



WELCOME TO

# Colorado

A BRIEF INTRODUCTION TO  
THE CENTENNIAL STATE

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A REAL ESTATE EBOOK FROM



# INTRODUCING ONE OF THE HOTTEST REAL ESTATE MARKETS

## Colorado

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Known for its breathtaking natural beauty, world-class skiing, and exceptional quality of life, Colorado is a place that has a little something for everyone. There are more than 400 breweries to try and 84 million acres of national parks to enjoy. With its robust economy and beautiful landscape, it's no surprise that people are flocking to the state that inspired 'America the Beautiful.'

# The Denver Metro



## #4: DENVER, LAKEWOOD, AURORA

The Denver Metro area is the 19th-largest metropolitan area in the United States. From 2010 to 2018, the U.S. Census Bureau shows that the Denver-Lakewood-Aurora area has welcomed approximately 388,000 over the 8-year span. Every month, thousands of transplants move into the mile-high city. With a strong economic forecast, limited housing inventory, and the allure of stunning mountain views - as well as Denver's other niceties - the metro market continues to gain momentum.

**Local Tip:** Take a stroll down old Larimer Street, one of the oldest parts of downtown Denver. In the '60s, Larimer Street was at risk of being torn down but was saved by preservationist and real estate developer Lisa Crawford. Today, it's a charming take on how the new can coexist with the old.

The median home value in the Denver Metro is \$437,537, which is a 2.3% increase from the previous year. Zillow predicts this will rise another 4.2% within the next year.



“Every day, the sun comes out, and  
the sky’s always blue.

**That’s what I miss about Denver.”**

*- Dikembe Mutumbo*

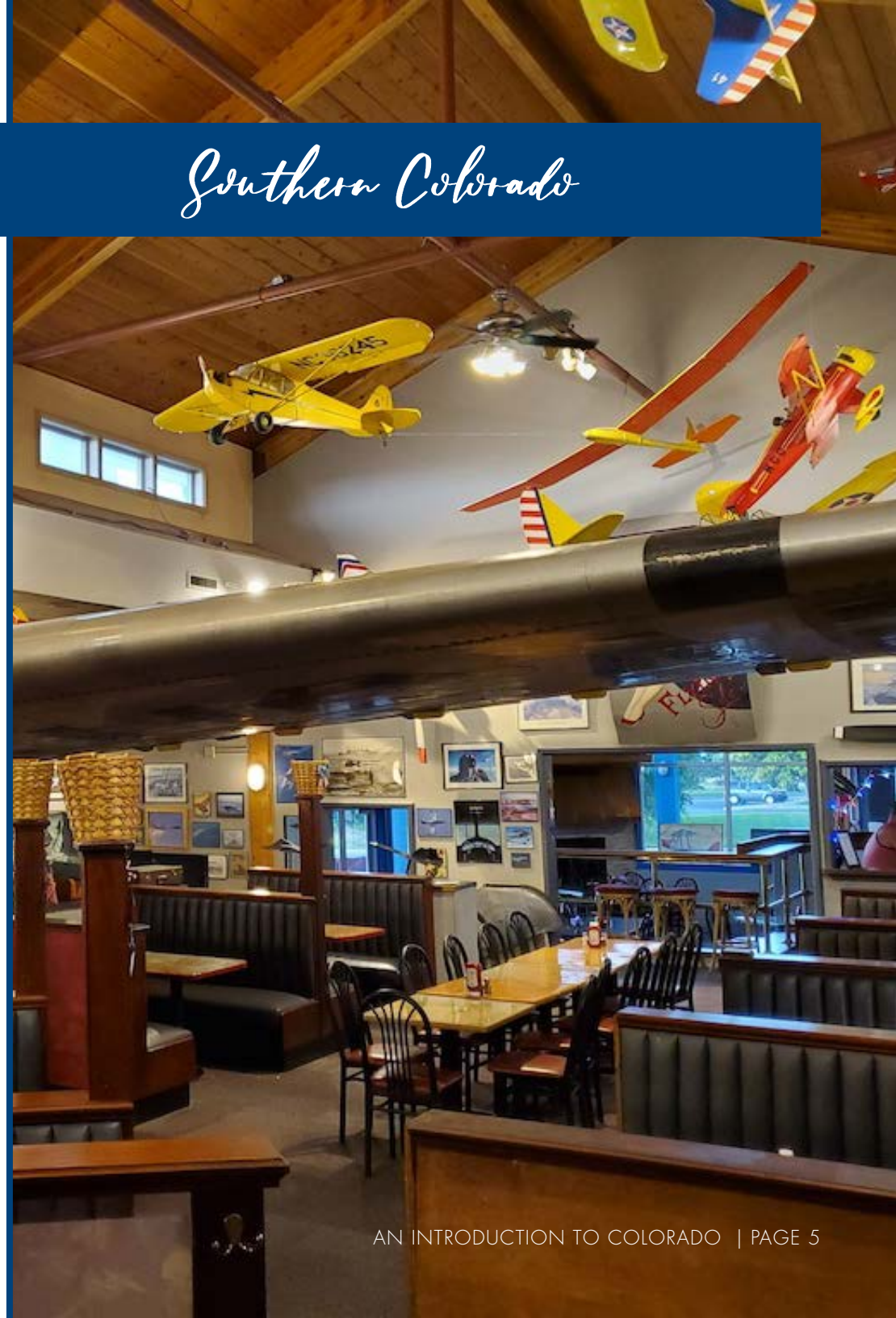
### #3: COLORADO SPRINGS

Named 'One of the Best Places to Live', Colorado Springs is drawing attention as Colorado's next boom in real estate. Properties on average cost approximately \$150,000 less than those in Denver, and interest among millennials is growing faster than any other city in the country. Just last year, El Paso County added approximately 7,400 jobs and the economy is projected to grow with several military institutions employing 60,000 residents.

**Local tip:** While visiting Garden of the Gods or the Broadmoor are never bad ideas, those looking for a unique experience should try the Airplane Restaurant. Complete with a 1953 Boeing KC-97 as the restaurant's centerpiece, it's an aviation lover's dream.

The median home value in Colorado Springs is \$316,396 which is a 6.3% increase from the previous year. Zillow predicts this will rise another 5% within the next year.

## Southern Colorado

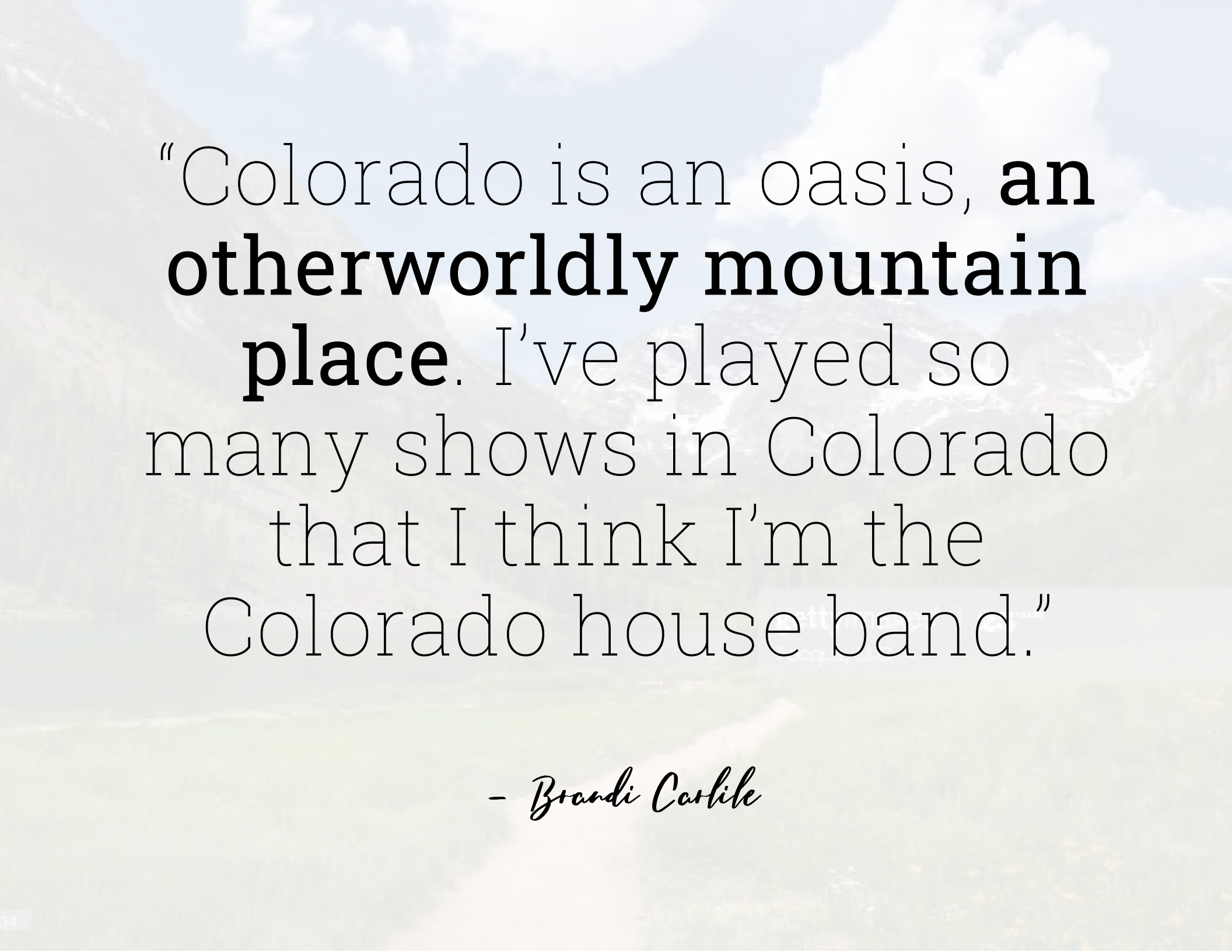


## #2: FORT COLLINS, GREELEY, LOVELAND

Thanks to Northern Colorado's formidable oil reserves, Weld County has seen massive growth. This area includes Greeley, home to the University of Northern Colorado, and emerging Fort Collins, where Colorado State University is located. Fort Collins and the surrounding areas have added over 30,000 new jobs since 2014 due to a tech boom from local startups.

**Local tip:** Fort Collins is home to many notable Colorado breweries. Sample your favorite Odell brew right from the source, then hit several other breweries on your way home and treat your designated driver to dinner in Old Town.

The median home value in Fort Collins is \$417,499, which is a 2.4% increase from the previous year. Zillow predicts this will rise another 3.9% within the next year.



“Colorado is an oasis, **an otherworldly mountain place**. I’ve played so many shows in Colorado that I think I’m the Colorado house band.”

- *Brandi Carlile*



## Western Colorado

### #1: DURANGO, SILVERTHORNE, STEAMBOAT, GRAND JUNCTION

Whether you're into skiing, hiking, biking, rafting, or just looking for world-class views, a mountain property in Western Colorado is the place to be. Demand for small towns in areas like Silverthorne might have set you back \$400k a decade ago, but today you'll need approximately \$700k to claim one.

**Local tip:** there's still a lot to do outside of ski season. Check out the Keystone Wine and Jazz festival, which takes place in mid-July.

The median home value in Silverthorne is \$600,399, which is a 3.9% increase from the previous year. Zillow predicts this will rise another 4.2% within the next year.



# Why Colorado Real Estate?

With a high demand for real estate, great jobs, and undeniable charm, Colorado markets are some of the best in the country for real estate professionals.

## Quick Stats - COLORADO

YEAR/YEAR MEDIAN HOME PRICES  
(FEB 2019-FEB 2020):

**2.9%**

MEDIAN HOME VALUE:

**\$405,146**

MEDIAN RENT PRICE:

**\$2,012**

AVERAGE DAYS LISTED:

**77**

HOMES WITH NEGATIVE EQUITY:

**4.5%**

DELINQUENT MORTGAGES:

**0.4%**

## MARKET OUTLOOK

The Colorado market has been on fire over the past year. Expect a relative cool down as home builders meet demand with new housing developments. Zillow sees Colorado as a buyers market that's projected to grow by 3.8% over the next year so long as supply does not outbuild the constant influx of new residents.

# THERE'S NEVER A BETTER TIME TO BECOME A *Real Estate Agent in Colorado*

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Between the world-class recreation, the wealth of jobs, and the fact that there's always something unique going on, Colorado has become an appealing destination for employers, individuals, and real estate agents alike. **In February 2020, Colorado Springs saw a record sales volume and a 10 percent increase in sale price.** As for Denver, the number of properties under contract are up **14 percent year-to-date despite a snowy February 2020.** With numbers projected to grow in each respective market, now is the time for new real estate agents to start selling in Colorado.

If you want to learn more about how you can easily get your license and join the ranks of Colorado real estate agents, visit us at [TheCEShop.com/Colorado/CO-real-estate](https://TheCEShop.com/Colorado/CO-real-estate). There you'll be able to find out what exactly you'll need to do to become an agent and how The CE Shop can help you achieve your goals through our award-winning real estate education.

# About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education. With industry-leading pass rates and support from Pre-Licensing through CE, our students are better prepared to set themselves up for success.

Our ever-expanding course catalog of Pre-Licensing, Exam Prep, and Continuing Education products are trusted throughout the industry and offer agents across the country the education they rely on.

With products available in all 50 states and D.C., we're driven by a desire to constantly improve, both for ourselves and our students.

