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NORTHERN COLORADO REAL ESTATE NEWS



NORTHERN COLORADO | SECOND QUARTER 2015, VOLUME II


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

CONTACT US

970-460-3033

fortcollins@windermere.com

www.windermerecolorado.com

400 E. Horsetooth Road #100

Fort Collins, CO 80525



Northern Colorado Market Vital Signs

NORTHERN COLORADO MARKET SNAPSHOT		MARKET SNAPSHOT		MARKET SNAPSHOT	
FORT COLLINS AREA		LOVELAND AREA		GREELEY/WELD COUNTY	
SALES UP	7.4%	SALES UP	29.1%	SALES UP	20.3%
LISTINGS DOWN	-25.4%	LISTINGS DOWN	-4.2%	LISTINGS UP	10.3%
MEDIAN PRICE UP	27.1%	MEDIAN PRICE UP	16.4%	MEDIAN PRICE UP	11.1%

Source: IRES

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

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Homes Selling For More Than List Price

Low inventory and high demand has led to bidding wars in our market resulting in properties selling for more than list price. Nearly two-thirds of all residential sales in our market are for *at least* list price.

LOW INVENTORY LEADS TO BIDDING WARS

	April 2015 Sales	% of Sales at list price or above
FORT COLLINS	272	67%
LOVELAND	167	60%
GREELEY & WELD COUNTY	465	66%

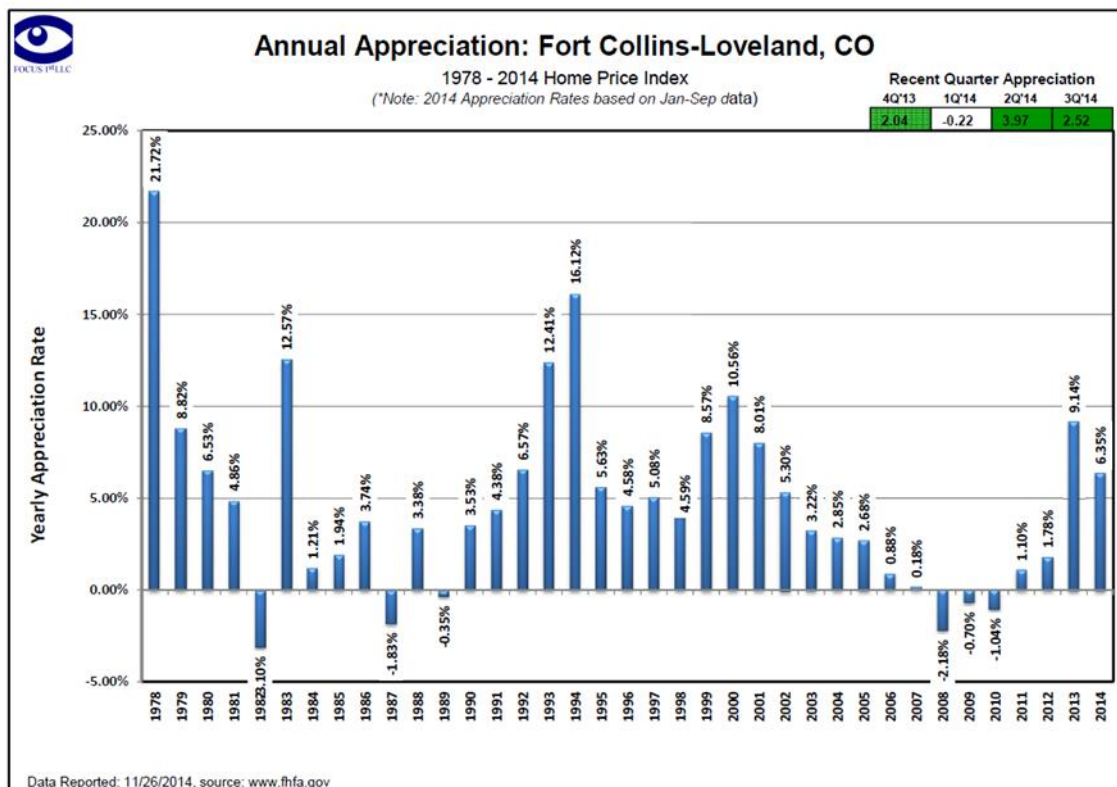
To obtain a detailed Buyer's Packet or Seller's Packet providing everything you need to know about our market, contact us at 970-460-3033.

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Home Price Appreciation

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 a chart of the Loveland and Greeley markets, contact us at 970-460-3033.

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Hot Neighborhoods

The 2014 best-selling single family home neighborhoods:

<u>Fort Collins/Wellington</u>	<u>Sales</u>	<u>Avg. Price</u>
1. Maple Hill	145	\$248,571
2. Park Meadows	120	\$243,731
3. Rigden Farm	93	\$324,304
<u>Loveland</u>		
• Thompson River Ranch	124	\$300,311
• Kendall Brook	47	\$351,906
• Mariana Butte	46	\$379,461
<u>Greeley</u>		
• Clearview	110	\$237,632
• Owl Ridge	81	\$242,648
• Stroh Farm	77	\$319,991
<u>Windsor</u>		
1. Water Valley	105	\$386,375
2. Highland Meadows	45	\$471,948
3. Timber Ridge	41	\$253,195

Source: IRES

To obtain the complete list of best-selling 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	126
2. Rigden Farm	Journey Homes	72
3. Park Meadows	Journey Homes	51
4. Bucking Horse	Bucking Horse Dev.	49
5. Kechter Crossing	Meritage Homes	43
6. Park Meadows	Journey Homes	42
7. Millenium	Saint Aubyn	40
8. Timnath South	DR Horton	38
9. McClelland's Creek	Ryland Homes	37
10. Rigden Farm	Meritage Homes	37

Source: Home Builder's Research

To obtain a detailed information about new home communities in Northern Colorado, contact us at 970-460-3033.

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5 Fascinating Facts About The Old Town Fort Collins Market

1. Prices in Old Town have almost doubled since 2010. They are up 89%.
2. Since 2010, prices in Old Town have increased at twice the rate of prices in Fort Collins.
3. In 2010, there were 118 sales under \$300,000. So far this year there are 7 sales under \$300,000.
4. Old Town is on pace to have about 120 sales this year which would be the second-lowest since 2010.
5. There is a 1.4 month supply of homes for sale in Old Town.

To learn more details about the Old Town Market, contact us at 970-460-3033.

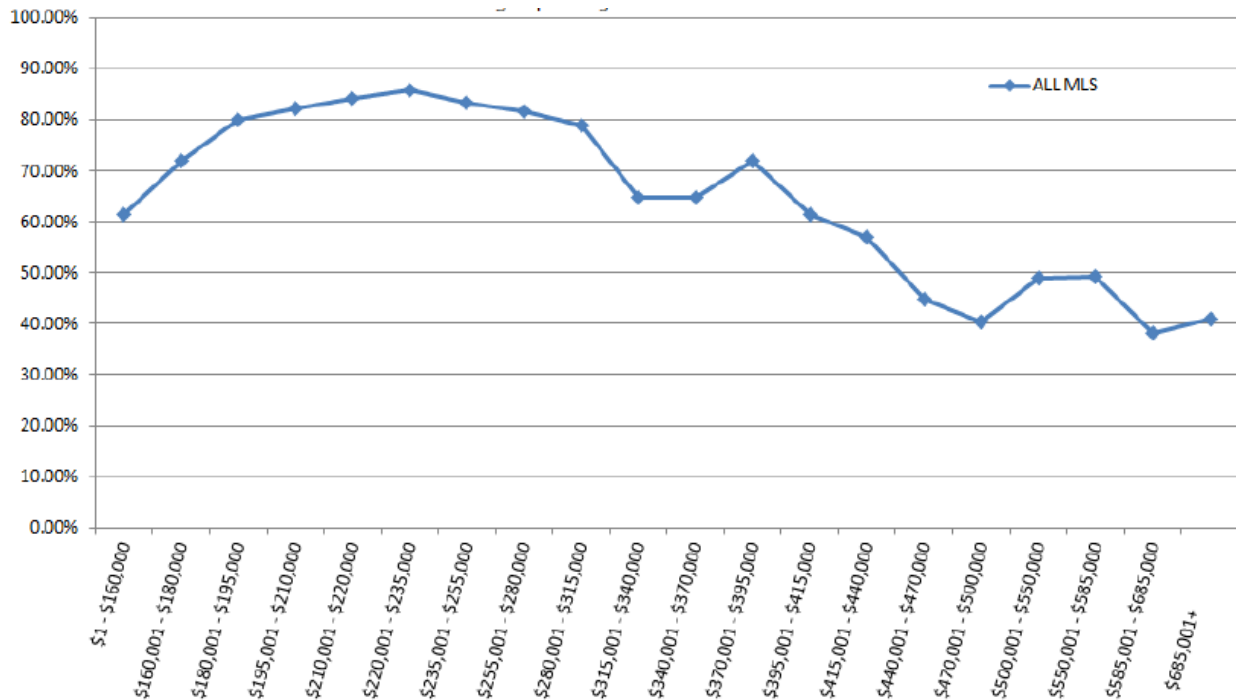
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Odds of Selling

A simple fact that some people forget is this – not all listings sell! There are many reasons why a listing that goes on the market doesn't end up selling- condition, price, location, buyer qualification issues, etc.

The chart below shows the Odds of Selling in Fort Collins broken down by price range. For a chart of Loveland or Greeley, please contact our office.



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The Luxury Market

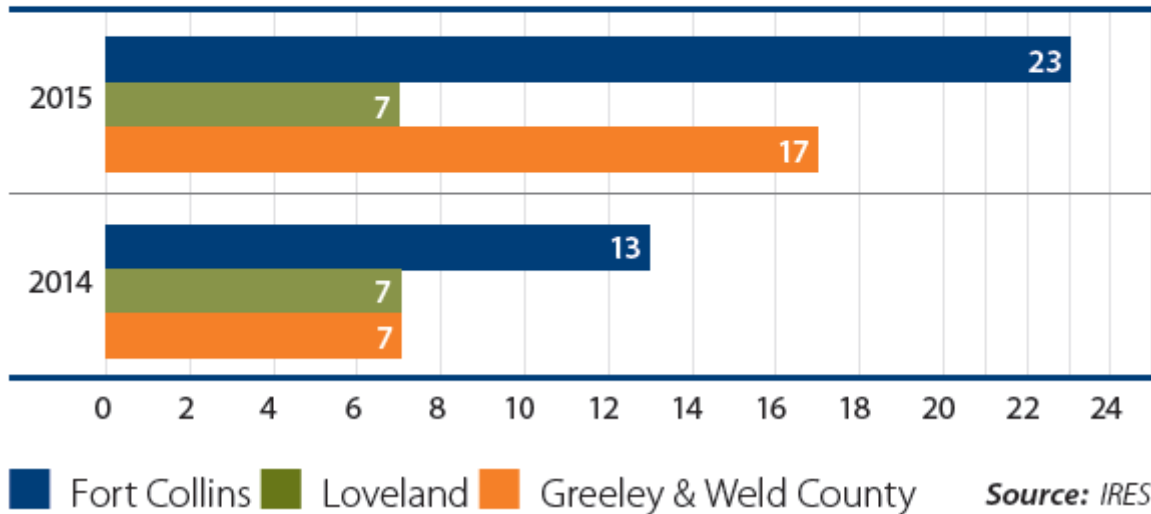
High-end home sales have seen a significant rebound in the last 12 months.

LUXURY SALES

Sales of homes priced over \$750,000 have increased 74% since last year.

HOME SALES OF +\$750,000

January 1st – April 30th



For details on our Premier Marketing program for luxury homes, contact us a 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.

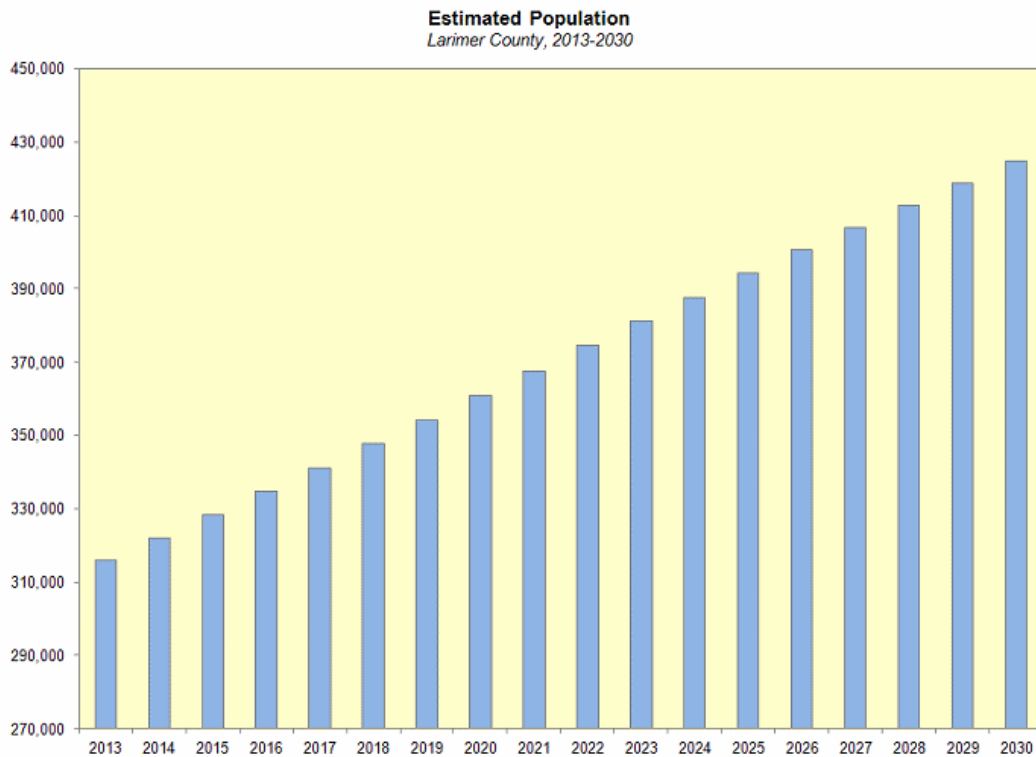
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Population Growth

Our population in Northern Colorado is growing at an incredible pace. We continually rank among the fastest growing areas in the country in terms of year over year percentage growth of population. According to the chart below from the Colorado Department of Local Affairs, Larimer County will add 100,000 people by the year 2030.

Using a simple rule of thumb of 2.5 people per household, that population growth equates to 40,000 more housing units needed or 2,600 per year.



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