Performance of different sized homes.

Let's look more closely at different price segments of home sales.

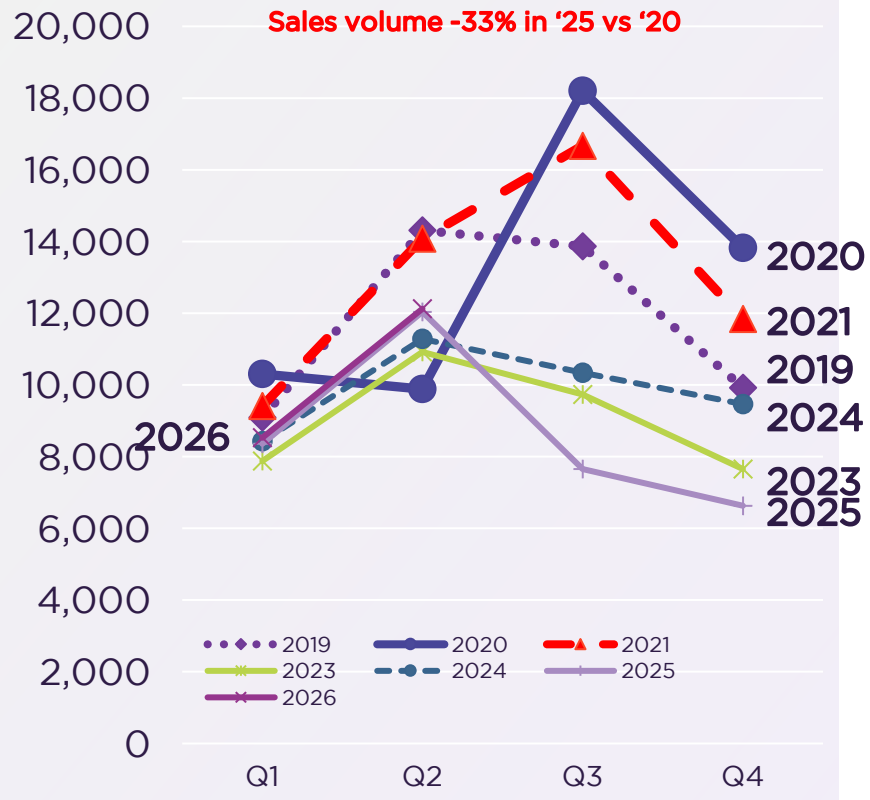
- This chart breaks sales down into the sizes of homes: under 1,019 sq. ft. (smallest 10%), 2,960+ SF (biggest 10%) and four buckets in between.
- It looks at the metrics for each size bucket so you can accurately assist your clients much more in making buying and selling decisions.
- Instead of just looking at neighborhood or type of home or price range we can get right down to the size of the home.
- For e.g., if your client is looking to buy a 1,700 sq. ft. home, you'd look at segment 3. 1,363-1,829 sq. ft.

What does it mean for the client?

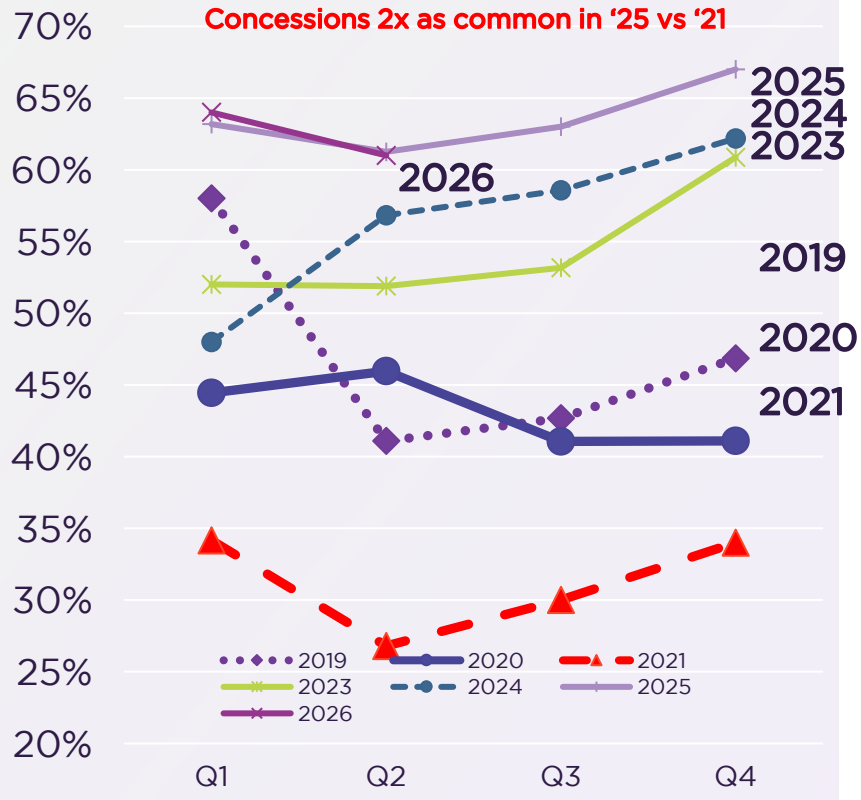
- It's critical for a smart buyer or seller to understand everything they can about their market, down to the size range of the property in question.
- This slide helps you provide specific, quantifiable data to your clients based on the size of their home so they can make the right decisions.
- Used in conjunction with other data like neighborhood metrics and local comps, this chart will help your clients make better decisions.

The number of listings requiring a concession has increased from around 30% in 2021 when it was a strong sellers' market to around 60% in a buyer-friendly market. 2026 % homes requiring concession closely matches that of last year.

TOTAL # HOMES (NOT CONDOS) SOLD



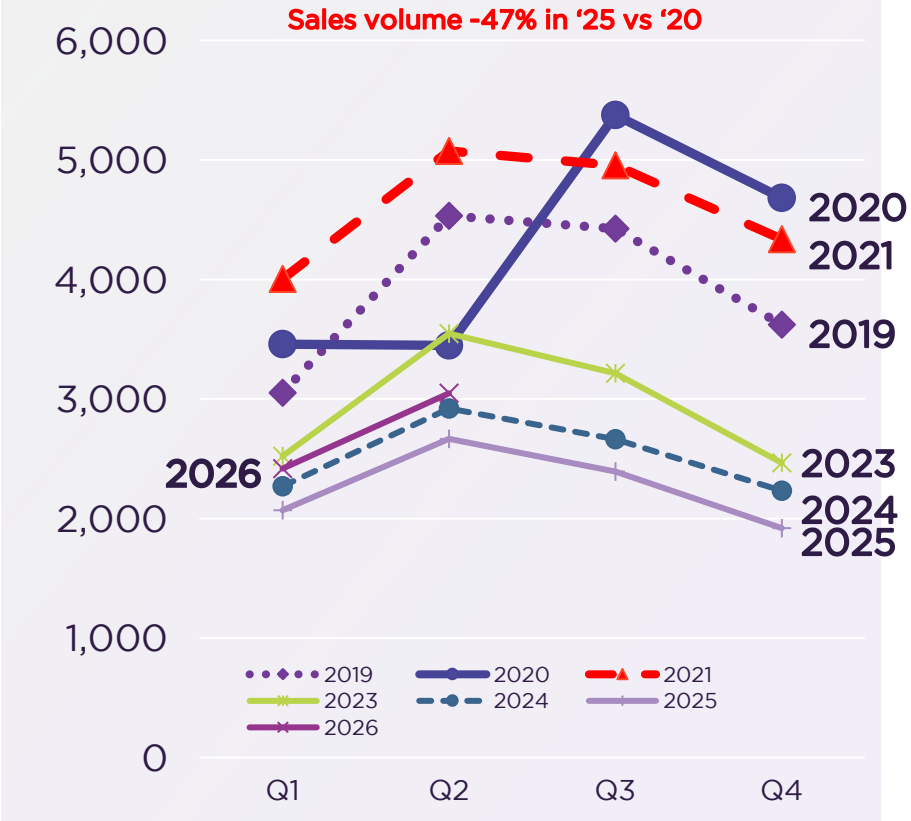
% HOME LISTING WITH CONCESSIONS



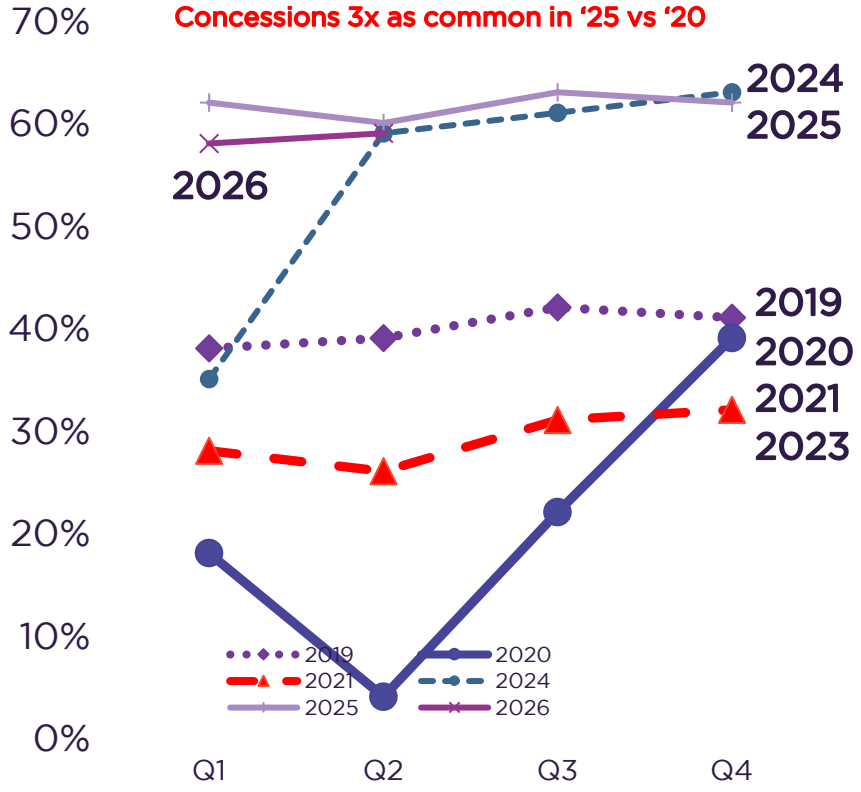
Data Source: YCRE analysis; Denver Metro Association of Realtors: DMAR Market Trends Reports 2020 (11 County Metro Area)

The COVID boom has subsided, and Denver condo sales are below 2019 pre-COVID levels. This was likely driven by increases in interest rates and HOA fees. Further, first time buyers are having a difficult time in this market, and they tend to buy a lot of condos. Condo statistics have been very volatile compared to homes, especially during COVID.

TOTAL # CONDOS SOLD



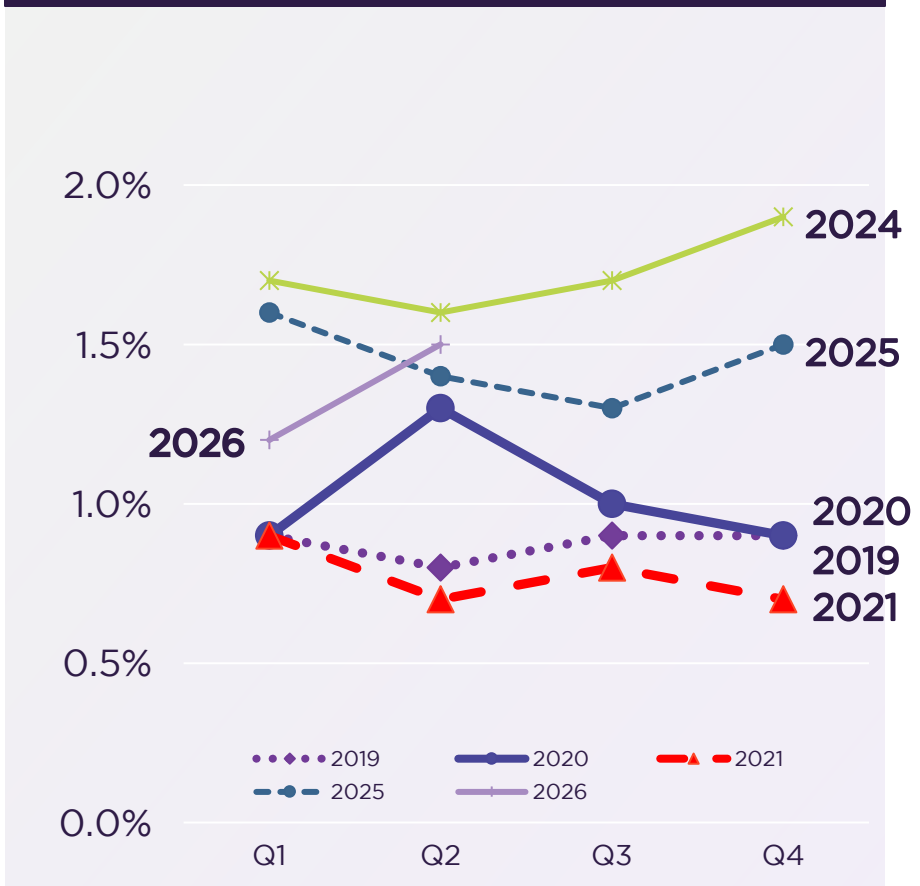
% CONDO LISTING WITH CONCESSIONS



Data Source: YCRE analysis; Denver Metro Association of Realtors: DMAR Market Trends Reports 2020 (11 County Metro Area)

The value of concessions as a % of sales price has increased from around 0.7% during the seller-friendly 2021 market to around 1.5% in the buyer-friendly 2026 market.

CONCESSION % OF **HOME** SALES PRICE



CONCESSION % OF **CONDO** SALES PRICE



Data Source: YCRE analysis; Denver Metro Association of Realtors: DMAR Market Trends Reports 2020 (11 County Metro Area)

The amount of concessions as a % of sales price has increased from around 0.7% during the seller-friendly 2021 market to around 1.8% in the buyer-friendly 2026 market. During COVID, concessions spiked in Q3 2021.

CONCESSION % BY SQUARE FOOT BUCKETS - HOMES

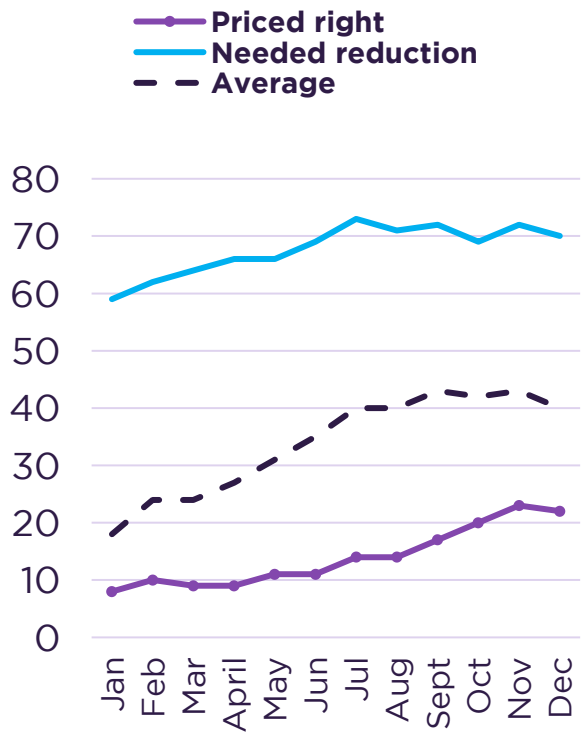
Square Foot Bucket	24-2Q	24-3Q	24-4Q	25-1Q	25-2Q	25-3Q	25-4Q	26-1Q	26-2Q	Grand Total
1 < 1025 sq ft (smallest 10%)	1.8%	1.9%	2.0%	1.9%	1.9%	2.1%	2.3%	2.0%	1.9%	2.0%
2 1025-1362	1.8%	1.6%	1.9%	1.8%	1.7%	2.0%	2.0%	1.7%	1.7%	1.8%
3 1363-1829	1.8%	1.8%	1.8%	1.7%	1.7%	1.9%	2.1%	1.8%	1.5%	1.8%
4 1830-2381	1.7%	1.8%	2.0%	1.8%	1.8%	1.9%	1.9%	1.7%	1.4%	1.8%
5 2382-2990	1.8%	1.6%	1.8%	1.6%	1.7%	1.7%	1.9%	1.6%	1.2%	1.7%
6 2991+ sq ft (largest 10%)	1.4%	1.3%	1.6%	1.3%	1.3%	1.5%	1.6%	1.2%	1.1%	1.3%
Grand Total	**1.7%**	**1.7%**	**1.9%**	**1.7%**	**1.7%**	**1.9%**	**2.0%**	**1.7%**	**1.5%**	**1.8%**

Data Source: YCRE analysis; Denver Metro Association of Realtors: DMAR Market Trends Reports 2020 (11 County Metro Area)

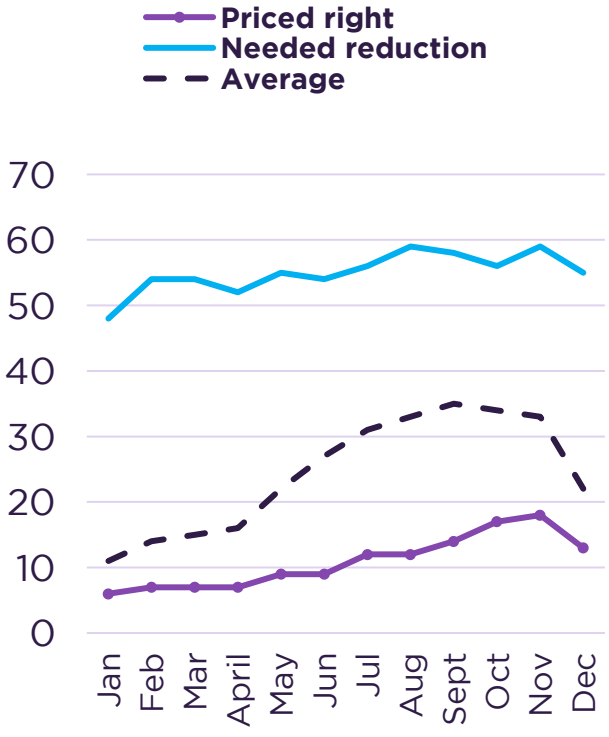
What are the dangers of overpricing?

Answer: Over the past 12 months, homes that were priced right at initial listing (e.g., did not require a price reduction) sold in just twelve (12) DOM! Mispriced homes (that required a reduction) needed 68 DOM, or about FIVE times as long to get under contract.

DOM (HOMES ONLY, SIX COUNTY METRO, 1Q24 –



DOM (HOMES ONLY, SIX COUNTY METRO, 1Q23 –



In which month was the property listed?

HOW MUCH IS YOUR HOME OVERPRICED?

Only Drive-By's + Online Views = **13%** Homes with little or no showings are priced 13% too high on average

Low or Infrequent Showings = **9%** Homes with little or no showings are priced 9% too high on average

Showings + No Offers = **5%** Homes with little or no showings are priced 5% too high on average

Receiving Offers = **Priced Correctly**

Information based on data received from real estate agents over 20-year time period

Data Source: Your Castle Real Estate analysis. Based on information from ShowingTime.

The amount of concessions as a % of sales price has increased from around 0.7% during the seller-friendly 2021 market to around 1.7% in the buyer-friendly 2025 market. During COVID, concessions spiked in Q3 2021.

CONCESSION % BY SQUARE FOOT BUCKETS - CONDOS

SQFT Bucket CONDOS	24-3Q	24-4Q	25-1Q	25-2Q	25-3Q	25-4Q	26-1Q	26-2Q	Grand Total
1 < 748 sq ft (smallest 10%)	2.2%	2.4%	2.2%	2.4%	2.9%	2.8%	2.5%	2.3%	2.4%
2 749-964	2.1%	2.3%	2.4%	2.4%	2.4%	2.7%	2.4%	2.5%	2.4%
3 965-1223	2.3%	2.4%	2.2%	2.3%	2.3%	2.4%	2.4%	2.2%	2.3%
4 1224-1527	2.0%	2.0%	2.0%	2.1%	2.4%	2.2%	2.1%	2.2%	2.1%
5 1528-1844	1.8%	2.1%	2.0%	1.8%	2.1%	2.1%	1.9%	1.9%	2.0%
6 1845+ sq ft (largest 10%)	2.1%	1.7%	1.6%	1.9%	1.8%	1.8%	1.8%	1.3%	1.8%
Average	**2.1%**	**2.2%**	**2.1%**	**2.2%**	**2.3%**	**2.3%**	**2.2%**	**2.1%**	**2.2%**

Data Source: YCRE analysis; Denver Metro Association of Realtors: DMAR Market Trends Reports 2020 (11 County Metro Area)

CONCESSION % CITY - HOMES

Average of Concession % to sale price	Column Labels								
Row Labels	24-3Q	24-4Q	25-1Q	25-2Q	25-3Q	25-4Q	26-1Q	26-2Q	Grand Total
Arvada	1.4%	1.7%	1.6%	1.4%	1.7%	1.8%	1.5%	1.6%	1.6%
Aurora	2.1%	2.1%	2.2%	2.1%	2.2%	2.2%	2.2%	2.1%	2.1%
Brighton	1.9%	2.4%	2.2%	2.4%	2.4%	2.4%	2.1%	2.1%	2.2%
Broomfield	1.3%	1.3%	1.4%	1.3%	1.6%	1.8%	1.5%	1.2%	1.4%
Castle Pines	2.1%	1.4%	1.6%	1.5%	1.3%	1.9%	1.4%	1.5%	1.6%
Castle Rock	1.5%	1.7%	1.7%	1.6%	1.7%	2.1%	1.9%	1.6%	1.7%
Centennial	1.2%	1.6%	1.5%	1.2%	1.7%	1.7%	1.6%	1.4%	1.5%
Cherry Hills Village	0.5%	0.7%	0.7%	0.4%	0.4%	0.7%	0.7%	0.4%	0.5%
Commerce City	2.3%	2.6%	2.5%	2.5%	2.2%	2.7%	2.7%	2.4%	2.5%
Conifer	1.1%	1.8%	1.5%	1.3%	0.9%	1.5%	2.0%	1.4%	1.4%
Denver	1.5%	1.6%	1.6%	1.5%	1.7%	1.8%	1.7%	1.5%	1.6%
Edgewater	1.4%	2.1%	1.2%	2.1%	1.8%	0.7%	1.6%	2.2%	1.7%
Englewood	1.5%	1.7%	1.4%	1.4%	1.5%	1.8%	1.7%	1.6%	1.6%
Evergreen	1.3%	1.4%	1.4%	1.3%	1.4%	1.6%	1.3%	1.2%	1.4%
Federal Heights				0.9%			4.7%		2.8%
Golden	2.4%	1.2%	1.1%	1.1%	1.1%	1.3%	1.3%	1.2%	1.3%
Greenwood Village	0.6%	0.7%	0.4%	0.5%	0.8%	0.7%	1.0%	0.7%	0.7%
Henderson	1.8%	1.9%	2.9%	1.5%	#DIV/0!	1.9%	0.3%	3.2%	2.2%
Highlands Ranch	1.0%	1.2%	1.2%	1.2%	1.3%	1.5%	1.3%	1.5%	1.3%
Lakewood	1.3%	1.6%	1.4%	1.5%	1.5%	1.7%	1.5%	1.6%	1.5%
Larkspur	1.4%	1.4%	1.1%	1.1%	1.2%	1.5%	0.9%	1.4%	1.3%
Littleton	1.5%	1.7%	1.6%	1.5%	1.9%	1.9%	2.1%	1.9%	1.8%
Lone Tree	1.0%	1.5%	1.6%	1.2%	0.9%	1.6%	1.1%	1.5%	1.3%
Northglenn	2.0%	2.3%	1.7%	1.9%	2.3%	1.9%	2.1%	2.0%	2.0%
Parker	1.8%	2.1%	1.8%	1.5%	1.8%	1.9%	1.6%	1.7%	1.8%
Pine	1.1%	1.4%	1.4%	1.6%	0.9%	1.8%	1.2%	1.5%	1.4%
Thornton	1.6%	1.9%	1.7%	1.8%	2.1%	2.3%	2.3%	2.0%	2.0%
Westminster	1.5%	1.5%	1.6%	1.5%	1.7%	1.8%	1.7%	1.7%	1.6%
Wheat Ridge	1.4%	1.7%	1.4%	1.2%	2.2%	1.6%	1.5%	1.1%	1.5%
Grand Total	**1.6%**	**1.8%**	**1.8%**	**1.6%**	**1.8%**	**2.0%**	**1.8%**	**1.7%**	**1.8%**

Data Source: YCRE analysis; Denver Metro Association of Realtors: DMAR Market Trends Reports 2020 (11 County Metro Area)

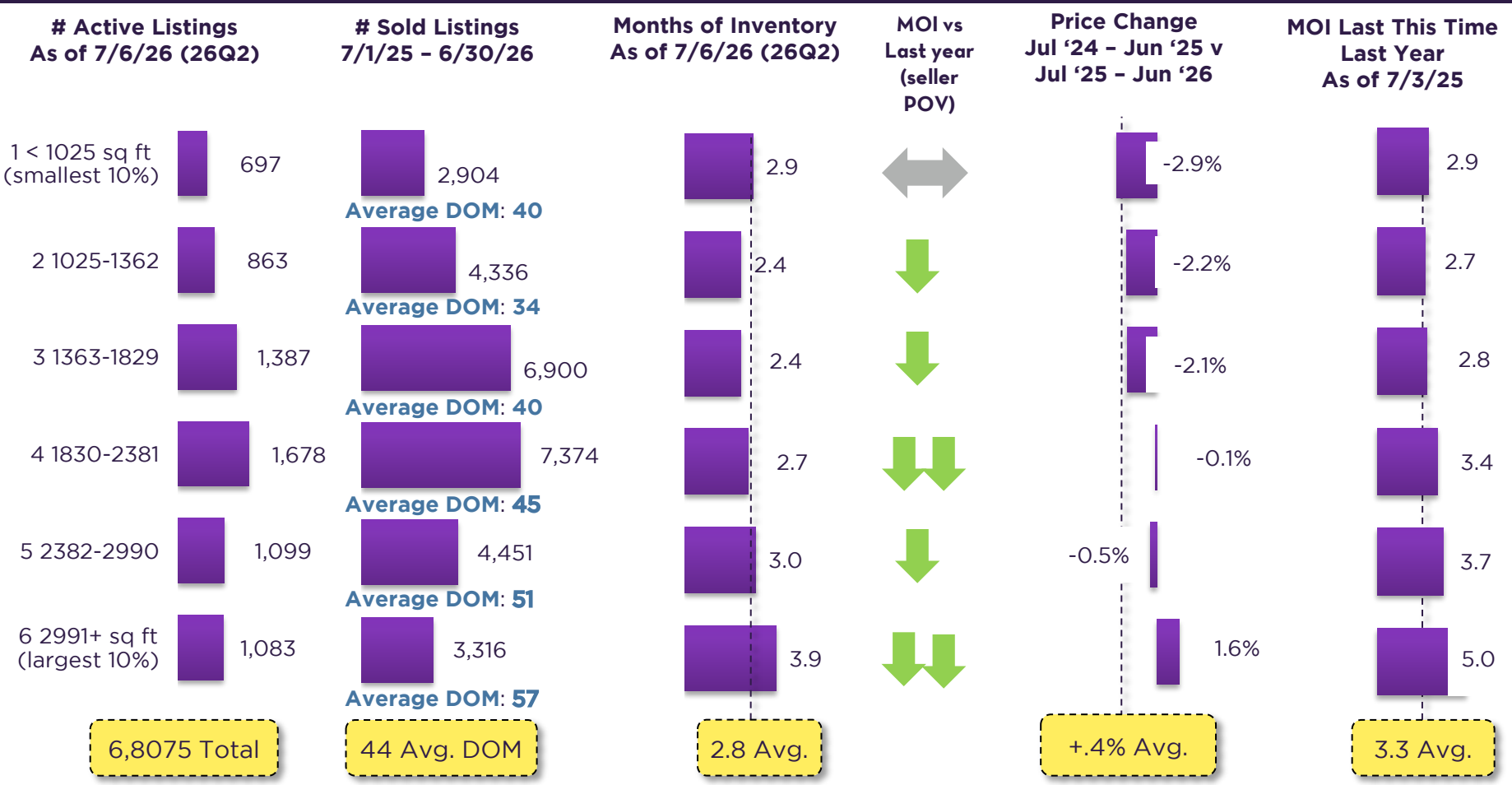
CONCESSION % CITY - CONDOS

Average of Concession % to sale price	Column Labels								
Row Labels	24-3Q	24-4Q	25-1Q	25-2Q	25-3Q	25-4Q	26-1Q	26-2Q	Grand Total
Arvada	2.1%	2.3%	2.3%	2.5%	2.6%	2.2%	2.2%	2.3%	2.3%
Aurora	2.4%	2.5%	2.5%	2.5%	2.5%	2.7%	2.5%	2.7%	2.5%
Brighton	2.3%	2.8%	2.7%	2.0%	2.3%	2.6%	3.5%	2.0%	2.4%
Broomfield	2.6%	2.9%	1.9%	2.4%	3.0%	1.9%	2.7%	2.3%	2.4%
Castle Pines	4.2%	4.4%	3.2%	3.0%	2.2%	2.1%	2.1%	1.5%	3.1%
Castle Rock	1.7%	1.8%	1.6%	1.8%	2.0%	2.2%	2.1%	1.8%	1.9%
Centennial	2.5%	1.7%	1.7%	1.6%	1.9%	2.6%	2.1%	2.4%	2.1%
Commerce City	2.0%	2.7%	2.5%	2.1%	2.3%	2.2%	2.3%	2.8%	2.4%
Denver	1.9%	2.0%	2.0%	2.0%	2.1%	2.3%	2.1%	2.1%	2.0%
Edgewater	0.3%	2.3%	3.3%						2.5%
Englewood	1.5%	2.0%	2.0%	1.8%	1.9%	2.0%	1.5%	1.9%	1.9%
Evergreen	0.9%	0.6%	0.5%	1.0%	1.0%	0.8%	0.7%	0.9%	0.8%
Federal Heights					3.3%			3.0%	3.2%
Golden	1.3%	1.3%	1.9%	1.7%	1.0%	1.9%	1.4%	1.7%	1.6%
Greenwood Village	0.9%	0.8%	2.6%	1.6%	1.9%	1.2%	1.1%	1.0%	1.4%
Henderson		0.2%		0.5%		2.6%	1.0%	1.3%	1.4%
Highlands Ranch	1.3%	1.4%	1.2%	1.2%	1.2%	1.3%	1.5%	1.9%	1.4%
Lakewood	1.7%	2.0%	2.0%	1.9%	2.4%	1.9%	2.2%	2.2%	2.0%
Larkspur		0.8%		0.6%	1.1%	1.3%		3.0%	1.3%
Littleton	1.7%	2.0%	1.7%	2.1%	2.3%	2.2%	2.0%	2.2%	2.0%
Lone Tree	0.9%	0.5%	1.6%	1.4%	3.0%	2.2%	2.3%	1.7%	1.9%
Northglenn	1.6%	2.3%	1.6%	2.0%	1.8%	2.1%	1.7%	2.3%	2.0%
Parker	1.9%	1.9%	2.0%	1.7%	2.0%	2.2%	2.0%	2.1%	2.0%
Thornton	1.9%	2.9%	1.6%	2.3%	2.6%	3.2%	2.6%	3.1%	2.6%
Westminster	1.5%	2.0%	2.0%	2.2%	2.0%	2.1%	2.1%	2.6%	2.1%
Wheat Ridge	2.3%	3.0%	3.0%	2.2%	1.8%	2.4%	2.6%	2.3%	2.5%
Grand Total	**2.0%**	**2.2%**	**2.1%**	**2.1%**	**2.3%**	**2.4%**	**2.2%**	**2.3%**	**2.2%**

Data Source: YCRE analysis; Denver Metro Association of Realtors: DMAR Market Trends Reports 2020 (11 County Metro Area)

Inventory has slightly increased vs this time last year. Prices pulled back slightly among the segments except for the largest segment which had a small price increase. Inventory is up a bit vs this time last year across all segments. We see slightly more large homes for sale.

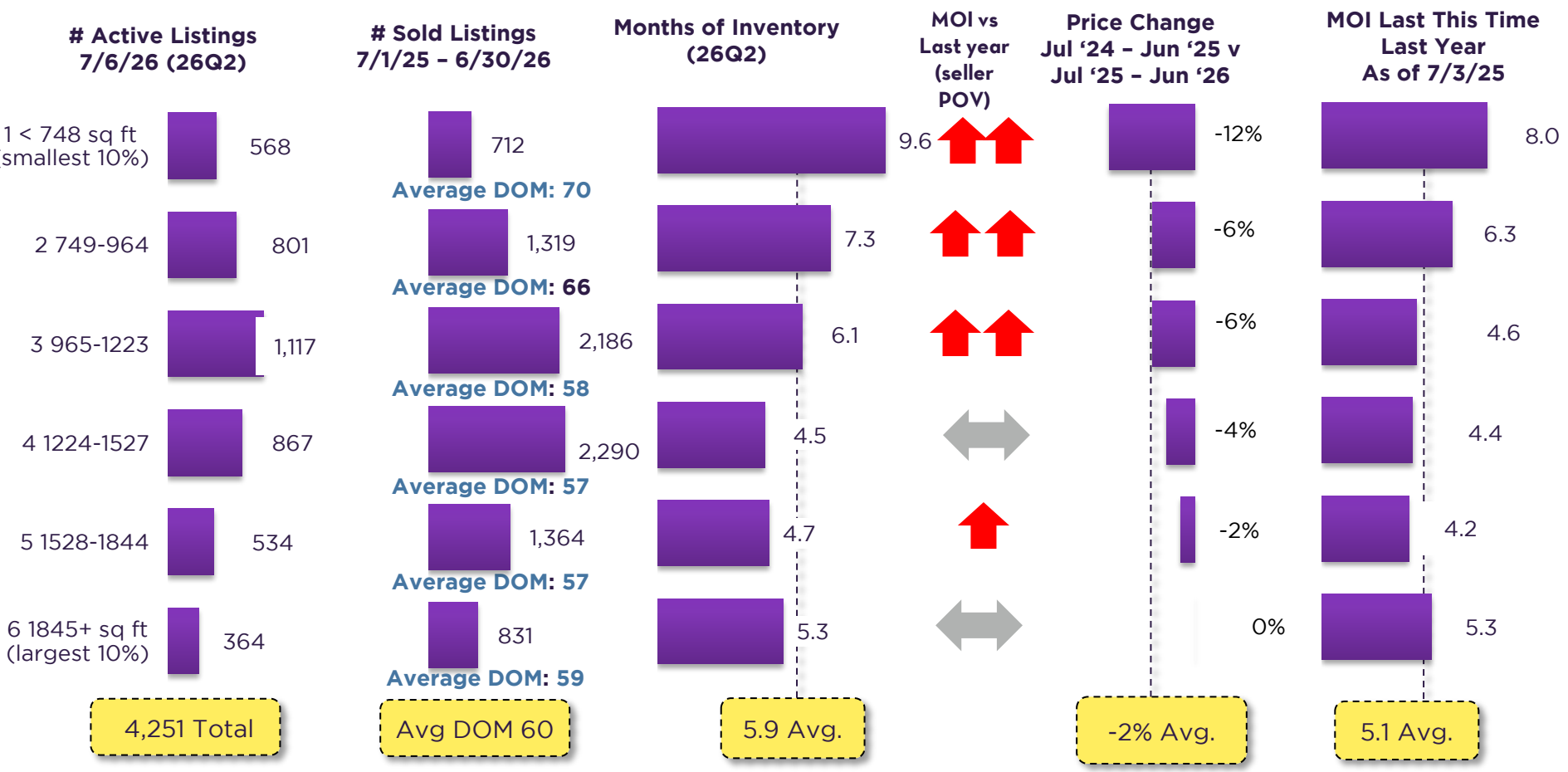
DENVER HOMES (NO CONDOS OR TOWNHOMES) BASED ON ABOVE GRADE SF



Data Source: Recolorado.com; YCRE analysis

Condo inventory is increasing significantly, providing buyer relief. DOM is up, but reasonable. Prices declined slightly this year vs last year, mostly due to rising HOA fees. Condos have been hard to sell due to rates, HOA fees and taxes.

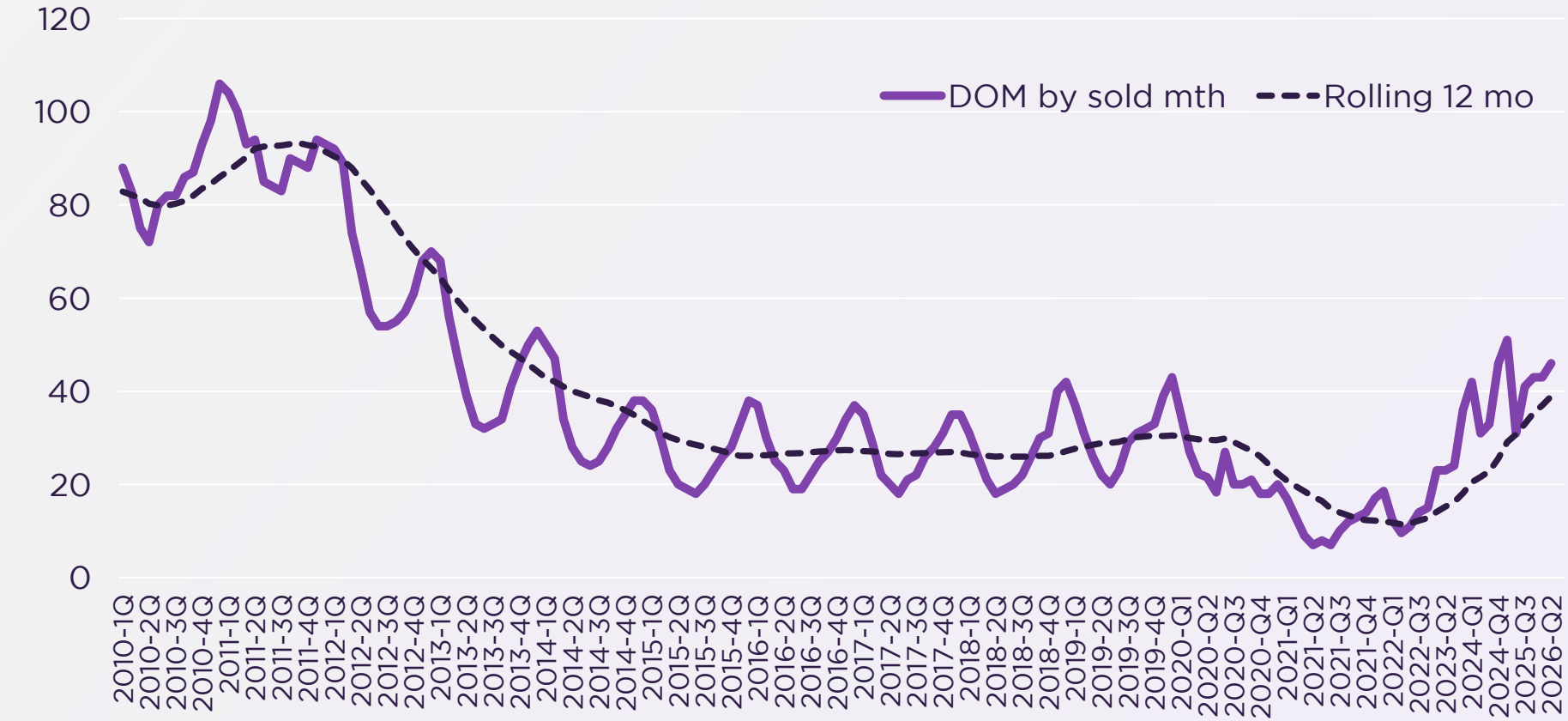
DENVER CONDOS BASED ON ABOVE GRADE SF



Data Source: Recolorado.com; YCRE analysis

Single Family Home marketing times were very low during the post-COVID boom. We see now that inventories are increasing that DOM has grown. There have been series of increases and decreases of marketing times recently. Looking at our rolling 12-month average paints a clearer picture. Average marketing times have been increasing since 2Q 2022.

DENVER METRO HOMES DAYS ON MARKET, QUARTERLY



Data Source: Recolorado.com; YCRE analysis