

# Monthly Indicators

Activity for El Paso and Teller Counties Only



## November 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 28.2 percent for single family-patio homes and 34.0 percent for townhouse-condo properties. Pending Sales decreased 25.3 percent for single family-patio homes and 43.2 percent for townhouse-condo properties.

The Median Sales Price was up 1.3 percent to \$457,823 for single family-patio homes and 7.5 percent to \$349,500 for townhouse-condo properties. Days on Market increased 153.8 percent for single family-patio homes and 107.1 percent for townhouse-condo properties.

With home sales down, nationwide housing inventory was at 3.3 months' supply heading into November, up from 2.4 months from this time last year, according to the National Association of REALTORS®. Although buyers have more options to choose from, home prices remain high, and soaring borrowing costs have caused monthly payments to increase significantly, with the average homebuyer paying 77% more on their loan per month compared to the same period a year ago, according to Realtor.com.

## Activity Snapshot

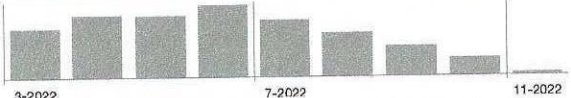
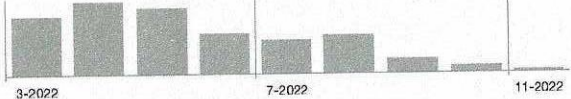
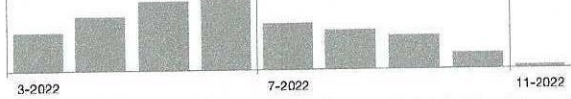
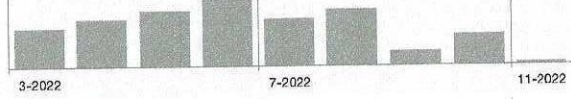
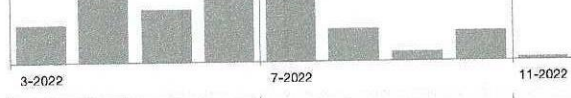
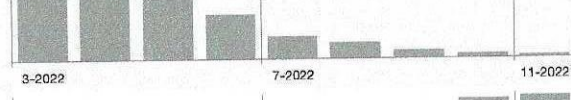
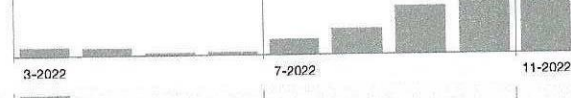
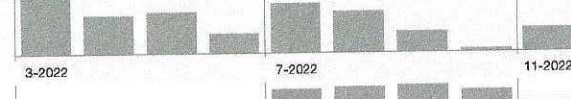
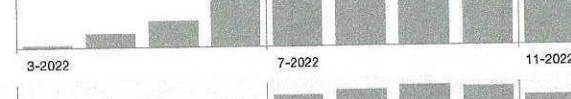
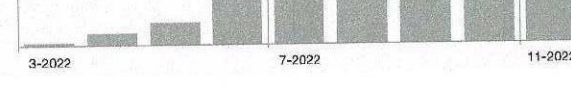
<b>- 37.7%</b>	<b>+ 2.3%</b>	<b>+ 122.7%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

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.

Single Family-Patio Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales (Pending, Under Contract, Under Contract Short Sale, First Right of Refusal)	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

# Single Family-Patio Market Overview

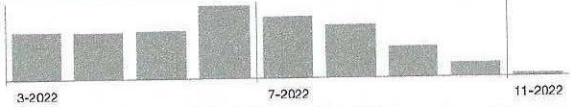
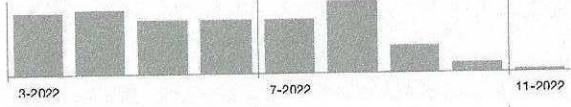

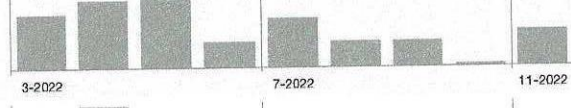
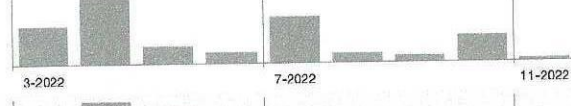
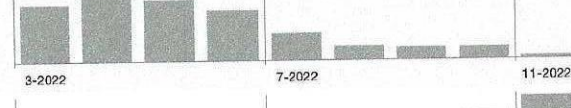

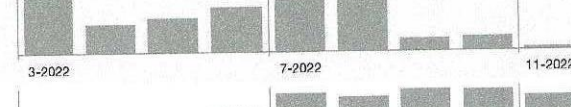
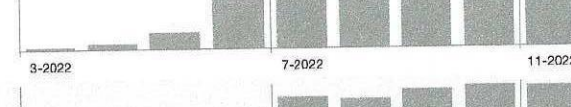
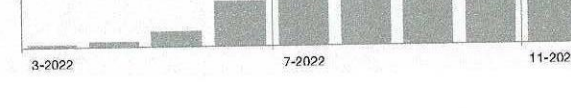
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,056	758	- 28.2%	16,504	15,952	- 3.3%
Pending Sales (PEND, UC, UCSS, RGT)		1,112	831	- 25.3%	15,387	12,704	- 17.4%
Sold Listings		1,323	830	- 37.3%	15,165	12,757	- 15.9%
Median Sales Price		\$452,000	\$457,823	+ 1.3%	\$437,000	\$480,000	+ 9.8%
Average Sales Price		\$506,386	\$526,576	+ 4.0%	\$490,660	\$543,225	+ 10.7%
Pct. of List Price Received		101.6%	98.6%	- 3.0%	103.2%	101.5%	- 1.6%
Days on Market		13	33	+ 153.8%	11	16	+ 45.5%
Housing Affordability Index		88	61	- 30.7%	91	58	- 36.3%
Active Listings		937	2,160	+ 130.5%	--	--	--
Months Supply of Inventory		0.7	1.8	+ 157.1%	--	--	--



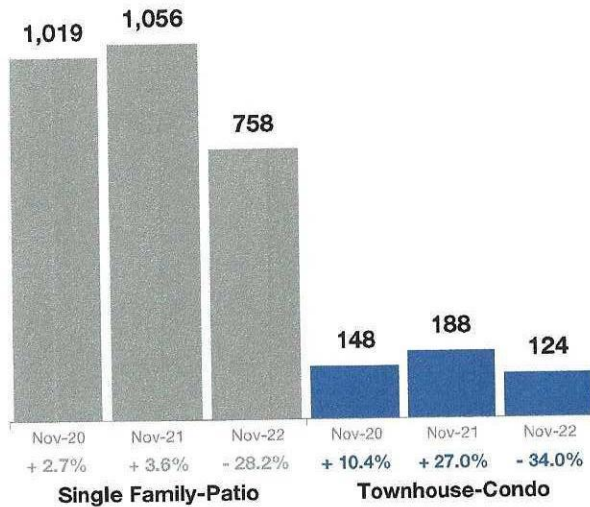
# Townhouse-Condo Market Overview

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

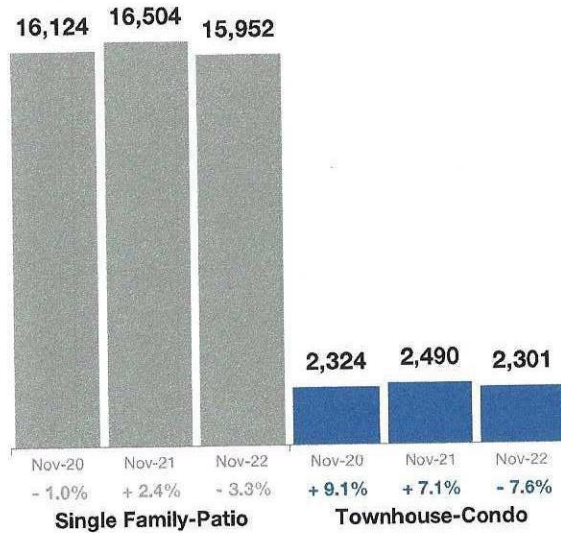
Key Metrics	Historical Sparkbars	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		188	124	- 34.0%	2,490	2,301	- 7.6%
Pending Sales (PEND, UC, UCSS, RGT)		199	113	- 43.2%	2,328	2,005	- 13.9%
Sold Listings		219	130	- 40.6%	2,311	2,066	- 10.6%
Median Sales Price		\$325,000	\$349,500	+ 7.5%	\$310,686	\$351,350	+ 13.1%
Average Sales Price		\$329,586	\$356,379	+ 8.1%	\$321,170	\$362,335	+ 12.8%
Pct. of List Price Received		102.2%	99.1%	- 3.0%	103.0%	101.6%	- 1.4%
Days on Market		14	29	+ 107.1%	9	15	+ 66.7%
Housing Affordability Index		122	80	- 34.4%	128	79	- 38.3%
Active Listings		149	259	+ 73.8%	--	--	--
Months Supply of Inventory		0.7	1.4	+ 100.0%	--	--	--

# New Listings

## November

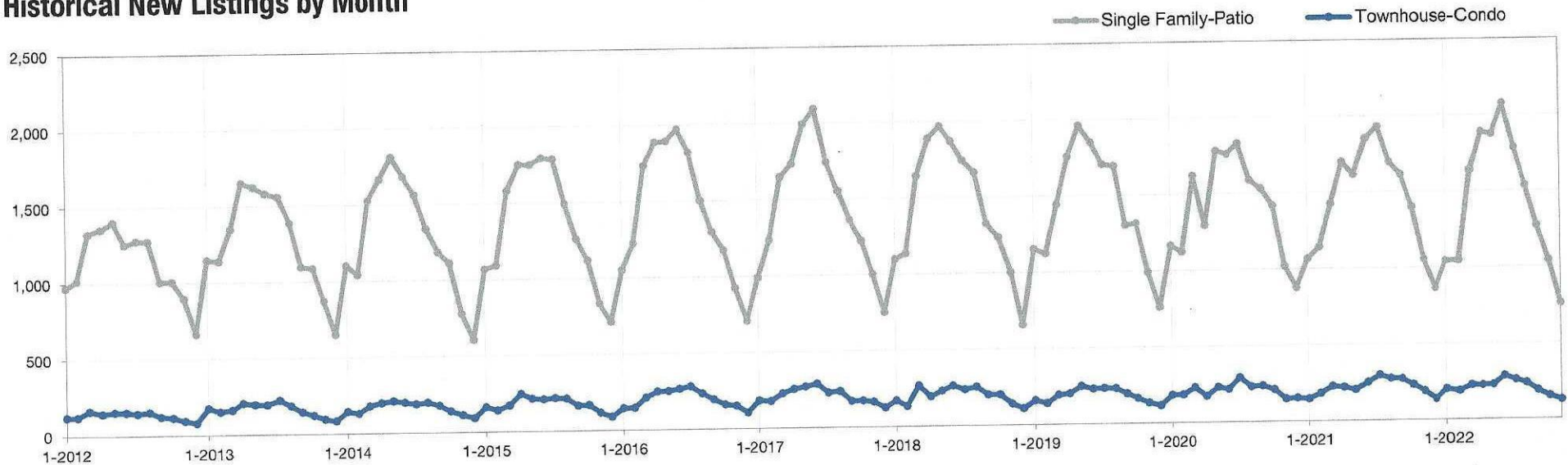


## Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	864	-1.4%	135	-11.2%
Jan-2022	1,042	-2.3%	201	+37.7%
Feb-2022	1,046	-8.4%	189	+4.4%
Mar-2022	1,638	+14.9%	225	-0.4%
Apr-2022	1,887	+10.9%	223	+1.4%
May-2022	1,873	+15.9%	226	+11.3%
Jun-2022	2,074	+11.8%	283	+12.7%
Jul-2022	1,784	-7.5%	257	-13.5%
Aug-2022	1,536	-9.5%	237	-13.8%
Sep-2022	1,271	-21.3%	187	-31.0%
Oct-2022	1,043	-25.6%	149	-35.8%
Nov-2022	758	-28.2%	124	-34.0%

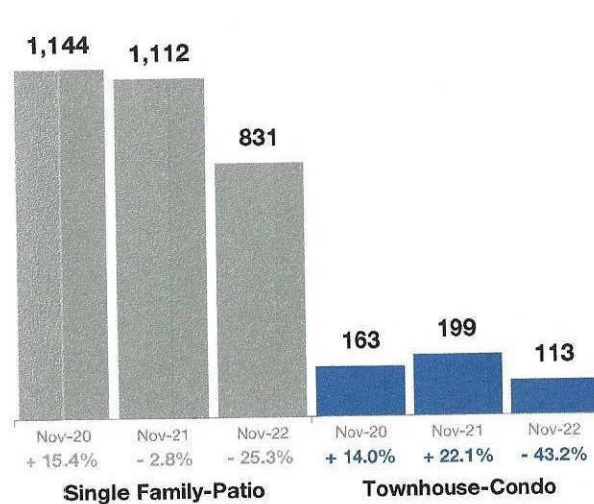
## Historical New Listings by Month



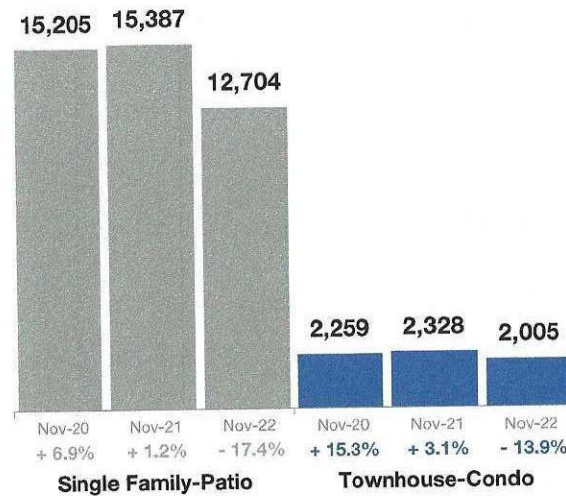


# Pending Sales (PEND, UC, UCSS, RGT)

## November

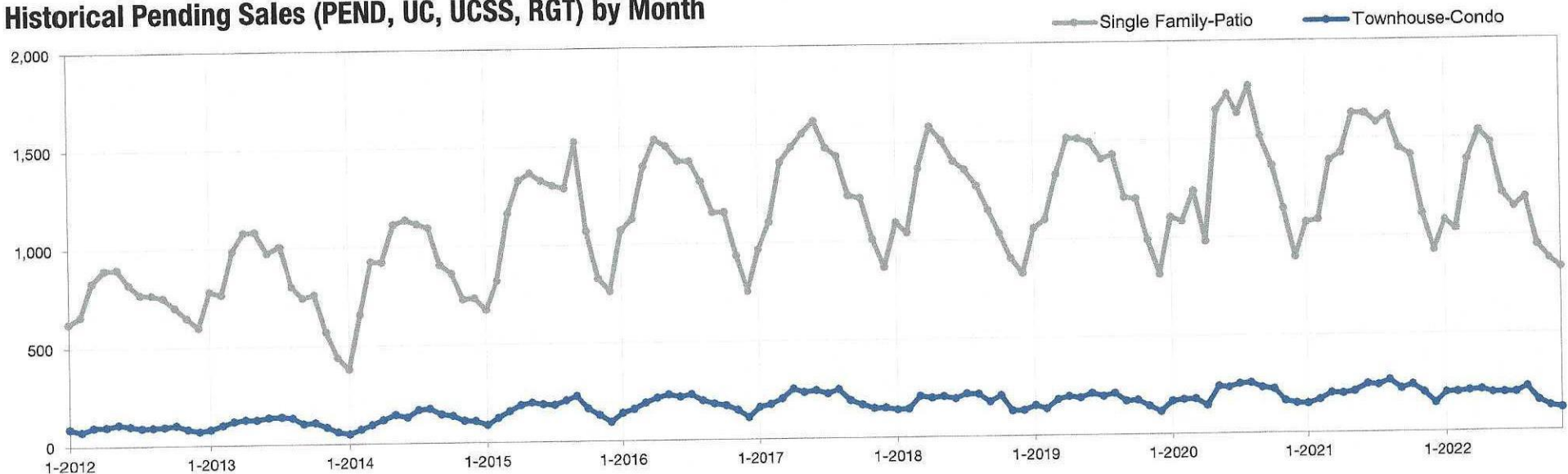


## Year to Date



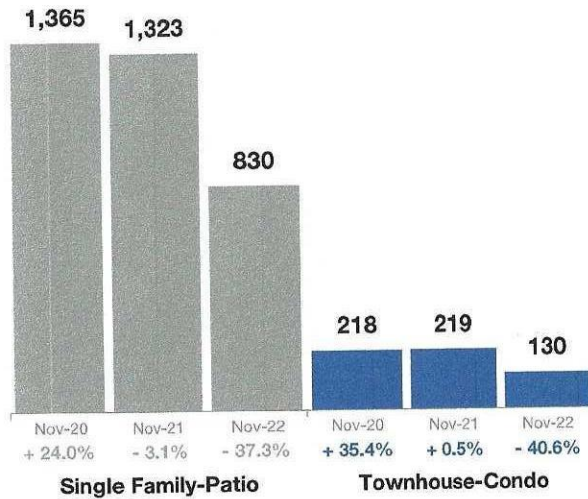
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	925	+3.2%	145	-3.3%
Jan-2022	1,078	+0.5%	198	+33.8%
Feb-2022	1,035	-4.7%	199	+19.2%
Mar-2022	1,388	0.0%	206	+2.5%
Apr-2022	1,533	+7.7%	210	+6.1%
May-2022	1,470	-9.6%	194	-6.7%
Jun-2022	1,212	-25.4%	194	-20.8%
Jul-2022	1,143	-27.6%	194	-19.2%
Aug-2022	1,190	-26.4%	222	-15.9%
Sep-2022	948	-34.5%	151	-31.1%
Oct-2022	876	-37.9%	124	-48.1%
Nov-2022	831	-25.3%	113	-43.2%

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

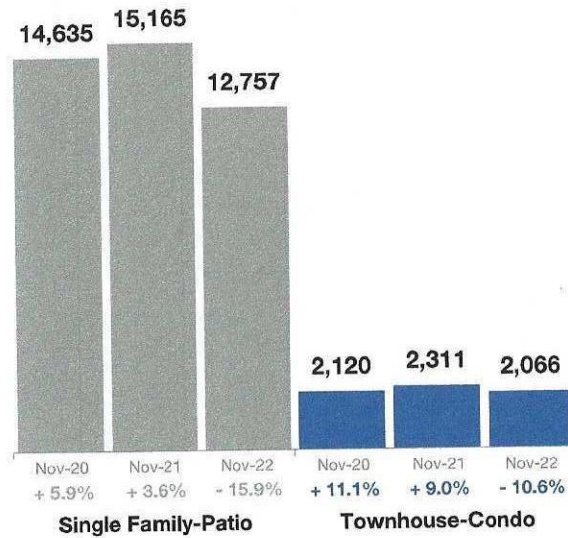


# Sold Listings

## November

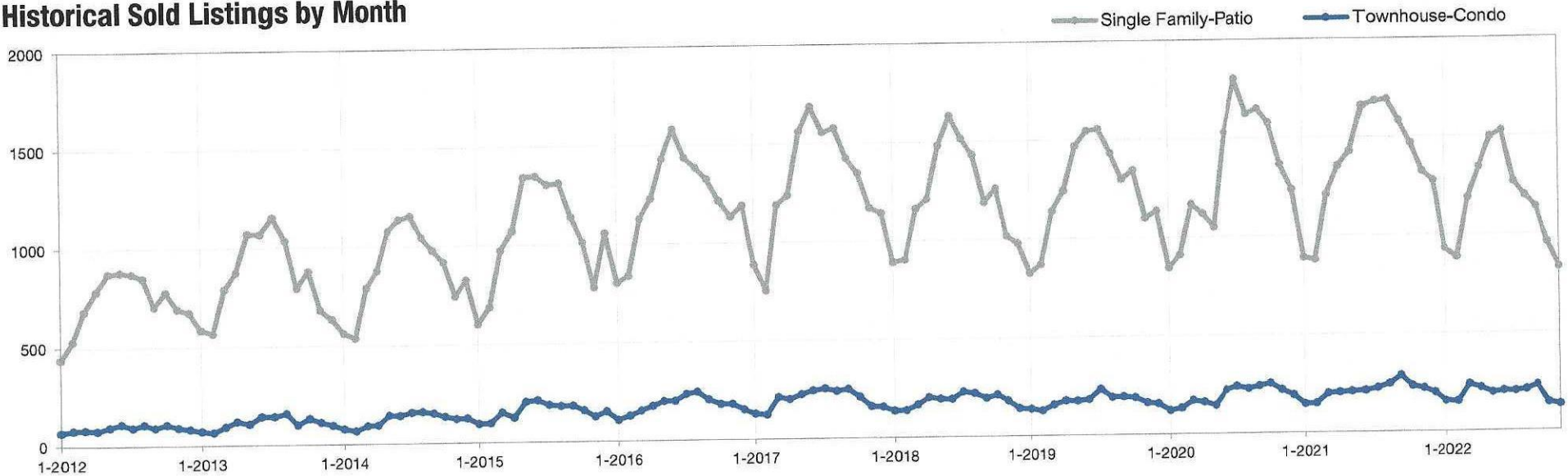


## Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Oct-2022	959	-34.7%	141	-39.2%
Nov-2022	830	-37.3%	130	-40.6%

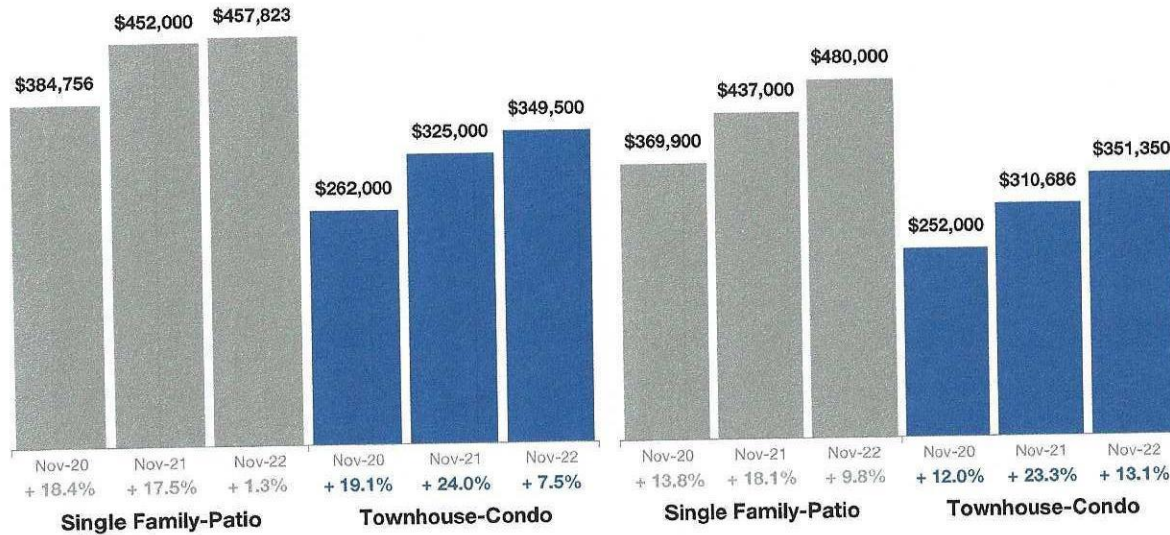
## Historical Sold Listings by Month



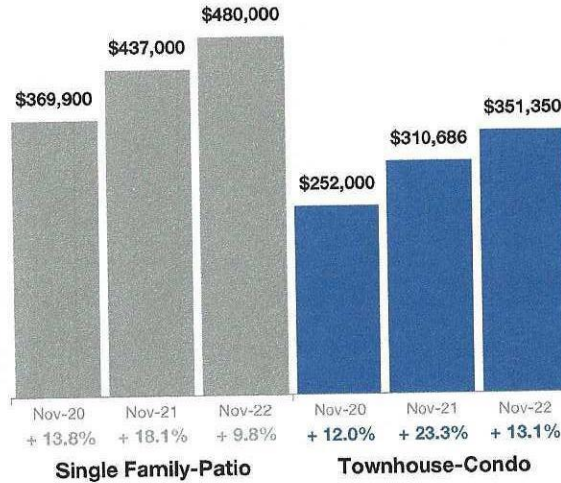


# Median Sales Price

## November

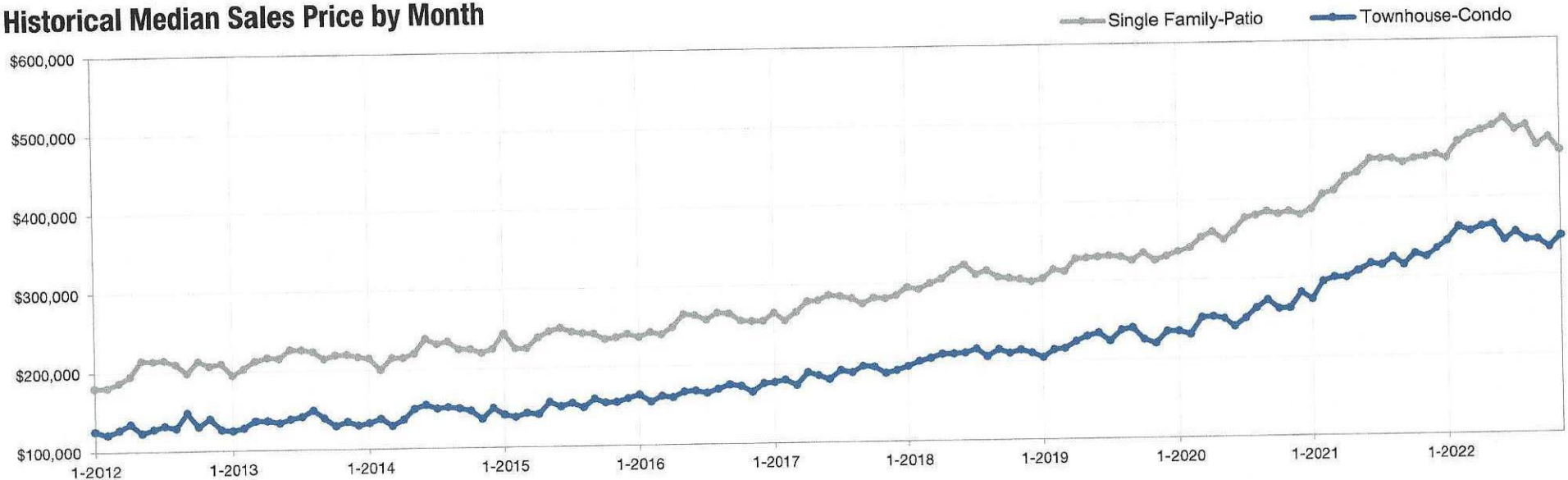


## Year to Date



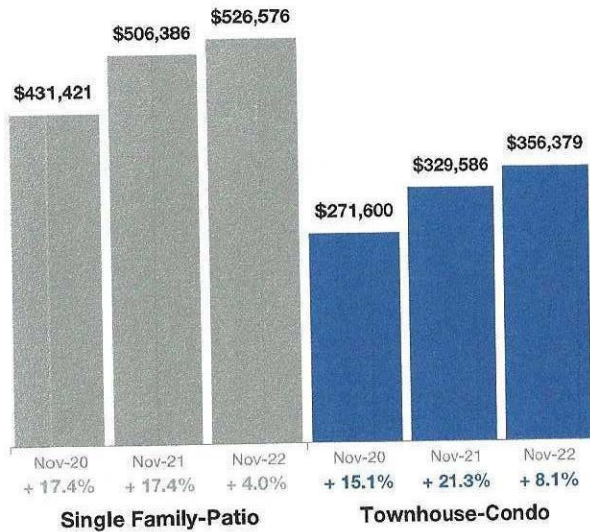
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	\$454,961	+19.7%	\$335,000	+19.0%
Jan-2022	\$450,000	+16.3%	\$345,000	+26.4%
Feb-2022	\$470,800	+16.1%	\$362,500	+22.9%
Mar-2022	\$480,000	+17.1%	\$357,000	+18.8%
Apr-2022	\$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%
Oct-2022	\$475,000	+5.6%	\$335,000	+1.7%
Nov-2022	\$457,823	+1.3%	\$349,500	+7.5%

## Historical Median Sales Price by Month

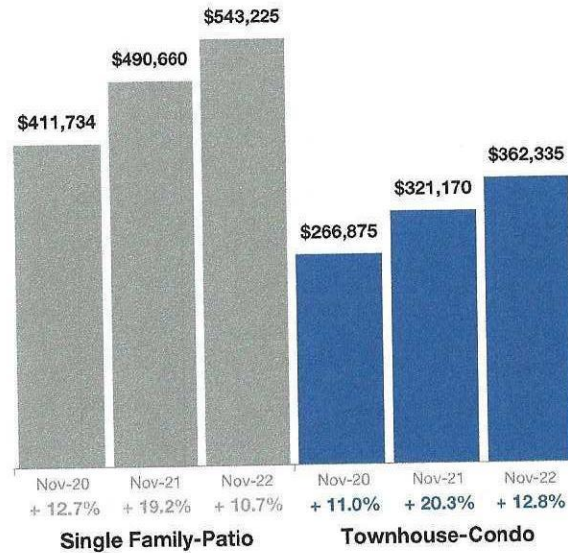


# Average Sales Price

## November

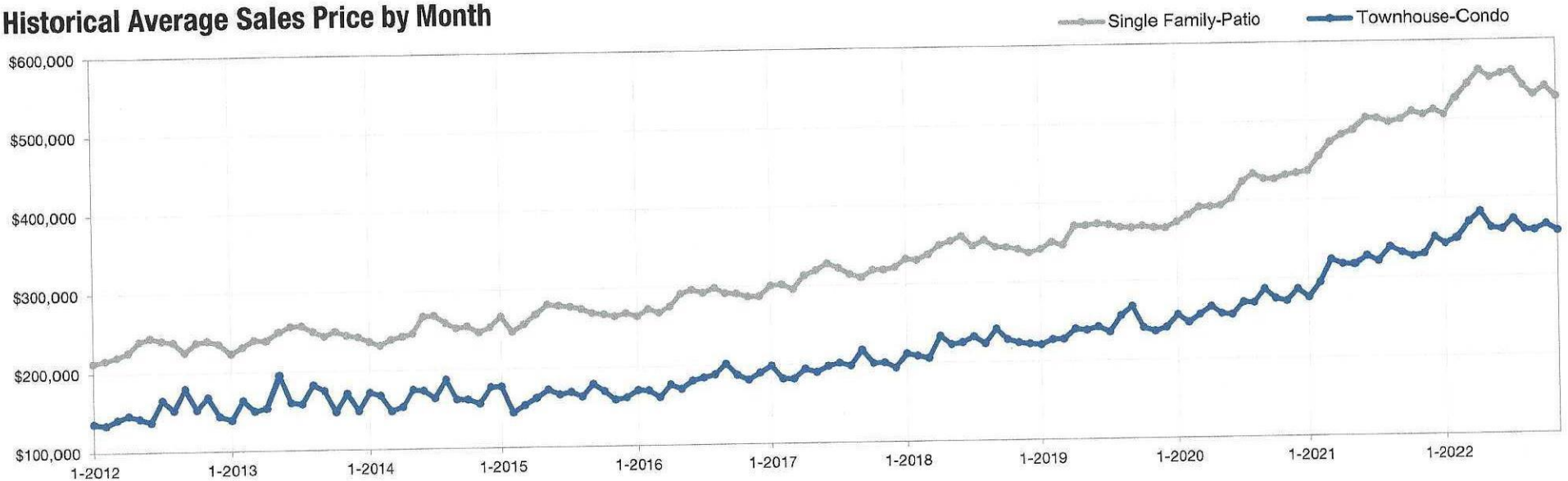


## Year to Date



Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$530,071	+5.8%	\$357,788	+7.9%
Oct-2022	\$540,433	+5.8%	\$365,007	+11.9%
Nov-2022	\$526,576	+4.0%	\$356,379	+8.1%

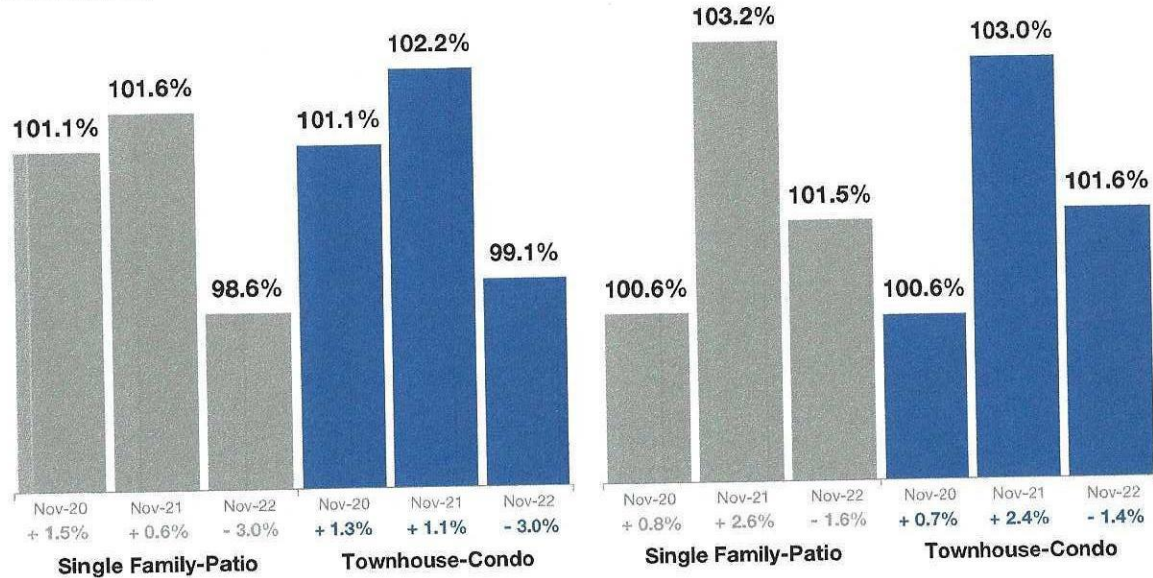
## Historical Average Sales Price by Month



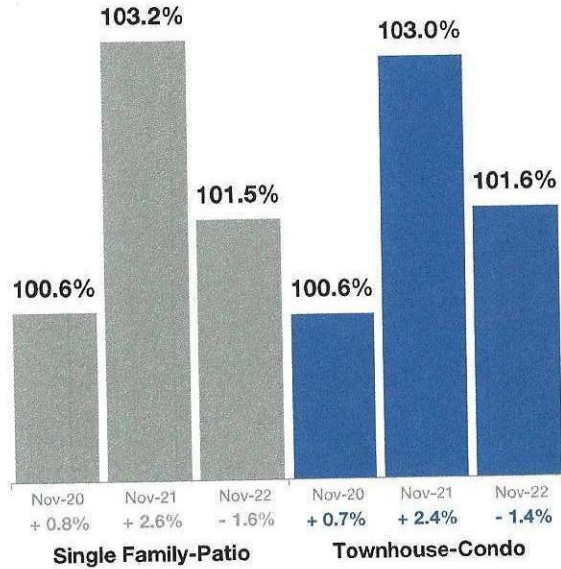


# Percent of List Price Received

## November

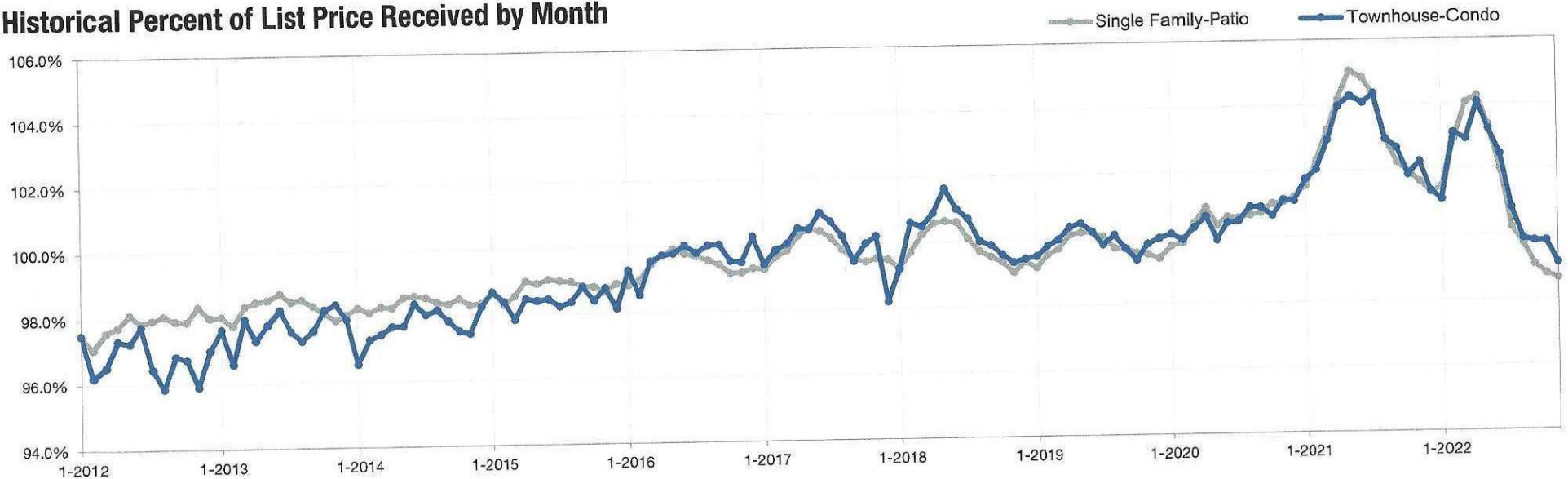


## Year to Date



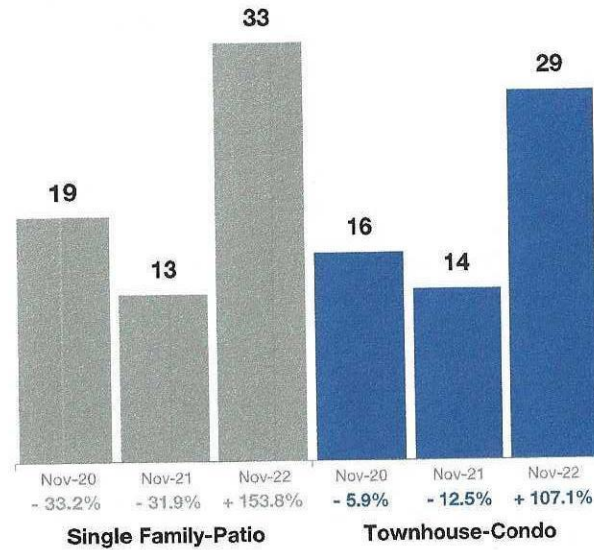
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	101.3%	+0.1%	101.3%	+0.2%
Jan-2022	101.5%	0.0%	101.1%	-0.7%
Feb-2022	102.9%	+0.6%	103.1%	+1.1%
Mar-2022	104.0%	+0.8%	102.9%	0.0%
Apr-2022	104.2%	0.0%	104.1%	+0.1%
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%
Oct-2022	98.8%	-3.0%	99.8%	-2.1%
Nov-2022	98.6%	-3.0%	99.1%	-3.0%

## Historical Percent of List Price Received by Month

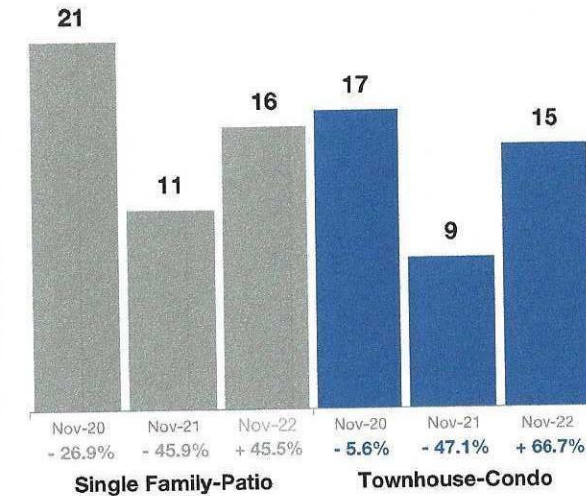


# Days on Market Until Sale

## November

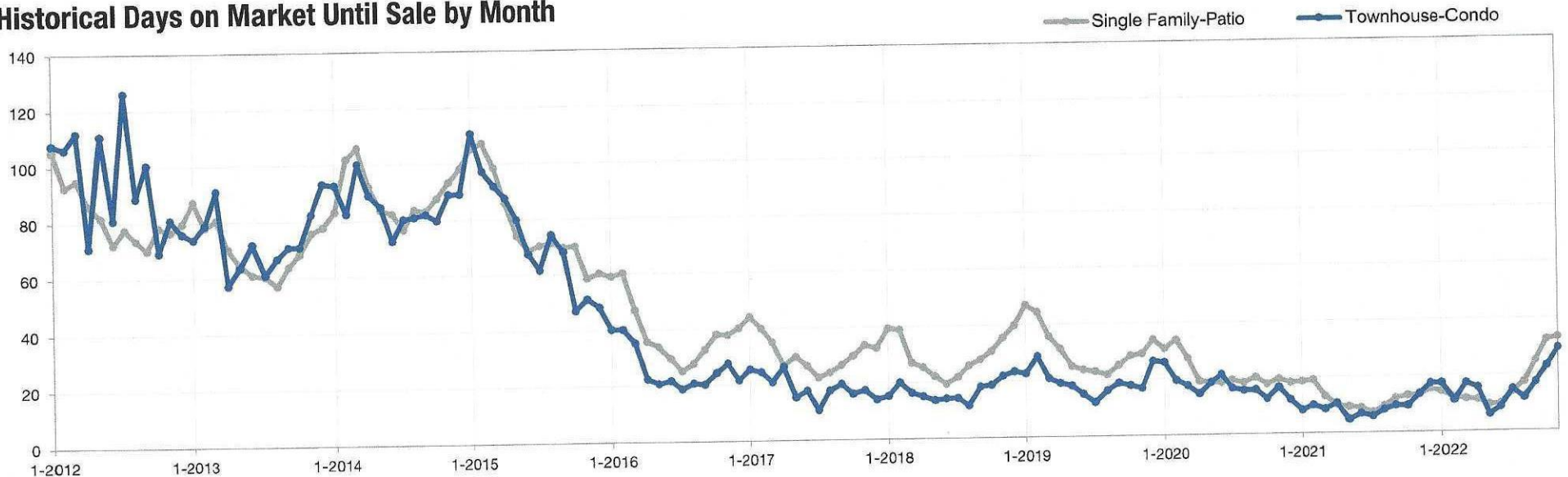


## Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Oct-2022	32	+146.2%	23	+155.6%
Nov-2022	33	+153.8%	29	+107.1%

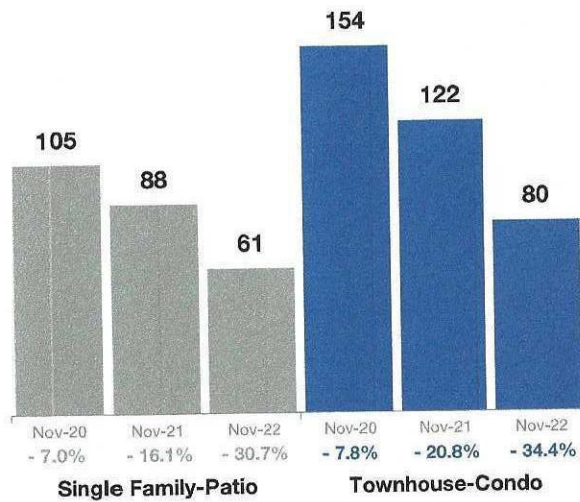
## Historical Days on Market Until Sale by Month



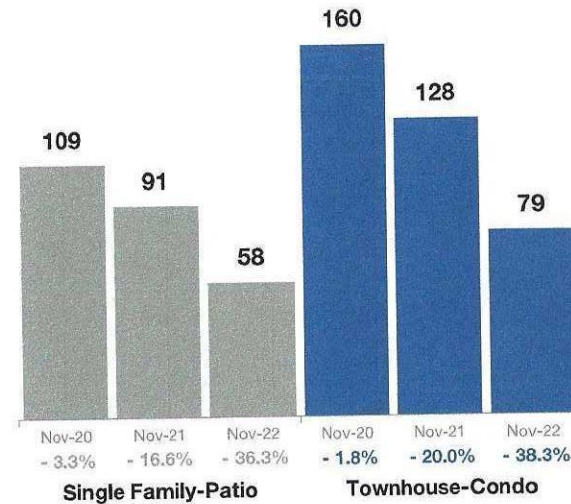


# Housing Affordability Index

## November

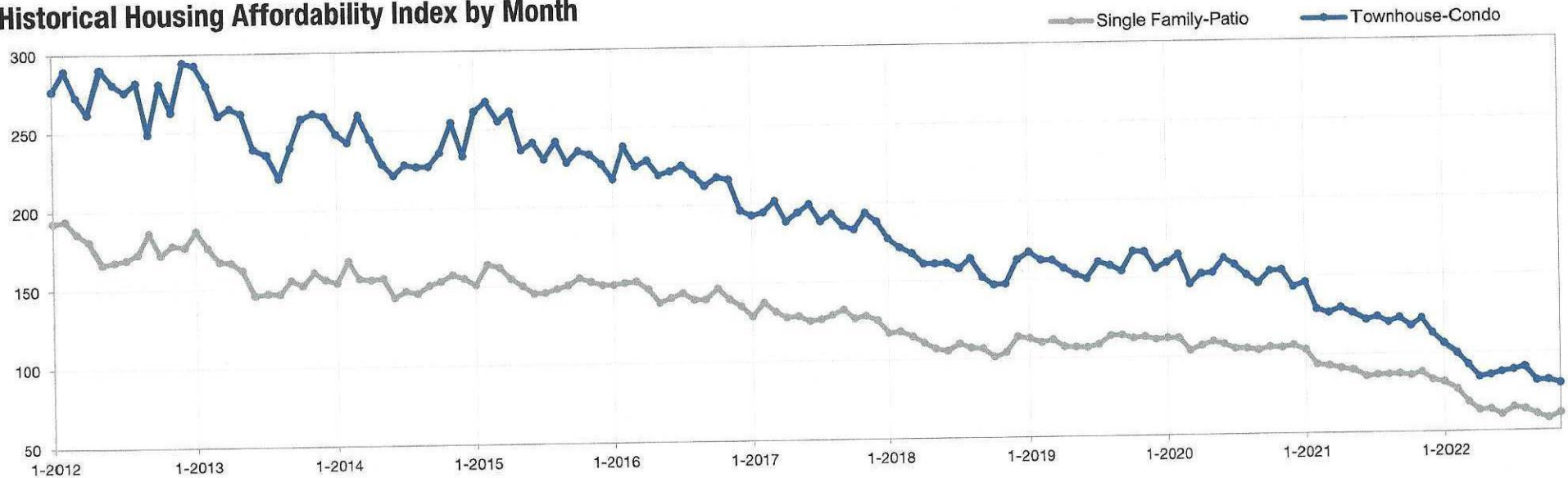


## Year to Date



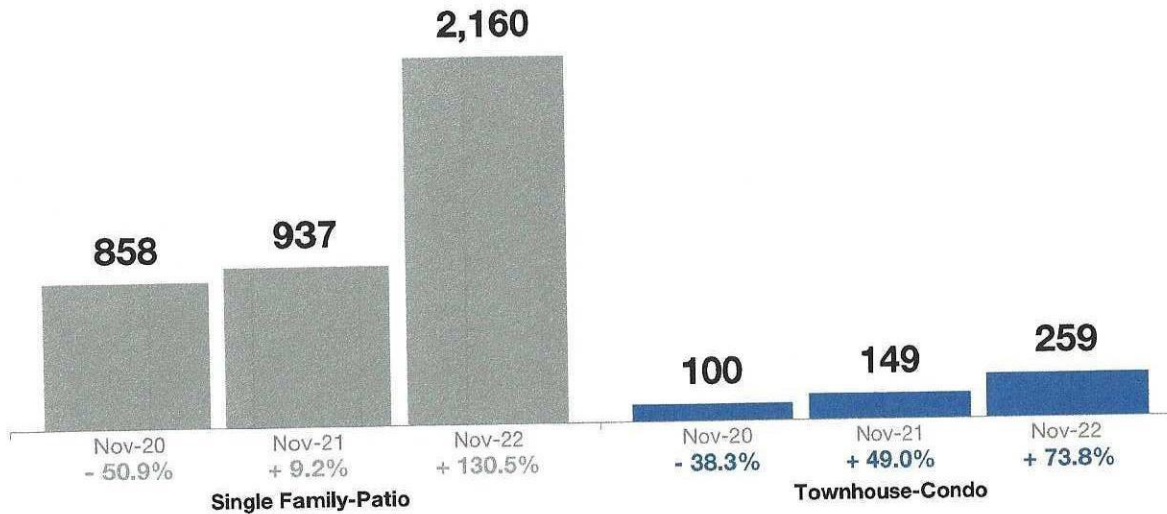
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	83	-21.7%	113	-21.0%
Jan-2022	81	-21.4%	106	-27.4%
Feb-2022	77	-18.1%	100	-22.5%
Mar-2022	69	-25.8%	92	-27.0%
Apr-2022	63	-30.8%	84	-35.4%
May-2022	64	-28.9%	85	-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%
Nov-2022	61	-30.7%	80	-34.4%

## Historical Housing Affordability Index by Month



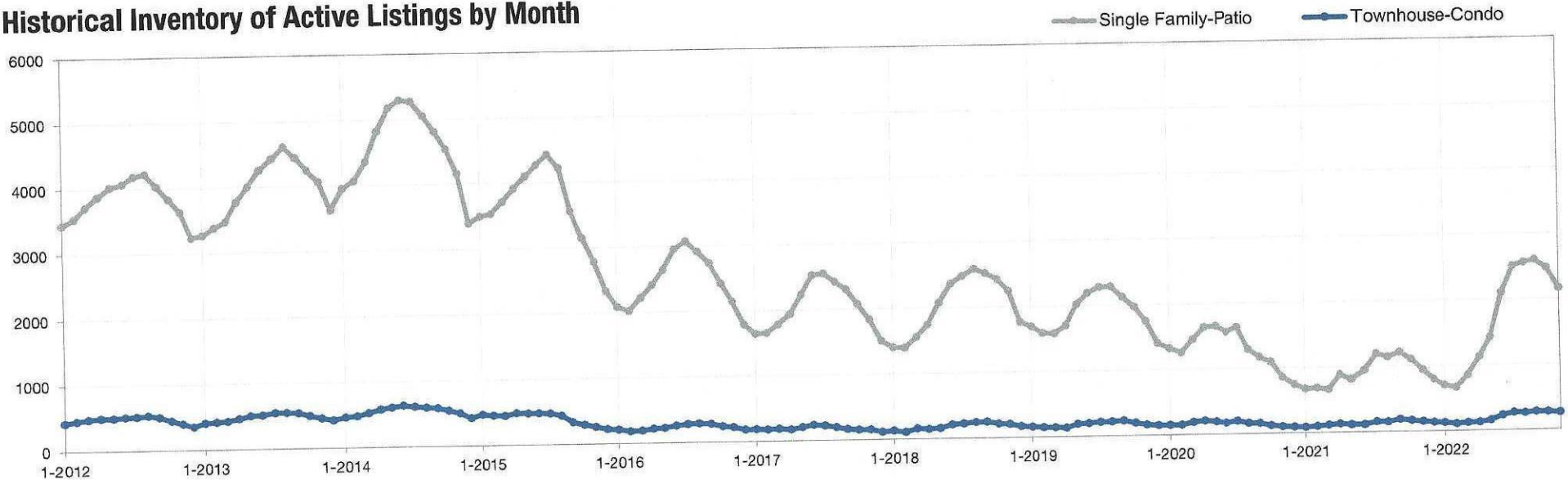
# Inventory of Active Listings

## November



Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	792	+6.6%	133	+40.0%
Jan-2022	697	+3.7%	126	+44.8%
Feb-2022	662	-2.8%	106	+10.4%
Mar-2022	848	+28.7%	120	+5.3%
Apr-2022	1,127	+27.8%	127	-0.8%
May-2022	1,426	+76.5%	152	+32.2%
Jun-2022	2,100	+123.2%	226	+96.5%
Jul-2022	2,506	+109.7%	267	+74.5%
Aug-2022	2,558	+124.0%	258	+70.9%
Sep-2022	2,596	+113.7%	274	+46.5%
Oct-2022	2,468	+123.6%	272	+63.9%
Nov-2022	2,160	+130.5%	259	+73.8%

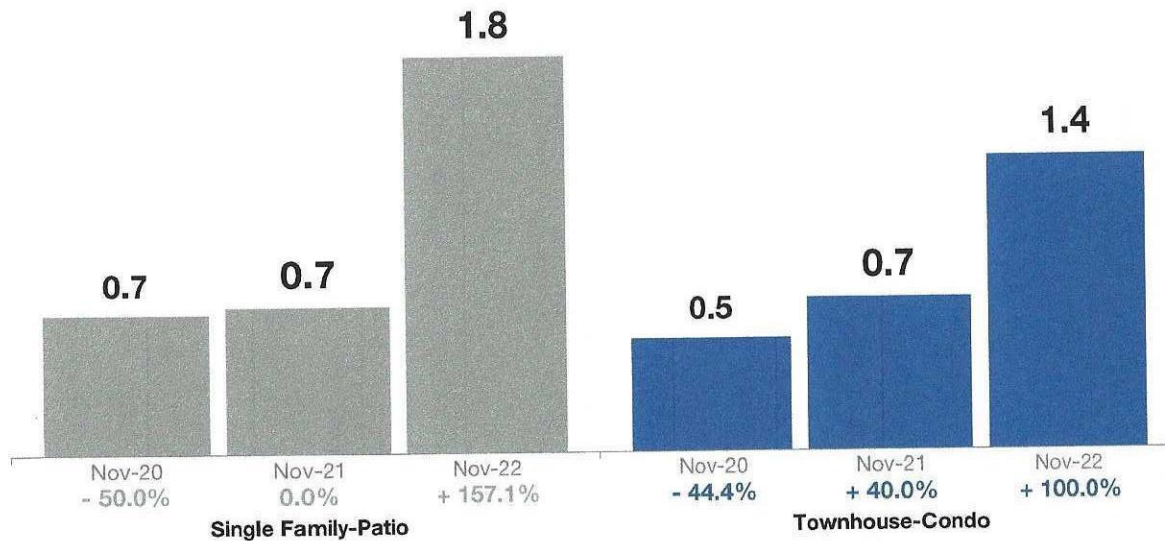
## Historical Inventory of Active Listings by Month





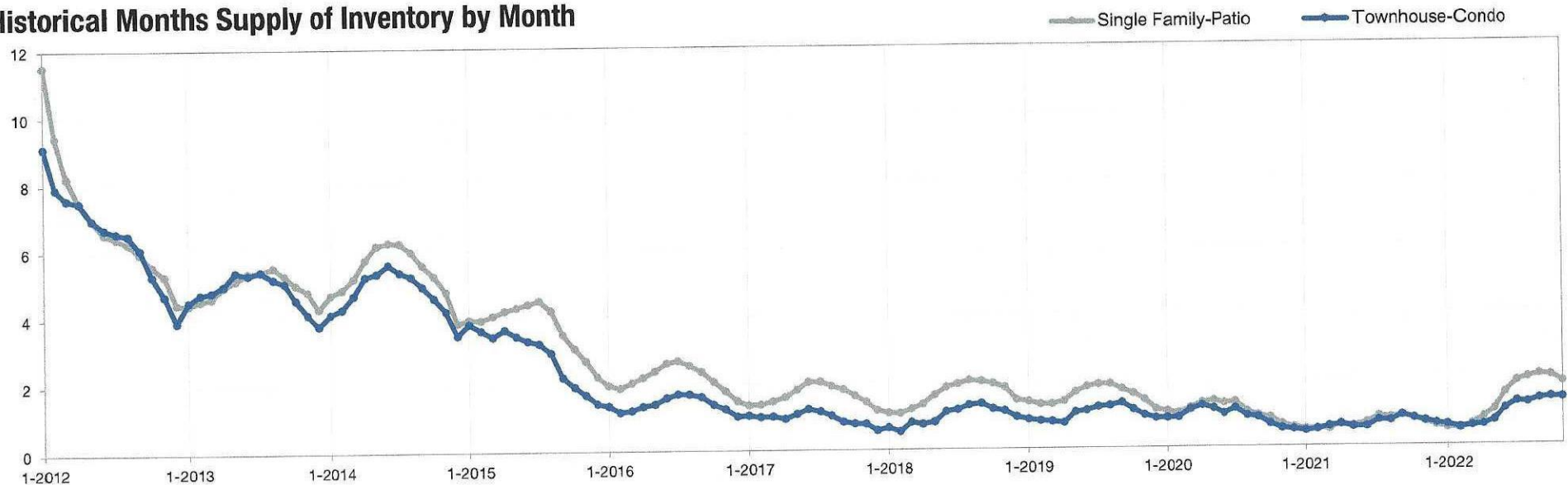
# Months Supply of Inventory

## November



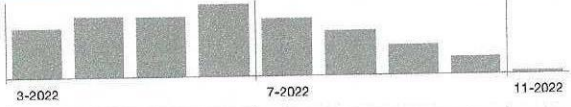
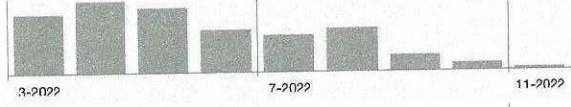

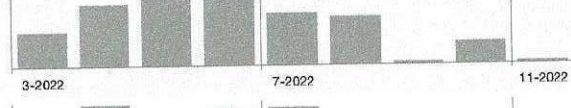
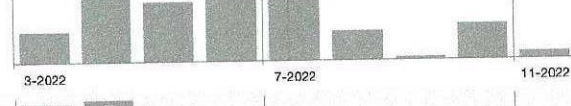
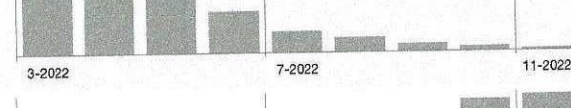
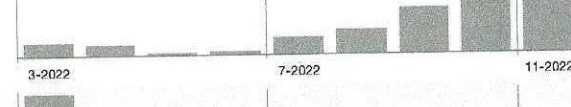
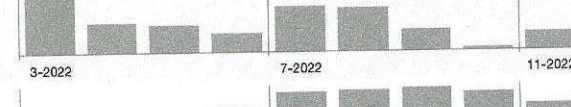
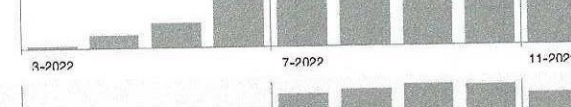
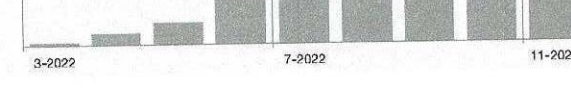
Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	0.6	0.0%	0.6	+20.0%
Jan-2022	0.5	0.0%	0.6	+50.0%
Feb-2022	0.5	0.0%	0.5	0.0%
Mar-2022	0.6	+20.0%	0.6	0.0%
Apr-2022	0.8	+14.3%	0.6	0.0%
May-2022	1.0	+66.7%	0.7	+16.7%
Jun-2022	1.5	+114.3%	1.1	+83.3%
Jul-2022	1.9	+111.1%	1.3	+85.7%
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%	1.4	+75.0%
Nov-2022	1.8	+157.1%	1.4	+100.0%

## 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.

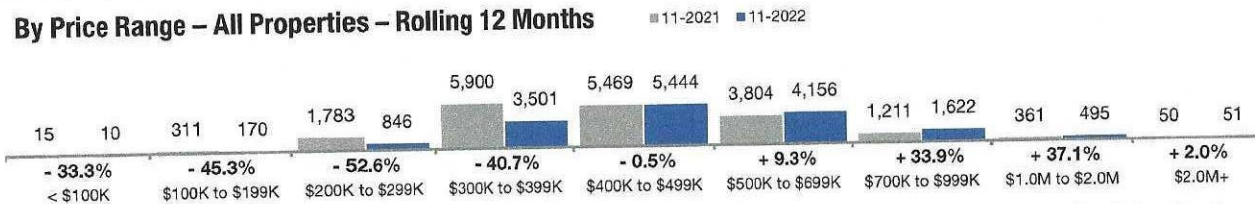
Key Metrics	Historical Sparkbars	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,244	882	- 29.1%	18,994	18,253	- 3.9%
Pending Sales (PEND, UC, UCSS, RGT)		1,311	944	- 28.0%	17,715	14,709	- 17.0%
Sold Listings		1,542	960	- 37.7%	17,476	14,823	- 15.2%
Median Sales Price		\$435,000	\$445,000	+ 2.3%	\$421,340	\$464,098	+ 10.1%
Average Sales Price		\$481,276	\$503,505	+ 4.6%	\$468,244	\$518,011	+ 10.6%
Pct. of List Price Received		101.7%	98.7%	- 2.9%	103.2%	101.5%	- 1.6%
Days on Market		13	33	+ 153.8%	11	16	+ 45.5%
Housing Affordability Index		91	63	- 30.8%	94	60	- 36.2%
Active Listings		1,086	2,419	+ 122.7%	--	--	--
Months Supply of Inventory		0.7	1.8	+ 157.1%	--	--	--



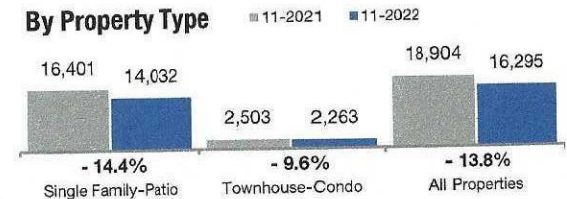
# Sold Listings

Actual sales that have closed in a given month.

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



## By Property Type



## Rolling 12 Months

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$99,999 and Below	13	8	-38.5%	2	2	0.0%
\$100,000 to \$199,999	102	58	-43.1%	209	112	-46.4%
\$200,000 to \$299,999	888	361	-59.3%	895	485	-45.8%
\$300,000 to \$399,999	4,841	2,498	-48.4%	1,059	1,003	-5.3%
\$400,000 to \$499,999	5,236	4,940	-5.7%	233	504	+116.3%
\$500,000 to \$699,999	3,726	4,033	+8.2%	78	123	+57.7%
\$700,000 to \$999,999	1,191	1,596	+34.0%	20	26	+30.0%
\$1,000,000 to \$1,999,999	359	489	+36.2%	2	6	+200.0%
\$2,000,000 and Above	45	49	+8.9%	5	2	-60.0%
<b>All Price Ranges</b>	<b>16,401</b>	<b>14,032</b>	<b>-14.4%</b>	<b>2,503</b>	<b>2,263</b>	<b>-9.6%</b>

## Compared to Prior Month

	Single Family-Patio Homes			Townhouse-Condo		
	10-2022	11-2022	Change	10-2022	11-2022	Change
	0	2	--	0	0	--
	6	4	-33.3%	9	6	-33.3%
	25	32	+28.0%	37	31	-16.2%
	223	210	-5.8%	52	51	-1.9%
	284	258	-9.2%	34	33	-2.9%
	272	202	-25.7%	8	9	+12.5%
	108	82	-24.1%	0	0	--
	37	38	+2.7%	0	0	--
	4	2	-50.0%	1	0	-100.0%
	<b>959</b>	<b>830</b>	<b>-13.5%</b>	<b>141</b>	<b>130</b>	<b>-7.8%</b>

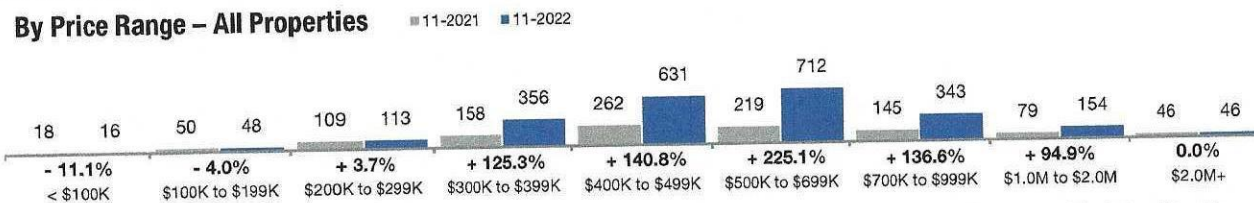
## Year to Date

	Single Family-Patio Homes			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
	10	6	-40.0%	1	2	+100.0%
	90	52	-42.2%	188	107	-43.1%
	724	311	-57.0%	799	432	-45.9%
	4,321	2,206	-48.9%	1,006	910	-9.5%
	4,984	4,505	-9.6%	217	469	+116.1%
	3,528	3,710	+5.2%	73	114	+56.2%
	1,122	1,469	+30.9%	20	25	+25.0%
	344	452	+31.4%	2	6	+200.0%
	42	46	+9.5%	5	1	-80.0%
	<b>15,165</b>	<b>12,757</b>	<b>-15.9%</b>	<b>2,311</b>	<b>2,066</b>	<b>-10.6%</b>

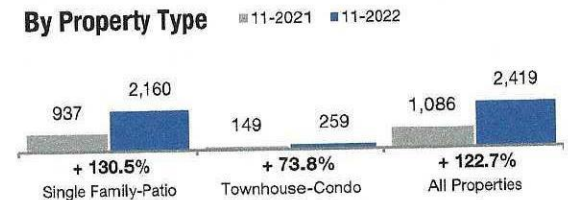
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



## Year over Year

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$99,999 and Below	15	12	-20.0%	3	4	+33.3%
\$100,000 to \$199,999	35	30	-14.3%	15	18	+20.0%
\$200,000 to \$299,999	87	80	-8.0%	22	33	+50.0%
\$300,000 to \$399,999	116	276	+137.9%	42	80	+90.5%
\$400,000 to \$499,999	211	558	+164.5%	51	73	+43.1%
\$500,000 to \$699,999	214	685	+220.1%	5	27	+440.0%
\$700,000 to \$999,999	135	322	+138.5%	10	21	+110.0%
\$1,000,000 to \$1,999,999	78	152	+94.9%	1	2	+100.0%
\$2,000,000 and Above	46	45	-2.2%	0	1	--
<b>All Price Ranges</b>	<b>937</b>	<b>2,160</b>	<b>+130.5%</b>	<b>149</b>	<b>259</b>	<b>+73.8%</b>

## Compared to Prior Month

	Single Family-Patio Homes			Townhouse-Condo		
	10-2022	11-2022	Change	10-2022	11-2022	Change
	17	12	-29.4%	5	4	-20.0%
	33	30	-9.1%	15	18	+20.0%
	87	80	-8.0%	31	33	+6.5%
	293	276	-5.8%	84	80	-4.8%
	668	558	-16.5%	83	73	-12.0%
	768	685	-10.8%	29	27	-6.9%
	377	322	-14.6%	22	21	-4.5%
	176	152	-13.6%	1	2	+100.0%
	49	45	-8.2%	2	1	-50.0%
	<b>2,468</b>	<b>2,160</b>	<b>-12.5%</b>	<b>272</b>	<b>259</b>	<b>-4.8%</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.