

MARCH 2025

MONTHLY INDICATORS



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A Coldwell Banker Mountain Properties Company

March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings increased 7.5 percent for Single Family and 29.2 percent for Townhouse/Condo/Duplex. Pending Sales decreased 14.2 percent for Single Family but increased 10.0 percent for Townhouse/Condo/Duplex. Inventory increased 12.4 percent for Single Family and 61.4 percent for Townhouse/Condo/Duplex.

Median Sales Price increased 57.0 percent to \$892,500 for Single Family and 36.0 percent to \$1,605,000 for Townhouse/Condo/Duplex. Days on Market decreased 13.3 percent for Single Family but increased 22.4 percent for Townhouse/Condo/Duplex. Months Supply of Inventory increased 18.4 percent for Single Family and 42.2 percent for Townhouse/Condo/Duplex.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Quick Facts

- 2.8%

Change in
Closed Sales
All Properties

+ 62.9%

Change in
Median Sales Price
All Properties

+ 28.2%

Change in
Homes for Sale
All Properties

This research tool is provided by Aspen Glenwood MLS. This report covers residential real estate activity in the Aspen Glenwood MLS service area. Percent changes are calculated using rounded figures.

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SINGLE-FAMILY MARKET OVERVIEW



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Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.

Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		120	129	+ 7.5%	305	343	+ 12.5%
Pending Sales		113	97	- 14.2%	267	241	- 9.7%
Closed Sales		80	66	- 17.5%	196	193	- 1.5%
Days on Market Until Sale		128	111	- 13.3%	127	122	- 3.9%
Median Sales Price		\$568,500	\$892,500	+ 57.0%	\$570,000	\$855,000	+ 50.0%
Average Sales Price		\$2,112,274	\$3,387,400	+ 60.4%	\$2,400,278	\$3,046,078	+ 26.9%
Percent of List Price Received		96.3%	97.1%	+ 0.8%	96.0%	96.5%	+ 0.5%
Housing Affordability Index		72	46	- 36.1%	72	48	- 33.3%
Inventory of Homes for Sale		370	416	+ 12.4%	—	—	—
Months Supply of Inventory		3.8	4.5	+ 18.4%	—	—	—



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TOWNHOUSE/CONDO MARKET OVERVIEW



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Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo/Duplex properties only.

Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		48	62	+ 29.2%	155	199	+ 28.4%
Pending Sales		40	44	+ 10.0%	132	183	+ 38.6%
Closed Sales		29	40	+ 37.9%	113	108	- 4.4%
Days on Market Until Sale		134	164	+ 22.4%	118	133	+ 12.7%
Median Sales Price		\$1,180,000	\$1,605,000	+ 36.0%	\$1,226,000	\$1,227,500	+ 0.1%
Average Sales Price		\$2,231,029	\$3,241,788	+ 45.3%	\$1,894,139	\$2,848,694	+ 50.4%
Percent of List Price Received		95.5%	95.0%	- 0.5%	96.8%	95.9%	- 0.9%
Housing Affordability Index		35	26	- 25.7%	33	34	+ 3.0%
Inventory of Homes for Sale		176	284	+ 61.4%	—	—	—
Months Supply of Inventory		4.5	6.4	+ 42.2%	—	—	—



MARCH 2025

NEW LISTINGS

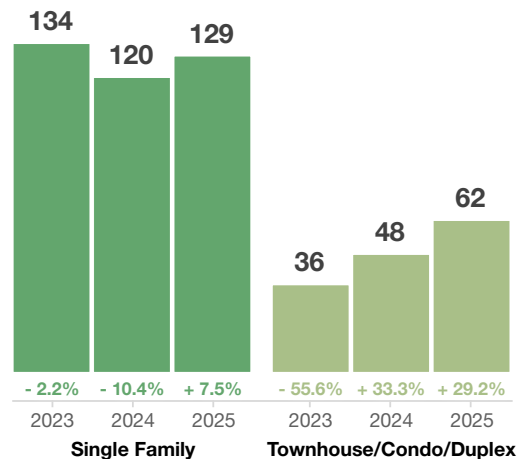


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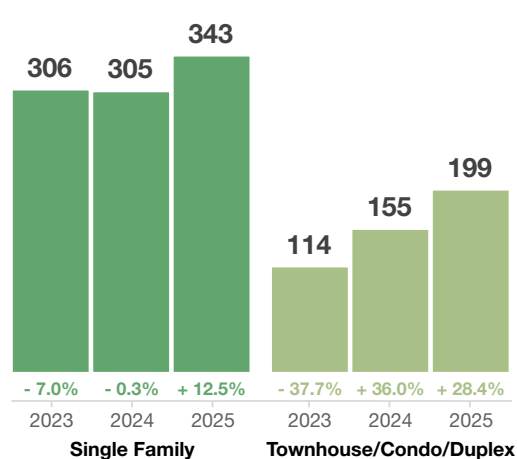
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A count of the properties that have been newly listed on the market in a given month.

March

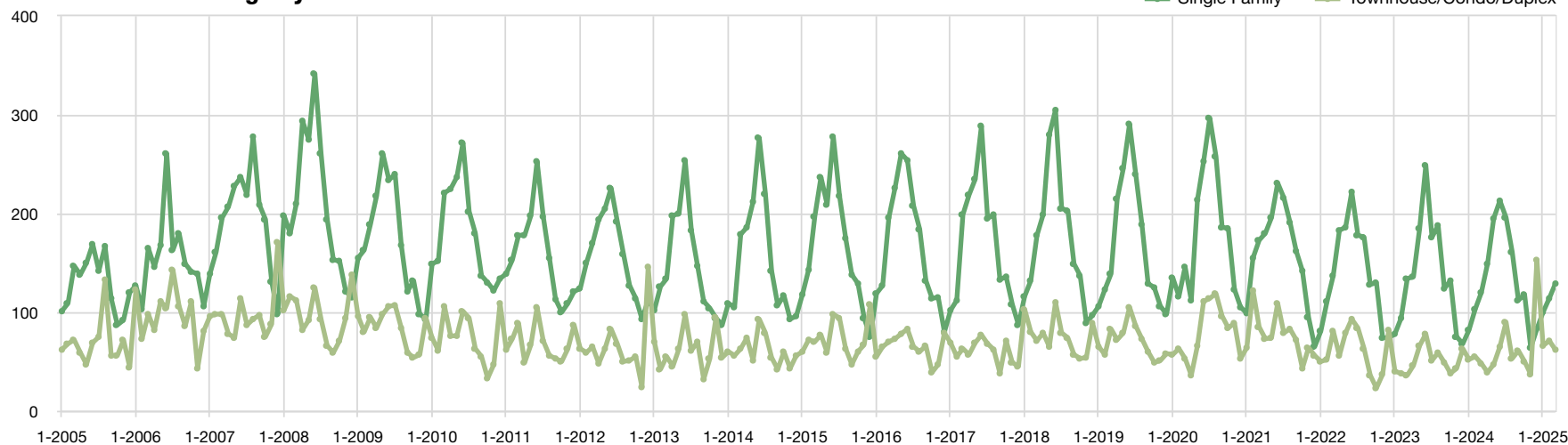


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo / Duplex	Year-Over-Year Change
4-2024	149	+ 9.6%	39	- 15.2%
5-2024	195	+ 5.4%	47	- 28.8%
6-2024	213	- 14.5%	65	- 16.7%
7-2024	196	+ 11.4%	90	+ 76.5%
8-2024	161	- 14.4%	53	- 10.2%
9-2024	112	- 9.7%	61	+ 24.5%
10-2024	118	- 10.6%	50	+ 31.6%
11-2024	64	- 14.7%	37	- 14.0%
12-2024	83	+ 22.1%	153	+ 142.9%
1-2025	100	+ 22.0%	66	+ 26.9%
2-2025	114	+ 10.7%	71	+ 29.1%
3-2025	129	+ 7.5%	62	+ 29.2%
12-Month Avg	136	- 0.7%	66	+ 22.2%

Historical New Listings by Month



MARCH 2025

PENDING SALES

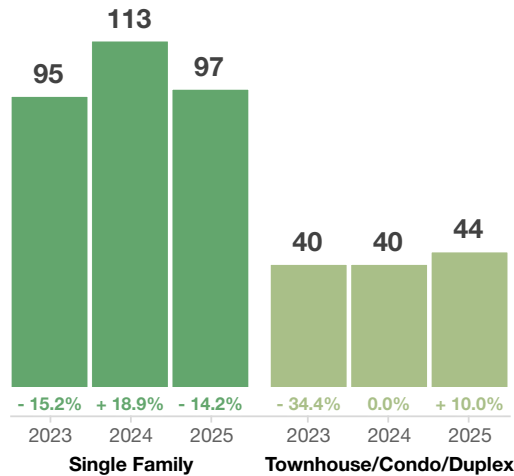


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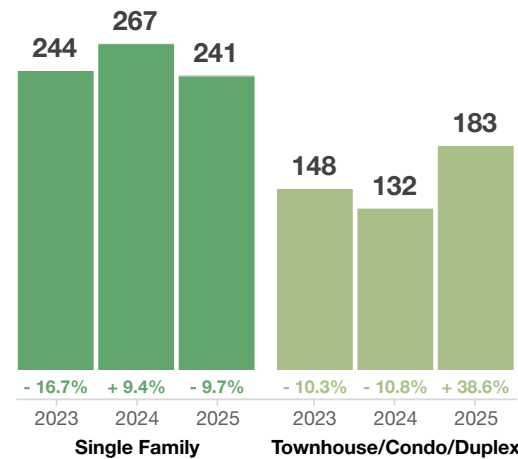
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A count of the properties on which offers have been accepted in a given month.

March

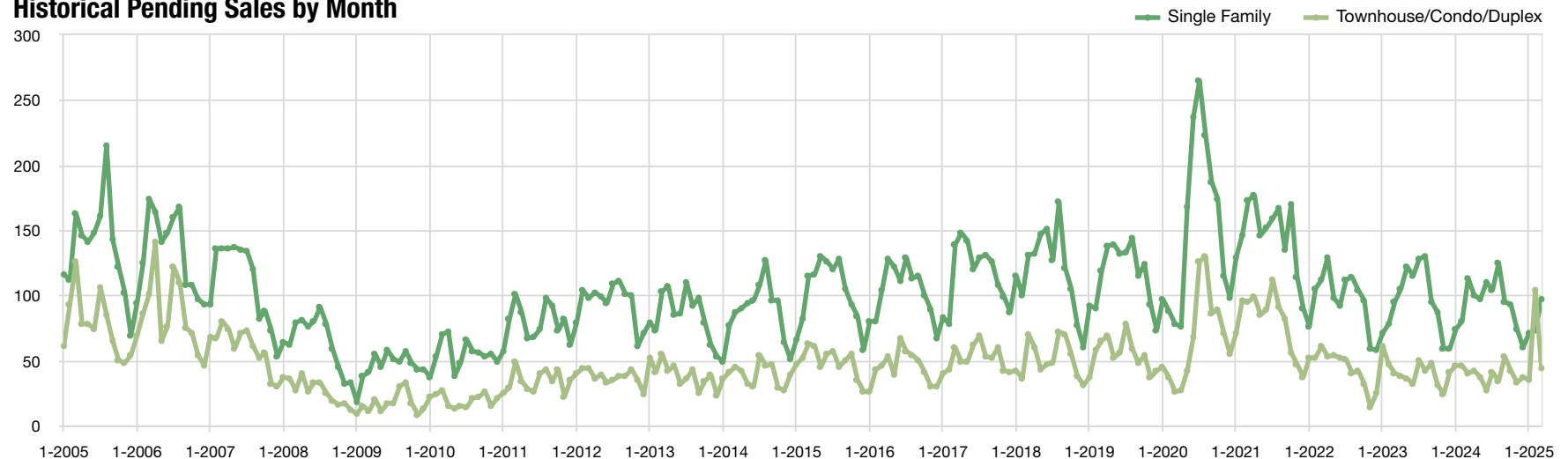


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo / Duplex	Year-Over-Year Change
4-2024	100	- 4.8%	42	+ 10.5%
5-2024	97	- 20.5%	37	+ 2.8%
6-2024	110	- 4.3%	27	- 15.6%
7-2024	104	- 18.8%	41	- 18.0%
8-2024	125	- 3.8%	34	- 19.0%
9-2024	95	0.0%	53	+ 10.4%
10-2024	93	+ 6.9%	42	+ 35.5%
11-2024	74	+ 25.4%	33	+ 37.5%
12-2024	60	+ 1.7%	37	- 9.8%
1-2025	71	- 4.1%	35	- 23.9%
2-2025	73	- 8.8%	104	+ 126.1%
3-2025	97	- 14.2%	44	+ 10.0%
12-Month Avg	92	- 5.2%	44	+ 10.0%

Historical Pending Sales by Month



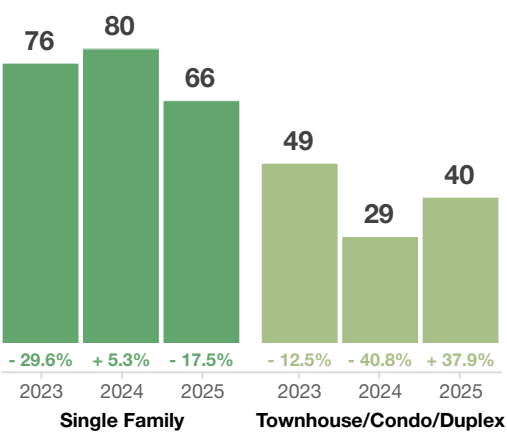
Current as of April 3, 2025. All data from Aspen Glenwood Multiple Listing Service. Report © 2025 ShowingTime Plus, LLC. | 5

CLOSED SALES

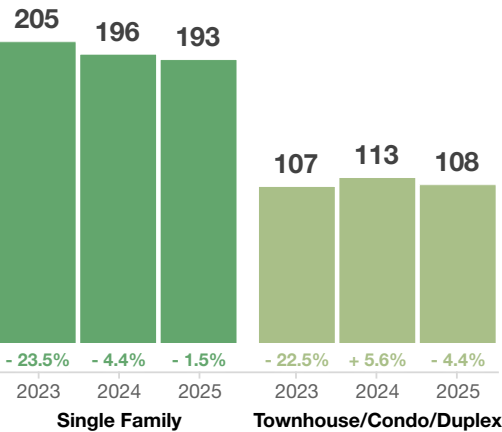


A count of the actual sales in a given month.

March

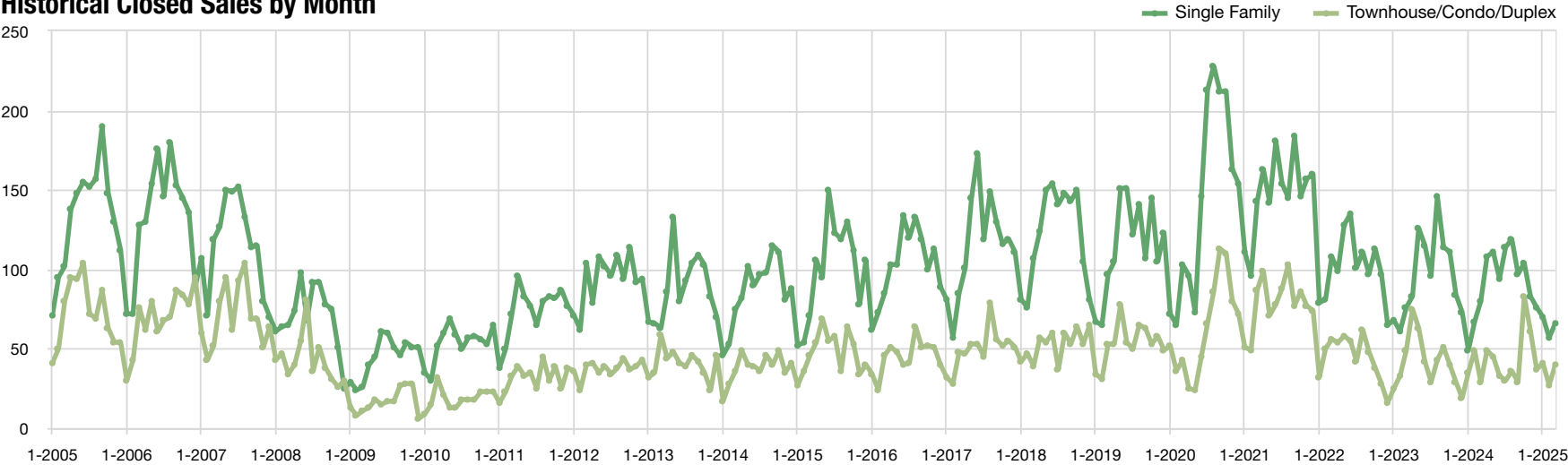


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo / Duplex	Year-Over-Year Change
4-2024	108	+ 30.1%	49	- 34.7%
5-2024	111	- 11.9%	45	- 28.6%
6-2024	94	- 18.3%	33	- 21.4%
7-2024	114	+ 18.8%	30	+ 3.4%
8-2024	119	- 18.5%	36	- 16.3%
9-2024	97	- 14.9%	29	- 43.1%
10-2024	104	- 6.3%	83	+ 107.5%
11-2024	83	- 1.2%	61	+ 110.3%
12-2024	76	+ 4.1%	37	+ 94.7%
1-2025	70	+ 42.9%	41	+ 17.1%
2-2025	57	- 14.9%	27	- 44.9%
3-2025	66	- 17.5%	40	+ 37.9%
12-Month Avg	92	- 3.2%	43	+ 2.4%

Historical Closed Sales by Month

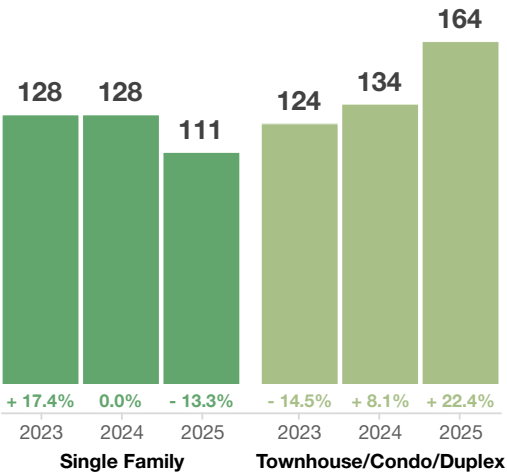


DAYS ON MARKET UNTIL SALE

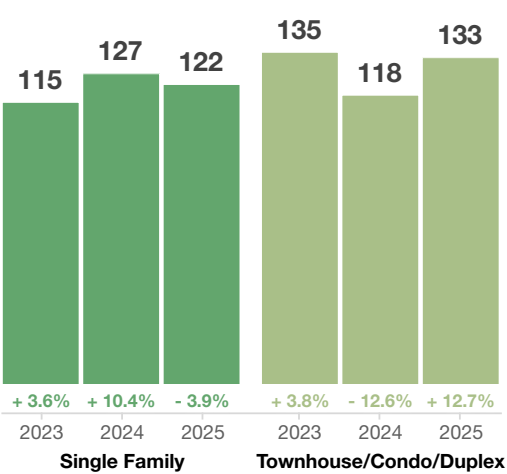


Average number of days between when a property is listed and when an offer is accepted in a given month.

March



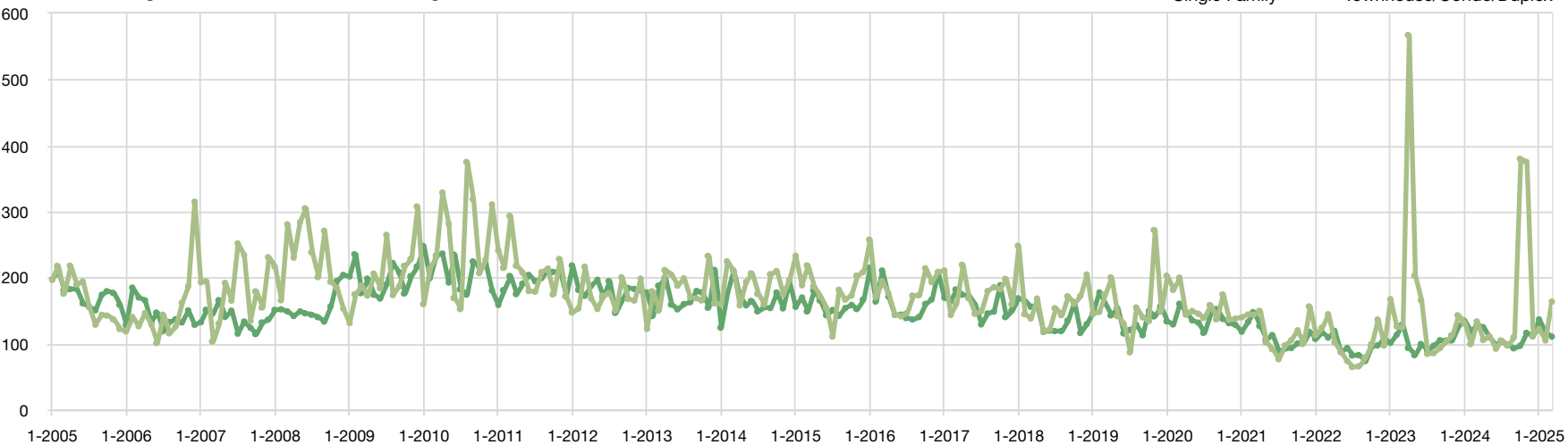
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo / Duplex	Year-Over-Year Change
4-2024	125	+ 34.4%	105	- 81.5%
5-2024	110	+ 34.1%	111	- 45.3%
6-2024	98	- 1.0%	92	- 44.6%
7-2024	103	+ 14.4%	105	+ 25.0%
8-2024	98	+ 1.0%	97	+ 12.8%
9-2024	93	- 11.4%	110	+ 18.3%
10-2024	97	- 7.6%	380	+ 268.9%
11-2024	116	+ 10.5%	375	+ 234.8%
12-2024	111	- 11.9%	112	- 21.7%
1-2025	137	+ 1.5%	122	- 6.9%
2-2025	117	- 0.8%	105	+ 6.1%
3-2025	111	- 13.3%	164	+ 22.4%
12-Month Avg*	108	+ 4.3%	188	- 2.1%

* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



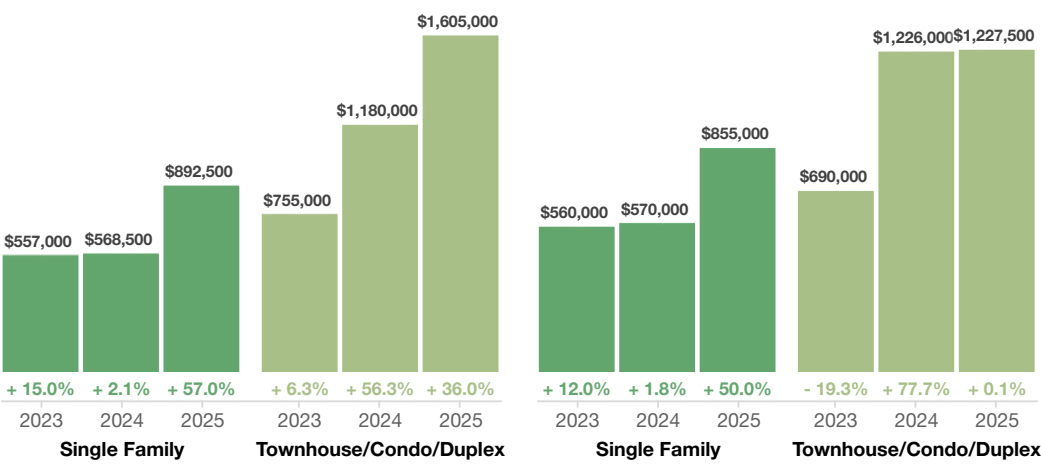
MEDIAN SALES PRICE



Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

March

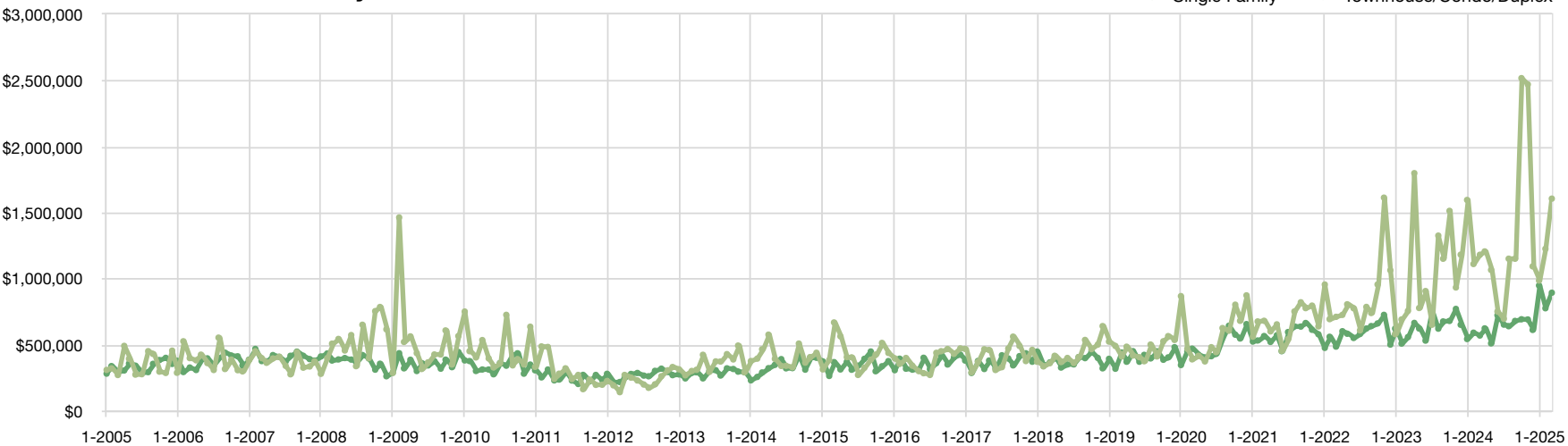
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo / Duplex	Year-Over-Year Change
4-2024	\$622,500	- 6.3%	\$1,205,200	- 33.0%
5-2024	\$509,000	- 18.1%	\$1,065,000	+ 37.1%
6-2024	\$722,500	+ 36.3%	\$750,000	- 17.1%
7-2024	\$651,000	- 14.3%	\$695,000	+ 6.9%
8-2024	\$639,000	+ 3.0%	\$1,150,000	- 13.2%
9-2024	\$679,000	+ 0.6%	\$1,150,000	0.0%
10-2024	\$691,500	+ 1.8%	\$2,517,500	+ 66.4%
11-2024	\$690,000	- 10.4%	\$2,470,000	+ 164.9%
12-2024	\$611,000	- 6.0%	\$1,092,500	- 7.5%
1-2025	\$947,500	+ 74.8%	\$985,000	- 38.2%
2-2025	\$775,000	+ 31.4%	\$1,225,000	+ 10.4%
3-2025	\$892,500	+ 57.0%	\$1,605,000	+ 36.0%
12-Month Avg*	\$677,000	+ 5.6%	\$1,225,000	+ 2.1%

* Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month



MARCH 2025

AVERAGE SALES PRICE

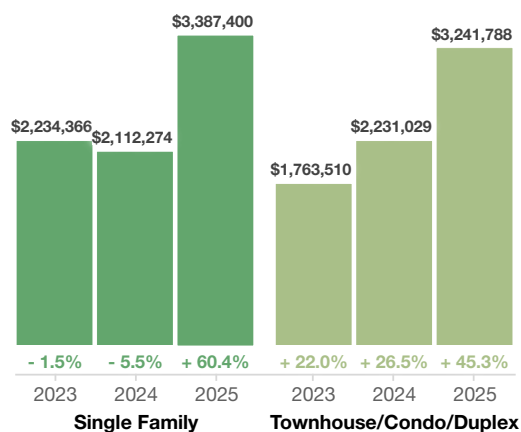


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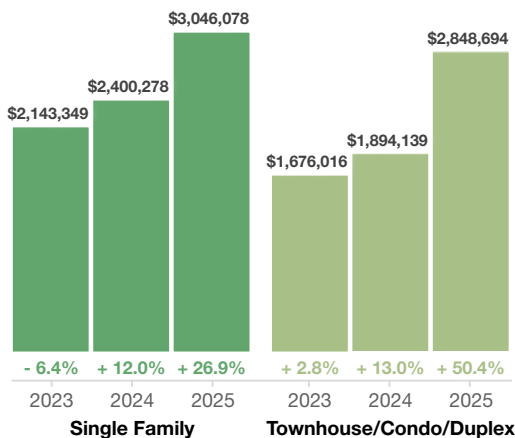
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Average sales price for all closed sales, not accounting for seller concessions, in a given month.

March



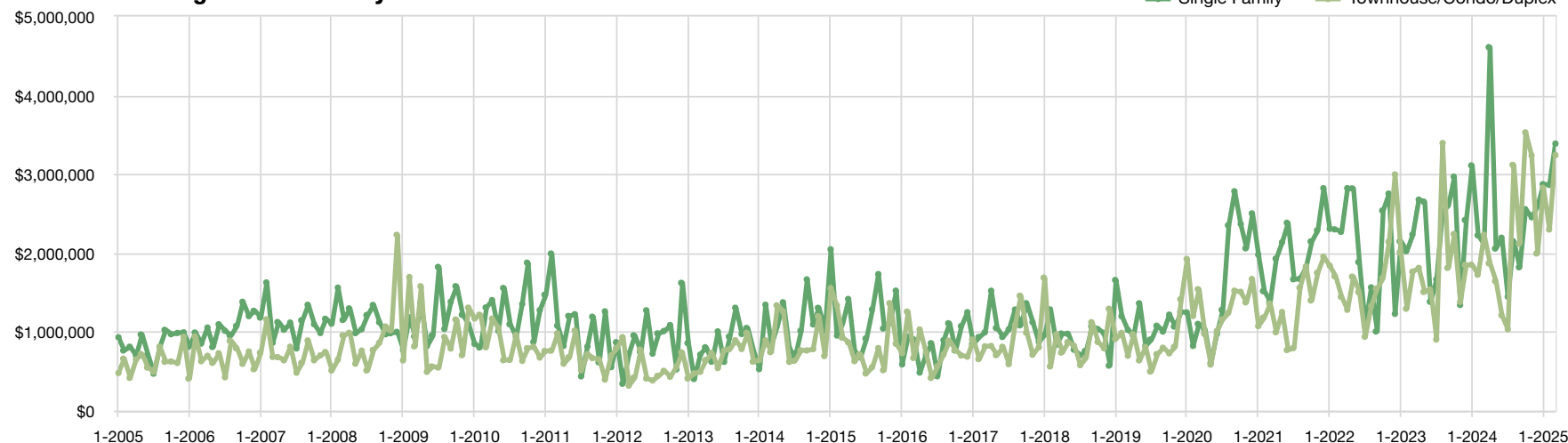
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo / Duplex	Year-Over-Year Change
4-2024	\$4,609,924	+ 72.2%	\$1,869,589	+ 3.3%
5-2024	\$2,056,842	- 22.4%	\$1,644,217	+ 9.1%
6-2024	\$2,193,791	+ 58.7%	\$1,210,485	- 21.2%
7-2024	\$1,445,668	- 13.2%	\$1,033,348	+ 14.4%
8-2024	\$2,152,340	- 14.8%	\$3,117,842	- 8.1%
9-2024	\$1,819,592	- 30.0%	\$2,117,190	+ 16.9%
10-2024	\$2,555,485	- 13.9%	\$3,529,507	+ 57.5%
11-2024	\$2,453,773	+ 82.9%	\$3,234,514	+ 134.3%
12-2024	\$2,588,082	+ 7.0%	\$1,994,551	+ 7.9%
1-2025	\$2,872,343	- 7.7%	\$2,827,585	+ 52.7%
2-2025	\$2,864,223	+ 28.7%	\$2,298,389	+ 33.2%
3-2025	\$3,387,400	+ 60.4%	\$3,241,788	+ 45.3%
12-Month Avg*	\$2,533,058	+ 10.2%	\$2,508,608	+ 34.7%

* Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

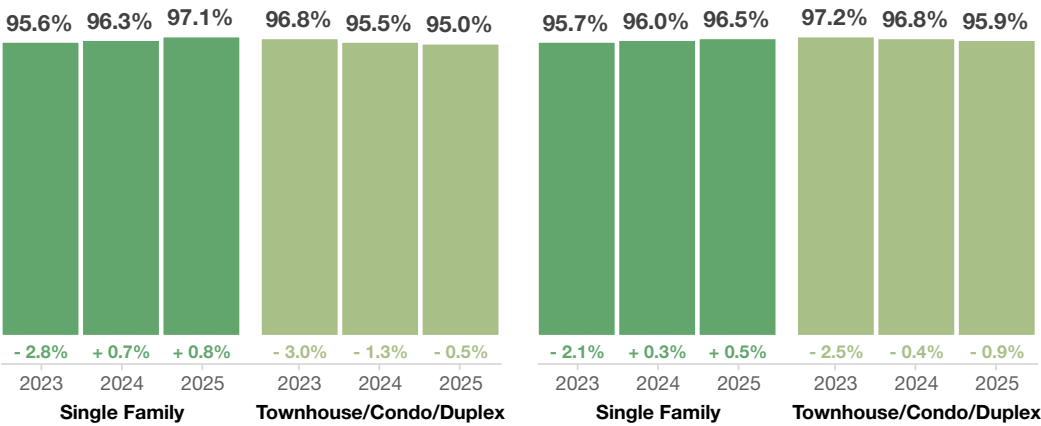


PERCENT OF LIST PRICE RECEIVED

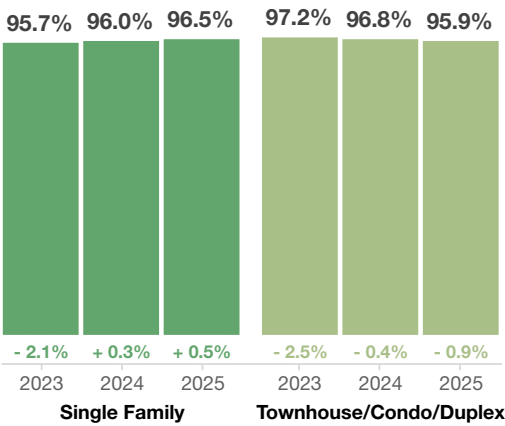


Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March



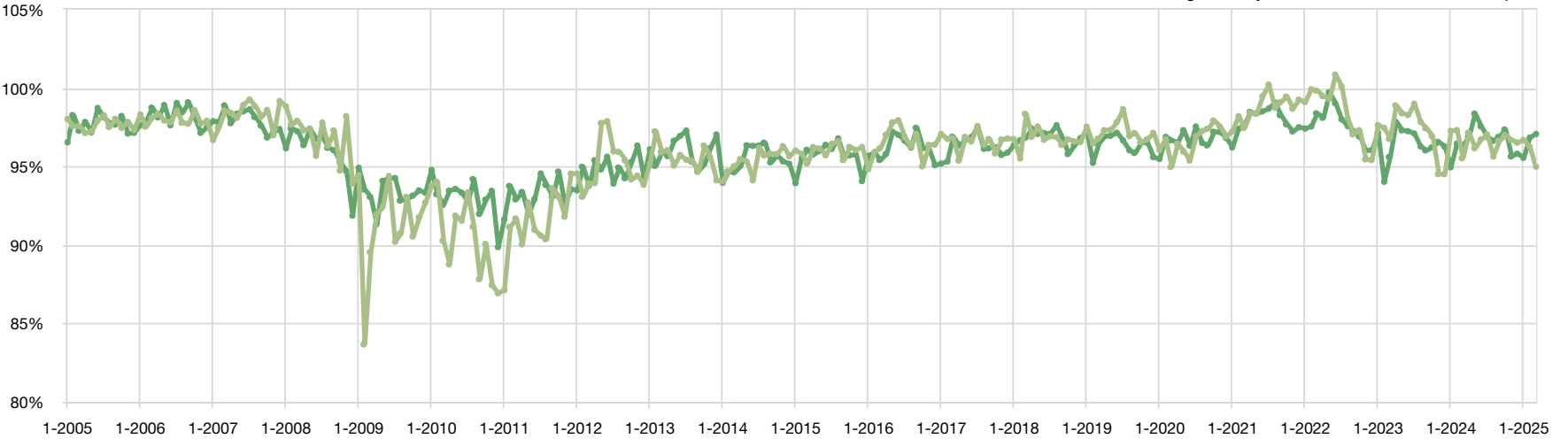
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo / Duplex	Year-Over-Year Change
4-2024	96.9%	- 1.0%	97.1%	- 1.8%
5-2024	98.4%	+ 1.1%	96.2%	- 2.2%
6-2024	97.6%	+ 0.3%	96.7%	- 1.6%
7-2024	96.9%	- 0.2%	97.0%	- 2.0%
8-2024	96.6%	+ 0.3%	95.6%	- 2.2%
9-2024	96.9%	+ 0.9%	96.6%	- 0.8%
10-2024	97.4%	+ 1.2%	97.0%	+ 0.1%
11-2024	95.6%	- 1.0%	96.7%	+ 2.3%
12-2024	95.8%	- 0.5%	96.5%	+ 2.1%
1-2025	95.6%	+ 0.6%	96.7%	- 0.6%
2-2025	96.8%	+ 0.3%	96.2%	- 1.1%
3-2025	97.1%	+ 0.8%	95.0%	- 0.5%
12-Month Avg*	96.9%	+ 0.3%	96.5%	- 1.0%

* Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

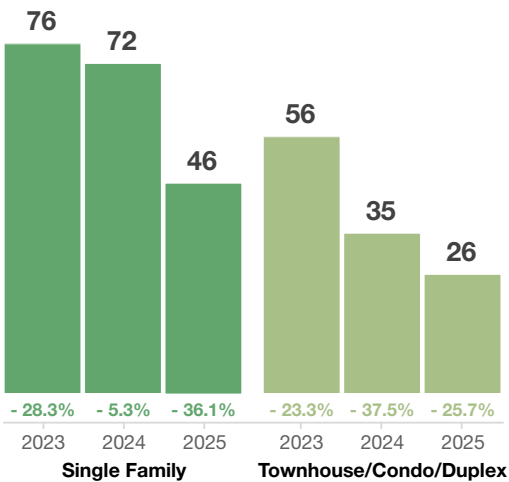


HOUSING AFFORDABILITY INDEX

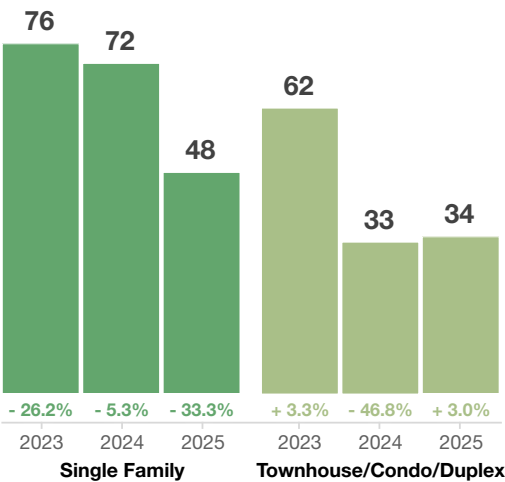


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March

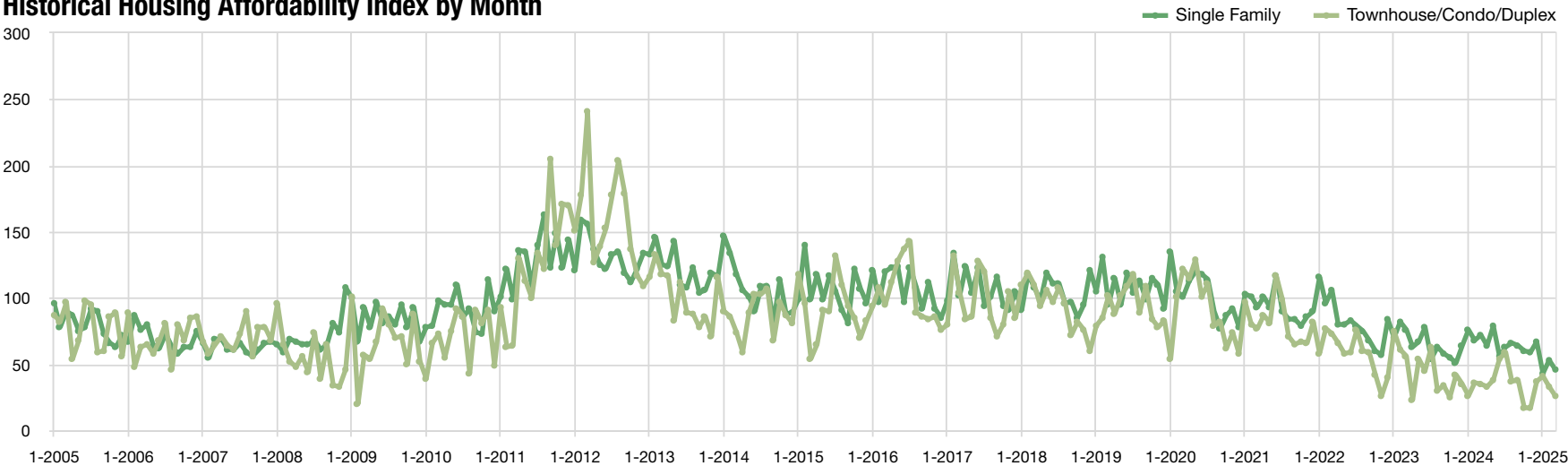


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo / Duplex	Year-Over-Year Change
4-2024	64	+ 1.6%	33	+ 43.5%
5-2024	79	+ 17.9%	38	- 29.6%
6-2024	56	- 28.2%	54	+ 20.0%
7-2024	63	+ 16.7%	59	- 6.3%
8-2024	66	+ 4.8%	37	+ 23.3%
9-2024	64	+ 10.3%	38	+ 11.8%
10-2024	60	+ 9.1%	17	- 32.0%
11-2024	59	+ 15.7%	17	- 59.5%
12-2024	67	+ 4.7%	37	+ 5.7%
1-2025	43	- 43.4%	41	+ 57.7%
2-2025	53	- 22.1%	33	- 8.3%
3-2025	46	- 36.1%	26	- 25.7%
12-Month Avg	60	- 6.3%	36	- 2.7%

Historical Housing Affordability Index by Month

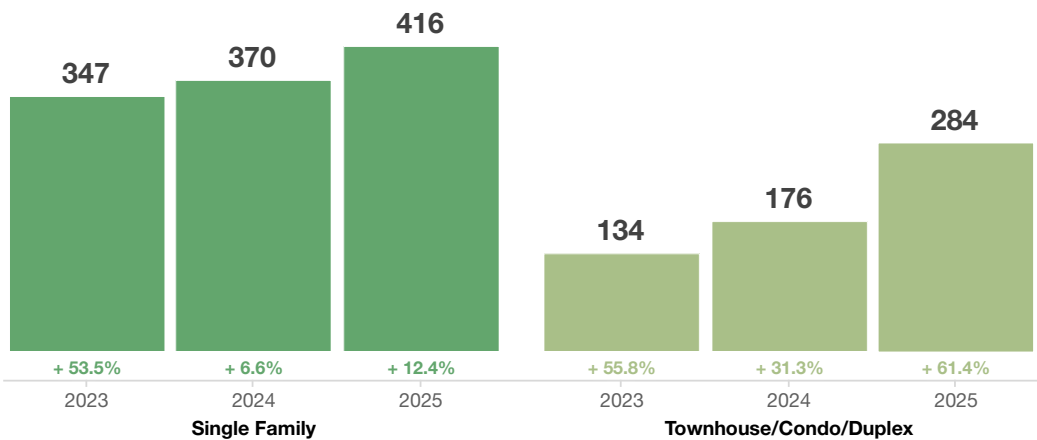


INVENTORY OF HOMES FOR SALE



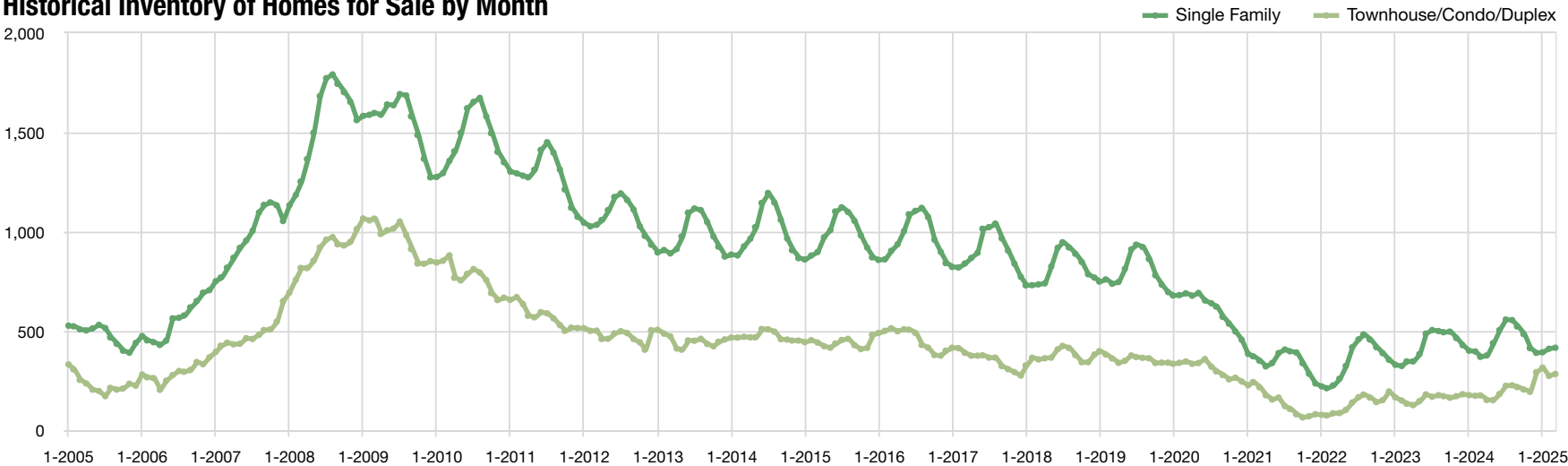
The number of properties available for sale in active status at the end of a given month.

March



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo / Duplex	Year-Over-Year Change
4-2024	377	+ 8.6%	153	+ 20.5%
5-2024	439	+ 14.3%	152	+ 3.4%
6-2024	505	+ 3.7%	183	+ 1.1%
7-2024	558	+ 10.5%	224	+ 32.5%
8-2024	555	+ 11.0%	227	+ 28.2%
9-2024	523	+ 5.9%	218	+ 26.7%
10-2024	485	- 2.4%	206	+ 25.6%
11-2024	414	- 11.0%	194	+ 12.8%
12-2024	390	- 9.1%	293	+ 61.0%
1-2025	393	- 2.0%	316	+ 78.5%
2-2025	411	+ 3.5%	274	+ 57.5%
3-2025	416	+ 12.4%	284	+ 61.4%
12-Month Avg	456	+ 3.6%	227	+ 35.1%

Historical Inventory of Homes for Sale by Month

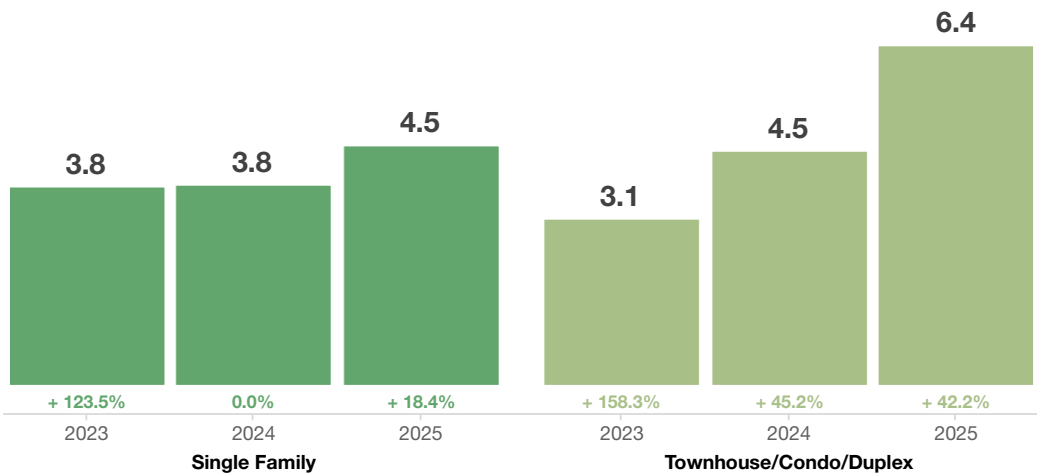


MONTHS SUPPLY OF INVENTORY



The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

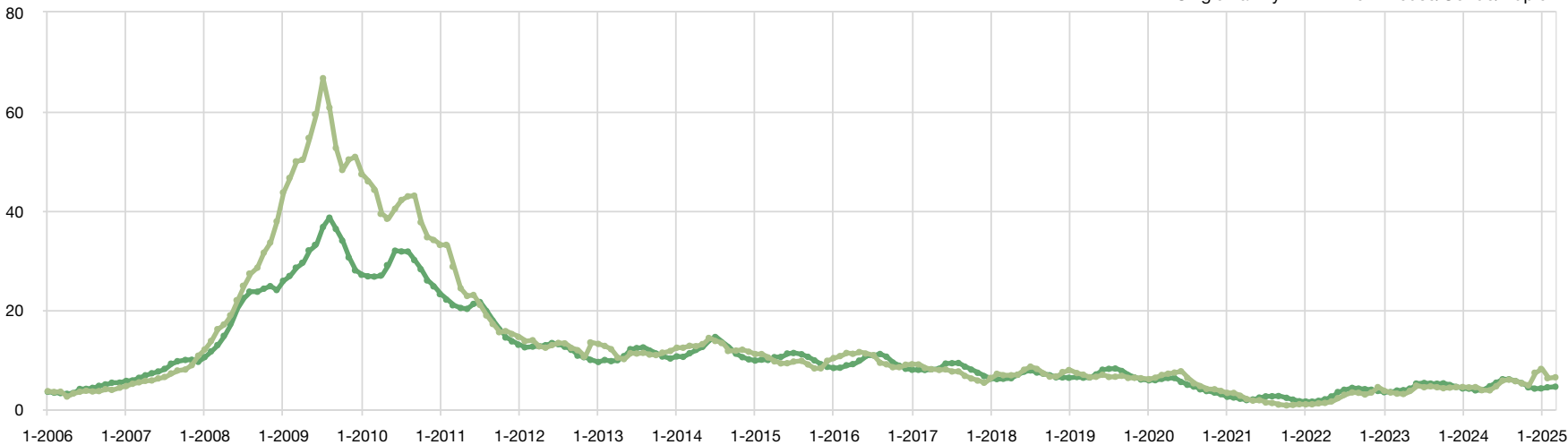
March



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo / Duplex	Year-Over-Year Change
4-2024	3.9	+ 2.6%	3.8	+ 22.6%
5-2024	4.6	+ 9.5%	3.8	+ 2.7%
6-2024	5.4	+ 3.8%	4.6	- 2.1%
7-2024	6.0	+ 13.2%	5.8	+ 31.8%
8-2024	6.0	+ 15.4%	6.0	+ 30.4%
9-2024	5.7	+ 11.8%	5.7	+ 29.5%
10-2024	5.2	0.0%	5.2	+ 23.8%
11-2024	4.4	- 10.2%	4.8	+ 9.1%
12-2024	4.2	- 6.7%	7.4	+ 64.4%
1-2025	4.2	0.0%	8.1	+ 80.0%
2-2025	4.4	+ 7.3%	6.3	+ 43.2%
3-2025	4.5	+ 18.4%	6.4	+ 42.2%
12-Month Avg*	4.9	+ 5.6%	5.7	+ 32.2%

* Months Supply for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



MARCH 2025

ALL PROPERTIES OVERVIEW



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A Coldwell Banker Mountain Properties Company

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Includes all Single Family, Condo, Townhome and Duplex listings in the MLS.

Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		168	191	+ 13.7%	460	542	+ 17.8%
Pending Sales		153	141	- 7.8%	399	424	+ 6.3%
Closed Sales		109	106	- 2.8%	309	301	- 2.6%
Days on Market Until Sale		130	131	+ 0.8%	123	126	+ 2.4%
Median Sales Price		\$660,000	\$1,075,000	+ 62.9%	\$750,000	\$970,000	+ 29.3%
Average Sales Price		\$2,143,869	\$3,332,452	+ 55.4%	\$2,215,185	\$2,975,256	+ 34.3%
Percent of List Price Received		96.1%	96.3%	+ 0.2%	96.3%	96.3%	0.0%
Housing Affordability Index		62	38	- 38.7%	54	43	- 20.4%
Inventory of Homes for Sale		546	700	+ 28.2%	—	—	—
Months Supply of Inventory		4.0	5.2	+ 30.0%	—	—	—