



DENVER METRO
ASSOCIATION OF REALTORS®

MARKET TRENDS REPORT

APRIL 2025

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



Median Close Price

\$607,000

↑ 1.51%



Closed Homes
3,883 SALES
↑ 4.63%



Sales Volume
\$2.81 BILLION
↑ 8.36%



Months of Inventory
3.08 MONTHS
↑ 10.79%



Median Days in MLS
13 DAYS
↓ 23.53%

Active Listings

11,964 ↑ 22.53%

New Listings

7,062 ↑ 10.78%

Pending Sales

4,349 ↓ 2.27%

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

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TEAM

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Market Overview

	Apr. 2025	Mar. 2025	Apr. 2024	Month-Over- Month	Year-Over- Year
Residential (Detached + Attached)					
Active Listings at Month's End	11,964	9,764	6,990	22.53%	71.16%
New Listings	7,062	6,375	5,978	10.78%	18.13%
Pending	4,349	4,450	4,118	-2.27%	5.61%
Closed	3,883	3,711	3,999	4.63%	-2.90%
Close Price - Average	\$ 722,790	\$ 697,944	\$ 727,900	3.56%	-0.70%
Close Price - Median	\$ 607,000	\$ 598,000	\$ 602,000	1.51%	0.83%
Sales Volume	\$ 2,806,593,636	\$ 2,590,069,865	\$ 2,910,872,023	8.36%	-3.58%
Days in MLS - Average	37	47	30	-21.28%	23.33%
Days in MLS - Median	13	17	8	-23.53%	62.50%
Close-Price-to-List-Price Ratio	99.33%	99.27%	99.72%	0.06%	-0.39%
Detached					
Active Listings at Month's End	7,844	6,197	4,719	26.58%	66.22%
New Listings	5,240	4,504	4,366	16.34%	20.02%
Pending	3,347	3,423	3,120	-2.22%	7.28%
Closed	3,002	2,833	2,986	5.97%	0.54%
Close Price - Average	\$ 804,115	\$ 779,036	\$ 816,225	3.22%	-1.48%
Close Price - Median	\$ 665,000	\$ 660,000	\$ 660,500	0.76%	0.68%
Sales Volume	\$ 2,413,953,967	\$ 2,207,009,437	\$ 2,437,247,739	9.38%	-0.96%
Days in MLS - Average	34	46	30	-26.09%	13.33%
Days in MLS - Median	10	16	7	-37.50%	42.86%
Close-Price-to-List-Price Ratio	99.44%	99.44%	99.86%	0.00%	-0.42%
Attached					
Active Listings at Month's End	4,120	3,567	2,271	15.50%	81.42%
New Listings	1,822	1,871	1,612	-2.62%	13.03%
Pending	1,002	1,027	998	-2.43%	0.40%
Closed	881	878	1,013	0.34%	-13.03%
Close Price - Average	\$ 445,675	\$ 436,288	\$ 467,546	2.15%	-4.68%
Close Price - Median	\$ 389,900	\$ 387,750	\$ 415,000	0.55%	-6.05%
Sales Volume	\$ 392,639,669	\$ 383,060,428	\$ 473,624,284	2.50%	-17.10%
Days in MLS - Average	46	51	32	-9.80%	43.75%
Days in MLS - Median	22	21	11	4.76%	100.00%
Close-Price-to-List-Price Ratio	98.97%	98.73%	99.30%	0.24%	-0.33%

Market Highlights

Realtor® Insights:

- For investment properties, timing is key. Investors purchasing a fix-and-flip should factor seasonal market patterns into their projections for after-renovation value, as timing can influence buyer demand and pricing.
- Post-Closing Occupancy Agreements are back. Whether a client is asking for or offering one, brokers on both sides of the deal should be up-to-date on Colorado's security deposit rules, be prepared to help clients develop clear possession expectations and ensure client contact information is exchanged at closing.
- According to real estate and design professionals, kitchen upgrades that deliver the worst return on investment include high-end and specific-feature appliances and overly trendy designs. Better bets include eat-in kitchens, updated counters, cabinetry, hardware, lighting and refreshed backsplashes.
- The number of price reductions and days on market continue to rise, but for some of the truly special homes, or homes that buyers see as incredible value, they are flying off the market with multiple offers. This has kept many Denver area Realtors® on their toes, as some traditionally "perfect" homes are gathering dust while others are finding the right buyer quickly.
- Property tax assessments have arrived, however, the sharp increases seen two years ago have slowed, with assessments generally either rising slightly or declining. This is a welcome relief as property tax assessments have increased for fourteen straight years.

Local News:

- Denver ranked fifth on the list of cities with the highest percentage of seller concessions in the first quarter of 2025, with 59.2 percent of home sales featuring a concession.
- After nearly three years of extensions, Denver will now only approve most residential development projects in the city if they include affordable housing.
- Denver's Populus Hotel earned top recognition as one of the best new hotels in the world by Travel + Leisure. In the list, Populus is celebrated as the world's first carbon-positive hotel.
- Betway's "Coolest Cities in North America" report, published in March 2025, analyzed 50 of the most populous cities across the U.S. and Canada to determine which urban centers stood out for their cultural vibrancy and lifestyle appeal. Denver ranked sixth overall in the U.S., highlighting its youthful median age of 34.6 and a dynamic cultural scene.
- A significant increase in rental supply has led to a decline in apartment rents. In 2024, the Denver Metro area added approximately 20,000 new apartment units, a five percent increase in inventory. This surge in supply has led to a rise in vacancy rates to approximately seven percent, the highest in 15 years.
- Trailbreak Partners, a Denver commercial real estate investment and development firm, broke ground Tuesday morning for Kaia Residences, a new 295-unit apartment complex. The 18-story, \$160 million development in the Capitol Hill neighborhood will offer a mix of studio, one-, two- and three-bedroom apartments, with 19 designated as affordable.
- The City of Englewood is moving forward with a proposed infrastructure project known as the Rail Trail, which is intended to improve connectivity, safety and transportation options throughout the community.
- Wheat Ridge approved the rezoning of the 100-acre former Lutheran Medical Center property for new housing, retail and open space.
- Denver is overhauling its construction permitting system to reduce the time it takes to process applications, partly to expedite the development of 44,000 affordable housing units over the next decade.

- Mayor Mike Johnston has proposed an \$800 million bond initiative aimed at revitalizing Denver's public spaces, including parks, trails and cultural venues.

National News:

- National inventory, as seen here in Denver, is on the rise and expected to return to pre-pandemic levels by the second half of 2025, turning some seller's markets into balanced markets, and more balanced markets into buyer's markets.
- In March 2025, unemployment rates were higher than the previous year in 279 out of 387 metropolitan areas, including the Denver-Aurora-Lakewood MSA, while 72 areas saw declines and 36 remained unchanged.
- Zillow announced a new policy that bans home listings from appearing on its platform if they were first listed for sale in private networks more than 24 hours before appearing on the MLS.
- A Harvard briefing highlights the impact of climate change on housing costs, emphasizing the economic consequences of decades of reactive disaster policies rather than preventive measures. The financial burden will increasingly fall on insurers and policyholders.
- On average, building suppliers increased prices by 6.3 percent in response to announced, enacted, or expected tariffs. In turn, 60 percent of builders now forecast a cost increase of \$10,900 per unit on new construction homes.

Mortgage News:

- Demand as measured by mortgage application data, particularly for home purchases, continues to be subdued by broader economic uncertainty and signs of labor market weakness, dropping to the slowest pace since February. Conventional and VA applications dropped six percent and four percent, respectively.
- 1st Quarter 2025 Advance Estimate GDP decreased at an annual rate of 0.3 percent, dropping from an increase of 2.4 percent in the fourth quarter 2024. While much of this almost three percent drop is being shrugged off due to an increase in pre-tariff imports and is expected to bounce up slightly in the second quarter, expectations are for lower GDP and indications of a recession in the third and fourth quarters of 2025.

Quick Stats:

- The average number of active listings for April between 1985 - 2024 is 13,871.
- The record-high April was 2006 with 29,045 listings and the record-low was set in 2021 with 2,594 listings.
- The historic seasonal increase in active listings from March to April is 10.96 percent. An increase of 22.53 percent this April represents a healthy increase relative to historical observations.

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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®

If you've lived in Colorado for a while, you know spring has a hard time making up its mind — sunshine one day, snow the next. This April, the Denver Metro real estate market mirrored that same unpredictability. One week felt hot with buyer activity and quick sales, and the next brought a chill with hesitation driven by fluctuating mortgage rates and uncertainty in the broader economy. Consumer sentiment was cautious—buyers and sellers alike were willing to engage, provided the numbers made sense. While economic uncertainty lingered, the market operated with cautious momentum, driven more by life changes than speculation or urgency.

With seller activity so far in 2025, one thing was predictable: increased inventory. New listings were up 10.78 percent month-over-month and up 18.13 percent year-over-year. We typically see inventory increase in the spring months. However, this month-over-month increase is slightly larger than the average of 8.37 percent.

Buyer activity usually remains strong during the spring months, and a month-over-month decrease in pending units, although just 2.27 percent, may reflect an early peak in the spring market.

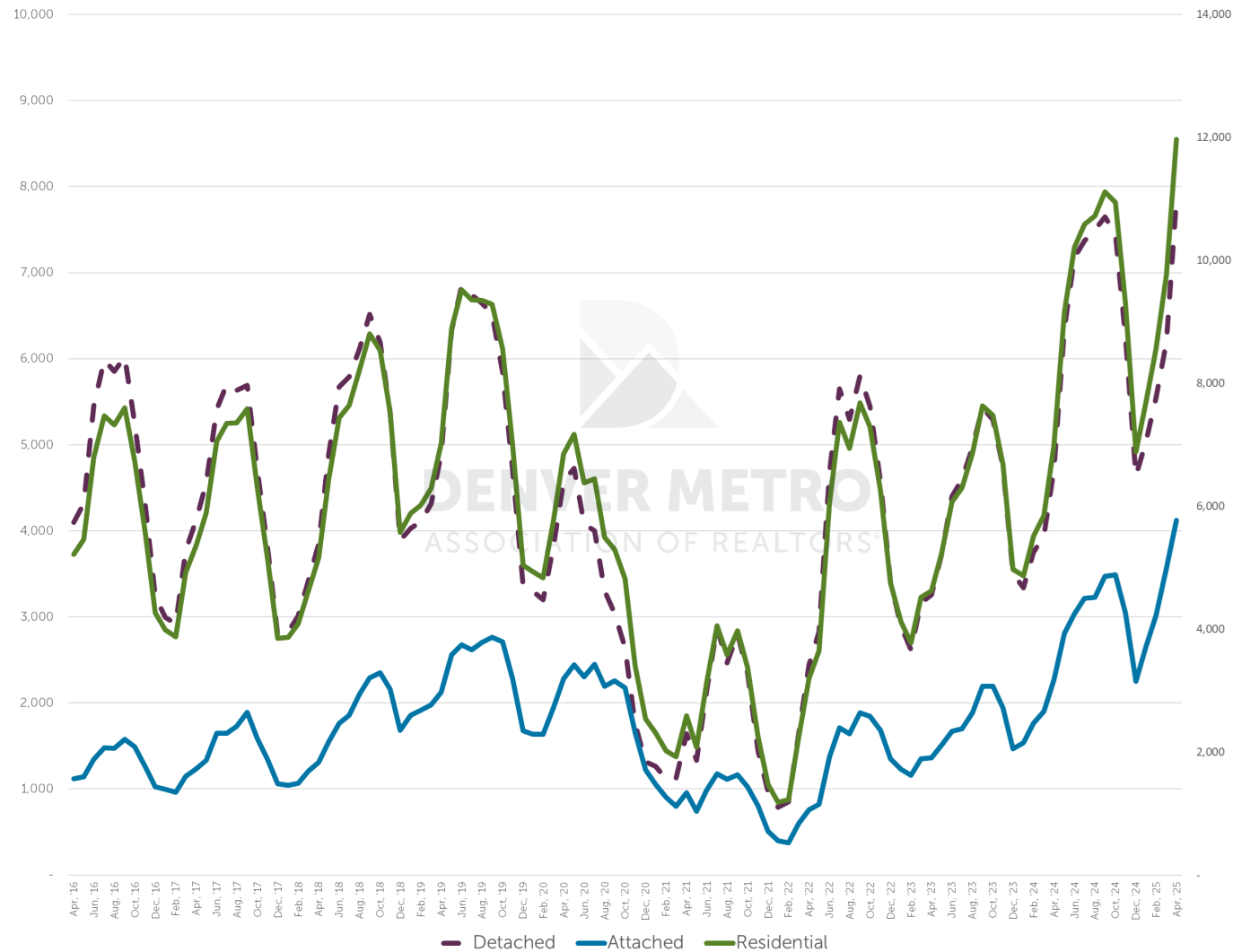
This slowdown in buyer activity and an influx of new listings resulted in a 26.58 percent increase in active listings at month's end for detached homes and an increase of 15.50 percent for attached homes. Comparing this to April 2024, this is an increase of 66.22 percent for detached homes and 81.42 percent for attached homes. With the rise in inventory, properties are predictably on the market longer; the median days in the MLS were 13, down 23.53 percent month-over-month, but up 62.50 percent year-over-year.

Despite the increase in inventory, the median sale price increased month-over-month. The median sale price for detached homes was \$665,000, a 0.76 percent increase, and the median for attached homes was \$389,900, a 0.55 percent increase. Comparing year-over-year, attached properties showed a decrease of 6.05 percent in median sale price. Year-to-date, we see a slight year-over-year slowdown of 1.82 percent in the number of closed properties. Compared to the year-to-date data of a high-activity year such as 2021, the number of closed properties is down 29.20 percent. With inventory rising and buyers becoming increasingly selective, it is important for sellers to understand they are in a competitive environment. Every listing now needs to earn buyer attention. Set realistic expectations and help your clients understand how condition, staging, and strategic pricing impact a buyer's perspective.

Buyers in this market are experiencing a lot with interest rates, talks of a recession and uneasy consumer confidence. We can ease these concerns by helping our clients stay grounded in their personal goals and focus on local realities—and financial positions. Focusing on longer-term needs can help ease the uncertainty of the day-to-day. There is real opportunity in today's market for buyers who are prepared and clear on what they want.

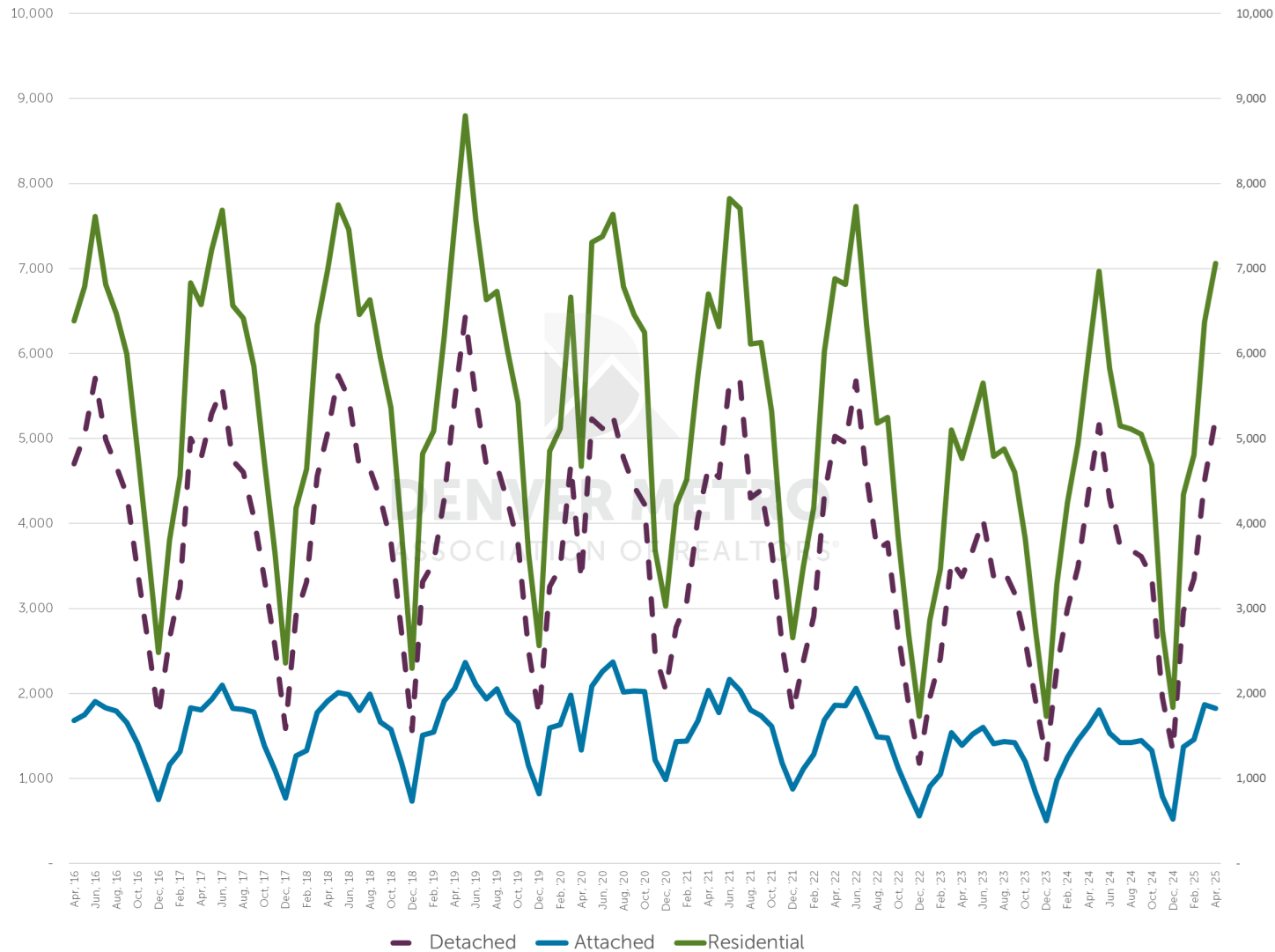
Active Listings at Month's End

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



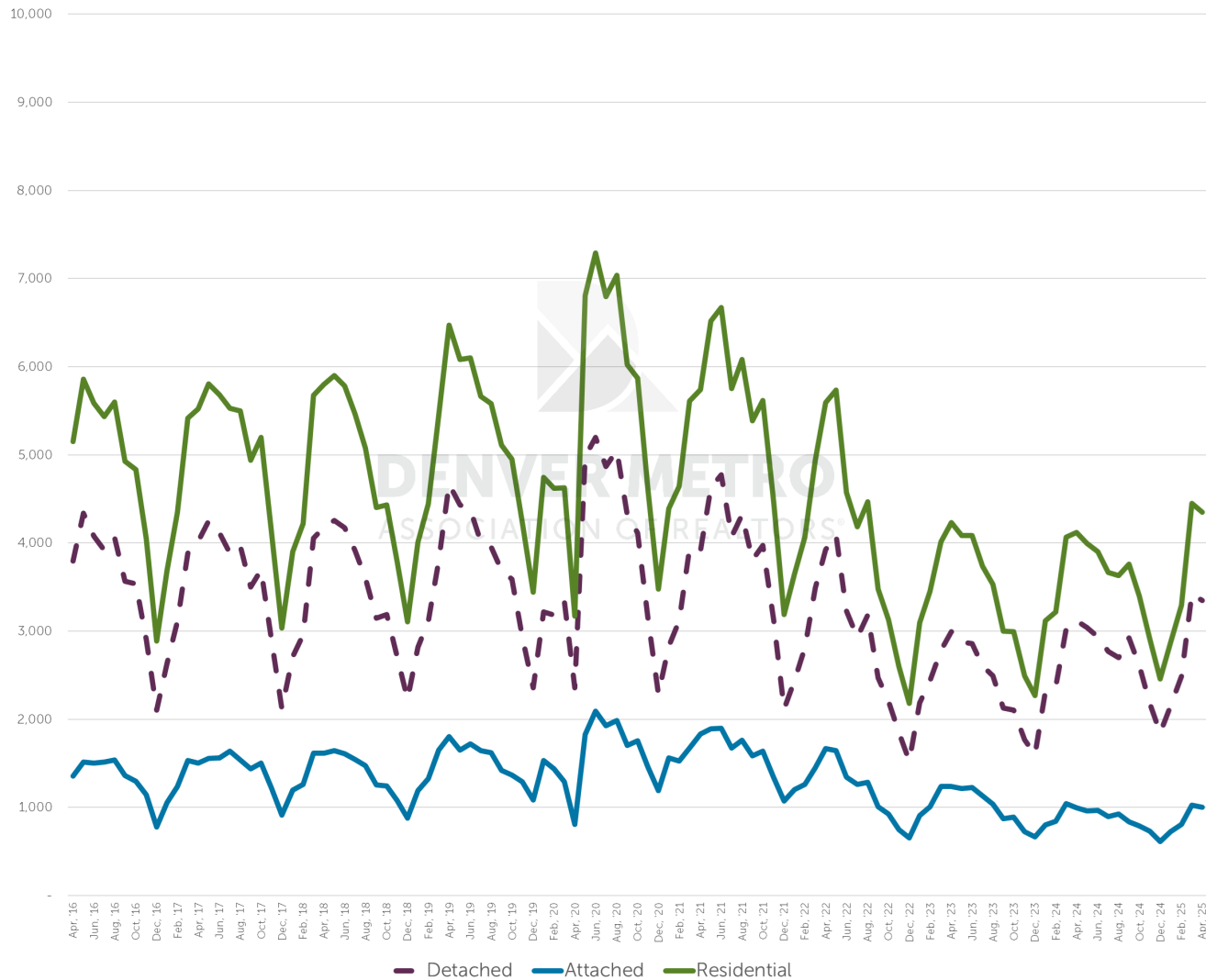
New Listings

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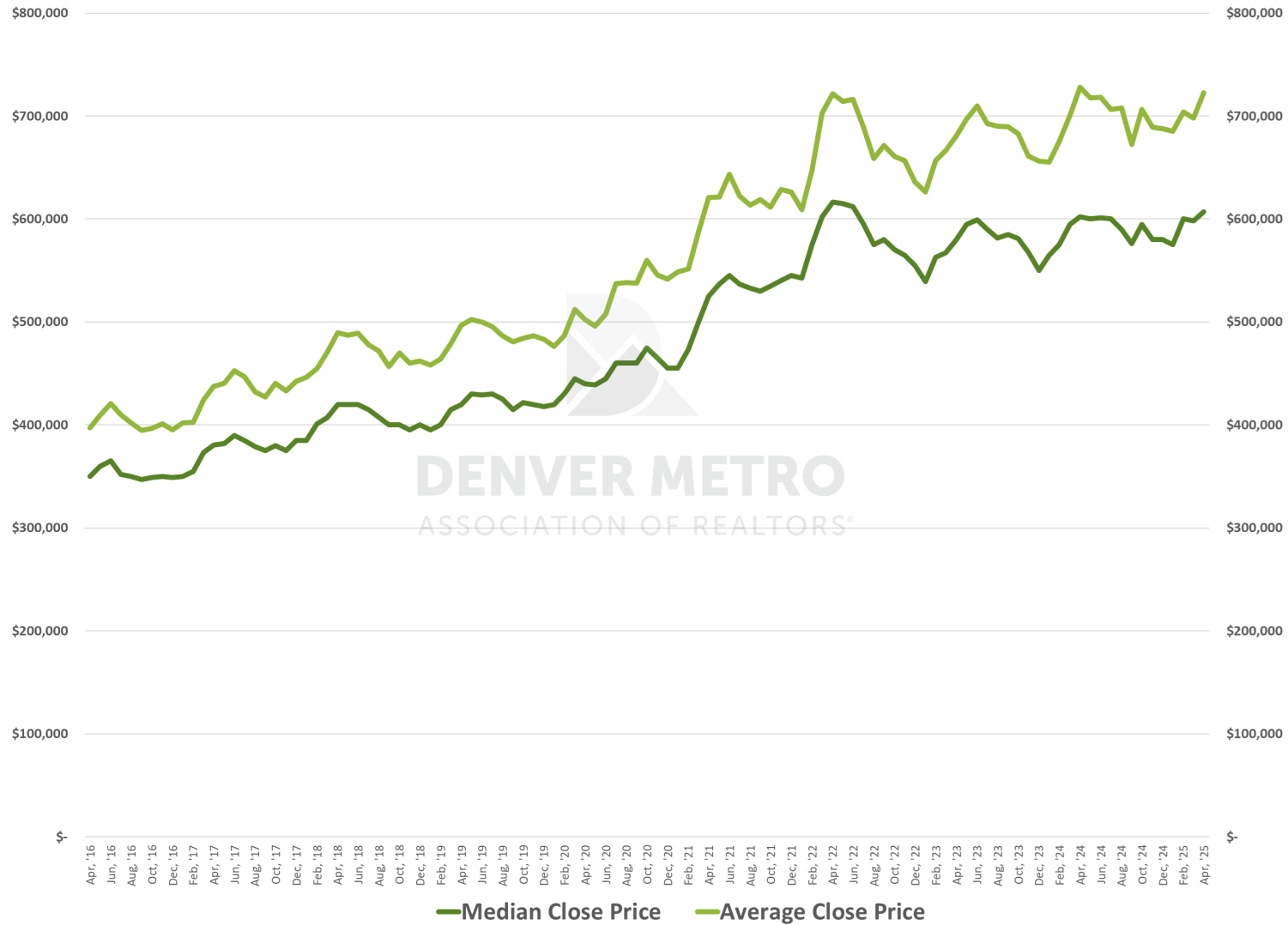
Pending Sales

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Residential Median + Average Close Price

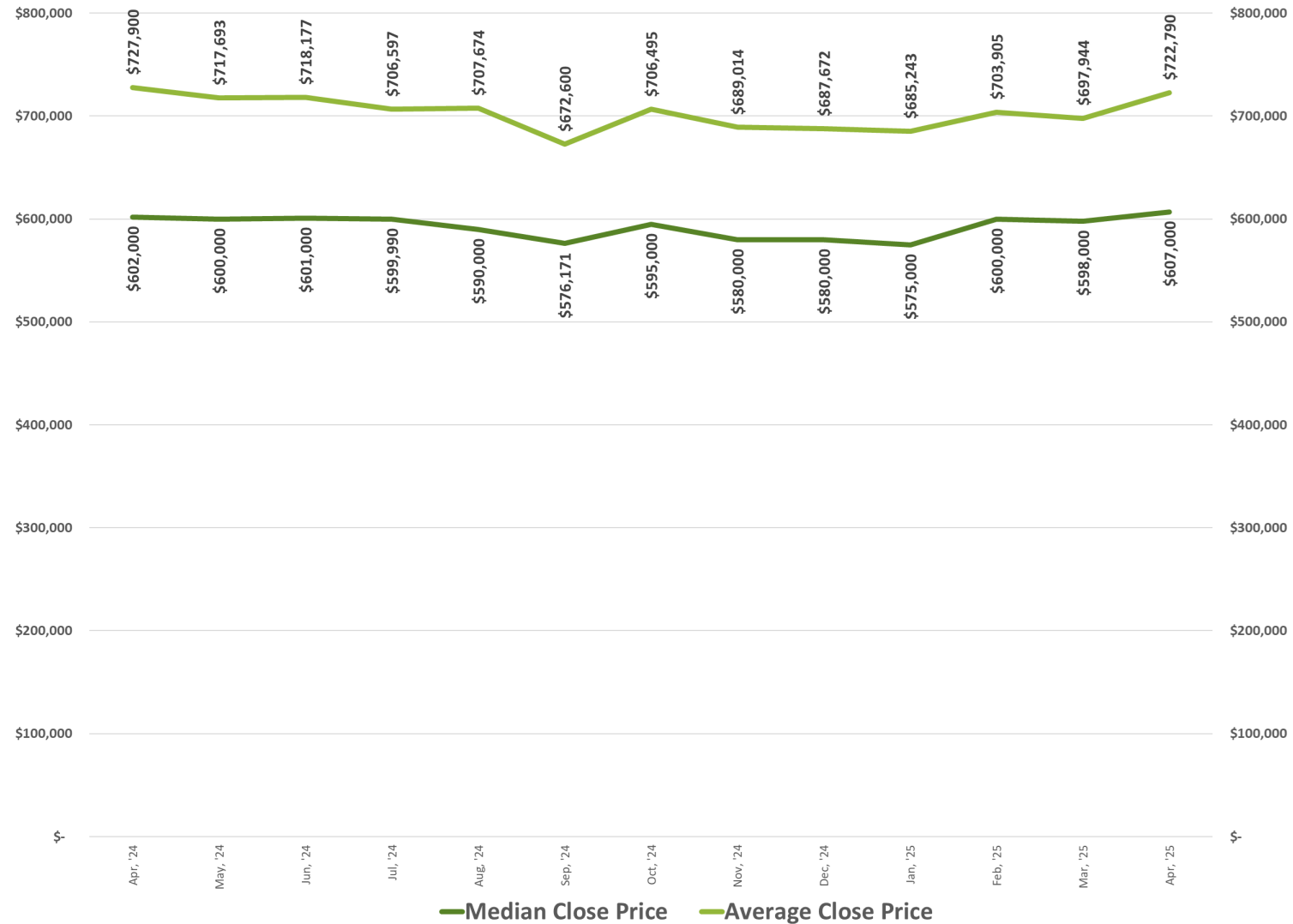
10-year view

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 Source of MLS Data: REcolorado.com


Residential Median + Average Close Price

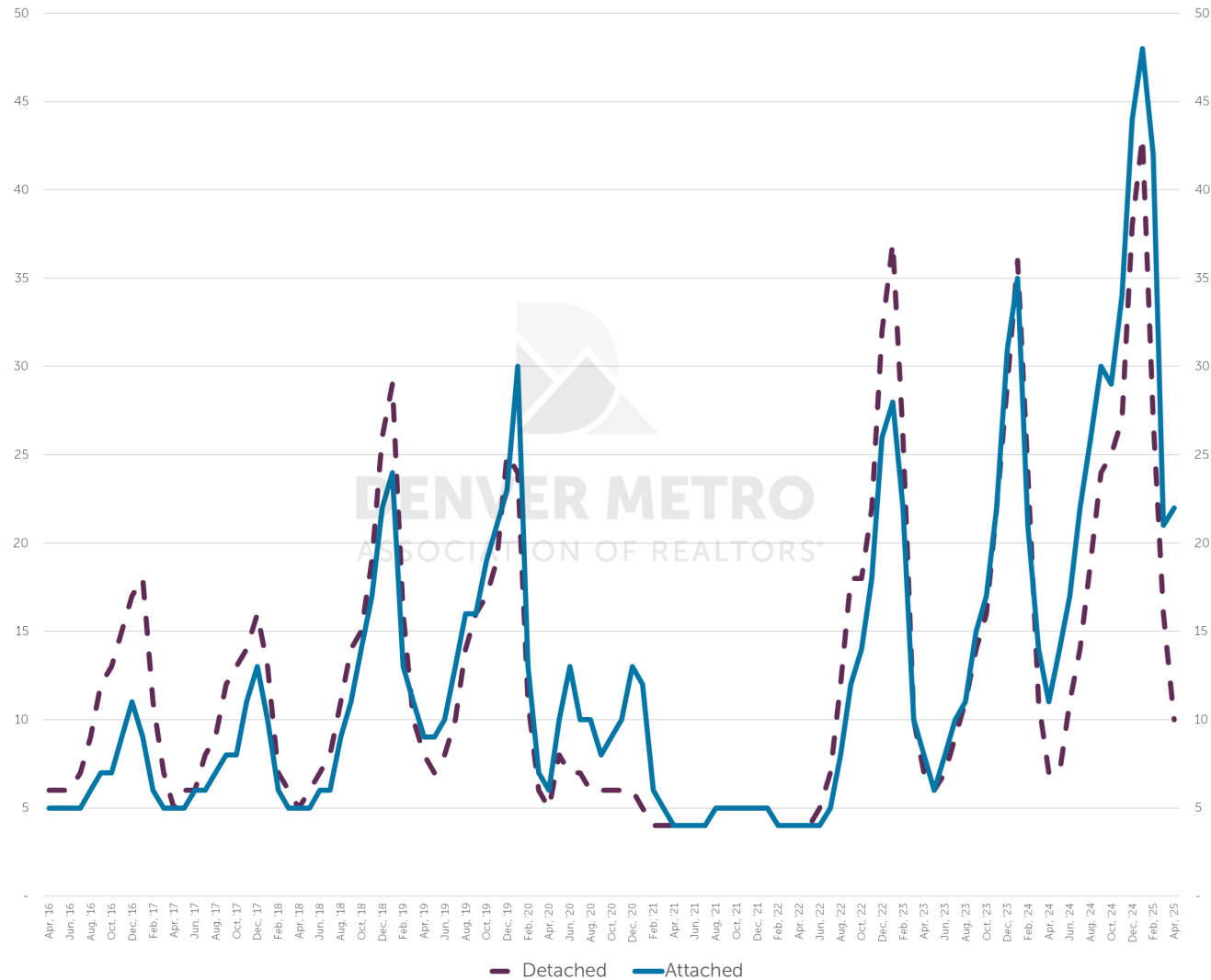
1-year snapshot

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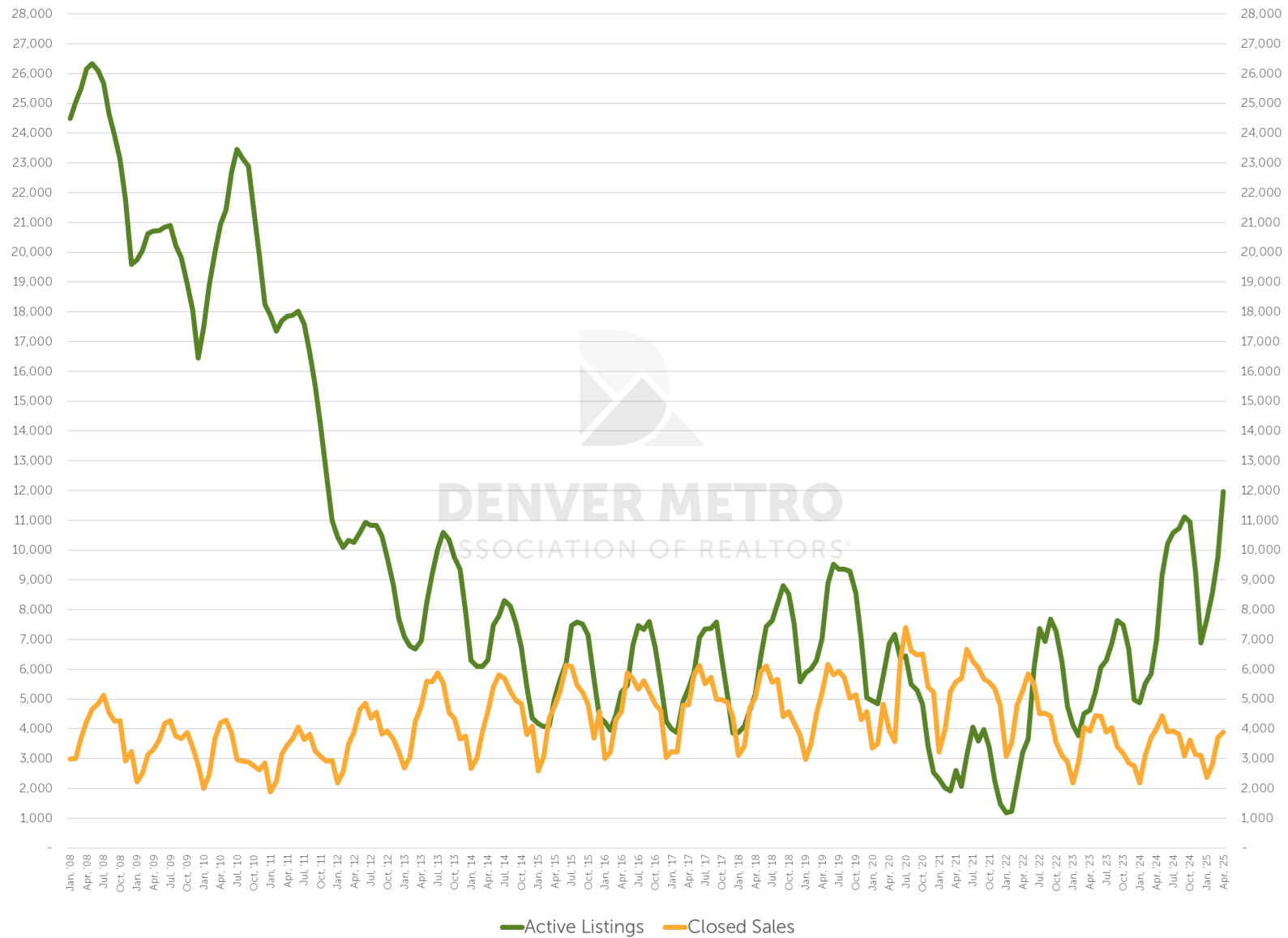
Median Days in MLS

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Residential Active Listings + Closed Sales at Month's End

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 Source of MLS Data: REcolorado.com



April 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
Residential (Detached + Attached)									
Active Listings at Month's End	11,964	6,990	4,620	3,204	2,594	71.16%	158.96%	273.41%	361.22%
New Listings	22,591	18,448	16,188	20,605	21,097	22.46%	39.55%	9.64%	7.08%
Closed	12,786	13,023	13,051	16,714	18,060	-1.82%	-2.03%	-23.50%	-29.20%
Close Price - Average	\$ 704,796	\$ 695,110	\$ 661,755	\$ 680,271	\$ 583,740	1.39%	6.50%	3.61%	20.74%
Close Price - Median	\$ 599,000	\$ 587,900	\$ 565,000	\$ 590,000	\$ 495,000	1.89%	6.02%	1.53%	21.01%
Sales Volume	\$ 9,011,516,448	\$ 9,052,421,349	\$ 8,636,567,198	\$ 11,370,056,014	\$ 10,542,345,004	-0.45%	4.34%	-20.74%	-14.52%
Days in MLS - Average	48	40	38	13	20	20.00%	26.32%	269.23%	140.00%
Days in MLS - Median	21	15	14	4	4	40.00%	50.00%	425.00%	425.00%
Close-Price-to-List-Price Ratio	99.09%	99.40%	99.44%	105.40%	102.91%	-0.31%	-0.35%	-5.99%	-3.71%
Detached									
Active Listings at Month's End	7,844	4,719	3,257	2,445	1,640	66.22%	140.84%	220.82%	378.29%
New Listings	16,069	13,151	11,862	15,174	15,129	22.19%	35.47%	5.90%	6.21%
Closed	9,742	9,744	9,608	11,878	12,736	-0.02%	1.39%	-17.98%	-23.51%
Close Price - Average	\$ 786,192	\$ 774,700	\$ 738,904	\$ 771,787	\$ 662,488	1.48%	6.40%	1.87%	18.67%
Close Price - Median	\$ 650,000	\$ 640,000	\$ 617,574	\$ 650,000	\$ 550,000	1.56%	5.25%	0.00%	18.18%
Sales Volume	\$ 7,659,080,396	\$ 7,548,674,699	\$ 7,099,392,187	\$ 9,167,283,094	\$ 8,437,450,179	1.46%	7.88%	-16.45%	-9.23%
Days in MLS - Average	47	40	40	12	16	17.50%	17.50%	291.67%	193.75%
Days in MLS - Median	19	14	14	4	4	35.71%	35.71%	375.00%	375.00%
Close-Price-to-List-Price Ratio	99.21%	99.47%	99.42%	105.70%	103.56%	-0.26%	-0.21%	-6.14%	-4.20%
Attached									
Active Listings at Month's End	4,120	2,271	1,363	759	954	81.42%	202.27%	442.82%	331.87%
New Listings	6,522	5,297	4,326	5,431	5,968	23.13%	50.76%	20.09%	9.28%
Closed	3,044	3,279	3,443	4,836	5,324	-7.17%	-11.59%	-37.06%	-42.82%
Close Price - Average	\$ 444,296	\$ 458,599	\$ 446,464	\$ 455,495	\$ 395,360	-3.12%	-0.49%	-2.46%	12.38%
Close Price - Median	\$ 394,000	\$ 405,000	\$ 391,000	\$ 406,900	\$ 340,000	-2.72%	0.77%	-3.17%	15.88%
Sales Volume	\$ 1,352,436,052	\$ 1,503,746,650	\$ 1,537,175,011	\$ 2,202,772,920	\$ 2,104,894,825	-10.06%	-12.02%	-38.60%	-35.75%
Days in MLS - Average	54	39	33	13	27	38.46%	63.64%	315.38%	100.00%
Days in MLS - Median	30	16	12	4	5	87.50%	150.00%	650.00%	500.00%
Close-Price-to-List-Price Ratio	98.70%	99.18%	99.51%	104.67%	101.37%	-0.48%	-0.81%	-5.70%	-2.63%

Market Trends

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$299,999	24	53	2.21	180	1,005	5.58
	\$300,000 to \$499,999	500	1,040	2.08	477	1,857	3.89
	\$500,000 to \$749,999	1,335	3,093	2.32	169	882	5.22
	\$750,000 to \$999,999	604	1,663	2.75	31	210	6.77
	\$1,000,000 to \$1,499,999	335	1,001	2.99	17	93	5.47
	\$1,500,000 to \$1,999,999	108	440	4.07	3	39	13.00
	\$2,000,000 and over	96	554	5.77	4	34	8.50
	TOTALS	3,002	7,844	2.61	881	4,120	4.68
	Price Range	Detached		% change	Attached		% change
		Closed Apr. 2025	Closed Mar. 2025		Closed Apr. 2025	Closed Mar. 2025	
Month-Over-Month	\$0 to \$299,999	24	17	41.18%	180	196	-8.16%
	\$300,000 to \$499,999	500	508	-1.57%	477	448	6.47%
	\$500,000 to \$749,999	1,335	1,281	4.22%	169	180	-6.11%
	\$750,000 to \$999,999	604	584	3.42%	31	33	-6.06%
	\$1,000,000 to \$1,499,999	335	278	20.50%	17	14	21.43%
	\$1,500,000 to \$1,999,999	108	84	28.57%	3	4	-25.00%
	\$2,000,000 and over	96	81	18.52%	4	3	33.33%
	TOTALS	3,002	2,833	5.97%	881	878	0.34%
	Price Range	Detached		% change	Attached		% change
		YTD Apr. 2025	YTD Apr. 2024		YTD Apr. 2025	YTD Apr. 2024	
Year-Over-Year	\$0 to \$299,999	71	73	-2.74%	672	643	4.51%
	\$300,000 to \$499,999	1,748	1,727	1.22%	1,553	1,661	-6.50%
	\$500,000 to \$749,999	4,459	4,655	-4.21%	619	724	-14.50%
	\$750,000 to \$999,999	1,896	1,851	2.43%	120	155	-22.58%
	\$1,000,000 to \$1,499,999	976	846	15.37%	53	63	-15.87%
	\$1,500,000 to \$1,999,999	294	309	-4.85%	14	22	-36.36%
	\$2,000,000 and over	298	283	5.30%	13	11	18.18%
	TOTALS	9,742	9,744	-0.02%	3,044	3,279	-7.17%

Breakdown by Price Range



Nick DiPasquale

Member of the DMAR
Market Trends Committee
and Denver Realtor®

Properties sold for \$1 million or more

Typically at this time of year, we are discussing the arrival of spring and the selling season that comes along with it. Buyers and sellers alike emerge from hibernation and drive a sustained increase in market activity that lasts from March into the summer.

Spring 2025 began according to script – but in April, the story shifted. In the \$1 million segment, new listings continued their expected ascent, increasing 17.19 percent. However, buyer activity broke from the seasonal trend and, after gains in March, pending sales dropped 13.07 percent in April.

Closed transactions increased 21.34 percent, and homes spent 10 days fewer in the MLS on average. Home prices were also up in April. These trailing metrics mostly represent the homes that were listed and went under contract in March (assuming the standard 30-day closing). The increased supply and lower demand in April will shape these numbers for May.

It is too early to tell whether April's dip in pending homes was a one-month blip or a sign that the spring selling season peaked early. We can try looking at the market through a microscope – analyzing it by zip code, property type, you name it – and it does not offer additional clarity. Speaking broker to broker, we find that our experiences are vastly different. Labeling the market has proven more challenging.

What remains clear is this: we are seeing gains in pending and closed transactions within the \$1 million segment. And while that may ebb in the months to come, it still holds true that a proactive seller who prices correctly and addresses issues in the home before going to market has a better chance of standing out in a crowd. Furthermore, since we know buyers are showing greater discernment, we will continue to see multiple offers on some homes and no showings on others.

There may not be a one-size-fits-all assessment of the market at the moment, and that is okay. Success in this market comes from recognizing that every client, property and situation is unique. Finding success for our clients means understanding that each situation is unique and the more we tailor our approach, the more likely we are to guide clients toward successful outcomes.

Highlights from closed transactions in April include the highest-priced attached home at 1133 14th St. #4350 in Downtown Denver, which sold for \$5.7 million, and the highest detached sale at 4301 S. Lafayette St. in Cherry Hills Village, which sold for \$10.184 million.

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

They say April in Colorado can bring all four seasons in a single day – and it also marks the start of severe weather season, with the potential for hail and tornadoes. And the real estate market in April 2025 followed suit! Some homes sold with multiple offers in a weekend, while others sat active in the MLS for more than 30 days with hardly a showing. The volume of active listings hit a 14-year high, even as the median sales price increased month-over-month and year-over-year, challenging the law of supply and demand.

In this price segment, there was a 21.49 percent increase in new listings compared to last month, nearly double the total increase of all price segments combined. And yet, even though inventory increased considerably, the median days in the MLS fell 43.75 percent compared to last month to nine days. Pending sales also decreased 2.69 percent. A notable trend is the slow rise in months of inventory we are seeing: in April 2025, there were 2.75 months of inventory of detached homes, up from 2.22 in March. Additionally, attached homes had a 6.77-month inventory, up from 6.10 in March. If the number of new listings continues to increase while pending sales continue to decrease, expect the months of inventory to continue to rise, shifting the market in favor of buyers.

Sellers of attached homes continue to feel the pressure of rising values combined with increasing HOA fees and insurance costs. Only 30 units went pending in April, down 30.23 percent from March, and median days on market increased an whopping 300 percent over 2024, rising to 20 days. There is a feeling of uneasiness among Realtors® this spring season – much like the potential for unpredictable weather. But as always, we will work diligently to find the balance between supply and demand, seeking successful experiences for both buyers and sellers.



Susan Thayer

Member of the DMAR
Market Trends Committee
and Denver Realtor®

Breakdown by Price Range



Heather O'Leary

Member of the DMAR
Market Trends Committee
and Denver Realtor®

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

Denver's spring market is increasingly driven by the distinct circumstances of each buyer and seller rather than any single headline. Inventory is on the rise for the \$500,000 to \$749,999 price band, giving buyers more choice. Active listings are up 16.06 percent month-over-month and a notable 17.03 percent year-over-year, while pending contracts ticked up only 0.12 percent. Buyers are scrutinizing location, condition and HOA obligations more intensely and they are quick to terminate when a home fails to meet expectations—one reason closed sales are down 6.93 percent year-over-year. Picky buyers and more inventory have put a ceiling on appreciation, it seems. Value, as reflected in price per square foot, is down 1.41 percent year-over-year. Still, sellers who bought before interest rate hikes will capitalize on appreciation, with values in price per square foot increasing 8.63 percent as compared to 2021.

Significant differences are prevalent in property type. Detached homes priced \$500,000–\$749,000 are lingering longer than last April, with a median 12 days on market and a 36-day average. However, this is still 25 percent faster than March, when the media was 16 days and the average was 44 days on market. Attached homes sales show signs of a slower-moving market. Closed sales for attached properties are down 31.02 percent from a year ago, with an average of 47 days to move. Hope may be in the future for attached properties, as pending sales increased 6.53 percent month-over-month despite April closings falling 6.11 percent. This may indicate that cautious buyers are starting to re-enter the market in search of good opportunities.

Overall sales volume is down 5.04 percent as compared to 2024. Realtors® who are well-informed and able to communicate localized data will set themselves apart. A positive and focused approach to educating clients with neighborhood-level data and strategic pricing will stand out as sales volume continues to decline.

Properties Sold for \$1 Million or More

	Apr. 2025	Mar. 2025	Apr. 2024	Month-Over-Month	Year-Over-Year
Residential (Detached + Attached)					
New Listings	1,159	989	897	17.19%	29.21%
Pending	532	612	528	-13.07%	0.76%
Closed	563	464	546	21.34%	3.11%
Sales Volume	\$ 895,085,613	\$ 728,335,480	\$ 914,397,795	22.89%	-2.11%
Days in MLS - Average	37	47	35	-21.28%	5.71%
Days in MLS - Median	9	11	8	-18.18%	12.50%
Close-Price-to-List-Price Ratio	98.60%	98.68%	98.92%	-0.08%	-0.32%
PSF Total	\$ 384	\$ 380	\$ 394	1.05%	-2.54%
Detached					
New Listings	1,103	921	834	19.76%	32.25%
Pending	517	587	507	-11.93%	1.97%
Closed	539	443	514	21.67%	4.86%
Sales Volume	\$ 855,243,613	\$ 697,560,730	\$ 868,673,295	22.60%	-1.55%
Days in MLS - Average	36	48	35	-25.00%	2.86%
Days in MLS - Median	8	11	8	-27.27%	0.00%
Close-Price-to-List-Price Ratio	98.60%	98.78%	98.95%	-0.18%	-0.35%
PSF Total	\$ 375	\$ 370	\$ 385	1.35%	-2.60%
Attached					
New Listings	56	68	63	-17.65%	-11.11%
Pending	15	25	21	-40.00%	-28.57%
Closed	24	21	32	14.29%	-25.00%
Sales Volume	\$ 39,842,000	\$ 30,774,750	\$ 45,724,500	29.46%	-12.87%
Days in MLS - Average	43	38	37	13.16%	16.22%
Days in MLS - Median	17	7	6	142.86%	183.33%
Close-Price-to-List-Price Ratio	98.49%	96.16%	98.44%	2.42%	0.05%
PSF Total	\$ 588	\$ 589	\$ 549	-0.17%	7.10%

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
Residential (Detached + Attached)									
New Listings	3,437	2,657	2,106	2,299	1,663	29.36%	63.20%	49.50%	106.67%
Pending	1,876	1,762	1,522	1,774	1,476	6.47%	23.26%	5.75%	27.10%
Closed	1,648	1,534	1,321	1,838	1,401	7.43%	24.75%	-10.34%	17.63%
Sales Volume	\$ 2,659,061,308	\$ 2,509,208,485	\$ 2,168,918,906	\$ 2,935,690,989	\$ 2,242,777,390	5.97%	22.60%	-9.42%	18.56%
Days in MLS - Average	50	47	41	20	47	6.38%	21.95%	150.00%	6.38%
Days in MLS - Median	15	15	12	4	6	0.00%	25.00%	275.00%	150.00%
Close-Price-to-List-Price Ratio	98.39%	98.49%	98.74%	106.76%	100.72%	-0.10%	-0.35%	-7.84%	-2.31%
PSF Total	\$ 386	\$ 388	\$ 385	\$ 396	\$ 357	-0.52%	0.26%	-2.53%	8.12%
Detached									
New Listings	3,230	2,466	1,944	2,147	1,502	30.98%	66.15%	50.44%	115.05%
Pending	1,797	1,668	1,424	1,658	1,363	7.73%	26.19%	8.38%	31.84%
Closed	1,568	1,438	1,234	1,718	1,282	9.04%	27.07%	-8.73%	22.31%
Sales Volume	\$ 2,529,923,558	\$ 2,362,900,619	\$ 2,028,758,456	\$ 2,753,479,672	\$ 2,066,581,003	7.07%	24.70%	-8.12%	22.42%
Days in MLS - Average	51	47	41	17	45	8.51%	24.39%	200.00%	13.33%
Days in MLS - Median	15	15	11	4	6	0.00%	36.36%	275.00%	150.00%
Close-Price-to-List-Price Ratio	98.42%	98.52%	98.84%	107.03%	100.90%	-0.10%	-0.42%	-8.04%	-2.46%
PSF Total	\$ 374	\$ 376	\$ 370	\$ 381	\$ 335	-0.53%	1.08%	-1.84%	11.64%
Attached									
New Listings	207	191	162	152	161	8.38%	27.78%	36.18%	28.57%
Pending	79	94	98	116	113	-15.96%	-19.39%	-31.90%	-30.09%
Closed	80	96	87	120	119	-16.67%	-8.05%	-33.33%	-32.77%
Sales Volume	\$ 129,137,750	\$ 146,307,866	\$ 140,160,450	\$ 182,211,317	\$ 176,196,387	-11.74%	-7.86%	-29.13%	-26.71%
Days in MLS - Average	38	46	40	53	61	-17.39%	-5.00%	-28.30%	-37.70%
Days in MLS - Median	11	11	18	5	10	0.00%	-38.89%	120.00%	10.00%
Close-Price-to-List-Price Ratio	97.82%	97.98%	97.32%	102.73%	98.77%	-0.16%	0.51%	-4.78%	-0.96%
PSF Total	\$ 631	\$ 567	\$ 601	\$ 617	\$ 600	11.29%	4.99%	2.27%	5.17%

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

	Apr. 2025	Mar. 2025	Apr. 2024	Month-Over-Month	Year-Over-Year
Residential (Detached + Attached)					
New Listings	1,289	1,061	1,006	21.49%	28.13%
Pending	723	743	697	-2.69%	3.73%
Closed	635	617	653	2.92%	-2.76%
Sales Volume	\$ 542,316,643	\$ 522,581,760	\$ 554,582,235	3.78%	-2.21%
Days in MLS - Average	30	47	29	-36.17%	3.45%
Days in MLS - Median	9	16	7	-43.75%	28.57%
Close-Price-to-List-Price Ratio	99.64%	99.61%	100.10%	0.03%	-0.46%
PSF Total	\$ 293	\$ 282	\$ 294	3.90%	-0.34%
Detached					
New Listings	1,205	972	935	23.97%	28.88%
Pending	693	700	655	-1.00%	5.80%
Closed	604	584	604	3.42%	0.00%
Sales Volume	\$ 516,266,058	\$ 494,246,860	\$ 513,629,935	4.46%	0.51%
Days in MLS - Average	29	48	28	-39.58%	3.57%
Days in MLS - Median	8	16	8	-50.00%	0.00%
Close-Price-to-List-Price Ratio	99.69%	99.67%	100.11%	0.02%	-0.42%
PSF Total	\$ 285	\$ 273	\$ 282	4.40%	1.06%
Attached					
New Listings	84	89	71	-5.62%	18.31%
Pending	30	43	42	-30.23%	-28.57%
Closed	31	33	49	-6.06%	-36.73%
Sales Volume	\$ 26,050,585	\$ 28,334,900	\$ 40,952,300	-8.06%	-36.39%
Days in MLS - Average	55	39	46	41.03%	19.57%
Days in MLS - Median	20	16	5	25.00%	300.00%
Close-Price-to-List-Price Ratio	98.64%	98.64%	100.01%	0.00%	-1.37%
PSF Total	\$ 464	\$ 438	\$ 445	5.94%	4.27%

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
Residential (Detached + Attached)									
New Listings	3,729	2,887	2,470	3,175	2,040	29.17%	50.97%	17.45%	82.79%
Pending	2,442	2,319	2,082	2,607	1,899	5.30%	17.29%	-6.33%	28.59%
Closed	2,016	2,006	1,678	2,550	1,718	0.50%	20.14%	-20.94%	17.35%
Sales Volume	\$ 1,715,841,525	\$ 1,700,235,183	\$ 1,419,964,733	\$ 2,153,337,432	\$ 1,460,291,280	0.92%	20.84%	-20.32%	17.50%
Days in MLS - Average	47	42	39	14	23	11.90%	20.51%	235.71%	104.35%
Days in MLS - Median	17	13	12	4	5	30.77%	41.67%	325.00%	240.00%
Close-Price-to-List-Price Ratio	99.40%	99.64%	99.59%	106.07%	102.83%	-0.24%	-0.19%	-6.29%	-3.34%
PSF Total	\$ 285	\$ 287	\$ 284	\$ 303	\$ 273	-0.70%	0.35%	-5.94%	4.40%
Detached									
New Listings	3,413	2,619	2,259	2,925	1,800	30.32%	51.08%	16.68%	89.61%
Pending	2,313	2,146	1,928	2,386	1,681	7.78%	19.97%	-3.06%	37.60%
Closed	1,896	1,851	1,529	2,297	1,554	2.43%	24.00%	-17.46%	22.01%
Sales Volume	\$ 1,614,308,755	\$ 1,569,716,676	\$ 1,294,163,430	\$ 1,940,207,341	\$ 1,320,230,015	2.84%	24.74%	-16.80%	22.27%
Days in MLS - Average	46	41	39	12	19	12.20%	17.95%	283.33%	142.11%
Days in MLS - Median	17	13	13	4	4	30.77%	30.77%	325.00%	325.00%
Close-Price-to-List-Price Ratio	99.46%	99.66%	99.61%	106.29%	103.16%	-0.20%	-0.15%	-6.43%	-3.59%
PSF Total	\$ 276	\$ 274	\$ 270	\$ 286	\$ 257	0.73%	2.22%	-3.50%	7.39%
Attached									
New Listings	316	268	211	250	240	17.91%	49.76%	26.40%	31.67%
Pending	129	173	154	221	218	-25.43%	-16.23%	-41.63%	-40.83%
Closed	120	155	149	253	164	-22.58%	-19.46%	-52.57%	-26.83%
Sales Volume	\$ 101,532,770	\$ 130,518,507	\$ 125,801,303	\$ 213,130,091	\$ 140,061,265	-22.21%	-19.29%	-52.36%	-27.51%
Days in MLS - Average	55	51	37	24	63	7.84%	48.65%	129.17%	-12.70%
Days in MLS - Median	25	9	11	5	17	177.78%	127.27%	400.00%	47.06%
Close-Price-to-List-Price Ratio	98.52%	99.45%	99.45%	104.07%	99.70%	-0.94%	-0.94%	-5.33%	-1.18%
PSF Total	\$ 431	\$ 445	\$ 436	\$ 462	\$ 430	-3.15%	-1.15%	-6.71%	0.23%

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

	Apr. 2025	Mar. 2025	Apr. 2024	Month-Over-Month	Year-Over-Year
Residential (Detached + Attached)					
New Listings	2,667	2,298	2,279	16.06%	17.03%
Pending	1,734	1,732	1,668	0.12%	3.96%
Closed	1,504	1,461	1,616	2.94%	-6.93%
Sales Volume	\$ 919,667,407	\$ 892,806,682	\$ 983,999,721	3.01%	-6.54%
Days in MLS - Average	36	43	28	-16.28%	28.57%
Days in MLS - Median	12	16	8	-25.00%	50.00%
Close-Price-to-List-Price Ratio	99.84%	99.63%	100.14%	0.21%	-0.30%
PSF Total	\$ 280	\$ 275	\$ 284	1.82%	-1.41%
Detached					
New Listings	2,237	1,897	1,913	17.92%	16.94%
Pending	1,522	1,533	1,447	-0.72%	5.18%
Closed	1,335	1,281	1,371	4.22%	-2.63%
Sales Volume	\$ 818,738,215	\$ 787,017,234	\$ 839,799,873	4.03%	-2.51%
Days in MLS - Average	35	44	28	-20.45%	25.00%
Days in MLS - Median	12	16	7	-25.00%	71.43%
Close-Price-to-List-Price Ratio	99.91%	99.71%	100.21%	0.20%	-0.30%
PSF Total	\$ 272	\$ 267	\$ 272	1.87%	0.00%
Attached					
New Listings	430	401	366	7.23%	17.49%
Pending	212	199	221	6.53%	-4.07%
Closed	169	180	245	-6.11%	-31.02%
Sales Volume	\$ 100,929,192	\$ 105,789,448	\$ 144,199,848	-4.59%	-30.01%
Days in MLS - Average	47	36	32	30.56%	46.88%
Days in MLS - Median	20	16	10	25.00%	100.00%
Close-Price-to-List-Price Ratio	99.29%	99.05%	99.80%	0.24%	-0.51%
PSF Total	\$ 341	\$ 328	\$ 348	3.96%	-2.01%

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
Residential (Detached + Attached)									
New Listings	8,336	7,138	6,377	8,339	6,470	16.78%	30.72%	-0.04%	28.84%
Pending	5,868	5,894	6,015	7,284	6,024	-0.44%	-2.44%	-19.44%	-2.59%
Closed	5,078	5,379	5,324	7,007	5,768	-5.60%	-4.62%	-27.53%	-11.96%
Sales Volume	\$ 3,098,578,541	\$ 3,262,868,699	\$ 3,229,996,080	\$ 4,270,409,544	\$ 3,465,116,466	-5.04%	-4.07%	-27.44%	-10.58%
Days in MLS - Average	46	39	42	12	16	17.95%	9.52%	283.33%	187.50%
Days in MLS - Median	22	15	16	4	4	46.67%	37.50%	450.00%	450.00%
Close-Price-to-List-Price Ratio	99.54%	99.77%	99.68%	105.52%	104.00%	-0.23%	-0.14%	-5.67%	-4.29%
PSF Total	\$ 277	\$ 280	\$ 269	\$ 299	\$ 255	-1.07%	2.97%	-7.36%	8.63%
Detached									
New Listings	6,877	5,886	5,399	7,210	5,626	16.84%	27.38%	-4.62%	22.24%
Pending	5,136	5,071	5,243	6,272	5,196	1.28%	-2.04%	-18.11%	-1.15%
Closed	4,459	4,655	4,694	5,947	5,024	-4.21%	-5.01%	-25.02%	-11.25%
Sales Volume	\$ 2,734,079,491	\$ 2,839,203,153	\$ 2,854,849,246	\$ 3,647,289,213	\$ 3,018,964,904	-3.70%	-4.23%	-25.04%	-9.44%
Days in MLS - Average	46	38	43	11	12	21.05%	6.98%	318.18%	283.33%
Days in MLS - Median	21	14	16	4	4	50.00%	31.25%	425.00%	425.00%
Close-Price-to-List-Price Ratio	99.60%	99.82%	99.71%	105.68%	104.42%	-0.22%	-0.11%	-5.75%	-4.62%
PSF Total	\$ 268	\$ 269	\$ 257	\$ 285	\$ 235	-0.37%	4.28%	-5.96%	14.04%
Attached									
New Listings	1,459	1,252	978	1,129	844	16.53%	49.18%	29.23%	72.87%
Pending	732	823	772	1,012	828	-11.06%	-5.18%	-27.67%	-11.59%
Closed	619	724	630	1,060	744	-14.50%	-1.75%	-41.60%	-16.80%
Sales Volume	\$ 364,499,050	\$ 423,665,546	\$ 375,146,834	\$ 623,120,331	\$ 446,151,562	-13.97%	-2.84%	-41.50%	-18.30%
Days in MLS - Average	46	46	41	16	43	0.00%	12.20%	187.50%	6.98%
Days in MLS - Median	24	18	16	4	7	33.33%	50.00%	500.00%	242.86%
Close-Price-to-List-Price Ratio	99.06%	99.45%	99.45%	104.62%	101.17%	-0.39%	-0.39%	-5.31%	-2.09%
PSF Total	\$ 337	\$ 348	\$ 353	\$ 374	\$ 387	-3.16%	-4.53%	-9.89%	-12.92%

Spotlight on Mortgages



Nicole Rueth

Member of the DMAR
Market Trends Committee
and Local Mortgage Expert

With national inventory returning to 2019 levels, many seller's markets are shifting into balance, and balanced markets are leaning into buyer's markets. But here in Denver, we've gone further: active listings hit 11,964 in April, the highest since 2011 and a 71 percent year-over-year increase.

With that kind of surge, you'd expect home prices to plummet. But that's not the case.

Instead, the data points to a stabilizing market, not a crashing one. In Denver, median closed home prices rose 1.51 percent month-over-month, 0.83 percent year-over-year, and 1.89 percent year-to-date.

Zooming out to the Case-Shiller Home Price Index, Denver home values are 0.4 percent below our 2Q 2024 peak and 0.4 percent above the 2Q 2022 level. This isn't 2008, it's a flattening after years of record-setting appreciation.

So what does that mean for you and your buyers?

It means we're entering a window of strategic opportunity on the lending side.

After spiking to 7.07 percent in early April, 30-year fixed mortgage rates settled back down to 6.8 percent by month's end. And that shift, paired with increased inventory and motivated sellers, is improving affordability for today's buyers.

Here are five mortgage strategies we're using right now to help buyers win in this shifting market:

1. **Think Long-Term**
Encourage buyers to look at homes they can stay in for five to seven years. We show first-time buyers their break-even on buying versus renting, setting them up for realistic expectations and long-term wins.
2. **Focus on Affordability**
Lower rates plus softened pricing in some segments equal better monthly payments. By focusing on monthly payments and cash to close, we are removing the stress of rate uncertainty and volatility.
3. **Negotiate Like a Pro**
With 60 percent of sellers offering seller concessions, we can offer not just temporary rate buy-downs but permanent wins. This week, I helped lock 5.875 percent on a 30-year fixed for an investor using seller credit.
4. **Buy Below the Peak**
We're slightly off the 2024 peak, which means buyers entering now are already positioned for future equity.
5. **Stop Trying to Time the Bottom**
Buyers don't need to buy at the absolute bottom; they just need to buy below the curve. Help them understand the data over the headlines.

The bottom line is that this market is creating space for smart negotiation and strategic financing. The Realtors®, lenders and buyers who leverage this are walking away with real wins.

Spotlight on the Denver Metro Rental Market

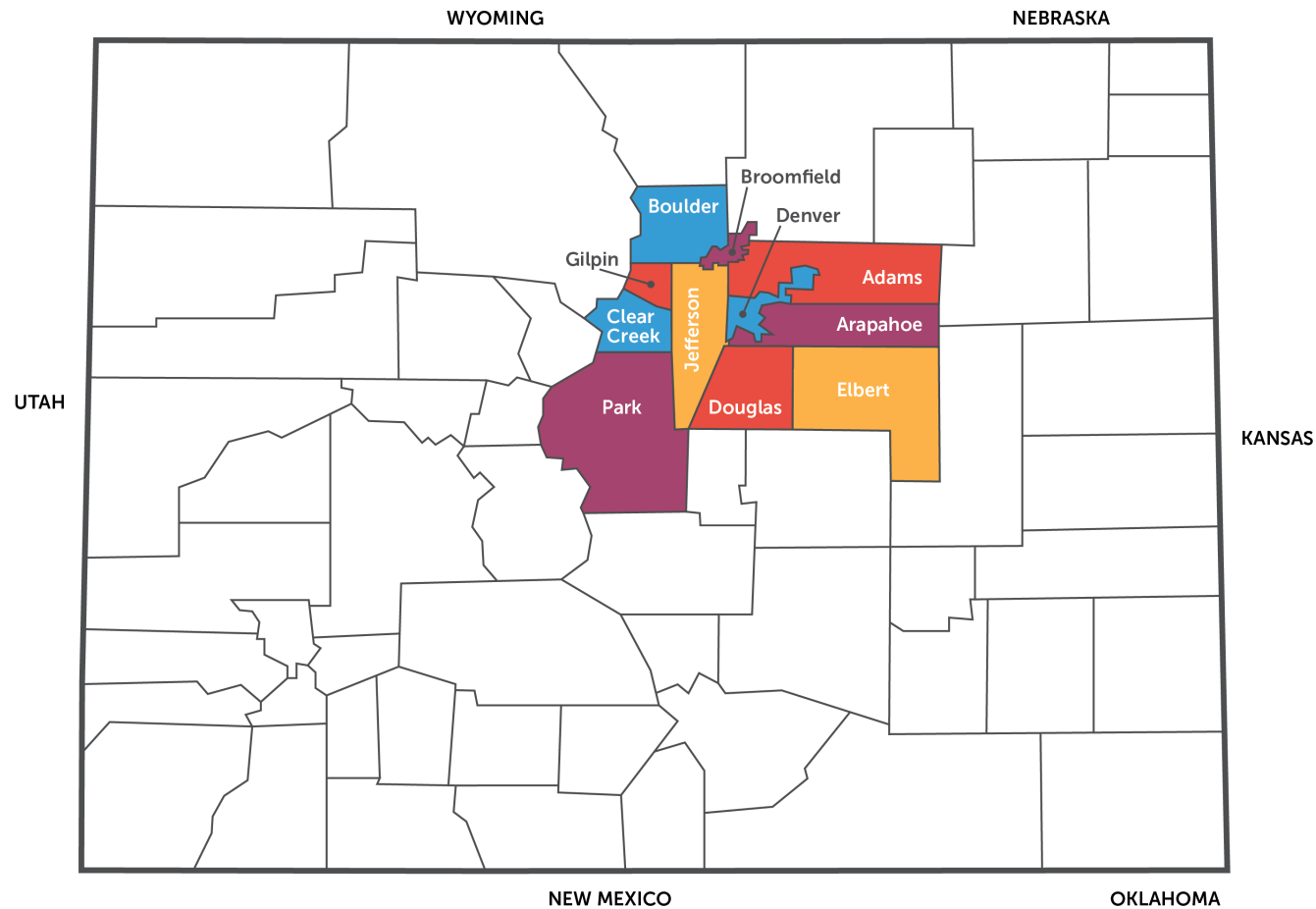
- Single-family rentals saw an increase in median rents and days on market in April. April median rents were \$2,950, versus \$2,800 in March. Median days on market increased slightly to 27 days in April, versus 24 days in March.
- On the multi-family side of the market, median rents also increased in April, up to \$1,510 versus \$1,495 in March. Median days on market rose to 37 days, versus 26 days in the prior month.
- *Disclaimer: Due to a processing error, the active listings for April 2025 are not available.*

	Apr. 2025	Mar. 2025	Apr. 2024	Month-Over-Month	Year-Over-Year
Single-family					
Active Listings	N/A	1,066	939	N/A	N/A
Days on Market - Average	29	27	21	7.48%	41.63%
Rent - Median, 1 Bedroom	1,500	1,650	1,738	-9.09%	-13.67%
Rent - Median, 2 Bedroom	2,400	2,245	2,350	6.90%	2.13%
Rent - Median, 3 Bedroom	2,950	2,895	2,980	1.90%	-1.01%
Multi-family					
Active Listings	N/A	2,630	2,530	N/A	N/A
Days on Market - Average	39	30	23	28.46%	68.75%
Rent - Median, 1 Bedroom	1,395	1,386	1,450	0.65%	-3.79%
Rent - Median, 2 Bedroom	1,750	1,750	1,758	0.00%	-0.46%
Rent - Median, 3 Bedroom	2,450	2,350	2,300	4.26%	6.52%

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

[Click Here for Full Glossary >>](#)

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:

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To stay up to date with relevant real estate news and statistics, please visit 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

All data presented in this report was provided by REcolorado. The data was pulled at 8:00 AM (mountain time) on the first day of the month for the preceding month(s).

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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 or call 303-756-0553.

THE RUETH TEAM

#1 Originator in Colorado | #18 Originator Nationally

WE ARE *a mortgage team who is enthusiastically committed to providing the gateway into real estate for clients across the country.*



WE PROVIDE



An Exceptional Client Journey

You and your clients can expect speed, efficiency and connection. From the initial phone call to funding day, the home-buying process will be as stress-free as possible.

01



Trust Through Communication

Through process emails, calls and texts, daily social media posts, weekly YouTube videos, Saturday blogs and Friday market texts, your clients will always feel confident in their real estate journey.

02



A Focus on Education

Your clients want options! And we have them! Through monthly classes, events and strategy discussions each buyer you send our way will get the highest level of service and education found in the industry.

03



Experience and Teamwork

This is where we make the magic happen for YOU! With over 50 years of industry experience, in-house sales, processing, underwriting teams and being within shouting distance from one another in the office, you are getting the best of the best.

04

WE BELIEVE *in sleeping better at night knowing you've built financial diversity, security and multigenerational wealth. **We believe in the power of real estate.***



303-214-6393

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