Monthly Indicators

July 2025

Percent changes calculated using year-over-year compairisons.

New Listings were up 7.8 percent for single family homes but decreased 6.3 percent for townhouse-condo properties. Pending Sales increased 20.7 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was down 12.3 percent to $680,000 for single family homes and 47.7 percent to $390,000 for townhouse-condo properties. Days on Market increased 34.1 percent for single family homes but decreased 27.0 percent for townhouse-condo properties.

Nationally, the median existing-home sales price rose 2.0% year-over-year to $435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

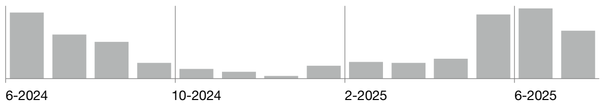
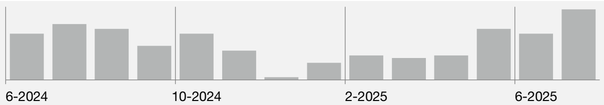
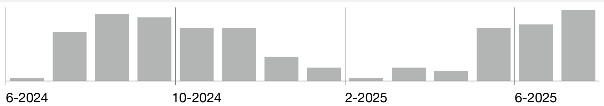
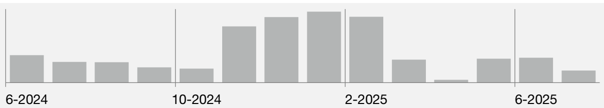
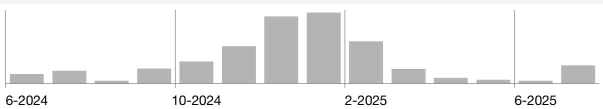
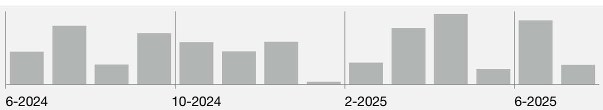
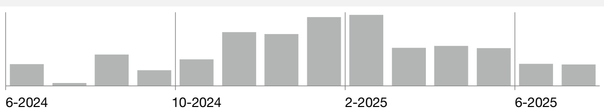
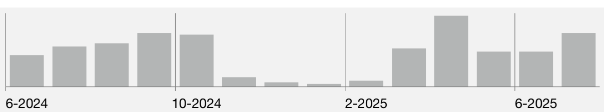
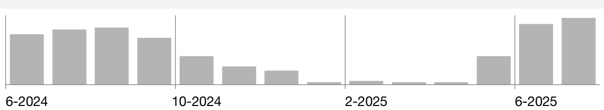
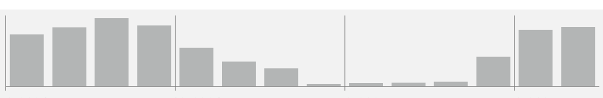
Activity Snapshot

+ 10.3%	- 17.4%	+ 15.3%
One-Year Change in **Sold Listings All Properties**	One-Year Change in **Median Sales Price All Propterties**	One-Year Change in **Active Listings All Properties**

Residential real estate activity in the Gunnison-Crested Butte Association of REALTORS® service area composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

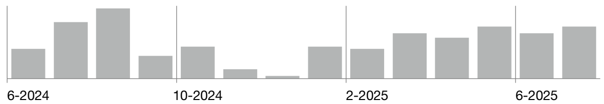
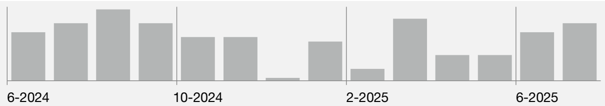
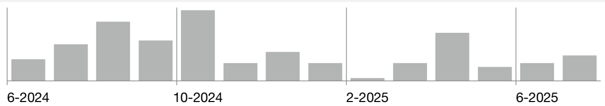
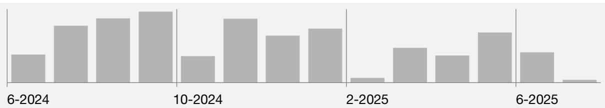
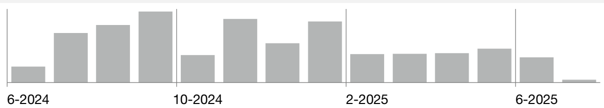
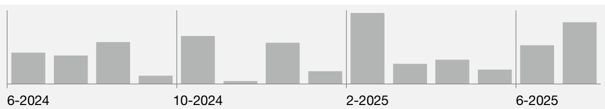
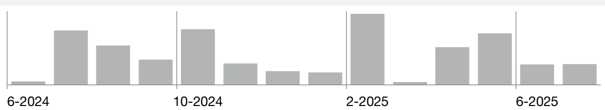
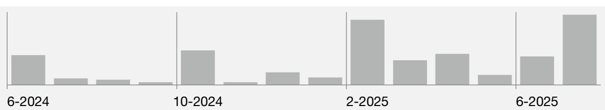
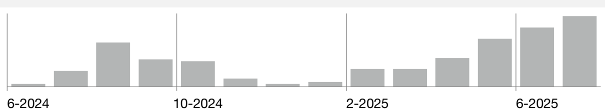
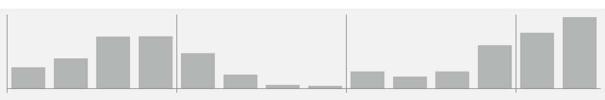
Single Family Market Overview

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

Key Metrics	Historical Sparkbars	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		51	**55**	+ 7.8%	258	**297**	+ 15.1%
Pending Sales		29	**35**	+ 20.7%	124	**147**	+ 18.5%
Sold Listings		23	**29**	+ 26.1%	95	**126**	+ 32.6%
Median Sales Price		$775,000	**$680,000**	- 12.3%	$899,000	**$803,500**	- 10.6%
Average Sales Price		$1,177,039	**$1,261,054**	+ 7.1%	$1,512,143	**$1,260,047**	- 16.7%
Pct. of List Price Received		97.0%	**94.3%**	- 2.8%	96.1%	**95.3%**	- 0.8%
Days on Market		82	**110**	+ 34.1%	116	**133**	+ 14.7%
Housing Affordability Index		53	**61**	+ 15.1%	46	**51**	+ 10.9%
Active Listings		189	**206**	+ 9.0%	--	**--**	--
Months Supply		10.1	**10.1**	0.0%	--	**--**	--

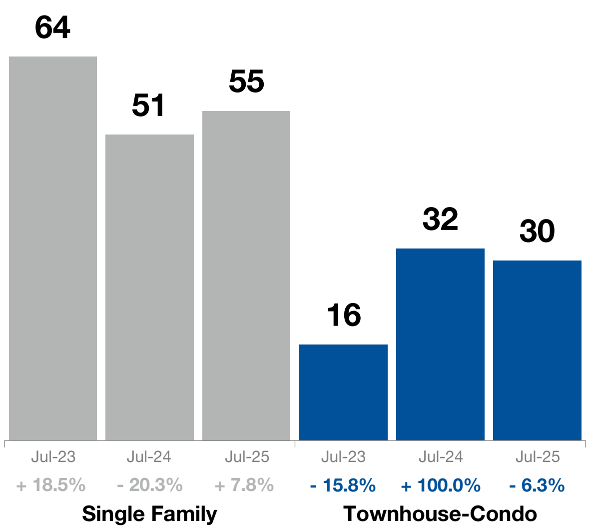
Townhouse-Condo Market Overview

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

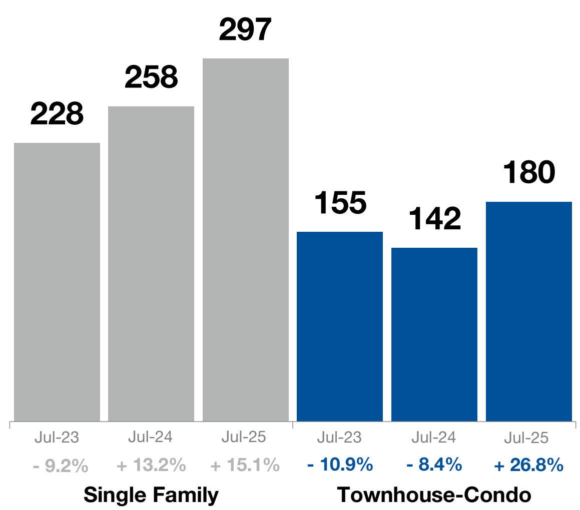
Key Metrics	Historical Sparkbars	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		32	**30**	- 6.3%	142	**180**	+ 26.8%
Pending Sales		18	**18**	0.0%	97	**97**	0.0%
Sold Listings		16	**13**	- 18.8%	80	**82**	+ 2.5%
Median Sales Price		$745,000	**$390,000**	- 47.7%	$658,584	**$569,500**	- 13.5%
Average Sales Price		$828,416	**$465,995**	- 43.7%	$679,361	**$671,148**	- 1.2%
Pct. of List Price Received		96.8%	**98.1%**	+ 1.3%	96.9%	**96.9%**	0.0%
Days on Market		163	**119**	- 27.0%	129	**130**	+ 0.8%
Housing Affordability Index		56	**108**	+ 92.9%	64	**74**	+ 15.6%
Active Listings		93	**122**	+ 31.2%	--	**--**	--
Months Supply		7.1	**8.6**	+ 21.1%	--	**--**	--

New Listings

July

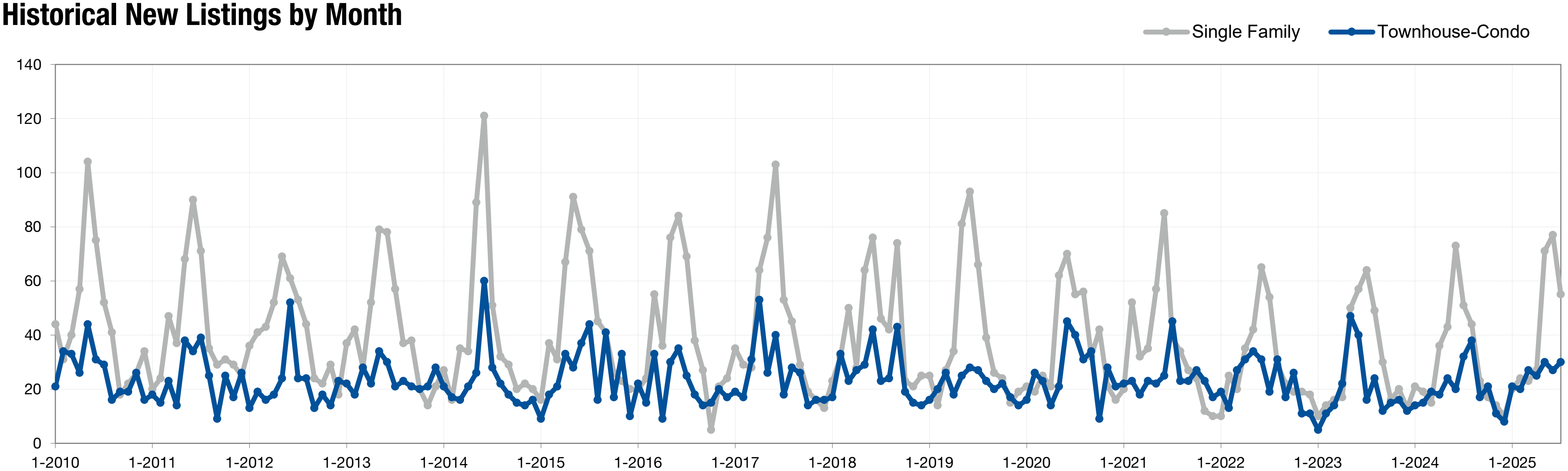


Year to Date



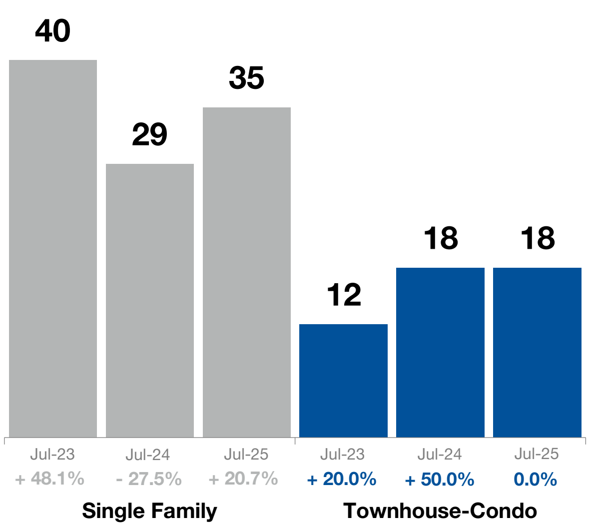
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2024	44	-10.2%	38	+58.3%
Sep-2024	23	-23.3%	17	+41.7%
Oct-2024	17	+6.3%	21	+40.0%
Nov-2024	14	-30.0%	11	-31.3%
Dec-2024	10	-23.1%	8	-33.3%
Jan-2025	20	-4.8%	21	+50.0%
Feb-2025	24	+26.3%	20	+33.3%
Mar-2025	23	+53.3%	27	+42.1%
Apr-2025	27	-25.0%	25	+38.9%
May-2025	71	+65.1%	30	+25.0%
Jun-2025	77	+5.5%	27	+35.0%
Jul-2025	**55**	**+7.8%**	**30**	**-6.3%**

Historical New Listings by Month

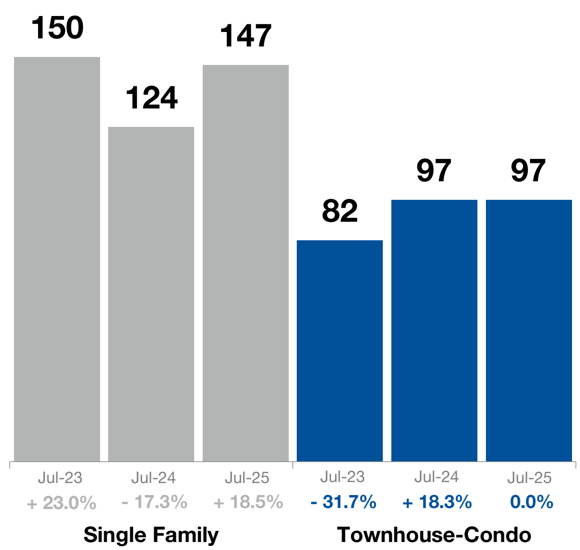


Pending Sales

July

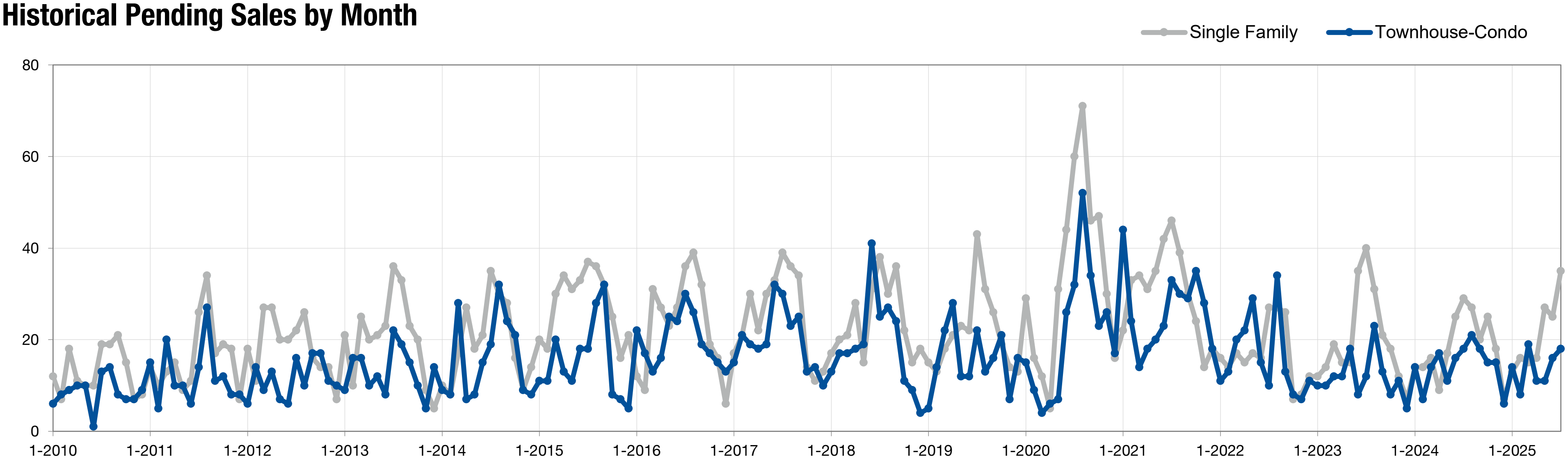


Year to Date



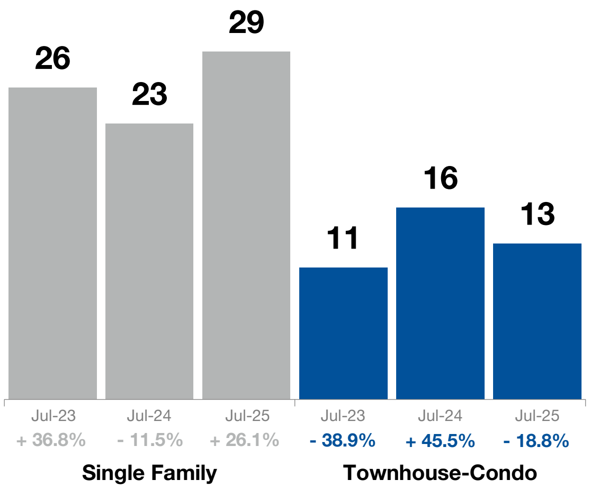
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2024	27	-12.9%	21	-8.7%
Sep-2024	20	-4.8%	18	+38.5%
Oct-2024	25	+38.9%	15	+87.5%
Nov-2024	18	+50.0%	15	+36.4%
Dec-2024	7	0.0%	6	+20.0%
Jan-2025	13	-7.1%	14	0.0%
Feb-2025	16	+14.3%	8	+14.3%
Mar-2025	15	-6.3%	19	+35.7%
Apr-2025	16	+77.8%	11	-35.3%
May-2025	27	+58.8%	11	0.0%
Jun-2025	25	0.0%	16	0.0%
Jul-2025	**35**	**+20.7%**	**18**	**0.0%**

Historical Pending Sales by Month

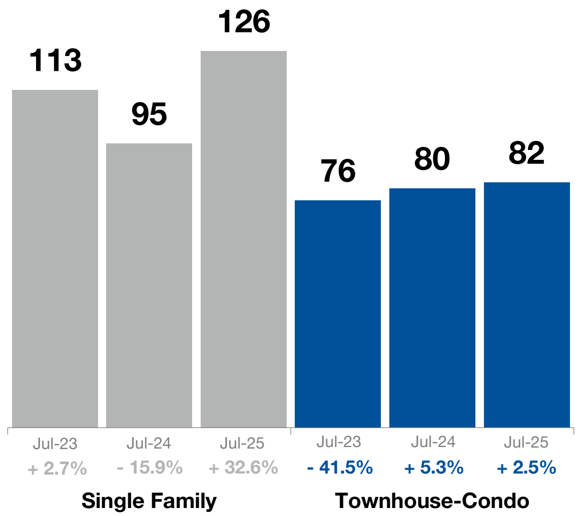


Sold Listings

July

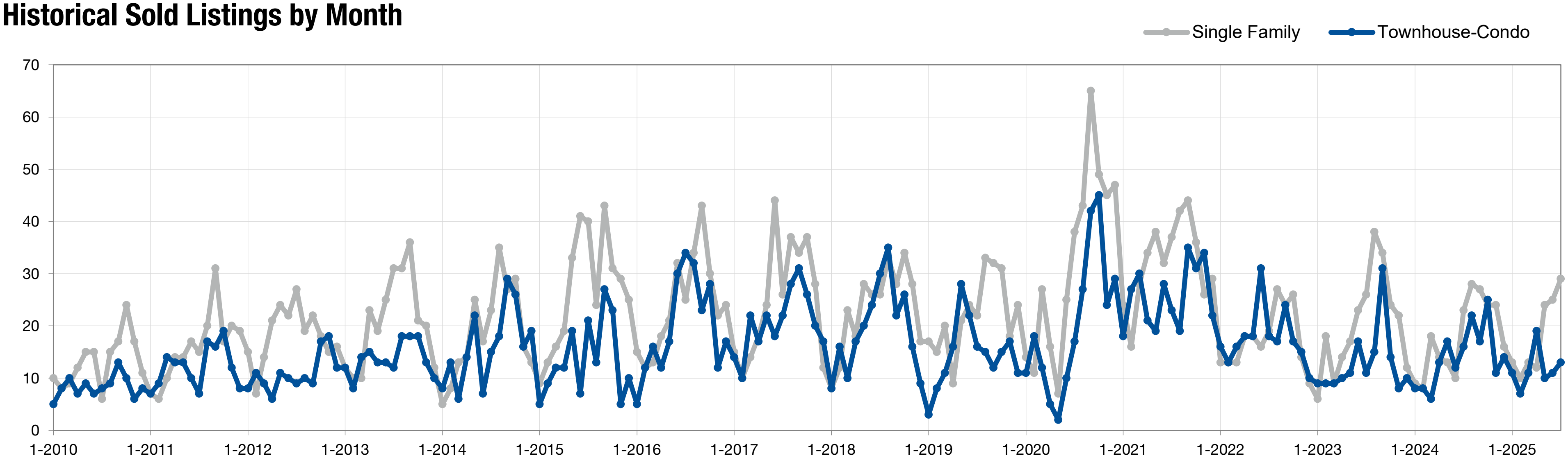


Year to Date



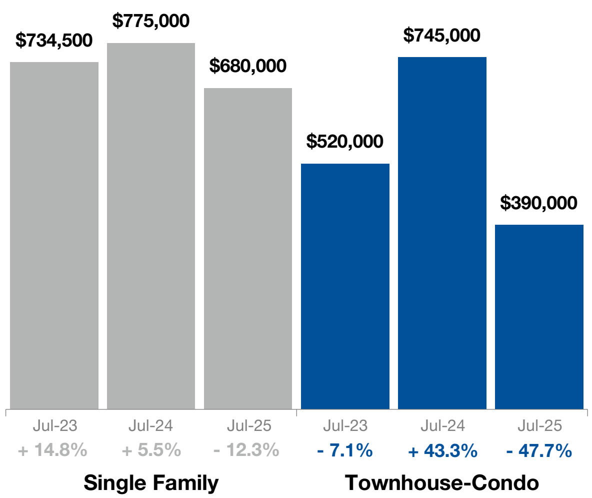
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2024	28	-26.3%	22	+46.7%
Sep-2024	27	-20.6%	17	-45.2%
Oct-2024	24	0.0%	25	+78.6%
Nov-2024	24	+9.1%	11	+37.5%
Dec-2024	16	+33.3%	14	+40.0%
Jan-2025	13	+44.4%	11	+37.5%
Feb-2025	10	+25.0%	7	-12.5%
Mar-2025	13	-27.8%	11	+83.3%
Apr-2025	12	-14.3%	19	+46.2%
May-2025	24	+84.6%	10	-41.2%
Jun-2025	25	+150.0%	11	-8.3%
Jul-2025	**29**	**+26.1%**	**13**	**-18.8%**

Historical Sold Listings by Month

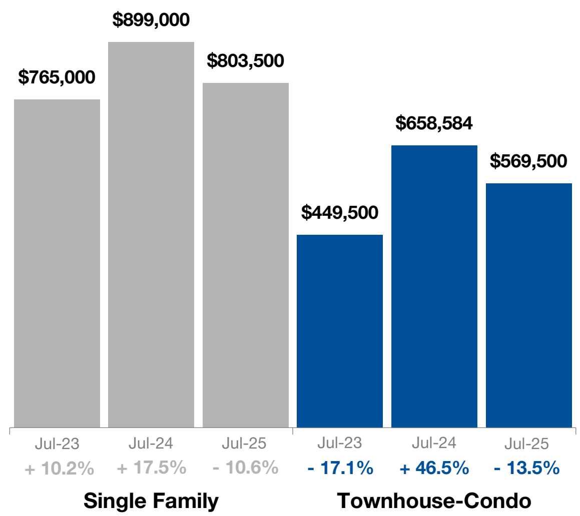


Median Sales Price

July

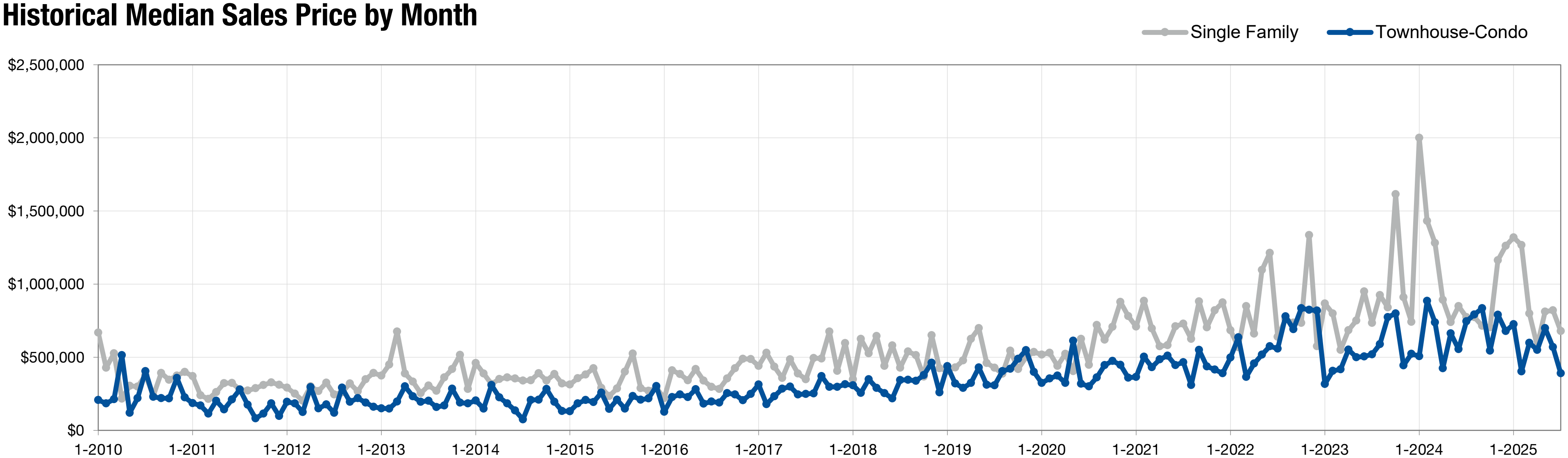


Year to Date



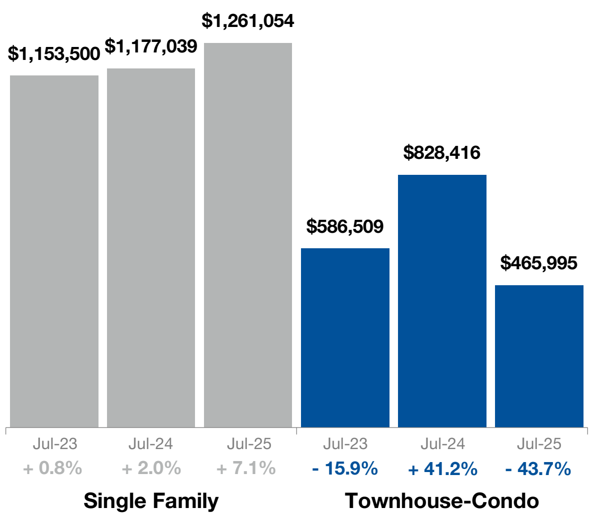
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2024	$773,554	-16.4%	$792,000	+34.2%
Sep-2024	$715,000	-14.9%	$835,000	+7.7%
Oct-2024	$703,500	-56.4%	$545,000	-31.8%
Nov-2024	$1,162,500	+27.7%	$790,000	+77.5%
Dec-2024	$1,261,500	+69.9%	$680,000	+30.1%
Jan-2025	$1,320,000	-34.0%	$725,000	+42.9%
Feb-2025	$1,267,500	-11.5%	$403,000	-54.5%
Mar-2025	$800,000	-37.5%	$599,000	-18.9%
Apr-2025	$579,500	-35.1%	$550,000	+29.4%
May-2025	$811,000	+9.6%	$699,250	+5.6%
Jun-2025	$820,000	-3.5%	$570,000	+2.7%
Jul-2025	**$680,000**	**-12.3%**	**$390,000**	**-47.7%**

Historical Median Sales Price by Month

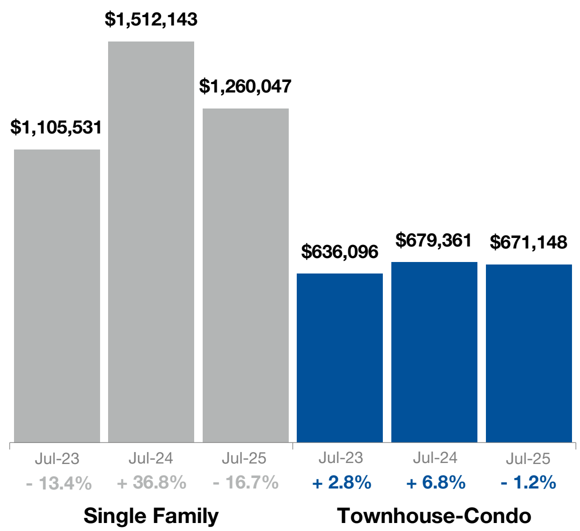


Average Sales Price

July

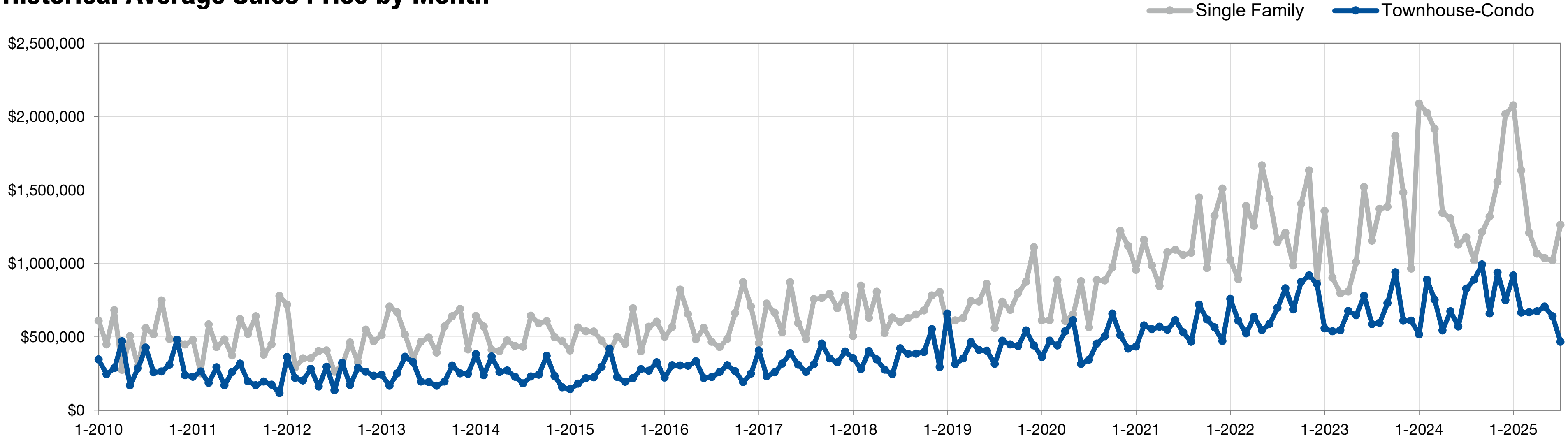


Year to Date



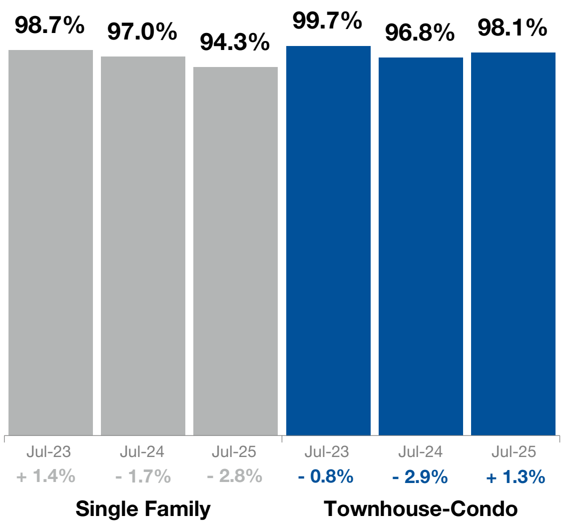
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2024	$1,020,294	-25.6%	$889,375	+49.7%
Sep-2024	$1,212,825	-12.5%	$992,853	+36.2%
Oct-2024	$1,318,811	-29.4%	$657,968	-30.0%
Nov-2024	$1,555,292	+4.9%	$937,045	+53.6%
Dec-2024	$2,015,711	+109.0%	$748,786	+22.8%
Jan-2025	$2,075,308	-0.6%	$917,500	+77.6%
Feb-2025	$1,633,780	-19.4%	$665,229	-25.2%
Mar-2025	$1,207,485	-37.0%	$667,455	-11.3%
Apr-2025	$1,066,691	-20.6%	$673,112	+24.0%
May-2025	$1,035,458	-20.8%	$706,550	+4.9%
Jun-2025	$1,021,200	-9.5%	$639,136	+12.3%
Jul-2025	**$1,261,054**	**+7.1%**	**$465,995**	**-43.7%**

Historical Average Sales Price by Month

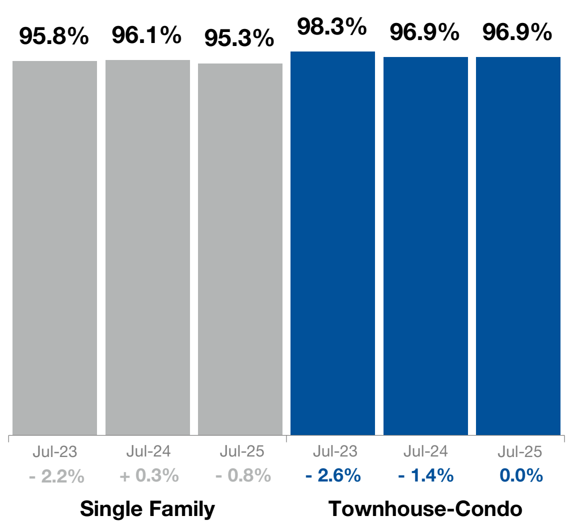


Percent of List Price Received

July

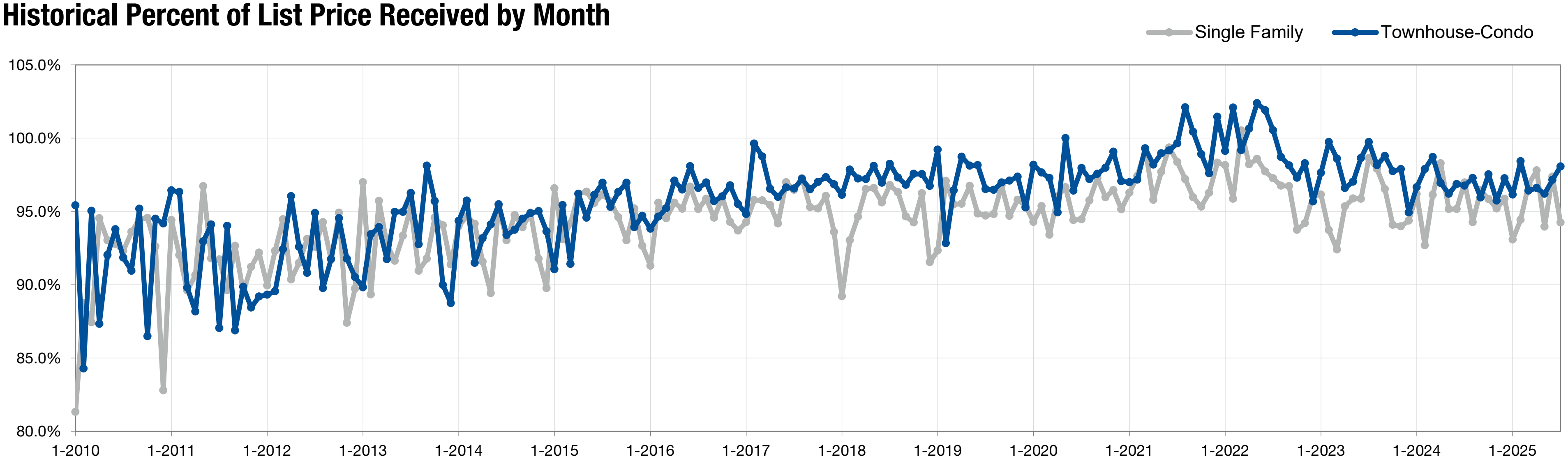


Year to Date



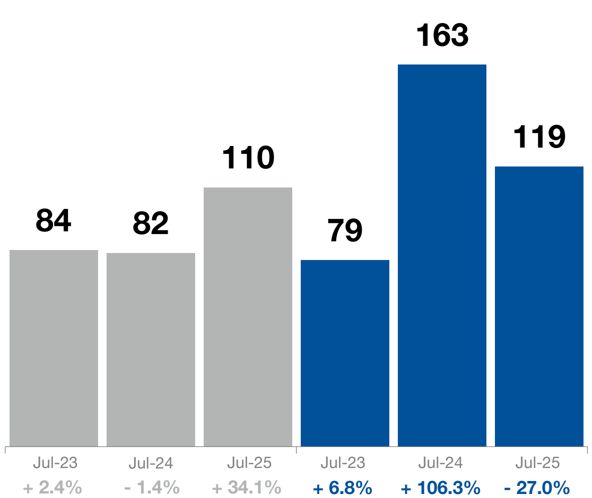
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2024	94.3%	-3.7%	97.3%	-0.9%
Sep-2024	96.5%	0.0%	96.0%	-2.8%
Oct-2024	95.9%	+1.9%	97.5%	-0.2%
Nov-2024	95.2%	+1.3%	95.7%	-2.2%
Dec-2024	95.9%	+1.6%	97.3%	+2.5%
Jan-2025	93.1%	-3.2%	96.1%	-0.6%
Feb-2025	94.4%	+1.8%	98.4%	+0.5%
Mar-2025	96.8%	+0.7%	96.4%	-2.3%
Apr-2025	97.8%	-0.5%	96.6%	-0.3%
May-2025	94.0%	-1.3%	96.2%	0.0%
Jun-2025	97.4%	+2.3%	97.2%	+0.3%
Jul-2025	**94.3%**	**-2.8%**	**98.1%**	**+1.3%**

Historical Percent of List Price Received by Month

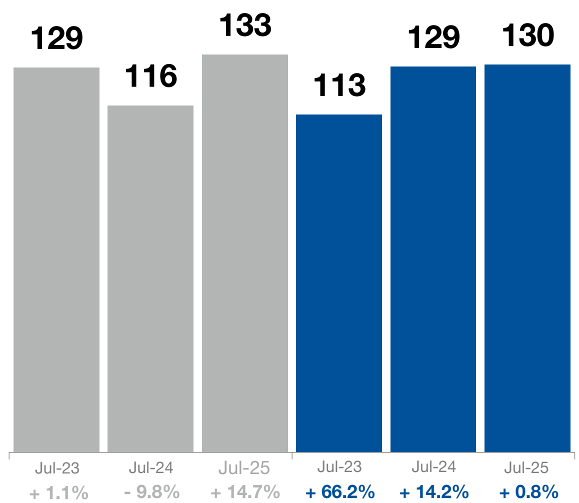


Days on Market Until Sale

July

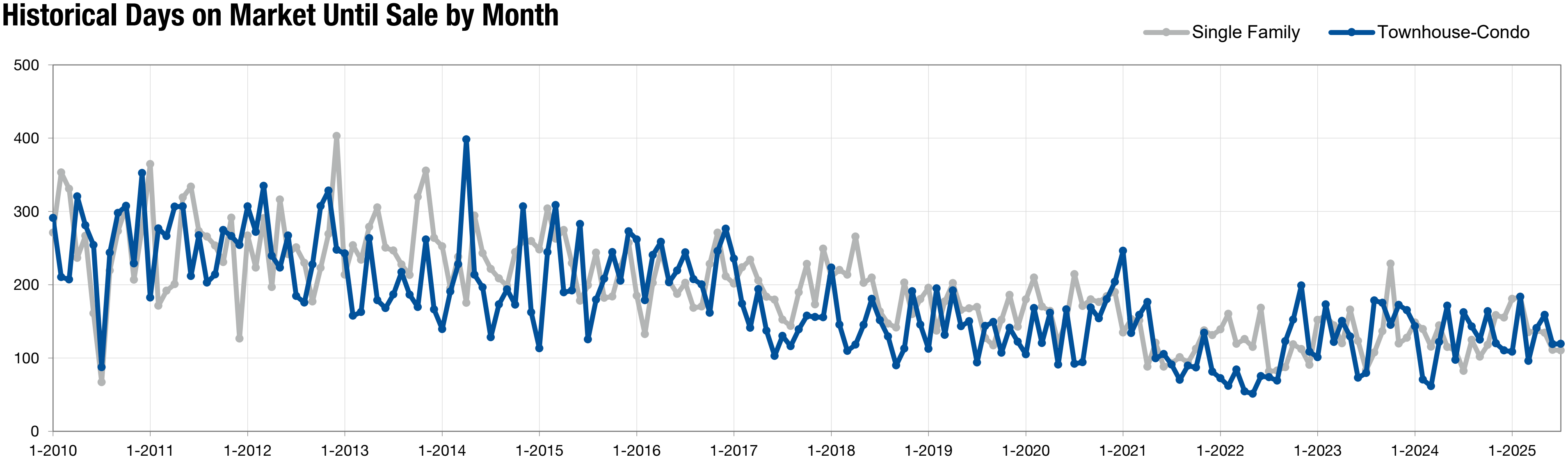


Year to Date



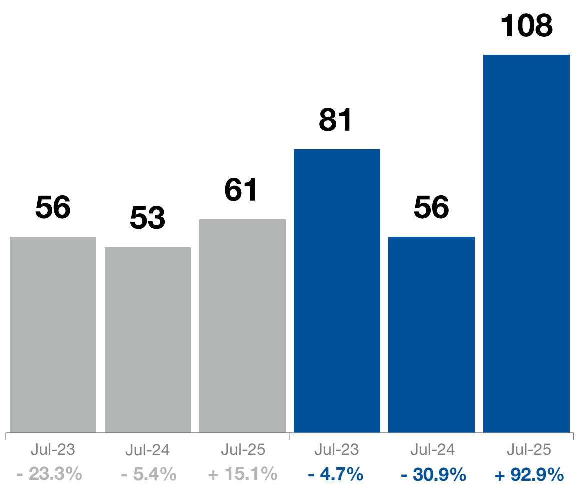
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2024	125	+15.7%	143	-20.1%
Sep-2024	102	-25.5%	125	-28.6%
Oct-2024	118	-48.5%	164	+13.1%
Nov-2024	158	+31.7%	120	-30.2%
Dec-2024	155	+21.1%	110	-33.3%
Jan-2025	181	+22.3%	108	-24.5%
Feb-2025	184	+32.4%	183	+157.7%
Mar-2025	135	+16.4%	96	+54.8%
Apr-2025	138	-4.2%	141	+15.6%
May-2025	134	+16.5%	159	-7.0%
Jun-2025	111	0.0%	119	+22.7%
Jul-2025	**110**	**+34.1%**	**119**	**-27.0%**

Historical Days on Market Until Sale by Month

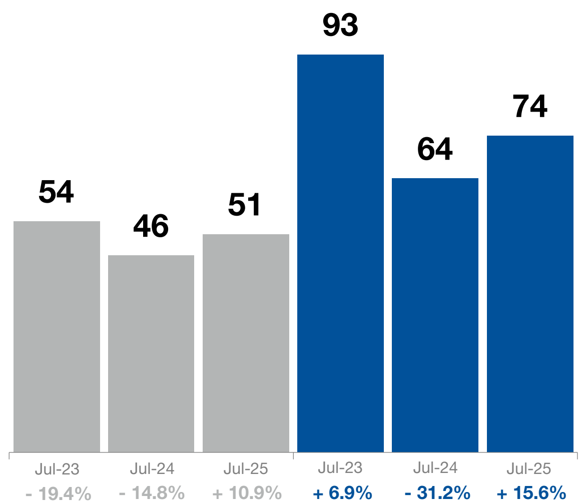


Housing Affordability Index

July

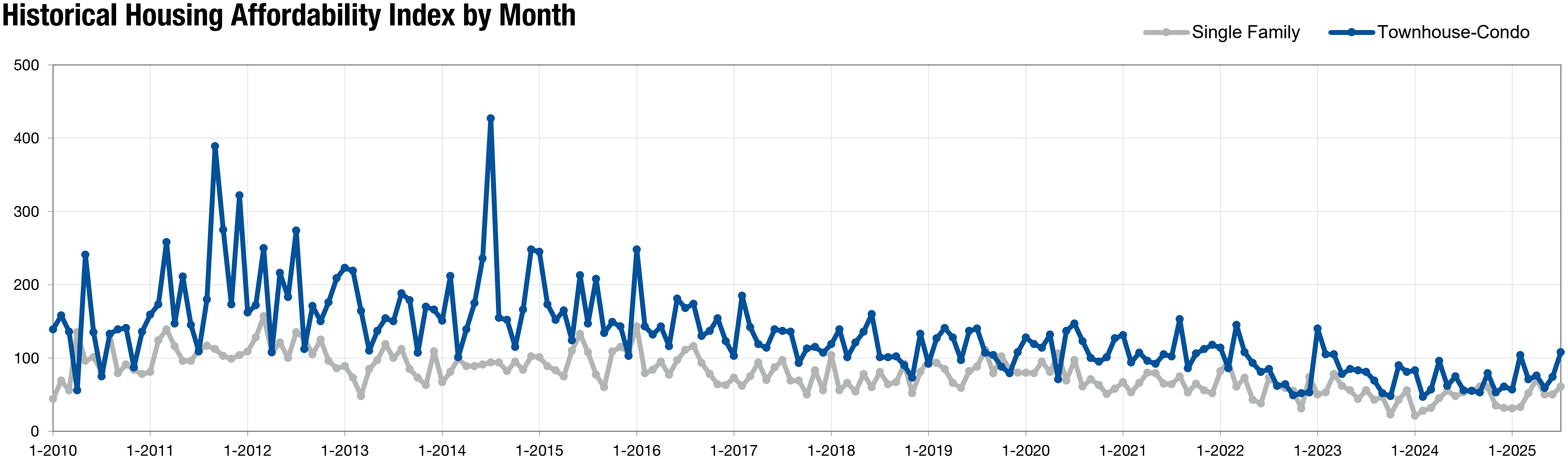


Year to Date



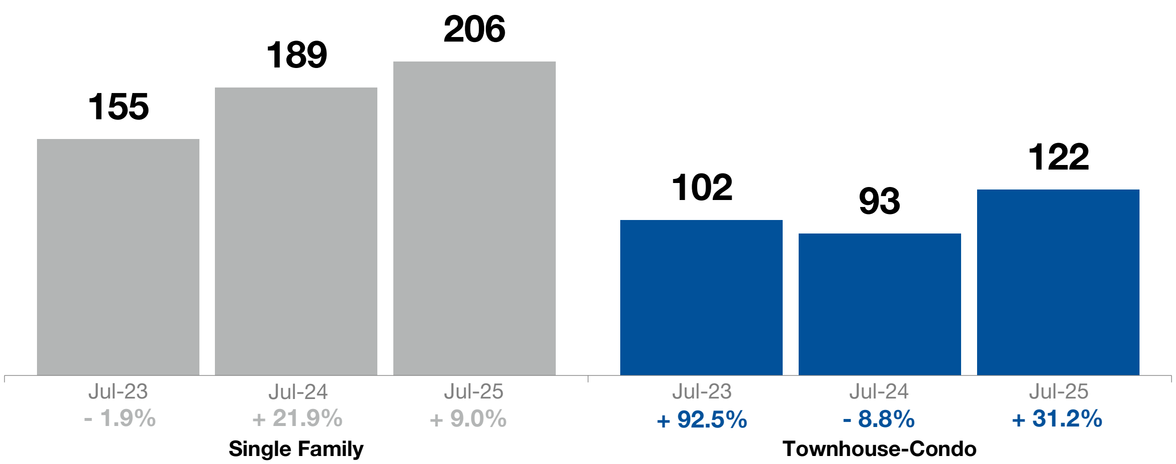
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2024	55	+27.9%	55	-20.3%
Sep-2024	61	+29.8%	53	+1.9%
Oct-2024	60	+160.9%	79	+64.6%
Nov-2024	35	-18.6%	53	-41.1%
Dec-2024	32	-42.9%	61	-24.7%
Jan-2025	31	+47.6%	57	-31.3%
Feb-2025	33	+17.9%	104	+121.3%
Mar-2025	52	+62.5%	71	+24.6%
Apr-2025	71	+57.8%	76	-20.8%
May-2025	50	-9.1%	59	-4.8%
Jun-2025	50	+4.2%	74	-1.3%
Jul-2025	**61**	**+15.1%**	**108**	**+92.9%**

Historical Housing Affordability Index by Month



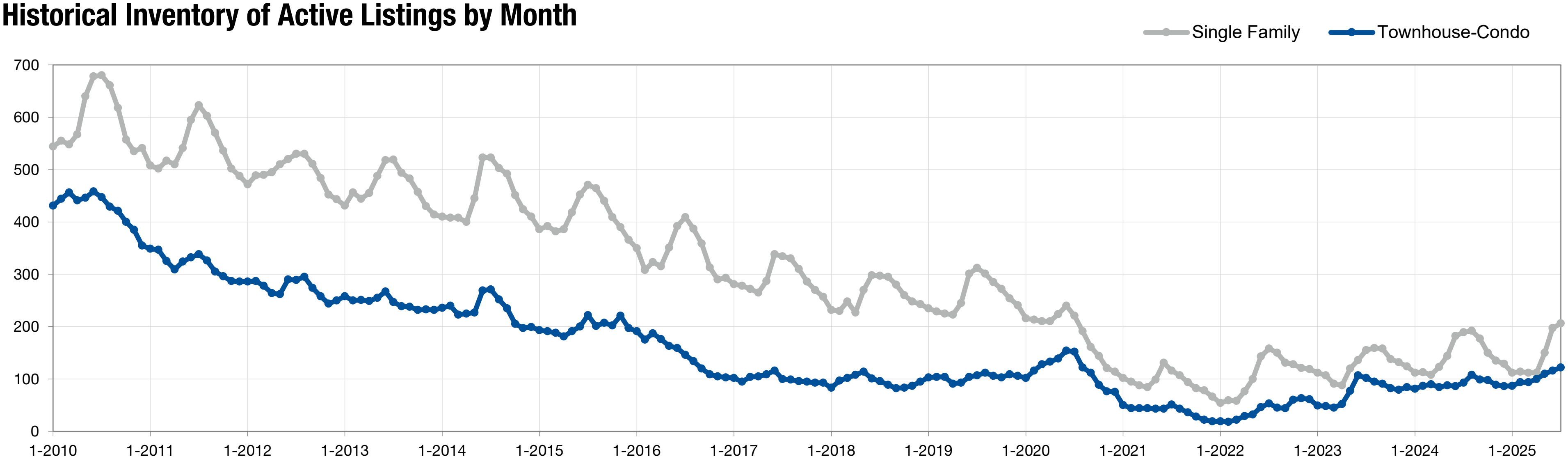
Inventory of Active Listings

July



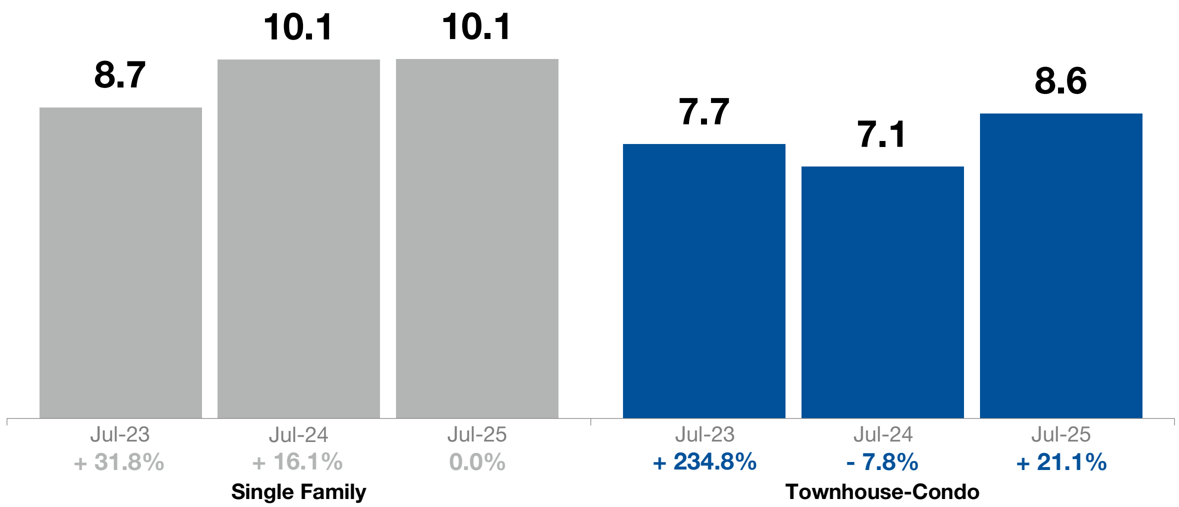
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2024	192	+20.8%	108	+13.7%
Sep-2024	177	+12.0%	99	+8.8%
Oct-2024	150	+8.7%	98	+19.5%
Nov-2024	135	+2.3%	89	+12.7%
Dec-2024	129	+4.0%	86	+2.4%
Jan-2025	112	0.0%	87	+7.4%
Feb-2025	114	+0.9%	94	+8.0%
Mar-2025	112	+3.7%	94	+4.4%
Apr-2025	112	-8.9%	100	+19.0%
May-2025	150	+4.2%	110	+25.0%
Jun-2025	197	+8.2%	116	+34.9%
Jul-2025	**206**	**+9.0%**	**122**	**+31.2%**

Historical Inventory of Active Listings by Month



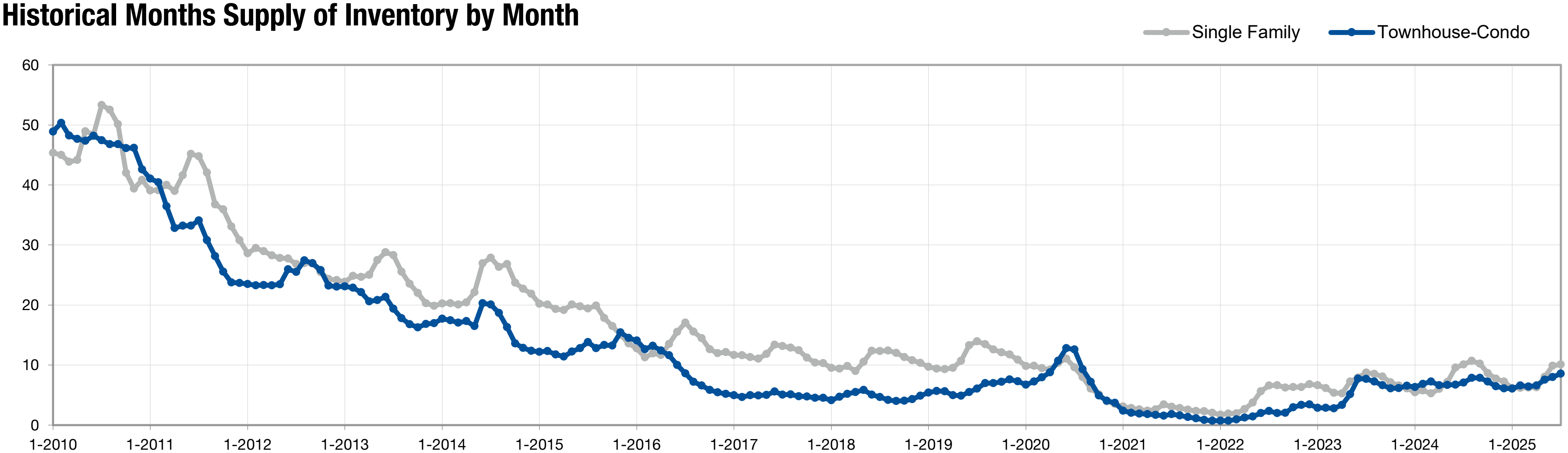
Months Supply of Inventory

July



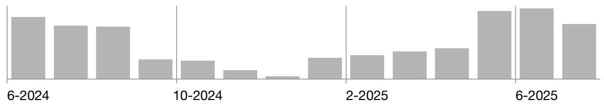
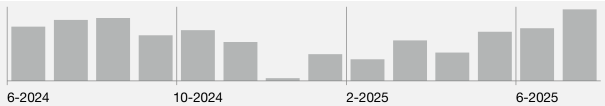
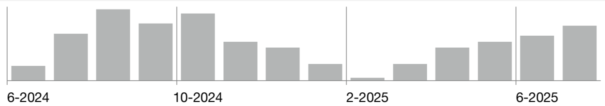
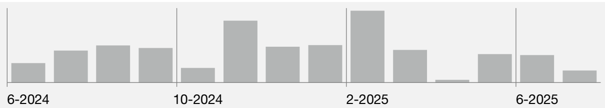
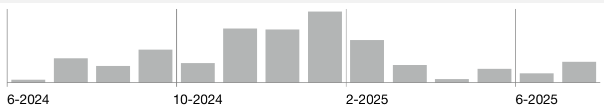
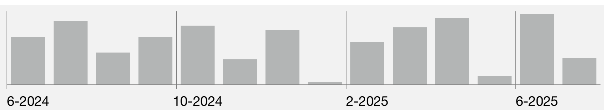
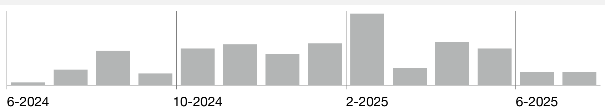
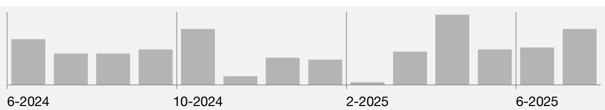
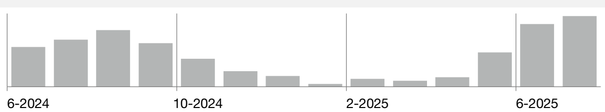
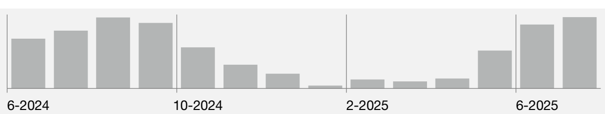
Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2024	10.7	+25.9%	7.9	+8.2%
Sep-2024	10.2	+25.9%	7.9	+17.9%
Oct-2024	8.7	+22.5%	7.3	+19.7%
Nov-2024	7.7	+16.7%	6.5	+4.8%
Dec-2024	7.2	+18.0%	6.1	-6.2%
Jan-2025	6.2	+12.7%	6.1	-4.7%
Feb-2025	6.2	+8.8%	6.6	-4.3%
Mar-2025	6.3	+18.9%	6.4	-11.1%
Apr-2025	6.3	+5.0%	6.6	0.0%
May-2025	8.0	+11.1%	7.5	+11.9%
Jun-2025	9.9	+3.1%	8.0	+19.4%
Jul-2025	**10.1**	**0.0%**	**8.6**	**+21.1%**

Historical Months Supply of Inventory by Month



Total Market Overview

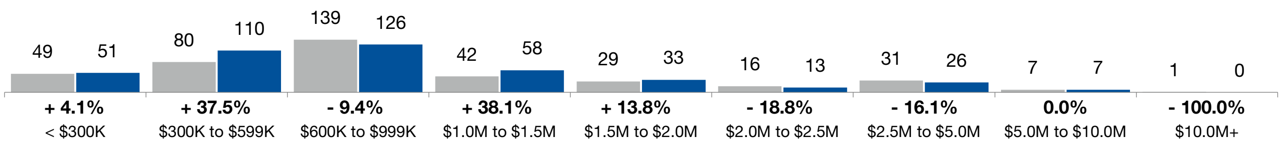
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		83	**85**	+ 2.4%	406	**483**	+ 19.0%
Pending Sales		47	**53**	+ 12.8%	227	**249**	+ 9.7%
Sold Listings		39	**43**	+ 10.3%	180	**213**	+ 18.3%
Median Sales Price		$745,000	**$615,000**	- 17.4%	$741,994	**$690,000**	- 7.0%
Average Sales Price		$1,034,014	**$995,779**	- 3.7%	$1,107,030	**$1,008,742**	- 8.9%
Pct. of List Price Received		96.9%	**95.4%**	- 1.5%	96.5%	**95.9%**	- 0.6%
Days on Market		115	**112**	- 2.6%	121	**133**	+ 9.9%
Housing Affordability Index		55	**67**	+ 21.8%	56	**60**	+ 7.1%
Active Listings		287	**331**	+ 15.3%	--	**--**	--
Months Supply		8.7	**9.4**	+ 8.0%	--	**--**	--

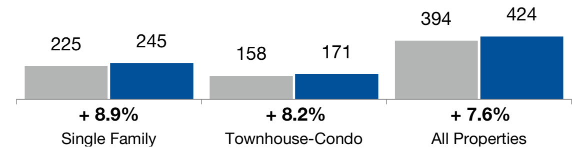
Closed Sales

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type

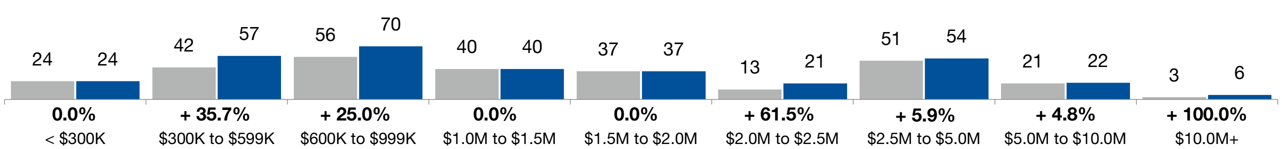


	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
By Price Range	7-2024	7-2025	Change	7-2024	7-2025	Change	6-2025	7-2025	Change	6-2025	7-2025	Change	7-2024	7-2025	Change	7-2024	7-2025	Change
$299,999 and Below	16	12	- 25.0%	24	31	+ 29.2%	0	0	--	3	2	- 33.3%	4	1	- 75.0%	11	17	+ 54.5%
$300,000 to $599,999	36	58	+ 61.1%	42	52	+ 23.8%	5	9	+ 80.0%	4	8	+ 100.0%	15	32	+ 113.3%	23	30	+ 30.4%
$600,000 to $999,999	71	78	+ 9.9%	68	48	- 29.4%	10	12	+ 20.0%	3	2	- 33.3%	34	44	+ 29.4%	33	22	- 33.3%
$1,000,000 to $1,499,999	27	34	+ 25.9%	15	24	+ 60.0%	6	2	- 66.7%	0	1	--	10	20	+ 100.0%	9	8	- 11.1%
$1,500,00 to $1,999,999	21	20	- 4.8%	8	13	+ 62.5%	2	2	0.0%	1	0	- 100.0%	4	11	+ 175.0%	4	4	0.0%
$2,000,000 to $2,499,999	15	12	- 20.0%	1	1	0.0%	1	1	0.0%	0	0	--	9	4	- 55.6%	0	0	--
$2,500,000 to $4,999,999	31	24	- 22.6%	0	2	--	1	1	0.0%	0	0	--	17	10	- 41.2%	0	1	--
$5,000,000 to $9,999,999	7	7	0.0%	0	0	--	0	2	--	0	0	--	2	4	+ 100.0%	0	0	--
$10,000,000 and Above	1	0	- 100.0%	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	**225**	**245**	**+ 8.9%**	**158**	**171**	**+ 8.2%**	**25**	**29**	**+ 16.0%**	**11**	**13**	**+ 18.2%**	**95**	**126**	**+ 32.6%**	**80**	**82**	**+ 2.5%**

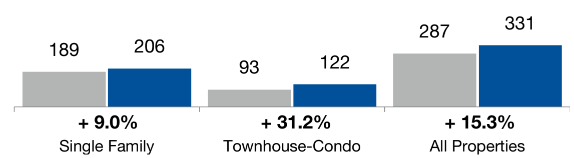
Inventory of Active Listings

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						Compared to Prior Month					
	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
By Price Range	7-2024	7-2025	Change	7-2024	7-2025	Change	6-2025	7-2025	Change	6-2025	7-2025	Change
$299,999 and Below	7	5	- 28.6%	13	16	+ 23.1%	6	5	- 16.7%	15	16	+ 6.7%
$300,000 to $599,999	23	27	+ 17.4%	18	30	+ 66.7%	22	27	+ 22.7%	33	30	- 9.1%
$600,000 to $999,999	31	39	+ 25.8%	25	31	+ 24.0%	36	39	+ 8.3%	27	31	+ 14.8%
$1,000,000 to $1,499,999	29	25	- 13.8%	11	15	+ 36.4%	25	25	0.0%	12	15	+ 25.0%
$1,500,00 to $1,999,999	28	23	- 17.9%	9	14	+ 55.6%	20	23	+ 15.0%	11	14	+ 27.3%
$2,000,000 to $2,499,999	9	17	+ 88.9%	4	4	0.0%	18	17	- 5.6%	5	4	- 20.0%
$2,500,000 to $4,999,999	39	44	+ 12.8%	12	10	- 16.7%	45	44	- 2.2%	11	10	- 9.1%
$5,000,000 to $9,999,999	21	20	- 4.8%	0	2	--	20	20	0.0%	2	2	0.0%
$10,000,000 and Above	2	6	+ 200.0%	1	0	- 100.0%	5	6	+ 20.0%	0	0	--
All Price Ranges	**189**	**206**	**+ 9.0%**	**93**	**122**	**+ 31.2%**	**197**	**206**	**+ 4.6%**	**116**	**122**	**+ 5.2%**

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.