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

CASTLE PINES

Real Estate News ~ 3rd Quarter 2025

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 3.6% more money than the average agent. This equates to $39,000 more 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 to 6/30/25

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

What Will It Take To Sell A Home In 2026?

Home prices in Metro Denver and Castle Pines have softened slightly, while inventory remains higher than in recent years. Economists expect modest price gains of around 2% nationwide in 2026, but the price increases are being driven by the Midwest and Northeast. Here in metro Denver and Castle Pines, prices will likely stay flat in 2026 or fall slightly unless mortgage rates come down significantly. In short, selling in Castle Pines in 2026 will require a solid plan and a real commitment to sell. It will not be the type of market where sellers can "test the waters" or expect a record-breaking price.

Buyers will be cautious and pricing will be critical in 2026. To sell successfully, homeowners must price based on current market realities, not on peak pricing from a few years ago. Home condition will also be crucial. Updated, move-in ready homes will be the ones attracting strong activity and faster sales.

If you are thinking of selling in 2026, use the time between now and 2026 to make smart improvements that pay off. Focus on key updates buyers love. A major remodel right before selling rarely gets a dollar-for-dollar return. Instead, target improvements that provide visible value such as fresh paint in neutral colors, updated lighting and fixtures, new carpet or upgraded flooring and refreshed landscaping. If a space feels worn or outdated, today's buyers will notice.

Consider a pre-listing home inspection. Because inspections are causing so many cancellations (roughly 20% of contracts are falling out in metro Denver), identifying and fixing issues ahead of time can help keep your sale on track. Look especially at roof age and condition, HVAC and water heater functionality, electrical and plumbing systems, windows and foundation concerns. This proactive step builds buyer confidence and can reduce concessions later.

Tackle any deferred maintenance. Little problems can become big contract breakers. Repair items like cracked tiles, slow drains, peeling paint, stained carpet and broken door hardware. Buyers today want a home that feels well-cared-for. Selling in 2026 will take substantially more preparation and commitment than in the past decade. But with the right plan — smart updates, strong pricing, and great presentation — you can still achieve an excellent result.

If you're thinking about selling next year, now is the perfect time to start planning. I'm happy to help you prioritize improvements and provide a personalized strategy to maximize your home's value in 2026. Would you like a free consultation to review your home's condition and help you prepare a gameplan for next year? I'm here when you're ready!

Don't Make These Costly Mistakes When You Sell Your Castle Pines Home!

Selling your home is one of the biggest financial decisions you'll ever make — and even small missteps can lead to major money left on the table. Unfortunately, most homeowners are unaware of the most common pitfalls until it's too late.

A free industry report reveals the 7 most expensive mistakes home sellers make in today's market — and more importantly, how to avoid them. You'll also receive a proven 9-Step System that helps homeowners sell faster and for the highest possible price.

Here's a preview of what's inside:

1) Why outdated selling strategies no longer work — and what top agents are doing instead
2) The surprising factor that causes buyers to skip over listings… even when the home is a great match
3) The #1 pricing mistake that instantly weakens your negotiating power
4) How a few smart decisions early on can add thousands to your final sale price

Whether you're selling next month or next year, this report gives you the insider knowledge many homeowners wish they had before they listed.

The best part? Every one of these mistakes can be prevented. Unlock the full details in the FREE Special Report: The 9 Step System to Get Your Home Sold Fast and For Top Dollar.

Claim your free copy now at:

7SellerMistakes.com

Don't put your home on the market without this information. The right strategy can make the difference between a disappointing sale — and a big win.

www.DiscoverCastlePines.com

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!

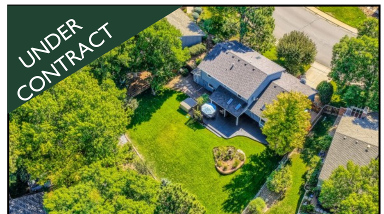
7411 S Curtice Ct
Littleton
6 Beds, 4 Baths, 4,327 sq. ft.
Mountain Views! 0.34 Acre Cul de Sac Lot! Finished Walkout Basement!

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 to 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!



3765 E Easter Drive
Centennial
4 Beds, 3 Baths, 3,176 sq. ft.
Private Backyard Oasis! 0.29 Acre Lot! Remodeled and Expanded Kitchen!

10529 Dacre Place
Lone Tree
5 Beds, 4 Baths, 4,833 sq. ft.
0.34 Acre Lot Backing To Greenbelt With Mountain Views! Walkout!

CASTLE PINES MARKET COMMENTARY

Original Communities
(neighborhoods built before 2015)

September was a quieter month for home sales in the Castle Pines, CO Original Communities. Only 8 homes closed, which is 52% below the 7-year average for September (17 closings). With fewer buyers completing purchases, inventory rose from 34 homes at the end of August to 41 homes at the end of September. That is 46% above the typical level for this time of year. So far in 2025, just 115 homes have sold, and the year is on track to be one of the slowest sales years in more than a decade, slightly above the low of 128 homes sold in 2023.

Interestingly, new listings actually increased in September. 19 homes hit the market, slightly above the 7-year average of 18. More homeowners are deciding to sell, which means more competition for those already on the market. As long as demand remains soft, inventory will likely continue to grow through Fall.

While prices remain high by historical standards, the data shows slight downward pressure. The rolling 12-month average sales price was down 3.3% year-over-year from $1,123,554 to $1,086,333. The rolling 12-month average price per sq. ft is down 2.0% year-over-year from $239 to $234. Because monthly closings are limited, individual sales can swing the averages. That's why the 12-month rolling trend is the best indicator—and right now, that trend suggests pricing has cooled slightly.

It took 41 days to sell a home in September, which is only 18% higher than the long-term September average (35 days). Buyers are taking more time, but well-prepared and well-priced homes continue to move.

A key metric to watch is Months of Inventory (MOI)—the time it would take to sell existing homes if no new listings came on the market. It is 3.4 months using the recent 3-month sales pace and 5.1 months if only looking at September closings. A 3 to 4 month MOI typically indicates a balanced market with flat pricing. As we move into the slower seasons, the shift toward 5+ months signals continued downward price pressure if buyer demand doesn't improve.

If you're considering selling, preparation and pricing strategy will matter more than ever.

New Communities
(neighborhoods built after 2015)

Home prices in the Castle Pines, CO New Communities are also showing a gradual cooling trend. The 12-month rolling average sales price has slipped 2.1% year-over-year, from $1,141,170 to $1,085,254. Pricing per square foot is also slightly lower, moving from $239 to $236, a 1.1% decrease. Homes are still selling, but buyers are clearly taking longer to make decisions. In September, the average time on market jumped to 83 days, compared to a 64 day average over the past year. That increase highlights a more patient and selective buyer pool. At the end of September, there were 37 homes listed for sale — fewer than the 44 available at the end of August, but higher than the 34 listed a year ago. And importantly, this only reflects the homes listed in the MLS. Builders often hold additional inventory "off-MLS," so buyers actually have more options than the published numbers show.

Just 10 new listings hit the market in September, 20% below the 4-year average for the month (13 listings). That lower input of new homes helped balance out supply—especially since 12 homes closed, which is 37% above the recent average. With stronger sales, Months of Inventory improved from 3.7 months in August to 3.1 months in September.

With active construction underway, builders are keeping sales moving by offering interest-rate buydowns, closing cost credits, and other buyer incentives. These offerings help maintain sales momentum — but they also create pricing pressure on resale homes, which must compete with brand-new options and attractive financing packages.

As we move into the slower selling season demand is expected to remain steady but limited. Inventory will likely stay elevated and prices will likely drift down a few more percentage points.

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– Sept 30	% Change from 2024
Average Sales Price	$1,004,456	$1,124,397	**11.9%**	1,086,393	**-3.4%**
Average Sales Price/Total Square Feet	$227	$237	**4.4%**	$245	**3.4%**
Average Above Ground Square Ft. Sold Homes	2,805	2,830	**0.9%**	2,854	**0.8%**
Average Days to Sell the Home	31	35	**12.9%**	31	**-11.4%**
Number of Homes Sold	128	141	**10.1%**	115	**NA**

Based on information from REcolorado®, Inc. for the period 01/01/2023 through 9/30/2025 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 am excited to announce that for the 16th year in a row I have been recognized as a Five Star Agent by Five Star Professionals. The Five Star Award recognizes real estate agents who receive the highest customer satisfaction ratings from their clients. Less than 70 agents out of 24,000 in metro Denver have won this award 16 straight years!

What is the Five Star Professionals Five Star Award? Five Star Professionals recognizes licensed real estate agents in metro Denver who provide the highest level of overall customer satisfaction to their clients. Their research team takes consumer and peer feedback to distinguish their candidates, then looks at their experience, conducts a regulatory check, and then talks to candidates and gathers information on their practice in order to evaluate them for the award. From all of this, less than 6% of candidates received the Five Star award in 2025. This research and award have only been conducted and presented for 16 years in metro Denver and I have won this award every year since it was started. The award winners were announced in the July 12th issue of the Denver Post. I have created a proven system that consistently provides a superior customer experience to my clients. It takes skill, consistency, and a commitment to excellence win this award year after year. If you would like to receive this award winning service while selling your home, call me to learn more!

Monthly Average Historical Interest Rates (30 YR fixed Freddie Mac)	
9/30/2025	**6.34%**
6/30/2025	**6.77%**
3/31/2025	**6.65%**
12/31/2024	**6.91%**
9/30/24	**6.08%**

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– Sept 30	% Change from 2024
Average Sales Price	$1,194,519	$1,104,850	**-7.5%**	$1,083,705	**-1.9%**
Average Sales Price/Total Square feet	$233	$239	**2.6%**	$238	**-0.4%**
Average Above Ground Square Ft. Sold Homes	2,944	2,784	**-5.4%**	2,818	**1.2%**
Average Days To Sell	44	62	**40.1%**	55	**-11.3%**
Number of Homes Sold	85	93	**9.4%**	89	**NA**

Based on information from REcolorado®, Inc. for the period 01/01/2023 through 9/30/2025. Builders do not report all sales to REcolorado®, Inc. 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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CastlePinesHomeValue.com

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