



GREENWOOD + ESTATES

INTEGRITY & EXPERTISE

2025 Q4 Real Estate Market Update

OVERVIEW & STATS

The Denver market is split -- detached homes remain resilient with stable pricing, while condos and townhomes face mounting pressure as loan financing hurdles, insurance costs, and HOA reserve issues significantly constrain buyer demand (we're calling it '**condo chaos**'). Affordability remains the key constraint across all property types.

What market are we in?
Balanced Market

Which stat are we tracking?

3.6

MONTHS OF INVENTORY

< 3.0 = seller's market

3.0-5.0 = balanced

> 5.0 = buyer's market

Months of Inventory (MOI) describes how long it would take to sell off existing inventory given the current rate of sales.



Single Family

9,025 Homes

↑ 20.4%

\$649,000

↓ -0.4%

27 Days

↑ 42.1%



Condos & Townhomes

4,034 Homes

↑ 25.1%

\$385,000

↑ -3.1%

44 Days

↓ 69.2%

MARKET FORECAST

Looking ahead, the **market should stay the course** through year-end. **Detached homes** will hold steady amidst a typical fall seasonal slowdown, whereas **condos and townhomes** may face additional headwinds if more HOA communities fail to meet lending standards. Expect growing condo supply as some homeowners who cannot afford rising costs (namely - insurance, HOA fees, and special assessments), transition into apartments or move out of state entirely.

Creative financing tools, like assumable FHA/VA loans and seller buydowns, are likely to play a bigger role (see trends below). **Any dip in mortgage rates in early 2026 could quickly release pent-up demand.**

INTERESTING INSIGHTS

Assumable Mortgages - Non-conventional loan assumptions are making a comeback as sellers with FHA & VA loans offer creative negotiating leverage in today's balanced market. Roughly 25% of all mortgages qualify, with 13,000 assumed last year—double that of 2023. The caveat: buyers must cover the gap between the purchase price and the seller's loan balance. Even so, assumptions are trending.

Rental Market - Diverging trends – apartment supply is growing, but single-family rentals are tight. A short supply trend of single family homes should persist as more small investors exit the Denver metro market amid mounting state laws, both enacted and proposed, that investors see as increased cost and risk.

INTEREST RATES

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 6.375%. Rates have eased recently and are expected to remain steady through early 2026.

NOTES: Above statistics are based on information from REColorado for the period 1/1/2024 - 9/30/2025. 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.



Bryan Zerr, Broker Owner & CPA
Greenwood + Estates Realty
bryan@gerhomes.com | 720.334.6465

Bryan is a licensed Broker Owner and Certified Public Accountant in the State of Colorado. He resides in the Denver Tech Center where he passionately follows the Denver Metro Area real estate market. His interests include local politics, staying physically fit, and spending quality time with his family. He also loves the great Colorado outdoors, including spending time in Granby and fishing at Cherry Creek Reservoir with his daughter.

David Jimenez, Managing Broker
Greenwood + Estates Realty
david@gerhomes.com | 303.517.0345

David is a licensed Managing Broker in the State of Colorado. He lives in Parker where he consistently performs among the top agents across Denver Metro. David's dedication to serving buyers and sellers drives his reputation as an expert negotiator with a genuine personality. His interests include getting exercise with his family outdoors, playing basketball, learning, listening to podcasts, coaching, and organizing local charitable community drives.



CHATFIELD STATE PARK
FALL BALLOON RIDES IN LITTLETON, CO