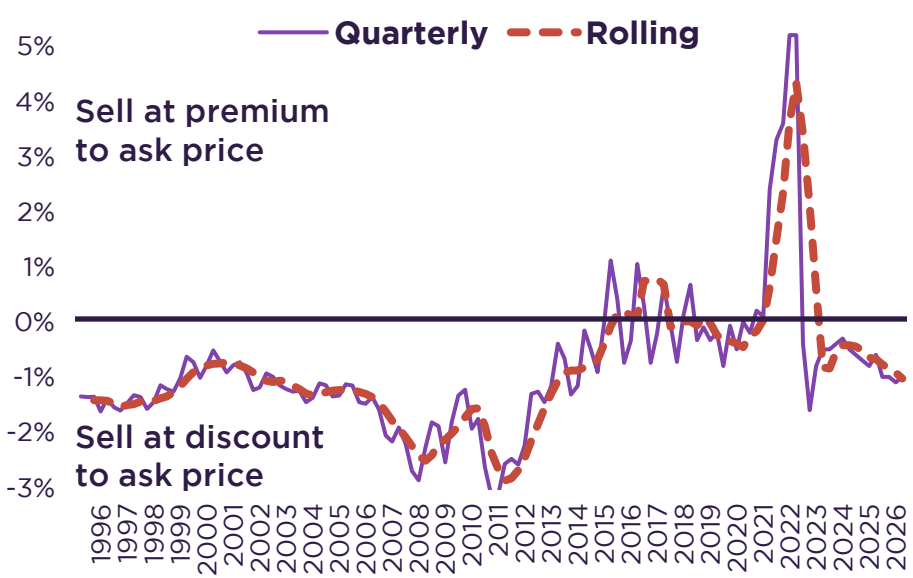
Do discounts change over a market cycle? Should one ever "low-ball"?

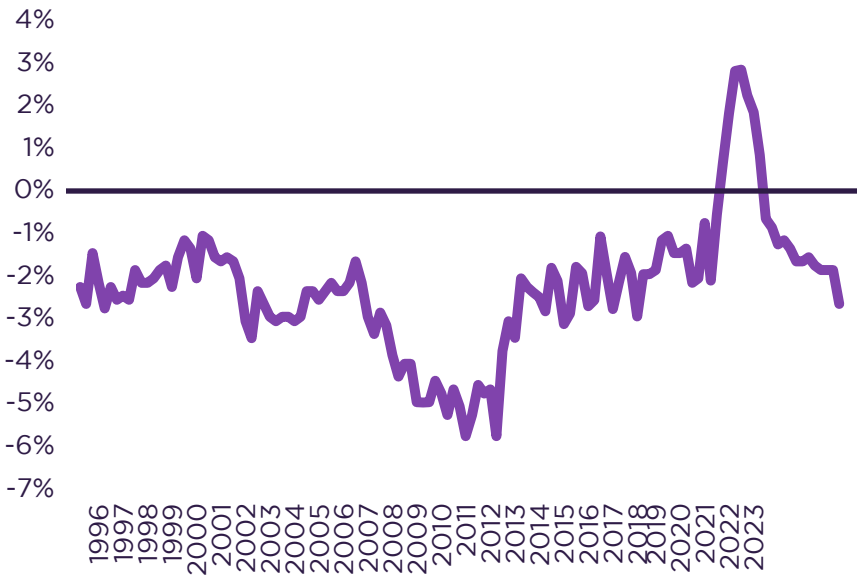
Answer: Not in this market! In a very strong market (2015 – early 2018, 2021), properties tend to sell for close to asking price or even at a slight premium. As inventory increases, discounts will slowly increase. To the surprise of most sellers, buyers usually will not make an offer on an overpriced house. They just move on to the next house. Ideally, a house needs to be priced within 1-3% of final sales price to get **any** offer. Premiums from the hot seller's market returned to slight discounts as expected. Discounts for luxury homes have since pulled back below the average Denver home.

HOMES ONLY (NO CONDOS OR TOWNHOMES)

DISCOUNT (ALL DSF)



DISCOUNT (LUXURY)



Data Source: Recolorado.com; Your Castle Real Estate Analysis

PROPERTY PERFORMANCE BY QUARTILE

Homes and condos are now selling at discounts; premiums are more rare now that the seller's market cooled. Condos require deeper discounts to sell vs homes. Turnover has been faster for homes vs condos. This isn't surprising considering rising HOA and insurance costs. *Data represents **sales in 2Q2026**.

CLOSE PRICE TO LAST LIST PRICE

	Homes	Condos
Bottom 25%	Sold at a discount of 2.0% or more	Sold a discount of 2.7% or more
25-50%	Sold at a discount between 2% and list price	Sold at a discount between 2.7% and 0.6%
50-75%	Sold between list price and a .4% premium	Sold at a discount between 0.6% and list price
Top 25%	Sold at a premium above .4%	Sold at any premium

DAYS ON MARKET

	Homes	Condos
Bottom 25%	Sold in 4 days or less	Sold in 9 days or less
25-50%	Sold in 5-14 days	Sold in 10-32 days
50-75%	Sold in 15-45 days	Sold in 33-71 days
Top 25%	Sold in 46 days or more	Sold in 72 days or more

Data Source: RE Colorado, YCRE Analysis