Your Home Sold GUARANTEED Or I'll Pay You $5000 *

CASTLE PINES

Real Estate News ~ 1st Quarter 2025

Serving Castle Pines Since 2004

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3 REASONS

WHY SELLERS HIRE THE DOUG HUTCHINS TEAM TO SELL THEIR HOME

1. MORE MONEY

The Hutchins Team sells Castle Pines homes for 4.4% more money than the average agent. This equates to $45,000 more money for your home!

2. FASTER SALE

The Hutchins Team sells Castle Pines homes 2.1 times faster than the average agent!

3. BEST IN CUSTOMER SERVICE 15 YEARS STRAIGHT!

Rated by Five Star Professionals from 2010 to 2024 as one of Denver's top agents based on past client satisfaction. Less than 0.3% of real estate professionals have won this award 15 years in a row!

Castle Pines MLS Data - 1/1/22-12/31/23
Single Family - Excludes New Construction

* Doug and Seller must agree on price and closing date.

What Happens To Home Prices In A Recession?

Many newspaper headlines are talking about the likelihood the U.S. economy will enter into a recession this year. With these headlines have come questions from my clients asking about what typically happens to home prices in a recession.

There have been 6 recessions in the U.S. since 1980. According to CoreLogic, home prices increased in 4 of these 6 recessions. Here is the breakdown of the home price change during each recession.

- 1980—Increase 6.1%
- 1981—Increase 3.5%
- 1991—Decrease 1.9%
- 2001—Increase 6.6%
- 2008—Decrease 19.7%
- 2020—Increase 6.0%

According to Laurie Goodman, a Fellow at the Urban Institute, there is really not much of a connection between home prices and recessionary periods. The type of recession and the underlying fundamentals that resulted in the recession are important in determining what will happen to home prices during the recession.

The one thing that has happened in the past 6 recessions is that mortgage rates have fallen in each one. According to Freddie Mac, the average mortgage rate decrease in each recession was

- 1980—4.25%
- 1981—5.00%
- 1991—2.25%
- 2001—0.63%
- 2008—1.13%
- 2020—1.00%

It logically makes sense that mortgage rates will fall during a recession. When the U.S. enters a recession, the Federal Reserve will lower short term interest rates to bring the U.S. out of the recession. The lowering of short term interest rates typically results in mortgage rates falling as well.

Current home buyers are sitting on the sidelines hoping for interest rates to fall. If the U.S. does enter a recession, the corresponding drop in interest rates could bring these home buyers off the sidelines assuming they feel good about staying employed. An increase in buyers will likely drive home prices higher in the current market conditions.

I am also receiving several questions about the impact of tariffs on home prices. According to an April 2025 survey of home builders by the National Association of Home Builders, recent tariffs will add an estimated $10,900 to the cost to build a new home. This cost can vary from region to region, but it is a relatively small percentage compared to the total cost of a new home. Builders will likely pass this additional cost on to home buyers. Even though the additional cost is small, it could push more buyers into the resale market versus purchasing new construction.

Thinking of Selling? Don't Miss These 27 Must-Know Tips to Maximize Your Home Sale!

Your home is likely your biggest investment—so when it's time to sell, it pays to be prepared. Whether you're just starting to think about selling or already getting your home ready, one thing is certain: you want top dollar in the shortest time, with the least amount of stress.

That's why I'm sharing a free insider resource that every homeowner should read before listing—"**27 Valuable Tips You Should Know to Get Your Home Sold Fast and for Top Dollar.**"

This practical guide covers what really matters when selling in today's market—from simple fix-ups that add thousands in value, to strategies that help you avoid costly mistakes. You'll learn:

- How to boost your home's appeal without breaking the bank
- What buyers notice first (and what turns them off)
- The hidden costs that can sabotage your sale
- How to stay in control of the process and protect your bottom line

These aren't gimmicks or fluff—they're smart, real-world tips that give sellers a competitive edge. If you want your home to stand out and sell quickly without leaving money on the table, this report is a must-read.

Get your free copy today at

SellerQuickEasyFixups.com

No strings attached—just solid advice to help you sell with confidence.

A FEW OF DOUG HUTCHINS RECENT SALES AND LISTINGS

1227 Buffalo Ridge Road
Castle Pines
6 Beds, 5 Baths, 6,117 sq.ft.
Stunning Custom Home Backing To Golf Course with Spectacular City Views!

7009 Winter Ridge Pl
Castle Pines
4 Beds, 3 Baths, 4,838 sq. ft.
Backs to Open Space! Mother-in-Law Apartment! Stunning Wood Floors!

240 Corby Place
Castle Pines
5 Beds, 4 Baths, 3,682 sq. ft.
Cul-de-Sac Location! Luxurious Master Bath! Finished Basement!

286 Warwick Place
Castle Pines
5 Beds, 4 Baths, 3,727 sq. ft.
Amazing Kitchen and Master Bath Remodel! Backs Greenbelt!

6157 Vacquero Drive
Castle Pines
5 Beds, 4 Baths, 4,367 sq. ft.
Stunning Basement Finish! Unique Rotunda Entry! Spacious Master Suite!

7196 Campden Place
Castle Pines
4 Beds, 3 Baths, 3,489 sq. ft.
Backs to Open Space! Beautiful Outdoor Space! Stunning Master Bath Remodel!

770 International Isle Drive
Castle Pines Village
5 Beds, 7 Baths, 7,215 sq. ft.
Completely Remodeled in 2018! Mountain Views! Amazing Finishes!

7120 Forest Ridge Circle
Castle Pines
4 Beds, 4 Baths, 4,578 sq. ft.
Backs To The Ridge Golf Course! Stunning Outdoor Space! Finished Basement!

CASTLE PINES MARKET COMMENTARY

Original Communities
(neighborhoods built before 2015)

Home prices in the original Castle Pines communities remain relatively flat, but there are a few trends worth noting. Because monthly data can swing quite a bit due to the small number of sales, I focus on 3-month and 12-month averages to get a clearer picture.

Over the past year, the 12-month average sales price has inched up 1.2%, from $1,072,152 to $1,085,128. However, when we adjust for home size and type, the average price per total square foot actually declined 3.1%, dropping from $234 to $227. This suggests a subtle shift in the types of homes selling rather than broad price increases.

Inventory is on the rise, with 26 homes on the market at the end of March—up sharply from 17 homes a year ago, a 53% increase. Still, by historical standards, this remains low. Between 2015 and 2019, Castle Pines averaged about 40 homes for sale in March.

Buyer activity continues to lag, likely due to higher mortgage rates and elevated home prices. Just 24 homes sold in Q1 of 2025, compared to 30 sales during the same period last year.

Meanwhile, more sellers are stepping off the sidelines. We saw 48 new listings in Q1 2025—up from 39 a year ago—as homeowners grow more confident about listing. In March alone, 23 new homes hit the market, slightly above the 7-year average of 21.

With more homes for sale and fewer buyers, months of inventory has risen to 3.3 months. A balanced market typically ranges between 4 and 5 months, so we're still in seller-friendly territory—but the gap is closing. If inventory climbs past 6 months, price pressure could increase.

One bright spot: homes sold faster in March, spending an average of just 24 days on the market—well below the 7-year March average of 37 days.

New Communities
(neighborhoods built after 2015)

The real estate market in the Castle Pines New Communities is showing a noticeable shift. As of the end of March, 27 homes were actively for sale—a 140% increase compared to the 4-year March average of just 11 homes. While sales volume is holding steady, this jump in listings is starting to impact prices.

In the first quarter of 2025, 22 homes sold, matching the number of sales from the first quarter of 2024. The 12-month rolling average of total home sales has also remained stable, suggesting buyer demand is still present—but it's not growing.

What's changing is the balance between resale homes and new construction. Of the 22 sales reported in the MLS, only 2 were new construction—the lowest share since the New Communities began. It's important to note that many builder sales aren't reported in MLS, but this still signals a shift in the resale market dynamic.

Homeowners are becoming more active sellers. In Q1 of 2025, 39 new listings hit the market—up from just 24 during the same time last year. This rise in inventory has pushed months of inventory to 3.9 months, just below the 4–5 month range that signals a balanced market. As supply increases, home prices are beginning to soften. The 3-month average sale price is down 2.1% from $1,036,528 last year to $1,014,997. The average price per total square foot dropped 7.8%, from $260 to $240. The 12 month rolling average sales price also declined 3.0%, and the 12 month rolling average price per square foot fell 6.0%.

Much of this pricing pressure stems from competition with new construction. Builders are pricing aggressively to sell their homes, and existing homeowners are adjusting their prices to stay competitive.

One final point: while homes that sold in March moved quickly—averaging just 31 days on the market—the 3-month rolling average is significantly longer at 80 days, indicating that some listings are lingering as buyers take more time to compare options.

CASTLE PINES MARKET STATISTICS—Original Communities

Excludes new home communities which are The Canyons, Castle Valley and Castle Pines Town Center

Single Family Homes	2023 Jan 1– Dec 31	2024 Jan 1– Dec 31	% Change from 2023	2025 Jan 1– Mar 31	% Change from 2024
Average Sales Price	$1,004,456	$1,124,397	**11.9%**	$1,027,444	**-8.6%**
Average Sales Price/Total Square Feet	$227	$237	**4.4%**	$242	**2.1%**
Average Above Ground Square Ft. Sold Homes	2,805	2,830	**0.9%**	2,803	**-1.0%**
Average Days to Sell the Home	31	35	**12.9%**	48	**37.1%**
Number of Homes Sold	128	141	**10.1%**	24	**N/A**

Based on information from REcolorado®, Inc. for the period 01/01/2023 through 3/31/2025 for Single Family Homes. Not all properties were listed and/or sold by eXp Realty. Content maintained by REcolorado®, Inc. may not reflect all real estate activity in the market.

NEW!!
Monthly
Castle Pines
Real Estate
Updates

Scan the QR Code to see the latest Castle Pines real estate market updates.

WHAT THEY ARE SAYING ABOUT DOUG AND HIS TEAM

I've personally known Doug the past 20 years and always said that when it came time to sell our home, he would be the guy and that proved to be a wise decision. He efficiently handled the sale of our home from start to finish being very thoughtful, responsible, and proactive handling all the details which took a BIG load off of us. We were away from our home for several weeks and Doug managed the whole marketing and sales process even contributing some personal labor to assist with some furniture moving and minor repairs to prepare the house for market which is beyond the call of duty and was totally unexpected. Selling a home and moving can be a stressful project, but Doug certainly made it a more pleasant, positive experience.

Darryl and Lesli – Castle Pines

Working with Doug to sell our home was an excellent decision, and he and his team exceeded our expectations in every way. From our very first meeting, we felt reassured that we had made the right choice. Doug clearly explained the selling process and provided honest feedback about our home, along with valuable suggestions to prepare it for sale. Despite the chaos of moving, Doug made the selling process as smooth as possible. He handled several issues that arose while we were out of town, which gave us great peace of mind. His team's expertise in staging was a tremendous help, especially during such a stressful time in our lives.

Kevin and Belinda – Castle Pines

Monthly Average Historical Interest Rates (30 YR fixed Freddie Mac)	
3/31/2025	**6.65%**
12/31/2024	**6.91%**
9/30/24	**6.08%**
6/30/24	**6.86%**
3/31/24	**6.79%**

CASTLE PINES MARKET STATISTICS—New Communities

New Communities include The Canyons, Castle Valley and Castle Pines Town Center

Single Family Homes	2023 Jan 1– Dec 31	2024 Jan 1– Dec 31	% Change from 2023	2025 Jan 1– Mar 31	% Change from 2024
Average Sales Price	$1,194,519	$1,104,850	**-7.5%**	$999,315	**-9.6%**
Average Sales Price/Total Square feet	$233	$239	**2.6%**	$237	**-0.8%**
Average Above Ground Square Ft. Sold Homes	2,944	2,784	**-5.4%**	2,604	**-6.5%**
Average Days To Sell	44	62	**40.1%**	70	**12.9%**
Number of Homes Sold	85	93	**9.4%**	22	**NA**

Sales data for the new communities only includes sales placed in REcolorado® by builders and does not reflect all home sales in the new communities. Based on information from REcolorado®, Inc. for the period 01/01/2023 through 3/31/2025. Not all properties were listed and/or sold by eXp Realty. Content maintained by REcolorado®, Inc. may not reflect all real estate activity in the market.

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CHECK YOUR CURRENT CASTLE PINES HOME VALUE HERE

CastlePinesHomeValue.com

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