

STAT PACK

MONTHLY STAT PACK

Data through January 2026



RESIDENTIAL REVIEW

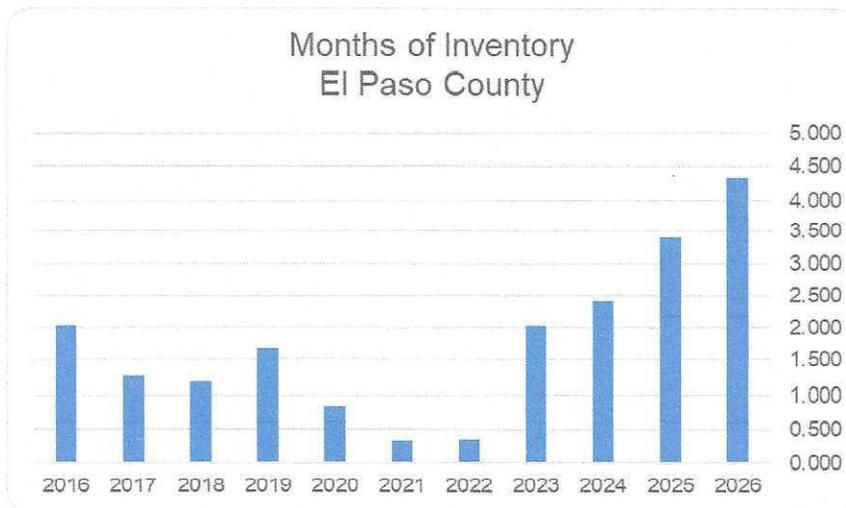
El Paso County

The data found within the Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or it's PPMLS. This content is deemed reliable; however, RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect all real estate activity in the market. Additional sources include the Colorado Springs Business Alliance, El Paso County Assessor, and El Paso County.

Welcome to the ERA Shields Stat Pack. The intent for providing information to you is to educate you on the current local real estate market so you can better make decisions for you and your family. Real estate markets vary from city to city as well as neighborhood to neighborhood. When the national media reports how the real estate market is doing, it is reporting on national numbers and it is likely very different from how your neighborhood is performing. You will find factual data within this document from which you may draw your own conclusions. We include a brief summary on the last page.

QUICK FACTS

- ⇒ 30-year mortgage rates are just above 6%, which is a full point lower than a year ago
- ⇒ 2,090 listings are on the market-this is up 16% from the same month last year (SMLY)
- ⇒ New listings for the month were 1000 -which is up 3% from SMLY
- ⇒ There were 482 sales for the month-which is down 9% from SMLY
- ⇒ The list price/sales price ratio was 98.8%
- ⇒ Average sales price for the month was \$534,810—down 2.7% from SMLY
- ⇒ Median sales price for the month was \$474,950—down 3.4% from SMLY
- ⇒ Median days on market for sold homes was 82-SMLY was 65
- ⇒ Single family permits YTD are up to 279– compared to 217 units from last year



This graph compares the number of Active homes on the market to the number of homes Sold. It shows how many months it would take to sell through the current listing inventory. Most economists consider 5-6 months to be a balanced market.



PRICING TOOLS

Determine how your price range is performing

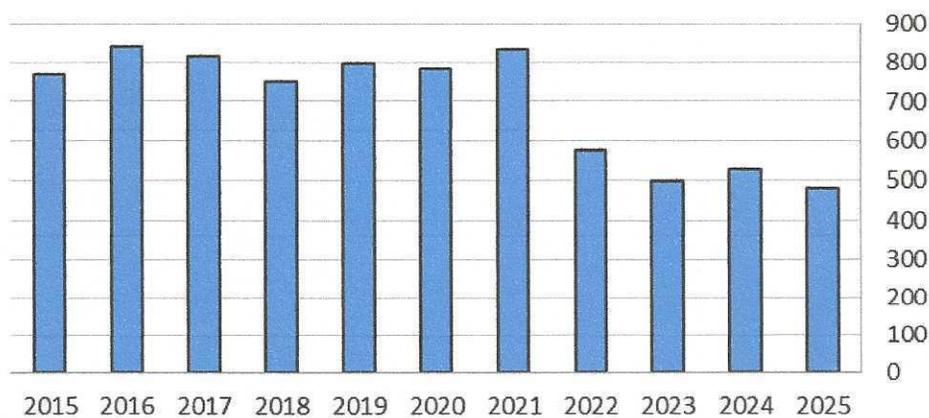
Price Range Comparisons Single Family & Patio Homes

This chart is ideal for helping you determine how competitive certain price ranges are. If you are considering selling your home, this information is just one tool you can reference to assist you with strategic pricing. As a buyer this data is helpful in creating a strategy for an offer. If you have questions on how to properly use this data, feel free to contact us.

SINGLE FAMILY/PATIO - EL PASO COUNTY ONLY

List Price	Actives	Under Contract	Solds	Days on Market	Avg SP/LP	Inventory
\$0 to \$299,999	56	60	14	60	94.9%	4.0
\$300,000 to \$399,999	308	259	112	64	99.0%	2.8
\$400,000 to \$499,999	541	309	151	77	99.6%	3.6
\$500,000 to \$599,999	391	179	90	101	99.1%	4.3
\$600,000 to \$699,999	257	100	37	99	98.1%	6.9
\$700,000 to \$799,999	169	74	37	96	97.2%	4.6
\$800,000 to \$899,999	109	32	14	98	98.1%	7.8
\$900,000 to \$999,999	77	22	10	60	97.9%	7.7
\$1 mil to \$1.25 mil	76	22	11	116	95.5%	6.9
\$1.25 mil to \$1.5 mil	54	16	3	56	94.0%	18.0
\$1.5 mil to \$1.75 mil	28	4	2	129	97.4%	14.0
\$1.75 mil to \$2 mil	25	3	0	n/a	n/a	n/a
\$2 mil and above	41	5	2	69	98.3%	20.5

Monthly Sales
El Paso County



This graph shows the total number of Solds for the month. Comparing this data over the past 10 years helps determine the current trends in the market.

QUARTERLY DATA

Comparing data for the past 10 years



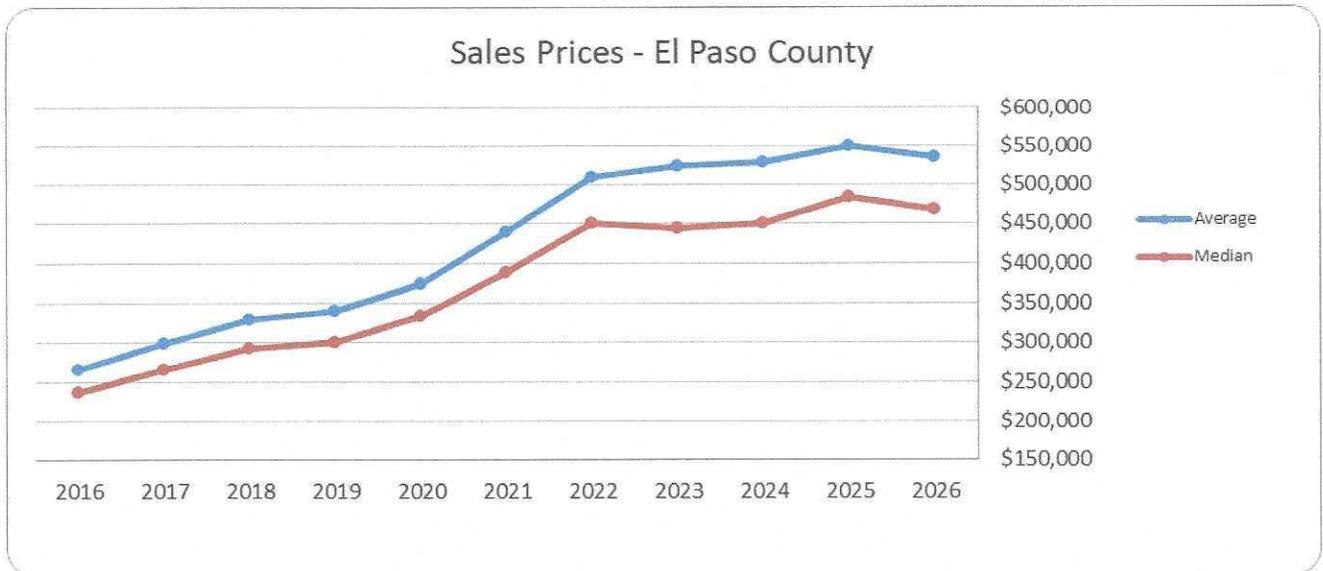
This graph shows the total number of active listings on the market and new listings coming on the market for the same period.



The correlation between new listings and solds helps assess the health of the market. A large gap between the two lines indicates an imbalanced market.

QUARTERLY DATA

Comparing data for the past 10 years



This graph shows the Average & Median Sales Prices for the same period over the past 10 years. Sales prices are the true “score” of the market.



The price range a home is within dictates the odds of selling in the next 30 days. Generally the lower the price, the more likely it will sell.

SUMMARY

Colorado Springs Real Estate Market Update – January 2026

The new year opened with continued signs of a shifting market, as inventory climbed and sales activity slowed.

- **Active Listings:** 2,090 homes on the market, up 16% year-over-year.
- **New Listings:** Roughly 1,000 new homes, essentially flat compared to last January.
- **Sales:** 482 homes sold, a drop of more than 8%.
- **Inventory:** Jumped to 4.3 months of supply, giving buyers noticeably more leverage.
- **Average Sales Price:** \$534,810, down 2%.
- **Median Sales Price:** \$467,500, down 3%.

What This Means

Inventory continues to build while sales have slowed, pushing the market further into balanced territory — and in some price ranges, slightly favoring buyers. With over four months of supply, sellers are facing more competition, and pricing strategy is critical.

Buyers now have more options, more negotiating power, and a bit more breathing room than they've had in recent years.

The big question moving forward will be whether improving mortgage rates can help reignite demand as we move toward the spring market.



Primary Mortgage Market Survey®

U.S. weekly average mortgage rates as of 02/12/2026

