



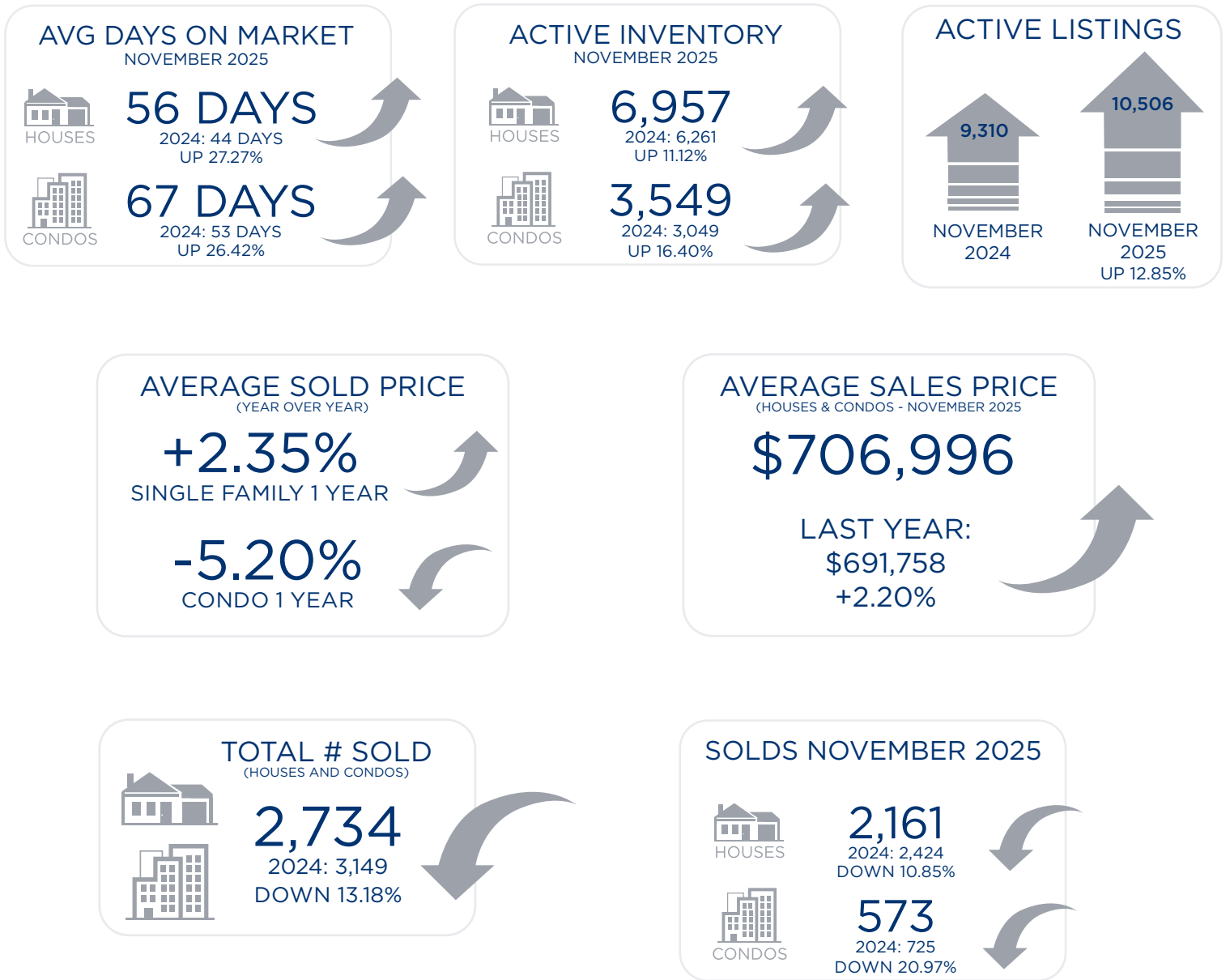
REAL ESTATE MARKET UPDATE

DECEMBER 2025

Seasonal Patterns of the Market this Holiday Season!

As we enter the December market and close out this year, we are looking in the mirror to see what was perception and what is reality for the 2025 Denver Metro Real Estate Market! The common narrative is that Sellers engaged in the market again with the Active Listing Inventory exceeding 14,000 plus, which is higher than we have seen since about 2012, and that Buyers hit pause and stepped back from purchasing this year! Reality is that the 2025 market looked incredibly similar to 2023 and 2024 with a small 7% bump in New Listings, and the number of Sold homes year to date is almost identical to 2024! The December and January markets are expected to continue the seasonal patterns of reduced inventory, fewer transactions and the typical Holiday slow down. We are seeing some Sellers coming off the market preparing to go active again early 2026. There are many who are waiting for extremes in the market, whether it's a crash or a boom, and reality is the 2025 market needed to recalibrate and return to some normalcy similar to what we saw in 2019 and pre-pandemic times. This actually looked more like a typical real estate market that functioned with negotiation, reasonable time on the market and modest price adjustments. Buyers asking to negotiate concessions aren't exploiting a weakness, but participating in a normal real estate transaction again.

Opportunity is in abundance for Buyers and Sellers as we head into 2026 as long as you embrace a balanced and normal real estate market, so don't wait on the sidelines waiting for extremes as we enter a more stable and predictable time in the market!



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3.4 BILLION IN SALES IN 2024



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