

# STAT PACK

MONTHLY STAT PACK

Data through May 2025



## Shields

### RESIDENTIAL REVIEW

### El Paso County

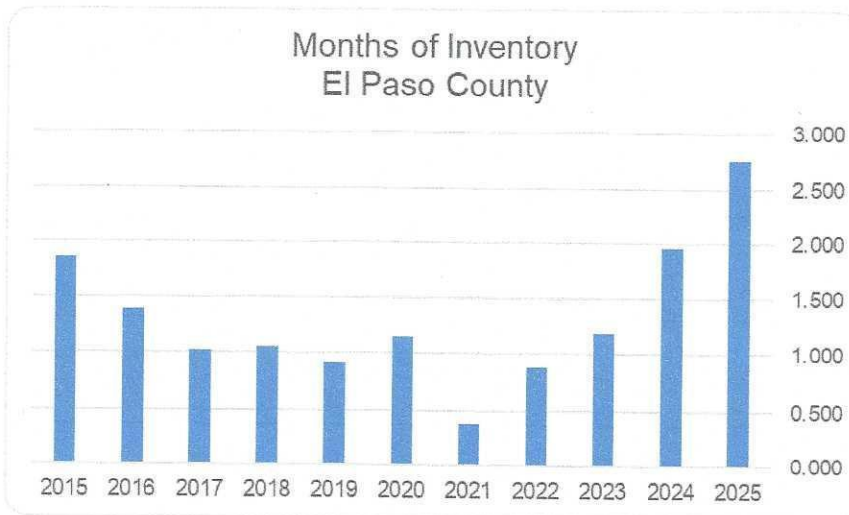
*The data found within the Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or it's PPMLS. This content is deemed reliable; however, RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect all real estate activity 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 remain relatively flat at 6.89%
- ⇒ 2,607 listings are on the market-this is up 45% from the same month last year (SMLY)
- ⇒ New listings for the month were 1612 -which is up just 12% from SMLY
- ⇒ There were 949 sales for the month-which is up 3% from SMLY
- ⇒ The list price/sales price ratio was 99.5%
- ⇒ Average sales price for the month was flat \$576,872—up .8% from SMLY
- ⇒ Median sales price for the month was also flat at \$503,000—up .4% from SMLY
- ⇒ Median days on market for sold homes was 42 compared to 34 for the SMLY
- ⇒ Single family permits YTD are at 1,291 which is down from the 1,462 units from the SMLY

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

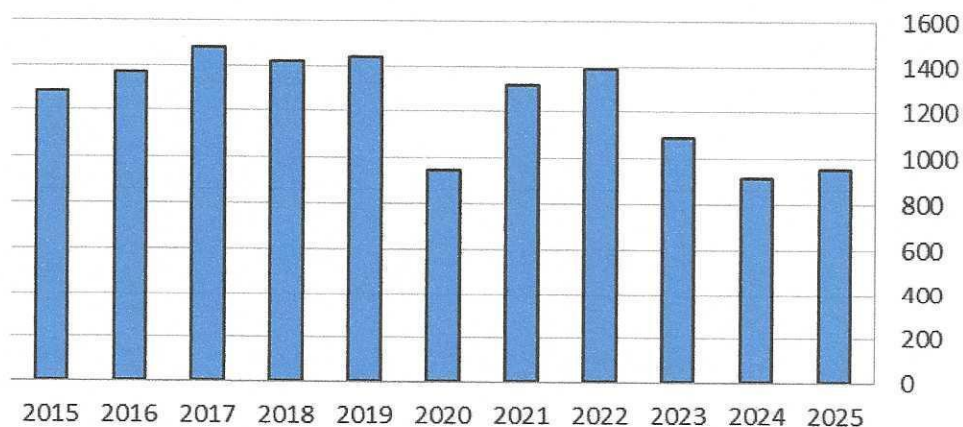
## Price Range Comparisons Single Family & Patio Homes

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	61	47	31	37	95.3%	2.0
\$300,000 to \$399,999	325	208	159	37	100.1%	2.0
\$400,000 to \$499,999	660	379	269	39	99.9%	2.5
\$500,000 to \$599,999	537	252	187	39	99.7%	2.9
\$600,000 to \$699,999	361	143	116	40	99.7%	3.1
\$700,000 to \$799,999	221	99	69	62	99.9%	3.2
\$800,000 to \$899,999	142	56	49	43	98.6%	2.9
\$900,000 to \$999,999	103	34	17	42	99.9%	6.1
\$1 mil to \$1.25 mil	108	49	23	71	97.7%	4.7
\$1.25 mil to \$1.5 mil	90	20	17	29	98.7%	5.3
\$1.5 mil to \$1.75 mil	27	8	2	22	98.4%	13.5
\$1.75 mil to \$2 mil	29	5	2	106	98.2%	14.5
\$2 mil and above	52	11	8	132	94.5%	6.5

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.

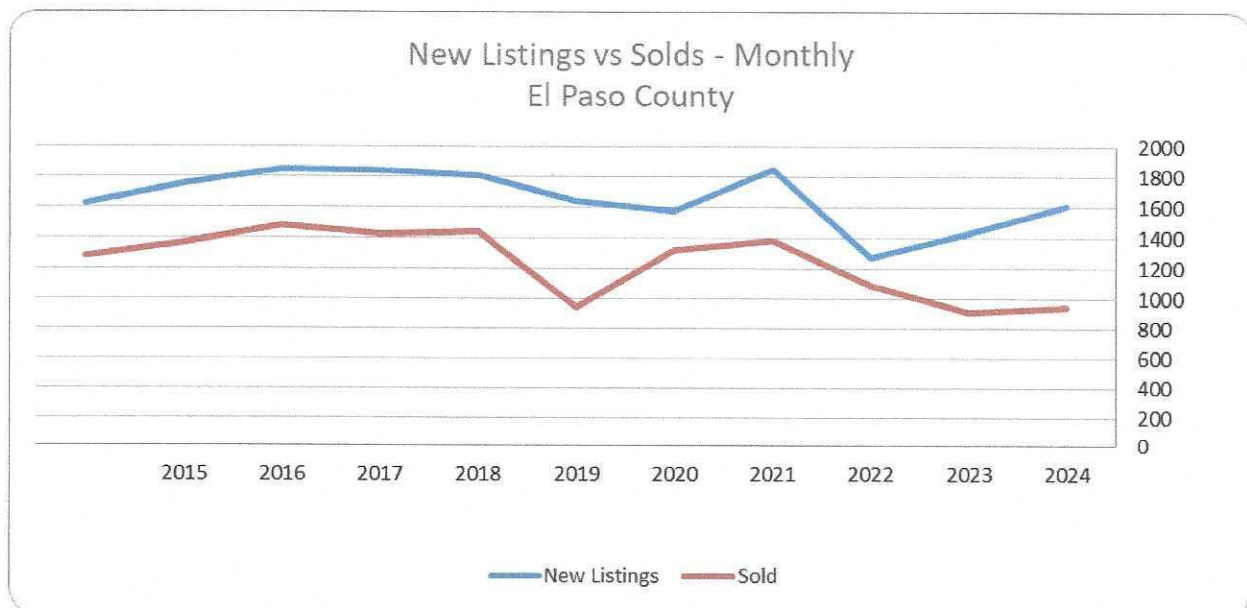


# QUARTERLY DATA

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.

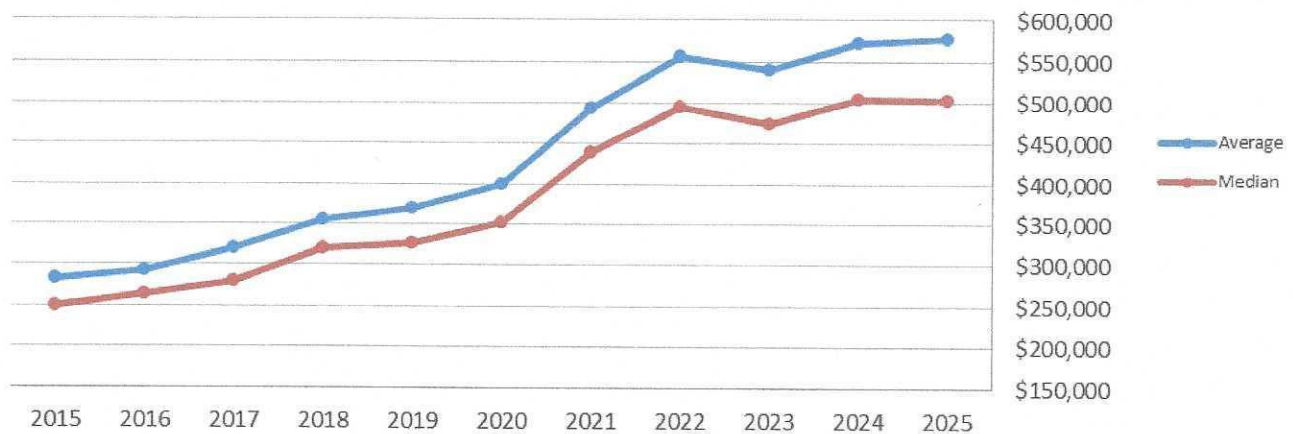


The correlation between new listings and solds helps assess the health of the market. A large gap between the two lines indicates an imbalanced market.

## QUARTERLY DATA

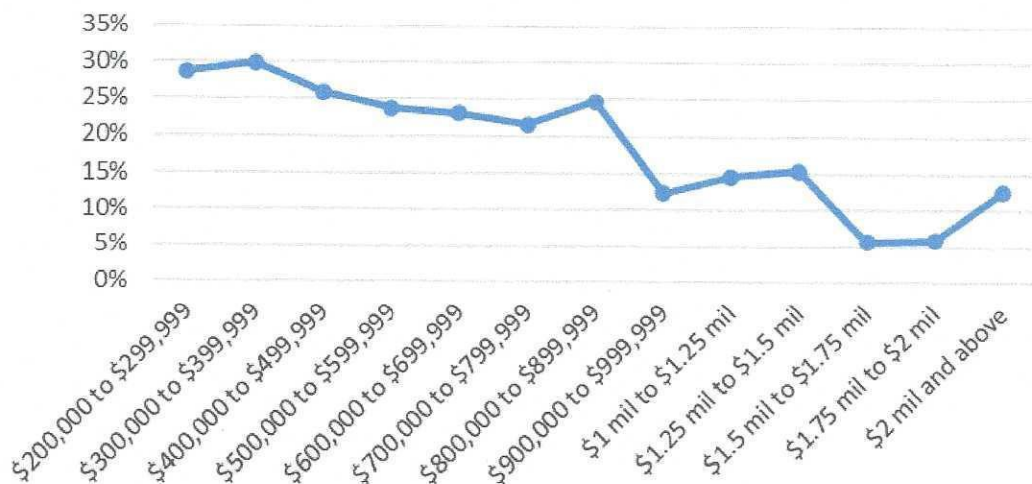
Comparing data for the past 10 years

### Sales Prices - El Paso County



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.

### Odds of Selling in Next 30 Days



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 – May 2025

While the stats suggest a relatively balanced market with a slight edge to sellers, the reality on the ground tells a different story. It feels a lot like the 2008–2009 market—when many properties were vacant, and showings were unusually quiet.

That said, there *are* still homes that buyers are jumping on—typically the ones that are priced competitively, show beautifully, and are in great locations. These are the properties getting multiple offers, and even selling above asking price sometimes.

Relying on online estimates for your home's value can be risky. Many sites openly admit they are within 10% of the final sales price 95% of the time. For a \$500,000 home, that's a potential \$50,000 difference—in *either direction*. If you overprice your home, it will sit on the market and eventually you will have to lower the price and as the days on market increase, your home's value decreases. If you underprice your home, you stand to lose some of your valuable equity.

If you want to protect your equity and position your home to sell for top dollar, you need a pricing strategy based on real data and local expertise. That's where an experienced agent with a proven track record makes all the difference.



### Primary Mortgage Market Survey®

U.S. weekly average mortgage rates as of 06/05/2025

