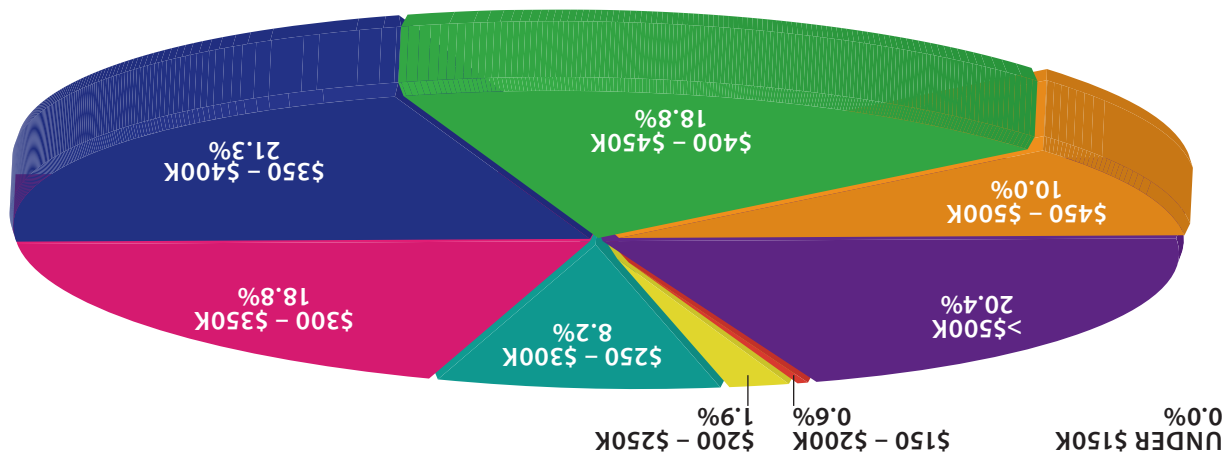


## DEMAND FOR NEW HOMES

The following chart shows the demand for new homes broken out by price range. This information is based on actual closings of new homes in Northern Colorado. It's interesting to note that while 74% of all sales in our market are below \$400,000, only 50% of new homes sell below \$400,000.



## PRICES DOUBLE??

Our customers have been asking us, could prices really double in Fort Collins in 10 years? There are two important things to know. First, over the last 10 years prices only increased 35%. Granted, the last 10 years had the worst recession of our lifetime, but it puts the conversation in context. The second thing to know is prices would have to increase an average of 7.2% per year for the next 10 years for prices to double. Going all the way back to 1976, the long term average increase is 5%. So, for prices to double, we would need a sustained increase 40% higher than the long term average. We don't think that is realistic especially because we are likely to see another recession cycle in the next 10 years. What do we think? Over the next 10 years, prices will continue their pace of 5% appreciation.

## IN CASE YOU MISSED IT

If you happened to miss our annual Real Estate Market Forecast, we can help you. Contact us and we will send you the slides from the presentation and also a short recap video. Additionally, we have a real estate investing kit that is available upon request. It has everything you need to know about investing in residential real estate. Reach out to us and we will get it in your hands.

## FEARLESS PREDICTIONS FOR 2016

- Here are highlights from our recent 2016 Real Estate Market Forecast:
- Greeley prices **up 6%**
  - Loveland prices **up 7%**
  - Windsor prices **up 7%**
  - Fort Collins prices **up 8%**
  - Mortgage rates **increasing to 4.5%**

## CERTIFIED PLATINUM

We are proud to announce a new program to help our sellers. In addition to the 10 items included in our Certified Listing, the Platinum Program includes:

- Two hours of handyman service
- A home warranty
- HVAC service and clean
- A move-out clean



Contact us to see the details!



**Paul Hunter**  
970-673-7285 cell  
970-460-3033 office  
phunter@windermere.com  
paulnoco.withwre.com

## THE WINDERMERE REPORT

WINDERMERE REAL ESTATE | **FORT COLLINS** | MARCH 2016

# THE WINDERMERE REPORT

WINDERMERE REAL ESTATE | **FORT COLLINS**

MARCH 2016

## DEMAND FOR NEW HOMES

A look at demand by price range

## PRICES DOUBLE??

Will prices really double in F.C.?

## FEARLESS PREDICTIONS

Our forecast for 2016

## IN CASE YOU MISSED IT...

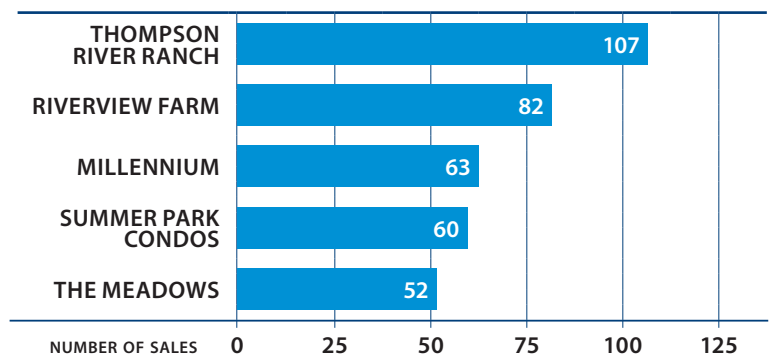
How to access Forecast presentation

## CERTIFIED PLATINUM

New program for Sellers

## TOP SELLING NEIGHBORHOODS

Here are the top selling new home communities in Northern Colorado over the last 12 months:



Source: Home Builder's Research