

STAT PACK



RESIDENTIAL REVIEW

El Paso County

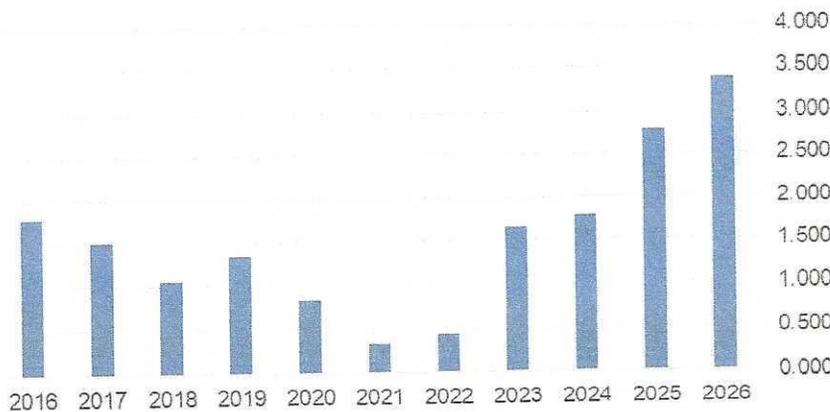
The data found within the Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or it's PPMLS. This content is deemed reliable; however, RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect all real estate activity 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 dropped below 6%, which is a full point lower than a year ago
- ⇒ 2224 listings are on the market-this is up 28% from the same month last year (SMLY)
- ⇒ New listings for the month were 1,138 -which is up 23% from SMLY
- ⇒ There were 656 sales for the month-which is up 6% from SMLY
- ⇒ The list price/sales price ratio was 99.0%
- ⇒ Average sales price for the month was \$529,295—down 4.2% from SMLY
- ⇒ Median sales price for the month was \$465,000—down 2.9% from SMLY
- ⇒ Median days on market for sold homes was 74-SMLY was 58
- ⇒ Single family permits YTD are up to 515- compared to 391 units from last year

Months of Inventory
El Paso County



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

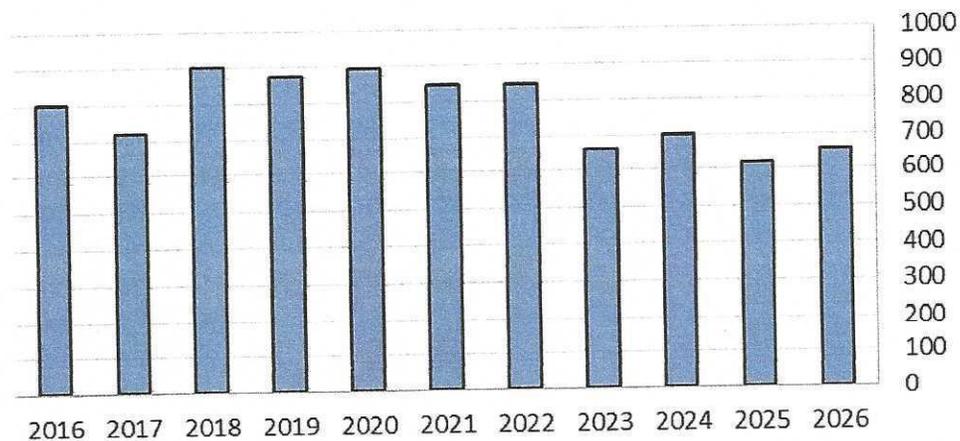
Price Range Comparisons Single Family & Patio Homes

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	54	59	35	59	96.0%	1.5
\$300,000 to \$399,999	285	259	153	62	99.7%	1.9
\$400,000 to \$499,999	546	355	195	71	99.7%	2.8
\$500,000 to \$599,999	413	218	108	87	99.3%	3.8
\$600,000 to \$699,999	249	106	69	87	98.9%	3.6
\$700,000 to \$799,999	178	65	42	77	98.9%	4.2
\$800,000 to \$899,999	113	43	21	72	98.5%	5.4
\$900,000 to \$999,999	76	28	13	103	98.3%	5.8
\$1 mil to \$1.25 mil	93	30	12	76	98.7%	7.8
\$1.25 mil to \$1.5 mil	63	17	5	54	94.8%	12.6
\$1.5 mil to \$1.75 mil	27	5	4	178	95.6%	6.8
\$1.75 mil to \$2 mil	27	7	1	66	96.9%	27.0
\$2 mil and above	41	8	1	108	96.0%	41.0

Monthly Sales
El Paso County

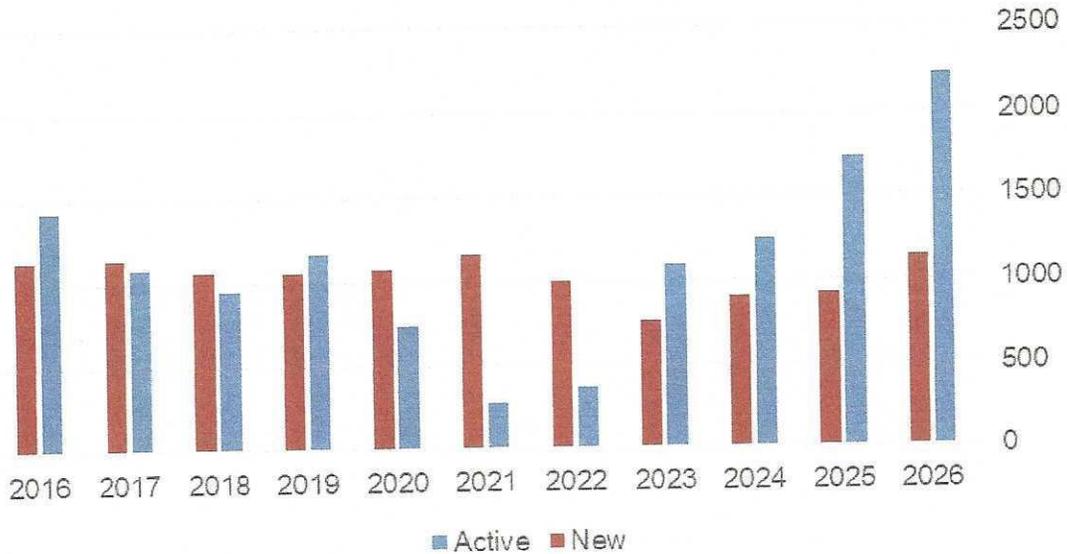


This graph shows the total number of Solds for the month. Comparing this data over the past 10 years helps determine the current trends in the market.

QUARTERLY DATA

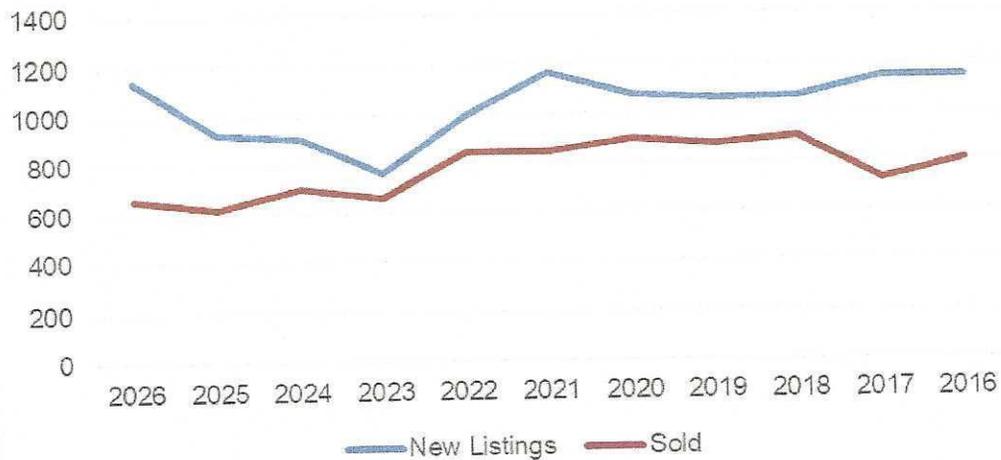
Comparing data for the past 10 years

Active & New Listings



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

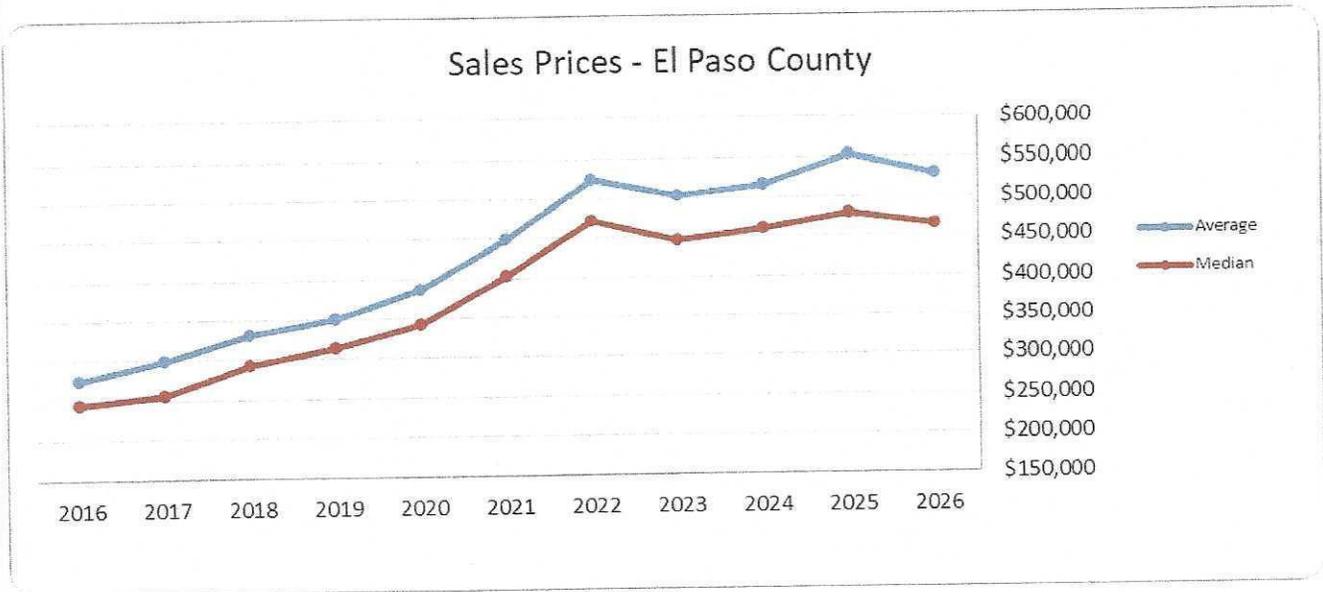
Total New Listings vs Total Solds - MonthlyEI Paso County



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 – February 2025

The February numbers show a market with more activity but also more competition, as both inventory and sales increased compared to last year.

- Active Listings: Up 28% year-over-year.
- New Listings: Up 23%, bringing more options to the market.
- Sales: Up 6% compared to February last year.
- Inventory: Increased to 3.4 months of supply, giving buyers more choices.
- Average Sales Price: Down 4% year-over-year.
- Median Sales Price: Down 3%.
- Mortgage Rates: Dipped below 6%, nearly a full point lower than last year.

Housing starts increased from 391 last year to 515 so far this year. Homes under \$500,000 remain very active, with strong buyer demand. Once prices reach \$800,000 and above, the market becomes noticeably more challenging, with longer market times and more competition among sellers.

What This Means

Lower mortgage rates are helping bring buyers back into the market, and the increase in listings and new construction are giving buyers more choices. The result is a market that feels more balanced than we've seen in several years, especially in the mid- to upper-price ranges.

Freddie Mac

Primary Mortgage Market Survey®

U.S. weekly average mortgage rates as of 03/05/2026

