GREENWOOD + ESTATES
INTEGRITY & EXPERTISE

2026 Q4 Real Estate Market Update

OVERVIEW & STATS

The Denver housing market ***continues to stabilize***. Inventory declined seasonally for the first time in three years, suggesting supply growth has leveled off. Demand for single family homes remains solid despite seasonal slowing, while condos and townhomes remain firmly in a buyer's market.

What market are we in?

Balanced Market

Which stat are we tracking?

4.3 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		Condos & Townhomes
8,645 Homes ↓4.2%	**Inventory** *(year over year)*	**4,435 Homes** ↑9.9%
$650,000 ↓0.1%	**Median Sold Price**	**$370,000** ↓4.9%
24 Days ↓11.1%	**Median Days on Market**	**45 Days** ↑7.1%

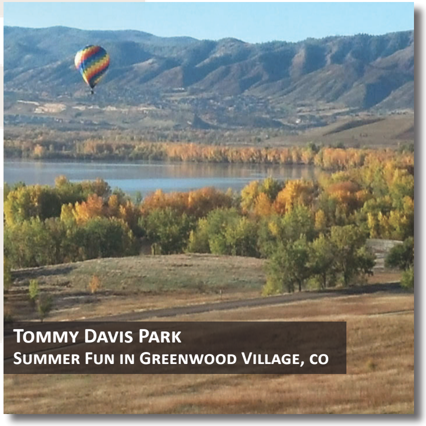
MARKET FORECAST

We expect the Denver market to ***finish 2026 softly***, with single family home values declining ***0-2%*** and condos/townhomes falling ***2-4%.*** Over the next 12 months, we think the broader market theme will be stability, with single-family homes appreciating in the 2–3% range, while condos and townhomes declining around 0–3%. Inflation, shifting tariff policy, and volatile mortgage rates continue to create uncertainty, but have not translated into a meaningful decline in real estate values. Buyer selectivity should remain high, making pricing, condition, presentation, and location increasingly important. Results will continue to ***vary widely by property***, with some sellers negotiating heavily while others attract multiple offers–underlining that property-specific factors matter more than broad market headlines.

Location Matters - Homes located in the south metro area *(Centennial/Highlands Ranch)* and north metro area *(Arvada/Westminster/Thornton)* are selling in roughly 10 days, while homes in *Aurora* and southern periphery *(Castle Rock/Castle Pines)* take ***more than double the time to sell***.

Eye on Inventory - September active listings have averaged roughly 15K over the past 40 years, ranging from 4K in 2021 to 32K in 2006. Currently, there are around 13K homes for sale, indicating a return to "normal".

3D Printed Homes - Earlier this year, Lennar and Wells Fargo partnered, offering mortgages on 3D printed homes in Texas. Both are looking to expand to other markets. We're watching whether other major builders (Richmond, KB Homes, Taylor Morrison) and lenders (Chase, Citibank, Fannie/Freddie) will follow suit.



Tommy Davis Park
Summer Fun in Greenwood Village, CO

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 ***7.375%***. Persistent inflation is keeping borrowing costs elevated, making a meaningful mortgage rate decline unlikely.

NOTES: Above statistics are based on information from REColorado for the period 1/1/2025 - 9/30/2026. 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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