

Buyers return in February as Denver home prices dip and inventory climbs



Sara B. Hansen

As February ended, the Denver Metro real estate market sprang to life, setting the stage for a high-energy spring buying season.

Buyers get more options

More homes came on the market in February, with new listings up 12% from January. Overpriced or outdated homes stayed on the market longer and attracted bargain hunters, while move-in-ready homes appealed to buyers wanting to settle quickly.

The number of days homes spent on the market dropped sharply, down 30% for attached homes and 40% for detached homes. Closed sales rose nearly 30%, and the close-price-to-list-price ratio hit 98.7%, up from 97.9% in January, showing strong demand.

Even with the gains, year-to-date numbers for 2026 remain behind those for 2025. Sales volume is down about 10%, and the median close price is down about 3%.

Still, the Denver market is becoming more balanced, giving buyers more choices and helping sellers sell faster.

Luxury home sales record strong gains

In the luxury market, which includes homes priced at \$1 million or more, closings for detached homes between \$1 million and \$1.49 million rose 35%.

Sales of homes priced between \$1.5 million and \$1.9 million increased by nearly 66%. Homes priced at \$2 million or more saw a slight decline, but overall luxury sales increased 36%.

Michelle Schwinghammer, a market trends committee member, described the luxury market as "normalizing," with buyers exercising greater selectivity and patience.

This year, a dramatic shift in inventory, pricing, and buyer tactics is fueling fierce competition.

A big reason for February's surge was a steady drop in mortgage rates, which fell below 6% by the end of the month, according to this month's report from the Denver Metro Association of Realtors.

Lower median sale prices, down 5% for attached homes and 2% for detached homes compared to last year, also brought buyers back.

Pending sales jumped over 29% from January and more than 15% year-over-year as buyers acted quickly on well-priced homes.

"Buyers who entered the market early this year have benefited from softer pricing and lower mortgage rates," said Amanda Snitker, chair of the DMAR Market Trends committee.

Inventory carried over from 2025 motivated sellers willing to negotiate on price and offer concessions. Well-priced, move-in-ready homes in prime locations attract multiple offers.

"Buyers are selective in this market, but they're prepared to move quickly when the right opportunity comes along," Snitker said.

DENVER METRO ASSOCIATION OF REALTORS | MARKET TRENDS REPORT

FEBRUARY 2026

The following statistics are for residential (detached and attached) properties.

Median Close Price

\$580,000 ↑ 1.98%

- Closed Homes: **2,629 SALES** ↑ 29.89%
- Sales Volume: **\$1.79 BILLION** ↑ 31.62%
- Months of Inventory: **3.42 MONTHS** ↓ 20.28%
- Median Days in MLS: **33 DAYS** ↓ 37.74%

Active Listings: **8,988** ↑ 9.24%

New Listings: **4,995** ↑ 12.15%

Pending Sales: **3,737** ↑ 29.26%

Data Source: REcolorado
February 2026 Data | Month-Over-Month

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"Multiple offers on turnkey homes in desirable locations are absolutely (and somewhat unexpectedly) back," she said.

"Precision pricing and thoughtful presentation continue to determine sellers' outcomes. When those elements align, homes are snapped up. When they don't, days in MLS quickly become a liability that's difficult to overcome."

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."