



REAL ESTATE MARKET UPDATE

NOVEMBER 2023

Urgent News for Buyers and Sellers! The Housing Market is shifting and we are experiencing economic uncertainty, but people are still buying and selling homes. We actually have seen our Inventory increase in the Denver Metro area, and that is unusual this time of year! This is a Fall Market in 2023, so Sellers we all need to get the Pandemic years out of our minds and get extremely realistic in a higher interest rate environment. The Price and Condition of your home are critical, and we can help you with both of those! Buyers, you have a unique opportunity to get into the home of your dreams as there is more inventory to choose from, and favorable negotiations for you! Most importantly, we may have turned a corner on a resilient Labor Market, which is showing some signs of weakness and Mortgage Interest Rates have responded to the low 7% to upper 6% range! Yes, we said 6% again! Now, here is the urgent part as Interest Rates change daily, and you will want to take advantage as soon as possible! The Resale Market has some fantastic options for you, and the New Home Builder market has incredible incentives on completed homes that can close by the end of the year, and interest rates as low as 4.99%! Again, we can help you with both!

