



How Colorado's shifting mountain real estate market benefits buyers

curse



Sara B. Hansen

For years, Colorado's mountain towns played by different rules.

Inventory was scarce, bidding wars were common, and lifestyle-driven demand pushed prices up. That era isn't over, but it's shifting.

The Colorado Association of Realtors March report highlights a shifting market: increased inventory, longer decision times, softer prices in key resort areas, and a low-snow winter squeezing tourism economies.

A winter that wasn't

Vail-area realtor Mike Budd called this winter "one of the most dramatic and challenging periods in the past 50 years."

Summit County (Breckenridge, Keystone) experienced a noticeable slowdown: single-family sales fell 24%, average prices dropped 3% to \$2.59 million, and new listings were down 11%. In contrast, other regions had different trends.

Despite these setbacks, the condo and townhome segment demonstrated resilience, with average prices rising 9% to nearly \$944,000. With 262 properties pending across Summit, Park, and Lake counties, agents say this could signal optimism for a spring rebound.

"March felt a bit like a bluebird day with thin coverage," said Summit County realtor Dana Cottrell.

"Beautiful on the surface but missing some of the depth we rely on."

Grand County and the Foothills

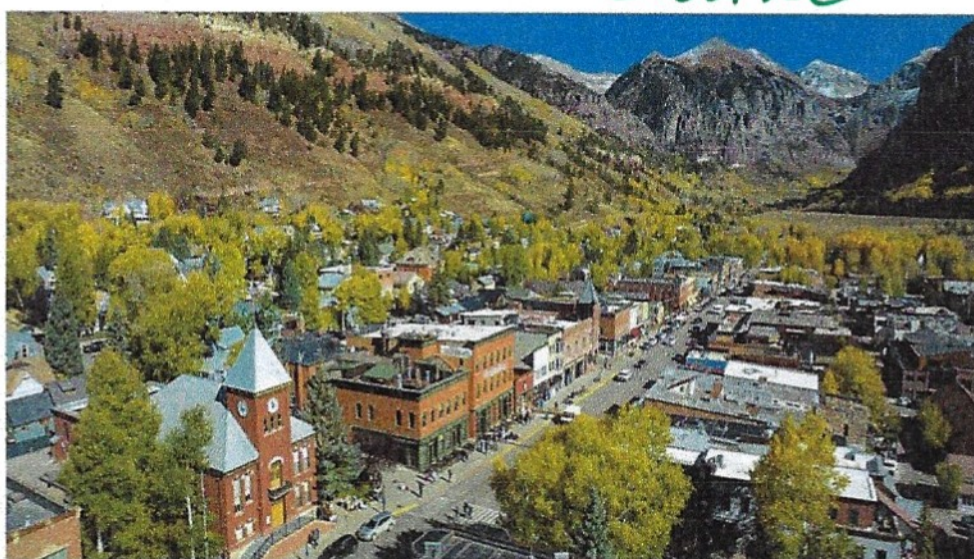
Grand County (Winter Park, Granby, Grand Lake) illustrates this overall transition in the mountain market, including both broader inventory trends and shifting buyer activity.

Grand County (Winter Park, Granby, Grand Lake) offers a mix of trends: single-family inventory rose nearly 10%, and median prices slipped 3.8% to \$1.125 million, while days on market fell 12.7%.

Unlike areas with slower sales, well-priced homes here are still moving, drawing a clear contrast with softer markets nearby.

"People don't buy here just for ROI, they buy for ski mornings, summer trails, family legacy, and a place to get away from the city life," said Grand County-area realtor Monica Graves.

Just west of Denver, the Evergreen foothills corridor further illustrates buyers' willingness to engage but reluctance to overpay. Closings lag showings, days on market are at their highest since 2015, and the median single-family price is around \$933,000.



"The foothills market is best described as active, stable, and increasingly selective," said Evergreen-area realtor Julia Purrington Paluck.

Telluride draws luxury buyers

Telluride remains mostly immune to the uncertainty seen elsewhere. San Miguel County reported \$71 million in March sales from 35 transactions.

"With the national economy being messy and interest rates rising, the wealthy and especially the ultra-wealthy continue to buy whatever they want and aren't very price sensitive," said Telluride-area realtor George Harvey.

"It's more about finding what they want that best fits their family's desires."

The variable nobody can control

Geopolitical uncertainty, especially the war in Iran, is raising

volatility in rates and suppressing demand worldwide.

"If rates stabilize or drift lower, this market has the underlying demand to accelerate," said Denver-area realtor Cooper Thayer.

But if rates climb higher, he predicts days on market will stretch further, and prices will soften.

"Either way, the homes that are priced to the market and presented well are still trading. The rest are sitting a little longer."

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."