



1608 S. Broadway
Denver, CO 80210



TERRI V JAMES
303.518.8564
terrivjames@gmail.com
www.terrivjames.com

INSIGHTS INSIGHTS
INSIGHTS INSIGHTS
INSIGHTS INSIGHTS

INSIGHTS Q1 2025

In This Issue:

- Denver Market Update
- Maximize Your Home's ROI with these Spring Home Improvement Projects
- A look at Denver's housing market, 5 years since COVID
- Spring & Summer 2025: What's Ahead for the U.S. Real Estate Market?
- Whats Up & Coming with Terri?



INSIGHTS



MARKET UPDATE

The Denver real estate market is gaining momentum as we head into spring, with detached home sales up 5% year-over-year, thanks to increased buyer confidence, expanded inventory, and builder incentives. Attached home sales declined 7–10%, largely due to rising HOA fees and shifting buyer preferences. Median home prices rose 2.1%, showing stable growth that supports both buyers and sellers.

Mortgage rates remain between 6.25%–7%, but creative financing solutions—such as builder rate buy-downs and preferred lender programs—are helping buyers stay competitive. Inventory continues to rise gradually, giving buyers more choices and encouraging sellers to focus on strong pricing and presentation. Homes that are well-prepared and priced correctly are still seeing multiple offers, especially in highly desirable neighborhoods.

Affordability remains a key concern, particularly for first-time buyers, but demand is holding steady in areas that offer energy-efficient new builds, lifestyle amenities, and access to assistance programs. As Q2 begins, the market is expected to maintain this balanced pace with steady interest from well-informed and intentional buyers.

2025 SO FAR:



First-Time Buyers Returning

First-time homebuyers are making a comeback, now making up nearly 33% of total home sales



Inventory Surge Since 2021

Active listings nationwide have increased by over 300% compared to early 2021



Home Prices Stabilizing

After years of rapid growth, home prices are expected to rise modestly by 1–3% in 2025



Days on Market Are Up

Homes are spending a national median of 27–30 days on market.

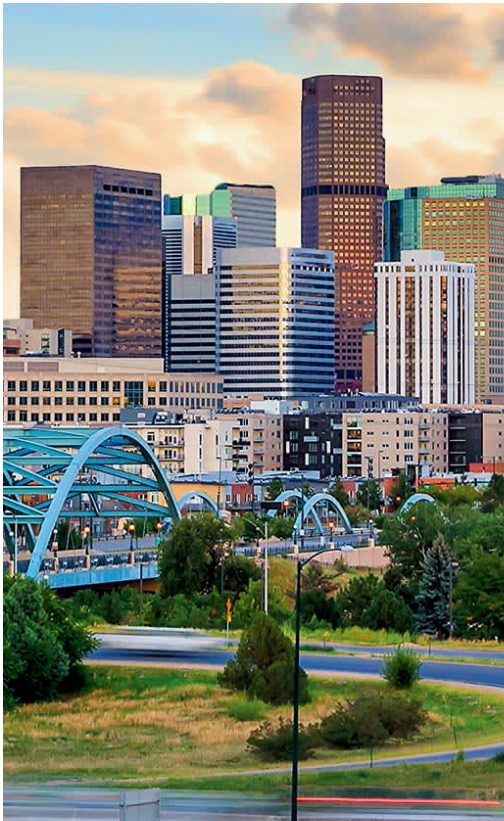
Maximize Your Home's ROI with these Spring Home Improvement Projects



Spring arrives a bit later in Denver than in other parts of the country, but by March, longer days, rising temps, and signs of new life start to emerge—making it the perfect time to refresh your home. After a long winter, Denver homeowners can boost their property's appeal and value with smart seasonal upgrades. From simple repairs and fresh paint to high-impact projects like kitchen remodels, patio additions, and energy-efficient upgrades, these improvements offer strong ROI and make homes more market-ready. Curb appeal is key in Denver's competitive housing market, while outdoor living spaces and sustainable features like smart thermostats and LED lighting are increasingly desirable. Whether you're preparing to list or just want to enjoy your home more this year, spring is the ideal season to invest in thoughtful home improvements.

A look at Denver's housing market, 5 years since COVID

The Denver real estate market is entering its spring season with more balance and stability compared to the intense pandemic years. Inventory has significantly improved, with nearly 10,000 active listings in March 2025—up more than 400% from the same time in 2021—giving buyers more options and time, as homes now sit on the market for a median of 28 days. While home prices have eased slightly from their 2022 peak of \$615,500 to \$599,000, affordability remains a key concern, especially for first-time buyers navigating broader economic uncertainty. Sellers are being encouraged to price realistically and prepare their homes well, as overpriced listings are more likely to sit and require reductions. Buyers, on the other hand, are finding the market less stressful and more manageable than in recent years, allowing for more thoughtful decisions. While the market is more stable, factors like interest rates and macroeconomic changes continue to impact buyer confidence.



Denver 9 News

Spring & Summer 2025: What's Ahead for the U.S. Real Estate Market?

As we head into the busy spring and summer seasons, the national housing market is showing signs of renewed stability. While challenges remain, improved inventory, tempered price growth, and steadier interest rates point to a more balanced market across much of the U.S.

Interest Rates & Buyer Behavior

Interest rates are holding between 6.25%–6.75%, creating a more predictable environment. Buyer confidence is increasing, especially among those who delayed purchases over the past two years.

- *Inventory & Pricing Trends*

National inventory is improving, giving buyers more options. Home prices are expected to rise modestly by 1%–3%, with buyers gaining leverage in negotiations as bidding wars decline.

- *Regional Differences*

Markets in the Midwest and Mountain West may see consistent activity due to affordability and strong job growth, while formerly overheated markets in the Sun Belt may continue to cool.

- *Seller Expectations*

Sellers must focus on pricing, staging, and presentation. Homes that aren't market-ready are more likely to sit longer or face price reductions.

- *Bottom Line*

The 2025 market is shifting toward balance and opportunity. Buyers and sellers who are informed, flexible, and strategic will be best positioned to succeed.

What's Up & Coming with Terri?

New Construction | SoBo Duplex 2401 & 2403 S Cherokee Street

- Available June 2025
- Custom | Modern
- Bold New Build!
- Incredible Development



What Happening in SOBO?

South Broadway is one of Denver's most vibrant and eclectic neighborhoods, known for its mix of vintage shops, art galleries, local eateries, and live music venues. Home to the famed Antique Row, it blends old Denver charm with modern creativity. With a strong local vibe and walkable streets, South Broadway offers an urban lifestyle full of personality, culture, and community. Craft breweries, tattoo parlors, and indie boutiques line the avenue, drawing in locals and visitors alike. Whether you're catching a live show, sipping a craft cocktail, or hunting for mid-century finds, South Broadway offers a little something for everyone.