

# Monthly Indicators

Activity for El Paso and Teller Counties Only



## October 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 26.9 percent for single family-patio homes and 37.5 percent for townhouse-condo properties. Pending Sales decreased 31.8 percent for single family-patio homes and 44.8 percent for townhouse-condo properties.

The Median Sales Price was up 5.1 percent to \$473,000 for single family-patio homes and 1.7 percent to \$335,000 for townhouse-condo properties. Days on Market increased 146.2 percent for single family-patio homes and 155.6 percent for townhouse-condo properties.

The US housing market is undergoing a major shift, and affordability continues to be an obstacle for buyers and sellers. Mortgage rates have doubled since March, and home prices remain elevated due to a limited supply of homes, although price gains are slowing at a quickening pace. As a result, many homeowners are waiting until market conditions improve to sell their home, while other sellers are increasingly cutting prices and offering concessions to attract a greater number of buyers.

## Activity Snapshot

<b>- 35.2%</b>	<b>+ 5.8%</b>	<b>+ 108.0%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

Residential real estate activity in El Paso and Teller counties composed of single-family properties and patio homes, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family-Patio Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,400	1,023	- 26.9%	15,436	15,161	- 1.8%
Pending Sales (PEND, UC, UCSS, RGT)		1,410	962	- 31.8%	14,265	12,003	- 15.9%
Sold Listings		1,468	960	- 34.6%	13,842	11,928	- 13.8%
Median Sales Price		\$450,000	\$473,000	+ 5.1%	\$435,000	\$480,000	+ 10.3%
Average Sales Price		\$510,732	\$540,263	+ 5.8%	\$489,157	\$544,369	+ 11.3%
Pct. of List Price Received		101.9%	98.8%	- 3.0%	103.4%	101.7%	- 1.6%
Days on Market		13	32	+ 146.2%	11	15	+ 36.4%
Housing Affordability Index		86	58	- 32.6%	89	57	- 36.0%
Active Listings		1,103	2,381	+ 115.9%	--	--	--
Months Supply of Inventory		0.8	2.0	+ 150.0%	--	--	--



# Townhouse-Condo Market Overview

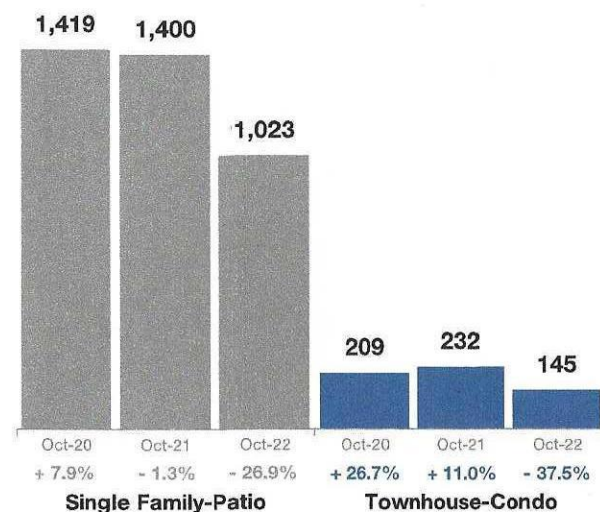
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



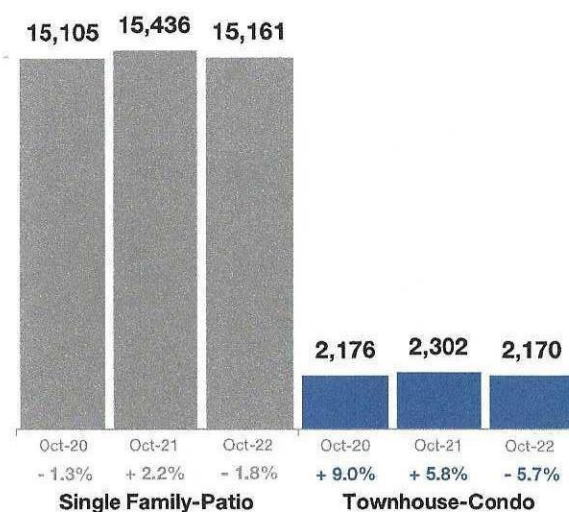
Key Metrics	Historical Sparkbars	10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		232	145	- 37.5%	2,302	2,170	- 5.7%
Pending Sales (PEND, UC, UCSS, RGT)		239	132	- 44.8%	2,129	1,905	- 10.5%
Sold Listings		232	141	- 39.2%	2,092	1,936	- 7.5%
Median Sales Price		\$329,551	\$335,000	+ 1.7%	\$310,000	\$352,000	+ 13.5%
Average Sales Price		\$326,225	\$365,007	+ 11.9%	\$320,289	\$362,735	+ 13.3%
Pct. of List Price Received		101.9%	99.8%	- 2.1%	103.1%	101.8%	- 1.3%
Days on Market		9	23	+ 155.6%	8	14	+ 75.0%
Housing Affordability Index		117	82	- 29.9%	125	78	- 37.6%
Active Listings		166	258	+ 55.4%	--	--	--
Months Supply of Inventory		0.8	1.3	+ 62.5%	--	--	--

# New Listings

## October

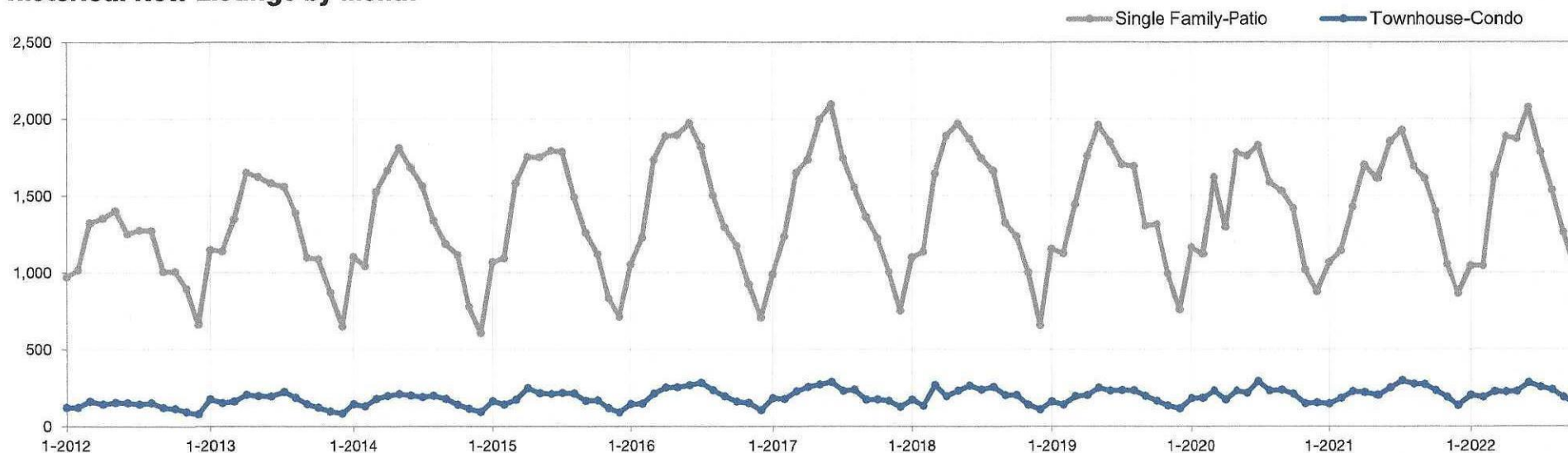


## Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	1,055	+3.5%	188	+27.0%
Dec-2021	864	-1.4%	135	-11.2%
Jan-2022	1,043	-2.2%	200	+37.0%
Feb-2022	1,044	-8.6%	189	+4.4%
Mar-2022	1,636	+14.7%	225	-0.4%
Apr-2022	1,886	+11.0%	223	+1.4%
May-2022	1,872	+15.9%	226	+11.3%
Jun-2022	2,074	+11.9%	283	+12.7%
Jul-2022	1,785	-7.4%	254	-14.5%
Aug-2022	1,536	-9.3%	237	-13.8%
Sep-2022	1,262	-21.8%	188	-30.6%
<b>Oct-2022</b>	<b>1,023</b>	<b>-26.9%</b>	<b>145</b>	<b>-37.5%</b>

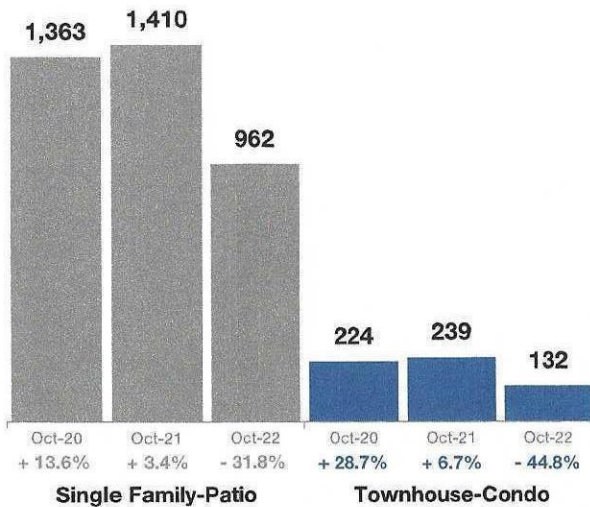
## Historical New Listings by Month



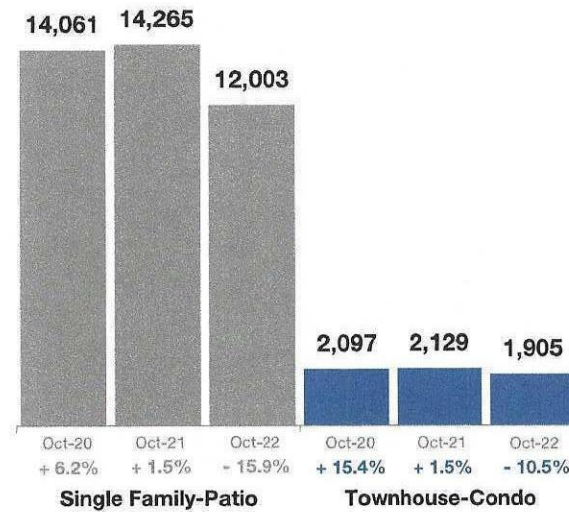


# Pending Sales (PEND, UC, UCSS, RGT)

## October

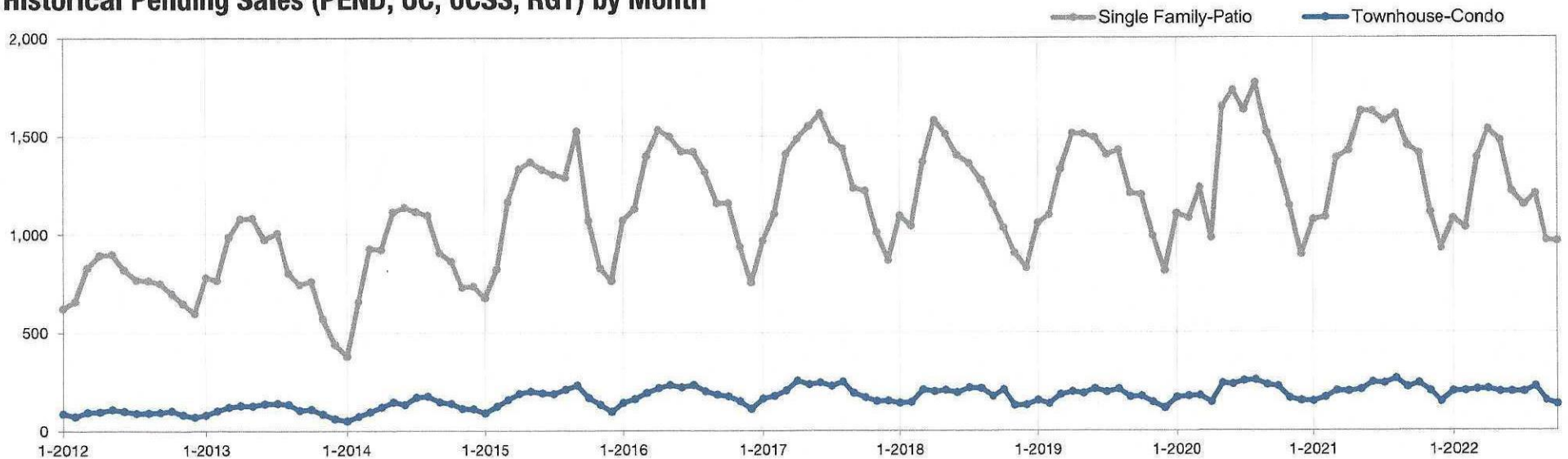


## Year to Date



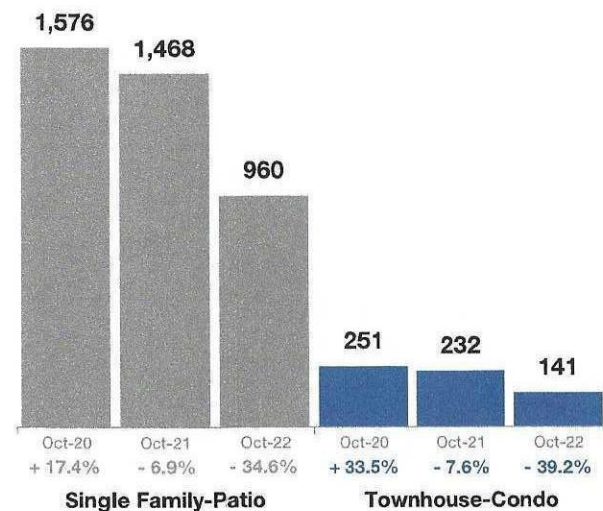
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	1,111	-2.9%	199	+22.1%
Dec-2021	925	+3.2%	145	-3.3%
Jan-2022	1,078	+0.5%	198	+33.8%
Feb-2022	1,033	-4.9%	199	+19.2%
Mar-2022	1,389	+0.1%	207	+3.0%
Apr-2022	1,531	+7.7%	210	+6.1%
May-2022	1,475	-9.2%	195	-6.3%
Jun-2022	1,217	-25.1%	195	-20.4%
Jul-2022	1,148	-27.2%	195	-18.8%
Aug-2022	1,203	-25.4%	222	-15.9%
Sep-2022	967	-33.3%	152	-30.6%
<b>Oct-2022</b>	<b>962</b>	<b>-31.8%</b>	<b>132</b>	<b>-44.8%</b>

## Historical Pending Sales (PEND, UC, UCSS, RGT) by Month

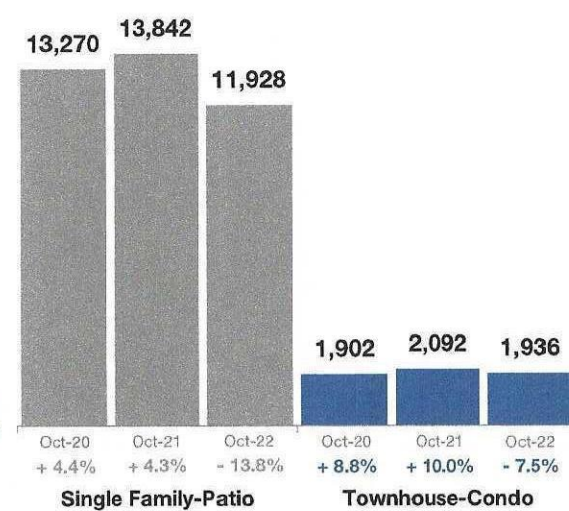


# Sold Listings

## October

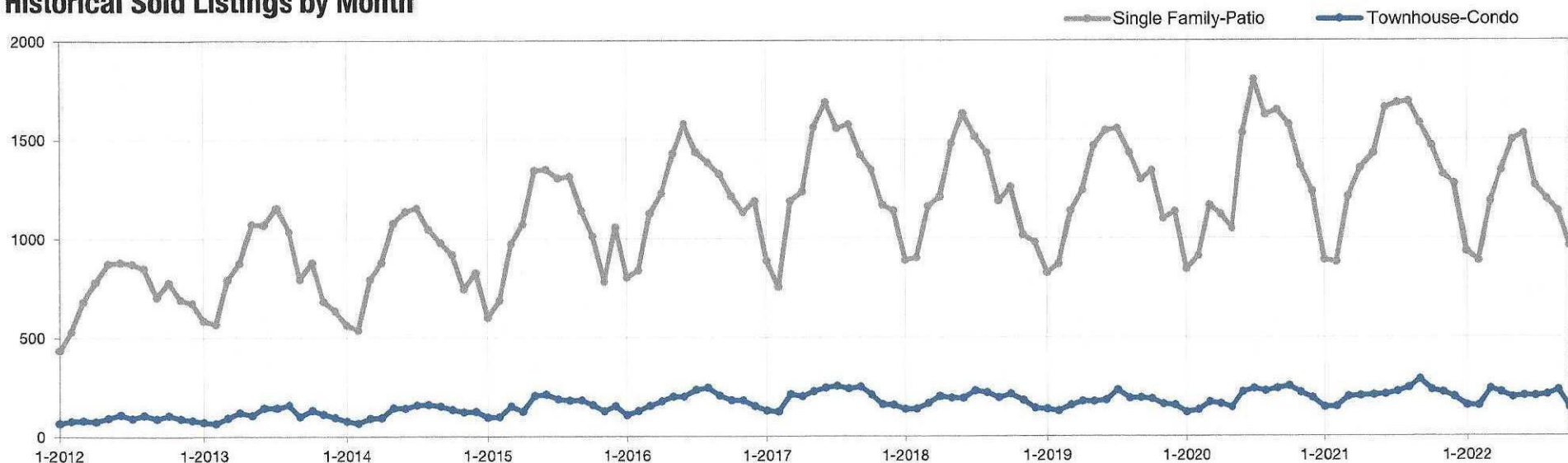


## Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	1,323	-3.1%	219	+0.5%
Dec-2021	1,275	+3.2%	197	+2.6%
Jan-2022	931	+4.7%	153	+5.5%
Feb-2022	886	+0.8%	152	+2.7%
Mar-2022	1,187	-1.9%	237	+19.7%
Apr-2022	1,342	-0.8%	219	+8.4%
May-2022	1,497	+4.8%	194	-5.8%
Jun-2022	1,526	-8.0%	202	-3.8%
Jul-2022	1,266	-24.8%	201	-9.9%
Aug-2022	1,196	-29.2%	207	-14.8%
Sep-2022	1,137	-28.1%	230	-19.3%
<b>Oct-2022</b>	<b>960</b>	<b>-34.6%</b>	<b>141</b>	<b>-39.2%</b>

## Historical Sold Listings by Month

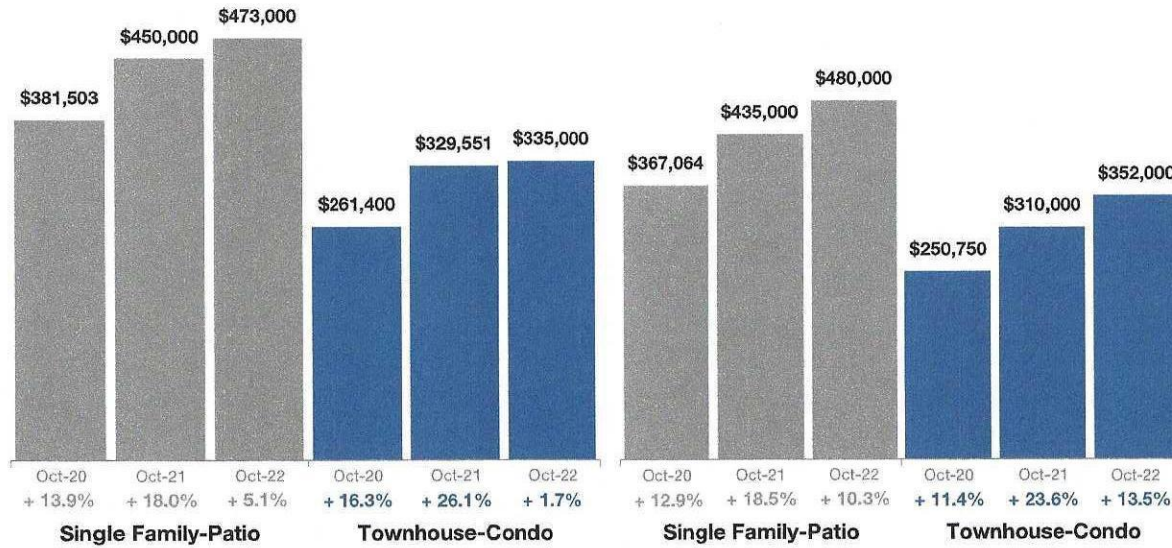




# Median Sales Price

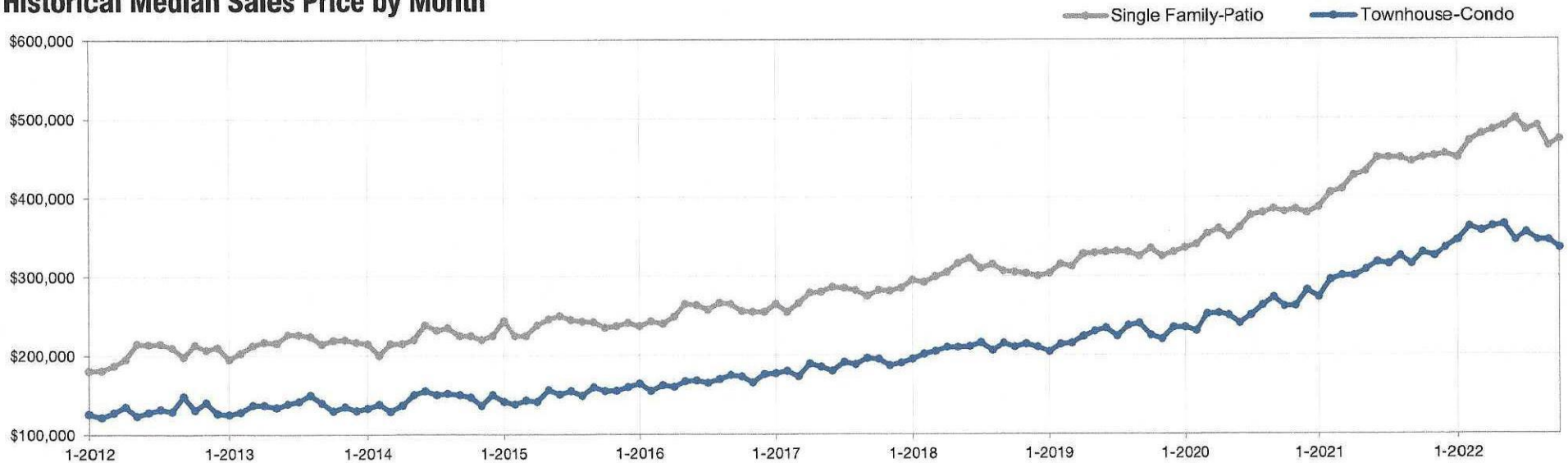
## October

## Year to Date



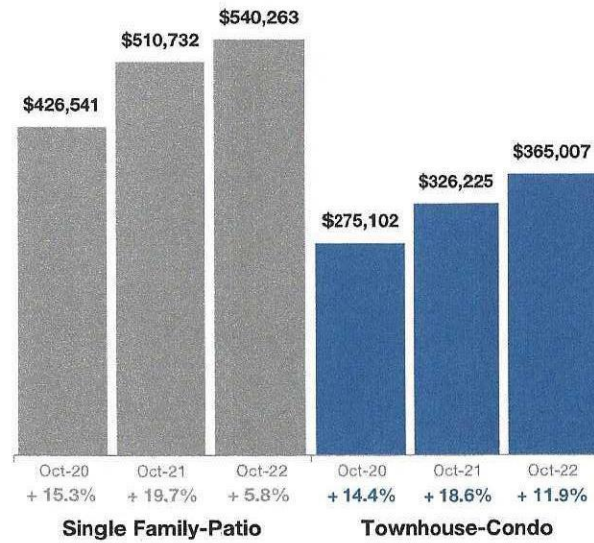
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	\$452,000	+17.5%	\$325,000	+24.0%
Dec-2021	\$454,961	+19.7%	\$335,000	+19.0%
Jan-2022	\$450,000	+16.3%	\$345,000	+26.4%
Feb-2022	\$470,800	+16.1%	\$362,500	+22.9%
Mar-2022	\$480,000	+17.1%	\$357,000	+18.8%
Apr-2022	\$485,033	+13.4%	\$362,885	+21.0%
May-2022	\$490,000	+13.3%	\$364,991	+18.5%
Jun-2022	\$500,000	+11.1%	\$345,000	+8.7%
Jul-2022	\$485,000	+7.8%	\$355,000	+12.7%
Aug-2022	\$490,500	+9.0%	\$345,000	+6.2%
Sep-2022	\$465,000	+4.5%	\$345,000	+9.5%
<b>Oct-2022</b>	<b>\$473,000</b>	<b>+5.1%</b>	<b>\$335,000</b>	<b>+1.7%</b>

## Historical Median Sales Price by Month

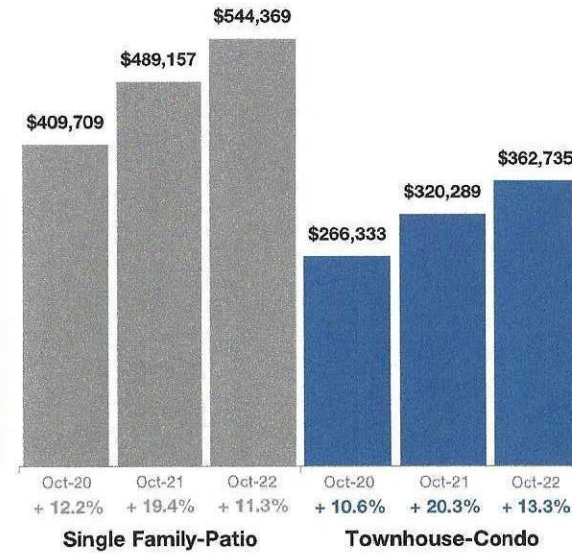


# Average Sales Price

## October

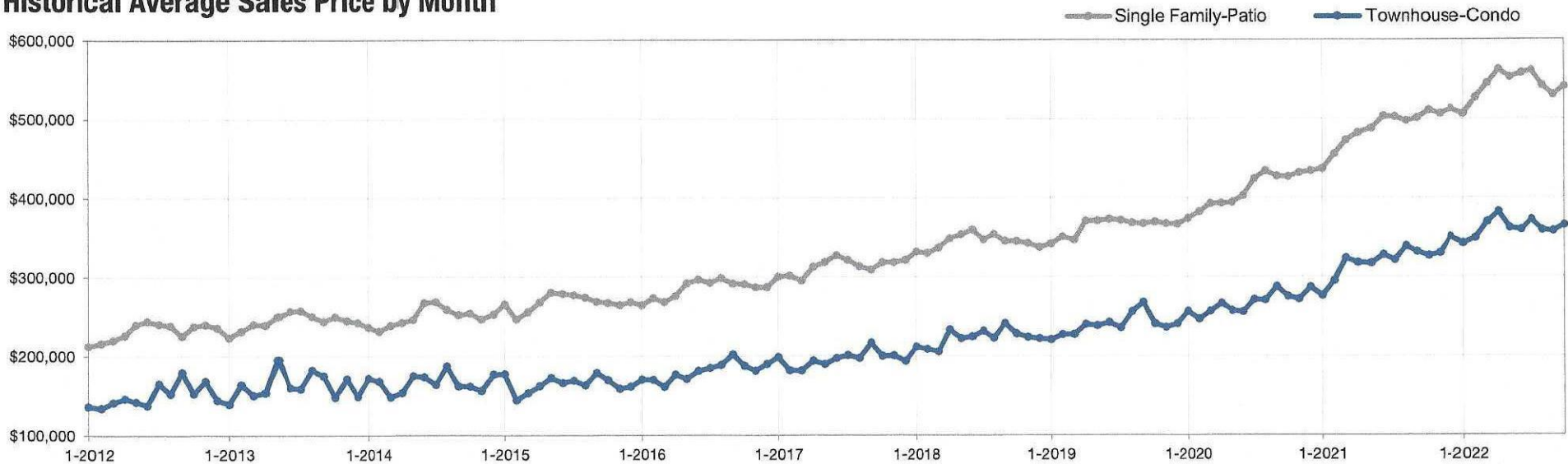


## Year to Date



Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	\$506,386	+17.4%	\$329,586	+21.3%
Dec-2021	\$512,583	+18.2%	\$350,839	+22.3%
Jan-2022	\$505,760	+15.9%	\$342,152	+24.0%
Feb-2022	\$526,114	+15.6%	\$348,698	+18.4%
Mar-2022	\$544,504	+15.2%	\$369,430	+14.2%
Apr-2022	\$561,915	+16.6%	\$382,088	+20.3%
May-2022	\$552,169	+13.3%	\$361,834	+14.2%
Jun-2022	\$557,165	+10.7%	\$359,470	+9.6%
Jul-2022	\$560,658	+11.7%	\$372,264	+16.0%
Aug-2022	\$541,670	+9.0%	\$358,842	+5.9%
Sep-2022	\$530,076	+5.8%	\$357,788	+7.9%
<b>Oct-2022</b>	<b>\$540,263</b>	<b>+5.8%</b>	<b>\$365,007</b>	<b>+11.9%</b>

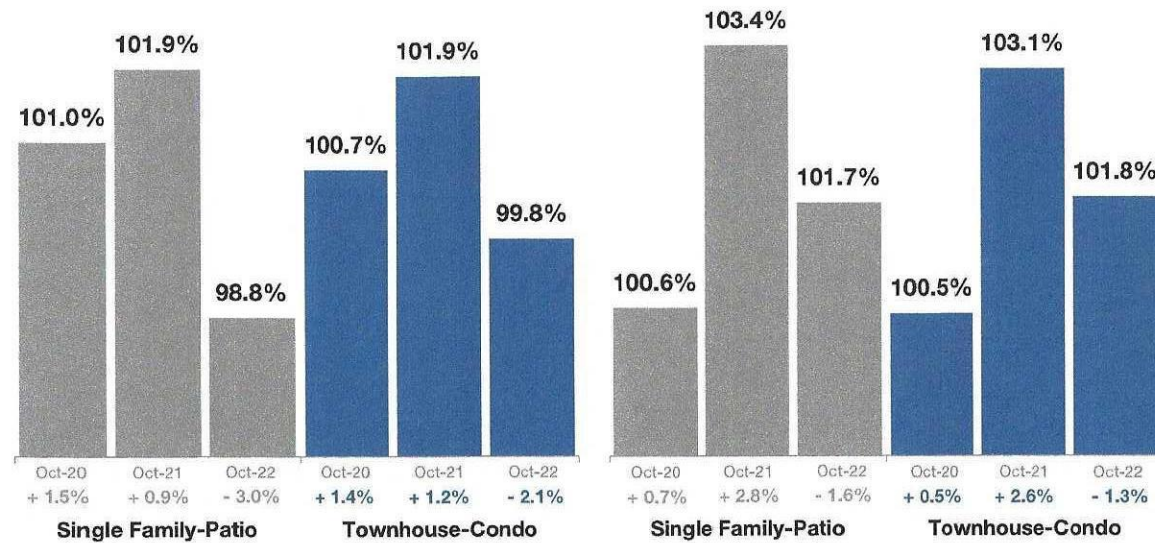
## Historical Average Sales Price by Month



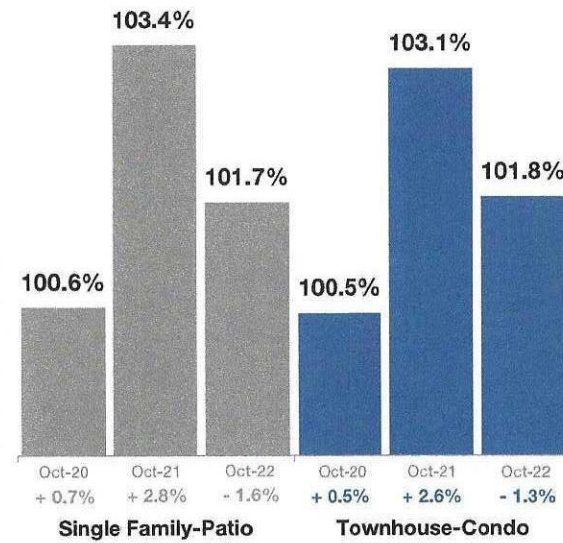


# Percent of List Price Received

## October

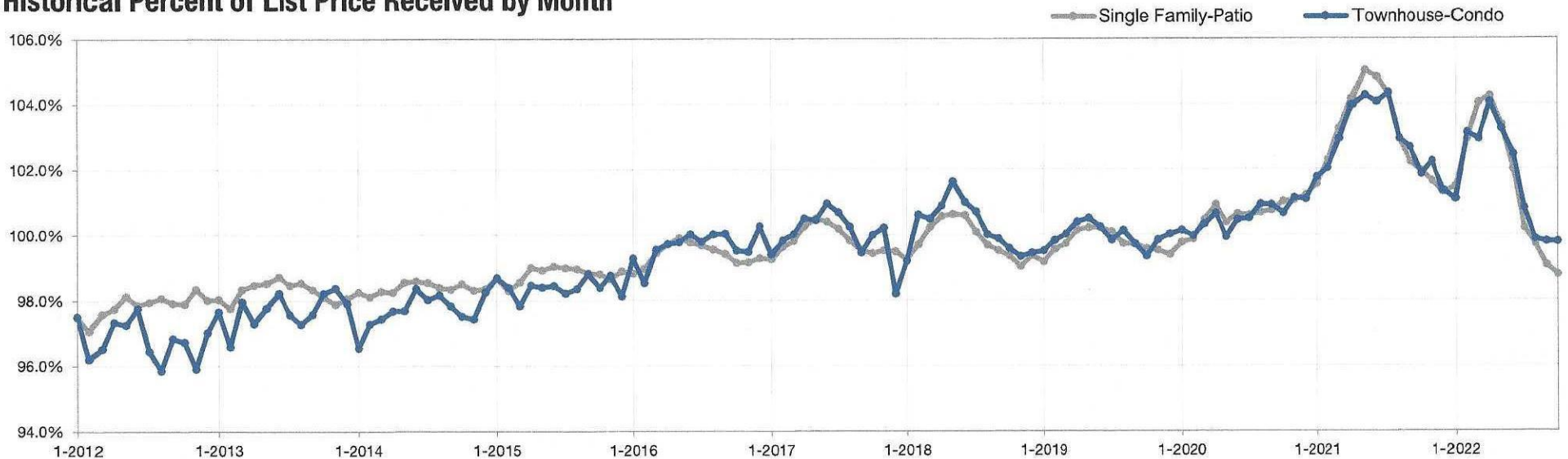


## Year to Date



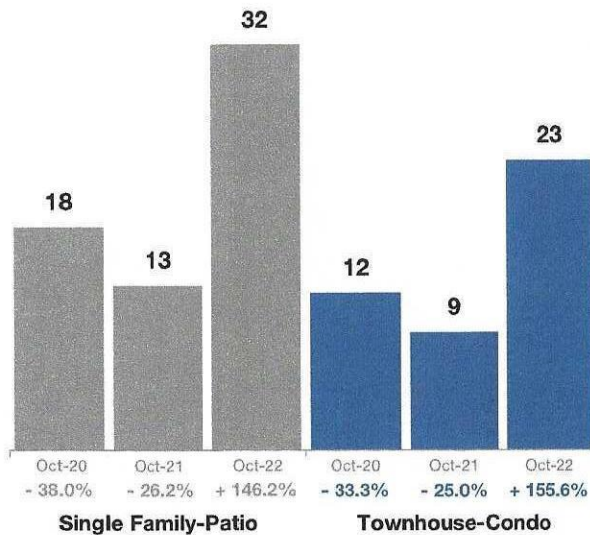
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	101.6%	+0.5%	102.2%	+1.1%
Dec-2021	101.3%	+0.1%	101.3%	+0.2%
Jan-2022	101.5%	0.0%	101.1%	-0.7%
Feb-2022	102.9%	+0.6%	103.1%	+1.1%
Mar-2022	104.0%	+0.8%	102.9%	0.0%
Apr-2022	104.2%	0.0%	104.1%	+0.1%
May-2022	103.4%	-1.5%	103.2%	-1.1%
Jun-2022	102.0%	-2.7%	102.5%	-1.5%
Jul-2022	100.2%	-3.9%	100.8%	-3.4%
Aug-2022	99.7%	-3.1%	99.9%	-2.9%
Sep-2022	99.1%	-3.0%	99.8%	-2.8%
<b>Oct-2022</b>	<b>98.8%</b>	<b>-3.0%</b>	<b>99.8%</b>	<b>-2.1%</b>

## Historical Percent of List Price Received by Month

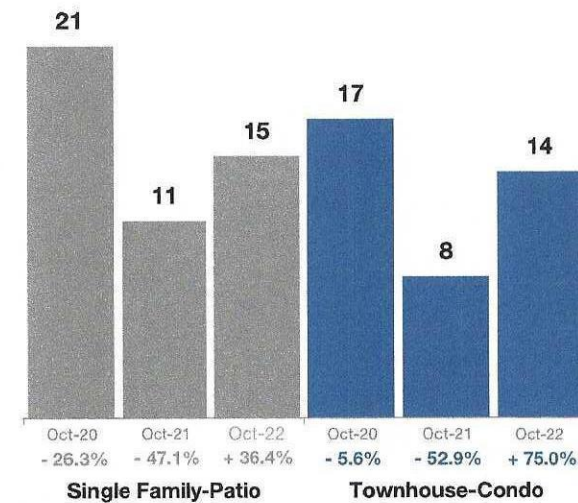


# Days on Market Until Sale

## October

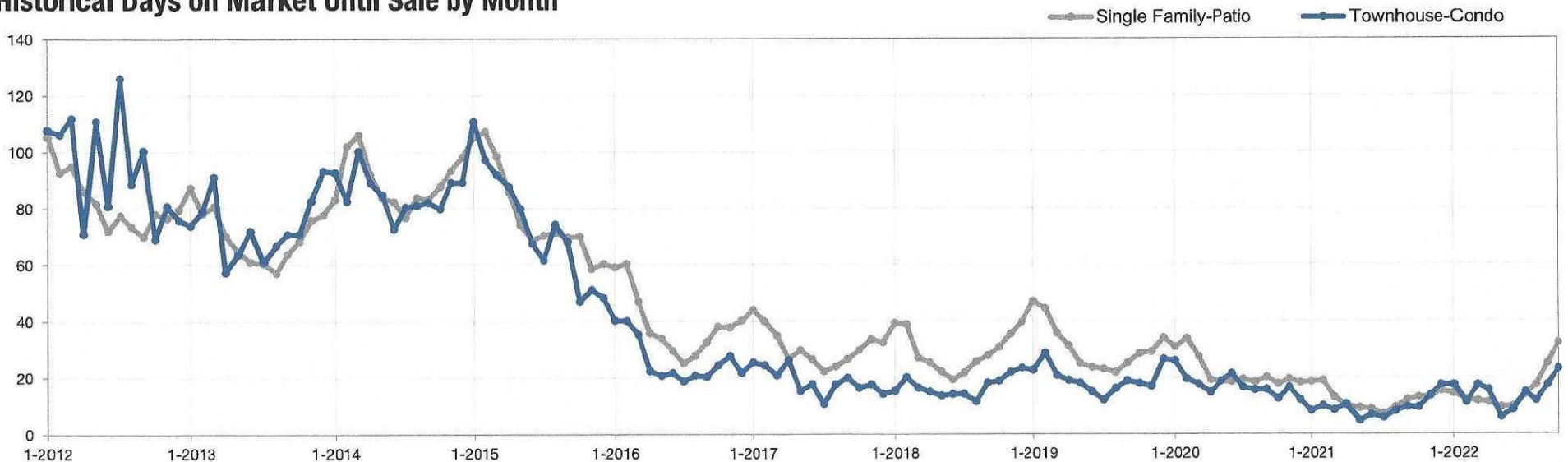


## Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	13	-31.6%	14	-12.5%
Dec-2021	15	-16.7%	17	+41.7%
Jan-2022	14	-22.2%	17	+112.5%
Feb-2022	12	-36.8%	11	+10.0%
Mar-2022	12	-7.7%	17	+112.5%
Apr-2022	11	+10.0%	16	+60.0%
May-2022	9	0.0%	6	+20.0%
Jun-2022	10	+11.1%	9	+28.6%
Jul-2022	14	+100.0%	15	+150.0%
Aug-2022	17	+88.9%	12	+50.0%
Sep-2022	25	+108.3%	17	+88.9%
<b>Oct-2022</b>	<b>32</b>	<b>+146.2%</b>	<b>23</b>	<b>+155.6%</b>

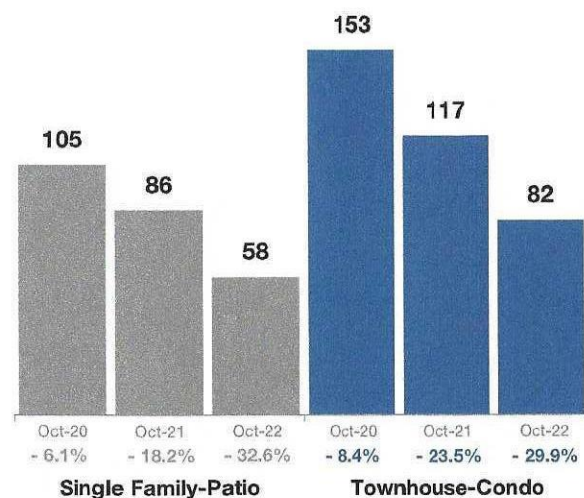
## Historical Days on Market Until Sale by Month



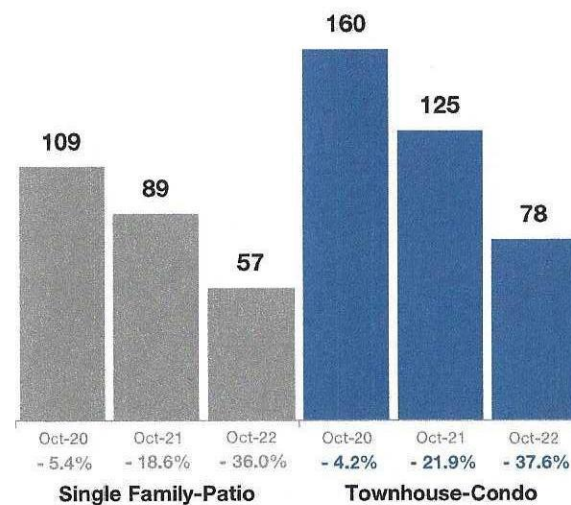


# Housing Affordability Index

## October

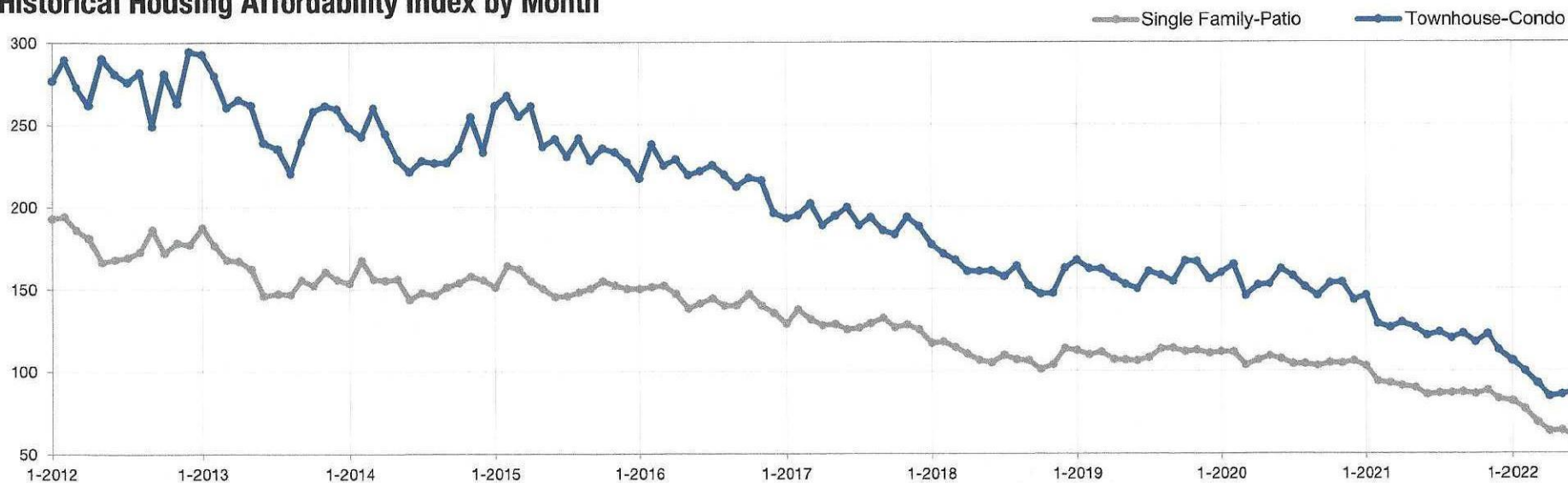


## Year to Date



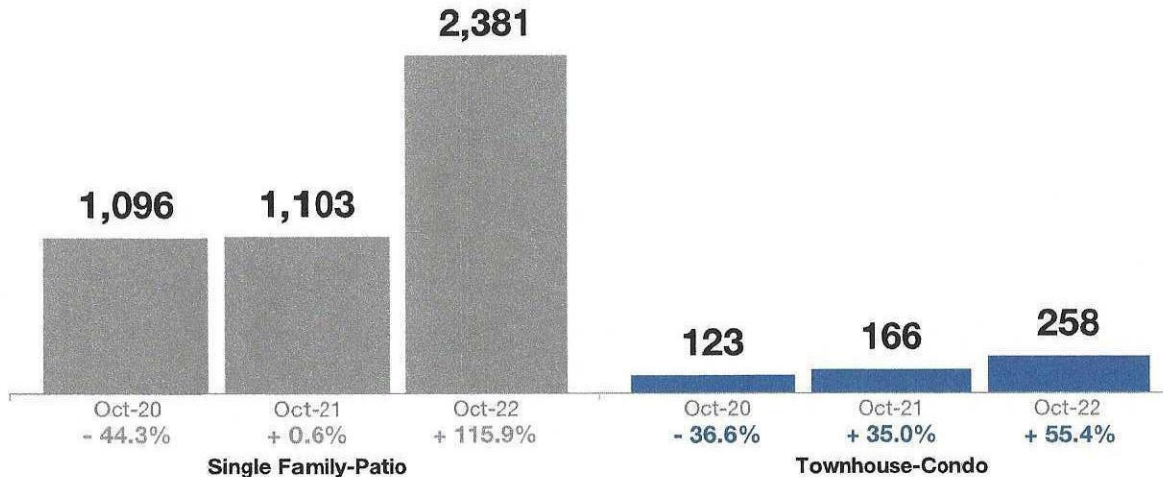
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	88	-16.2%	122	-20.8%
Dec-2021	83	-21.7%	113	-21.0%
Jan-2022	81	-21.4%	106	-27.4%
Feb-2022	77	-18.1%	100	-22.5%
Mar-2022	69	-25.8%	92	-27.0%
Apr-2022	63	-30.8%	84	-35.4%
May-2022	64	-28.9%	85	-32.5%
Jun-2022	60	-30.2%	87	-28.7%
Jul-2022	65	-24.4%	89	-28.2%
Aug-2022	64	-26.4%	90	-25.0%
Sep-2022	60	-31.0%	81	-34.1%
Oct-2022	58	-32.6%	82	-29.9%

## Historical Housing Affordability Index by Month



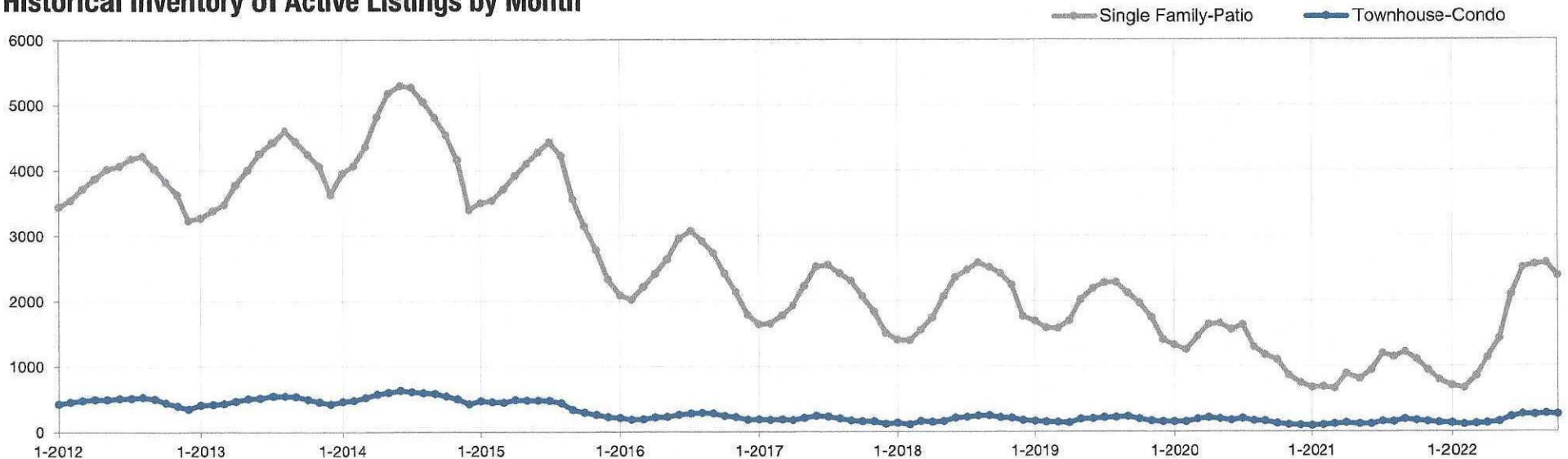
# Inventory of Active Listings

October



Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	936	+9.1%	149	+49.0%
Dec-2021	791	+6.5%	133	+40.0%
Jan-2022	698	+3.9%	125	+43.7%
Feb-2022	662	-2.8%	105	+9.4%
Mar-2022	848	+28.7%	118	+3.5%
Apr-2022	1,128	+28.0%	125	-2.3%
May-2022	1,426	+76.7%	149	+29.6%
Jun-2022	2,098	+123.2%	223	+93.9%
Jul-2022	2,503	+109.6%	261	+70.6%
Aug-2022	2,553	+123.8%	252	+66.9%
Sep-2022	2,576	+112.2%	270	+44.4%
Oct-2022	2,381	+115.9%	258	+55.4%

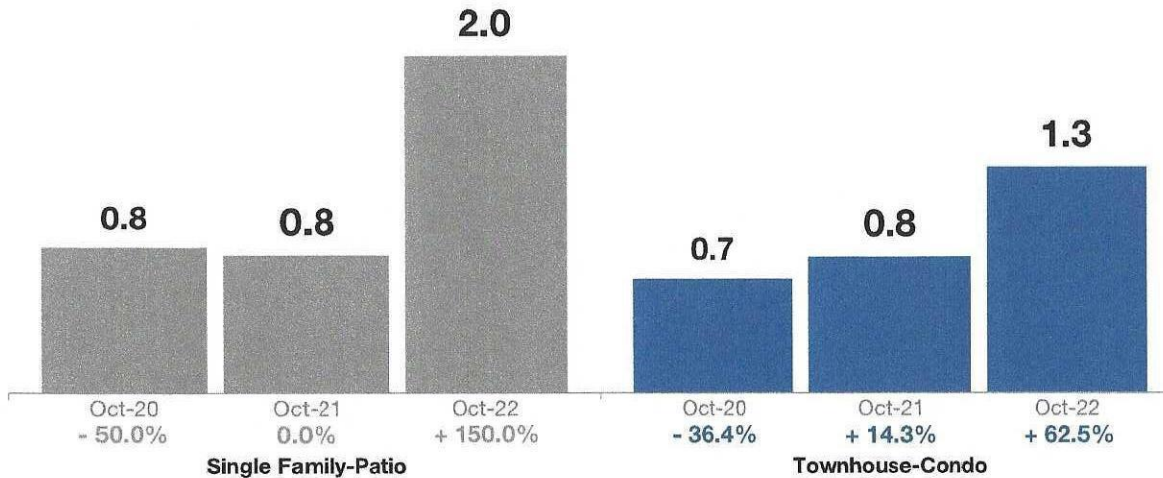
## Historical Inventory of Active Listings by Month





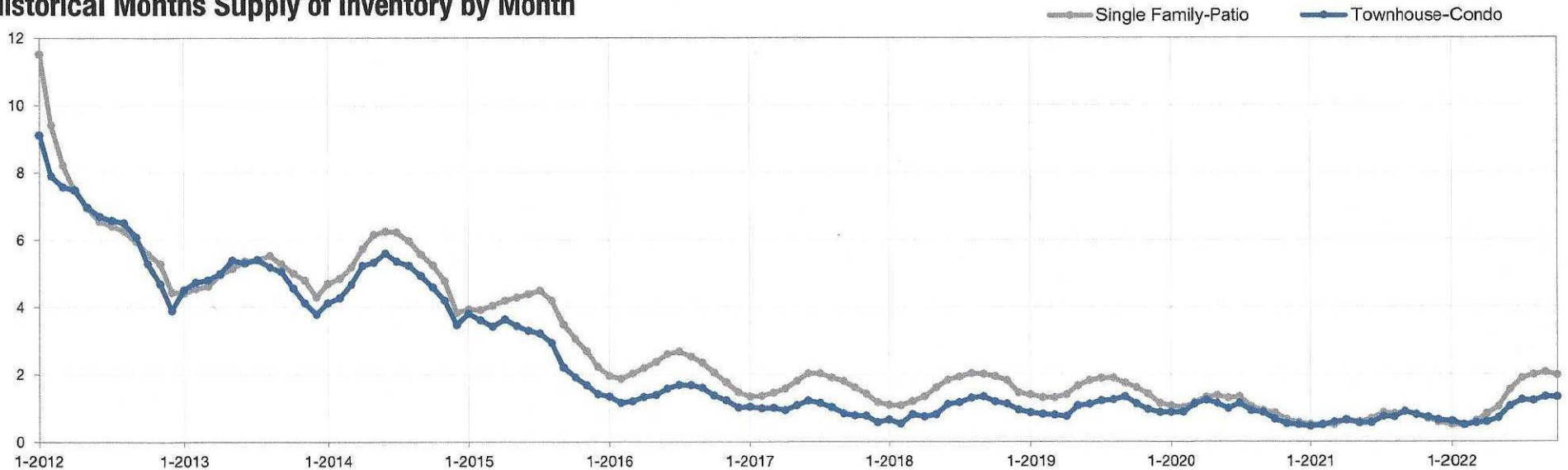
# Months Supply of Inventory

October



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	0.7	0.0%	0.7	+40.0%
Dec-2021	0.6	0.0%	0.6	+20.0%
Jan-2022	0.5	0.0%	0.6	+50.0%
Feb-2022	0.5	0.0%	0.5	0.0%
Mar-2022	0.6	+20.0%	0.6	0.0%
Apr-2022	0.8	+14.3%	0.6	0.0%
May-2022	1.0	+66.7%	0.7	+16.7%
Jun-2022	1.5	+114.3%	1.0	+66.7%
Jul-2022	1.9	+111.1%	1.2	+71.4%
Aug-2022	2.0	+150.0%	1.2	+71.4%
Sep-2022	2.1	+133.3%	1.3	+44.4%
Oct-2022	2.0	+150.0%	1.3	+62.5%

## Historical Months Supply of Inventory by Month



# Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		1,632	<b>1,168</b>	- 28.4%	17,738	<b>17,331</b>	- 2.3%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		1,649	<b>1,094</b>	- 33.7%	16,394	<b>13,908</b>	- 15.2%
<b>Sold Listings</b>		1,700	<b>1,101</b>	- 35.2%	15,934	<b>13,864</b>	- 13.0%
<b>Median Sales Price</b>		\$430,000	<b>\$455,000</b>	+ 5.8%	\$420,000	<b>\$465,000</b>	+ 10.7%
<b>Average Sales Price</b>		\$485,552	<b>\$517,798</b>	+ 6.6%	\$466,983	<b>\$519,003</b>	+ 11.1%
<b>Pct. of List Price Received</b>		101.9%	<b>98.9%</b>	- 2.9%	103.3%	<b>101.7%</b>	- 1.5%
<b>Days on Market</b>		13	<b>31</b>	+ 138.5%	11	<b>15</b>	+ 36.4%
<b>Housing Affordability Index</b>		90	<b>60</b>	- 33.3%	92	<b>59</b>	- 35.9%
<b>Active Listings</b>		1,269	<b>2,639</b>	+ 108.0%	--	--	--
<b>Months Supply of Inventory</b>		0.8	<b>1.9</b>	+ 137.5%	--	--	--

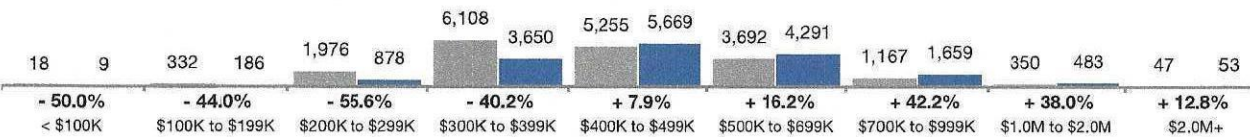


# Sold Listings

Actual sales that have closed in a given month.

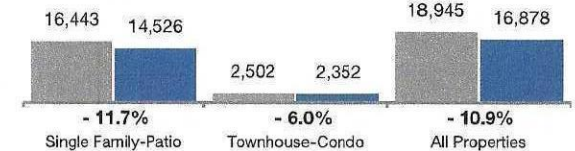
## By Price Range – All Properties – Rolling 12 Months

■ 10-2021 ■ 10-2022



## By Property Type

■ 10-2021 ■ 10-2022



### Rolling 12 Months

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	10-2021	10-2022	Change	10-2021	10-2022	Change
\$99,999 and Below	14	7	-50.0%	4	2	-50.0%
\$100,000 to \$199,999	108	63	-41.7%	224	123	-45.1%
\$200,000 to \$299,999	1,028	365	-64.5%	948	513	-45.9%
\$300,000 to \$399,999	5,091	2,597	-49.0%	1,017	1,053	+3.5%
\$400,000 to \$499,999	5,044	5,166	+2.4%	211	503	+138.4%
\$500,000 to \$699,999	3,619	4,169	+15.2%	73	122	+67.1%
\$700,000 to \$999,999	1,149	1,631	+41.9%	18	28	+55.6%
\$1,000,000 to \$1,999,999	348	477	+37.1%	2	6	+200.0%
\$2,000,000 and Above	42	51	+21.4%	5	2	-60.0%
<b>All Price Ranges</b>	<b>16,443</b>	<b>14,526</b>	<b>-11.7%</b>	<b>2,502</b>	<b>2,352</b>	<b>-6.0%</b>

### Compared to Prior Month

	Single Family-Patio Homes			Townhouse-Condo		
	9-2022	10-2022	Change	9-2022	10-2022	Change
	0	1	--	1	0	-100.0%
	4	6	+50.0%	19	9	-52.6%
	29	25	-13.8%	53	37	-30.2%
	253	223	-11.9%	95	52	-45.3%
	393	285	-27.5%	41	34	-17.1%
	283	271	-4.2%	14	8	-42.9%
	127	108	-15.0%	6	0	-100.0%
	44	37	-15.9%	1	0	-100.0%
	4	4	0.0%	0	1	--
<b>All Price Ranges</b>	<b>1,137</b>	<b>960</b>	<b>-15.6%</b>	<b>230</b>	<b>141</b>	<b>-38.7%</b>

### Year to Date

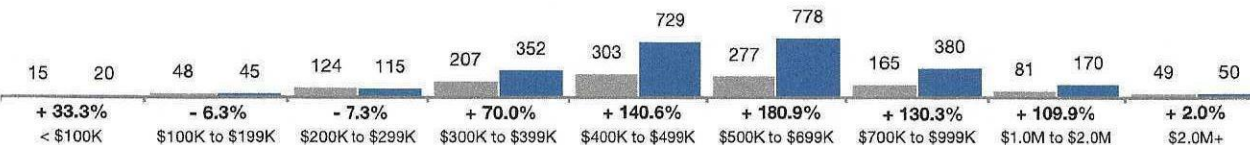
	Single Family-Patio Homes			Townhouse-Condo		
	10-2021	10-2022	Change	10-2021	10-2022	Change
	10	5	-50.0%	1	2	+100.0%
	81	48	-40.7%	171	101	-40.9%
	688	279	-59.4%	740	401	-45.8%
	4,012	1,996	-50.2%	905	859	-5.1%
	4,501	4,248	-5.6%	185	436	+135.7%
	3,189	3,507	+10.0%	65	105	+61.5%
	1,005	1,387	+38.0%	18	25	+38.9%
	318	414	+30.2%	2	6	+200.0%
	38	44	+15.8%	5	1	-80.0%
<b>All Price Ranges</b>	<b>13,842</b>	<b>11,928</b>	<b>-13.8%</b>	<b>2,092</b>	<b>1,936</b>	<b>-7.5%</b>

# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties

■ 10-2021 ■ 10-2022



## By Property Type

■ 10-2021 ■ 10-2022



### Year over Year

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	10-2021	10-2022	Change	10-2021	10-2022	Change
\$99,999 and Below	12	16	+33.3%	3	4	+33.3%
\$100,000 to \$199,999	35	33	-5.7%	13	12	-7.7%
\$200,000 to \$299,999	98	85	-13.3%	26	30	+15.4%
\$300,000 to \$399,999	158	272	+72.2%	49	80	+63.3%
\$400,000 to \$499,999	248	651	+162.5%	55	78	+41.8%
\$500,000 to \$699,999	267	748	+180.1%	10	30	+200.0%
\$700,000 to \$999,999	155	359	+131.6%	10	21	+110.0%
\$1,000,000 to \$1,999,999	81	169	+108.6%	0	1	--
\$2,000,000 and Above	49	48	-2.0%	0	2	--
<b>All Price Ranges</b>	<b>1,103</b>	<b>2,381</b>	<b>+115.9%</b>	<b>166</b>	<b>258</b>	<b>+55.4%</b>

### Compared to Prior Month

	Single Family-Patio Homes			Townhouse-Condo		
	9-2022	10-2022	Change	9-2022	10-2022	Change
	16	16	0.0%	5	4	-20.0%
	33	33	0.0%	14	12	-14.3%
	100	85	-15.0%	40	30	-25.0%
	304	272	-10.5%	87	80	-8.0%
	709	651	-8.2%	69	78	+13.0%
	805	748	-7.1%	34	30	-11.8%
	374	359	-4.0%	19	21	+10.5%
	182	169	-7.1%	1	1	0.0%
	53	48	-9.4%	1	2	+100.0%
<b>All Price Ranges</b>	<b>2,576</b>	<b>2,381</b>	<b>-7.6%</b>	<b>270</b>	<b>258</b>	<b>-4.4%</b>

### Year to Date

Single Family-Patio Homes	Townhouse-Condo
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There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This metric includes Pending, Under Contract, Under Contract Short Sale and First Right of Refusal. This "leading indicator" of buyer demand measures signed contracts on sales rather than the actual closed sale.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
<b>Inventory of Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.