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## Our Stabilizing Market

In Northern Colorado, anyone paying attention knows the real estate market of the past few years has been booming for sellers. Based upon first-hand experience, without looking at a single stat, we would tell you homes are much more attainable now as compared to 2014-2016. In the three previous years, it was very difficult for a buyer to have an offer accepted on any home priced under \$400k -- even if they offered more money, and even if they removed some (or all) of the contract contingencies. While the current Northern Colorado real estate market is still skewed toward sellers, it's no longer ONLY a sellers market.

This is our experience, but what do the stats say? We looked at the past three years' sales in the Brown Farm neighborhood of Fort Collins, during the months of June 15 to August 15. We chose this neighborhood because it's large (which means there would be plenty of data), and because the price range is generally average for Fort Collins. This is what we found:

Year	Average % over asking	Percentage change from previous year	Average Sales Price
2014	101%	19% Increase	\$255,000
2015	103%	11% Increase	\$283,500
2016	102%	16% Increase	\$330,000
2017	101%	7% Increase	\$353,000

The market, while still strong, is slowing down. There is no longer a frenzy of multiple offers pouring in for each listing; while some properties may still receive more than one offer, it's no longer standard to see a long queue of offers for every property that hits the market. This is not to say there aren't still special properties that will create excitement and significant interest; that will always be the case. However, buyers who may have previously left the market out of frustration may want to reconsider. With the right expectations, current buyers will likely find more options.

And for sellers? While the market of the past three years has been strongly in the seller's favor, most sellers were also then entering as buyers, and "moving up" was challenging. The current market is still very strong for sellers, but should also allow for more opportunities for those wanting to

upgrade. And, there are still many opportunities to distinguish your home from the competition, in this and in any market.

### Possible takeaways:

- Our market is stabilizing, not declining.
- Previously unsuccessful turned burned-out buyers should consider a return to the market.
- Balancing market may allow more opportunities for sellers to upgrade.

## NOCO EVENTS

### Fort Collins

**Women's BiAnnual Clothing Swap:** It's time to clean out your closets! Bring the clothes you are ready to donate and go shopping for clothes that others bring. The event is October 14th at the Downtown Artery (upstairs in the art gallery area). Anything that is left over will be donated to ThriftRite on Horsetooth & Timberline.

### Timnath

**Town of Timnath Fall Festival:** Head down to Old Town Timnath (Main Street) Saturday Oct 7th from 9:30-2:00 for the Fall Festival! There will be live music, hayrides, German food, beer & wine pairings. If you want to get an early start to the festivities, sign up for the 5K scarecrow Fun Run, starting at 9:00.

### Loveland

**The NEW Loveland Downtown District LIVE:** Downtown Loveland (4th Street from Lincoln Ave. to Cleveland Ave) is having a block party Saturday, September 23rd from 2:00pm-9:00pm! There will be live music, art, and shopping. Bring the kids for a fun afternoon, or make it a date night in the evening!

### Wellington

**Fall Festival:** It's that time of year again--Harvest Farm's Fall Festival runs Sept. 30th through Oct. 29th, open Friday-Sunday. Attendees will enjoy a corn maze, pig races, petting zoo, barn playhouse, hay wagon rides, and much more. There are also special activities each weekend. <https://www.harvestfarm.net/fall-festival>

## What's Happening in Sept/Oct

In the mood for putt-putt? Go on **Miniature Golf Day** - September 21st

Bake some goodies & share with your neighbor on **Good Neighbor Day** - September 28th

Celebrate one of the most popular drinks in the world - Coffee! **International Coffee Day** - Oct 1st


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## Our Top 5 Favorite Books

Devin:

5. ***Their Eyes Were Watching God***: It's hard to beat Moby Dick for best opening line in a book, but Zora Neale Hurston accomplishes just that. And she also brings to life, in Janie Crawford, one of my all-time favorite characters.

4. ***A Grief Observed***: It's hard to pick just one non-fiction book by C.S. Lewis that I love, so I'm going with the one I've read most recently. This book manages to be both incredibly heartbreaking and filled with hope at the same time.

3. ***Horton Hatches the Egg***: C'mon, how can your heart not jump for joy when what hatches is an elephant bird? I love many of Dr. Seuss's books, but this is my favorite.

2. ***Cannery Row***: I liked, but didn't love, *East of Eden*, and I really didn't care for *The Grapes of Wrath*, but I believe, in Cannery Row, John Steinbeck has written a masterpiece.

1. ***To Kill a Mockingbird***: I can't explain to you, from a literary point of view, why I love this book -- I just do. I love the story, I love the way Harper Lee writes, and of course, I love Atticus Finch. I just love everything about this book.

Angie:

5. ***The Help***: I really enjoyed this book. It's such a good story, and loved each of the characters. It leaves you wanting to know what the women end up doing with their lives.

4. ***Good Night Moon***: This will always be one of my favorite books because it's one I read to my boys nearly every night when they were younger.

3. ***Orange is the New Black***: This is a true story about a woman's 13-month stay in prison. It's a lot different than the Netflix series but that's what I liked about it.

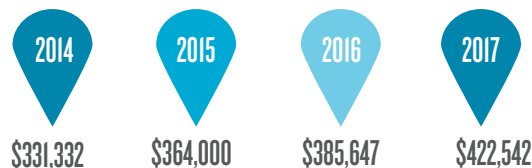
2. ***The Kite Runner***: I couldn't put this book down when I read it years ago. It's an unforgettable story of human resiliency.

1. ***The Art of Racing in the Rain***: Who doesn't love Enzo? What an incredible story about the love & loyalty of family from a dog's perspective! There is something wonderful about the bond between our four-legged family members and this book is a great reminder of that.

## FEATURED NEIGHBORHOOD

### Harvest Park

#### Average Price Per Year - Single Family Homes



• Harvest Park subdivision is located in southeast Fort Collins -- just south of Harmony Rd and just west of Ziegler. This neighborhood is a short bike ride, or even a leisurely walk, away from Front Range Village (where you'll find lots of restaurants and many opportunities for shopping), Council Tree Library and even Cinemark movie theater.

• While the neighborhood is relatively small (approximately 5 square blocks), there isn't a shortage of parks. You'll find seven "pocket" parks, Harmony Park to the north and the future Twin Silo Park on the corner of Ziegler & Kechter.

• On south side of Harvest Park you'll find Fossil Creek as well as a beautiful open space filled with walking trails & lots of trees. The neighborhood is also walking distance to elementary, middle & high schools.

• Residents of Harvest Park also enjoy the neighborhood pool, clubhouse, and exercise room.