



# Home Sales On the Up and Up...and Up!

"If you wanted to have a shot at buying a home for sale in Colorado Springs during the 1st quarter of 2015, you needed to see it the first day it was listed," says Realtor® Kelly Moriarty. "This was especially true for homes in the \$250,000 range." And the frenzy shows no sign of abating as we roll into Q2.

This whirlwind accounts for the Quarterly Snapshot shown below, indicating a 26% drop in active listings as compared to the 1st quarter of 2014. Because homes are being snapped up so quickly, the relative time on the market for active listings was severely reduced. Conversely, the change in sold listings has increased 18% from Q1 of 2014.

January through March of 2015 saw median-priced homes (just above or below \$229,900) receiving multiple offers within 1-2 days of

listing. If the home was in good condition and had been renovated with granite countertops, hardwood floors and updated lighting fixtures, buyers did not hesitate to put in offers. Realtor Nicole Happel worked with a couple whose budget was in the \$250,000 range. They missed out on the first home they liked but, with quick work on Nicole's part, had an offer accepted on a second home, although there were 8 additional showings by the time the house went under contract for her buyers.

What's frustrating news for home buyers is wonderful news for Colorado Springs home sellers. With a home in good condition and priced appropriately for the market, sellers can count on receiving multiple offers soon after the property is listed. The only hitch may be that they weren't planning to move so quickly!

MARKET REPORT

First Quarter 2015

Q1  
Springs Homes™

## QUARTERLY SNAPSHOT

<b>18%</b>	<b>10%</b>	<b>-26%</b>
Year over Year Change in Sold Listings	Year over Year Change in Median Sales Price	Year over Year Change in Active Listings

## Slight Dip in Sales and Listings in 1st Quarter

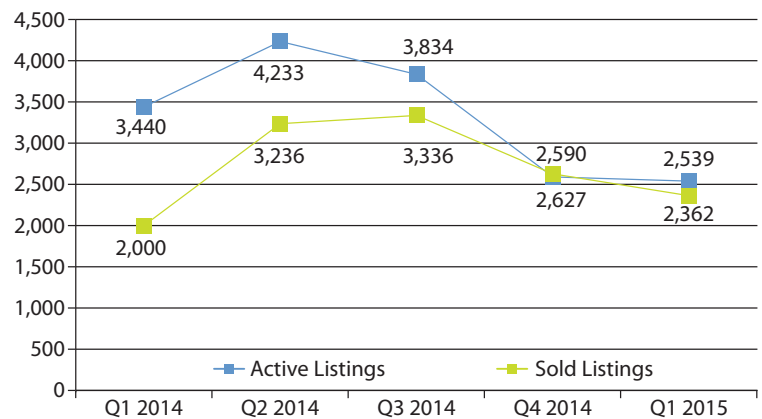
The 1st quarter of 2015 started out pretty much even with the last quarter of 2014 in terms of active listings vs. sold listings in Colorado Springs. The 1st quarter of the new year showed a 2% drop in active listings from those in Q4 of 2014; this is a result of the very hot market that we're seeing throughout the Springs. These numbers are atypical of the usual trend for this time period in which we generally find the number of solds decreasing from Q4 to Q1, while the number of listings increases.

The chart shows a very small gap between listed and solds for the last 2 quarters, meaning that nearly everything listed is/ was being snapped up in short order. This is in contrast with the first 3 quarters of 2014, which show a wide margin between listed and solds, indicating that listed homes were staying on the market for longer periods of time.

Right now is a boom time for Colorado Springs home sellers whose homes are priced at or below the median home price. For those sellers whose homes are in the higher price points, the market isn't quite as frantic. Comparing the Q1 month's supply or inventory level to Q4 2014, shows that in Q1 the inventory decreased 18% for homes under \$225k, but increased 53% for homes in the \$350k-\$500k range, increased

102% for homes in the \$500k-750k range and increased 214% in the \$750k and above range. It is clear from this data that the inventory drain and quick sales were concentrated in the home prices below the median, and more homes went on the market in the higher price ranges with fewer sales.

Total MLS Active Listings Single Family/Patio  
Q1-2014 – Q1 2015



# Buyers Waste No Time in Snapping Up Affordable Homes

If you are planning to buy a home in Colorado Springs right now, you'd better lace up your running shoes. Homes for sale near the median list price of \$229,900 are being sold almost as soon as they go on the market.

And don't plan to submit a "lowball" offer since successful buyers are paying close to the full listing price for homes at or around the median. The "Listing Discount by Quarter" chart shows a very small discrepancy between listing price and actual selling price. For the last 2 quarters of 2014, the difference was only 1.7%, as compared with 2.2% in the 4th quarter of 2013. That means that successful buyers in the 3rd and 4th quarters were paying 98.3% of a home's listing price. If your budget allows you to search for home in the \$350,000+ range, the market is not quite as active and you may have a little more leeway in terms of negotiating price.

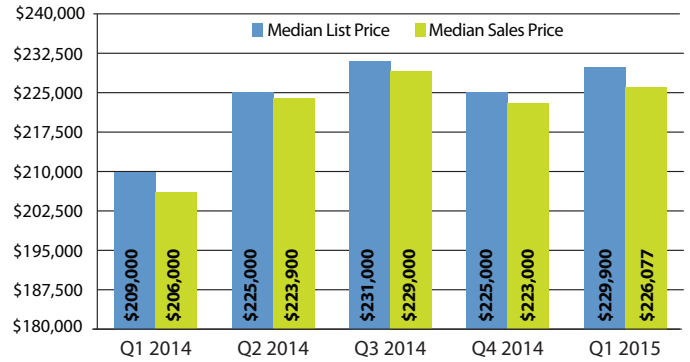
Realtor® Kelly Moriarty recently helped a couple close on a \$475,000 home in Northgate. "They had a lot more available inventory than buyers who are searching in the \$229,900 market," Moriarty states. As shown in the "Months Supply" chart at right, there is a big jump from the number of available homes in the \$225,000 to \$350,000 market to those in the \$350,000 to \$500,000 and the \$500,000 to \$750,000 ranges. This explains why Moriarty's clients had a greater number of homes to choose from.

The master-planned community of Briargate is attracting families who want their children to attend the Academy School District 20 system, although many of the homes there are priced well above the median. Other cities with partial areas in the District 20 system are Black Forest, Northeast and Northgate.

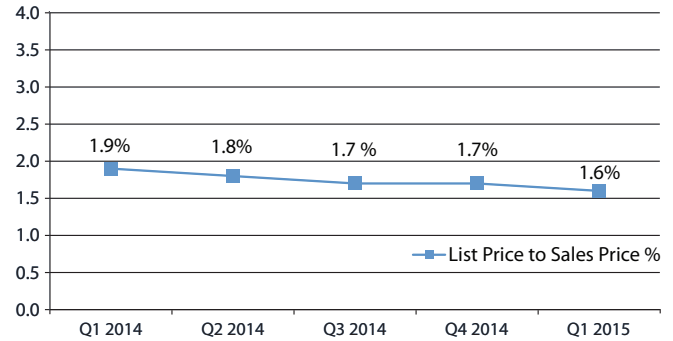
The northeast part of town, with its strong District 11 schools, is another option for homebuyers. Communities in this area include parts of East Colorado Springs, Powers, Southeast, Northwest, Downtown and Old Colorado City. Fountain Valley also remains hot, especially with military families who need sizable homes in the \$250,000 to \$350,000 range.

For buyers who are willing to put sweat equity into a property, the market of homes needing some TLC is a bit less fraught than that of properties in turnkey condition. You can have more negotiating room on the price and fewer competing buyers to contend with, as the majority of people are looking for homes in good shape.

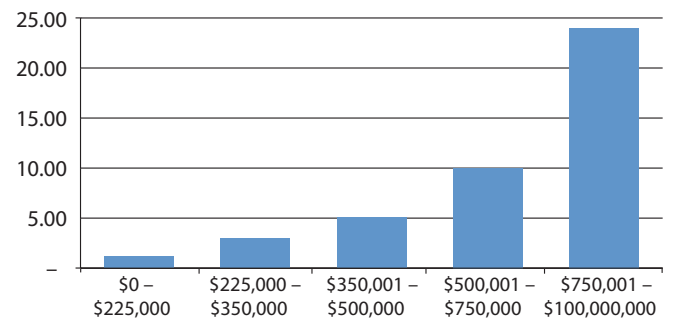
Median List Price versus Sales Price  
Q1 - 2014 to Q1 - 2015



Listing Discount by Quarter  
Q1 2014 - Q1 2015



Months Supply  
Q1 - 2014 to Q1 - 2015

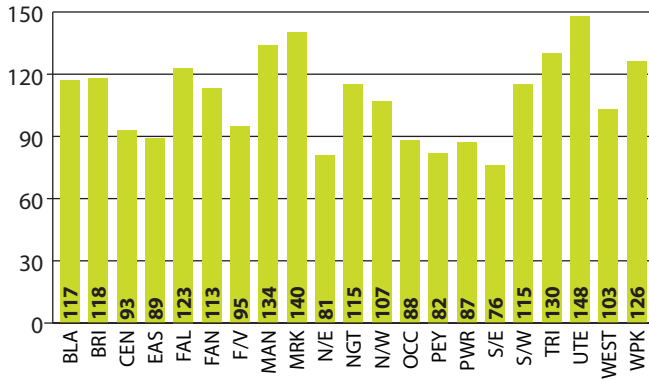


BLA	Black Forest	N/W	Northwest
BRI	Briargate	OCC	Old Colorado City
CEN	Central	PEY	Peyton
EAS	East	PWR	Powers
F/V	Fountain Valley	S/E	Southeast
FAL	Falcon	S/W	Southwest
FAN	Falcon North	TRI	Tri-Lakes
MAN	Manitou Springs	UTE	Ute Pass
MRK	Marksheffel	WEST	West
N/E	Northeast	WPK	Woodland Park
NGT	Northgate		

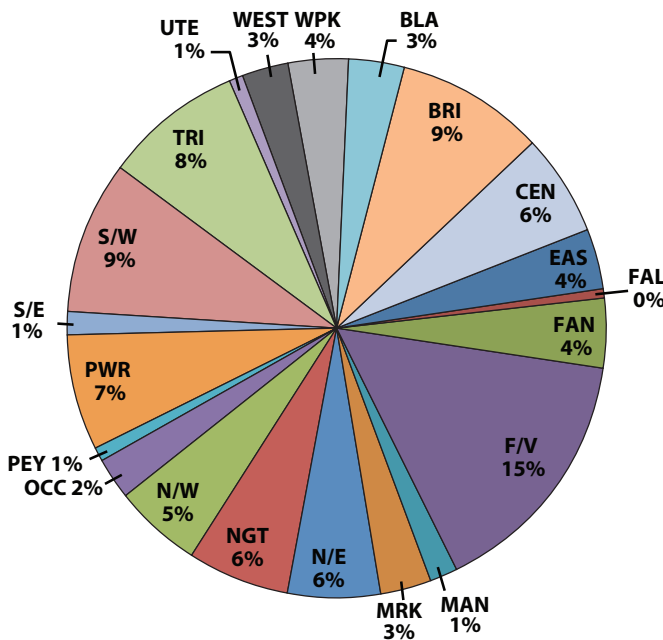
\*Based on information from the Pikes Peak REALTOR Services Corp. ("RSC") for the currently reported quarter. RSC does not guarantee or is in any way responsible for its accuracy. Data maintained by RSC may not reflect all real estate activity in the market."



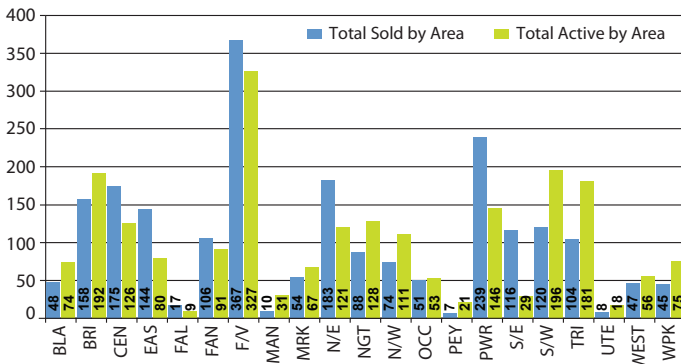
Average Days on Market by Area  
Q1 - 2015



Total Active Listings by Area  
Q1 - 2015



Total Active Listings versus Total Sold Listings by Area  
Q1 - 2015



## Colorado Springs Home Sellers Sitting in the Catbird Seat

Lucky home sellers in the Colorado Springs area are in the “Catbird Seat”—the enviable position of holding the advantage in today’s hot real estate market.

With the market median list price standing at \$229,900, and an average list price of \$256,000, properties that are in good condition are going under contract in a matter of days from their initial listings. “The market is nuts right now, especially for homes in the \$250,000 range,” says Realtor® Kelly Moriarty. “I had a condo listed at \$149,000 and received 4 offers on the first day. Inventory is low, so active buyers are scooping up properties quickly.”

Communities where homes are selling most quickly include Northeast, Southeast, and Peyton. This is especially good news for Peyton, which has been struggling since the market sunk in 2006-2008. The area’s Woodmen Hills and Meridian Ranch neighborhoods are experiencing a nice recovery with homes selling quickly and inventory remaining low. Homes in Peyton tend to sit on larger sized lots and prices range from about \$345,000 on down. Peyton students are served by the city’s own school district.

Northeast, where homes were on the market for an average of 81 days during Q1 of 2015, has a number of established neighborhoods as well as newer developments, with a wide range of styles and sizes. Prices top out at about \$350,000 and many homes hover near or below the median sales price of \$229,900. Most of the area is within the boundaries of Academy School District 11.

The Southeast area of town has long been favored by military families because of its proximity to military bases and often sees a lot of activity due to Permanent Change of Station orders occurring March through May. Average days on the market for listings here was 76 days in Q1—the lowest of all the Colorado Springs neighborhoods. The area is convenient to shopping, schools, parks and downtown. Homes in the Southeast are split between School District 11 and District 2.

Many Colorado Springs home sellers are using the proceeds from their sales to move up to larger homes in the \$300+ price range, bigger lots or different neighborhoods. Since the competition is not as intense in that range, they are not feeling the pressure to submit offers as soon as those higher priced homes hit the market, but can search in a more leisurely manner.

Even in this favorable seller’s market, there are some caveats. Nicole Happel, a Springs Homes real estate agent, has a cautionary note for sellers. “Homes that have problems, like stained carpeting, chipped paint and outdated kitchens are not selling quickly because buyers would rather find a home that’s already in good condition,” she notes. “They don’t seem as willing to take on renovations, unless the properties are really aggressively priced.”



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## 4 HEAT MAP

**Q1** First Quarter 2015  
MARKET REPORT

### Where Are Homes Moving Quickly?

**A**s the sections marked in red on the Heat Map indicate, there were concentrated areas where homes were selling like the proverbial hotcakes during the 1st quarter of 2015. The map shows the average days on the market of listings in each zone: red means that the homes in that neighborhood were selling at top speed (between 70 and 90 days on the market) while the blue areas are lagging with nearly 150 days on the market.

The hottest neighborhoods during Q1 were Southeast (with an average listing period of 76 days), Northeast (81), Peyton (82), Powers (87), Old Colorado City (88) and East (89). Five out of six of these areas are relatively close to downtown Colorado Springs—the exception is Peyton, off in the northeast corner of the metro area which offers larger lots and a median home price of \$326,000.

