



CHOOSING BETWEEN
NEW CONSTRUCTION & RESALE HOMES

IN *Colorado Springs*

2026 EDITION

PRESENTED BY VANTAGE HOMES

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WHY TODAY'S BUYERS ARE CHOOSING *New Construction*

THE SHIFT TOWARD NEW HOMES

Across today's housing landscape, more buyers are expanding their search to include newly constructed homes as they consider three primary paths: resale homes, move-in ready, and build-to-order new construction homes.

In the Colorado Springs market, newly built homes account for approximately one in four home sales, compared to about one in seven nationally.¹ As the region faces

a housing shortage of approximately 27,000 homes, projected to grow to 60,000 by 2040, new construction continues to help bridge the gap for today's buyers.²

Yet the growing interest in new construction isn't driven by supply conditions alone; it reflects the appeal of greater cost predictability, strategic builder incentives, and the creative flexibility to design a home tailored to modern preferences.

PERSONALIZATION IS RESHAPING THE HOMEBUYING EXPERIENCE

Personalized from the start

Floorplans, finishes, features, and colors can be selected to align with individual lifestyles rather than adapting to previous design choices.

Spaces that support your routine

Open layouts, flexible rooms, and intentional design accommodate the rhythms of everyday life.

A home that reflects your style

A thoughtfully designed home creates a living environment shaped around comfort, functionality, and aesthetic preferences.

Built with the future in mind

Homes designed for adaptability help support evolving needs, priorities, and life stages over time.

RESALE

MOVE-IN READY

PRESALE NEW

TIMELINE & PURCHASE EXPERIENCE

MOVE-IN TIMELINE

30-60 DAYS

IMMEDIATE OR 30 DAYS

4-9+ MONTHS

PERSONALIZATION OPPORTUNITIES

LIMITED TO POST-PURCHASE

PRE-SELECTED FINISHES

FULL OR PARTIAL

COST PREDICTABILITY

RISK OF REPAIR SURPRISES

FIXED PRICE

FIXED CONTRACT PRICE

FINANCIAL & MARKET POSITION

PRICE POSITION VS. MARKET

MARKET AVERAGE

MODEST PREMIUM

VARIES BY SELECTION

NATIONAL AVERAGES

MARKET-BASED

SLIGHT PREMIUM

VARIES BY DESIGN

FUTURE RESALE POTENTIAL

CONDITION DEPENDENT

STRONG DUE TO NEWER CONDITION

STRONG DUE TO MODERN DESIGN

CONDITION, WARRANTY, & SYSTEMS

BUILDER WARRANTY

TYPICALLY NONE

FULL BUILDER WARRANTY

FULL BUILDER WARRANTY

MAJOR SYSTEM LIFESPAN

VARIES/AGED

BRAND NEW

BRAND NEW

RENOVATION NEEDS

OFTEN NEEDED OVER TIME

X

X

EFFICIENCY & TECHNOLOGY

ENERGY EFFICIENCY

LESS EFFICIENT/VARIES BY AGE

MORE EFFICIENT/BUILT TO MODERN CODE

MORE EFFICIENT/BUILT TO MODERN CODE

SMART HOME TECHNOLOGY

LIMITED/RETROFITTED

STANDARD FEATURES

STANDARD FEATURES

OPEN-CONCEPT FLOORPLANS

VARIES BY AGE

MODERN LAYOUTS

MODERN LAYOUTS

LIFESTYLE & COMMUNITY

NEIGHBORHOOD MATURITY

ESTABLISHED

DEVELOPING

DEVELOPING

MATURE LANDSCAPING

✓

MINIMAL

MINIMAL

THOUGHTFUL DESIGN FOR *Modern Living*

BRAND-NEW FROM THE START

From structural components to major systems and finishes, a newly constructed home begins with materials designed for durability, reliability, and long-term performance.

OPEN-CONCEPT FLOORPLANS

Designed to support the flow of everyday life, open layouts create seamless connections between living spaces while enhancing natural light and flexibility as needs evolve from daily routines to larger gatherings.



ENERGY-EFFICIENT CONSTRUCTION

Built with modern materials and advanced construction practices, today's homes are designed to enhance year-round comfort while supporting efficient performance over time.

SMART HOME TECHNOLOGY

Thoughtfully integrated technology helps the home function more intuitively, supporting comfort, security, and convenience throughout the day.

CONTEMPORARY FINISHES & MATERIALS

Designer-appointed finishes and materials bring a refined, contemporary aesthetic while maintaining a sense of timelessness that will age gracefully.

MULTI-FUNCTIONAL LIVING SPACES

Spaces designed with versatility in mind allow rooms to transition naturally between uses as household needs shift over time, helping eliminate the need for a future remodel to keep up with modern design.

A HOME THAT SUPPORTS *Your Lifestyle*

Where you live shapes how you experience daily life. Today's buyers are looking beyond features alone and focusing on how a home supports their routines, priorities, and long-term goals.



GREATER PRIVACY

Intentional community planning provides a natural buffer from surrounding activity, supporting a quieter living environment without sacrificing accessibility.



ELEVATED AMENITIES

Well-planned community amenities, including trails, shared gathering spaces, and recreational features, extend daily living beyond the home while supporting an active, connected lifestyle.



LARGER LIVING SPACES

Thoughtfully scaled interiors offer greater spatial freedom, allowing the home to support both quiet retreat and effortless gathering.



DESIGNED FOR COMMUNITY CONNECTION

Intentional neighborhood design supports meaningful relationships and encourages a lifestyle shaped by interaction and shared experience beyond the home.

BUILT FOR *healthier* LIVING

The environment inside your home plays an important role in daily comfort and overall well-being.

New construction homes are built with modern ventilation systems and materials designed to support a fresher, more comfortable indoor experience.

A WELL-CRAFTED HOME STARTS FROM WITHIN.

Constructed to current building standards, these homes may help promote more consistent airflow while reducing the likelihood of moisture-related concerns. The result is an interior environment designed to support both comfort and long-term livability, because a well-crafted home starts from within.

Beyond air and material considerations, new construction can contribute to a quieter atmosphere through improved insulation and building practices, helping create a more restorative living environment.



WHERE CRAFTSMANSHIP MEETS *Confidence*

MAINTENANCE COSTS

Homeownership includes ongoing upkeep, and maintenance needs can increase as a home ages. The average annual cost of maintaining a single-family home in the U.S. is approximately \$21,400, while costs in Colorado average \$25,766, about 20% higher.³

As major systems age, replacement and repair expenses can become a larger part of the long-term ownership experience.

New construction homes begin with newly installed systems and materials built to current standards, along with energy-efficient design. These factors can contribute to fewer early maintenance demands and more predictable operating costs in the initial years of ownership.

\$7,000—\$15,000+

AVERAGE HVAC SYSTEM REPLACEMENT COST
IN COLORADO SPRINGS⁴

\$2,500—\$7,500

AVERAGE ELECTRIC FURNACE INSTALLATION COST⁵

\$910—\$2,200

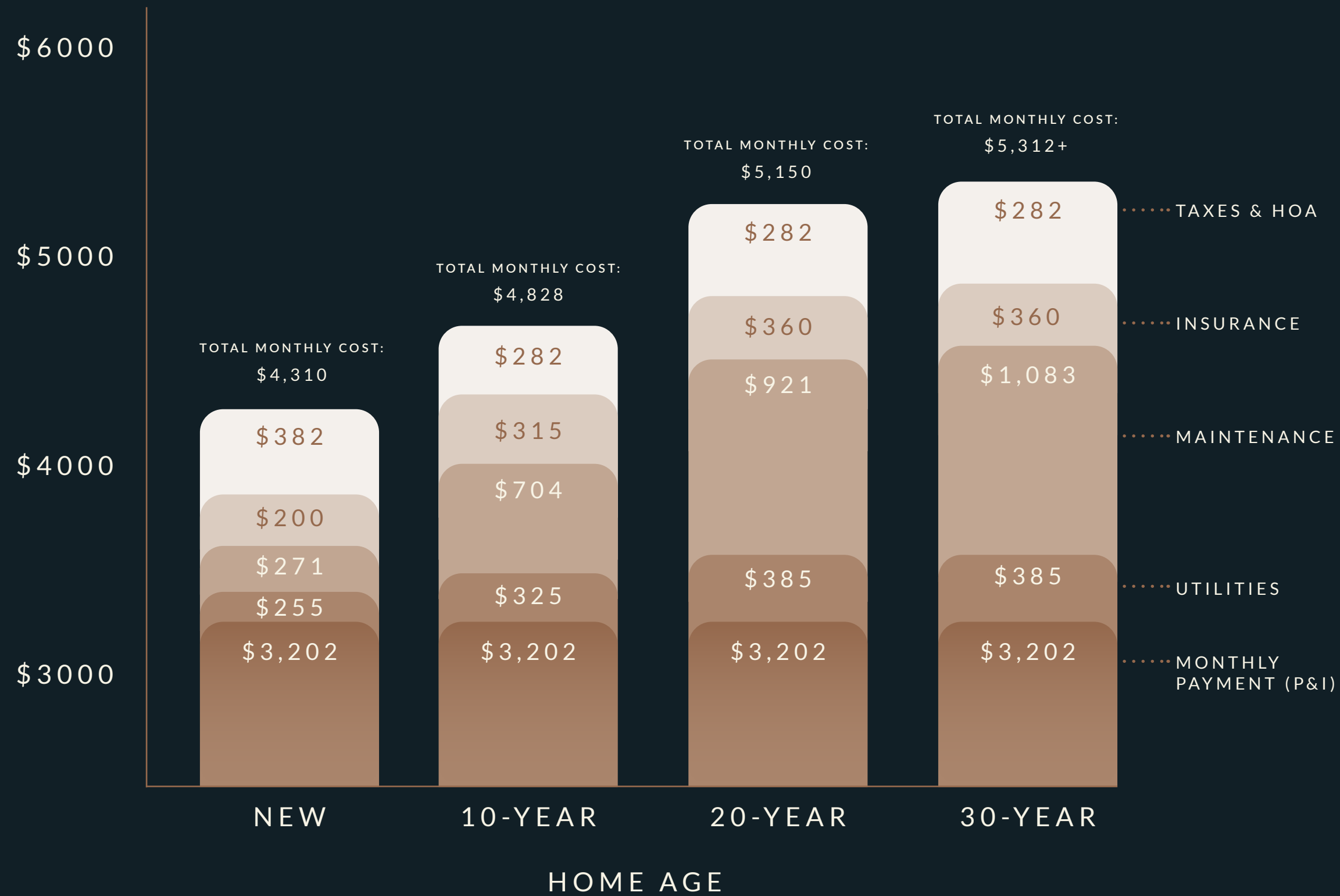
AVERAGE WATER HEATER REPLACEMENT COST
IN COLORADO SPRINGS⁶

HOME WARRANTY

Warranty coverage is typically included with newly built homes, providing defined protection for specific components during the early years after purchase. This structure helps reduce exposure to certain unexpected repairs as systems settle and the home transitions into everyday use.

Paired with modern construction practices and newly installed systems, this coverage supports a more confident ownership experience, allowing homeowners to focus less on repairs and more on enjoying their new space.

MONTHLY COST OF OWNERSHIP COMPARISON



COST IMPACT OVER TIME

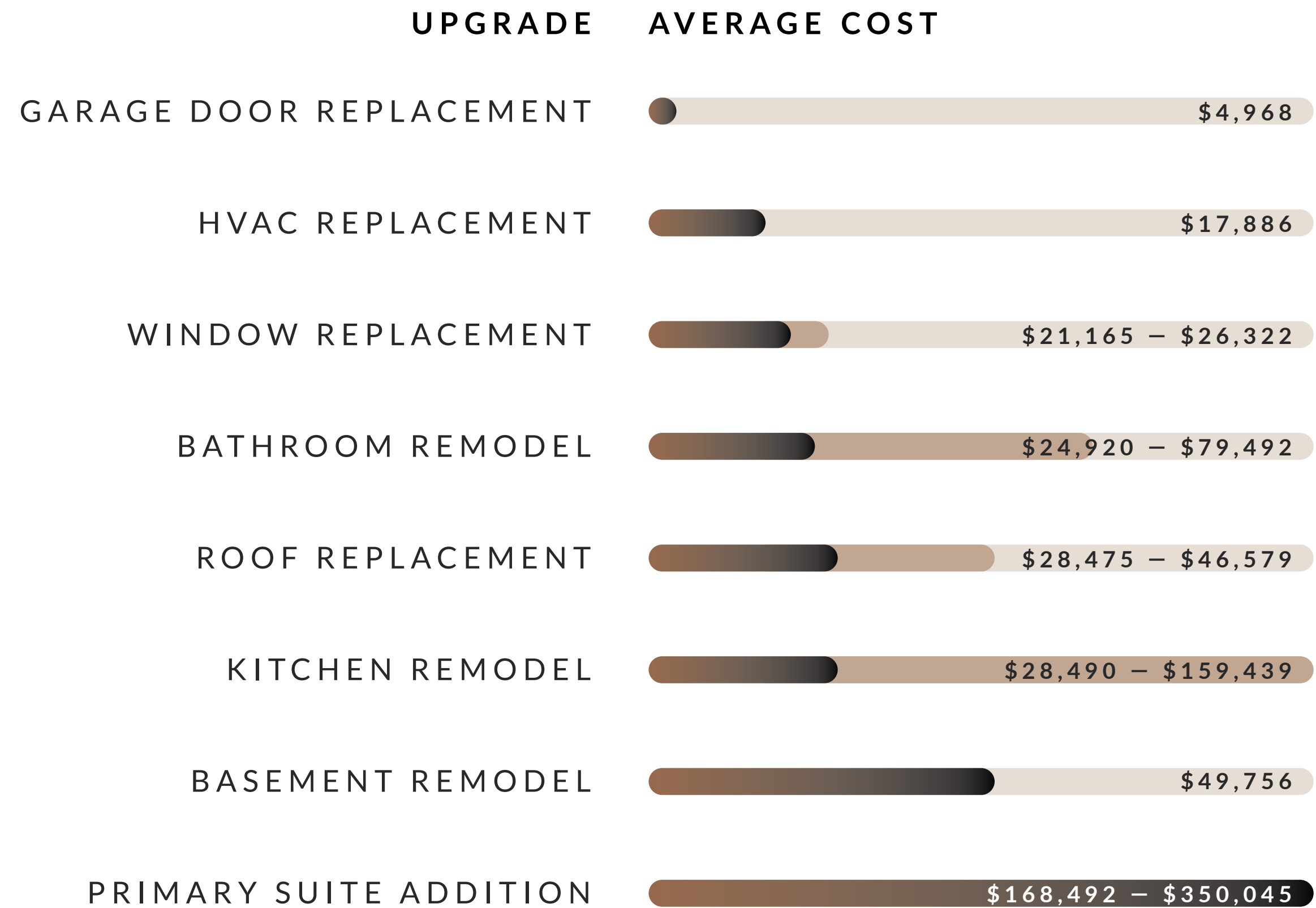
HOME AGE	MONTHLY DIFFERENCE VS NEW	% VS NEW	TOTAL OWNERSHIP IMPACT
10-YEAR	+\$518	~12% HIGHER	~\$62,160 OVER 10 YRS
20-YEAR	+\$840	~19% HIGHER	~\$201,600 OVER 20 YRS
30-YEAR	+\$1,002+	~23%+ HIGHER	~\$360,720 OVER 30 YRS

Illustrative ownership comparison based on standardized modeling assumptions. See Sources & Assumptions.

UNDERSTANDING LONG-TERM HOMEOWNERSHIP COSTS

Over time, differences in maintenance, utilities, and insurance can influence the total cost of ownership, highlighting the importance of looking beyond the purchase price.

RENOVATIONS AND UPGRADE COSTS IN THE MOUNTAIN REGION⁸



Renovation and repair costs can vary widely depending on the scope of updates. As a home ages, post-closing investment often becomes a more significant part of the ownership experience.

A CLOSER LOOK AT *Resale Homes*

Established Neighborhoods

Older communities are well established, featuring mature landscaping and long-standing zoning patterns that contribute to a more predictable surrounding environment.

Central Locations

Many resale homes are located near city centers, shopping, dining, and daily conveniences, offering easy access to employment corridors and entertainment.

Availability

With construction complete, resale homes can support shorter move-in timelines, provided significant renovations are not required.

Inclusive Pricing

Outdoor living features and exterior improvements are already in place, providing a clearer picture of the overall investment.

Beyond the financial picture, buyers consider how location, lifestyle, and timing factor into their decision — areas where resale homes can offer distinct advantages.

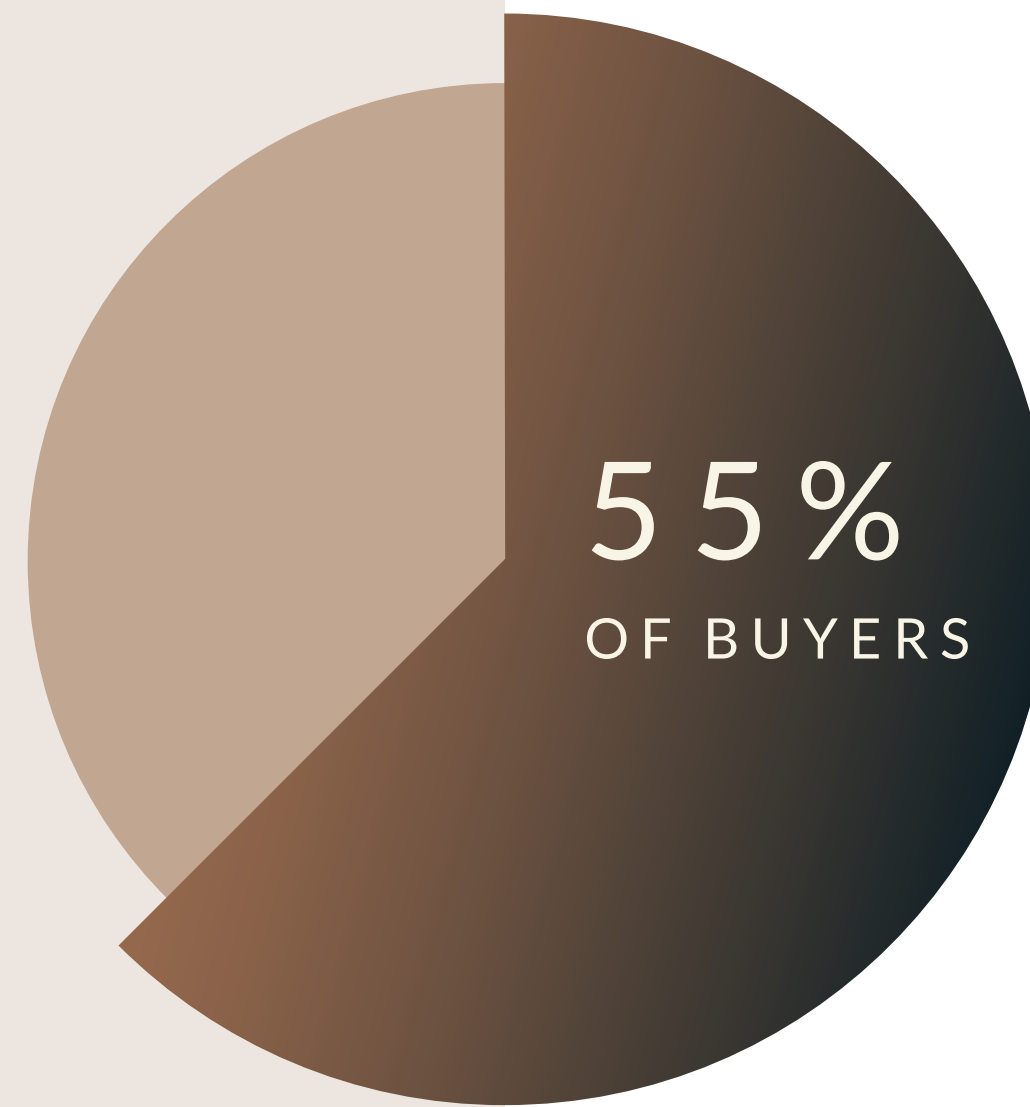
For many buyers, these advantages position resale homes as an attractive option. Choosing the right home means balancing location, condition, long-term costs, and lifestyle priorities. Understanding how these factors come together can help bring greater clarity to the decision.

Inside THE HOMEBUYER DECISION

DID YOU KNOW?

About 55% of buyers say finding the right property was the hardest part of the process,⁹ reflecting how complex the homebuying decision can be.

Below are several key insights that help buyers navigate the journey.



HOW LONG DOES THE HOME SEARCH PROCESS TAKE?

Buyers typically spend around 10–12 weeks searching for a home¹⁰. In Colorado Springs, homes averaged 53 days on the market in 2025, up from 45 days in 2024, indicating longer home search timelines compared to prior years¹¹.

DO HOMEOWNERS REGRET THE HOME THEY CHOSE?

About 42% of U.S. homeowners say they regret aspects of their home purchase, with many citing higher-than-expected maintenance and hidden costs.¹²

HOW MANY PROPERTIES DO BUYERS EXPLORE BEFORE CHOOSING ONE?

Most buyers visit eight–10 homes before making a decision.¹³

HOW LONG DOES IT USUALLY TAKE TO DECIDE ON A HOME?

The average buyer spends 10–12 weeks searching before committing.¹⁴

WHAT FACTORS MOST INFLUENCE A BUYER'S FINAL DECISION?

Top decision drivers typically include monthly payment, location, and how well the home's layout supports everyday living.¹⁵

BUILT WITH PURPOSE. DESIGNED FOR *Real Life*

Choosing where and how you live is a meaningful decision, one that shapes your daily life and long-term future. Whether you're considering a move to Colorado Springs or exploring your options, the right insight can bring clarity to the path ahead. At Vantage Homes, the homebuying experience is informed, supported, and clear at every stage.

NOT SURE WHERE TO START?



EXPLORE OUR COST CALCULATOR TO COMPARE SCENARIOS
AND FIND THE PATH THAT'S RIGHT FOR YOU.

YOUR NEXT
CHAPTER STARTS *here*

YOUR DREAM HOME MAY BE CLOSER THAN YOU THINK,
AND WE LOOK FORWARD TO HELPING YOU CREATE IT.



SOURCES & ASSUMPTIONS

DATA SOURCES

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¹³ Ford, S. (2025, June 27). *How many houses do people look at before buying?* Redfin. <https://www.redfin.com/blog/how-many-houses-to-look-at-before-buying/>

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OWNERSHIP COST MODELING ASSUMPTIONS

Ownership cost comparisons assume a \$650,000 home (approximately 3,000 square feet), a 20% down payment, a 30-year mortgage at 6.25%, and an effective property tax rate of 0.52% (El Paso County). Utility, maintenance, and insurance estimates reflect national benchmarks for homes of similar size and value. Actual costs may vary depending on property condition, financing terms, geographic location, and market conditions.