



**Rebecca Smyth**  
REAL ESTATE AGENT

GRAND COUNTY MARKET REPORT • SEPTEMBER 2026

# 10 months of supply. Here's what that means for you.

What's actually happening with Grand County homes right now, in plain numbers, and the move that makes sense whether you're buying or selling.

FOR GRAND COUNTY BUYERS, SELLERS, AND HOMEOWNERS

**Rebecca Smyth, Realtor® · eXp Realty**

Grand County native, 30+ years. Lives in Granby. Every number in this report comes straight from the MLS, pulled October 21, 2026.

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**exp**  
REALTY

LUXURY

**PurpleMTN**  
GROUP

# September 2026, in six numbers

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**305**

HOMES FOR SALE  
(280 A YEAR AGO)

**10.5**

MONTHS OF SUPPLY

**43**

HOMES SOLD IN SEPT.  
(46 A YEAR AGO)

**\$999K**

MEDIAN ASKING PRICE  
(DOWN 14% FROM \$1.165M)

**121**

AVG. DAYS ON MARKET  
(106 A YEAR AGO)

**97.6%**

SOLD PRICE VS. FINAL LIST  
PRICE

**The market is the market. Right now it rewards buyers who are prepared and sellers who are priced right.**

**Here's what's happening.** There are more homes for sale than there were a year ago, and they're taking longer to sell. Asking prices have come down to meet that. Sales volume hasn't fallen apart though: 350 homes sold over the last 12 months, compared with 346 the 12 months before. Buyers are still buying. They just have more choices and more room to negotiate.

**Worth knowing.** Ten months of supply means that at the current pace of sales, it would take about ten months to sell every home on the market. Roughly six months is generally considered a balanced market. We're well past that.

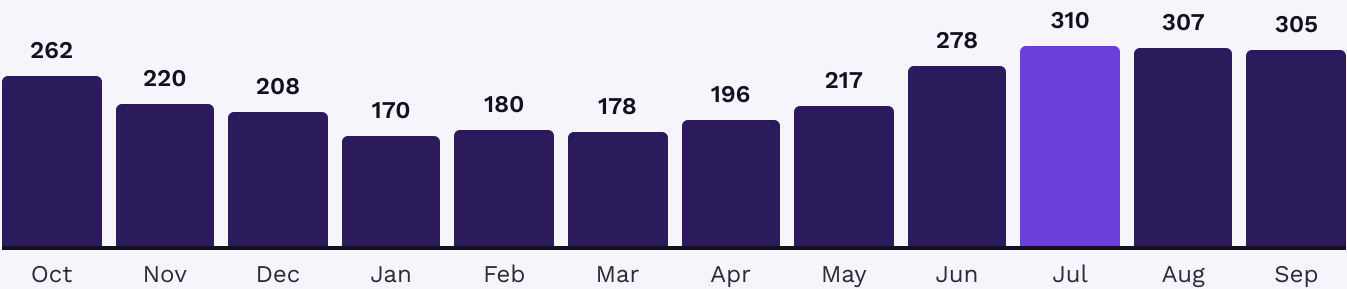
These figures cover every residential listing in the Grand County MLS, including luxury homes and larger acreage, so they run higher than the county's published median-price snapshot, which uses a narrower slice of the market.



THE TREND

# Inventory climbed all summer, then leveled off

Homes for sale, month by month. The count nearly doubled from January to July, then held steady through September while sales picked up.



ACTIVE LISTINGS, OCT 2025 TO SEP 2026

|                              | JUN   | JUL   | AUG   | SEP   |
|------------------------------|-------|-------|-------|-------|
| Homes sold                   | 27    | 27    | 30    | 43    |
| Sold vs. original list price | 98.2% | 96.2% | 95.0% | 96.2% |
| Avg. days on market          | 135   | 136   | 174   | 121   |

**What I see.** Sales climbed from 27 in July to 43 in September, and the average home that sold in September had been listed for 121 days, down from 174 in August. Over the past 12 months, homes have sold for an average of about 94.5% of their original asking price. That gap is the negotiating room.

# Not every corner of the county feels the same

| TOWN        | FOR SALE NOW | SOLD, LAST 12 MO. | APPROX. MONTHS OF SUPPLY |
|-------------|--------------|-------------------|--------------------------|
| Fraser      | 22           | 41                | <b>6.4</b>               |
| Winter Park | 23           | 27                | <b>10.2</b>              |
| Granby      | 106          | 104               | <b>12.2</b>              |
| Grand Lake  | 70           | 65                | <b>12.9</b>              |

Months of supply here is homes for sale now divided by the average monthly sales over the past 12 months. Town-level counts are small, so treat them as a direction, not a promise.

## IF YOU'RE SELLING

**Price it for today, not for last year.** With asking prices down 14% and buyers negotiating, a home priced off an old comp sits, and the days add up. Ask me for a pricing plan built on what has actually sold near you in the last 90 days.

## IF YOU'RE BUYING

**You have room to make a smart offer.** More choices and longer days on market mean you can ask for repairs, credits, or a better price. Get your financing conversation done first with a lender, then let's go see homes.



YOUR NEXT STEP

# Want these numbers for your street, not just the county?

The county picture is the starting line. What matters is your price range, your town, and the kind of property you're looking at or living in.

- 1 Tell me what you own or what you're looking for.**  
A town, a price range, and a timeline is enough.
- 2 I'll send you the numbers that match.**  
Recent sales, what's for sale now, and how long homes like yours are taking.
- 3 We'll figure out the move together.**  
No pressure and no obligation. Sometimes the right move is to wait.

**Let's talk about your next move in Grand County.**

**Call or text Rebecca: 970-531-1268**

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Source: FlexMLS, Grand County, residential property type, 12 months through September 2026 (pulled October 21, 2026). Information is deemed reliable but not guaranteed and is not a valuation of any specific property. This is not financial or lending advice.

