Monthly Indicators

October 2025

Percent changes calculated using year-over-year compairisons.

New Listings were up 17.6 percent for single family homes but decreased 19.0 percent for townhouse-condo properties. Pending Sales decreased 32.0 percent for single family homes but increased 20.0 percent for townhouse-condo properties.

The Median Sales Price remained flat for townhouse-condo homes at $545,000 but was up 159.4 percent to $1,825,000 for single family properties. Days on Market increased 40.7 percent for single family homes and 16.5 percent for townhouse-condo properties.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to $415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

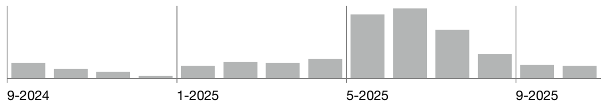
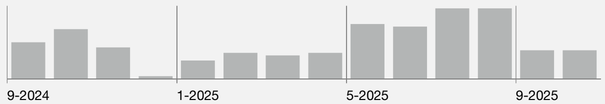
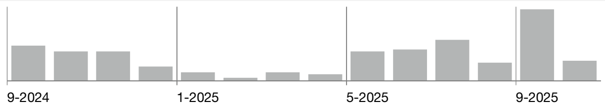
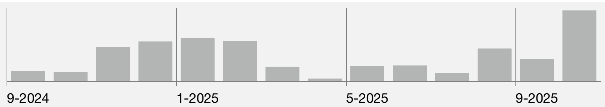
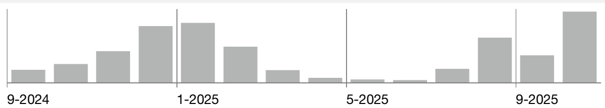
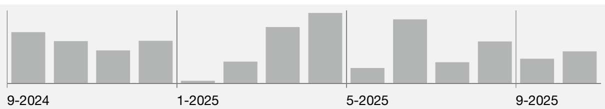
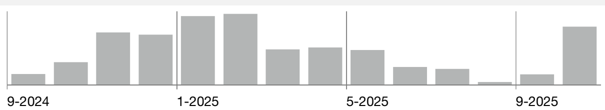
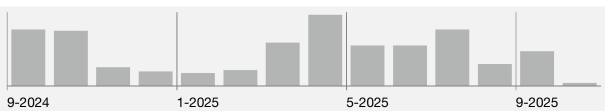
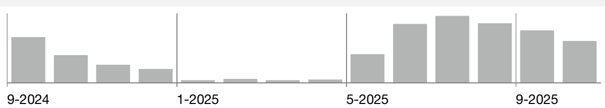
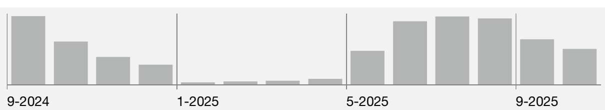
Activity Snapshot

- 28.6%	+ 41.6%	+ 9.6%
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.

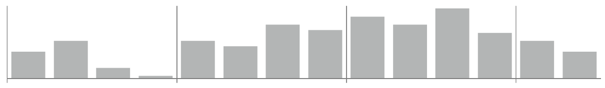
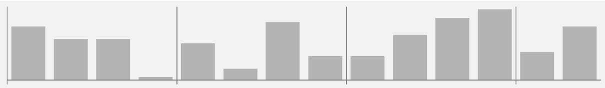
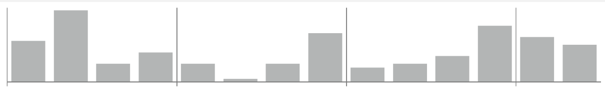
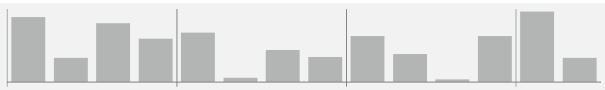
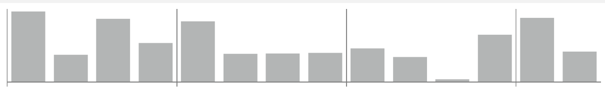
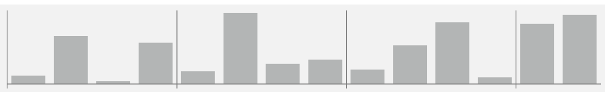
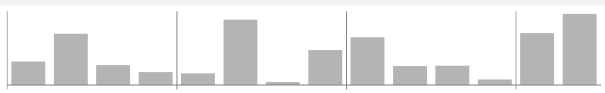
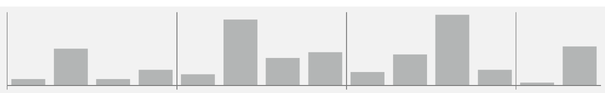
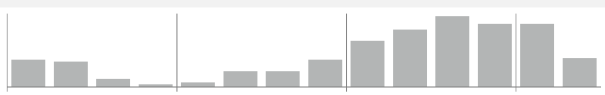
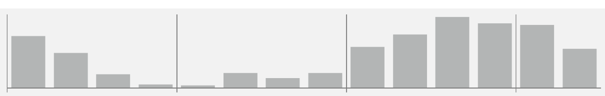
Single Family Market Overview

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

Key Metrics	Historical Sparkbars	10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		17	**20**	+ 17.6%	342	**371**	+ 8.5%
Pending Sales		25	**17**	- 32.0%	196	**213**	+ 8.7%
Sold Listings		24	**19**	- 20.8%	174	**210**	+ 20.7%
Median Sales Price		$703,500	**$1,825,000**	+ 159.4%	$838,950	**$892,000**	+ 6.3%
Average Sales Price		$1,318,811	**$2,276,110**	+ 72.6%	$1,359,883	**$1,441,833**	+ 6.0%
Pct. of List Price Received		95.9%	**95.1%**	- 0.8%	95.8%	**95.2%**	- 0.6%
Days on Market		118	**166**	+ 40.7%	116	**125**	+ 7.8%
Housing Affordability Index		60	**24**	- 60.0%	50	**49**	- 2.0%
Active Listings		150	**171**	+ 14.0%	--	**--**	--
Months Supply		8.7	**8.2**	- 5.7%	--	**--**	--

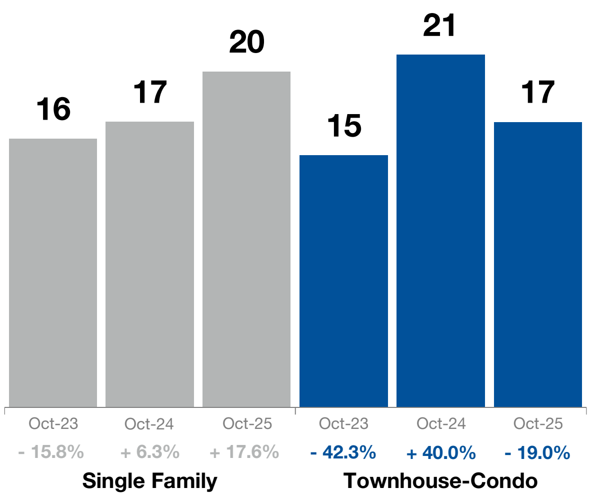
Townhouse-Condo Market Overview

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

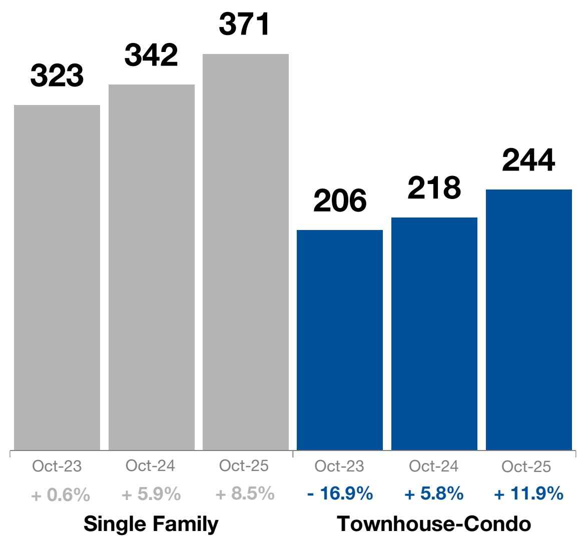
Key Metrics	Historical Sparkbars	10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		21	**17**	- 19.0%	218	**244**	+ 11.9%
Pending Sales		15	**18**	+ 20.0%	151	**151**	0.0%
Sold Listings		25	**16**	- 36.0%	144	**137**	- 4.9%
Median Sales Price		$545,000	**$545,000**	0.0%	$663,584	**$595,000**	- 10.3%
Average Sales Price		$657,968	**$682,077**	+ 3.7%	$744,742	**$730,103**	- 2.0%
Pct. of List Price Received		97.5%	**98.3%**	+ 0.8%	97.0%	**97.1%**	+ 0.1%
Days on Market		164	**191**	+ 16.5%	137	**137**	0.0%
Housing Affordability Index		79	**81**	+ 2.5%	65	**74**	+ 13.8%
Active Listings		98	**100**	+ 2.0%	--	**--**	--
Months Supply		7.3	**7.4**	+ 1.4%	--	**--**	--

New Listings

October

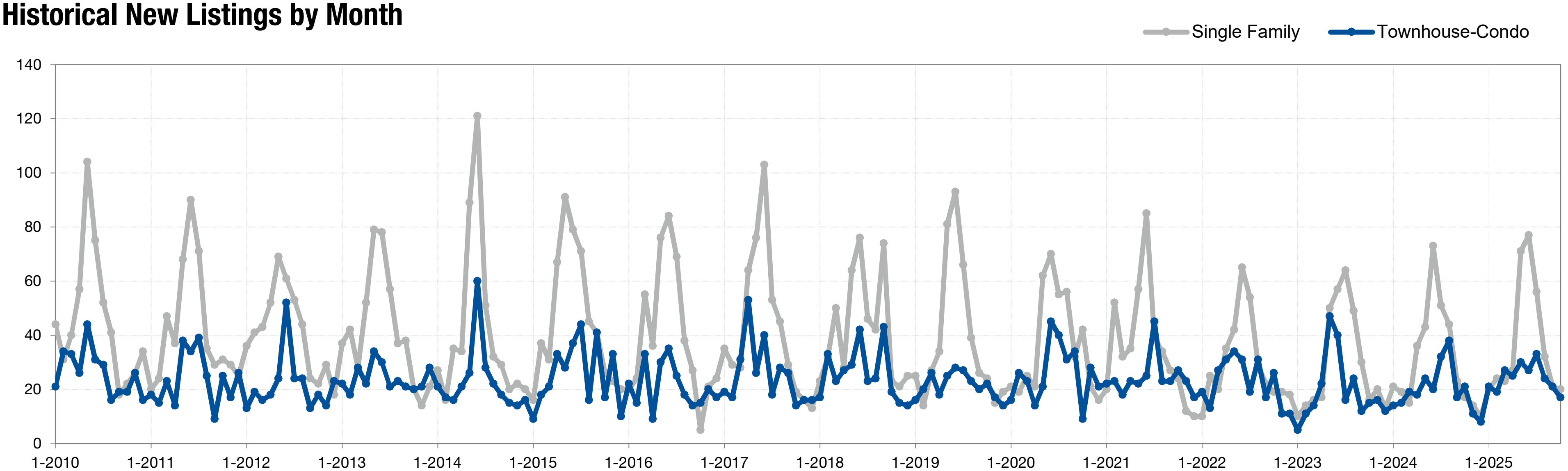


Year to Date



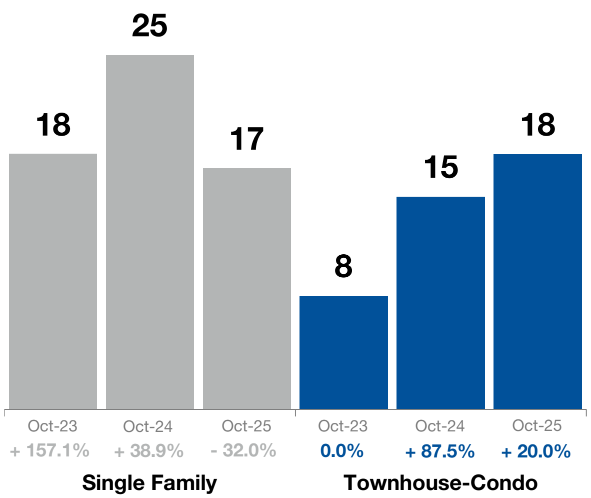
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2024	14	-30.0%	11	-31.3%
Dec-2024	10	-23.1%	8	-33.3%
Jan-2025	20	-4.8%	21	+50.0%
Feb-2025	24	+26.3%	19	+26.7%
Mar-2025	23	+53.3%	27	+42.1%
Apr-2025	27	-25.0%	25	+38.9%
May-2025	71	+65.1%	30	+25.0%
Jun-2025	77	+5.5%	27	+35.0%
Jul-2025	56	+9.8%	33	+3.1%
Aug-2025	32	-27.3%	24	-36.8%
Sep-2025	21	-8.7%	21	+23.5%
Oct-2025	**20**	**+17.6%**	**17**	**-19.0%**

Historical New Listings by Month

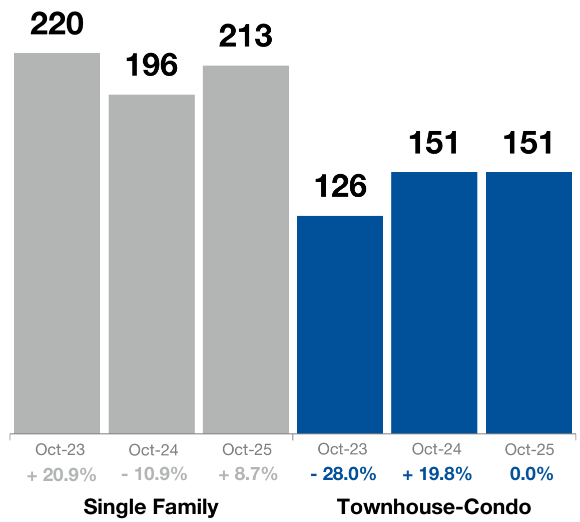


Pending Sales

October

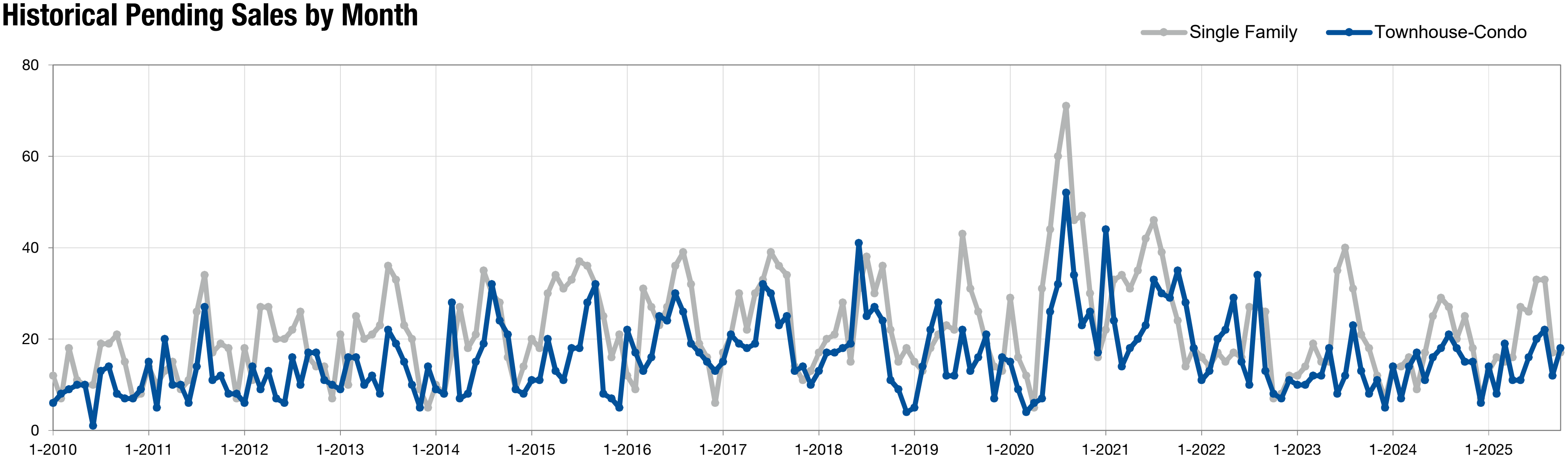


Year to Date



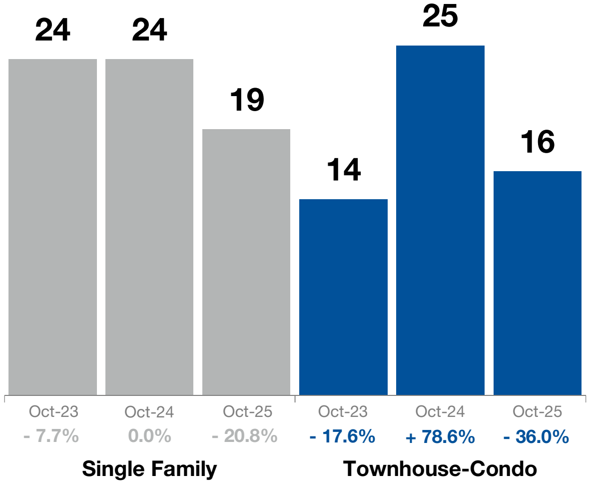
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2024	18	+50.0%	15	+36.4%
Dec-2024	7	0.0%	6	+20.0%
Jan-2025	13	-7.1%	14	0.0%
Feb-2025	16	+14.3%	8	+14.3%
Mar-2025	15	-6.3%	19	+35.7%
Apr-2025	16	+77.8%	11	-35.3%
May-2025	27	+58.8%	11	0.0%
Jun-2025	26	+4.0%	16	0.0%
Jul-2025	33	+13.8%	20	+11.1%
Aug-2025	33	+22.2%	22	+4.8%
Sep-2025	17	-15.0%	12	-33.3%
Oct-2025	**17**	**-32.0%**	**18**	**+20.0%**

Historical Pending Sales by Month

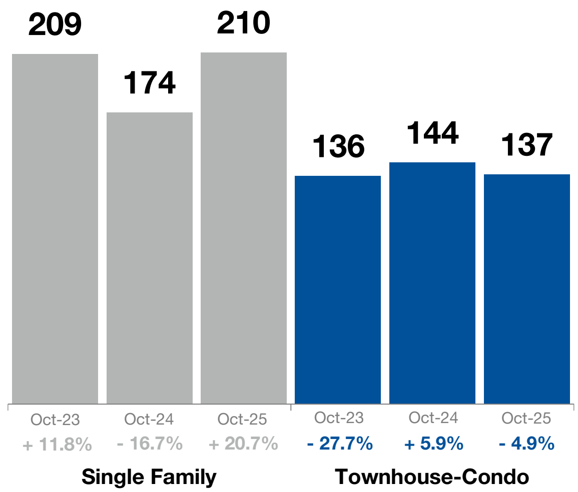


Sold Listings

October

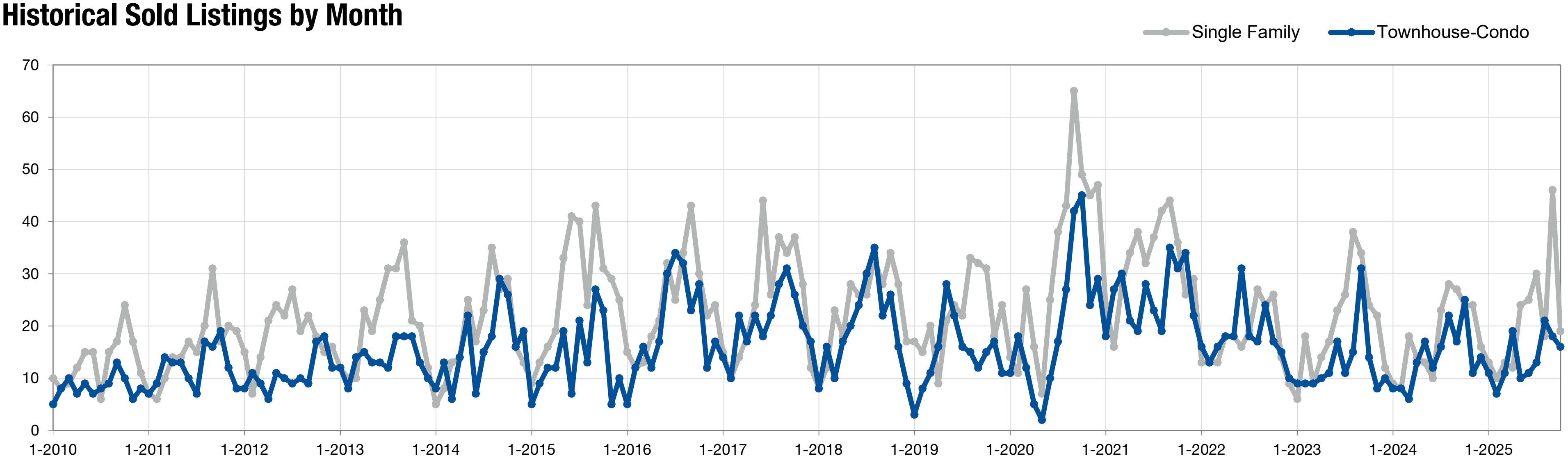


Year to Date



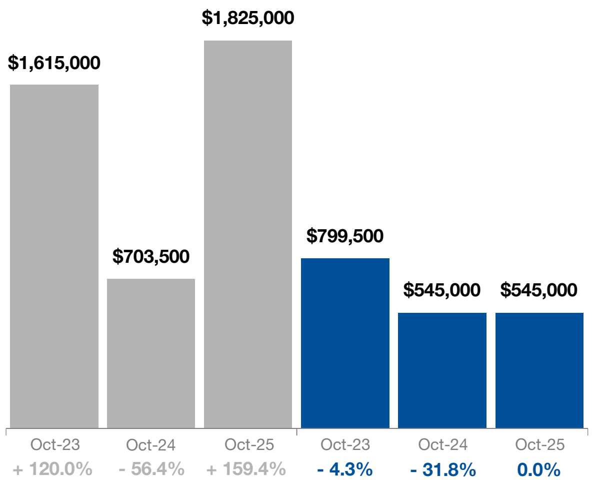
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2024	24	+9.1%	11	+37.5%
Dec-2024	16	+33.3%	14	+40.0%
Jan-2025	13	+44.4%	11	+37.5%
Feb-2025	10	+25.0%	7	-12.5%
Mar-2025	13	-27.8%	11	+83.3%
Apr-2025	12	-14.3%	19	+46.2%
May-2025	24	+84.6%	10	-41.2%
Jun-2025	25	+150.0%	11	-8.3%
Jul-2025	30	+30.4%	13	-18.8%
Aug-2025	18	-35.7%	21	-4.5%
Sep-2025	46	+70.4%	18	+5.9%
Oct-2025	**19**	**-20.8%**	**16**	**-36.0%**

Historical Sold Listings by Month

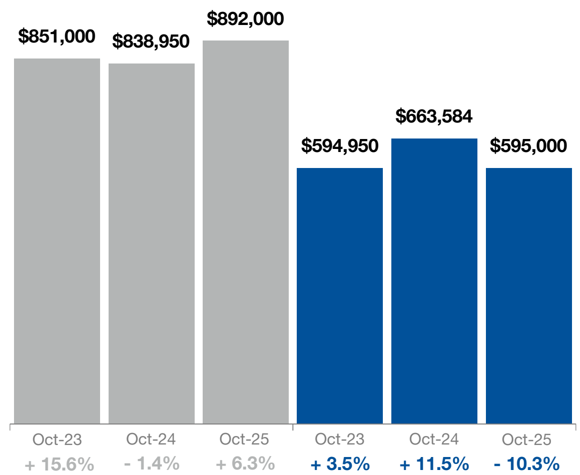


Median Sales Price

October

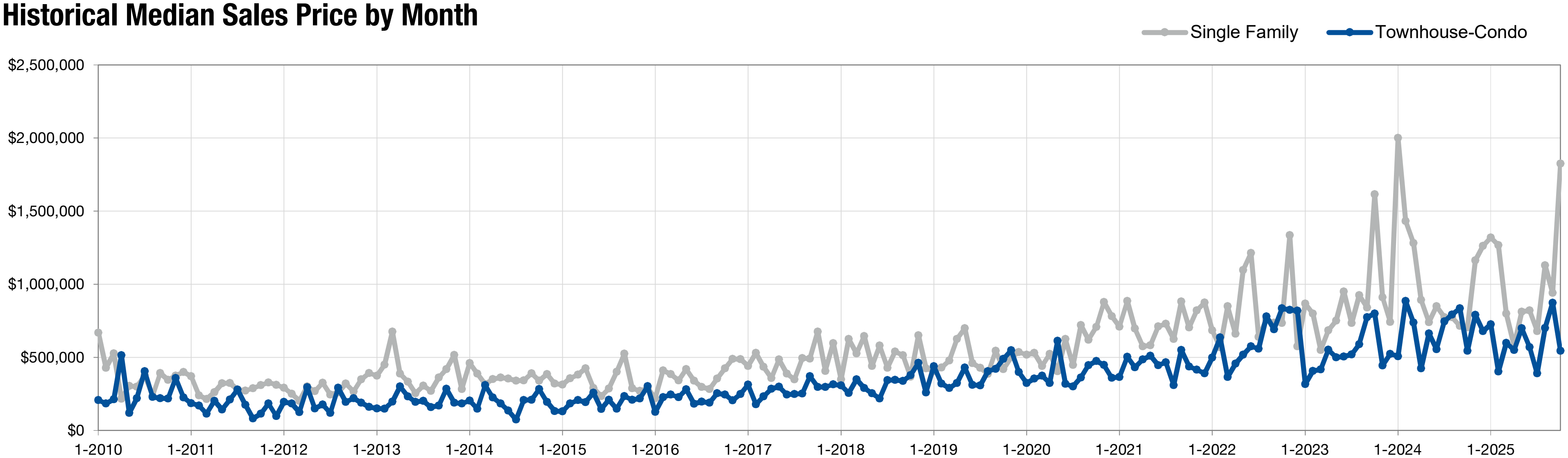


Year to Date



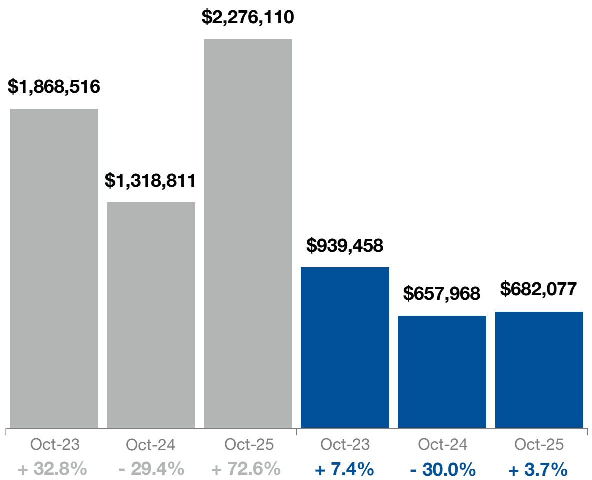
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2024	$1,162,500	+27.7%	$790,000	+77.5%
Dec-2024	$1,261,500	+69.9%	$680,000	+30.1%
Jan-2025	$1,320,000	-34.0%	$725,000	+42.9%
Feb-2025	$1,267,500	-11.5%	$403,000	-54.5%
Mar-2025	$800,000	-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	$679,750	-12.3%	$390,000	-47.7%
Aug-2025	$1,129,750	+46.0%	$700,000	-11.6%
Sep-2025	$940,000	+31.5%	$872,500	+4.5%
Oct-2025	**$1,825,000**	**+159.4%**	**$545,000**	**0.0%**

Historical Median Sales Price by Month

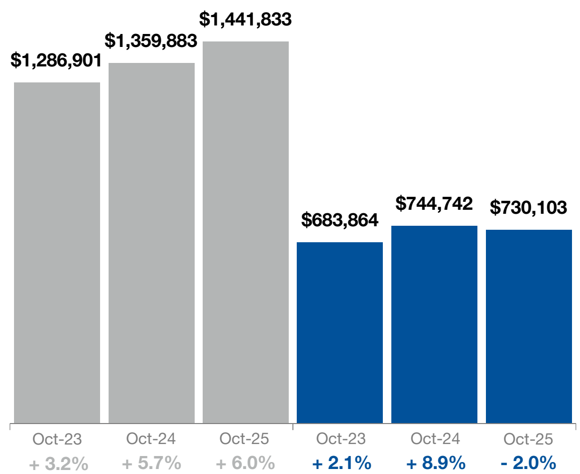


Average Sales Price

October

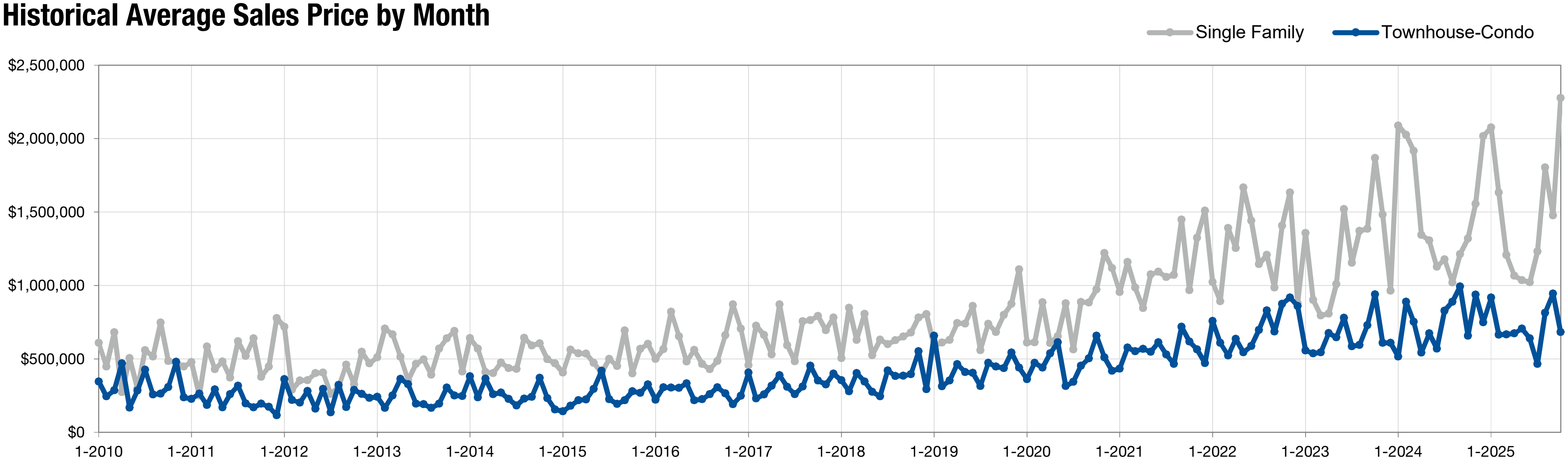


Year to Date



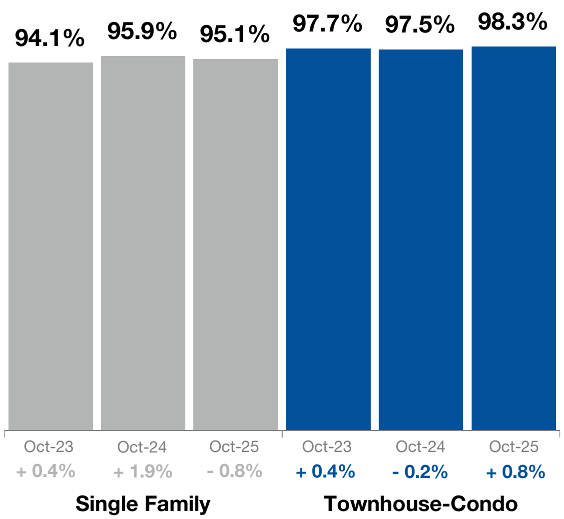
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2024	$1,555,292	+4.9%	$937,045	+53.6%
Dec-2024	$2,015,711	+109.0%	$748,786	+22.8%
Jan-2025	$2,075,308	-0.6%	$917,500	+77.6%
Feb-2025	$1,633,780	-19.4%	$665,229	-25.2%
Mar-2025	$1,207,485	-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	$1,232,019	+4.7%	$465,995	-43.7%
Aug-2025	$1,802,361	+76.7%	$813,239	-8.6%
Sep-2025	$1,476,965	+21.8%	$944,375	-4.9%
Oct-2025	**$2,276,110**	**+72.6%**	**$682,077**	**+3.7%**

Historical Average Sales Price by Month

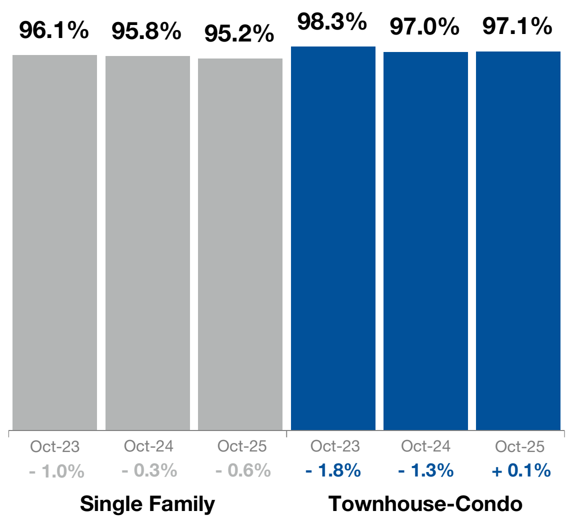


Percent of List Price Received

October

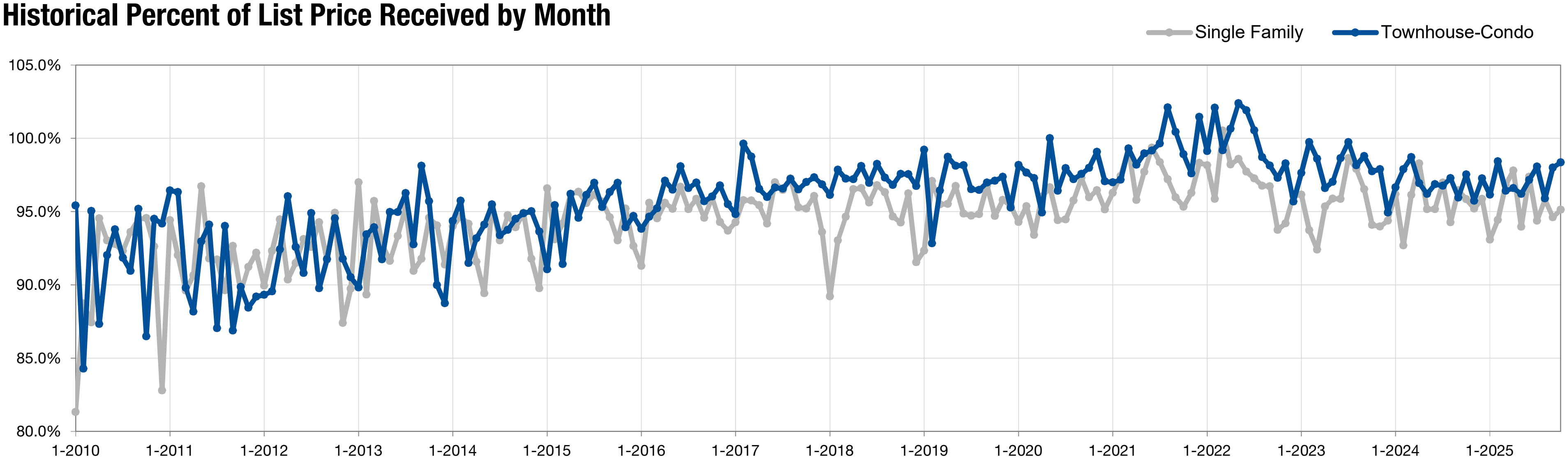


Year to Date



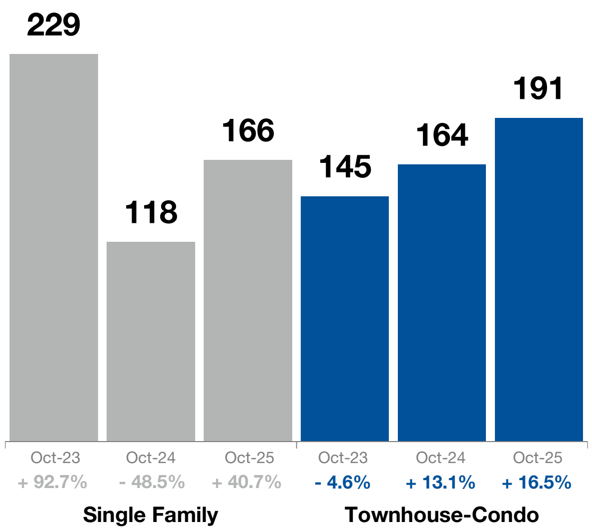
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2024	95.2%	+1.3%	95.7%	-2.2%
Dec-2024	95.9%	+1.6%	97.3%	+2.5%
Jan-2025	93.1%	-3.2%	96.1%	-0.6%
Feb-2025	94.4%	+1.8%	98.4%	+0.5%
Mar-2025	96.8%	+0.7%	96.4%	-2.3%
Apr-2025	97.8%	-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	94.4%	-2.7%	98.1%	+1.3%
Aug-2025	95.8%	+1.6%	95.9%	-1.4%
Sep-2025	94.6%	-2.0%	98.0%	+2.1%
Oct-2025	**95.1%**	**-0.8%**	**98.3%**	**+0.8%**

Historical Percent of List Price Received by Month

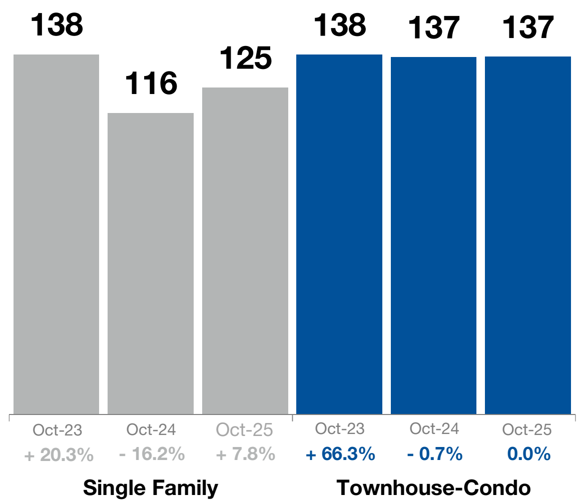


Days on Market Until Sale

October

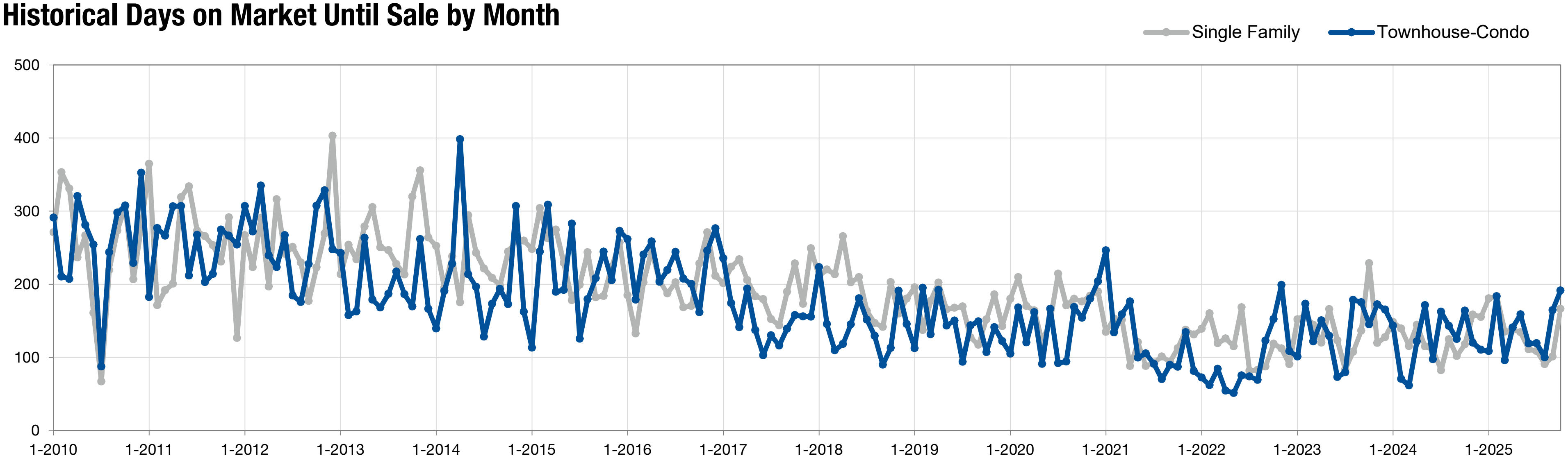


Year to Date



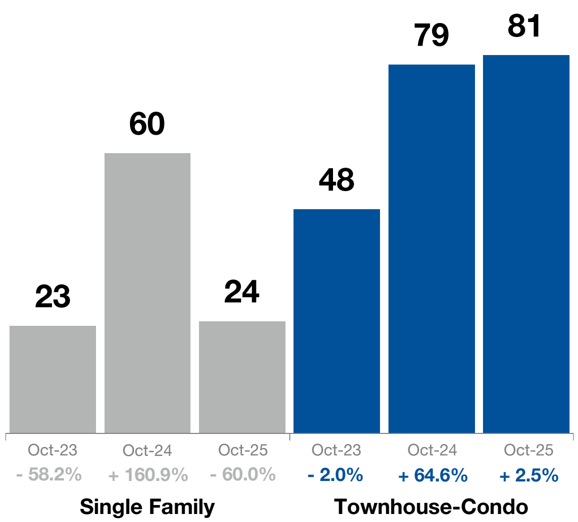
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2024	158	+31.7%	120	-30.2%
Dec-2024	155	+21.1%	110	-33.3%
Jan-2025	181	+22.3%	108	-24.5%
Feb-2025	184	+32.4%	183	+157.7%
Mar-2025	135	+16.4%	96	+54.8%
Apr-2025	138	-4.2%	141	+15.6%
May-2025	134	+16.5%	159	-7.0%
Jun-2025	111	0.0%	119	+22.7%
Jul-2025	109	+32.9%	119	-27.0%
Aug-2025	91	-27.2%	100	-30.1%
Sep-2025	101	-1.0%	165	+32.0%
Oct-2025	**166**	**+40.7%**	**191**	**+16.5%**

Historical Days on Market Until Sale by Month

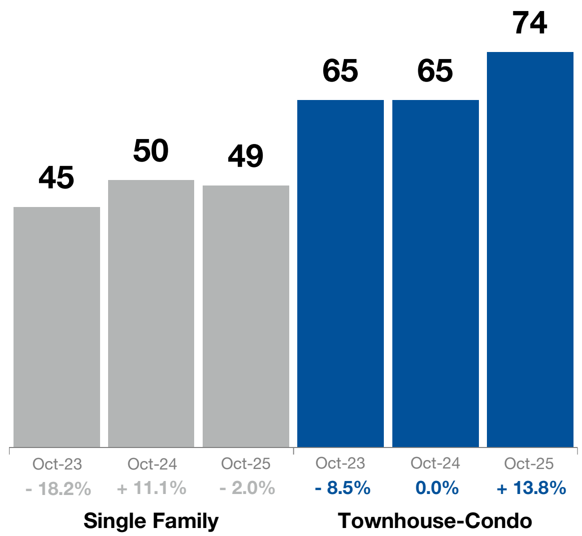


Housing Affordability Index

October

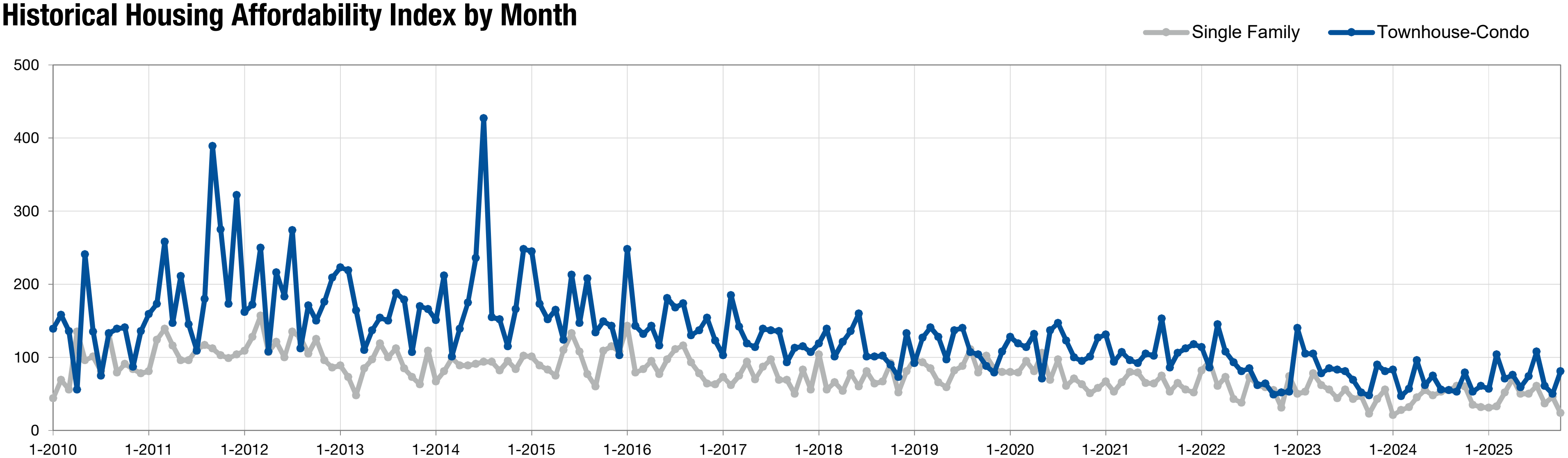


Year to Date



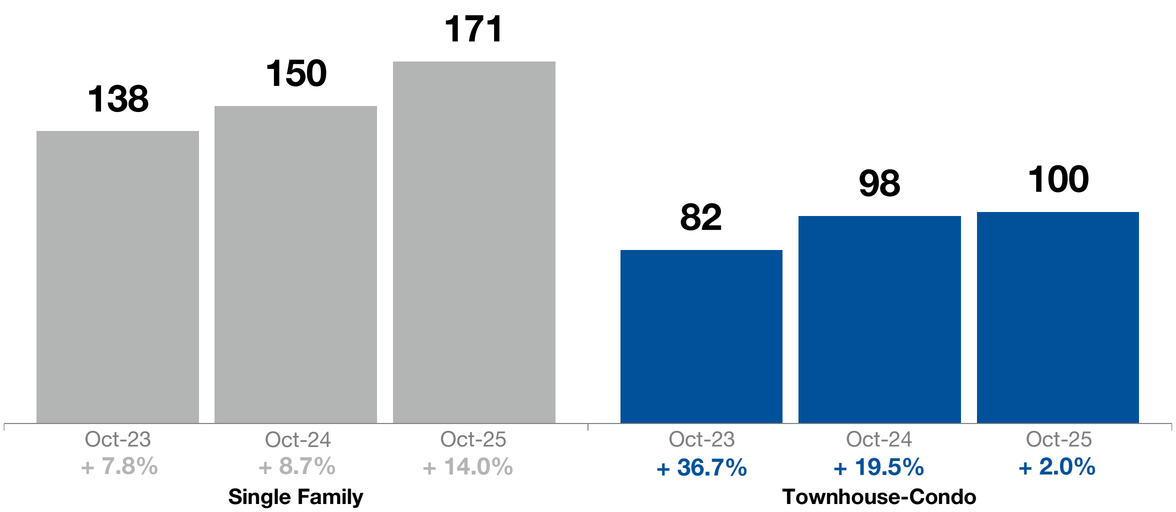
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2024	35	-18.6%	53	-41.1%
Dec-2024	32	-42.9%	61	-24.7%
Jan-2025	31	+47.6%	57	-31.3%
Feb-2025	33	+17.9%	104	+121.3%
Mar-2025	52	+62.5%	71	+24.6%
Apr-2025	71	+57.8%	76	-20.8%
May-2025	50	-9.1%	59	-4.8%
Jun-2025	50	+4.2%	74	-1.3%
Jul-2025	61	+15.1%	108	+92.9%
Aug-2025	37	-32.7%	61	+10.9%
Sep-2025	46	-24.6%	50	-5.7%
Oct-2025	**24**	**-60.0%**	**81**	**+2.5%**

Historical Housing Affordability Index by Month



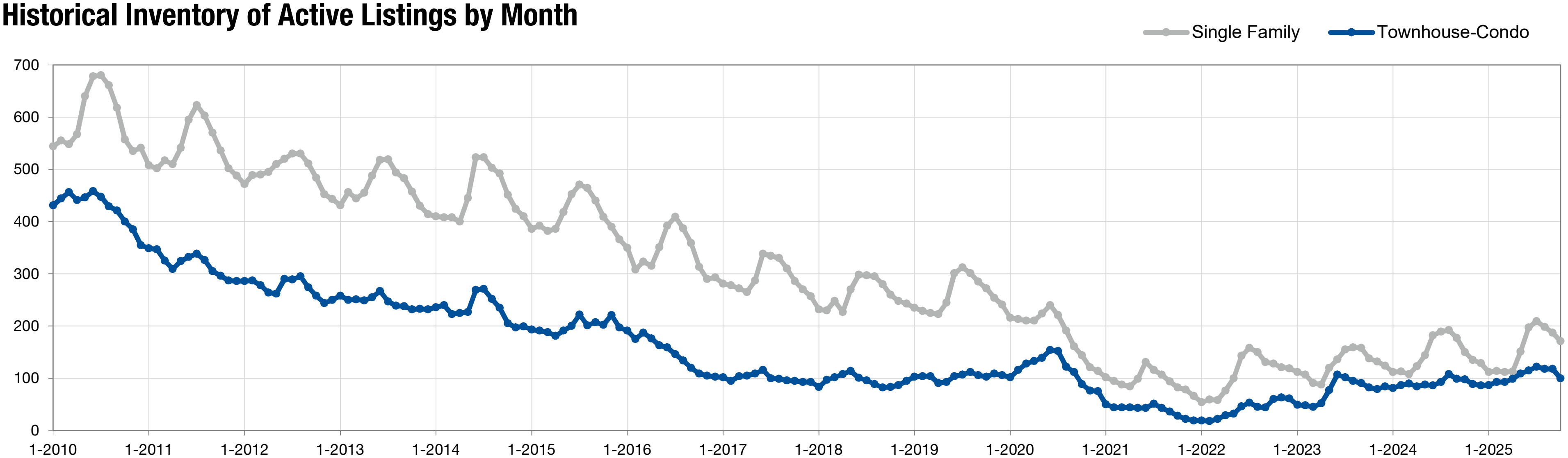
Inventory of Active Listings

October



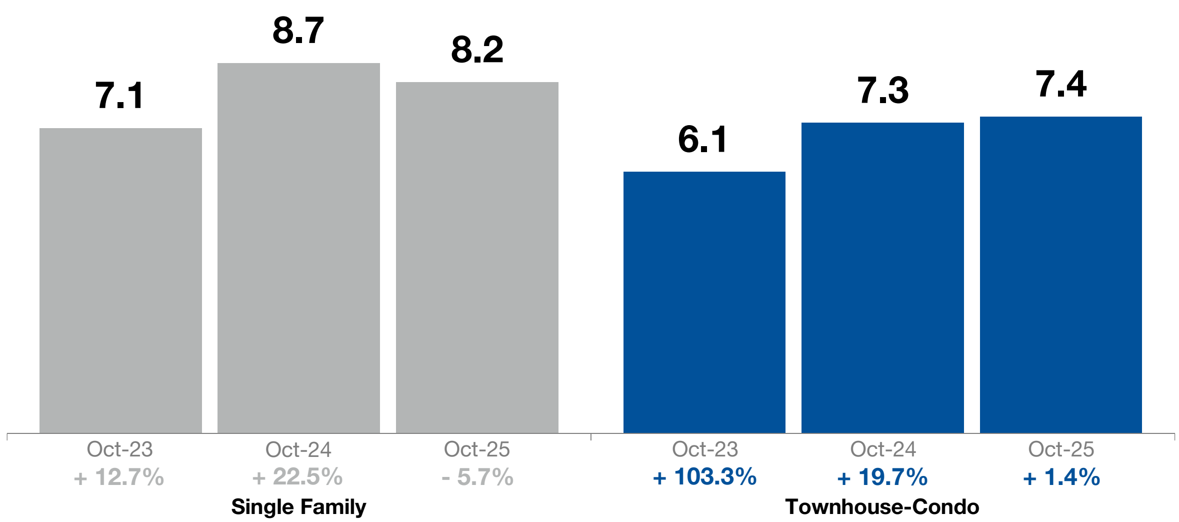
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2024	135	+2.3%	89	+12.7%
Dec-2024	129	+4.0%	86	+2.4%
Jan-2025	112	0.0%	87	+7.4%
Feb-2025	114	+0.9%	93	+6.9%
Mar-2025	112	+3.7%	93	+3.3%
Apr-2025	113	-8.1%	99	+17.9%
May-2025	151	+4.9%	109	+23.9%
Jun-2025	197	+8.2%	115	+33.7%
Jul-2025	209	+10.6%	122	+31.2%
Aug-2025	198	+3.1%	118	+9.3%
Sep-2025	187	+5.6%	118	+19.2%
Oct-2025	**171**	**+14.0%**	**100**	**+2.0%**

Historical Inventory of Active Listings by Month



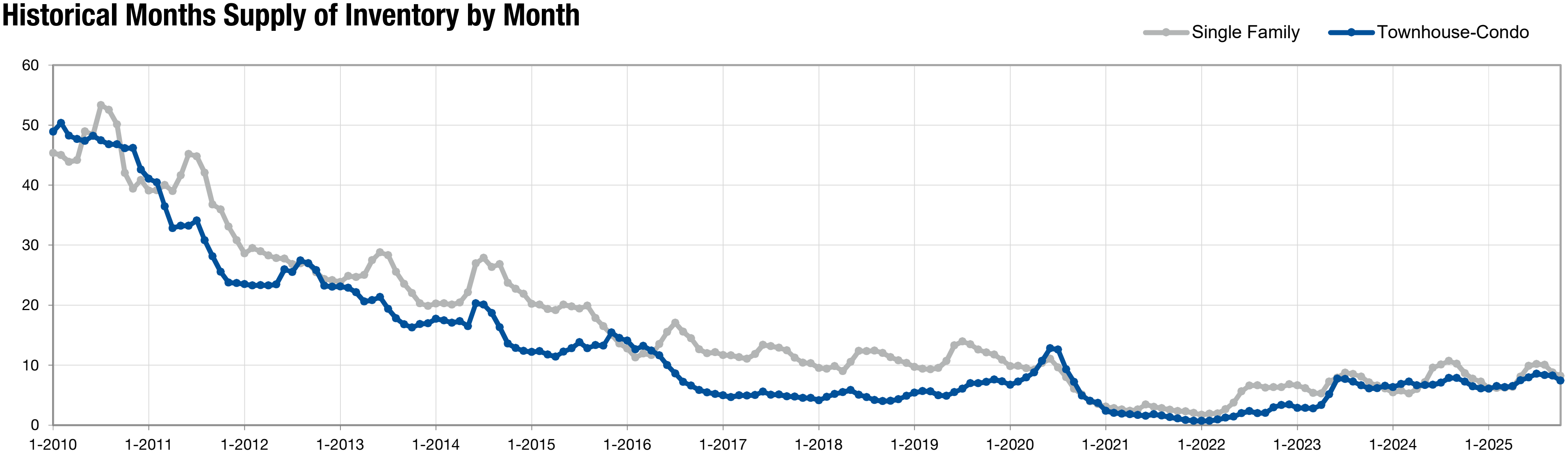
Months Supply of Inventory

October



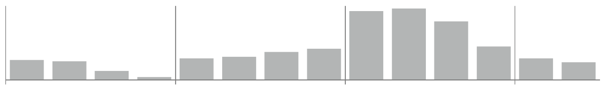
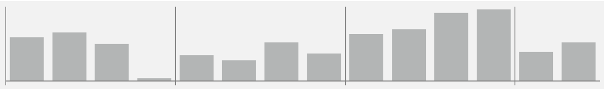
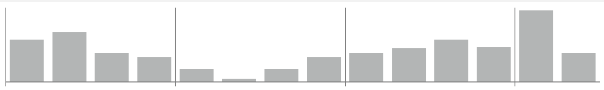
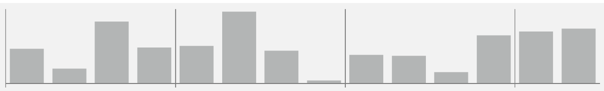
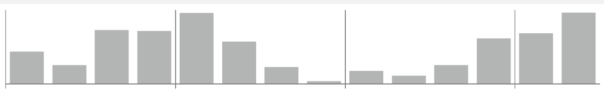
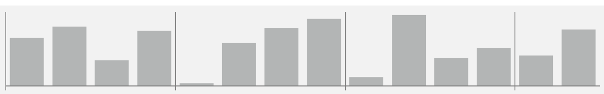
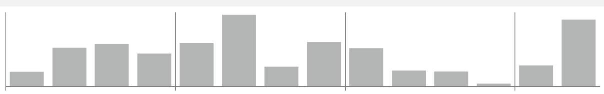
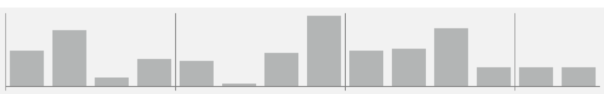
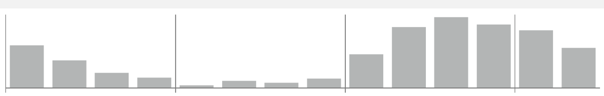
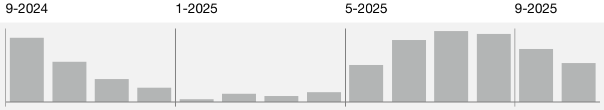
Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2024	7.7	+16.7%	6.5	+4.8%
Dec-2024	7.2	+18.0%	6.1	-6.2%
Jan-2025	6.2	+12.7%	6.1	-4.7%
Feb-2025	6.2	+8.8%	6.5	-5.8%
Mar-2025	6.3	+18.9%	6.3	-12.5%
Apr-2025	6.4	+6.7%	6.5	-1.5%
May-2025	8.1	+12.5%	7.5	+11.9%
Jun-2025	9.9	+3.1%	7.9	+17.9%
Jul-2025	10.2	+1.0%	8.6	+21.1%
Aug-2025	10.1	-5.6%	8.3	+5.1%
Sep-2025	8.8	-13.7%	8.3	+5.1%
Oct-2025	**8.2**	**-5.7%**	**7.4**	**+1.4%**

Historical Months Supply of Inventory by Month



Total Market Overview

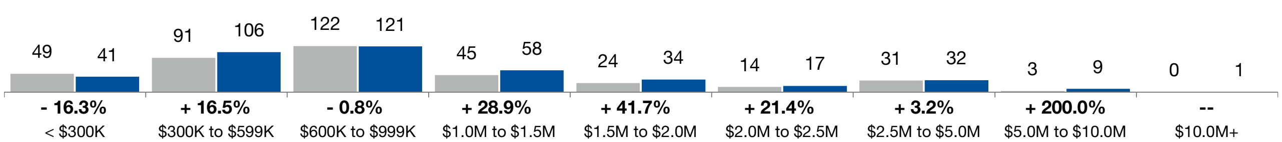
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		38	**37**	- 2.6%	566	**622**	+ 9.9%
Pending Sales		41	**35**	- 14.6%	354	**369**	+ 4.2%
Sold Listings		49	**35**	- 28.6%	324	**352**	+ 8.6%
Median Sales Price		$632,000	**$895,000**	+ 41.6%	$737,500	**$756,500**	+ 2.6%
Average Sales Price		$981,646	**$1,547,409**	+ 57.6%	$1,065,881	**$1,147,361**	+ 7.6%
Pct. of List Price Received		96.7%	**96.6%**	- 0.1%	96.3%	**95.9%**	- 0.4%
Days on Market		141	**178**	+ 26.2%	126	**130**	+ 3.2%
Housing Affordability Index		67	**49**	- 26.9%	57	**57**	0.0%
Active Listings		251	**275**	+ 9.6%	--	**--**	--
Months Supply		7.9	**7.9**	0.0%	--	**--**	--

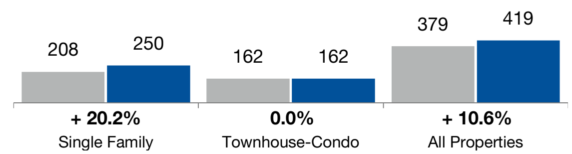
Closed Sales

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 10-2024	Single Family 10-2025	Single Family Change	Townhouse-Condo 10-2024	Townhouse-Condo 10-2025	Townhouse-Condo Change
$299,999 and Below	16	8	- 50.0%	25	26	+ 4.0%
$300,000 to $599,999	44	52	+ 18.2%	46	54	+ 17.4%
$600,000 to $999,999	66	74	+ 12.1%	56	47	- 16.1%
$1,000,000 to $1,499,999	23	38	+ 65.2%	22	20	- 9.1%
$1,500,00 to $1,999,999	12	24	+ 100.0%	12	10	- 16.7%
$2,000,000 to $2,499,999	14	13	- 7.1%	0	4	--
$2,500,000 to $4,999,999	30	31	+ 3.3%	1	1	0.0%
$5,000,000 to $9,999,999	3	9	+ 200.0%	0	0	--
$10,000,000 and Above	0	1	--	0	0	--
All Price Ranges	**208**	**250**	**+ 20.2%**	**162**	**162**	**0.0%**

Compared to Prior Month

By Price Range	Single Family 9-2025	Single Family 10-2025	Single Family Change	Townhouse-Condo 9-2025	Townhouse-Condo 10-2025	Townhouse-Condo Change
$299,999 and Below	2	2	0.0%	2	1	- 50.0%
$300,000 to $599,999	10	2	- 80.0%	4	8	+ 100.0%
$600,000 to $999,999	13	2	- 84.6%	6	4	- 33.3%
$1,000,000 to $1,499,999	4	2	- 50.0%	2	2	0.0%
$1,500,00 to $1,999,999	6	2	- 66.7%	3	0	- 100.0%
$2,000,000 to $2,499,999	2	3	+ 50.0%	1	1	0.0%
$2,500,000 to $4,999,999	8	5	- 37.5%	0	0	--
$5,000,000 to $9,999,999	1	0	- 100.0%	0	0	--
$10,000,000 and Above	0	1	--	0	0	--
All Price Ranges	**46**	**19**	**- 58.7%**	**18**	**16**	**- 11.1%**

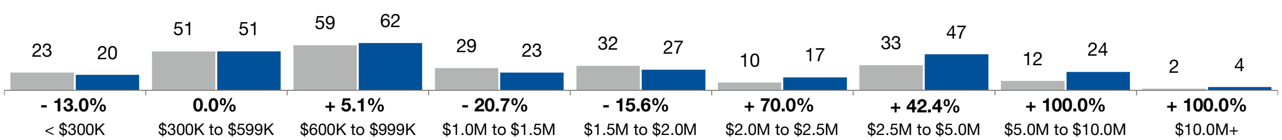
Year to Date

By Price Range	Single Family 10-2024	Single Family 10-2025	Single Family Change	Townhouse-Condo 10-2024	Townhouse-Condo 10-2025	Townhouse-Condo Change
$299,999 and Below	12	5	- 58.3%	21	22	+ 4.8%
$300,000 to $599,999	36	47	+ 30.6%	40	49	+ 22.5%
$600,000 to $999,999	58	64	+ 10.3%	50	38	- 24.0%
$1,000,000 to $1,499,999	17	31	+ 82.4%	21	16	- 23.8%
$1,500,00 to $1,999,999	9	20	+ 122.2%	11	8	- 27.3%
$2,000,000 to $2,499,999	14	10	- 28.6%	0	3	--
$2,500,000 to $4,999,999	26	26	0.0%	1	1	0.0%
$5,000,000 to $9,999,999	2	6	+ 200.0%	0	0	--
$10,000,000 and Above	0	1	--	0	0	--
All Price Ranges	**174**	**210**	**+ 20.7%**	**144**	**137**	**- 4.9%**

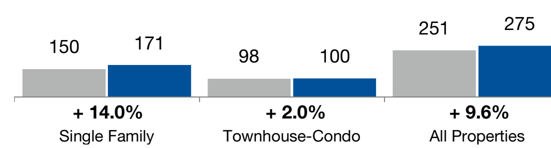
Inventory of Active Listings

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 10-2024	Single Family 10-2025	Single Family Change	Townhouse-Condo 10-2024	Townhouse-Condo 10-2025	Townhouse-Condo Change
$299,999 and Below	4	4	0.0%	17	13	- 23.5%
$300,000 to $599,999	24	22	- 8.3%	26	28	+ 7.7%
$600,000 to $999,999	34	36	+ 5.9%	25	26	+ 4.0%
$1,000,000 to $1,499,999	19	16	- 15.8%	10	7	- 30.0%
$1,500,00 to $1,999,999	23	15	- 34.8%	9	12	+ 33.3%
$2,000,000 to $2,499,999	6	14	+ 133.3%	4	3	- 25.0%
$2,500,000 to $4,999,999	26	38	+ 46.2%	7	9	+ 28.6%
$5,000,000 to $9,999,999	12	22	+ 83.3%	0	2	--
$10,000,000 and Above	2	4	+ 100.0%	0	0	--
All Price Ranges	**150**	**171**	**+ 14.0%**	**98**	**100**	**+ 2.0%**

Compared to Prior Month

By Price Range	Single Family 9-2025	Single Family 10-2025	Single Family Change	Townhouse-Condo 9-2025	Townhouse-Condo 10-2025	Townhouse-Condo Change
$299,999 and Below	4	4	0.0%	15	13	- 13.3%
$300,000 to $599,999	23	22	- 4.3%	35	28	- 20.0%
$600,000 to $999,999	40	36	- 10.0%	28	26	- 7.1%
$1,000,000 to $1,499,999	17	16	- 5.9%	11	7	- 36.4%
$1,500,00 to $1,999,999	15	15	0.0%	13	12	- 7.7%
$2,000,000 to $2,499,999	16	14	- 12.5%	3	3	0.0%
$2,500,000 to $4,999,999	44	38	- 13.6%	10	9	- 10.0%
$5,000,000 to $9,999,999	23	22	- 4.3%	2	2	0.0%
$10,000,000 and Above	5	4	- 20.0%	1	0	- 100.0%
All Price Ranges	**187**	**171**	**- 8.6%**	**118**	**100**	**- 15.3%**

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.