

# MADISON REPORT Q3



MADISON & COMPANY  
PROPERTIES

# Q3



## MARKET RECAP

As we wrap up a fast-paced 3rd quarter, and the best September for the residential market over the past five years, market conditions are starting to shift in favor of homebuyers as we enter the 4th quarter. Typically in Denver, the Daylight Savings time change (Nov. 1st this year) shifts buyers' efforts to find homes from weekdays and evenings to more time on weekends and day time hours. This will decrease demand in many areas and will increase the inventory of homes on the market, which are the leading reasons why October is generally considered the best time of year to purchase a home.

Entering October, we have already seen an increase in price reductions and some sellers are now facing the reality that they may have missed the peak selling season. Overall, showing activity, a valuable metric to track the market, is starting to slow as well, making this an opportunistic time for homebuyers to find a new home.

At the end of Q3, the average (attached + detached) sold price was \$356,005, down 2% from the previous month, but up 12% year over year, while listings under contract decreased by 10% in September to 4,844. This is a 4.8% increase year over year. A quick year to date summary shows new listings at 54,816, DOM at 29, average price

at \$362,200 and a record-smashing \$15.4 billion in total sales volume, a 15% increase over 2014.

Nationally, the economy continues to grow quarter over quarter with Housing making a major contribution as Residential Investment has grown at an annual rate of nearly 10%, faster than the GDP. With much speculation, any interest rate increase by the Federal Reserve, now expected in December by many, is not likely to derail the strong housing performance.

According to the S&P/Case-Schiller U.S. Home Price Index, San Francisco and Denver have reported the highest year over year home price gains in the nation. These are the only two markets to realize double digit gains, while Denver posted a whopping 10.3% increase compared to the 5% national average many experienced.

**Justin Knoll**, President  
Madison & Company Properties



# ECONOMIC INDICATORS

Q3 2015



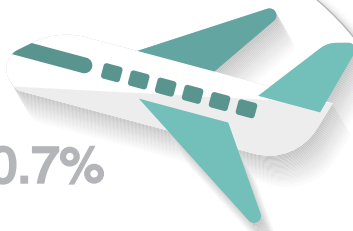
## COLORADO POPULATION

Population growth since 2006 has averaged more than 75,000 in the state.



## UNEMPLOYMENT

The metro Denver region will have an average unemployment rate of 4% in 2015



↓ 0.7%

## DIA PASSENGERS

YTD passengers decreased through July 2015



## FORECLOSURES

Down 34.5% YTD through August 2015



## RETAIL SALES TAX

From 2014 to 2015, collections for retail sales taxes have grown by 7.8%.

\* Source: MetroDenver Economic Development Corporation, Colorado Realtors | Colorado Business Economic Outlook | DBJ |



## Residential - Single Family Detached

End of Q2 (June) - End of Q3 (September)

11 County Overview

25  
Avg Days on Market

↓ - 11%  
prior quarter

\$345,000  
Median Sold Price

↓ - 3%  
prior quarter

18,273  
**Total** Homes Listed  
in the Third Quarter

↑ + 34%  
prior quarter

10,983  
**Total** Homes Sold  
in the Third Quarter

↑ + 3%  
prior quarter



## Condo - Single Family Attached

End of Q2 (June) - End of Q3 (September)

11 County Overview

**22**  
Avg Days on Market

↓ - 4%  
prior quarter

**\$213,000**  
Median Sold Price

↑ + .47%  
prior quarter

**4,300**  
**Total** Condos Listed  
in the Third Quarter

↑ + 33%  
prior quarter

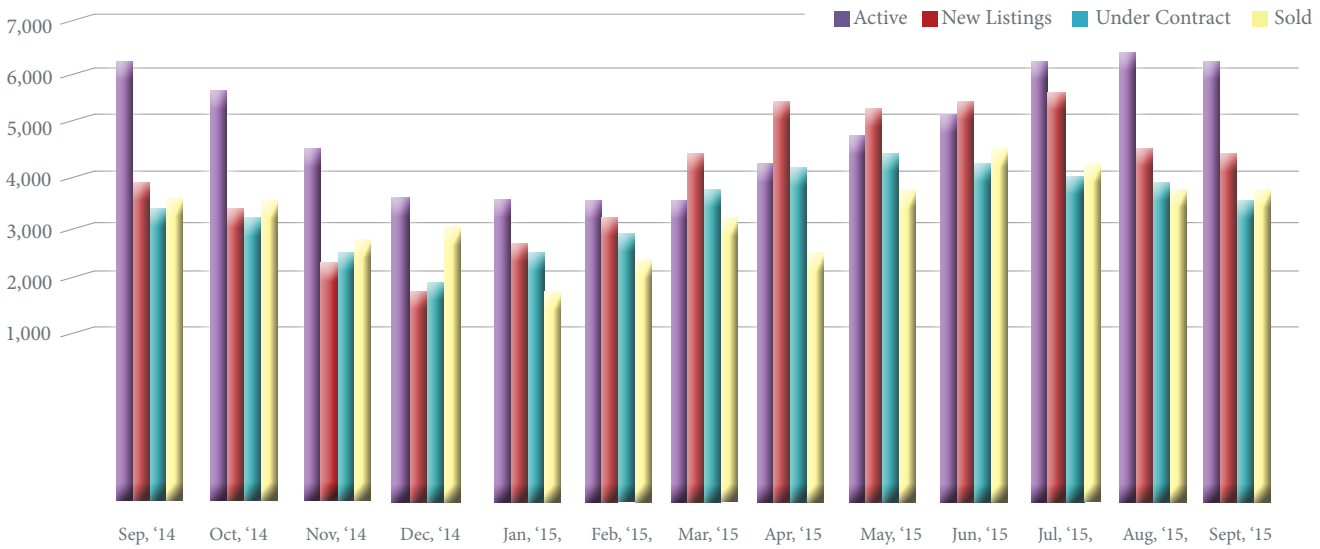
**4,550**  
**Total** Condos Sold  
in the Third Quarter

↑ + 6.5%  
prior quarter

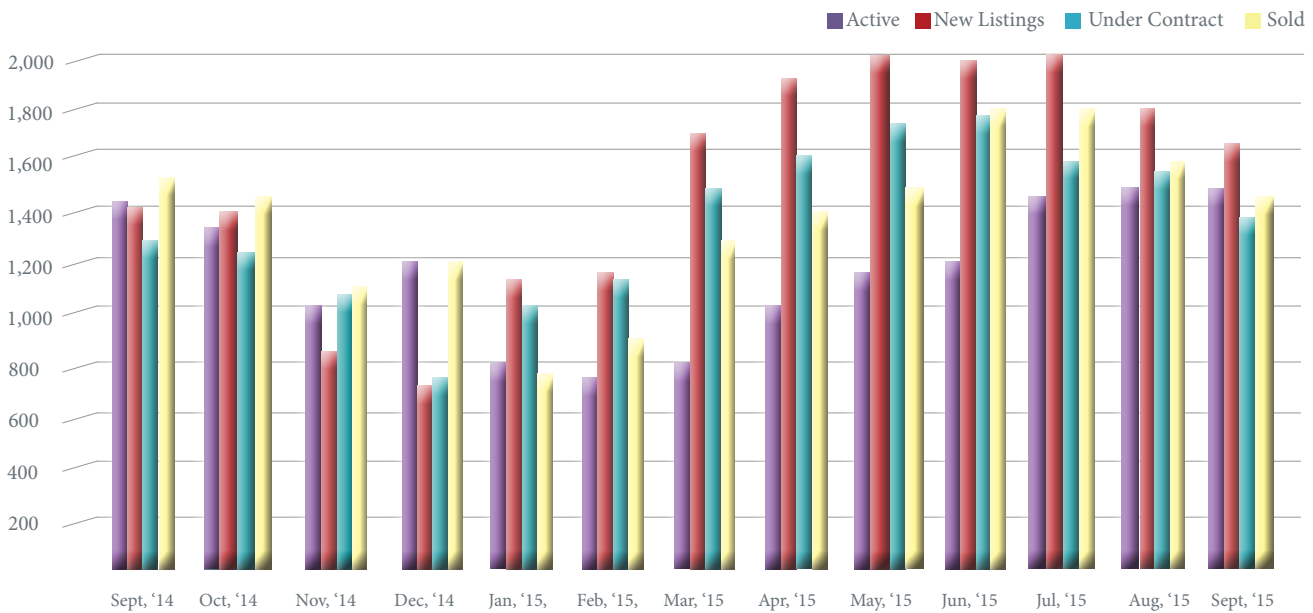
# MADISON REPORT

Q3 2015

## Single Family - Detached | 11 County Overview

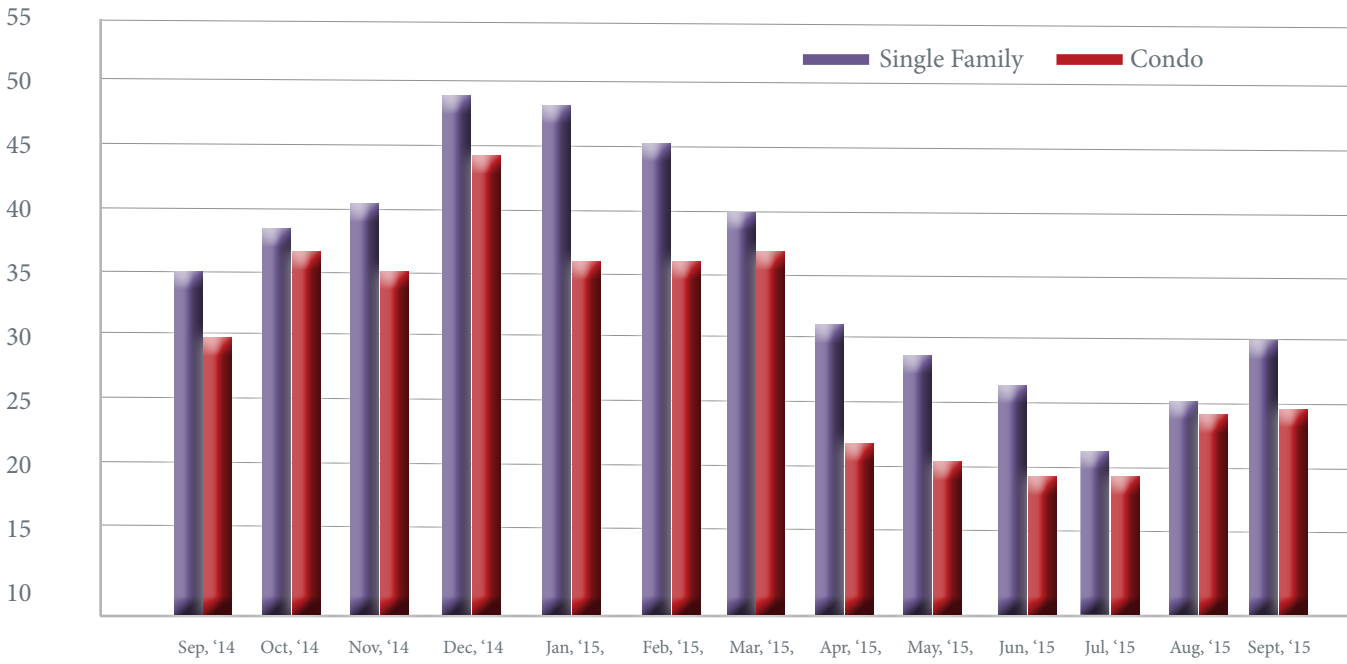


## Single Family - Attached | 11 County Overview

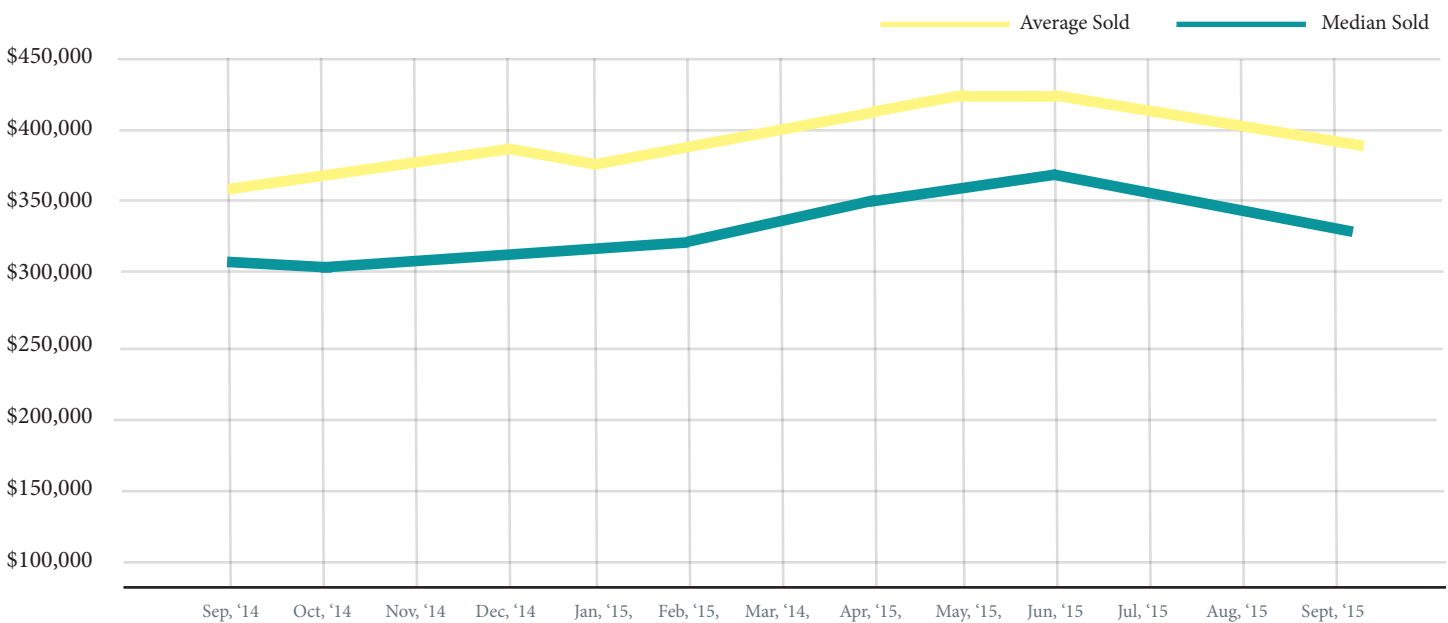


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## Days on the Market | Single Family vs Condo

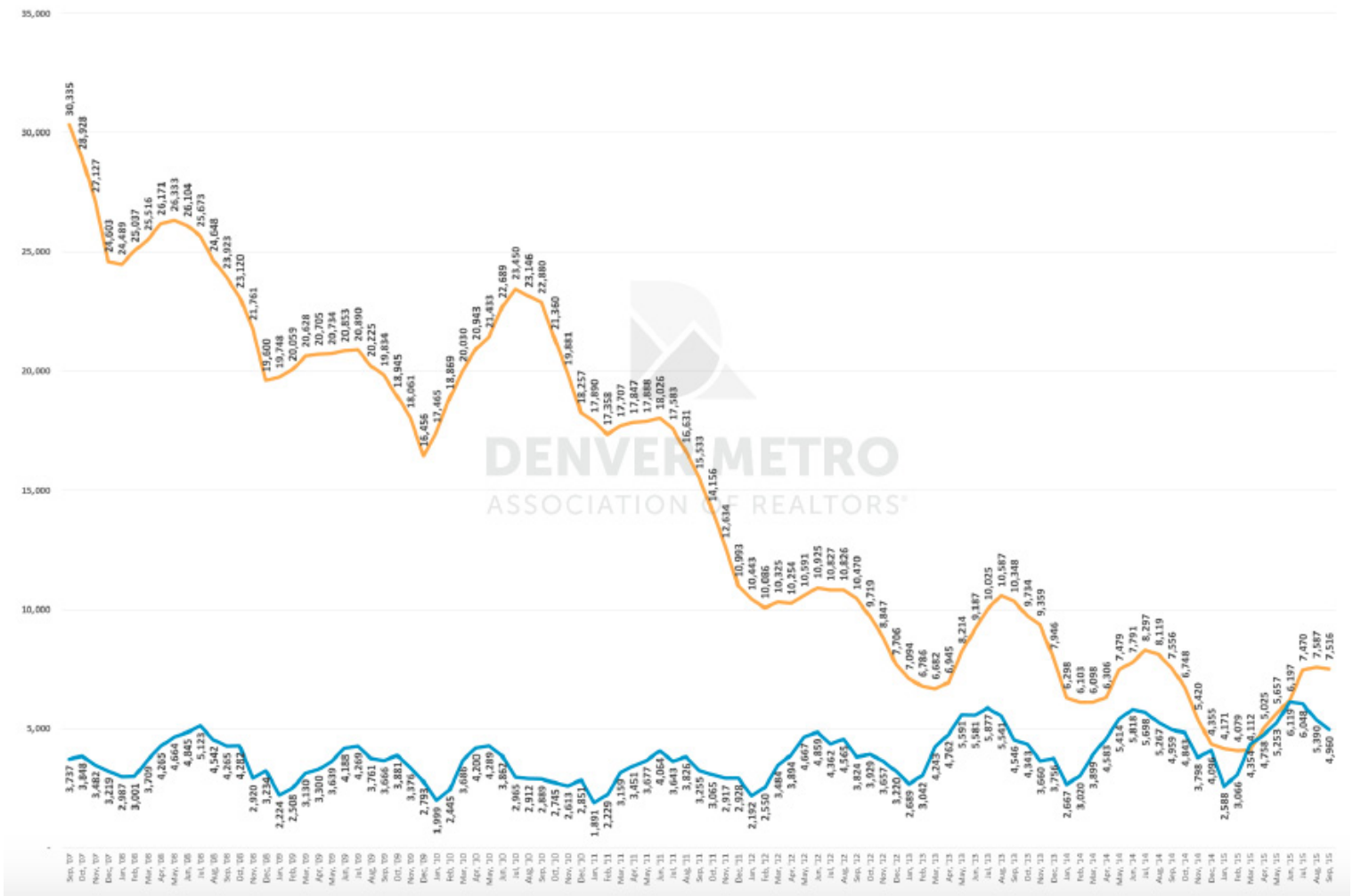


## Residential | Average Sold vs. Median Sold Price



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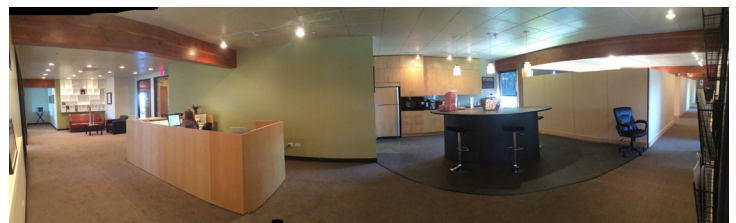
## MONTH END ACTIVE LISTINGS VS MONTH END SOLD LISTINGS





## WHAT'S NEW WITH *Madison*

Over the past seven years, Madison & Company Properties is proud to have partnered with some of the finest, top producing Realtors® in the industry. This type of growth creates the need for us to have great space for our members to work and collaborate. With a large portion of our eighty-five agents doing business out of our Washington Park and Denver Tech Center offices, the need for more great space became apparent.



**THE NEW WASH PARK OFFICE**

The last few exciting months have been filled with the smell of fresh paint and new carpets after our Wash Park office recently moved up one floor, from Suite 300 to 400. We are thrilled with the new open and inviting space as it fosters the family of Realtors we are passionate about at Madison. With 50% more offices, a large conference room showcasing our beloved mountain views and extra workspace, agents are in the office, working together and exchanging ideas more than ever before.



Madison's Commercial Real Estate Division is located on the 4th floor as well, which now allows us to spend more time together, rather than constantly running up and down the stairs to talk shop.

Our focus now shifts to moving our Denver Tech Center office, for many of the same reasons. The office will still be located in DTC, just a few blocks away from our previous space. This office will boast a more contemporary design with over 25 office spaces, multiple conference rooms, high tech amenities and surroundings that better represent the quality we align ourselves with. We are excited about expanding our workplace and what it will mean for our Realtors.



**DTC OFFICE IN PROGRESS**

The culture of Madison is all about community and building relationships with agents, staff and clients. The new offices reflect Madison's commitment to being connected and community-oriented so be sure to come visit us soon!

## Downtown Developments

Cities are always changing. With a fast-paced, growing city like Denver, the downtown scene seems to always look different, with new businesses and buildings at every corner. One of Denver's most popular corners, full of historic buildings, is bringing the next big change to downtown's look.

Market Center, an area for retail and office spaces in LoDo, has recently been purchased by Renaissance Group, a Seattle-based real estate operating company, along with Starts Investments and City Street Investors. There are five historic buildings under the new ownership, and plans for the space are already in the works. The buildings in Market Center are landmarks of Denver, and the companies are dedicated to preserving their history while giving the area a new look.

"We will be interviewing architects who have a good handle on making historic buildings relevant for our times," said Pat McHenry, of City Street Investors.

Market Center has always had excellent relationships with their retail tenants, McHenry expects most, if not all, will stay. The whole block is full of exciting changes, renovations and projects. It's too early to know exactly what these different projects will bring, but expectations are high and the promise of excellence even higher.

"We know we want it to be beautiful," said McHenry [of Market Center]. "We want people to walk down that street and be like 'wow.'"

<http://www.urbanrengroup.com/>  
[www.denverpost.com/business/ci\\_28879697/market-street-buildings-bought-plans-renovation](http://www.denverpost.com/business/ci_28879697/market-street-buildings-bought-plans-renovation)





## Birdies for Butterflies Recap

What an incredible event it was! The perfect September day, with a cloudless sky and warm weather, was the flawless back drop to the **2nd Annual Birdies for Butterflies Golf Tournament**, started by Larina McClain of the Madison & Company Cherry Creek office.

Her sweet, ever-smiling nephew, William, suffers from Epidermolysis Bullosa (EB) and helping William and his family has become a passion of not just Larina but for our company as well. We were lucky enough to have him at the tournament, and he even played a little golf!

At last count Birdies for Butterflies and our efforts had raised **over \$30,000** for this amazing foundation, where all efforts and proceeds go directly to children suffering from EB.

Thank you to all of our sponsors and players - it was a great day! If you'd like to learn more about EB or how to donate towards research for a cure, go to **[www.HopeForWilliam.com](http://www.HopeForWilliam.com)**.



## Thank You!

"What a beautiful and rewarding event, to say the least. All the work that went into such an incredible day was appreciated more than you will ever know. Because The Butterfly Fund is such a small Organization, we are always so overwhelmed when so many people open their hearts to help all of our children here. Because of this event, our 5th Annual Secret Stocking Project will be completely funded and the residual [funds] will benefit our families directly. We thank all the many hearts who had hands in this event and simply cannot wait until next year!!

-Laurie & Michael Sterner  
Founders of The Butterfly Fund



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