

# Monthly Indicators



## January 2025

Percent changes calculated using year-over-year comparisons.

New Listings were up 36.5 percent for single family homes and 1.6 percent for townhouse-condo properties. Pending Sales increased 25.6 percent for single family homes but decreased 24.4 percent for townhouse-condo properties.

The Median Sales Price was up 10.0 percent to \$1,375,000 for single family homes but decreased 29.3 percent to \$1,272,500 for townhouse-condo properties. Days on Market decreased 2.8 percent for single family homes and 17.4 percent for condo properties.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

## Activity Snapshot

<b>+ 26.4%</b>	<b>- 23.3%</b>	<b>+ 21.3%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

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	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		52	71	+ 36.5%	52	71	+ 36.5%
<b>Pending Sales</b>		43	54	+ 25.6%	43	54	+ 25.6%
<b>Sold Listings</b>		35	50	+ 42.9%	35	50	+ 42.9%
<b>Median Sales Price</b>		\$1,250,000	\$1,375,000	+ 10.0%	\$1,250,000	\$1,375,000	+ 10.0%
<b>Avg. Sales Price</b>		\$4,218,229	\$3,698,865	- 12.3%	\$4,218,229	\$3,698,865	- 12.3%
<b>Pct. of List Price Received</b>		94.7%	95.9%	+ 1.3%	94.7%	95.9%	+ 1.3%
<b>Days on Market</b>		142	138	- 2.8%	142	138	- 2.8%
<b>Affordability Index</b>		32	29	- 9.4%	32	29	- 9.4%
<b>Active Listings</b>		268	264	- 1.5%	--	--	--
<b>Months Supply</b>		4.4	4.7	+ 6.8%	--	--	--

# Townhouse-Condo Market Overview



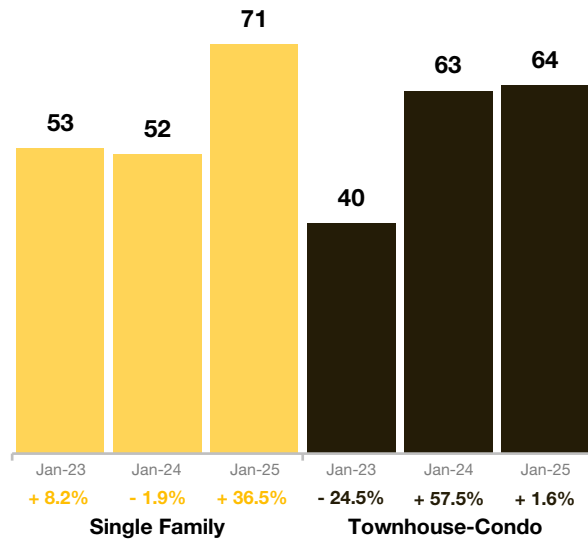
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		63	<b>64</b>	+ 1.6%	63	<b>64</b>	+ 1.6%
<b>Pending Sales</b>		45	<b>34</b>	- 24.4%	45	<b>34</b>	- 24.4%
<b>Sold Listings</b>		35	<b>38</b>	+ 8.6%	35	<b>38</b>	+ 8.6%
<b>Median Sales Price</b>		\$1,800,000	<b>\$1,272,500</b>	- 29.3%	\$1,800,000	<b>\$1,272,500</b>	- 29.3%
<b>Avg. Sales Price</b>		\$2,684,307	<b>\$2,990,211</b>	+ 11.4%	\$2,684,307	<b>\$2,990,211</b>	+ 11.4%
<b>Pct. of List Price Received</b>		97.1%	<b>96.8%</b>	- 0.3%	97.1%	<b>96.8%</b>	- 0.3%
<b>Days on Market</b>		138	<b>114</b>	- 17.4%	138	<b>114</b>	- 17.4%
<b>Affordability Index</b>		22	<b>31</b>	+ 40.9%	22	<b>31</b>	+ 40.9%
<b>Active Listings</b>		194	<b>301</b>	+ 55.2%	--	--	--
<b>Months Supply</b>		4.5	<b>6.8</b>	+ 51.1%	--	--	--

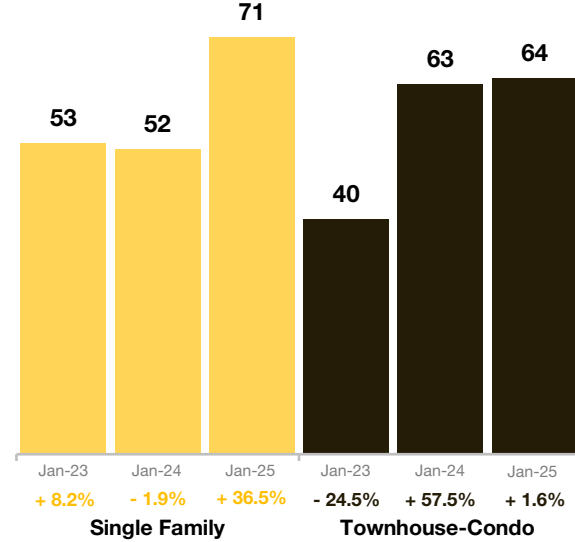
# New Listings



## January

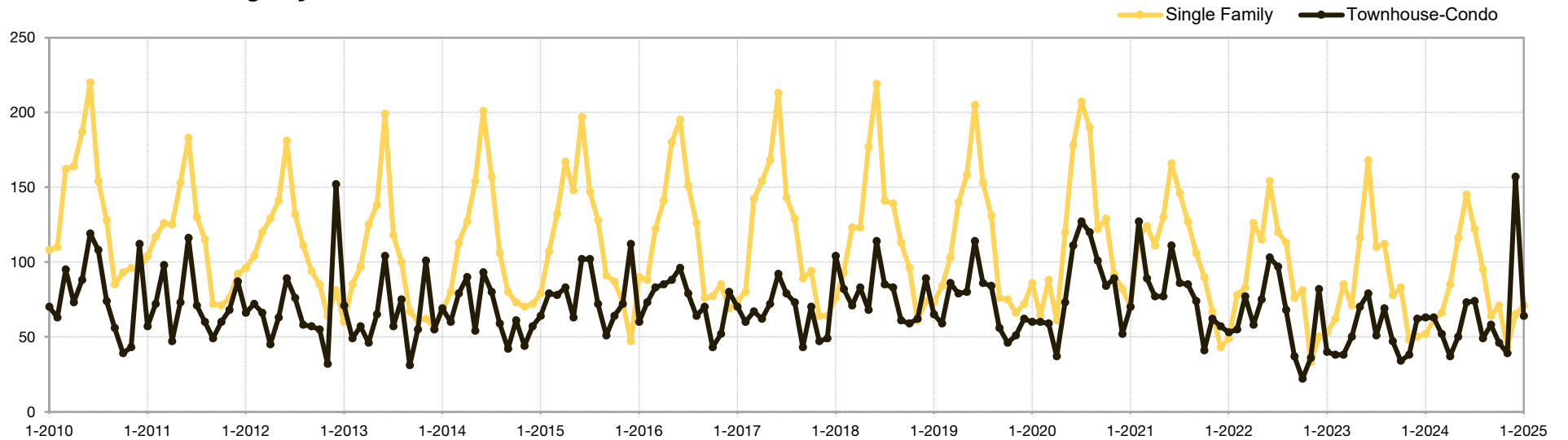


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	61	-1.6%	63	+65.8%
Mar-2024	66	-22.4%	52	+36.8%
Apr-2024	85	+19.7%	37	-26.0%
May-2024	116	0.0%	50	-28.6%
Jun-2024	145	-13.7%	73	-7.6%
Jul-2024	122	+10.9%	74	+45.1%
Aug-2024	95	-15.2%	49	-29.0%
Sep-2024	64	-17.9%	58	+23.4%
Oct-2024	71	-14.5%	46	+35.3%
Nov-2024	43	-10.4%	39	+2.6%
Dec-2024	65	+30.0%	157	+153.2%
<b>Jan-2025</b>	<b>71</b>	<b>+36.5%</b>	<b>64</b>	<b>+1.6%</b>

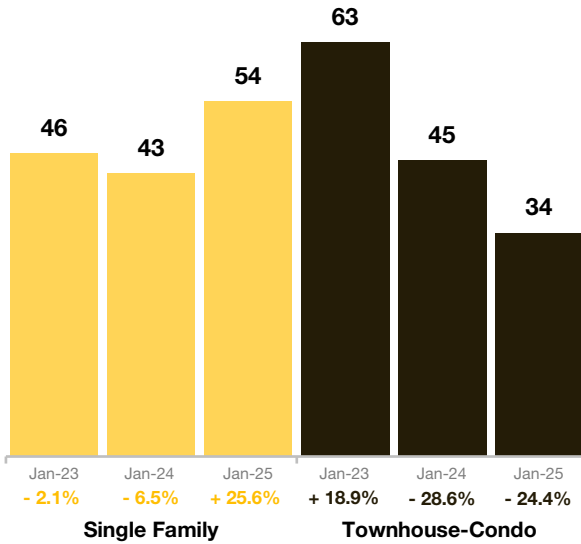
## Historical New Listings by Month



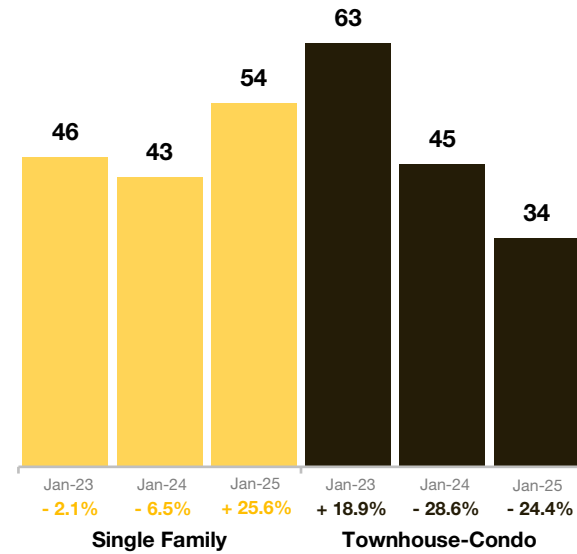
# Pending Sales



## January

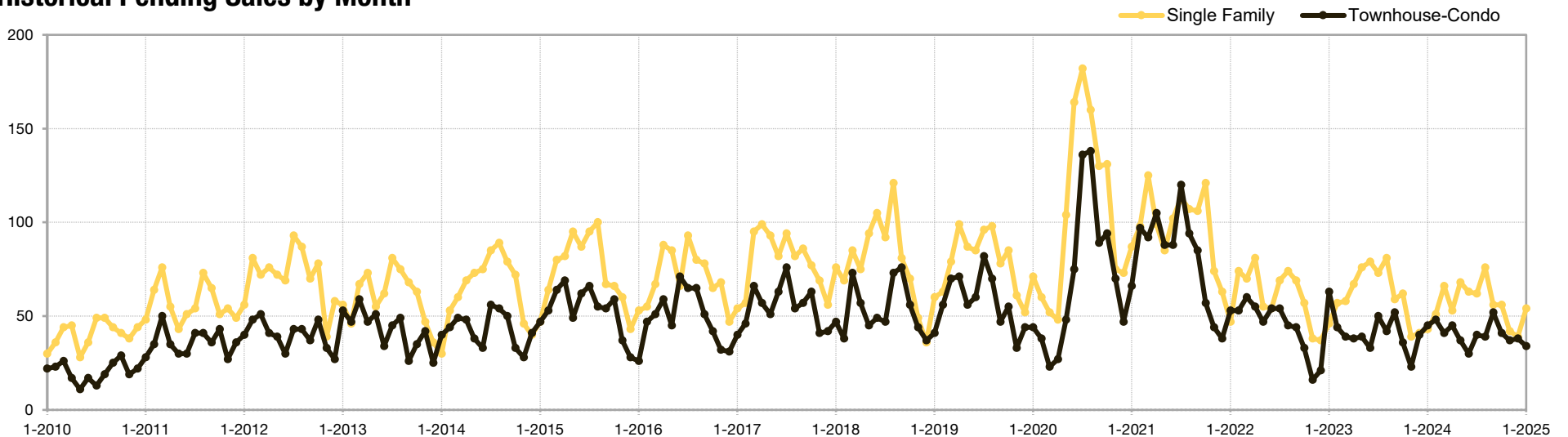


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	51	-10.5%	48	+9.1%
Mar-2024	66	+13.8%	41	+5.1%
Apr-2024	53	-20.9%	45	+18.4%
May-2024	68	-10.5%	37	-5.1%
Jun-2024	63	-20.3%	30	-9.1%
Jul-2024	62	-15.1%	40	-20.0%
Aug-2024	76	-6.2%	39	-7.1%
Sep-2024	56	-5.1%	52	0.0%
Oct-2024	56	-9.7%	41	+13.9%
Nov-2024	42	+7.7%	37	+60.9%
Dec-2024	39	-4.9%	38	-5.0%
<b>Jan-2025</b>	<b>54</b>	<b>+25.6%</b>	<b>34</b>	<b>-24.4%</b>

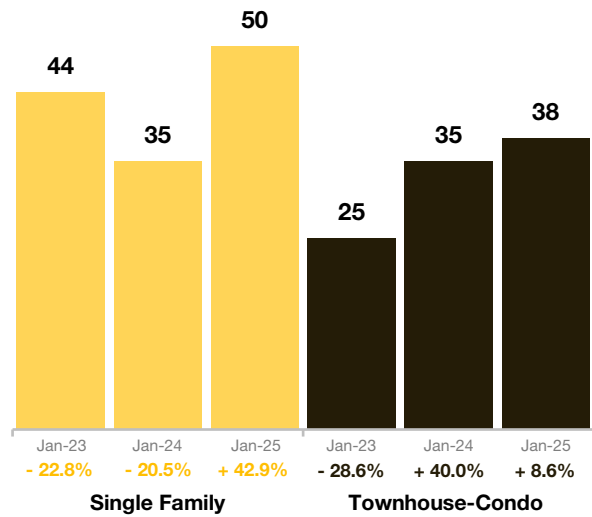
## Historical Pending Sales by Month



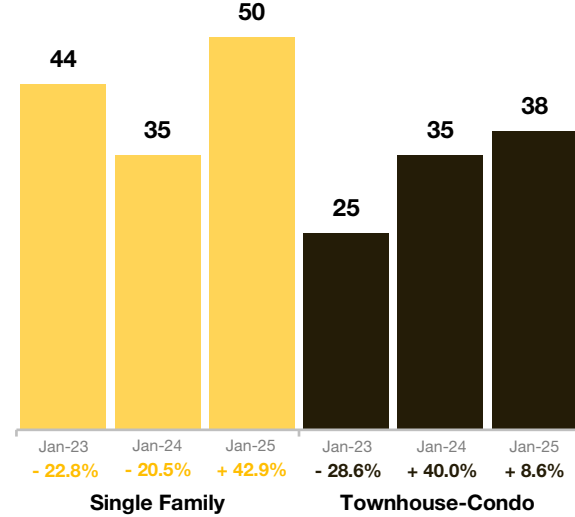
# Sold Listings



## January

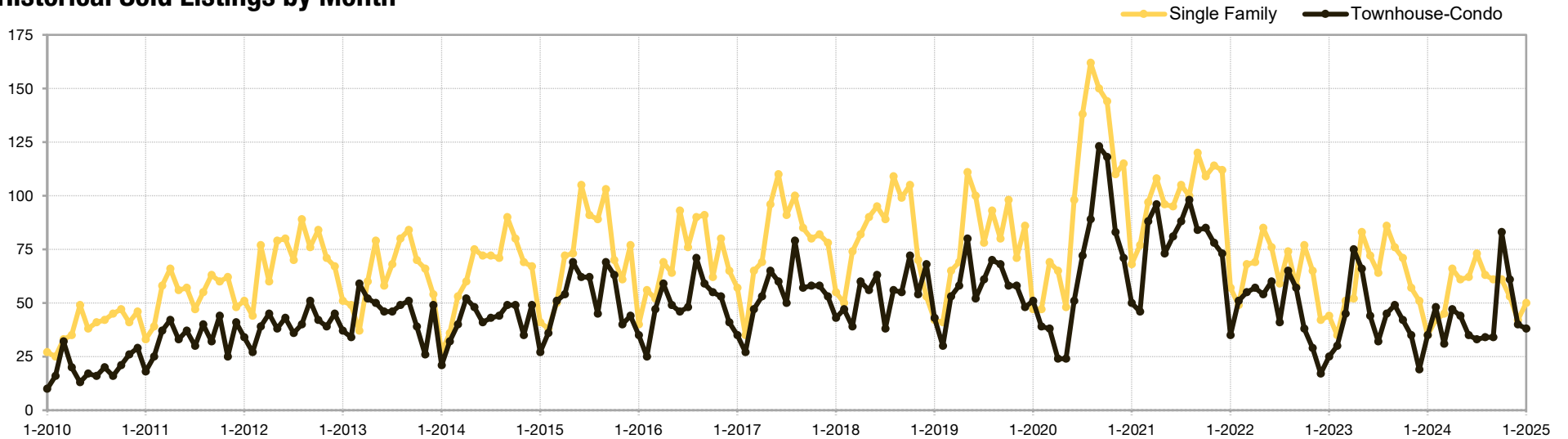


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	42	+20.0%	48	+60.0%
Mar-2024	45	-11.8%	31	-31.1%
Apr-2024	66	+26.9%	47	-37.3%
May-2024	61	-26.5%	44	-33.3%
Jun-2024	62	-13.9%	35	-20.5%
Jul-2024	73	+14.1%	33	+3.1%
Aug-2024	63	-26.7%	34	-24.4%
Sep-2024	61	-19.7%	34	-30.6%
Oct-2024	61	-14.1%	83	+97.6%
Nov-2024	53	-7.0%	61	+74.3%
Dec-2024	42	-17.6%	40	+110.5%
<b>Jan-2025</b>	<b>50</b>	<b>+42.9%</b>	<b>38</b>	<b>+8.6%</b>

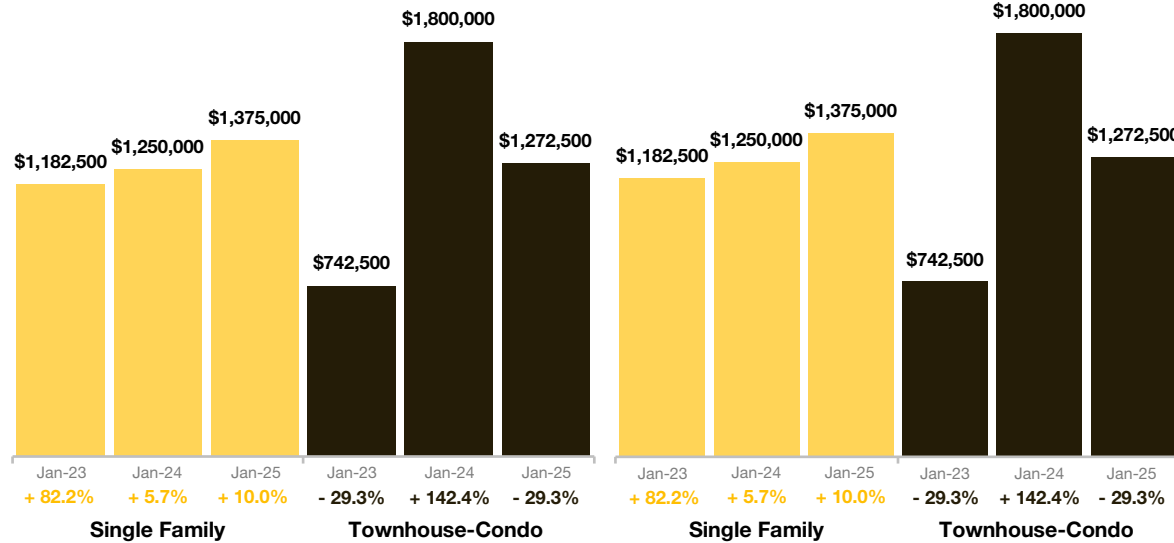
## Historical Sold Listings by Month



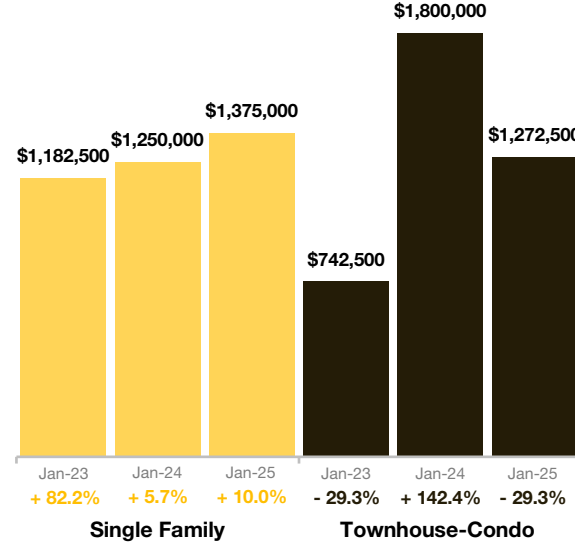
# Median Sales Price



## January

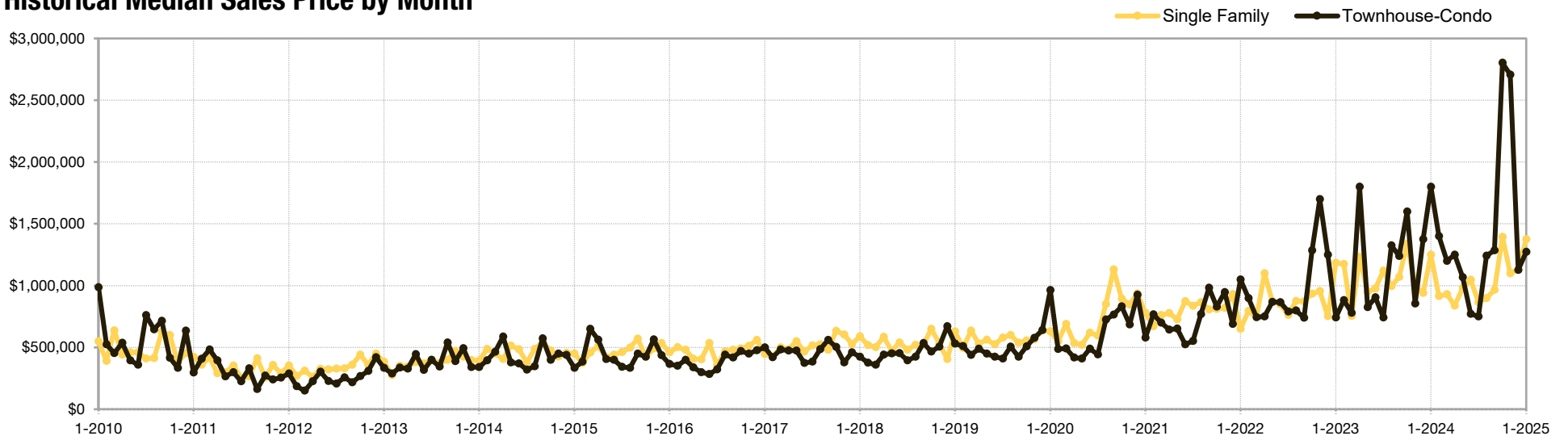


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	\$915,500	-22.1%	\$1,400,000	+58.6%
Mar-2024	\$930,000	+23.3%	\$1,200,000	+54.0%
Apr-2024	\$837,250	-32.0%	\$1,250,000	-30.6%
May-2024	\$980,000	+3.0%	\$1,067,500	+29.2%
Jun-2024	\$1,047,400	+7.3%	\$771,795	-14.7%
Jul-2024	\$865,000	-22.8%	\$750,000	+1.0%
Aug-2024	\$899,000	-9.6%	\$1,241,875	-6.3%
Sep-2024	\$965,005	-9.8%	\$1,285,500	+3.7%
Oct-2024	\$1,395,000	+4.3%	\$2,802,500	+75.2%
Nov-2024	\$1,100,000	+10.0%	\$2,707,500	+217.0%
Dec-2024	\$1,130,500	+20.3%	\$1,125,750	-18.1%
<b>Jan-2025</b>	<b>\$1,375,000</b>	<b>+10.0%</b>	<b>\$1,272,500</b>	<b>-29.3%</b>

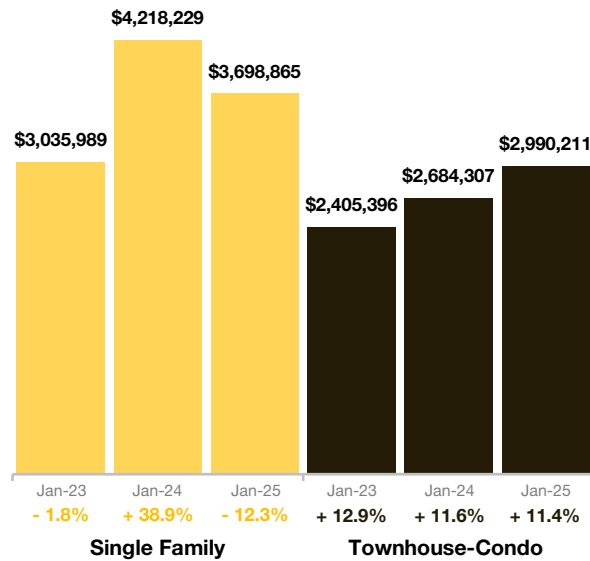
## Historical Median Sales Price by Month



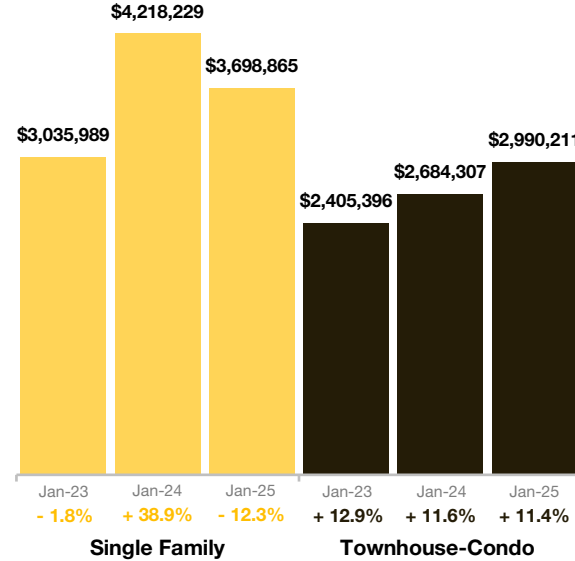
# Average Sales Price



## January

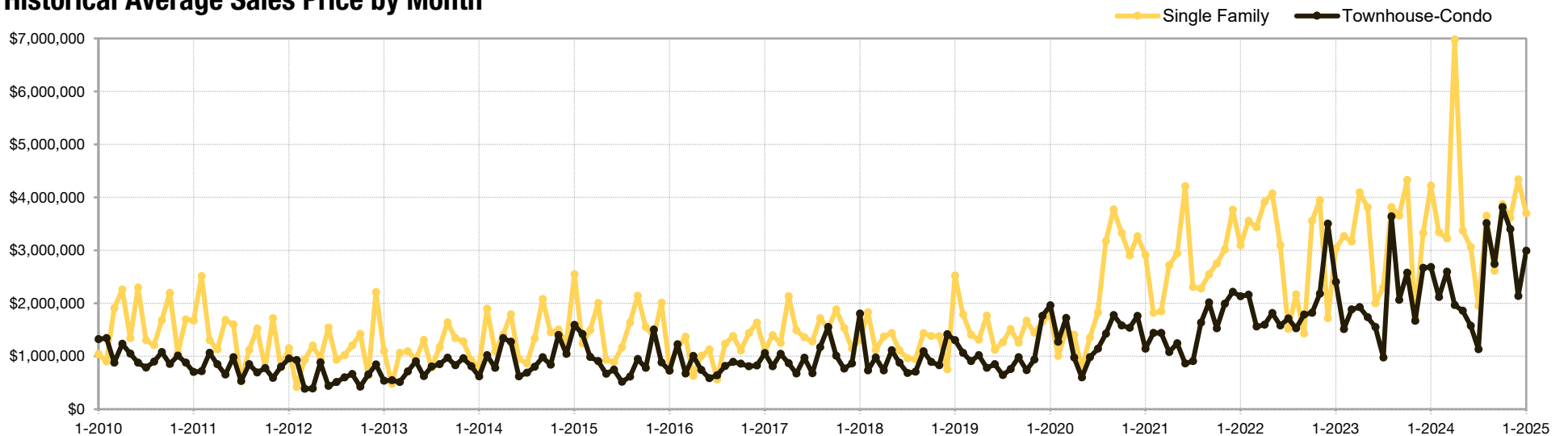


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	\$3,341,293	+2.2%	\$2,115,632	+40.1%
Mar-2024	\$3,222,497	+1.8%	\$2,594,745	+37.9%
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%	\$3,398,481	+103.8%
Dec-2024	\$4,334,096	+30.3%	\$2,134,079	-20.0%
<b>Jan-2025</b>	<b>\$3,698,865</b>	<b>-12.3%</b>	<b>\$2,990,211</b>	<b>+11.4%</b>

## Historical Average Sales Price by Month



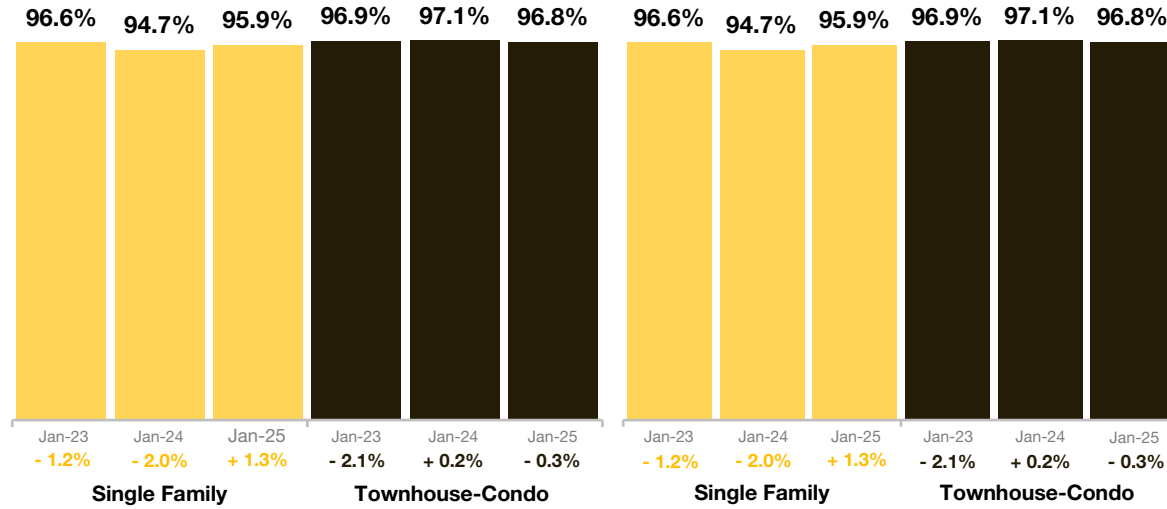


# Percent of List Price Received



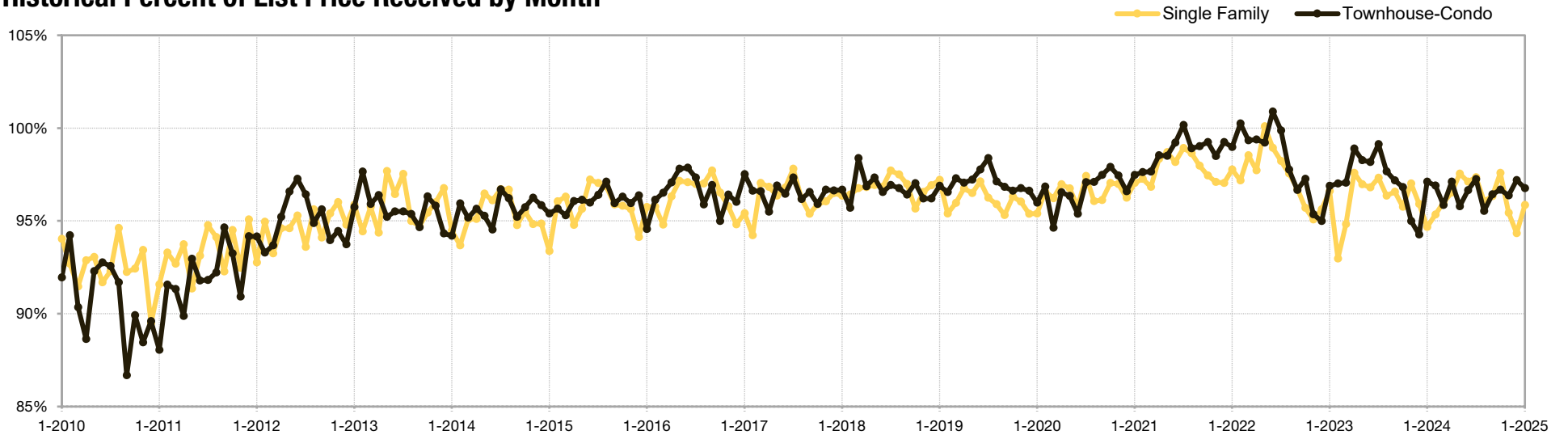
## January

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	95.3%	+2.5%	96.9%	-0.1%
Mar-2024	96.0%	+1.3%	95.9%	-1.1%
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%
<b>Jan-2025</b>	<b>95.9%</b>	<b>+1.3%</b>	<b>96.8%</b>	<b>-0.3%</b>

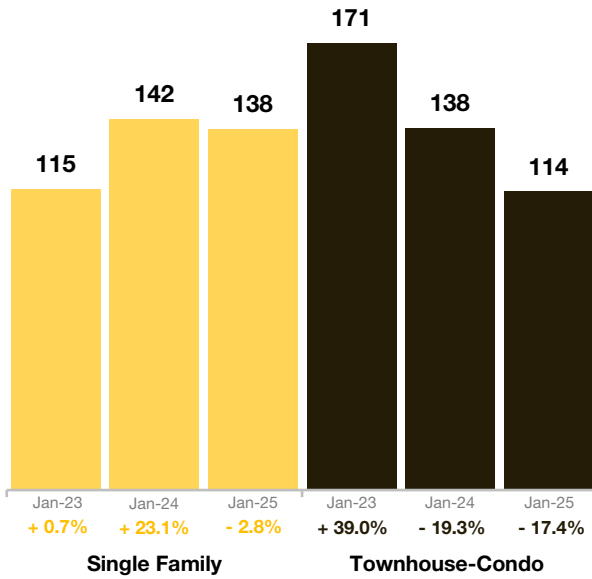
## Historical Percent of List Price Received by Month



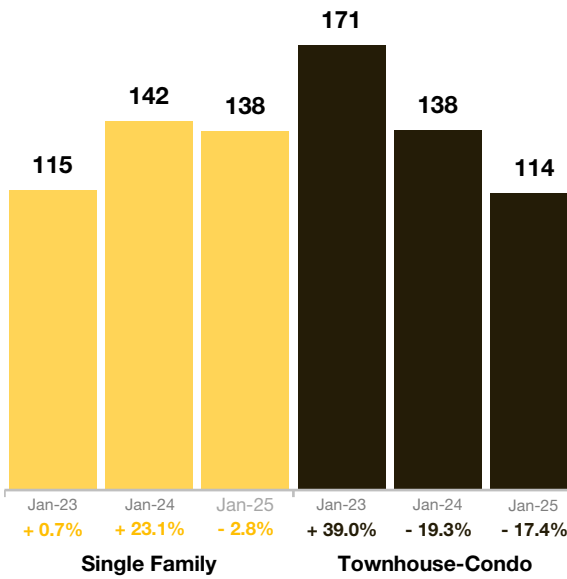
# Days on Market Until Sale



## January

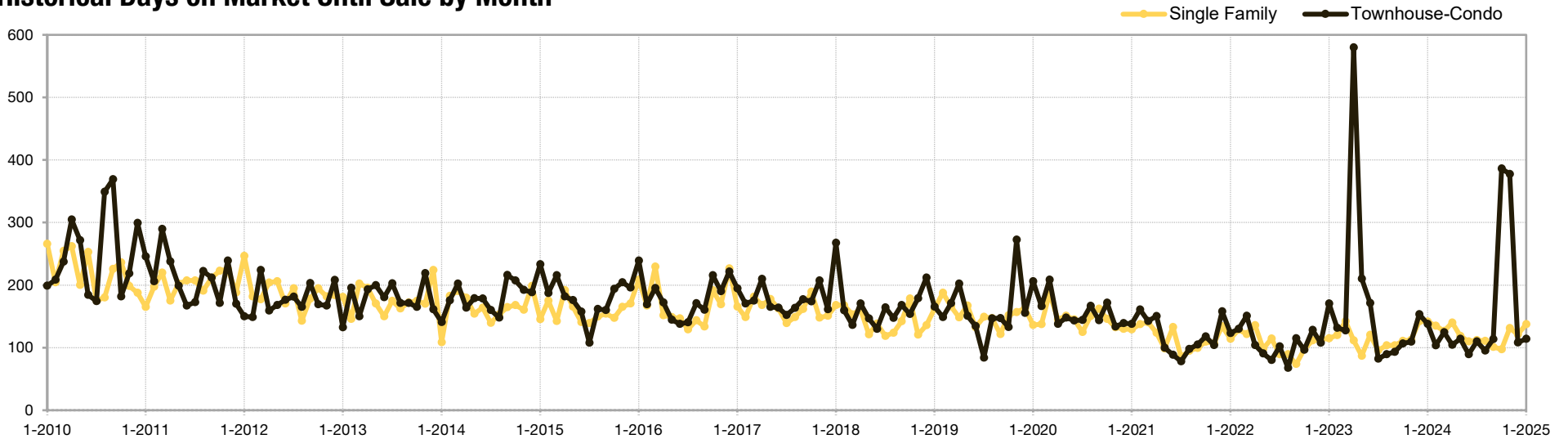


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	135	+12.5%	104	-21.2%
Mar-2024	127	-10.6%	125	-2.3%
Apr-2024	140	+25.0%	104	-82.1%
May-2024	119	+36.8%	114	-45.7%
Jun-2024	110	-8.3%	89	-48.0%
Jul-2024	112	+16.7%	110	+34.1%
Aug-2024	111	+6.7%	95	+6.7%
Sep-2024	101	-2.9%	114	+22.6%
Oct-2024	97	-12.6%	386	+260.7%
Nov-2024	131	+17.0%	378	+246.8%
Dec-2024	121	-14.8%	108	-29.4%
<b>Jan-2025</b>	<b>138</b>	<b>-2.8%</b>	<b>114</b>	<b>-17.4%</b>

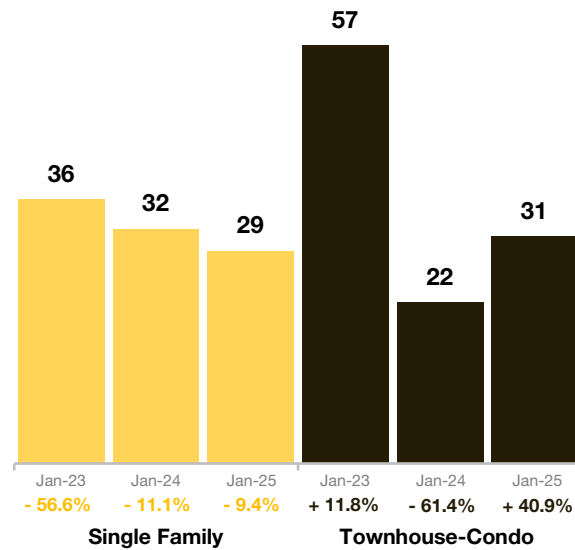
## Historical Days on Market Until Sale by Month



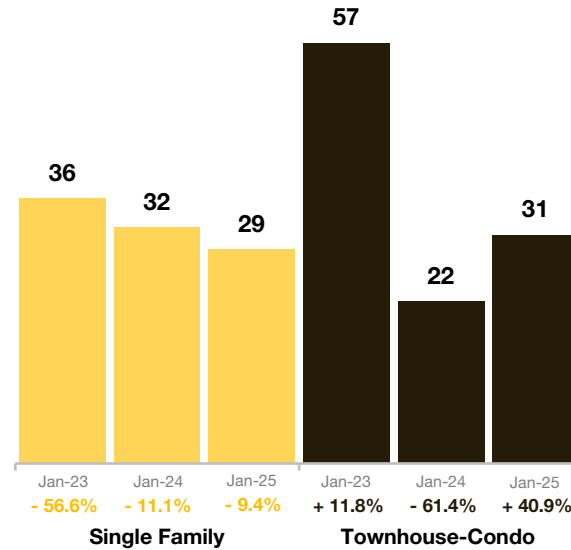
# Housing Affordability Index



## January

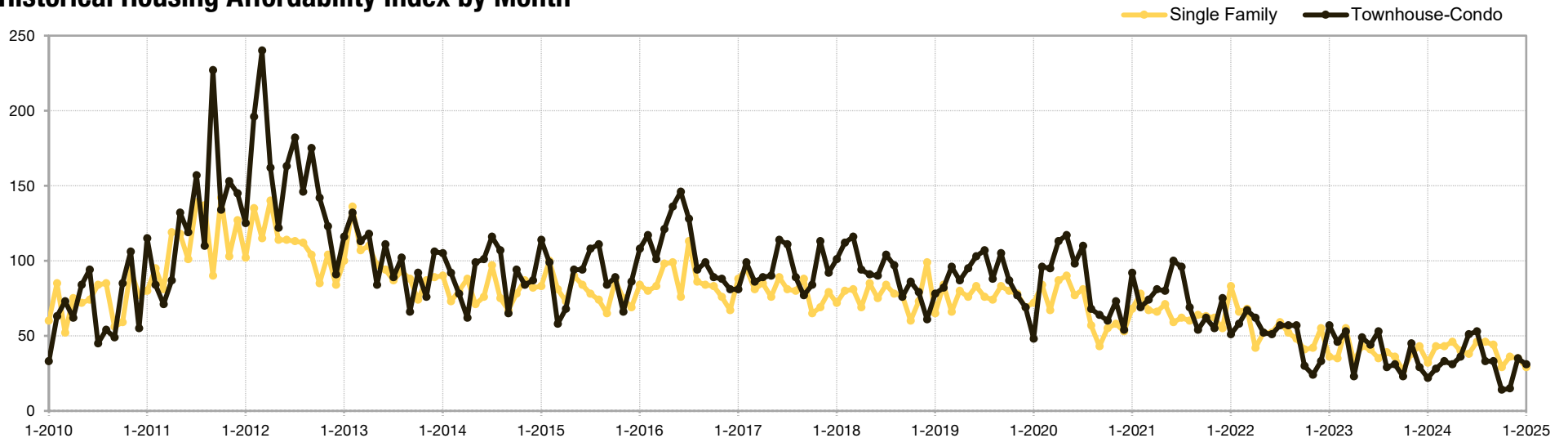


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	43	+22.9%	28	-39.1%
Mar-2024	43	-21.8%	33	-37.7%
Apr-2024	46	+39.4%	31	+34.8%
May-2024	40	-7.0%	36	-26.5%
Jun-2024	38	-7.3%	51	+15.9%
Jul-2024	46	+31.4%	53	0.0%
Aug-2024	46	+17.9%	33	+13.8%
Sep-2024	44	+22.2%	33	+6.5%
Oct-2024	29	+7.4%	14	-39.1%
Nov-2024	36	-5.3%	15	-66.7%
Dec-2024	35	-18.6%	35	+20.7%
Jan-2025	29	-9.4%	31	+40.9%

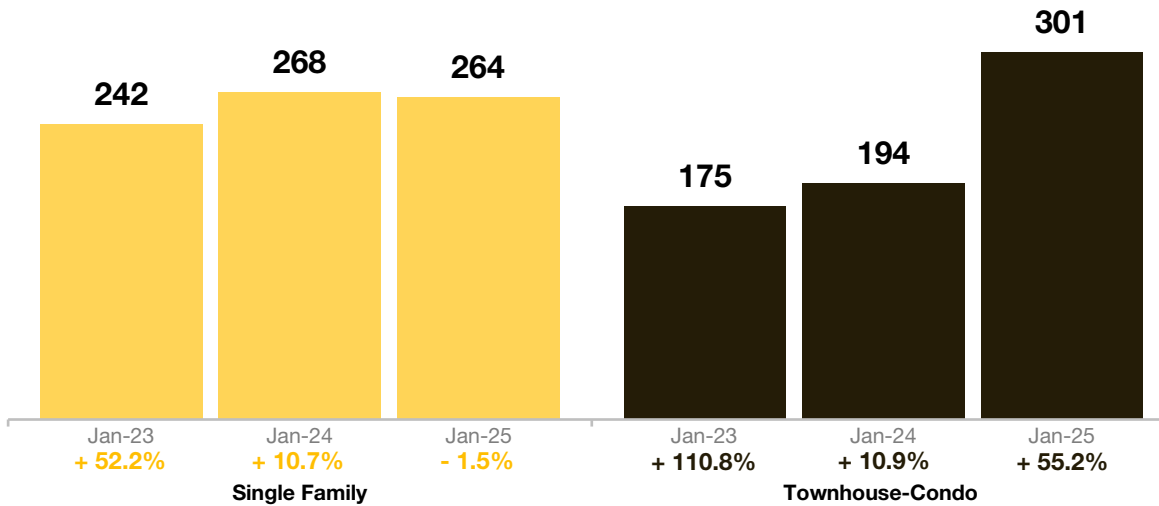
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

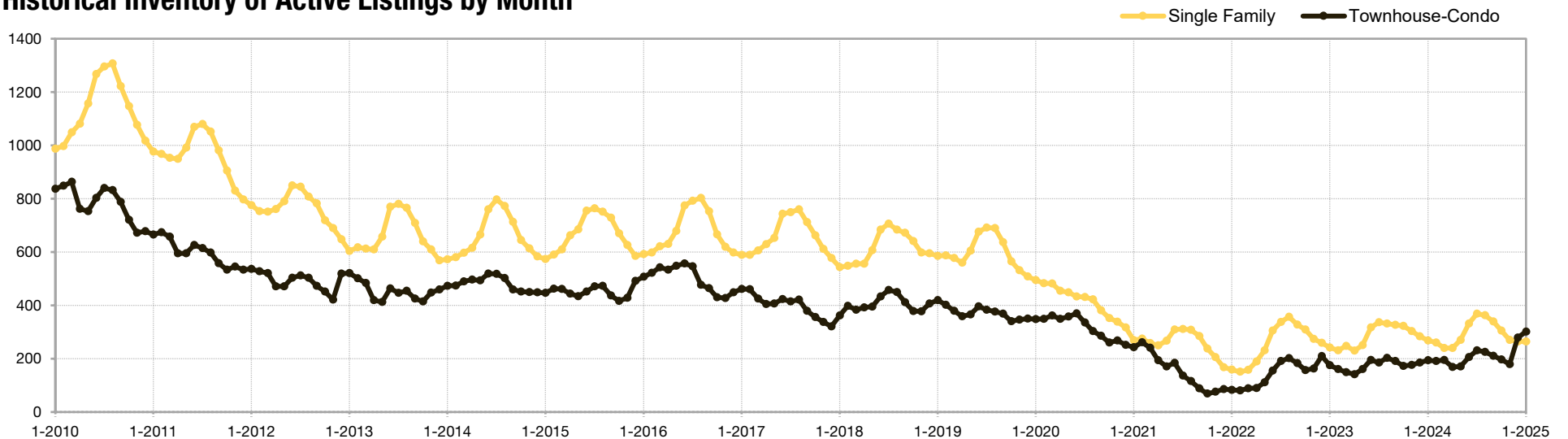


## January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	260	+12.6%	191	+18.6%
Mar-2024	240	-3.2%	195	+30.9%
Apr-2024	240	+4.3%	169	+19.9%
May-2024	270	+7.6%	171	+6.2%
Jun-2024	332	+4.7%	206	+5.6%
Jul-2024	369	+9.8%	231	+24.9%
Aug-2024	363	+9.3%	225	+10.8%
Sep-2024	339	+3.7%	211	+10.5%
Oct-2024	305	-5.6%	197	+13.9%
Nov-2024	270	-10.9%	179	+1.7%
Dec-2024	264	-7.0%	279	+50.8%
<b>Jan-2025</b>	<b>264</b>	<b>-1.5%</b>	<b>301</b>	<b>+55.2%</b>

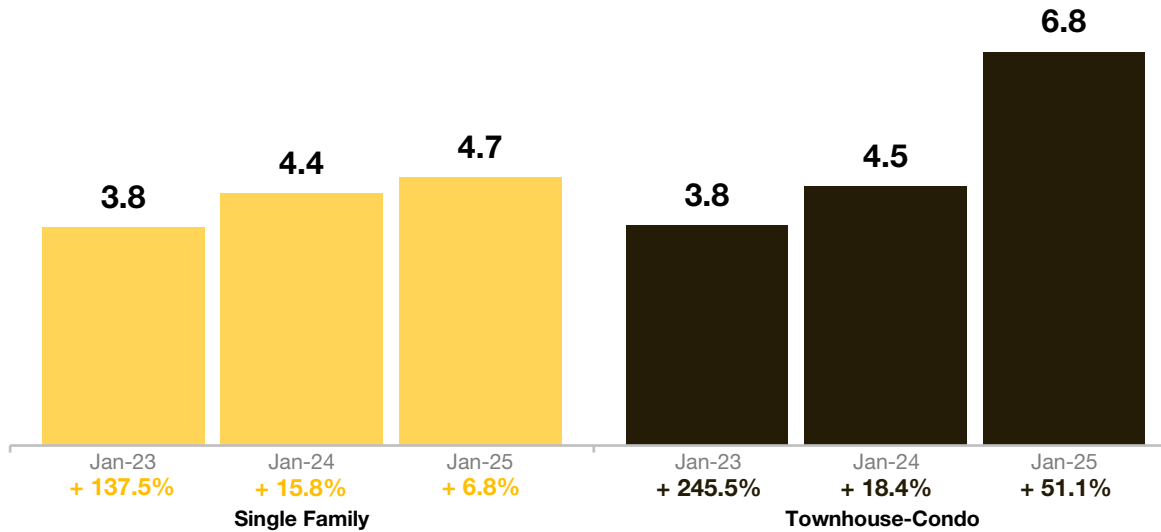
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

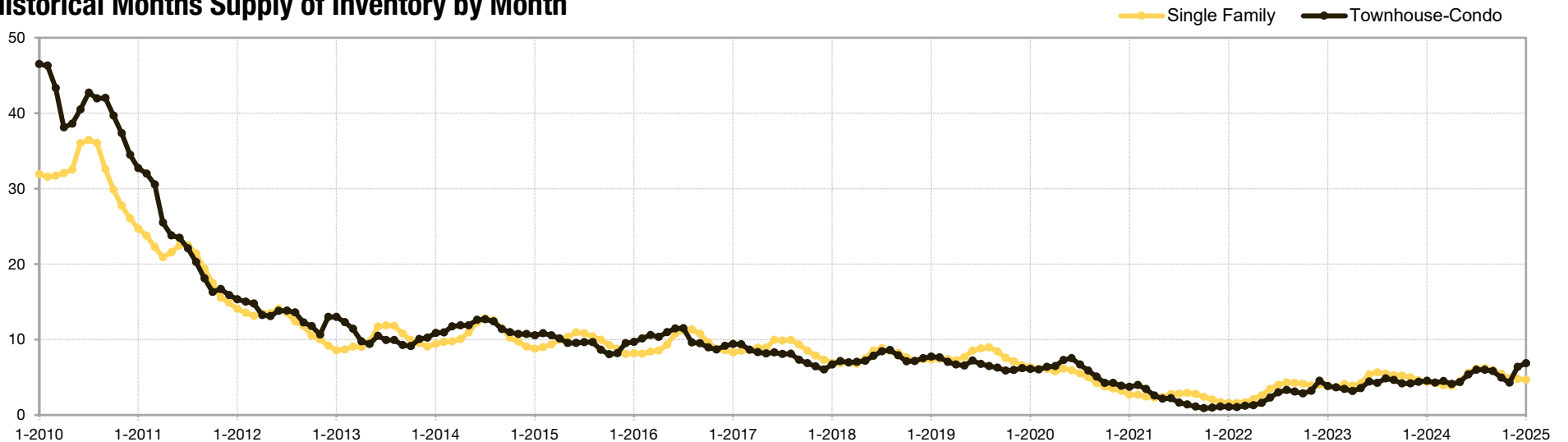


## January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	4.2	+13.5%	4.3	+16.2%
Mar-2024	3.9	-2.5%	4.5	+28.6%
Apr-2024	3.9	+2.6%	4.1	+28.1%
May-2024	4.5	+7.1%	4.4	+25.7%
Jun-2024	5.6	+5.7%	5.4	+22.7%
Jul-2024	6.1	+8.9%	6.0	+42.9%
Aug-2024	6.2	+12.7%	6.0	+25.0%
Sep-2024	5.9	+11.3%	5.8	+26.1%
Oct-2024	5.4	+3.8%	4.9	+16.7%
Nov-2024	4.8	-4.0%	4.3	+2.4%
Dec-2024	4.8	+4.3%	6.4	+45.5%
<b>Jan-2025</b>	<b>4.7</b>	<b>+6.8%</b>	<b>6.8</b>	<b>+51.1%</b>

## 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.

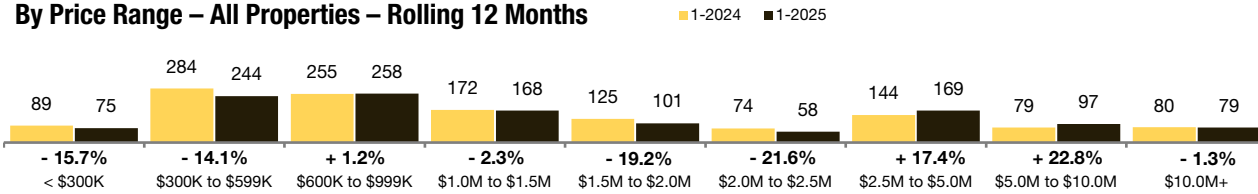
Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		120	<b>139</b>	+ 15.8%	120	<b>139</b>	+ 15.8%
<b>Pending Sales</b>		92	<b>96</b>	+ 4.3%	92	<b>96</b>	+ 4.3%
<b>Sold Listings</b>		72	<b>91</b>	+ 26.4%	72	<b>91</b>	+ 26.4%
<b>Median Sales Price</b>		\$1,597,500	<b>\$1,225,000</b>	- 23.3%	\$1,597,500	<b>\$1,225,000</b>	- 23.3%
<b>Avg. Sales Price</b>		\$3,433,246	<b>\$3,288,673</b>	- 4.2%	\$3,433,246	<b>\$3,288,673</b>	- 4.2%
<b>Pct. of List Price Received</b>		95.9%	<b>96.2%</b>	+ 0.3%	95.9%	<b>96.2%</b>	+ 0.3%
<b>Days on Market</b>		137	<b>124</b>	- 9.5%	137	<b>124</b>	- 9.5%
<b>Affordability Index</b>		25	<b>32</b>	+ 28.0%	25	<b>32</b>	+ 28.0%
<b>Active Listings</b>		480	<b>582</b>	+ 21.3%	--	--	--
<b>Months Supply</b>		4.4	<b>5.6</b>	+ 27.3%	--	--	--

# Sold Listings

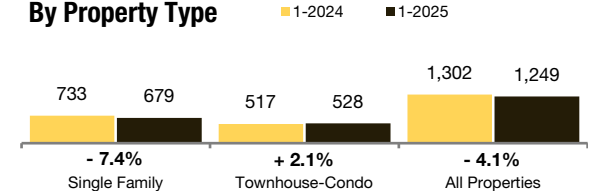
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	1-2024	1-2025	Change	1-2024	1-2025	Change
\$299,999 and Below	22	14	-36.4%	27	24	-11.1%
\$300,000 to \$599,999	178	135	-24.2%	103	107	+3.9%
\$600,000 to \$999,999	161	182	+13.0%	94	75	-20.2%
\$1,000,000 to \$1,499,999	95	92	-3.2%	76	76	0.0%
\$1,500,00 to \$1,999,999	54	56	+3.7%	71	44	-38.0%
\$2,000,000 to \$2,499,999	36	29	-19.4%	38	29	-23.7%
\$2,500,000 to \$4,999,999	75	70	-6.7%	69	99	+43.5%
\$5,000,000 to \$9,999,999	47	42	-10.6%	27	55	+103.7%
\$10,000,000 and Above	65	59	-9.2%	12	19	+58.3%
<b>All Price Ranges</b>	<b>733</b>	<b>679</b>	<b>-7.4%</b>	<b>517</b>	<b>528</b>	<b>+2.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2024	1-2025	Change	12-2024	1-2025	Change
\$299,999 and Below	1	0	-100.0%	2	6	+200.0%
\$300,000 to \$599,999	6	9	+50.0%	10	9	-10.0%
\$600,000 to \$999,999	12	10	-16.7%	5	3	-40.0%
\$1,000,000 to \$1,499,999	4	8	+100.0%	7	2	-71.4%
\$1,500,00 to \$1,999,999	3	10	+233.3%	5	4	-20.0%
\$2,000,000 to \$2,499,999	1	2	+100.0%	1	2	+100.0%
\$2,500,000 to \$4,999,999	7	4	-42.9%	5	5	0.0%
\$5,000,000 to \$9,999,999	4	3	-25.0%	4	6	+50.0%
\$10,000,000 and Above	4	4	0.0%	1	1	0.0%
<b>All Price Ranges</b>	<b>42</b>	<b>50</b>	<b>+19.0%</b>	<b>40</b>	<b>38</b>	<b>-5.0%</b>

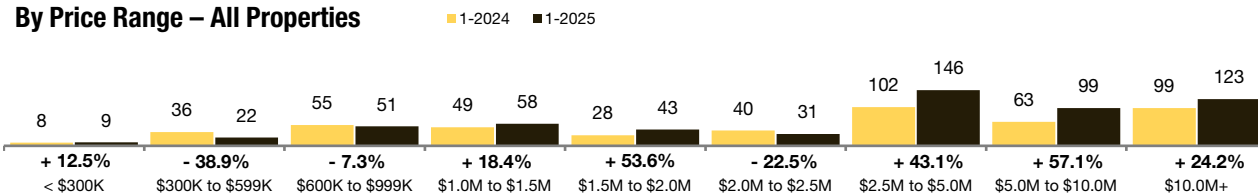
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2024	1-2025	Change	1-2024	1-2025	Change
\$299,999 and Below	2	0	-100.0%	3	6	+100.0%
\$300,000 to \$599,999	10	9	-10.0%	6	9	+50.0%
\$600,000 to \$999,999	3	10	+233.3%	0	3	--
\$1,000,000 to \$1,499,999	4	8	+100.0%	3	2	-33.3%
\$1,500,00 to \$1,999,999	2	10	+400.0%	8	4	-50.0%
\$2,000,000 to \$2,499,999	1	2	+100.0%	4	2	-50.0%
\$2,500,000 to \$4,999,999	4	4	0.0%	7	5	-28.6%
\$5,000,000 to \$9,999,999	3	3	0.0%	3	6	+100.0%
\$10,000,000 and Above	6	4	-33.3%	1	1	0.0%
<b>All Price Ranges</b>	<b>35</b>	<b>50</b>	<b>+42.9%</b>	<b>35</b>	<b>38</b>	<b>+8.6%</b>

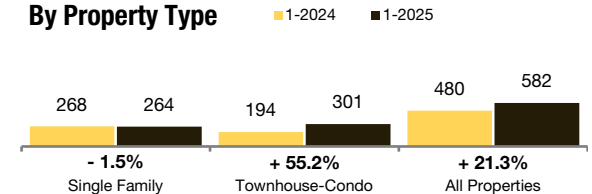
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Compared to Prior Year

By Price Range	Single Family			Townhouse-Condo		
	1-2024	1-2025	Change	1-2024	1-2025	Change
\$299,999 and Below	1	1	0.0%	1	3	+200.0%
\$300,000 to \$599,999	24	5	-79.2%	11	16	+45.5%
\$600,000 to \$999,999	37	23	-37.8%	17	26	+52.9%
\$1,000,000 to \$1,499,999	17	23	+35.3%	29	31	+6.9%
\$1,500,00 to \$1,999,999	14	27	+92.9%	14	16	+14.3%
\$2,000,000 to \$2,499,999	13	14	+7.7%	25	16	-36.0%
\$2,500,000 to \$4,999,999	40	28	-30.0%	61	116	+90.2%
\$5,000,000 to \$9,999,999	41	43	+4.9%	21	56	+166.7%
\$10,000,000 and Above	81	100	+23.5%	15	21	+40.0%
<b>All Price Ranges</b>	<b>268</b>	<b>264</b>	<b>-1.5%</b>	<b>194</b>	<b>301</b>	<b>+55.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2024	1-2025	Change	12-2024	1-2025	Change
\$299,999 and Below	0	1	--	4	3	-25.0%
\$300,000 to \$599,999	5	5	0.0%	16	16	0.0%
\$600,000 to \$999,999	23	23	0.0%	17	26	+52.9%
\$1,000,000 to \$1,499,999	24	23	-4.2%	22	31	+40.9%
\$1,500,00 to \$1,999,999	29	27	-6.9%	11	16	+45.5%
\$2,000,000 to \$2,499,999	14	14	0.0%	18	16	-11.1%
\$2,500,000 to \$4,999,999	30	28	-6.7%	115	116	+0.9%
\$5,000,000 to \$9,999,999	43	43	0.0%	56	56	0.0%
\$10,000,000 and Above	96	100	+4.2%	20	21	+5.0%
<b>All Price Ranges</b>	<b>264</b>	<b>264</b>	<b>0.0%</b>	<b>279</b>	<b>301</b>	<b>+7.9%</b>

### Year to Date

Single Family	Townhouse-Condo
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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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.