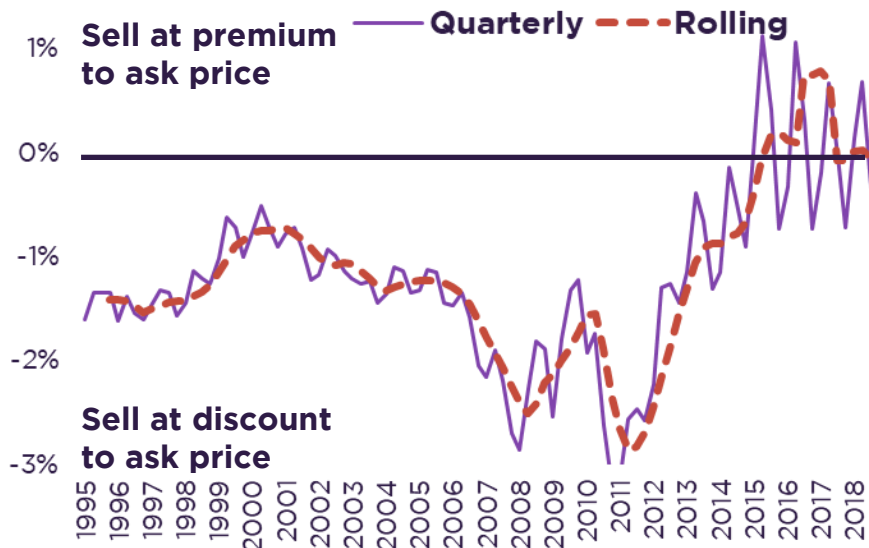


## Do discounts change over a market cycle? Is it time for lowball offers again?

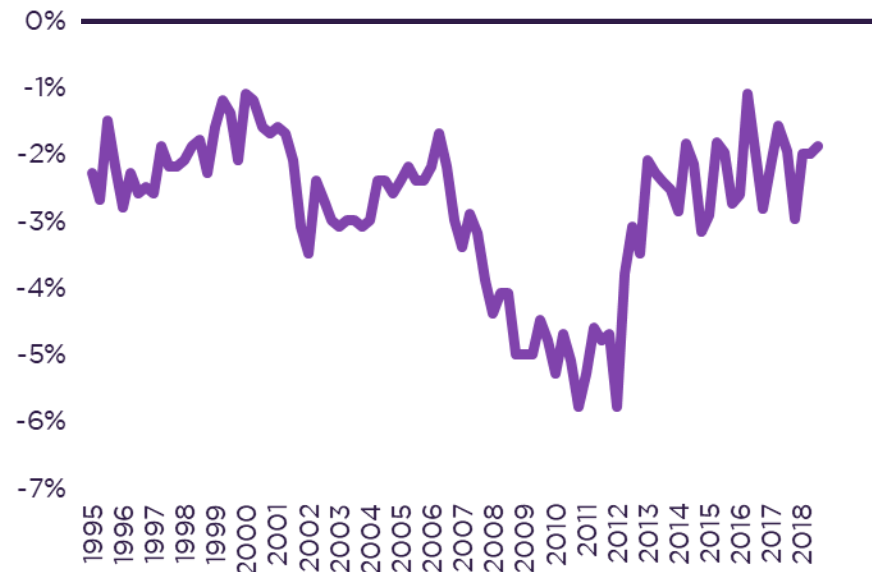
Answer: in a very strong market (2015 - early 2018), properties tend to sell for close to asking price or even at a slight premium. In a very slow market (2009-2012), properties might need up to a 6% discount (luxury) or 3% discount (all others) to final asking price. As inventory increases, discounts 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. A house needs to be priced within 1-3% of final sales price to get any offer.

### Denver metro discounts

DISCOUNT (ENTIRE MARKET)



DISCOUNT (LUXURY)



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