

**IRES, LLC**

Sales by Category - City of Boulder (Area 1)

Updated Oct 10, 2007

**2007: Q1**

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	173	142	13	0	7	2	1	338
% Dif Prev Yr	-7%	-13%	117%	N/A	75%	-75%	0%	
<b>Sales Volume</b>	\$125,804,232	\$38,720,844	\$9,847,850	\$0	\$3,066,000	\$1,255,000	\$824,000	\$179,517,926
% Dif Prev Yr	7%	-12%	100%	N/A	58%	-74%	89%	
<b>Median Price</b>	\$580,000	\$254,875	\$579,000	\$0	\$498,000	\$627,500	\$824,000	
% Dif Prev Yr	10%	11%	-28%	N/A	66%	20%	89%	

**2007:Q2**

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	312	270	12	0	4	7	0	605
% Dif Prev Yr	-2%	-2%	9%	N/A	100%	75%	N/A	
YTD	485	412	25	0	11	9	1	943
YTD % Dif Prev Yr	-4%	-6%	47%	N/A	83%	-25%	0%	
<b>Sales Volume</b>	\$201,962,880	\$71,777,712	\$12,642,620	\$0	\$5,410,000	\$6,457,500	\$0	\$298,250,712
% Dif Prev Yr	0%	-6%	16%	N/A	482%	161%	N/A	
YTD	\$327,767,112	\$110,498,556	\$22,490,470	\$0	\$8,476,000	\$7,712,500	\$824,000	\$477,768,638
YTD % Dif Prev Yr	2%	-8%	42%	N/A	195%	7%	89%	
<b>Median Price</b>	\$530,000	\$235,000	\$895,000	\$0	\$1,250,000	\$575,000	\$0	
% Dif Prev Yr	-3%	-10%	39%	N/A	213%	31%	N/A	

**2007:Q3**

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	283	239	10	0	2	2	0	536
% Dif Prev Yr	4%	-4%	150%	N/A	0%	-50%	N/A	
YTD	768	651	35	0	13	11	1	1479
YTD % Dif Prev Yr	-1%	-6%	67%	N/A	63%	-31%	0%	
<b>Sales Volume</b>	\$179,964,487	\$69,452,926	\$6,398,584	\$0	\$3,275,000	\$1,221,266	\$0	\$260,312,263
% Dif Prev Yr	2%	8%	125%	N/A	21%	-59%	N/A	
YTD	\$507,731,599	\$179,951,482	\$28,889,054	\$0	\$11,751,000	\$8,933,766	\$824,000	\$738,080,901
YTD % Dif Prev Yr	2%	-2%	55%	N/A	111%	-13%	89%	
<b>Median Price</b>	\$564,000	\$239,000	\$579,013	\$0	\$1,400,000	\$302,450	\$0	
% Dif Prev Yr	3%	9%	0%	N/A	27%	-59%	N/A	

**2006: Q1**

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	186	164	6	0	4	8	1	369
% Dif Prev Yr	-6%	20%	-63%	N/A	300%	700%	N/A	
<b>Sales Volume</b>	\$117,534,057	\$43,773,647	\$4,930,000	\$0	\$1,940,000	\$4,754,000	\$435,000	\$173,366,704
% Dif Prev Yr	-4%	8%	-51%	N/A	353%	353%	N/A	
<b>Median Price</b>	\$525,000	\$230,000	\$805,000	\$0	\$300,000	\$525,000	\$435,000	
% Dif Prev Yr	-1%	-11%	28%	N/A	-30%	-50%	N/A	

### 2006:Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	319	276	11	0	2	4	0	612
% Dif Prev Yr	-4%	-10%	-8%	N/A	-33%	N/A	N/A	
YTD	505	440	17	0	6	12	1	981
YTD % Dif Prev Yr	-5%	-1%	-39%	N/A	50%	1100%	N/A	
<b>Sales Volume</b>	\$202,464,605	\$76,348,736	\$10,923,175	\$0	\$930,000	\$2,475,000	\$0	\$293,141,516
% Dif Prev Yr	4%	-7%	0%	N/A	-49%	N/A	N/A	
YTD	\$319,998,662	\$120,122,383	\$15,853,175	\$0	\$2,870,000	\$7,229,000	\$435,000	\$466,508,220
YTD % Dif Prev Yr	1%	-2%	-24%	N/A	27%	588%	N/A	
<b>Median Price</b>	\$545,000	\$261,500	\$645,000	\$0	\$400,000	\$440,000	\$0	
% Dif Prev Yr	9%	9%	-8%	N/A	-48%	N/A	N/A	

### 2006:Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	271	249	4	0	2	4	0	530
% Dif Prev Yr	-2%	-14%	-82%	N/A	100%	-20%	N/A	
YTD	776	689	21	0	8	16	1	1511
YTD % Dif Prev Yr	-4%	-6%	-58%	N/A	60%	167%	N/A	
<b>Sales Volume</b>	\$176,212,189	\$64,258,985	\$2,840,800	\$0	\$2,700,000	\$2,982,500	\$0	\$248,994,474
% Dif Prev Yr	1%	-13%	-79%	N/A	58%	39%	N/A	
YTD	\$496,210,851	\$184,381,368	\$18,693,975	\$0	\$5,570,000	\$10,211,500	\$435,000	\$715,502,694
YTD % Dif Prev Yr	1%	-6%	-45%	N/A	40%	220%	N/A	
<b>Median Price</b>	\$550,000	\$220,000	\$580,000	\$0	\$1,100,000	\$742,500	\$0	
% Dif Prev Yr	2%	-7%	6%	N/A	-36%	65%	N/A	

### 2006:Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	207	124	11	1	3	2	0	348
% Dif Prev Yr	12%	-18%	0%	N/A	-40%	100%	N/A	
YTD	983	813	32	1	11	18	1	1859

YTD % Dif Prev Yr	-1%	-8%	-48%	N/A	10%	157%	N/A	
<b>Sales Volume</b>	\$133,170,739	\$36,601,287	\$8,755,635	\$1,160	\$3,634,000	\$1,077,500	\$0	\$183,240,321
% Dif Prev Yr	20%	-24%	27%	N/A	-24%	75%	N/A	
YTD	\$629,381,590	\$220,982,655	\$27,449,610	\$1,160	\$9,204,000	\$11,289,000	\$435,000	\$898,743,015
YTD % Dif Prev Yr	4%	-10%	-33%	N/A	5%	197%	N/A	
<b>Median Price</b>	\$545,000	\$250,000	\$596,000	\$1,160	\$864,000	\$375,000	\$0	
% Dif Prev Yr	8%	4%	-3%	N/A	-21%	-39%	N/A	

## 2006 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	983	813	32	1	11	18	1	1859
% Dif Prev Yr	-1%	-8%	-48%	N/A	10%	157%	N/A	
<b>Sales Volume</b>	\$629,381,590	\$220,982,655	\$27,449,610	\$1,160	\$9,204,000	\$11,289,000	\$435,000	\$898,743,015
% Dif Prev Yr	4%	-10%	-33%	N/A	5%	197%	N/A	
<b>Median Price</b>	\$545,000	\$240,280	\$660,000	\$1,160	\$575,000	\$607,500	\$435,000	
% Dif Prev Yr	5%	0%	7%	N/A	-25%	10%	N/A	

## 2005: Q1

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	198	137	16	0	1	1	0	353
% Dif Prev Yr	12%	-6%	129%	N/A	-50%	-50%	N/A	
<b>Sales Volume</b>	\$123,012,564	\$40,600,346	\$9,969,966	\$0	\$428,000	\$1,050,000	\$0	\$175,060,876
% Dif Prev Yr	36%	17%	178%	N/A	-79%	-27%	N/A	
<b>Median Price</b>	\$530,000	\$259,000	\$630,000	\$0	\$428,000	\$1,050,000	\$0	
% Dif Prev Yr	14%	20%	26%	N/A	272%	239%	N/A	

## 2005:Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	332	306	12	0	3	0	0	653
% Dif Prev Yr	-7%	22%	-61%	N/A	-40%	-100%	N/A	
YTD	530	443	28	0	4	1	0	1006
YTD % Dif Prev Yr	-1%	12%	-26%	N/A	-43%	-67%	N/A	
<b>Sales Volume</b>	\$194,439,263	\$81,693,793	\$10,938,500	\$0	\$1,830,000	\$0	\$0	\$288,901,556
% Dif Prev Yr	3%	22%	-42%	N/A	-44%	-100%	N/A	
YTD	\$317,451,827	\$122,294,139	\$20,908,466	\$0	\$2,258,000	\$1,050,000	\$0	\$463,962,432
YTD % Dif Prev Yr	14%	20%	-6%	N/A	-57%	-40%	N/A	
<b>Median Price</b>	\$499,000	\$239,750	\$700,000	\$0	\$769,000	\$0	\$0	
% Dif Prev Yr	11%	2%	21%	N/A	88%	-100%	N/A	

## 2005:Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	276	289	22	0	1	5	0	593
% Dif Prev Yr	-8%	24%	120%	N/A	-50%	150%	N/A	
YTD	806	732	50	0	5	6	0	1599
YTD % Dif Prev Yr	-3%	16%	4%	N/A	-44%	20%	N/A	
<b>Sales Volume</b>	\$175,270,998	\$73,844,422	\$13,246,960	\$0	\$1,708,000	\$2,142,000	\$0	\$266,212,380
% Dif Prev Yr	6%	33%	123%	N/A	35%	119%	N/A	
YTD	\$492,722,825	\$196,138,561	\$34,155,426	\$0	\$3,966,000	\$3,192,000	\$0	\$730,174,812
YTD % Dif Prev Yr	11%	25%	21%	N/A	-40%	17%	N/A	
<b>Median Price</b>	\$540,000	\$237,000	\$548,500	\$0	\$1,708,000	\$450,000	\$0	
% Dif Prev Yr	14%	9%	18%	N/A	2548%	0%	N/A	

#### 2005:Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	185	152	11	0	5	1	0	354
% Dif Prev Yr	3%	17%	22%	N/A	N/A	0%	N/A	
YTD	991	884	61	0	10	7	0	1953
YTD % Dif Prev Yr	-2%	16%	7%	N/A	11%	17%	N/A	
<b>Sales Volume</b>	\$111,284,837	\$48,450,459	\$6,900,950	\$0	\$4,790,000	\$615,000	\$0	\$172,041,246
% Dif Prev Yr	10%	43%	7%	N/A	N/A	122%	N/A	
YTD	\$604,007,662	\$244,589,020	\$41,056,376	\$0	\$8,756,000	\$3,807,000	\$0	\$902,216,058
YTD % Dif Prev Yr	11%	28%	18%	N/A	33%	26%	N/A	
<b>Median Price</b>	\$505,000	\$240,000	\$617,500	\$0	\$1,100,000	\$615,000	\$0	
% Dif Prev Yr	1%	-3%	-5%	N/A	N/A	122%	N/A	

#### 2005 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	Total
<b>Units Sold</b>	991	884	61	0	10	7	0	1953
% Dif Prev Yr	-2%	16%	7%	N/A	11%	17%	N/A	
<b>Sales Volume</b>	\$604,007,662	\$244,589,020	\$41,056,376	\$0	\$8,756,000	\$3,807,000	\$0	\$902,216,058
% Dif Prev Yr	11%	28%	18%	N/A	33%	26%	N/A	
<b>Median Price</b>	\$520,000	\$239,900	\$617,500	\$0	\$769,000	\$550,000	\$0	
% Dif Prev Yr	11%	4%	8%	N/A	14%	75%	N/A	