

STAT PACK

QUARTERLY STAT PACK

Data through 3rd Quarter 2025



RESIDENTIAL REVIEW

El Paso County

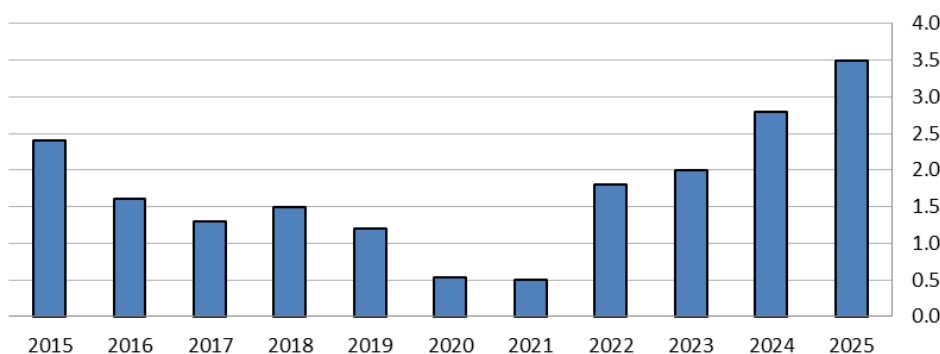
The data found within the ERA Shields Real Estate Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or its PPMLS. This content is deemed reliable; however RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect 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 down significantly from a high of 6.75% in July to 6.26% in September
- ◆ Average active listings for the quarter were 2,987, compared to 2,349 from the SQLY (up 27%)
- ◆ Total new listings for the quarter were 3,485, compared to 3,520 from the SQLY (flat)
- ◆ Sales for the quarter were 2,541 units, compared to 2,483 from the SQLY (flat)
- ◆ Average sales price for the Quarter was \$572,844 up from \$563,285 during the SQLY (up 1.6%)
- ◆ Average median sales price for the Quarter was \$487,663 up from \$494,694 (down 1.4%)
- ◆ Average days on market for sold homes was 47 for the quarter, up from 38 days from the SQLY
- ◆ Single family permits YTD were 2,170 compared to 2,296 from the SQLY (down 5%)

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

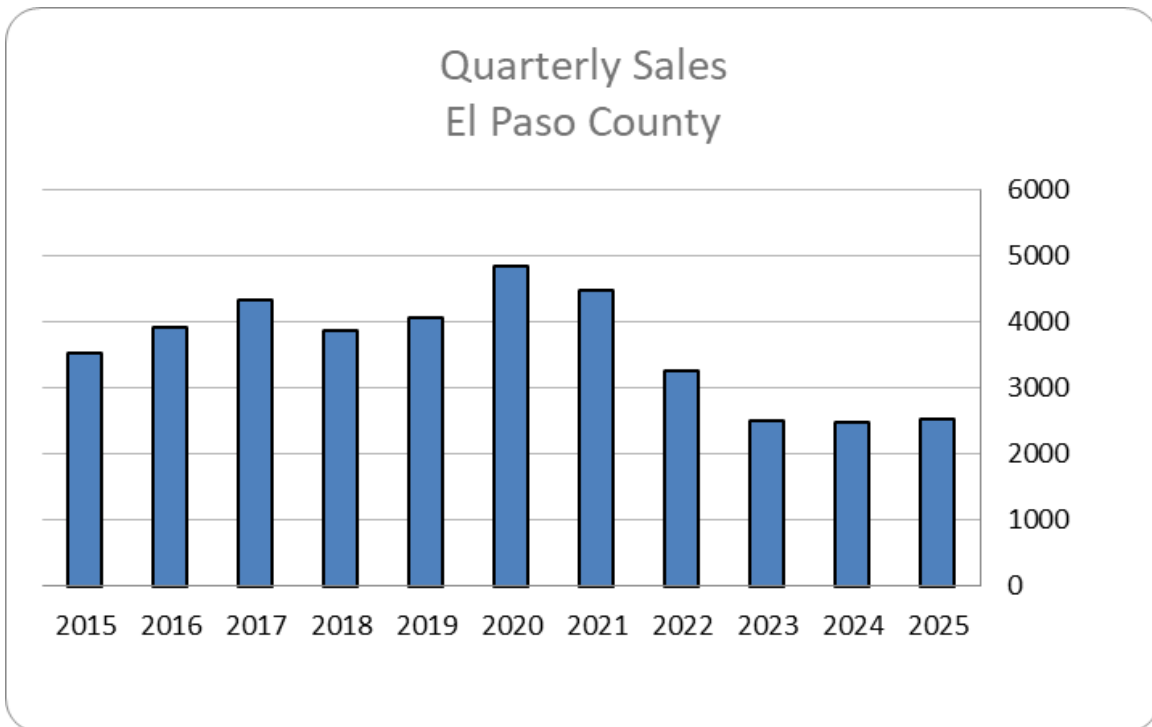
Determine how your price range is performing

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

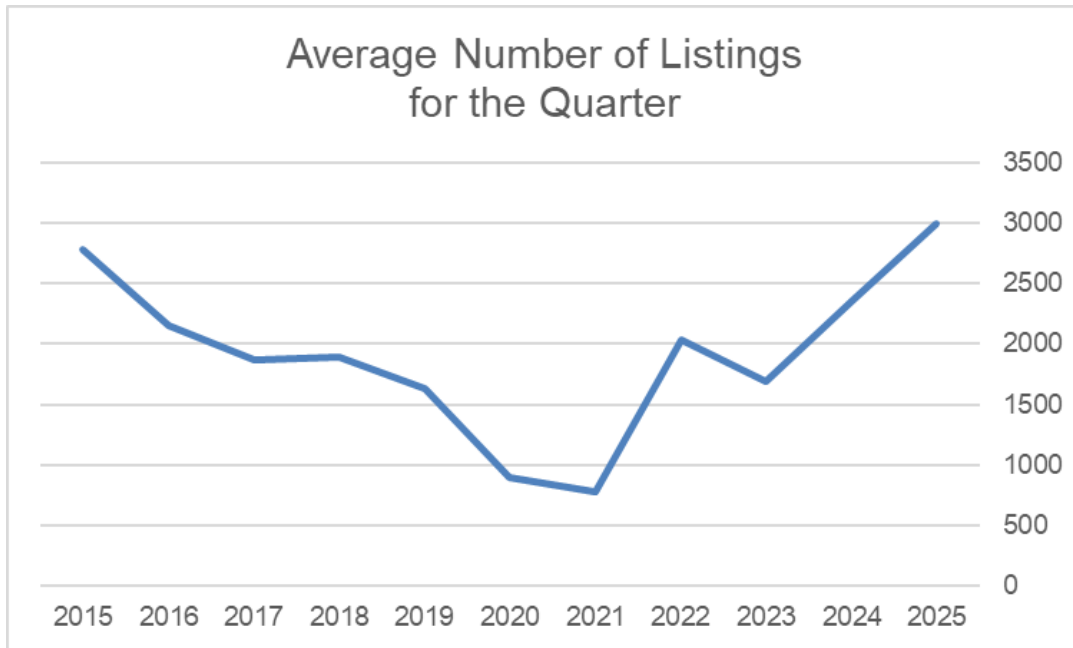
List Price	Active	Under Contract	Solds	Days on Market	SP/LP	Inventory
\$0 to \$299,999	71	47	93	48	98.4%	2.3
\$300,000 to \$399,999	481	223	504	39	99.4%	2.9
\$400,000 to \$499,999	738	273	763	43	99.5%	2.9
\$500,000 to \$599,999	524	163	446	50	99.2%	3.5
\$600,000 to \$699,999	329	121	288	57	99.2%	3.4
\$700,000 to \$799,999	237	51	176	50	98.5%	4.0
\$800,000 to \$899,999	163	28	96	49	98.5%	5.1
\$900,000 to \$999,999	96	27	53	44	98.5%	5.4
\$1 mil to \$1.25 mil	95	21	87	63	97.5%	3.3
\$1.25 mil to \$1.50 mil	75	13	38	32	98.5%	5.9
\$1.5 mil to \$1.75 mil	38	5	15	46	96.5%	7.6
\$1.75 mil to 2.0 mil	31	3	7	81	98.1%	13.3
\$2.0 mil and up	60	6	19	146	95.3%	9.5



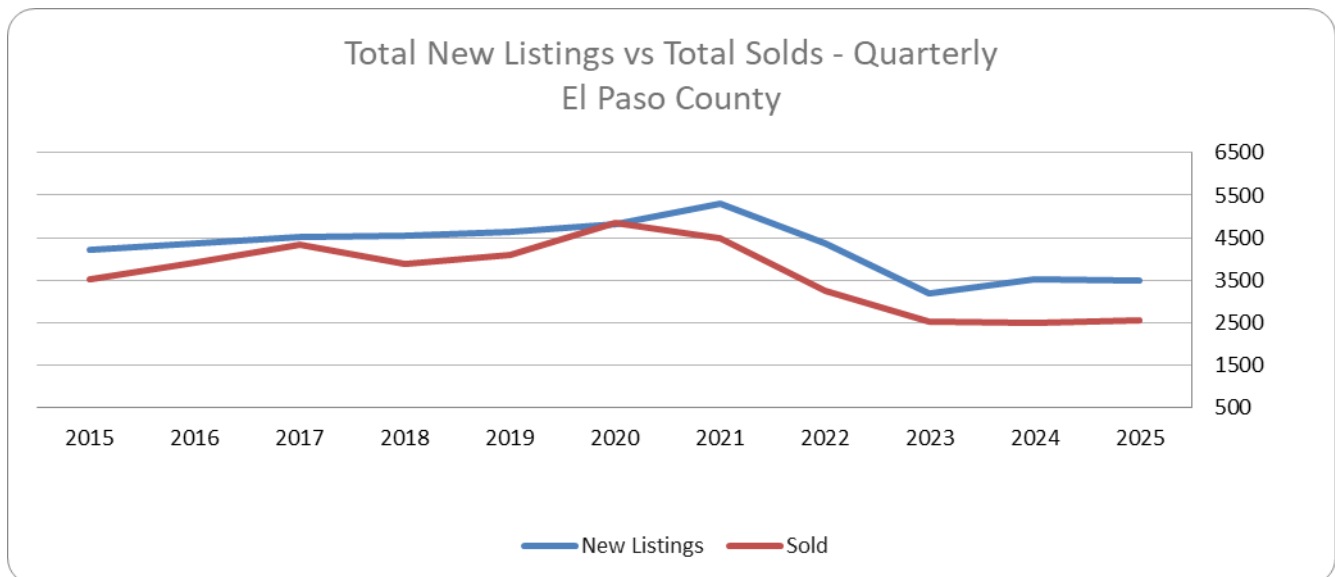
This graph shows the total number of Solds for the quarter. Comparing this data over the past 10 years helps determine the current trends in the market.

QUARTERLY DATA

Comparing data for the past 10 years



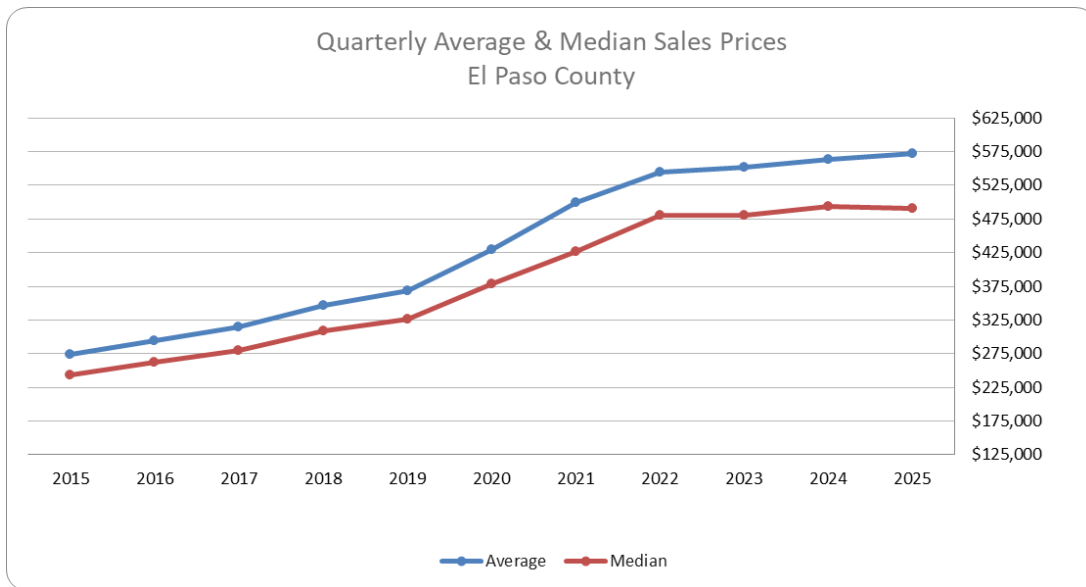
This graph shows the average number of active listings on the market for the same period over the past 10 years.



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.

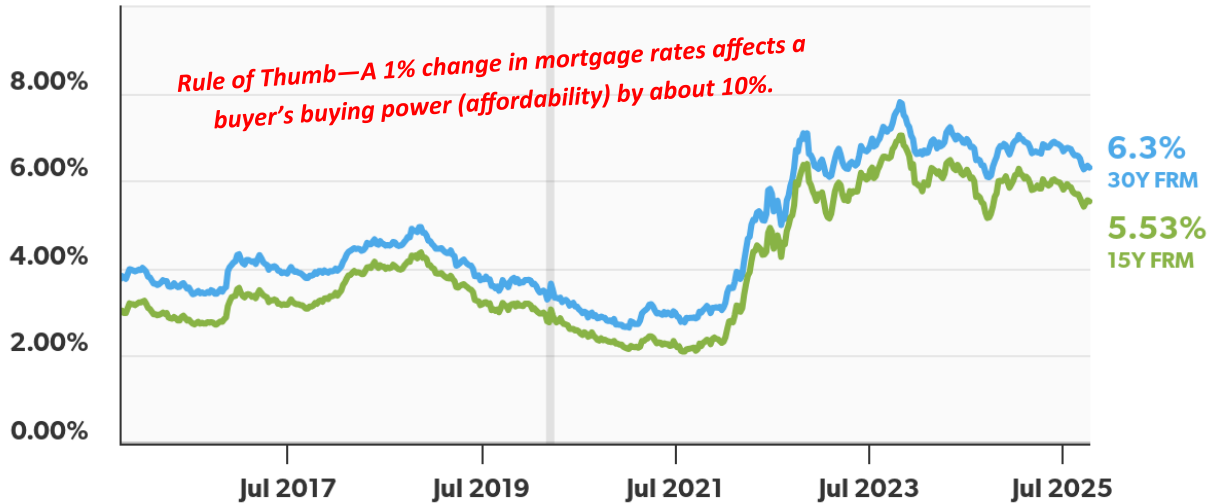
MORTGAGE RATES

Mortgage rates during the 3rd quarter of 2025 came down nearly 1/2 a point. This should be great news to buyers as it increased their buying power. However, it seems there is much uncertainty in the economy that is causing buyers to hold off buying a home now.



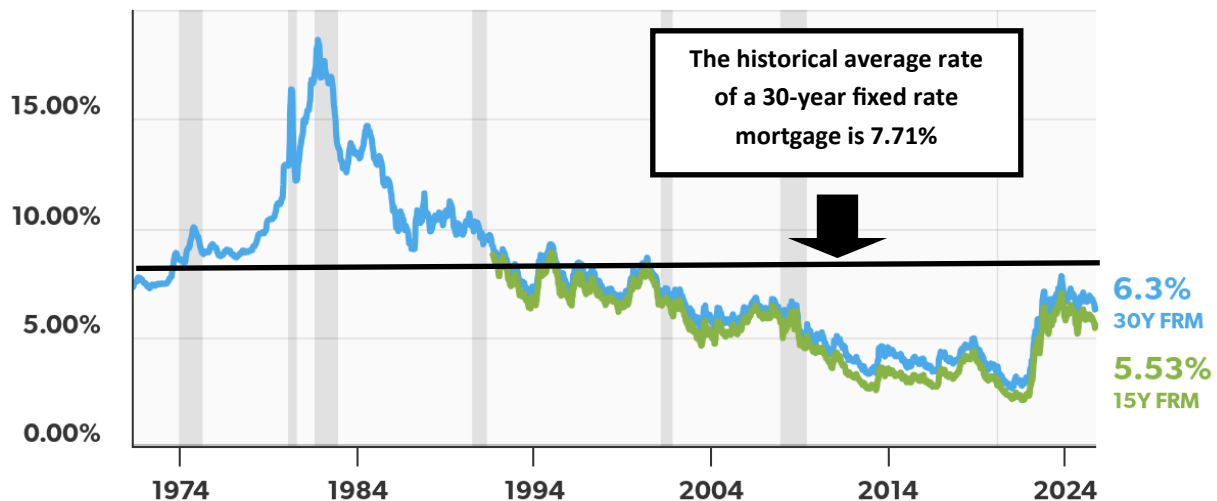
Primary Mortgage Market Survey®

U.S. weekly average mortgage rates as of 10/09/2025



Primary Mortgage Market Survey®

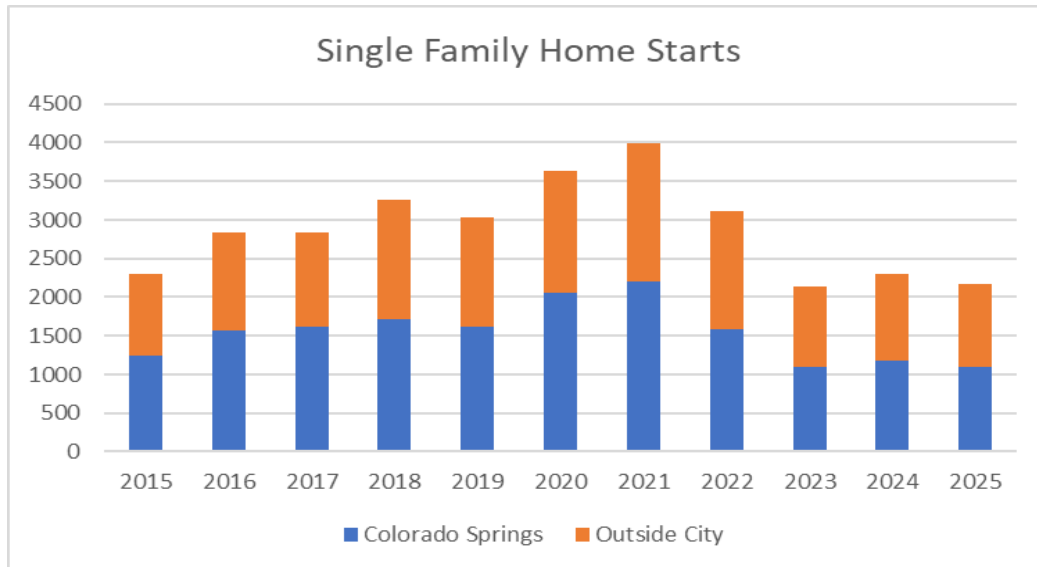
U.S. weekly average mortgage rates as of 10/09/2025



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 third quarter of 2025 showed a market that looks to be stable, but with the drop in mortgage rates we didn't see buyers rush back to the market. The uncertainty in the national economy and the looming government shut-down (which has now occurred) seems to be keeping buyers on the sidelines.

- **Mortgage Rates:** Dropped nearly half a point during the quarter, giving buyers some much needed buying power.
- **Active Listings:** Up 27% year-over-year, providing more choices for buyers, but now pushing inventory well over 3 months.
- **New Listings, Sales and Prices:** Essentially flat compared to this time last year.
- **Homes under \$500,000** remain the most active segment, drawing solid buyer demand.

Interestingly, the \$1,000,000–\$1,250,000 range also saw healthy activity this quarter.

The Big Picture:

After the volatility of the past few years, the market has found its footing this year. Despite the data indicating the market is solid and balanced, it really feels it could easily tip to a strong buyers' market as we enter the last quarter of 2025.