

NEIGHBORHOOD SELLER REPORT

The Georgetown at Greenwood Village

Greenwood Village, 80111 · October 13, 2026

Report Date Range: Nov 2025 – Oct 2026

Strong Seller's Market

Executive Summary

\$690,000

MEDIAN SALE PRICE

Avg: \$688,750

\$297

MEDIAN \$/SQFT

Avg: \$305

40 days

MEDIAN DAYS ON MARKET

Avg: 58 days

99.4%

SALE ÷ FINAL LIST

Of original: 95.9%

Bottom line: The Georgetown at Greenwood Village is a strong seller's market. Closed homes sell in a median of 40 days at 99.4% of list price. 25% of sales included seller concessions (median \$20,000). Plan pricing and net-proceeds discussions accordingly.

Market Temperature & Inventory

0

ACTIVE

0

PENDING

4

CLOSED SALES

0

EXPIRED + WITHDRAWN

0 Expired · 0 Withdrawn

0.0

MONTHS OF INVENTORY

0.3 sales / mo

At the current pace of **0.3 sales per month** (based on 12 months of closed sales), there is currently **nothing on the market** — no active or pending listings. A well-priced new listing would face little direct competition.

Pricing Strategy & Sale-to-List

50%

SOLD AT OR ABOVE LIST
25% above list

50%

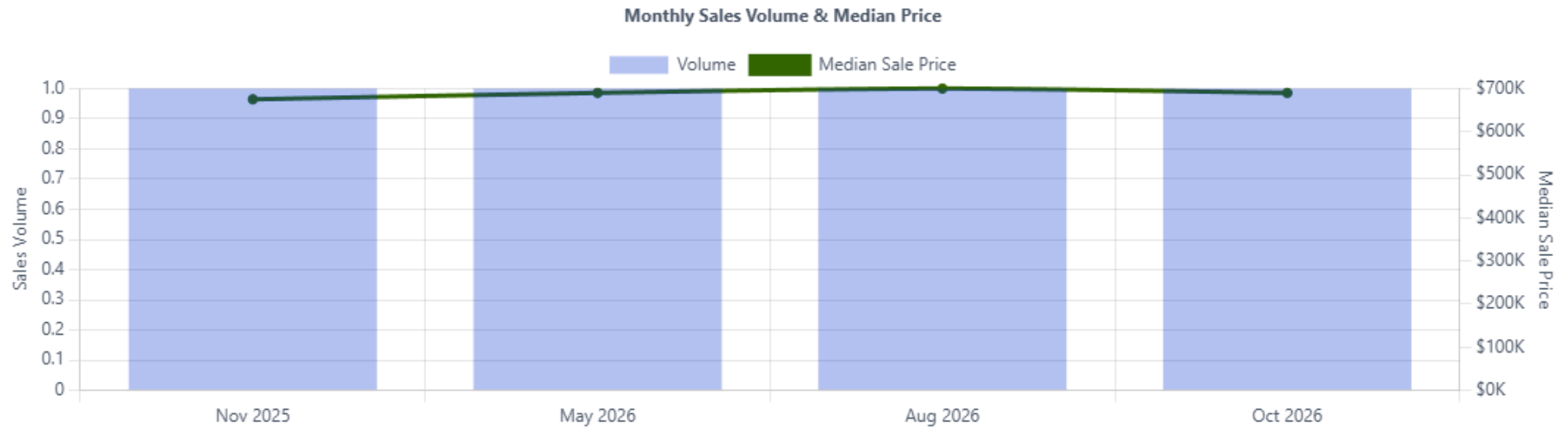
SOLD BELOW LIST

50%

HAD A PRICE REDUCTION
4.8% of original

\$35,000

AVG REDUCTION \$



Read this together: The median home sells at 99.4% of its *final* list price, but only 95.9% of its *original* list price. The gap is the cost of mispricing — sellers who reduced gave up 4.8% on average (\$35,000). Pricing correctly the first time is materially cheaper.

Concessions Reality

25%

SALES W/ CONCESSIONS

\$20,000

MEDIAN CONCESSION
2.96% of price

\$20,000

MAX CONCESSION

PRICE BAND	CLOSED	W/ CONCESSIONS	% W/ CONC.	AVG \$
Under \$686K	1	1	100%	\$20,000
\$686K-\$690K	0	0	0%	—
\$690K-\$692K	2	0	0%	—
\$692K+	1	0	0%	—

Set realistic net expectations. A seller listing at the median asking price should plan for roughly \$20,000 in concessions (~3.0% of price on average). This is in addition to commissions, transfer taxes, and any repair credits.

Days on Market

40 days

MEDIAN DOM

0%

UNDER 7 DAYS

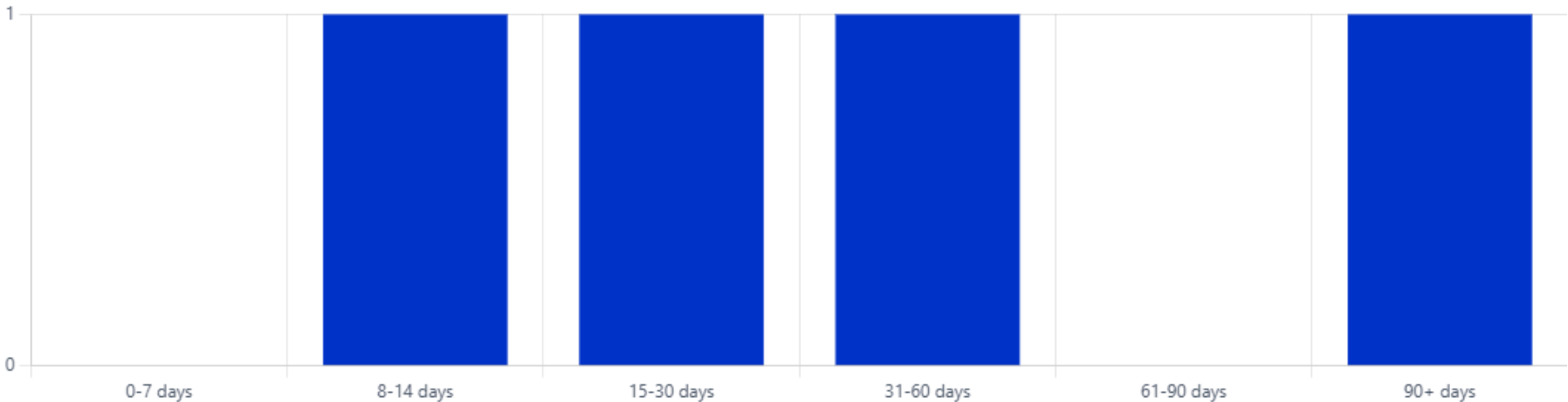
50%

UNDER 30 DAYS

25%

OVER 60 DAYS

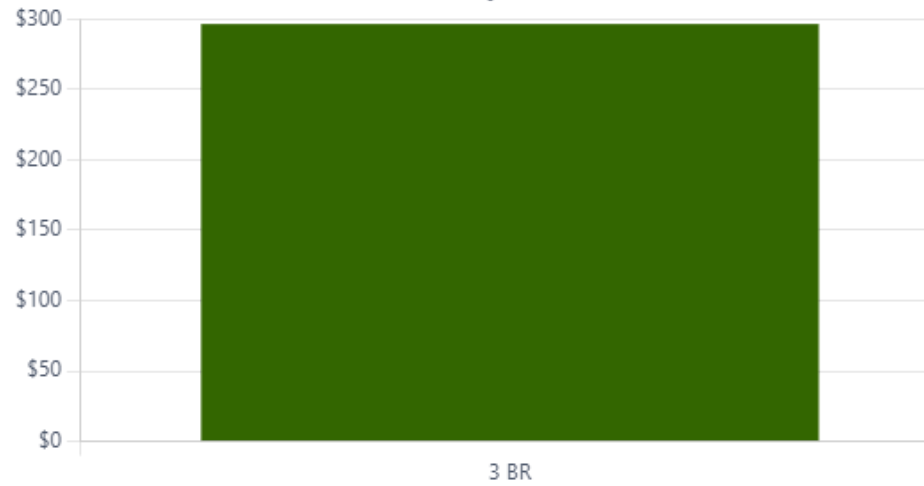
Days-on-Market Distribution



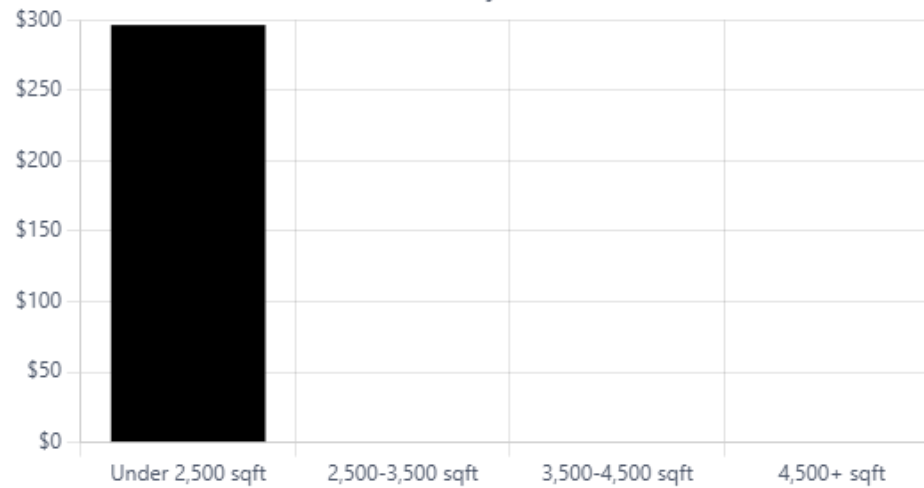
PRICE BAND	COUNT	MEDIAN DOM	AVG DOM	MEDIAN PRICE
Under \$686K	1	136 days	136 days	\$675,000
\$690K-\$692K	2	36 days	36 days	\$690,000
\$692K+	1	24 days	24 days	\$700,000

\$/Sqft and Era Performance

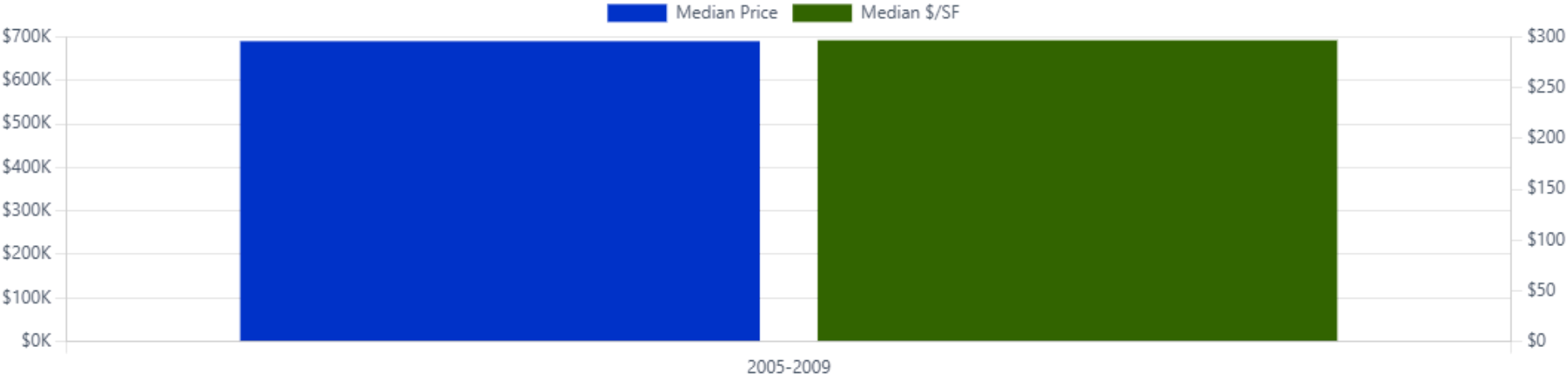
Median \$/SF by Bedrooms



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
2005-2009	4	\$690,000	\$297	40 days	99.4%

Active Competition

—

ACTIVE MEDIAN LIST

\$690,000

CLOSED MEDIAN SALE

—

ACTIVE MEDIAN \$/SF

—

ACTIVE VS CLOSED GAP

ADDRESS	LIST PRICE	BR/BA	SQFT	\$/SF	YEAR	DOM
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No active listings in dataset.

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

No expired or withdrawn listings in the last 12 months.

Top 5 Sales (Reference Ceiling)

ADDRESS	CLOSE PRICE	BEDS	SQFT	\$/SF	YEAR
5408 DTC Parkway	\$700,000	3	2,087	\$335	2007
5444 Dtc Parkway	\$690,000	3	2,318	\$298	2007
5448 DTC Parkway	\$690,000	3	2,362	\$292	2007
5426 Dtc Parkway	\$675,000	3	2,284	\$296	2007

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.