

COLORADO REAL ESTATE INDUSTRY 2015 SNAPSHOT



The following is a snapshot of Colorado's housing market:

Colorado consistently receives top national rankings for quality of life, as well as a place to start and succeed in business. Recent honors and recognition include:

- ▶ **Best Place to Live and Work**
Carbondale, Durango, Highland and Louisville
(*Sunset.com*)
- ▶ **Happiest Cities in the U.S. 2015**
Denver #25
(*Gallup-Healthways*)
- ▶ **#3 Technology Industry Employment Concentration**
(*TechAmerica Cyberstates 2013*)
- ▶ **Best Cities to Retire in 2015**
#6 Colorado Springs
(*Forbes Magazine*)
- ▶ **Top 10 States for Job Growth 2014 - Colorado #7**
(*Forbes Magazine*)
- ▶ **#5 Best States for Business 2014**
(*Forbes Magazine*)
- ▶ **Best Hunting and Fishing Towns**
Grand Junction #6 & Craig #20
(*Outdoorlife.com 2015*)
- ▶ **Top 100 Best Cities**
Boulder #4, Fort Collins #24, Lakewood #34 & Westminster #75
(*Liveability.com 2015*)

Nearly 66 %
or 3.5 million
of Colorado's
5.3 million
residents are
homeowners.



COLORADO

Nearly 66 percent (3.5 million) of Colorado's 5.3 million residents are homeowners.



HOMEOWNERS

About 80 percent of homeowners in Colorado have lived in their house for more than 1 year.



INCOME

The median household income in Colorado is \$58,433.

Colorado Association of REALTORS®
309 Inverness Way South, Englewood, CO 80112
(303) 790-7099 (800) 944-6550 Toll Free

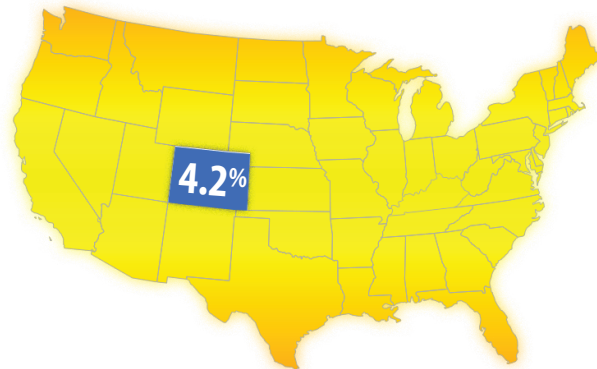
www.ColoradoREALTORS.com



COLORADO REAL ESTATE INDUSTRY 2015 SNAPSHOT



Colorado's unemployment rate is at 4.2%
(Department of Numbers, February 2015)
Colorado is ranked 14th compared to other states.



- ▶ Unemployed persons- 118,200
- ▶ National Unemployment rate- 5.5%

Growth in Colorado

- ▶ Colorado is expected to add more than 61,300 jobs in 2015, ranking it among the top 10 states according to CU Boulder.
- ▶ The most growth in Colorado is expected in the professional and business services sector, which is projected to increase by 3.3 percent or 12,800 jobs.
- ▶ The leisure and hospitality sector was forecast to be the second-leading job growth sector for 2015, with 11,200 jobs expected to be added.
- ▶ The education and health services sector should add 9,300 jobs. Many of those jobs are considered public-sector positions, and in August 2014 Colorado ranked third in the nation in public-sector job growth.



Top Five Employers in Colorado

Peterson AFB
9,286+

Lockheed Martin
10,000+

University of Colorado
13,300+

State of Colorado
30,000+

US Government
50,000+



Other top employers in include:

- Denver International Airport: 7,000+
- Colorado State University: 6,500+
- Rooftop Restoration Inc.: 6,000+
- Western Union: 6,000+
- Exempla St. Joseph Hospital: 5,000+

2,496,500
TOTAL JOBS IN
COLORADO



Colorado Association of REALTORS®
309 Inverness Way South, Englewood, CO 80112
(303) 790-7099 (800) 944-6550 Toll Free

www.ColoradoREALTORS.com



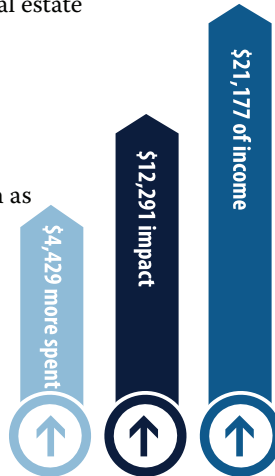
COLORADO REAL ESTATE INDUSTRY 2015 SNAPSHOT



How Does Real Estate Affect the Economy?

When a home is sold in Colorado:

- ▶ \$21,177 of income is generated from real estate related industries.
- ▶ Estimated multiplier impact is \$12,291 (*spending at restaurants, sports games, charity events*).
- ▶ \$4,429 is spent on consumer items such as furniture, appliances and paint service.
- ▶ Colorado's real estate industry accounted for \$44,259 million or 16.3% of the Gross State Product in 2012.
- ▶ Total income derived from the sale of a Colorado home - \$67,310.



If real estate sales decline...

- ▶ Construction jobs decline.
- ▶ Unemployment increases.
- ▶ Real estate prices decrease.
- ▶ The value of homes decreases whether they are being sold or not.
- ▶ The volume and amount of home equity loans decreases.

If building in Colorado increases...



Typically one new home is constructed for every 8 existing home sales. Therefore, for each existing home sale, 1/8 of new home value is added to the economy, estimated in Colorado to be \$29,413.

\$29,413

Estimated value a new home adds to economy.

Foreclosures:

Colorado is one of five states with the lowest foreclosure inventory as a percentage of mortgaged

.5%

In the fourth quarter of 2014, Colorado had completed 952 foreclosures (down 96.7% from 2014).

↓97%

Lender-mediated properties sold from January-March of 2015 totaled 332 (a decrease of 69.9% from 2014.)

↓69%

Colorado Association of REALTORS®
309 Inverness Way South, Englewood, CO 80112
(303) 790-7099 (800) 944-6550 Toll Free

www.ColoradoREALTORS.com



COLORADO REAL ESTATE INDUSTRY 2015 SNAPSHOT



Homes Sold by Colorado REALTORS® Year End 2014

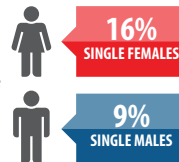
(based on year-over-year comparisons)

- ▶ 77,755 single family units were sold in 2014, a decrease of 2% compared to 2013. 23,663 condos/townhomes in 2014 were sold, an increase of 23.2% compared to 2013.
- ▶ The median price for single family homes was \$273,400 in 2014, a 7.4% increase from 2013. The median price for condos/townhomes was \$190,000 in 2014, a 9.8% increase from 2013.



Who were the Buyers?

- ▶ 33% of 2014 home buyers were first-time buyers.
- ▶ The typical first-time home buyer was 31 years old, while the typical repeat buyer was 53 years old.
- ▶ 13% of homebuyers purchased a multi-generational home due to children over the age 18 moving back into the house.
- ▶ The median income was \$68,300 among first-time buyers and \$95,000 among repeat buyers.
- ▶ 65% of buyers were married couples. 16% were single female buyers while 9% were single male buyers.
- ▶ Buyers expect to live in their home for 12 years after buying.
- ▶ The typical home purchased in 2014 was 1,870 square feet, built in 1993, and had three bedrooms and two bathrooms.
- ▶ 13% of buyers over 50 years old purchased senior related housing or purchased in an active adult community.



2015 STATS

as of March 2015

SINGLE FAMILY	SINGLE FAMILY
14,746	↑ 12.7%
14,746 single family homes have been sold (up 6.2% from 2014).	With a median price of \$285,918 (up 12.7% from 2014)
CONDO TOWNHOME	CONDO TOWNHOME
4,663	↑ 15.6%
4,663 condo/townhomes have been sold (up 18.2% from 2014)	With a median price of \$205,000 (up 15.6% from 2014)



88% of sellers were assisted by a real estate agent when selling their home. Among these sellers, 83% reported they would definitely or most likely use that agent again.

Sources: Bureau of Economic Analysis; National Association of REALTORS®; Macroeconomic Advisors; Harvard Joint Center for Housing Studies, Colorado Multiple Listing Services, Realty Trac, U.S. Census Bureau, State Division of Housing; EconPost, Everitt Real Estate Center, Leeds School of Business, Denver Business Journal, Denver Post, Wall Street Journal, Colorado Office of Economic Development, Colorado Association of REALTORS® Housing Market Reports.

www.ColoradoREALTORS.com

