

# THE WINDERMERE REPORT

WINDERMERE REAL ESTATE | DENVER

MARCH 2019

## LUCKY

The luck of the move-up buyer

## MULTI MULTIPLES

Townhomes on the rise

## TIMING, TIMING

The spring market

## DID YOU KNOW?

Mortgage delinquency facts

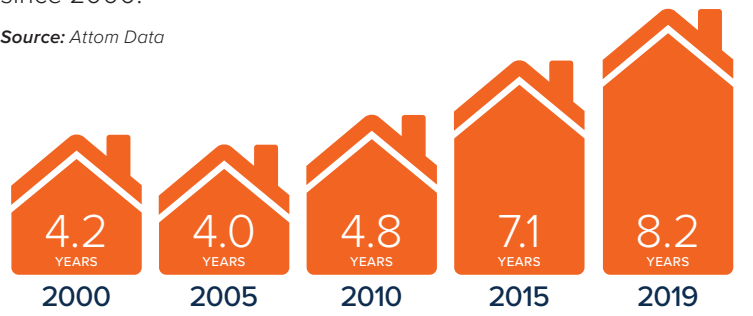
## NEW WEBSITE

New client resource

## TENURED

People are living in their homes longer than usual. Here is a look back at how homeowner tenure has changed since 2000:

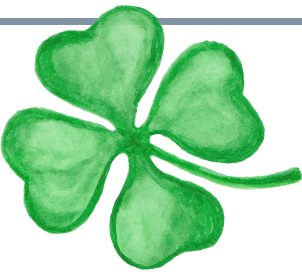
Source: Attom Data



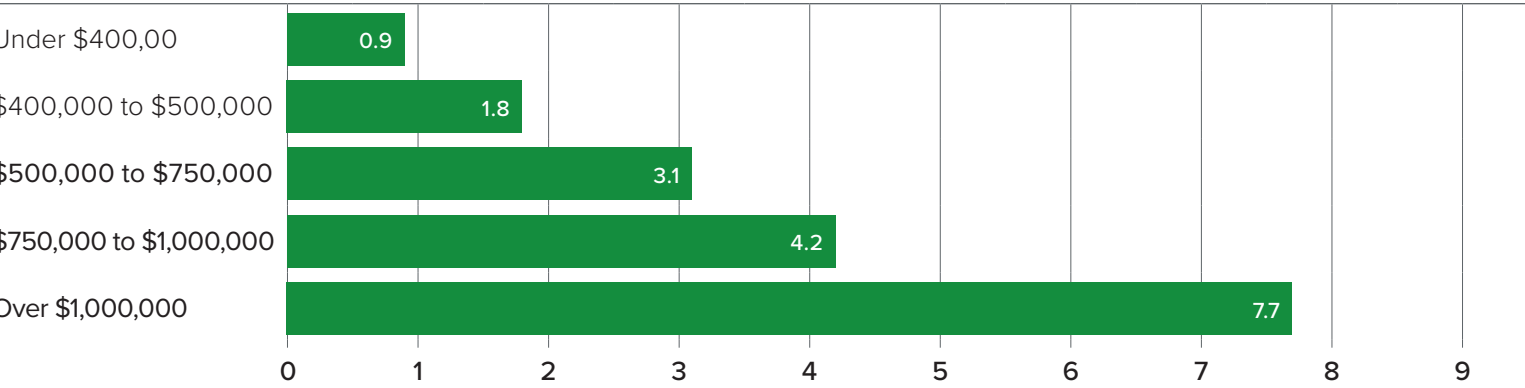
WindermereColorado.com

## THE LUCK OF THE MOVE-UP BUYER

The lucky ones in today's market are the move up buyers. Why? Because they can sell in a strong market and buy in a market which is not as strong. We look at months of inventory to measure if a market favors sellers or favors buyers. The higher the number, the better for buyers. Here's how this looks for Metro Denver:



### METRO DENVER MONTHS OF INVENTORY



## MULTI MULTIPLES

According to Metrostudy, the fastest-growing sector of the new home market is multi-family and specifically townhomes. There are more new townhomes being built than ever before and now represent 27% of all new product being built along the Front Range.



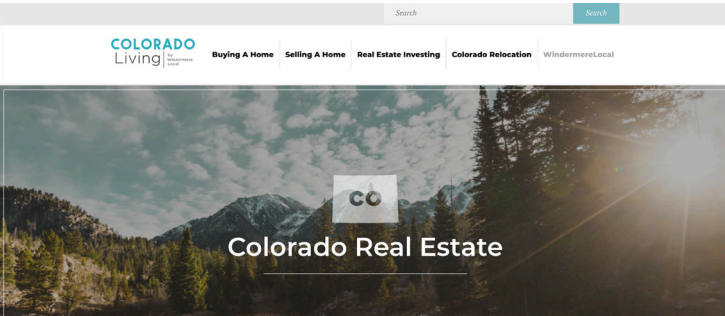
## TIMING, TIMING

The spring selling season is upon us. If buyer activity is the gauge, then now through June is the best time to list a home. Some facts about the spring season:

- Days on market are at their lowest April thru June, and are twice as high in December and January
- Average prices tend to peak in the spring
- There are 30% more closings in April thru June compared to September and October

## NEW WEBSITE

A new website has been launched which is a terrific, easy-to-use resource for our clients. Want to see the latest market trends? Curious to see the process of buying or selling a home? Interested in what it takes to own investment property? Be sure to visit [www.ColoradoLivingBlog.com](http://www.ColoradoLivingBlog.com)



## DID YOU KNOW?

The fact that the mortgage delinquency rate is at its lowest level since 2000 demonstrates the health of the U.S. real estate market and the economy. Only 4.06% of all loans are delinquent, which means a payment is more than one-month past due. Additionally, only 0.95% of loans are in foreclosure which is the lowest since 1996.



WINDERMERE COLORADO.COM

