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NORTHERN COLORADO REAL ESTATE NEWS



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Windermere
REAL ESTATE

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Welcome to “The Scoop”

Everything You Need to Know About the Northern Colorado Real Estate Market

Produced Quarterly by Windermere Real Estate in Fort Collins

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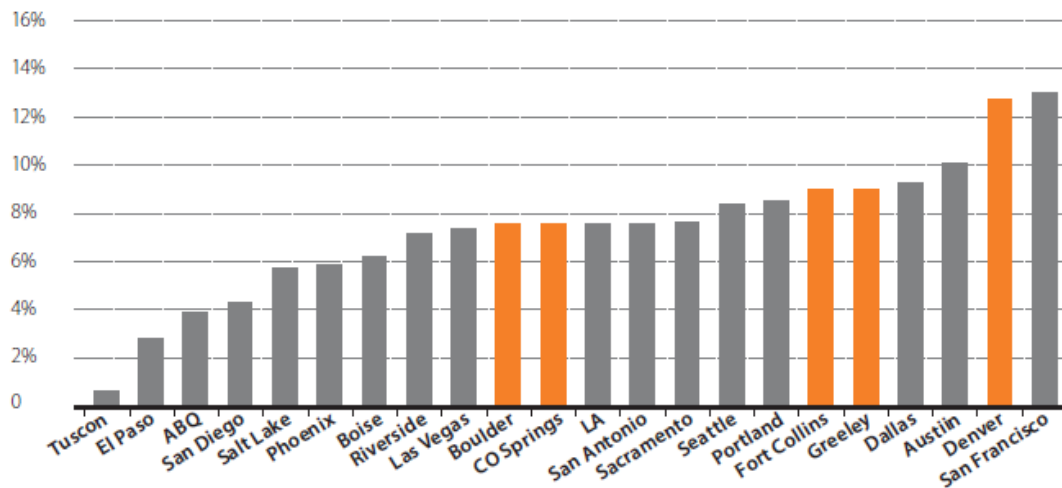
Comparing Markets

Here's a look at how price appreciation in Northern Colorado compares to other markets in the U.S.

ANNUAL HOME PRICE APPRECIATION

For select Western markets

Source: MetroStudy



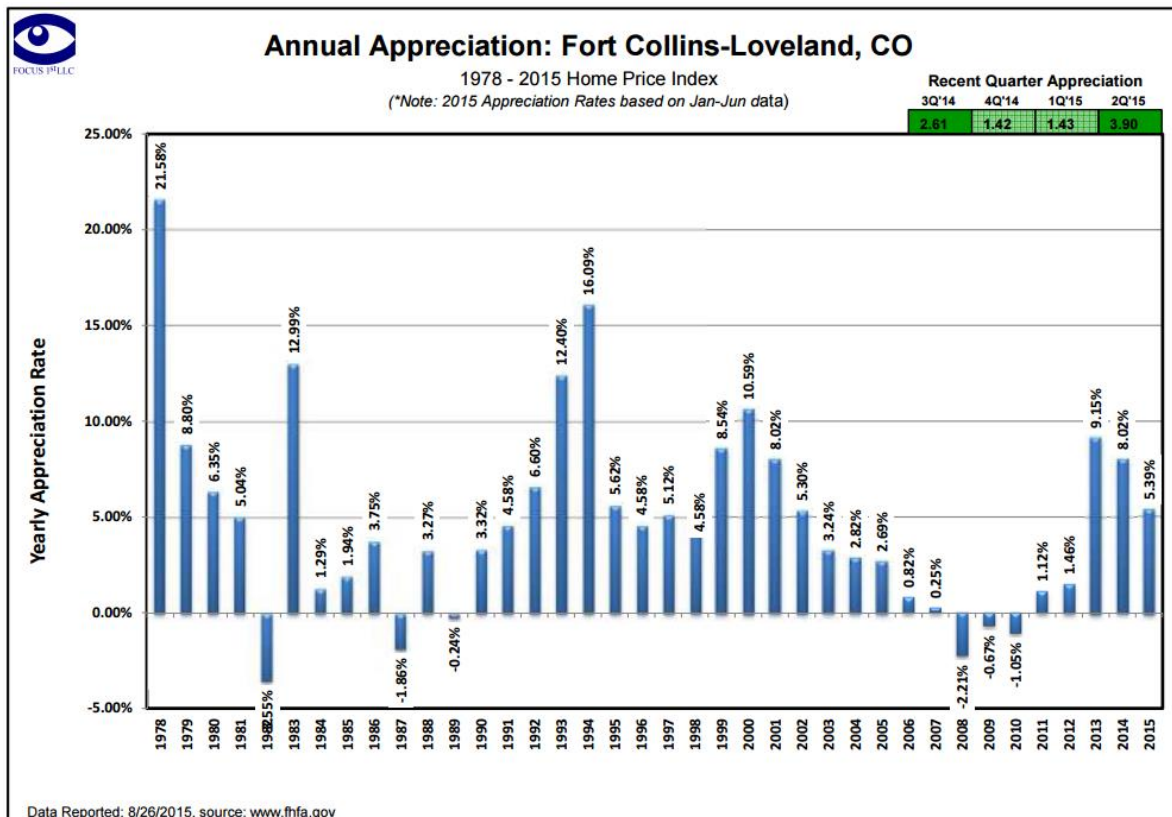
To obtain a detailed overview of our Northern Colorado market, contact us at 970-460-3033.

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Long Term Home Prices – Larimer County

A trusted resource is the Federal Housing Finance Authority (FHFA) which tracks nearly 300 markets across the country and produces a quarterly price appreciation index.

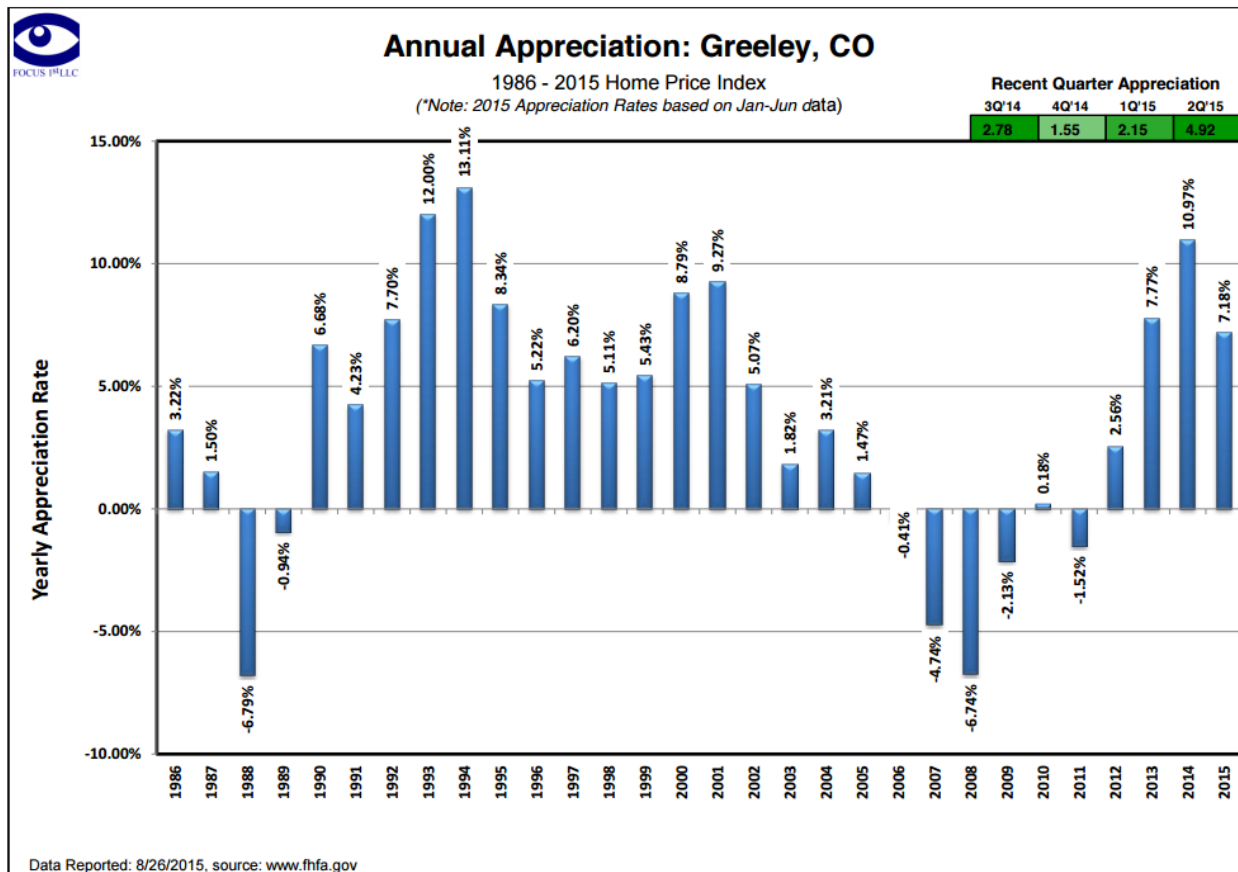


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Long Term Home Prices – Weld County

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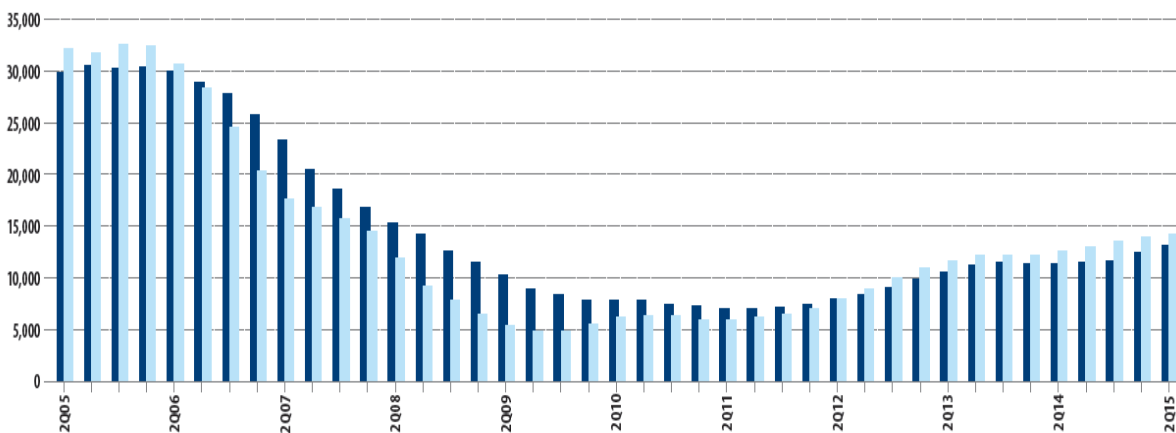


New Home Starts & Closings

The chart below shows a 10-year snapshot of new home activity across the Front Range of Colorado. There are two interesting items to highlight. First, while new home starts are up considerably from the low point in 2009, the market is experiencing less than half of new home starts compared to the boom of 2006. Second, inventory is building as we have now had over two years of more new home starts than closings.

NEW HOME STARTS & CLOSINGS: FRONT RANGE MARKET

■ Annual Closings ■ Annual Starts



For details on new home neighborhoods contact us at 970-460-3033.

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Top Selling New Home Communities

The best-selling Larimer County new home communities over the last 12 months:

<u>Community</u>	<u>Builder</u>	<u>New Home Sales</u>
1. Thompson River Ranch	Oakwood Homes	119
2. Millenium	Saint Aubyn	64
3. The Meadows	Sage Homes	53
4. Rigden Farm	Journey Homes	52
5. Timnath South	Meritage Homes	44

The best-selling Weld County new home communities over the last 12 months:

<u>Community</u>	<u>Builder</u>	<u>New Home Sales</u>
1. Mountain Shadows	Journey Homes	89
2. Riverview Farms	Journey Homes	87
3. Daybreak	Richmond Homes	65
4. Summer Park	Highpoint	53
5. Owl Ridge	Journey Homes	50

Source: Home Builder's Research

To obtain the complete list of best-selling neighborhoods contact us at 970-460-3033.

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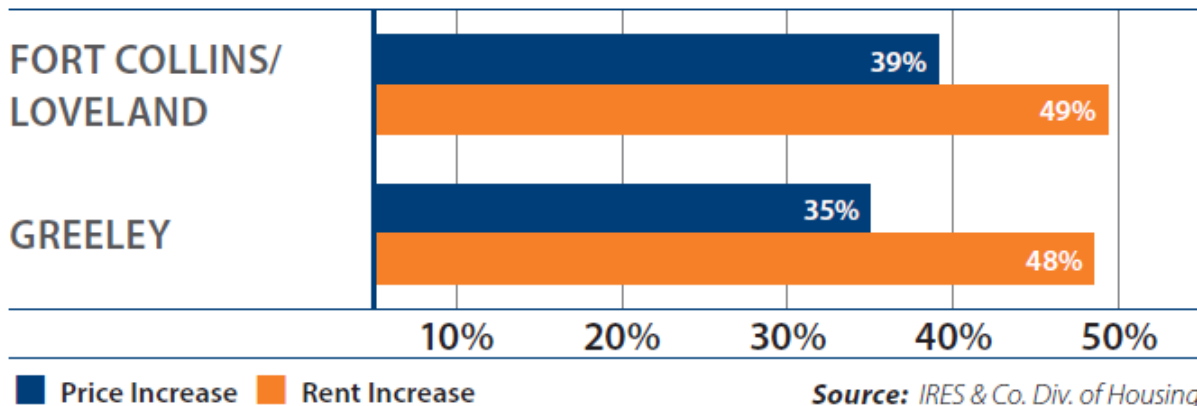


Rent Increase vs. Price Increase

Rental rate increases have outpaced sales price appreciation in Northern Colorado since 2009:

RENT INCREASE VS. PRICE INCREASE

Rental rate increases in Northern Colorado have outpaced sales price appreciation in Northern Colorado since 2009



To more details on renting versus owning contact us at 970-460-3033.

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Foreclosures Down Drastically

FORECLOSURES VANISH

Remember when foreclosures used to dominate the headlines just a few years ago? With an improved economy and prices up all across Colorado, foreclosures are down significantly:

- At the peak in 2009, there were 46,394 foreclosure filings in Colorado
- This year there will be close to 8,000
- That's a drop of 83%!
- Across Colorado, only 0.05% of homes go into foreclosure

Source: Co. Division of Housing

To receive a list of foreclosure homes, contact us at 970-460-3033.

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The Greatest Opportunity

With interest rates essentially at the lowest point on our lifetime, are you living in your dream home?



The stars have aligned for the move-up buyer. This is a unique time in history where someone who aspires to own a larger, nicer, or newer home can sell in a seller's market and potentially buy in a buyer's market.

Home values have increased considerably in our market for several years in a row, and even more so in price ranges below \$350,000. Some segments of our market still demonstrate buyer's market conditions above \$500,000.

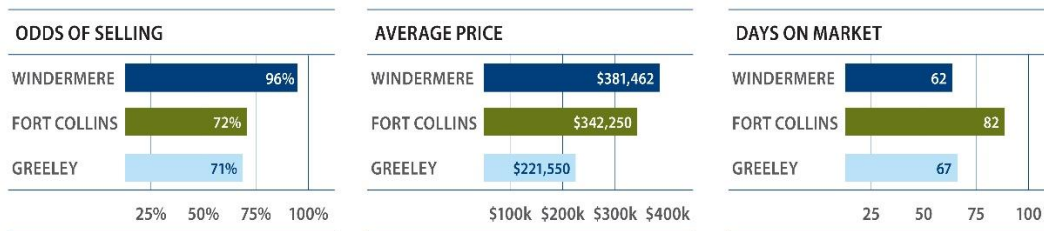
When was the last time a local expert showed you what your home is worth in today's market? We can help you using our exclusive *Touch CMA* tool. Contact us today at 970-460-3033.

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Windermere Results

Windermere's Certified Listing Program is producing extraordinary results for our customers. Homes listed by Windermere sell 96% of the time, for more money and faster than the market average.



To receive detailed information on our Certified Listing Program, contact us at 970-460-3033.

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