

# STAT PACK

MONTHLY STAT PACK

Data through February 2025



## RESIDENTIAL REVIEW

### El Paso County

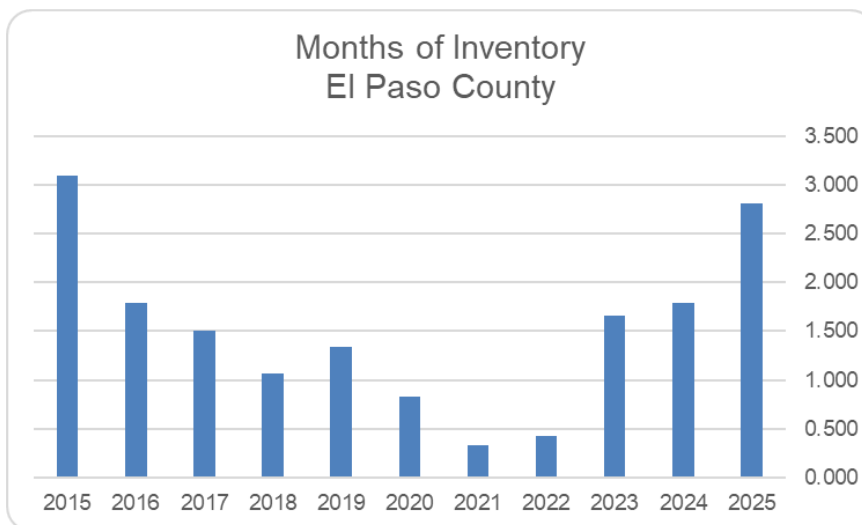
*The data found within the Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or it's PPMLS. This content is deemed reliable; however, RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect all real estate activity 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 came down from 6.94%, to 6.76%**
- ⇒ **1,735 listings are on the market-this is up 39% from the same month last year (SMLY)**
- ⇒ **New listings for the month were 923 -which is up just 1% from SMLY**
- ⇒ **There were 619 sales for the month-which is down 11% from SMLY**
- ⇒ **The list price/sales price ratio was 98.3%**
- ⇒ **Average sales price for the month was \$552,840—up 7.2% from SMLY**
- ⇒ **Median sales price for the month was \$479,000—up 4.1% from SMLY**
- ⇒ **Median days on market for sold homes was 58 compared to 53 for the SMLY**
- ⇒ **Single family permits YTD are at 391 which is down from the 493 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

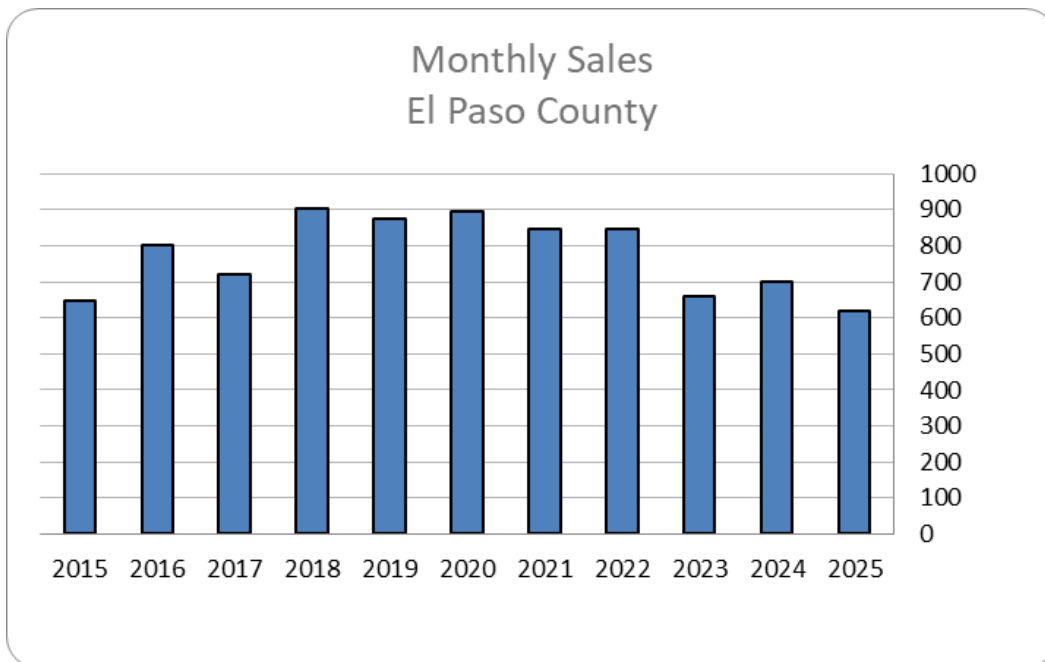
Determine how your price range is performing

## 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

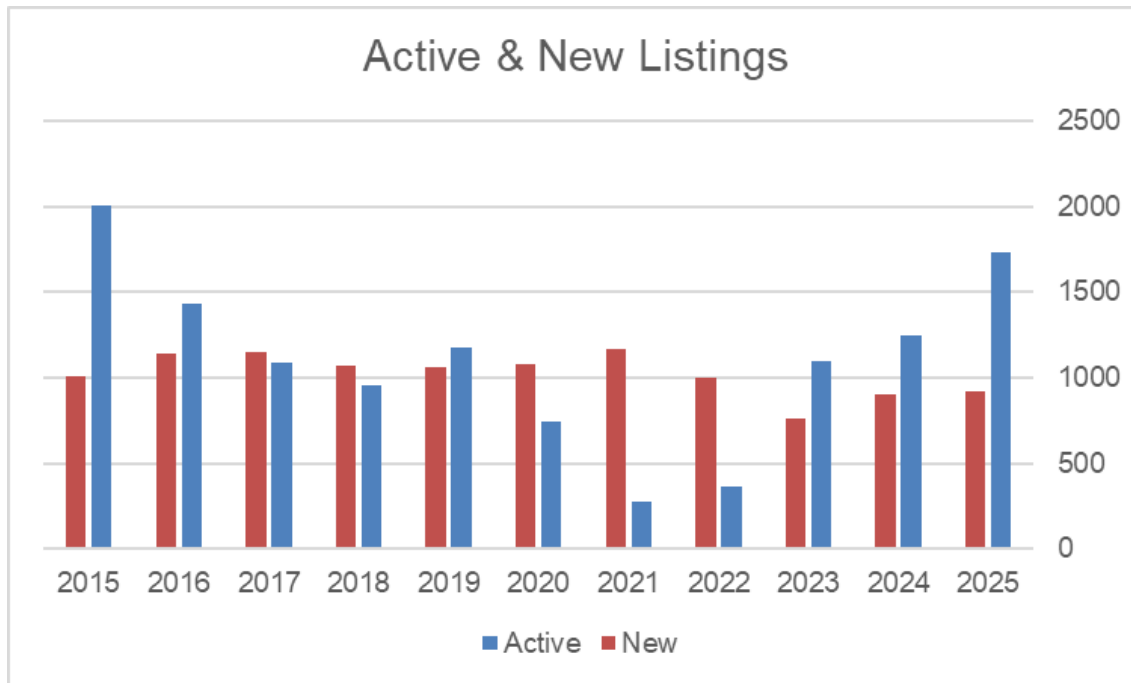
List Price	Actives	Under Contract	Solds	Days on Market	Avg SP/LP	Inventory
\$0 to \$299,999	33	36	17	79	96.5%	1.9
\$300,000 to \$399,999	232	243	137	64	98.1%	1.7
\$400,000 to \$499,999	430	316	185	57	99.4%	2.3
\$500,000 to \$599,999	352	209	125	62	99.7%	2.8
\$600,000 to \$699,999	222	132	55	58	99.3%	4.0
\$700,000 to \$799,999	140	59	40	70	99.0%	3.5
\$800,000 to \$899,999	104	44	23	83	98.9%	4.5
\$900,000 to \$999,999	61	12	13	86	97.7%	4.7
\$1 mil to \$1.25 mil	68	35	11	102	97.9%	6.2
\$1.25 mil to \$1.5 mil	42	17	9	86	95.6%	4.7
\$1.5 mil to \$1.75 mil	24	3	3	25	97.8%	8.0
\$1.75 mil to \$2 mil	9	4	2	9	99.3%	n/a
\$2 mil and above	38	13	4	212	96.1%	9.5



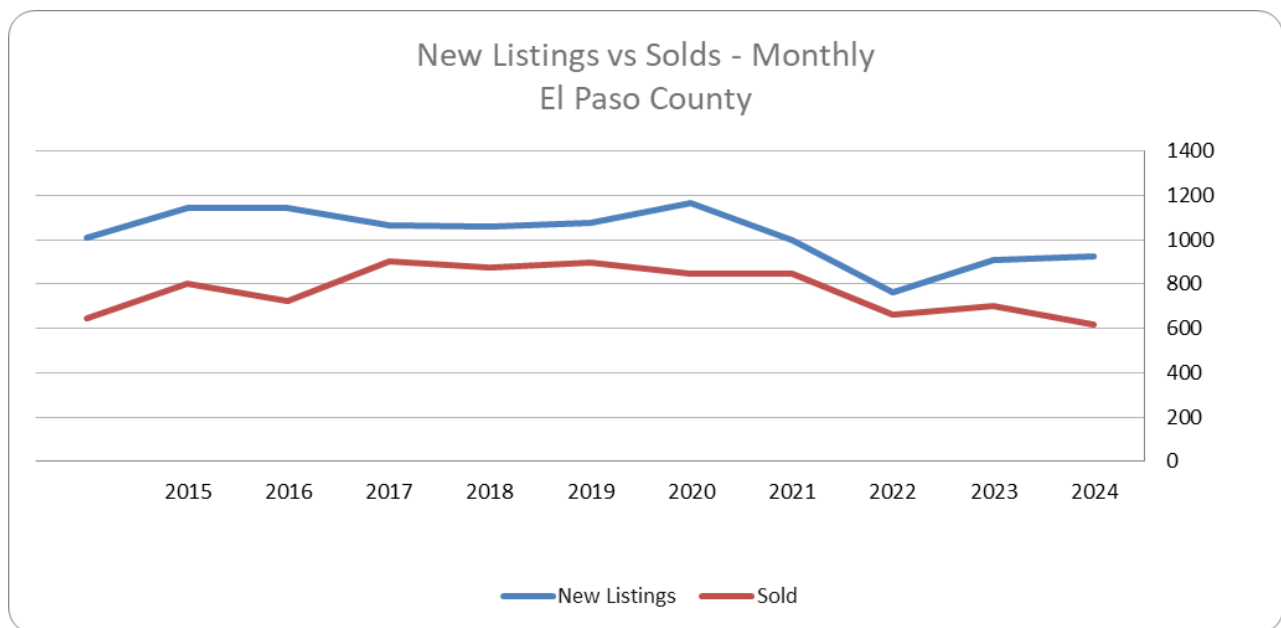
This graph shows the total number of Solds for the month. Comparing this data over the past 10 years helps determine the current trends in the market.

# QUARTERLY DATA

Comparing data for the past 10 years



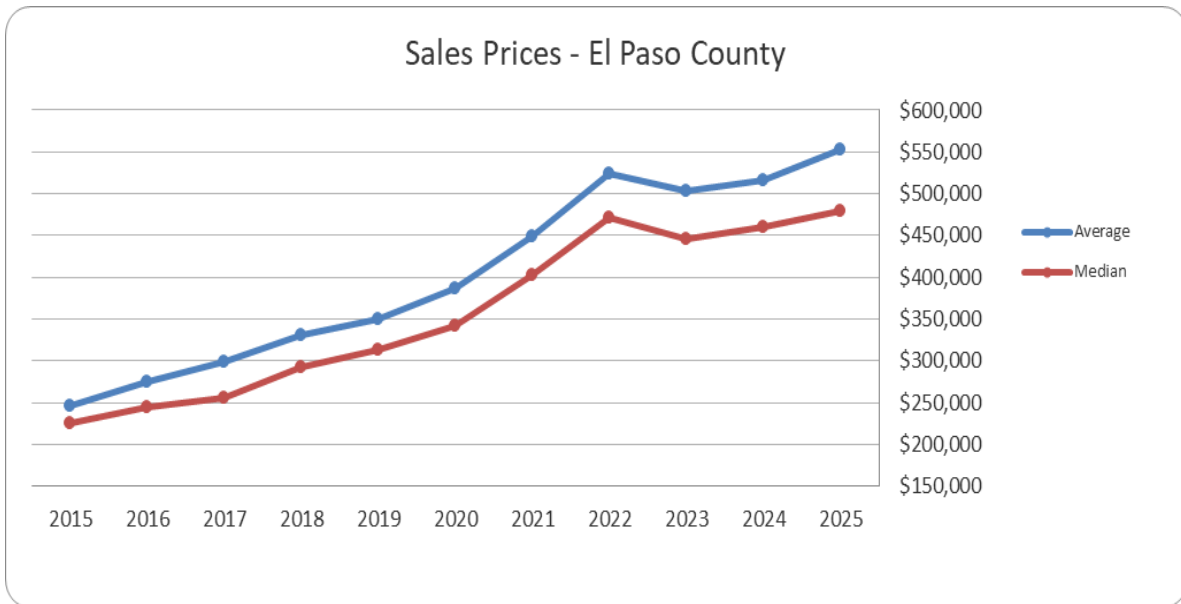
This graph shows the total number of active listings on the market and new listings coming on the market for the same period.



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 – February 2025

February brought some interesting shifts to the Colorado Springs housing market! Active listings saw a 39% increase, giving buyers more options, while new listings remained flat compared to the previous month.

On the sales side, closings were down 11%, signaling a bit of a slowdown but we believe the poor winter weather caused some of this. Home prices continued to rise, with the average sales price up 7% and the median price increasing 4%. This suggests that demand is still strong, especially for well-priced homes.

Another positive note for buyers: mortgage rates dipped by 0.2%, offering a bit of financial relief. While affordability remains a challenge, this small drop could help more buyers move forward with their home purchase plans.

As we head into spring, it will be interesting to see if inventory continues to build and how buyers and sellers respond to these market conditions.

### Primary Mortgage Market Survey®

U.S. weekly average mortgage rates as of 03/06/2025

