

THE SCOOP

NORTHERN COLORADO REAL ESTATE NEWS
FIRST QUARTER 2020



Windermere
REAL ESTATE



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

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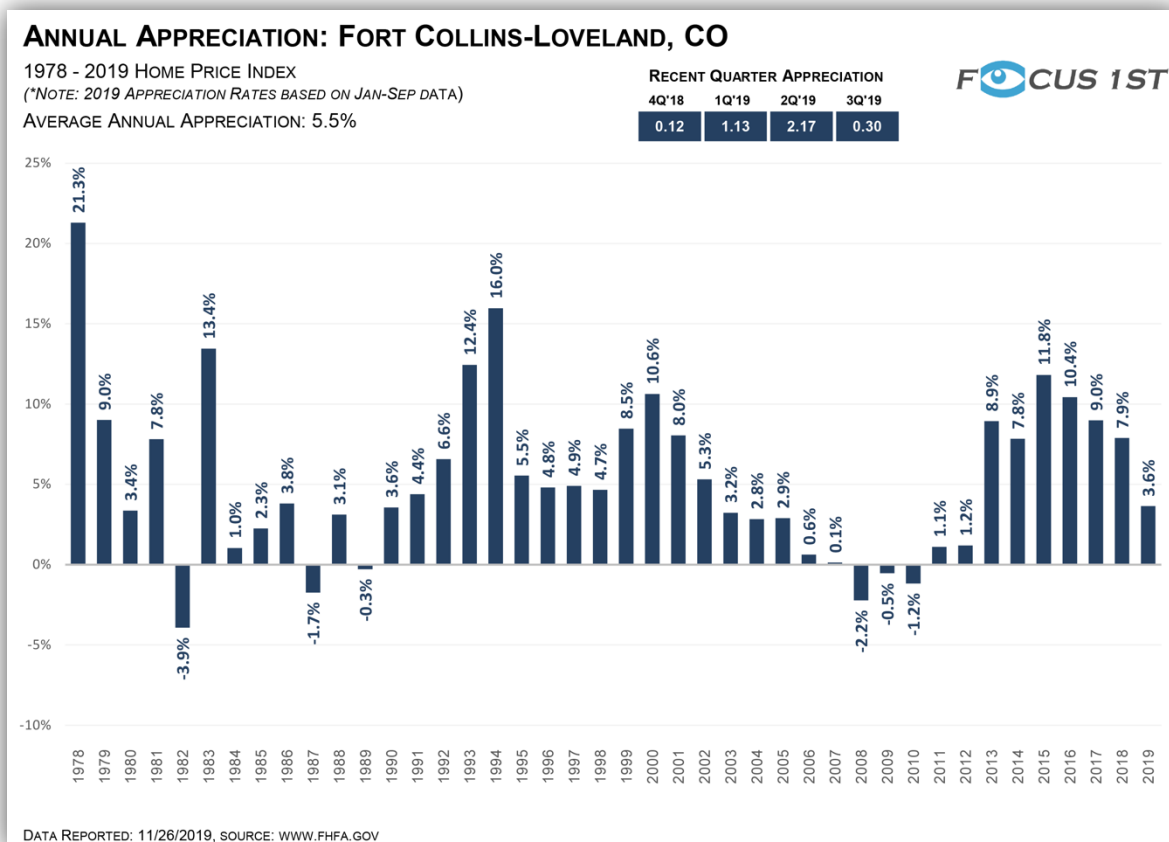




LONG TERM HOME PRICES

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.



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

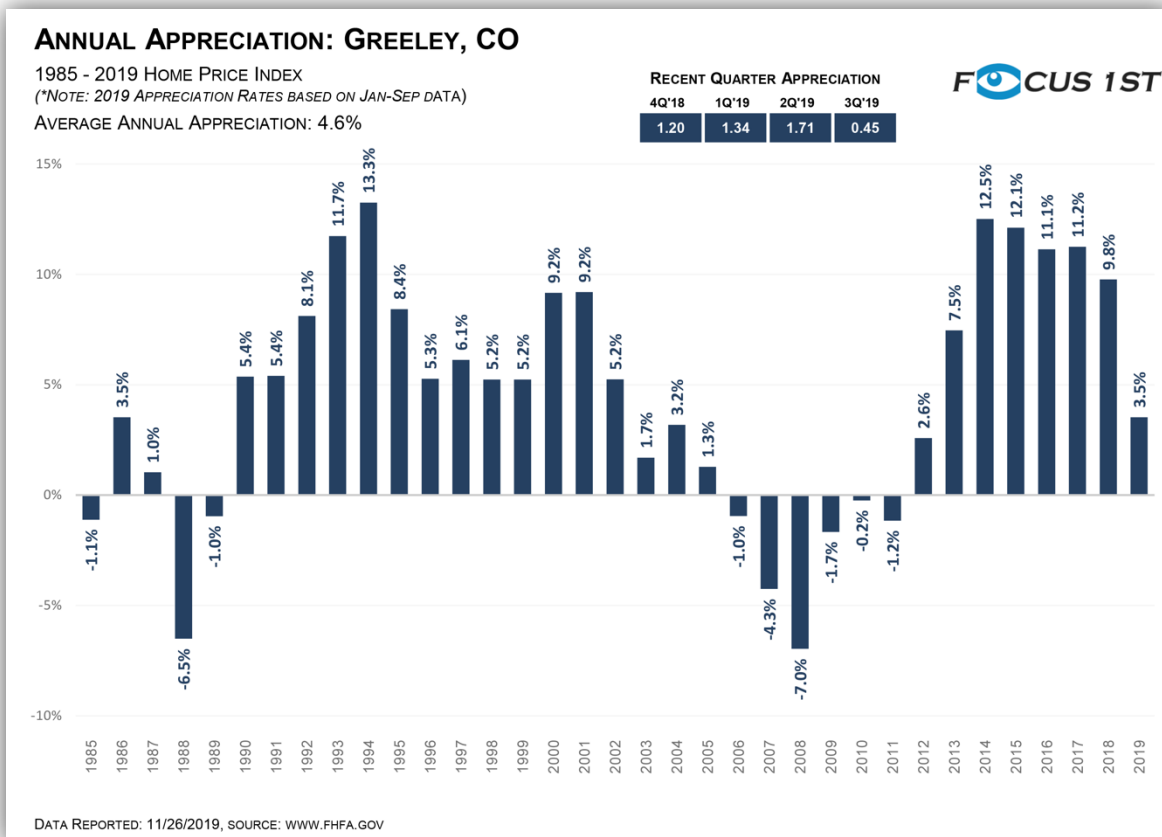
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LONG TERM HOME PRICES

WELD COUNTY

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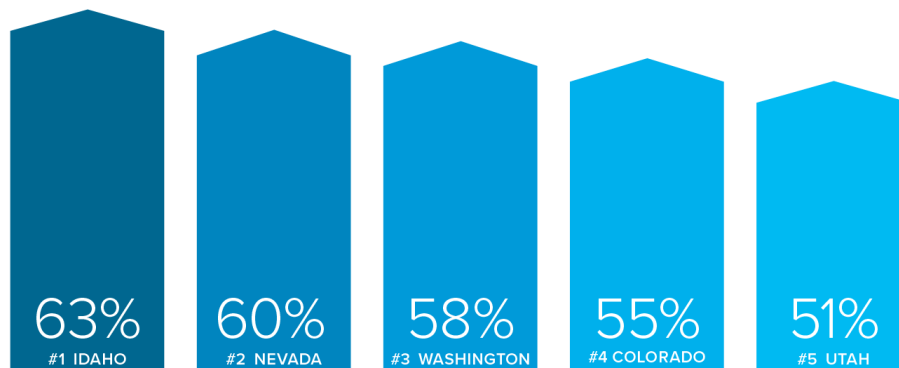
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STATE RANKING

According to the Federal Housing Finance Authority, these are the top 5 states for home price appreciation over the last 5 years:



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OUR FORECAST

Here are our key predictions for 2020...



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AFFORDABILITY

The National Association of Homebuilders tracks housing affordability in 237 markets every quarter. They rank the markets by the percentage of homes that could be purchased with the median wage.

#1	Monroe, MI = 95% <i>(most affordable market)</i>
<hr/>	
126	Colorado Springs = 71%
188	Denver = 55%
189	Boulder = 55%
190	Fort Collins = 54%
193	Greeley = 53%
237	San Francisco, CA = 8% <i>(least affordable market)</i>

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A MILE HIGH

Did you know our state grows by a Mile-High Stadium's-worth of people each year? That's right, we've been growing by about 75,000 people each year, and we will keep growing. The State Demography office estimates we will have 7.5 million people living here by 2040.



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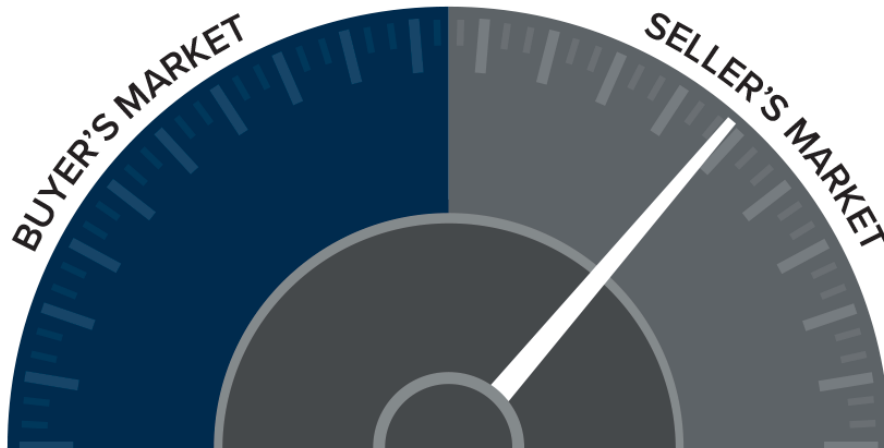
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MARKET SPEEDOMETER

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, "For the fourth quarter of 2019, I am leaving the needle at the same level as in the third quarter. Listing activity has not grown, and this has led to higher prices in general. Although market time has risen, the market still favors home sellers."



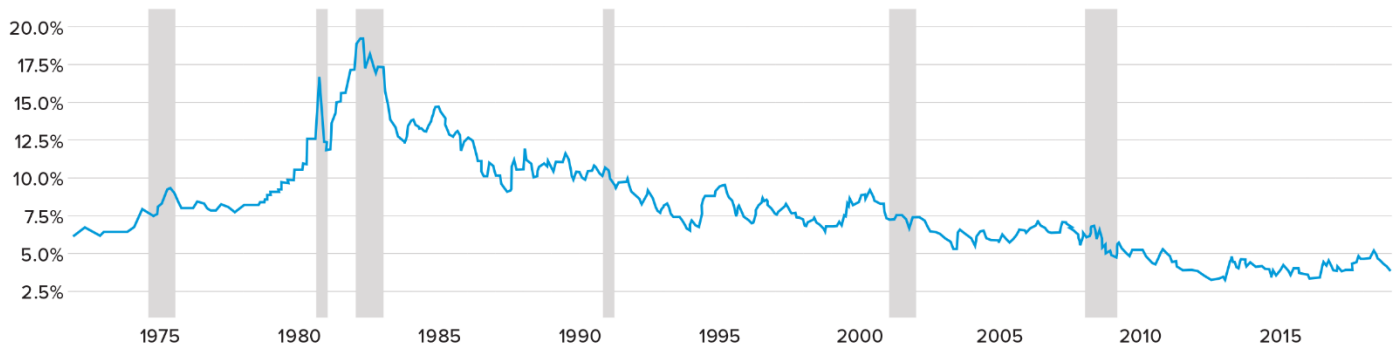
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WHAT'S UP WITH DOWN RATES

It was only a few months ago when experts predicted that 30-year mortgage rates would hit five percent by the end of 2019. For many, it was a foregone conclusion. At the end of 2018, they were already in the high fours. It appeared as if the low interest rate party was over. Then along came mid-2019 and rates kept going lower and lower. Now they are in the high threes and back to where they were in the fall of 2016. What gives? It turns out that trade tensions between the U.S. and China have caused concerns about a global economic slowdown which, in turn, have pushed rates lower. Lower rates are of course great news for buyers and people thinking about refinancing.



**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 *Moxi Present 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.





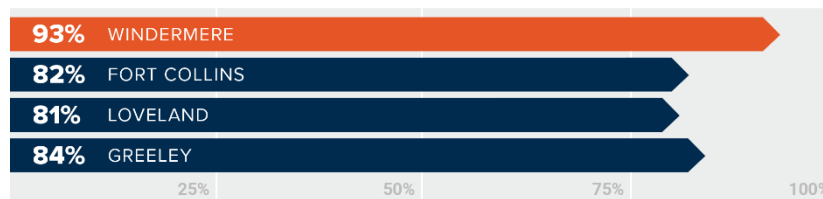
WINDERMERE LISTINGS

We value fairness. We also value being your unfair advantage.

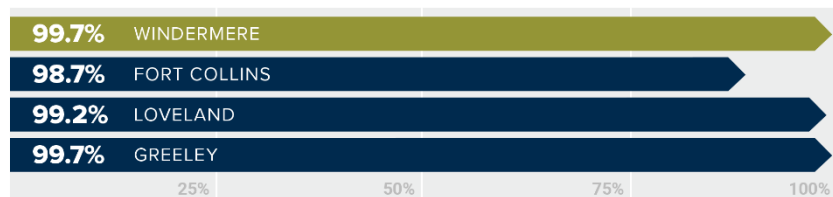
Windermere Results

Windermere's Certified Listings are outperforming the market:

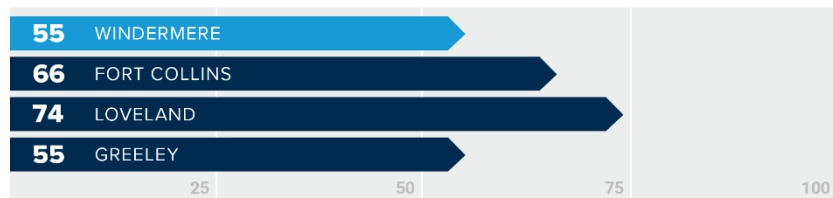
Odds Of Selling



List To Sale Price



Days On Market



Source: IRES • 01/2019

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

www.TheCertifiedListing.com