

How's the Market? We're Clearly in a Slowdown, but What Does the Future Hold?

Like any good Realtor, I track real estate activity in our market, using the resources of REcolorado, the Denver MLS. Specifically, I track MLS activity within a 25-mile radius of downtown Denver. As I write this Saturday article on Thursday morning, here are the statistics for single-family homes plus condos and townhomes within that area over the prior 7 days. **Repeat: these figures are for just a seven-day period:**

New listings—1734
Coming soon listings—226
Newly pending listings—1389
Closed in last 7 days—1,152

Now the negative indicators:

Price decreases last 7 days—2,773
Listings that expired without selling—551
Listings withdrawn before expiring—275
Back on Market (contract left)—329

REAL ESTATE TODAY



By JIM SMITH
Realtor®

I also receive an MLS alert for my immediate market — specifically, homes with Golden addresses. I'm alerted for **any** change in MLS status — all those categories listed above. It's a daily alert, with 10 to 20 listings on a typical day. I have been noticing that there are far more "price reduced" alerts than for any other metric. In fact, an alert last week showed 18 listings, and every single one was "price reduced" — not a single new, pending or closed listing that day. That says a lot about our market.

Other sources of information for me include industry newsletters from Realtor.com, Homes.com, Redfin.com, Inman News Service, Custom Builder, ProBuilder.com, and Keeping Current Matters. These all contribute to

informing me about our industry and the real estate market, so that I can pass some of that learning on to my readers.

Each month, Keeping Current Matters publishes a Monthly Market Report, and the report for September includes detailed information and charts documenting our stalled real estate market. Here are some of its observations:

The economy is showing signs of potential recession, with increasing concerns among Americans. Mark Zandi, chief economist at Moody's Analytics, warns of high recession risks. Nearly two in three Americans believe a recession is imminent. And 74% of Americans say world news affects their financial decisions.

Inflation remains elevated, with expectations of further increases due to tariffs. Michael Strain from AEI predicts worsening tariff-driven inflation in the coming months.

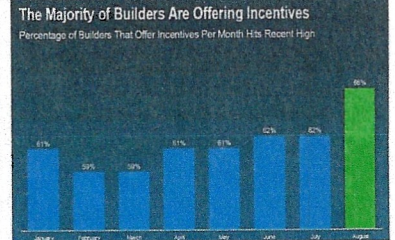
The job market is stalling, with steady unemployment rates indicating economic challenges.

The housing market is experiencing a cooling trend, with home price growth slowing down. National average home prices rose by 2.94% year-over-year in the second quarter. Listing prices have flattened, indicating a stabilization in the market. Regional variations exist, with some areas seeing more significant changes than others.

Home prices are expected to recover gradually after the current slowdown. Forecasters predict a cumulative home price increase of 27.4% between now and 2029. The recovery is anticipated to begin in 2026, with total existing home sales projected to

be 4,067,000 for 2025.

The final observation, which caught my attention, was that new-home builders are responding to market conditions by offering incentives and cutting prices. Each month, roughly a third of builders have reduced home prices, reflecting a slowing market, and two-thirds of builders are currently offering incentives to attract buyers. Here is a chart showing how that latter statistic had changed over the first eight months of 2025.



I have included several other charts plus links to the full Monthly Market Report at <http://RealEstateToday.substack.com>.

Advance Notice of My Vacation Plans

Rita and I will be taking a 55-day Mediterranean cruise from Sept. 23 to Nov. 18. My broker associates will be handling my clients' in-person needs while I'm away, but thanks to excellent cell and email access, I'll be reachable and in touch with clients throughout. This ad will not be published during that time, but I'll blog during the cruise. You can subscribe to it at <http://WhereAreJimandRita.substack.com>.

Schools Should Teach Critical Thinking

In these complicated times, children are at risk everywhere they turn. Sexual predators lure them online. Like us adults, they can be scammed by text and email and even on their cell phones. They need to learn how to identify malign actors in every part of their daily lives. Parents can't be counted on to provide the necessary education. This should be taken up by our public and private schools.

I asked my local elementary school what Jeffco Public Schools are currently doing and got this response from Digital Teacher Librarian Kim Walter:

"Our scope and sequence are adjusted for age appropriateness and needs and includes parent letters home as well as resources for families. We also have monthly lessons, many of which come from Common Sense Media."

Kim also told me about a parent-facing website created by the Jeffco Public Schools on "Digital Citizenship & Wellness." It has a 40-second opening video, plus sections on these topics with their own videos and detailed info:

Family Supports
Cyberbullying
Screen Time
Privacy Filtering and Internet Security
Guidance for Families
Additional Resources

In the posting of this article at <http://RealEstateToday.substack.com>, you will find a chart provided by Kim along with links to each of those resources mentioned above. I haven't taken the time to research what Denver Public Schools and other Colorado school districts are teaching along these lines, but I'd love to hear from readers and I'll share what I learn from you on that blog post — or you can enter the information yourself, using the blog's comment feature.

As good as that curriculum may be, my proposal goes beyond those topics. I think our schools need to teach media literacy, how to distinguish between news and opinion both in print, online and on TV. Children, like adults, need to learn how to identify conspiracy claims which conflict with known facts.

In short, I propose that we train our children, even in elementary school on what I call "critical thinking skills."

This is not a partisan proposal. It may be attacked as "woke," but only by those who fear educating our children on these important life skills.

What do you think? If you like this idea, share it with your teachers, school board members and other elected leaders, as well as with your fellow citizens.

Open Sunday: A Million-Dollar Fixer-Upper



This 4-BR/3-bath home at 55 N. Coolidge St., Aurora, is on 2.28 acres in Arapahoe County, a half mile east of E-470 and a couple miles south of I-70. The subdivision is Thunderbird Estates. This is horse country, although this property has not been used for that. The seller bought the lot in 1981, when her husband thought she was crazy for buying something "in the middle of nowhere." They didn't build the home until 2001. It's a big home, with 6,079 square feet of above-grade finished space and a 1,360-square-foot 6-car garage. The county assessor values the home over \$1.4M, but it needs updating and is priced accordingly. Best of all, the current VA loan of \$440,000 at 2.875% is assumable by any owner-occupant buyer. View more photos and my narrated video tour at www.GRElistings.com, then come to my open house this Sunday.

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