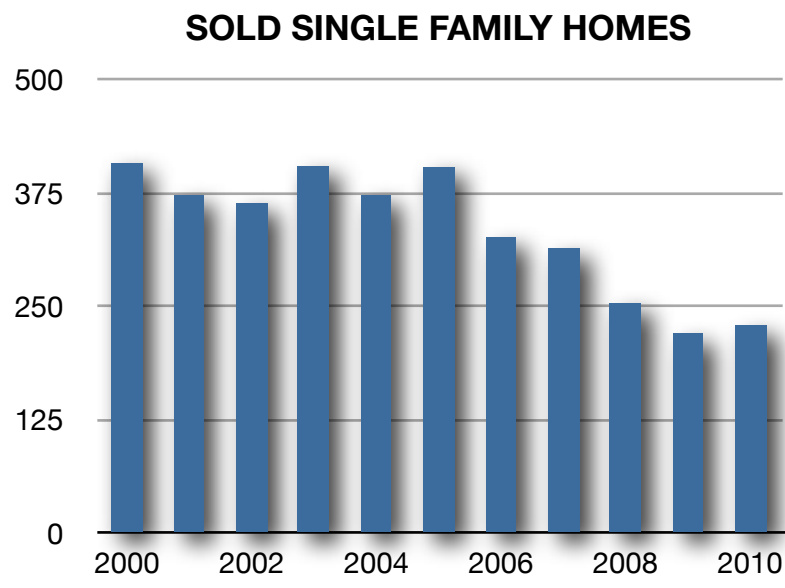
Single Family Homes , Condo and Townhomes Solds, and Average Price 2000 through 2010

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Sold Single Family Homes	408	373	364	405	373	404	326	314	254	220	229
Average Price	\$317,472	\$327,434	\$328,192	\$349,407	\$353,012	\$390,116	\$395,500	\$403,100	\$355,413	\$352,000	\$357,377
Sold Condos & Townhomes	190	181	188	201	147	157	147	151	119	95	81
Average Price	\$160,887	\$186,507	\$188,743	\$185,923	\$190,218	\$199,626	\$200,037	\$194,783	\$181,723	\$185,676	\$173,383

Key Point
Lafayette, much like Boulder, has seen a 45% decrease in the number of single family home sold since their peak in 2000. Condo and townhome sales have dropped almost 60% since their peak in 2003.



Karen Zeid
Realtor®, EcoBroker® CHRE
720-250-8250 Cell
Karen@BuyitwithSoul.com
www.BuyitwithSoul.com

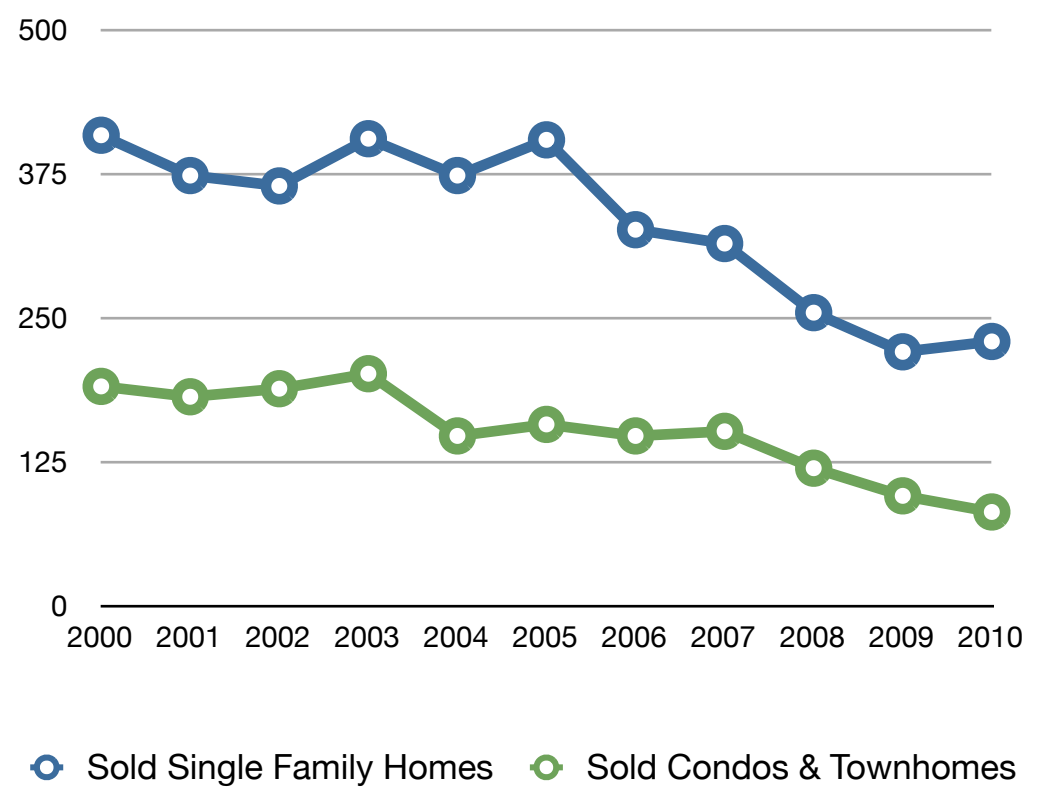
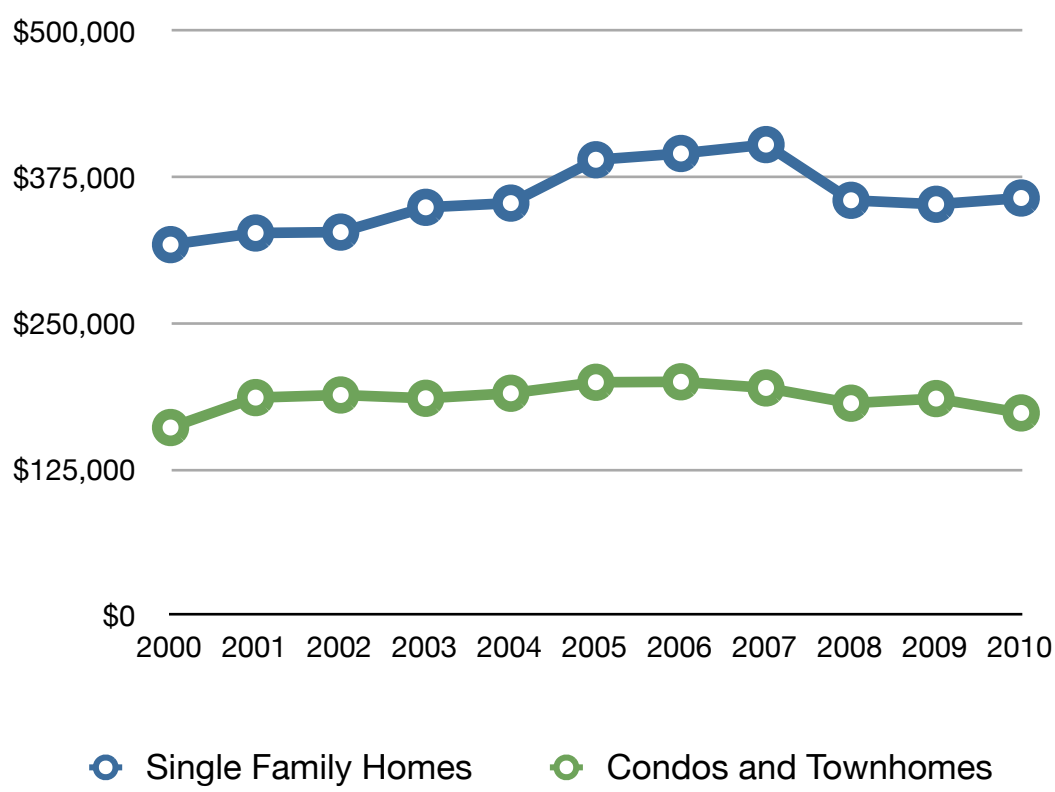


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Units Sold Single Family Homes VS Condos and Townhomes

Average Sales Price Single Family Homes VS Condos and Townhomes



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720-250-8250



LONGMONT

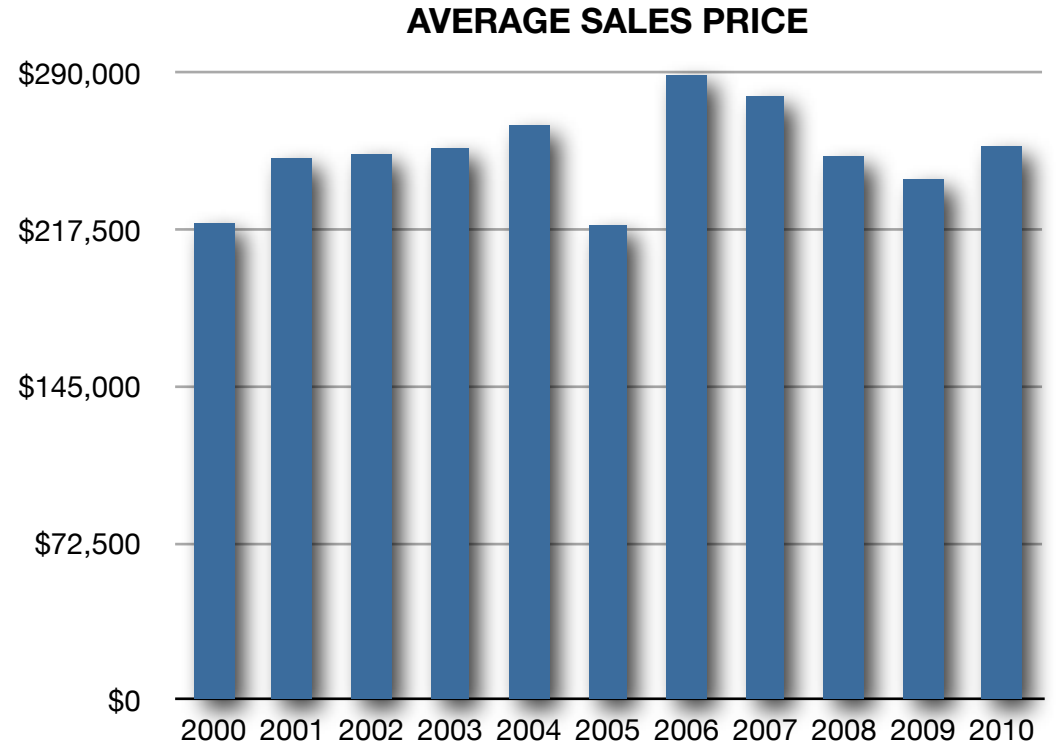
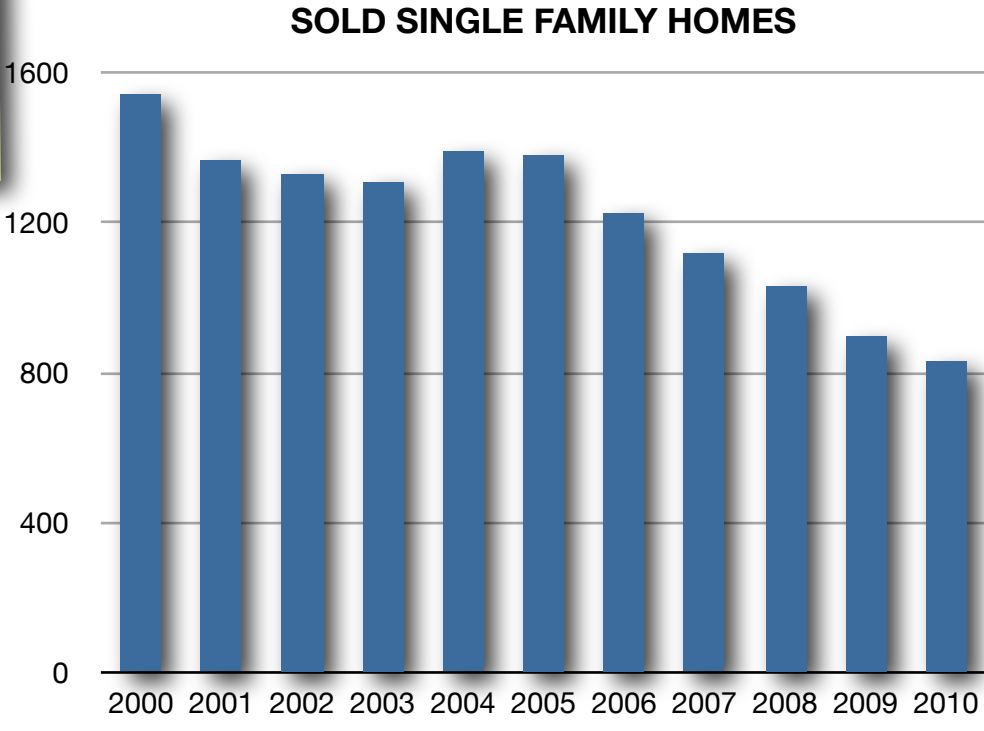
Single Family Homes, Townhomes and Condos Sales and Average Selling Price 2000 through 2010

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Sold Single Family Homes	1542	1366	1330	1309	1390	1380	1227	1118	1032	897	831
Average Price	\$220,792	\$250,725	\$252,760	\$255,239	\$265,841	\$219,694	\$289,903	\$279,404	\$251,547	\$241,041	\$256,175
Sold Condos and Townhomes	434	459	297	340	360	274	237	235	234	185	166
Average Price	\$156,940	\$174,087	\$184,194	\$184,814	\$187,750	\$187,275	\$191,556	\$193,618	\$186,660	\$172,038	\$177,115

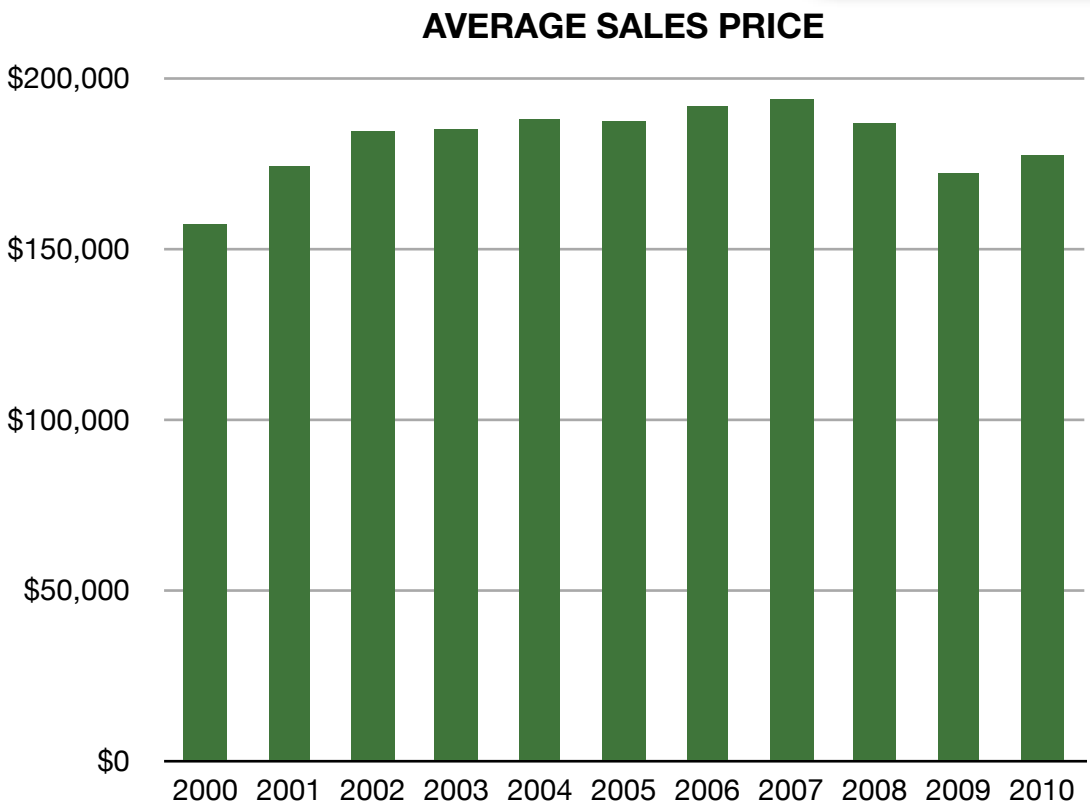
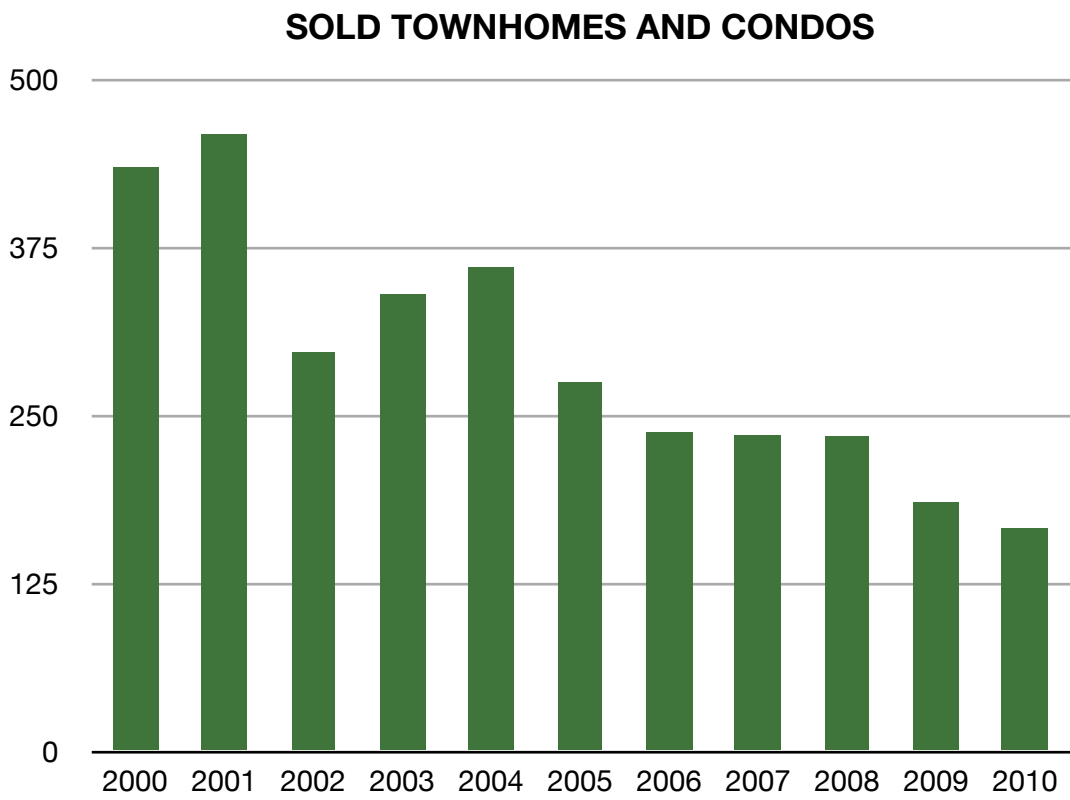
Key Point
Longmont is the one city, in this analysis, that did not see a sales increase in Single Family Home Sales or in Townhome and Condo sales in 2010.



Karen Zeid
Realtor®, EcoBroker® CHRE
720-250-8250 Cell
Karen@BuyitwithSoul.com
www.BuyitwithSoul.com



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Key Point
Longmont has had the largest percent decrease in Townhomes and condo sales. They have had a 61% decrease since their peak in 2001. Longmont's peek in unit sales was seen in the early part of the decade in 2000 and 2001.

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BOULDER MOUNTAINS

Single Family Home Sales, Days on Market Average and Median Sales Price 2000 through 2010

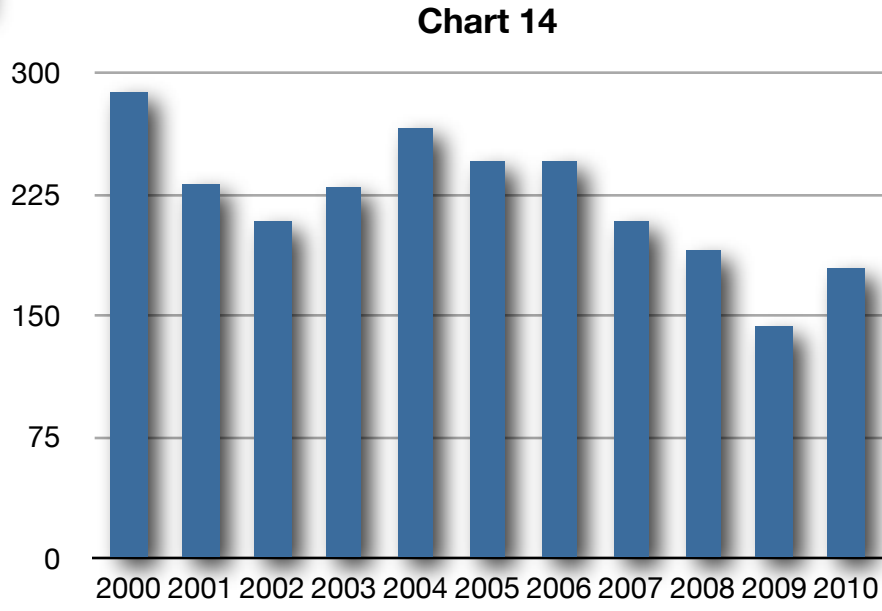
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Sold Single Family Homes	288	231	208	229	266	245	245	208	190	143	179
Average Price	\$399,368	\$417,885	\$385,785	\$435,473	\$420,600	\$454,772	\$467,943	\$520,326	\$492,500	\$468,733	\$441,004
Median Price	\$345,500	\$341,000	\$339,550	\$370,000	\$365,000	\$410,000	\$415,000	\$413,750	\$403,500	\$398,000	\$385,000
Days on Market	115	99	115	140	155	156	117	137	136	151	153

Key Point
The Boulder Mountains area saw it's peak in units sold in the early part of the decade, 2000. Mountain home sales hit their low in units sold in 2009, 50% below their peek in 2000.

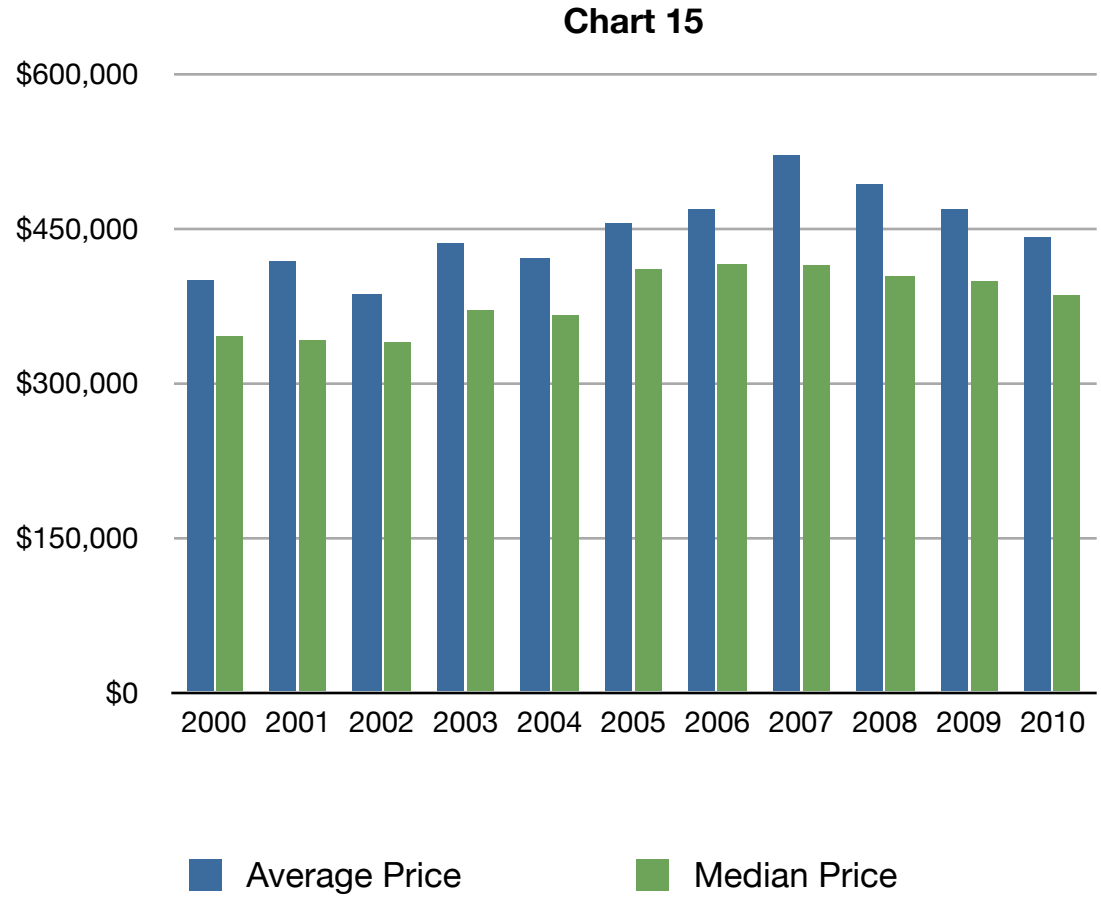


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CHRE
720-250-8250 Cell
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Single Family Homes Sold



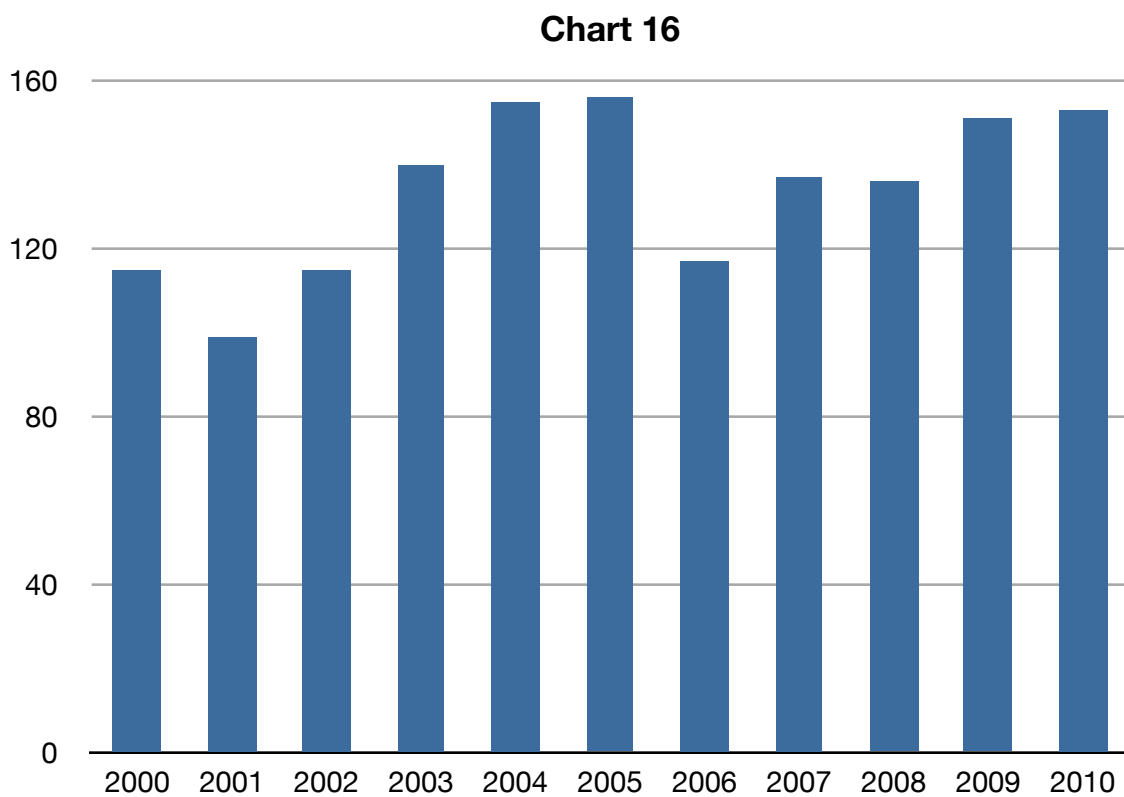
Average Sales Price vs Median Sales Price



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Average Days on Market



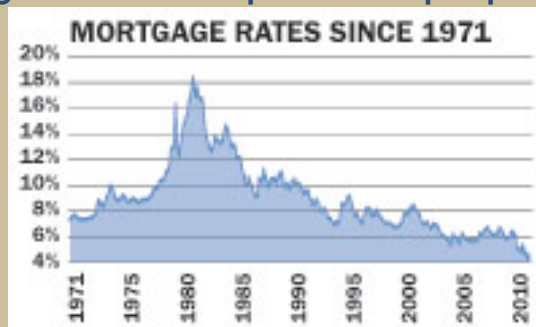
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	Purchase Price	30 Year Fixed Rate	Monthly P&I
Purchase Now	\$500,000	4.25% (4.394 APR)	\$1,968
Wait (rates rise)	\$500,000	5.5% (5.664 APR)	\$2,271
Wait (prices fall, rates rise)	\$450,000	6.0% (6.144 APR)	\$2,158

Despite the recent downturn, real estate is a great long-term investment, and Colorado has a solid track record of appreciation. Compared to investing in the stock market, real estate has performed better over the last 10 years. In addition, Colorado didn't experience the bubble in home prices like the troubled parts of the country.

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MITCH FRIEDMAN
 Branch Manager
 Premier Mortgage Group
 Office: 303.650.7427
mfriedman@pmglending.com
www.pmglending.com/mfriedman
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