KEY MESSAGES FOR HOMES AND CONDOS

The spike in mortgage rates has slowed the market. Inventory is down for homes and slightly up for condos vs 2Q last year. Home and prices are stable. Home sales volume is stable; condo sales continue to decline (increases in HOA/insurance).

METRIC	COMPARISON	HOME	CONDO	OBSERVATIONS
Average Sale Price	2Q25 vs 2Q24: 3Q25 vs 3Q24: 4Q25 vs 4Q24: 1Q26 vs 1Q25: 2Q26 vs 2Q25	**+0%** **+0%** **+1%** **+0%** **+2%**	**-6%** **-5%** **-3%** **+0%** **-1%**	**From 1971 to 2014, price growth averaged 6% per year.** More recently, prices grew an average of 7.4% annually in 2014 - 2022. Prices were flat in 2023. As 2024 closed out, home prices continue to remain stable. Condo prices had been contracting due to HOA fee increases. They have stabilized. As 2026 continues we expect prices to be generally +/- 2%.
MOI (Months of Inventory)	07/03/25: 10/06/25: 01/06/26: 04/08/26: 07/06/26:	3.3 3.1 1.6 2.1 2.8	5.1 5.0 3.3 5.0 5.9	MOI has been relatively stable for several years – in the favor of the seller. 2023 started with inventory near fifty-year lows! MOI for homes has risen from historic lows yet is still tight at just 2.8. Condos on the other hand, are at 5.9 MOI. Buyers will have more choices and negotiating leverage in the condo market.
Under Contract (UC)	07/03/25: 10/06/25: 01/06/26: 04/08/26: 07/06/26:	2,687 2,613 1,702 3,305. 2,774	890 796 537 984 863	UC is a good leading indicator of closed sales volume. 2023 interest rate increases caused a slowdown. Slightly more homes and fewer condos are now under contract vs this time last year.
Number Sold	2Q25 vs 2Q24: 3Q25 vs 3Q24: 4Q25 vs 4Q24: 1Q26 vs 1Q25: 2Q26 vs 2Q25:	**+6%** **+3%** **-2%** **+1%** **+1%**	**-9%** **-10%** **-14%** **-11%** **-4%**	Real estate was hit hard by COVID in 2Q20 but recovered just as quickly. 2021 was a volume record. We've had negative sales count growth the last 10 quarters – as you'd expect as the market returns to a "normal" pattern. Sales volume for homes is flat while condos continue decline a bit.
Inventory	07/03/25:. 10/06/25: 01/06/26: 04/08/26: 07/06/26:	8,028 7,628 3,957 5,228 6,807	4,097 3,919 2,496 3,680 4,251	Inventory is slightly up for condos and down for homes, compared to the same time last year. The competition for buyers has finally eased!

Data Source: Recolorado.com; YCRE analysis

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