



JULY 2024

Buyers are definitely out seizing the opportunities in the luxury market evidenced by a 15% increase in the number of sales this year. The more “normalized” market at the higher end is fueling sales. Buyers are recognizing that there are values to be had as inventory is increasing which is stabilizing increases in pricing. This doesn’t mean that properties are being given away, it is quite the contrary in most neighborhoods. As is always the case, good properties priced right are typically selling within the first two weekends on the market at or near list prices and in some cases over list so it is still a great opportunity for sellers to have their homes on the market. Opportunities are coming with the properties that have design or pricing challenges and this is where buyers are finding opportunities to pay less than list price. As you have probably heard in the news recently it is projected that interest rates may be coming down in September. If this happens it is projected that this could cause another buying frenzy in the real estate market so now is the time to buy to potentially get the best value, you can always re-finance down the road!

AVG DAYS ON MARKET

JUNE 2024

29 DAYS

2023: 27 days
UP 7.41%
Single Family 1 yr



45 DAYS

2023: 31 days
UP 45.16%
Condo 1 yr



NEW LISTINGS

JUNE 2024

862

2023: 711
UP 21.24%
Single Family 1 yr



47

2023: 71
DOWN 33.80%
Condo 1 yr



AVERAGE SALES PRICE

(HOUSES & CONDOS) JUNE 2024

This Year: **\$1,573,116**

Last Year: **\$1,659,265**

-5.2%



AVERAGE SOLD YTD

+4.9%

Condo 1 yr

-2.5%

Single Family 1 yr



TOTAL # SOLD

JUNE 2024

525

2023: 551
DOWN 4.72%
Single Family & Condo



TOTAL SOLDS YTD

2,479

2023: 2,151
UP 15.25%
Single Family 1 yr



191

2023: 257
DOWN 25.68%
Condo 1 yr



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540 REAL ESTATE BROKERS | 39 PROFESSIONAL TEAM MEMBERS

6 MARKETING & ONLINE MEDIA SPECIALISTS | 8 STRATEGICALLY LOCATED OFFICES

3.5 BILLION IN SALES IN 2023



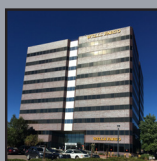
DENVER TECH CENTER



HIGHLANDS RANCH



KEN CARYL



LAKESWOOD



LARKRIDGE



LITTLETON



SOUTHLANDS



GREENWOOD VILLAGE

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