

# THE WINDERMERE REPORT

WINDERMERE REAL ESTATE | DENVER

NOVEMBER 2018

## VITAL SIGNS

A market snapshot

## THE 4 MOMENTS OF TRUTH

What's important for sellers

## WHAT WE KNOW

Our crystal ball

## GIVING THANKS

We're grateful for you!

## SAVE THE DATE

Market Forecast is scheduled

## TOP BUILDERS

Here are the top 10 National Builders ranked by yearly closings:

1	DR Horton	45,751
2	Lennar	29,394
3	Pulte	21,052
4	NVR	15,961
5	KB	10,909
6	Taylor Morrison	8,032
7	Meritage	7,709
8	Hovnanian	5,602
9	Toll	7,151
10	Beazer	5,252

Source: NAHB



WindermereColorado.com



## VITAL SIGNS

With all the talk about our changing market, we thought we would show you exactly what is happening in our market today...

	Homes Currently for Sale	Closings Last 12 Months	Average Price	Days on Market
<b>DENVER METRO</b>	<b>6,514</b>	<b>30,626</b>	<b>\$523,224</b>	<b>24</b>
<i>vs. Last Year</i>	14.42%	-3.5%	9.16%	-4.0%

Source: DMAR

## THE 4 MOMENTS OF TRUTH

Our market is clearly cooling off and is shifting to be more in the buyer's favor. Gone are the days of just throwing a property in the MLS and expecting multiple offers. There are the four "moments of truth" where a potential buyer experiences a home for the first time and in these moments the experience must be world class.

1. The online photography and virtual tour
2. The property brochure
3. The yard signage
4. The arrival through the front door



## WHAT WE KNOW

As markets shift, a phrase that clients will sometimes say is, "We want to wait and see what happens." Based on our experience and our research, here is what we are certain of:

- ▶ Economic forces will continue to push mortgage rates higher, some experts predict to as high as 6% within 18 months.
- ▶ Prices have averaged a 5% per year increase over the last 40 years.
- ▶ The fundamentals of the Front Range economy are strong with low unemployment and high demand for housing.



## SAVE THE DATE

It's time to save the date! The Windermere Market Forecast is booked for Wednesday, January 16th at 5:30 pm. We will be live at the Wellshire Event Center. Hope to see you there!

## GIVING THANKS

It is the season to give thanks and we at Windermere Real Estate in Colorado are so grateful for our clients. This past year we have had the opportunity to help over 800 people buy and sell their home. Thank you!



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