



OCTOBER 2024

The Luxury market is very active right now with a nearly 14% increase in sales over this time last year, however buyers are being very picky. If the property isn't perfect to meet their needs, they are moving onto the next property or waiting until what in their mind is the perfect property to come on the market. What this translates into for sellers is that your property better be in great shape when it goes on the market, the old adage rings true, "you never have a second opportunity to make a first impression." Presentation is critical, updates for current color trends is critical and pricing appropriately is critical. If you do all of these things then it is very likely that your property will sell within the first two weekends at very near or even possibly over your list price. If however you are missing one of the critical items of presentation, updates and appropriate pricing it is very likely that your property will be sitting on the market for approximately two months and you will likely experience the need to make a price reduction. The great news for buyers is that the number of active listings is up 30% over last month so you have many more choices, prices overall have decreased approximately 8% from this time last year so if you are willing to make some updates on a property to fit your own personal needs you can likely get a very good deal on a new home right now, there are sellers who are wanting to sell in the 4th quarter. Now is the time to buy!

AVG DAYS ON MARKET

SEPTEMBER 2024

44 DAYS

2023: 36 days
UP 22.22%
Single Family 1 yr



92 DAYS

2023: 40 days
UP 130%
Condo 1 yr



NEW LISTINGS

SEPTEMBER 2024

672

2023: 518
UP 29.73%
Single Family 1 yr



57

2023: 79
DOWN 27.85%
Condo 1 yr



AVERAGE SALES PRICE

(HOUSES & CONDOS) SEPTEMBER 2024

This Year: **\$1,511,530**

Last Year: **\$1,650,394**

-8.4%



AVERAGE SOLD YTD

+7.3%

Condo 1 yr

-3.1%

Single Family 1 yr



TOTAL # SOLD

SEPTEMBER 2024

359

2023: 395
DOWN 9.11%
Single Family & Condo



TOTAL SOLDS YTD

3,797

2023: 3,314
UP 14.57%
Single Family 1 yr



261

2023: 397
DOWN 34.26%
Condo 1 yr



Why Choose RE/MAX Professionals?

540 REAL ESTATE BROKERS | 39 PROFESSIONAL TEAM MEMBERS

6 MARKETING & ONLINE MEDIA SPECIALISTS | 7 STRATEGICALLY LOCATED OFFICES

3.5 BILLION IN SALES IN 2023



DENVER TECH CENTER



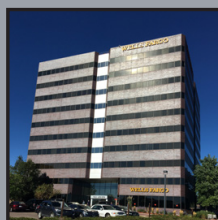
GREENWOOD VILLAGE



HIGHLANDS RANCH



KEN CARYL



LAKEWOOD



LARKRIDGE



LITTLETON