

Colorado housing market experiences sluggish sales amid holiday slowdown



Colorado's housing market experienced softer sales in November, with homes spending more time on the market and selling about 6% below list price.

According to the November report from the Colorado Association of Realtors, homes spent an average of 68 days on market, up 12% from last year.

The state recorded 30,803 listings, which is about a 4.3-month supply. The median sale price of \$550,000 remained unchanged year over year.

"As the year progresses, the real estate market continues to lag. This November felt far more seasonal than in recent years, with many agents noting that buyers seemed to 'pack up for the holidays,'" said Patrick Muldoon, a Colorado Springs realtor.

Statewide snapshot

Aurora: Aurora's housing market is sluggish, with many sellers postponing listings until spring. Active single-family inventory is at 986, and November sales rose by 6%. Median prices dropped to \$519,000, with most zip codes down about \$50,000, and average seller concessions at \$8,000.

Boulder and Broomfield counties: Both counties saw a 9% increase in new listings. Home prices remained steady or rose slightly, with Broomfield homes selling in 42 days compared to Boulder's 62 days.

Colorado Springs: The market slowed, with sales down 8% and listings up about 9%. Despite a slight 2% increase in median prices, demand for condos and townhomes is weakening, hindered by high HOA costs.

Denver metro: The Denver metro housing market experienced a typical seasonal slowdown. New listings, sales, and prices for both single-family and attached homes declined, along with a dip in inventory. Year-to-date prices remain stable.

Evergreen/Foothills: The foothills market experienced a seasonal slowdown in November but remained more active than usual for late fall. Pricing has generally held, with Evergreen-Conifer up 4% year-to-date, while Clear Creek and Park counties also showed gains. Days on market increased, indicating slower decision-making and the importance of accurate pricing.

Fort Collins: The Fort Collins market experienced sales down over 3% year-over-year and a 15% decline in new listings.

Steamboat Springs/Routt County: Routt County experienced improved single-family sales in Steamboat Springs and notable luxury transactions, including a \$12.7 million sale at Lake Catamount.

Summit and Park counties: Summit County experienced a 25% drop in average single-family prices for November, while year-to-date prices are down just 2%. In contrast, Park County saw rising prices and increased closings, indicating a buyer's market, as overall activity remains steady with 644



REAL ESTATE SNAPSHOT

For more data, visit ColoradoREALTORS.com



HISTORICAL MEDIAN SALES PRICE

| SINGLE FAMILY HOMES | CONDOS/TOWNHOMES |
|----------------------|----------------------|
| DEC 2024 - \$575,000 | DEC 2024 - \$413,517 |
| DEC 2023 - \$549,550 | DEC 2023 - \$424,095 |
| DEC 2022 - \$530,000 | DEC 2022 - \$415,000 |
| DEC 2021 - \$520,995 | DEC 2021 - \$385,000 |
| DEC 2020 - \$440,250 | DEC 2020 - \$348,294 |
| DEC 2019 - \$400,000 | DEC 2019 - \$319,000 |
| DEC 2018 - \$376,450 | DEC 2018 - \$297,500 |
| DEC 2017 - \$363,000 | DEC 2017 - \$285,000 |

STATEWIDE DATA

ALL PRODUCT TYPES



Percent changes calculated using year-over-year comparisons. All data from the multiple listing services in the state of Colorado. Powered by ShowingTime.

listings and 143 November closings across the region.

Looking ahead

Heading into 2026, the market is stabilizing, showing a recalibration rather than drastic changes, said Cooper Thayer, a broker associate with the Thayer Group in Castle Rock.

"As we approach 2026, expectations for dramatic market swings are giving way to something more stable," he said.

"The Denver-metro area is experiencing a return to functional conditions:

buyers have more time and options, sellers are adjusting pricing strategies, and transactions increasingly include concessions, particularly in the attached segment.

Sara B. Hansen has been an editor and writer for more than 20 years. Her professional background includes editing positions at The Denver Post, The Des Moines Register, The Fort Collins Coloradoan, and At Home with Century 21. She's also the founder and editor of DogsBestLife.com and the author of "The Complete Guide to Cocker Spaniels."