

# Northern Colorado

Fort Collins Real Estate Trends

Tim DéLeon



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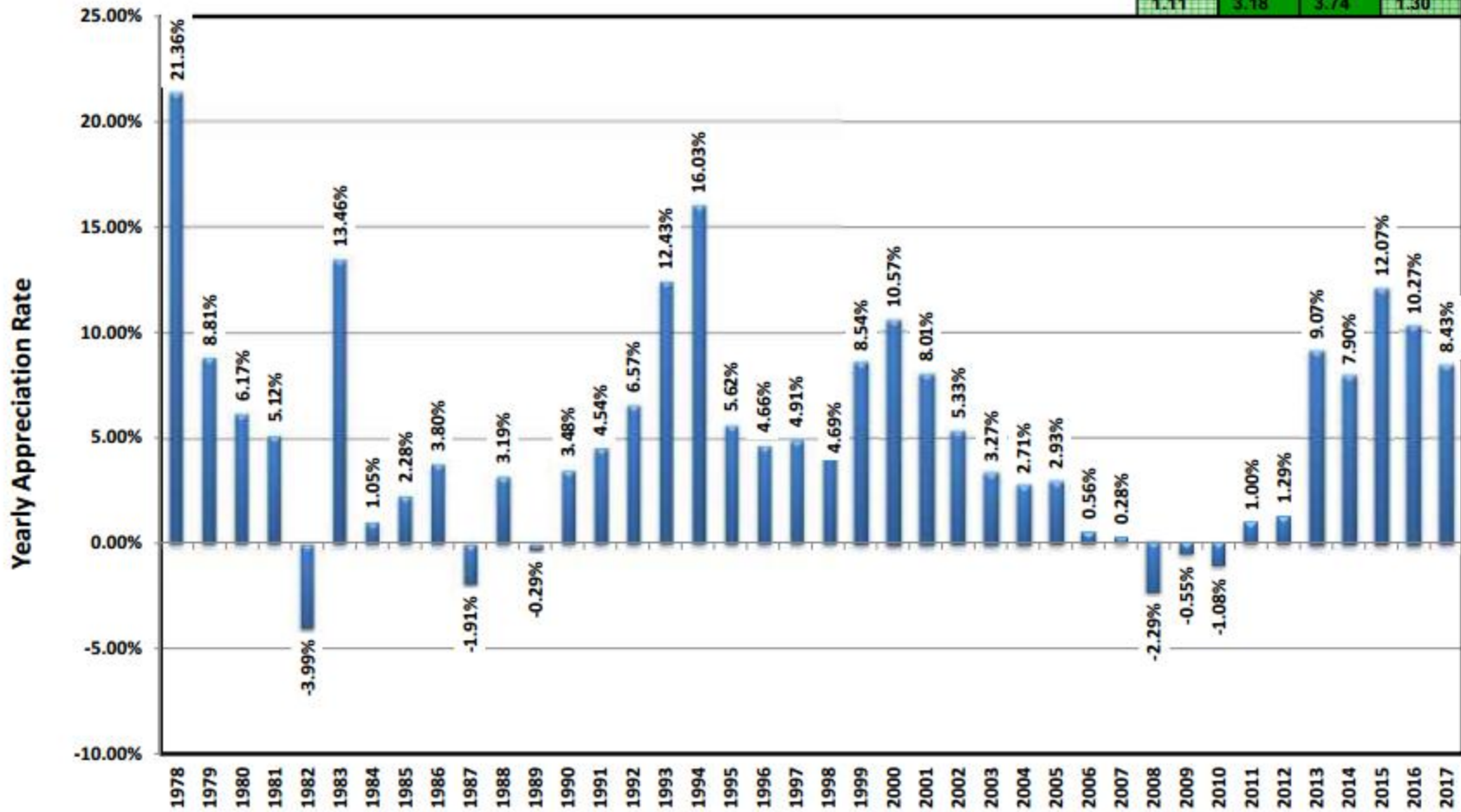
# Annual Appreciation: Fort Collins-Loveland, CO

1978 - 2017 Home Price Index

(\*Note: 2017 Appreciation Rates based on Jan-Sep data)

Recent Quarter Appreciation

4Q'16	1Q'17	2Q'17	3Q'17
1.11	3.18	3.74	1.30



Data Reported: 3/3/2017, source: www.fhfa.gov



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# Q4-2017 Northern Colorado Results

## Single Family Residences

City	Sold	Withdrawn – Expired	Active-Pending	Percent Sold
Fort Collins	3074	744	498	71%
Greeley-Evans	2959	493	454	76%
Loveland	2165	492	372	71%
Windsor	922	314	353	58%

## Attached Dwellings

City	Sold	Withdrawn – Expired	Active-Pending	Percent Sold
Fort Collins	903	103	281	70%
Greeley-Evans	385	43	56	80%
Loveland	259	55	84	65%

The odds of selling your home depend on a number of factors: the price and condition of your home; the supply and demand for homes in your price range and neighborhood; overall economic conditions; and the choice of Realtor®.

Source: IRES, data collected on 1/7/18



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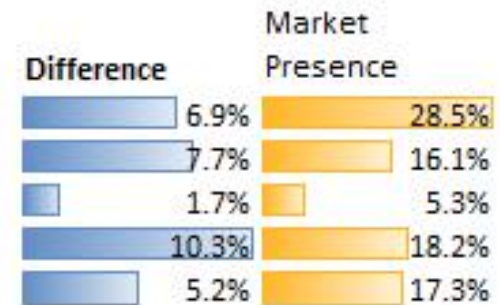
# Q4-2017 Odds of Selling

(The Group, Inc. Real estate compared to the Market)

SFR/ATT Property Activity in 2017, source: IRES, data collected 1/7/18

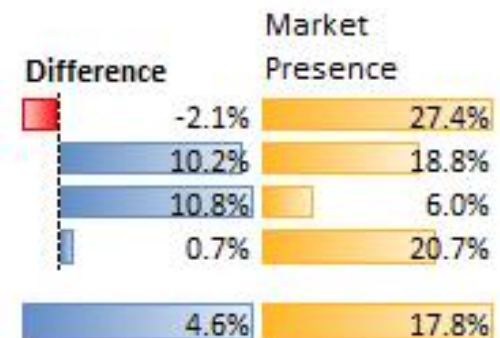
## Single Family Residences

	MLS (without TGI)			TGI		
	Sold	Total Active	Odds of Selling	Sold	Total Active	Odds of Selling
Fort Collins	2142	3113	68.8%	938	1239	75.7%
Loveland	1784	2540	70.2%	381	489	77.9%
Greeley	2798	3698	75.7%	161	208	77.4%
Windsor	730	1300	56.2%	192	289	66.4%
<b>Total</b>	<b>7454</b>	<b>10651</b>	<b>70.0%</b>	<b>1672</b>	<b>2225</b>	<b>75.1%</b>



## Attached Dwellings

	MLS (without TGI)			TGI		
	Sold	Total Active	Odds of Selling	Sold	Total Active	Odds of Selling
Fort Collins	657	856	76.8%	241	323	74.6%
Loveland	204	323	63.2%	55	75	73.3%
Greeley	359	455	78.9%	26	29	89.7%
<b>Total</b>	<b>1220</b>	<b>1634</b>	<b>74.7%</b>	<b>322</b>	<b>427</b>	<b>75.4%</b>



**Total SFR/ATT**    8674    12285    **70.6%**    1994    2652    **75.2%**



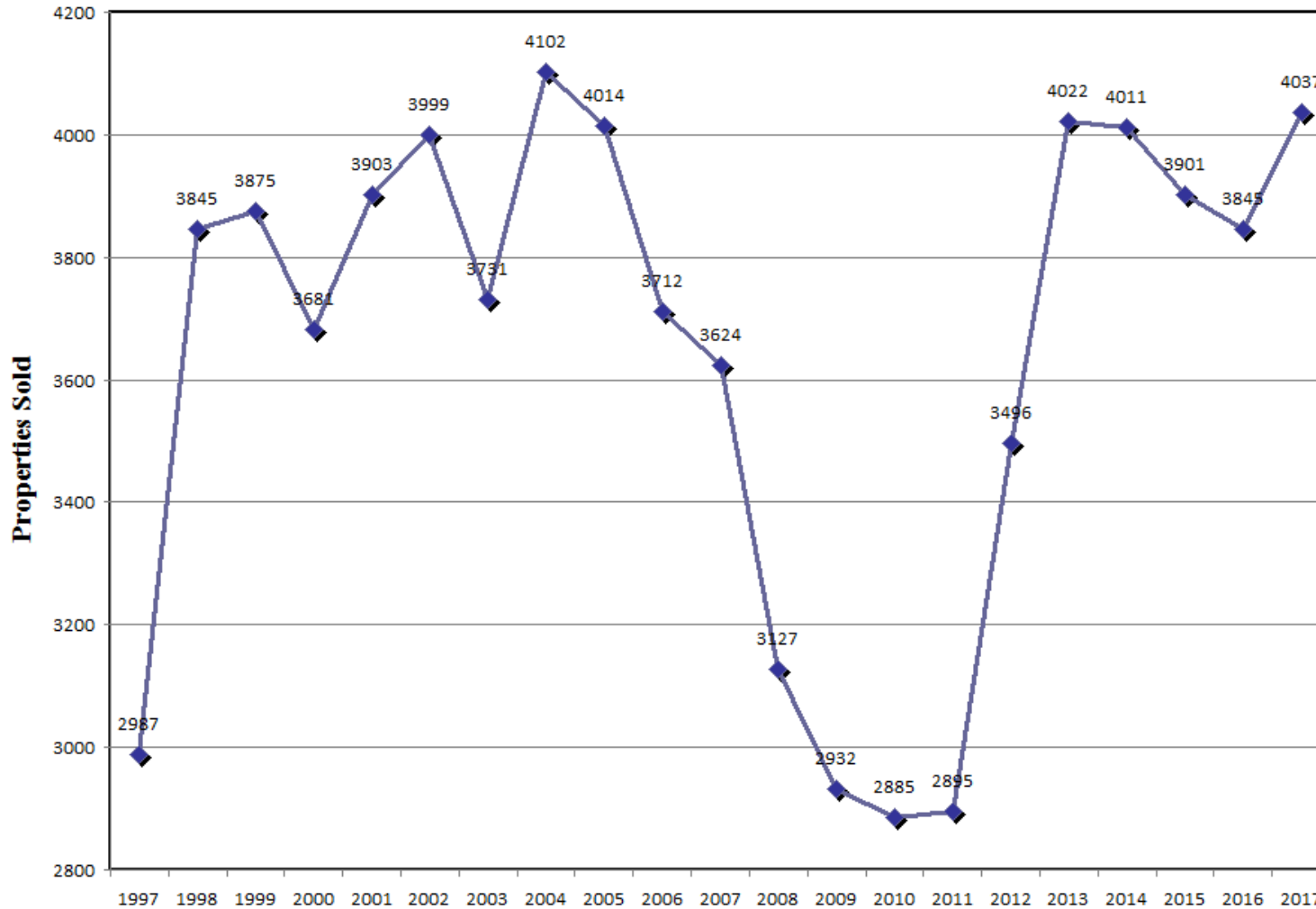
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# Fort Collins Sold History

## SFR/ATT Properties Sold Each Year



Source: IRESIS, data Collected on 1/7/17



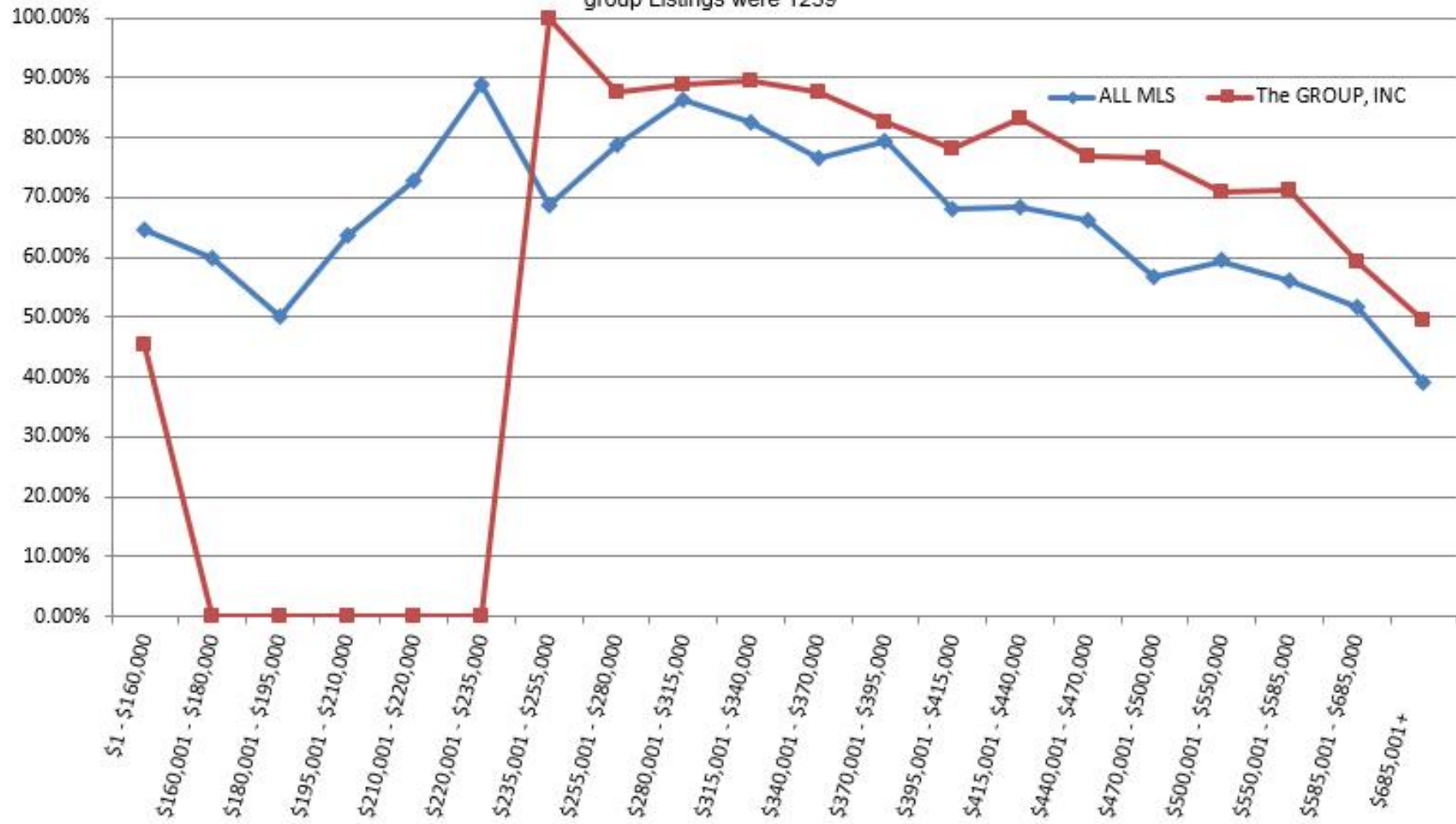
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# Q4-2017 SFR Odds of Selling for Price Ranges in Fort Collins

Total Number of Properties for Sale were 3113. (Source: MLS, from 1/1/2017 to 12/31/2017)  
 group Listings were 1239



Source: IRESIS, data Collected on 1/7/18



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# Fort Collins Odds of Selling

Q4-2017 MLS data (SFR), The Group, Inc. Real Estate compared to the Market

	MLS (without TGI)	TGI Only	Difference
\$1 - \$140,000	64.47%	45.45%	-19.02%
\$140,001 - \$165,000	60.00%		TGI Sales < 5
\$165,001 - \$175,000	50.00%		TGI Sales < 5
\$175,001 - \$185,000	63.64%		TGI Sales < 5
\$185,001 - \$195,000	72.73%		TGI Sales < 5
\$195,001 - \$205,000	88.89%		TGI Sales < 5
\$205,001 - \$215,000	68.57%	100.00%	31.43%
\$215,001 - \$225,000	78.63%	87.50%	8.87%
\$225,001 - \$240,000	86.24%	89.00%	2.76%
\$240,001 - \$255,000	82.69%	89.47%	6.79%
\$255,001 - \$270,000	76.60%	87.73%	11.13%
\$270,001 - \$285,000	79.46%	82.57%	3.11%
\$285,001 - \$300,000	67.98%	78.26%	10.28%
\$300,001 - \$325,000	68.30%	83.33%	15.03%
\$325,001 - \$355,000	66.11%	76.81%	10.70%
\$355,001 - \$400,000	56.71%	76.62%	19.92%
\$400,001 - \$460,000	59.41%	70.83%	11.42%
\$460,001 - \$560,000	56.04%	71.11%	15.07%
\$560,001 - \$700,000	51.74%	59.41%	7.66%
\$700,001+	39.26%	49.43%	-19.02%

Source: IRES data collection on 1/7/18



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