

STAT PACK

MONTHLY STAT PACK

Data through April 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 were a bit erratic-started the month at nearly 6.5%, and ended up at 6.3%
- ⇒ 2,549 listings are on the market-this is up 9% year-over-year (YOY)
- ⇒ New listings for the month were 1,582 -which is up 3% from YOY
- ⇒ There were 915 sales for the month-which is up 1% YOY
- ⇒ The list price/sales price ratio was 99.1%
- ⇒ Average sales price for the month was \$570,125—down 2% YOY
- ⇒ Median sales price for the month was \$485,000—down 3% from YOY
- ⇒ Median days on market for sold homes was 58 – last year it was 50 days
- ⇒ Single family permits YTD are at 1,125– compared to 1,003 last year

Months of REAL Inventory
El Paso County



This graph compares the number of active & under contract 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

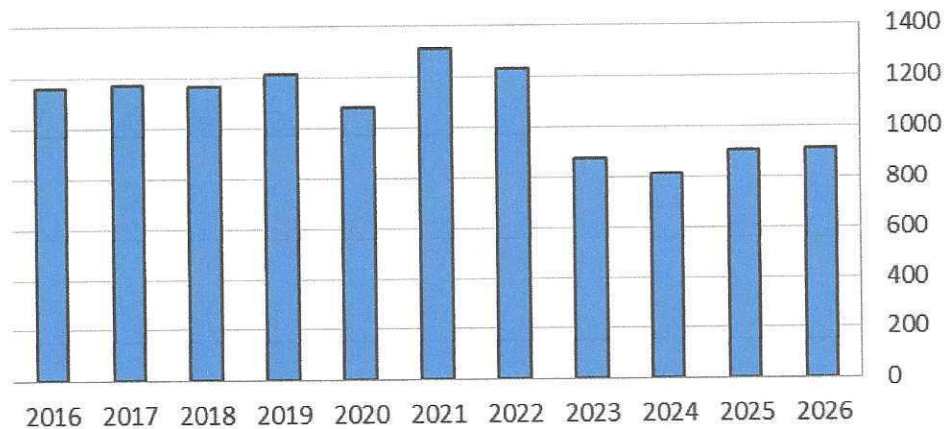
Price Range Comparisons Single Family & Patio Homes

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	62	54	35	73	95.7%	1.8
\$300,000 to \$399,999	364	287	185	60	99.5%	2.0
\$400,000 to \$499,999	627	421	279	49	99.6%	2.2
\$500,000 to \$599,999	447	247	153	54	99.8%	2.9
\$600,000 to \$699,999	301	155	92	69	99.4%	3.3
\$700,000 to \$799,999	190	90	56	48	98.6%	3.4
\$800,000 to \$899,999	155	71	31	92	98.9%	5.0
\$900,000 to \$999,999	155	44	24	67	97.9%	6.5
\$1 mil to \$1.25 mil	111	38	25	78	97.6%	4.4
\$1.25 mil to \$1.5 mil	80	28	13	50	96.4%	6.2
\$1.5 mil to \$1.75 mil	29	9	9	70	97.1%	3.2
\$1.75 mil to \$2 mil	30	7	5	15	96.1%	6.0
\$2 mil and above	50	12	8	80	96.5%	6.3

Monthly Sales
El Paso County



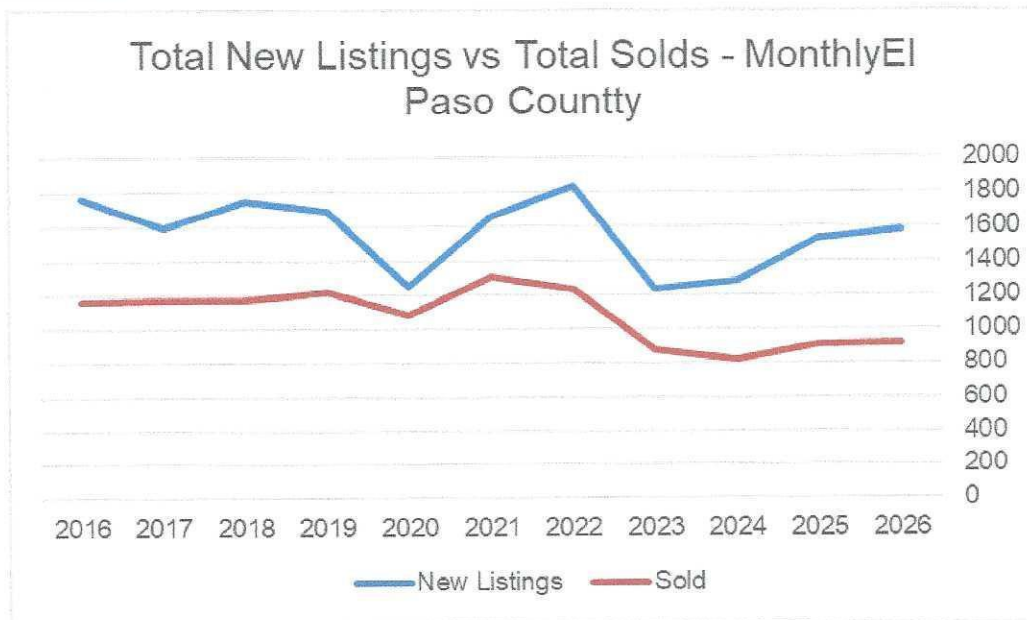
This graph shows the total number of Solds for the month. Comparing this data over the past 10 years helps determine the current trends in the market.

QUARTERLY DATA

Comparing data for the past 10 years



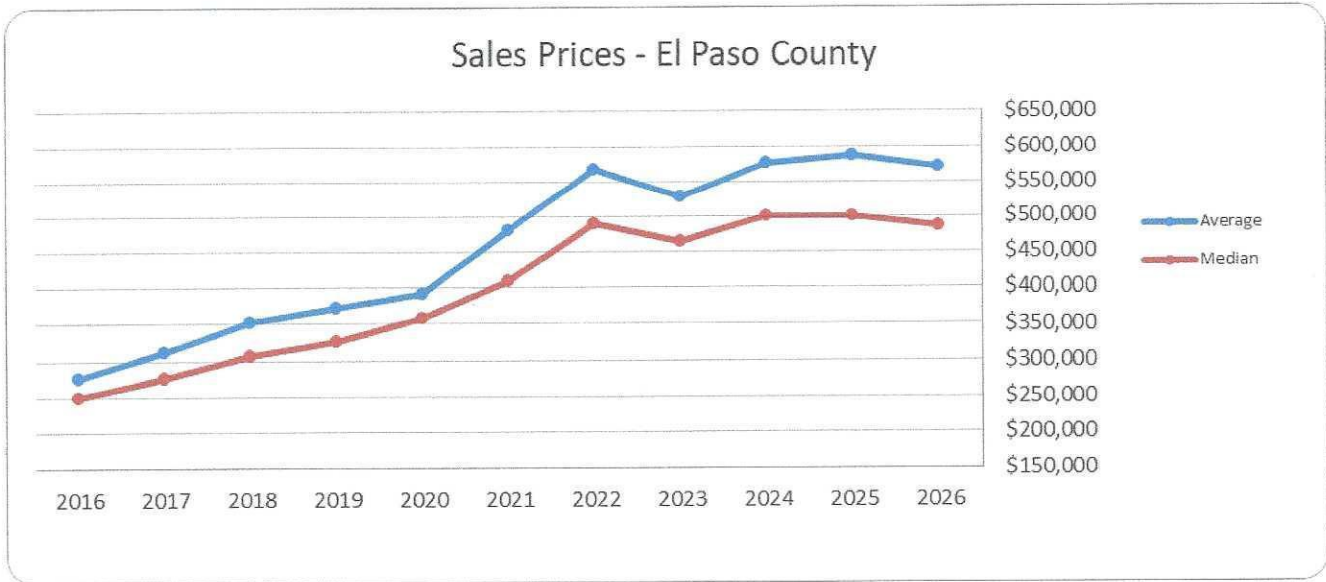
This graph shows the total number of active listings on the market and new listings coming on the market for the same period.



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 – April 2026

April continued the trend of a market that's steady on paper, but facing some real-world challenges.

- Active Listings: 2,549 homes, up 9% year-over-year.
- Sales: 951 homes sold, essentially flat compared to last April.
- Average & Median Prices: Both down approximately 3%, showing some pricing pressure.
- Inventory climbed to 4.4 months of supply, giving buyers more leverage.

The market remains flat but resilient, especially when you factor in the erratic mortgage rate environment and broader economic uncertainty. Buyers are active, but more cautious, and they're taking advantage of increased inventory and negotiating power.

One area feeling more pressure is the condo market. Higher HOA dues—largely driven by rising property insurance costs—are making affordability tougher, which is slowing demand in that segment.

Buyers have more choices and time to make decisions, while sellers are facing increased competition. Homes that are priced right and show well are still moving, but the margin for error is smaller than it's been in recent years.



Primary Mortgage Market Survey®

U.S. weekly average mortgage rates as of 05/07/2026

