

# THE WINDERMERE REPORT

WINDERMERE REAL ESTATE | DENVER

SEPTEMBER 2021

## ALL ABOUT JOBS

Employment news

## FOREIGN FUNDS

International buyer activity

## PRICE IS RIGHT

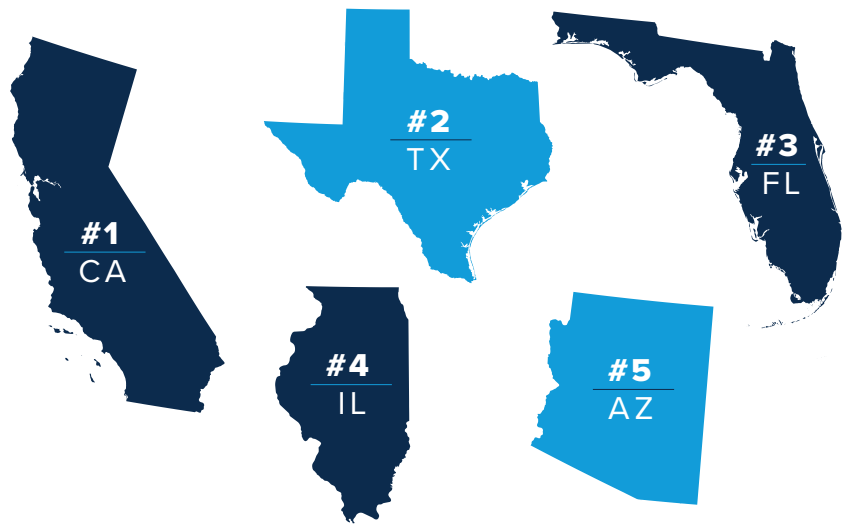
Day 1 pricing is important

## NEW GARNDER REPORT

Quarterly market update

## THE TOP STATES

that people move from when migrating to Colorado



Source: Colorado State Demographer

## ALL ABOUT JOBS

Job growth drives real estate growth. This is a simple rule that applies to all primary home markets like the Front Range of Colorado. **Jobs and wages must grow for real estate to grow.**

There is some very positive and very interesting news when it comes to jobs in Colorado:

- ▶ Colorado has added **92,900** non-farm jobs so far in 2021
- ▶ Since April of 2020, **276,400 non-farm** payroll jobs have been added in the state
- ▶ The **fastest-growing job sectors** in Colorado are: Leisure & Hospitality. Trade, Transportation & Utilities. Professional & Business Services

Source: Bureau of Labor Statistics



## FOREIGN FUNDS

According to new research from the National Association of REALTORS®, **international buyers purchased 107,000 U.S. residential properties** totaling \$54.4 billion from April 2020–March 2021. This is down 31% and 27%, respectively, from the previous year and the lowest volumes since 2011. China, Canada, India, Mexico, and the United Kingdom were the top five countries of origin by U.S. residential sales dollar volume. **The top U.S. destinations for foreign buyers were Florida, California, Texas, Arizona, New Jersey, and New York.**

## NEW GARDNER REPORT

The new quarterly market report from our Chief Economist is now available. Reach out to us to receive your copy.



## PRICE IS RIGHT

Last month, based on research from the Denver Metro Association of REALTORS®, 10 percent of properties that closed recently, reduced their listing price at some point during the listing process. **These properties took four times as long to sell** versus properties that did not need a price reduction. Pricing a property correctly on day one is vitally important.

