



Living N Colorado

Cynthia Arey

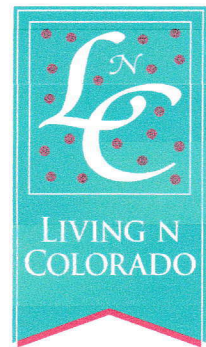
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Hi Folks!!

Here is my Year End 2015 Report for Front Range Real Estate. I have consolidated promising economic development locally, statewide, and nationwide—which could positively impact your real estate holdings and your perspective in **Living N Colorado**—now and in the future.

At the end of this report, I have attached my custom chart for real estate sales comparing 2014 sales to 2015 sales. If you have seen any of my last ten years of reports, you will see how progressive real estate continues to be in the Front Range. There are no year-end charts (in the last ten years) that equal the stats for 2015. For example, the single family home average, for median price, has increased +12% and for condos, the average median price increase was +19%. Further, the average sales price for a single family home in Boulder is just under \$1M. The highest single family home median price increase was in Boulder with +16% and in Longmont with +18%. Superior, in condos sales, has the strongest median price increase with +39%.

The predictions say 2016 will be a banner year, too. With the increase of interest rates, more buyers will be buying and more Sellers may be refinancing to re-invest—buying investment property or smaller/larger homes. Call ME!

Boulder's 2015 Community Honors:

- The Seven Best Cities to Launch a Startup in 2016 (#4) - *Small Business Trends*, Nov. 15, 2015
- The Best Cities for Outdoor Recreation Enthusiasts (#1) - *Storage*, Nov. 3, 2015
- The Top 10 Metro Areas for Female Entrepreneurship (#1) - *Fast Company*, Oct. 26 2015
- The Best College Towns to Live In (#3) - *SmartAsset*, Oct. 13, 2015
- Great Places in America: Public Spaces (Pearl Street Mall) - *American Planning Association (APA)*, October 2015
- 10 Best Cities for Millennial Entrepreneurs (#3) - *Thumbtack*, Sept. 29, 2015
- The 100 Best Places to Live (#5) - *Livability*, September 2015
- Top 10 Places to Do Business (#3) - *Business Review USA*, August 2015
- Top 10 Cities in the U.S. for Small Business Friendliness (#9) - *Thumbtack*, August 2015
- Healthiest City in Colorado - *USA Today*, August 2015
- Best Farmers Market in the U.S. - *USA Today 10 Best*, August 2015
- The Best Places in the U.S. for Physicians and Surgeons (#14) - *GoodCall*, June 25, 2015
- The Best Housing Markets for Growth and Stability (#1) - *SmartAsset*, July 8, 2015
- The Country's Best July 4 Celebrations (#4) - *Travel + Leisure*, June 30, 2015
- The Best Places for EMTs and Paramedics (#29) - *GoodCall*, June 25, 2015
- The Most Fitness-Friendly Cities in America (#1) - *Huffpost Healthy Living*, July 2, 2015
- The 10 Best Cities For Starting A Business In 2015 (#1) - *Forbes*, April 30, 2015
- Top 50 College Towns in America (#1) - *City Described*, March 2015

LOCAL:

Boulder-Sutherlands Lumber Yard, on Valmont, has been zoned (roughly 126,000 sq ft) for office space, retail stores, a restaurant space plus an abundant number of apartments and townhomes (both market rate and affordable housing). Construction will commence this year with completion in 2017.

Boulder-Zayo Group (broadwidth infrastructure provider) closed its \$102M acquisition of Viatel—a full service telecommunications and managed services operator, based in Dublin, Ireland. This acquisition strengthens their European business. Further, Zayo reached a \$347.4M purchase agreement with Allstream (a Canadian fiber-optic company) in November 2015. Zayo Group began (a startup) in Boulder in 2007 and has become an almost \$1.5B revenue broadband leader. Zayo Group reported a fourth quarter revenue of \$361.9M up 32% from 2014's 4th quarter revenue.

Boulder-Google has begun development of its new four-acre campus (total of 330,000 sq ft in three-four buildings) at 30th and Pearl. The first two buildings are slated to open January 2017. Currently, Google has four different buildings currently and will consolidate these locations into one area (above)—so hordes of new Google folks will not be entering the housing market. They will be re-shifting the existing employees & adding less than 1,000 employees.

Boulder-AstraZeneca (a London-based pharmaceutical giant) buys Boulder Amgen facility (for \$14.6M) on Airport Blvd bringing 400 jobs to the city.

Boulder-NetApp (based in Sunnyvale, CA) is buying SolidFire for \$870M. SolidFire is a Boulder startup in 2010 and makes flash-memory data storage devices plus software development.

Boulder-Travel + Leisure announced its '2015 World's Best Awards' and St Julien Hotel & Spa (first time on the list) has been recognized as one of the top 25 hotels in the USA.

Boulder-Pinnacle is to buy Boulder Brands for \$975M. It is probably the largest single monetary food exchange business in Boulder's history.

Boulder-The Waddington Group, parent company of Boulder-based Eco Products, is being sold for \$1.35B to Florida-based consumer products company Jarden Corp. Eco Products makes disposable items such as cups, bowls and eating utensils that are made from recycled cardboard and plastics and plant-based materials.

Boulder County—Every odd year Boulder County re-assesses your historical property values. Last year many of the 117,594 residents, commercial, and industry received a notice of increased tax assessments. 13,365 letters of appeal were received by the Boulder County board and 7,523 of those were denied. Please note that the degree of appreciation continues to be strong so your 2017 Boulder County re-assessment letter will be another significant increase. Colorado does rank low in real estate taxes compared to other states—in fact, it is the 11th lowest real estate tax in the USA.

Lafayette-Oriental Herb Company (OHCO) relocates from Evergreen to Lafayette. Cold-Snap (a great product that I have used for years) is manufactured by OHCO.

Longmont-Circle Graphics, the world's largest producer of grand-format digital graphics, announced their acquisition of Imagic, a west coast similar company. Circle Graphics is expanding their out-of-home advertising industry.

Erie—The City of Erie is supporting developers' efforts in building three new retail centers—northwest corner of Sheridan & Hwy 7 (King Soopers new store via 20 acres of other commercial development), Arapahoe & Hwy 287 (plans for 10,000 sq ft commercial space and 462 residences—it is really in Lafayette but close to Erie), and the southwest corner of Erie Pkwy & County Line Road (45-acre Four Corners proposed mixed-use development including 14.5 acres of retail). Erie is expected to grow to 40,000 people by 2034 (census estimation for July 2014 is 20,493 people).

Broomfield-Kimmel Mechanical has moved its headquarters from Denver to Broomfield. Kimmel expects, in 2015, to exceed its 2014 sales which was \$30M.

Broomfield-Datavail raises \$47M to triple their size in the next five years. Datavail manages databases for businesses and currently employs 550 people in 10 offices throughout the world.

Louisville—\$48M mixed-use project is underway in Louisville East of Hwy 42 and south of S Boulder Road. The complex will have 60 townhomes, 130 apartments, office space, retail shops and a restaurant. Completion is expected at the end of 2016.

Ft Collins-Avago Technologies (semiconductor manufacturer) posts \$1.36B as profit for 2015 fiscal year. This San Jose based company has its largest facility in Ft Collins employing 1,300+ people.

Loveland-Agrum (manufactures and distributes fertilizers and other agriculture products) to anchor a new 30-acre development on the west side of I-25 in Loveland. The project will include office buildings, retail store, a restaurant, multi-family housing, and a hotel.

Berthoud—At the I-25 and Hwy 56 intersection, Berthoud is preparing for many possibilities via billionaire Bill Gates participating in building a new wastewater treatment plant which will break the ice on a major residential and commercial development. The plant near I-25 and Colorado Highway 56 will allow 6 developments to move forward, the largest project: 1,600-acre Wilson Ranch (the property quietly acquired by Gates-backed Front Range Holdings LLC).

STATEWIDE:

Denver-RealtyTrac reported that Denver's foreclosures were down 14% in 2015 compared to 2014, reaching its lowest point since 2006. And Redfin reported Denver's six day, under contract real estate sales in 2015, topped all other cities in the USA. Further, Zillow predicts Denver to be the nation's top sales timeline in 2016. And Freddie Mac's Market Indicator says Denver's real estate market is the 4th highest growth (14.73%) in the USA. BiggerPockets ranked Denver as the 2nd in USA for real estate investments (Dallas is ranked #1).

Colorado-Forbes Magazine has chosen Colorado in 2015 as the 5th spot for being the best for businesses and careers in USA (also in 2012, 2013, and 2014). The US Census Bureau announced that Colorado is the 2nd fastest growing state in the USA.

Colorado-Ski Industry has reported that the economic impact reaches nearly \$5B annually! The ski industry supports 46,000 jobs generating \$1.9M a year in labor income. 7 million travelers, outside of Colorado, ski annually using 8.4 million nights in lodging. Oh by the way, Vail Resorts (headquartered in Broomfield) reports quadrupling their profits in 2015.

Aurora-Gaylord Rocky Resort, near DIA, breaks ground for their 3,000 room hotel and events center with a water park. 10,000 workers will be employed to build the complex during the next three years and 2,500 will be employed upon opening in 2019.

Thornton-\$134M outlet mall will begin construction in mid 2016. It will be called Denver Premium Outlets and will be built on 94-acres at the northwest corner of 136th Ave and I-25. Restaurants and hotels will accompany the outlet retail stores.

NATIONAL:

Federal Reserve Raises Interest Rates The last rate hike was in June 2006--almost 10 years ago. The Fed put interest rates near zero during the financial crisis in December 2008 to help stimulate the economy and boost the collapsed housing market. Projections are that rates will continue to slowly increase--our economy is getting stronger. **What are the repercussions for the housing industry?** 1. There will be an increased demand for buyers to buy now. Unfortunately, our area continues to have little inventory and lots of demand (good example of economic model of 'supply and demand'). Property prices will continue to rapidly increase due to bidding contract wars. Buy sooner than later! (I have several rabbits up my sleeve...so call me when you are ready to enter that fierce buying arena.) 2. An election year 'typically' means moderation, so a very slow increase will unfold unless the 'China' situation becomes more extreme which, at that time, interest rate increases may become even slower. 3. Sellers may want to refinance and place their equity in more real estate (call me). 4. US dollar has become stronger for traveling beyond the USA. Go travel---pack up and rent your home! Rental rates are sky high...you may truly profit!

As a side note, I always look forward to the HGTV Sweepstake and want to share the link with you---to WIN/FREE an amazing home plus boat, GMC Denali & \$250,000 cash totaling \$1.5M. Go to: www.HGTV.com. You can enter twice a day!!! If you win, call me I will list your current home and off you go to an adventure of living by the seaside (Indian River in Florida) OR if you want to sell your sweepstake's home, I have a referral network all over the world...my pleasure to connect with Realtors afar!!!

May your 2016 be filled full with joy, prosperity, and well being. If you have any questions about real estate, please contact me. If you know anyone thinking about buying a home or selling a home, please pass along their information to me. I can serve most folks in the USA and abroad due to my extensive real estate network. I thank those that have entrusted me with their referrals, referrals are the life blood of my business.

Sincerely, *Cynthiaaaaaaaa*

ps. If you would prefer the email version of this quarterly newsletter, just email me.

Cynthia's Annual Real Estate Report Comparing End of Year HOME Sales in 2014 to 2015

Location	# SOLD 2014	# SOLD 2015	% Dif	Sales Vol 2014	Sales Vol 2015	% Dif	Median \$ 2014	Median \$ 2015	% Dif
Boulder	720	692	-4%	592,863,500	670,971,300	+13%	685,000	794,000	+16%
Lafayette	314	290	-8%	136,092,800	141,772,600	+4%	406,700	435,000	+7%
Longmont	1,100	1,238	+12.5%	336,759,100	423,373,400	+25%	275,000	310,000	+18%
Louisville	179	204	+14%	96,145,300	114,836,300	+19%	511,000	520,000	+2%
Superior	120	127	+6%	61,194,007	72,578,100	+19%	469,000	540,000	+15%
Mountains*	345	460	+33%	164,626,800	234,984,300	+43%	385,000	418,750	+9%
Plains	563	657	+17%	348,411,700	427,696,900	+23%	495,000	550,000	+11%
Loveland/Ber	2,033	2,197	+8%	644,542,300	765,832,800	+19%	275,000	312,000	+13.5%
Ft Collins	3,184	3,062	-4%	1,024,253,800	1,101,177,600	+19%	281,000	324,900	+16%
Weld	4,692	4,980	+6%	1,195,421,700	1,426,975,700	+39%	233,700	264,400	+13%

Cynthia's Annual Real Estate Report Comparing End of Year CONDO & TOWNHOME Sales in 2014 to 2015

Location	# SOLD 2014	# SOLD 2015	% Dif	Sales Vol 2014	Sales Vol 2015	% Dif	Median \$ 2014	Median \$ 2015	% Dif
Boulder	749	707	-6%	250,519,000	275,548,200	+10%	283,000	324,370	+15%
Lafayette	153	141	-8%	37,816,700	38,003,300	+1%	252,000	255,000	+1%
Longmont	271	308	+14%	57,879,480	75,253,200	+30%	193,000	230,000	+19%
Louisville	74	54	-27%	18,677,257	18,617,000	0%	259,000	316,000	+22%
Superior	58	39	-33%	16,239,000	11,425,500	-30%	210,000	285,000	+39%
Plains	105	127	+21%	23,305,475	31,038,100	+33%	187,000	216,500	+16%
Loveland/Ber	309	287	-7%	59,967,300	65,732,200	+10%	175,500	215,000	+23%
Ft Collins	833	821	-1%	168,102,900	186,320,535	+11%	185,000	220,000	+19%
Weld	503	572	+14%	79,601,200	106,035,800	+33%	149,000	178,000	+19.5%

NOTE: Chart design & percentage configurations prepared by Cynthia Arey. Sales data was derived from IRES MLS System which now merges MetroList (Denver MLS stats) & deemed reliable. Denver MLS system (serving Denver, Westminster, Broomfield, & other surrounding communities) can be accessed via Front Range MLS (IRES). If you have interest in stats for Denver area, call me. *Mountains info is IRES only. Cynthia Arey, Living N Colorado, Local 303-581-0606, Toll Free 800-379-2555 www.ColoradoRealEstateLady.com
I can assist buyers & sellers in real estate—locally or anywhere in the USA & 91 countries abroad. Thank you for entrusting me with your referrals!!