

## SUPPLY SIDE

A fundamental truth

## RESILIENCY

A buyer’s valuable trait

## “NO” INVENTORY

The truth about inventory

## TAKE A LISTEN

New podcast

## GIVING BACK

Community Service Day

## WHAT A DIFFERENCE A YEAR MAKES

Average Sales Prices for Single-Family Homes 2020 vs. 2021:

	2020	2021
Larimer County	\$500,538	\$543,753
Weld County	\$408,556	\$480,814
Metro Denver	\$548,670	\$699,039

Source: IRES & DMAR

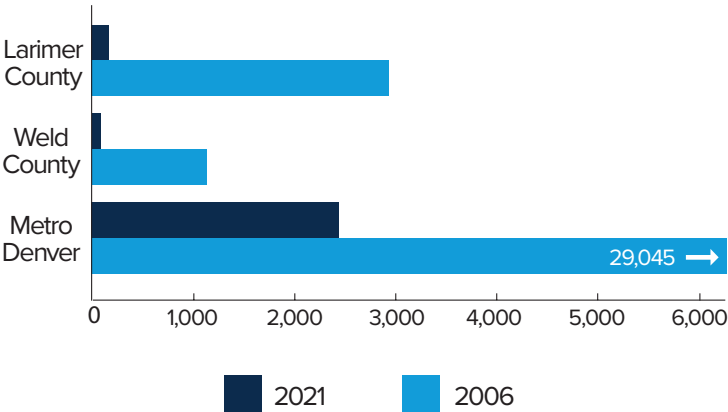
## SUPPLY SIDE

One of the fundamental differences between today’s market and the last time there was a slowdown in Front Range real estate is supply.

Simple economic rules tell us that in order for prices to fall, there must be some combination of a significant increase in supply or decrease in demand.

15 years ago, supply of homes in our market was drastically different. Back then, the amount of inventory combined with a weak economy caused prices to flatten and drop slightly here.

However, today the inventory is a fraction of what it was then. Plus, the economy is growing. This is one of the many reasons we expect a continued increase in prices.



## RESILIENCY

One of the most valuable traits that a buyer can demonstrate today is resiliency. A successful purchase agreement and accepted offer today sometimes requires two, three, or even more attempts. This can be disheartening, and some buyers even consider giving up. However, what we have noticed is that buyers who can demonstrate resilience, end up with a property that makes them so happy. Plus, they are very happy with their low interest rate and appreciating property!



## TAKE A LISTEN

Take a listen to the new Colorado Living Podcast where you get real, raw, authentic insights into the Front Range market.



## “NO” INVENTORY

Words matter. We find the exaggerated description of today’s inventory levels to be misleading. “There’s no inventory,” simply isn’t true. What is true is that standing inventory is down because properties sell fast. The number of new listings hitting the market is actually up considerably from last year, and nearly as high as two years ago. There is inventory, but it tends to go from ‘active’ to ‘pending’ in short order.

## GIVING BACK

On Friday June 11th, Windermere offices across our entire network will close for a day of service. It’s our chance to give back to the communities that give us so much.

