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Your Home Sold GUARANTEED or I will Pay you $5000*

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CASTLE PINES 1ST QUARTER REAL ESTATE REPORT

If your home is currently listed, please disregard this notice as it is not our intention to solicit other broker's listings.
All information deemed reliable but not guaranteed. *Doug and Seller must agree on Price and Closing Date

CASTLE PINES REAL ESTATE REPORT

CHECK YOUR CURRENT CASTLE PINES HOME VALUE HERE

CastlePinesHomeValue.com

IN THIS ISSUE

www.DiscoverCastlePines.com

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

CASTLE PINES

Real Estate Report ~ 1st Quarter 2026

Serving Castle Pines Since 2004

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3 REASONS WHY SELLERS HIRE DOUG HUTCHINS TO SELL THEIR HOME

1. MORE MONEY

Doug Hutchins sells Castle Pines homes for 3.8% more money than the average agent. This equates to $40,000 more money for your home!

2. FASTER SALE

Doug Hutchins sells Castle Pines homes 2.3 times faster than the average agent!

3. BEST IN CUSTOMER SERVICE 16 YEARS STRAIGHT!

Rated by Five Star Professionals from 2010 to 2025 as one of Denver's top agents based on past client satisfaction. Less than 70 real estate professionals have won this award 16 years in a row!

Castle Pines MLS Data - 1/1/22-12/31/25
Single Family Homes

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

When Is The Best Time To Buy Or Sell A Home?

Two questions I hear all the time are, "When is the best time to buy a home?" and "When is the best time to sell a home?" Most people expect the answer to be tied to a certain month, mortgage rate, or price trend. In reality, the right time is usually less about perfectly timing the market and more about your finances, your goals, and your lifestyle.

For buyers, the best time to buy is when you are financially ready and you find a home that fits your needs. Trying to wait for the perfect moment is difficult because real estate markets are hard to time. Rates can fall, but lower rates often bring more buyers into the market, which can push prices higher and increase competition. That is why many buyers are better served by purchasing when they are prepared, rather than waiting for ideal conditions that may never fully arrive. If rates improve later, refinancing may be an option, although that decision should also account for closing costs and your long-term plans.

Seasonality does matter. In most markets, including metro Denver, spring and early summer tend to bring the most activity. National housing data consistently shows that sales pick up in the spring, and sellers often benefit from stronger demand, faster sales, and better pricing during that period. Buyers may sometimes find slightly better pricing or less competition in the fall and winter, but they usually have fewer homes to choose from. That means the "best" season depends on what matters more to you: the lowest possible price, the best selection, or the least competition.

For sellers, the best time to sell is when selling makes sense for your life. Yes, late spring and early summer often provide the strongest combination of buyer demand and pricing power. But that does not automatically mean waiting is the right move. If you are relocating for work, trying to line up a move with the school calendar, downsizing, or reducing the cost and stress of carrying two homes, those factors can easily matter more than squeezing out a slightly higher price. Holding costs, maintenance, taxes, insurance, and the uncertainty of waiting can reduce the benefit of trying to hit the perfect week or month.

The bottom line is that the right time to buy or sell a home is personal. Buyers should focus on financial readiness, monthly affordability, and long-term plans. Sellers should focus on their timing needs, expected net proceeds, and how the move fits their overall goals. Market seasonality matters, but it should support your decision, not control it. If you would like help thinking through your specific situation, I would be happy to talk with you and help you decide what timing makes the most sense for you.

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.

www.DiscoverCastlePines.com

A FEW OF DOUG HUTCHINS RECENT SALES AND LISTINGS

2931 Open Sky Way
Castle Rock
3 Beds, 3 Baths, 1,294 sq.ft.
Main Level Living! Stunning Master Bath! Peak-a-Boo Mountain Views!

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

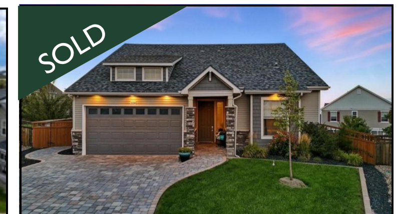
240 Corby Place
Castle Pines
5 Beds, 4 Baths, 3,682 sq. ft.
Cul-de-Sac Location! Luxurious Master Bath! Finished Basement!

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

1610 Castle Creek Circle
Castle Rock
3 Beds, 4 Baths, 1,889 sq. ft.
Built in 2018! Stunning Kitchen! Walking Distance to Downtown Castle Rock!

2956 Windridge Circle
Highlands Ranch
4 Beds, 4 Baths, 2,918 sq. ft.
Open Floor Plan! Finished Basement with Guest Suite! Large Yard!

115 Lovejoy Circle
Castle Rock
4 Beds, 4 Baths, 4,716 sq. ft.
Backs To Open Space! Finished Basement! Great Outdoor Patio!



3334 Starry Night Loop
Castle Rock
3 Beds, 3 Baths, 2,550 sq. ft.
Large Lot with Outdoor Sanctuary! Gourmet Kitchen! Two Master Suites!

CASTLE PINES MARKET COMMENTARY

Original Communities
(neighborhoods built before 2015)

Listing inventory continues to rise in the Original Communities, but the market is still not oversupplied. There were 30 homes for sale at the end of March, up 15% from a year ago. Even with that increase, inventory remains well below the pre-COVID March average of 40 homes from 2015 through 2019. For comparison, metro Denver inventory is higher than the pre-COVID average.

Even with more homes on the market, there were only 3.0 months of inventory at the end of March. Since 4 to 5 months of inventory is typically considered a balanced market, this suggests demand is still strong enough to keep prices relatively stable in the months ahead. In other words, buyers have more choices than they did a year ago, but not enough choices to create major downward pressure on prices.

New listings slowed slightly in March. There were 19 new listings during the month, down 17.4% from last March and 5% below the 7-year March average. At the same time, 14 homes closed in March, which was 40% higher than March 2025 and 12.6% above the 7-year average.

One caution sign is that only 9 homes were pending at the end of March, which was 38% below the 7-year average of 15. Buyers appear to be moving more slowly and taking more time to make decisions. That is also showing up in marketing times, with the average days on market rising to 60 days in March, well above the 7-year average of 35 days. The message for sellers is clear: homes that are updated and priced correctly are still selling, while overpriced homes or homes needing work are facing much more resistance.

Pricing data also needs to be viewed carefully because Castle Pines has relatively few sales each month, so the mix of homes sold can heavily influence the monthly average. The average sales price in March was $962,500, down noticeably from both March 2025 and February of this year. However, the bigger picture is much more stable. The 12-month moving average sales price is down just 2.5%, and the 12-month average price per total square foot is down only 0.8%, suggesting values have softened only modestly rather than fallen sharply.

New Communities
(neighborhoods built after 2015)

Even though home sales in the New Communities slowed from February, the market was still stronger than it was a year ago. The 11 homes that closed in March were 22% higher than March 2025 and 28% above the seven-year March average, which shows buyer demand remains healthy. At the same time, inventory continues to build. Months of inventory, which measures the balance between supply and demand, rose slightly to 4.1 months from 3.9 in February. Since 4 to 5 months of inventory is typically considered a balanced market, current conditions suggest home prices should remain relatively steady for now. It is also important to remember that many builders do not report all of their active listings and sales in the MLS, so actual sales activity and inventory in these neighborhoods is higher than the numbers shown here. Even so, the 41 active listings at the end of March were still 131% higher than the seven-year March average of 18.

The average sales price in March was $1,198,143, up 5.4% from March last year. A better measure of the pricing trend is the 12-month average, which smooths out these month-to-month fluctuations. By that measure, the average sales price was $1,100,576, up 0.6% from the prior 12-month period, while the 12-month average sales price per total square foot rose 1.9% to $238. That points to a market where pricing is still stable to slightly higher.

There were 15 new listings during the month, which was 59% higher than the seven-year March average of 6. That jump in new listings, combined with rising inventory, suggests buyers are gaining more choices and slightly more negotiating power than they had earlier. The market is still holding up well, but inventory levels will be important to watch over the next several months. If months of inventory rises to 5 or more, pricing will likely start to face more downward pressure.

CASTLE PINES MARKET STATISTICS—Original Communities

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

Single Family Homes	2024 Jan 1– Dec 31	2025 Jan 1– Dec 31	% Change from 2024	2026 Jan 1– Mar 31	% Change from 2025
Average Sales Price	$1,124,154	$1,073,134	**-4.5%**	$959,363	**-10.6%**
Average Sales Price/Total Square Feet	$236	$237	**0.4%**	$233	**-1.7%**
Average Above Ground Square Ft. Sold Homes	2,834	2,830	**-0.1%**	2,684	**-5.2%**
Average Days to Sell the Home	36	38	**5.6%**	58	**52.6%**
Number of Homes Sold	142	144	**1.4%**	30	**N/A**

Based on information from REcolorado®, Inc. for the period 01/01/2024 through 3/31/2026 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.

THINKING OF SELLING YOUR CASTLE PINES HOME?

Get your free copy of the Castle Pines Home Sellers Guide packed with 20 pages of essential tips, market stats, and insights every home seller should know.

WHAT THEY ARE SAYING ABOUT DOUG AND HIS TEAM

I have used Doug to buy and sell homes three times, and I can say without a doubt, that I would never use another realtor. Doug is as reliable as they come. He is so knowledgeable and has a good eye for what I'm looking for in a home. When it comes to being reliable, Doug is second to none. He is very good with communication and has tons of useful information that you need when moving. I can't recommend him enough!

Jackie – Castle Rock

My husband and I have used Doug twice, once as buyers and most recently as sellers. He has been the most thorough and customer-oriented realtor we have ever had the pleasure of working with. He has a thorough knowledge of the market, especially in Douglas County. Doug went out of his way to ensure we were comfortable with the price we were setting for our sale and communicated with us throughout the process. He is the only realtor we have ever worked with who pays to have your home pre-inspected to avoid surprises later on. He even came over and helped us move a couple of items that were too big to manage on our own. We recommend Doug without reservation to anyone looking to buy or sell a home!

Anne & Adam – Castle Pines

Monthly Average Historical Interest Rates (30 YR fixed Freddie Mac)	
3/31/2026	**6.38%**
12/31/2025	**6.15%**
9/30/25	**6.34%**
6/30/25	**6.77%**
3/31/25	**6.65%**

CASTLE PINES MARKET STATISTICS—New Communities

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

Single Family Homes	2024 Jan 1– Dec 31	2025 Jan 1– Dec 31	% Change from 2024	2026 Jan 1– Mar 31	% Change from 2025
Average Sales Price	$1,094,437	$1,084,437	**-0.9%**	$1,112,684	**2.6%**
Average Sales Price/Total Square feet	$237	$236	**-0.4%**	$239	**1.3%**
Average Above Ground Square Ft. Sold Homes	2,760	2,784	**0.9%**	2,792	**0.3%**
Average Days To Sell	64	60	**-6.3%**	57	**-5.0%**
Number of Homes Sold	96	109	**13.5%**	30	**N/A**

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