



CHICAGO TITLE
OF COLORADO

STATS WITH STRATEGY

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

Arvada | July 2026

SINGLE FAMILY RESIDENCES

July at a Glance

328 Active Listings	196 New Listings	109 Pending	143 Closed
\$700,000 Median Close Price	11 Median Days in MLS (Closed)	62.9% Closings with a Concession	33 Terminated Contracts
2.3 mo Months of Inventory	\$925K Total Seller Concessions	58% Of Listings Cut Price	97.0% 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

Arvada's resale market finished July stronger than a year ago and faster than most of the metro. Closings ran 13% ahead of last July at a median price up 9.4%, seven of ten sellers never cut price, and homes priced right on day one sold in six days at slightly above original ask. The catch is at the closing table and at the entry level: nearly two of three closings carried a seller concession, up sharply from last year, the under-\$600K segment ground along at a 31-day median while the high end flew, roughly one in five contracts terminated before closing, and nearly one in three listings that left the market left unsold. Watch August: inventory is edging up, and the fate of the entry-level segment will decide whether Arvada stays this tight 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	127	143	+12.6%
Median close price	\$640,000	\$700,000	+9.4%
Median days in MLS (closed)	13	11	-2 days
Closings with a concession	54.3%	62.9%	+8.6%
Average concession (when given)	\$9,881	\$10,275	+4.0%
Effective % of original list	96.3%	97.0%	+0.7%
Sold without a price cut	58%	70%	+12%

- **Stronger than last year in both price and volume:** the median close is up 9.4%, from \$640,000 to \$700,000, closings are up 12.6%, and the typical sale ran two days faster. Arvada's resale market is clearly healthier than it was a year ago.
- **But sellers are conceding more often:** 62.9% of closings carried a credit versus 54.3% last July, nearly a 9-point jump, and the average credit grew 4% to \$10,275. Sellers are holding list price, 70% never cut, and paying for it at the closing table instead.

Month over Month: June vs. July 2026

Measure	June 2026	July 2026	Change
Closed sales	165	143	-13.3%
Median close price	\$685,000	\$700,000	+2.2%
Median days in MLS (closed)	13	11	-2 days
Closings with a concession	62.4%	62.9%	+0.5%
Average concession (when given)	\$10,308	\$10,275	-0.3%
Effective % of original list	97.6%	97.0%	-0.6%
Sold without a price cut	70%	70%	flat
New listings	211	196	-7.1%
Active inventory (month-end)	319	328	+2.8%

- **The summer cooldown is mild and orderly:** closings eased 13% from June while the median rose 2.2% and the typical sale actually moved two days faster. New listings eased 7.1%, so inventory built only 2.8%. This is a market downshifting, not stalling.
- **Terms are locked in place:** the concession rate, the average credit, and the 70% no-cut share all held essentially flat from June. The July playbook is the June playbook: hold price, plan on a credit.

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: **90 of 143 resale closings (62.9%) included a seller concession**, averaging **\$10,275** when given. In total, resale sellers credited buyers roughly **\$925,000** in a single month, and builders added another **\$92,000** in incentives on top of that.

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	\$699,900	\$754,881
2. Final List Price (after cuts)	\$699,450	\$742,453
3. Close Price (what the MLS shows)	\$700,000	\$736,319
4. Effective Sale Price (close minus concession)	\$690,000	\$729,852

Why the average sits only about \$36K above the median: just 1 resale closing was above \$1.5M, at \$1,550,000, barely 1% of the month's dollar volume. Exclude it and the average is \$730,589, right beside the median. Arvada has almost no luxury tail, so the average and the median tell the same story, and note the median close (\$700,000) actually landed a touch above the median final list.

- The headline ratio says sellers got 99.6% of their *final* list price. Measured against the *original* list price and net of concessions, the real number is **97.0%**. On the median home, that spread is worth roughly \$18,000.
- Concessions tracked the harder deals, not the fast ones: homes that gave a credit took a median **15 days** versus 9 days for homes that did not. The credit is glue for the deals that need help at inspection and buy-down time; the cleanest sales closed inside ten days without one.
- Price cuts still claimed nearly half the market: **310 of the 641 resale listings in this data (48%) reduced price at least once, and 181 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	37	65%	\$9,257	31	2.7
\$600K to \$750K	58	66%	\$10,570	8.5	1.9
\$750K to \$900K	24	67%	\$11,150	12	2.2
\$900K to \$1.2M	14	50%	\$8,981	8	2.5
\$1.2M+	10	50%	\$11,937	6.5	2.9

- **Arvada's speed ladder runs upside down:** the \$1.2M+ band was the fastest in town at a 6.5-day median with only half giving a credit, while **under \$600K was the slowest at 31 days** with the highest supply (2.7 months). Move-up and high-end buyers are decisive; entry-level buyers are payment-stressed and picky.
- **\$600K to \$750K is the volume core:** 58 of the month's 143 closings at an 8.5-day median and the tightest supply in town (1.9 months), but two of three closings there carried a credit.
- Concession rates run near two thirds everywhere below \$900K, classic rate buy-down territory, and drop to half above it. The biggest average credits sit at the two ends: \$11,150 in the \$750K to \$900K band and \$11,937 above \$1.2M.

Luxury Snapshot: \$1.5M and Up

Measure	July
Active listings	12
Closed	1
Months of inventory	12.0
Median close price	\$1,550,000
Median days in MLS (closed / active)	35 / 50
% of original list price achieved	91.2%
Closings with a concession	0 of 1

- True luxury is a rarity in Arvada: **one July closing**, a Candelas home at \$1,550,000 that took 35 days and settled at **91.2% of its original ask**, with no concession. The negotiation happened entirely in the price.
- The imbalance is the story: **12 active listings against a single closing** is 12 months of supply on paper, with 4 more pending. Above \$1.5M, Arvada sellers face the thinnest buyer pool of any segment and should price like it.

With 1 closing, 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. 43 of the 684 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	29	328
Closed in July	4	143
Months of inventory	7.2	2.3
Median close price	\$748,990	\$700,000
Median days in MLS (closed)	152	11
Closings with a concession	4 of 4	63%
Average concession (when given)	\$23,087	\$10,275

- **The builder incentive machine is real:** every MLS new-build closing carried a concession, averaging **\$23,087**, more than double the resale average. Resale sellers priced near active builder inventory are competing against that war chest.
- **Where the competition sits:** Trailstone dominates with 16 active new builds, all the footprint of Taylor Morrison, followed by Hardin Farms (4) and the 52nd corridor (4). Listing a resale near these communities means positioning against the model home down the street.
- **Blending new builds into market stats distorts them badly:** the median new-build closing sat 152 days versus 11 for resale, 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 4 new-build closings, treat sale-side figures as directional.

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	100 (70%)	6	100.2%	61%
One cut	17 (12%)	47	94.3%	71%
Two or more cuts	25 (17%)	64	91.5%	68%

- Seven of ten July resale sellers never touched their price, and they sold in **6 days at 100.2% of original list**, above the original ask. The first cut cost about 6 points of the original price and 41 extra days; the second round cost more still.
- The typical two-cut seller gave up about **8.5% of original list**. On a \$699,900 original ask, that is roughly \$59,000 traded for 58 extra days of showings.
- Cutting price did not buy sellers out of concessions: the concession rate was essentially the same (61% to 71%) in every bucket. The credit is table stakes; the cut is pure loss.
- The pipeline says this continues: **189 of 328 active listings (58%) have already reduced at least once**, and 105 have cut twice or more.

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

	Currently Active (328)	Closed in July (143)
Median price	\$674,950 (list)	\$700,000 (close)
Median days in MLS	45	11
On the market more than 60 days	33.5%	13.3% took 60+ days to sell

Arvada breaks the usual pattern: the active inventory is priced **\$25,050 below** what actually closed, and only 43% of active listings sit above the closed median. That is mix, not generosity. What is selling fastest right now is the move-up home; what is stacking up is the entry-level segment, which ran a 31-day median even when it sold. The days-in-MLS gap still tells the leverage story: what's on the market today has already been sitting 34 days longer than what succeeded, and with 110 actives past the 60-day mark, 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	42
Withdrawn	19
Of the 204 resale listings that left the market in July, share that failed to sell	29.9%
Median days in MLS before giving up	63
Had already cut price at least once	37 of 61
Median final list price	\$675,000

- For every ten listings that ended in July, **three ended without a sale**. Those sellers spent a median of 63 days on market, nearly six times the 11 days of successful sales, and three of five had already chased the market down with price cuts before quitting.
- The failed listings cluster near \$675,000 final list, squarely mainstream Arvada and just below the \$700,000 closed median. In that range, well-priced homes are selling in about a week. The difference between 8 days and 63 days at the same price point 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. **33 Arvada resale listings went under contract and the contract was then terminated**: 32 are active again, and 1 was removed from the market. Compare that with the 143 that made it to closing: of roughly every five contracts that resolved in July, **about one terminated before the closing table**.

Terminated Contracts	July
Listings back on market after going under contract	33
Approximate termination rate (of resolved contracts)	19%
Median days in MLS for these listings	68
Median list price	\$600,000

- These fall-outs sit at a **median \$600,000**, the entry-level end of Arvada, the same segment that is slowest to sell. Inspection findings and financing (appraisal gaps, rate qualification) are the usual killers for payment-stretched buyers 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
Candelas	10	\$763,500	32	95.3%	40%
Arvada	8	\$687,500	11	99.5%	75%
Lamar Heights	6	\$592,500	22	97.7%	67%
Scenic Heights	6	\$634,274	4	98.1%	33%
Leyden Rock	5	\$760,000	9	100.7%	80%
Meadowglen	5	\$835,000	7	98.8%	80%
Pomona Lakes	5	\$738,000	19	97.0%	100%
Allendale	4	\$652,450	9	99.4%	100%

- **TOP PERFORMERS: Leyden Rock and Scenic Heights.** Leyden Rock closed at 100.7% of original list, above ask, at a 9-day median, though four of five closings carried a credit. Scenic Heights was the fastest spotlight at 4 days with only a third giving one.
- **Pomona Lakes and Allendale run on concessions:** every single closing in both included a credit. If you're listing there, budget it into the net sheet on day one.
- **WATCHLIST: Candelas.** The volume leader with 10 closings, but the slowest spotlight at a 32-day median and 95.3% of original list, and its sellers are also nearest the Trailstone builder inventory and its \$23K average incentives.
- **Meadowglen is the quiet premium performer:** an \$835,000 median in 7 days at 98.8% of original list, though four of five closings carried a credit.

Broker Talking Points

With Sellers

- "Nearly two out of three Arvada 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 6 days at just over list. Homes that miss are cutting publicly, sitting 60+ 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 \$900K."
- "110 Arvada 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."

"90 Arvada sellers credited buyers \$924,783 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.