

STAT PACK

QUARTERLY STAT PACK

Data through 2nd Quarter 2025



Shields

RESIDENTIAL REVIEW

El Paso County

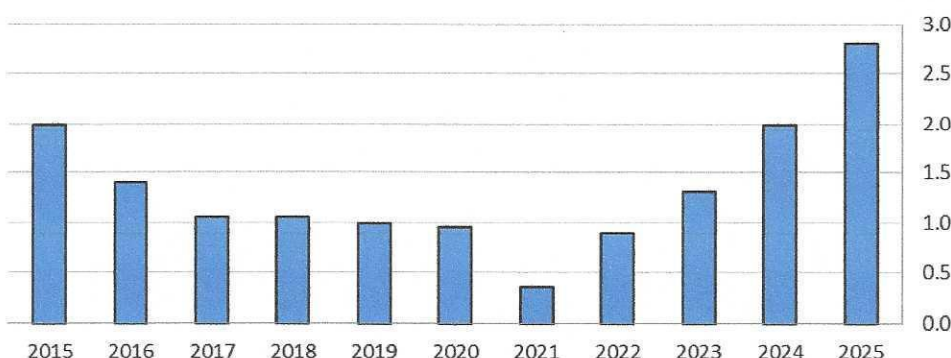
The data found within the ERA Shields Real Estate Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or its PPMLS. This content is deemed reliable; however RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect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

QUICK FACTS (SQLY = Same Quarter Last Year)

- ♦ Mortgage rates were relatively flat for the Quarter remaining in the 6.6% range
- ♦ Average active listings for the quarter were 2,654, compared to 1,820 from the SQLY (up 45%)
- ♦ Total new listings for the quarter were 4,608, compared to 4,036 from the SQLY (up 14%)
- ♦ Sales for the quarter were 2,840 units, compared to 2,629 from the SQLY (up 8%)
- ♦ Average sales price for the Quarter was \$585,756 up from \$572,789 during the SQLY (up 2.2%)
- ♦ Average median sales price for the Quarter was \$505,000 up from \$503,300 (flat)
- ♦ Average days on market for sold homes was 44 for the quarter, up from 36 days from the SQLY
- ♦ Single family permits YTD were 1,544 compared to 1,701 from the SQLY (down 9%)

Inventory - Quarter
El Paso County



This graph compares the number of homes on the market (Active) 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

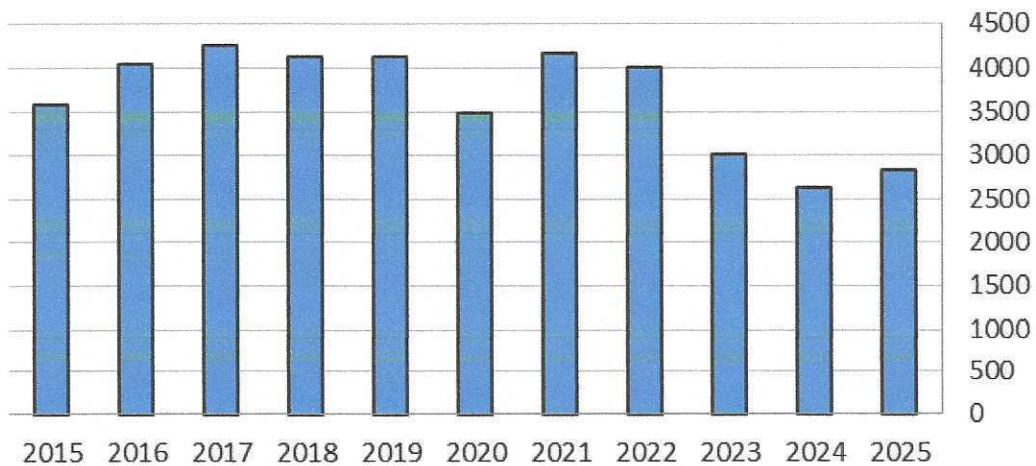
Price Range Comparisons Single Family & Patio Homes

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

SINGLE FAMILY/PATIO HOME - EL PASO COUNTY ONLY

List Price	Active	Under Contract	Solds	Days on Market	SP/LP	Inventory
\$0 to \$299,999	72	45	89	32	96.1%	2.4
\$300,000 to \$399,999	380	228	470	42	100.1%	2.4
\$400,000 to \$499,999	743	369	841	42	99.9%	2.7
\$500,000 to \$599,999	554	197	581	41	99.8%	2.9
\$600,000 to \$699,999	417	118	316	45	99.5%	4.0
\$700,000 to \$799,999	275	84	199	53	99.6%	4.1
\$800,000 to \$899,999	163	40	139	44	99.2%	3.5
\$900,000 to \$999,999	108	33	65	43	99.0%	5.0
\$1 mil to \$1.25 mil	116	31	96	69	98.0%	3.6
\$1.25 mil to \$1.50 mil	86	24	44	40	98.0%	5.9
\$1.5 mil to \$1.75 mil	32	6	15	85	97.5%	6.4
\$1.75 mil to 2.0 mil	30	6	9	34	97.3%	10.0
\$2.0 mil and up	59	6	22	107	94.6%	8.0

Quarterly Sales
El Paso County



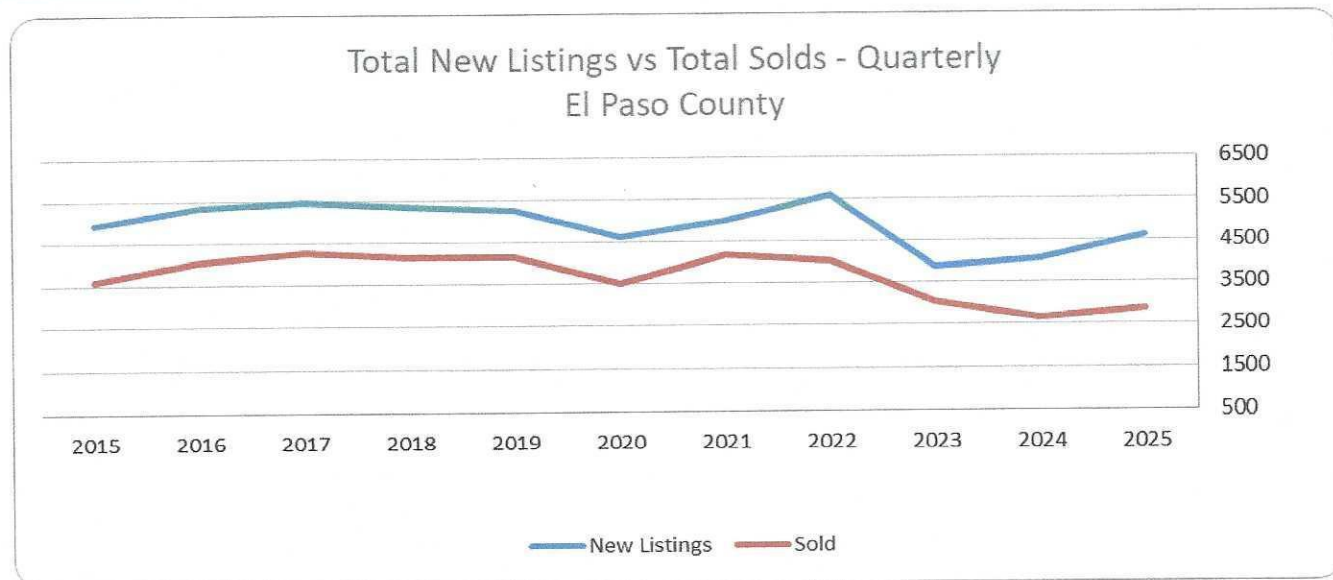
This graph shows the total number of Solds for the quarter. Comparing this data over the past 10 years helps determine the current trends in the market.

QUARTERLY DATA

Comparing data for the past 10 years



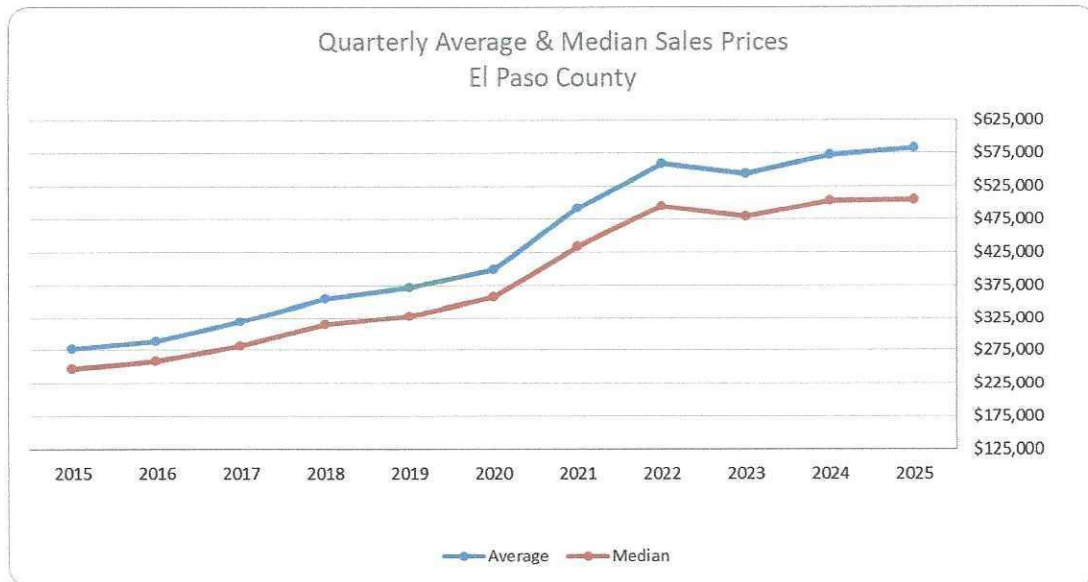
This graph shows the average number of active listings on the market for the same period over the past 10 years.



The blue line shows the number of new listings for the same 3-month period over the past 10 years. The red line is the total number of sales for that period.

QUARTERLY DATA

Comparing data for the past 10 years



The Average & Median Sales Prices for the same period over the past 10 years. This graph illustrates the current health of the local real estate 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.

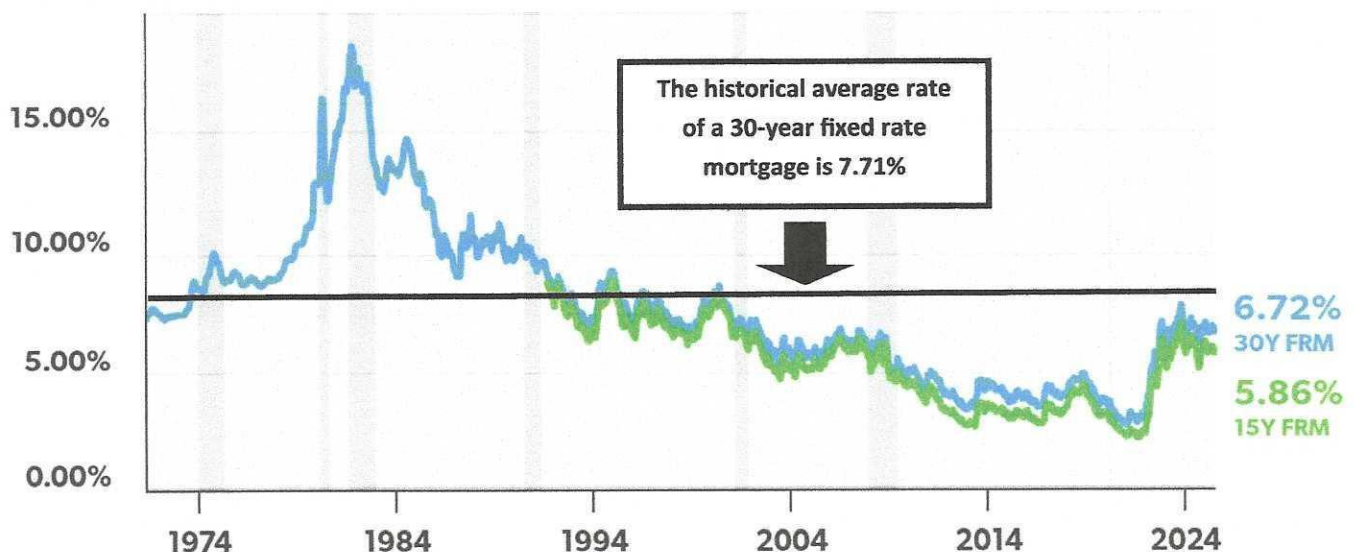
MORTGAGE RATES

Mortgage rates during the 2nd quarter of 2025 were rather steady. They started at 6.64% in April and ended at 6.77% at the end of June. Buyers are becoming more comfortable with rates in the 6's as activity has grown as shown in the higher number of sales and steady prices.



Primary Mortgage Market Survey®

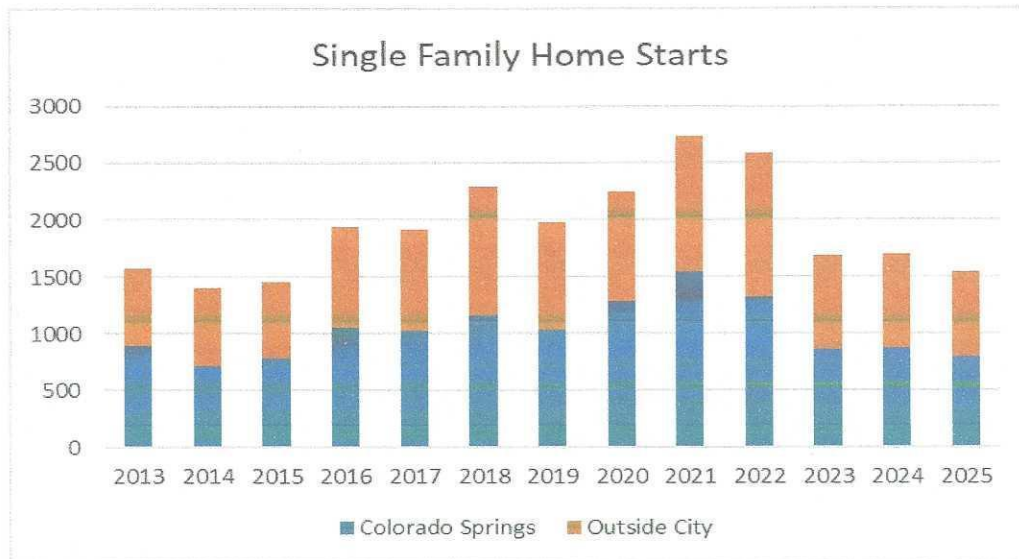
U.S. weekly average mortgage rates as of 07/10/2025



This chart shows mortgage rates back to 1971. It should also be known that the Federal Reserve began buying Mortgage Backed Securities in 2008 to artificially lower mortgage rates to help the economy recover from the financial crisis. The Fed stopped this practice in early 2022 and rates immediately increased.

HOUSING STARTS

This chart shows the total number of single family housing starts for the quarter in Colorado Springs and all other reporting jurisdictions for Pikes Peak Regional Building Department.



SUMMARY

The second quarter of 2025 brought some interesting shifts in the Colorado Springs real estate market. While mortgage rates held mostly steady, the big story was inventory.

- The number of homes on the market jumped 45%, and for the first time since *September 2014*, El Paso County saw over 3,000 active listings.
- New listings were up 14%, and sales hit 2,840 units, marking an 8% increase over Q2 of 2024.
- The average sales price nudged up 2.2% to \$585,756, while the median stayed flat, showing continued price stability overall.

Interestingly, new home permits declined, dropping from 1,701 to 1,544—suggesting a potential slowdown in new construction. The market is most active below \$600,000, where we're still seeing solid movement. Above that threshold, the market is more balanced, with buyers and sellers on relatively equal footing. That said, after the frenzied pace of 2021 and 2022, today's "*balanced market*" can feel deceptively slow. With inventory levels now over 3 months (a 35% increase), buyers have more choices—and that changes the dynamic. So while we're not in a buyer's market yet, the days of bidding wars on every listing are clearly behind us. Sellers need to be strategic, and buyers have more breathing room—especially in those higher price ranges.