

THE WINDERMERE REPORT

WINDERMERE REAL ESTATE | DENVER

MARCH 2016

DEMAND FOR HOMES

A look at demand by price range

PRICES DOUBLE??

Timing for Denver prices to double?

FEARLESS PREDICTIONS

Our forecast for 2016

IN CASE YOU MISSED IT...

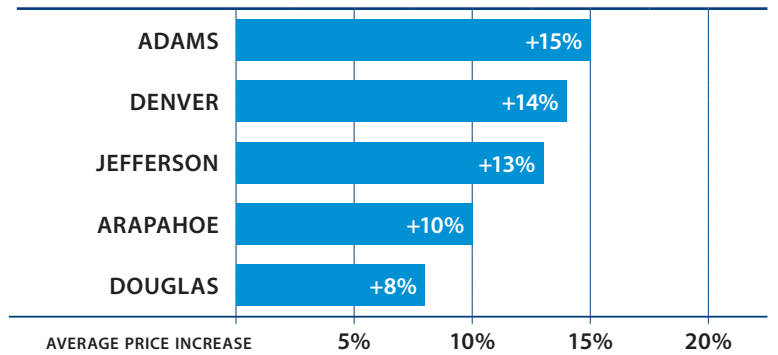
How to access Forecast presentation

CERTIFIED LISTING

Valuable program for Sellers

APPRECIATION BY COUNTY

Here are the rankings for year-over-year appreciation for the five metro area counties:



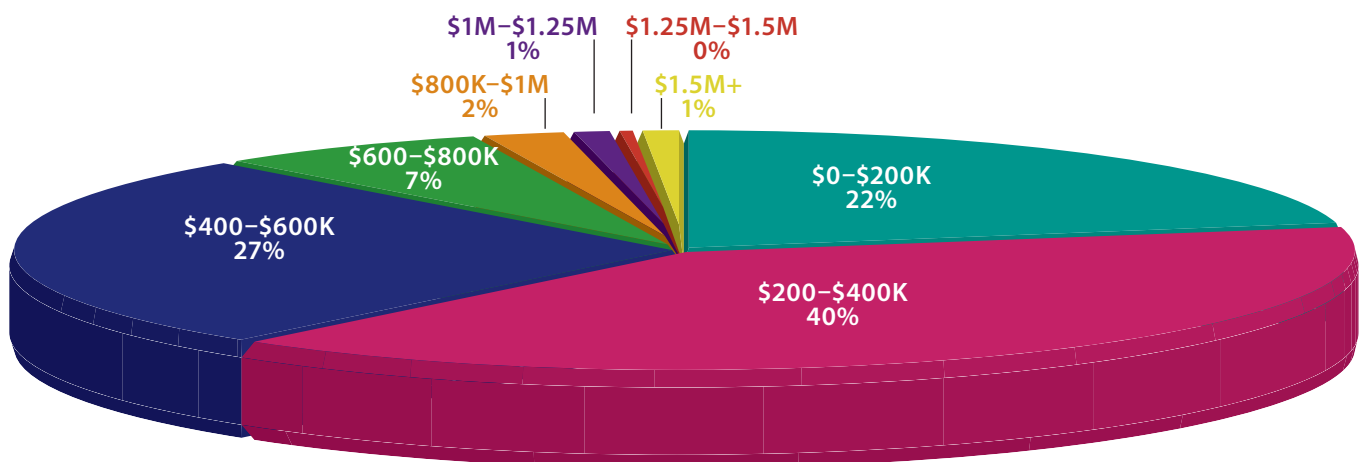
Source: REcolorado 2014-2015 year-over-year sales



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DEMAND FOR NEW HOMES

The following chart shows the demand for homes broken out by price range. This information is based on actual closings of homes in the Denver Metro area. It's also interesting to note that while 71% of all sales in our market are below \$400,000, only 46% of new homes sell below \$400,000.



Source: REcolorado, Home Builder's Research

PRICES DOUBLE??

Given the low inventory and three consecutive years of double digit appreciation gains in the Denver market, it's logical to question how long it might be for prices to double. Some have speculated this may occur within the next 10 years and there are two important things to know. First, over the last decade prices have increased 33%. Putting it in context, that included the worst recession of our lifetime. 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 5.7%. So, for prices to double, we would need a sustained increase 27% higher than the long term average. We are likely to see another recession cycle in the next 10 years and given that, we think prices will follow the longer term pace closer to 6% appreciation. That would mean prices doubling by the year 2028.

FEARLESS PREDICTIONS FOR 2016

Here are highlights from our recent 2016 Real Estate Market Forecast:

- Denver Metro **up 6%**
- Mortgage Rates **increasing to 4.5%**

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 re-cap 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.



CERTIFIED LISTING

Windermere's Certified Listing is a one-of-a-kind, customer focused program. Sell with confidence. Buy with clarity. Contact your Windermere agent to learn more about the 10-step process for this unique and powerful program that has shown a 100% successful sell rate, compared to 77% for the MLS average.

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