

Market Update for Sellers

Week of Tuesday, July 29, 2025



Cooper Thayer

REALTOR® | The Thayer Group
Keller Williams Action Realty, LLC

Leading Voice in Colorado Real Estate Market Analysis and Economics

Keller Williams Colorado Region
Chief Market Strategist

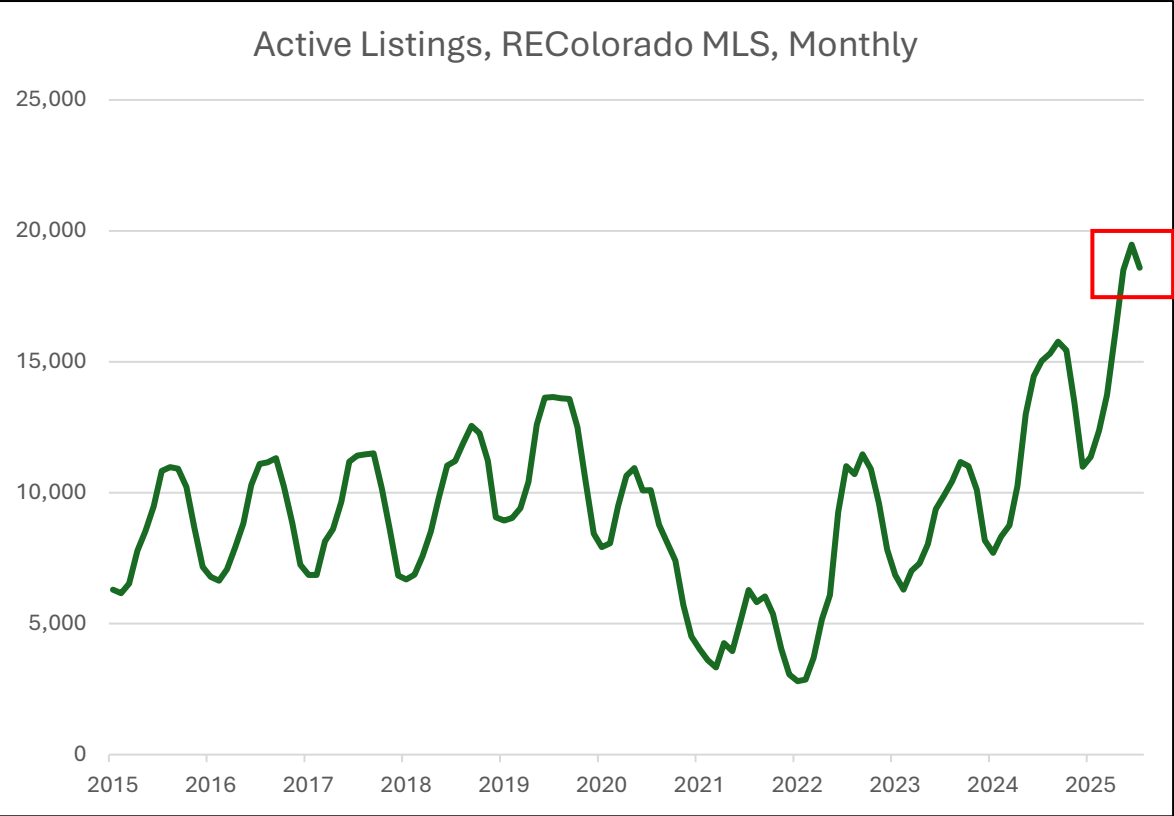
Colorado Association of REALTORS® (CAR)
Market Spokesperson, Denver Metro Area
Member, Legislative Policy Committee
Trustee, CAR Political Action Committee

Denver Metro Association of REALTORS® (DMAR)
Member, Board of Directors
Member, Government Affairs Committee



Active Listing Count Finally Decreasing

REColorado active listings see first monthly decline so far this year



Month (2025)	Active Listings
Jan	11,369
Feb	12,367
Mar	13,744
Apr	16,123
May	18,502
Jun	19,475
Jul	18,586



Cooper Thayer

REALTOR® | The Thayer Group
Keller Williams Action Realty, LLC

Leading Voice in Colorado Real Estate Market Analysis and Economics

Keller Williams Colorado Region
Chief Market Strategist

Colorado Association of REALTORS® (CAR)
Market Spokesperson, Denver Metro Area
Member, Legislative Policy Committee
Trustee, CAR Political Action Committee

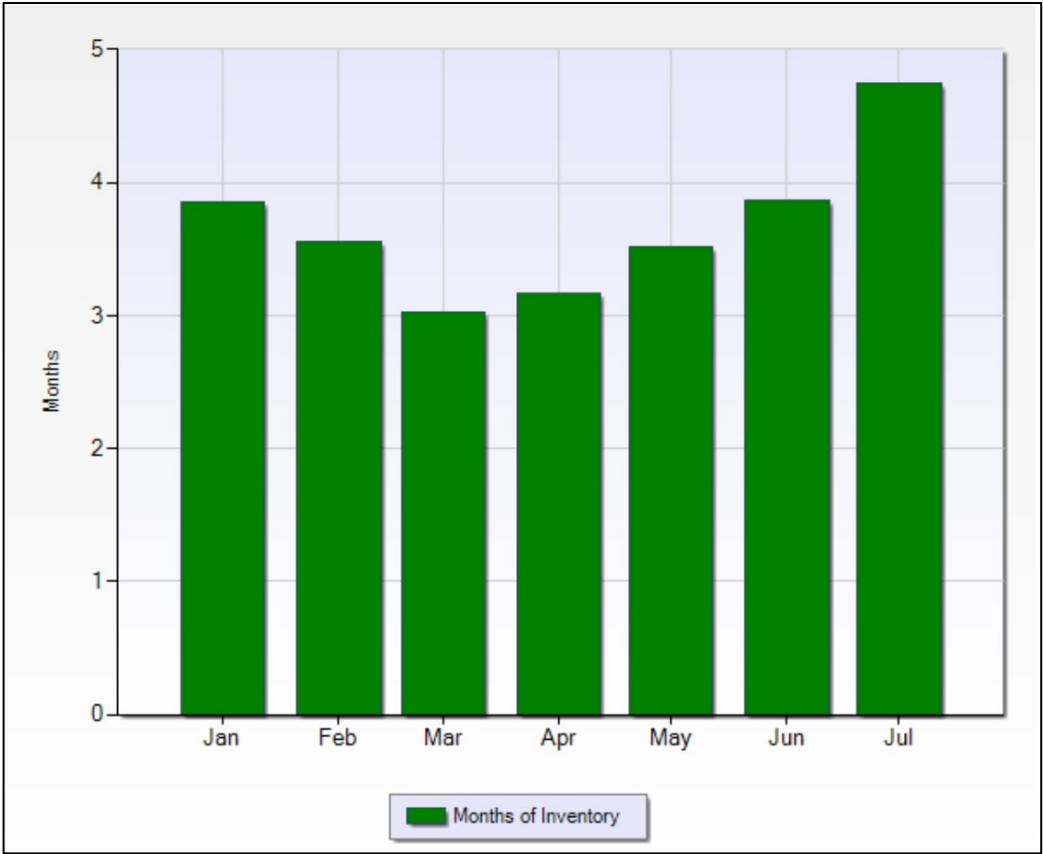
Denver Metro Association of REALTORS® (DMAR)
Member, Board of Directors
Member, Government Affairs Committee



Source: REColorado MLS

But Relative Inventory Still Climbing...

REColorado months of inventory increased to ~4.7mo in July



Source: REColorado MLS



Cooper Thayer

REALTOR® | The Thayer Group
Keller Williams Action Realty, LLC

**Leading Voice in Colorado Real Estate
Market Analysis and Economics**

Keller Williams Colorado Region
Chief Market Strategist

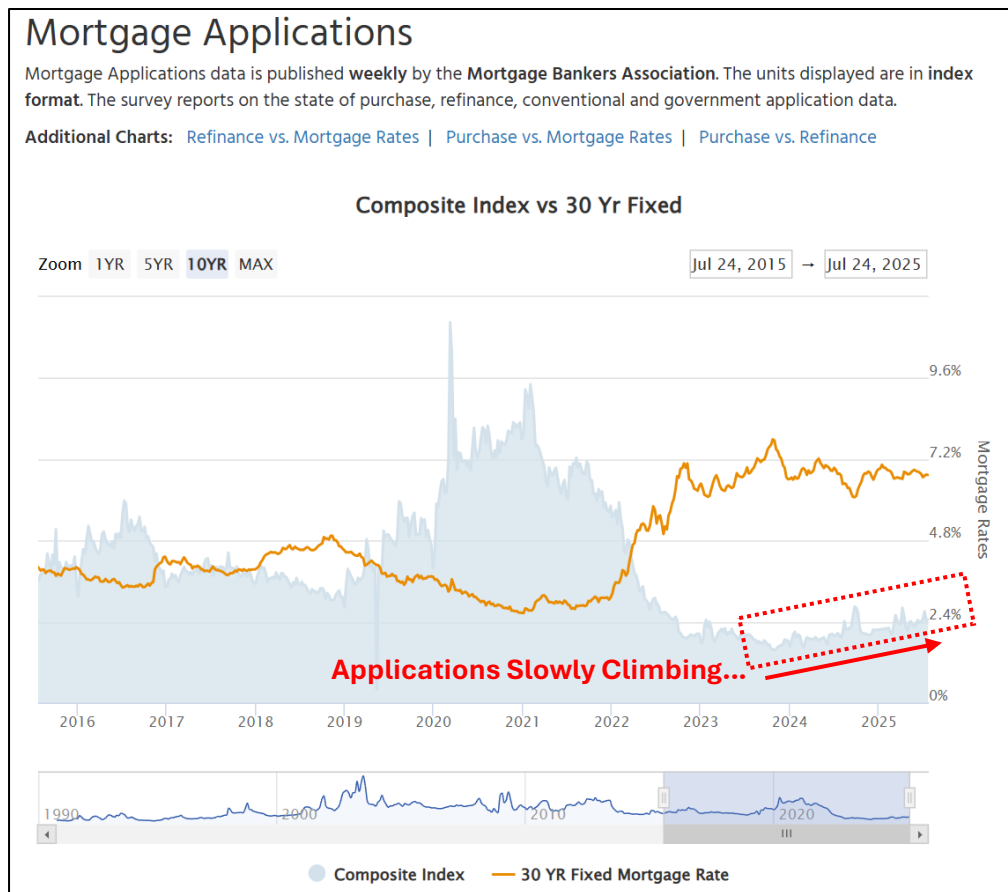
Colorado Association of REALTORS® (CAR)
Market Spokesperson, Denver Metro Area
Member, Legislative Policy Committee
Trustee, CAR Political Action Committee

Denver Metro Association of REALTORS® (DMAR)
Member, Board of Directors
Member, Government Affairs Committee



Mortgage Applications

In a better spot than this time last year despite same rate



Source: REColorado MLS

End of July 2024:

6.73% Rate

201.2 Application Index

End of July 2025

6.74% Rate

255.6 Application Index



Cooper Thayer

REALTOR® | The Thayer Group
Keller Williams Action Realty, LLC

**Leading Voice in Colorado Real Estate
Market Analysis and Economics**


Keller Williams Colorado Region
Chief Market Strategist

Colorado Association of REALTORS® (CAR)
Market Spokesperson, Denver Metro Area
Member, Legislative Policy Committee
Trustee, CAR Political Action Committee

Denver Metro Association of REALTORS® (DMAR)
Member, Board of Directors
Member, Government Affairs Committee



Showing Activity From Our Peers



Denver Area Top Producing Agents

· 7h ·

⋮

✕

👁️

How was your listing activity over the weekend? Showings? Offers?


4 comments

👍 Like

💬 Comment


📧 Send

Most relevant ▾




2 listings, 1 showing

1d Like Reply




Same- slow. 5 listings, 0 showings. Price drops have been encouraged. Open house was ok, 4 couples thru.

1d Like Reply



Two listings and 0 showings. I am hearing this is the slowest market since 1990s. We need a rate drop.

1d Like Reply Edited



I heard this on a business channel this morning. I have no stats to back it up.

21h Like Reply Edited

Cooper Thayer

REALTOR® | The Thayer Group
Keller Williams Action Realty, LLC

**Leading Voice in Colorado Real Estate
Market Analysis and Economics**

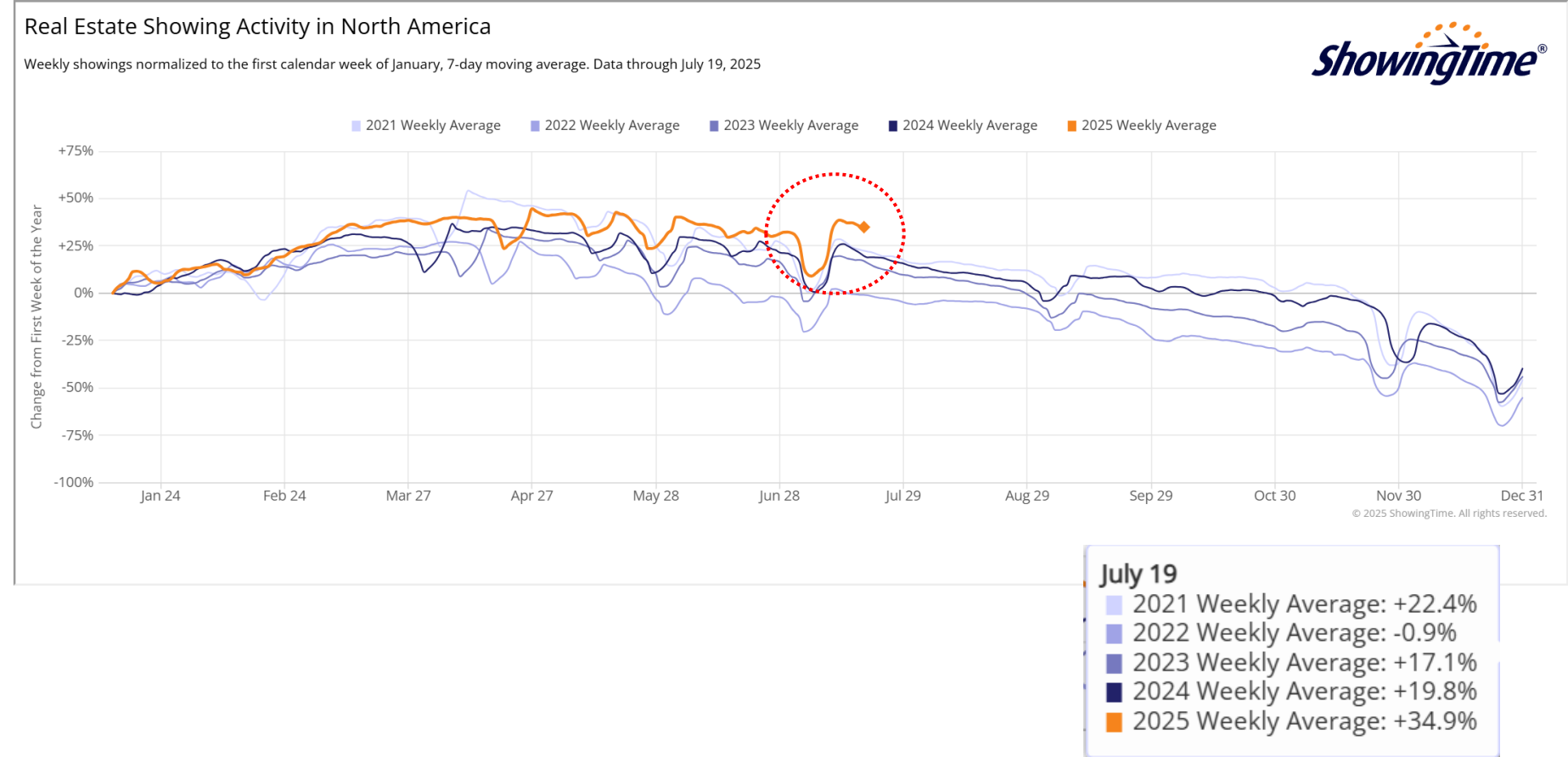
Keller Williams Colorado Region
Chief Market Strategist

Colorado Association of REALTORS® (CAR)
Market Spokesperson, Denver Metro Area
Member, Legislative Policy Committee
Trustee, CAR Political Action Committee

Denver Metro Association of REALTORS® (DMAR)
Member, Board of Directors
Member, Government Affairs Committee

2025 © Cooper Thayer/818 RE LLC/The Thayer Group, Inc dba The Thayer Group. All Rights Reserved. This presentation and its content are protected by copyright laws. Unauthorized use or reproduction of any part of this presentation without prior written permission is strictly prohibited.

Showing Data: Increased Activity in Past Few Weeks



Cooper Thayer

REALTOR® | The Thayer Group
Keller Williams Action Realty, LLC

**Leading Voice in Colorado Real Estate
Market Analysis and Economics**

Keller Williams Colorado Region
Chief Market Strategist

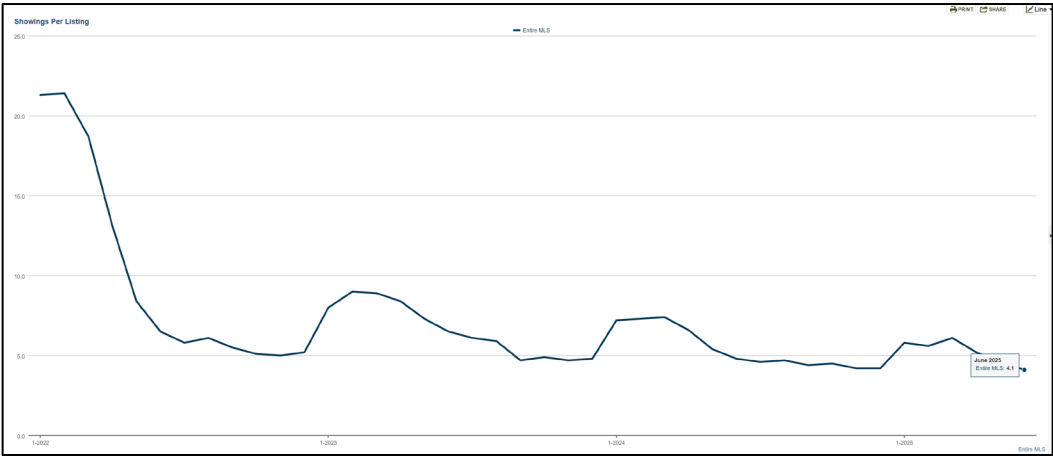
Colorado Association of REALTORS® (CAR)
Market Spokesperson, Denver Metro Area
Member, Legislative Policy Committee
Trustee, CAR Political Action Committee

Denver Metro Association of REALTORS® (DMAR)
Member, Board of Directors
Member, Government Affairs Committee



Our Showing Activity in Past 7 Days

Listing	Days on Market	Status/Update	Price	Showings (7-day)	Showings (tot.)	Showings/mo
Single-Family Castle Pines	166		\$699,000	2	25	4.52
Single-Family Watkins	152		\$475,000	0	7	1.38
Single-Family Castle Rock	127		\$599,950	2	17	4.02
Single-Family Castle Rock	110		\$559,000	3	26	7.09
Condo Highlands Ranch	105		\$315,000	0	7	2.00
Single-Family Castle Rock	102		\$615,000	0	5	1.47
Single-Family Castle Rock	87		\$1,185,000	0	9	3.10
Single-Family Castle Rock	86	Under Contract @ 86 DOM	\$1,098,000	0	7	2.44
Single-Family Castle Rock	71		\$599,900	2	18	7.61
Townhouse Aurora	69	Back on Market	\$325,000	1	16	6.96
Townhouse Aurora	40	2.1% Price Reduction	\$225,000	3	12	9.00
Single-Family Castle Rock	19		\$675,000	2	12	12.00
Single-Family Colorado Springs	11		\$495,000	1	2	2.00
Single-Family Castle Rock	10	Under Contract @ 10 DOM	\$749,900	4	6	6.00
Duplex Castle Rock	6	Under Contract @ 6 DOM	\$539,900	6	6	6.00
Condo Littleton	1	Just Listed Yesterday	\$290,000	-	-	-
Total				26	175	5.04
15 Active Listings				1.73 showings/listing	13.46 showings/listing	22.9% abv. market avg.



June 2025
Entire MLS: 4.1



Cooper Thayer

REALTOR® | The Thayer Group
Keller Williams Action Realty, LLC

Leading Voice in Colorado Real Estate
Market Analysis and Economics

Keller Williams Colorado Region
Chief Market Strategist

Colorado Association of REALTORS® (CAR)
Market Spokesperson, Denver Metro Area
Member, Legislative Policy Committee
Trustee, CAR Political Action Committee

Denver Metro Association of REALTORS® (DMAR)
Member, Board of Directors
Member, Government Affairs Committee



Source: All data from REcolorado®. REcolorado® is a registered trademark of REcolorado © 2021 REcolorado. All rights reserved. InfoSparks © 2025 ShowingTime Plus, LLC.

Thank you!

You can download these slides below the video. Feel free to reach out anytime with questions!



Cooper Thayer

REALTOR® | The Thayer Group
Keller Williams Action Realty, LLC

Leading Voice in Colorado Real Estate Market Analysis and Economics

Keller Williams Colorado Region
Chief Market Strategist

Colorado Association of REALTORS® (CAR)
Market Spokesperson, Denver Metro Area
Member, Legislative Policy Committee
Trustee, CAR Political Action Committee

Denver Metro Association of REALTORS® (DMAR)
Member, Board of Directors
Member, Government Affairs Committee

