

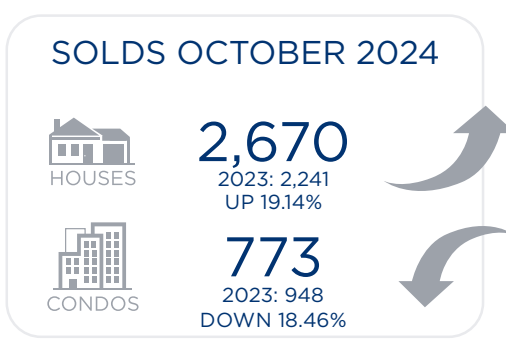
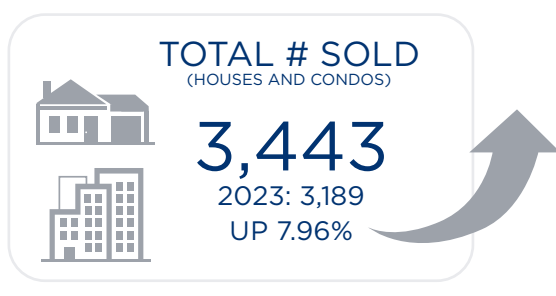
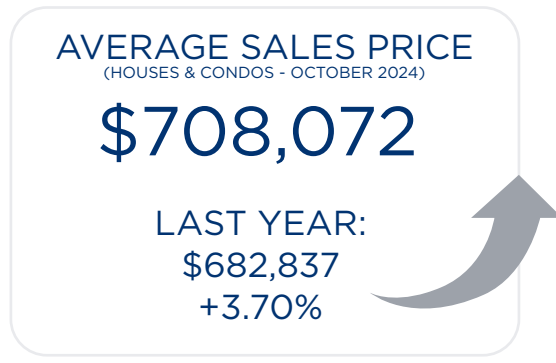
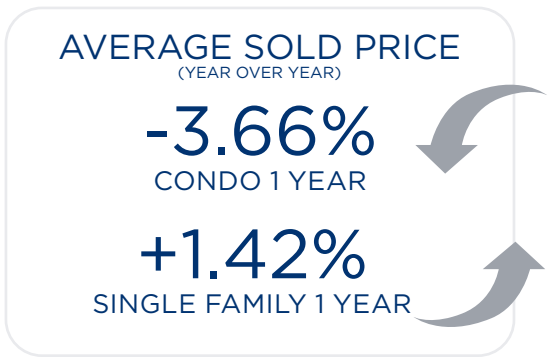
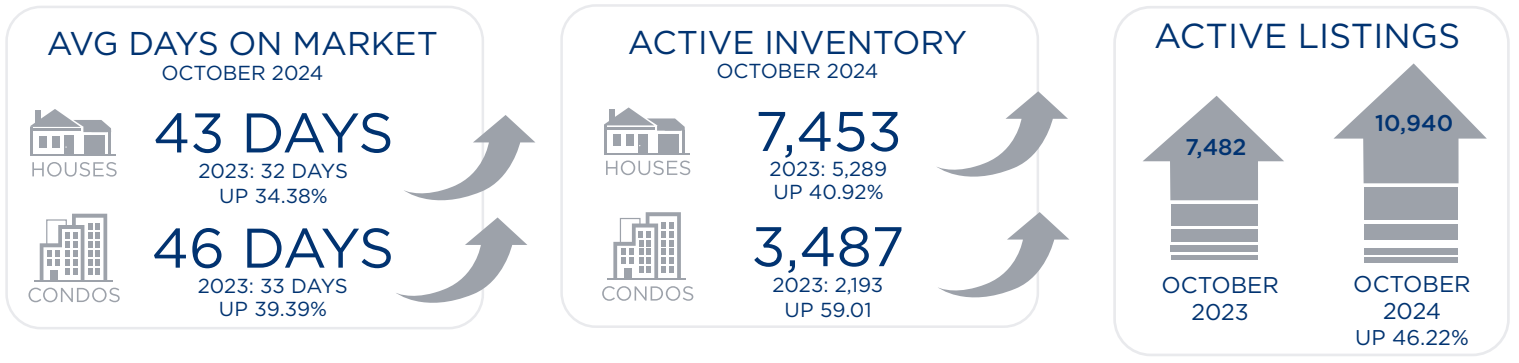


# NOVEMBER 2024

The Election is over, and the Holiday Season has begun!

This sounds like a win/win message, as we are all very happy to have the Election process behind us, but very grateful to live in a Country that allows us as citizens to have a voice. The Denver Real Estate Market is almost identical to last month's Market with Inventory at almost 11,000 Active Listings, and still a sluggish pace of activity from Buyers as they have been concerned with higher interest rates, affordability, and the uncertainty of the Election. This may change very soon, with some new excitement and confidence in making decisions now that we have a gauge on the next four years. Here are some ideas that we have seen over the last few years, and are experiencing now, with expectations of a similar market as we enter 2025! After years of fiery bidding wars and homes going for six figures over the listing price, this market is all about having realistic expectations. Prepare for a longer sales process and fewer instances of offers over the asking price. While this shift might seem challenging, it also creates opportunities. Buyers today are more thoughtful, less rushed, and looking for value, which can lead to more serious offers. Pricing your home correctly from the start has never been more critical. A well-priced home can still attract multiple offers, but overpricing may cause your listing to sit on the market longer, costing you both time and money. This recalibration isn't just good news for buyers—it suggests a healthier, more balanced market that can ultimately work in your favor when you partner with the right strategy. We know that seller expectations are high, but it's crucial to align your expectations with the market realities. We also know that Buyer expectations are high for finding good value, and will also need to align with the market realities! Most importantly, at this time of year we express our sincere gratitude for your trust and confidence in allowing us to assist with your Real Estate needs! Happy Thanksgiving!

## REAL ESTATE MARKET UPDATE



## 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



Market data for residential single family & condo/townhomes. Based on information from RE COLORADO, for the period 10-31-23 through 10-31-24 RE/MAX Professionals does not guarantee or is in any way responsible for its accuracy. Data maintained by RE Colorado may not reflect all real estate activity in the market. Copyright © 2023 REALTOR® Services Corp.