High Country Homes Selling Fast

Limited inventory continues to drive quick transactions in Colorado's mountain markets.

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THE DATA

45 Days

Average Days on Market

Properties in the High Country are spending an average of 45 days on market before going under contract.

This rapid turnover rate reflects intense buyer competition and a persistent shortage of available homes across Summit, Eagle, Pitkin, and Grand counties. Well-priced properties, especially those offering prime locations or unique amenities, are moving exceptionally quickly.

Source: Federal Reserve Bank of Kansas City (10th District) · Published July 16, 2026

01

Competitive Landscape for Buyers

The low average days on market indicates a highly competitive environment for buyers in Colorado's High Country. Prospective purchasers must be prepared to act decisively, often facing multiple offers and needing strong financial pre-approvals to secure desired properties.

02

Strategic Advantage for Sellers

For sellers, the current market conditions present a significant advantage. With homes selling quickly, there is less pressure for extensive price reductions, and sellers can often achieve favorable terms. Strategic pricing and effective presentation remain crucial to capitalize on this demand.

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