2026.8.26
curr re

Market shows diverging demand across property types

Translate

By Andrea Teres-Martinez
Summit Daily

Colorado's shrinking housing inventory tells two different stories: one of relative stability for single-family homes, and another of weakening demand for condos and townhomes. Note

The state's housing market has remained relatively stable throughout the summer season, having recently transitioned out of a high-inventory spring market.

As of July, tighter inventory has contributed to a weakening of single-family home prices despite flat sales activity, according to the most recent Market Trends Housing Report from the Colorado Association of Realtors. Condos and townhomes are seeing even lower momentum. Note

July market data shows attached properties faced weaker buyer demand, more days on the market and softer pricing compared to their single-family home counterparts. This shift in demand "highlights markets where declining inventory is not a reliable measure of seller leverage," the report states.

Over 7,900 homes were sold in July across all property types, consistent with sales made during the same time last year. Note The median sales price also held flat at $550,000, according to the report, though the average price increased 3.3% to $726,149.

Despite a modest 1.5% rise in new listings, overall active inventory declined 7.8% to 34,694 homes. This brings the state's overall months supply — a measure of the time it would take to sell every home on the market at the current selling pace — down from 5.2 to 4.8 months. Pending sales fell by 0.3%.

When comparing single- and multi-family homes, the former saw a 0.6% bump in July sales compared to last year and a 1.6% increase in pending contracts. Note Condos and townhomes, on the other hand, faced greater pressure as contracts fell 10.5% and closed sales shrunk by 3.8%.

Note The median price for a single-family home in Colorado rose 1.3% to $592,845 even as active listings fell 10.2% to 24,543 and months supply fell to 4.3 months, the report states. Homes spent one day longer on the market compared to July 2025, hitting a 53-day average.

1

The opposite was true for townhomes and condos, which saw the median price slip by 0.7% to $397,250 and recorded a 5.4% decline in active listings. Carrying 6.6 months of supply, attached homes took an average of 74 days to sell — 11 days longer than last July and 21 days longer than single-family properties.

As market stability becomes increasingly dependent on the type of home being sold, Realtors are advising sellers not to mistake the decline in inventory as a return in pricing power, but rather to focus on competitive pricing and presentation.

Note Note

"For attached sellers, lower inventory has not been enough to overcome weaker demand, longer marketing periods, more frequent price reductions and greater affordability pressure," said Denver Realtor Cooper Thayer in the report. "Buyers still have meaningful negotiating leverage across both segments ... but that leverage is especially visible in attached housing."

Condos and townhomes, which saw a pretty inactive month during July, fared better along the Western Slope. Eagle, Grand and Routt counties recorded higher sales, ranging from an increase of 11% in Eagle to more than 40% in Grand and Routt.

While some counties saw price drops for condos and townhomes, sales prices saw notable bumps in other parts of the region. The average sales price rose 42% in Summit County to $1.2 million, and 33% in Grand County. Meanwhile, average prices were cut in half in Pitkin County, falling from $2.9 million to $1.5 million.

One thing that remained consistent, attached homes took longer to sell across nearly all the Western Slope counties. Grand County homes spent the most days on the market: 168.

Monica Graves, a Grand County Realtor, said that although well-positioned condos, townhomes and newer properties can still generate attention — especially in towns with access to skiing, trails and the resort experience — buyers are also becoming "increasingly sensitive" to costs related to homeowners associations, as well as insurance and overall monthly carrying costs.

As far as single-family homes go, Western Slope trends are more mixed.

Single-family homes in Summit and Pitkin counties, for example, followed statewide trends more closely than others. Sold listings in Summit County rose by more than 6% in July, with average and median prices both increasing by less than 1%. The overall inventory of homes for sale shrunk 15%, according to data from the Colorado Association of Realtors.

"This July brought a mixed but active market," said Summit County Realtor Dana Cottrell in the report.

The highest-priced home in Summit County during July was a $25 million home in Breckenridge, with more than 43% of active listings across Summit, Park and Lake counties priced above $1 million and 67 properties listed above $5 million.

"As summer reaches its peak and the wildflowers give way to the first hints of fall, buyers have more choices in some segments — but desirable mountain properties continue to command attention," Cottrell said.

Sales of single-family homes in Pitkin County grew by 16%. Average sales price jumped to $11.4 million, 36% higher than July 2025. In Routt County, sales fell by 25% year-over-year while the average sales price for single-family homes dropped almost 10% to $1,838,992. Garfield County's sales dropped by 28% while the average sales price fell by a modest 2.9% to land at just over $917,600.