EL PASO COUNTY, CO · GOING BACK ON THE MARKET

Your Relist Plan.

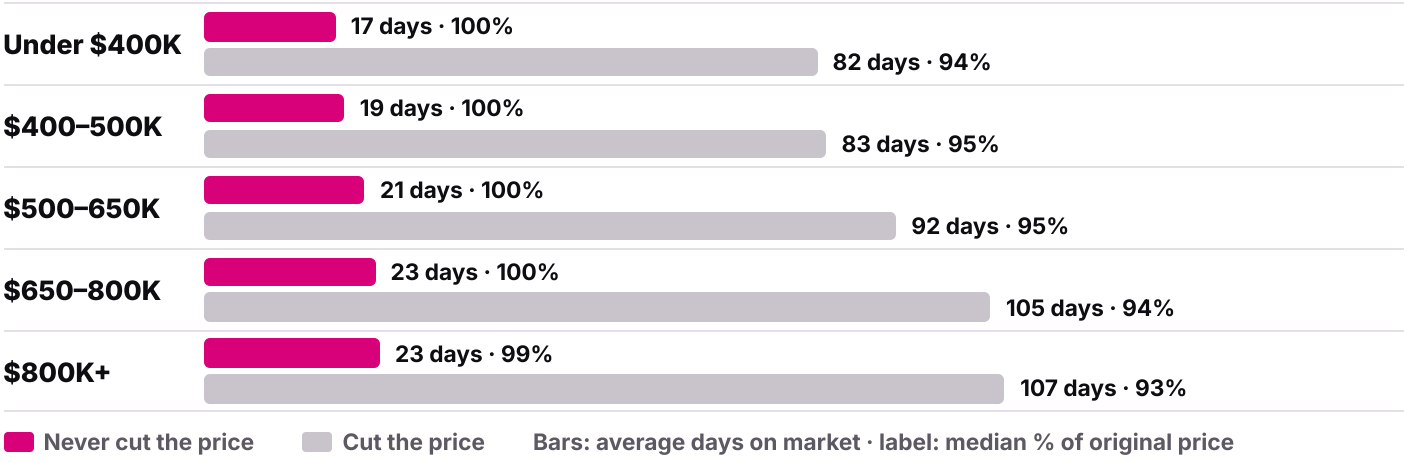
What the last 12 months of reported sales say about getting it right the second time.

SINGLE-FAMILY & PATIO HOMES · REPORTED SOLD NOV 2025 – OCT 2026



1 Price it right the first time.

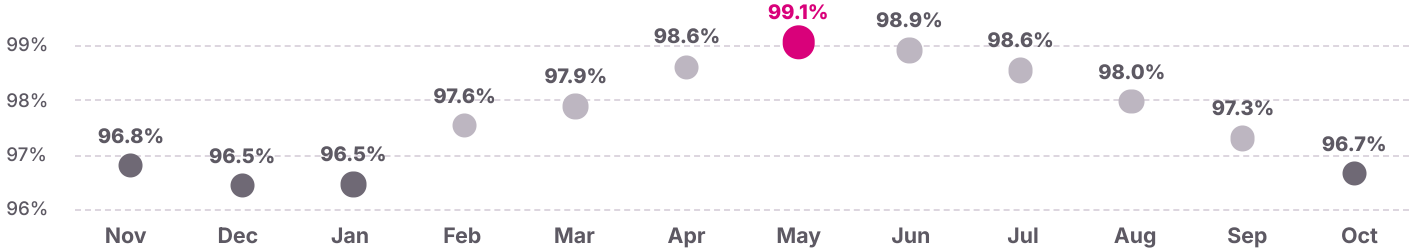
In every price range, homes that **never cut their price** went under contract in **about three weeks** on average, at about their full original price. Homes that cut took **about three months** on average and sold for **93 to 95%** of their original price. The typical cut was 4 to 5%.



Homes that cut sold for about 95% of where they started: on a $500,000 start, that's $25,000. Price it where recent sales are on day one.

2 Time it for spring.

Homes sold closest to their original price in **May (99.1%)**, and May had the most sales: **1,062**, about twice January's 511. From October through January, homes sold for 96.5 to 96.8% of their original price, took 55 to 71 days on average, and more than half had a price cut. **Use the winter to get ready, and aim to be on the market by March or April.**



Median sale price as a % of original asking price, by the month the sale was reported.

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If your property is listed with, or you are under a listing agreement with, another broker, this is not a solicitation.
Based on information from the elevateMLS, Nov 2025 through Oct 2026; sources and definitions on page 2.

Fix what matters, then go live.

3 Fix what matters first.

Condition before cosmetics

If your buyer uses a VA loan, the appraiser checks the home against the VA's minimum property requirements: **safe, structurally sound and sanitary**. A leaking roof, inadequate heat or a safety hazard can come back as a required repair; cosmetic wear generally won't. VA financing showed up in **about a third** of the county's sales.

The kitchen

Listings that mentioned an updated kitchen went under contract **about 8 days faster** on average than similar-sized homes in the same price range. The price difference was small once size was taken into account.

Paint and flooring

Listings that mentioned either went under contract **about 6 days faster** on average, though not in every price range. The price difference wasn't consistent.

A new roof

Showed **no measurable price difference**. It still matters as a condition item.

These are patterns in what sold, not guarantees for any one home.

4 Your relist checklist.

- ☐ **Price:** compare against homes that sold near you recently, not against what's for sale.
- ☐ **Presentation:** fresh paint, clean floors, less stuff.
- ☐ **Timing:** get ready over the winter; be on the market by March or April.
- ☐ **Condition:** safety, structure, roof and heat first.
- ☐ **Photos:** bright, every room, taken in daylight.
- ☐ **Your agent:** ask how they'll price it, how they'll market it, and how often you'll hear about showings.

5 Next step.

Every home is different.

If you'd like me to look at yours, call or text me. If you're already working with an agent, they're the right person to talk to.

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Based on information from the elevateMLS for the period November 2025 through October 2026. elevateMLS information may not reflect all real estate activity in the market and is provided as is without warranty or guaranty. Single-family & patio homes reported sold in El Paso County, 11/1/2025–10/31/2026 (9,616 sales). Days are average days on market to contract and count the final listing only (time on earlier listings is not included); a price cut means the final list price was below that listing's original price; price ratios are medians against the original list price; update comparisons are within the same price range and home size, by words in the listing remarks. VA: VA Pamphlet 26-7, Ch. 12. Reported sales were not necessarily listed or sold by Joe Ambuski or Pink Realty and are intended only to show market trends.