March 2026 News-Letter

LARAMIE LIVING

The Market is Waking up - Here's what That Means



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PRISM REAL ESTATE SOLUTIONS, LLC

About the Cover

Is the lady leprechaun lucky… or resilient?

The phrase "Luck of the Irish" traces back to the 1800s Gold Rush in America. Many of the miners who struck gold were Irish immigrants. When they succeeded, some onlookers — unwilling to credit their perseverance, grit, and determination — dismissed it as mere "luck."

INSIDE THIS ISSUE

- Office Listings
- Numbers, Stats & Facts
- Styles & Trends
- Frequently Asked Questions

A Note from Wendy



March in Laramie is interesting. It is not full-blown spring yet — but you can feel it coming. With the abnormally warmer weather we have experienced this winter we are seeing an influx of Buyers as well as an increase in listings. In January of this year, we had 23 new residential listings and 37 in February. Inventory increased 61% from January to February, while 24% of available homes sold. Homes sold at 98.88% of list price, showing that well-positioned properties are commanding strong offers. The average sale price came in at $391,444, with an average of 141 days on market for sold homes.

What the numbers suggest:

This is a steady, price-sensitive market. Buyers are well informed. Sellers who price correctly and present well are succeeding. Overpricing? This is typically where we see longer days on market and expired listings.

As we head toward spring, preparation and strategy matter more than ever.

The market is expanding but it remains selective.

"Around Laramie, spring momentum starts quietly — long before the flowers bloom — when buyers and sellers begin considering their next move."

Early spring offers a window of opportunity for prepared buyers and sellers.

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Wendy Van Fleet

Broker/Owner

Prism Real Estate Solutions

Featured
OFFICE LISTINGS

For a complete list of available properties:

PrismRealEstateSolutions.com

TBD Adams St

NEWListing

$330,000

MLS # 260101

1.1 acres

Zoning

Limited Business
Limited Commercial



Listing Agent: Arianna Van Fleet 307.761.3160

954 N McCue Street #92

$92,999.00

UNDER CONTRACT

3 Bedrooms
2 Bathrooms
1178 sq feet
MLS#250721



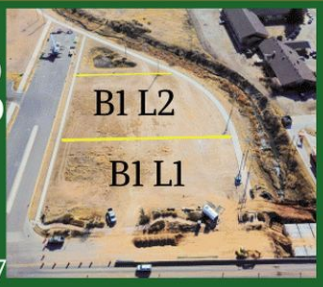
Listing Agent: Arianna Van Fleet 307.761.3160

1401 S 3rd Street

B1 L1 .82 acres $870,000
B1 L2 .82 acres $730,000

MLS#250761 MLS#250762

High Visibility
Shovel Ready
Convenient Access I80/287



Listing Agent: Wendy Van Fleet 307.761.0358

Timberline Business Park

Industrial lots

Listing Agent:
Wendy Van Fleet 307.761.0358



1.27 acre lot $222,000
1.69 acre lot $222,000
1.90 acre lot $250,000
1.65 acre lot $275,000
2.24 acre lot $375,000
1.79 acre lot $475,000
9.03 acre lot $1,200,000

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NUMBERS, STATS & FACTS

February 2026
Market Snapshot

Total Listings
37 homes listed
9 homes closed

Sale-to-List Ratio:
98.88%

Homes are basically selling at asking.
Buyers are negotiating a little — but not dramatically.

Pricing

Average List Price:
$395,888
Average Sale Price:
$391,444

Days on Market (Sold Homes)
Average DOM: 141 days

3 Bedroom Homes
21 listed; 4 sold
99.14%
sale-to-list ratio
Avg DOM: 124 days

Inventory is moving... but it's not quick-turn inventory.
This is a patient market.
Well-priced homes move. Overpriced homes sit.

4 Bedroom Homes
9 listed; 4 sold
44% sold rate (highest conversion)
Avg DOM: 150 days



These numbers were acquired through the Laramie MLS

STYLES & TRENDS

Spring Momentum

Even if you are not Selling





Quick improvements that make a big difference

- Trim shrubs and remove winter die-back
- Define edges along walkways and beds
- Add fresh mulch or rock cover
- Rake gravel or decorative stone areas
- Remove dead plants and debris







Affordable upgrades to consider

- Paint or refresh the front door
- Replace outdated exterior light fixtures
- Install modern house numbers
- Add two simple planters by the entry
- Pressure wash siding and walkways



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FREQUENTLY ASKED QUESTIONS

Questions	Answers
Is March too early to list?	No. Early listing often face less competition.
Are buyers serious right now?	Yes. Spring lookers start becoming spring movers.
Should we wait until april.	Sometimes waiting increases competition more than price
What should I do first	Plan before you list. Strategy before sign.

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