



REAL ESTATE INSIDER

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OPENING UP: STATS SHOW LOCAL HOMEBUYERS RUSHING BACK

Real estate is rolling again.

While the impact of the COVID-19 pandemic and stay-at-home orders knocked home sales off track, demand from homebuyers in Northern Colorado wasn't derailed. Just delayed.

It's all in the data.

During the March 25-May 2 stay-at-home order, local sales dropped 36 percent compared to the same dates last year. By comparison, nationwide sales in April fell 22 percent. The big difference? Colorado acted faster than most states to limit property showings.

But in the first three weeks after stay-at-home was lifted — and in-person showings resumed — we learned local homebuyers didn't lose their appetite. Properties under contract are up 13 percent over the same period in 2019 (May 3-May 27). And with interest rates so low (3.15 percent for a 30-year loan as of May 28), demand will keep buzzing.

Here's more to think about if you're on the fence about buying or selling:

- To buyers: As demand returns and supply stays flat (see the chart below), don't expect to find bargains. Prices may not be surging, but tight inventory means prices should hold steady.
- To sellers: Loan applications at our sister firm Group Mortgage, LLC more than doubled through the first four months of 2020. Clearly, there's a market for your property, and your equity isn't diminished.
- To investors: In the words of Warren Buffet, "Only invest in what you understand." While the dynamics of the stock market are hard to comprehend, people understand their property and the meaning of equity. We're seeing that born out in the resurgent demand.

If the momentum from May showings and contracts continue, and COVID-19 is held in check, housing appears to be on track for a "V"-shaped recovery in Northern Colorado.

SAFER AT HOME ORDER IMPACT ON NORTHERN COLORADO REAL ESTATE May 3 - May 27 (COVID-19)

	HOMES SOLD 2020	HOMES SOLD 2019	% Change	Under Contract 2020	Under Contract 2019	% Change	New Listings 2020	New Listings 2019	% Change
Fort Collins	314	347	-10%	316	291	9%	314	347	-10%
Loveland	198	212	-7%	208	170	22%	198	212	-7%
Greeley / Evans	91	174	-48%	260	210	24%	220	185	19%
Windsor / Severance	90	127	-29%	164	149	10%	167	182	-8%
Wellington	15	22	-32%	45	23	96%	53	37	43%
Berthoud	35	41	-15%	67	46	46%	57	55	4%
Timnath	14	19	-26%	34	31	10%	22	21	5%
Johnstown	16	25	-36%	62	42	48%	40	53	-25%
Estes Park	4	30	-87%	27	32	-16%	31	32	-3%
Longmont	91	131	-31%	173	173	0%	170	186	-9%
Boulder	65	137	-53%	159	172	-8%	262	230	14%
Ault / Eaton Kersey / La Salle Mead / Milliken	35	45	-22%	85	80	6%	77	66	17%
ALL MLS TOTALS	993	1,557	-36%	2,434	2,148	13%	2,425	2,390	1%

Source: Information and Real Estate Services (IRES)

Call me to get the latest real estate sales data in Northern Colorado, and how sales trends are impacting where you live.

HOW TO MAKE WFH WORK FOR YOU

Before the novel coronavirus stepped between us and the places we work, most Americans were already keen on the idea of creating a home office. In fact, in its latest consumer preference survey taken in 2018, the National Association of Home Builders found that 65 percent of home buyers wanted a home office.

Given present circumstances, that percentage is certainly going to rise.

But what about actually having to work from home? Like, every day? Chances are it's not all you imagined. With the help of lifestyle blogger Holly Ragsdale, we've captured 10 useful tips for successfully navigating your new normal at home.

- 1 Wake up at the same time every day
- 2 Get dressed in real clothes
- 3 Wash your face and brush your teeth
- 4 Create a "commute" – such as a neighborhood walk – before starting work
- 5 Sit at a desk or table (save the couch for after work)
- 6 Keep your workspace clean
- 7 Take an actual lunch break
- 8 Go on a mid-day walk
- 9 Set up a digital chat system with your peers or co-workers
- 10 Stop working at the end of your "shift"

Call me to get Holly Ragsdale's complete set of tips for creating structure and routine when working from home.

STAYING CONNECTED: OPTIONS UNFOLDING FOR INTERNET ACCESS

If you're spending more time online at home – whether for work, school, or binge watching a TV series – you've likely gained a fresh appreciation for the value of broadband access.

Coincidentally, as the pandemic reshapes our digital demands, more Colorado communities are providing choices for how we connect. And even if you don't know a USB from a Gbps, you know that options for consumers usually translate to better service.

Locally, multiple cities are at different stages of providing municipal broadband – internet service as a public utility – as alternatives to existing private providers.

- **Longmont.** Started installing its NextLight™ network in 2014, and now reaches well over half of the city's residents.
- **Fort Collins.** Voters approved the Connexion network in 2017, and service has been rolling out on a neighborhood-by-neighborhood basis since last year.
- **Loveland.** Broke ground on its Pulse system last year and service is expected to begin for its customers by this summer.
- **Johnstown.** Voters agreed in April to allow city officials to examine public broadband options.

The bottom line: Take a minute to re-assess your household internet needs and be aware you may get to take advantage of this emerging competition to cut costs and boost your service.

OH, THE NOISE! NEW TOOL MEASURES SOUND LEVELS NEAR HOMES

You don't need to be the Grinch to get your back up about neighborhood noise. What if you could measure how noisy – or quiet – a property is before you decide to move in?

A new "noise indicator" allows anyone researching properties on Realtor.com to see if noise around an individual address is low, medium or high. Even more, it pinpoints the sources of sounds, from traffic to schools to local businesses.

"With our new noise indicator, we can provide specific information about whether the property is near a freeway, an airport or a gas station and how that impacts sound levels," said Rachel Morley, senior vice president, product management, for Realtor.com.

NORTHERN COLORADO AT A GLANCE

Source: U.S. Census Bureau

The following chart shows annual population growth for Northern Colorado cities since 2015. The latest estimates for July 1, 2019, were released in May by the U.S. Census Bureau:

	2015	2016	2017	2018	2019	1 Yr % Change 2018-2019
Berthoud	6,040	6,278	6,856	7,874	9,094	15.4%
Eaton	4,956	5,116	5,288	5,531	5,738	3.7%
Estes Park	6,292	6,385	6,364	6,384	6,426	0.6%
Evans	19,872	20,147	20,467	21,004	21,205	0.9%
Fort Collins	160,991	163,004	165,541	168,324	170,243	1.1%
Greeley	101,763	104,751	106,780	107,475	108,649	1.1%
Johnstown	13,005	13,470	13,826	14,106	15,198	7.7%
Loveland	74,886	76,399	76,880	77,752	78,877	1.3%
Longmont	92,280	93,269	94,637	96,536	97,261	0.7%
Severance	3,785	4,086	4,316	5,042	6,494	28.7%
Timnath	2,413	2,885	3,264	3,962	4,998	26.1%
Wellington	7,847	8,475	9,551	10,047	10,437	3.9%
Windsor	23,520	24,549	26,559	28,968	30,477	5.2%



REAL ESTATE BY NUMBERS

\$11.4 million. Sale price for the Safeway grocery building at 2321 W. Eisenhower Blvd. in Loveland. A group of Nevada-based investment firms bought the site.

\$5 million. Price paid by retailer Jax Inc. to buy former Kmart building at 2665 W. Eisenhower Blvd. in Loveland. Jax plans to relocate its Loveland store, 910 E. Eisenhower Blvd., to the new location on August 1.

78. Number of housing units in the Spark apartment building, proposed for construction next year at 140 E. Oak St. in downtown Fort Collins. As planned, all units in the six-story building would be priced as affordable housing.

\$22 million. Amount of funding that the Loveland Housing Authority has secured to expand The Edge, an affordable housing development at 3875 E. 15th St. in east Loveland.

\$5.5 million. Sale price for the Macy's department store space in the Fort Collins Foothills Mall. Macy's sold the 128,550-square-foot building, 235 E. Foothills Parkway, to a subsidiary of Chicago-based Walton Street Capital LLC.

\$12.9 million. Price paid by a California investment firm for the 98-unit Bears Village Apartment complex, located near the University of Northern Colorado campus.

\$11.4 million. Sale price for the Safeway grocery building at 2321 W. Eisenhower Blvd. in Loveland. A group of Nevada-based investment firms bought the site.

\$16 million. Total grant funding that the Northern Colorado Regional Airport is scheduled to receive as part of the federal CARES Act, which is providing about \$10 billion in support funding to airports nationwide that have been affected by the coronavirus outbreak.

500,000. Approximate square footage of The Promenade Shops at Centerra, which have been placed up for sale. The shopping center is located near the northeast corner of Interstate 25 and U.S. Highway 34 in east Loveland.

\$700,000. Sale price for a five-acre lot in the Bear Industrial Park in Frederick. A Greenwood Village-based investor plans to develop the land, 4465 Salazar Lane, for an office-warehouse facility.

\$7,075,000. Sale price for the site of the CarMax dealership in east Loveland, 3760 Byrd Drive. The dealership will continue to operate at the site.

1,240. Number of homes planned for a new housing development proposed for a 300-acre site along Mountain Vista Drive in northeast Fort Collins. The project would include both single-family and multi-family homes.

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EDUCATED DECISIONS

about buying and selling real estate

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If you know someone who would like to receive this newsletter, please call me.



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VITAL SIGNS A QUARTERLY SNAPSHOT OF NORTHERN COLORADO'S ECONOMIC ACTIVITY

Source: Colorado Department of Labor & Employment. Note: Figures are not seasonally adjusted

Mortgage Rates

30 Year

June
2020
3.25%*

As of June 2, 2020

June
2019
3.88%

June
2018
4.63%

Existing Single-Family Home Sales

	Fort Collins Area	Greeley Area	Loveland Area	Windsor Area
1Q 2020	531	568	370	315
1Q 2019	501	586	362	279
1Q 2018	571	588	335	262

Single-Family Homes Listed During Quarter

	Fort Collins Area	Greeley Area	Loveland Area	Windsor Area
1Q 2020	784	753	691	446
1Q 2019	807	852	521	479
1Q 2018	808	846	507	474

Average Existing Single-Family Sales Price

	Fort Collins Area	Greeley Area	Loveland Area	Windsor Area
1Q 2020	\$475,906	\$352,355	\$431,742	\$459,978
1Q 2019	\$467,716	\$335,429	\$432,727	\$437,358
1Q 2018	\$439,990	\$336,338	\$418,229	\$414,824

Commercial Vacancy Rates

	1st Quarter 2019				1st Quarter 2020			
	Fort Collins	Greeley	Loveland	Longmont	Fort Collins	Greeley	Loveland	Longmont
INDUSTRIAL	1.56%	2.60%	4.00%	2.40%	1.06%	3.90%	4.10%	1.30%
RETAIL	4.50%	3.60%	4.40%	2.30%	3.90%	2.70%	3.10%	3.60%
INDUSTRIAL	2.50%	2.50%	7.20%	9.10%	4.20%	3.40%	7.20%	10.60%

Employment

Larimer County
Weld County
Boulder County

April 2015

172,529
141,894
170,266

April 2019

201,354
163,930
192,808

April 2020

179,757
148,975
172,831

1 Yr Change
2019-2020

-10.7%
-9.1%
-10.4%

5 Yr Change
2015-2020

4.2%
5.0%
1.5%