

# Distinctive HOMES OF THE BOULDER VALLEY

# HAERTLING'S HOUSES

Boulder architect  
left a unique legacy  
of innovative,  
sensitive design

BOULDER COUNTY  
**BUSINESS  
REPORT**

A Special Publication of the  
Boulder County Business Report  
**Section B**  
July 19 - August 1, 2013

LISTING AGENT EMILY GADACZ of Colorado Landmark Realtors joins Joel Haertling, son of Boulder's iconic architect Charles Haertling, at the Menkick House in the Knollwood subdivision.  
PHOTO BY JONATHAN CASTNER

# COLORADO LANDMARK REALTORS

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## GREAT FOR FAMILIES & ENTERTAINING



**\$2,550,000**

Listed by  
David Scott  
303-588-8358

11,837 sq ft  
5 Bedrooms  
8 Baths

### 6721 Niwot Hills Drive, Niwot

Incredible home-Stunning Niwot Hills location-Newly constructed-More than 11,000 sq/ft finished. Open Floor Plan-Comfortable living on every level. Luxurious private master suite-Gourmet kitchen-Elegant wood paneled office. Family friendly. Great outdoor patio areas. Wonderful entertaining spaces.

## WESTERN LIFESTYLE LIVING AT IT'S BEST



**\$5,000,000**

Listed by  
Joel Ripmaster  
303-641-3377

4,521 sq ft  
3 Bedrooms  
3.5 Baths

### 8003 N. 63rd Street, Longmont

Introducing the Haystack Ranch, one of the most iconic properties in Boulder County, set on 93 acres of stunning ranch land at the foot of the Rockies. The stunning main house is underway now, sure to offer the finest in Colorado living for generations to come.

## NORTH BOULDER MASTERPIECE



**\$3,000,000**

Listed by  
Joel Ripmaster  
303-641-3377

5,606 sq ft  
5 Bedrooms  
4.5 Baths

### 1650 Wilson Court, Boulder

Exquisitely remodeled, this sophisticated home provides outstanding value with some of the most incredible views in Boulder! Nestled in a private cul-de-sac, this property has earned the right to be at the top and one of Colorado's finest homes.

## PERFECT FOR COLORADO LIVING



**\$1,345,000**

Listed by  
Joel Ripmaster  
303-641-3377

6,361 sq ft  
5 Bedrooms  
6 Baths

### 7068 Quiet Retreat, Niwot

Unwilling to compromise, this lovely home has it all! 1.5 acre lot with incredible custom landscaping protects your privacy and gives you space to relax or entertain friends. Generous square footage with extensive custom hardwoods, designer finishes, large deck and patio, spacious master suite with deck, spectacular finished basement.

## ONE OF BOULDER'S MOST BEAUTIFUL HOMES



**\$2,235,000**

Listed by  
Gwenivere Snyder  
303-718-1085

5,031 sq ft  
5 bedrooms  
5 baths

### 820 6th Street, Boulder

Walk to Chautauqua from this exquisite home in Boulder's most desired location. Sweeping staircase, large open gourmet kitchen, master bedroom with deck and view of Flatirons, finished lower level with media room, guest suites and game room. French doors lead to gorgeous outside living area with patio and beautiful landscaping. Meticulously maintained.

## PRIVACY – PROXIMITY – PERFECTION



**\$3,500,000**

Listed by  
David Scott  
303-588-8358

7,050 sq ft  
6 bedrooms  
4 baths

### 266 Cactus Court, Boulder

Tucked into the hillside - surrounded by 15 acres for privacy. Magnificent views give the feeling of mountain living. Proximity to downtown - only a 5 minute drive. Materials and finishes chosen meticulously. The ambiance is warm but pointedly luxurious. Stunning sophistication - Exceptional design.

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2350 Broadway, Downtown Boulder

136 2nd Ave, Old Town Niwot

# REAL ESTATE TURNAROUND LEADS TO LOW INVENTORY

## Brisk market exists at certain price points

*W*ho would have thought, given the housing doldrums of a few years ago, that real estate professionals in the Boulder Valley would be complaining about lack of inventory so soon?

But that's exactly where we find ourselves in Boulder and Broomfield counties, where a lack of available homes on the market could do more to reduce sales volumes than rising interest rates.

In this edition of Distinctive Homes of the Boulder Valley, we include a look at how low inventories are affecting the market. (Hint: Sales are expected to suffer, at least in number.) David Scott, principal broker at the Scott Group of Colorado Landmark Realtors, says the market might already have passed its peak for the year.

That lack of inventory already is causing prices to increase. Homes listed for sale typically are receiving multiple offers.



**PUBLISHER'S NOTEBOOK**  
CHRISTOPHER WOOD

That trend is just one topic covered in this edition of Distinctive Homes, which is inserted in the Boulder County Business Report and distributed at dozens of real estate and retail loca-

## Publisher's NOTEBOOK

tions throughout the Boulder Valley. Also in this issue:

- We take a look at homes designed by iconic Boulder architect Charles Haertling. He designed more than 40 Boulder homes, displaying a mix of modernism and organic architecture.

- High-end sustainable development, i.e., green building, continues to pick up pace in the Boulder Valley. We examine how an educated public clamoring for green features, mixed with an improving economy and government regulations, drives demand

for green building materials.

- Despite a brisk housing market for homes priced below \$900,000, the high-end market still sees opportunities. But buyers should act fast, as high-end sales are picking up pace as well.

Have an idea for Distinctive Homes? Contact me at the number or email below.

*Christopher Wood can be reached at 303-440-4950 or via email at cwood@bcbr.com.*

## CORRECTION

Information provided for one of the listings in the "What you get" feature in the June 21-July 4 Distinctive Homes edition was incorrect. Following is the correct information on the property.

**2158 TAMARACK AVE., BOULDER**  
**LIST PRICE: \$2.4 MILLION**

[www.2158Tamarack.com](http://www.2158Tamarack.com)



7,254 TOTAL SQUARE FEET: FIVE BEDROOMS, FOUR FULL BATHS AND ONE HALF BATH.

### UNIQUE FEATURES

Exquisite home on 0.58 acre lot in serene location backing to Four Mile Creek. Walkout lower level features huge rec room with complete wet bar. House in front, 2160 Tamarack Ave., also available for sale.

### INSIDE

In-floor radiant heat, central air, sweeping cherry staircase with ornate

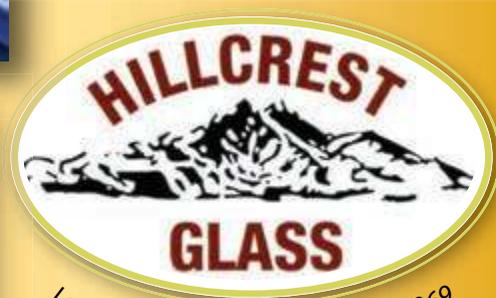
iron railing, gourmet kitchen, slab granite throughout. Master suite with sitting area and breakfast bar, balcony, spacious luxury five-piece bath, walk-in closet with custom built-ins.

### OUTSIDE

The back deck is partially covered. Property includes large yard with mature landscaping, one-space carport, lawn sprinkler system and patio.



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# RAISING THE BAR

High demand, smart clients pose challenges for sustainable projects

BY HEATHER MCWILLIAMS « NEWS@BCBR.COM »

*H*igh-end sustainable building across Boulder County continues to accelerate post-recession, driven by an educated public, the improving economy and city regulations. Advances in sustainable technology offer homeowners and builders an increasing raft of choices for going “green” while improving a home’s health, durability and comfort – all without sacrificing aesthetic appeal. “The clients that fit best with us are the ones really committed to their health, to the environment and to doing the right thing,” said Brian Fuentes of Boulder-based architecture firm Fuentes Design LLC. In Boulder County, that means a lot of people fit the bill.

“It’s not a niche thing anymore,” Fuentes said. “It’s mainstream.”

An increasing awareness of green building, both nationally and locally, generated a greater number of material suppliers, said Sandra Weeks, founder and president of Blue Spruce Design and Construction LLC.

“The technology has come so far so fast,” she said, “and a lot of this has to do with demand.”

Consumers have more choices now for everything from insulation and windows to building techniques and lighting. In some cases, the industry growth has made supplies more affordable, Weeks said.

At the same time, some suppliers keep less stock warehoused as a result of the recession.

“A lot of times you have to order it and just plan ahead,” Weeks said, adding that she considers her first job with a client to be educating them on options.

Additionally, as the building industry begins to hit full throttle, finding skilled labor and subcontractors to complete necessary work can take advance planning, too, because many in the industry left during the recession.

“There is a little bit of a gap in skilled labor,” said Elton Randall, of Elton R Construction LLC. The Boulder-based company does high-end remodels and new construction. He’s seen a definite uptick in high-end remodels and sustainable construction recently, with jobs he priced out months ago for clients who now are asking for work to begin.

As sustainability has taken off in recent years, the public, architects and builders all have needed to adjust to a new standard of best practices.

“The last five years have been a real learning curve,” he said. The interests of his high-end Boulder clients – often well-educated with backgrounds in science or working as professors – require a thorough understanding of the available options, Randall said. When one client asked for foam insula-



A REMODELING PROJECT in South Boulder doubled a home’s size but reduced its peak heat load. Reclaimed wood finishes, natural earth and lime plasters softened the interior.

PHOTO COURTESY FUENTES DESIGN

## Green LIVING

### CONSUMERS HAVE MORE CHOICES NOW

for everything from insulation and windows to building techniques and lighting.

In some cases, the industry growth has made supplies more affordable.

tion, which delivers almost twice the R-value of traditional insulation, Randall couldn’t find an installer that fit his needs. He created a foam rig himself and used it to install the insulation.

In 2010, his wife, Christine, founded ERC Insulation, the only Boulder-based insulation company offering spray foam and traditional insulation. The companion business has taken off since then, said Christine Randall, with 2010 revenue at \$80,000 and last year’s revenue jumping to \$1 million.

They haven’t stopped responding to customer

needs there.

“We’ve had several clients with chemical sensitivities,” said Christine Randall said. She plans to offer sheep’s wool as a chemical-free alternative in coming months. “It will be nice to start filling these beautiful homes with something that isn’t toxic,” she said. Clients who pay a bit more attention to the chemicals associated with everything from insulation to flooring will get a healthier home in the end.

Indoor air quality is of increasing importance in sustainably built homes where creating a tightly sealed building envelope serves as a foundation for future energy efficiency since a house with fewer gaps loses less heat. The payback is a healthier, more durable and energy efficient home, but the benefits don’t stop there.

“It not only saves energy but is more comfortable,” Fuentes said, since a tightly built home maintains a more consistent temperature from room to room. Comfort and performance are two things people should expect in a luxury home – as they would with a luxury car, Fuentes said. He likens a proper green build to a Tesla: high-performance, comfortable and easier on the environment. Such properly built and insulated homes retain a pleasing aesthetic and can still fit the character of a Boulder neighborhood.

“My kind of passion is to recreate the suburbs in a sustainable way,” he said – sometimes transforming a 1960s-style ranch by doubling the square footage but dropping the heat load by 75 percent.

It’s a busy time for builders in Boulder, Randall said. A design-and-build team well versed in the how-tos of sustainable building and able to plan ahead for the stumbling blocks of availability is key to a smooth build or remodel in today’s market, he said – but there is a payoff.

“It’s a healthier home, and we’re making a better product that – in theory – should last longer.”



*Imagine waking up in the morning, pouring your first steaming cup of coffee and stepping out from your spacious kitchen into your own private courtyard. The sun is rising and you hear the trickling water from your fountain and the quiet sounds of nature beginning the day. You nestle into your favorite outdoor chair, gaze into the beautiful clear skies, take a deep breath of the fresh Colorado air and appreciate being home.*



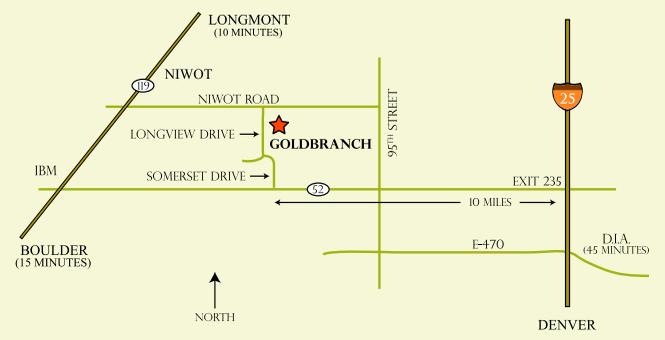
*For lunch, you hop on your bike for a short ride into quaint downtown Niwot, where you meet a friend for a delicious lunch at the local Italian deli, then spend a leisurely hour browsing the shops and galleries along Second Avenue before pedaling back home.*



*Later that day, you stroll down one of the scenic walking trails within the Goldbranch community. You stop to say hello to your neighbors as they enjoy a game of Bocce on one of the courts located in Goldbranch Village. You notice a red-tailed hawk landing in a towering blue spruce, and appreciate the wildlife you're able to see along the riparian corridor that forms the northern property line.*

*The sun is beginning to set, painting the Colorado skies pink and gold. Your friends are about to arrive for a leisurely evening of dinner and reminiscing about your recent trip to Europe. There's no need to worry or stress; in this low-maintenance community, your yard work has already been done.*

*Just before your guests arrive, you light your outdoor fireplace, pour yourself a glass of wine from your wine cellar, and watch the bright stars begin to emerge over the Rocky Mountains. After an enjoyable evening, as you rest comfortably in Goldbranch's private enclave, you think, "Life doesn't get any better than this."*



#### Directions from Boulder:

Take Foothills Pkwy (CO-157) North, this becomes the Diagonal Hwy (CO-119), turn Right onto Niwot Road and go East 1 mile, turn Right onto Longview Drive.



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# THE EDGE

## Above a certain price point, buying or selling is a whole different game

BY JEFF THOMAS « NEWS@BCBR.COM »

While Boulder Valley's real-estate market continues to be hot for moderately priced homes, real-estate experts say there are still opportunities for buyers moving up into the luxury market. But just how long shoppers have to take advantage of this opportunity appears to be a guess at a moving target.

Essentially, homes priced less than \$700,000 are an incredibly hot commodity through much of Boulder and Broomfield counties. Well-priced and well-showing homes often have three or more offers just days after listing and the inventory is incredibly low.

But at some point – perhaps above the \$900,000 mark – the market changes substantially, with homes selling at a much slower clip, and the available inventory giving shoppers the chance to find a home that really fulfills the majority of their expectations, said Joel Ripmaster, founder and president of Colorado Landmark Realtors, which specializes in the luxury home market.

“People are taking advantage of this, so that point has moved a bit,” Ripmaster said. “But the inventory levels for the higher price points are such that you still have selection.”

Ripmaster estimated that market inflection point was probably at \$900,000 in July, an increase of perhaps \$100,000 over the last six months.

“It's a much more active market now (at the higher price points),” he said. In the first six months of this year, he said, there have been 21 sales of homes between \$1 million and \$1.9 million, a 26 percent increase in volume over that time period in 2012.

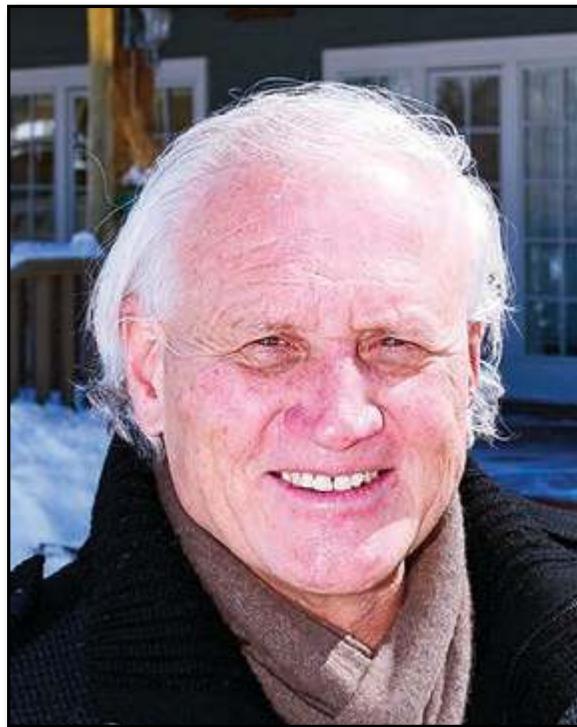
D.B. Wilson, managing broker at Re/Max of Boulder, said he believes the upper-tier market is rapidly tightening. Although the absorption rates, in terms of percentage of homes under contract, are lower in the higher-price ranges, they are also moving up, he said.

“As I look at Boulder County and single-family homes, there are 17 houses on the market under \$150,000, 13 of which are under contract,” or 76.4 percent, he said. For homes between \$200,000 and \$249,000, that percentage is 64 percent.

The market remains tight until the \$650,000 to \$699,000 range, in which 36.4 percent of the homes listed were under contract. Between \$850,000 and \$899,000, that percentage slips to 30 percent, but between \$950,000 and \$999,000 the percentage climbs to 38.7 percent.

In the true luxury markets, that percentage is substantially less, but still shows significant strength, Wilson said. Between \$1 million and \$1.25 million, 35 percent of the listed homes are under contract, and between \$1.25 million and \$1.5 million, or 17 percent.

“I think that's actually approaching an historical level,” Wilson said. “The other thing is when you are talking the \$1 million to 1.5 million range, you



“The inventory levels for the higher price points are such that you still have selection. ... “It's a much more active market now.”

**JOEL RIPMASTER**

Founder and president  
Colorado Landmark Realtors



“The lower-priced stuff is kind of the engine that gets everything else started. Then you see these move-up buyers. I really think that's what is happening this year.”

**D.B. WILSON**

Managing broker  
Re/Max of Boulder

are talking 2.8 percent of the total listings – so it's a pretty small sample.

“The lower-priced stuff is kind of the engine that gets everything else started. Then you see these move-up buyers,” Wilson said. “I really think that's what is happening this year.”

Beyond the numbers, the marked difference in inventory rates also has a dramatic effect on a buyer's ability to find exactly what they are searching for in a home, Ripmaster said.

“As the existing home market dissolves, your choices dissolve,” he said. “The percentile buyer right now has to be \$1.9 million and above. Above 85 percent you are going to find 85 percent of your

choices – there's no such thing as the perfect house.

“At the lower price points the percentile of finding exactly what you are looking for is a lot less,” Ripmaster added. “From \$900,000 and under you are struggling – 65 percent. From there to \$1.9 million, you probably get 75 percent.”

Even so, the market is still extremely enticing above the \$900,000 level, experts said – enticing enough that the move-up market should be squarely in play this year.

“Are there good buys out there? Yes, there are,” Wilson said. “But you've still got to be realistic.

“You can shoot for the moon, but don't shoot for Jupiter.”

IQ

# NUMBERS OF INTEREST

## Mortgage rates likely to climb but still are comparatively low

By SALLY McGRATH « NEWS@BCBR.COM »

**B**oulder County's tight inventory is influencing the housing market even more than are rising interest rates.

"We've not seen much, if any, impact from rising interest rates," said David Scott, principal broker at the Scott Group of Colorado Landmark Realtors. The biggest impact on the market is lack of inventory. "We've got buyers," he said. "We don't have property for those buyers."

The number of homes for sale in Boulder County and in the Denver metropolitan area has fallen behind demand. With so few properties on the market, and so many buyers eager to lock in historically low interest rates before they climb any further, many "for sale" signs quickly disappear.

## Home FINANCE

"I don't think there will be a significant impact in the next 12 months as a result of changes in interest rates," said Scott. "The biggest risk to us in Boulder is lack of inventory. Low inventory levels will likely result in reduced sales in the months ahead. In fact, we may have already passed the peak for 2013."

Predicting interest rates is challenging, but recent movement is definitely upward. U.S. mortgage rates surged in late June, reaching their highest level in two years. The average rate on the 30-year fixed loan jumped to 4.46 percent, highest since June 2011. It was the largest weekly increase in the 30-year rate since April 1987, according to mortgage buyer Freddie Mac. The average rate on the 15-year mortgage jumped to 3.50 percent from 3.04 percent, highest since August 2011.

While many people are reacting to the higher rates with sticker shock, the rates are still relatively low, especially when compared with the all-time high of 18.63 percent for a 30-year loan in 1981 and rates in the double digits through the 1980s.

"People got used to unrealistically low interest rates," said Scott. "Even if they go up a point or two, they are still great rates."

People who are pre-qualified for financing will still be able to buy a home, Scott said. "In some cases, people can't buy as much home as they qualified for at a lower rate. So it's an adjustment in their lifestyle."

"Mortgage rates have gone back to where they were two years ago," said Lou Barnes, a mortgage broker with Premier Lending, LLC. "They were the lowest interest rates ever seen. Today there is some shock value in having rates rise so quickly."

In 2012, with potential buyers skittish about the economy and housing prices, they delayed purchasing a home, believing they could get a better deal when things stabilized, Barnes said. "The fear led to a sense now of missing the boat."



"Mortgage rates have gone back to where they were two years ago. They were the lowest interest rates ever seen. Today there is some shock value in having rates rise so quickly."

**LOU BARNES**

Mortgage broker,  
Premier Lending LLC

Demographics paint a clear picture of today's market conditions, Barnes said. There has been a mismatch between population growth and the construction slump during the recession.

The state's population grew by 800,000 people in 11 years, while building permits fell 90 percent, according to the Colorado Department of Local Affairs.

When the economy crashed in 2008, financing for new residential projects all but stopped, and for the next several years, there were few new homes to buy.

"Building came to a stop, and the population continued to rise," Barnes said. "That demographic mismatch shows up in prices."

But the lack of new construction is only part of the story. Tight lending standards and low amounts of equity in some homes meant that many homeowners did not qualify for mortgages to buy new houses. Uncertainty about the market and their personal eco-

nomie outlook kept many sellers from putting their homes on the market.

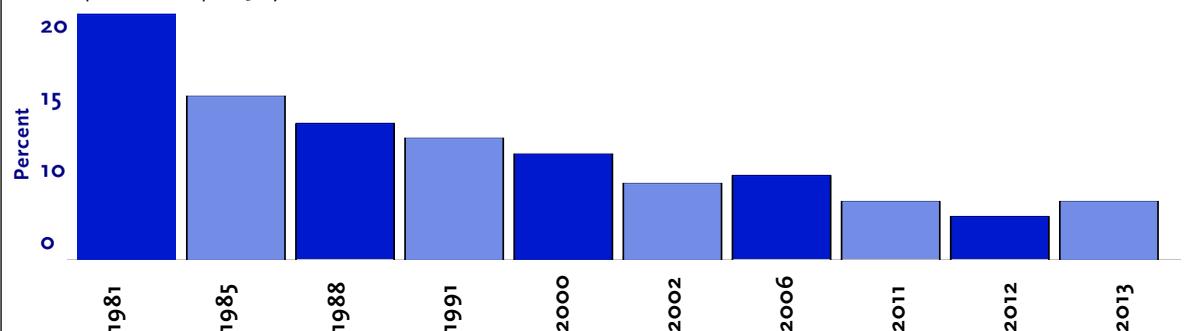
A more pressing problem than higher rates is the availability of credit for home borrowers. The biggest barrier for many homebuyers has been difficulty obtaining a mortgage. Banks have tightened lending standards since the financial crisis erupted in 2008.

Jennifer Asbury, senior mortgage banker at Premier Lending LLC, said it's important that people who were prequalified some time ago discuss with their lenders how they may be affected by the latest rates. They need to confirm that they still qualify and make sure they are comfortable with the revised payments.

For example, someone who is prequalified for a \$417,000 loan at a mortgage rate of 3.5 percent for a 30-year loan would see their monthly payment increase \$240.60 a month if rates rose to 4.5 percent.

### RATES STILL LOW

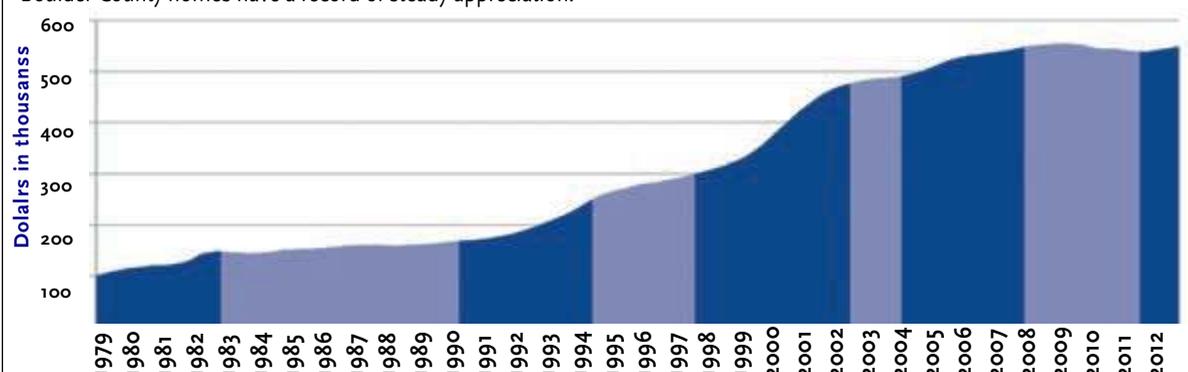
Even though the U.S. average rate for 30-year fixed-rate mortgages is the highest in two years, it still is low compared with record peaks in the past 30 years.



Source: Freddie Mac, Haver Analytics

### BETTER AND BETTER

Boulder County homes have a record of steady appreciation.



Source: Federal Housing Finance Agency



BUILT AROUND THE STRUCTURE OF A PENNSYLVANIA BARN, this home on 1.68 acres has sweeping views and a guest house.

PHOTO COURTESY FULLER SOTHEBY'S INTERNATIONAL REALTY

# A TASTE OF COUNTRY *Residential* SPOTLIGHT



THE HOUSE WAS DESIGNED WITH AN OPEN FLOOR PLAN to meet the exact footprint of the 40-by-60-foot barn, incorporating its 19-foot ceilings and tall windows to let in the light.

PHOTO COURTESY FULLER SOTHEBY'S INTERNATIONAL REALTY



Use your mobile device to access more details about this property.

**LOCATION:** 3002 75th St., Boulder

**PRICE:** \$1.995 million

**SIZE:** 6,472 total square feet

**COOL FEATURES:** The modern house is built around the original structure of a barn that was moved to Boulder from Greensburg, Pennsylvania.

**OVERVIEW:** In a pastoral setting surrounded by organic farms, with expansive mountain views and its own apple orchard, the house incorporates the barn's rustic theme throughout, with modern systems, four bedrooms and four bathrooms in the main house, and a separate home set up as a guest house. Outside is a lovely pond and fire pit.

**LISTING AGENT:** James Simpson, Fuller Sotheby's International Realty, 323-819-6632 or 303-443-6161.



A MODERN EAT-IN KITCHEN includes a gas range and self-cleaning oven, downdraft range, dishwasher, microwave and separate dining room.

PHOTO COURTESY FULLER SOTHEBY'S INTERNATIONAL REALTY



A GUEST HOUSE is included on the property, which also has an apple orchard and is surrounded by organic farms.

PHOTO COURTESY FULLER SOTHEBY'S INTERNATIONAL REALTY



THE 17-BY-11-FOOT MASTER BEDROOM has its own five-piece bathroom and a walk-in closet.

PHOTO COURTESY FULLER SOTHEBY'S INTERNATIONAL REALTY

# HAERTLING HOUSES

## Prolific designer combined modernism, organic architecture

COMPLETED IN 1970, the Charles Haertling-designed Menkick House in the Knollwood subdivision in west Boulder is built around a natural rock outcropping found on the property's 1.1 acre lot. The tiers of the four-story home align with the three most prominent stone masses.

PHOTO COURTESY CHRISTOPHER TAGSETH

BY MICHELLE VENUS << NEWS@BCBR.COM >>

Charles Haertling firmly believed he did not design homes; he designed houses. The iconic Boulder architect maintained that a “home” was what one put into a “house.” He provided the blank canvas on which families could paint their own traditions and memories.

More than 40 of Haertling’s structures dot Boulder’s neighborhoods, and he’s recognized for combining elements of modernism and organic architecture into his work. As a member of the Boulder City Council, he was key in preserving open spaces, working with grassroots organizations resulting in the development of Pearl Street Mall and serving

on the landmarks board in the early 1980s. Some parallel his work to that of Frank Lloyd Wright.

After serving in the Navy, Haertling went on to study architecture at Washington University in St. Louis. He graduated in 1952, and moved to Boulder the next year to teach at the University of Colorado. Before starting his own practice in 1957, Haertling worked as a designer with local architects Jim Hunter and later Tician Papacristou.

Like Wright, Haertling found inspiration in nature and often incorporated site features into the houses he designed. Some Haertling houses are drawn from plant and aquatic lifeforms.

The Warburton House in Gold Hill is an example of his design philosophies. Built in 1963, the owners had specific requirements: The project had to come in on budget, capital-

► Haertling, 11B



CHARLES HAERTLING

## A HAERTLING HOUSE TOUR

It's more than houses. This list includes commercial buildings designed by Charles Haertling. All are in Boulder unless otherwise noted.

Wheat House, 1515 Baseline Road, 1958  
 Noble House, 650 Pennsylvania Ave., 1958  
 White House, 630 Pennsylvania Ave., 1958  
 Knudsen House, 420 Christmas Tree Drive, 1960  
 Krueger House, 1025 Rosehill Drive, 1961  
 Willard House, 125 Belleview Drive, 1961  
 Quaker Meeting House, 1825 Upland Ave., 1961  
 J.R. Knitting Mill, 719 Walnut St., 1963  
 Warburton House, Gold Hill, 1963  
 Volsky House, 711 Willowbrook Road, 1964  
 Albersheim House, 1440 Belleview Drive, 1965  
 Moment House, 1966  
 Dammann I House, 460 College Ave., 1966  
 McConnell House, 450 College Ave., 1967  
 Conlin House, Seven Hills, 1967  
 Caldwell House, 415 Drake St., 1968  
 Boulder Eye Clinic, 2405 Broadway, 1969  
 Brenton House, 3752 Wonderland Hill Ave., 1969  
 Kahn House, 760 Flagstaff Road, 1970  
 Menkick House, 165 Green Rock Drive, 1970  
 Steward House, Swiss Peaks, Sugarloaf, 1970  
 Evergreen Apartments, 1970  
 Grace Lutheran Church remodeling, 1001 13th St., 1970  
 Davis House, 65 Belleview Drive, 1970  
 Gill House, 730 15th St., 1970  
 Jourgensen House, 780 Flagstaff Road, 1971  
 Barrett House, Peak View, 1971  
 Stead House, Swiss Peaks, Sugarloaf, 1971  
 Matheson House, 6087 Marshall Drive, 1971  
 Wilson House, 550 College Ave., 1971  
 Seminar Center, 1971  
 Rink Office remodeling, 1722 14th St., 1974  
 Dammann II House, 259 Spruce St., 1974  
 Ford House, 4 Benchmark Drive, 1975  
 Johnson House, 630 Northstar Court, 1976  
 Riverside Building, 1714-18 Broadway, 1976  
 Roitz House, Jay Road, 1978  
 Leaneagh House, 52 Boulder View Lane, 1980  
 Cunningham Addition, Old Tale Road, 1983

### HAERTLING, FROM 10B

ize on the views, hold three bedrooms and withstand the winds blowing off the Continental Divide. Meeting the final requirement was no small feat considering the property is situated at 9,000 feet in the third windiest spot on the planet. But Haertling met all the requirements and solved the wind issue by designing a curved, cast concrete structure that mimicked the form of the yucca plant's seed pod, allowing the winds to flow over and around it without damaging the house. All this for \$25,000.

The Brenton House on Wonderland Hill, whose structure is based on the sea barnacle, is one of Haertling's best-known designs. It's often called the "Mushroom House" because the five connected pods resemble the fungi. Polyurethane sprayed over

a steel wire and rebar frame are the primary building materials.

Haertling houses and commercial buildings are known for their uniqueness and individuality. Clients were very involved in developing the design. Haertling would interview every member of the family, including children, to get a thorough understanding of their personal visions for their future homes. One child drew him a picture of how she envisioned her bedroom, including details such as a fish tank. Barbara Brenton mentioned that she didn't like angles, moving Haertling to create a house with only rounded surfaces; there is not an angle to be found anywhere.

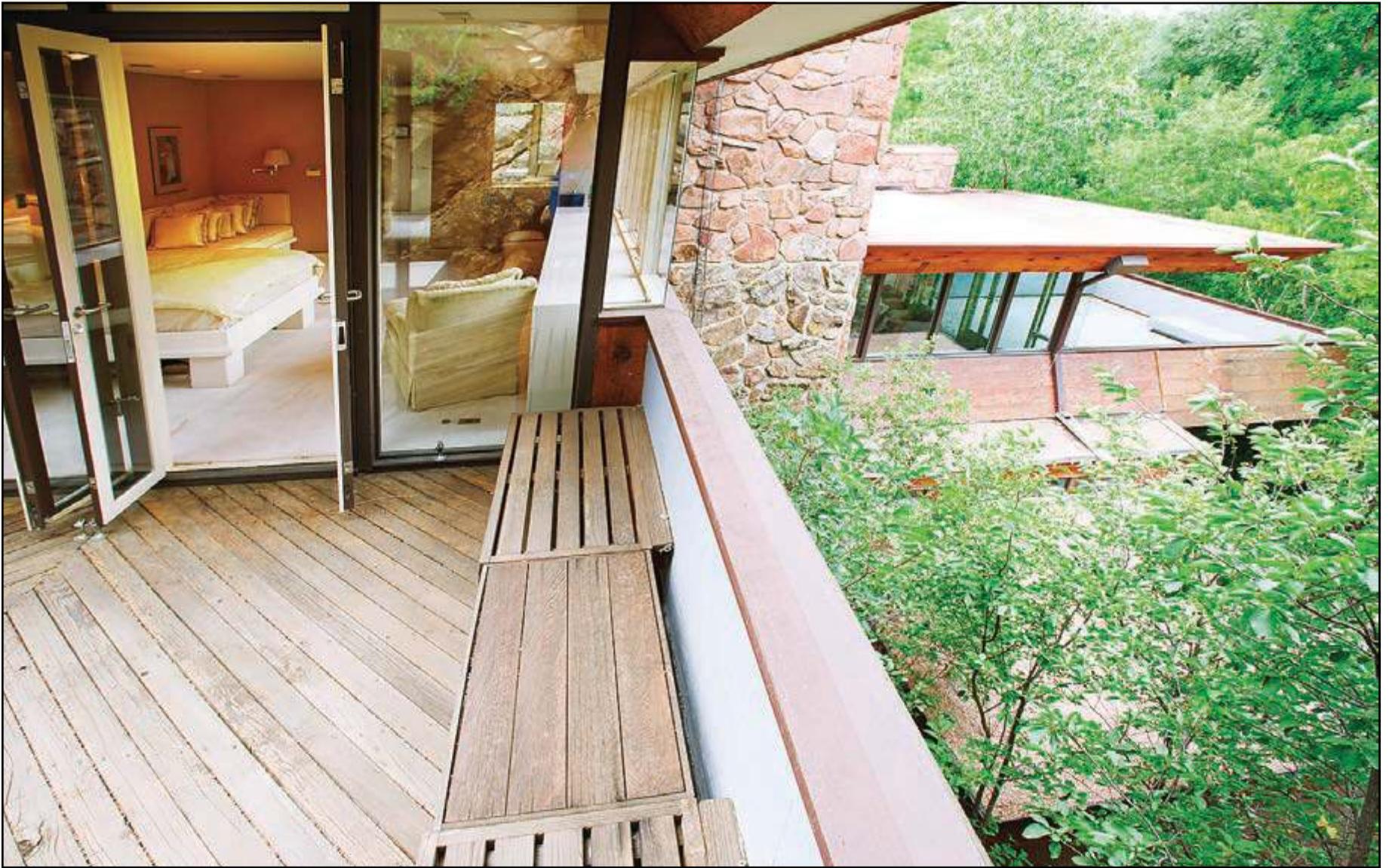
While others may be considered more conven-

tional than the Warburton and Brenton houses, they still convey Haertling's genius. One is the Menkick House, at 165 Green Rock Drive in the Knollwood subdivision, currently listed with Colorado Landmark Realtors for \$5.5 million.

Listing agent Emily Gadacz remembers first seeing the Menkick House during a hike when she first moved to Boulder 20 years ago. "I was awed by this house and have been a big fan of it ever since," she said. "Personally, it's an honor to have this listing. The Menkick house is an iconic piece of art."

Gadacz described the house as being one with nature. Mature trees shade Boulder Creek as it runs through the property. The house has unencumbered

► Haertling, 12



THE MENKICK HOUSE, AT 165 Green Rock Drive in the Knollwood subdivision, currently is listed with Colorado Landmark Realtors for \$5.5 million. Charles Haertling designed it to be one with the natural features around it.

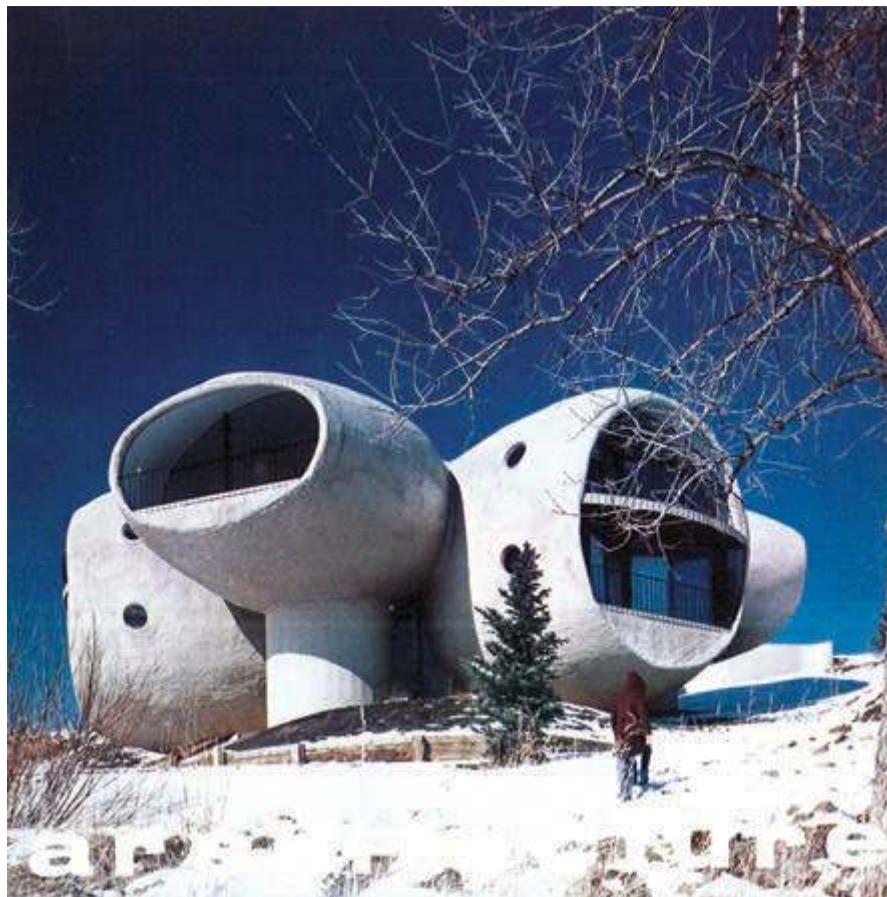
PHOTO BY JONATHAN CASTNER

## HAERTLING, FROM 11B

views of the Flatirons, Red Rock and Mount Sanitas. One of its hidden gems is a path that leads from the back of the property to the west end of Pearl Street. “When you’re at the house, you feel as though you are away from everything and out in the country and yet you’re just a short stroll from downtown Boulder,” she said.

Haertling designed the Menkick House to relate to a massive rock outcrop that dominates the one-acre West Boulder site. The outcrop is integrated into the structure’s exterior in three different areas. At one point, beams extend from the house and seem to be embedded in the boulder. The neutral horizontal roofline doesn’t compete with the rock formations; rather it seems to almost disappear, calling attention to the boulders while giving the house equal prominence. The structure and the outcropping are perfectly in sync with each other.

“The design process is one of painful exhilaration in human endeavor,” Haertling once said, “where one gives ultimate importance to the problem to being solved, letting the problem itself be an integrated solution which uses materials and structure void of distortion of uses untrue to the nature of the material or process, testing the boundaries of the application so as to give excitement, variety, adventure and human relation to the project.”



THE BRENTON HOUSE ON WONDERLAND HILL, whose structure is based on the sea barnacle, is often called the “Mushroom House” because the five connected pods resemble the fungi.

PHOTO COURTESY JOEL HAERTLING

Haertling’s son, Joel, remembers some of the pain his father suffered as a forward-thinking architect. He attracted clients whose senses of aesthetics were just as radical as Haertling’s designs. More than once,

the architect and his clients faced off during a project.

“One of his clients hunted him down at a cocktail party he was attending,” Joel recalled. The client crashed the party and vehemently

voiced her opinion regarding the status of the project before all the guests. And if a roof leaked or there was a problem with the plumbing, owners would call Haertling well after the structure was completed, asking him to trouble shoot.

“It’s like being a court composer, say Bach,” explained the younger Haertling. “He didn’t just compose. He also had the job to make sure the organ was working in (the court at) Leipzig. This – the terrible hassles – was the part of being an architect my father didn’t like.”

But Joel has wonderful memories of accompanying his father on evening drives to check on projects. Haertling would go to sites in the evening to make sure the builders were being true to the design and its intentions. “We kids loved that,” Joel said of himself and his three siblings.

“My father was a one-man shop. Sometimes that lost him commissions, but he always explained to his clients that this way he had ultimate quality control.”

A hallmark of a Haertling home is the attention to detail that went into each one during all phases of design and construction.

Charles Haertling died on April 20, 1984, four months after being diagnosed with a glioblastoma, a malignant brain tumor. Although the architect is gone, his work and the legacy he left to Boulder live on.

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# WHAT YOU GET FOR \$4 MILLION



THE HOUSE AT 7001 ROZENA DRIVE comes with privileges on a neighboring lake – but that can be purchased as well for a few million more.

PHOTO BY JONATHAN CASTNER

BY ELIZABETH GOLD « NEWS@BCBR.COM »

*W*hen searching for new digs in this part of Colorado in the \$4 million price range, buyers are tending to stay close to their financial plan, according to a local real estate agent.

“Since the crash, people are interested in buying below their cap – unlike in 2008,” said Candace Loving, broker with Colorado Landmark Realtors. “They’re being conservative and making sure they have a little cushion.”

Loving is listing a Longmont property at 7001 Rozena Drive for \$3.95 million and describes it as an appeal to people who have a strong sense of themselves and who enjoy beauty, peace and privacy.

One reason this property can appeal to that conservative buyer is that he or she can use a lake without buying it. Surface use comes with the deal.

The house sits on acreage that has been selling in parcels over the past few years. “Four parcels sold last year,” Loving said.

For \$8 million, a buyer can purchase the remaining 112 acres from that original size, which include this featured property as well as additional home sites and the lake.

How is the rising interest rate playing into the market? According to Houston Association of Realtors chairman Danny Frank, the jump from 3.5 percent to 4.5 percent was the single biggest increase in a one-week period in the past 10 years. “That’s going to have a dramatic effect,” he said.

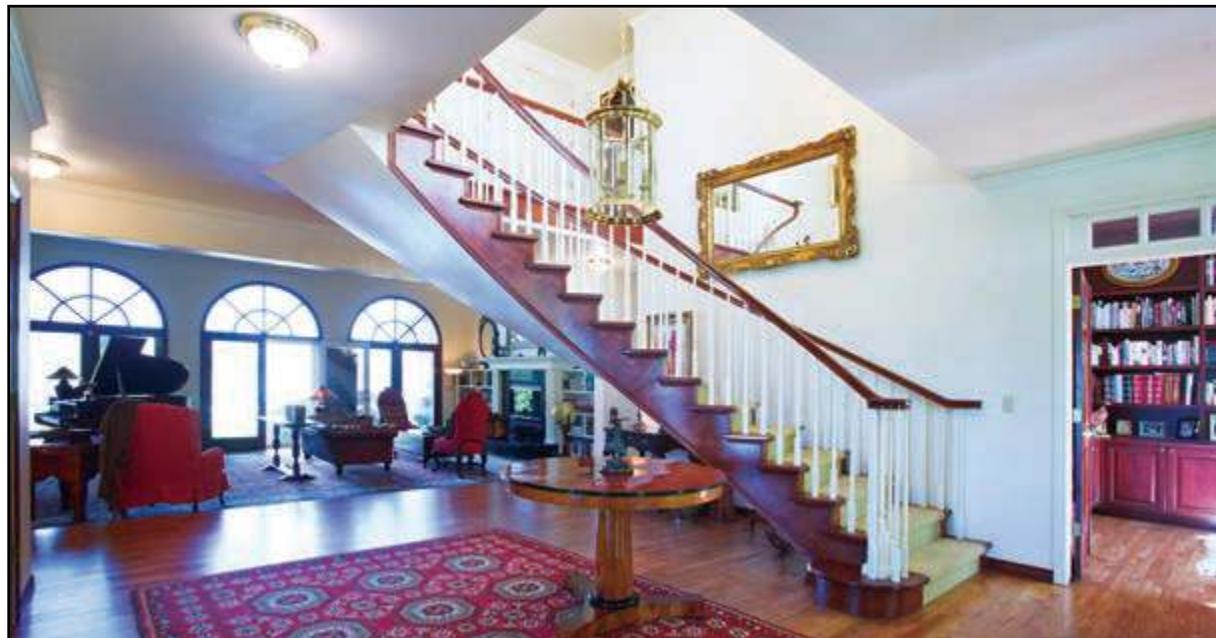
At this point, however, Loving doesn’t see it influencing her market. “That’s still pretty good,” she said. “Who’s going to complain?”

## Buyers SELLERS



CANDACE LOVING, broker with Colorado Landmark Realtors, describes a \$3.95 million home at 7001 Rozena Drive in Longmont as a place for those who enjoy beauty, peace and privacy.

PHOTO BY JONATHAN CASTNER



THE 5,524-SQUARE-FOOT HOUSE has vaulted ceilings, wood floors and three fireplaces.

PHOTO BY JONATHAN CASTNER

GET, FROM 14C

## 7001 ROZENA DRIVE, LONGMONT

**LIST PRICE: \$3.95 MILLION**

[www.coloproperty.com/listing/details/1008653](http://www.coloproperty.com/listing/details/1008653)



5,524 TOTAL SQUARE FEET: FIVE BEDROOMS; FIVE FULL BATHS, ONE THREE-QUARTER BATH AND ONE HALF-BATH.

### UNIQUE FEATURES

Built in 1990, the two-story house in the Dollaghan Subdivision overlooks a spring-fed 26-acre private reservoir with Longs Peak in the background. The property is zoning-appropriate for four or more horses.

### INSIDE

The house has a new eat-in kitchen, a separate dining room, cathedral/vaulted

ceilings, pantry, wood windows, bay window, walk-in closet and wood floors. It features a family/recreation room fireplace, master-bedroom fireplace, great-room fireplace and central air conditioning, a ceiling fan and multi-zoned heat

### OUTSIDE

Surface rights on the lake are included as well as water rights. There are lush pastures, a three-space garage, lawn sprinkler system, balcony, patio and deck.

## 437 UNIVERSITY AVE., BOULDER

**LIST PRICE: \$3.95 MILLION**

[www.coloproperty.com/listing/details/1005667](http://www.coloproperty.com/listing/details/1005667)



6,526 TOTAL SQUARE FEET: FIVE BEDROOMS; TWO FULL BATHS, TWO THREE-QUARTER BATHS AND TWO ONE-HALF BATHS

### UNIQUE FEATURES

Built in 2007, this three-story, contemporary house sits on more than a half-acre lot in the Highland Lawn Subdivision. It was renovated by Jen Lewin and finished with custom work throughout. The property includes a full au pair/guest suite.

### INSIDE

The house has central air condi-

tioning, multi-zoned heat, an eat-in kitchen, separate dining room, open floor plan, workshop, pantry, fire sprinklers and fireplaces.

### OUTSIDE

In addition to a six-space heated garage, the property has a lawn sprinkler system, storage buildings, balcony, patio and heated garage. It abuts public open space.



10,354 TOTAL SQUARE FEET: FIVE BEDROOMS; TWO FULL BATHS, THREE THREE-QUARTER BATHS AND ONE HALF BATH.

## 2105 11TH ST., BOULDER

**LIST PRICE: \$3.995 MILLION**

[www.coloproperty.com/listing/details/987007](http://www.coloproperty.com/listing/details/987007)



6,509 TOTAL SQUARE FEET: FOUR BEDROOMS; TWO FULL BATHS, TWO THREE-QUARTER BATHS AND ONE HALF BATH.

### UNIQUE FEATURES

Built in 2008, this house is part of the Mapleton Place Condominiums Subdivision. The three-story, contemporary house is in the heart of historic downtown Boulder and minutes from Pearl Street Mall

### INSIDE

The house features central air conditioning, a whole-house fan and multi-zoned heat. It has a finished basement, office, media room, wine room, fireplaces and a private

elevator. It also includes a separate dining room, cathedral/vaulted ceilings, open floor plan, walk-in closet, wet bar, fire sprinklers, fire alarm, skylights, wood floors, kitchen island and high-efficiency furnace gas fireplace.

### OUTSIDE

In addition to a koi pond, the property features city and mountain views from a rooftop terrace/garden. It's close to hiking trails, has a two-space garage, balcony, patio and deck. On a corner level lot, it includes evergreen and deciduous trees.

## 5225 NIWOT ROAD, LONGMONT

**LIST PRICE: \$3.9 MILLION**

[www.coloproperty.com/listing/details/1006426](http://www.coloproperty.com/listing/details/1006426)



5,998 TOTAL SQUARE FEET: FOUR BEDROOMS; TWO FULL BATHS, THREE THREE-QUARTER BATHS AND ONE HALF BATH.

### UNIQUE FEATURES

Built in 1973, the two-story house on 20 acres features views of the Flatirons and Haystack Mountain. It has been completely rebuilt using reclaimed wide-plank pine floors and timbers and native field stone.

### INSIDE

The house includes an eat-in kitchen, separate dining room, cathedral/vaulted ceilings, wood windows, walk-in closet, kitchen

island, living-room fireplace and a family/recreation room fireplace.

### OUTSIDE

Features include an outdoor pool, two-story pool/guest house with bunk room, lighted ice or rec rink, workshop, Lee Renner-designed tennis court, eight-space heated garage, lawn sprinkler system, storage buildings, patio and enclosed porch as well as a carriage house.

## 1110 WHITE HAWK RANCH DRIVE, BOULDER

**LIST PRICE: \$3.95 MILLION**

<http://www.coloproperty.com/listing/details/1002246>

### UNIQUE FEATURES

Built in 2005, this house is in the White Hawk Ranch 3rd Filing Subdivision.

### INSIDE

This one-story ranch house includes seven fireplaces, three of which have stone from the Yucatan. The master bath has two toilets and a four-person shower with steam. The house has a gym, lots of storage, a walk-in closet, 1,000-bottle

wine cellar, humidior and Brazilian cherry, walnut and bamboo flooring. It includes central air conditioning and forced-air radiant heat.

### OUTSIDE

The property, zoned for four or more hoThe property on a level lot has manicured landscaping on more than an acre, a sprinkler system, five patios and a three-space garage.



SOME LARGER HOMES still are available in rural areas of Boulder County. This 10,646-square-foot home on more than an acre of land at 1044 White Hawk Ranch Drive east of Boulder lists for \$2.1 million. Listed by Ken Radtke at Keller Williams Preferred Realty, it has five bedrooms and 5.5 baths.

CREDIT PHOTO COURTESY KELLER WILLIAMS PREFERRED REALTY

# PRAIRIE CASTLES

## *Distinctive* TRENDS

### Fewer big homes on big lots – but they're still out there

BY JEFF THOMAS << NEWS@BCBR.COM >>

**F**or decades they have stood as monuments to individual success. They're the prairie castles of Boulder County, soaring homes of 10,000 square feet or more often sited amid hundreds of acres of pasture.

But today they may also stand as monuments to days gone by, because whether through tight economic times, tightened regulation or just changing consumer tastes, they simply are not being built anymore.

"The market for 10,000-square-foot homes has definitely shrunk," said Mike Markel, who

has built more than 200 houses in unincorporated Boulder County. "I think a lot of it is the consumers. We have a lot of Baby Boomer people looking to downsize."

In a recent edition of *Distinctive Homes*, area architects stated that consumers appear to be embracing the "smaller is better" trend, seeking homes with less floor space, more high-end amenities and materials and energy efficiency. But in rural Boulder County there are also fewer of the type of properties available for those prairie castles – and energy efficiency isn't a trend, it's the law.

In 1978, Boulder County created a landmark land-use regulation, the Non-Urban Planned Unit Development, or NUPUD. Essentially, it

sought to preserve rural land by allowing more homes to be built on properties larger than 35 acres, providing they were built together and preserved 75 percent or more of the land.

"It was really geared toward farming families, allowing homes to be built for their children in the hopes that the land would continue to be farmed," said Dale Case, the director of the Boulder County Land Use department. "But what we saw is those lots were being sold off to developers and those very large homes were being built."

So many of those NUPUD lots became the prairie castles built in the '80s, '90s and early in this century. But by 1995, the county was

► Castles, 17B

## CASTLES, FROM 16B

ratcheting down on that program, hoping to drive more development closer to existing communities through its Transferrable Development Rights (TDR) program.

That program, which built Niwot Hills and Whitehouse Ranch through an agreement with the city of Lafayette, also preserves rural land, requiring developers to acquire building rights on nearby properties and transferring those rights to more dense urban development, often conforming to the development codes of nearby municipalities. That program also appears to be winding down, and the one remaining TDR program with Longmont, Blue Mountain Vista, was seeking to build more but smaller homes before running into financial difficulty.

“In all honesty, there really aren’t many of the 35-acre lots (suitable for the NUPUD development) out there anymore,” Case said.

But certainly the county’s BuildSmart program has also had a drastic effect on the size of homes. While troubled economic times have coincided with this trend, the average size of a new homes constructed before the program was adopted in 2008 was more than 7,000 square feet, and today that average size has dropped to close to 4,000 square feet, Case said.

Essentially, the BuildSmart program requires increasing energy efficiency, and energy production, as the size of the home increases. For a modest home in the 2,000- to 3,000-square-foot range, that is largely done through increasing the HERS rating, essentially saving energy through increased insulation, better windows and doors, and perhaps passive solar use.

However, as a new home approaches 6,000 square feet the requirements become a bit more onerous, Markel said. In fact, a 6,000-square-foot home built in the county today is probably close to a net-zero home, with enough renewable-energy features such as photo-voltaic solar panels to offset its energy use.

“Even if you wanted to build a 3,000- to 4,000-square-foot home, with the BuildSmart program the county requirements probably add anywhere from \$100,000 to \$150,000 to the cost of the home,” Markel said.

“If you get over 6,000 (square feet), you could be in the \$150,000 to \$200,000 range,” he said. “And the building size includes all livable space – so that would include unfinished basements.”

Markel Homes was an early entrant into the green-building community, and continues to be a major presence as a high-end home builder, but its founder and owner

said regulations, perhaps more than market forces, are driving down the size of high-end homes.

“The regulations are a huge part of it. They (the county) wanted to have the prairie castles disappear,” Markel said. “There is some stuff (high-end building) going on, but you’d better be willing to spend some money.”

And if you are willing to look around, there are still some of those high-end lots available, as well.

“I still have some of those NUPUDs around,” Markel said.

## WHILE TROUBLED ECONOMIC TIMES HAVE COINCIDED WITH THIS TREND,

the average size of a new homes constructed before the program was adopted in 2008 was more than 7,000 square feet, and today that average size has dropped to close to 4,000 square feet,

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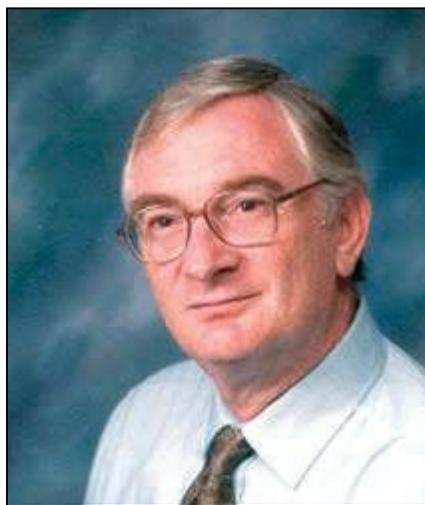
# MOST METRO HOUSING MARKETS STILL ON UPSWING

Six of Colorado's seven biggest metro areas – including Boulder – made the National Association of Home Builders' most recent Improving Markets Index.

Boulder has seen 15.9 percent growth since its permits "trough date" of Nov. 30, 2009, and 8.7 percent growth in home prices and employment since January 2011 and August 2009, respectively, making it the most improved among Colorado metros.

For much of 2012, Boulder, Greeley and Fort Collins-Loveland were included on the Improving Markets list and, although Pueblo was added in late 2012, it dropped off again in recent months. Colorado Springs and Grand Junction were added earlier this year and remained on the recently released June list.

The list identifies metropolitan areas that have shown improvement from their respective troughs in housing permits, employment and house prices for at least six consecutive months based on data from the Bureau of Labor Statistics, Freddie Mac and the U.S.



**FORECAST**  
TOM KALINSKI

Census Bureau. Twenty-nine new markets were added to the list while 24 others were dropped from it this month. The index is designed to track housing markets throughout the country that are showing signs of improving economic health.

The number of U.S. housing markets on the mend rose by five to a total of 263 in June, according to the National Association of Home Builders/First American Improving Markets Index. The list includes entrants from 49 states and the District of Columbia.

## NATIONAL ASSOCIATION OF HOME BUILDERS IMPROVING MARKET INDEX JUNE 2013

The chart shows how the six Colorado metropolitan areas that made the Improving Markets Index are doing.

MSA	Permits trough date	Growth from trough	Prices trough date	Growth from trough	Employment trough date	Growth from trough
Boulder	11/30/09	15.9%	01/31/11	8.7%	08/31/09	8.7%
Colorado Springs	04/30/09	4.2%	01/31/12	9.0%	03/31/10	3.8%
Denver	03/31/09	9.7%	12/31/10	7.1%	12/31/09	8.3%
Fort Collins - Loveland	03/31/09	9.7%	12/31/10	70.1%	12/31/09	8.3%
Grand Junction	06/30/11	5.7%	07/31/11	8.4%	01/31/10	2.9%
Greeley	01/31/09	4.2%	02/28/11	9.6%	12/31/09	10.6%

Source: NAHB

Courtesy National Association of Home Builders

"This is the fifth consecutive month in which the IMI has designated more than 70 percent of U.S. metros as improving," said NAHB chairman Rick Judson, a homebuilder from Charlotte, North Carolina. "While that's a good sign that the housing recovery is on solid footing, we know that various challenges are slowing its progress – including continuing issues with credit availability for builders and buyers, as well as appraisals that aren't keeping up with the rising cost of construction."

NAHB chief economist David Crowe noted that it's not unusual to see a metro added to the list as

market conditions improve, or to see others nudged off by marginal seasonal fluctuations

"Meanwhile, it's worth noting that the number of improving markets is now more than three times what it was in June 2012," Crowe said.

A complete list of all 263 metros currently on the IMI, and separate breakouts of metros newly added to or dropped from the list in June, is available online at [www.nahb.org/imi](http://www.nahb.org/imi).

*Tom Kalinski, broker/owner of Re/Max of Boulder, can be reached at 303-441-5620 or [tomkalinski@mindspring.com](mailto:tomkalinski@mindspring.com).*

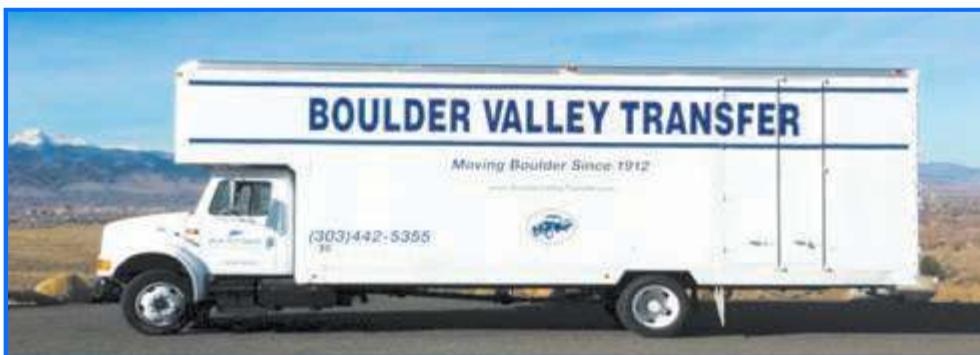
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# LOW INVENTORY LIKELY TO HAMPER SALES GROWTH

Most real estate pundits are promoting the strength of the market in the Boulder Valley. Overall it is true that the market is much stronger than last year, however some market segments continue to struggle. In almost all areas, sales have been strong for properties under \$750,000. In Boulder and Louisville, the strength extends up to \$1.2 million.

The limited home inventory is having a negative impact on sales growth. In June, sales of single-family homes were about even with May, although attached homes experienced nice gains over the previous month. A market bright spot in June was luxury sales in Boulder and the suburban plains. Both single-family homes and attached homes in the \$1.2 million to \$1,999,999 price range were up significantly over the previous months. Sales in the suburban mountains above \$750,000, unfortunately, continue to be the

## THE LOW LEVEL OF INVENTORY FOR MOST PRICE POINTS

and the high number of properties under contract are causing home prices to rise. Properties are selling for close to the asking price.

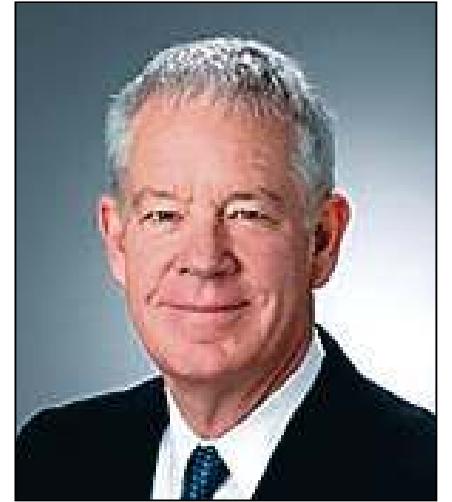
softest portion of the market.

The low level of inventory for most price points and the high number of properties under contract are causing home prices to rise. Properties are selling for close to the asking price. The exception is the ultra-luxury segment (\$2 million plus) where sales are modest, inventories are high and discounting continues to be part of the sales process.

Where is the market headed? Low inventory levels likely will result in reduced sales in the months ahead. In fact, we may have already passed the peak for 2013. However, it is a good time to buy a home if

you can find a property that meets your needs and budget. Prices are increasing, interest rates are rising slowly, and it is unlikely that there will be a better time to purchase within the next year. In the luxury and ultra-luxury markets, it is an excellent time to be a buyer; because the selection is strong and higher inventories mean sellers will be more receptive to negotiating price.

For sellers of homes below \$1.2 million in Boulder and Louisville, the time is right to list your property. Historically low inventory means reduced selection and has resulted in a seller's market. Buyers are paying



**DISTINCTIVE STATS**  
DAVID SCOTT

top dollar and homes are selling in much shorter periods of time.

Don't wait to buy or sell. The current window of opportunity will not last for long.

*David W. Scott, principal broker at the Scott Group of Colorado Landmark, Realtors, can be reached at 303-588-8358 or [dwsconfig@coloradolandmark.com](mailto:dwsconfig@coloradolandmark.com).*

### MARKET ANALYSIS - ACTIVE LISTINGS VS. SOLD

January 1, 2013 - June 30, 2013

Price	Type	Boulder			Louisville			Lafayette			Longmont			Suburban Plains			Suburban Mountains			Superior			Broomfield			Totals			June Sold
		Sold	Under Contract	Active	Sold	Under Contract	Active	Sold	Under Contract	Active	Sold	Under Contract	Active	Sold	Under Contract	Active	Sold	Under Contract	Active	Sold	Under Contract	Active	Sold	Under Contract	Active				
0 - 299,999	SFD	2	4	3	8	1	1	53	25	4	400	137	77	51	15	11	27	7	50	1	0	0	217	72	28	759	261	174	138
300,000 - 499,999	AD	243	77	56	22	10	4	66	46	20	138	58	53	42	17	9	0	0	0	25	7	5	115	42	40	651	257	187	161
500,000 - 749,999	SFD	113	39	25	63	25	8	78	31	26	155	68	65	153	52	23	40	12	67	56	21	5	174	63	35	832	311	254	171
750,000 - 1,199,999	AD	112	53	32	6	18	7	4	16	1	6	4	7	9	4	2	0	0	0	1	1	1	11	5	6	149	101	56	28
1,200,000 - 1,999,999	SFD	162	44	47	36	15	17	35	9	11	33	15	24	89	38	58	33	4	51	26	3	15	61	36	41	475	164	264	112
2,000,000 +	AD	38	15	18	3	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	41	15	19	10
	SFD	104	42	62	11	4	4	7	4	10	1	2	9	37	21	47	8	7	39	0	2	4	6	8	15	174	90	190	45
	AD	7	3	9	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7	3	9	5
	SFD	32	15	33	1	0	0	0	0	3	2	0	6	15	5	46	2	5	26	0	0	0	2	7	1	54	32	115	16
	AD	7	4	7	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7	4	7	5
	SFD	8	5	27	0	0	0	0	0	1	0	0	0	6	2	33	0	1	17	0	0	0	1	0	1	15	8	79	4
	AD	1	0	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	4	0
<b>Sub-Total</b>	<b>SFD</b>	<b>421</b>	<b>149</b>	<b>197</b>	<b>119</b>	<b>45</b>	<b>30</b>	<b>173</b>	<b>69</b>	<b>55</b>	<b>591</b>	<b>222</b>	<b>181</b>	<b>351</b>	<b>133</b>	<b>218</b>	<b>110</b>	<b>36</b>	<b>250</b>	<b>83</b>	<b>26</b>	<b>24</b>	<b>461</b>	<b>186</b>	<b>121</b>	<b>2,309</b>	<b>866</b>	<b>1,076</b>	<b>486</b>
<b>Sub-Total</b>	<b>AD</b>	<b>408</b>	<b>152</b>	<b>126</b>	<b>31</b>	<b>28</b>	<b>11</b>	<b>70</b>	<b>62</b>	<b>22</b>	<b>144</b>	<b>62</b>	<b>60</b>	<b>51</b>	<b>21</b>	<b>11</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>26</b>	<b>8</b>	<b>6</b>	<b>126</b>	<b>47</b>	<b>46</b>	<b>856</b>	<b>380</b>	<b>282</b>	<b>209</b>
<b>Total Sales</b>	<b>SFD+AD</b>	<b>829</b>	<b>301</b>	<b>323</b>	<b>150</b>	<b>73</b>	<b>41</b>	<b>243</b>	<b>131</b>	<b>77</b>	<b>735</b>	<b>284</b>	<b>241</b>	<b>402</b>	<b>154</b>	<b>229</b>	<b>110</b>	<b>36</b>	<b>250</b>	<b>109</b>	<b>34</b>	<b>30</b>	<b>587</b>	<b>233</b>	<b>167</b>	<b>3,165</b>	<b>1,246</b>	<b>1,358</b>	<b>695</b>

S.F.D.: Single Family Detached      A. D. : Attached Homes  
 Notes: Suburban Mountains (Sub areas 1-7, West of Boulder, Lyons, Nederland)      Prepared by David W. Scott  
 Scott Group at Colorado Landmark, Realtors  
 Data supplied by IRES and Metrolist Multiple Listing Services



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**19 Arrowleaf Court, Boulder**

Exceptional home minutes from downtown Boulder offers strong contemporary lines, timeless outdoor beauty, spacious interior, walk to the best hiking in Boulder. \$7,200,000  
Jason Kloss 720.253.6244



**245 Linden Drive, Boulder**

Enjoy spectacular sunrises from this Spring Valley estate. Wonderfully restored home with the finest finishes. Large pool with possibly the coolest slide ever. 4 bds with office. \$4,250,000  
James Simpson 323.819.6632



**2931 Ranch Reserve Ridge, Westminster**

Magnificent custom home with mountain, golf course and lake views from every room. Developers premier cul-de-sac lot, largest lot on Ranch Country Club Golf Course. \$2,490,000  
Jason Kloss 720.253.6244



**2155 Knollwood Lane, Boulder**

Perched on a wonderful corner lot, backed by open space, sits this open and bright home. Nearly half an acre with fabulous views, deck, large yard and fruit trees. \$2,450,000  
James Simpson 323.819.6632



**COMING SOON**

**125 Meadowlook Way, Boulder**

Alpine Expanse! A truly rare view of Boulder's lakes Flatirons. A highly desirable custom 4 bedroom, 4 bath home. 3 sides of Open Space afford privacy.  
Carrie Host 303.817.8333



**3002 75th Street, Boulder**

Modern house built around an original barn structure. Set in a pastoral setting in Boulder surrounded by organic farms, with mountain views and your own apple orchard. \$1,995,000  
James Simpson 323.819.6632



**18482 W. 58th Court, Golden**

Incredibly scenic 5-acre urban farm featuring a ranch home with walk-out basement, 8-stall barn and outdoor riding arena. Open floor plan, hardwood floors, main floor master. \$1,198,500  
Linda Scaglia 303.859.4698



**4577 W. 105th Way, Westminster**

Custom home with 2-story great room overlooking the golf course, spacious master suite, huge finished basement, climate controlled wine room, oversized 4-car garage. \$1,164,800  
Jason Kloss 720.253.6244



**NEW PRICE**

**5787 Nighthawk Lane, Golden**

Breathtaking 360° mountain and city views from this rustic contemporary just 9 miles from downtown Golden. 40 acres zoned for horses. Enjoy walking, hiking, bike riding. \$998,750  
Linda Scaglia 303.859.4698



**SALE PENDING**

**11127 Plainview Road, Golden**

40-acre ranch with 10-stall barn. 2 historic homestead cabins dating to 1865, which could be restored as studios. Seasonal stream, 2 ponds and year-round spring. \$965,000  
Alex Danneberg 720.937.4965 / Carrie Host 303.817.8333



**NEW PRICE**

**11550 N. Decatur, Westminster**

Backing to #6 fairway, this 4 bd, 4 bath home has everything a ranch could have! Custom designed front door with grand entry, plantation shutters, and 14-foot fireplace. \$895,500  
Jason Kloss 720.253.6244



**NEW PRICE**

**8374 Larkspur Road, Boulder**

Luxury mountain living minutes to Boulder. 4 bedroom, 4.5 bath custom home is move-in ready! Stunning foyer with 8-foot water wall. Quick Close possible. \$799,000  
Carrie Host 303.817.8333

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Other Locations: Downtown Denver Cherry Creek Denver Tech Center Evergreen Castle Pines Village Vail Valley