

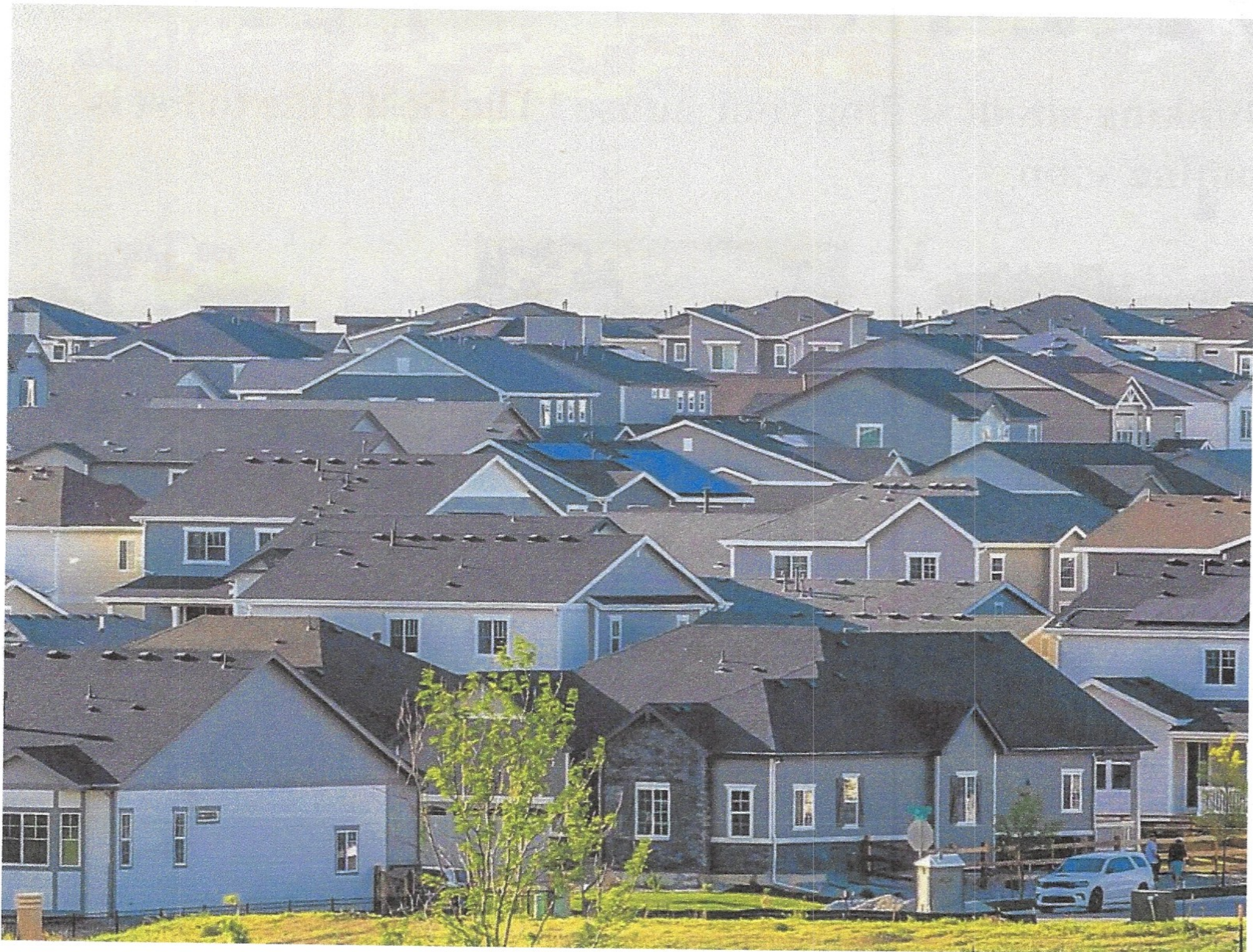
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**Thinking about selling your house? The best time to list is coming soon**



Sara B. Hansen





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Denver homes, like houses in 16 other major metros, listed in late May sold for an average of 1.6% more, typically around \$5,600, compared to homes listed at other times of the year, according to a Zillow report.

Zillow research also indicates that listing your home on a Thursday can lead to a quicker sale and a higher price.

Homes listed on Thursdays tend to go pending faster than those listed on any other day, as buyers are eager to view new listings over the weekend.

In comparison, homes listed on Sundays generally stay on the market longer, with Saturday and Monday listings also taking more time to sell than those listed on Thursday.

However, a national analysis by Realtor.com shows that the ideal week to list a home is April 13 to 19.

Historically, homes sold during that week in April sell for prices 1.1% higher than the average for the entire year and typically 6.7% higher than prices at the beginning of the year.

If 2025 follows the seasonal patterns of previous years, the national median listing price could exceed the



average week by \$4,800 and be \$27,000 higher than at the start of the year.

Buyers put down bigger down payments

The median down payment in Denver was \$84,427 in December, or 15% of the home's purchase price, according to Redfin data.

That's 13% higher than the previous year. Home buyers are paying more upfront to reduce their monthly payments as mortgage rates remain near 7%.

Redfin reports that nationally, the median down payment increased to about 16% of the purchase price, up from 15% a year ago.

The average amount rose by around \$4,000 to more than \$63,000, due to escalating home prices.

Buyers who make a down payment of at least 20% can avoid the additional expense of private mortgage insurance.

More cash down payments

About 27% of homebuyers make all-cash down payments in the Denver metro, Redfin reports.

A Redfin survey also reveals that younger buyers use cash gifts from family for their down payments.

The report shows 36% of potential millennial or Gen Z homebuyers receive cash gifts from family to use for their down payments. About 16% of millennials and GenZers plan to use an inheritance to help buy a home.

Pending sales canceled

One in seven or 14% of pending home sales were canceled nationally in January, Redfin reports.

In the Denver metro, 15% of pending sales were canceled in January. That's up from 14% in January 2024.

Sara B. Hansen has been an editor and writer for more than 20 years.

Her professional background includes editing positions at The Denver Post, The Des Moines Register, The Fort Collins Coloradoan, and At Home with Century 21. She's also the founder and editor of DogsBestLife.com and the author of "The Complete Guide to Cocker Spaniels."

