STAT PACK

MONTHLY STAT PACK

Data through October 2025

ERA Real Estate Shields

RESIDENTIAL REVIEW

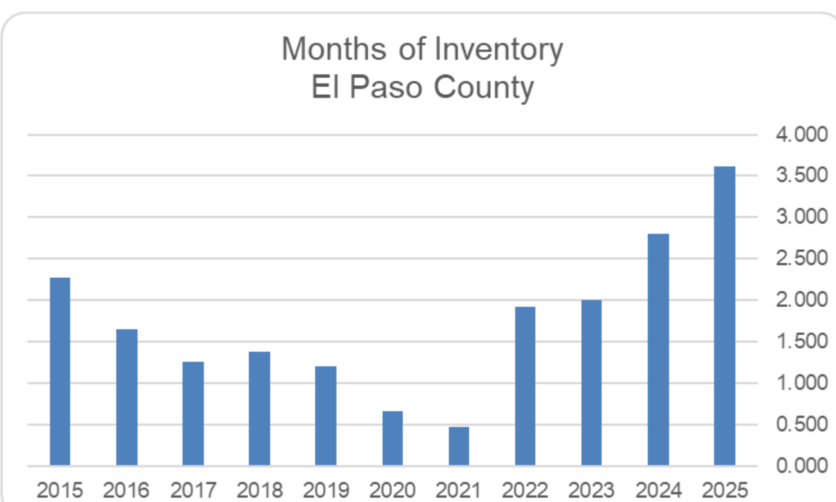
El Paso County

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 dropped to 6.17%, which is a great improvement from 6.72%**
- ⇒ **2,832 listings are on the market-this is up 19% from the same month last year (SMLY)**
- ⇒ **New listings for the month were 1,087 -which is flat when compared to the SMLY**
- ⇒ **There were 689 sales for the month-which is down 10% from SMLY**
- ⇒ **The list price/sales price ratio was 98.9%**
- ⇒ **Average sales price for the month was $530,158—down 6.4% from SMLY**
- ⇒ **Median sales price for the month was $475,000—which is flat from the SMLY**
- ⇒ **Median days on market for sold homes was 58 compared to 49 for the SMLY**
- ⇒ **Single family permits YTD are at 2,414 which is down from the 2,507 units from the SMLY**



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

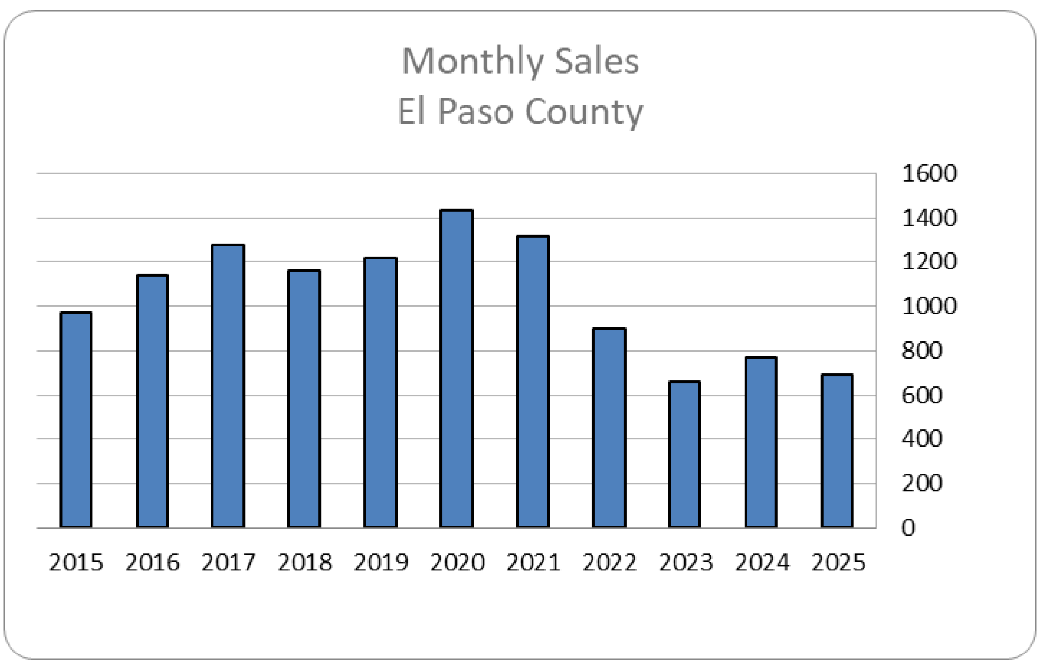
Determine how your price range is performing

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

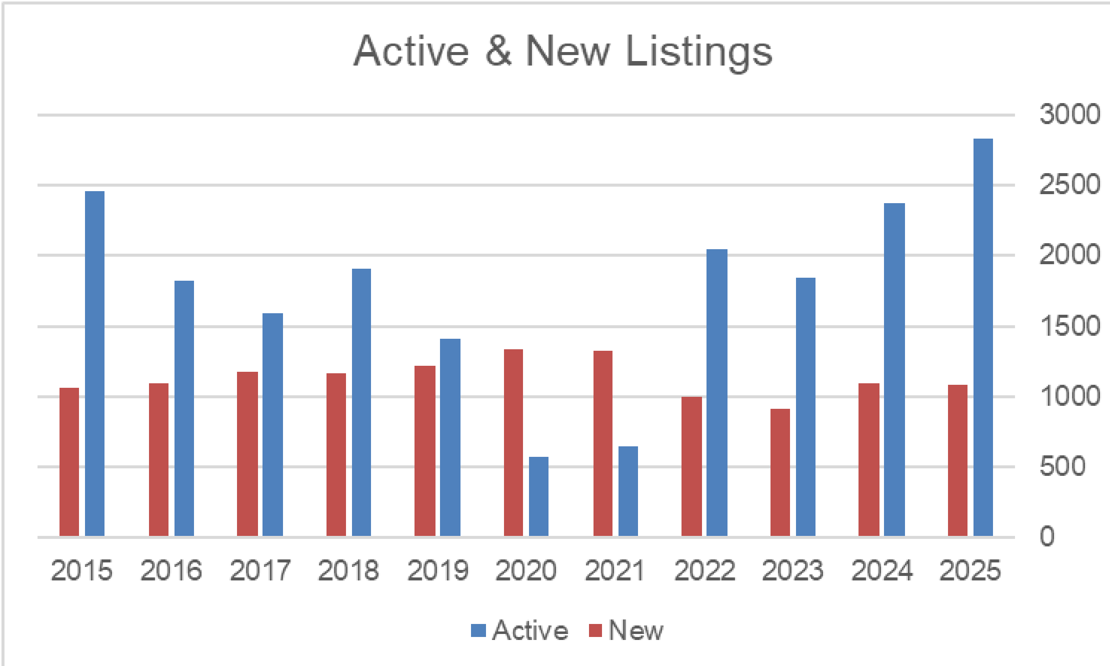
List Price	Actives	Under Contract	Solds	Days on Market	Avg SP/LP	Inventory
$0 to $299,999	63	44	37	52	98.0%	1.7
$300,000 to $399,999	495	195	165	54	98.9%	3.0
$400,000 to $499,999	726	261	184	52	99.4%	3.9
$500,000 to $599,999	527	156	131	73	98.5%	4.0
$600,000 to $699,999	301	116	71	52	99.2%	4.2
$700,000 to $799,999	233	56	39	70	98.4%	6.0
$800,000 to $899,999	149	32	22	56	97.8%	6.8
$900,000 to $999,999	90	24	14	68	97.8%	6.4
$1 mil to $1.25 mil	79	29	13	46	97.5%	6.1
$1.25 mil to $1.5 mil	66	12	9	75	97.4%	7.3
$1.5 mil to $1.75 mil	30	6	2	116	97.7%	15.0
$1.75 mil to $2 mil	34	2	2	87	98.0%	17.0
$2 mil and above	49	6	2	12	99.4%	24.5



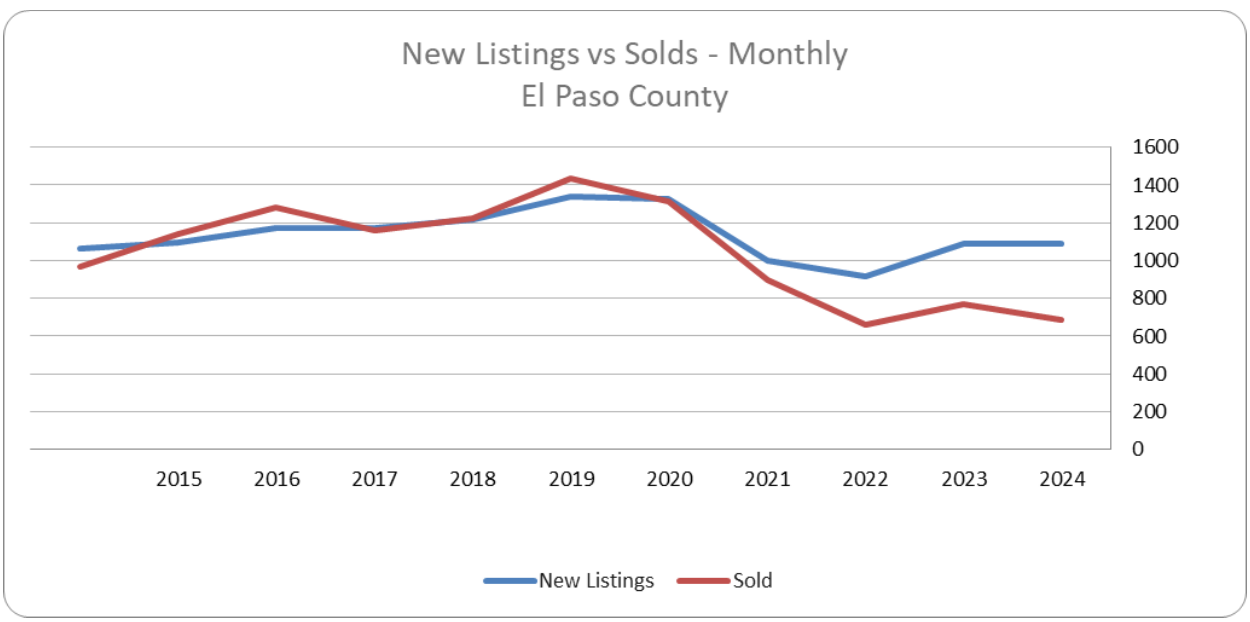
This graph shows the total number of Solds for the month. Comparing this data over the past 10 years helps determine the current trends in the market.

QUARTERLY DATA

Comparing data for the past 10 years



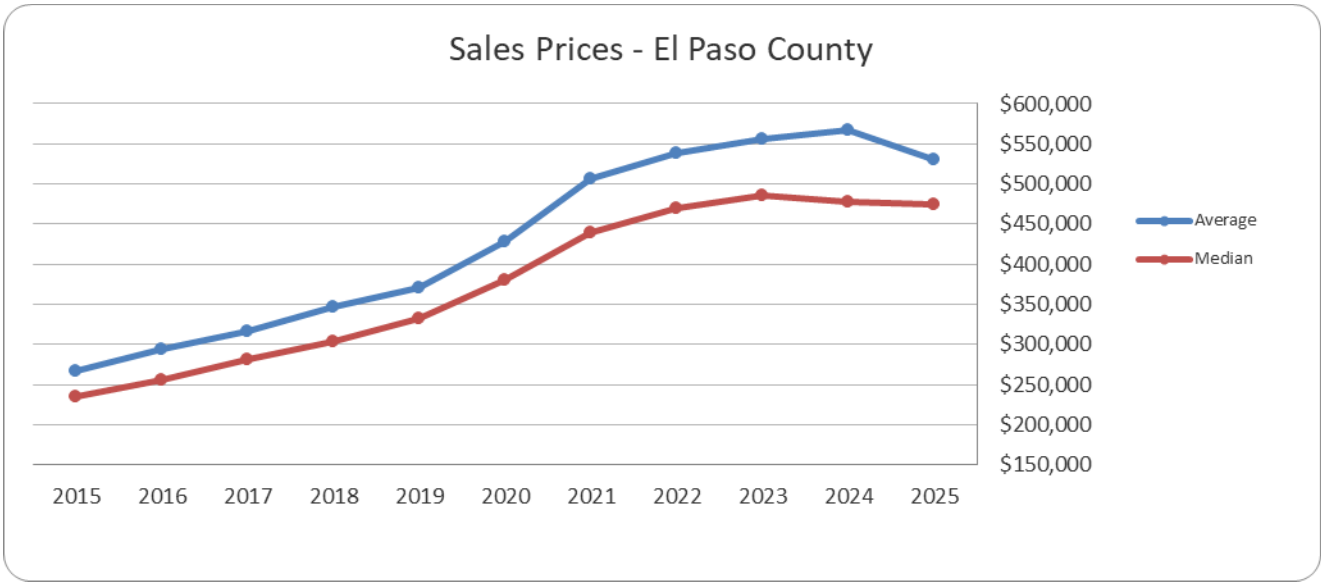
This graph shows the total number of active listings on the market and new listings coming on the market for the same period.



The correlation between new listings and solds helps assess the health of the market.
A small gap indicates a Buyer's Market whereas a large gap indicates a Seller's 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 – October 2025

October brought a noticeable shift in the Colorado Springs housing market, with several indicators showing signs of cooling.

- Active Listings: Up 20% year-over-year, continuing to build on the higher inventory trend.
- New Listings: Flat compared to last October, suggesting that the growth in available homes is more about slower sales than new supply.
- Sales: Down 10% to 689 units, marking one of the slower Octobers we've seen in recent years.
- Inventory: Now over 4 months of supply — the first time we've crossed that threshold since 2014.
- Average Sales Price: Down 6.46% from last year, a clear sign that buyers are gaining leverage.

The cracks we started to see last month appear to have widened, with both sales activity and pricing softening across much of the market. The ongoing government shutdown is also playing a role, creating uncertainty for many buyers and delaying transactions tied to government-backed loans and employment.

Inventory levels make it clear the momentum has shifted. Sellers are having to adjust expectations, and buyers are finding more opportunity — especially if mortgage rates continue their recent downward trend.