

Monthly Indicators



March 2025

Percent changes calculated using year-over-year comparisons.

New Listings were up 25.4 percent for single family homes but decreased 4.8 percent for townhouse-condo properties. Pending Sales decreased 14.3 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was up 41.7 percent to \$892,500 for single family homes and 5.0 percent to \$530,000 for townhouse-condo properties. Days on Market decreased 23.0 percent for single family homes and 56.7 percent for townhouse-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

- 16.1%	+ 37.4%	+ 25.7%
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

Residential real estate activity in Garfield County composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Closed Sales and Inventory by Price Range	15
Glossary of Terms	16

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		63	79	+ 25.4%	156	189	+ 21.2%
Pending Sales		63	54	- 14.3%	142	131	- 7.7%
Sold Listings		40	32	- 20.0%	108	114	+ 5.6%
Median Sales Price		\$630,000	\$892,500	+ 41.7%	\$625,000	\$867,500	+ 38.8%
Avg. Sales Price		\$1,096,115	\$1,135,421	+ 3.6%	\$967,392	\$1,149,601	+ 18.8%
Pct. of List Price Received		97.4%	97.5%	+ 0.1%	96.7%	97.1%	+ 0.4%
Days on Market		113	87	- 23.0%	109	107	- 1.8%
Affordability Index		63	45	- 28.6%	64	46	- 28.1%
Active Listings		139	154	+ 10.8%	--	--	--
Months Supply		2.7	3.0	+ 11.1%	--	--	--

Townhouse-Condo Market Overview

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

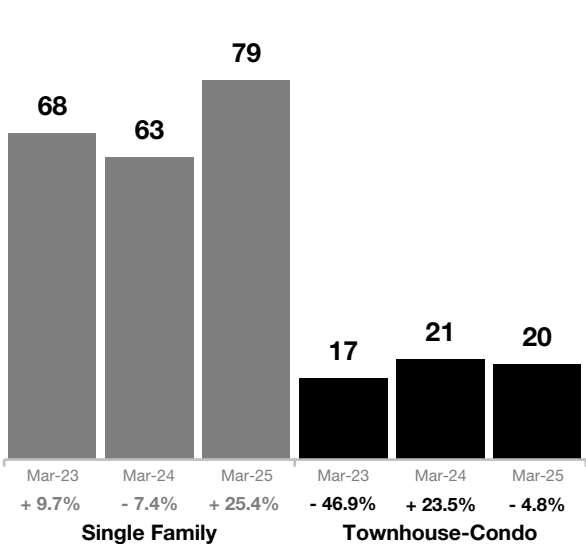


Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		21	20	- 4.8%	60	78	+ 30.0%
Pending Sales		18	18	0.0%	49	44	- 10.2%
Sold Listings		12	11	- 8.3%	44	42	- 4.5%
Median Sales Price		\$504,750	\$530,000	+ 5.0%	\$517,000	\$487,500	- 5.7%
Avg. Sales Price		\$614,008	\$756,864	+ 23.3%	\$669,053	\$584,381	- 12.7%
Pct. of List Price Received		96.6%	98.7%	+ 2.2%	97.8%	98.0%	+ 0.2%
Days on Market		178	77	- 56.7%	127	81	- 36.2%
Affordability Index		77	68	- 11.7%	75	74	- 1.3%
Active Listings		34	58	+ 70.6%	--	--	--
Months Supply		2.1	3.3	+ 57.1%	--	--	--

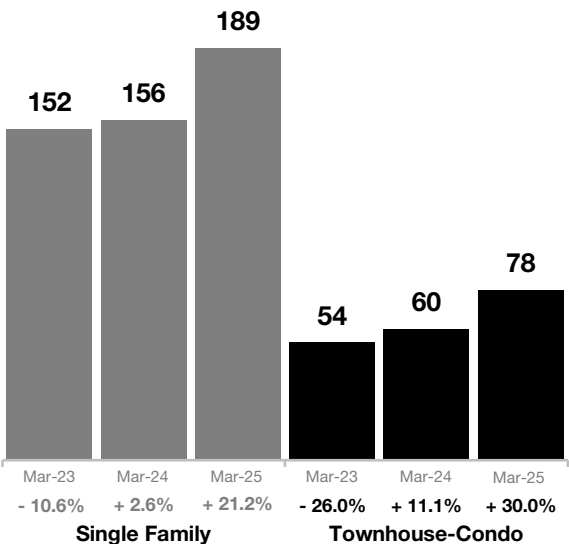
New Listings



March

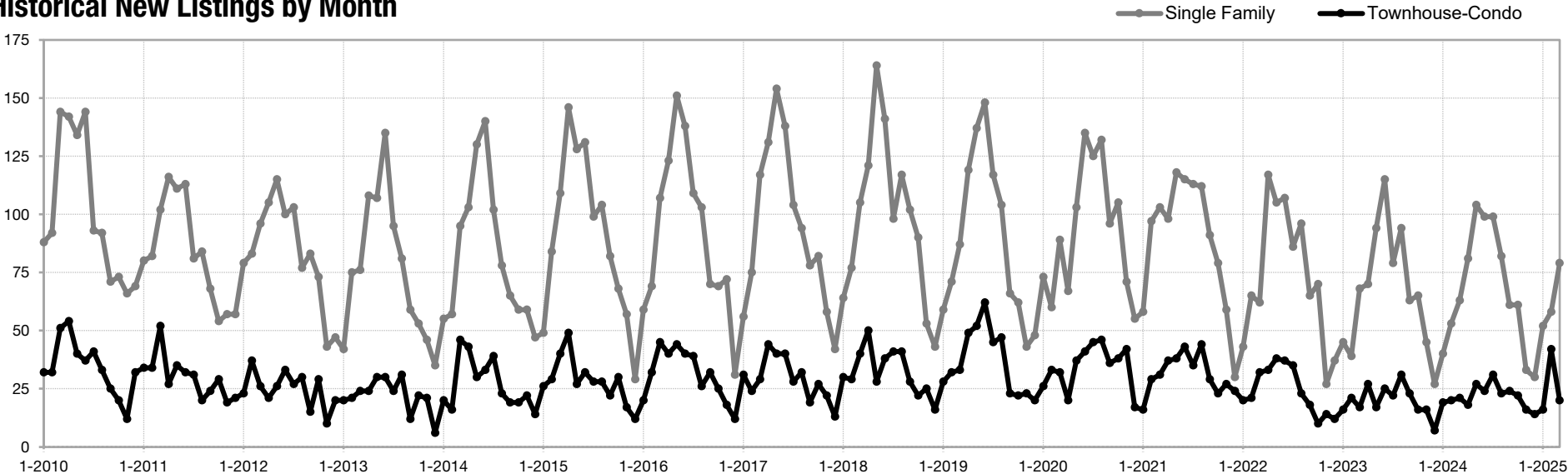


Year to Date

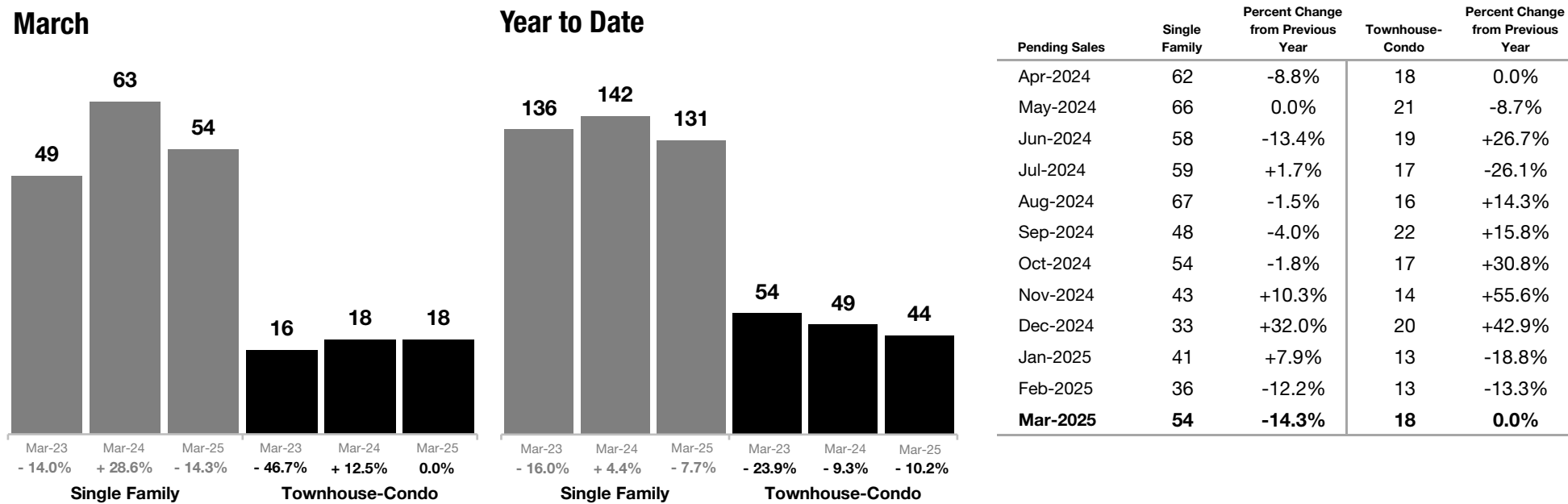


New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	81	+15.7%	18	-33.3%
May-2024	104	+10.6%	27	+58.8%
Jun-2024	99	-13.9%	24	-4.0%
Jul-2024	99	+25.3%	31	+40.9%
Aug-2024	82	-12.8%	23	-25.8%
Sep-2024	61	-3.2%	24	+4.3%
Oct-2024	61	-6.2%	22	+37.5%
Nov-2024	33	-26.7%	16	0.0%
Dec-2024	30	+11.1%	14	+100.0%
Jan-2025	52	+30.0%	16	-15.8%
Feb-2025	58	+9.4%	42	+110.0%
Mar-2025	79	+25.4%	20	-4.8%

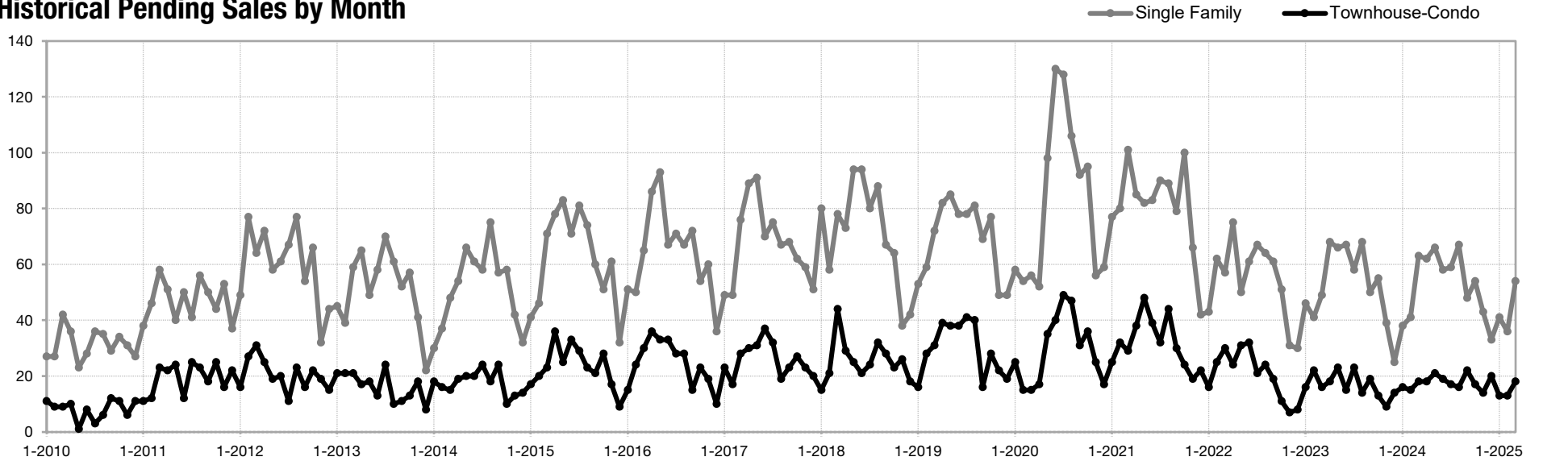
Historical New Listings by Month



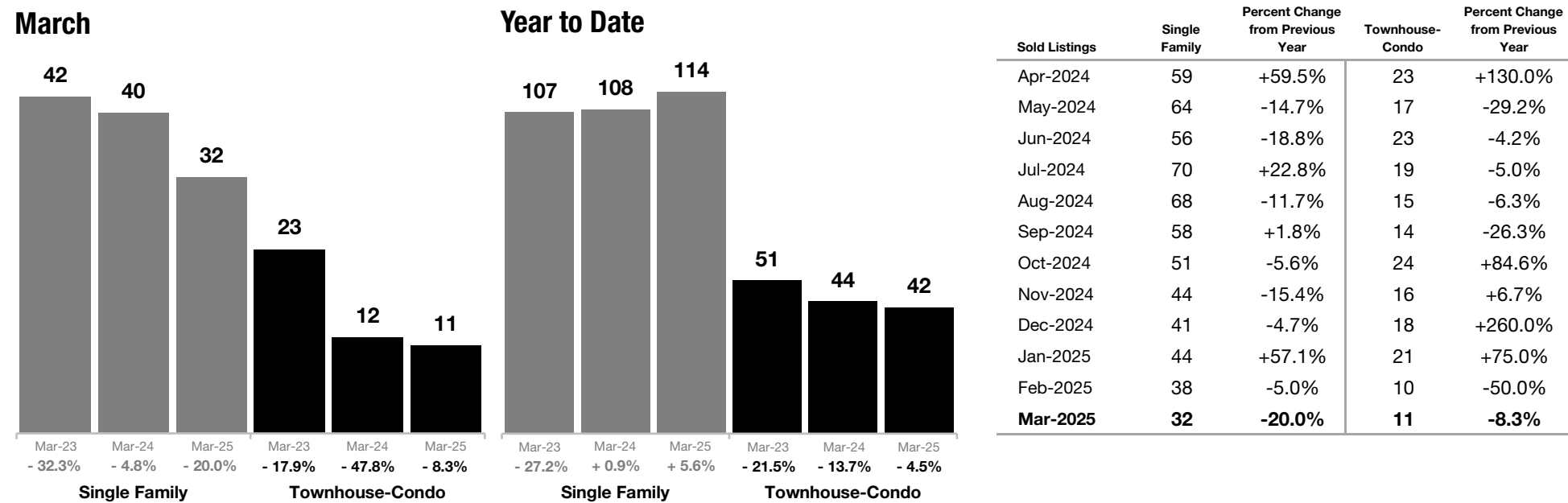
Pending Sales



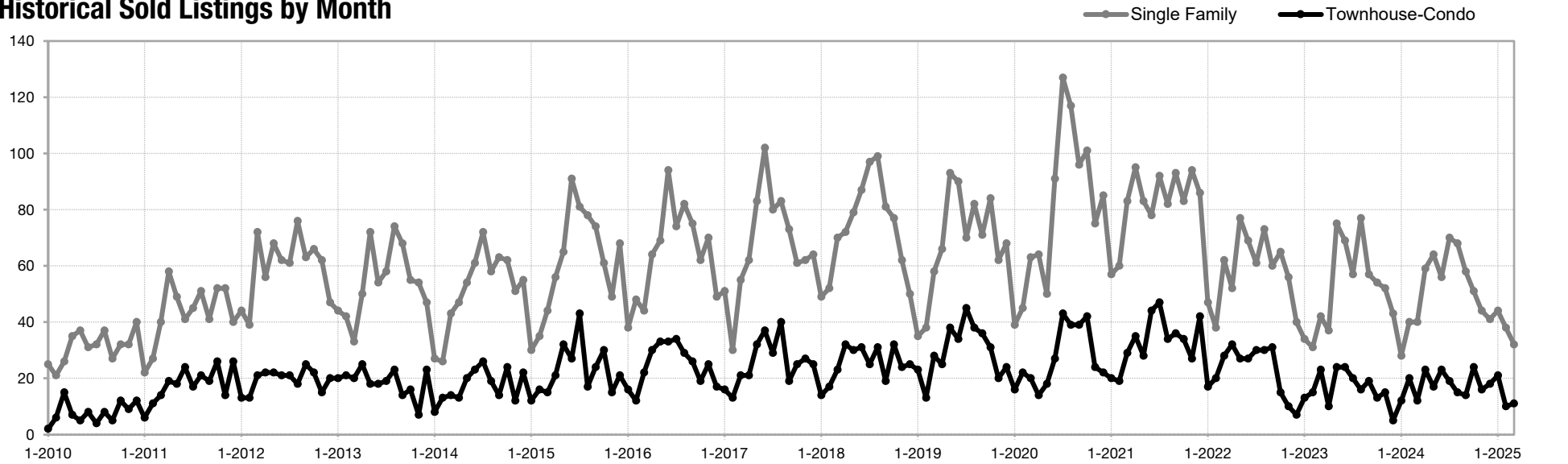
Historical Pending Sales by Month



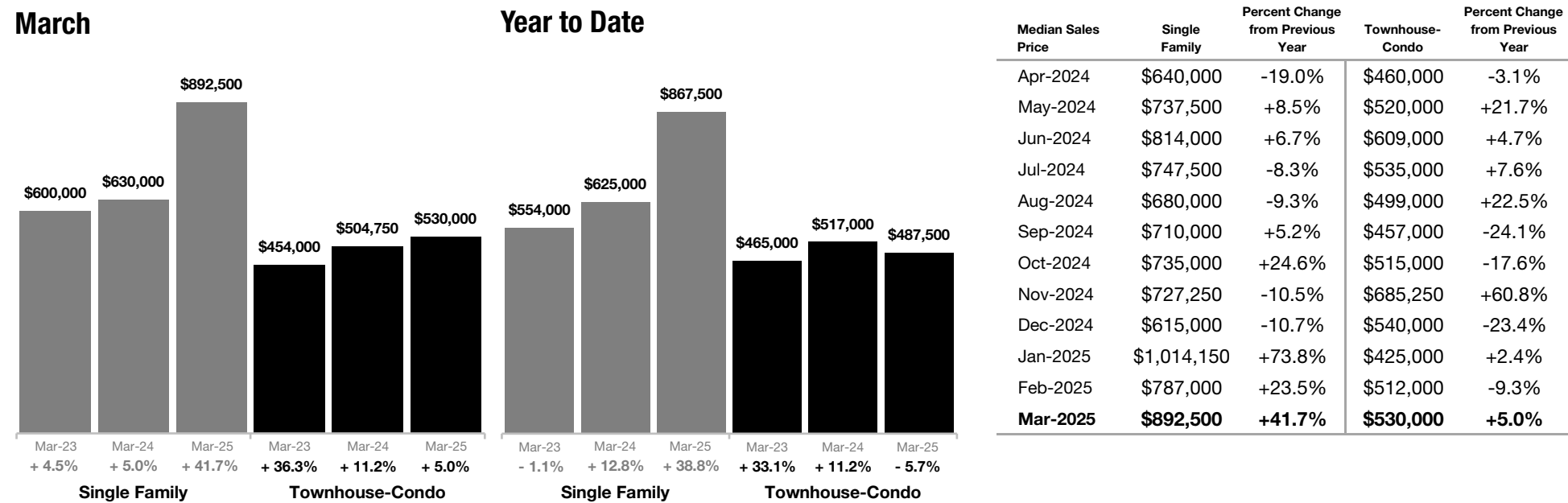
Sold Listings



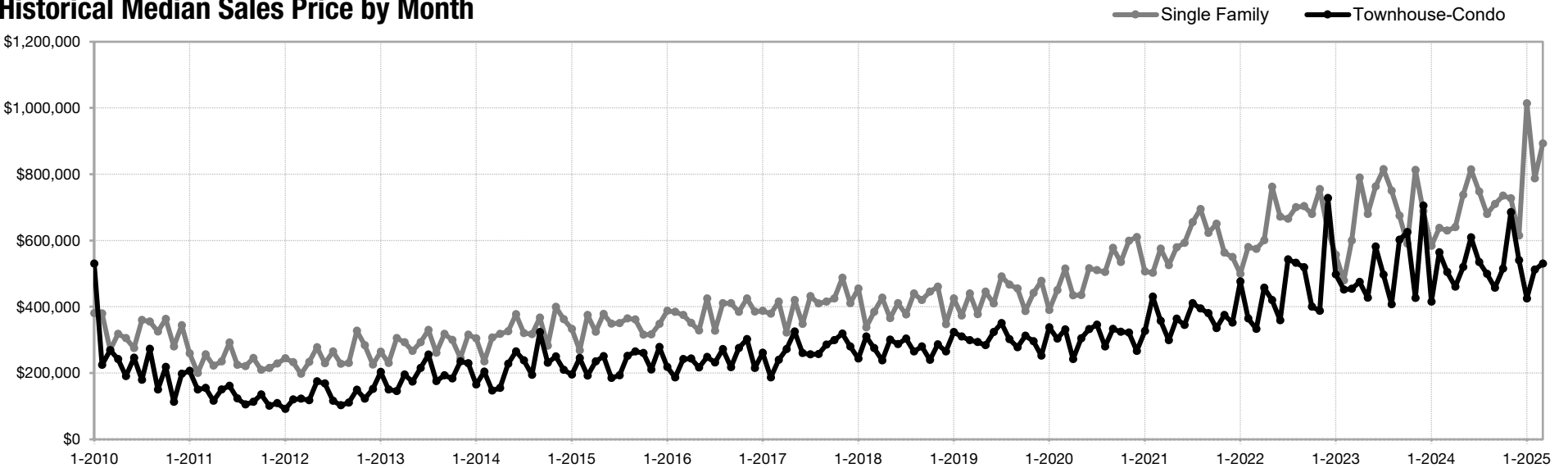
Historical Sold Listings by Month



Median Sales Price



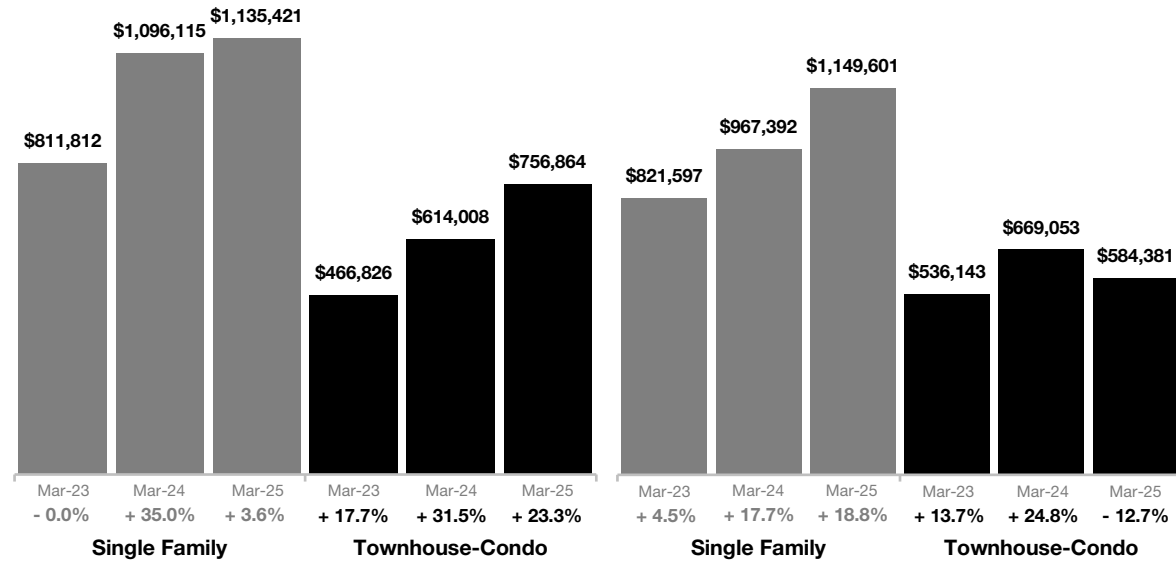
Historical Median Sales Price by Month



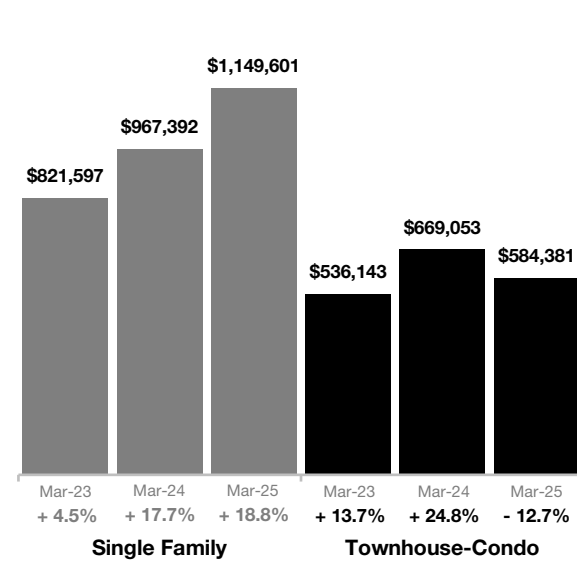
Average Sales Price



March

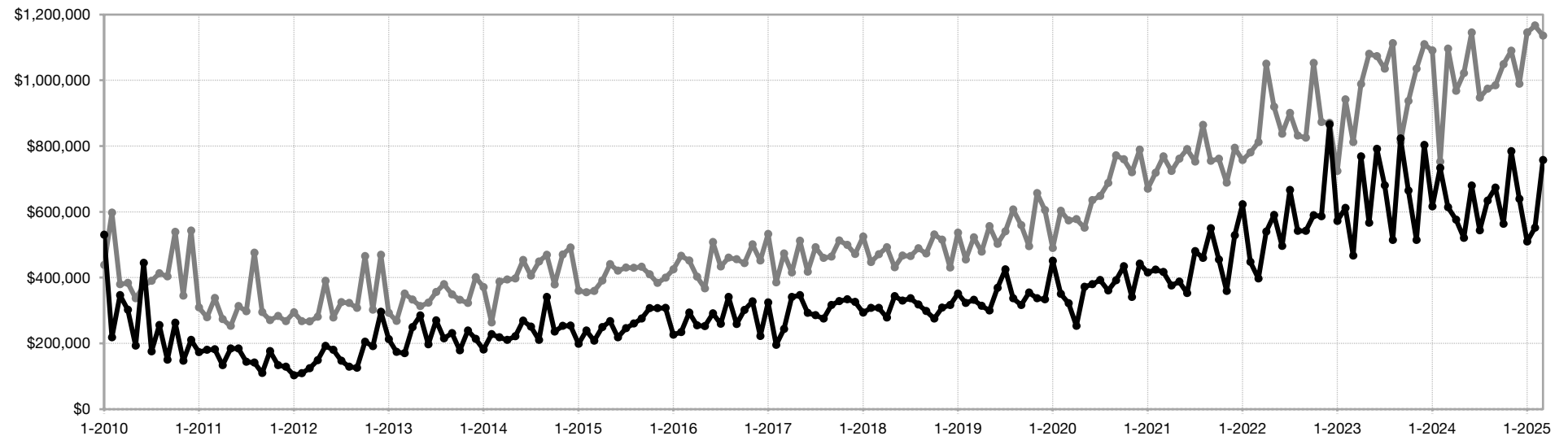


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	\$967,813	-2.1%	\$575,730	-25.1%
May-2024	\$1,021,586	-5.4%	\$520,259	-8.2%
Jun-2024	\$1,145,079	+6.7%	\$679,274	-14.2%
Jul-2024	\$947,320	-8.5%	\$543,261	-20.1%
Aug-2024	\$973,879	-12.5%	\$633,667	+23.3%
Sep-2024	\$984,746	+21.1%	\$673,286	-18.2%
Oct-2024	\$1,048,952	+12.0%	\$563,430	-15.2%
Nov-2024	\$1,090,079	+5.3%	\$784,106	+52.5%
Dec-2024	\$989,515	-10.8%	\$639,593	-20.4%
Jan-2025	\$1,145,540	+5.0%	\$509,619	-17.3%
Feb-2025	\$1,166,246	+55.0%	\$551,650	-24.8%
Mar-2025	\$1,135,421	+3.6%	\$756,864	+23.3%

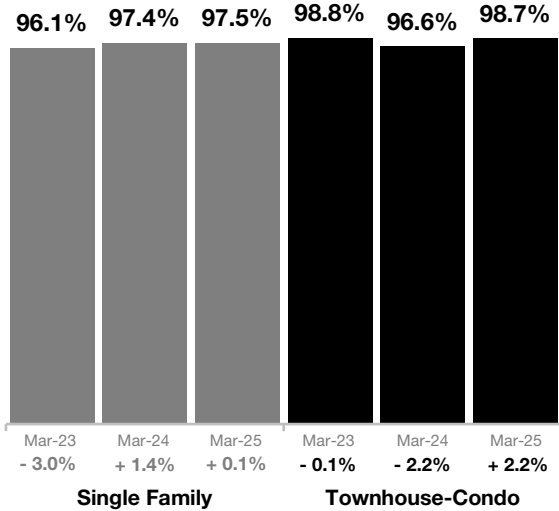
Historical Average Sales Price by Month



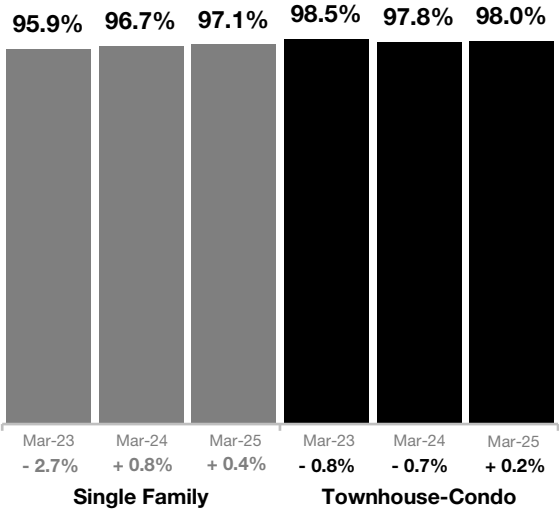
Percent of List Price Received



March

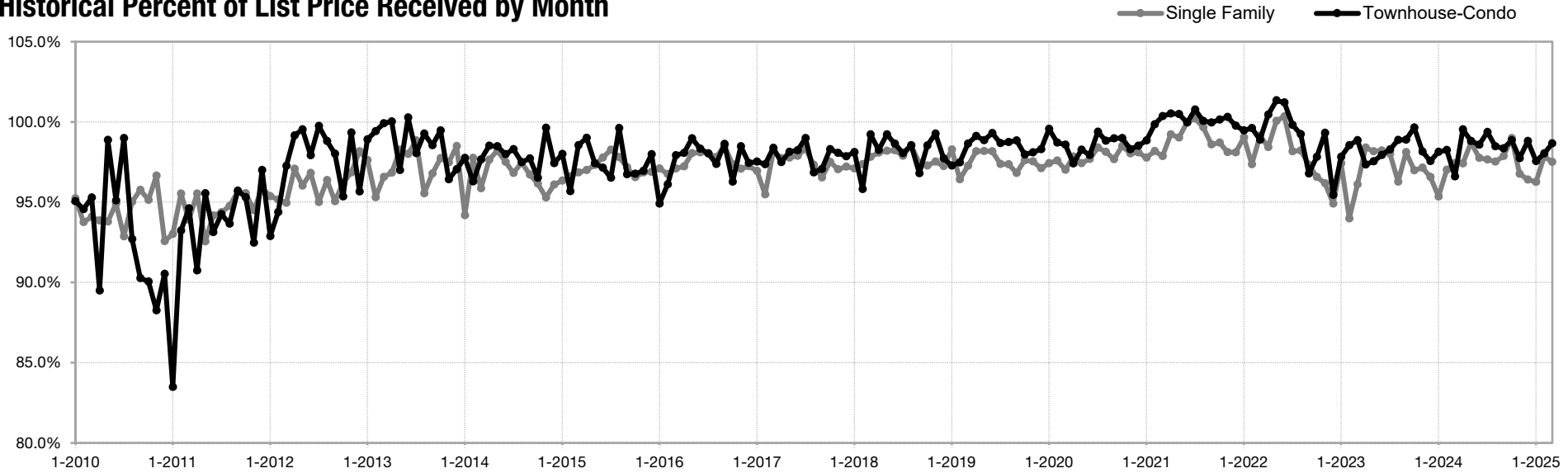


Year to Date

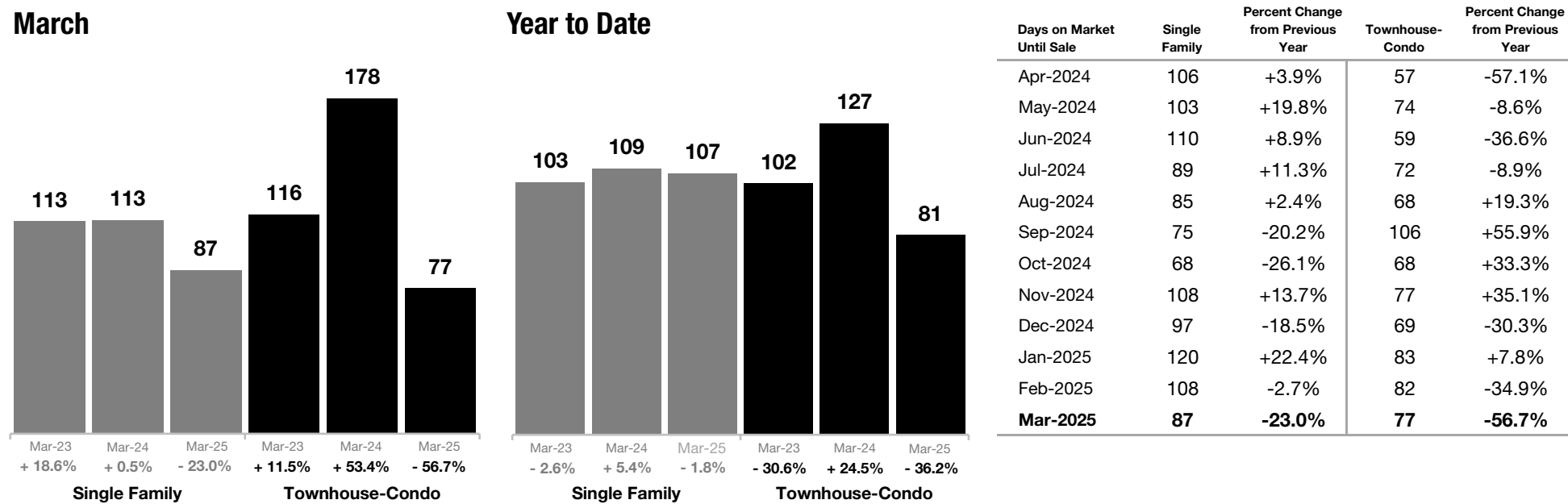


Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	97.4%	-1.0%	99.5%	+2.3%
May-2024	98.7%	+0.5%	98.8%	+1.3%
Jun-2024	97.7%	-0.5%	98.6%	+0.7%
Jul-2024	97.7%	-0.3%	99.4%	+1.1%
Aug-2024	97.5%	+1.2%	98.5%	-0.4%
Sep-2024	97.9%	-0.2%	98.3%	-0.6%
Oct-2024	99.0%	+2.1%	98.9%	-0.8%
Nov-2024	96.8%	-0.4%	97.7%	-0.4%
Dec-2024	96.4%	-0.2%	98.8%	+1.2%
Jan-2025	96.3%	+1.0%	97.6%	-0.5%
Feb-2025	97.8%	+0.8%	98.0%	-0.3%
Mar-2025	97.5%	+0.1%	98.7%	+2.2%

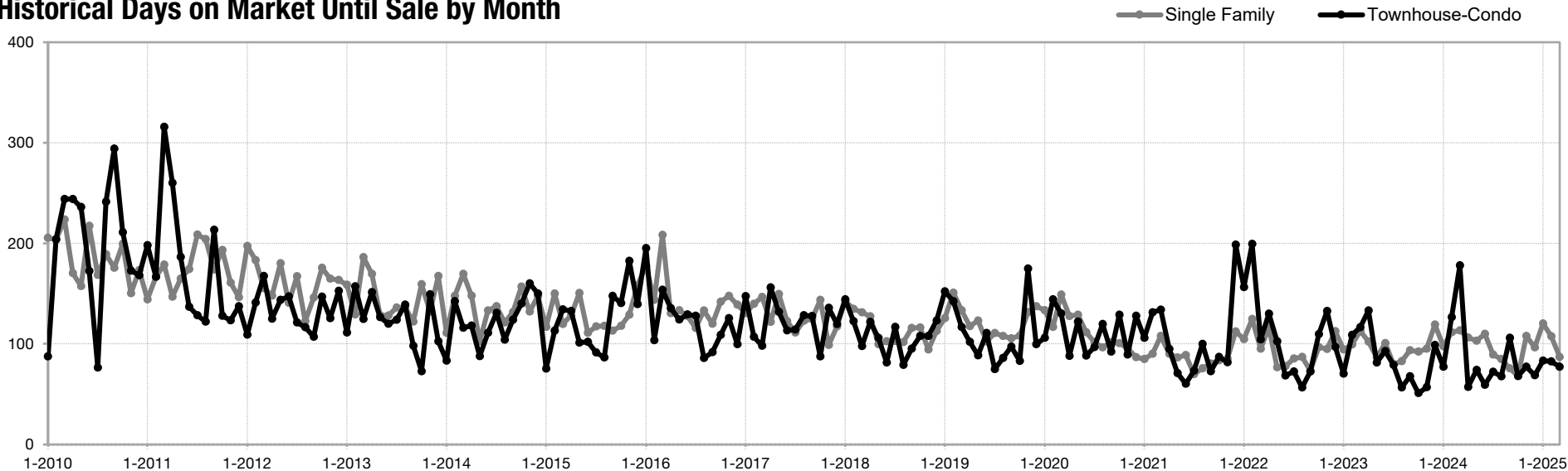
Historical Percent of List Price Received by Month



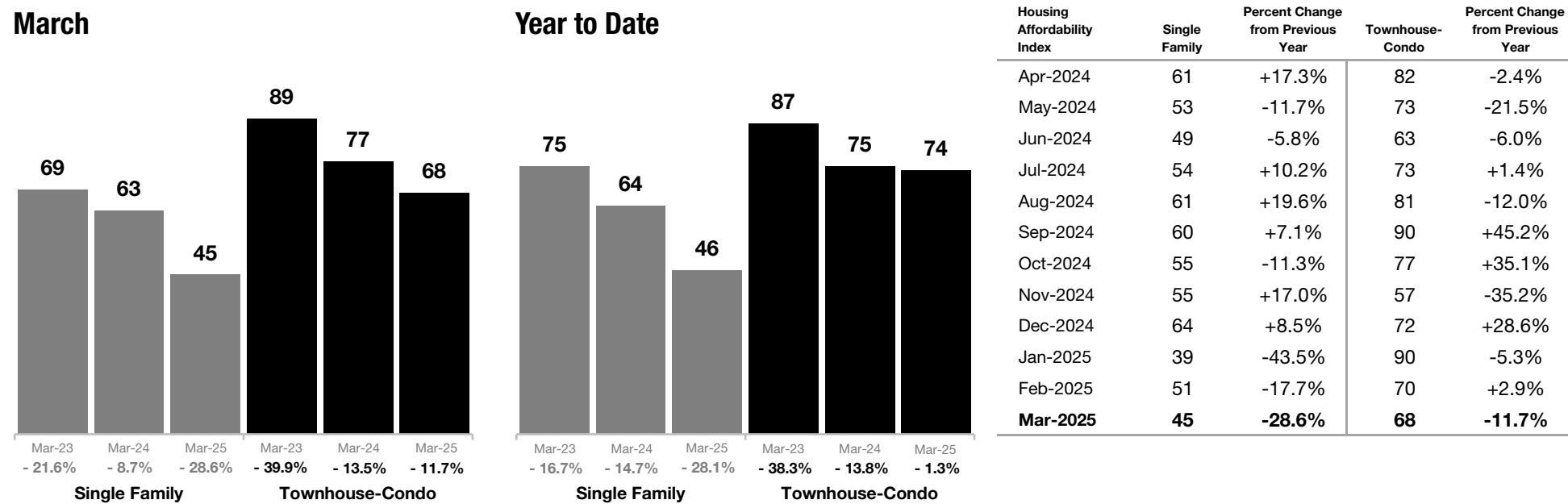
Days on Market Until Sale



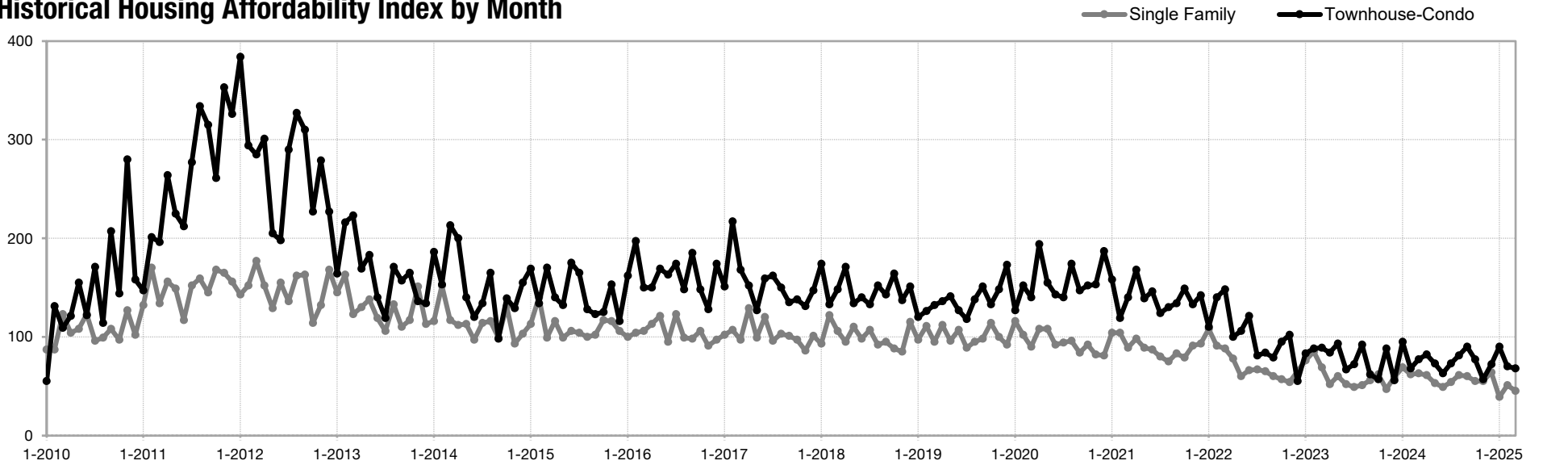
Historical Days on Market Until Sale by Month



Housing Affordability Index



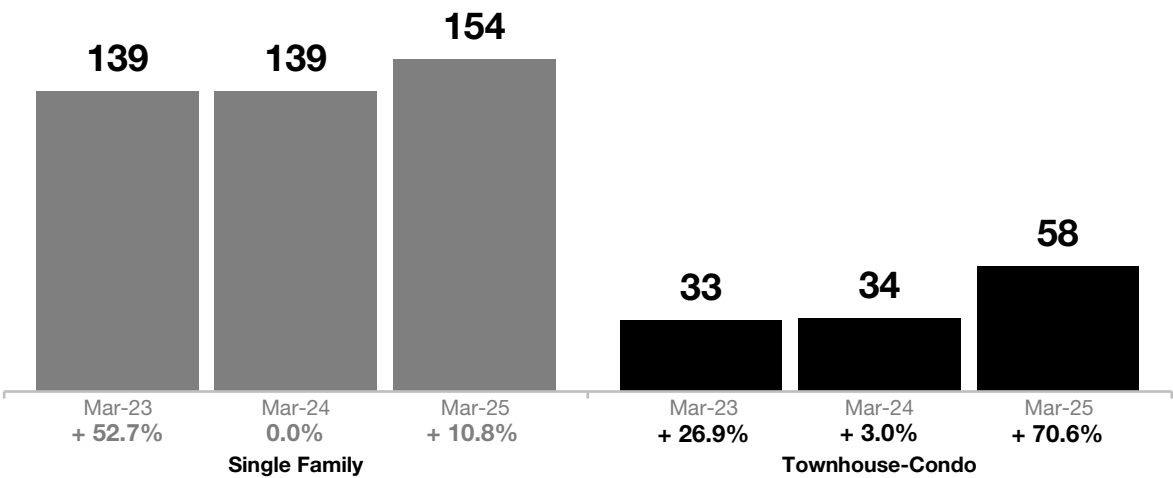
Historical Housing Affordability Index by Month



Inventory of Active Listings

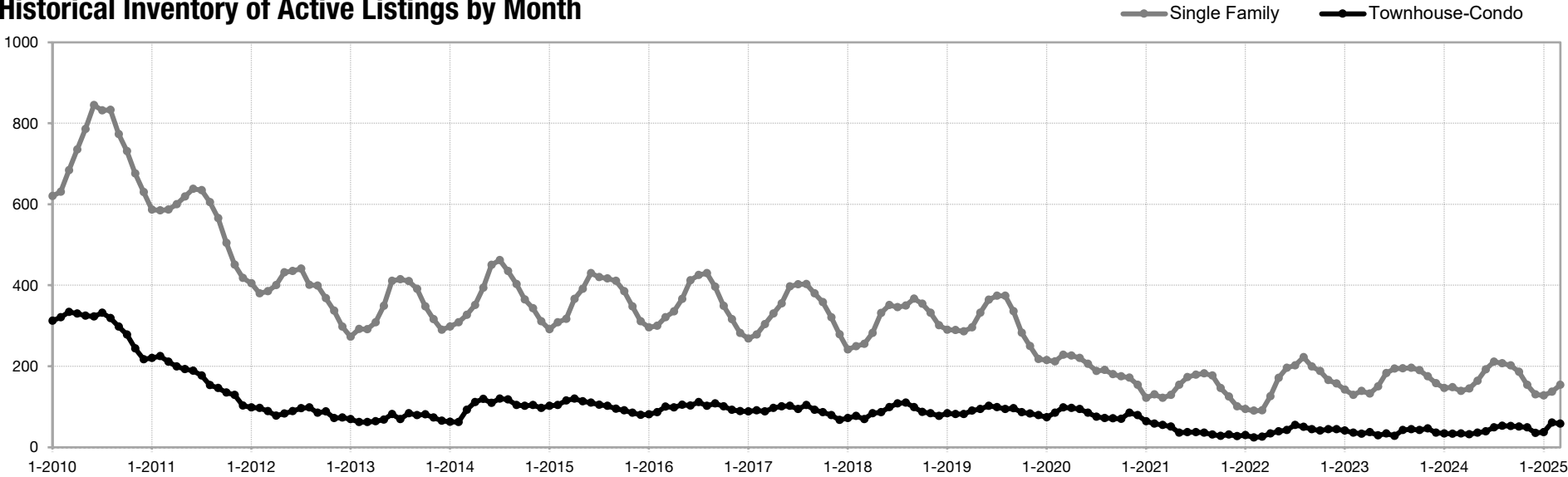


March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	145	+9.8%	32	-13.5%
May-2024	164	+9.3%	36	+24.1%
Jun-2024	192	+4.9%	39	+14.7%
Jul-2024	211	+8.8%	49	+75.0%
Aug-2024	207	+6.2%	53	+26.2%
Sep-2024	202	+3.1%	52	+18.2%
Oct-2024	186	-2.1%	51	+21.4%
Nov-2024	154	-12.0%	49	+6.5%
Dec-2024	130	-17.7%	35	-2.8%
Jan-2025	128	-12.3%	37	+8.8%
Feb-2025	137	-7.4%	61	+84.8%
Mar-2025	154	+10.8%	58	+70.6%

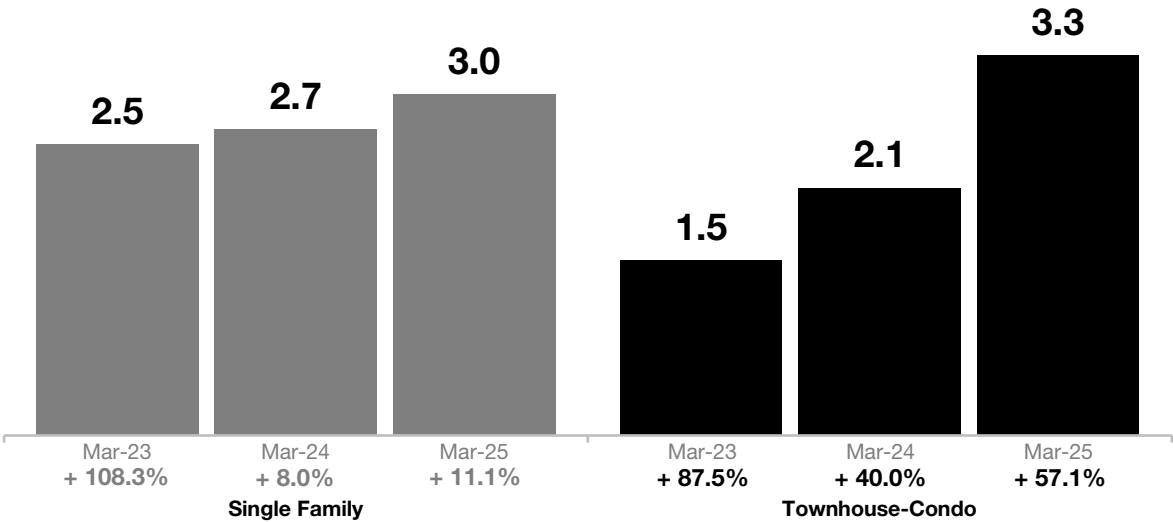
Historical Inventory of Active Listings by Month



Months Supply of Inventory

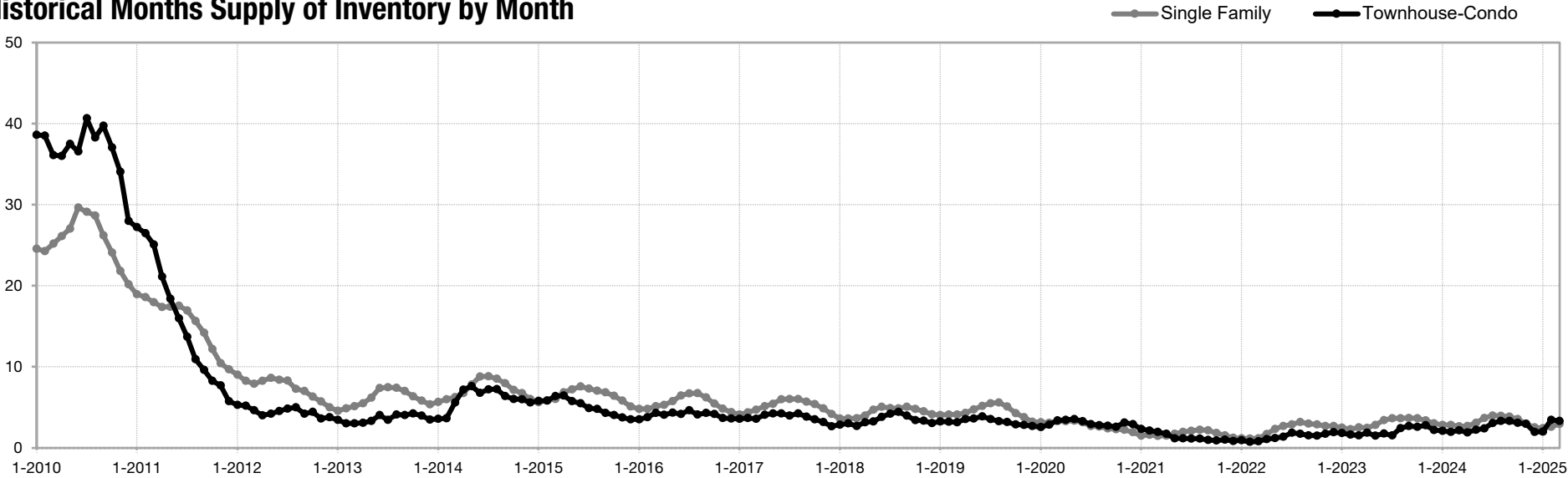


March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	2.7	+8.0%	1.9	0.0%
May-2024	3.1	+10.7%	2.2	+46.7%
Jun-2024	3.7	+8.8%	2.4	+33.3%
Jul-2024	4.0	+11.1%	3.0	+100.0%
Aug-2024	3.9	+8.3%	3.3	+37.5%
Sep-2024	3.8	+2.7%	3.3	+22.2%
Oct-2024	3.5	-2.8%	3.1	+19.2%
Nov-2024	3.0	-11.8%	2.9	+3.6%
Dec-2024	2.5	-16.7%	2.0	-9.1%
Jan-2025	2.4	-14.3%	2.0	-4.8%
Feb-2025	2.6	-7.1%	3.5	+75.0%
Mar-2025	3.0	+11.1%	3.3	+57.1%

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.



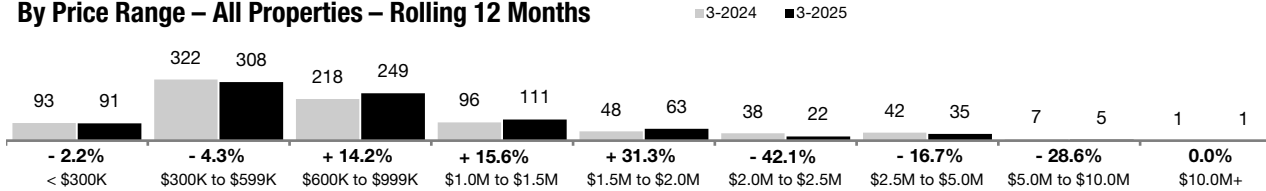
Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		84	107	+ 27.4%	226	293	+ 29.6%
Pending Sales		86	82	- 4.7%	201	202	+ 0.5%
Sold Listings		56	47	- 16.1%	160	169	+ 5.6%
Median Sales Price		\$578,670	\$795,000	+ 37.4%	\$568,500	\$750,000	+ 31.9%
Avg. Sales Price		\$952,724	\$967,106	+ 1.5%	\$854,672	\$1,098,533	+ 28.5%
Pct. of List Price Received		96.9%	97.9%	+ 1.0%	97.0%	97.3%	+ 0.3%
Days on Market		135	86	- 36.3%	116	98	- 15.5%
Affordability Index		69	51	- 26.1%	70	54	- 22.9%
Active Listings		183	230	+ 25.7%	--	--	--
Months Supply		2.5	3.1	+ 24.0%	--	--	--

Closed Sales

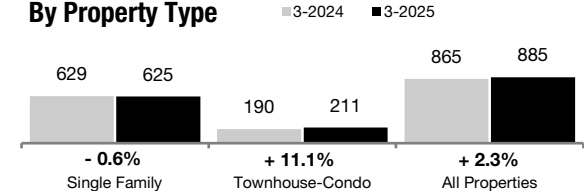
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	3-2024	3-2025	Change	3-2024	3-2025	Change
\$299,999 and Below	30	25	- 16.7%	25	24	- 4.0%
\$300,000 to \$599,999	230	192	- 16.5%	90	111	+ 23.3%
\$600,000 to \$999,999	174	194	+ 11.5%	44	54	+ 22.7%
\$1,000,000 to \$1,499,999	80	99	+ 23.8%	16	12	- 25.0%
\$1,500,00 to \$1,999,999	40	55	+ 37.5%	7	8	+ 14.3%
\$2,000,000 to \$2,499,999	32	20	- 37.5%	6	2	- 66.7%
\$2,500,000 to \$4,999,999	40	35	- 12.5%	2	0	- 100.0%
\$5,000,000 to \$9,999,999	3	5	+ 66.7%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	629	625	- 0.6%	190	211	+ 11.1%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	2-2025	3-2025	Change	2-2025	3-2025	Change
	3	0	- 100.0%	2	1	- 50.0%
	8	5	- 37.5%	4	5	+ 25.0%
	13	13	0.0%	3	3	0.0%
	5	9	+ 80.0%	1	1	0.0%
	6	2	- 66.7%	0	0	--
	0	2	--	0	1	--
	1	0	- 100.0%	0	0	--
	2	1	- 50.0%	0	0	--
	0	0	--	0	0	--
All Price Ranges	38	32	- 15.8%	10	11	+ 10.0%

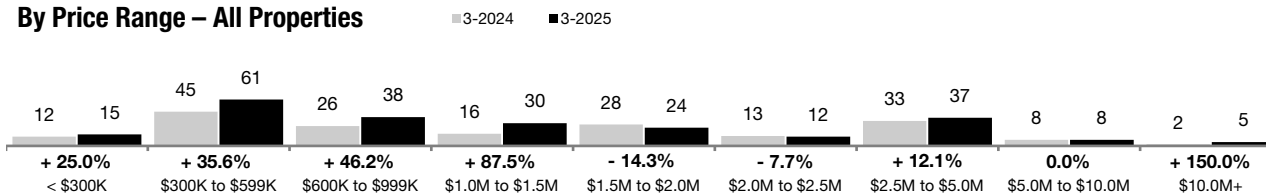
Year to Date

	Single Family			Townhouse-Condo		
	3-2024	3-2025	Change	3-2024	3-2025	Change
	10	4	- 60.0%	8	8	0.0%
	41	24	- 41.5%	20	20	0.0%
	29	36	+ 24.1%	6	10	+ 66.7%
	10	23	+ 130.0%	6	2	- 66.7%
	3	18	+ 500.0%	3	1	- 66.7%
	4	3	- 25.0%	1	1	0.0%
	11	3	- 72.7%	0	0	--
	0	3	--	0	0	--
	0	0	--	0	0	--
All Price Ranges	108	114	+ 5.6%	44	42	- 4.5%

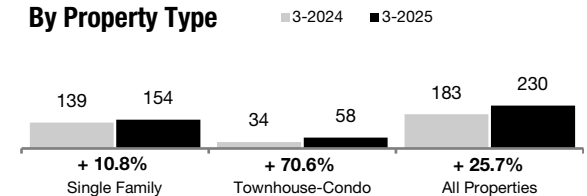
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	3-2024	3-2025	Change	3-2024	3-2025	Change
\$299,999 and Below	4	4	0.0%	1	3	+ 200.0%
\$300,000 to \$599,999	33	16	- 51.5%	12	42	+ 250.0%
\$600,000 to \$999,999	17	31	+ 82.4%	9	6	- 33.3%
\$1,000,000 to \$1,499,999	15	27	+ 80.0%	0	1	--
\$1,500,00 to \$1,999,999	23	23	0.0%	5	1	- 80.0%
\$2,000,000 to \$2,499,999	12	11	- 8.3%	1	1	0.0%
\$2,500,000 to \$4,999,999	27	31	+ 14.8%	6	4	- 33.3%
\$5,000,000 to \$9,999,999	8	8	0.0%	0	0	--
\$10,000,000 and Above	0	3	--	0	0	--
All Price Ranges	139	154	+ 10.8%	34	58	+ 70.6%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	2-2025	3-2025	Change	2-2025	3-2025	Change
	5	4	- 20.0%	3	3	0.0%
	13	16	+ 23.1%	43	42	- 2.3%
	23	31	+ 34.8%	10	6	- 40.0%
	24	27	+ 12.5%	2	1	- 50.0%
	24	23	- 4.2%	0	1	--
	10	11	+ 10.0%	0	1	--
	26	31	+ 19.2%	3	4	+ 33.3%
	9	8	- 11.1%	0	0	--
	3	3	0.0%	0	0	--
All Price Ranges	137	154	+ 12.4%	61	58	- 4.9%

Year to Date

Single Family	Townhouse-Condo
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.