

# SCOOP

NORTHERN COLORADO REAL ESTATE NEWS



FOURTH QUARTER 2018, 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 Northern Colorado**

### **CONTACT US**

**970-460-3033**

**noco@windermere.com**

**www.WindermereNoCo.com**

**400 E. Horsetooth Road #100**

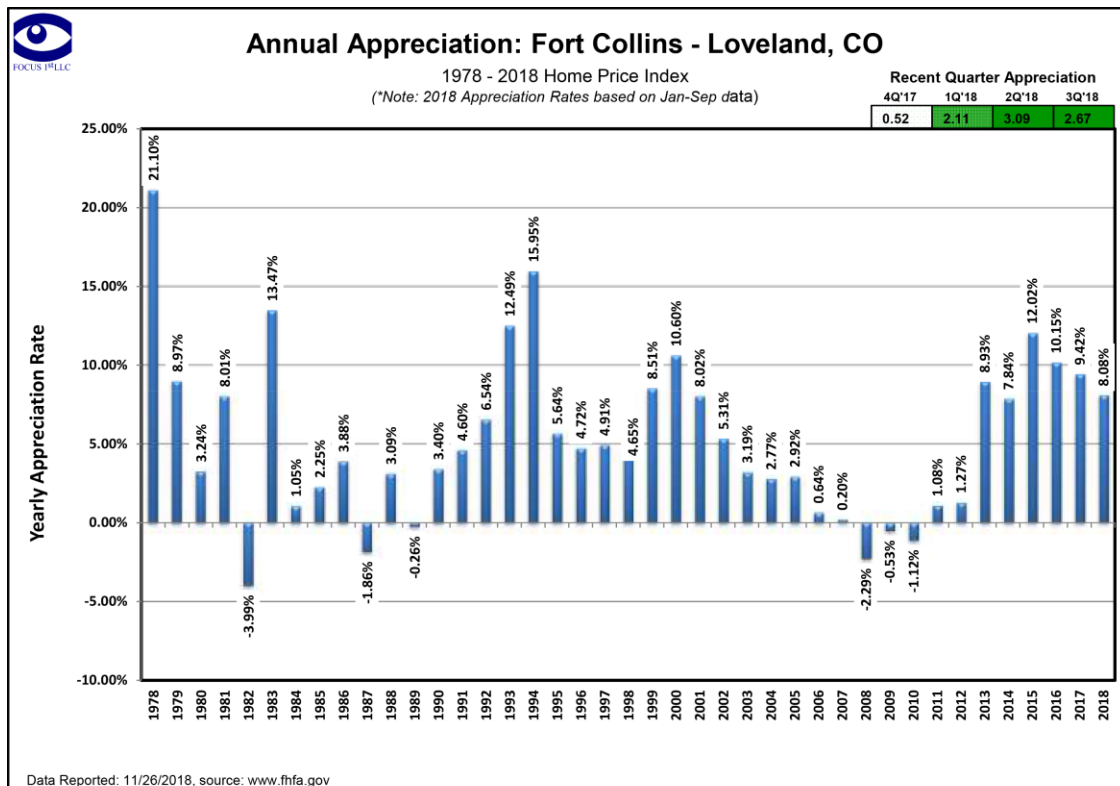
**Fort Collins, CO 80525**





## 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.



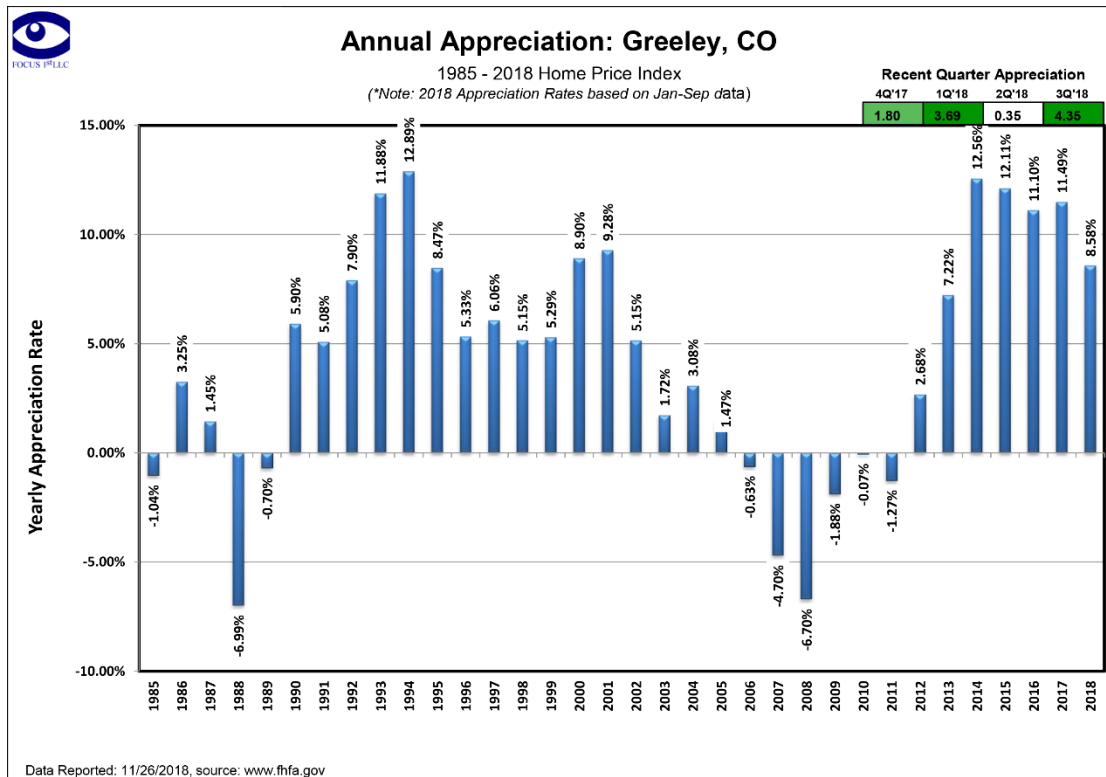
To obtain detailed price information, contact us at 970-460-3033.

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## 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.



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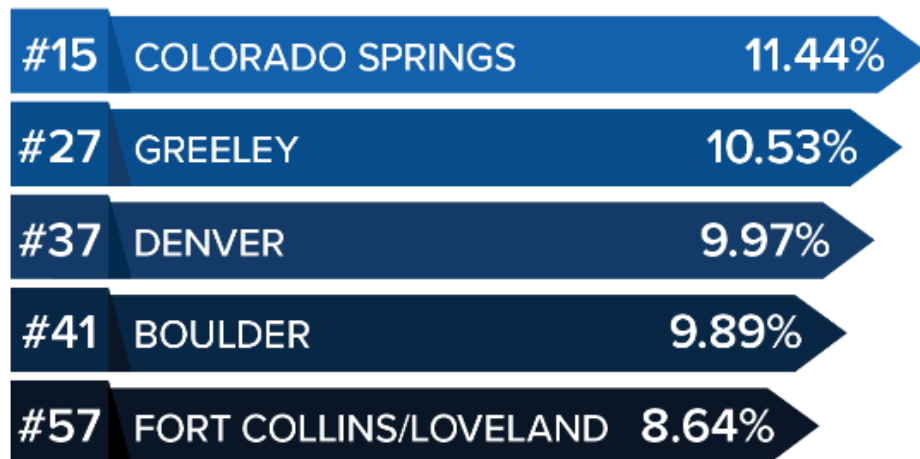
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## Where Do We Rank?

### THE LATEST RANKINGS

Here is the latest from the Federal Housing Finance Authority who tracks annual home price appreciation in 243 markets all across the country:



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## Market Speedometer...

Each quarter, our Chief Economist Matthew Gardner produces his economic report for Metro Denver and Northern Colorado. Inside you will find his market speedometer. This speedometer reflects the state of the region's real estate market using housing inventory, price gains, home sales, interest rates, and larger economic factors.

According to Gardner, "I have moved the needle very slightly towards buyers as a few Front Range counties saw home inventories rise. However, while I expect to see listings increase in the coming months, for now, the housing market continues to heavily favor sellers."



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## Colorado Rentals

### THE RENTAL MARKET

Here is what is happening with the Front Range Rental Market:

| CITY                       | AVERAGE RENT | VACANCY RATE |
|----------------------------|--------------|--------------|
| Metro Denver               | \$1,484      | 6.0%         |
| Fort Collins /<br>Loveland | \$1,378      | 3.8%         |
| Greeley                    | \$1,149      | 3.6%         |

*Source: Colorado Division of Housing*

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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 |
|---------------------|---------------------------------|
| <b>1978 to 2017</b> | <b>5.36%</b>                    |
| 1978 to 1987        | 5.63%                           |
| 1988 to 1997        | 6.11%                           |
| 1998 to 2007        | 4.69%                           |
| 2008 to 2017        | 4.99%                           |

Source: FHFA

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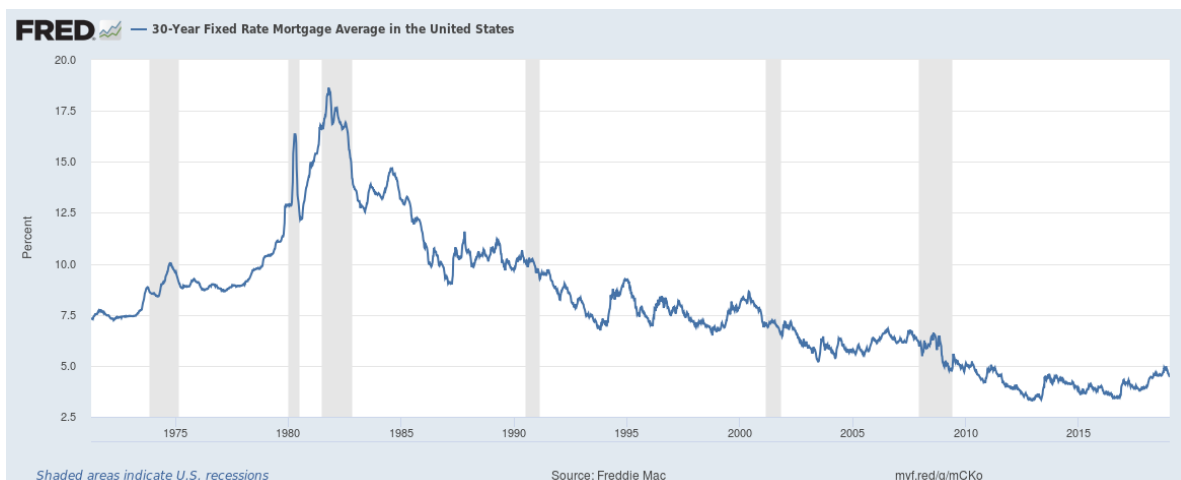
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## The Greatest Opportunity

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



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 re-pricing 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.**

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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.





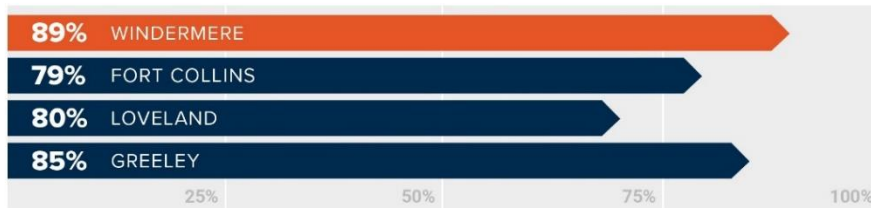
## Windermere Certified Listings

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.*

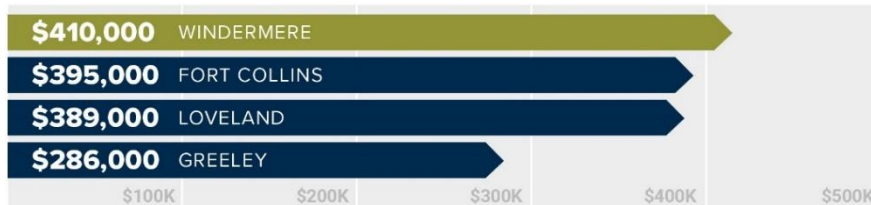
### Windermere Results

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](http://www.TheCertifiedListing.com)