



GREENWOOD + ESTATES

INTEGRITY & EXPERTISE

2025 Q2 Real Estate Market Update

HOW'S THE MARKET? *(market summary)*

The market as a whole is balanced, however market segments vary greatly. For instance, luxury condos and townhomes over \$1MM strongly favor buyers, while single family homes under \$750K are seller-friendly. Further, well-updated properties in good locations strongly favor sellers, while homes having neither are very difficult to sell in the current market.

What market are we in? **Balanced Market**

What stat are we tracking?

3.8

MONTHS OF INVENTORY

< 3.0 = seller's market

3.0-5.0 = balanced

> 5.0 = buyer's market

Months of Inventory (MOI) describes how long it would take to sell off existing inventory given the current rate of sales.



Single Family



5,541 Homes
47.8%



\$646,000
2.5%



27 Days
12.5%



Condos & Townhomes



3,013 Homes
70.9%



\$400,000
1.1%



42 Days
100.0%

WHAT'S NEXT? *(our forecast)*

We have received an increasing number of inquiries from small, "mom and pop" investors (owning between 1-5 rentals), about selling off their portfolios. Our experience reflects a growing trend in the Denver market. What is causing this exodus? **(1)** Recent appreciation has been fairly low and is forecasted to remain that way for the next 5 years. **(2)** Most investors have high equity and very low mortgage balances. This lack of mortgage leverage is dramatically limiting their investment returns. **(3)** Many of the landlord-restrictive, statewide laws passed in recent years have increased operating costs, liability, and uncertainty for investors, particularly smaller, "mom and pop" owners who self-manage. Interestingly, most investor-owned homes are being sold to owner occupants, thereby reducing rental supply, thus putting upward pressure on rents. A strong point can be made that "tenant-friendly" legislation may, indeed, be unfriendly to renters.

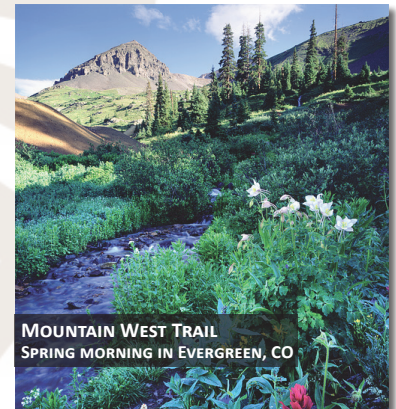
Increasing concessions - Many buyers are asking for large concessions to buy down their interest rate; a creative strategy that is helping buyers overcome stubbornly high mortgage rates.

Price reductions - For every 10 homes getting listed on the market, 9 homes are having their prices reduced. The amount of reductions is high, historically speaking.

Regional Costs - How do Denver metro home values compare to other nearby geographic regions in Colorado? The chart at right shows a comparison. Note, that homes in Colorado Springs historically sold for approximately 2/3 that of Denver metro.

	Sale Price	% of Denver Metro Sale Price
Denver Metro	\$646,000	-
Ft Collins	\$610,000	95%
CO Springs	\$482,000	75%
Pueblo	\$310,000	48%

*median sale price for single family homes for the respective region relative to prices for Denver metro, rounded.



INTEREST RATE OUTLOOK *(mortgage info)*

Currently, a 30-year fixed rate conventional mortgage for an owner-occupant single family home purchase with 20% down and a 740+ credit score is 6.75%. Rates are expected to remain static or decrease slightly as the year progresses.

NOTES: Above statistics are based on information from REColorado for the period 1/1/2023 - 3/31/2025. The representations herein are based in whole or in part on content supplied by REColorado which does not guarantee nor is in any way responsible for its accuracy. Content may not reflect all market activity.



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David is a licensed Managing Broker in the State of Colorado. He lives in Parker where he consistently performs among the top agents across Denver Metro. David's dedication to serving buyers and sellers drives his reputation as an expert negotiator with a genuine personality. His interests include getting exercise with his family outdoors, playing basketball, learning, listening to podcasts, coaching, and organizing local charitable community drives.

