July 2026 News-Letter

LARAMIE LIVING



"Wendy Van Fleet" Broker/Owner
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PRISM REAL ESTATE SOLUTIONS, LLC

About the Cover

My monthly creative outlet is designing a cover for the newsletter. Using AI to generate an image that looks, feels and overall conveys what I have in my imagination can take more hours than one might imagine. This months cover reflects our nations 250th Birthday.

INSIDE THIS ISSUE

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A Note from Wendy



July in Laramie is one of my favorite times of year — and not just because the weather finally cooperates. This is the month when the market shows its hand.

The buyers who have been circling since spring are ready to commit. The listings that were testing the market in May have either found their buyers or found their price. And new inventory keeps appearing, because summer is when life happens — job changes, family transitions, people who have been waiting for "the right time" and decided this is it.

What I'm seeing in the Laramie market right now is a healthy, active summer. Not frantic. Not stalled. Active — which means both sides of a transaction have real opportunity if they go in with clear eyes.
On the rate front, the 30-year fixed mortgage is sitting right around 6.49% as of this week — essentially unchanged from the prior week and down from 6.77% a year ago. Most forecasters expect rates to stay in the low-to-mid 6% range through the remainder of the summer, with no dramatic swings anticipated unless something significant shifts in the broader economy. For buyers, that means the math you're running today is probably close to the math you'll be running in September — so hesitation based on rate timing isn't doing most people any favors.

For sellers, the lesson is simpler: summer buyers are motivated buyers. The ones out there in July have already decided to move. Your job — and mine — is to make sure your home gives them a reason to choose yours.

As always, I'm here when you're ready to talk.

Wendy Van Fleet
Broker/Owner
Prism Real Estate Solutions
307-460-3664

Featured

OFFICE LISTINGS

For a complete list of available properties:

PrismRealEstateSolutions.com

1556 N 28th Street

$449,000.00

MLS # 260383



4 Bedrooms 3.5 Baths

2 Car Garage

2487 Finished Sq feet

Listing Agent: Arianna Van Fleet 307.761.3160

Thinking about listing this summer?
July buyers are motivated and ready.

Reach out to talk timing and strategy.

4106 Foothills Street

$645,000.00

MLS # 260382



5 Bedrooms 3 Baths

3 Car Garage

2860 sq feet

Listing Agent: Wendy Van Fleet 307.761.0358

5831 Bastion Rd

$799,000.00

MLS # 260313



5 Bedrooms 3 Baths

3 Car Garage

3340 Finished Sq feet

Listing Agent: Kim Ruckman 702.334.8662

5935 Bastion Rd

$736,500.00

MLS # 260324



4 Bedrooms 3 Baths

2 Car Garage

2615 Finished Sq feet

Listing Agent: Kim Ruckman 702.334.8662

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NUMBERS, STATS & FACTS

June 2026

Type	Listed	Sold	Sale-to-List	Median Price	Median DOM
2 Bed	12	2	101.37%	$370,000	40 days
3 Bed	34	23	98.70%	$370,000	54 days
4 Bed	16	16	98.63%	$425,000	62 days
5+Bed	13	12	100.02%	$684,000	46 days



These numbers were taken from the Laramie MLS and represent residential listings in the city of Laramie.

STYLES, TRENDS & HOME TIPS

Why the "Modern Heirlooms" trend is showing up in Laramie — and what it means if you're selling or updating.

After years of interiors that leaned minimal, curated, and a little cold, the design conversation has moved somewhere warmer. Sherwin-Williams is calling the dominant trend of 2026

"Modern Heirlooms" — and it's an easy one to understand once you know the name. The look is nostalgic without feeling dated, crafted without feeling precious, and timeless without feeling formal. It's about choosing materials, finishes, and projects that bring a sense of permanence — rooms that feel warm, layered, and connected to daily life.

Woodworking Network



https://robynsfrenchnest.com/wp-content/uploads/2020/10/rfn-logo-text-only-w500.png



https://robynsfrenchnest.com/wp-content/uploads/2025/10/Blue-and-green-fall-books-1280x1707.webp

Curating a Home That Tells Your Story

Ultimately, to decorate with family heirlooms is about building a home that is both beautiful and personal. When guests step into your home, they should not only see your style, but also feel your story.

https://robynsfrenchnest.com/how-to-decorate-with-family-heirlooms-in-your-personal-style/#:

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FREQUENTLY ASKED QUESTIONS

What's actually happening at the table in the Laramie market right now.

Is July actually a good time to list, or should I wait until fall?

July tends to be one of the stronger months in the Laramie market, and here's why: the buyers who are out there right now aren't casual. People browsing in January are imagining possibilities. People scheduling showings in July have usually made a decision — they're looking for the right house, not deciding whether to buy.

That said, timing matters less than preparation. A home that's priced accurately and shows well in July will perform. One that enters the market overpriced in any month will sit. The season is less important than the strategy.

I keep hearing about "days on market." Why does that number matter so much?

Days on market — how long a home has been listed without selling — is one of the clearest signals in any real estate transaction. In the Laramie market, a home that's been sitting for 60 or 90 days tells buyers something: usually, it is priced too high.

Buyers notice this. A longer days-on-market number gives them leverage to negotiate harder, and it shifts the perception of the home even if nothing is actually wrong with it. The practical takeaway: entering the market at the right price the first time protects your negotiating position. A quick, clean sale at asking price almost always beats a long listing that eventually sells at a discount.