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STATS WITH STRATEGY

What sold, what sat, and what it means for your next listing conversation

Lakewood | July 2026

SINGLE FAMILY RESIDENCES

July at a Glance

194 Active Listings	74 New Listings	58 Pending	100 Closed
\$640,900 Median Close Price	10 Median Days in MLS (Closed)	53.0% Closings with a Concession	31 Terminated Contracts
1.9 mo Months of Inventory	\$548K Total Seller Concessions	68% Of Listings Cut Price	96.8% Effective % of Original List

All statistics are resale only; new builds are excluded throughout and covered separately in New Construction Watch. June and July closing months are both complete.

The Bottom Line

Lakewood's resale market finished July fast, tight, and a step below last year on price. The typical closing took just 10 days, two of three sellers never cut price, and homes priced right on day one closed slightly above original ask, yet closings ran 22% below last July, the median slipped 4.3% year over year, roughly one in four contracts terminated before closing, and nearly one in three listings that left the market left unsold. Buyers move fast for the right house at the right number and walk from everything else. Watch August: new listings just fell by half, and if that supply drought holds, well-priced sellers regain leverage heading into fall.

The Trend: Where July Stands

Year over year compares this July to last July, seasonality stripped out: is the market stronger than it was a year ago? **Month over month** compares July to June: which direction is it moving right now? All figures are resale only.

Year over Year: July 2025 vs. July 2026

Measure	July 2025	July 2026	Change
Closed sales	129	100	-22.5%
Median close price	\$670,000	\$640,900	-4.3%
Median days in MLS (closed)	9	10	+1 day
Closings with a concession	52.7%	53.0%	+0.3%
Average concession (when given)	\$9,069	\$10,333	+13.9%
Effective % of original list	96.6%	96.8%	+0.2%
Sold without a price cut	59%	67%	+8%

- **Cooler than last July on volume and price:** closings are down 22.5% and the median close slipped 4.3%, from \$670,000 to \$640,900. Speed, though, is essentially unchanged, and a 10-day median is still a fast market by any standard.
- **Fewer cuts, slightly bigger credits:** 67% of sellers sold without a single price cut, up from 59% last July, while the concession rate held near 53% and the average credit rose about 14% to \$10,333. Sellers are defending list price and settling terms at the closing table.

Month over Month: June vs. July 2026

Measure	June 2026	July 2026	Change
Closed sales	121	100	-17.4%
Median close price	\$720,000	\$640,900	-11.0%
Median days in MLS (closed)	8	10	+2 days
Closings with a concession	65.3%	53.0%	-12.3%
Average concession (when given)	\$11,085	\$10,333	-6.8%
Effective % of original list	96.5%	96.8%	+0.3%
Sold without a price cut	70%	67%	-3%
New listings	154	74	-51.9%
Active inventory (month-end)	240	194	-19.2%

- **The cooldown hit both sides of the market:** closings fell 17% from June, but new listings fell by half (154 to 74) and month-end inventory dropped 19% to 194. Demand eased and supply eased faster, which is what keeps Lakewood tight at 1.9 months of inventory.
- **The 11% median step-down is about what sold, not collapsing values:** the effective share of original list actually improved to 96.8% and the concession rate fell 12 points. July's mix simply skewed toward the under-\$750K core of the market.

Prior-year new-listing and month-end inventory counts are not available from the historical pull and return next year. Month-end 2026 inventory is reconstructed from listing and contract dates.

The Real Number: What Sellers Actually Netted

The close-to-list ratio is the number the market quotes. Adjust it for concessions and July tells a fuller story: **53 of 100 resale closings (53.0%) included a seller concession**, averaging **\$10,333** when given. In total, resale sellers credited buyers roughly **\$548,000** in a single month. No MLS-listed new builds closed in July, so there is no builder incentive tally to add on top this month.

The Price Ladder traces the median sale from first ask to real proceeds. Terms: **Original List Price** is where the home debuted. **Final List Price** is the ask when it went under contract, after any cuts. **Close Price** is the recorded sale. **Effective Sale Price** is the close price minus the seller concession, the number closest to what the seller truly got.

The Price Ladder (Closed Sales)	Median	Average
1. Original List Price	\$642,500	\$743,519
2. Final List Price (after cuts)	\$642,500	\$728,473
3. Close Price (what the MLS shows)	\$640,900	\$724,713
4. Effective Sale Price (close minus concession)	\$637,000	\$719,237

Why the average runs about \$84K above the median: 2 resale closings were above \$1.5M, topping out at \$2,362,500, and those two sales alone are 6% of the month's entire dollar volume. Exclude them and the average is \$693,457, far closer to the median. That is why this report leads with medians: they describe the typical Lakewood sale, not the luxury tail.

- The headline ratio says sellers got 99.7% of their *final* list price. Measured against the *original* list price and net of concessions, the real number is **96.8%**. On the median home, that spread is worth roughly \$19,000.
- Concessions tracked the harder deals, not the fast ones: homes that gave a credit took a median **13 days** versus 6 days for homes that did not. In Lakewood the credit is glue for the deals that need help at inspection and buy-down time, while the cleanest sales close quickly without one.
- Price cuts still claimed a majority of the month: **229 of the 397 resale listings in this data (58%) reduced price at least once, and 135 cut twice or more**. The market is repricing in public. Sellers who start right skip that step.

Concessions and Speed by Price Band

Price Band	Closed	% with Concession	Avg Concession	Median DOM	Months of Inventory
Under \$600K	41	61%	\$10,385	13	1.6
\$600K to \$750K	27	52%	\$11,595	6	2.3
\$750K to \$900K	16	50%	\$7,462	9	1.9
\$900K to \$1.2M	10	20%	\$21,240	4.5	1.6
\$1.2M+	6	67%	\$5,875	27	3.0

- **\$900K to \$1.2M is the sweet spot:** fastest band in town at a 4.5-day median with only one in five closings carrying a credit, though when a credit was given it was the biggest in town at \$21,240 on average. Clean sales or expensive ones, little in between.
- **\$1.2M+ has the most leverage against it:** a 27-day median and 3.0 months of supply, and two of three closings up there gave a credit, though a modest one (\$5,875 average).
- Under \$600K is the volume engine, 41 of the month's 100 closings, and it carries the highest concession rate (61%), reflecting rate buy-downs for payment-sensitive buyers.

Luxury Snapshot: \$1.5M and Up

Measure	July
Active listings	9
Closed	2
Months of inventory	4.5
Median close price	\$2,256,250
Median days in MLS (closed / active)	40 / 115
% of original list price achieved	95.0%
Closings with a concession	2 of 2 (avg \$2,000)

- Luxury is a thin sliver of Lakewood, but it is where buyer leverage runs strongest: **4.5 months of supply**, active listings sitting a median 115 days, and sellers ultimately accepting **95.0% of their original ask**.
- Both July closings carried a credit, but a token one (\$2,000 average). Above \$1.5M the negotiation happens in the price itself; the credit is a closing-table courtesy, not a payment buy-down.
- The two closings came from opposite ends of the map: one in Bear Creek, one in Solterra. There is no single center of gravity for Lakewood luxury.

With 2 closings, treat single-month luxury figures as directional; the trend across months is the signal.

New Construction Watch

An important caveat up front: this section covers only the new builds listed on the MLS. Builders sell much of their inventory directly through their sales offices, and those homes never touch the MLS, so total builder activity is larger than these numbers show. What this section captures is the new-build inventory competing head-to-head with resale listings. Just 6 of the 403 listings in this data are new builds, and every other section of this report excludes them, so model homes that sit listed for months cannot distort the resale statistics:

Measure	New Construction	Resale
Active listings	4	194
Closed in July	0	100
Months of inventory	n/a	1.9
Median close price	n/a	\$640,900
Median days in MLS (closed)	n/a	10
Closings with a concession	n/a	53%
Average concession (when given)	n/a	\$10,333

- **Lakewood is effectively a resale market on the MLS:** 4 active new builds, zero new-build closings in July, and no builder incentive tally to report. Resale sellers here are competing with each other, not with a builder war chest down the street.
- **Where the little competition sits:** all 4 active new builds carry the Edgewater subdivision name, and no dominant builder shows up in the data. Outside that pocket, a Lakewood resale listing faces no MLS new-build rival at all.
- **Blending new builds into market stats distorts them badly:** even a handful of model homes can add weeks to a days-in-MLS average, which is why every resale figure in this report strips them out.

New builds are flagged by property condition and year built; the MLS's dedicated new-construction field is unpopulated in this data. With no new-build closings in July, sale-side figures are not available this month.

Price Cuts: The Cost of Waiting

Grouping July's closings by how many times they cut price before selling tells the cleanest story in this report:

Price Cuts Before Selling	Closings	Median DOM	% of Original List Achieved	% with Concession
Zero: priced right on day one	67 (67%)	5	100.5%	52%
One cut	14 (14%)	33	94.8%	57%
Two or more cuts	19 (19%)	72	89.8%	53%

- Two thirds of July's resale sellers never touched their price, and they sold in **5 days at 100.5% of original list**, above the original ask. Each round of cuts multiplied the time on market and cost another 5 points of the original price.
- The typical two-cut seller gave up about **10.2% of original list**. On a \$642,500 original ask, that is roughly \$65,000 traded for 67 extra days of showings.
- Cutting price did not buy sellers out of concessions: the concession rate was essentially the same (52% to 57%) in every bucket. The credit is table stakes; the cut is pure loss.
- The pipeline says this continues: **132 of 194 active listings (68%) have already reduced at least once**, and 76 have cut twice or more.

The Pricing Gap: What's Listed vs. What's Selling

	Currently Active (194)	Closed in July (100)
Median price	\$650,000 (list)	\$640,900 (close)
Median days in MLS	54	10
On the market more than 60 days	42.8%	17.0% took 60+ days to sell

The active inventory is priced **\$9,100 above** what actually closed, a modest gap on paper, and **57% of active listings sit above the closed median**. The days-in-MLS gap tells the sharper story: what's on the market today has already been sitting 44 days longer than what succeeded, and 83 actives are past the 60-day mark. In a market where winners close in 10 days, sitting is the tell. August will bring more public price cuts, and every one of them hands the buyer leverage.

For your next listing appointment: this is exactly the conversation my **ListSmart** report is built for. It is a property-specific analysis, readable enough to hand to a seller, deep enough to end the pricing debate, so you walk in as the data authority in the room. The brokers I partner with are walking into listing appointments armed with this data, and it shows. I would love for you to be one of them.

The Listings That Didn't Make It

Measure	July
Expired	40
Withdrawn	5
Of the 145 resale listings that left the market in July, share that failed to sell	31.0%
Median days in MLS before giving up	75
Had already cut price at least once	33 of 45
Median final list price	\$639,500

- For every three listings that ended in July, **nearly one ended without a sale**. Those sellers spent a median of 75 days on market, more than seven times the 10 days of successful sales, and roughly three of four had already chased the market down with price cuts before quitting.
- The failed listings cluster near \$639,500 final list, almost exactly the \$640,900 median where successful homes closed. Same price point, opposite outcomes. The difference between 10 days and 75 days at the same price is almost never the house. It's the opening price and the first two weeks of positioning.

Have a listing that's stuck right now? My **ShiftSmart** report is designed for exactly this: a listing-specific analysis that lets the data lead the repricing conversation, so the seller can see for themselves the realistic price that gets them under contract, and you preserve the relationship while guiding them there. It's one more way the brokers I partner with are turning stalled listings into sold signs.

Terminated Contracts: Back on Market

This is July's quiet standout stat. **31 Lakewood resale listings went under contract and the contract was then terminated**: 26 are active again, and 5 were removed from the market. Compare that with the 100 that made it to closing: of roughly every four contracts that resolved in July, **about one terminated before the closing table**.

Terminated Contracts	July
Listings back on market after going under contract	31
Approximate termination rate (of resolved contracts)	24%
Median days in MLS for these listings	38
Median list price	\$647,900

- These fall-outs sit at a **median \$647,900**, mainstream Lakewood, not fragile luxury deals. Inspection findings and financing (appraisal gaps, rate qualification) are the usual killers at this price point.
- A back-on-market listing restarts with a stigma cloud: buyers assume the inspection found something. The listing's best defense is a pre-inspection or a transparent repair story on day one of round two.
- This is another place concessions earn their keep: a credit that keeps a shaky buyer at the table is almost always cheaper than 60 more days of carrying costs plus a stigmatized re-list.

Neighborhood Spotlights

Subdivisions with at least four July resale closings; new builds excluded. Sub-communities are rolled into their parent neighborhood, and MLS naming variations are consolidated.

Neighborhood	Closings	Median Price	Median DOM	% of Orig. List	% with Concession
Green Mountain	19	\$680,000	5	98.6%	47%
Cloverdale	9	\$534,000	25	97.3%	78%
Lakewood	7	\$720,000	7	100.1%	29%
Solterra	5	\$887,500	72	93.2%	60%
Sun Valley	4	\$567,500	10	96.5%	75%

- **TOP PERFORMERS: Green Mountain and the Lakewood-named subdivision.** Green Mountain is the volume leader with 19 closings at a 5-day median and 98.6% of original list; the Lakewood subdivision closed at 100.1% of original list, above ask, with fewer than one in three giving a credit.
- **Cloverdale runs on concessions:** 7 of its 9 closings included one, at a 25-day median. If you're listing there, budget the credit into the net sheet on day one.
- **WATCHLIST: Solterra.** Grinding at a 72-day median with sellers giving up nearly 7% from original list by closing day. Pricing patience is being punished in the high \$800s.
- **Sun Valley is quick but negotiated:** a 10-day median with three of four closings carrying a credit, classic buy-down territory in the mid \$500s.

Broker Talking Points

With Sellers

- "Just over half of Lakewood sellers gave a credit at closing last month. Let's build that into your net sheet now instead of discovering it at inspection."
- "Homes priced right are closing in 5 days at slightly above list. Homes that miss are cutting publicly, sitting 70+ days, and nearly one in three never sells at all."
- "The market is telling us the price range. Our job is to be in it on day one, because day 1 through 14 is when your buyer pool is biggest."

With Buyers

- "Concessions are normal right now, not rude. A rate buy-down request is being granted more often than not, especially under \$600K."
- "83 Lakewood resale listings have been sitting 60+ days. That's your leverage list."
- "On fresh, well-priced listings, don't expect a discount. The good ones are commanding full price in under a week."

"53 Lakewood sellers credited buyers \$547,632 in July. Your list price decides whether you negotiate from strength or subsidize the sale."

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Notes: All statistics reflect single family residence resale activity; new builds are excluded throughout and analyzed separately in New Construction Watch. Concessions are seller credits recorded at closing; the Effective Sale Price nets them out of the close price. "Terminated contracts" counts listings that went under contract and returned to market (or expired/withdrew) instead of closing. Data considered reliable but not guaranteed.