

# Monthly Indicators

Activity for El Paso and Teller Counties Only



## February 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 13.5 percent for single family-patio homes but increased 1.1 percent for townhouse-condo properties. Pending Sales decreased 2.1 percent for single family-patio homes but increased 23.2 percent for townhouse-condo properties.

The Median Sales Price was up 15.9 percent to \$470,100 for single family-patio homes and 22.9 percent to \$362,500 for townhouse-condo properties. Days on Market decreased 36.8 percent for single family-patio homes but increased 10.0 percent for townhouse-condo properties.

Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 months supply. According to Lawrence Yun, Chief Economist at the National Association of REALTORS®, much of the current housing supply is concentrated at the upper end of the market, where inventory is increasing, while homes priced at the lower end of the market are quickly disappearing, leaving many first-time buyers behind. The shortage of homes is boosting demand even further, and with bidding wars common in many markets, it's no surprise sales prices continue to soar.

## Activity Snapshot

<b>+ 1.1%</b>	<b>+ 16.0%</b>	<b>- 20.2%</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	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,135	982	- 13.5%	2,200	1,997	- 9.2%
Pending Sales (PEND, UC, UCSS, RGT)		1,080	1,057	- 2.1%	2,152	2,132	- 0.9%
Sold Listings		879	886	+ 0.8%	1,768	1,818	+ 2.8%
Median Sales Price		\$405,500	\$470,100	+ 15.9%	\$399,000	\$460,000	+ 15.3%
Average Sales Price		\$454,954	\$524,257	+ 15.2%	\$445,608	\$514,679	+ 15.5%
Pct. of List Price Received		102.3%	102.9%	+ 0.6%	101.9%	102.2%	+ 0.3%
Days on Market		19	12	- 36.8%	19	13	- 31.6%
Housing Affordability Index		94	77	- 18.1%	95	79	- 16.8%
Active Listings		680	538	- 20.9%	--	--	--
Months Supply of Inventory		0.5	0.4	- 20.0%	--	--	--



# Townhouse-Condo Market Overview

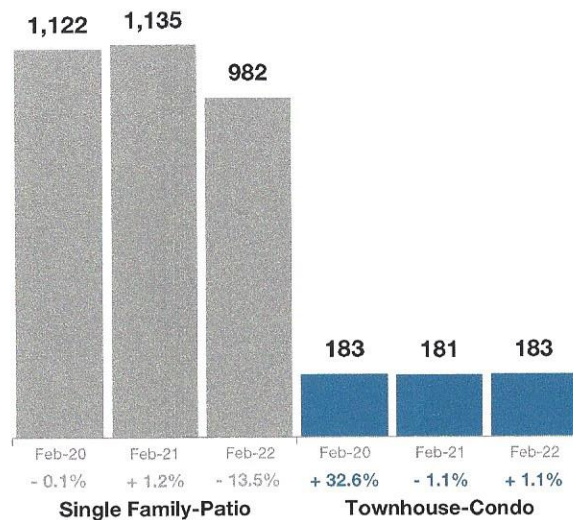
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



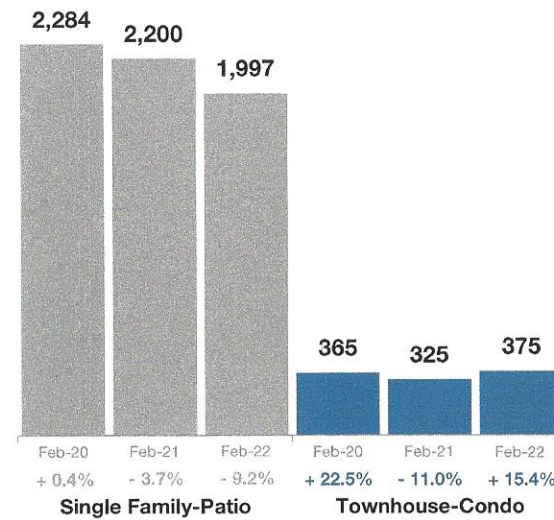
Key Metrics	Historical Sparkbars	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		181	183	+ 1.1%	325	375	+ 15.4%
Pending Sales (PEND, UC, UCSS, RGT)		168	207	+ 23.2%	316	401	+ 26.9%
Sold Listings		148	152	+ 2.7%	293	304	+ 3.8%
Median Sales Price		\$295,050	\$362,500	+ 22.9%	\$281,000	\$355,000	+ 26.3%
Average Sales Price		\$294,581	\$348,336	+ 18.2%	\$285,356	\$345,350	+ 21.0%
Pct. of List Price Received		102.0%	103.0%	+ 1.0%	101.9%	102.0%	+ 0.1%
Days on Market		10	11	+ 10.0%	9	14	+ 55.6%
Housing Affordability Index		129	100	- 22.5%	135	102	- 24.4%
Active Listings		94	80	- 14.9%	--	--	--
Months Supply of Inventory		0.5	0.4	- 20.0%	--	--	--

# New Listings

## February

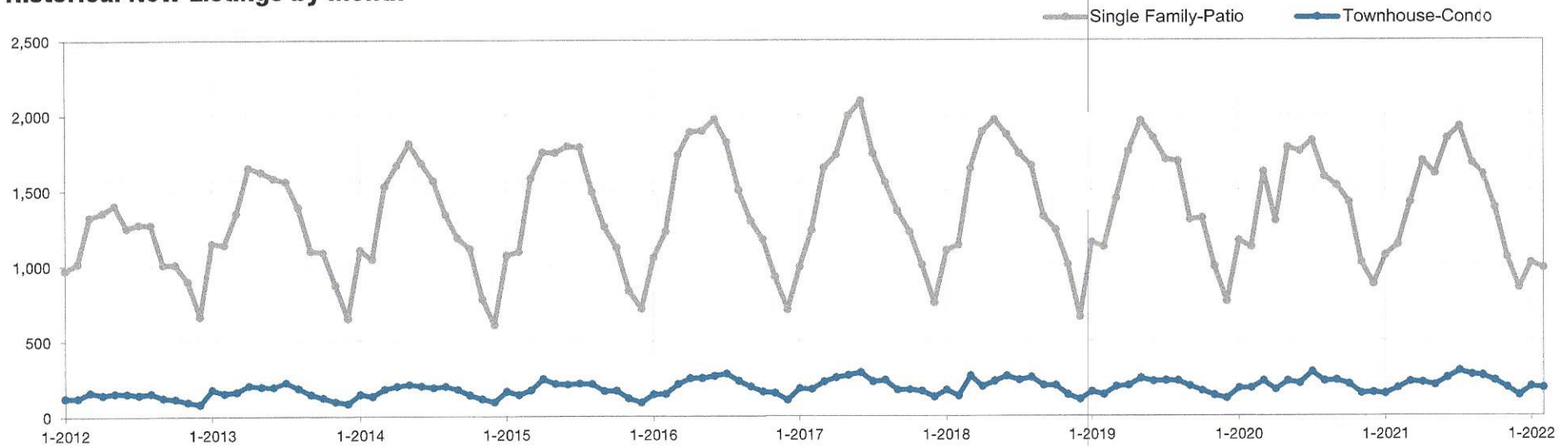


## Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	1,419	-12.4%	225	-2.2%
Apr-2021	1,693	+30.6%	220	+28.7%
May-2021	1,610	-9.6%	203	-11.7%
Jun-2021	1,844	+4.9%	251	+16.7%
Jul-2021	1,922	+5.1%	297	+2.1%
Aug-2021	1,682	+5.9%	271	+17.8%
Sep-2021	1,606	+4.9%	264	+12.3%
Oct-2021	1,386	-2.3%	231	+10.5%
Nov-2021	1,050	+3.0%	186	+25.7%
Dec-2021	849	-3.1%	133	-12.5%
Jan-2022	1,015	-4.7%	192	+33.3%
<b>Feb-2022</b>	<b>982</b>	<b>-13.5%</b>	<b>183</b>	<b>+1.1%</b>

## Historical New Listings by Month

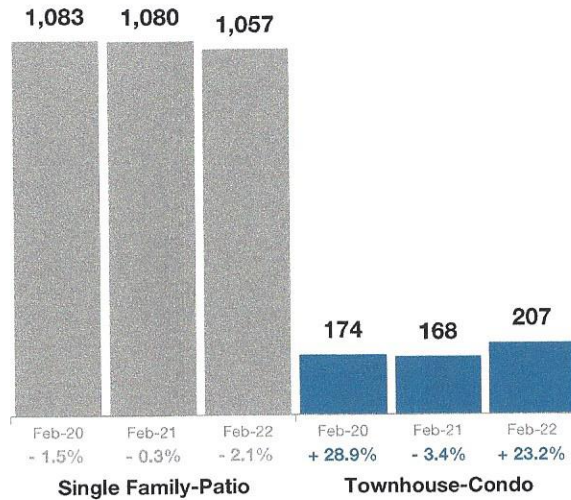




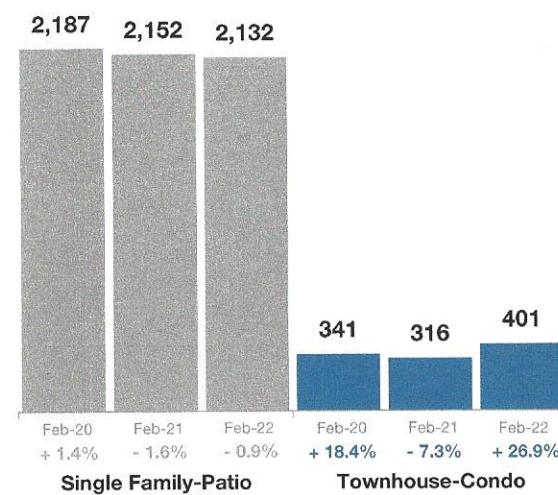
# Pending Sales (PEND, UC, UCSS, RGT)



## February

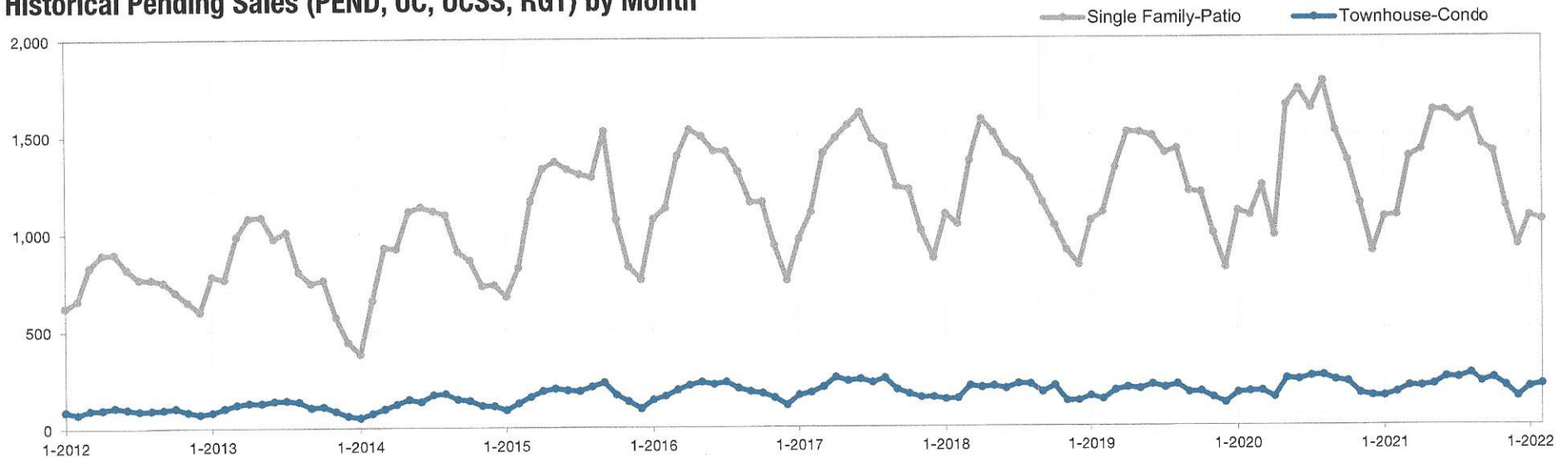


## Year to Date



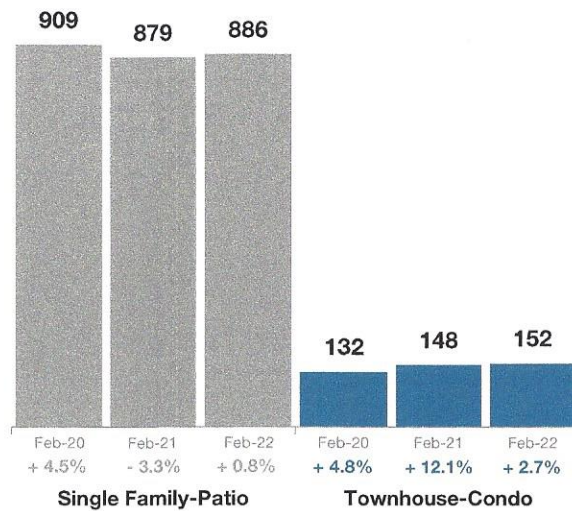
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	1,382	+11.7%	200	+13.0%
Apr-2021	1,417	+44.6%	198	+38.5%
May-2021	1,620	-1.8%	208	-13.0%
Jun-2021	1,618	-6.4%	245	+4.7%
Jul-2021	1,570	-3.8%	241	-4.4%
Aug-2021	1,607	-9.2%	263	+3.1%
Sep-2021	1,445	-4.6%	221	-4.7%
Oct-2021	1,408	+3.3%	240	+7.1%
Nov-2021	1,128	-1.5%	198	+20.7%
Dec-2021	927	+3.5%	143	-4.7%
Jan-2022	1,075	+0.3%	194	+31.1%
<b>Feb-2022</b>	<b>1,057</b>	<b>-2.1%</b>	<b>207</b>	<b>+23.2%</b>

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

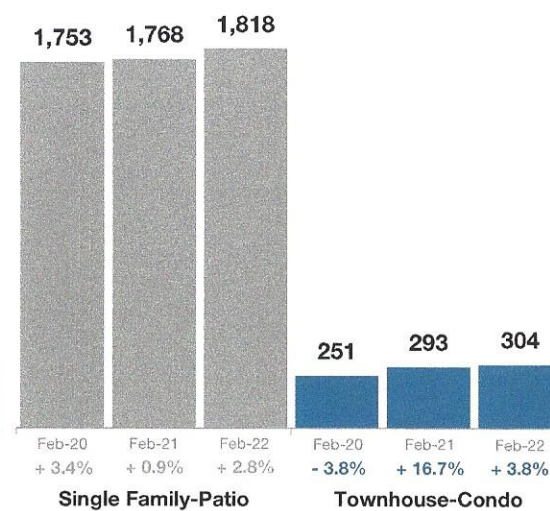


# Sold Listings

## February

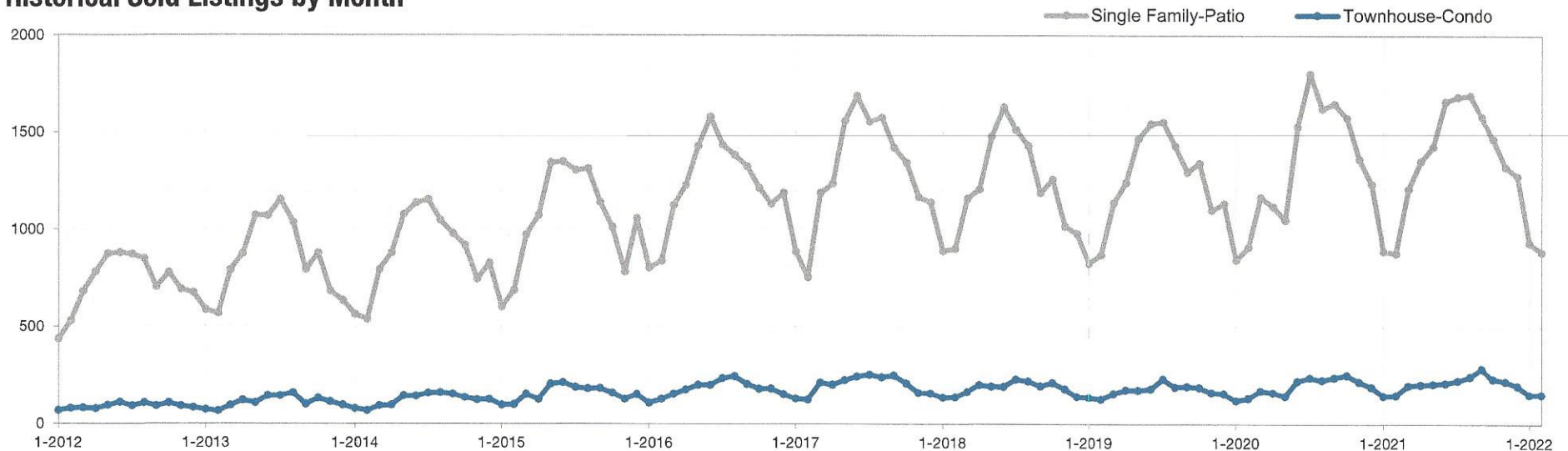


## Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	1,210	+3.7%	198	+16.5%
Apr-2021	1,353	+20.7%	202	+25.5%
May-2021	1,428	+36.0%	206	+43.1%
Jun-2021	1,659	+8.4%	210	-5.0%
Jul-2021	1,684	-6.5%	223	-6.3%
Aug-2021	1,691	+4.1%	243	+7.5%
Sep-2021	1,582	-4.0%	285	+18.8%
Oct-2021	1,468	-6.9%	232	-7.6%
Nov-2021	1,323	-3.1%	219	+0.5%
Dec-2021	1,275	+3.2%	197	+2.6%
Jan-2022	932	+4.8%	152	+4.8%
<b>Feb-2022</b>	<b>886</b>	<b>+0.8%</b>	<b>152</b>	<b>+2.7%</b>

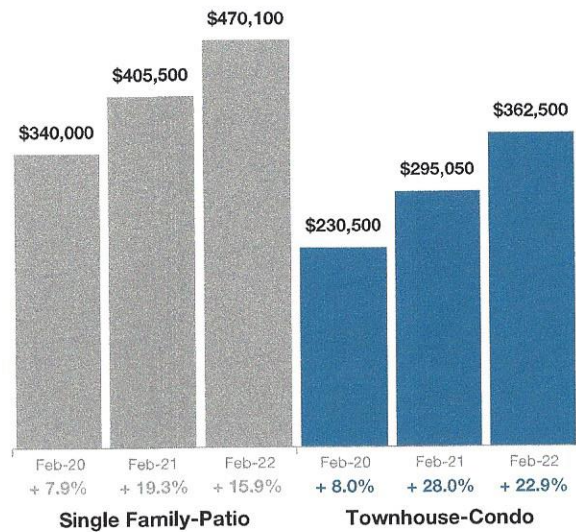
## Historical Sold Listings by Month



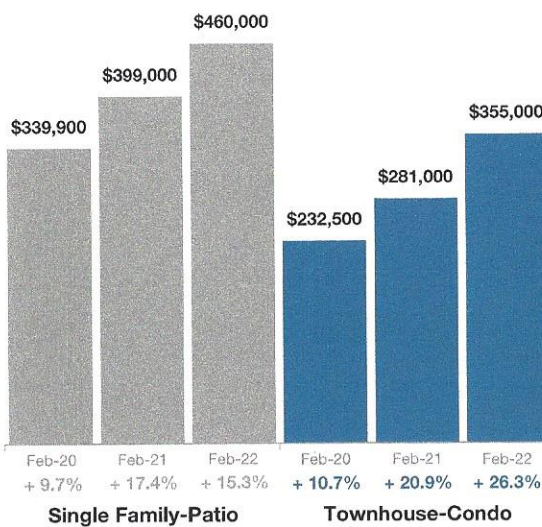


# Median Sales Price

## February

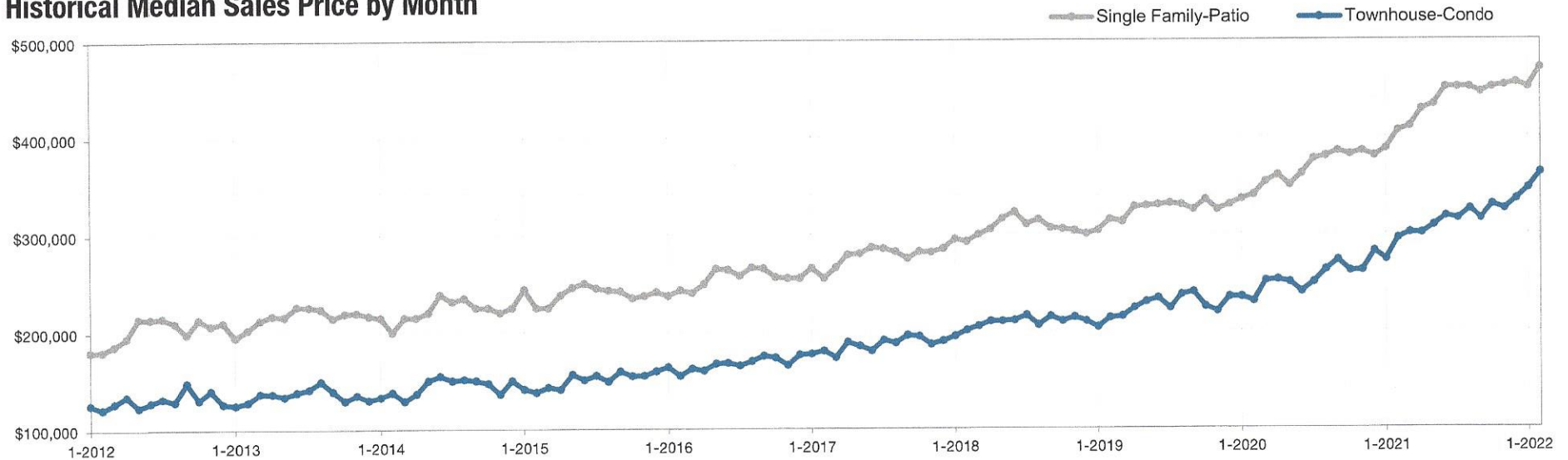


## Year to Date



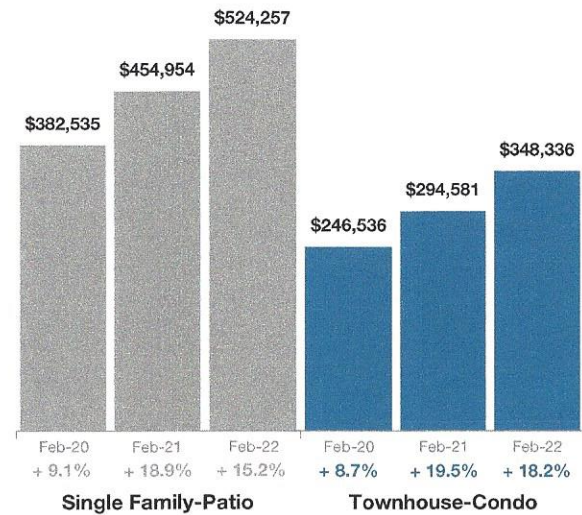
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	\$410,000	+16.0%	\$300,500	+19.5%
Apr-2021	\$427,550	+18.8%	\$300,000	+18.8%
May-2021	\$432,500	+23.6%	\$308,000	+23.2%
Jun-2021	\$450,000	+24.5%	\$317,433	+32.3%
Jul-2021	\$450,000	+19.4%	\$315,000	+26.0%
Aug-2021	\$450,000	+18.4%	\$325,000	+23.7%
Sep-2021	\$445,000	+15.6%	\$315,000	+15.6%
Oct-2021	\$450,000	+18.0%	\$329,551	+26.1%
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%	\$346,186	+26.8%
<b>Feb-2022</b>	<b>\$470,100</b>	<b>+15.9%</b>	<b>\$362,500</b>	<b>+22.9%</b>

## Historical Median Sales Price by Month

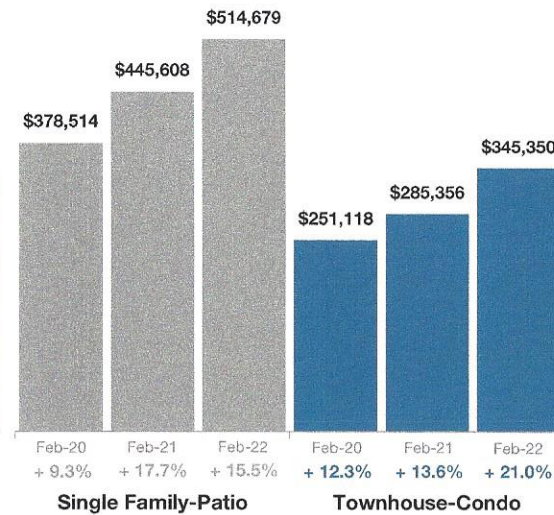


# Average Sales Price

## February

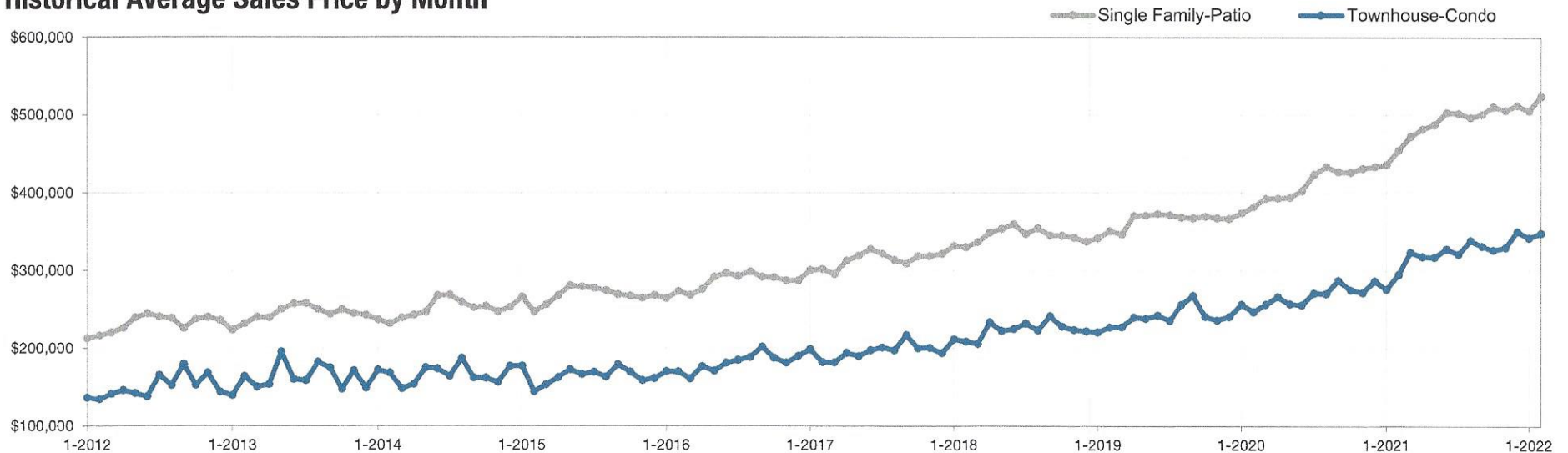


## Year to Date



Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	\$472,624	+20.3%	\$323,402	+26.1%
Apr-2021	\$481,988	+22.6%	\$317,727	+19.3%
May-2021	\$487,402	+23.6%	\$316,924	+23.4%
Jun-2021	\$503,293	+24.9%	\$327,859	+28.3%
Jul-2021	\$502,118	+18.5%	\$321,007	+18.4%
Aug-2021	\$497,020	+14.6%	\$338,830	+25.4%
Sep-2021	\$501,035	+17.3%	\$331,507	+15.4%
Oct-2021	\$510,732	+19.7%	\$326,225	+18.6%
Nov-2021	\$506,386	+17.4%	\$329,586	+21.3%
Dec-2021	\$512,709	+18.2%	\$350,839	+22.3%
Jan-2022	\$505,584	+15.9%	\$342,364	+24.1%
<b>Feb-2022</b>	<b>\$524,257</b>	<b>+15.2%</b>	<b>\$348,336</b>	<b>+18.2%</b>

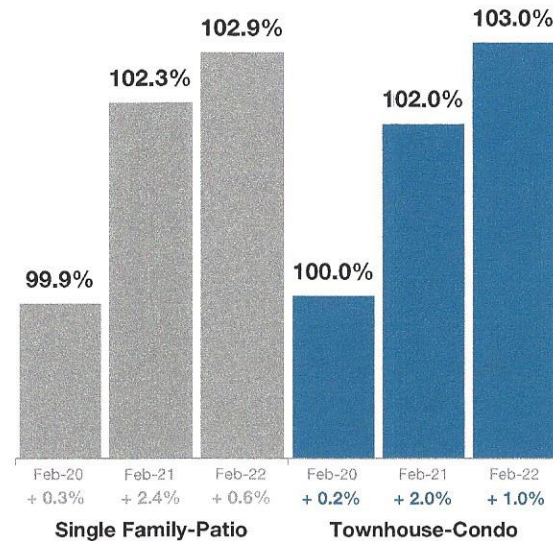
## Historical Average Sales Price by Month



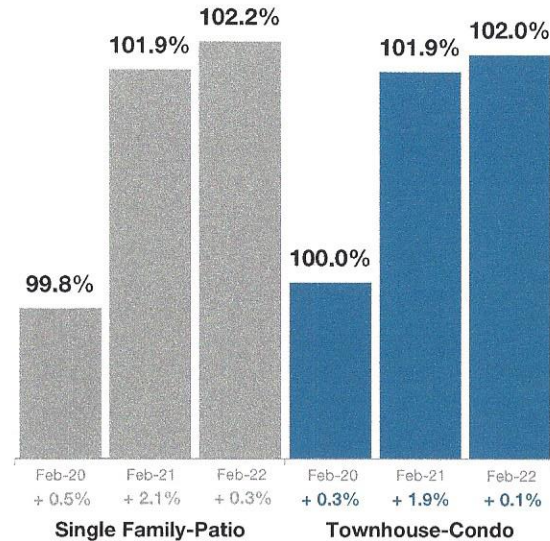


# Percent of List Price Received

## February

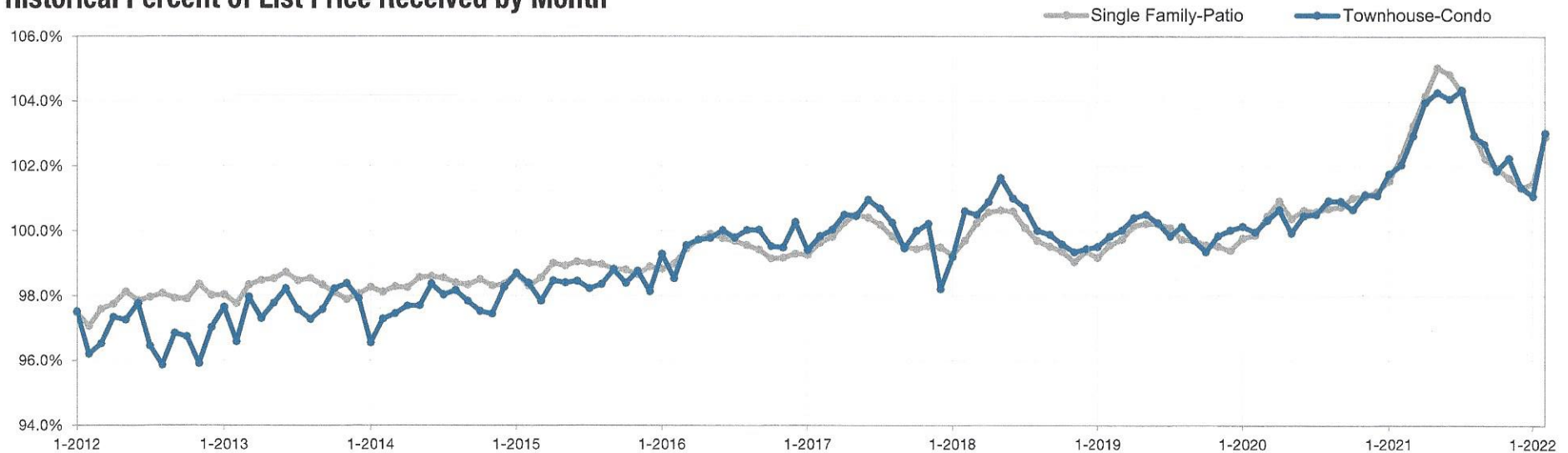


## Year to Date



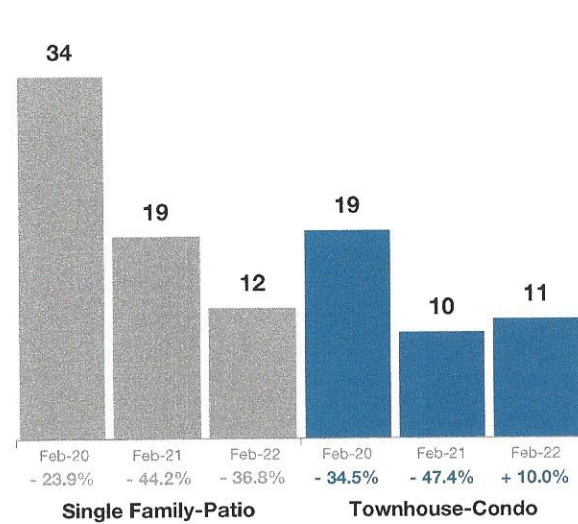
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	103.2%	+2.7%	102.9%	+2.6%
Apr-2021	104.2%	+3.3%	104.0%	+3.4%
May-2021	105.0%	+4.6%	104.3%	+4.4%
Jun-2021	104.8%	+4.2%	104.1%	+3.6%
Jul-2021	104.3%	+3.7%	104.3%	+3.8%
Aug-2021	102.9%	+2.2%	102.9%	+2.0%
Sep-2021	102.2%	+1.5%	102.7%	+1.8%
Oct-2021	101.9%	+0.9%	101.9%	+1.2%
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%
<b>Feb-2022</b>	<b>102.9%</b>	<b>+0.6%</b>	<b>103.0%</b>	<b>+1.0%</b>

## Historical Percent of List Price Received by Month

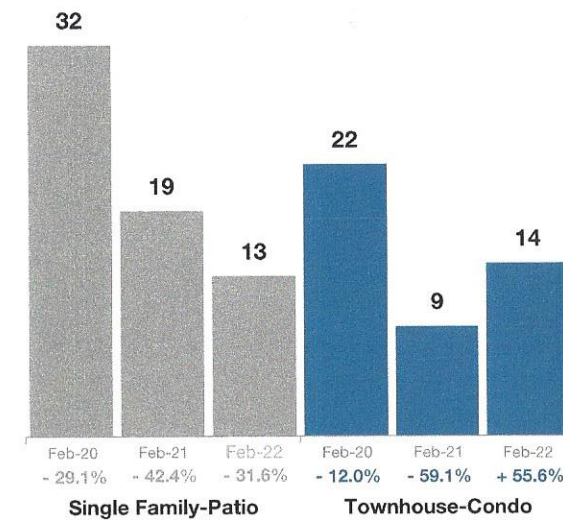


# Days on Market Until Sale

## February

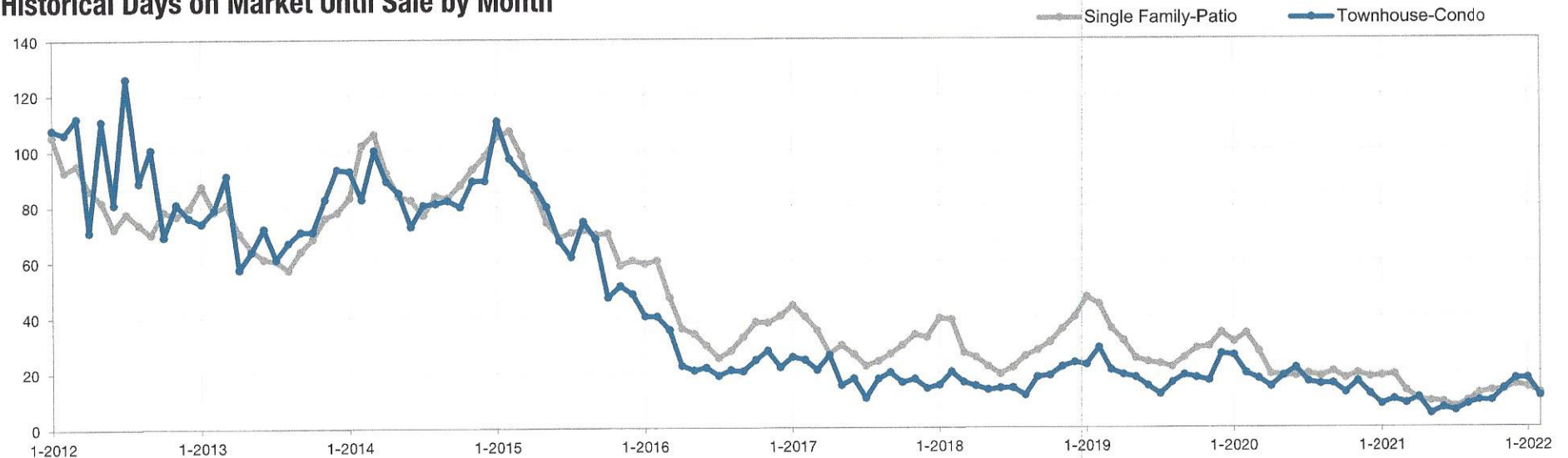


## Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	13	-51.9%	8	-52.9%
Apr-2021	10	-47.4%	10	-33.3%
May-2021	9	-52.6%	5	-72.2%
Jun-2021	9	-50.0%	7	-66.7%
Jul-2021	7	-63.2%	6	-62.5%
Aug-2021	9	-50.0%	8	-46.7%
Sep-2021	12	-40.0%	9	-43.8%
Oct-2021	13	-27.8%	9	-25.0%
Nov-2021	13	-31.6%	14	-12.5%
Dec-2021	15	-16.7%	17	+41.7%
Jan-2022	14	-22.2%	17	+112.5%
<b>Feb-2022</b>	<b>12</b>	<b>-36.8%</b>	<b>11</b>	<b>+10.0%</b>

## Historical Days on Market Until Sale by Month

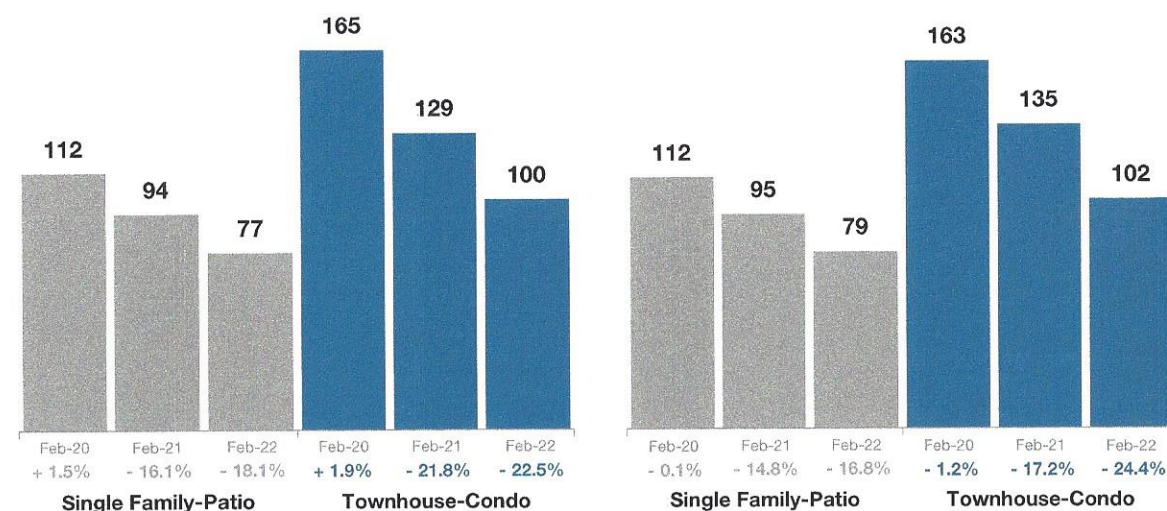




# Housing Affordability Index

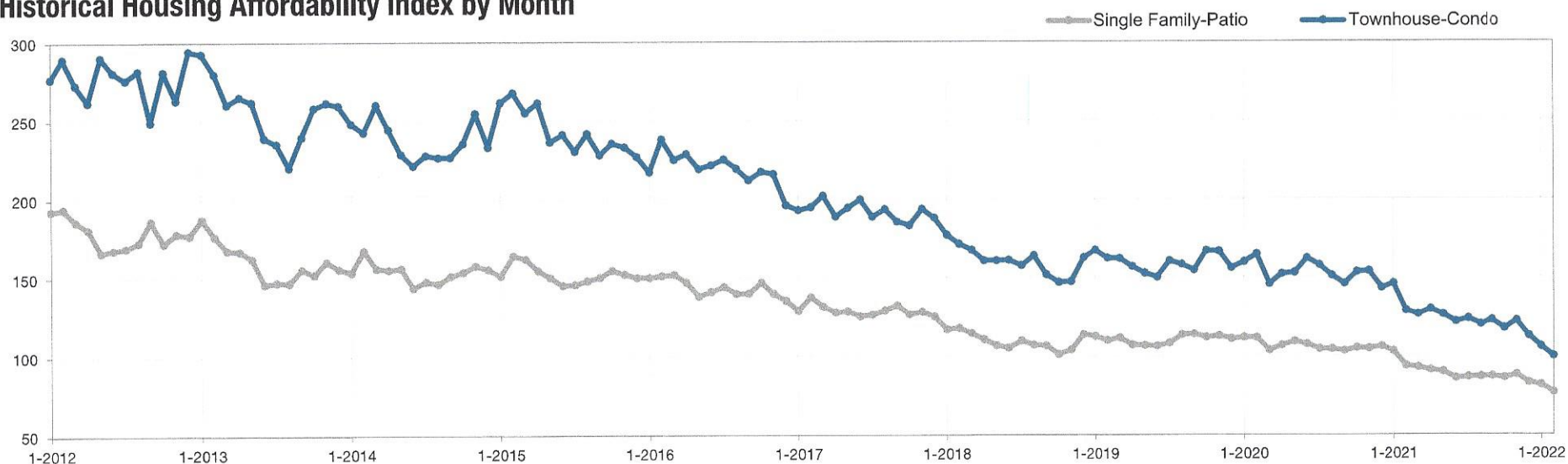
## February

## Year to Date



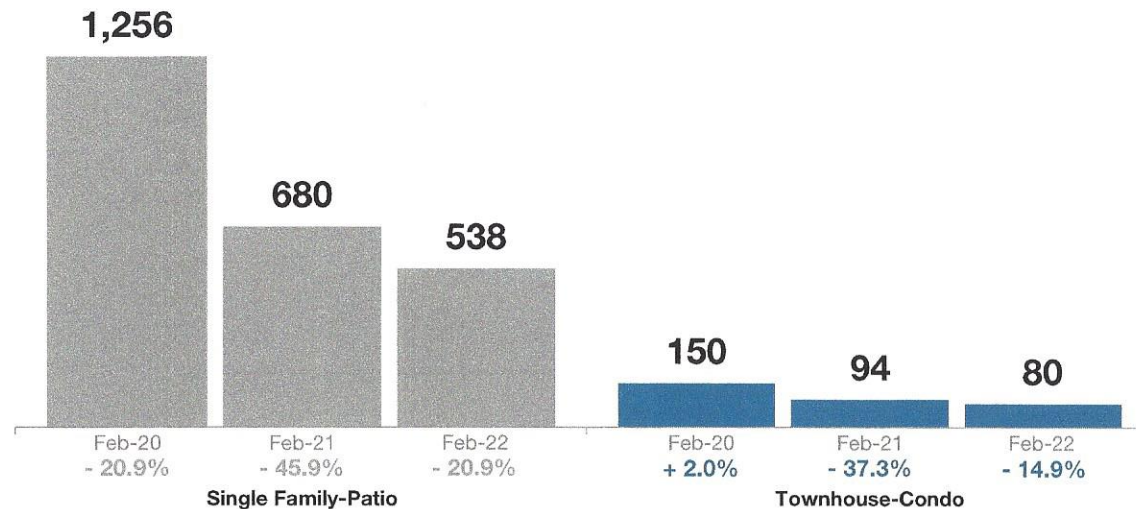
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	93	-10.6%	126	-13.7%
Apr-2021	91	-15.0%	130	-14.5%
May-2021	90	-17.4%	126	-17.6%
Jun-2021	86	-20.4%	122	-24.7%
Jul-2021	86	-18.1%	124	-21.5%
Aug-2021	87	-16.3%	120	-20.5%
Sep-2021	87	-15.5%	123	-15.8%
Oct-2021	86	-18.1%	117	-23.5%
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%

## Historical Housing Affordability Index by Month



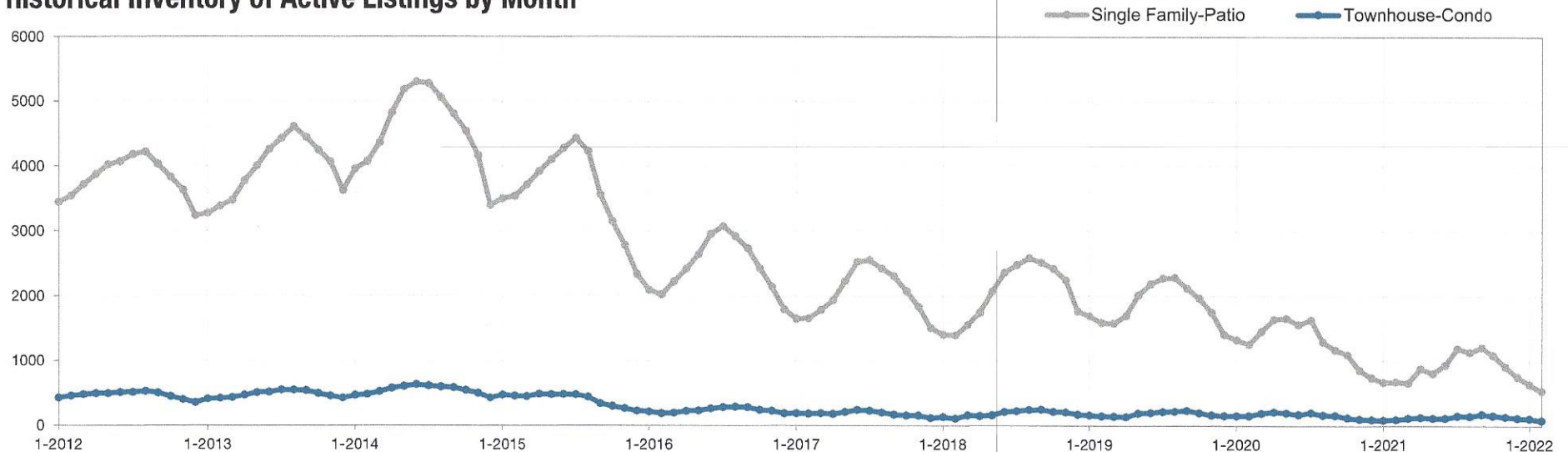
# Inventory of Active Listings

## February



Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	658	-54.7%	112	-41.4%
Apr-2021	880	-46.3%	126	-40.3%
May-2021	806	-51.3%	113	-41.1%
Jun-2021	936	-40.0%	113	-32.7%
Jul-2021	1,192	-26.9%	151	-23.0%
Aug-2021	1,135	-12.2%	146	-8.8%
Sep-2021	1,208	+3.3%	175	+12.2%
Oct-2021	1,089	-0.6%	152	+23.6%
Nov-2021	912	+6.3%	134	+34.0%
Dec-2021	753	+1.3%	118	+24.2%
Jan-2022	643	-4.3%	108	+27.1%
Feb-2022	538	-20.9%	80	-14.9%

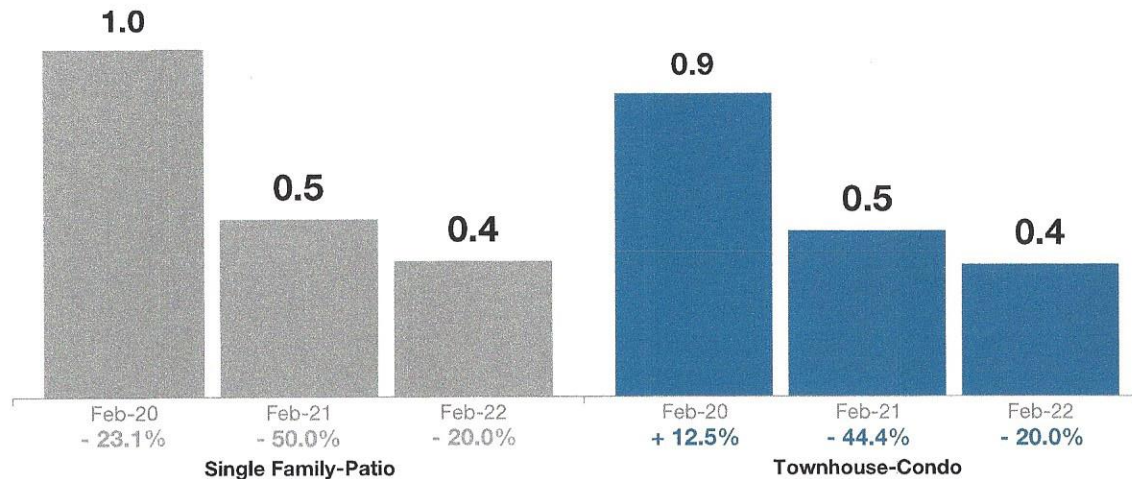
## Historical Inventory of Active Listings by Month





# Months Supply of Inventory

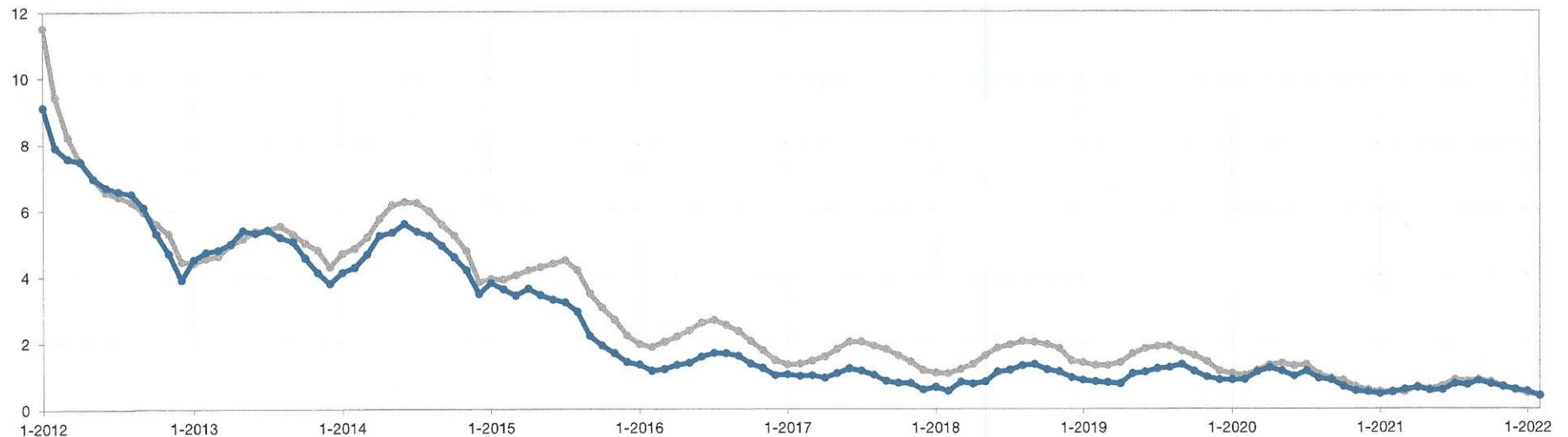
## February



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	0.5	-58.3%	0.6	-45.5%
Apr-2021	0.7	-46.2%	0.6	-50.0%
May-2021	0.6	-57.1%	0.5	-54.5%
Jun-2021	0.7	-46.2%	0.5	-50.0%
Jul-2021	0.9	-30.8%	0.7	-36.4%
Aug-2021	0.8	-20.0%	0.7	-22.2%
Sep-2021	0.9	0.0%	0.8	-11.1%
Oct-2021	0.8	0.0%	0.7	0.0%
Nov-2021	0.7	0.0%	0.6	+20.0%
Dec-2021	0.5	-16.7%	0.6	+20.0%
Jan-2022	0.5	0.0%	0.5	+25.0%
Feb-2022	0.4	-20.0%	0.4	-20.0%

## Historical Months Supply of Inventory by Month

Single Family-Patio Townhouse-Condo



# 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	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,316	1,165	- 11.5%	2,525	2,372	- 6.1%
Pending Sales (PEND, UC, UCSS, RGT)		1,248	1,264	+ 1.3%	2,468	2,533	+ 2.6%
Sold Listings		1,027	1,038	+ 1.1%	2,061	2,122	+ 3.0%
Median Sales Price		\$390,000	\$452,500	+ 16.0%	\$380,000	\$445,000	+ 17.1%
Average Sales Price		\$431,820	\$498,471	+ 15.4%	\$422,815	\$490,409	+ 16.0%
Pct. of List Price Received		102.3%	102.9%	+ 0.6%	101.9%	102.1%	+ 0.2%
Days on Market		18	12	- 33.3%	17	13	- 23.5%
Housing Affordability Index		97	80	- 17.5%	100	81	- 19.0%
Active Listings		774	618	- 20.2%	--	--	--
Months Supply of Inventory		0.5	0.4	- 20.0%	--	--	--

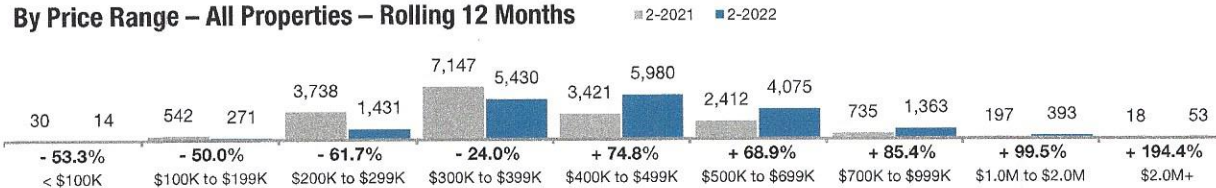


# Sold Listings

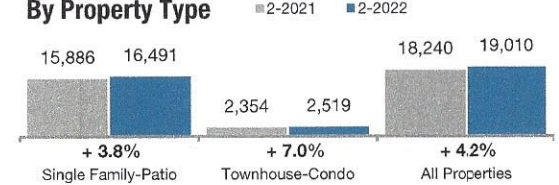
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

### Compared to Prior Month

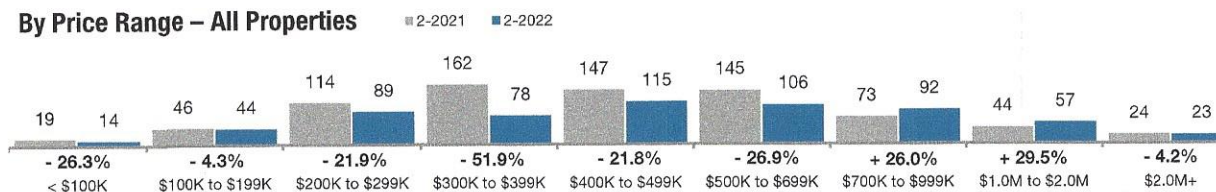
### Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	2-2021	2-2022	Change	2-2021	2-2022	Change	1-2022	2-2022	Change	1-2022	2-2022	Change	2-2021	2-2022	Change	2-2021	2-2022	Change
\$99,999 and Below	16	13	-18.8%	14	1	-92.9%	0	1	--	0	0	--	0	1	--	0	0	--
\$100,000 to \$199,999	178	91	-48.9%	364	180	-50.5%	6	6	0.0%	10	10	0.0%	17	12	-29.4%	33	20	-39.4%
\$200,000 to \$299,999	2,453	648	-73.6%	1,285	783	-39.1%	30	27	-10.0%	39	34	-12.8%	183	57	-68.9%	142	73	-48.6%
\$300,000 to \$399,999	6,611	4,297	-35.0%	536	1,133	+111.4%	213	156	-26.8%	64	70	+9.4%	686	369	-46.2%	100	134	+34.0%
\$400,000 to \$499,999	3,312	5,670	+71.2%	109	310	+184.4%	372	321	-13.7%	34	35	+2.9%	441	693	+57.1%	11	69	+527.3%
\$500,000 to \$699,999	2,379	3,991	+67.8%	33	84	+154.5%	216	253	+17.1%	5	2	-60.0%	330	469	+42.1%	5	7	+40.0%
\$700,000 to \$999,999	725	1,343	+85.2%	10	20	+100.0%	66	102	+54.5%	0	1	--	74	168	+127.0%	2	1	-50.0%
\$1,000,000 to \$1,999,999	195	391	+100.5%	2	2	0.0%	25	18	-28.0%	0	0	--	33	43	+30.3%	0	0	--
\$2,000,000 and Above	17	47	+176.5%	1	6	+500.0%	4	2	-50.0%	0	0	--	4	6	+50.0%	0	0	--
All Price Ranges	15,886	16,491	+3.8%	2,354	2,519	+7.0%	932	886	-4.9%	152	152	0.0%	1,768	1,818	+2.8%	293	304	+3.8%

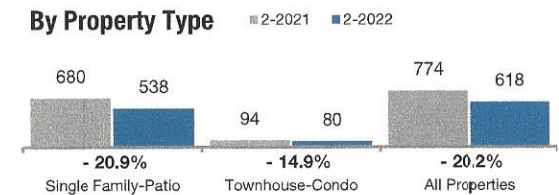
# Inventory of Active Listings

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

### Compared to Prior Month

### Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	2-2021	2-2022	Change	2-2021	2-2022	Change	1-2022	2-2022	Change	1-2022	2-2022	Change	2-2021	2-2022	Change	2-2021	2-2022	Change
\$99,999 and Below	16	11	-31.3%	3	3	0.0%	11	11	0.0%	3	3	0.0%						
\$100,000 to \$199,999	31	33	+6.5%	15	11	-26.7%	35	33	-5.7%	12	11	-8.3%						
\$200,000 to \$299,999	89	73	-18.0%	25	16	-36.0%	73	73	0.0%	17	16	-5.9%						
\$300,000 to \$399,999	150	60	-60.0%	12	18	+50.0%	81	60	-25.9%	24	18	-25.0%						
\$400,000 to \$499,999	131	94	-28.2%	16	21	+31.3%	125	94	-24.8%	32	21	-34.4%						
\$500,000 to \$699,999	132	103	-22.0%	13	3	-76.9%	140	103	-26.4%	9	3	-66.7%						
\$700,000 to \$999,999	64	85	+32.8%	9	7	-22.2%	91	85	-6.6%	11	7	-36.4%						
\$1,000,000 to \$1,999,999	43	56	+30.2%	1	1	0.0%	60	56	-6.7%	0	1	--						
\$2,000,000 and Above	24	23	-4.2%	0	0	--	27	23	-14.8%	0	0	--						
All Price Ranges	680	538	-20.9%	94	80	-14.9%	643	538	-16.3%	108	80	-25.9%						

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.