

SCOOP

NORTHERN COLORADO REAL ESTATE NEWS



SECOND QUARTER 2018, VOLUME X



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 Northern Colorado

CONTACT US

970-460-3033

noco@windermere.com

www.WindermereNoCo.com

400 E. Horsetooth Road #100

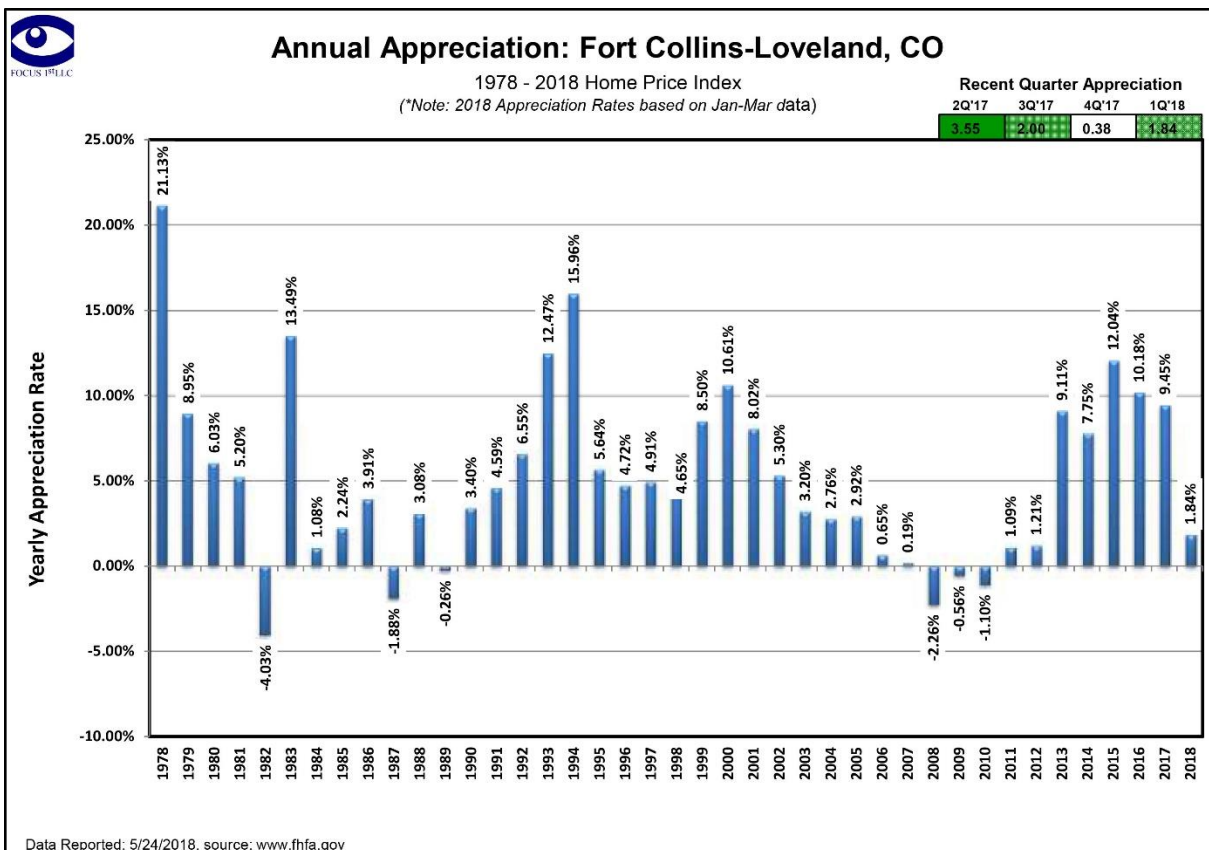
Fort Collins, CO 80525



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.

**Please note, the 2018 data is for the 1st quarter only.*



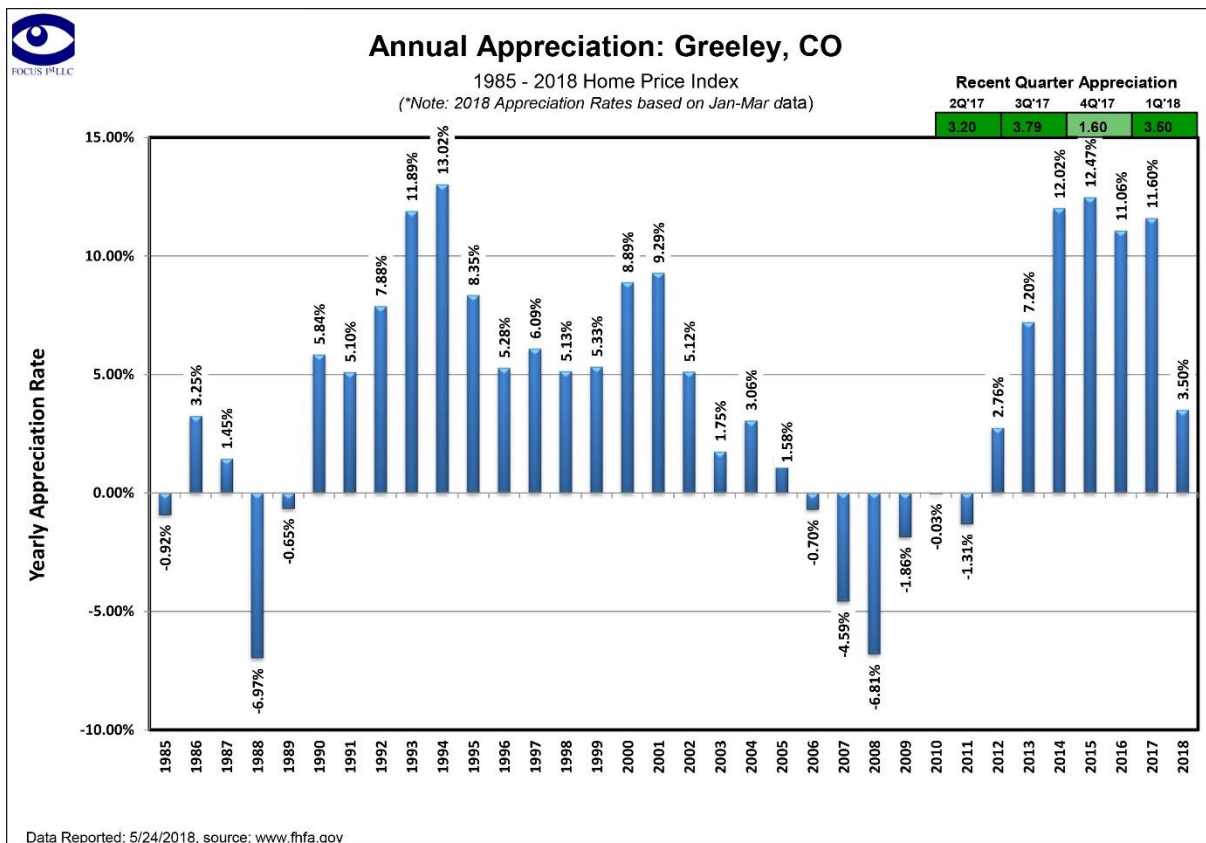
To obtain detailed price information, contact us at 970-460-3033.

www.WindermereNoCo.com

Long Term Home Prices – Weld 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.

**Please note, the 2018 data is for the 1st quarter only.*



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

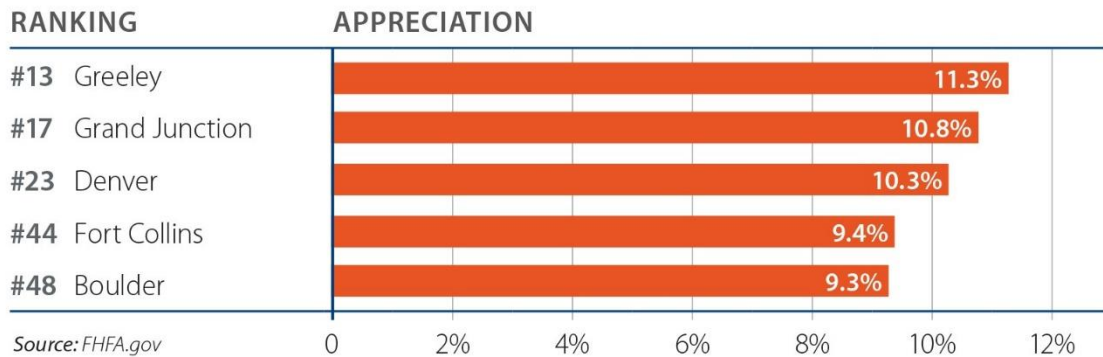
www.WindermereNoCo.com



Colorado Cities on Top...

STATE RANKING

According to the most recent quarterly report from the Federal Housing Finance Authority, here's how Colorado cities rank nationally, out of 253 metro areas, for one year's worth of appreciation:



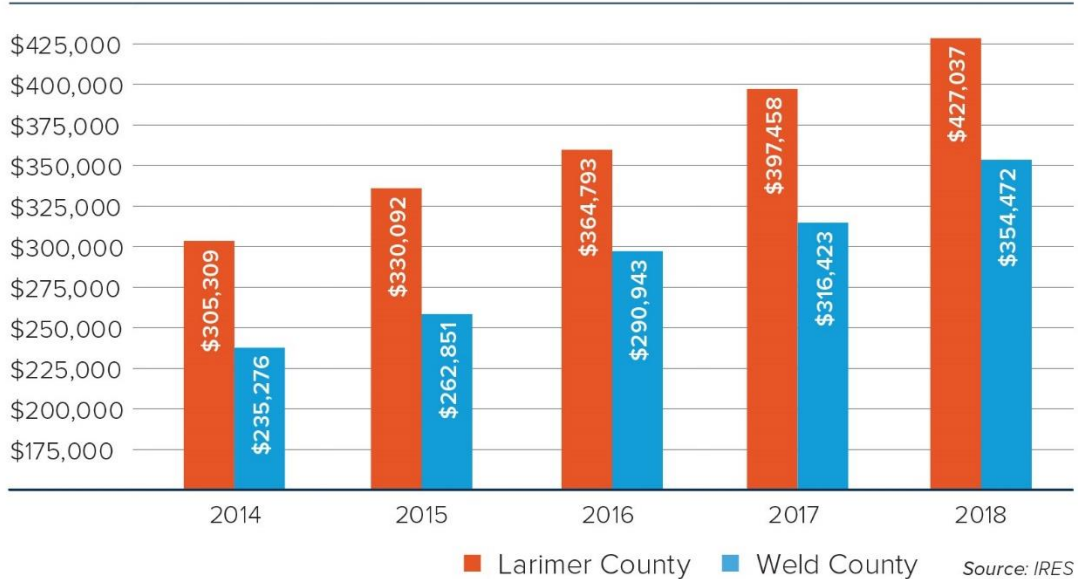
To obtain detailed market information, contact us at 970-460-3033.

www.WindermereNoCo.com



Up, Up, Up...

AVERAGE PRICE — SINGLE FAMILY HOME



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

www.WindermereNoCo.com



Rental Averages...

RENT FACTS

The latest rent and vacancy numbers from the Colorado Division of Housing:

CITY	VACANCY RATE	AVERAGE RENT
Denver Metro	6.4%	\$1,396.00
Colorado Springs	5.4%	\$1,133.23
Fort Collins/Loveland	3.0%	\$1,323.73
Pueblo	4.3%	\$793.68
Grand Junction	2.7%	\$498.13
Greeley	2.2%	\$1,080.12

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

www.WindermereNoCo.com



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

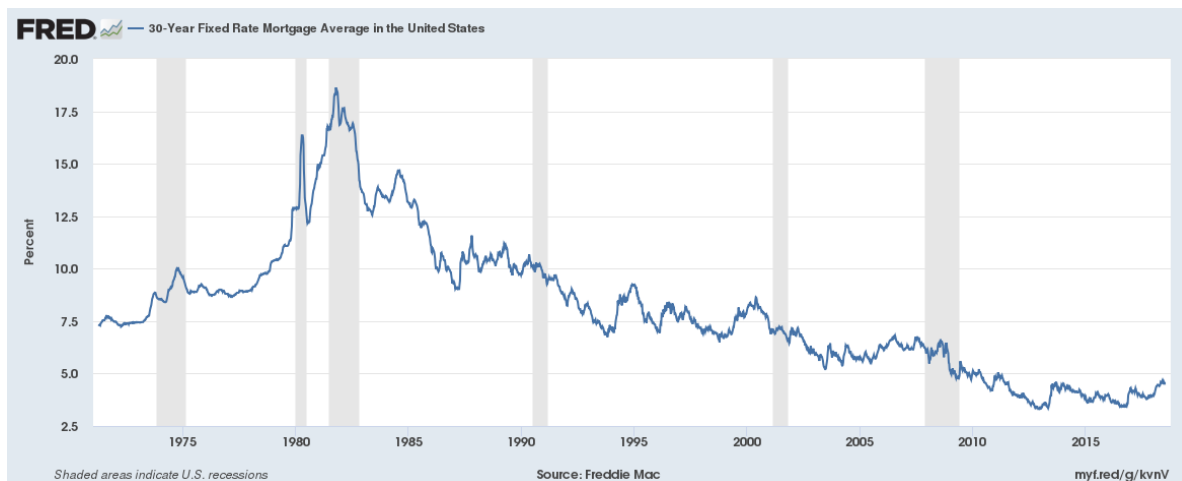
To obtain detailed market information, contact us at 970-460-3033.

www.WindermereNoCo.com



The Greatest Opportunity

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



Since the Presidential election, mortgage interest rates have jumped up approximately 0.5%. Many economists believe that this is more than post-election jitters. Financial markets are fully repricing their expectations of the future. Most likely we are seeing the beginning of a long-term rise in rates.

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.

www.WindermereNoCo.com



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.





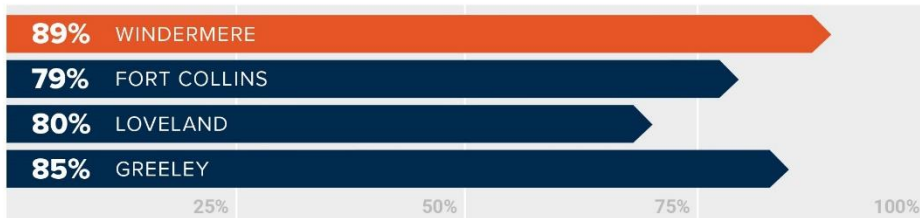
Windermere Certified Listings

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.*

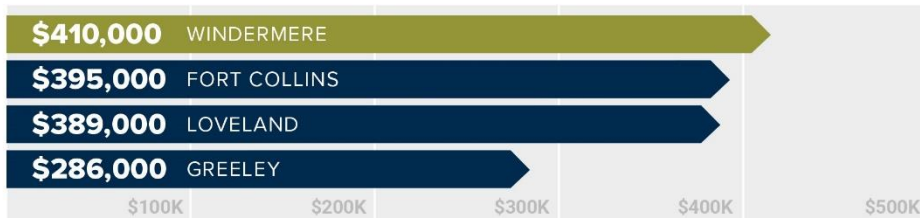
Windermere Results

Windermere's Certified Listings are outperforming the market:

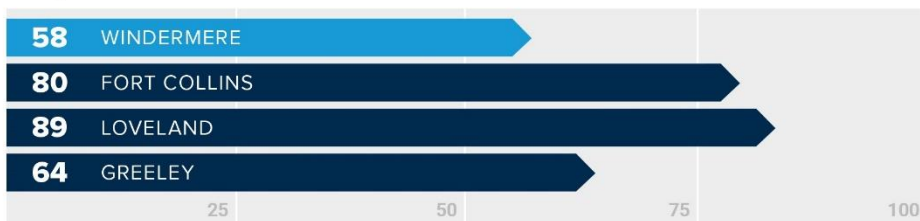
Odds Of Selling



Average Price



Days On Market



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

www.TheCertifiedListing.com