

NEIGHBORHOOD SELLER REPORT

Century Highland Park

Centennial, 80112 · October 13, 2026

Report Date Range: Feb 2026 – Aug 2026

Buyer's Market

Executive Summary

\$487,000

MEDIAN SALE PRICE

Avg: \$487,000

\$311

MEDIAN \$/SQFT

Avg: \$311

92 days

MEDIAN DAYS ON MARKET

Avg: 92 days

97.0%

SALE ÷ FINAL LIST

Of original: 91.4%

Bottom line: Century Highland Park is a buyer's market. Closed homes sell in a median of 92 days at 97.0% of list price. 50% of sales included seller concessions (median \$15,000). Plan pricing and net-proceeds discussions accordingly.

Market Temperature & Inventory

2

ACTIVE

0

PENDING

2

CLOSED SALES

0

EXPIRED + WITHDRAWN

0 Expired · 0 Withdrawn

7.0

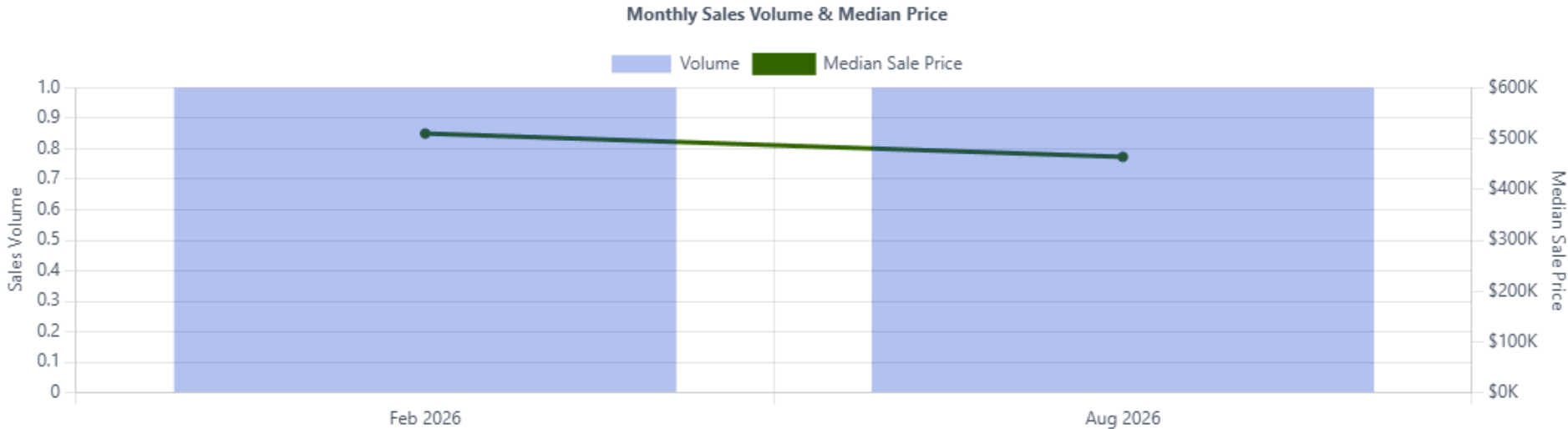
MONTHS OF INVENTORY

0.3 sales / mo

At the current pace of **0.3 sales per month** (based on 7 months of closed sales), the 2 active listings represent **7.0 months of inventory**. Under 4 months favors sellers (under 3 is strong demand); 6 or more months favors buyers; in between is balanced.

Pricing Strategy & Sale-to-List

0% SOLD AT OR ABOVE LIST 0% above list	100% SOLD BELOW LIST	100% HAD A PRICE REDUCTION 5.7% of original	\$30,000 AVG REDUCTION \$
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Read this together: The median home sells at 97.0% of its *final* list price, but only 91.4% of its *original* list price. The gap is the cost of mispricing — sellers who reduced gave up 5.7% on average (\$30,000). Pricing correctly the first time is materially cheaper.

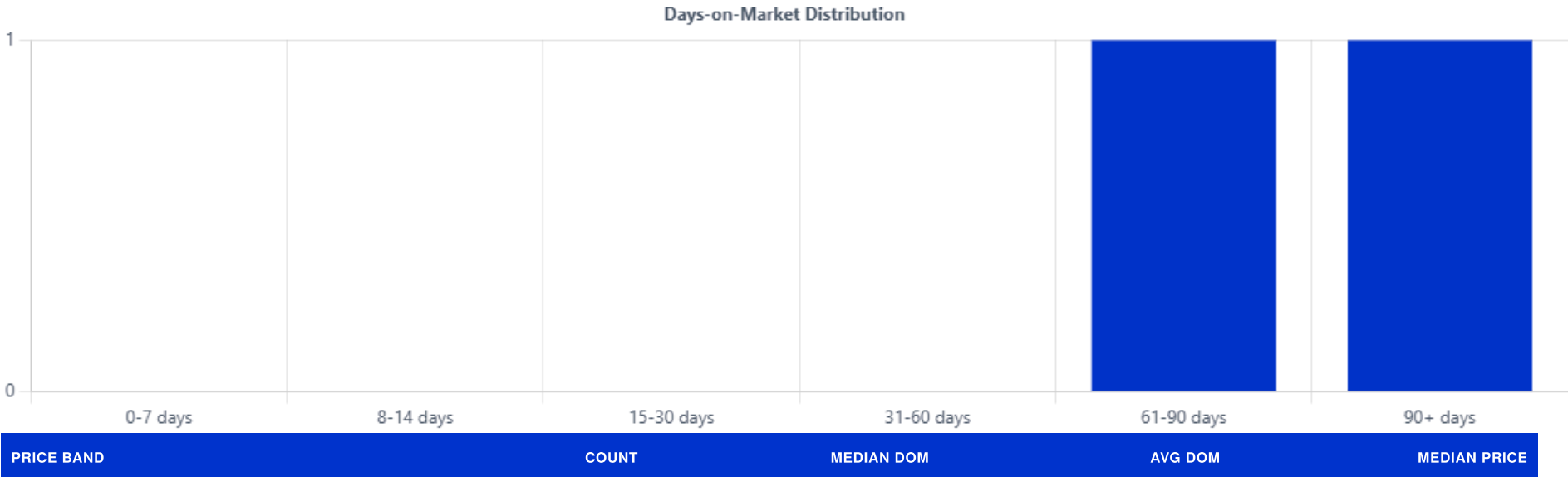
Concessions Reality

50% SALES W/ CONCESSIONS		\$15,000 MEDIAN CONCESSION 2.94% of price		\$15,000 MAX CONCESSION	
PRICE BAND		CLOSED	W/ CONCESSIONS	% W/ CONC.	AVG \$

Set realistic net expectations. A seller listing at the median asking price should plan for roughly \$15,000 in concessions (~2.9% of price on average). This is in addition to commissions, transfer taxes, and any repair credits.

Days on Market

92 days MEDIAN DOM	0% UNDER 7 DAYS	0% UNDER 30 DAYS	100% OVER 60 DAYS
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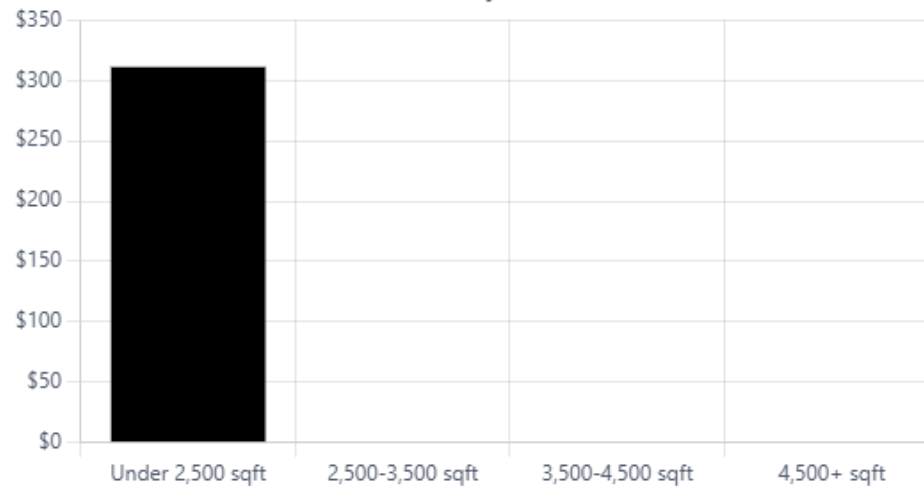


\$/Sqft and Era Performance

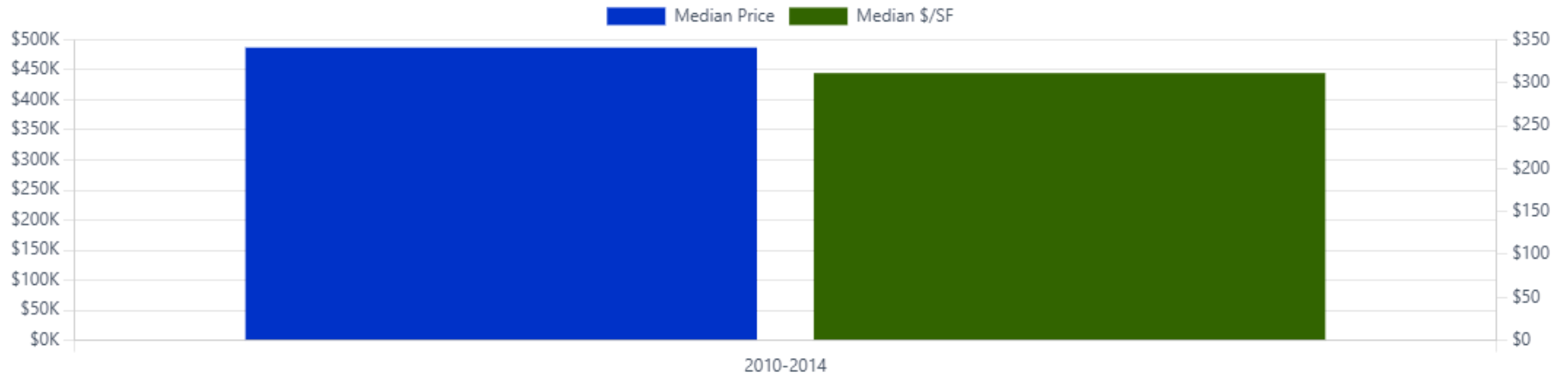
Median \$/SF by Bedrooms



Median \$/SF by Home Size



Era Cohort: Median Price & \$/SF



Price per square foot varies with home size. There aren't enough closed sales across size bands here to quantify the usual smaller-home premium — lean on the size-band table and individual comps rather than a single neighborhood-wide \$/sqft.

ERA	COUNT	MEDIAN PRICE	MEDIAN \$/SF	MEDIAN DOM	SALE ÷ LIST
2010-2014	2	\$487,000	\$311	92 days	97.0%

Active Competition

\$530,000

ACTIVE MEDIAN LIST

\$487,000

CLOSED MEDIAN SALE

\$314

ACTIVE MEDIAN \$/SF

+8.8%

ACTIVE VS CLOSED GAP

ADDRESS	LIST PRICE	BR/BA	SQFT	\$/SF	YEAR	DOM
8985 E Phillips Drive	\$485,000	2/3	1,577	\$308	2015	10
9068 E Phillips Drive	\$575,000	3/3	1,792	\$321	2015	75

Expired & Withdrawn Listings (Last 12 Months)

0

TOTAL

0 Expired · 0 Withdrawn

MEDIAN LIST PRICE

MEDIAN DOM

MEDIAN \$/SQFT

ADDRESS	STATUS	LIST PRICE	DOM	\$/SF	LIST DATE
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No expired or withdrawn listings in the last 12 months.

Top 5 Sales (Reference Ceiling)

ADDRESS	CLOSE PRICE	BEDS	SQFT	\$/SF	YEAR
8966 E Otero Place	\$510,000	2	1,577	\$323	2010
8925 E Phillips Drive	\$464,000	2	1,552	\$299	2014

Data source: MLS as of October 13, 2026. Information deemed reliable but not guaranteed. Buyer and seller should verify all data independently. This report is for informational purposes only and does not constitute an appraisal or offer.