

SCOOP

NORTHERN COLORADO REAL ESTATE NEWS



FOURTH QUARTER 2017, VOLUME XII




Windermere
REAL ESTATE
WINDERMERECOLORADO.COM | (970) 460-3033



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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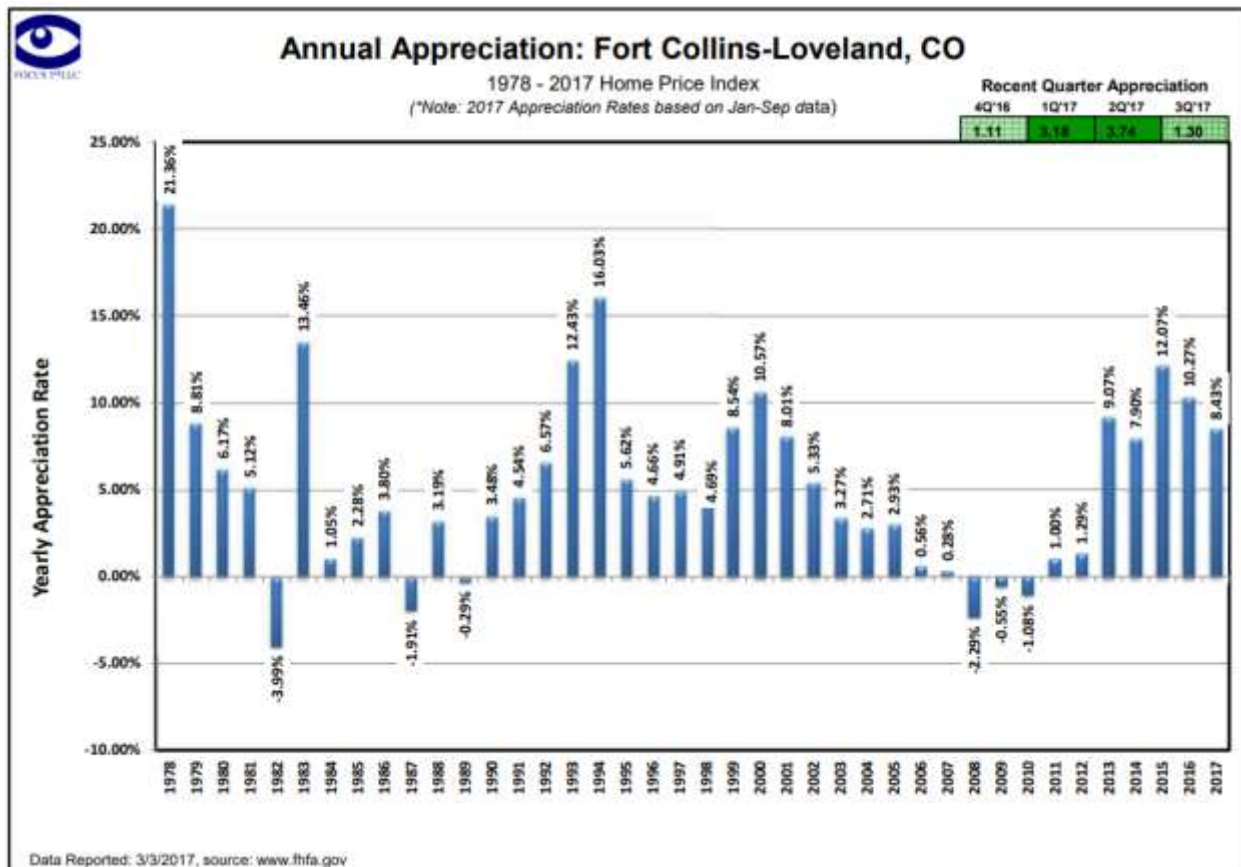
www.WindermereNoCo.com





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.



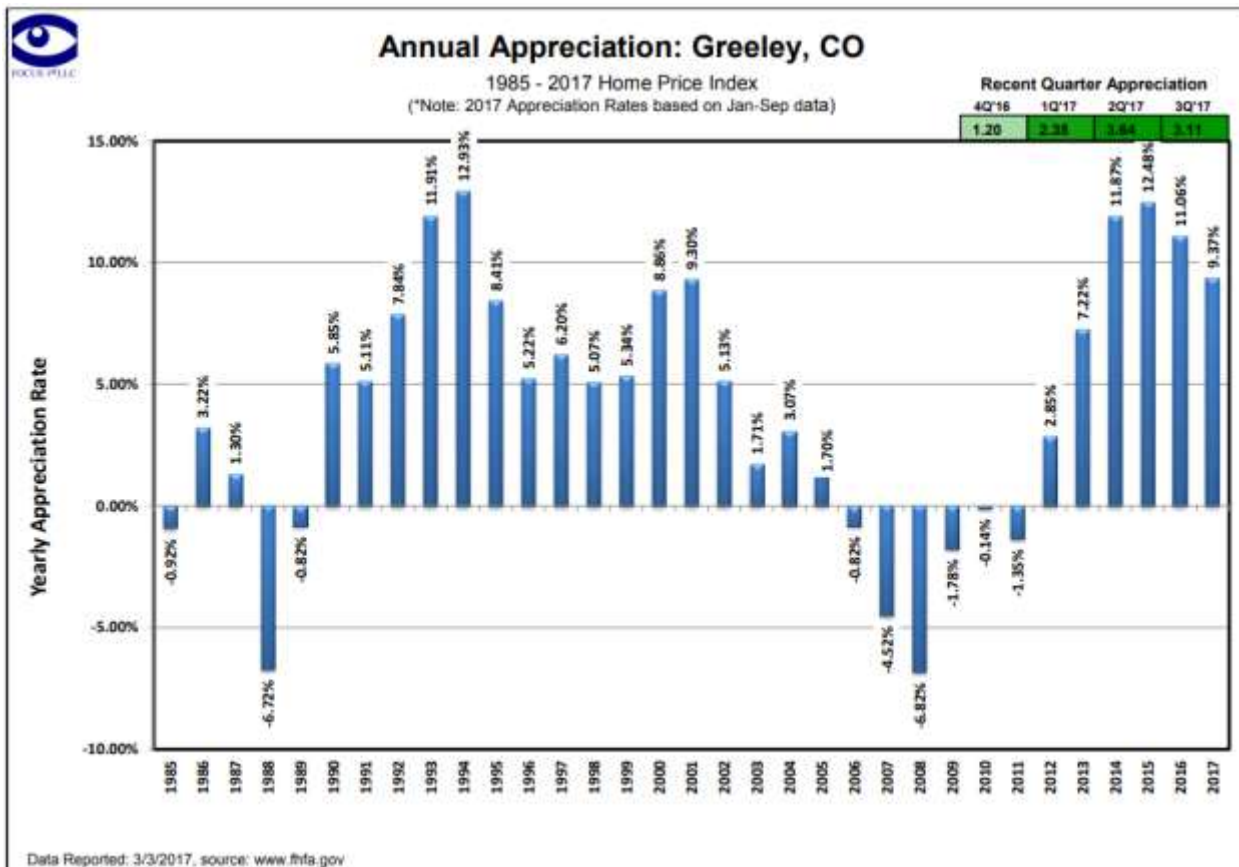
To obtain detailed price information, contact us at 970-460-3033.

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Long Term Home Prices – Weld County

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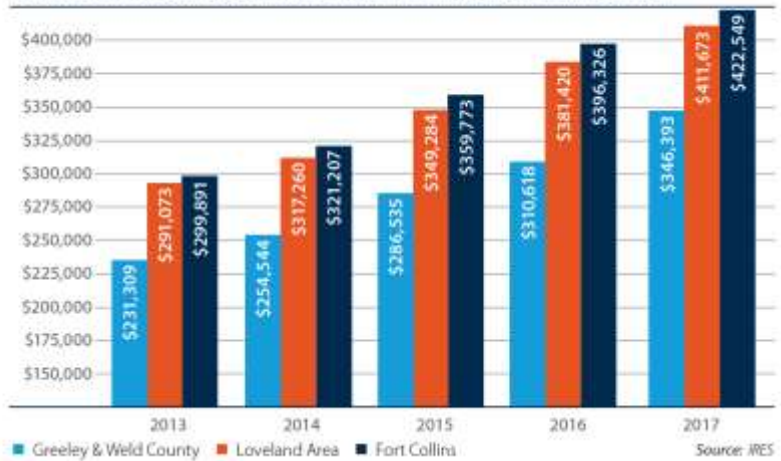


“How’s the Market?”

VITAL SIGN

As we study the Northern Colorado market, there are several vital signs which we track. The most vital sign of them all is average price. Over the last five years, the average single-family home price has gone up well over \$100,000 in all of the major NoCo markets. In 2014, Loveland and Fort Collins average prices broke through the \$300,000 barrier, and last year the \$400,000 barrier was broken. What is fueling this price growth? Most notably it is low supply. *There are half as many homes available for sale today compared to 2012.* Read the article below for more of our 2018 predictions.

NORTHERN COLORADO AVERAGE SINGLE FAMILY HOME SALES PRICE



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NoCo Predictions

OUR FORECAST

Here are our key predictions for 2018...



FORT COLLINS



LOVELAND



GREELEY



MORTGAGE RATES

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Are We in a Bubble?

THE 10-YEAR RHYTHM

A thorough look at 40 years of data from the Federal Housing Finance Authority (FHFA) reveals a fascinating insight into our Northern Colorado market. There is a 10-year cycle that is predictable and rhythmic. FHFA, which tracks nearly 300 markets across the U.S., is the most reliable source we know of for home price appreciation. The specific insight is this—the long-term 40-year home price appreciation for Larimer County is 5.36% and each of the specific four-decade-long windows over that time frame has never varied more than 0.75% from that average. What this means for today's market is that the recent double-digit appreciation has done nothing more than pull us back to the long-term average. This is further evidence that a housing bubble does not exist today.

TIME FRAME	AVERAGE HOME PRICE APPRECIATION
1978 to 2017	5.36%
1978 to 1987	5.63%
1988 to 1997	6.11%
1998 to 2007	4.69%
2008 to 2017	4.99%

Source: FHFA

To obtain detailed market information, 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?



Rates are on their way up and are predicted by many experts to rise to 4.5% by the end of 2018. Our own Chief Economist's forecast is 4.4%.

As rates rise, it's important to remember the 1%/10% rule. For every 1% rise in interest rates, monthly payments increase 10%. There is obvious impact to buyers. There is also impact to sellers in that a higher rate influences the price they can achieve for their home. We believe the greatest risk for potential buyers and for potential sellers is to wait.

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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A Unique Solution...

SELLER PROTECTION

With inventory levels so low in our market, some would-be sellers are reluctant to sell their homes because they are worried they won't be able to find a replacement property. We have worked closely with our attorneys to design a Seller Protection Program which provides our customers with the time they need to select a new property once their current home goes under contract. Contact us to receive the details.





Windermere

REAL ESTATE



Five-Point Pre-Inspection



Home Measurements

Windermere Certified Listings

Every client who sells a home with Windermere gets to enjoy the benefits of the Certified Listing Program. Your home will undergo a vigorous 10-step process to ensure you receive top dollar and it will sell in record time. *Every home. Every time.*



Professional Home Cleaning



World-Class Marketing

Certified Listing Results

Windermere's Certified Listing Program is producing extraordinary results for our customers. Homes listed by Windermere only have a 4% chance of expiring. Visit www.TheCertifiedListing.com

RESULTS HAPPEN... Windermere's Certified Listings are outperforming the market:



■ WINDERMERE ■ GREELEY
■ FORT COLLINS ■ LOVELAND

