

# Homes Are Still Selling, Buyers Are Still Buying, But Market Is Slowed Down By Chaos in DC

It's clear to real estate professionals that, although some buyers must buy and some sellers must sell, buyers and sellers who are not under pressure to do so are looking and listening before buying or selling a home. These are complicated times!

The statistics below reflect a slowing of the real estate market within 25 miles of downtown Denver — and likely nationwide. Due to space limitations, I'm only including statistics for the first two months of the last six years, but it's instructive to see how these months compare year-over-year. At <http://RealEstateToday.substack.com> I have included all 12 months of each year.

Although every other metric documents a slowing market, the median closed prices set a record for both January and February:

Month	2020	2021	2022	2023	2024	2025
Jan	\$415,000	\$451,000	\$535,000	\$530,000	\$560,000	\$570,000
Feb	\$425,000	\$469,900	\$572,050	\$552,000	\$577,200	\$590,000

Meanwhile, look at how many listings expired without selling during the same months:

Month	2020	2021	2022	2023	2024	2025
Jan	960	546	392	806	825	1,261
Feb	1,127	431	337	763	735	1,014

Another important metric is the ratio of closed price to original listing price. During the pandemic, more than half the listings sold for as much as 4% above the listing price as a result of bidding wars, but look how that metric has changed:

Month	2020	2021	2022	2023	2024	2025
Jan	98.10%	100.00%	100.30%	96.00%	97.20%	96.80%
Feb	99.20%	101.10%	103.60%	97.60%	98.60%	97.90%

With the "spring selling season" coming up, I find it hard to be optimistic about the real estate market, because it appears that the chaos we're seeing in our national government is only going to get worse, and markets don't like uncertainty.

If builders, who get most of their lumber from Canada, see a big increase in costs due to tariffs, they may pause construction or at least increase the price of new homes. Meanwhile, if the courts end up allowing the mass firing of federal workers — many of

Month	2020	2021	2022	2023	2024	2025
Jan	6,699	4,235	3,262	6,837	7,760	10,172
Feb	6,808	3,835	3,456	6,499	8,364	10,729

The number of active listings is surging, but the number sold listings is dropping, as shown in these two charts:

Month	2020	2021	2022	2023	2024	2025
Jan	3,239	3,162	3,261	2,289	2,339	2,480
Feb	3,708	3,867	3,670	3,049	3,244	2,907

That has resulted in the higher inventory of unsold listings in recent months:

Month	2020	2021	2022	2023	2024	2025
Jan	2	1	1	3	3	4
Feb	2	1	1	2	3	4

Months of Inventory by Month

Month	2020	2021	2022	2023	2024	2025
Jan	2	1	1	3	3	4
Feb	2	1	1	2	3	4

Ratio of Closed Price to Original Listing Price

Month	2020	2021	2022	2023	2024	2025
Jan	98.10%	100.00%	100.30%	96.00%	97.20%	96.80%
Feb	99.20%	101.10%	103.60%	97.60%	98.60%	97.90%

Meet Our Newest Broker Associate

Serving southeast Denver, Littleton, and Ken Caryl, **Chris Sholts** has been helping clients find their dream homes for over four years. A graduate of the University of Colorado, Chris combines local expertise with a strong dedication to his clients, taking the time to truly understand their needs and priorities. Chris's passion lies in creating seamless and stress-free experiences for his clients. Whether you're buying your first home, upgrading, or searching for the perfect neighborhood, Chris goes above and beyond to ensure every detail aligns with your vision.



By **JIM SMITH**  
Realtor®

## Kudos From a Reader

Jim, one of the things I look forward to when going up to my cabin in Bailey is reading the local Jeffco newspapers piled up in my mailbox containing your columns. I'm glad you wrote a column explaining you were a journalist before coming over to real estate. That explains a lot of the quality of your columns — and the ability to write when you and Rita are on a long cruise!

I have learned a lot from your writings, which I appreciate — never too old to keep up with new info. I offer my praise, as you have talked evenly and without bias about real estate issues. It comes through that you are several cuts above the normal real estate agents whom I've interacted with, because you point out the negatives in the real estate universe and are not hyping the sales pitch.

Unfortunately, I won't need your services, as I will keep my Colorado Springs house with its low-interest mortgage, and my cabin in Bailey has such a low basis that I'll put it in my will, denying the IRS and Colorado big capital gains tax payments.

The good news is that I have family members who will, hopefully, come home to Colorado from London in 2-3 years, and I will recommend that they hook up with your brokerage. Your columns are of great quality and speak well of the knowledge and care you provide your clients.

—R. Scott Schofield, Attorney at Law

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Everything you read in this ad (and more) is posted on our **Real Estate Today** Substack blog. Scan the QR code at left to open and subscribe to it — free of course. Each article and listing is there, often with additional content and graphics, plus useful hyperlinks.

My other Substack is **Talking Turkey**, my left-of-center political blog. It is not in print anywhere. Click on the QR code at right if you would like to see what I have to say.

### Read 'Talking Turkey'



## Price Reduced on Updated 1-Bedroom Aurora Condo

This nicely updated and well-maintained condo at **992 S. Dearborn Way #7** is in the Sable Cove subdivision east of I-225 and north of Mississippi Avenue. The seller, who bought it for a family member, updated everything in this ground level unit. It has luxury vinyl plank flooring throughout, a pantry with slide-out drawers, laundry hookups, and a wood-burning fireplace. There is lots of open lot parking for you and your guests. There is a locked storage closet on the front porch, big enough for all your gear. I'll be holding it open myself this



\$188,800

OPEN SATURDAY 11am - 1pm

**Saturday, March 22nd, from 11 a.m. to 1 p.m.** Or view the narrated video tour I created at [www.GRElistings.com](http://www.GRElistings.com), then call me at **303-525-1851** to request a private showing.

whom work in Lakewood's Federal Center and elsewhere in Colorado (such as the national parks, VA hospitals and national forests), that could be very disruptive to our real estate market.

**Note:** These observations apply primarily to listings under \$1 million. Most metrics for homes over \$1 million are positive, and we're even seeing bidding wars and quicker sales in that price range.

## Like You, We Have Wondered Why Some Window Wells Rust

This week I learned why, thanks to an email from **Alpine Building Performance**. Here's what they wrote:

"If the screws used to attach the window well touch the metal bars (rebar) inside the concrete, it creates rust. This happens because electricity flows between the metals, causing the window well to rust faster.

"This is why sometimes you will see one window well completely rusted through and the other window wells in the home showing no signs of rust. Many people think that rusty window wells can be sanded and painted with a rust inhibitor to keep it from rusting further. This is not true.

"The window well rusts from the dirt side in, so once you see rust inside the window well, it has already made it through the entire thickness of the metal. Unfortunately, the only remedy to the rust issue is a full window well replacement.

"When having your window well replaced, make sure that it is replaced in a manner that it will not rust prematurely again."

The email promoted a company, Window Well Solutions, LLC, which has developed a method of replacing window wells using a fiberglass composite mounting system which creates a non-conductive break between the foundation and the metal window well.

Unfortunately, that company is in Fort



Collins and doesn't take on new customers south of Denver's northern suburbs. But now you know what the answer is to this problem. The company has patented their system, so it is available nationwide.

On our blog I have a link to a video showing how WWS replaces rusted window wells.

## Here Are Some Reviews From Our Past Clients:

We were beyond impressed with **Kathy Jonke!** She went above and beyond for us. She accommodated all of our needs. She was insightful and extremely helpful throughout the entire process! I can't recommend her more! — Eve Wilson

Not only did **Jim Smith** do a superb job in the marketing and sale of our home, he provided his company's moving truck and long time handyman Mark to move our belongings to our new home in Broomfield. When a problem occurred, he hired an outside moving company to help complete the move in one day instead of two! We are so pleased that Jim helped us through the process of selling our home and moving us into our new home. — Reese & Sally Ganster

I was helping my mom and her husband sell the house. **David Dlugasch** was very accommodating to this dynamic. He arranged for all the paperwork to be done at the nursing home for the ease of my mom. David and I worked together to get the very full and dated house ready to go on the market. He went above and beyond by going to the paint store and hardware store etc. He was always available via text for any question I had along the way. He had a lot of resources. The best one was Mark, the handyman. I could always count on Mark. Mark was very meticulous and could do anything. What a great team! I could not have taken on this monumental task without them!! — Heidi Warner

**Chuck Brown** is a superb Realtor. He is very knowledgeable regarding the market, very proactive and highly professional. Chuck was great at identifying potential properties that met our criteria, he moved very quickly to show us potential properties and his analysis of property values was on point and very thorough. Chuck was extremely proactive and responsive in his communications with us. Chuck went above and

beyond our expectations. My wife and I have done six real estate transactions and we think Chuck is the best Realtor ever. We would highly recommend Chuck to other home buyers. — S. Diamond

**Greg Kraft** was knowledgeable and professional. He was very easy to work with and was super proactive in searching the listings. That was a key in us managing to buy the townhome in a very competitive market. He was also very responsive and communicated really well with us and the listing agents. We would recommend him without reservation. — J. Knight

**Jim Swanson** was kind and patient while listening to my questions. He helped me to translate the real estate language and manage the sale process. He connected the dots, allowing me to make good decisions, maintain my personal integrity and profit from the sale when a great offer came to the forefront. Jim, Thank you for putting communication and community first. — Name Withheld

**Dave Dlugasch** did a phenomenal job working with us! We were not easy buyers because of an extensive "wish list" and he did his homework on each property we looked at until we found the right one. He gave us great advice and was very supportive of all our questions throughout the entire process. — M. Madigan

Based on **Jim Smith's** knowledge, experience, and expertise in the real estate arena, we decided to work with him when it came time to downsize. We used Jim and his real estate firm to both purchase the new home and sell our existing property. All communication with Jim has been top notch. He also provided all packing materials and labor to make our move. It was a great experience from start to finish! — R. Trujillo



Hometown Service Delivered with Integrity  
Promoting and Modeling Environmental Responsibility

## Jim Smith

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