



DENVER METRO OVERVIEW

Prices increased 5% across the metro area since the start of the year, including a 6% surge over the first 3 months followed by a 2% decrease, then a 1% increase to finish off June. With showings picking up to pre-COVID levels, an upward trend on prices, and historically low interest rates, we are confident the market will appreciate another 2-3% over the coming couple months before an expected slowdown come election time.

Inventory

Single Family: 4,700 homes (down 23% from last year)



Condos & Townhomes: 2,400 homes (down 4% from last year)



Average Sold Price

Single Family: \$540,000 (down 1% from last year)



Condos & Townhomes: \$370,000 (down 1% from last year)



Average Days on Market

Single Family: 23 days (unchanged from last year)



Condos & Townhomes: 25 days (11% fewer days than last year)



2020 OUTLOOK & INTERESTING TRENDS

- The market is very price sensitive. The hottest price points? Single family homes <\$500K and condos/townhomes <\$400K are selling extremely fast. The slowest? Luxury properties priced \$1MM+ are a buyer's market, due in part to the jumbo loan market drying up.
- We are seeing mixed attitudes from fix and flippers with some aggressively pursuing properties to invest in and others shying away from the market. The Denver area was recently named one of the top 5 markets nationwide for flipping properties.
- Almost half of all homes sold this year had a seller concession. The average seller concession is almost \$4,000. A few years ago, seller concessions were nearly non-existent.
- With 9% of all mortgage loans in forbearance, there is a potential for mass foreclosures in 2021 if consumers are unable become current. Lenders offer one of three forbearance repayment options to consumers, including: (1) requiring a lump sum payment at the end of the forbearance period (worst for consumers), (2) allowing payments to be made in installments over an agreed upon period of time (still difficult for consumers), or (3) extending the loan period by the length of the forbearance (the most consumer-friendly option).
- After slowing down significantly during April and May, showings are back to normal levels.

SPOTLIGHT: RECENT MARKET ANECDOTE

We recently had a single family home priced at \$460K in Wheat Ridge that had 13 showings over 2 1/2 days on the market with one full price offer coming in. We also had a townhome in Cheeseman Park listed at \$525K that had 19 showings over 14 days and went under contract at 99% of list price.

INTEREST RATE NOTES

Currently, a 30-year fixed rate conventional mortgage for an owner occupant single family home purchase with 20% down and a 740+ credit score is 3.00%. Several lenders we know are offering even lower rates. Contact us to learn more.

NOTES: Above statistics are based on information from REColorado for the period 1/1/2019 - 6/30/2020. The representations herein are based in whole or in part on content supplied by REColorado which does not guarantee nor is in any way responsible for its accuracy. Content may not reflect all market activity.



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