

STAT PACK

MONTHLY STAT PACK

Data through January 2025



RESIDENTIAL REVIEW

El Paso County

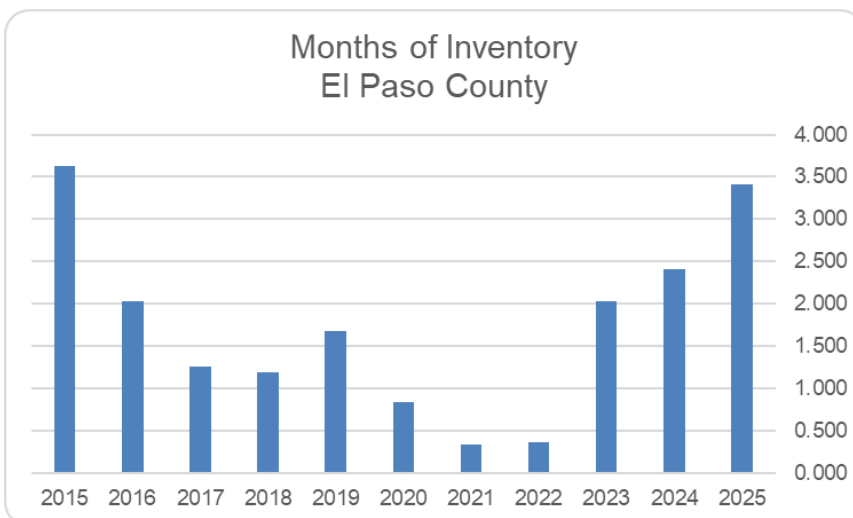
The data found within the Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or it's PPMLS. This content is deemed reliable; however, RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect all real estate activity 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 bumped up to 7.04% in mid January, then settled back down just under 7%**
- ⇒ **1,795 listings are on the market-this is up 49% from the same month last year (SMLY)**
- ⇒ **New listings for the month were 968 -which is up 29% from SMLY**
- ⇒ **There were 527 sales for the month-which is up 9% from SMLY**
- ⇒ **The list price/sales price ratio was 98.6%**
- ⇒ **Average sales price for the month was \$549,553—up 3.9% from SMLY**
- ⇒ **Median sales price for the month was \$484,000—up 7.5% from SMLY**
- ⇒ **Median days on market for sold homes was 75-SMLY was 55**
- ⇒ **Single family permits YTD are at 218-up from 183 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

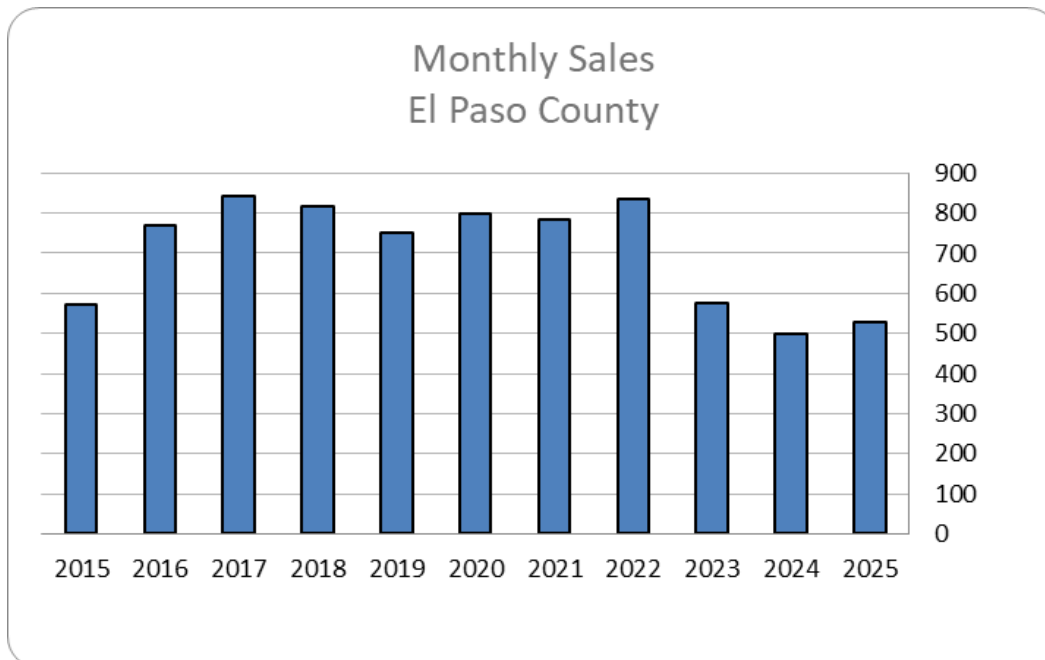
Determine how your price range is performing

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

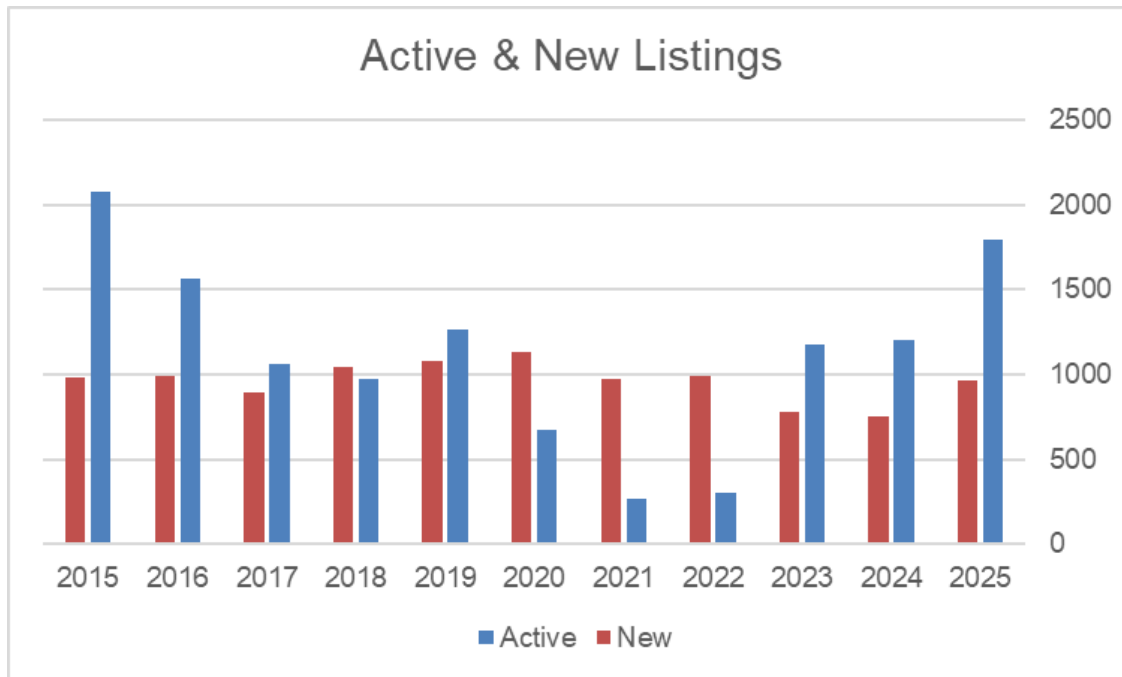
List Price	Actives	Under Contract	Solds	Days on Market	Avg SP/LP	Inventory
\$0 to \$299,999	27	31	22	65	95.5%	1.2
\$300,000 to \$399,999	286	214	103	58	98.5%	2.8
\$400,000 to \$499,999	467	269	160	62	99.2%	2.9
\$500,000 to \$599,999	351	191	102	85	98.4%	3.4
\$600,000 to \$699,999	205	94	54	94	99.1%	3.8
\$700,000 to \$799,999	154	52	30	84	98.7%	5.1
\$800,000 to \$899,999	84	45	17	102	99.0%	4.9
\$900,000 to \$999,999	49	19	10	84	97.4%	4.9
\$1 mil to \$1.25 mil	59	24	17	110	97.3%	3.5
\$1.25 mil to \$1.5 mil	42	16	6	171	96.8%	7.0
\$1.5 mil to \$1.75 mil	19	4	4	105	95.7%	4.8
\$1.75 mil to \$2 mil	9	3	0	n/a	n/a	n/a
\$2 mil and above	44	8	2	163	95.8%	22.0



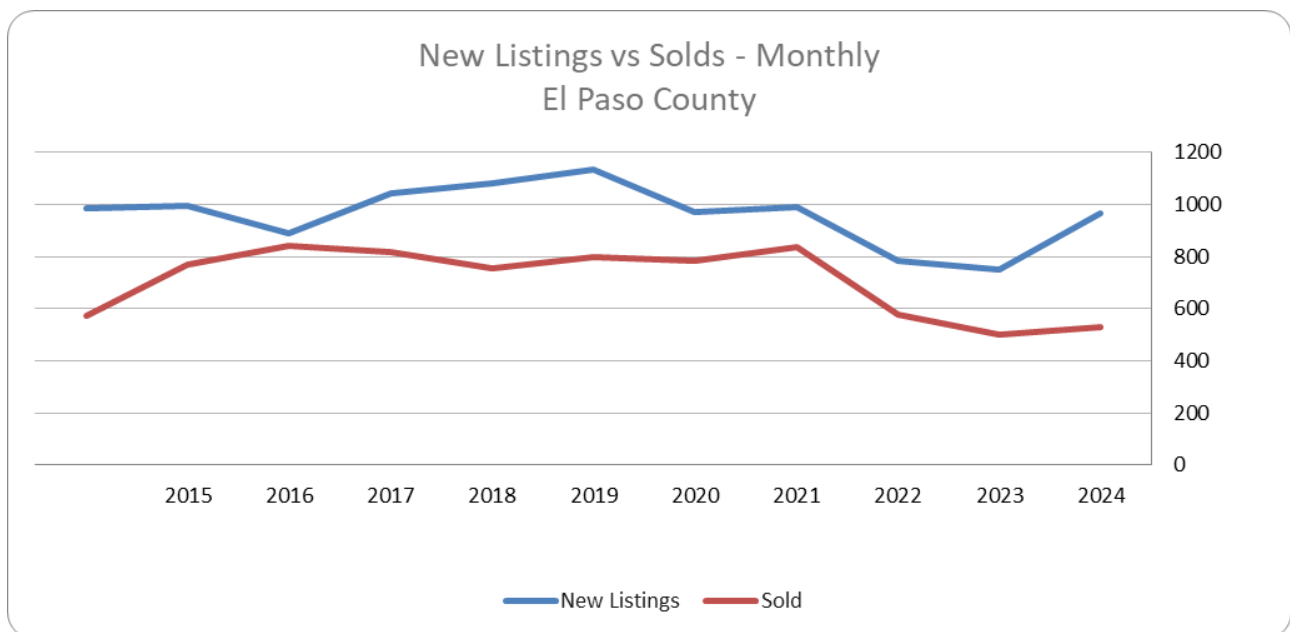
This graph shows the total number of Solds for the month. Comparing this data over the past 10 years helps determine the current trends in the market.

QUARTERLY DATA

Comparing data for the past 10 years



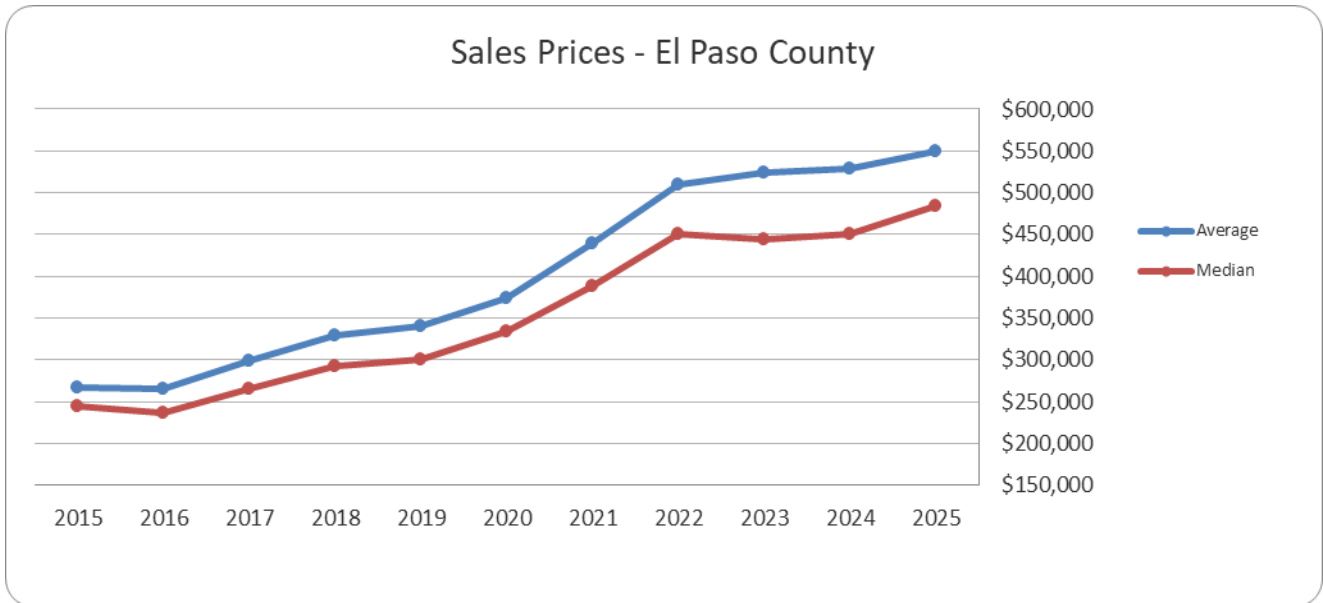
This graph shows the total number of active listings on the market and new listings coming on the market for the same period.



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 2025

The new year kicked off with a surge in listings, jumping nearly 50% compared to last January. This increase in inventory provided a boost in sales as well, which rose by nearly 6%. More available homes have helped stabilize both sales activity and pricing across the local market.

Interestingly, despite many homeowners holding onto historically low mortgage rates, we're seeing more and more sellers deciding to list their homes. Over the past two years, many "would-be sellers" held off due to financial considerations, even if their home no longer fit their lifestyle—whether it was too big, too small, or too far from work. Now, that trend is shifting. We're also seeing an uptick in distressed sales, such as short sales and foreclosures, as some homeowners find themselves financially stretched.

The market remains strong for homes priced up to \$700,000, with a solid buyer pool in that range. However, in the higher-end market above \$700,000, demand isn't keeping pace with the growing number of available homes.

Looking ahead, mortgage rates are expected to stay in the 6% range throughout 2025. While that may feel high compared to recent years, it's still below the long-term historical average of 7.71% since 1971.

If you're thinking about buying or selling, now is a great time to strategize. Feel free to reach out with any questions about navigating the current market!



Primary Mortgage Market Survey®

U.S. weekly average mortgage rates as of 02/06/2025

