

# MARCH 2025

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



Median Close Price

**\$599,000**

↓ 0.17%



Closed Homes  
**3,515 SALES**  
↑ 25.36%



Sales Volume  
**\$2.45 BILLION**  
↑ 24.31%

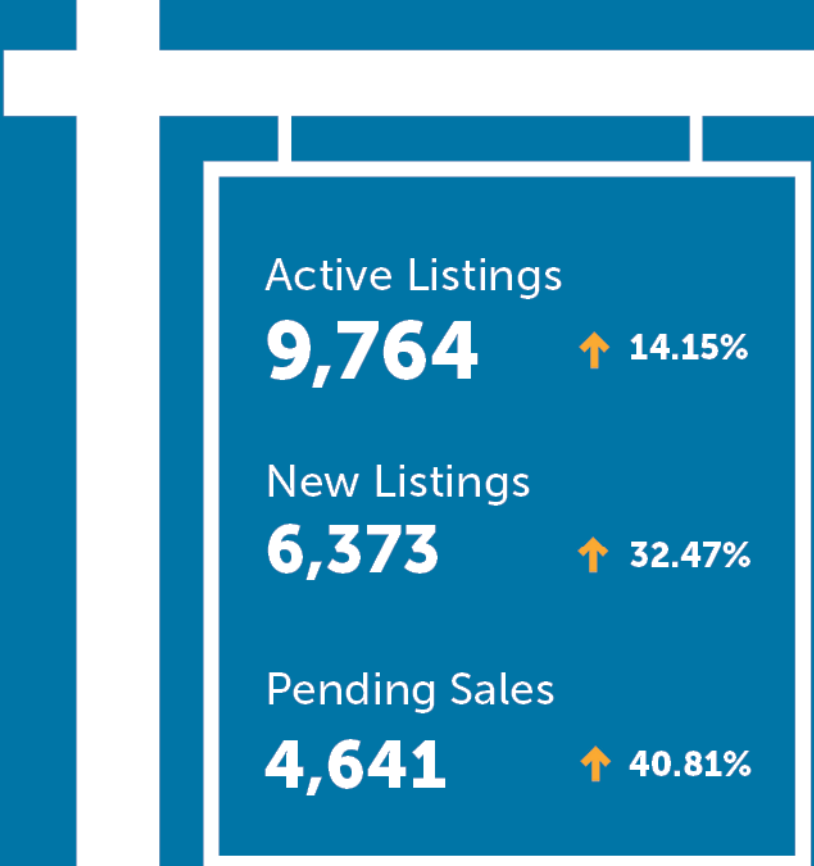


Months of Inventory  
**2.78 MONTHS**  
↓ 15.76%



Median Days in MLS  
**18 DAYS**  
↓ 37.93%

Data Source: REcolorado  
March 2025 Data | Month-Over-Month



Active Listings	<b>9,764</b>	↑ 14.15%
New Listings	<b>6,373</b>	↑ 32.47%
Pending Sales	<b>4,641</b>	↑ 40.81%

Exclusive MTR Partner

# Market Overview

	Mar. 2025	Feb. 2025	Mar. 2024	Month-Over-Month	Year-Over-Year
<b>Residential (Detached + Attached)</b>					
Active Listings at Month's End	9,764	8,554	5,849	14.15%	66.93%
New Listings	6,373	4,811	4,938	32.47%	29.06%
Pending	4,641	3,296	4,068	40.81%	14.09%
Closed	3,515	2,804	3,705	25.36%	-5.13%
Close Price - Average	\$ 698,053	\$ 703,905	\$ 700,279	-0.83%	-0.32%
Close Price - Median	\$ 599,000	\$ 600,000	\$ 595,000	-0.17%	0.67%
Sales Volume	\$ 2,453,657,703	\$ 1,973,748,720	\$ 2,594,535,207	24.31%	-5.43%
Days in MLS - Average	48	56	39	-14.29%	23.08%
Days in MLS - Median	18	29	11	-37.93%	63.64%
Close-Price-to-List-Price Ratio	99.29%	99.02%	99.76%	0.27%	-0.47%
<b>Detached</b>					
Active Listings at Month's End	6,197	5,541	3,944	11.84%	57.12%
New Listings	4,507	3,350	3,487	34.54%	29.25%
Pending	3,564	2,488	3,023	43.25%	17.90%
Closed	2,672	2,137	2,794	25.04%	-4.37%
Close Price - Average	\$ 780,223	\$ 780,992	\$ 775,153	-0.10%	0.65%
Close Price - Median	\$ 660,000	\$ 644,000	\$ 642,500	2.48%	2.72%
Sales Volume	\$ 2,084,755,760	\$ 1,668,979,632	\$ 2,165,777,992	24.91%	-3.74%
Days in MLS - Average	46	54	40	-14.81%	15.00%
Days in MLS - Median	16	27	11	-40.74%	45.45%
Close-Price-to-List-Price Ratio	99.45%	99.16%	99.87%	0.29%	-0.42%
<b>Attached</b>					
Active Listings at Month's End	3,567	3,013	1,905	18.39%	87.24%
New Listings	1,866	1,461	1,451	27.72%	28.60%
Pending	1,077	808	1,045	33.29%	3.06%
Closed	843	667	911	26.39%	-7.46%
Close Price - Average	\$ 437,606	\$ 456,925	\$ 470,645	-4.23%	-7.02%
Close Price - Median	\$ 389,000	\$ 399,990	\$ 415,000	-2.75%	-6.27%
Sales Volume	\$ 368,901,943	\$ 304,769,088	\$ 428,757,215	21.04%	-13.96%
Days in MLS - Average	52	60	39	-13.33%	33.33%
Days in MLS - Median	21	42	14	-50.00%	50.00%
Close-Price-to-List-Price Ratio	98.77%	98.57%	99.42%	0.20%	-0.65%

# Market Highlights

## Realtor® Insights:

- Buyer activity has increased in this spring market. However, seller activity is still outpacing buyers. Homes that have been well-prepared, highlight unique features and offer easy access, including open houses, get noticed and considered by serious buyers.
- The week of April 13 - 19 is officially the best time to sell in 2025, according to Realtor.com's annual analysis. This week offers the most favorable market conditions for sellers — stronger home prices, peak buyer demand and lower competition from other listings.
- Buyers continue to be fickle and wait for the right properties to come along and don't mind competing for well-priced homes in turnkey condition in desirable areas. Properties within HOAs continue to struggle with barriers to desirability and warrantability.

## Local News:

- HB25-1004 just passed through the Colorado House of Representatives. The objective is aimed at restricting the use of algorithmic devices by landlords to set rent prices in coordinated efforts.
- Two bills are under consideration in this legislative session. HB25-1043, one vote from approval, aims to protect homeowner equity by allowing a nine-month stay before foreclosure auctions, giving homeowners time to sell and pay off debts. The second bill, still in its early stages, proposes an alternative dispute resolution process.
- Denver has secured a spot among the top 20 cities for AI-related job hiring, with over 250 job openings in January, highlighting the city's growing role as a hub for AI companies.
- Three of Colorado's cities are in the nation's top 15 strongest buyer's markets due to inventory growth, with Colorado Springs at fifth, Boulder at tenth and Denver at thirteenth nationwide.
- RTD is looking into using unused Park-n-Ride lots as affordable housing with one sale already completed with a real estate developer.

## National News:

- A report by Zillow showed that sellers of off-market properties sold for significantly less money, and in communities of color, that amount was even more significant.
- In March, builder confidence in the market for newly built single-family homes nationwide dropped to 39, a decline of three points from February and the lowest level in seven months.
- Government-Sponsored Enterprises were ordered to terminate all Special Purpose Credit Programs. While this change removes some homebuyer grants, it effectively pushes down payment assistance to the state and local levels.
- February 2025 active new build housing inventory in Denver is 28 percent higher than February 2019. Homebuilder unsold inventory hit a 15-year high, opening up

more opportunities for buyers in the new build space. In fact, Lennar is offering buyer incentives on its typical sale totaling 13 percent of the home's sale price, up from just 1.5 percent in Q2 2022.

- The new tariffs are predicted to raise the cost of building a new home between \$7,500 and \$10,000 on average per home, largely due to the increased cost of lumber from Canada.
- The Eighth Circuit Court of Appeals issued a unanimous decision, finding that using floor plans to market properties created by Designworks Homes, Inc. does not infringe on copyright.
- The University of Michigan's consumer sentiment index declined by 10.5 percent to 57.9 in March, following a 10.0 percent decline in February. Year-over-year, this represents a 27.1 percent decline. The drop in sentiment was driven by growing concerns over inflation. This is the largest month-over-month increase in long-term inflation expectations recorded since 1993.

## Mortgage News:

- Stock market weakness on sticky inflation and quarter-end reports gave bonds a quick dip, dropping the 10-year 12.7 basis points on Friday. Rates ended the month at 6.76 percent.
- The Federal Reserve lowered 2025 GDP growth expectations to 1.7 percent, raised core inflation projections to 2.8 percent and increased the year-end unemployment forecast to 4.4 percent. Despite these adjustments, the Federal Reserve maintained its outlook for two rate cuts in 2025 and two in 2026.
- In a letter dated March 26th, HUD announced that, starting May 25, 2025, FHA-insured loans will no longer be available for non-permanent U.S. residents. However, non-permanent status will still be permitted for conventional loans, though further changes are expected.
- The Department of Education announced on Wednesday, March 26th that it is reopening applications for income-driven repayment plans for federal student loan borrowers.

## Quick Stats:

- The average number of active listings for March from 1985 - 2024 is 13,188.
- The record high March was in 2006 with 27,309 listings and the record low was set in 2021 with 1,921 listings.
- The historical average increase in active listings from February to March is 10.91 percent. An increase of 14.15 percent this March represents a higher increase relative to the average historical observation.

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## Expert Opinion on the Denver Metro Residential Real Estate Market



**Amanda Snitker**

Chair of the DMAR Market Trends Committee and Denver Realtor®

March 2025 is notable, marking five years from the beginning impacts of COVID-19 in Colorado. It's a historical experience in which we know the "before", the "during" and the "after." A jumble of lessons in resilience, priorities and what is considered essential. Buried in all of this was a trigger activating a sudden need for change, whether it was a need for home offices and a place to school children or a yard for the kids and dogs who could no longer access school and park playgrounds, a place with a home gym or a detached home without public access points and elevators – this sudden urge was almost primal, a need to access a space that felt safe. This trigger, the combination of sudden demand and historically low interest rates, began a surge in the real estate industry that would last 24 months, culminating in a peak median sale price in the Denver Metro of \$616,500 in April of 2022, a 38.5 percent increase from March 2020.

Five years later, we see the "after" – a market balancing out as normalcy returns, tempered by high interest rates. This March's median sale price in the Denver Metro was \$599,000, down 3.9 percent from the peak. The balancing of the market has occurred with lower buyer demand, higher levels of inventory and stagnation in pricing. Primary residential homes are a longer-term investment; looking at the overall five-year performance of the market yields a 6.92 percent annual appreciation, which is in line with long-term averages.

Higher interest rates and affordability challenges have had the most significant impact on the market shift. In 2020, the average interest rate for a 30-year fixed mortgage was around 3 percent and remained in that range until the spring of 2022, when rates surged to about seven percent by year-end—where they have largely remained. This sharp increase in borrowing costs has slowed buyer activity, even as inventory has grown.

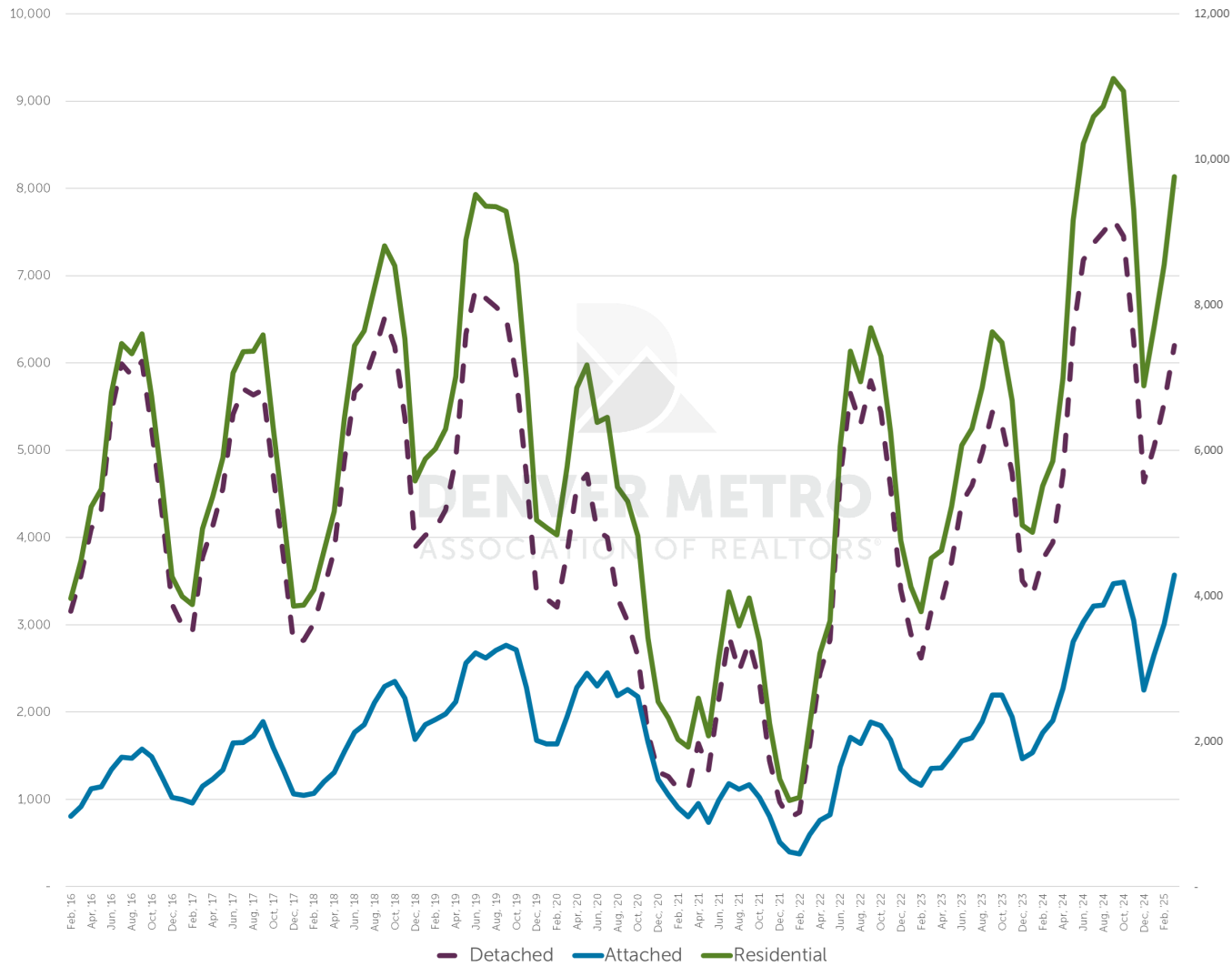
The first quarter of 2020 is our pre-pandemic benchmark, reflecting market conditions before COVID-driven demand accelerated activity. In the first quarter of this year, 15,529 new listings have entered the market, compared to just 6,666 in the first quarter of 2020. The 2020 surge in buyer demand began amid already-low supply. As inventory has increased, prices have stagnated. In the first quarter of 2020, 12,065 properties were sold; in the first quarter of this year, only 8,697 properties were sold—a 27.9 percent decline—highlighting that the market remains less active than it was before the pandemic.

The good news for buyers in this current market is that the pricing rebalance has allowed the drastic value jump to even out. Mortgage rates remain impactful on affordability; however, the increase in supply has provided more options to choose from and increased negotiating options with sellers.

Sellers are in a different position than in 2020-2022; buyers are pickier and looking for homes that have been well-maintained, require minimal updating and, of course, are priced competitively for the current market conditions. Buyers don't have the same level of urgency as during the pandemic years; sellers need to create that urgency by presenting a beautiful home at an attractive price.

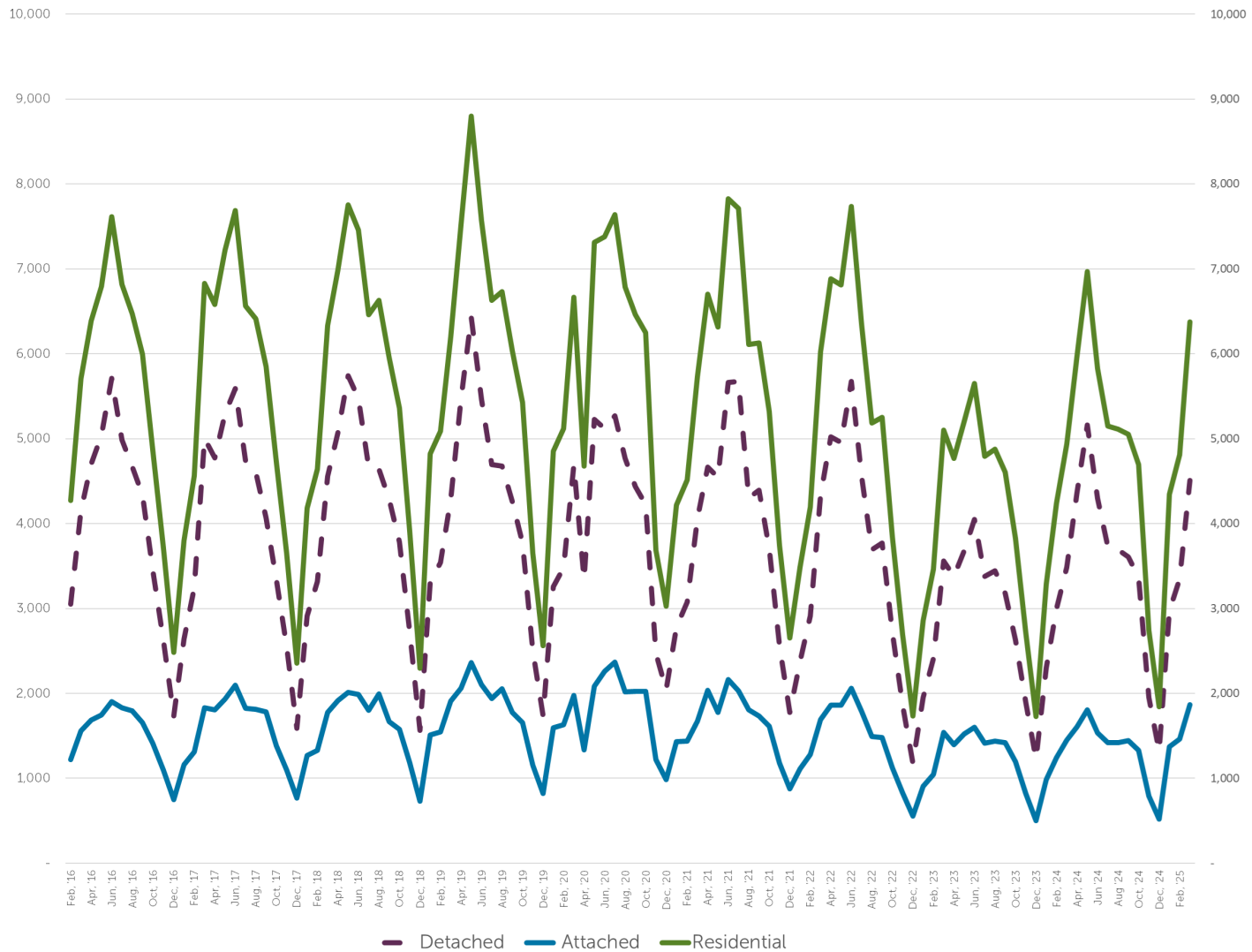
# Active Listings at Month's End

DMAR Market Trends | March 2025  
Denver Metro Association of Realtors®  
Source of MLS Data: REcolorado.com



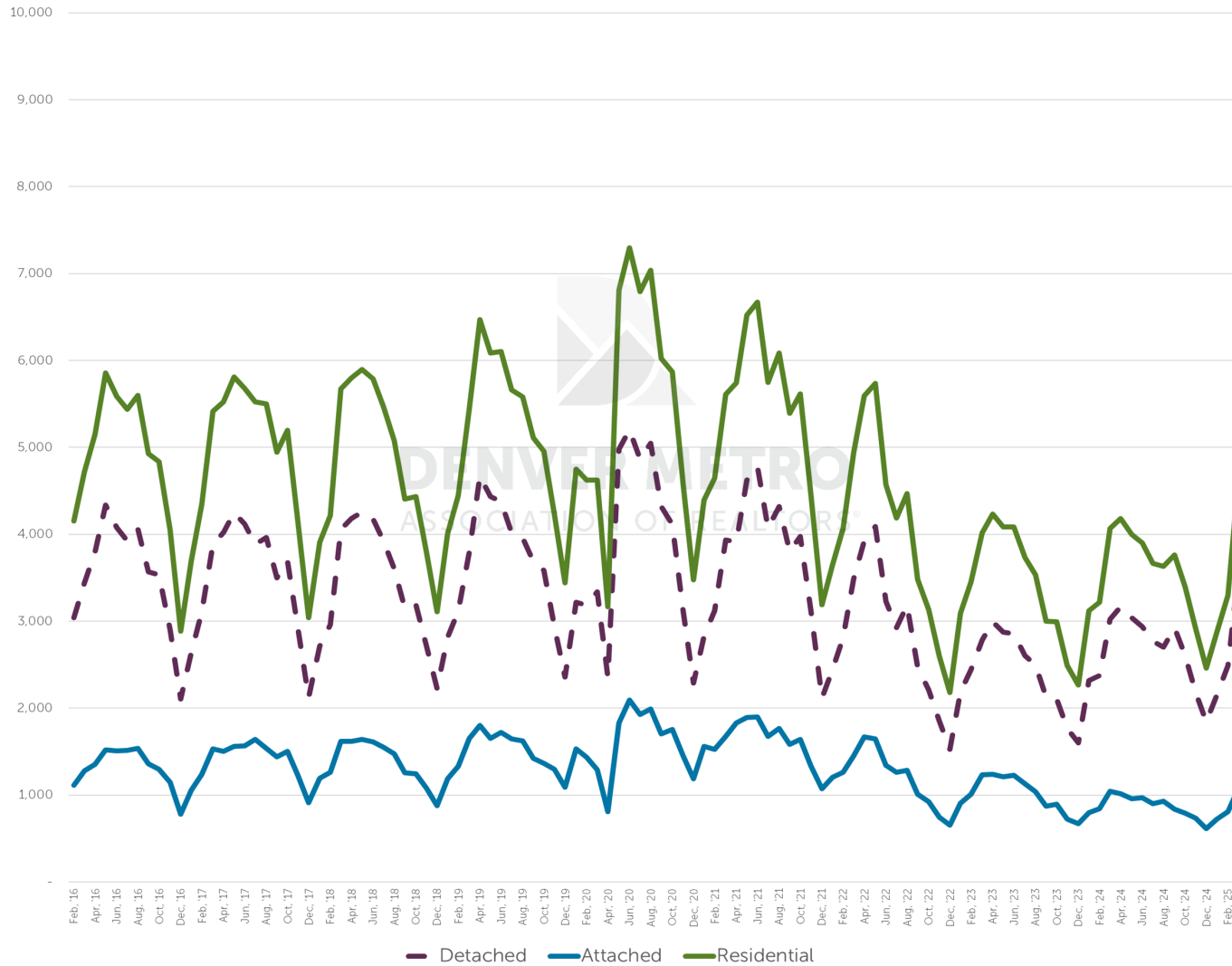
# New Listings

DMAR Market Trends | March 2025  
 Denver Metro Association of Realtors®  
 Source of MLS Data: REcolorado.com



# Pending Sales

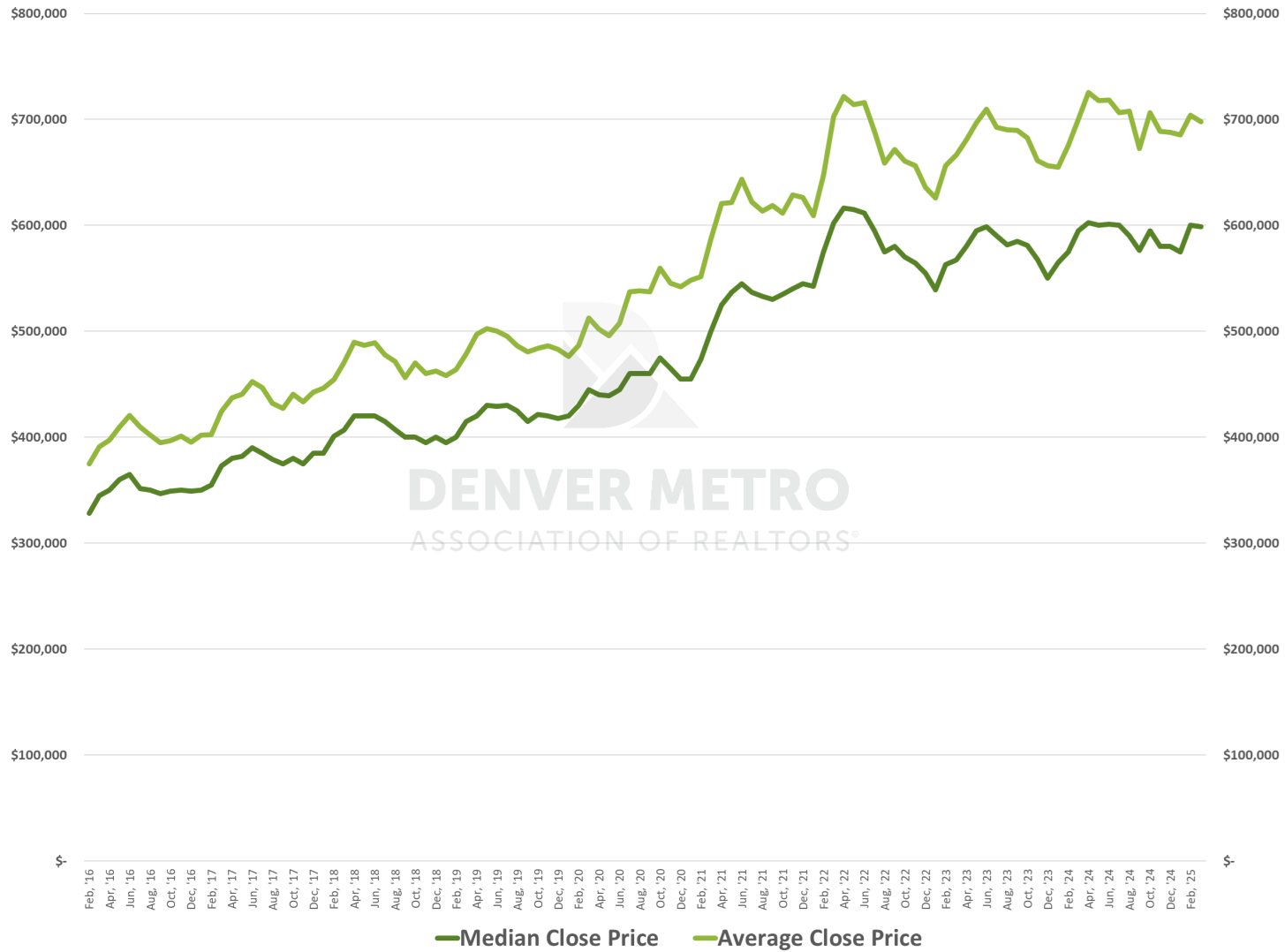
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Source of MLS Data: REcolorado.com



# Residential Median + Average Close Price

10-year view

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Denver Metro Association of Realtors®  
Source of MLS Data: REcolorado.com

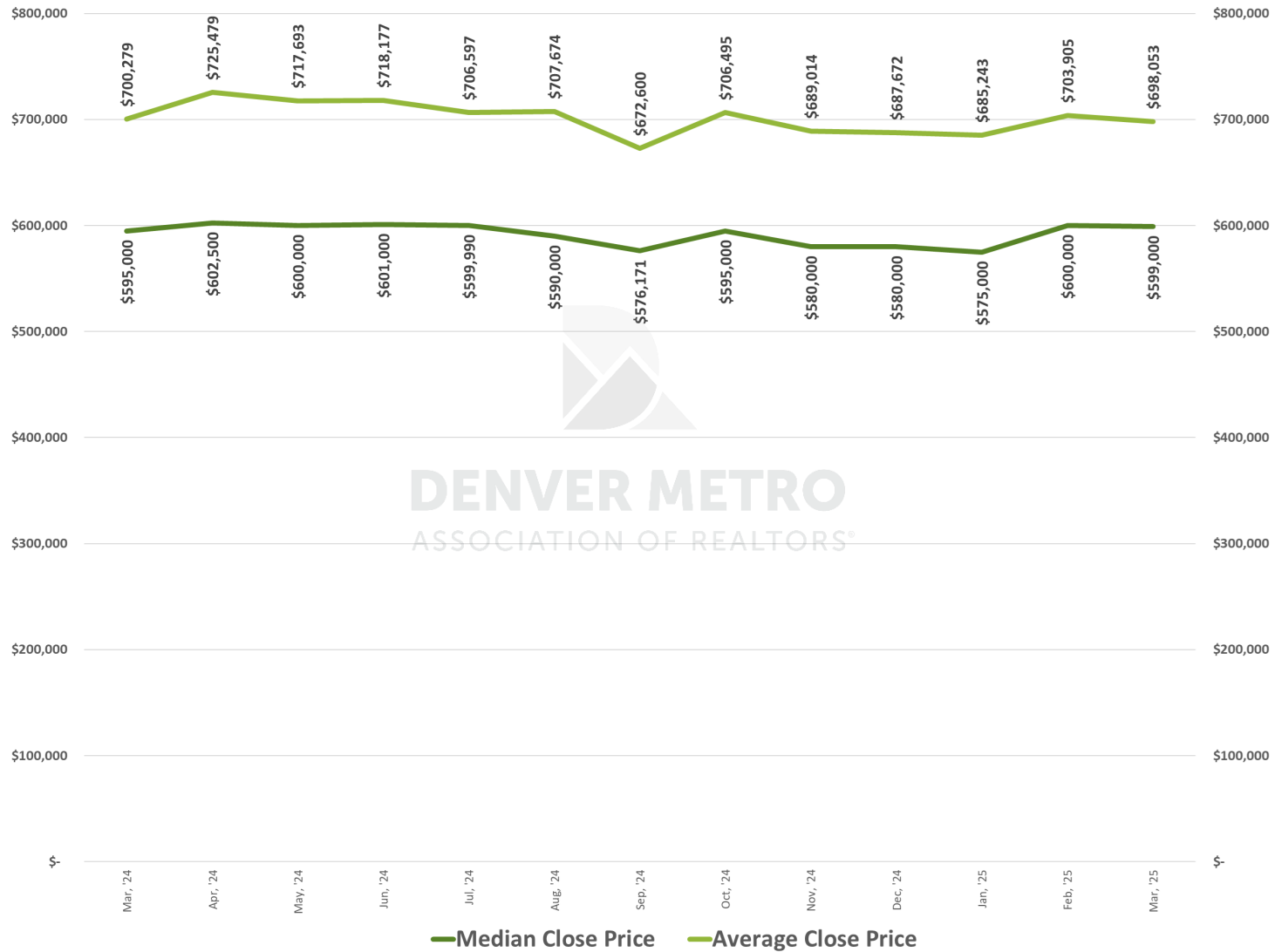




# Residential Median + Average Close Price

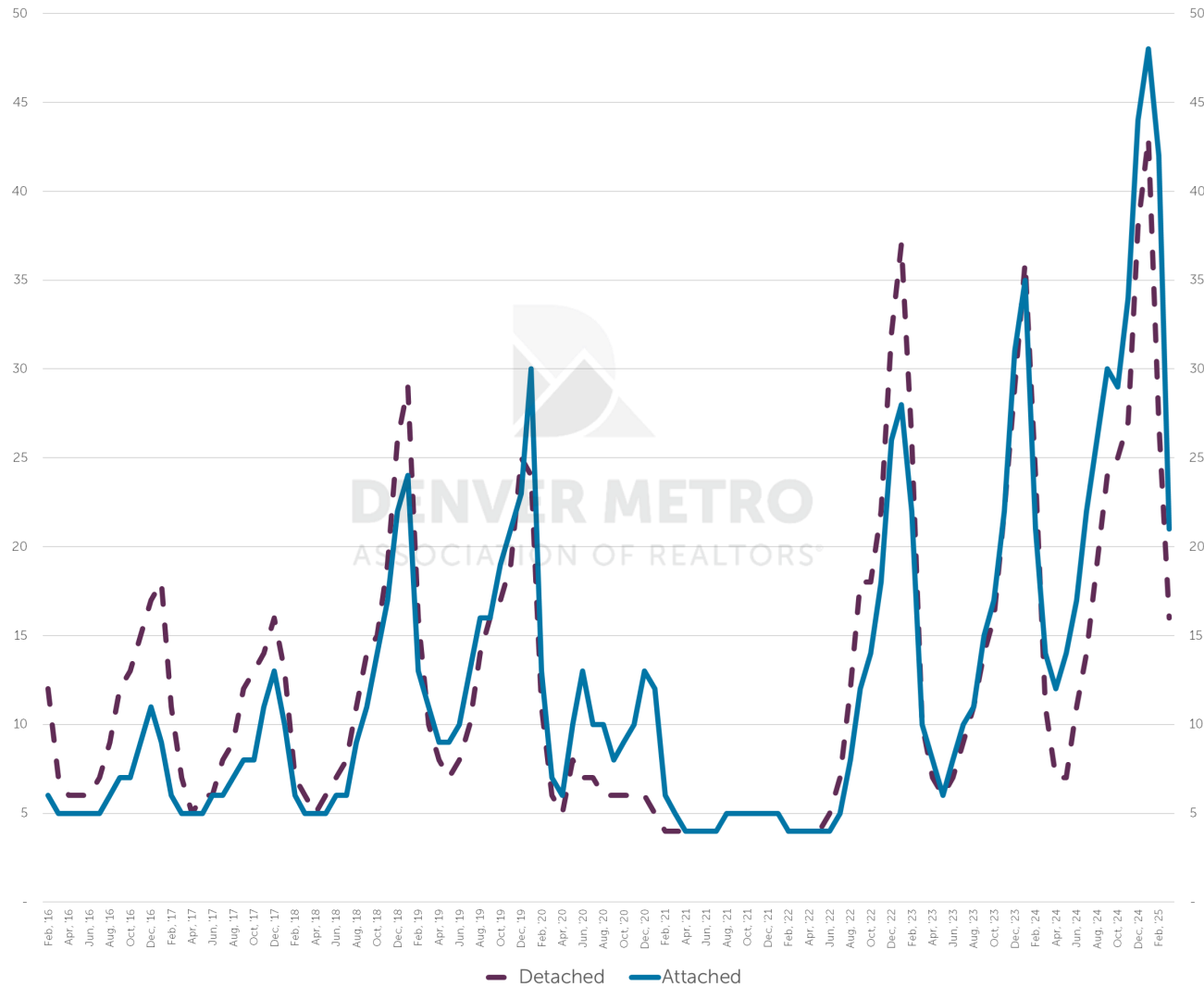
1-year snapshot

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 Denver Metro Association of Realtors®  
 Source of MLS Data: REcolorado.com



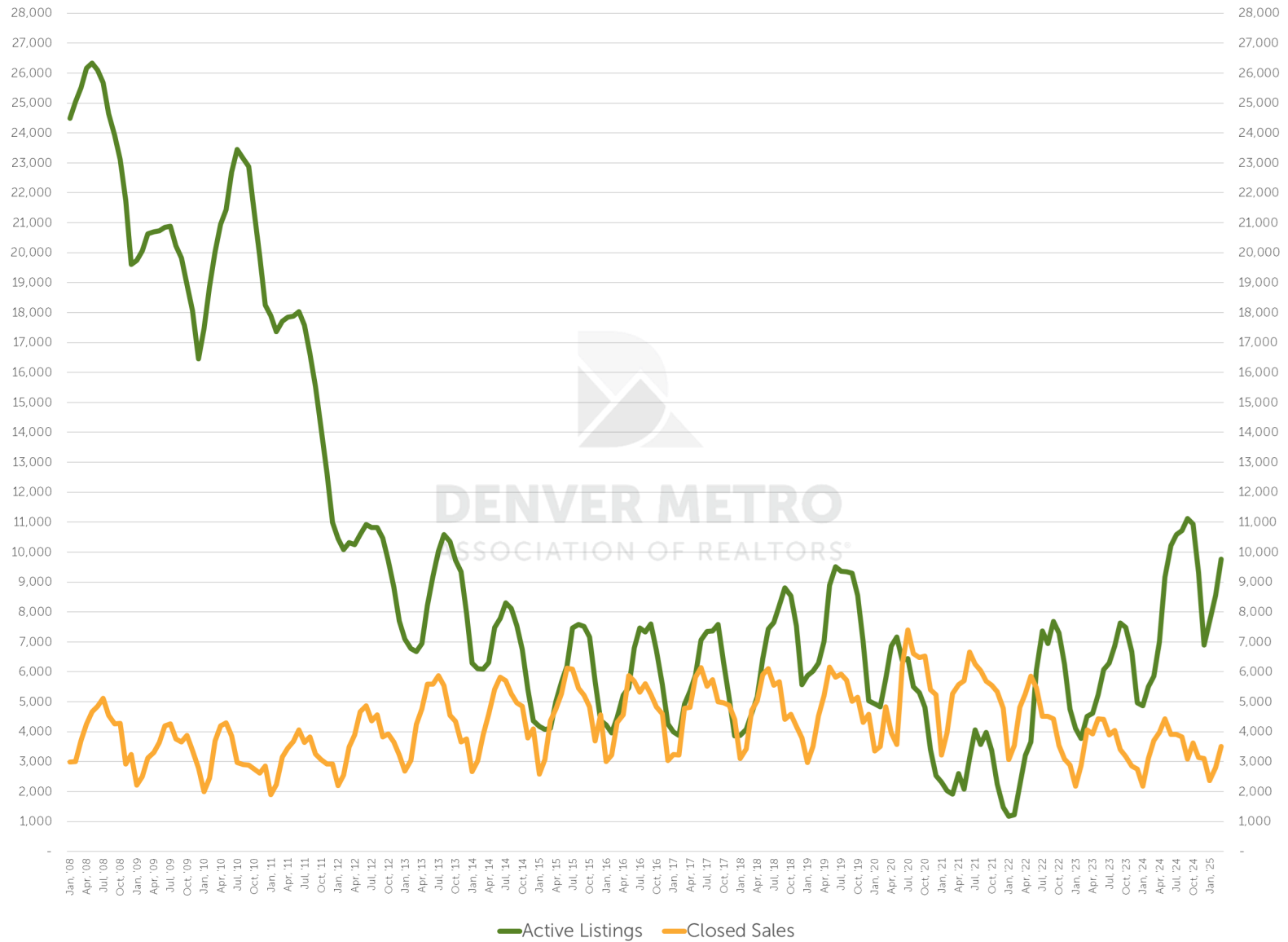
# Median Days in MLS

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Denver Metro Association of Realtors®  
Source of MLS Data: REcolorado.com



## Residential Active Listings + Closed Sales at Month's End

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Source of MLS Data: REcolorado.com



# March Data Year-to-Date | 2025 to 2021

	YTD 2025	YTD 2024	YTD 2023	YTD 2022	YTD 2021	'25 vs '24	'25 vs '23	'25 vs '22	'25 vs '21
<b>Residential (Detached + Attached)</b>									
Active Listings at Month's End	9,764	5,849	4,516	2,221	1,921	66.93%	116.21%	339.62%	408.28%
New Listings	15,529	12,470	11,420	13,715	14,468	24.53%	35.98%	13.23%	7.33%
Closed	8,697	9,024	9,121	11,435	12,480	-3.62%	-4.65%	-23.94%	-30.31%
Close Price - Average	\$ 696,368	\$ 680,579	\$ 653,640	\$ 660,792	\$ 567,215	2.32%	6.54%	5.38%	22.77%
Close Price - Median	\$ 590,000	\$ 580,000	\$ 559,990	\$ 576,000	\$ 480,000	1.72%	5.36%	2.43%	22.92%
Sales Volume	\$ 6,056,311,260	\$ 6,141,549,326	\$ 5,961,848,589	\$ 7,556,158,173	\$ 7,078,838,838	-1.39%	1.58%	-19.85%	-14.44%
Days in MLS - Average	54	44	43	15	22	22.73%	25.58%	260.00%	145.45%
Days in MLS - Median	28	20	19	4	5	40.00%	47.37%	600.00%	460.00%
Close-Price-to-List-Price Ratio	98.98%	99.26%	99.12%	104.72%	102.18%	-0.28%	-0.14%	-5.48%	-3.13%
<b>Detached</b>									
Active Listings at Month's End	6,197	3,944	3,163	1,627	1,122	57.12%	95.92%	280.89%	452.32%
New Listings	10,832	8,785	8,337	9,963	10,322	23.30%	29.93%	8.72%	4.94%
Closed	6,570	6,758	6,729	8,058	8,635	-2.78%	-2.36%	-18.47%	-23.91%
Close Price - Average	\$ 777,905	\$ 756,352	\$ 727,675	\$ 748,470	\$ 647,519	2.85%	6.90%	3.93%	20.14%
Close Price - Median	\$ 649,925	\$ 632,850	\$ 609,990	\$ 636,270	\$ 536,000	2.70%	6.55%	2.15%	21.25%
Sales Volume	\$ 5,110,838,862	\$ 5,111,426,960	\$ 4,896,524,709	\$ 6,031,168,950	\$ 5,591,325,887	-0.01%	4.38%	-15.26%	-8.59%
Days in MLS - Average	53	45	45	14	19	17.78%	17.78%	278.57%	178.95%
Days in MLS - Median	26	20	21	4	4	30.00%	23.81%	550.00%	550.00%
Close-Price-to-List-Price Ratio	99.11%	99.30%	99.06%	105.01%	102.76%	-0.19%	0.05%	-5.62%	-3.55%
<b>Attached</b>									
Active Listings at Month's End	3,567	1,905	1,353	594	799	87.24%	163.64%	500.51%	346.43%
New Listings	4,697	3,685	3,083	3,752	4,146	27.46%	52.35%	25.19%	13.29%
Closed	2,127	2,266	2,392	3,377	3,845	-6.13%	-11.08%	-37.02%	-44.68%
Close Price - Average	\$ 444,510	\$ 454,599	\$ 445,370	\$ 451,581	\$ 386,869	-2.22%	-0.19%	-1.57%	14.90%
Close Price - Median	\$ 395,000	\$ 399,000	\$ 390,000	\$ 400,000	\$ 330,000	-1.00%	1.28%	-1.25%	19.70%
Sales Volume	\$ 945,472,398	\$ 1,030,122,366	\$ 1,065,323,880	\$ 1,524,989,223	\$ 1,487,512,951	-8.22%	-11.25%	-38.00%	-36.44%
Days in MLS - Average	57	42	37	15	30	35.71%	54.05%	280.00%	90.00%
Days in MLS - Median	35	19	16	4	6	84.21%	118.75%	775.00%	483.33%
Close-Price-to-List-Price Ratio	98.60%	99.13%	99.26%	104.03%	100.87%	-0.53%	-0.66%	-5.22%	-2.25%

# Market Trends

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
\$0 to \$299,999	15	41	2.73	190	896	4.72
\$300,000 to \$499,999	483	957	1.98	427	1,583	3.71
\$500,000 to \$749,999	1,199	2,467	2.06	174	750	4.31
\$750,000 to \$999,999	555	1,233	2.22	31	189	6.10
\$1,000,000 to \$1,499,999	265	733	2.77	14	87	6.21
\$1,500,000 to \$1,999,999	78	330	4.23	4	35	8.75
\$2,000,000 and over	77	436	5.66	3	27	9.00
<b>TOTALS</b>	<b>2,672</b>	<b>6,197</b>	<b>2.32</b>	<b>843</b>	<b>3,567</b>	<b>4.23</b>

Price Range	Detached		% change	Attached		% change
	Closed Mar. 2025	Closed Feb. 2025		Closed Mar. 2025	Closed Feb. 2025	
\$0 to \$299,999	15	13	15.38%	190	139	36.69%
\$300,000 to \$499,999	483	389	24.16%	427	345	23.77%
\$500,000 to \$749,999	1,199	1,022	17.32%	174	135	28.89%
\$750,000 to \$999,999	555	381	45.67%	31	26	19.23%
\$1,000,000 to \$1,499,999	265	207	28.02%	14	13	7.69%
\$1,500,000 to \$1,999,999	78	55	41.82%	4	6	-33.33%
\$2,000,000 and over	77	70	10.00%	3	3	0.00%
<b>TOTALS</b>	<b>2,672</b>	<b>2,137</b>	<b>25.04%</b>	<b>843</b>	<b>667</b>	<b>26.39%</b>

Price Range	Detached		% change	Attached		% change
	YTD Mar. 2025	YTD Mar. 2024		YTD Mar. 2025	YTD Mar. 2024	
\$0 to \$299,999	44	51	-13.73%	485	464	4.53%
\$300,000 to \$499,999	1,222	1,252	-2.40%	1,055	1,153	-8.50%
\$500,000 to \$749,999	3,039	3,284	-7.46%	444	479	-7.31%
\$750,000 to \$999,999	1,260	1,247	1.04%	87	106	-17.92%
\$1,000,000 to \$1,499,999	628	555	13.15%	36	41	-12.20%
\$1,500,000 to \$1,999,999	180	195	-7.69%	11	16	-31.25%
\$2,000,000 and over	197	174	13.22%	9	7	28.57%
<b>TOTALS</b>	<b>6,570</b>	<b>6,758</b>	<b>-2.78%</b>	<b>2,127</b>	<b>2,266</b>	<b>-6.13%</b>

# Breakdown by Price Range



**Colleen Covell**

Member of the DMAR  
 Market Trends Committee  
 and Denver Realtor®

## Properties sold for \$1 million or more

The “rush hour” in the Denver real estate market typically kicks off in March and winds down at the end of May. In the \$1 million-plus segment, sellers came ready in March, adding a dramatic amount of inventory to the market. Buyers, however, were on a slower, more cautious route, especially those on the hunt for an attached home. As a result, March saw a higher volume of sales but lower prices and more deals for buyers.

As expected for the start of the intense spring selling season, new listings in this segment jumped from February, with inventory up 37.72 percent for detached and 62.22 percent for attached homes. Buyers looking for detached homes responded, and pending sales increased a whopping 50.12 percent month-over-month and 24.38 percent year-over-year. But the attached market told a completely different story. Buyers of condos and townhouses are sitting on the sidelines for now. Pending sales for attached homes in this segment increased only 4.35 percent month-over-month, a notable decrease of 11.11 percent from this time last year.

Underneath this seasonal flurry of new listings and pending sales is a more notable and unseasonal statistic – prices are dropping. Prices dropped month-over-month to \$371 per square foot for detached homes, a 2.62 percent decrease from February and a 0.8 percent decrease year-over-year. Attached home prices dropped even more dramatically to \$589 per square foot, a 15.13 percent decrease from the prior month. The close-price-to-list-price ratio also decreased in March. For detached homes, that ratio was 98.76 percent, 0.33 percent lower than this time last year, and for attached homes, it was 96.16 percent, 2.14 percent lower than last year. Buyers are getting deals on list price.

Does this mean we are in a full buyer’s market for the \$1 million segment? It depends. The lower-priced detached homes in this segment are still very competitive, with only 2.77 months of inventory. But sellers of higher-priced homes will face a challenging market – detached homes priced over \$2 million now have 5.66 months of inventory, while attached homes over \$2 million have nine months of inventory for sale.

We are in a rocky year with a lot of economic uncertainty. Buyers are cautious, waiting and watching. They will only jump if a home is priced well for its location and condition. Sellers need to appreciate that it’s not the pandemic market anymore.

The highest priced sale for a detached home was 1775 Deer Valley Road, Boulder, which sold for \$7,500,000. The highest priced sale for an attached home was 1634 Walnut St. Unit C, Boulder, which sold for \$3,250,000.

## Properties sold between \$750,000 and \$999,999

As we enter another spring market in Denver, it’s striking to reflect on how far we’ve come since the COVID lockdowns, when showings were restricted, 15-minute appointment windows were the norm and closings sometimes happened in parking lots. Back then, demand surged amid low interest rates, remote work made designated office spaces essential and many families opted for homes in the foothills or countryside, no longer tied to a commute. Buyers overlooked poor locations and outdated homes just to get their foot in the door. Now, in 2025, we continue navigating compensation conversations, sticky interest rates and economic factors like probable tariffs and inflation. The market is more balanced than in the frenzied post-pandemic years but still favors sellers in many price ranges—especially in the \$750,000 to \$999,999 detached segment.

- **New Listings:** Up 41.71 percent month-over-month, bringing more inventory to the market.
- **Pending Sales:** Increased 40.26 percent from February, signaling stronger buyer engagement.
- **Closed Sales:** Jumped 43.98 percent, reflecting a higher level of finalized transactions.
- **Close-Price-to-List-Price Ratio:** Holding at 99.63 percent, showing well-positioned homes are still receiving competitive offers. However, this does not account for price reductions or significant concessions.
- **Price Per Square Foot (PSF):** Up slightly month-over-month but down 2.42 percent from last year, reflecting steady appreciation with some moderation.
- **Months of Inventory (MOI):** At 2.1 months, still favoring sellers but indicating a more balanced market compared to ultra-low inventory levels in previous years.

## What This Means for Buyers and Sellers

Compared to the broader market, which includes more entry-level price points, the \$750,000 - \$999,000 segment continues to benefit from a more stable buyer pool. However, this doesn’t mean sellers can overprice and expect multiple instant offers. Buyers are willing to wait for the right home and properties that need updates or are priced too aggressively are sitting longer. For sellers, strategic pricing is more critical than ever—homes that are move-in-ready and well-presented still command strong offers, while those needing work may linger. Buyers who have been on the sidelines, waiting for interest rates to ease, are re-entering the market and adjusting to new negotiation dynamics and insurance challenges. With spring in full swing, we’ll see whether this momentum holds or if economic factors shift buyer confidence in the months ahead.



**Keri Duffy**

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 and Denver Realtor®

## Breakdown by Price Range



**Susan Thayer**

Member of the DMAR  
 Market Trends Committee  
 and Denver Realtor®

### Properties sold between \$500,000 and \$749,999

They say March “comes in like a lion and out like a lamb”. Thinking back just five years ago to March 2020, we found ourselves in quite the opposite situation. March of 2020 came in like a lamb, and a global pandemic had us ending the month like a lion. Yet much like that old saying indicates, March continues its presentation of unpredictable and stormy weather, leading us to spring growth and warmer days.

Since 2020, we’ve seen increased activity in this price segment. Rising home prices have moved “starter” homes into it, and now, most transactions occur in this price range. In fact, last month there were 1,697 detached homes priced under \$750,000 that closed, whereas only 975 homes priced above \$750,000 sold. While we no longer write opinions about homes priced below \$500,000, it is significant to point out that there was a large volume of attached homes transacting at that price point. In March, a total of 617 attached homes sold under \$499,999, and another 174 priced between \$500,000 - \$749,999 also sold. In contrast, only 52 attached homes sold at \$750,000 and above.

The market does seem to be giving some relief to attached homeowners, who have been affected by rising HOA fees and insurance premiums. 28.89 percent more homes closed in March compared to February of this year. Still lagging behind 2024 yet showing signs of a significant improvement as median days in the MLS also decreased 27.27 percent compared to February. Pending home sales rose by 28.66 percent in March, suggesting that the upward trend may continue into April. However, inventory is a key factor to watch, with new listings up 26.61 percent compared to February and 8.38 percent compared to March of last year. The question now is whether the increased pace of buyer activity can keep up with the growing number of homes coming to market.

March 11, 2020, was a day that started a change in the way our lives, economy, social activities and families would look. That month was met with uncertainty, fear and seemingly insurmountable challenges. We didn’t predict the impact a global pandemic would have on our housing market, and today, we are still faced with the effects on our psyche and relationship with our homes. Driving a home buying and selling frenzy, the pandemic effectively increased home prices to levels we never could have imagined and threw real estate a curve ball. Today, five years later, we finally see some sort of return to “normal”, to a calmer home buying and selling experience. The hope is that this continues while homeownership becomes more affordable for more Americans.

## Properties Sold for \$1 Million or More

	Mar. 2025	Feb. 2025	Mar. 2024	Month-Over-Month	Year-Over-Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,015	729	685	39.23%	48.18%
Pending	626	424	511	47.64%	22.50%
Closed	441	354	458	24.58%	-3.71%
Sales Volume	\$ 691,390,200	\$ 579,569,559	\$ 730,970,978	19.29%	-5.41%
Days in MLS - Average	47	56	47	-16.07%	0.00%
Days in MLS - Median	11	17	11	-35.29%	0.00%
Close-Price-to-List-Price Ratio	98.66%	98.78%	99.03%	-0.12%	-0.37%
PSF Total	\$ 382	\$ 401	\$ 388	-4.74%	-1.55%
<b>Detached</b>					
New Listings	942	684	645	37.72%	46.05%
Pending	602	401	484	50.12%	24.38%
Closed	420	332	427	26.51%	-1.64%
Sales Volume	\$ 660,615,450	\$ 543,110,559	\$ 685,587,068	21.64%	-3.64%
Days in MLS - Average	47	57	47	-17.54%	0.00%
Days in MLS - Median	11	18	10	-38.89%	10.00%
Close-Price-to-List-Price Ratio	98.76%	98.80%	99.09%	-0.04%	-0.33%
PSF Total	\$ 371	\$ 381	\$ 374	-2.62%	-0.80%
<b>Attached</b>					
New Listings	73	45	40	62.22%	82.50%
Pending	24	23	27	4.35%	-11.11%
Closed	21	22	31	-4.55%	-32.26%
Sales Volume	\$ 30,774,750	\$ 36,459,000	\$ 45,383,910	-15.59%	-32.19%
Days in MLS - Average	38	40	53	-5.00%	-28.30%
Days in MLS - Median	7	9	14	-22.22%	-50.00%
Close-Price-to-List-Price Ratio	96.16%	98.51%	98.26%	-2.39%	-2.14%
PSF Total	\$ 589	\$ 694	\$ 575	-15.13%	2.43%



# Properties Sold for \$1 Million or More

	YTD 2025	YTD 2024	YTD 2023	YTD 2022	YTD 2021	'25 vs '24	'25 vs '23	'25 vs '22	'25 vs '21
<b>Residential (Detached + Attached)</b>									
New Listings	2,328	1,760	1,461	1,450	1,105	32.27%	59.34%	60.55%	110.68%
Pending	1,363	1,234	1,053	1,189	1,050	10.45%	29.44%	14.63%	29.81%
Closed	1,061	988	870	1,147	885	7.39%	21.95%	-7.50%	19.89%
Sales Volume	\$ 1,720,030,415	\$ 1,594,810,690	\$ 1,444,710,991	\$ 1,817,703,151	\$ 1,433,670,664	7.85%	19.06%	-5.37%	19.97%
Days in MLS - Average	57	54	45	24	58	5.56%	26.67%	137.50%	-1.72%
Days in MLS - Median	19	22	15	4	10	-13.64%	26.67%	375.00%	90.00%
Close-Price-to-List-Price Ratio	98.26%	98.25%	98.45%	105.94%	99.74%	0.01%	-0.19%	-7.25%	-1.48%
PSF Total	\$ 388	\$ 385	\$ 388	\$ 395	\$ 356	0.78%	0.00%	-1.77%	8.99%
<b>Detached</b>									
New Listings	2,168	1,632	1,360	1,348	990	32.84%	59.41%	60.83%	118.99%
Pending	1,299	1,161	988	1,106	969	11.89%	31.48%	17.45%	34.06%
Closed	1,005	924	812	1,057	811	8.77%	23.77%	-4.92%	23.92%
Sales Volume	\$ 1,630,734,665	\$ 1,494,227,324	\$ 1,353,028,291	\$ 1,674,592,789	\$ 1,321,006,729	9.14%	20.52%	-2.62%	23.45%
Days in MLS - Average	58	54	45	20	57	7.41%	28.89%	190.00%	1.75%
Days in MLS - Median	19	22	14	4	10	-13.64%	35.71%	375.00%	90.00%
Close-Price-to-List-Price Ratio	98.30%	98.28%	98.54%	106.23%	99.87%	0.02%	-0.24%	-7.46%	-1.57%
PSF Total	\$ 373	\$ 372	\$ 373	\$ 375	\$ 335	0.27%	0.00%	-0.53%	11.34%
<b>Attached</b>									
New Listings	160	128	101	102	115	25.00%	58.42%	56.86%	39.13%
Pending	64	73	65	83	81	-12.33%	-1.54%	-22.89%	-20.99%
Closed	56	64	58	90	74	-12.50%	-3.45%	-37.78%	-24.32%
Sales Volume	\$ 89,295,750	\$ 100,583,366	\$ 91,682,700	\$ 143,110,362	\$ 112,663,935	-11.22%	-2.60%	-37.60%	-20.74%
Days in MLS - Average	36	51	48	63	68	-29.41%	-25.00%	-42.86%	-47.06%
Days in MLS - Median	8	16	26	5	20	-50.00%	-69.23%	60.00%	-60.00%
Close-Price-to-List-Price Ratio	97.49%	97.75%	97.14%	102.50%	98.31%	-0.27%	0.36%	-4.89%	-0.83%
PSF Total	\$ 649	\$ 576	\$ 601	\$ 633	\$ 587	12.67%	7.99%	2.53%	10.56%

# Properties Sold Between \$750,000 and \$999,999

	Mar. 2025	Feb. 2025	Mar. 2024	Month-Over-Month	Year-Over-Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,077	760	766	41.71%	40.60%
Pending	763	544	660	40.26%	15.61%
Closed	586	407	561	43.98%	4.46%
Sales Volume	\$ 496,150,259	\$ 347,875,959	\$ 474,465,398	42.62%	4.57%
Days in MLS - Average	47	55	39	-14.55%	20.51%
Days in MLS - Median	16	26	10	-38.46%	60.00%
Close-Price-to-List-Price Ratio	99.63%	99.26%	99.87%	0.37%	-0.24%
PSF Total	\$ 282	\$ 279	\$ 289	1.08%	-2.42%
<b>Detached</b>					
New Listings	990	686	689	44.31%	43.69%
Pending	723	514	610	40.66%	18.52%
Closed	555	381	512	45.67%	8.40%
Sales Volume	\$ 469,445,359	\$ 325,685,359	\$ 433,529,703	44.14%	8.28%
Days in MLS - Average	47	54	38	-12.96%	23.68%
Days in MLS - Median	16	26	10	-38.46%	60.00%
Close-Price-to-List-Price Ratio	99.68%	99.31%	99.92%	0.37%	-0.24%
PSF Total	\$ 273	\$ 270	\$ 273	1.11%	0.00%
<b>Attached</b>					
New Listings	87	74	77	17.57%	12.99%
Pending	40	30	50	33.33%	-20.00%
Closed	31	26	49	19.23%	-36.73%
Sales Volume	\$ 26,704,900	\$ 22,190,600	\$ 40,935,695	20.34%	-34.76%
Days in MLS - Average	41	58	49	-29.31%	-16.33%
Days in MLS - Median	16	25	10	-36.00%	60.00%
Close-Price-to-List-Price Ratio	98.66%	98.51%	99.38%	0.15%	-0.72%
PSF Total	\$ 442	\$ 401	\$ 455	10.22%	-2.86%

# Properties Sold Between \$750,000 and \$999,999

	YTD 2025	YTD 2024	YTD 2023	YTD 2022	YTD 2021	'25 vs '24	'25 vs '23	'25 vs '22	'25 vs '21
<b>Residential (Detached + Attached)</b>									
New Listings	2,464	1,880	1,707	1,987	1,344	31.06%	44.35%	24.01%	83.33%
Pending	1,745	1,622	1,430	1,707	1,352	7.58%	22.03%	2.23%	29.07%
Closed	1,347	1,353	1,128	1,626	1,086	-0.44%	19.41%	-17.16%	24.03%
Sales Volume	\$ 1,144,618,491	\$ 1,145,652,948	\$ 951,976,515	\$ 1,370,924,757	\$ 924,758,238	-0.09%	20.24%	-16.51%	23.77%
Days in MLS - Average	54	48	44	16	29	12.50%	22.73%	237.50%	86.21%
Days in MLS - Median	27	19	21	4	5	42.11%	28.57%	575.00%	440.00%
Close-Price-to-List-Price Ratio	99.29%	99.42%	99.16%	105.44%	101.82%	-0.13%	0.13%	-5.83%	-2.48%
PSF Total	\$ 281	\$ 283	\$ 282	\$ 301	\$ 272	-0.71%	-0.35%	-6.64%	3.31%
<b>Detached</b>									
New Listings	2,232	1,683	1,559	1,817	1,181	32.62%	43.17%	22.84%	88.99%
Pending	1,649	1,491	1,315	1,558	1,190	10.60%	25.40%	5.84%	38.57%
Closed	1,260	1,247	1,016	1,458	970	1.04%	24.02%	-13.58%	29.90%
Sales Volume	\$ 1,070,766,306	\$ 1,056,086,741	\$ 856,961,562	\$ 1,229,532,587	\$ 825,625,412	1.39%	24.95%	-12.91%	29.69%
Days in MLS - Average	54	47	45	15	24	14.89%	20.00%	260.00%	125.00%
Days in MLS - Median	27	20	21	4	5	35.00%	28.57%	575.00%	440.00%
Close-Price-to-List-Price Ratio	99.34%	99.44%	99.16%	105.70%	102.10%	-0.10%	0.18%	-6.02%	-2.70%
PSF Total	\$ 272	\$ 269	\$ 265	\$ 282	\$ 253	1.12%	2.64%	-3.55%	7.51%
<b>Attached</b>									
New Listings	232	197	148	170	163	17.77%	56.76%	36.47%	42.33%
Pending	96	131	115	149	162	-26.72%	-16.52%	-35.57%	-40.74%
Closed	87	106	112	168	116	-17.92%	-22.32%	-48.21%	-25.00%
Sales Volume	\$ 73,852,185	\$ 89,566,207	\$ 95,014,953	\$ 141,392,170	\$ 99,132,826	-17.54%	-22.27%	-47.77%	-25.50%
Days in MLS - Average	56	54	40	31	72	3.70%	40.00%	80.65%	-22.22%
Days in MLS - Median	34	15	13	5	25	126.67%	161.54%	580.00%	36.00%
Close-Price-to-List-Price Ratio	98.48%	99.21%	99.18%	103.20%	99.46%	-0.74%	-0.71%	-4.57%	-0.99%
PSF Total	\$ 420	\$ 445	\$ 435	\$ 465	\$ 427	-5.62%	-3.45%	-9.68%	-1.64%

## Properties Sold Between \$500,000 and \$749,999

	Mar. 2025	Feb. 2025	Mar. 2024	Month-Over-Month	Year-Over-Year
<b>Residential</b> (Detached + Attached)					
New Listings	2,306	1,724	1,948	33.76%	18.38%
Pending	1,814	1,277	1,649	42.05%	10.01%
Closed	1,373	1,157	1,575	18.67%	-12.83%
Sales Volume	\$ 839,753,230	\$ 707,030,631	\$ 957,931,001	18.77%	-12.34%
Days in MLS - Average	43	53	38	-18.87%	13.16%
Days in MLS - Median	16	28	11	-42.86%	45.45%
Close-Price-to-List-Price Ratio	99.64%	99.40%	100.12%	0.24%	-0.48%
PSF Total	\$ 276	\$ 275	\$ 282	0.36%	-2.13%
<b>Detached</b>					
New Listings	1,892	1,397	1,566	35.43%	20.82%
Pending	1,603	1,113	1,393	44.03%	15.08%
Closed	1,199	1,022	1,359	17.32%	-11.77%
Sales Volume	\$ 737,681,537	\$ 627,194,945	\$ 831,282,154	17.62%	-11.26%
Days in MLS - Average	44	54	37	-18.52%	18.92%
Days in MLS - Median	16	28	11	-42.86%	45.45%
Close-Price-to-List-Price Ratio	99.72%	99.42%	100.21%	0.30%	-0.49%
PSF Total	\$ 268	\$ 267	\$ 271	0.37%	-1.11%
<b>Attached</b>					
New Listings	414	327	382	26.61%	8.38%
Pending	211	164	256	28.66%	-17.58%
Closed	174	135	216	28.89%	-19.44%
Sales Volume	\$ 102,071,693	\$ 79,835,686	\$ 126,648,847	27.85%	-19.41%
Days in MLS - Average	37	44	46	-15.91%	-19.57%
Days in MLS - Median	16	22	16	-27.27%	0.00%
Close-Price-to-List-Price Ratio	99.10%	99.23%	99.56%	-0.13%	-0.46%
PSF Total	\$ 329	\$ 336	\$ 349	-2.08%	-5.73%

# Properties Sold Between \$500,000 and \$749,999

	YTD 2025	YTD 2024	YTD 2023	YTD 2022	YTD 2021	'25 vs '24	'25 vs '23	'25 vs '22	'25 vs '21
<b>Residential (Detached + Attached)</b>									
New Listings	5,691	4,861	4,492	5,566	4,250	17.07%	26.69%	2.25%	33.91%
Pending	4,239	4,226	4,266	5,101	4,165	0.31%	-0.63%	-16.90%	1.78%
Closed	3,483	3,763	3,743	4,787	3,777	-7.44%	-6.95%	-27.24%	-7.78%
Sales Volume	\$ 2,124,028,682	\$ 2,278,868,978	\$ 2,267,656,569	\$ 2,910,262,737	\$ 2,265,336,514	-6.79%	-6.33%	-27.02%	-6.24%
Days in MLS - Average	51	44	47	14	20	15.91%	8.51%	264.29%	155.00%
Days in MLS - Median	27	21	23	4	4	28.57%	17.39%	575.00%	575.00%
Close-Price-to-List-Price Ratio	99.41%	99.61%	99.37%	104.84%	103.19%	-0.20%	0.04%	-5.18%	-3.66%
PSF Total	\$ 276	\$ 278	\$ 266	\$ 292	\$ 250	-0.72%	3.76%	-5.48%	10.40%
<b>Detached</b>									
New Listings	4,638	3,975	3,796	4,799	3,684	16.68%	22.18%	-3.35%	25.90%
Pending	3,702	3,624	3,748	4,388	3,582	2.15%	-1.23%	-15.63%	3.35%
Closed	3,039	3,284	3,300	4,099	3,276	-7.46%	-7.91%	-25.86%	-7.23%
Sales Volume	\$ 1,864,176,579	\$ 1,999,403,280	\$ 2,003,791,043	\$ 2,506,447,806	\$ 1,964,836,455	-6.76%	-6.97%	-25.62%	-5.12%
Days in MLS - Average	52	43	47	13	15	20.93%	10.64%	300.00%	246.67%
Days in MLS - Median	27	21	23	4	4	28.57%	17.39%	575.00%	575.00%
Close-Price-to-List-Price Ratio	99.47%	99.65%	99.39%	104.99%	103.53%	-0.18%	0.08%	-5.26%	-3.92%
PSF Total	\$ 267	\$ 268	\$ 254	\$ 279	\$ 230	-0.37%	5.12%	-4.30%	16.09%
<b>Attached</b>									
New Listings	1,053	886	696	767	566	18.85%	51.29%	37.29%	86.04%
Pending	537	602	518	713	583	-10.80%	3.67%	-24.68%	-7.89%
Closed	444	479	443	688	501	-7.31%	0.23%	-35.47%	-11.38%
Sales Volume	\$ 259,852,103	\$ 279,465,698	\$ 263,865,526	\$ 403,814,931	\$ 300,500,059	-7.02%	-1.52%	-35.65%	-13.53%
Days in MLS - Average	47	53	44	20	49	-11.32%	6.82%	135.00%	-4.08%
Days in MLS - Median	27	22	21	4	9	22.73%	28.57%	575.00%	200.00%
Close-Price-to-List-Price Ratio	98.99%	99.28%	99.26%	103.92%	100.91%	-0.29%	-0.27%	-4.74%	-1.90%
PSF Total	\$ 335	\$ 348	\$ 355	\$ 372	\$ 379	-3.74%	-5.63%	-9.95%	-11.61%

## Spotlight on Mortgages



**Nicole Rueth**

Member of the DMAR  
 Market Trends Committee  
 and Local Mortgage Expert

The real estate industry is undergoing yet another seismic shift. Rocket Companies just made two monumental moves: acquiring Redfin for \$1.75 billion and Mr. Cooper for \$9.4 billion. This isn't just business as usual, and it's not consolidation under financial duress; it's a sharp, calculated move that redefines the entire homebuying journey.

By integrating Redfin's real estate platform, boasting nearly 50 million monthly visitors and a vast property database, with Rocket's mortgage prowess as the third largest lender, they're creating a seamless, tech-driven experience from home search to closing. Add Mr. Cooper's massive loan servicing portfolio into the mix, and Rocket now reaches 7 million additional clients and one in every six mortgages in America. *One in every six mortgages in America.*

Author Andy Andrews said, "play the game at a level your competition doesn't even know there's a game going on." While many were watching CoStar spend a billion a year in ad spend to upend Zillow, Rocket was quietly consolidating distribution, infrastructure and recurring revenue by buying the entire residential real estate stack.

Rocket isn't just streamlining processes and reducing their recapture rate, they are also solving for a gap in the market, one that will get wider with a return to a seller's market. With the recent decoupling of commissions and advancements in AI, they're positioning themselves to deliver personalized, efficient services directly to consumers, potentially sidelining both traditional agents and lenders. And while this is the largest, it is only one example of the mergers and acquisitions occurring today.

So, where does that leave us, the real estate professionals? It's a wake-up call. We can't compete with tech giants on their turf. Instead, we must double down on what technology can't replicate: genuine human connection, local market expertise and personalized service.

Call to Action:

- **Embrace Technology:** Utilize AI and data analytics to enhance, not replace, your client interactions. Stay informed about the tools these companies are deploying and find ways to integrate complementary technologies into your practice.
- **Highlight Your Unique Value:** Emphasize the irreplaceable benefits of working with a seasoned professional—nuanced understanding of local markets, negotiation skills and the ability to navigate complex transactions.
- **Build Strong Relationships:** Focus on creating lasting relationships with clients. Personal referrals and repeat business stem from trust and satisfaction that no algorithm can generate.

By leveraging human strengths and embracing strategic innovation, we can thrive in this new era.

## Spotlight on the Denver Metro Rental Market

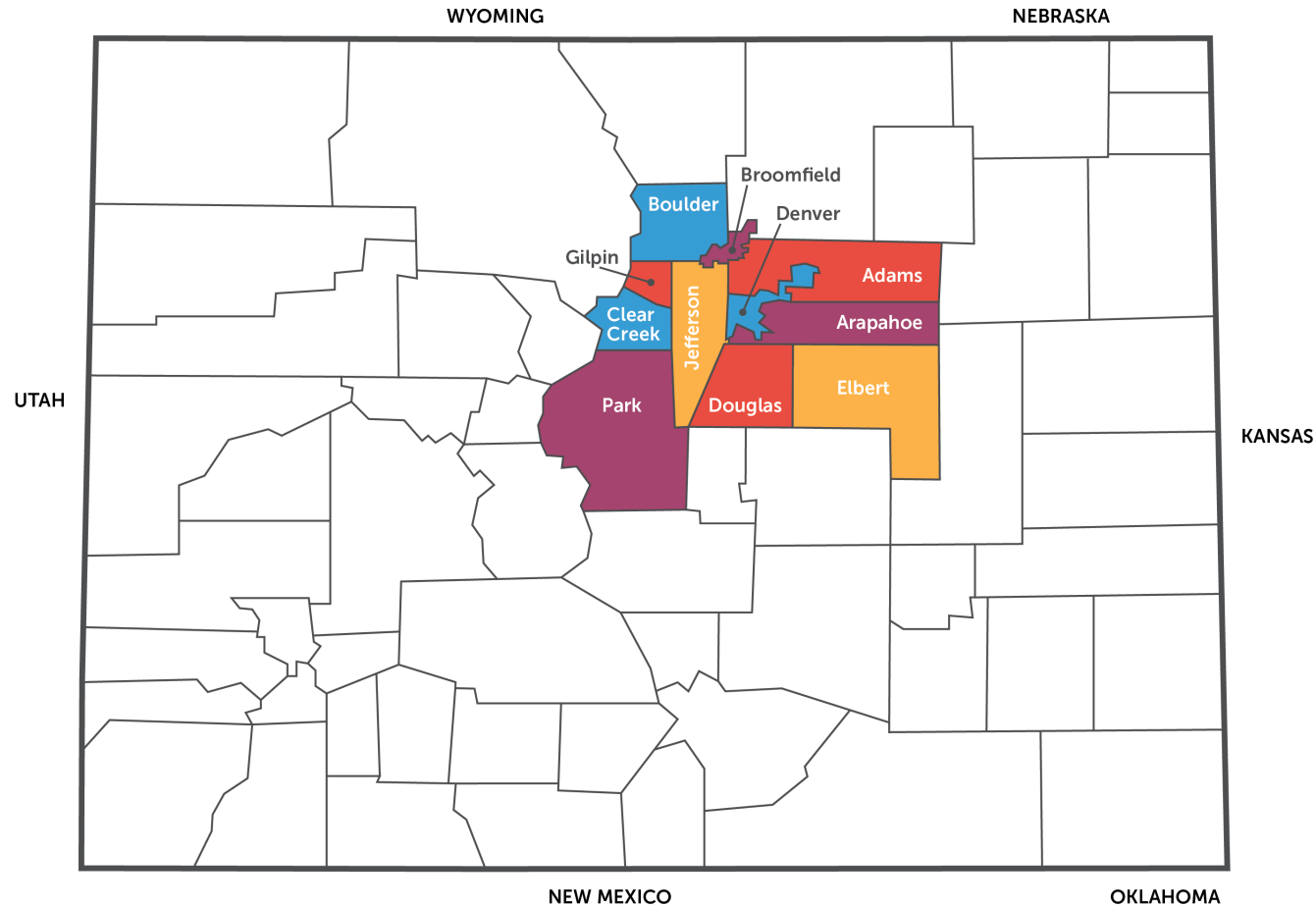
- March showed signs that the rental market is starting to come alive, with increases in available listings for both single- and multi-family rentals.
- Single-family rental median rents were up slightly in March compared to February, increasing two percent to \$2,800 from \$2,750. Median days on market increased by a day versus the prior month, to 24 days in March. Available listings for single-family rentals increased by eight percent in March compared to the prior month.
- Multi-family median rents in March were \$1,495, up one percent from February. Median days on market held at 26 days. Listings available for rent increased by eight percent versus the prior month.

	Mar. 2025	Feb. 2025	Mar. 2024	Month-Over-Month	Year-Over-Year
<b>Single-family</b>					
Active Listings	1,066	988	827	7.89%	28.90%
Days on Market - Average	27	26	26	4.69%	3.94%
Rent - Median, 1 Bedroom	1,650	1,673	1,650	-1.35%	0.00%
Rent - Median, 2 Bedroom	2,245	2,245	2,223	0.00%	1.01%
Rent - Median, 3 Bedroom	2,895	2,795	2,893	3.58%	0.09%
<b>Multi-family</b>					
Active Listings	2,630	2,439	1,721	7.83%	52.82%
Days on Market - Average	30	28	29	6.42%	2.97%
Rent - Median, 1 Bedroom	1,386	1,345	1,400	3.05%	-1.00%
Rent - Median, 2 Bedroom	1,750	1,695	1,750	3.24%	0.00%
Rent - Median, 3 Bedroom	2,350	2,300	2,313	2.17%	1.62%

Data and Insights Provided by:  **Rental Beast**

# 11-COUNTY MAP

This report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the market transactions encompassing the 11 counties of the Denver Metro Area (Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park).





## Glossary

**Active Listings:** The number of properties available for sale at the end of a reported period. The availability of homes for sale has a big impact on supply and demand dynamics and home prices.

**Attached Home:** A structure that shares a common wall or walls with another unit. Examples include townhomes, condominiums, row houses, apartment buildings and high-rise residential towers.

**Average Close Price:** A sum of all home sales prices divided by the total number of sales. Not considered the most accurate gauge since data from the high-end can easily skew the results.

**Closed Listings:** A measure of home sales that sold and closed during the reported period.

**Detached Home (also called a single-family home):** A single-family home that sits on its own lot and does not share any walls with another home or building. Basically, this is another term for your traditional stand-alone house or single-family home.

**Median Close Price:** A measure of home values in a market area where 50 percent of activity was higher and 50 percent was lower than this price point. This method is preferred because it's more insulated from outlying activity occurring at either tail end of the market.

**Months of Inventory (MOI):** A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale currently, given current levels of home sales. A balanced market ranges from four to six months of supply. A buyer's market has a higher number and a seller's market has a lower number.

**New Listings:** The number of properties which became available

during the reported period.

**Pending:** The number of listings that were changed status from "active" to "pending" at the end of the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes to pending, out of pending, then back to pending all in one reported period, the listing would only be counted once. This is the most real-time measure possible for homebuyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.

**REcolorado:** Colorado's largest Multiple Listing Service (MLS) and the source data for the DMAR Market Trends Report.

**RentalBeast:** Rental Beast is the National Association of Realtors®' exclusive recommended software provider in the rental space. With a cutting-edge platform designed to empower real estate professionals, and the nation's most comprehensive database of more than 10 million rental properties, Rental Beast provides Realtors® with rental-centric tools simplifying every aspect of the rental process and is the source of rental data for the DMAR Market Trends Report.

**Residential:** Represents the overall housing market, which includes activity of detached single-family homes as well as attached homes.

The **A** to **Z** of Real Estate

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## About

### MARKET TRENDS COMMITTEE

The DMAR Market Trends Committee, part of the Denver Metro Association of Realtors®, The Voice of Real Estate® in the Denver Metro Area, provides timely, consistent and relevant monthly summaries of valuable local real estate market statistical data for both its members and the general public. Statistics from the “Denver Metro Real Estate Market Trends Report” provide data for the following counties: Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park.

DMAR’s Market Trends Committee Members:

- Andrew Abrams
- Colleen Covell
- Greg Cox
- Steve Danyliw
- Nick DiPasquale
- Keri Duffy
- Libby Levinson-Katz
- Heather O’Leary
- Christina Ray
- Nicole Rueth
- Michelle Schwinghammer
- Amanda Snitker
- Susan Thayer

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**Media Contact:** 817-395-3491 | [lindsey@decibelblue.com](mailto:lindsey@decibelblue.com) | Lindsey Hall, Decibel Blue Creative Marketing & PR on behalf of the Denver Metro Association of Realtors®.

To stay up to date with relevant real estate news and statistics, please visit [dmarealtors.com](http://dmarealtors.com), and join the conversation using the **#DMARstats** on social media.

**Data Source:** REcolorado, the state’s largest network of real estate professionals, serves as the primary source of MLS data for the Market Trends Committee. REcolorado.com provides the most accurate and up-to-date property information for Realtors®, real estate professionals and consumers. Rental data is provided by RentalBeast, the nation’s most comprehensive database of more than 10 million rental properties.

### DISCLAIMER

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### DENVER METRO ASSOCIATION OF REALTORS®

The Denver Metro Association of Realtors®, The Voice of Real Estate® in the Denver Metro Area, is a membership-based organization comprised of over 8,000 real estate professionals in the Denver Metropolitan area. The Association offers continuing education, advocacy for the real estate community and is a resource for industry news and market statistics. For more information, visit [dmarealtors.com](http://dmarealtors.com) or call 303-756-0553.


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