

Monthly Indicators

Activity for El Paso and Teller Counties Only



April 2022

Percent changes calculated using year-over-year comparisons.

New Listings were up 9.2 percent for single family-patio homes but decreased 0.5 percent for townhouse-condo properties. Pending Sales increased 14.2 percent for single family-patio homes and 11.6 percent for townhouse-condo properties.

The Median Sales Price was up 13.7 percent to \$486,000 for single family-patio homes and 21.0 percent to \$362,885 for townhouse-condo properties. Days on Market increased 10.0 percent for single family-patio homes and 60.0 percent for townhouse-condo properties.

Affordability challenges are limiting buying activity, and early signs suggest competition for homes may be cooling somewhat. Nationally, existing home sales are down 2.7% as of last measure, while pending sales dropped 1.2%, marking 5 straight months of under contract declines, according to the National Association of REALTORS®. Inventory remains low, with only 2 months supply at present, and home prices continue to rise, with the median existing home at \$373,500, a 15% increase from this time last year. Homes are still selling quickly, however, and multiple offers are common in many markets.

Activity Snapshot

+ 0.4%	+ 15.0%	+ 6.5%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings 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	4-2021	4-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,694	1,850	+ 9.2%	5,324	5,535	+ 4.0%
Pending Sales (PEND, UC, UCSS, RGT)		1,418	1,620	+ 14.2%	4,962	5,144	+ 3.7%
Sold Listings		1,353	1,342	- 0.8%	4,331	4,347	+ 0.4%
Median Sales Price		\$427,550	\$486,000	+ 13.7%	\$410,000	\$475,000	+ 15.9%
Average Sales Price		\$481,988	\$562,001	+ 16.6%	\$464,525	\$537,807	+ 15.8%
Pct. of List Price Received		104.2%	104.2%	0.0%	103.0%	103.3%	+ 0.3%
Days on Market		10	11	+ 10.0%	14	12	- 14.3%
Housing Affordability Index		91	63	- 30.8%	95	64	- 32.6%
Active Listings		881	974	+ 10.6%	--	--	--
Months Supply of Inventory		0.7	0.7	0.0%	--	--	--

Townhouse-Condo Market Overview

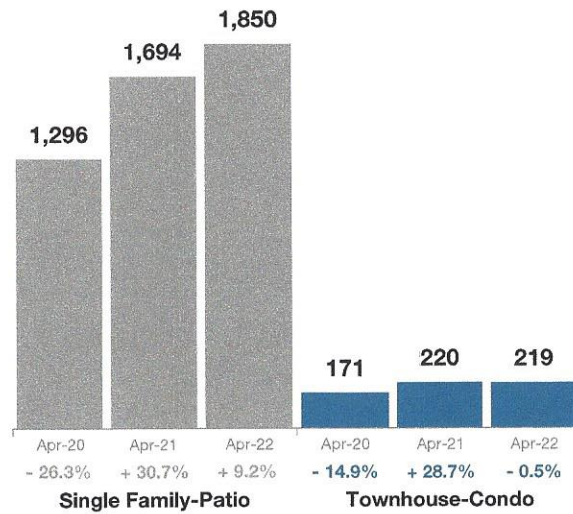


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

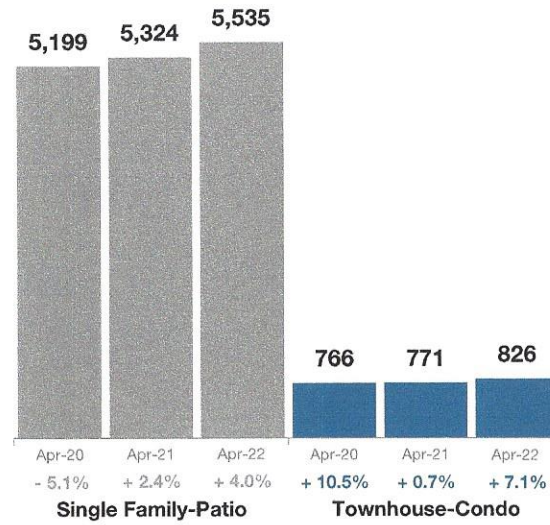
Key Metrics	Historical Sparkbars	4-2021	4-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		220	219	- 0.5%	771	826	+ 7.1%
Pending Sales (PEND, UC, UCSS, RGT)		198	221	+ 11.6%	714	822	+ 15.1%
Sold Listings		202	219	+ 8.4%	693	760	+ 9.7%
Median Sales Price		\$300,000	\$362,885	+ 21.0%	\$295,000	\$358,000	+ 21.4%
Average Sales Price		\$317,727	\$382,170	+ 20.3%	\$305,662	\$363,542	+ 18.9%
Pct. of List Price Received		104.0%	104.1%	+ 0.1%	102.8%	102.9%	+ 0.1%
Days on Market		10	16	+ 60.0%	9	16	+ 77.8%
Housing Affordability Index		130	84	- 35.4%	132	86	- 34.8%
Active Listings		126	98	- 22.2%	--	--	--
Months Supply of Inventory		0.6	0.5	- 16.7%	--	--	--

New Listings

April

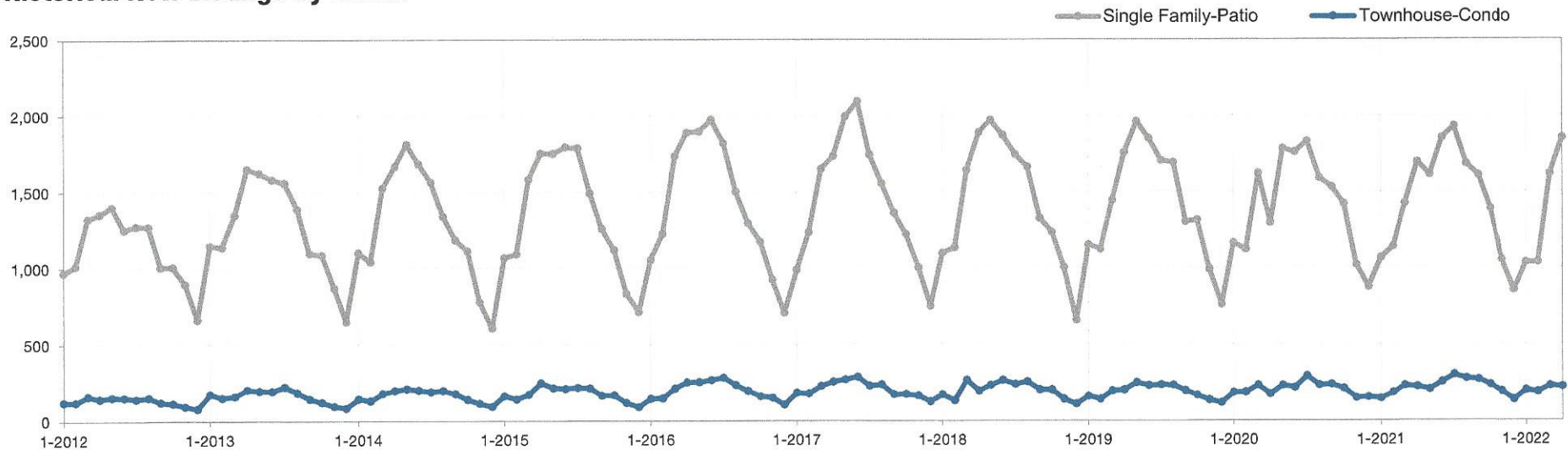


Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	1,611	-9.5%	203	-11.7%
Jun-2021	1,850	+5.2%	251	+16.7%
Jul-2021	1,926	+5.4%	297	+2.1%
Aug-2021	1,682	+5.9%	274	+19.1%
Sep-2021	1,606	+4.9%	266	+13.2%
Oct-2021	1,387	-2.3%	232	+11.0%
Nov-2021	1,051	+3.1%	188	+27.0%
Dec-2021	854	-2.5%	134	-11.8%
Jan-2022	1,033	-3.1%	196	+36.1%
Feb-2022	1,036	-9.2%	186	+2.8%
Mar-2022	1,616	+13.6%	225	-0.4%
Apr-2022	1,850	+9.2%	219	-0.5%

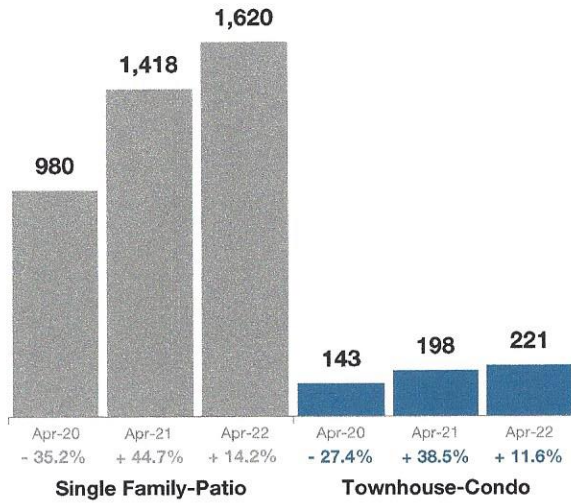
Historical New Listings by Month



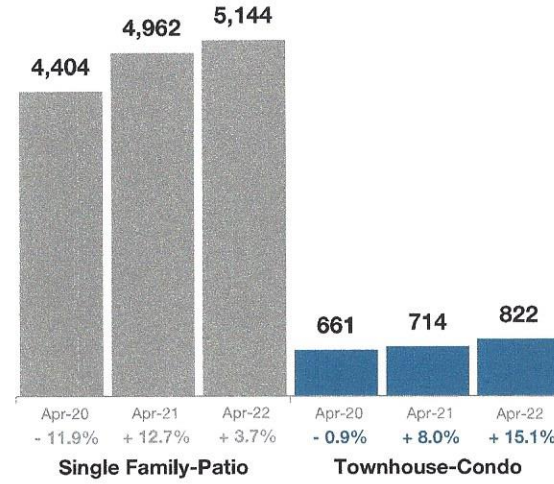
Pending Sales (PEND, UC, UCSS, RGT)



April

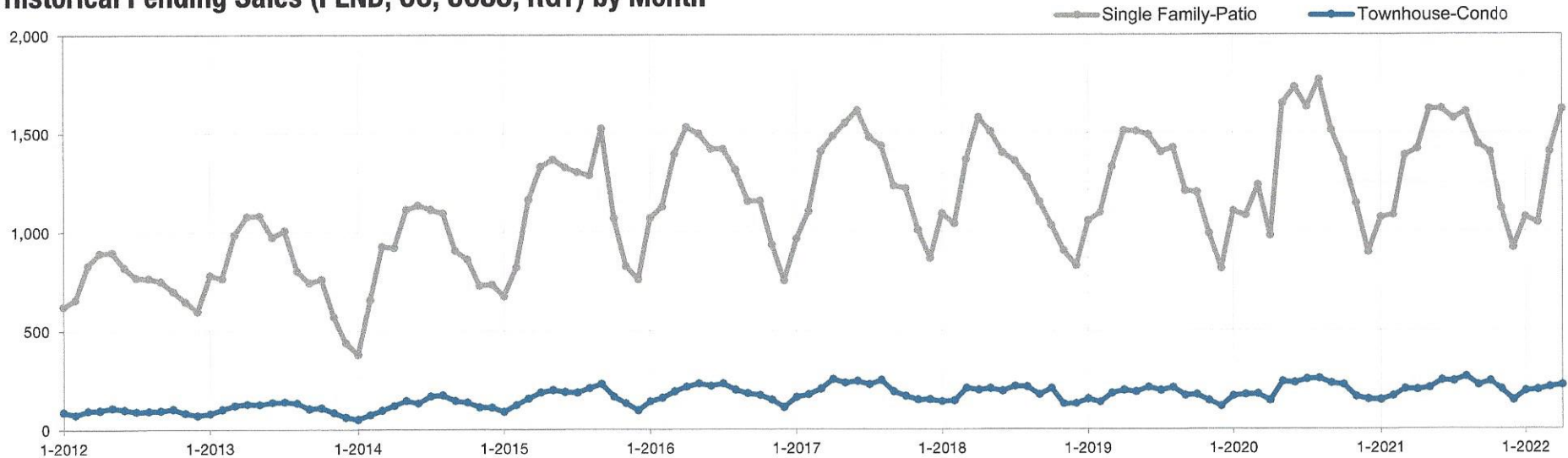


Year to Date



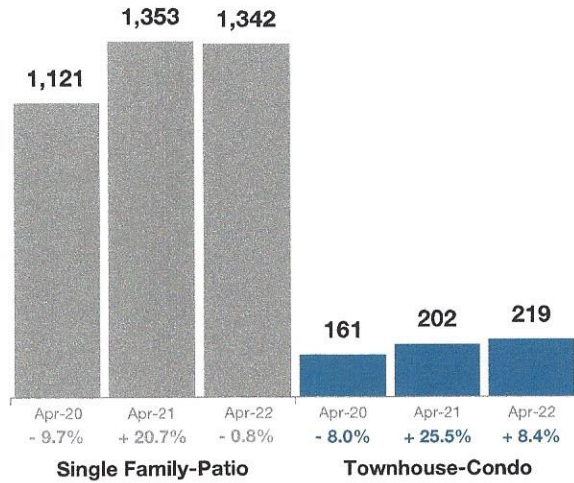
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	1,621	-1.7%	208	-13.0%
Jun-2021	1,622	-6.2%	245	+4.7%
Jul-2021	1,574	-3.6%	241	-4.4%
Aug-2021	1,606	-9.2%	264	+3.5%
Sep-2021	1,444	-4.6%	221	-4.7%
Oct-2021	1,401	+2.8%	241	+7.6%
Nov-2021	1,116	-2.4%	199	+21.3%
Dec-2021	919	+2.6%	145	-3.3%
Jan-2022	1,074	+0.1%	192	+29.7%
Feb-2022	1,045	-3.7%	197	+18.0%
Mar-2022	1,405	+1.4%	212	+5.5%
Apr-2022	1,620	+14.2%	221	+11.6%

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

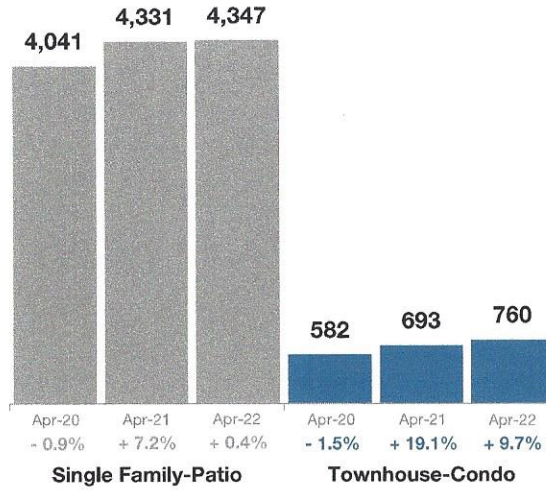


Sold Listings

April

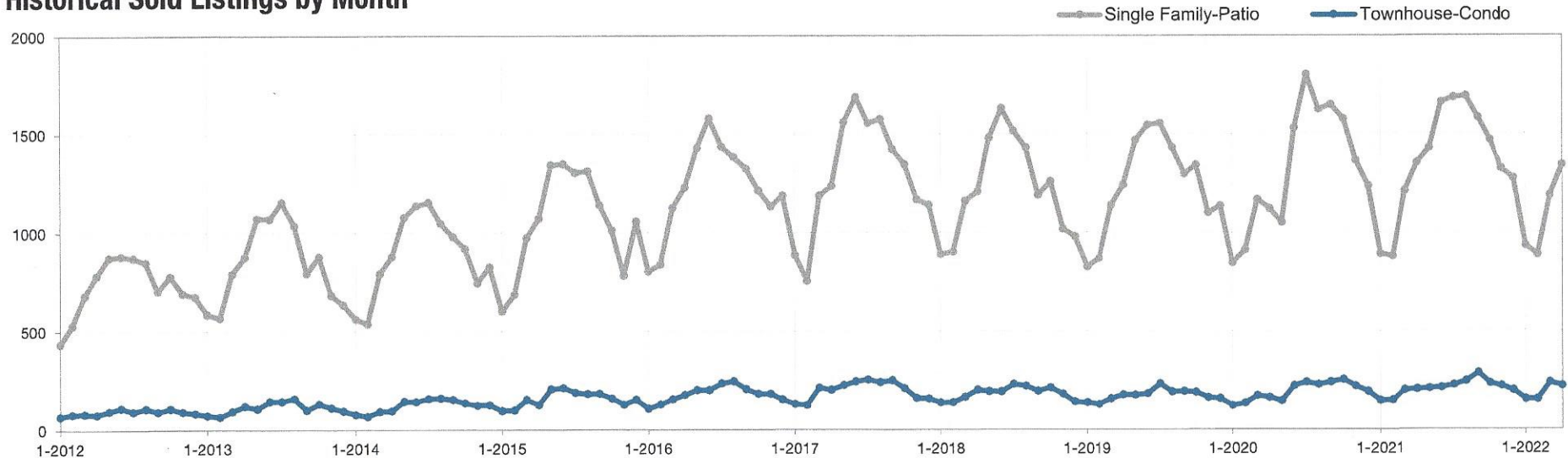


Year to Date



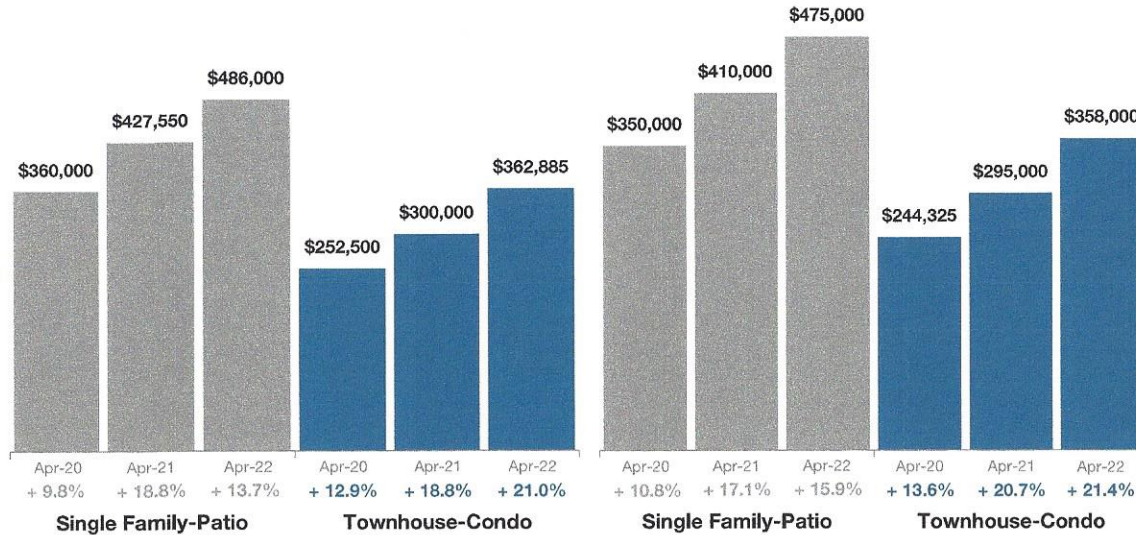
Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	1,428	+36.0%	206	+43.1%
Jun-2021	1,659	+8.4%	210	-5.0%
Jul-2021	1,684	-6.5%	223	-6.3%
Aug-2021	1,690	+4.1%	243	+7.5%
Sep-2021	1,582	-4.0%	285	+18.8%
Oct-2021	1,468	-6.9%	232	-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%
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%

Historical Sold Listings by Month

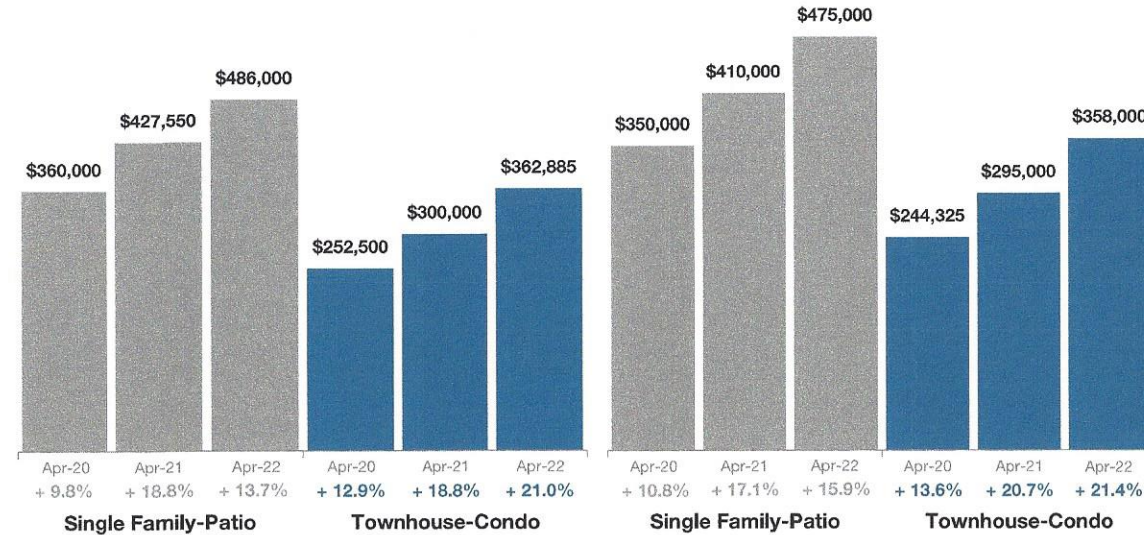


Median Sales Price

April

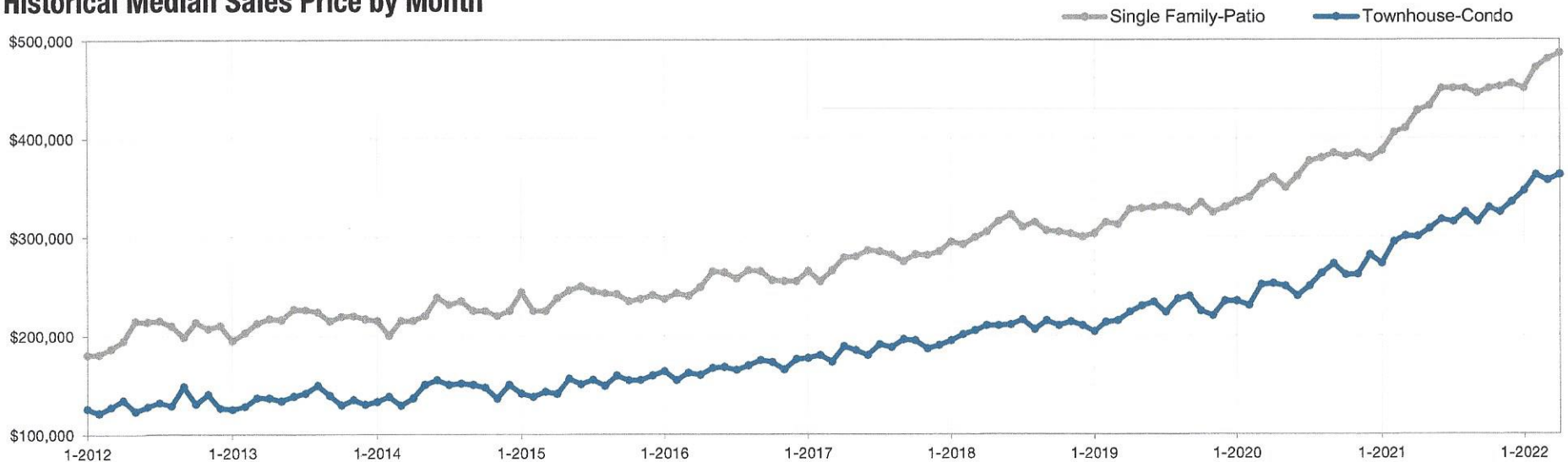


Year to Date



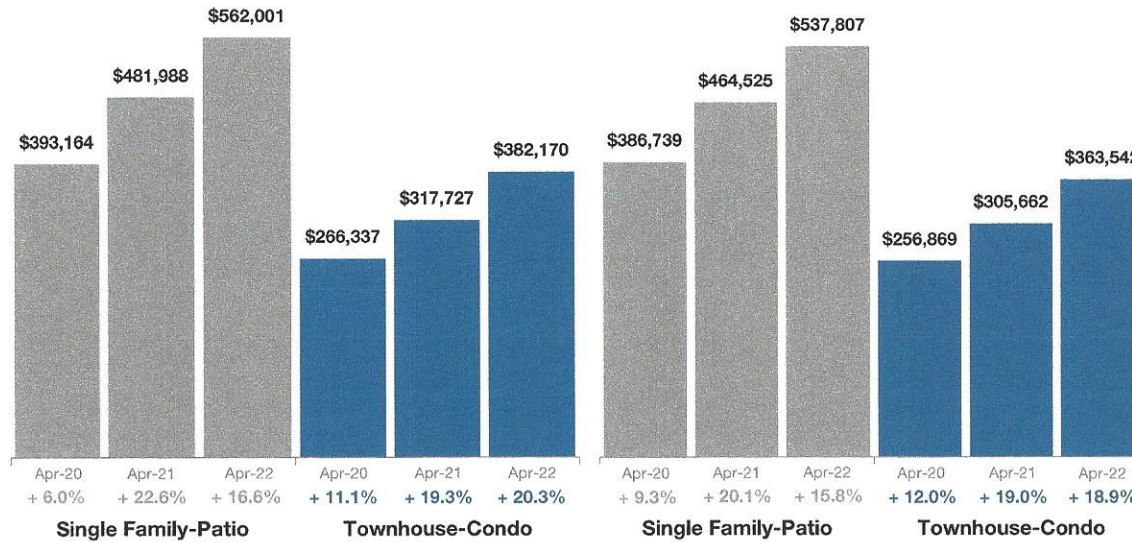
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	\$432,500	+23.6%	\$308,000	+23.2%
Jun-2021	\$450,000	+24.5%	\$317,433	+32.3%
Jul-2021	\$450,000	+19.4%	\$315,000	+26.0%
Aug-2021	\$450,000	+18.4%	\$325,000	+23.7%
Sep-2021	\$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%
Feb-2022	\$470,800	+16.1%	\$362,500	+22.9%
Mar-2022	\$480,000	+17.1%	\$357,000	+18.8%
Apr-2022	\$486,000	+13.7%	\$362,885	+21.0%

Historical Median Sales Price by Month

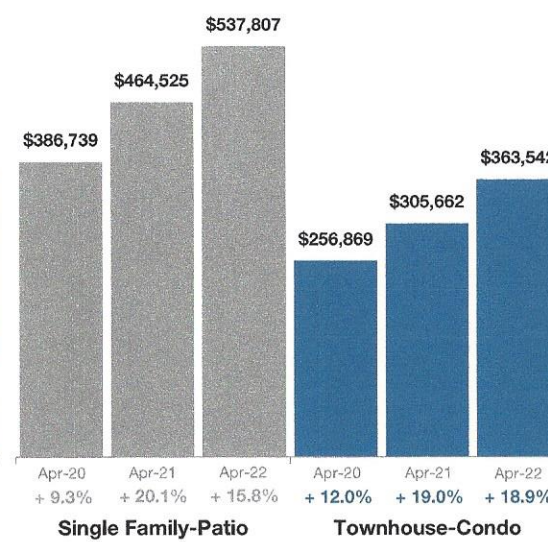


Average Sales Price

April

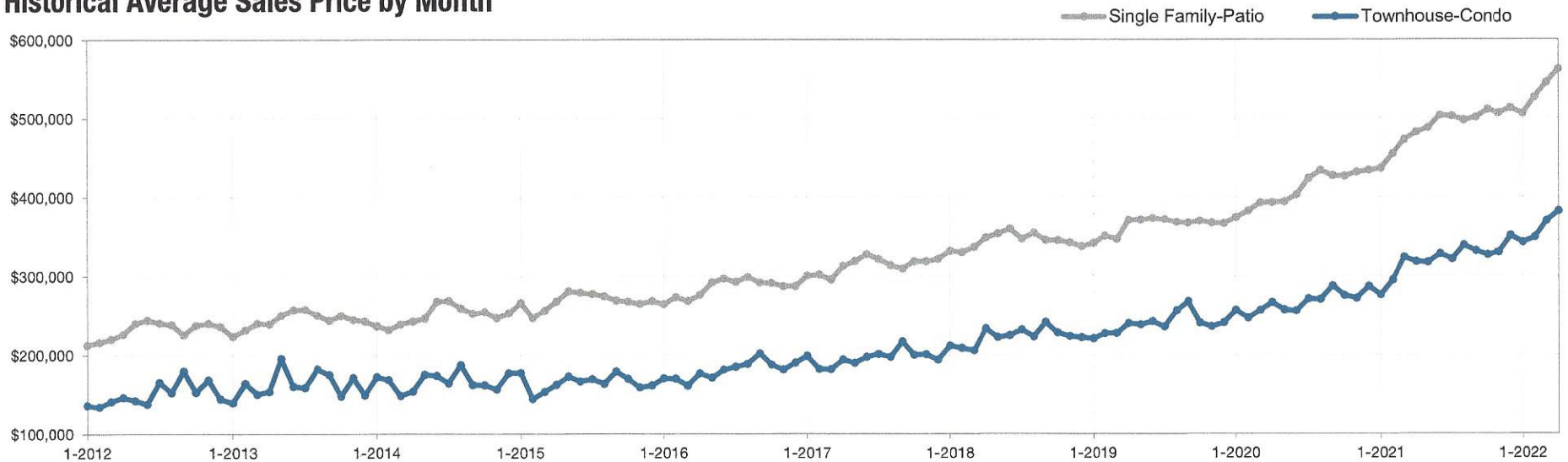


Year to Date



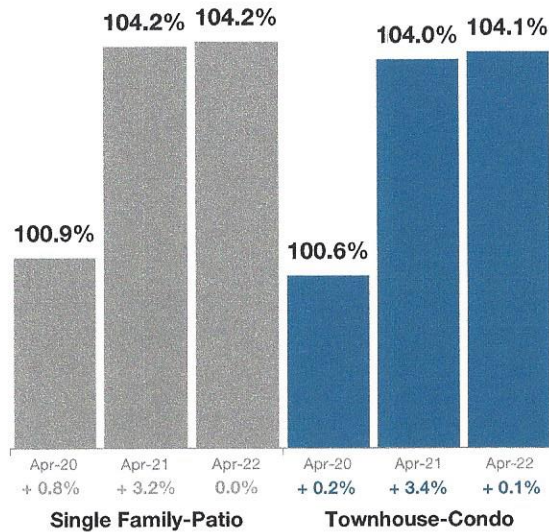
Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	\$487,402	+23.6%	\$316,924	+23.4%
Jun-2021	\$503,293	+24.9%	\$327,859	+28.3%
Jul-2021	\$502,118	+18.5%	\$321,007	+18.4%
Aug-2021	\$497,095	+14.6%	\$338,830	+25.4%
Sep-2021	\$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	\$512,583	+18.2%	\$350,839	+22.3%
Jan-2022	\$505,555	+15.9%	\$342,364	+24.1%
Feb-2022	\$526,119	+15.6%	\$348,698	+18.4%
Mar-2022	\$544,521	+15.2%	\$369,430	+14.2%
Apr-2022	\$562,001	+16.6%	\$382,170	+20.3%

Historical Average Sales Price by Month

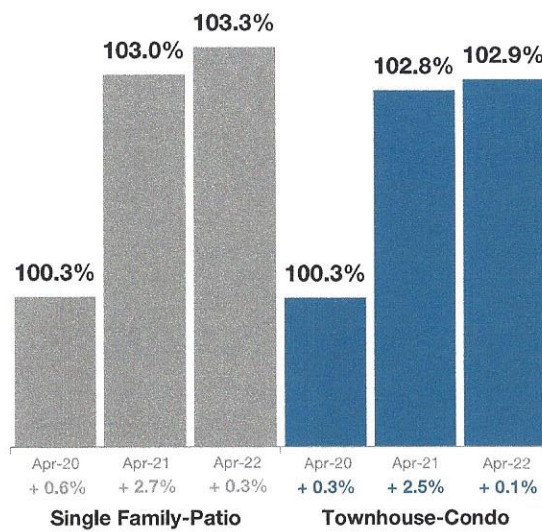


Percent of List Price Received

April

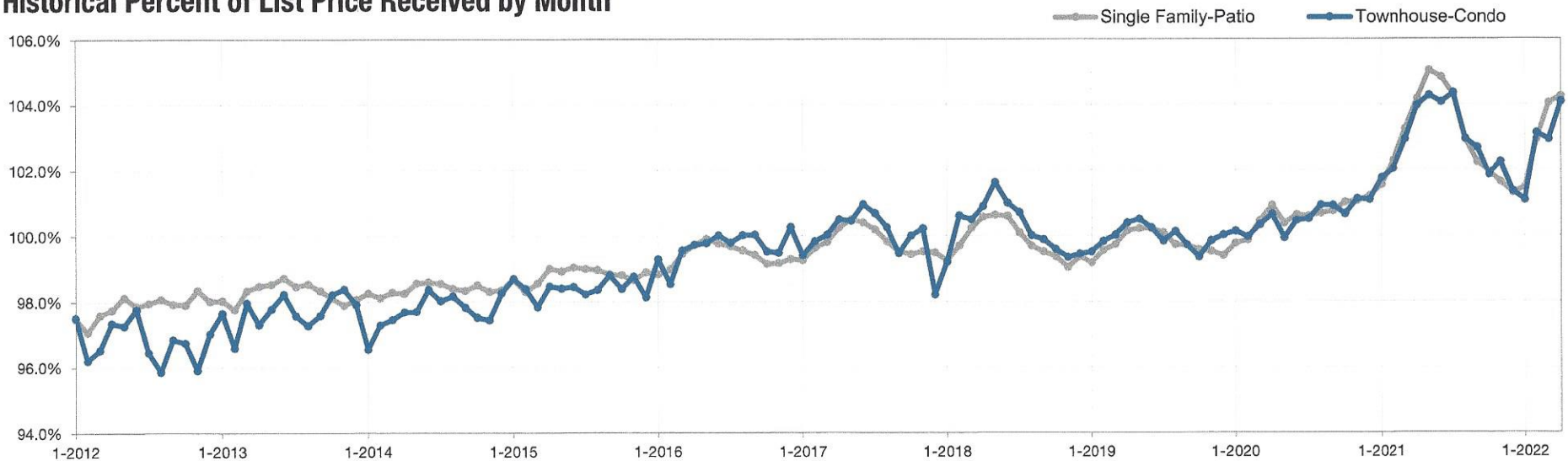


Year to Date



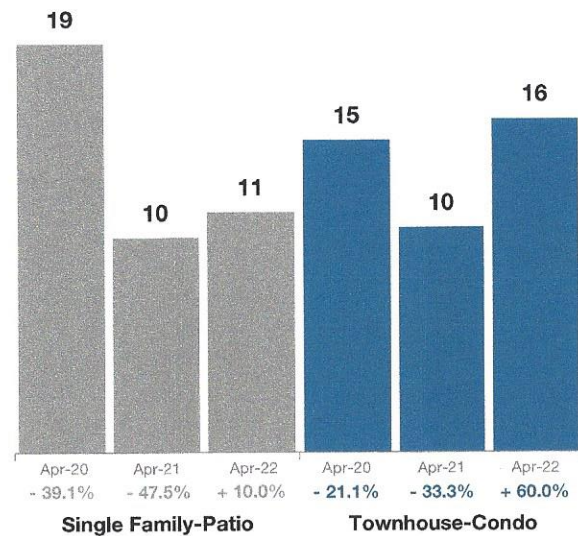
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	105.0%	+4.6%	104.3%	+4.4%
Jun-2021	104.8%	+4.2%	104.1%	+3.6%
Jul-2021	104.3%	+3.7%	104.3%	+3.8%
Aug-2021	102.9%	+2.2%	102.9%	+2.0%
Sep-2021	102.2%	+1.5%	102.7%	+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%
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%

Historical Percent of List Price Received by Month

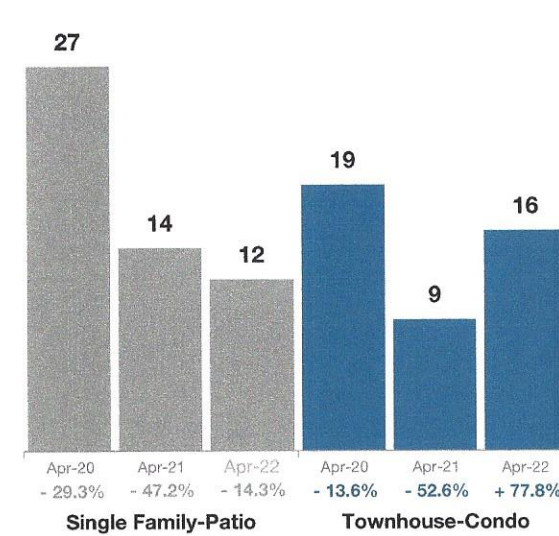


Days on Market Until Sale

April

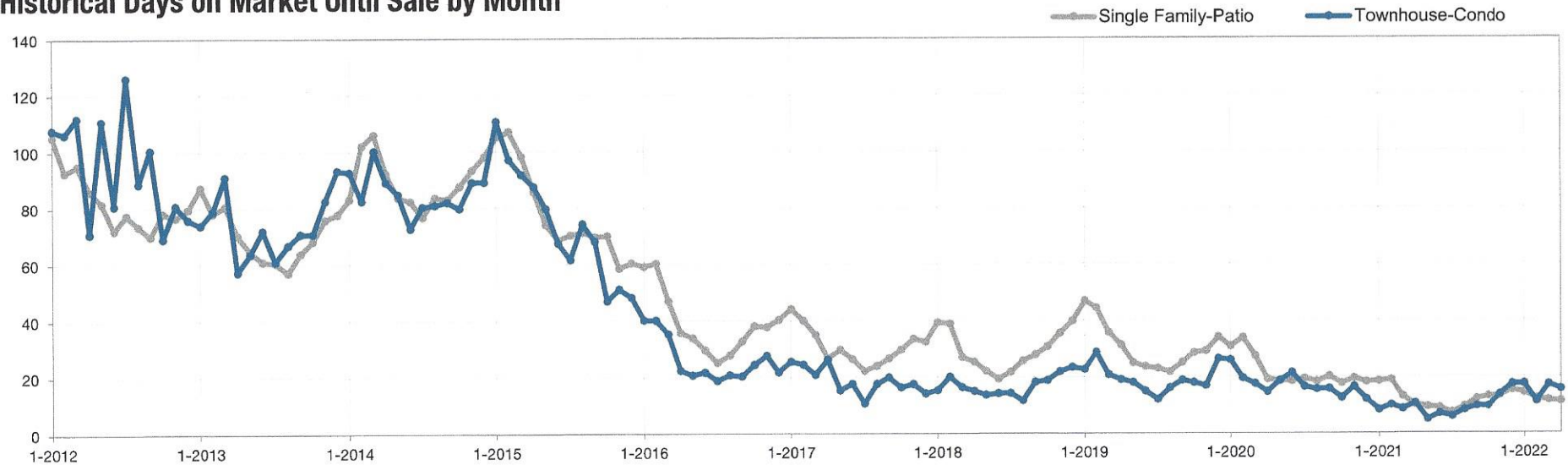


Year to Date



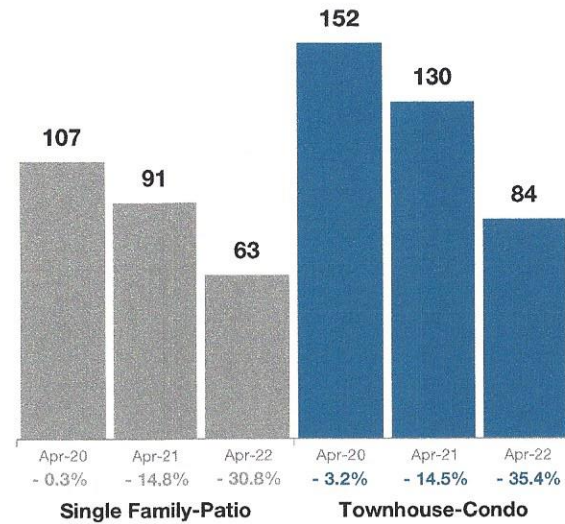
Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	9	-52.6%	5	-72.2%
Jun-2021	9	-50.0%	7	-66.7%
Jul-2021	7	-63.2%	6	-62.5%
Aug-2021	9	-50.0%	8	-46.7%
Sep-2021	12	-40.0%	9	-43.8%
Oct-2021	13	-27.8%	9	-25.0%
Nov-2021	13	-31.6%	14	-12.5%
Dec-2021	15	-16.7%	17	+41.7%
Jan-2022	14	-22.2%	17	+112.5%
Feb-2022	12	-36.8%	11	+10.0%
Mar-2022	12	-7.7%	17	+112.5%
Apr-2022	11	+10.0%	16	+60.0%

Historical Days on Market Until Sale by Month

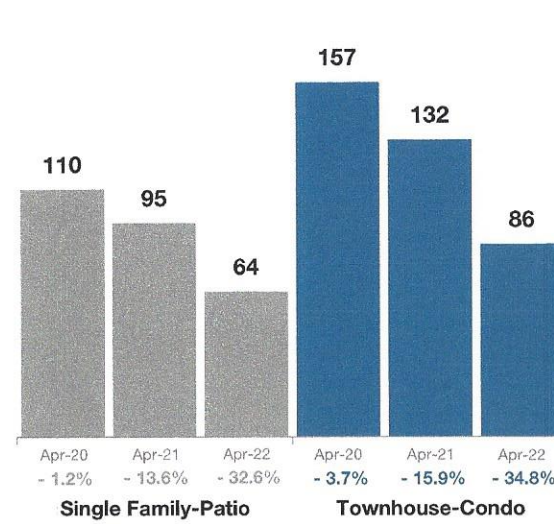


Housing Affordability Index

April

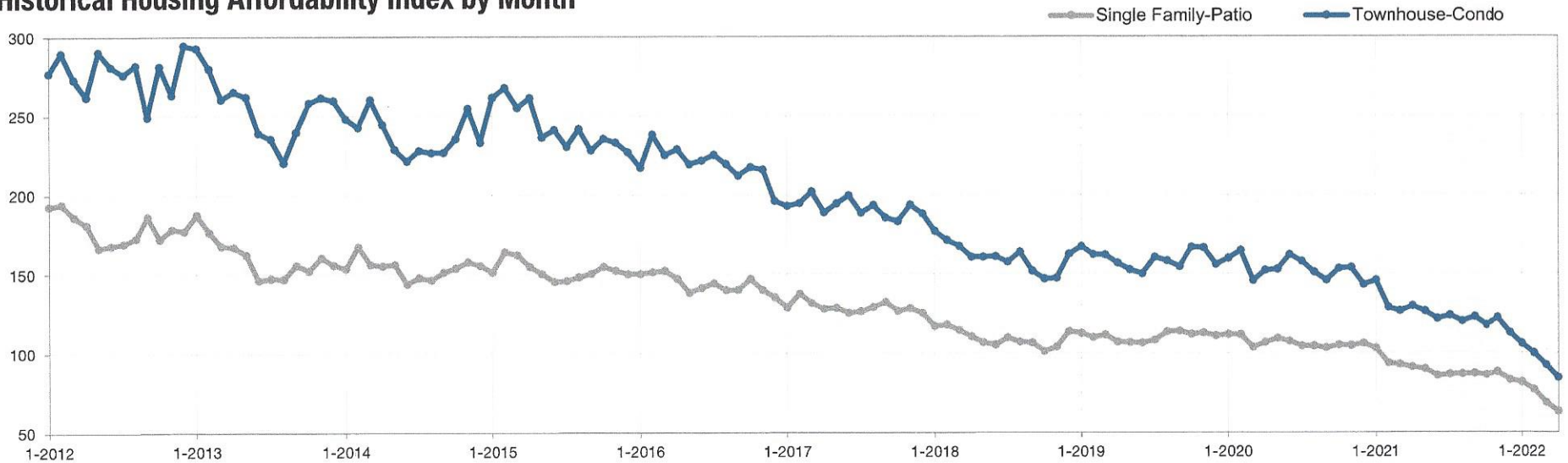


Year to Date



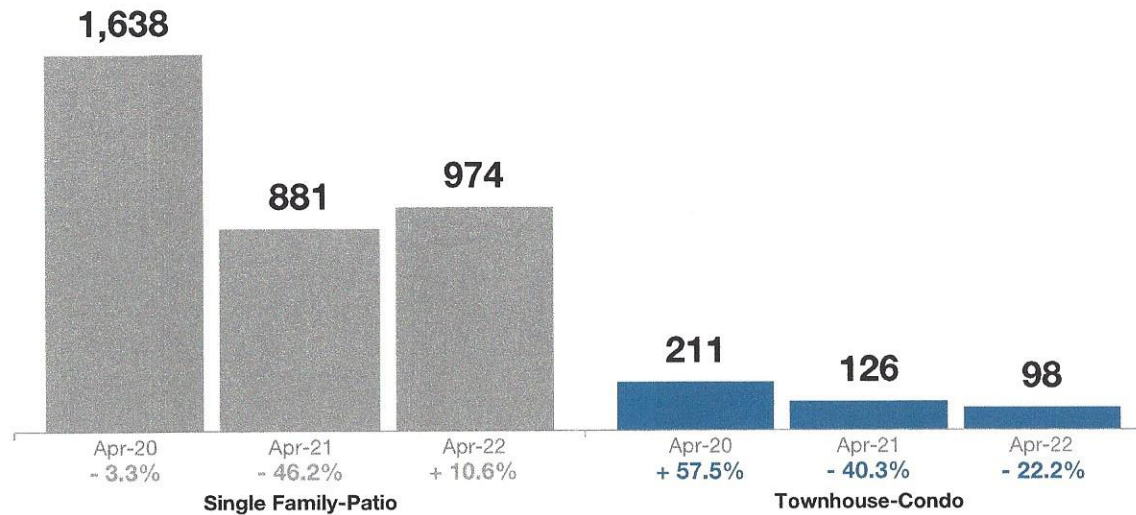
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	90	-17.4%	126	-17.6%
Jun-2021	86	-20.4%	122	-24.7%
Jul-2021	86	-18.1%	124	-21.5%
Aug-2021	87	-16.3%	120	-20.5%
Sep-2021	87	-15.5%	123	-15.8%
Oct-2021	86	-18.1%	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%
Mar-2022	69	-25.8%	92	-27.0%
Apr-2022	63	-30.8%	84	-35.4%

Historical Housing Affordability Index by Month



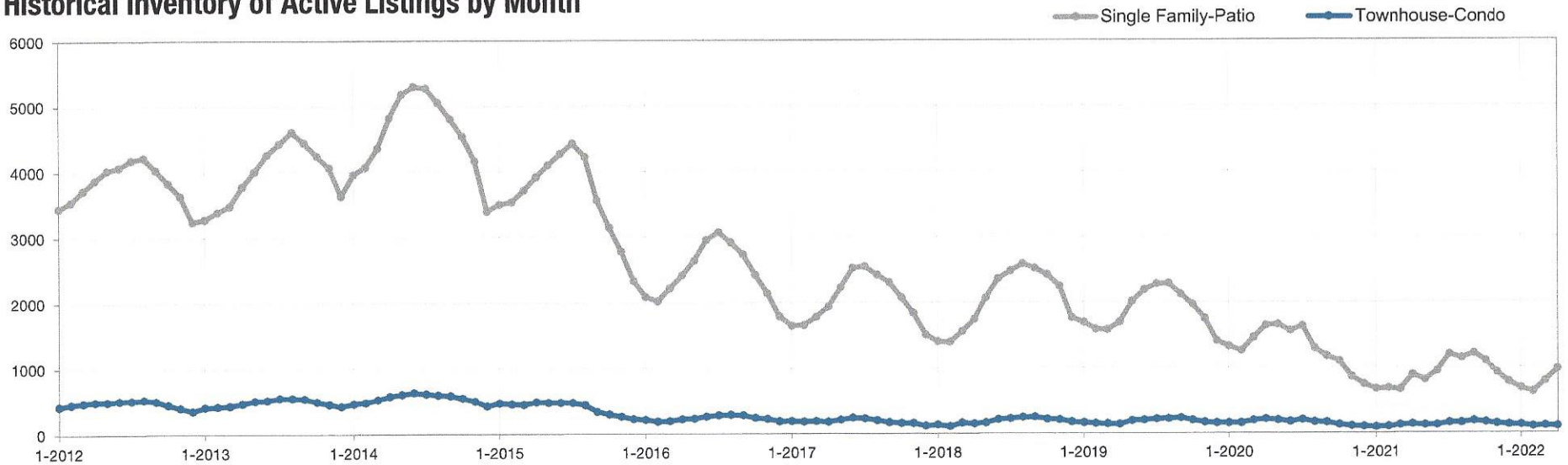
Inventory of Active Listings

April



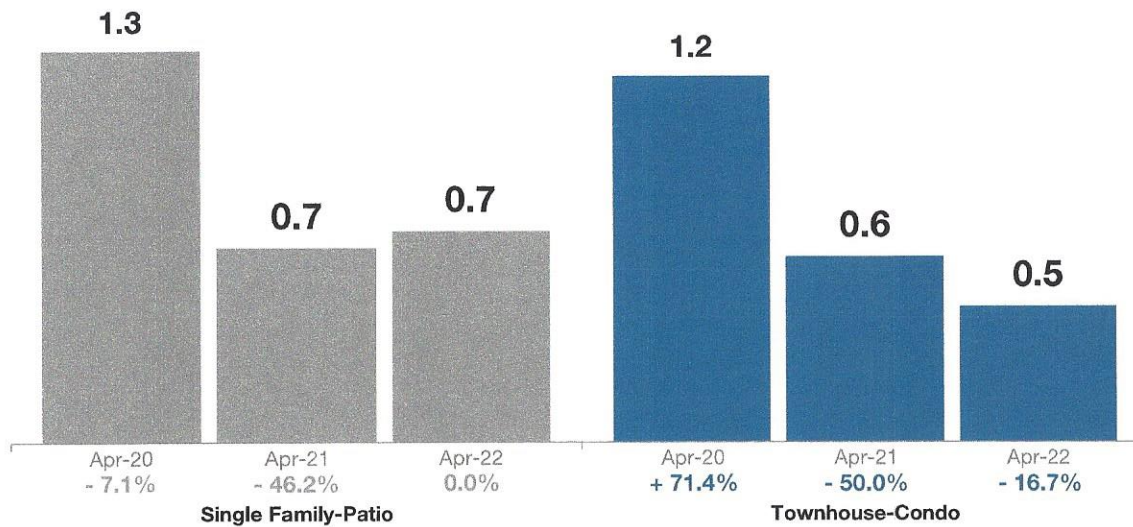
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	807	-51.2%	113	-41.1%
Jun-2021	939	-39.8%	113	-32.7%
Jul-2021	1,194	-26.7%	151	-23.0%
Aug-2021	1,138	-12.0%	148	-7.5%
Sep-2021	1,210	+3.5%	179	+14.7%
Oct-2021	1,096	0.0%	156	+26.8%
Nov-2021	923	+7.6%	139	+39.0%
Dec-2021	774	+4.2%	122	+28.4%
Jan-2022	677	+0.7%	116	+36.5%
Feb-2022	628	-7.8%	95	+1.1%
Mar-2022	789	+19.7%	104	-7.1%
Apr-2022	974	+10.6%	98	-22.2%

Historical Inventory of Active Listings by Month



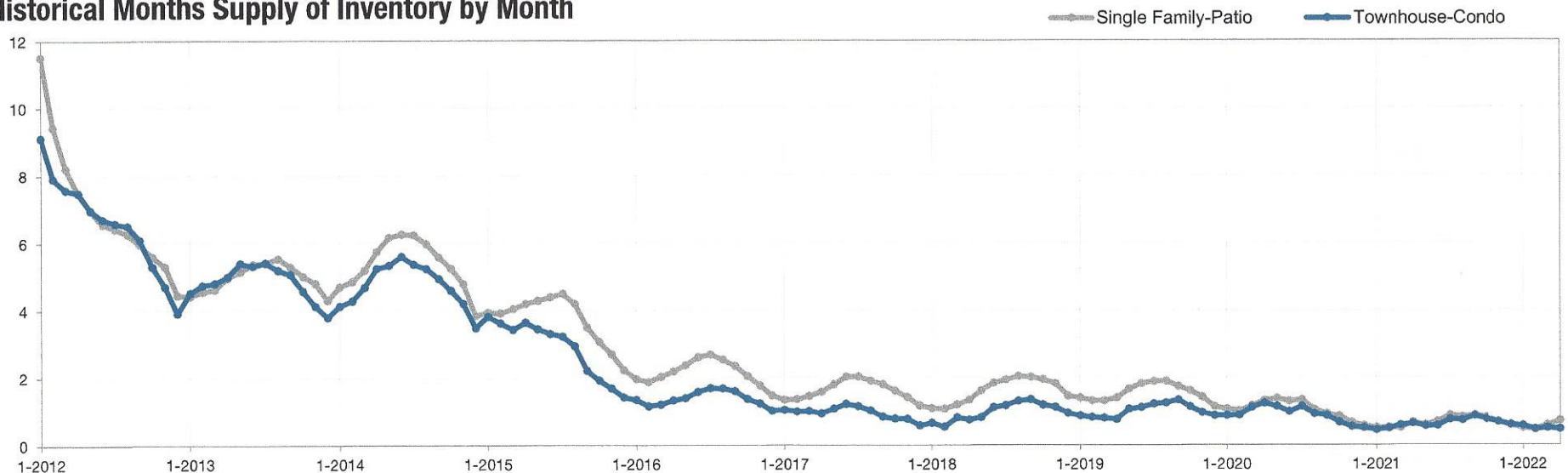
Months Supply of Inventory

April



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	0.9	0.0%
Oct-2021	0.8	0.0%	0.7	0.0%
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%	0.5	-16.7%
Apr-2022	0.7	0.0%	0.5	-16.7%

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.

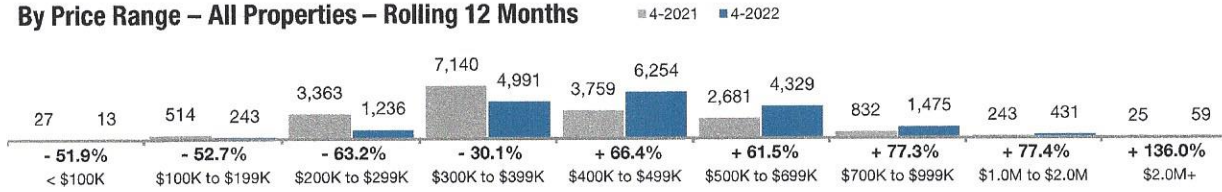
Key Metrics	Historical Sparkbars	4-2021	4-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,914	2,069	+ 8.1%	6,095	6,361	+ 4.4%
Pending Sales (PEND, UC, UCSS, RGT)		1,616	1,841	+ 13.9%	5,676	5,966	+ 5.1%
Sold Listings		1,555	1,561	+ 0.4%	5,024	5,107	+ 1.7%
Median Sales Price		\$413,224	\$475,252	+ 15.0%	\$396,000	\$458,000	+ 15.7%
Average Sales Price		\$460,650	\$536,756	+ 16.5%	\$442,607	\$511,868	+ 15.6%
Pct. of List Price Received		104.1%	104.2%	+ 0.1%	103.0%	103.3%	+ 0.3%
Days on Market		10	12	+ 20.0%	14	13	- 7.1%
Housing Affordability Index		94	64	- 31.9%	98	67	- 31.6%
Active Listings		1,007	1,072	+ 6.5%	--	--	--
Months Supply of Inventory		0.7	0.7	0.0%	--	--	--

Sold Listings

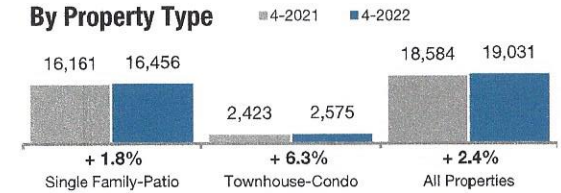
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

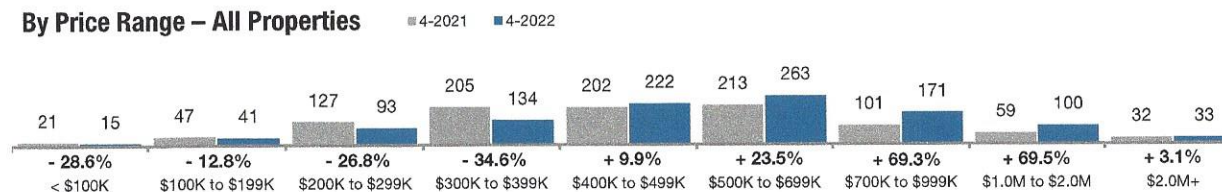
Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	4-2021	4-2022	Change	4-2021	4-2022	Change	3-2022	4-2022	Change	3-2022	4-2022	Change	4-2021	4-2022	Change	4-2021	4-2022	Change
\$99,999 and Below	16	11	-31.3%	11	2	-81.8%	0	1	--	1	0	-100.0%	2	1	-50.0%	0	1	--
\$100,000 to \$199,999	169	83	-50.9%	345	160	-53.6%	5	4	-20.0%	12	6	-50.0%	34	21	-38.2%	71	38	-46.5%
\$200,000 to \$299,999	2,122	531	-75.0%	1,241	705	-43.2%	23	27	+17.4%	36	38	+5.6%	350	107	-69.4%	294	147	-50.0%
\$300,000 to \$399,999	6,509	3,798	-41.7%	631	1,193	+89.1%	172	174	+1.2%	113	104	-8.0%	1,530	715	-53.3%	257	351	+36.6%
\$400,000 to \$499,999	3,632	5,869	+61.6%	127	385	+203.1%	466	506	+8.6%	56	47	-16.1%	1,215	1,665	+37.0%	39	172	+341.0%
\$500,000 to \$699,999	2,629	4,236	+61.1%	52	93	+78.8%	345	420	+21.7%	14	16	+14.3%	848	1,233	+45.4%	26	37	+42.3%
\$700,000 to \$999,999	820	1,448	+76.6%	12	27	+125.0%	133	147	+10.5%	4	5	+25.0%	250	449	+79.6%	4	10	+150.0%
\$1,000,000 to \$1,999,999	241	426	+76.8%	2	5	+150.0%	38	55	+44.7%	1	3	+200.0%	91	136	+49.5%	1	4	+300.0%
\$2,000,000 and Above	23	54	+134.8%	2	5	+150.0%	5	8	+60.0%	0	0	--	11	20	+81.8%	1	0	-100.0%
All Price Ranges	16,161	16,456	+1.8%	2,423	2,575	+6.3%	1,187	1,342	+13.1%	237	219	-7.6%	4,331	4,347	+0.4%	693	760	+9.7%

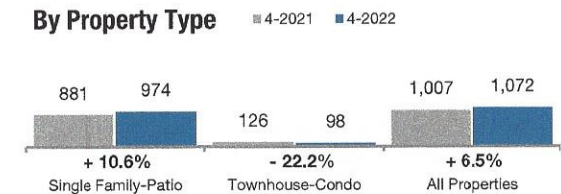
Inventory of Active Listings

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		
	4-2021	4-2022	Change	4-2021	4-2022	Change	3-2022	4-2022	Change	3-2022	4-2022	Change	4-2021	4-2022	Change	4-2021	4-2022	Change
\$99,999 and Below	18	12	-33.3%	3	3	0.0%	11	12	+9.1%	3	3	0.0%						
\$100,000 to \$199,999	34	32	-5.9%	13	9	-30.8%	34	32	-5.9%	11	9	-18.2%						
\$200,000 to \$299,999	94	73	-22.3%	33	20	-39.4%	75	73	-2.7%	24	20	-16.7%						
\$300,000 to \$399,999	174	114	-34.5%	31	20	-35.5%	112	114	+1.8%	25	20	-20.0%						
\$400,000 to \$499,999	181	191	+5.5%	21	31	+47.6%	176	191	+8.5%	26	31	+19.2%						
\$500,000 to \$699,999	199	255	+28.1%	14	8	-42.9%	156	255	+63.5%	8	8	0.0%						
\$700,000 to \$999,999	91	165	+81.3%	10	6	-40.0%	122	165	+35.2%	7	6	-14.3%						
\$1,000,000 to \$1,999,999	59	99	+67.8%	0	1	--	78	99	+26.9%	0	1	--						
\$2,000,000 and Above	31	33	+6.5%	1	0	-100.0%	25	33	+32.0%	0	0	--						
All Price Ranges	881	974	+10.6%	126	98	-22.2%	789	974	+23.4%	104	98	-5.8%						

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®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	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.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	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.
Inventory of Active Listings	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.
Months Supply of Inventory	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.