



REAL ESTATE MARKET UPDATE

OCTOBER 2026

We love to see this Season of the year as the leaves are falling, the temperature is slowly falling and the Sun is falling faster behind our majestic mountains! The one thing that is not falling is Mortgage Interest Rates! After months of drifting, rates have finally picked a direction in September, and it wasn't the one buyers wanted. The 30- year fixed rate climbed each week and is now about 7.5% plus or minus. Inventory of active listings has stayed fairly consistent and is just over 13,000 as well as the Average price of a Residential home is just over \$700,000 and that is only 1.5% higher than last year. The biggest surprise is that September Closings were down 21.3% from September 2025, and this puts our Months of Inventory at just under 5 months.

Buyers: If you have the right mindset you may benefit from getting into the market this Fall. Negotiating power has improved, and this market isn't something we should simply wait to get through. The reality is we could be operating in this current environment for the foreseeable future. Always remember that Real Estate isn't something you wait to purchase. The best formula is to buy Real Estate and then wait, and let it help you build your personal wealth. Sellers: This market is full of opportunity as the Inventory isn't increasing, so you have less competition but please prepare your home to show its very best, make sure your basic systems are working well and updated and plan to offer some form of concession to compete with other sellers and attract the right buyers.



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3.78 BILLION IN SALES IN 2025



Market data for residential single family & condo/townhomes. Based on information from DENVER METRO ASSOCIATION OF REALTORS, for the period 9-30-25 through 9-30-26 RE/MAX Professionals does not guarantee or is in any way responsible for its accuracy. Data maintained by DENVER METRO ASSOCIATION OF REALTORS may not reflect all real estate activity in the market. Copyright © 2026 REALTOR® Services Corp.