

Monthly Indicators



March 2025

Percent changes calculated using year-over-year comparisons.

New Listings were up 27.3 percent for single family homes and 15.4 percent for townhouse-condo properties. Pending Sales decreased 18.2 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was up 45.2 percent to \$1,350,000 for single family homes and 79.2 percent to \$2,150,000 for townhouse-condo properties. Days on Market decreased 12.6 percent for single family homes but increased 28.8 percent for condo properties.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Activity Snapshot

+ 13.9% **+ 24.8%** **+ 28.3%**

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties
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Residential real estate activity in the counties of Delta, Eagle, Garfield, Gunnison, Mesa, Moffat and Pitkin composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		66	84	+ 27.3%	179	232	+ 29.6%
Pending Sales		66	54	- 18.2%	160	158	- 1.3%
Sold Listings		45	48	+ 6.7%	122	137	+ 12.3%
Median Sales Price		\$930,000	\$1,350,000	+ 45.2%	\$940,000	\$1,281,000	+ 36.3%
Avg. Sales Price		\$3,222,497	\$4,507,783	+ 39.9%	\$3,549,055	\$4,066,891	+ 14.6%
Pct. of List Price Received		96.0%	97.0%	+ 1.0%	95.4%	96.5%	+ 1.2%
Days on Market		127	111	- 12.6%	134	120	- 10.4%
Affordability Index		43	30	- 30.2%	43	31	- 27.9%
Active Listings		240	285	+ 18.8%	--	--	--
Months Supply		3.9	5.0	+ 28.2%	--	--	--

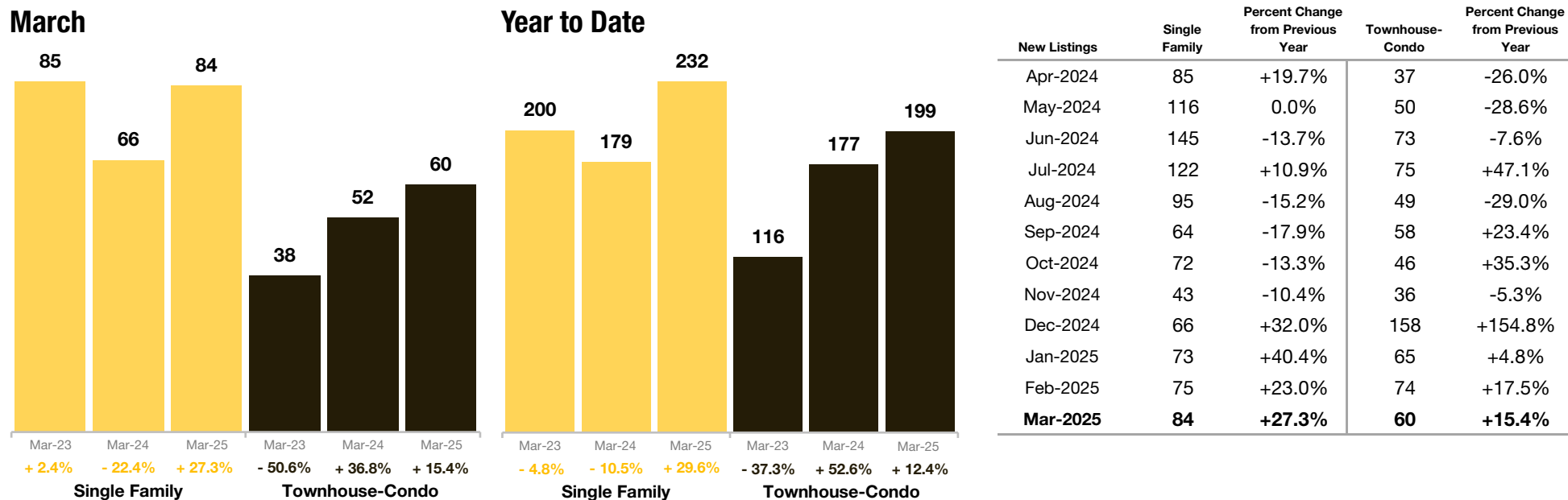
Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

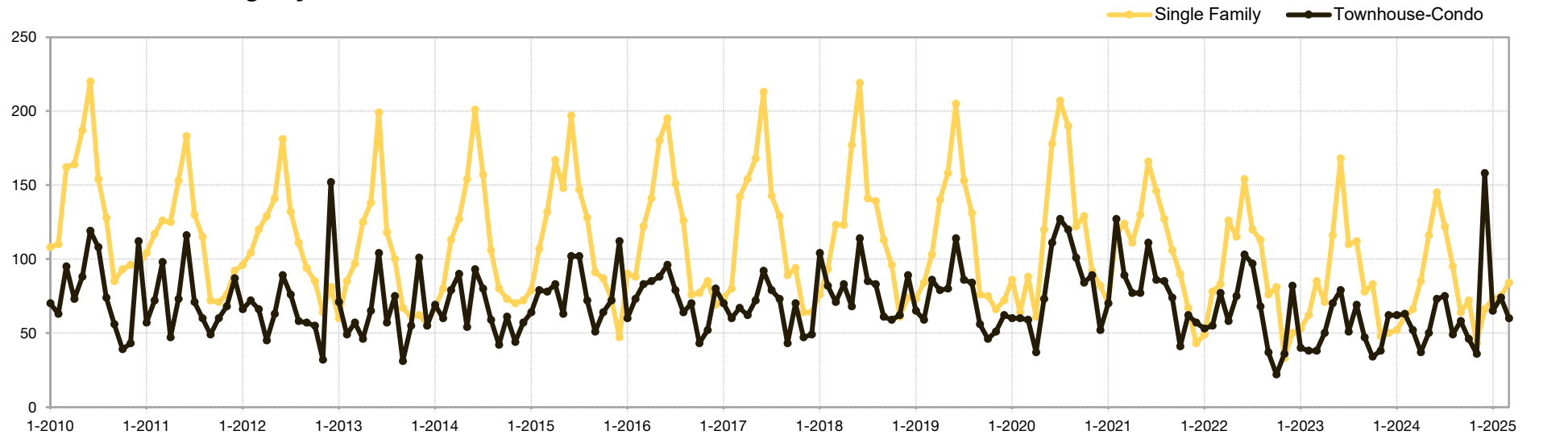


Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		52	60	+ 15.4%	177	199	+ 12.4%
Pending Sales		41	41	0.0%	134	178	+ 32.8%
Sold Listings		31	39	+ 25.8%	114	101	- 11.4%
Median Sales Price		\$1,200,000	\$2,150,000	+ 79.2%	\$1,512,500	\$1,660,000	+ 9.8%
Avg. Sales Price		\$2,594,745	\$3,682,308	+ 41.9%	\$2,420,510	\$3,147,683	+ 30.0%
Pct. of List Price Received		95.9%	94.6%	- 1.4%	96.7%	95.6%	- 1.1%
Days on Market		125	161	+ 28.8%	120	132	+ 10.0%
Affordability Index		33	19	- 42.4%	26	24	- 7.7%
Active Listings		194	270	+ 39.2%	--	--	--
Months Supply		4.5	6.3	+ 40.0%	--	--	--

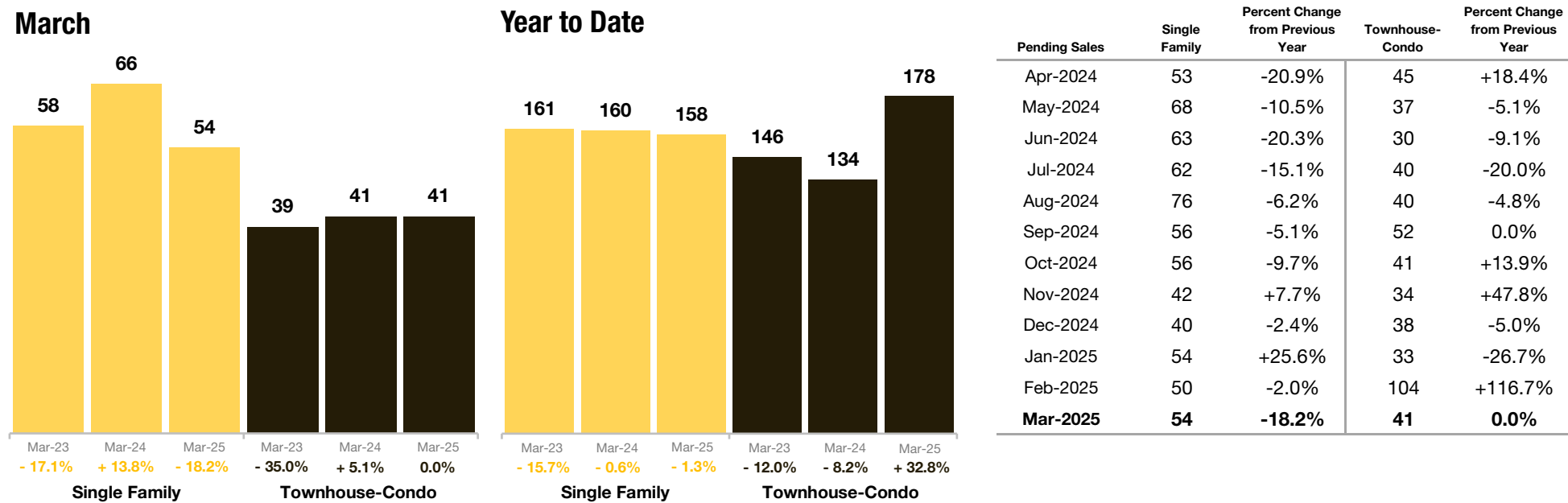
New Listings



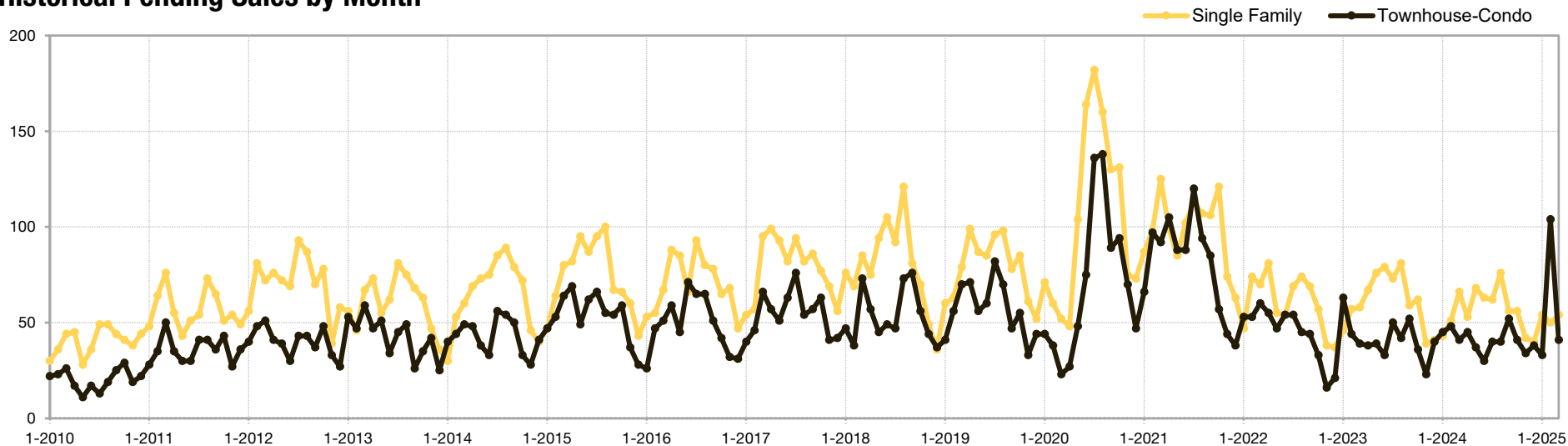
Historical New Listings by Month



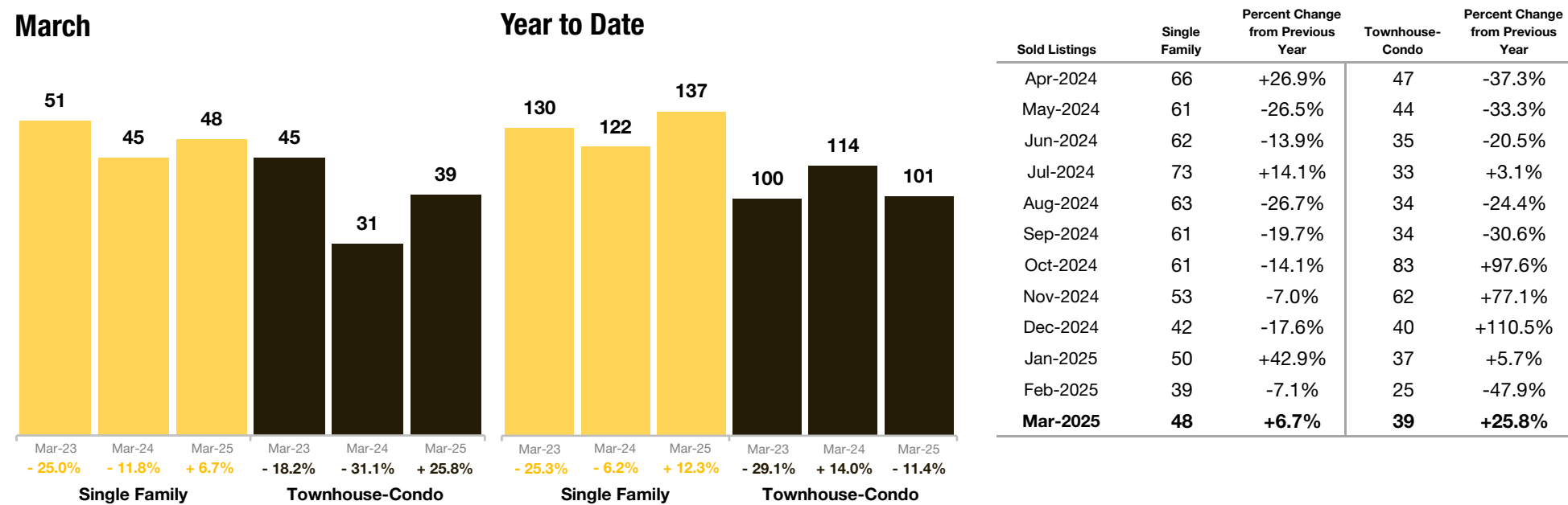
Pending Sales



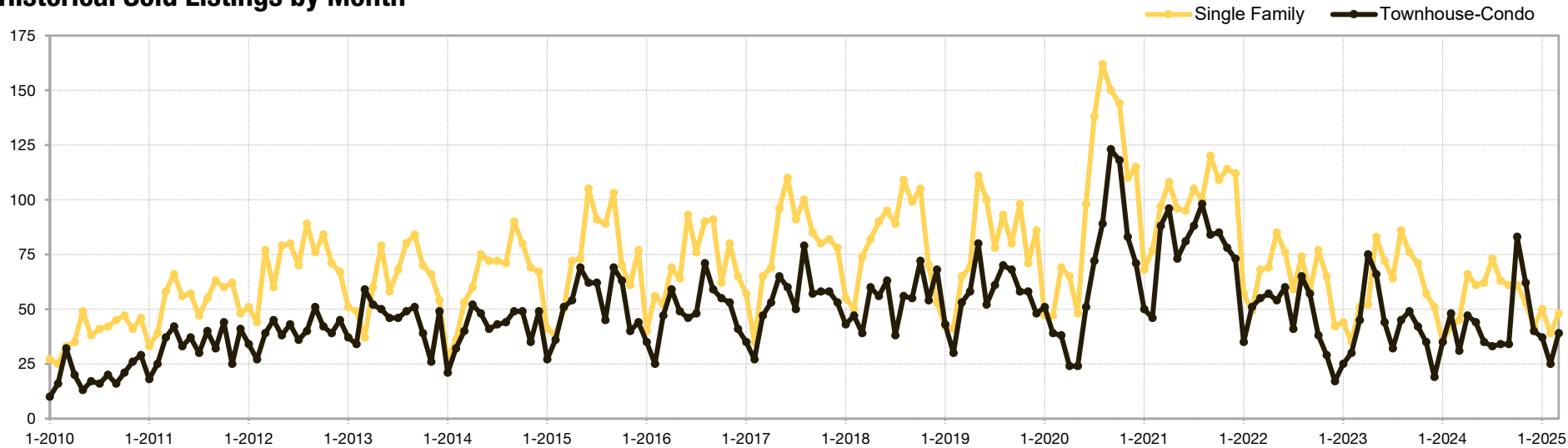
Historical Pending Sales by Month



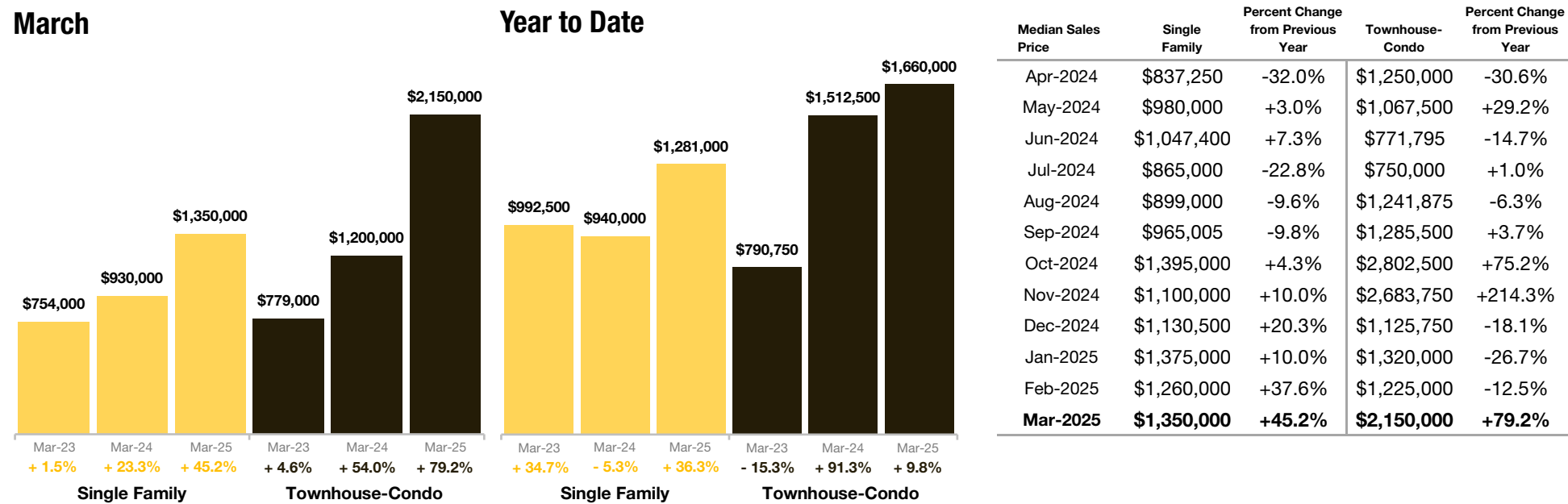
Sold Listings



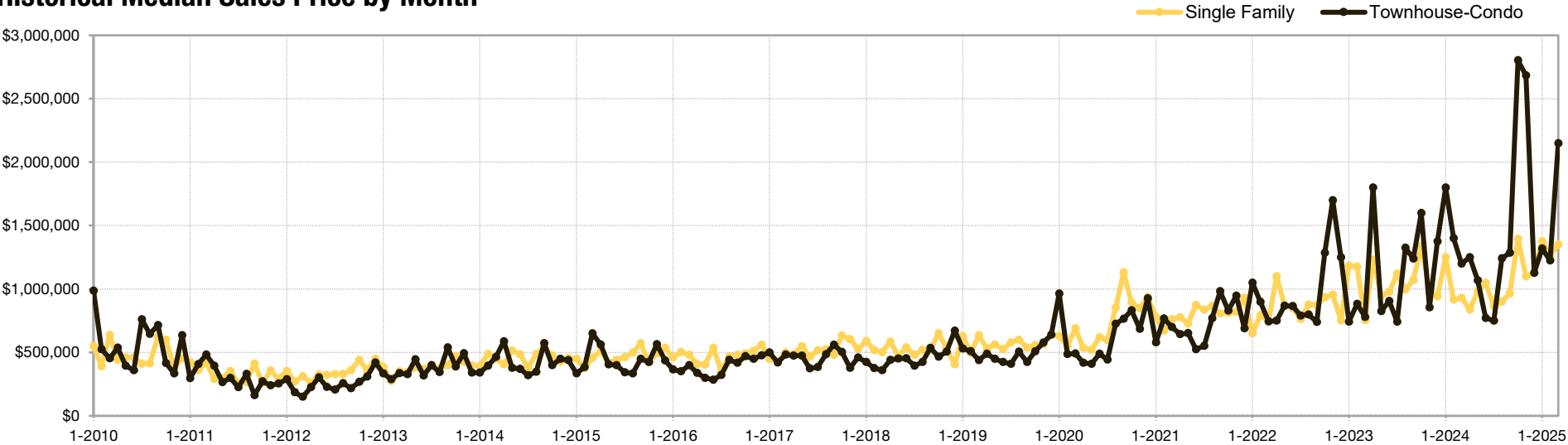
Historical Sold Listings by Month



Median Sales Price



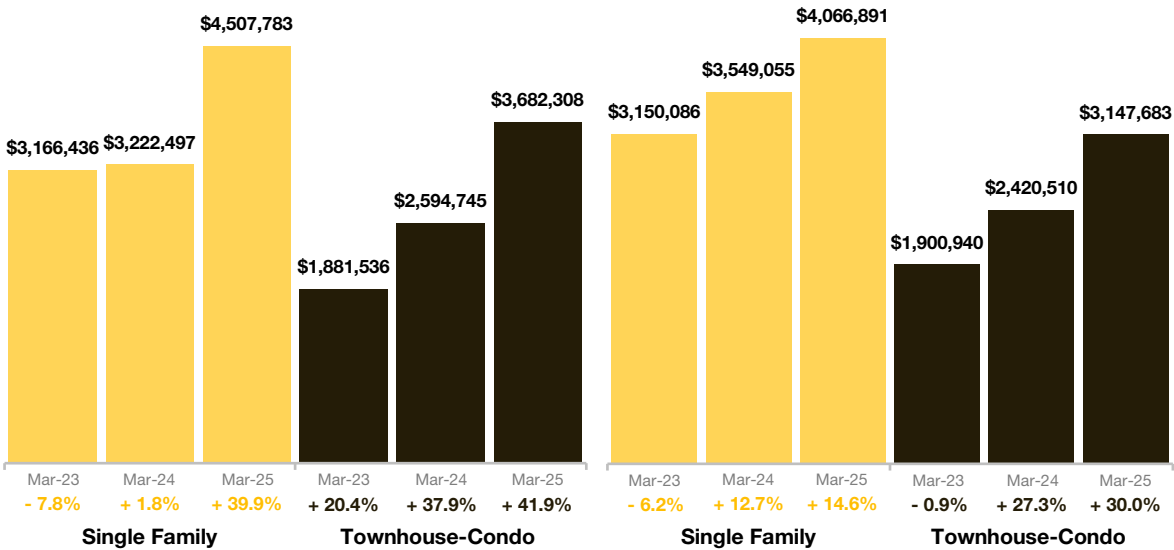
Historical Median Sales Price by Month



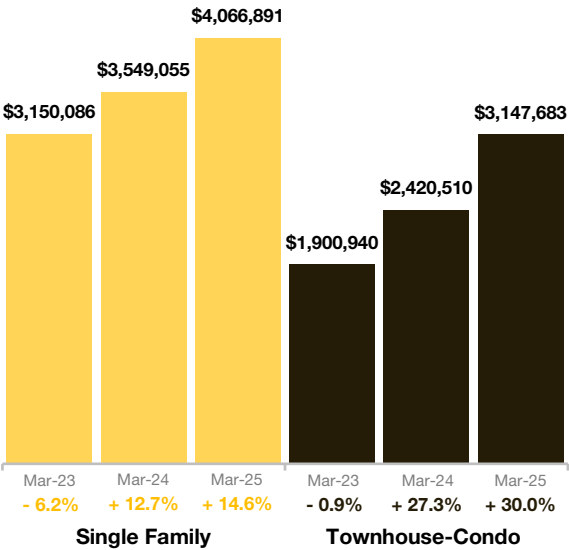
Average Sales Price



March

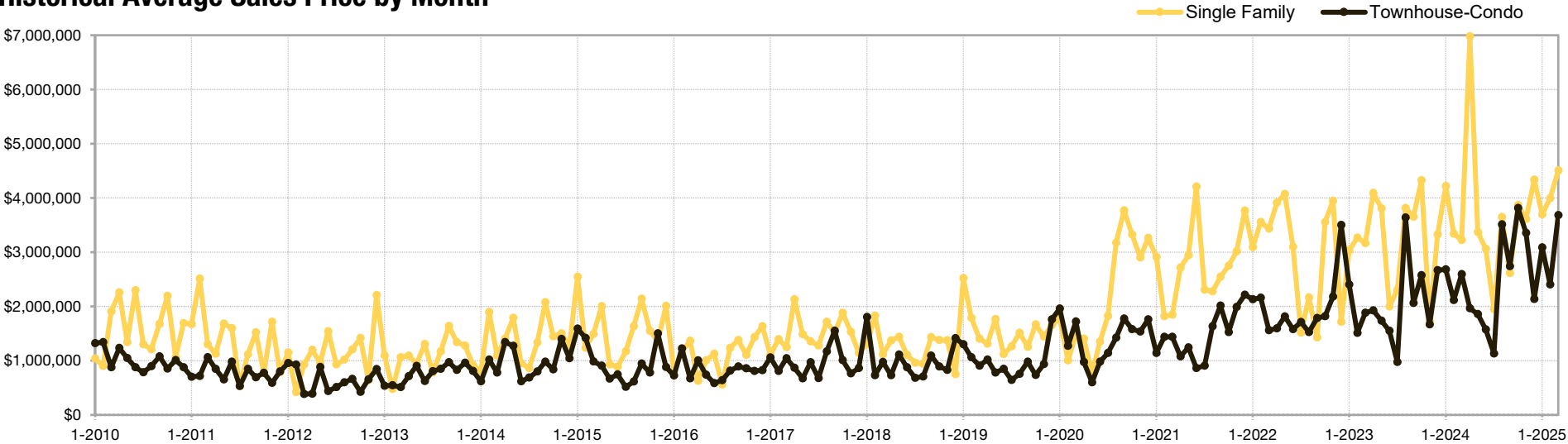


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	\$6,979,984	+70.6%	\$1,964,901	+1.9%
May-2024	\$3,372,270	-11.4%	\$1,858,176	+7.0%
Jun-2024	\$3,064,199	+53.3%	\$1,573,194	+1.3%
Jul-2024	\$1,951,722	-15.3%	\$1,131,256	+16.1%
Aug-2024	\$3,650,550	-4.3%	\$3,512,274	-3.4%
Sep-2024	\$2,613,611	-28.5%	\$2,740,279	+32.7%
Oct-2024	\$3,866,518	-10.6%	\$3,812,386	+48.1%
Nov-2024	\$3,608,960	+109.7%	\$3,354,941	+101.2%
Dec-2024	\$4,334,096	+30.3%	\$2,134,079	-20.0%
Jan-2025	\$3,698,865	-12.3%	\$3,087,784	+15.0%
Feb-2025	\$3,996,085	+19.6%	\$2,402,320	+13.6%
Mar-2025	\$4,507,783	+39.9%	\$3,682,308	+41.9%

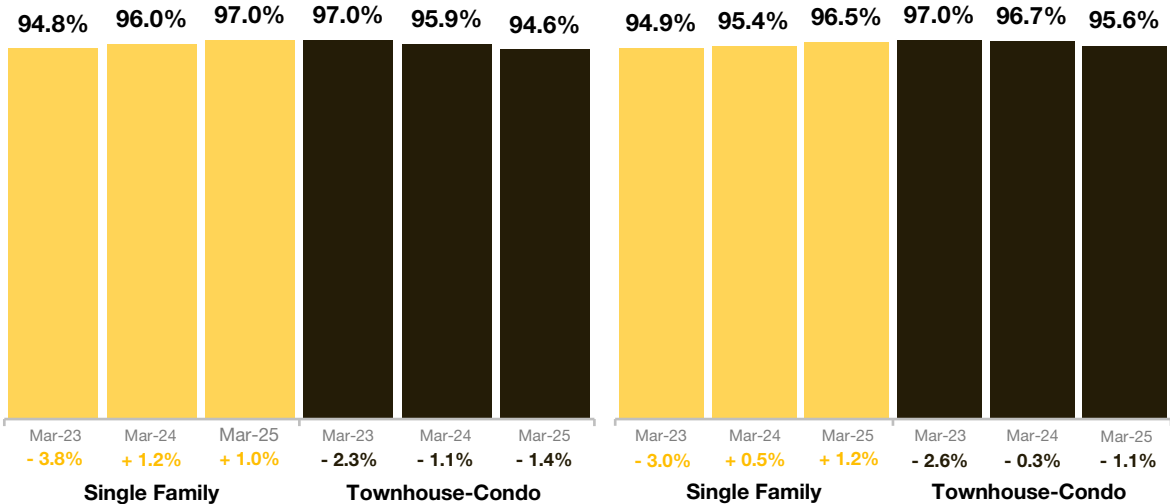
Historical Average Sales Price by Month



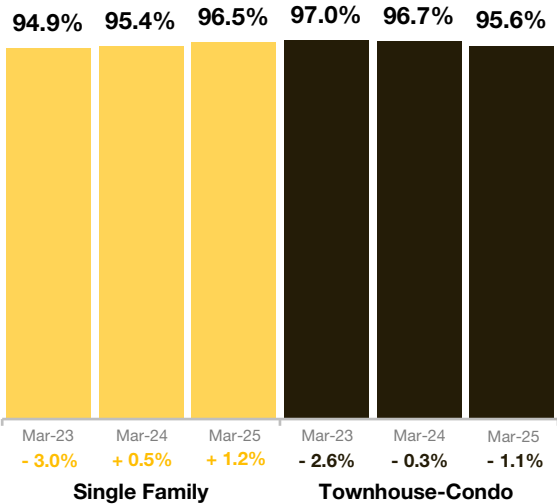
Percent of List Price Received



March

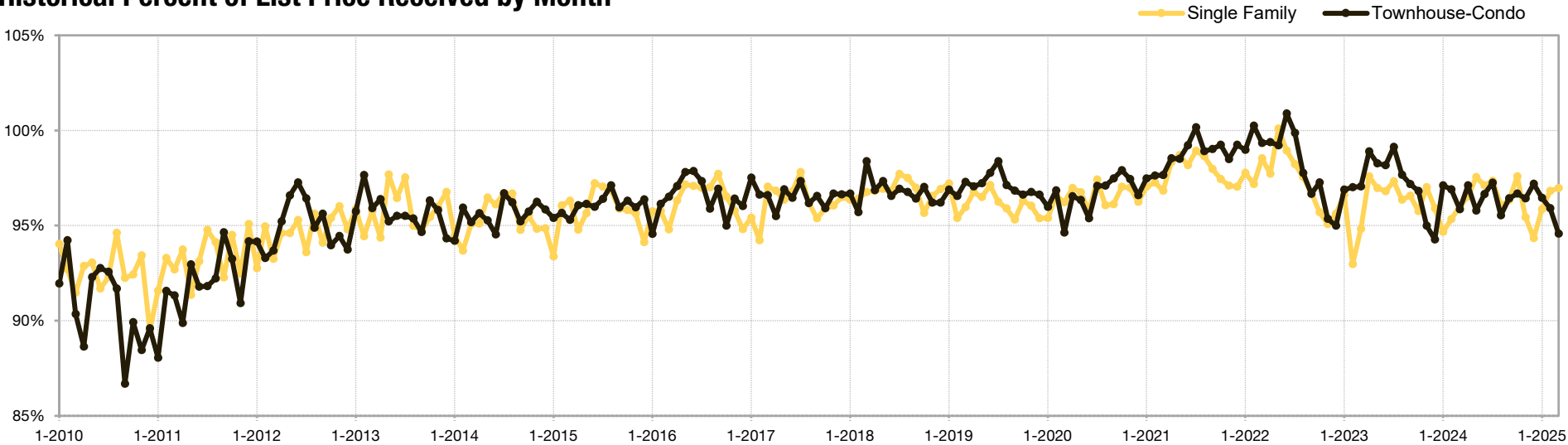


Year to Date

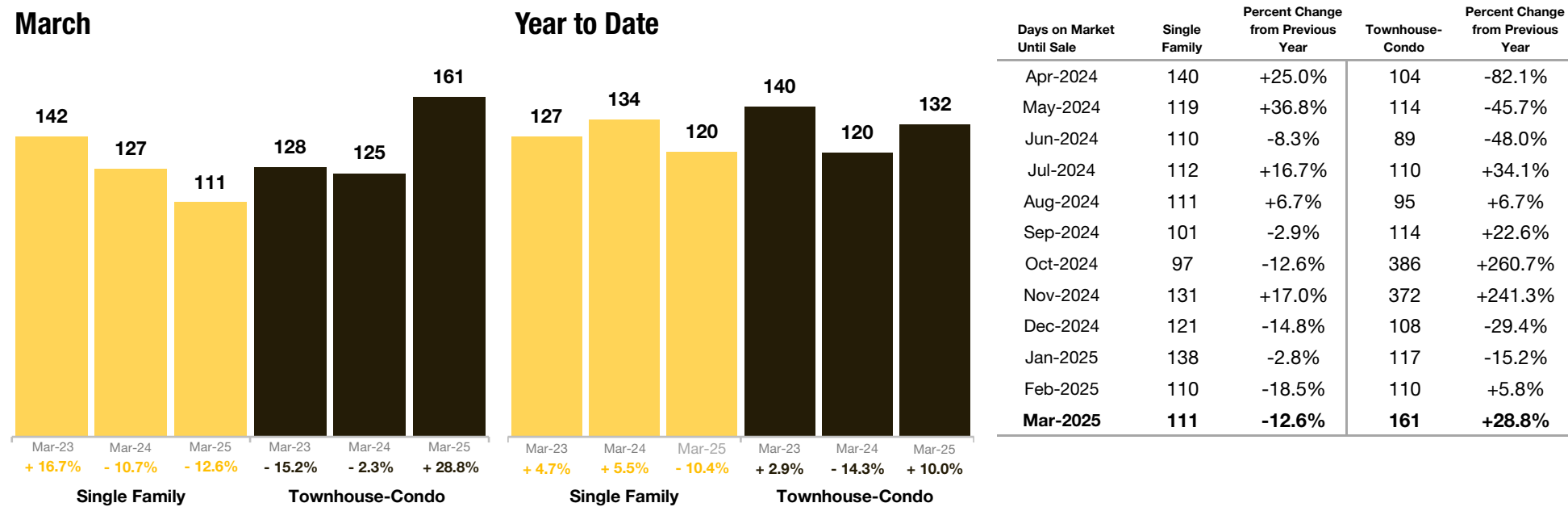


Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	96.5%	-1.1%	97.1%	-1.8%
May-2024	97.5%	+0.5%	95.8%	-2.5%
Jun-2024	97.1%	+0.3%	96.6%	-1.6%
Jul-2024	97.3%	0.0%	97.3%	-1.8%
Aug-2024	96.1%	-0.3%	95.5%	-2.3%
Sep-2024	96.3%	-0.3%	96.4%	-0.8%
Oct-2024	97.6%	+1.9%	96.7%	-0.1%
Nov-2024	95.4%	-1.6%	96.4%	+1.5%
Dec-2024	94.3%	-1.7%	97.2%	+3.1%
Jan-2025	95.9%	+1.3%	96.5%	-0.6%
Feb-2025	96.8%	+1.6%	95.9%	-1.0%
Mar-2025	97.0%	+1.0%	94.6%	-1.4%

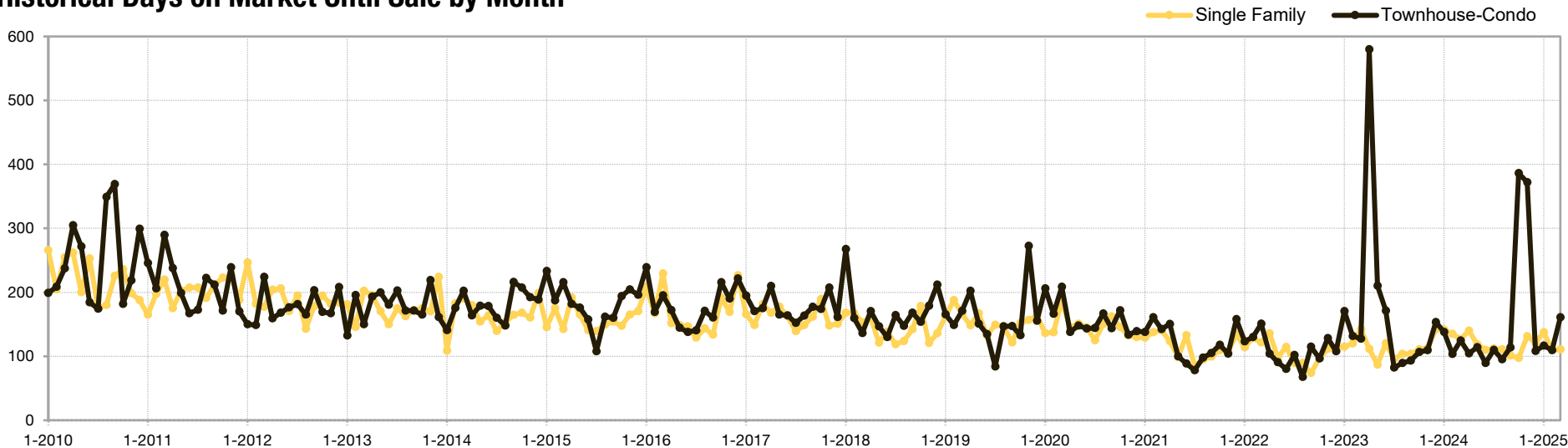
Historical Percent of List Price Received by Month



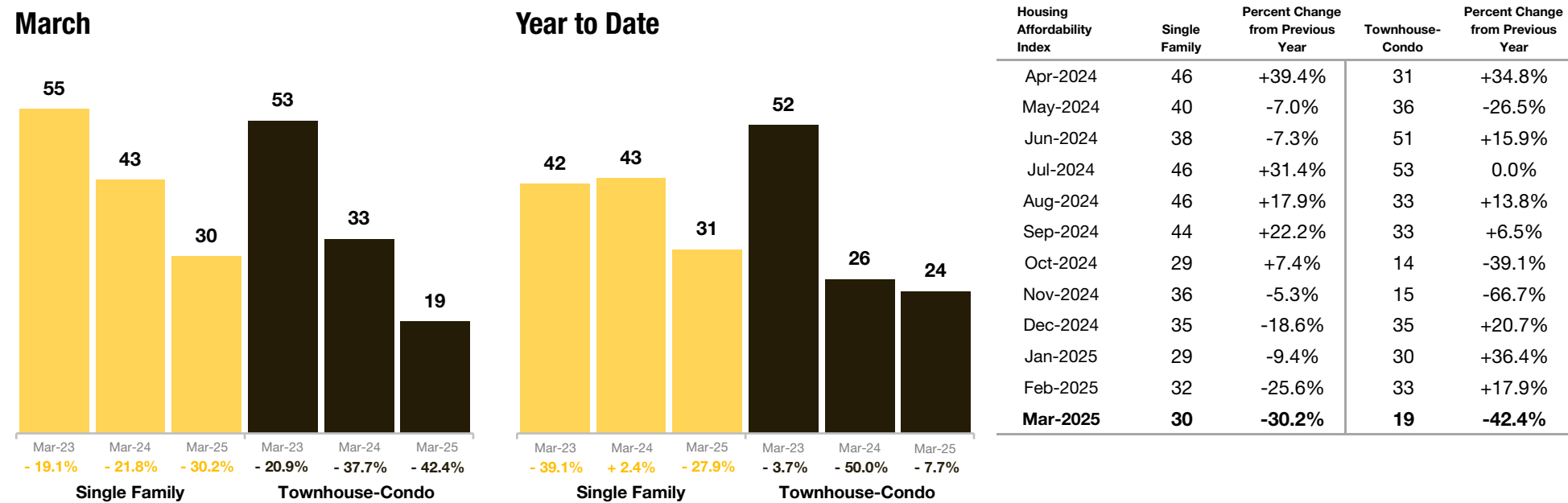
Days on Market Until Sale



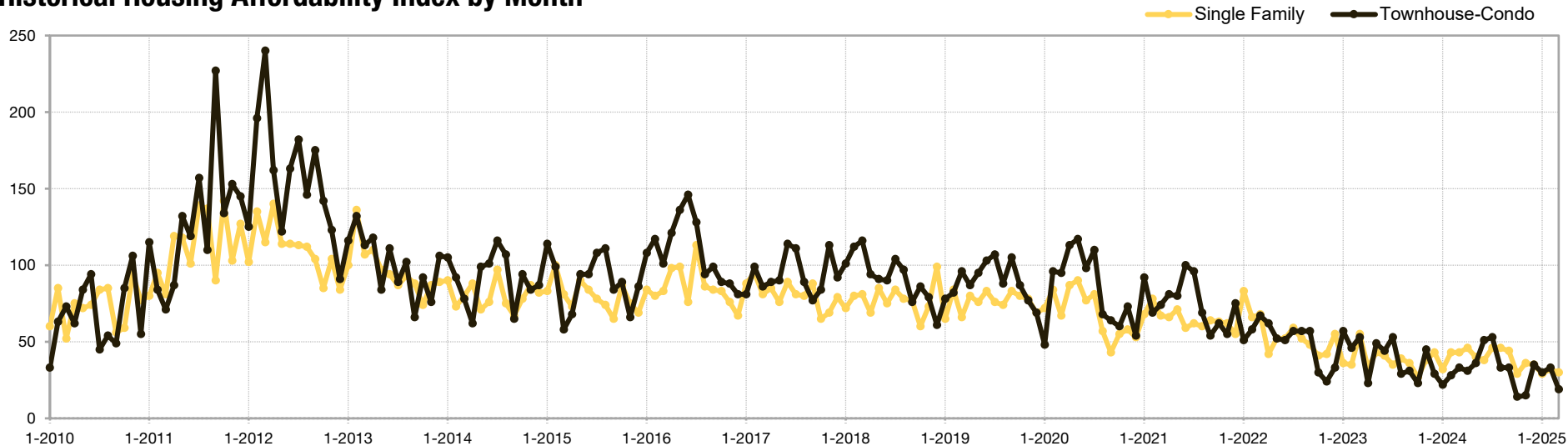
Historical Days on Market Until Sale by Month



Housing Affordability Index



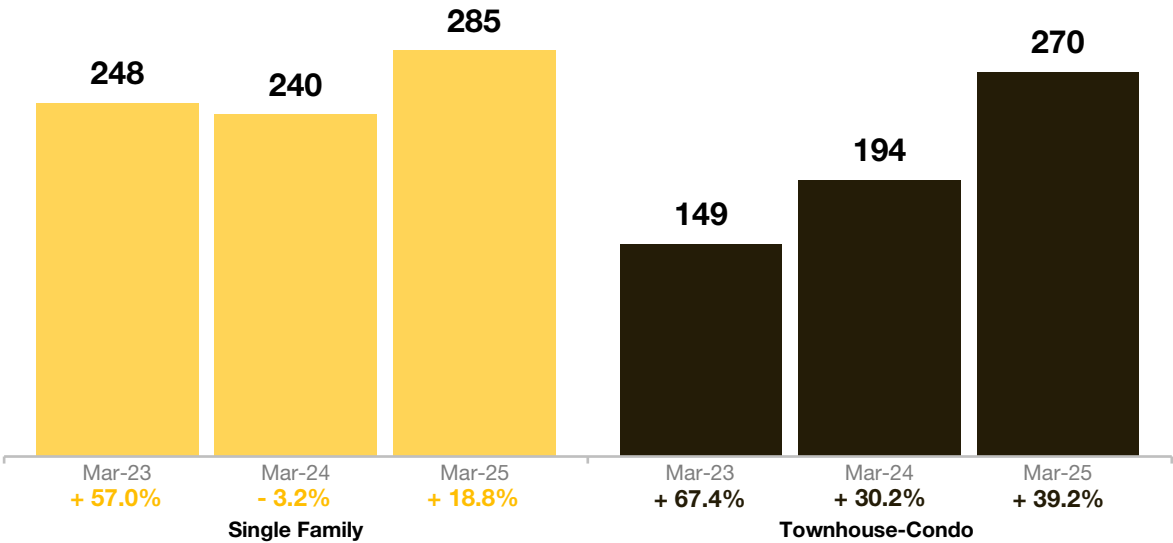
Historical Housing Affordability Index by Month



Inventory of Active Listings

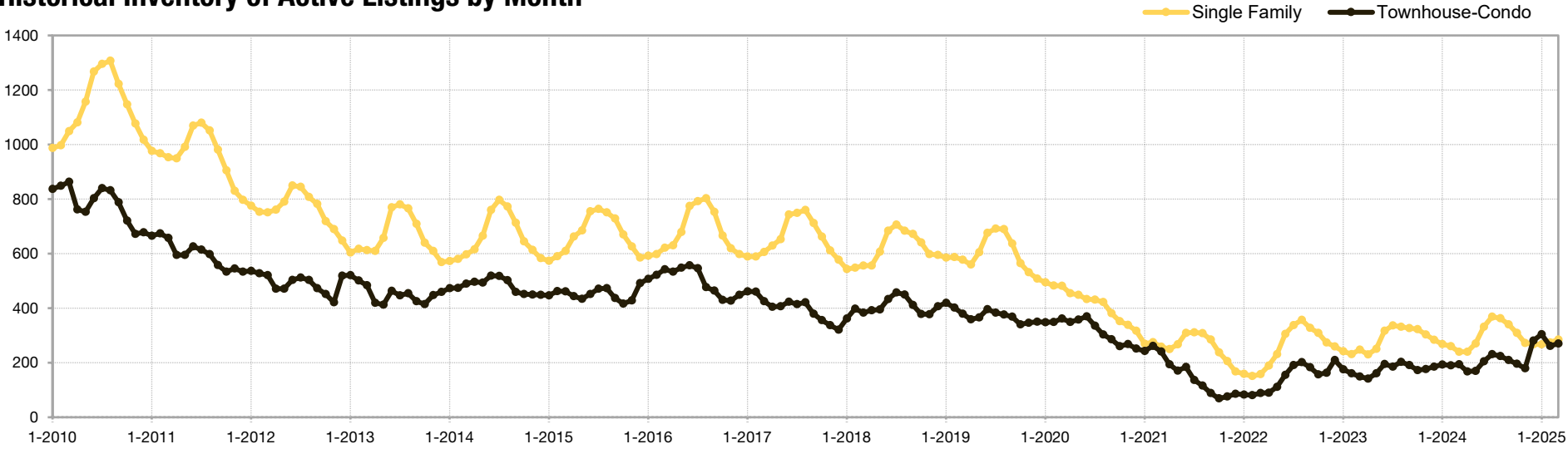


March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	240	+4.3%	168	+19.1%
May-2024	270	+7.6%	170	+5.6%
Jun-2024	332	+4.7%	205	+5.1%
Jul-2024	369	+9.8%	231	+24.9%
Aug-2024	363	+9.3%	224	+10.3%
Sep-2024	340	+4.0%	210	+9.9%
Oct-2024	309	-4.3%	196	+13.3%
Nov-2024	272	-10.2%	179	+1.7%
Dec-2024	267	-6.0%	281	+51.9%
Jan-2025	267	-0.4%	304	+57.5%
Feb-2025	274	+5.4%	261	+37.4%
Mar-2025	285	+18.8%	270	+39.2%

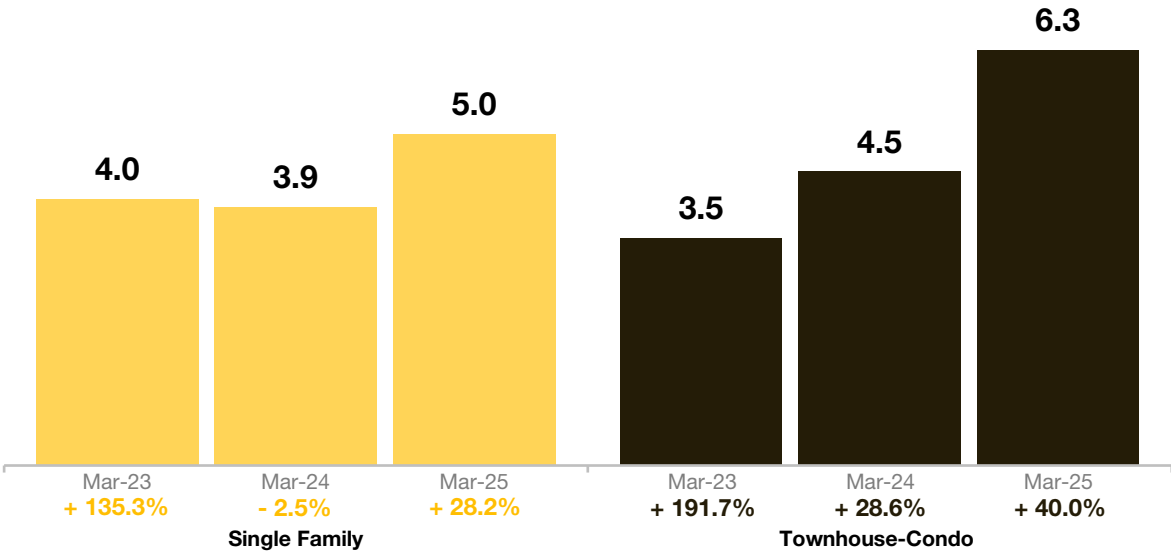
Historical Inventory of Active Listings by Month



Months Supply of Inventory

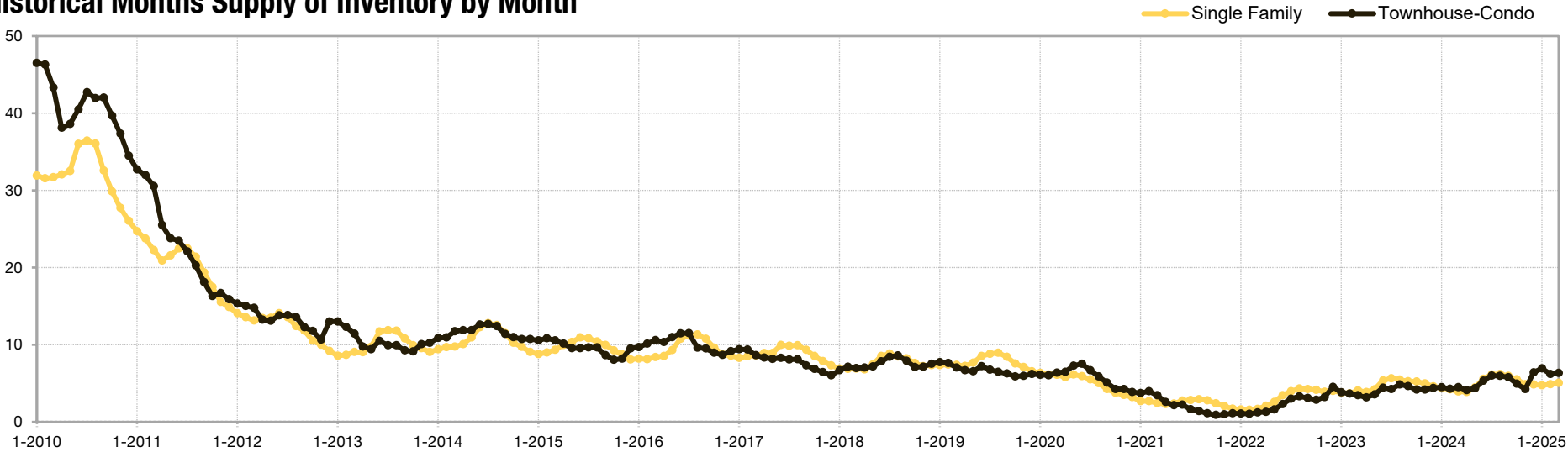


March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	3.9	+2.6%	4.1	+28.1%
May-2024	4.5	+7.1%	4.3	+22.9%
Jun-2024	5.6	+5.7%	5.3	+20.5%
Jul-2024	6.1	+8.9%	6.0	+42.9%
Aug-2024	6.2	+12.7%	5.9	+22.9%
Sep-2024	5.9	+11.3%	5.8	+26.1%
Oct-2024	5.5	+5.8%	4.9	+16.7%
Nov-2024	4.8	-4.0%	4.3	+2.4%
Dec-2024	4.8	+4.3%	6.4	+45.5%
Jan-2025	4.7	+6.8%	6.9	+53.3%
Feb-2025	4.9	+16.7%	6.2	+44.2%
Mar-2025	5.0	+28.2%	6.3	+40.0%

Historical Months Supply of Inventory by Month



Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



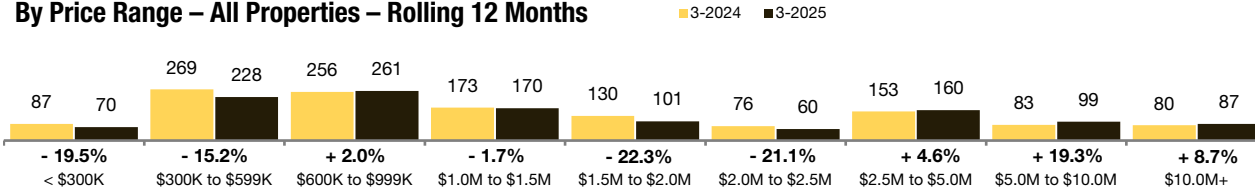
Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		118	151	+ 28.0%	369	454	+ 23.0%
Pending Sales		111	102	- 8.1%	304	356	+ 17.1%
Sold Listings		79	90	+ 13.9%	246	251	+ 2.0%
Median Sales Price		\$1,180,000	\$1,472,500	+ 24.8%	\$1,230,500	\$1,260,000	+ 2.4%
Avg. Sales Price		\$2,879,170	\$4,007,595	+ 39.2%	\$3,054,528	\$3,612,337	+ 18.3%
Pct. of List Price Received		96.0%	95.9%	- 0.1%	96.0%	96.1%	+ 0.1%
Days on Market		131	133	+ 1.5%	127	122	- 3.9%
Affordability Index		34	27	- 20.6%	33	32	- 3.0%
Active Listings		452	580	+ 28.3%	--	--	--
Months Supply		4.1	5.6	+ 36.6%	--	--	--

Sold Listings

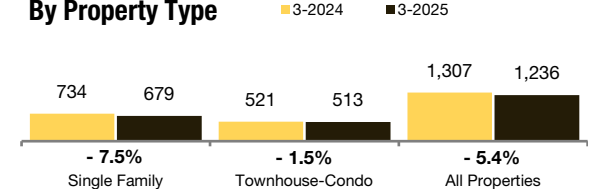
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type

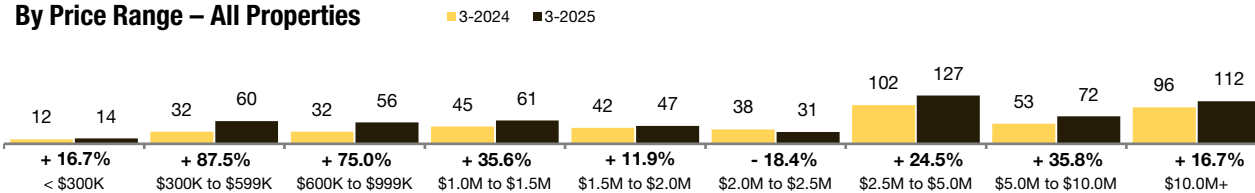


By Price Range	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
	3-2024	3-2025	Change	3-2024	3-2025	Change	2-2025	3-2025	Change	2-2025	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
\$299,999 and Below	24	11	-54.2%	26	21	-19.2%	1	0	-100.0%	2	1	-50.0%	6	1	-83.3%	7	7	0.0%
\$300,000 to \$599,999	172	122	-29.1%	93	103	+10.8%	4	4	0.0%	4	4	0.0%	31	17	-45.2%	18	17	-5.6%
\$600,000 to \$999,999	169	184	+8.9%	87	76	-12.6%	13	13	0.0%	4	7	+75.0%	27	36	+33.3%	12	15	+25.0%
\$1,000,000 to \$1,499,999	90	101	+12.2%	82	68	-17.1%	5	10	+100.0%	3	5	+66.7%	10	23	+130.0%	19	10	-47.4%
\$1,500,00 to \$1,999,999	51	62	+21.6%	78	39	-50.0%	6	2	-66.7%	4	2	-50.0%	4	18	+350.0%	19	10	-47.4%
\$2,000,000 to \$2,499,999	38	29	-23.7%	38	31	-18.4%	1	3	+200.0%	0	6	--	5	6	+20.0%	8	8	0.0%
\$2,500,000 to \$4,999,999	78	61	-21.8%	75	99	+32.0%	1	2	+100.0%	5	7	+40.0%	16	7	-56.3%	19	17	-10.5%
\$5,000,000 to \$9,999,999	48	45	-6.3%	30	54	+80.0%	2	7	+250.0%	2	3	+50.0%	9	12	+33.3%	9	11	+22.2%
\$10,000,000 and Above	64	64	0.0%	12	22	+83.3%	6	7	+16.7%	1	4	+300.0%	14	17	+21.4%	3	6	+100.0%
All Price Ranges	734	679	-7.5%	521	513	-1.5%	39	48	+23.1%	25	39	+56.0%	122	137	+12.3%	114	101	-11.4%

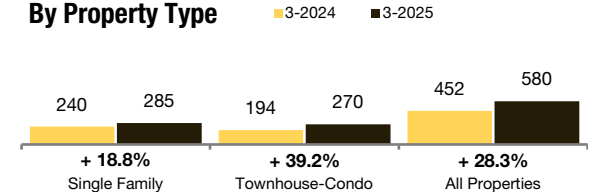
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



By Price Range	Compared to Prior Year						Compared to Prior Month						Year to Date	
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family	Townhouse-Condo
	3-2024	3-2025	Change	3-2024	3-2025	Change	2-2025	3-2025	Change	2-2025	3-2025	Change		
\$299,999 and Below	3	2	-33.3%	1	4	+300.0%	1	2	+100.0%	4	4	0.0%		
\$300,000 to \$599,999	19	13	-31.6%	13	42	+223.1%	9	13	+44.4%	42	42	0.0%		
\$600,000 to \$999,999	14	32	+128.6%	18	22	+22.2%	22	32	+45.5%	25	22	-12.0%		
\$1,000,000 to \$1,499,999	17	30	+76.5%	25	27	+8.0%	27	30	+11.1%	31	27	-12.9%		
\$1,500,00 to \$1,999,999	27	26	-3.7%	15	21	+40.0%	26	26	0.0%	20	21	+5.0%		
\$2,000,000 to \$2,499,999	13	16	+23.1%	24	14	-41.7%	16	16	0.0%	14	14	0.0%		
\$2,500,000 to \$4,999,999	40	40	0.0%	61	85	+39.3%	33	40	+21.2%	76	85	+11.8%		
\$5,000,000 to \$9,999,999	35	37	+5.7%	17	35	+105.9%	42	37	-11.9%	33	35	+6.1%		
\$10,000,000 and Above	72	89	+23.6%	20	20	0.0%	98	89	-9.2%	16	20	+25.0%		
All Price Ranges	240	285	+18.8%	194	270	+39.2%	274	285	+4.0%	261	270	+3.4%		

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.