



Eric W. Blackhurst, Ed.D, Broker Associate
 170 South Saint Vrain, Estes Park, CO 80517
 970.586.2950 (o) 866.586.2950 toll-free
 800.504.3841 FAX; E-mail: Eric@EricBlackhurst.com
www.EricBlackhurst.com

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How's the Market?

| Sold Data | 2009 | 2010 | Percentage of Change |
|---------------------------------|-------------|-------------|-----------------------------|
| Residential - Units Sold | 178 | 193 | 8.43% |
| Average Price | \$338,591 | \$374,266 | 10.54% |
| Median Price | \$300,000 | \$315,000 | 5.00% |
| Condos - Units Sold | 71 | 70 | -1.41% |
| Average Price | \$269,518 | \$239,891 | -10.99% |
| Median Price | \$240,000 | \$221,000 | -7.92% |
| Vacant Land - Units Sold | 22 | 34 | 54.55% |
| Average Price | \$96,855 | \$118,718 | 22.57% |
| Median Price | \$77,500 | \$105,000 | 35.48% |

The table above reflects the real estate sales activity of 2010 as compared to 2009. As you can see the activity level for single family homes is up for the year. Note that the number of sales, average price and median price have all increased during the past twelve months. This is consistent with my statement in the last quarterly newsletter that I believe that the single family home market has hit bottom and is on the way back up as has been the case for three of the last four quarters.

Data from 2008 shows that the single family home market is not quite back to that level in terms of price, but the number of transactions has returned to a more historically consistent level. The number of homes on the market is closer to normal with 266 active listings in our market area (it was 382 at the end of the third quarter) and 203 in the 80517 zip code.

| Sold Data | 2008 |
|---------------------------------|-------------|
| Residential - Units Sold | 190 |
| Average Price | \$391,446 |
| Median Price | \$325,000 |
| Condos - Units Sold | 99 |
| Average Price | \$271,142 |
| Median Price | \$264,500 |
| Vacant Land - Units Sold | 41 |
| Average Price | \$167,063 |
| Median Price | \$140,000 |

Condominium sales show somewhat of a rebound from 2009, but are nowhere near the level of 2008. This is due primarily, in my opinion, to the difficulty with financing for new developments and the tighter restrictions in effect from the lending industry. The product is viable in this market, but it seems as if the larger federal lenders do not have as much willingness to lend for this product.

Let's look at the inventory. There are 97 condominiums and 146 listings for vacant land (104 in the 80517 zip code). This is a much more normal level of inventory than what we have seen in the last 24 months. Typically, at this time of the year inventory is somewhat lower than what it is in late spring and summer as sellers will let listings lapse during the holidays and early January.

What I said last quarter is worth repeating - *Buyers are very particular about what they purchase and very demanding about condition of the property and price. In my estimation this condition will probably continue for the next year to 18 months. Sellers need to pay particular attention to the condition of their property and the price of the competition in the market.*

Mortgage rates are up a bit, but are still quite low in comparison to several years ago. There are some attractive products available in adjustable rate mortgages for both residential and commercial loans. As of January 7th, thirty year fixed rates were 4.5 percent and 15 year fixed rates were 3.75 percent. This was a quote from a local mortgage broker.

In conclusion, it appears that the market is relatively stable and showing signs of a steady recovery especially in the single family home market. Vacant land and condominium sales have increased a bit, but they are still not back to where they were in 2008. That will probably take another year to eighteen months.

Emergency notification

Kate Rush, Public Information Officer for the Town of Estes Park, passed along information from the Larimer Emergency Telephone Authority (the county wide 911 system). This applies if you live in Larimer County, Colorado. Check with your local police department to see if you have this service in your area if you are not a resident of Larimer County.

“When a disaster strikes, or an emergency situation arises, you want to know about it. Because of the enhanced emergency notification system, residents in Larimer County can receive emergency notifications on their cell phones, business phones, via text messages, and e-mails in addition to receiving phone calls on their traditional home phones. You must sign up at www.leta911.org to take advantage of this free, expanded service. If you don't sign up, you will still receive notifications on your traditional home phone, but nowhere else.”

It's free, it's easy and it could save your life.

Odds and Ends

√ In 1981 the average single family home price was \$73,364 (source: Statistical Survey, Estes Park and surrounding Area, by Forward Estes Park Foundation, ©1982)

√ Through November of 2010 there were 313,652 people who stopped at the Visitor Center. That is a 5.7 percent increase from 2009. Visitors Guide downloads increased 38.82 percent to

37,705 and there were 96,455 guides distributed to individuals. A busy time for all. In fact Estes Park was the busiest Visitor Center in the state. None of the other state centers has ever had traffic counts of over 300,000.

√ Did you know that the town has built 13 miles of trails? The recreation district has received a grant to continue the Fish Creek Trail south to link up with the National Park trail.

√ 1955 was the year the Town's Light and Power Department built the first steel rebar lighted Christmas tree to hang on the power poles. There are now about 135 trees.

√ One more bit of Christmas trivia – there are 190 trees on Elkhorn Avenue that get decked out in white lights.

Happy New Year to everyone. May 2011 bring you joy and prosperity!!

When you or someone you know has real estate needs or questions, please contact me. It is through your goodwill and on-going support that my business continues to be successful.

When experience matters - it really matters.



Selling Estes Park Real Estate since 1986

Eric