

Monthly Indicators

Activity for El Paso and Teller Counties Only



April 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 32.9 percent for single family-patio homes and 17.4 percent for townhouse-condo properties. Pending Sales decreased 20.8 percent for single family-patio homes and 16.6 percent for townhouse-condo properties.

The Median Sales Price was down 4.1 percent to \$465,000 for single family-patio homes and 6.0 percent to \$341,250 for townhouse-condo properties. Days on Market increased 245.5 percent for single family-patio homes and 75.0 percent for townhouse-condo properties.

Housing inventory remains tight nationwide, with only 980,000 units available for sale heading into April, a 5.4% increase from one year earlier, although the number of homes for sale is down compared to the same period in 2019, prior to the pandemic. The lack of existing inventory continues to impact home sales, and with only 2.6 months' supply of homes at last measure, competition for available properties remains strong, especially in certain price categories, with multiple offers occurring on about a third of properties, according to NAR.

Activity Snapshot

- 31.5%	- 5.3%	+ 31.7%
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.

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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	4-2022	4-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		1,893	1,271	- 32.9%	5,627	4,045	- 28.1%
Pending Sales (PEND, UC, UCSS, RGT)		1,535	1,215	- 20.8%	5,037	3,946	- 21.7%
Sold Listings		1,342	945	- 29.6%	4,346	3,184	- 26.7%
Median Sales Price		\$485,033	\$465,000	- 4.1%	\$475,000	\$459,463	- 3.3%
Average Sales Price		\$561,915	\$527,532	- 6.1%	\$537,832	\$522,878	- 2.8%
Pct. of List Price Received		104.2%	99.7%	- 4.3%	103.3%	99.1%	- 4.1%
Days on Market		11	38	+ 245.5%	12	46	+ 283.3%
Housing Affordability Index		63	62	- 1.6%	64	63	- 1.6%
Active Listings		1,134	1,425	+ 25.7%	--	--	--
Months Supply of Inventory		0.8	1.4	+ 75.0%	--	--	--

Townhouse-Condo Market Overview

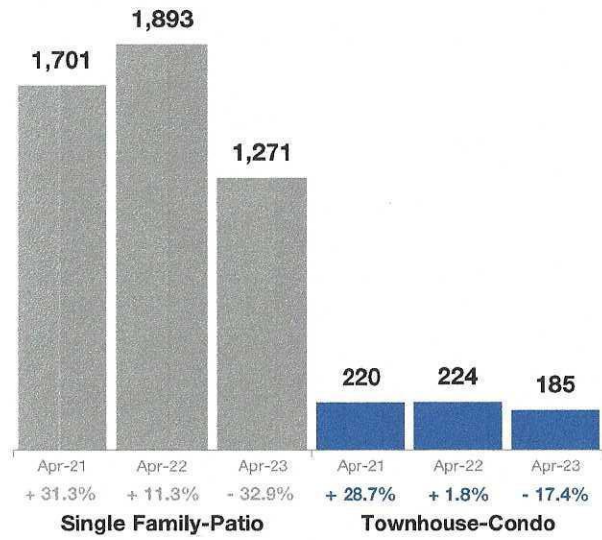


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

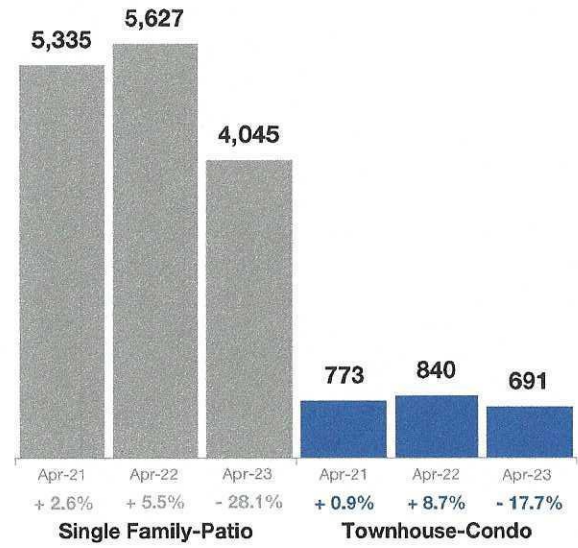
Key Metrics	Historical Sparkbars	4-2022	4-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		224	185	- 17.4%	840	691	- 17.7%
Pending Sales (PEND, UC, UCSS, RGT)		211	176	- 16.6%	813	591	- 27.3%
Sold Listings		219	124	- 43.4%	761	447	- 41.3%
Median Sales Price		\$362,885	\$341,250	- 6.0%	\$358,000	\$339,000	- 5.3%
Average Sales Price		\$382,088	\$352,455	- 7.8%	\$363,448	\$348,708	- 4.1%
Pct. of List Price Received		104.1%	99.4%	- 4.5%	102.9%	99.3%	- 3.5%
Days on Market		16	28	+ 75.0%	16	33	+ 106.3%
Housing Affordability Index		84	84	0.0%	86	85	- 1.2%
Active Listings		127	236	+ 85.8%	--	--	--
Months Supply of Inventory		0.6	1.5	+ 150.0%	--	--	--

New Listings

April

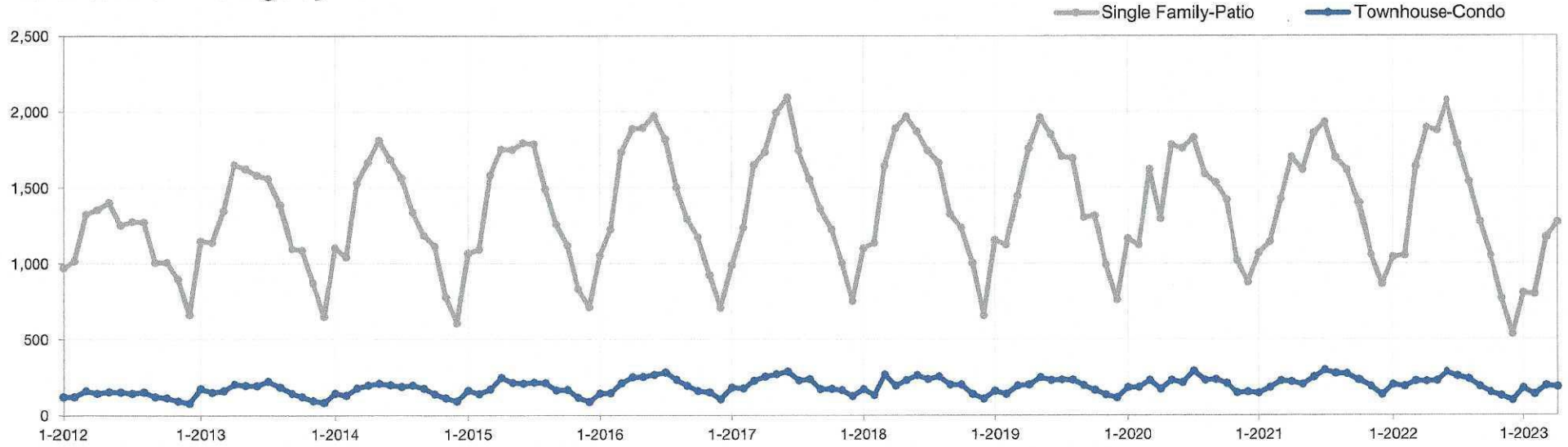


Year to Date



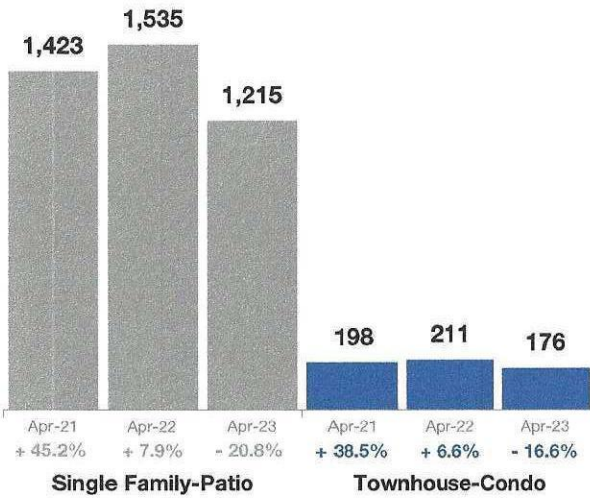
New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	1,877	+16.2%	226	+11.3%
Jun-2022	2,074	+11.7%	285	+13.5%
Jul-2022	1,789	-7.3%	258	-13.1%
Aug-2022	1,540	-9.3%	238	-13.5%
Sep-2022	1,277	-20.9%	188	-30.6%
Oct-2022	1,051	-25.0%	150	-35.3%
Nov-2022	770	-27.1%	127	-32.4%
Dec-2022	533	-38.3%	97	-28.1%
Jan-2023	805	-22.7%	176	-12.4%
Feb-2023	798	-24.2%	137	-27.9%
Mar-2023	1,171	-28.6%	193	-14.2%
Apr-2023	1,271	-32.9%	185	-17.4%

Historical New Listings by Month

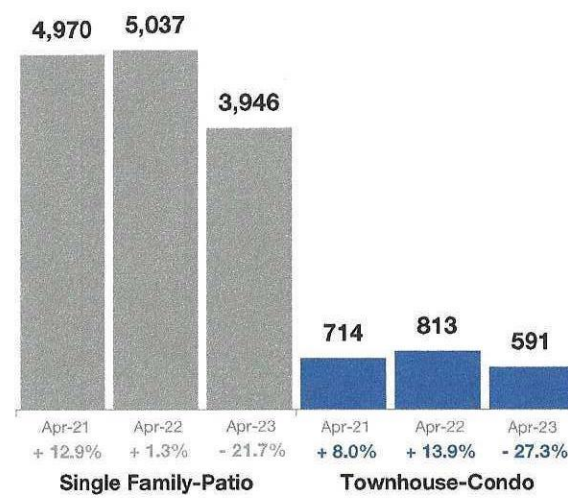


Pending Sales (PEND, UC, UCSS, RGT)

April

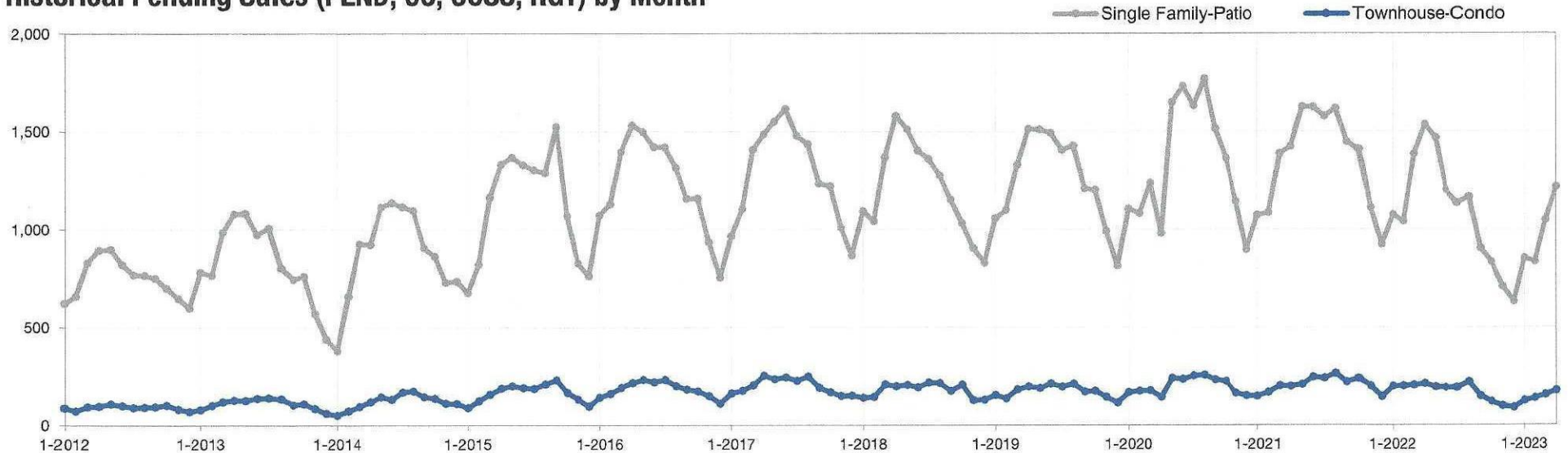


Year to Date



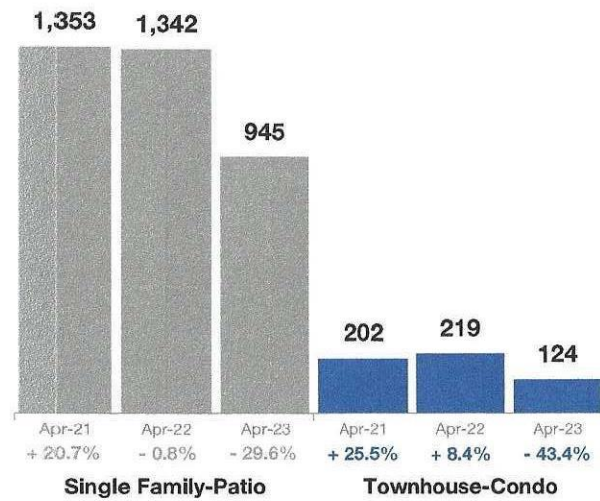
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	1,467	-9.8%	194	-6.7%
Jun-2022	1,202	-26.0%	191	-22.0%
Jul-2022	1,135	-28.1%	192	-20.0%
Aug-2022	1,166	-27.9%	220	-16.7%
Sep-2022	903	-37.6%	147	-32.9%
Oct-2022	831	-41.1%	120	-49.6%
Nov-2022	706	-36.5%	97	-51.3%
Dec-2022	631	-31.6%	89	-38.6%
Jan-2023	851	-20.8%	124	-37.4%
Feb-2023	833	-20.1%	137	-31.5%
Mar-2023	1,047	-24.4%	154	-24.5%
Apr-2023	1,215	-20.8%	176	-16.6%

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

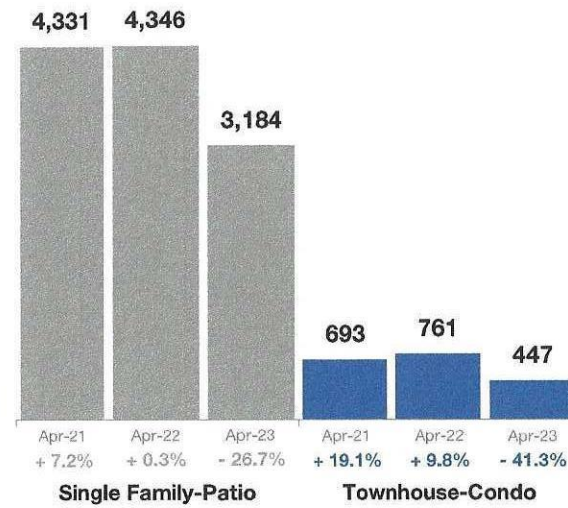


Sold Listings

April

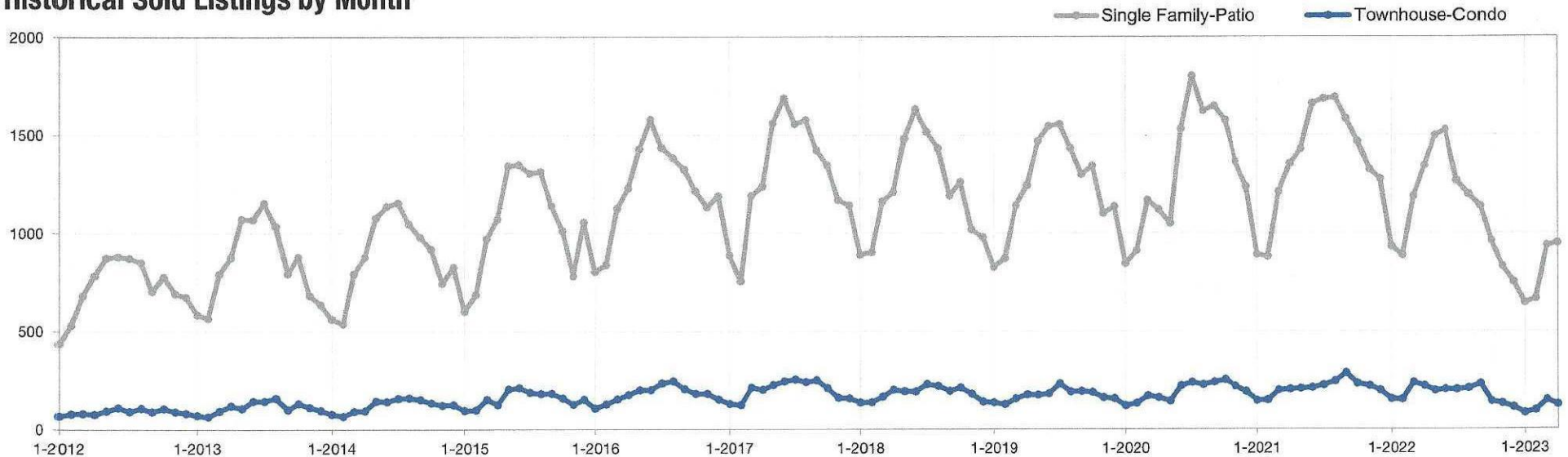


Year to Date



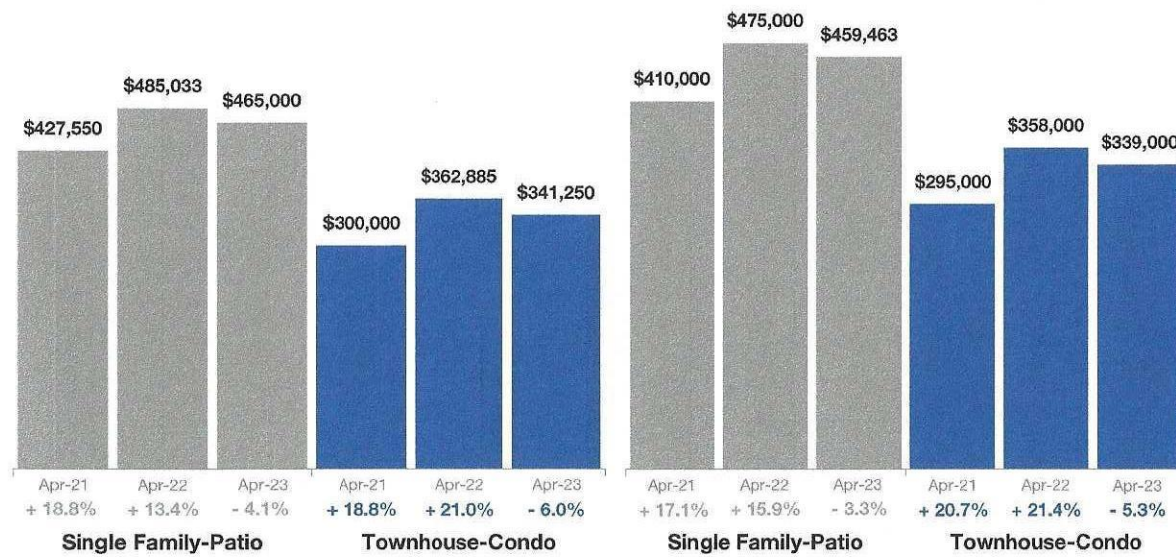
Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	1,496	+4.8%	195	-5.3%
Jun-2022	1,526	-8.0%	202	-3.8%
Jul-2022	1,266	-24.8%	201	-9.9%
Aug-2022	1,196	-29.2%	207	-14.8%
Sep-2022	1,137	-28.1%	230	-19.3%
Oct-2022	959	-34.7%	141	-39.2%
Nov-2022	829	-37.3%	130	-40.6%
Dec-2022	750	-41.2%	110	-44.2%
Jan-2023	643	-30.9%	81	-47.1%
Feb-2023	663	-25.2%	94	-38.2%
Mar-2023	933	-21.4%	148	-37.6%
Apr-2023	945	-29.6%	124	-43.4%

Historical Sold Listings by Month

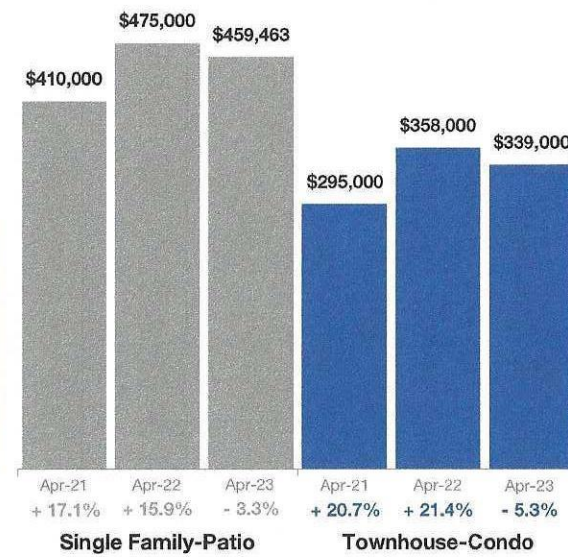


Median Sales Price

April

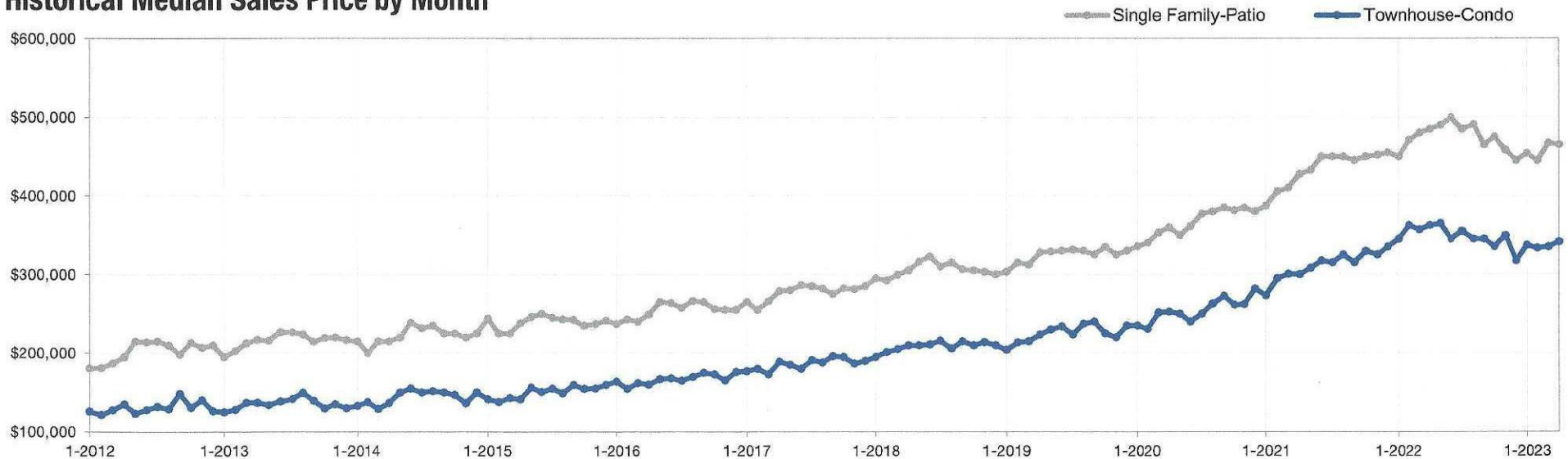


Year to Date



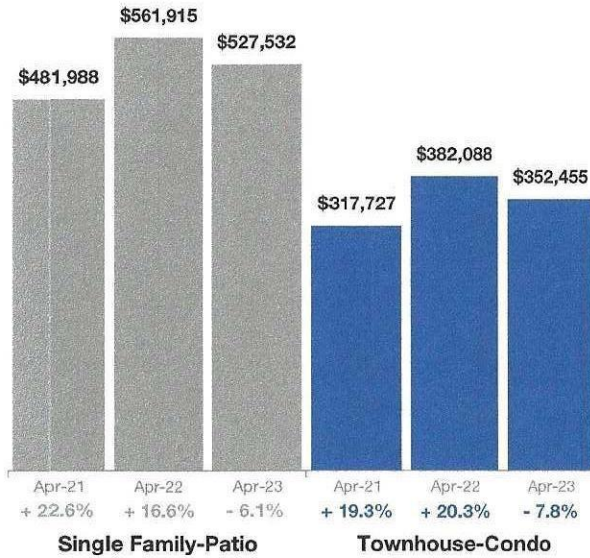
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	\$490,000	+13.3%	\$365,000	+18.5%
Jun-2022	\$500,000	+11.1%	\$345,000	+8.7%
Jul-2022	\$485,000	+7.8%	\$355,000	+12.7%
Aug-2022	\$490,500	+9.0%	\$345,000	+6.2%
Sep-2022	\$465,000	+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%
Dec-2022	\$445,000	-2.2%	\$317,500	-5.2%
Jan-2023	\$454,000	+0.9%	\$337,000	-2.3%
Feb-2023	\$445,000	-5.5%	\$333,250	-8.1%
Mar-2023	\$467,000	-2.7%	\$335,000	-6.2%
Apr-2023	\$465,000	-4.1%	\$341,250	-6.0%

Historical Median Sales Price by Month

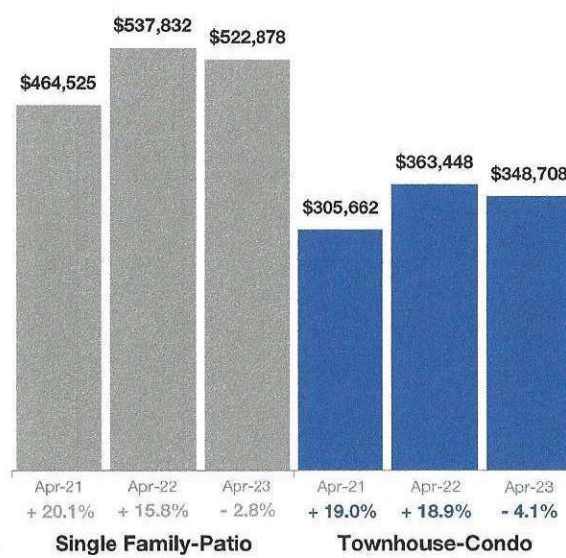


Average Sales Price

April

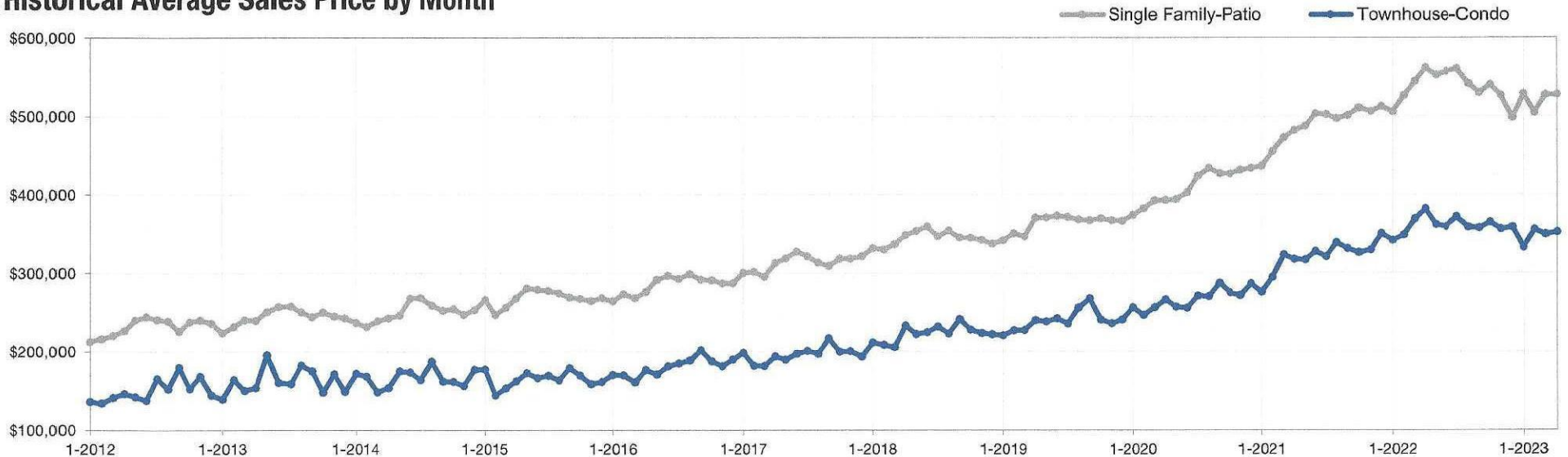


Year to Date



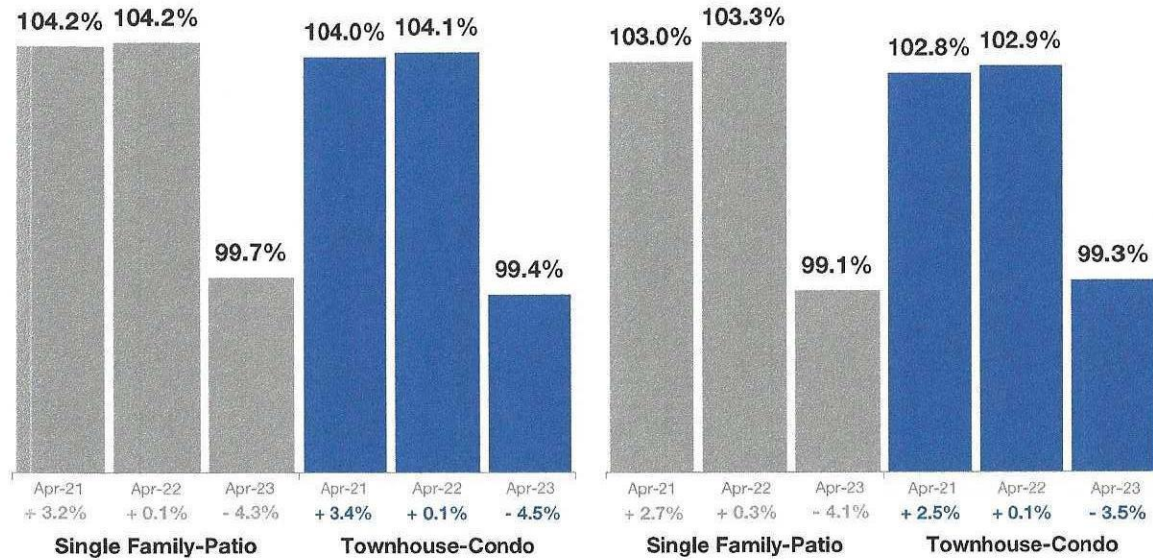
Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	\$552,284	+13.3%	\$361,927	+14.2%
Jun-2022	\$557,165	+10.7%	\$359,470	+9.6%
Jul-2022	\$560,658	+11.7%	\$372,264	+16.0%
Aug-2022	\$541,670	+9.0%	\$358,842	+5.9%
Sep-2022	\$530,045	+5.8%	\$357,788	+7.9%
Oct-2022	\$540,433	+5.8%	\$365,007	+11.9%
Nov-2022	\$526,504	+4.0%	\$356,417	+8.1%
Dec-2022	\$498,480	-2.8%	\$358,872	+2.3%
Jan-2023	\$528,686	+4.5%	\$332,720	-2.8%
Feb-2023	\$504,496	-4.1%	\$355,808	+2.0%
Mar-2023	\$527,222	-3.2%	\$349,810	-5.3%
Apr-2023	\$527,532	-6.1%	\$352,455	-7.8%

Historical Average Sales Price by Month

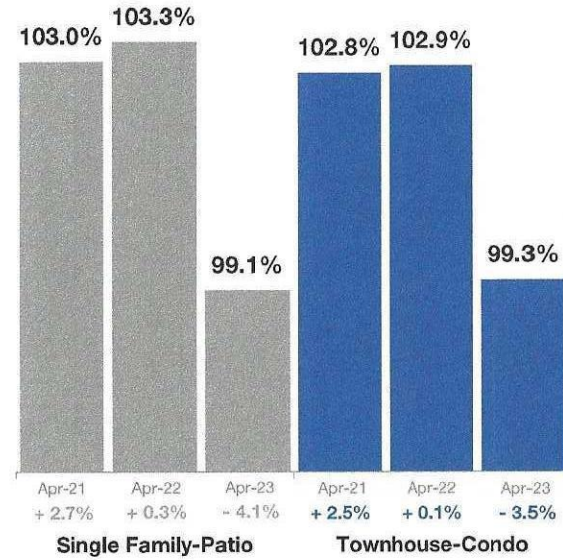


Percent of List Price Received

April

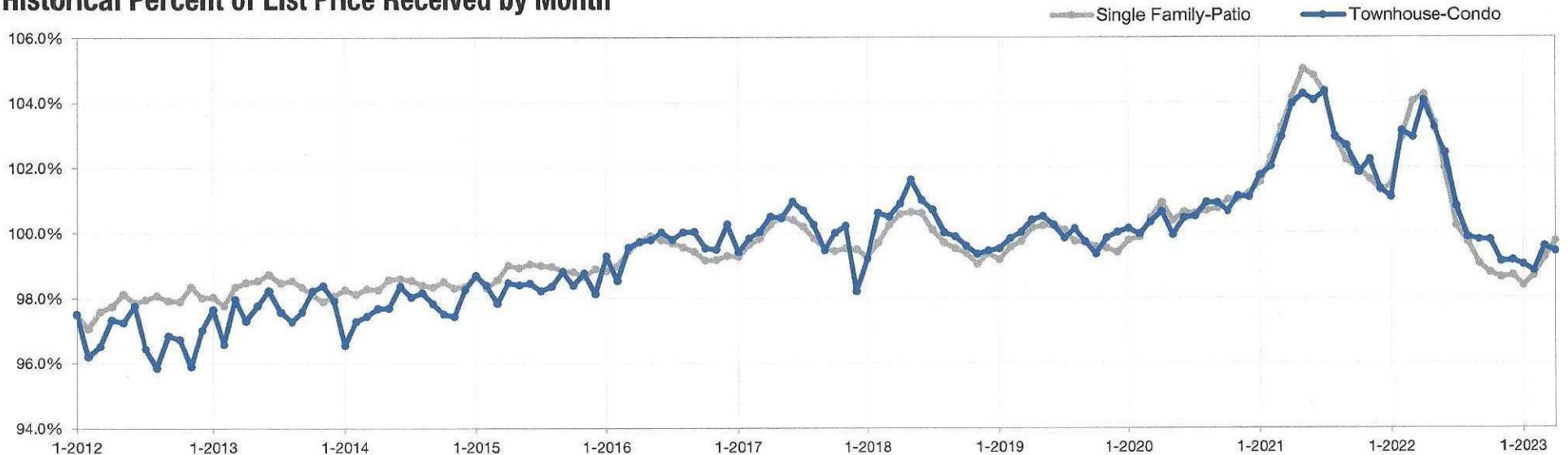


Year to Date



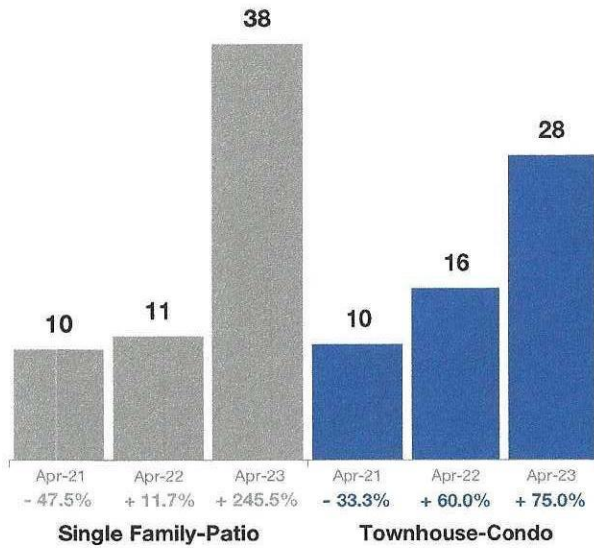
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	103.4%	-1.5%	103.2%	-1.1%
Jun-2022	102.0%	-2.7%	102.5%	-1.5%
Jul-2022	100.2%	-3.9%	100.8%	-3.4%
Aug-2022	99.7%	-3.1%	99.9%	-2.9%
Sep-2022	99.0%	-3.1%	99.8%	-2.8%
Oct-2022	98.8%	-3.0%	99.8%	-2.1%
Nov-2022	98.6%	-3.0%	99.1%	-3.0%
Dec-2022	98.7%	-2.6%	99.1%	-2.2%
Jan-2023	98.4%	-3.1%	99.0%	-2.1%
Feb-2023	98.7%	-4.1%	98.8%	-4.2%
Mar-2023	99.2%	-4.6%	99.6%	-3.2%
Apr-2023	99.7%	-4.3%	99.4%	-4.5%

Historical Percent of List Price Received by Month

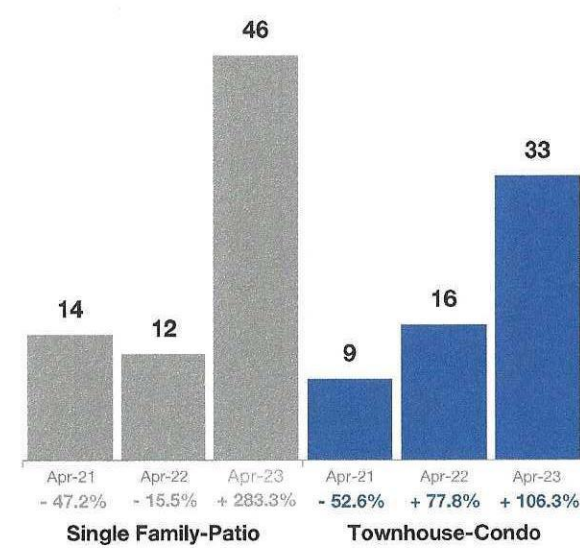


Days on Market Until Sale

April

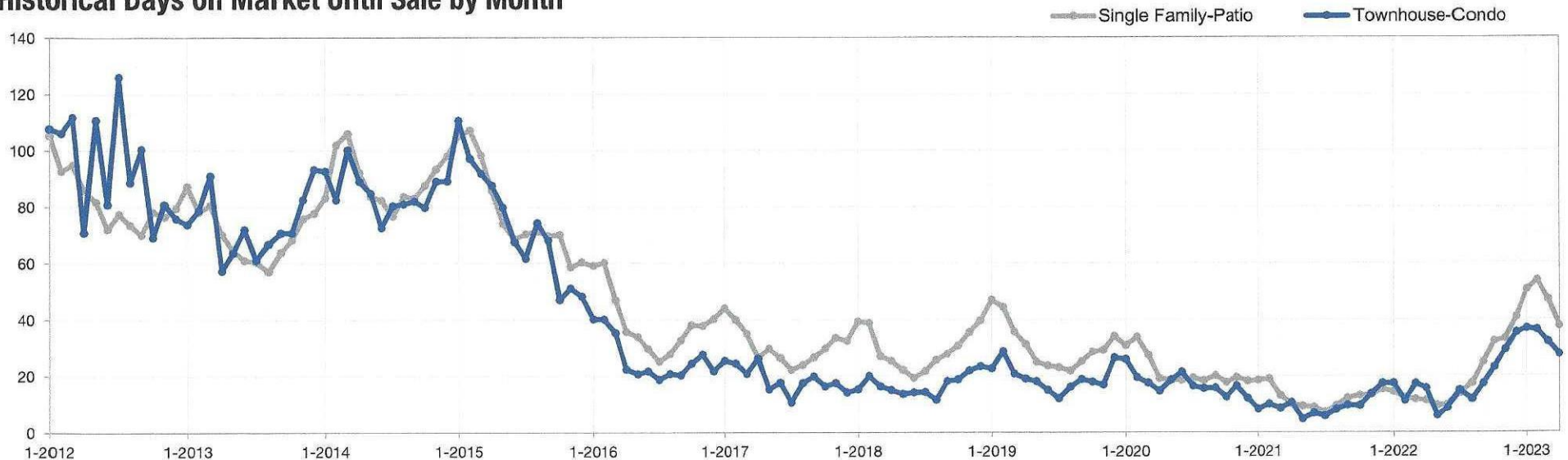


Year to Date



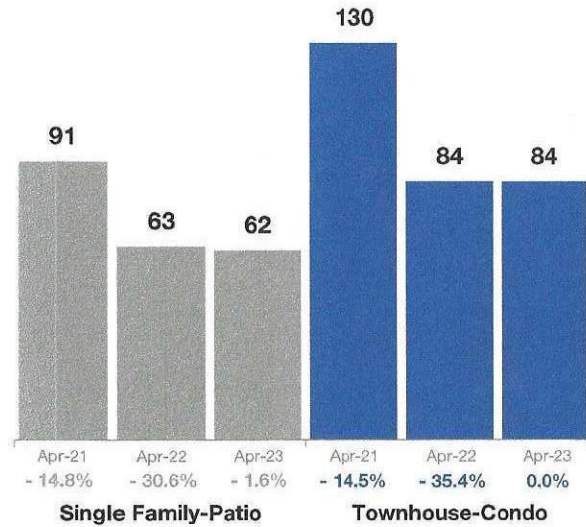
Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	9	0.0%	6	+20.0%
Jun-2022	10	+11.1%	9	+28.6%
Jul-2022	14	+100.0%	15	+150.0%
Aug-2022	17	+88.9%	12	+50.0%
Sep-2022	25	+108.3%	17	+88.9%
Oct-2022	32	+146.2%	23	+155.6%
Nov-2022	33	+153.8%	29	+107.1%
Dec-2022	41	+173.3%	35	+105.9%
Jan-2023	51	+264.3%	37	+117.6%
Feb-2023	54	+350.0%	36	+227.3%
Mar-2023	47	+291.7%	32	+88.2%
Apr-2023	38	+245.5%	28	+75.0%

Historical Days on Market Until Sale by Month

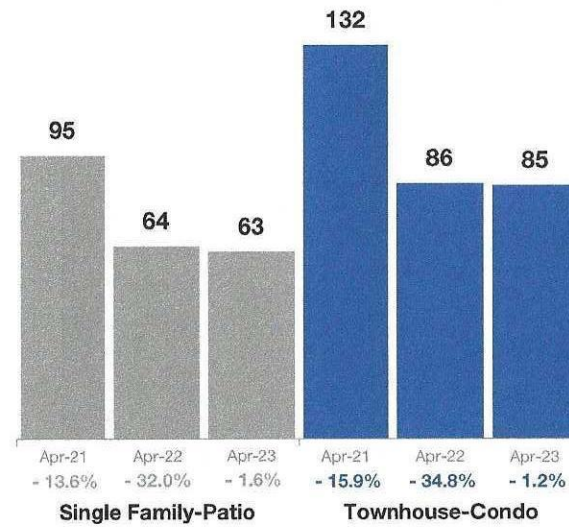


Housing Affordability Index

April

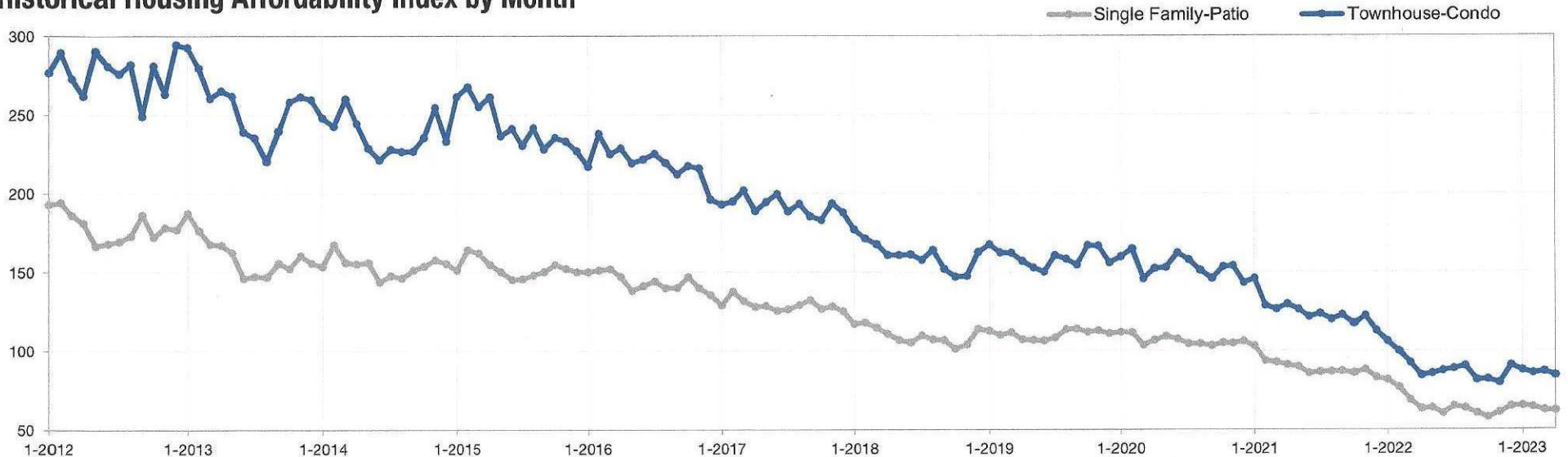


Year to Date



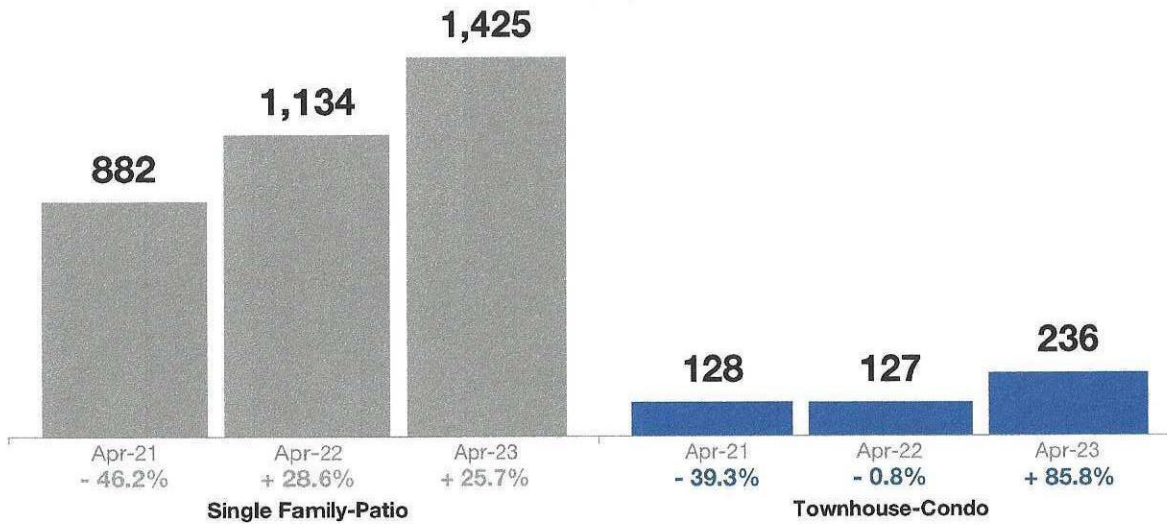
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	64	-28.9%	85	-32.5%
Jun-2022	60	-30.2%	87	-28.7%
Jul-2022	65	-24.4%	89	-28.2%
Aug-2022	64	-26.4%	90	-25.0%
Sep-2022	60	-31.0%	81	-34.1%
Oct-2022	58	-32.6%	82	-29.9%
Nov-2022	61	-30.7%	80	-34.4%
Dec-2022	65	-21.7%	91	-19.5%
Jan-2023	65	-19.8%	88	-17.0%
Feb-2023	64	-16.9%	86	-14.0%
Mar-2023	62	-10.1%	87	-5.4%
Apr-2023	62	-1.6%	84	0.0%

Historical Housing Affordability Index by Month



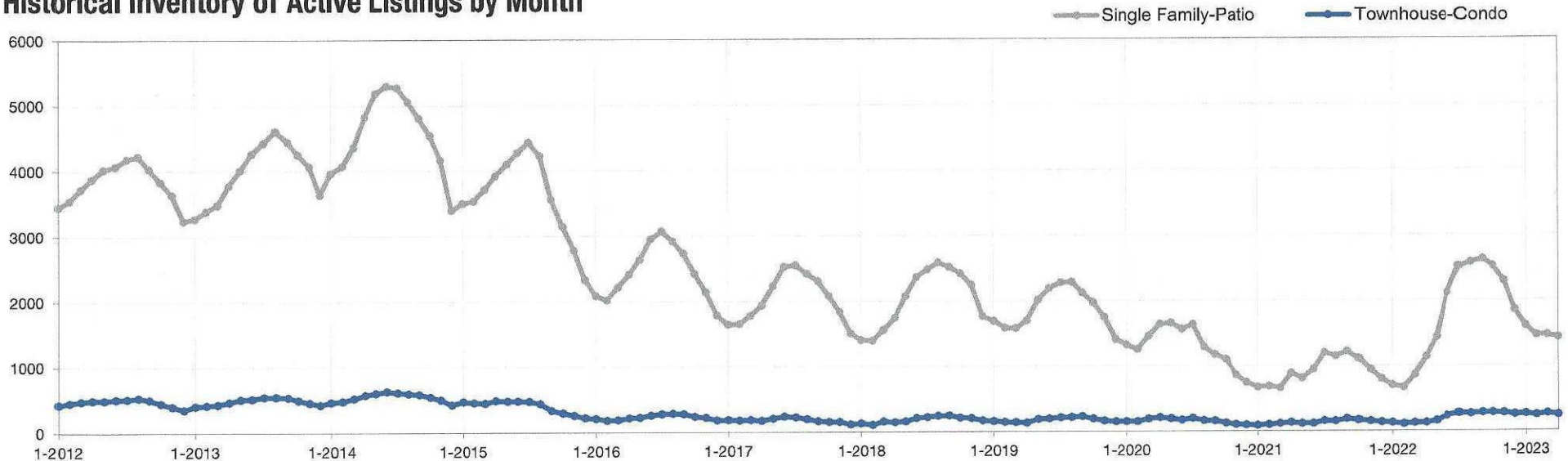
Inventory of Active Listings

April



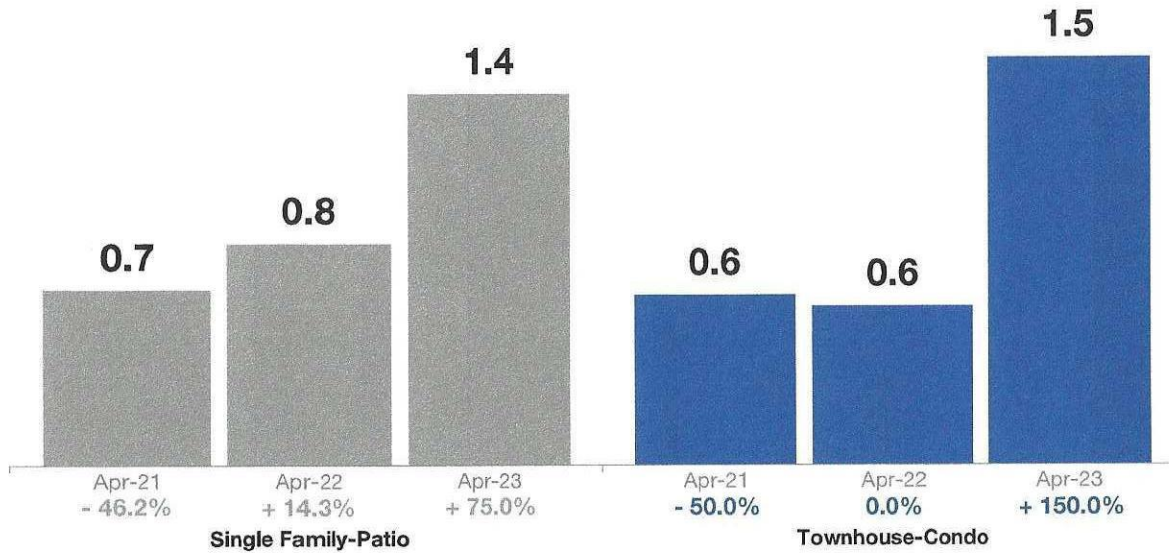
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	1,436	+77.7%	152	+32.2%
Jun-2022	2,109	+123.9%	228	+98.3%
Jul-2022	2,518	+110.5%	270	+76.5%
Aug-2022	2,575	+125.3%	262	+73.5%
Sep-2022	2,626	+116.0%	280	+49.7%
Oct-2022	2,518	+127.9%	279	+68.1%
Nov-2022	2,291	+144.2%	276	+85.2%
Dec-2022	1,848	+133.0%	251	+88.7%
Jan-2023	1,605	+129.3%	259	+105.6%
Feb-2023	1,459	+119.4%	238	+124.5%
Mar-2023	1,465	+71.5%	260	+116.7%
Apr-2023	1,425	+25.7%	236	+85.8%

Historical Inventory of Active Listings by Month



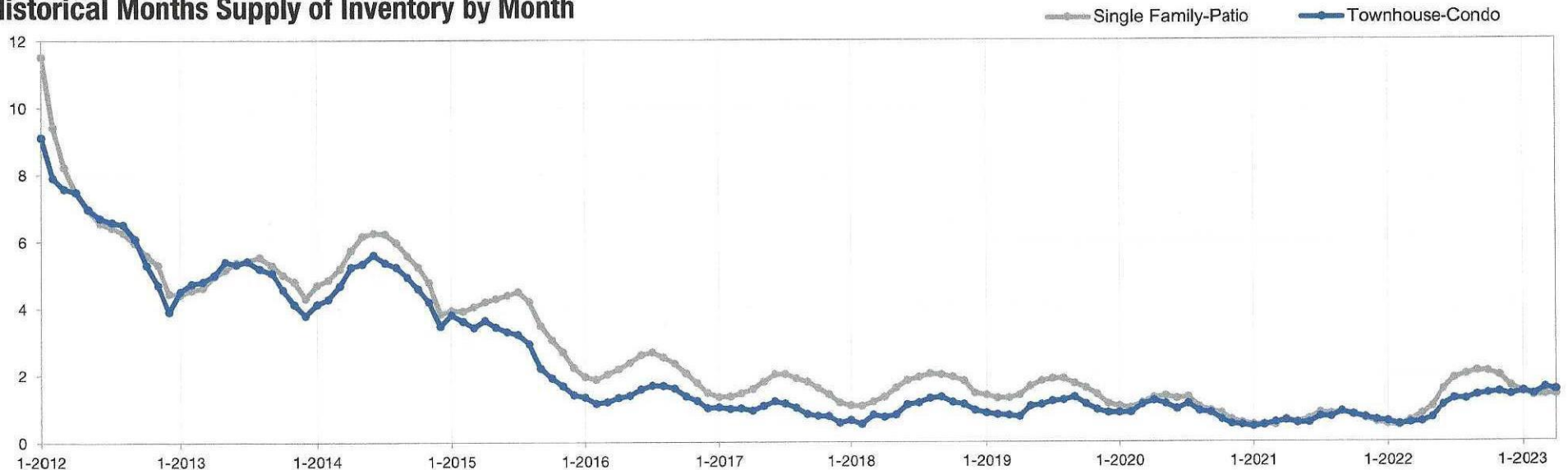
Months Supply of Inventory

April



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-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%	1.3	+85.7%
Sep-2022	2.1	+133.3%	1.4	+55.6%
Oct-2022	2.1	+162.5%	1.4	+75.0%
Nov-2022	2.0	+185.7%	1.5	+114.3%
Dec-2022	1.6	+166.7%	1.4	+133.3%
Jan-2023	1.5	+200.0%	1.5	+150.0%
Feb-2023	1.3	+160.0%	1.4	+180.0%
Mar-2023	1.4	+133.3%	1.6	+166.7%
Apr-2023	1.4	+75.0%	1.5	+150.0%

Historical Months Supply of Inventory by Month



Total Market Overview

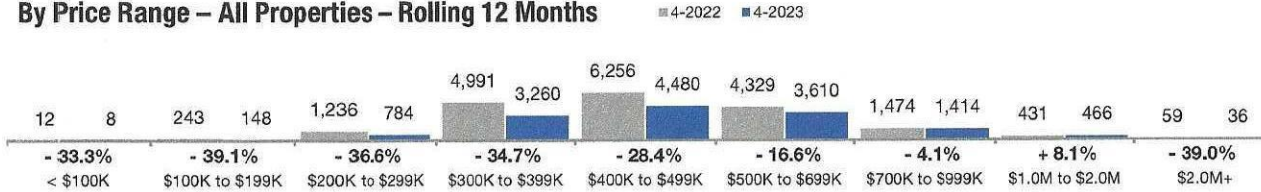
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2022	4-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		2,117	1,456	- 31.2%	6,467	4,736	- 26.8%
Pending Sales (PEND, UC, UCSS, RGT)		1,746	1,391	- 20.3%	5,850	4,537	- 22.4%
Sold Listings		1,561	1,069	- 31.5%	5,107	3,631	- 28.9%
Median Sales Price		\$475,000	\$449,900	- 5.3%	\$458,000	\$444,900	- 2.9%
Average Sales Price		\$536,686	\$507,224	- 5.5%	\$511,846	\$501,436	- 2.0%
Pct. of List Price Received		104.2%	99.7%	- 4.3%	103.3%	99.1%	- 4.1%
Days on Market		12	36	+ 200.0%	13	45	+ 246.2%
Housing Affordability Index		64	64	0.0%	67	65	- 3.0%
Active Listings		1,261	1,661	+ 31.7%	--	--	--
Months Supply of Inventory		0.8	1.4	+ 75.0%	--	--	--

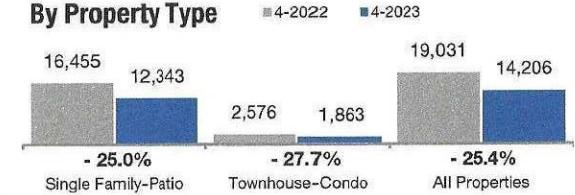
Sold Listings

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

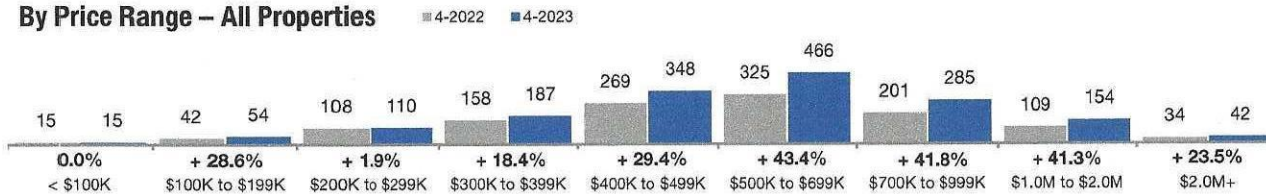
Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	4-2022	4-2023	Change	4-2022	4-2023	Change	3-2023	4-2023	Change	3-2023	4-2023	Change	4-2022	4-2023	Change	4-2022	4-2023	Change
\$99,999 and Below	10	7	-30.0%	2	1	-50.0%	1	0	-100.0%	0	0	--	0	2	--	1	0	-100.0%
\$100,000 to \$199,999	83	45	-45.8%	160	103	-35.6%	1	4	+300.0%	8	10	+25.0%	21	11	-47.6%	38	30	-21.1%
\$200,000 to \$299,999	531	350	-34.1%	705	434	-38.4%	25	32	+28.0%	39	25	-35.9%	107	113	+5.6%	147	110	-25.2%
\$300,000 to \$399,999	3,797	2,459	-35.2%	1,194	801	-32.9%	213	197	-7.5%	66	59	-10.6%	714	762	+6.7%	352	198	-43.8%
\$400,000 to \$499,999	5,871	4,097	-30.2%	385	383	-0.5%	296	329	+11.1%	20	20	0.0%	1,667	1,035	-37.9%	172	73	-57.6%
\$500,000 to \$699,999	4,236	3,494	-17.5%	93	116	+24.7%	267	239	-10.5%	14	9	-35.7%	1,233	819	-33.6%	37	33	-10.8%
\$700,000 to \$999,999	1,447	1,395	-3.6%	27	19	-29.6%	94	110	+17.0%	1	0	-100.0%	448	310	-30.8%	10	2	-80.0%
\$1,000,000 to \$1,999,999	426	462	+8.5%	5	4	-20.0%	36	30	-16.7%	0	1	--	136	124	-8.8%	4	1	-75.0%
\$2,000,000 and Above	54	34	-37.0%	5	2	-60.0%	0	4	--	0	0	--	20	8	-60.0%	0	0	--
All Price Ranges	16,455	12,343	-25.0%	2,576	1,863	-27.7%	933	945	+1.3%	148	124	-16.2%	4,346	3,184	-26.7%	761	447	-41.3%

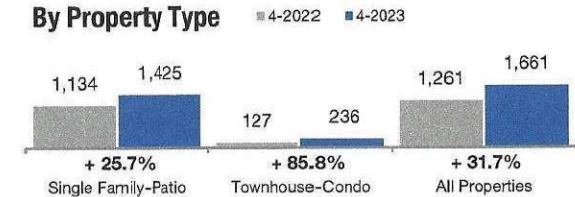
Inventory of Active Listings

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			
	4-2022	4-2023	Change	4-2022	4-2023	Change	3-2023	4-2023	Change	3-2023	4-2023	Change	3-2023	4-2023	Change	3-2023	4-2023	Change
\$99,999 and Below	12	11	-8.3%	3	4	+33.3%	10	11	+10.0%	3	4	+33.3%						
\$100,000 to \$199,999	32	36	+12.5%	10	18	+80.0%	31	36	+16.1%	20	18	-10.0%						
\$200,000 to \$299,999	78	82	+5.1%	30	28	-6.7%	91	82	-9.9%	33	28	-15.2%						
\$300,000 to \$399,999	131	134	+2.3%	27	53	+96.3%	158	134	-15.2%	66	53	-19.7%						
\$400,000 to \$499,999	229	277	+21.0%	40	71	+77.5%	292	277	-5.1%	73	71	-2.7%						
\$500,000 to \$699,999	315	426	+35.2%	10	40	+300.0%	427	426	-0.2%	40	40	0.0%						
\$700,000 to \$999,999	195	267	+36.9%	6	18	+200.0%	286	267	-6.6%	19	18	-5.3%						
\$1,000,000 to \$1,999,999	108	150	+38.9%	1	4	+300.0%	136	150	+10.3%	6	4	-33.3%						
\$2,000,000 and Above	34	42	+23.5%	0	0	--	34	42	+23.5%	0	0	--						
All Price Ranges	1,134	1,425	+25.7%	127	236	+85.8%	1,465	1,425	-2.7%	260	236	-9.2%						

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.