

MARKET PROFILE REPORT

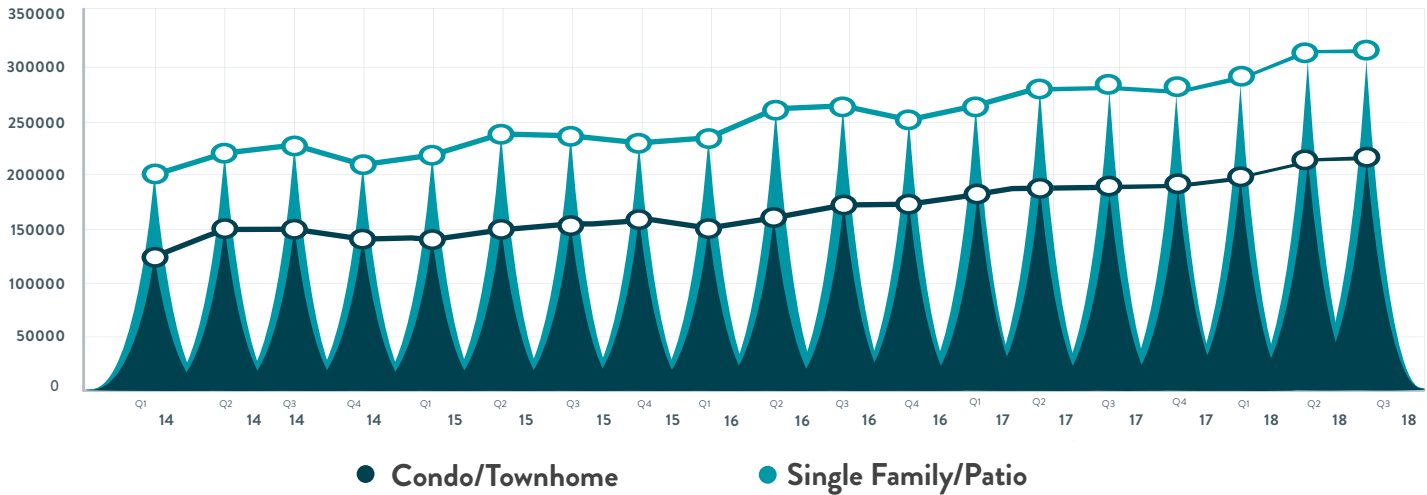
EL PASO

COUNTY PROFILE-Q3 2018

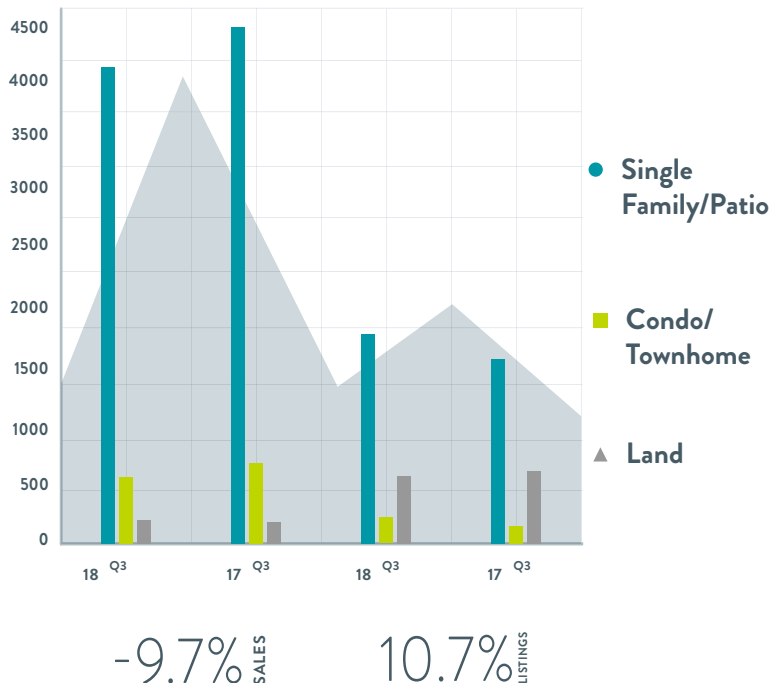


THE EL PASO COUNTY PROFILE INCLUDES ALL PROPERTIES WITHIN EL PASO COUNTY. SINCE THERE IS A SEASONALITY TO OUR MARKET, IT IS MORE VALUABLE TO COMPARE THE SAME QUARTER YEAR OVER YEAR.

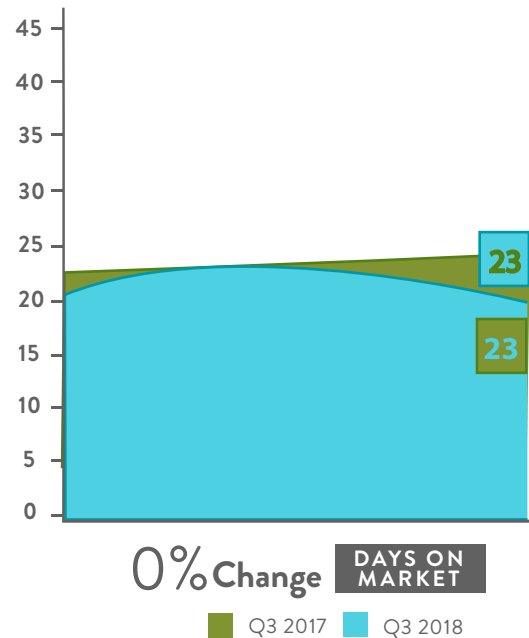
HISTORICAL MEDIAN SALES PRICE \$



YEAR TO YEAR COMPARISON OF SALES AND LISTINGS



DAYS ON MARKET



MARKET PROFILE REPORT | Q3 2018

Based on information from 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.

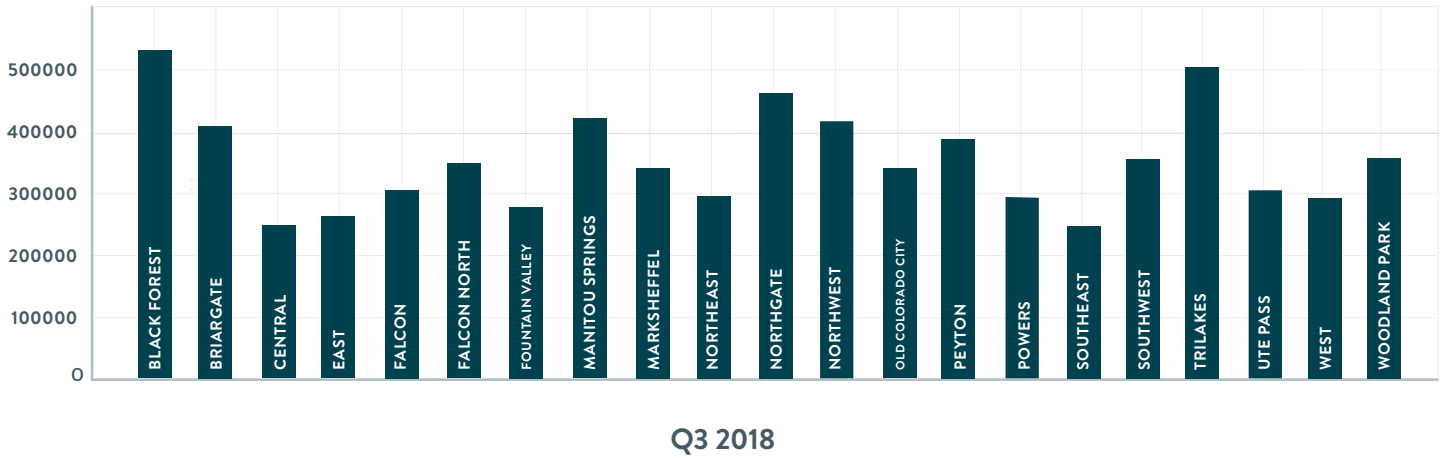
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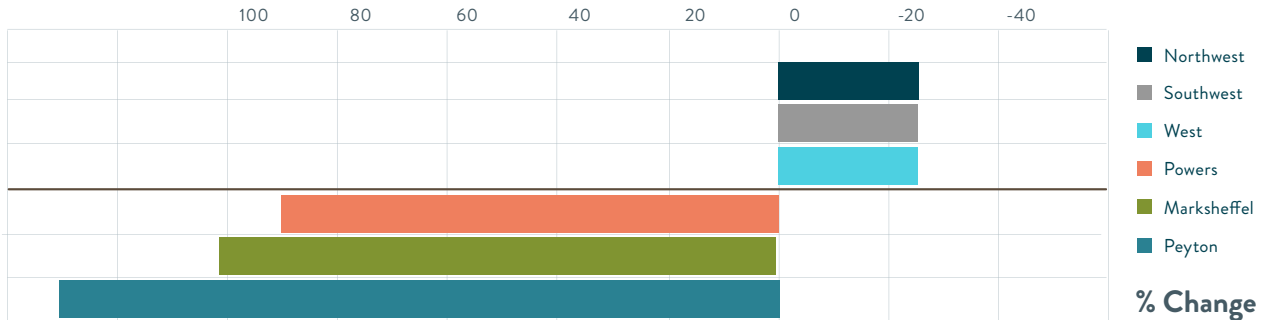
COUNTY PROFILE-Q3 2018



NEIGHBORHOOD MEDIAN SALES PRICE \$



NEIGHBORHOOD CHANGE IN ACTIVE LISTINGS



Lowest Days on Market



Highest Days on Market



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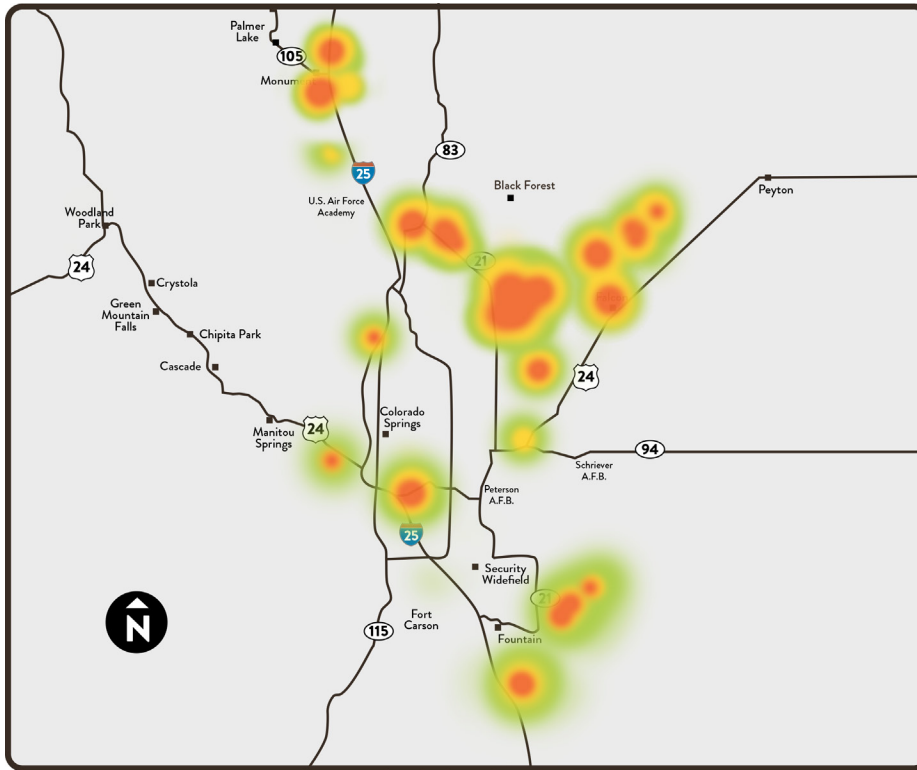
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EL PASO

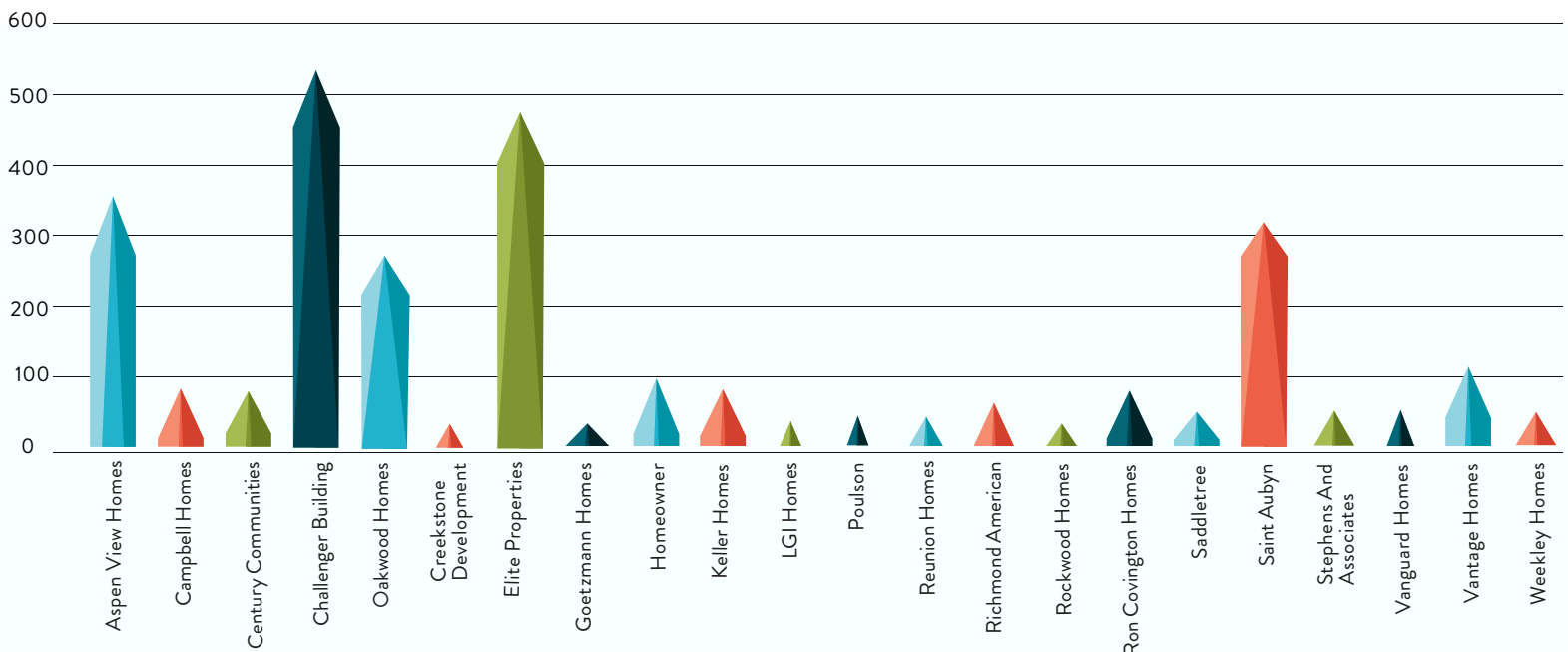
COUNTY PROFILE-Q3 2018



New Construction in El Paso County



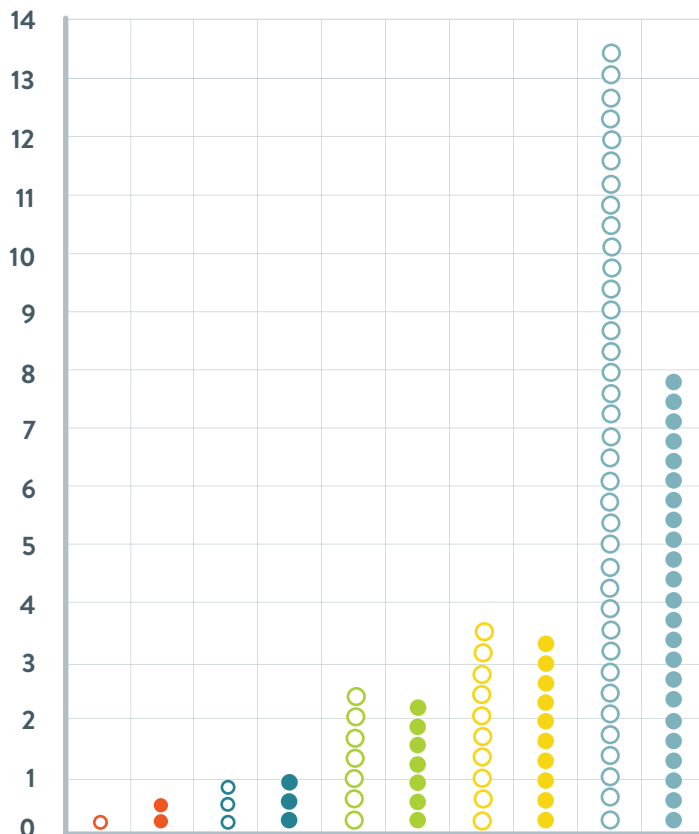
New Construction Builders



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MONTHS OF INVENTORY BY PRICE

Q3 2018

- \$0-\$225,000 (0.6 months)
- \$225,001-\$350,000 (1.1 months)
- \$350,001-\$500,000 (2.2 months)
- \$500,001-\$750,000 (3.4 months)
- \$750,001+ (7.9 months)

Q4 2017

- \$0-\$225,000 (0.4 months)
- \$225,001-\$350,000 (0.9 months)
- \$350,001-\$500,000 (2.4 months)
- \$500,001-\$750,000 (3.7 months)
- \$750,001+ (13.3 months)

If you enjoyed the warm weather of summer, you have surely been taken by surprise by the quick shift to winter temperatures in the first few weeks of October. Likewise, we are finally seeing some shifts in the inventory situation in the Colorado Springs real estate market. The biggest changes in inventory for the third quarter can be seen in both the low price point homes as well as the higher price point homes. In the lower range, the month's of inventory increased slightly to bring a slight relief to those Buyers in the \$0-\$350000 range. In the higher range, however, there has been a shift in the opposite direction. Last year at this time saw 13 month's of inventory, while this year shows a reduction to 8 month's of inventory.

Fall is a very special time in the Pikes Peak region. Be sure to find some time to visit a local craft fair, eat and drink at a foodie festival, take a drive to drink in the fall colors and get your garden ready for the winter months. For more ideas, and to see the latest homes for sale, visit our blog at <https://springshomes.com/blog>.

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