



Living N Colorado

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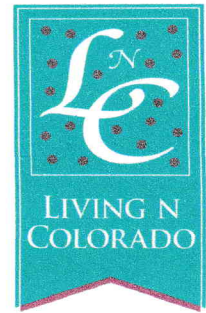
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Greetings!

OMG—2020!! Here is my 2019 End of the Year Newsletter which focuses on exceptional awards given to our community as well as sharing real estate sales information comparing our real estate market movement from 2018 to 2019. ENJOY!!

The below awards may expand your perspective on living in Colorado. Life is good---live it!

2019 NATIONAL & STATE RECOGNITION AWARDS

Boulder

- WalletHub ranked Boulder as the #1 for Home Value Growth and Stability in the USA. Boulder has been given this top award for the last five years.
- Bloomberg Brain Concentration Index ranked Boulder as #1 in the USA. San Jose is #2.
- Conde Nest Travel Reader's Choice for Best Hotel in Colorado ranked St Julien as #2.
- Monocle, luxury travel magazine, ranked Boulder # 2 in Best Cities in the World. Lausanne, Switzerland is #1.
- People for Bike Cities ranked Boulder #2 in American's Best Bike Cities in the USA. Ft Collins is #1.
- GOBankingRates have ranked Boulder #3 (populations less than 500,000) in the highest increase in wages.
- 24/7 Wall St reviewed the USA the labor force city by city and ranked Boulder #4 in the cities with the most tech jobs per capita. Denver-Aurora-Lakewood was ranked #15.
- Sports Illustrated ranked Boulder #6 in College Football's Greatest College the USA.
- SmartAsset ranked Boulder #10 in the Most Fitness-Friendly Places in the USA. Ft Collins is #9.
- Worth ranked Boulder as #11 in the Most Important Tech City in the USA. New York was ranked #1.

Denver

- Forbes Top 10 Cities for Lowest Start-Up Cost ranked Denver as #1. Phoenix is #2.
- U.S. News ranked Denver as #2 Best Place to Live. Austin is #1.
- SmartAsset ranked Denver as #9 in cities for an increase in population and income growth. Aurora is #5.
- Forbes 25 Best Places to Travel in the USA ranked Denver as #11. Vail is #24.

Erie

- WalletHub ranked Erie as #2 for the Best Place to Raise a Family in Colorado. Superior is # 5.

Ft Collins

- People for Bike Cities ranked Ft Collins #1 in American's Best Bike Cities in the USA.
- WalletHub ranked Ft Collins as the #4 for Home Value Growth and Stability in the USA.
- SmartAsset ranked Ft Collins is #9 in the Most Fitness-Friendly Places in the USA.
- Bloomberg Brain Concentration Index ranked Ft Collins as #12 in the USA. San Jose is #2.

Longmont

- SmartAsset ranks Longmont as #1 for Top Boomtowns in America. Denver is #7.

Colorado

- WalletHub has ranked Colorado as the #2 in Access to Great Skiing. Vermont is #1.
- Global Innovation Index ranked Colorado #5 in the Most Innovative States.
- WalletHub has ranked Colorado #5 in the Top Fun States.
- Gallup National Health and Well-Being Index ranked Colorado #6.
- WalletHub has ranked Colorado as the #12 in Best State to Raise a Family.
- Conde Nest Travel Reader's Choice for Resort in the USA ranked C Lazy U Ranch in Granby as #2.

REAL ESTATE 2019 REPORT

What is happening in real estate in the Northern Front Range? My attached chart shows sales comparisons from 2018 to 2019 and in the last two columns, comparing the median price 2012 to the current completed year, 2019. Why use 2012? Seems that ground zero for stable prices began to emerge in 2012 after the mortgage debacle began in 2007. My chart reflects a softening in sales and median price averages in 2019. It is spot-on---very interesting.

Boulder County single-family homes had a median price of \$379,500 in 2012 and rose to \$600,100 in 2019 which is a 58% increase. In the city of Boulder, single-family homes had a median price of \$570,000 in 2012 and rose to \$976,250 which is a 71% increase. Longmont single-family homes had a median price of \$234,000 in 2012 and rose to \$435,000--an 86% increase (see my attached custom chart). In Larimer County, single-family homes had a median price of \$ 243,309 in 2012 and rose to \$418,000 in 2019 which is a strong 72% increase.

Below is some area sales information:

- Niwot has the highest median sales price in Boulder County at \$983,000.
- Longmont is the only city in Boulder County with a median sales price under \$500,000 (currently at \$435,000) and has the highest amount of inventory (homes for sale).
- Boulder had the largest Dollar Volume Sales in Boulder County at \$1.5B in 2019 while Longmont recorded the largest Unit Volume Sales with 1,746 units.
- In Erie, the Sales Growth via Dollar Sales reflects it has increased by 98% during the last three years.
- Larimer County has the largest Unit Volume Sales in the region with 5,286 properties sold in 2019.
- Ft Collins has the highest median sales price in Larimer County at \$435,000.
- In 2019, Boulder County Dollar Sales was \$2.6B and in Larimer County it was \$2.47B.
- In 2019, the Boulder County median price was \$600,000 and in Larimer County, it was \$418,000.

The future is somewhat unknown. 2020 will be a stormy via a Presidential election year, some Presidential impeachment issues, and globally, political turmoil, potential military conflicts, and some economic uncertainty. Nevertheless, regardless of what happens in the world is beyond our control. People need a place to live, the population continues to increase, and housing growth will continue.

Colorado provides significant advantages with a stronger economy, with abundant recreational choices, with progressive environmental programs, and strong educational systems. Hence, housing inventories are likely to rise and prices may be somewhat steady or slightly rising via the emerging of a softening from a sellers' market to a buyers' market (multiple offers are rare and sellers are having to improve their property condition before place it on the market). Because of the potential market unpredictability, perhaps, talking with your 'preferred' real broker is a good idea if you are considering to buy or sell a property in the next 1-2 years.

I welcome personally talking with you even if you are 'just curious' about the value of your property or buying Colorado dynamics. As you have probably noticed, my approach to real estate is providing information for your wise choices, not an aggressive push for you a change or make a buying decision.

May your 2020 be prosperous--full of smooth journeys and joy. Warm Regards, *Cynthia*

Cynthia & Dirk's Annual Real Estate Report Comparing End of Year HOME Sales in 2018 to 2019 & 2012 to 2019

Location	# SOLD 2018	# SOLD 2019	% Dif	Median \$ 2018	Median \$ 2019	% Dif	Median \$ 2012	Median \$ 2019	% Dif
Boulder	630	660	+5%	952,150	976,250	+3%	570,000	976,250	+71%
Lafayette	273	303	+11%	585,000	590,000	+1%	355,750	590,000	+66%
Longmont	1,128	1,191	+5%	429,450	435,000	+1%	234,000	435,000	+86%
Louisville	192	230	+17%	669,000	651,000	-3%	395,000	651,000	+65%
Superior	96	131	+17%	640,000	675,332	+5%	409,000	675,332	+65%
Mountains*	266	260	-2%	620,000	643,582	+4%	396,500	643,582	+62%
Plains	652	607	+7	650,000	675,000	+4%	430,000	675,000	+57%
Erie	454	535	+18%	513,450	537,000	+5%	326,000	537,000	+65%
Broomfield	467	470	+1%	525,000	550,575	+5%	323,890	550,575	+70%
Ft Collins	2,947	2,863	-3%	409,500	423,500	+3%	245,300	435,500	+73%
Loveland/Bert	2,068	2,107	+2%	390,000	400,000	+3%	230,000	400,000	+74%

Cynthia & Dirk's Annual Report Comparing End of Year CONDO/TOWNHOME Sales 2018 to 2019 & 2012 to 2019

Location	# SOLD 2018	# SOLD 2019	% Dif	Median \$ 2018	Median \$ 2019	% Dif	Median \$ 2012	Median \$ 2019	% Dif
Boulder	596	563	-6%	460,000	450,000	-2%	255,000	450,000	+76%
Lafayette	136	156	+15%	366,500	405,000	+11%	196,000	405,000	+107%
Longmont	338	372	+11%	332,200	330,000	0	162,950	330,000	+103%
Louisville	72	82	+14%	387,000	430,700	+11%	201,500	430,700	+114%
Superior	89	67	-25%	462,393	440,000	-5%	180,000	440,000	+144%
Plains	127	130	+2%	355,000	349,000	-2%	166,438	349,000	+110%
Erie	67	47	-30%	310,000	295,000	-5%	150,000	295,000	+97%
Broomfield	112	109	-3%	335,000	359,000	+7%	220,000	359,000	+63%
Ft Collins	868	841	-3%	293,000	293,000	0	155,000	293,000	+89%

Chart design & percentage configurations prepared by Cynthia Arey. Sales data derived from IRES MLS System & deemed reliable.*Mountains stats derived from Boulder County only.

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