The Cobblestone Ranch Report

OCTOBER 2026 · YOUR NEIGHBORHOOD, BY THE NUMBERS



Hey neighbor! Fall has officially rolled into Cobblestone Ranch — cooler mornings, a little snow on the peaks, and a market that's been quietly busy. I pulled every sale, pending, and listing in our neighborhood from the MLS over the past 12 months so you don't have to. Here's what's really happening on our streets.

68
homes sold in the last 12 months

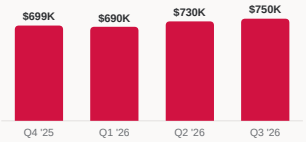
$712K
median sale price (12 mo)

+6%
median price, last 6 mo vs. prior 6 ($695K → $738K)

3.7 mo
of inventory · 21 for sale, 8 under contract

PRICE TREND

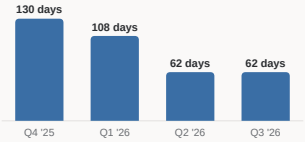
Median sold price by quarter



Steady climb from about $700K to $750K this year.

SPEED

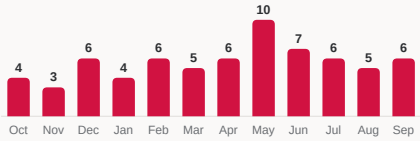
Median days from list to close



Homes are closing in roughly half the time they did last winter.

SALES PACE

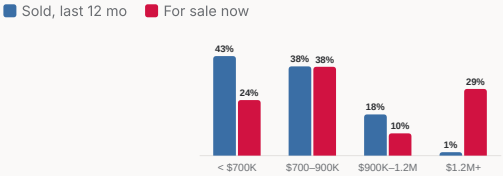
Closings per month



May was the busiest month (10 closings); fall is holding a steady 5–6.

PRICE MIX

Share of homes by price band



Today's for-sale homes lean higher than what's actually been selling.

RYAN'S TAKE

Here's the honest read: **Even well-priced homes are taking time to sell.** For many sellers, getting comfortable with a price below their original expectations is becoming part of the process.

The median sale price is up about 6% over the last six months, but price per finished square foot has slipped from roughly $225 to $217. My take? Larger homes may be driving that higher median—not a sudden jump in everyone's home value.

Meanwhile, **13 of the 21** homes currently for sale have already reduced their price, and another 20 listings expired or were pulled over the last six months. Buyers are out there, but they're being selective—and they're in no hurry.

Across Douglas County, the market feels stuck in neutral. With plenty of competition in the $600,000–$950,000 range, buyers have options. Sellers need to give them a reason to choose their home.

Heading into Q4 and early 2027, patience matters—but patience alone isn't a pricing strategy. The sellers who put themselves in the best position will price for today's competition, even when that number is uncomfortable. **Your next move deserves a plan built around what the market is doing today.**

QUICK HITS

- Sales ranged from $570K to $1.35M over the year.
- 6 homes closed in September, from $625K to $949K.
- About 3.7 months of inventory = a pretty balanced market. Sellers who price right on day one see the best results.
- 3 brand-new listings hit the market this week alone.

AROUND THE RANCH

From the Cobblestone Ranch Owners Association

- **Fall Festival & Garage Sale — thank you!** — The Sept. 25–27 Community Garage Sale and Saturday's Fall Festival & Marketplace at the Pool House lot brought out resident vendors, makers, and neighbors all weekend. Big thanks to the HOA Events & Social Committee.
- **HOA Board election** — Two Director seats (three-year terms) are up this year. Candidate applications closed Oct. 1 — watch for election materials from Service Plus Community Management.
- **Stay in the loop** — The HOA holds quarterly membership meetings and monthly Board working sessions. Questions: Service Plus, 720-571-1440 or support@serviceplusm.com.
- **Castle Rock Water update** — The latest Castle Rock Water update (Sept. 26) went out to residents through the HOA email — worth a quick read.

Coming up from Ryan & CO

- **Meet Santa's Reindeer** (and special guest the Grinch!) — **Saturday, Nov. 14, 1–3 PM**
- **Holiday Lights Giveaway** and our **Turkey Trot** (Thanksgiving morning) — details coming soon in the Cobblestone Ranch Facebook group.



Meet Santa's Reindeer · Sat, Nov. 14, 1–3 PM



Cobblestone Ranch, Castle Rock

Curious what your home would sell for today?
I'll pull the exact comps for your street — free, no pressure, no follow-up spam. Just text me.

Text 720.207.3992

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Based on information from REcolorado, Inc. (MLS) for residential properties in the Cobblestone Ranch area of Castle Rock, CO, Oct 2, 2025 – Oct 2, 2026. Information deemed reliable but not guaranteed and may not reflect all real estate activity in the market. "List to close" is measured from the most recent list date. If your home is currently listed with another broker, this is not a solicitation of that listing. Each Keller Williams office is independently owned and operated.

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