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

CASTLE PINES

Real Estate News ~ 2nd Quarter 2024

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.

Common Homeowner Questions

These are the questions I have been asked the most often over the past month:

1) How does a presidential election affect home sales and prices?

According to Ali Wolf, Chief Economist at Zonda (a housing data research firm), home sales typically slow in November of presidential election years. However, sales typically pick up in the months following November. Home sales increased in 9 of the past 11 years after a presidential election with 1980 and 1988 being the exceptions. Home prices have increased the year after 7 of the last 8 presidential elections with the exception being the 2008 election when the Great Recession was starting. For most Americans, election results will have little direct effect on their income and therefore should not significantly impact their decision to buy or sell a home according to Bankrate. An election year doesn't alter the price trend that is already happening in the market.

2) When are mortgage rates going to fall?

Unfortunately interest rates are not expected to drop substantially over the next year. The average rates forecasted by Fannie Mae and the Mortgage Bankers Association for a 30 year mortgage are 6.8% at the end of September 2024, 6.65% at the end of December 2024, 6.5% at the end of March 2025 and 6.4% at the end of June 2025. Homeowners who are waiting for interest rates to drop before they sell (or buyers waiting to buy) will likely be waiting a long time.

3) Won't mortgage rates fall in September when the Federal Reserve is expected to cut rates.

No. This is a very common misconception. The interest rate controlled by the Federal Reserve is an overnight bank interest rate. Mortgage rates, which are long term interest rates, are most closely aligned with the 10 year U.S. treasury rate. Mortgage rates incorporate what the Federal Reserve is <u>expected</u> to do. Mortgage rates today have already priced in a Federal Reserve rate cut of 0.25% in September. Mortgage rates would only drop in September if the Federal Reserve drops rates further than the expected 0.25% decrease.

4) Is the equity I have in my home safe? Will home prices fall?

The number of homes for sale is still low compared to historical standards, both in metro Denver and nationally. Inventory is rising in metro Denver quicker than in the rest of the U.S., but is still only at 3 months. 4 to 5 months of inventory is considered a balanced market. Inventory levels at 3 months should continue to support home prices over the next 3 to 6 months. If inventory levels move above 5 months then home prices could start to fall. Nationally, the 7 major real estate forecasters are expecting home prices to rise on average 2.8% in 2024 and similar increases are still expected in 2025. Home prices normally move down seasonally into the fall and winter, but no major decrease in home prices is expected.

How to Avoid Costly Housing Mistakes Before and After a Divorce

Navigating a divorce is never easy, and deciding what to do with your home is one of the most critical choices you'll face. In this challenging time, you deserve clear, unbiased information to help you make decisions that align with your new reality.

Are you unsure whether to stay in your current home or sell it for a fresh start? Will the familiar surroundings bring you comfort and emotional security, or unpleasant memories? Only you can answer those questions, but there will almost certainly be some financial repercussions to your decision. What can you afford? Can you manage the old house on your new budget? Is refinancing possible? Or is it better to sell and buy? How much house can you afford on your new budget?

Get the clarity you need with our FREE special report, "Divorce: What You Need to Know About Your House, Your Mortgage and Taxes." This comprehensive guide, prepared by industry experts, offers straightforward answers to your most pressing questions and helps you navigate your options without the added emotional stress.

Don't let uncertainty add to your burden. Request your free report today and take the first step towards making informed, confident decisions about your home and future.

To view a free copy of this report, visit:

www.SellDueToDivorce.com

A FEW OF THE HUTCHINS TEAM 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!

761 Briar Ridge Ct
Castle Pines
5 Beds, 4 Baths, 3,318 sq. ft.!
Backs to Open Space! New Carpet! Stunning Hardwood Floors and Kitchen!

5824 Los Olivia Pt
Parker
4 Beds, 4 Baths, 4,909 sq. ft.!
Full Walkout Basement! Stunning Gourmet Kitchen! Luxurious Master Bath!

5745 N Mesa Drive
Castle Rock
4 Beds, 4 Baths, 7,663 sq. ft!
Awesome home on a 2 acres. Stunning Mountain Views! Indoor Pool!

1050 Timbercrest Dr
Castle Pines
3 Beds, 3 Baths, 3,840 sq. ft.
Main level living in coveted Forest Park neighborhood! Beautiful Landscaping!

7066 Forest Ridge Circle
Castle Pines
6 Beds, 6 Baths. Towering Ponderosa Pine Trees! Stunning Remodel! Incredible Basement Bar and Entertaining Area!

4901 Preserve Parkway N
Greenwood Village
6 Beds, 9 Baths, 9,403 sq. ft.
Extraordinary Custom Home Backing To Nature Preserve! Built in 2020!

9365 Carmel Court
Lone Tree
4 Beds, 4 Baths, 2,981 sq. ft!
Awesome Lone Tree townhome with private, fenced yard!

CASTLE PINES MARKET COMMENTARY

Original Communities
(neighborhoods built before 2015)

Inventory is increasing but home prices are holding steady in the Original Communities. There were 33 active listings at the end of June, which is the highest number of homes available for sale since June 2020 when 39 homes were for sale. Despite this increase, the 33 homes available for sale are still below the 7 year June average of 36 homes for sale. Inventory in Castle Pines has not risen quite as quickly as in metro Denver, where inventory levels are 41% higher than the 7 year June average.

Home prices have increased slightly. The average sales price of $1,171,590 is up 16.6% from the 2023 average and the average price per square foot of $394 is up 9.4% compared to 2023. However, due to the few number of sales in Castle Pines and the change in the mix of homes sold (custom sales versus tract home sales), the average sales price can be deceiving. More large and custom homes have sold in 2024 compared to 2023, which is driving up the average price, not actual increases in home prices. Adjusting for these differences, home prices are really only up 1% to 3% in the Original Communities.

June was a strong sales month with 20 homes closing, which is right in line with the 7 year June average. However, at the end of June there were only 8 pending home sales. The 7 year June average is 22 pending home sales at the end of the month. Overall, buyer activity continues to be depressed due to continuing high mortgage rates. At the current sales pace, around 140 homes are expected to sell in 2024, which is up from 2023 but down from the historical average of around 200 homes selling annually.

Inventory would be expected to rise with the slower sales pace. However, inventory has not risen drastically as fewer new listings are coming on the market. There were only 20 new listings that came on the market in June, which is 33% below the 7 year June average of 30 new listings. This trend of fewer new listings has been prevalent in 2024.

Months in inventory, which is a gauge of supply versus demand, has increased to 3.1 months based on the sales pace of the prior 12 months. This is the first time months in inventory has exceeded 3 months since June 2019. Typically 4 to 5 months of inventory is considered a "normal" market. 3 months of inventory indicates prices should stay flat or rise slightly over the next 3 to 6 months.

New Communities
(neighborhoods built after 2015)

Inventory is climbing in the New Communities and it is taking substantially longer for homes to sell. There were 29 homes for sale at the end of June, which is 52% above the 4 year average of 19 homes for sale (a 4 year average is used because the New Communities first had substantial sales in 2019). It has taken 66 days on average for a home to sell in the first half of 2024, which is 50% higher than the 2023 average of 44 days. The longer time to sell is typical in new build communities. Existing homeowners are competing with builders, which typically drives up the time on market for existing homeowners wishing to sell. Buyers typically prefer new construction so an existing home is typically on the market longer in new build communities.

It is important to remember in the New Communities that builders do not report all sales or all inventory in the MLS system. Of the 29 active homes for sale at the end of June, only 1 was a new construction home. Also, of the 44 sales in the first six months of 2024, only 12 were new construction. Resales, versus new construction sales, are roughly half the activity in the New Communities when you include activity not in MLS. This ratio will continue to grow as resales will outpace new construction.

The average home price and average price per square foot have been holding steady in the New Communities. Even though more resales are occurring, home builders are still driving home prices and keeping prices steady. There is currently 3.3 months of inventory available. This inventory level would indicate home prices should remain steady or rise slightly over the next 3 to 6 months in the New Communities.

CASTLE PINES MARKET STATISTICS—Original Communities

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

Single Family Homes	2022 Jan 1—Dec 31	2023 Jan 1– Dec 31	*% Change from 2022*	2024 Jan 1– June 30	*% Change from 2023*
Average Sales Price	$1,088,088	$1,004,456	**-7.7%**	$1,171,590	**16.6%**
Average Above Ground Square Ft. Sold Homes	2,917	2,805	**-3.8%**	2,953	**5.3%**
Average Price/Square Foot Above Ground	$373	$360	**-3.5%**	$394	**9.4%**
Average Days to Sell the Home	18	31	**72.2%**	34	**9.7%**
Number of Homes Sold	168	128	**-23.8%**	74	**NA**

Based on information from REcolorado®, Inc. for the period 01/01/2022 through 6/30/2024 for Single Family Homes. Not all properties were listed and/or sold by Kentwood Real Estate. 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

Doug Hutchins and his team at Kentwood Real Estate are outstanding! Doug goes above and beyond what we expected. We have lived all over the country in several different cities so we have dealt with many Realtor's over the years. Doug definitely provided the best service to us we have ever received from a Realtor. Plainly put Doug does his homework when it comes to marketing your home and provides you with an abundance of information to help you understand what the current market is doing. Then he lays out for you his marketing strategies for your home. We have usually offered a home warranty to potential buyers of previous homes and would pay for that ourselves. Doug not only provides a home warranty for your buyer but also provides you as the seller with a home warranty while you have your home on the market and under contract with him. Doug also provides some guarantees to you as a seller that no other Realtor has ever offered us. Other sellers should really check these out with Doug! Doug's Administrative Assistant, Cathy, was also an absolute joy to work with as well throughout the whole process of selling our home. Doug and his team make you feel very comfortable and stress free when the sale of your home is in their hands. Trust me when I say it was the best experience we have ever had with any Realtor we have ever hired! Our heartfelt thanks go out to Doug and his team!!

Brian & Barbara — Castle Pines

Monthly Average Historical Interest Rates (30 YR fixed Freddie Mac)	
6/30/24	**6.86%**
3/31/24	**6.79%**
12/31/23	**6.62%**
9/30/23	**7.31%**
6/30/23	**6.71%**

CASTLE PINES MARKET STATISTICS—New Communities

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

Single Family Homes	2022 Jan 1– Dec 31	2023 Jan 1– Dec 31	*% Change from 2022*	2024 Jan 1– June 30	*% Change from 2023*
Average Sales Price	$1,043,344	$1,194,519	**14.5%**	$1,147,816	**-3.9%**
Average Above Ground Square Ft. Sold Homes	2,757	2,944	**6.8%**	2,797	**-5.0%**
Average Price/Square Foot Above Ground	$385	$406	**5.5%**	$408	**0.5%**
Average Days To Sell	26	44	**69.3%**	66	**50.0%**
Number of Homes Sold	121	85	**-29.8%**	44	**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 01/01/2022 through 6/30/2024. Not all properties were listed and/or sold by Kentwood Real Estate. Content maintained by REcolorado®, Inc. may not reflect all real estate activity in the market.

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Kentwood Real Estate

REALTOR® EQUAL HOUSING OPPORTUNITY

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CHECK YOUR CURRENT CASTLE PINES HOME VALUE HERE

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www.DiscoverCastlePines.com