

STAT PACK



RESIDENTIAL REVIEW

El Paso County

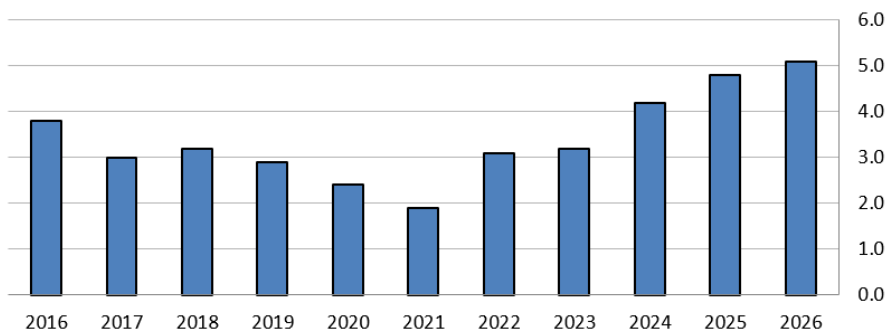
The data found within the ERA Shields Real Estate Stat Pack is based on information from eLevate MLS. This content is deemed reliable; however ERA Shields Real Estate does not guarantee its accuracy. Data maintained by eLevate MLS does not reflect all real estate activity in the market. Additional sources include the El Paso County Assessor and Pikes Peak Regional Building.

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. You will find factual data within this document from which you may draw your own conclusions.

QUICK FACTS (SQLY = Same Quarter Last Year)

- Mortgage rates jumped nearly about $\frac{3}{4}$ of a point to 7.28% during the Quarter
- Average active listings for the quarter were 3,224, compared to 2,349 from the SQLY (up 37%)
- Total new listings for the quarter were 3,567, compared to 3,485 from the SQLY (up 2%)
- Sales for the quarter were 2,445 units, compared to 2,541 from the SQLY (down 3%)
- Average sales price for the Quarter was \$566,125 down from \$572,844 during the SQLY (down 1%)
- Average median sales price for the Quarter was \$486,000 down from \$487,000 (flat)
- Average days on market for sold homes was 52 for the quarter, up from 47 days from the SQLY
- Single family permits YTD were 2,217 compared to 2,171 from the SQLY (up 2%)

REAL Inventory - Quarter
El Paso County



This graph compares the number of active listings and under contracts 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

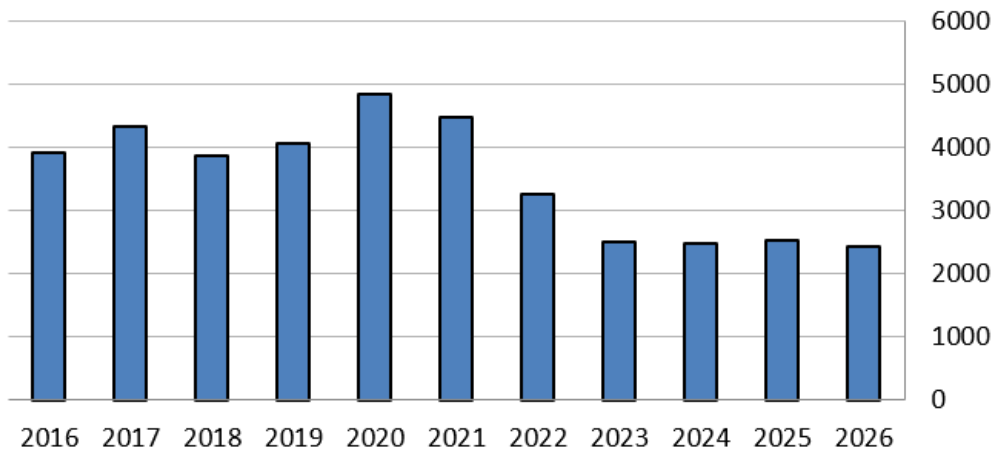
Price Range Comparisons Single Family & Patio Homes

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 me.

SINGLE FAMILY/PATIO HOME - EL PASO COUNTY ONLY

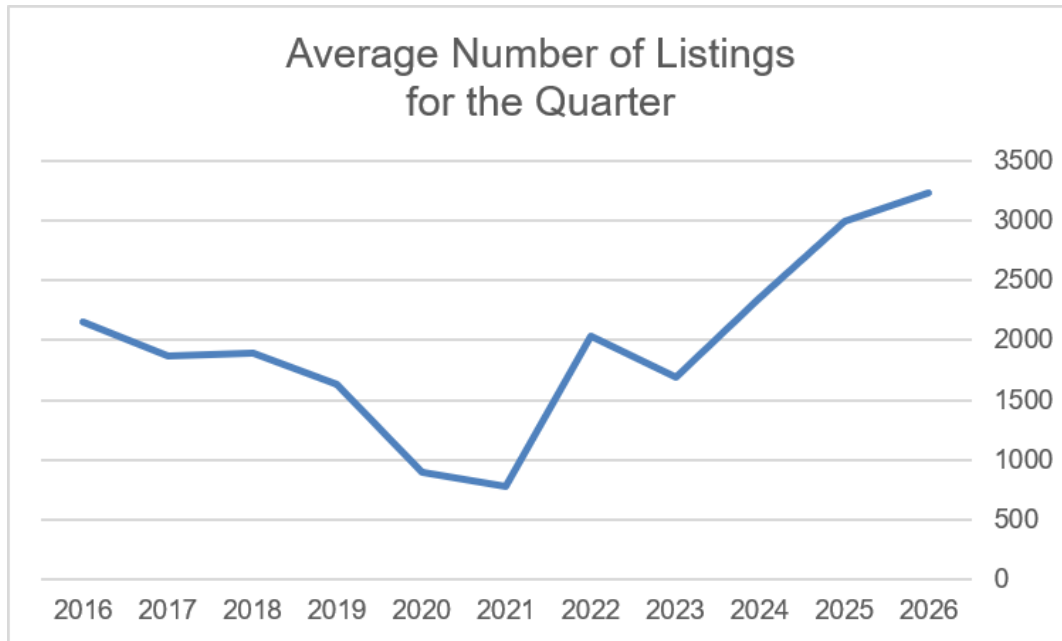
List Price	Active Listings	Under Contract	Solds	Days on Market	SP/LP	Inventory
\$0 to \$299,999	111	56	111	53	98.1%	3.0
\$300,000 to \$399,999	578	194	449	45	99.6%	3.9
\$400,000 to \$499,999	857	229	720	48	99.6%	3.6
\$500,000 to \$599,999	551	123	414	52	99.2%	4.0
\$600,000 to \$699,999	338	83	257	56	99.1%	3.9
\$700,000 to \$799,999	249	45	152	67	98.5%	4.9
\$800,000 to \$899,999	140	41	101	71	98.8%	4.2
\$900,000 to \$999,999	97	21	53	57	98.5%	5.5
\$1 mil to \$1.25 mil	111	32	67	60	97.1%	5.0
\$1.25 mil to \$1.50 mil	63	16	49	42	98.8%	3.9
\$1.5 mil to \$1.75 mil	23	8	10	55	96.7%	6.9
\$1.75 mil to 2.0 mil	25	6	13	44	96.8%	5.8
\$2.0 mil and up	77	4	13	77	96.2%	17.8

Quarterly Sales El Paso County

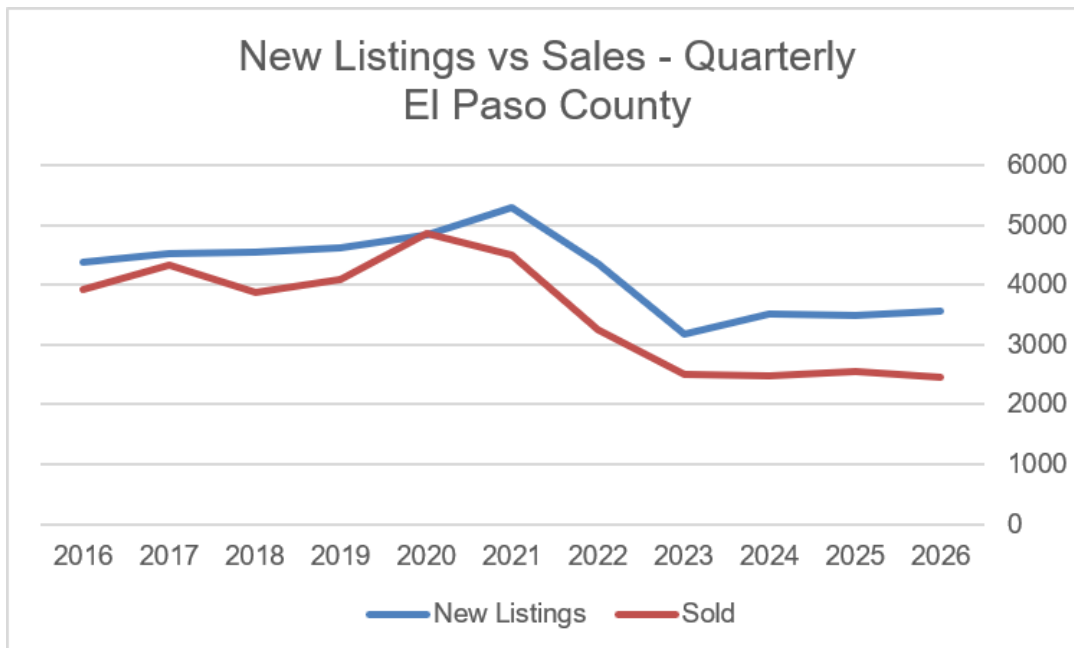


This graph shows the total number of Solds for the quarter. Comparing this data over the past 10 years helps determine the current trends in the market.

QUARTERLY DATA

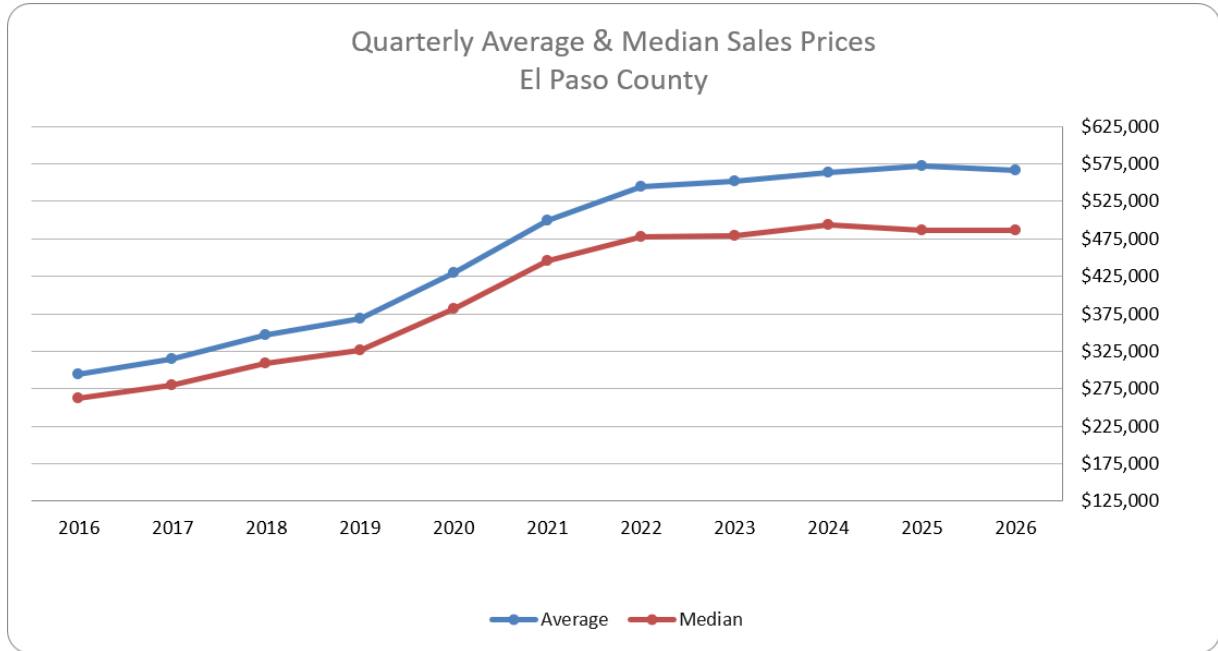


This graph shows the average number of active listings on the market for the same period over the past 10 years.

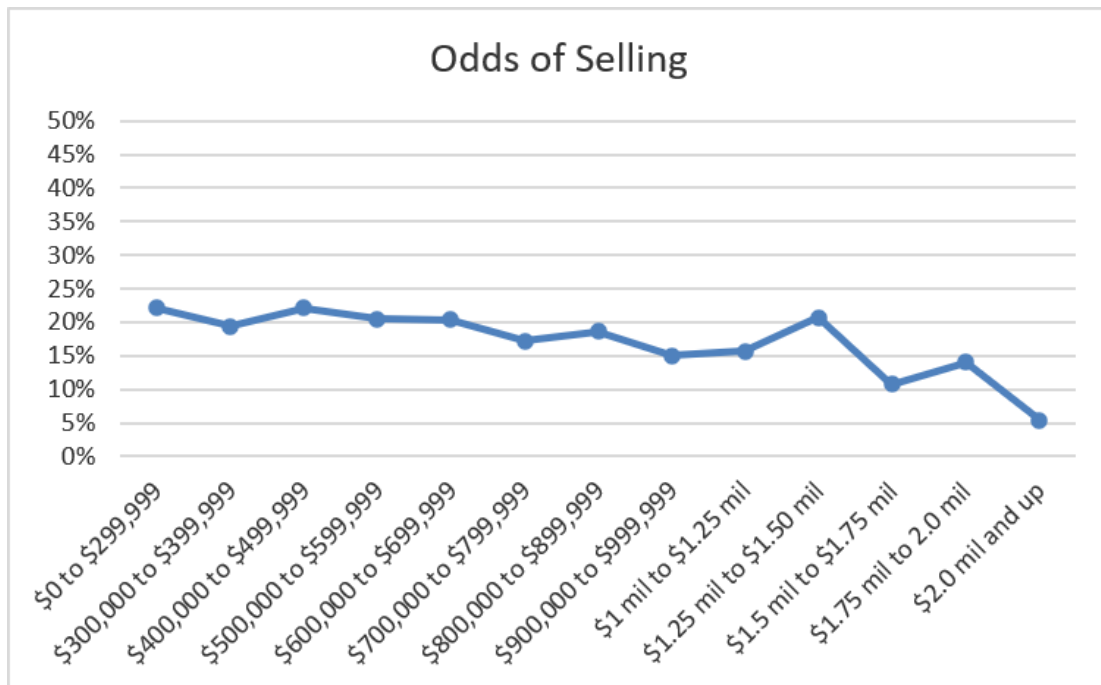


This graph shows the total number of Solds for the quarter. Comparing this data over the past 10 years helps determine the current trends in the market.

QUARTERLY DATA



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.



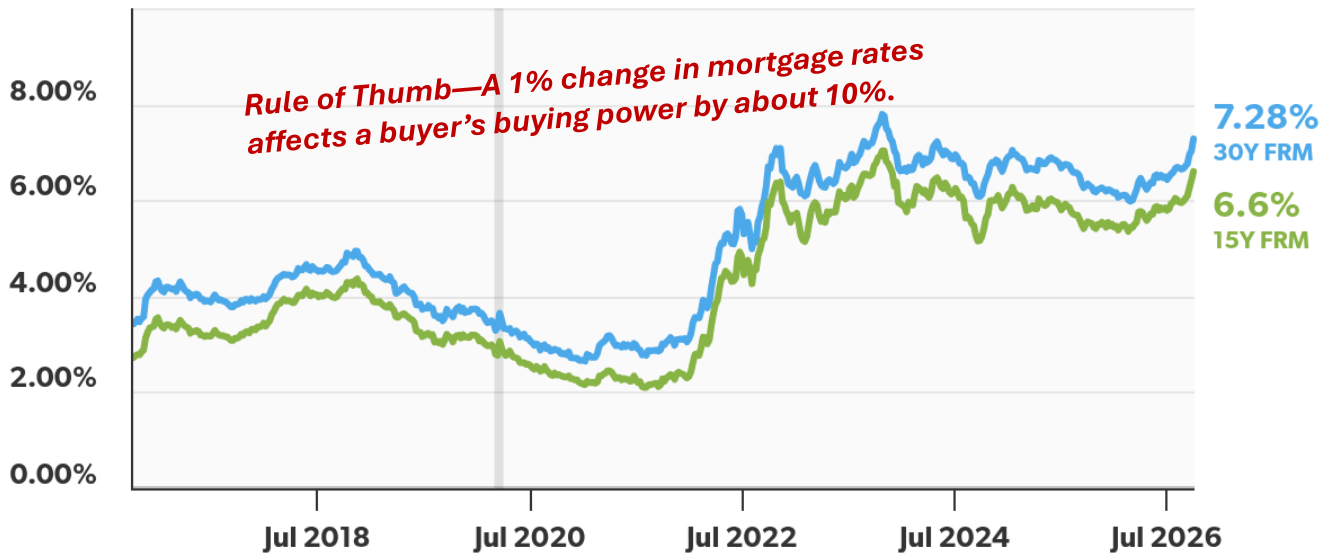
The price range a home is within dictates the odds of selling in the next 30 days. Generally the lower the price, the more likely it will sell.

MORTGAGE RATES

Mortgage rates spiked during the quarter, bouncing between 6.7% - 7.28%. Earlier in the year, rates briefly dipped to around 6%, which noticeably increased buyer activity.

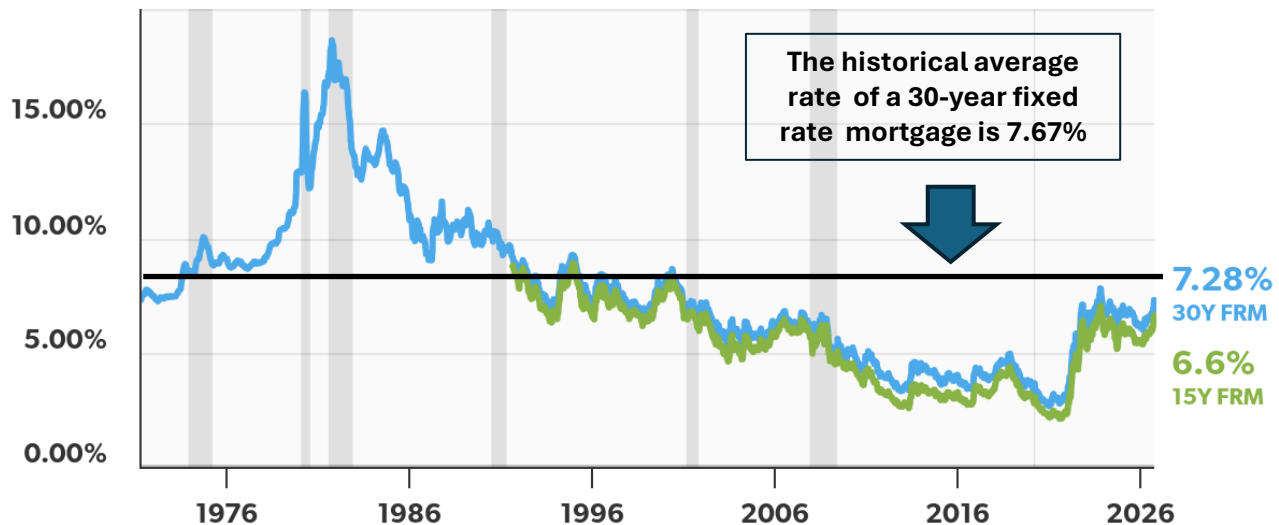
RATES THE LAST 10 YEARS

FreddieMac Primary Mortgage Market Survey®
U.S. weekly average mortgage rates as of 10/01/2026



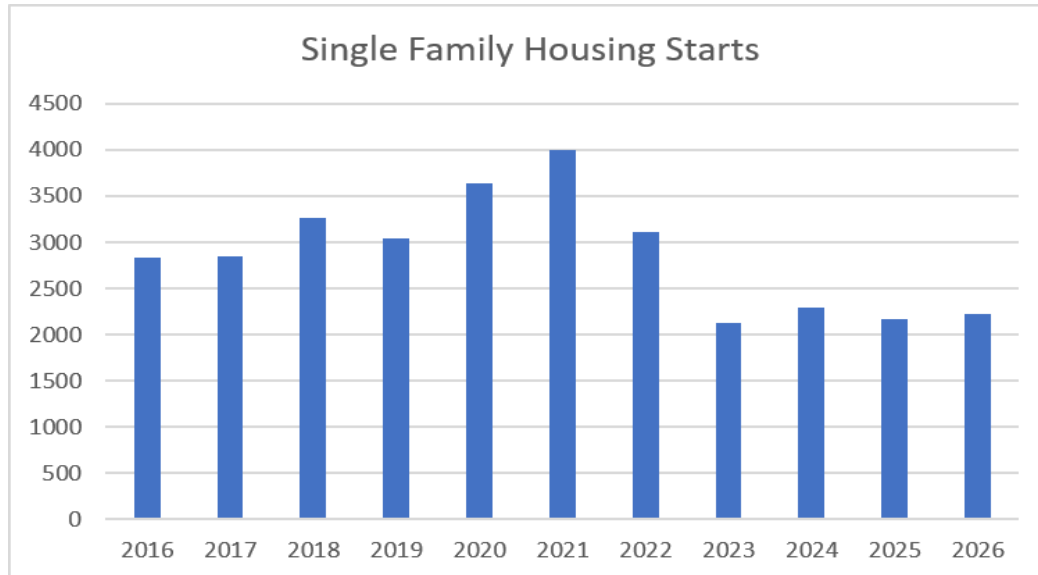
RATES BACK TO 1971

FreddieMac Primary Mortgage Market Survey®
U.S. weekly average mortgage rates as of 10/01/2026



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

Colorado Springs Real Estate Market Update – 3rd Quarter 2026

The Colorado Springs housing market continued its shift toward buyers during the 3rd quarter. Active listings increased by nearly 900 homes, or 37%, compared with the third quarter of last year. As a result, inventory has steadily climbed to more than five months, giving buyers considerably more choices and negotiating power.

Interestingly, sales have held up despite the increase in inventory and higher borrowing costs. Sales were actually up about 2% from last year, while both average and median sales prices remained essentially flat. That price stability is encouraging, but the significant increase in available homes means sellers are facing much more competition than they were a year ago.

Mortgage rates remain one of the biggest challenges. Rates jumped nearly $\frac{3}{4}$ of a point during the quarter, finishing September at 7.28%. Higher rates continue to put pressure on affordability and will likely limit buyer demand heading into the final months of the year.