

Walton®

COLORADO SPRINGS

REGIONAL MARKET REPORT • Q4 2022



2022

Walton® COLORADO SPRINGS

MARKET REPORT Q4 2022

The Colorado Springs metro statistical area is known for its beautiful views and diverse landscapes. Located at the base of the Rocky Mountains, the average elevation in the MSA is around 6,000 ft. Colorado Springs is home to the U.S. Olympic and Paralympic headquarters and is known as Olympic City, USA. The metro has a strong military presence with several Air Force installations, as well as an Army base.



Rapid Population Growth



Pro-business Environment



Affordable Cost of Living



Significant Military Presence

PEOPLE

POPULATION	781,940
MEDIAN AGE	38 y/o
PROJECTED % CHANGE IN 2023	1.1%
HOUSEHOLDS	299,220
MEDIAN HOUSEHOLD INCOME	\$83,678

Source: Zonda Home; Market Reports

RANK

#2 Best Places to Live in the U.S.

#4 For High Income Jobs in the U.S.

#9 Best City in the U.S. to Start a Business

Source: U.S. News & World Report: Economy Rankings, City of Colorado Springs

JOBS

UNEMPLOYMENT RATE	3.0% (as of Dec. 2022)
TOTAL JOBS 2022	315,400
JOBS ADDED Q4 2022	2,400

Source: Bureau of Labor Statistics

ECONOMIC FACTORS

The Colorado Springs area has experienced major growth over the last decade, with both living wages and property prices increasing steadily. The metro's economy is strong and diverse. Colorado Springs is home to over 35 Fortune 500 companies, including Amazon and Boeing. Major industries in Colorado Springs include healthcare, military defense, aerospace, IT, and cybersecurity. The Colorado Springs metro has become a hub for both major and small businesses alike.

Top Employers

of Employees

1. Fort Carson	34,411
2. U.S. Air Force Academy	8,730
3. UC Health Memorial Hospital	6,575
4. Schriever Air Force Base	6,391
5. Peterson Air Force Base	5,089

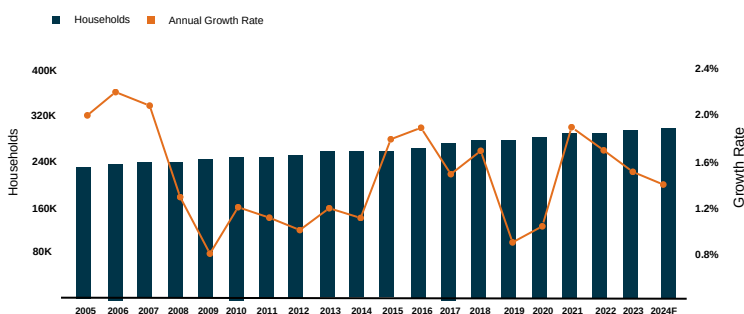
New & Notable Employers:

- Oracle
- Deloitte
- USAA

GROWTH TRENDS

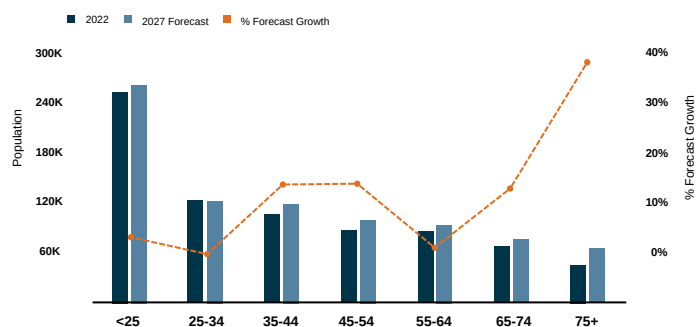
HOUSEHOLD GROWTH

Source: Zonda Home; Market Reports



POPULATION GROWTH BY AGE

Source: Zonda Home; Market Reports



HOUSING MARKET

Demand in the Colorado Springs housing market softened in Q4 2022 as a result of record high home prices and increased rates. The new median closing price of a home in the area is nearly 17% more than it was one year ago. Builders have slowed the pace of new construction and starts activity is approaching pre-pandemic levels. Quarterly starts decreased 64% on a year-on-year basis. Single-family permit issuance slowed as builders battled headwinds and home demand lowered – 58% less permits were issued compared to the year prior.

NEW MEDIAN CLOSING PRICE

as of Nov. 2022

\$567,300 — **16.7%** YoY

Source: John Burns Real Estate Consulting

HOME STARTS

292 — **-64.1%** YoY

Source: Zonda Home; Metrostudy

SINGLE-FAMILY PERMITS

Q4 2021
1,010

Q4 2022
422

-58.2%

Source: U.S. Census Bureau

TOP HOMEBUILDERS BY RANK

Rank	Builder	Market Share
1.	Green Brick Partners, Inc.	20.5%
2.	Tralon Homes	18.9%
3.	Classic Homes	15.4%
4.	View Homes	6.9%
5.	Century Communities, Inc.	4.3%
6.	Toll Brothers	4.2%
7.	Richmond American Homes	3.9%
8.	Vantage Homes	3.9%
9.	Covington Homes	3.6%
10.	D.R. Horton, Inc.	3.0%

Source: Zonda Home; Market Reports

MARKET SHARE

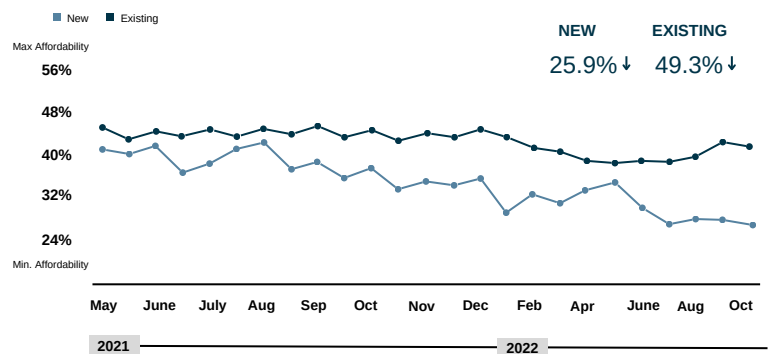
VACANT DEVELOPED LOTS

Source: Zonda Home; Metrostudy



AFFORDABILITY RATIO

Source: Zonda Home; Market Reports



RENTAL MARKET

The Colorado Springs rental market is a landlord friendly market. A large and diversified student population supports the rental market across all the Colorado Springs MSA. The overall median rent in the area is \$1,525, up 5% year-on-year. Low vacancy rates and consistently demand have supported the positive growth trends of rental prices in Colorado Springs. Multifamily permits decreased by almost 53% on a year-on-year basis.

MULTIFAMILY PERMITS

Q4 2021
1,767

Q4 2022
834

-52.8%

Source: U.S. Census Bureau

RENTER OCCUPANCY RATE



Source: John Burns Real Estate Consulting

MEDIAN RENTAL PRICE

as of Dec. 2022

\$1,525 — **5.2%** YoY

Source: John Burns Real Estate Consulting

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REGIONAL MARKET REPORTS • 4Q22

ARIZONA

MARICOPA COUNTY
PINAL COUNTY

CALIFORNIA

NORTHERN CALIFORNIA
SOUTHERN CALIFORNIA
CENTRAL CALIFORNIA

COLORADO

DENVER
COLORADO SPRINGS

FLORIDA

CENTRAL FLORIDA
SOUTHEAST FLORIDA
NORTHEAST FLORIDA

GEORGIA

ATLANTA
SOUTHEAST GEORGIA

D.C. - VA - MD

MARYLAND
RICHMOND

NEVADA

LAS VEGAS

NORTH CAROLINA

CHARLOTTE

SOUTH CAROLINA

UPSTATE - SPARTANBURG

TENNESSEE

CHATTANOOGA
KNOXVILLE
NASHVILLE

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DALLAS-FORT WORTH
AUSTIN
HOUSTON

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WASHINGTON

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