



OVERVIEW & STATS

After a “soft” finish to 2025, the market has started 2026 on a **strong note**, with prices up 4.4% for single-family homes and 2.1% for condos and townhomes through the first quarter. That said, the market remains highly segmented, and **outcomes still vary widely** based on location, condition, and property type.

What market are we in?

Seller's Market

Which stat are we tracking?

2.7

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

6,107 Homes

↓ 1.5%

\$645,000

↓ -2.3%

13 Days

↓ 18.8%



Condos & Townhomes

3,739 Homes

↑ 4.8%

\$397,000

↑ 1.9%

30 Days

↑ 42.9%

MARKET FORECAST

The market has gradually **returned to a more balanced, normal rhythm** over the past three years. Following an unsustainable stretch of rapid appreciation and extremely limited inventory, values have leveled out demand has softened and the number of available homes for sale has increased. Inventory reached 14,000 homes last June—the first time it had hit that level since October 2011.

As the spring market gains momentum, both home values and overall activity are expected to rise in April and May, followed by the typical seasonal slowdown in June and July. Condos and townhomes are likely to continue trailing the broader market, while single-family homes should sell faster and with fewer discounts and seller concessions.

INTERESTING INSIGHTS

Seller Concessions - Seller concessions are occurring in **nearly two-thirds of deals**, up from less than 50% in 2022.

Soaring HOA Dues - HOA dues in condo and townhome communities **continue to rise**, reducing buyer purchasing power. For example, if a \$400/month HOA increases 12.5% in 2026, buyers lose \$8,000 of home purchasing power.

Inventory Insight - There are currently nearly 10,000 homes for sale in the Denver metro area. For perspective, the 40-year average for April is about 14,000 homes. Inventory hit a record low of 1,900 in 2021 and a record high of 27,300 in 2006. While supply has improved, it **remains low by historical standards**.



EAGLE'S VIEW TRAIL LOOP
SPRING HIKING IN CONIFER, 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 6.50%. Rates rose slightly in Q1 and will stay variable, but major swings are unlikely.

NOTES: Above statistics are based on information from REColorado for the period 1/1/2025 - 3/31/2026. 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.



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

Bryan is a licensed Broker 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 Owner
Greenwood + Estates Realty
david@gerhomes.com | 303.517.0345

David is a licensed 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.

