

Fewer listings, more buyers: Statewide pending home sales rise 7% in May

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Sara B. Hansen

Colorado's housing market isn't crashing. It isn't booming, either.

What it's doing is something rarer and more useful: it's stabilizing.

The Colorado Association of Realtors May market report shows a state finding its balance after years of pandemic-era whiplash.

Statewide, new listings dropped nearly 14% from May 2025, yet pending sales climbed 7%.

Fewer homes hit the market, but more buyers signed contracts. Motivated buyers aren't sitting on the sidelines.

Prices hold steady, inventory tightens

Statewide median prices rose 3% year over year. Average prices climbed 3%.

Homes are sitting on the market longer, averaging 56 days, but deals are still happening.

With 4.3 months of supply across Colorado, the market gives buyers more breathing room than the frenzied years of 2020 to 2022 while keeping sellers from panic-cutting prices.

In the seven-county Denver metro, the story runs parallel. Active inventory fell 18% year over year, and the months' supply dropped from 4.7 to 3.9.

The median sale price sits at \$575,000, down just 0.4% from last year.

Denver-area realtor Cooper Thayer put it plainly: "Denver metro is not racing nor crashing; it is proving resilient and steady. For buyers, the market offers more

breathing room than it did a few years ago, but waiting for a major price reset may continue to be a frustrating strategy."

Sellers need strategy

Sellers across the state face more competition, scrutiny, and buyer leverage than in years past.

In Colorado Springs, 44% of active listings in El Paso County had price reductions in May. Fort Collins posted nearly 20% fewer new single-family listings than last May.

Boulder County's median sale prices are about 5% below last year's.

The correction is real and local, and it rewards sellers who price accurately from day one.

"Sellers can still succeed, but the days of throwing a 'For Sale' sign in the yard and waiting for offers to magically appear before dinner are mostly behind us," said Pueblo-area realtor David Ramirez.

"Well-maintained, appropriately priced homes are still attracting attention."

Mountain and resort markets chart their own course

Colorado's mountain communities don't move in lockstep with the Front Range.

Durango logged a 40% year-over-year jump in single-family sales for the third straight month. Grand County described a market that "finally woke up from winter," with buyers cautiously re-engaging after months sidelined.

Summit County single-family sales surged 27% compared to May 2025, with average prices reaching \$2.68 million.

Telluride tells a different story. Sales volume hit \$63 million in May, but transaction count fell sharply.

Telluride-area realtor George Harvey



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

MEDIAN SALES PRICE STATE OF COLORADO



HISTORICAL MEDIAN SALES PRICE



STATEWIDE DATA ALL PRODUCT TYPES



summed up the luxury dynamic: "The current market is less about a rising tide lifting up every property, but more about a smaller pool of affluent buyers competing for their dream property."

What this means for you right now

Whether you're buying, selling, or just watching, Colorado's market is sending a clear signal: normal is back.

Buyers get options and negotiating power. Sellers get stability and real demand. Neither side holds all the cards.

Boulder and Broomfield realtor Kelly Moye captured the mood across much of the state: "As the market continues to normalize, realistic pricing and patience is the name of the game."

"Sellers who align their expectations with current market conditions are achieving results, while buyers are finding opportunities that were scarce during the highly competitive markets of previous years."

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."

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