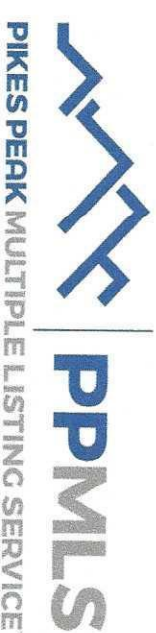


Monthly Indicators

Activity for El Paso and Teller Counties Only



June 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 31.4 percent for single family-patio homes and 21.4 percent for townhouse-condo properties. Pending Sales decreased 9.2 percent for single family-patio homes and 13.1 percent for townhouse-condo properties.

The Median Sales Price was down 0.2 percent to \$499,000 for single family-patio homes but remained flat at \$345,000 for townhouse-condo properties. Days on Market increased 110.0 percent for single family-patio homes and 255.6 percent for townhouse-condo properties.

Nationwide, total housing inventory increased 3.8% from the previous month, for a 3-month's supply at the current sales pace. The shortage of homes for sale has kept prices high for remaining buyers, with a national median sales price of \$396,100 as of last measure, a 3.1% decline from the same time last year and the largest annual decrease since December 2011, according to NAR. As demand continues to outpace supply, properties are selling quickly, with the majority of homes listed for sale on the market for less than a month.

Activity Snapshot

- 23.1%	- 1.0%	- 7.7%
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

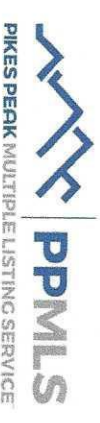
Residential real estate activity in El Paso and Teller counties composed of single-family properties and patio homes, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family-Patio Market Overview	2
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Single Family-Patio Market Overview

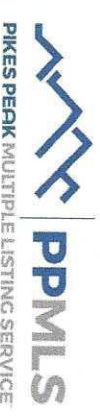
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars			Percent Change		
	6-2022	6-2023	YTD 2022	YTD 2023	Percent Change	
New Listings						
	2,074	1,423	9,580	6,838	- 28.6%	
Pending Sales (PEND, UC, UCSS, RGT)						
	1,201	1,090	7,706	6,017	- 21.9%	
Sold Listings						
	1,526	1,135	7,368	5,419	- 26.5%	
Median Sales Price						
	\$500,000	\$499,000	\$482,000	\$470,000	- 2.5%	
Average Sales Price						
	\$557,165	\$566,069	\$544,770	\$535,690	- 1.7%	
Pct. of List Price Received						
	102.0%	100.0%	103.1%	99.5%	- 3.5%	
Days on Market						
	10	21	11	38	+ 245.5%	
Housing Affordability Index						
	60	57	62	60	- 3.2%	
Active Listings						
	2,110	1,861	--	--	--	
Months Supply of Inventory						
	1.5	1.9	--	--	--	

Townhouse-Condo Market Overview

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

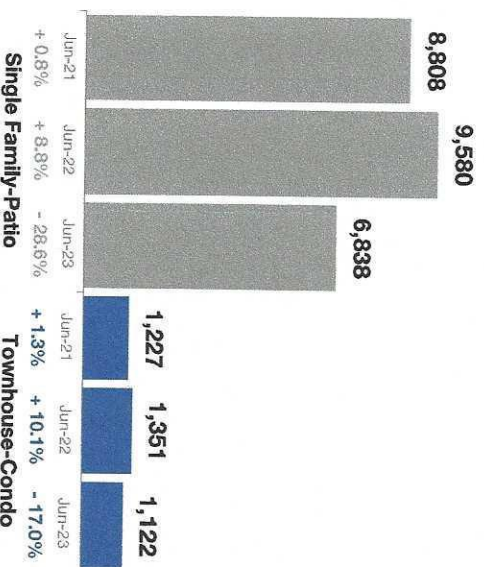
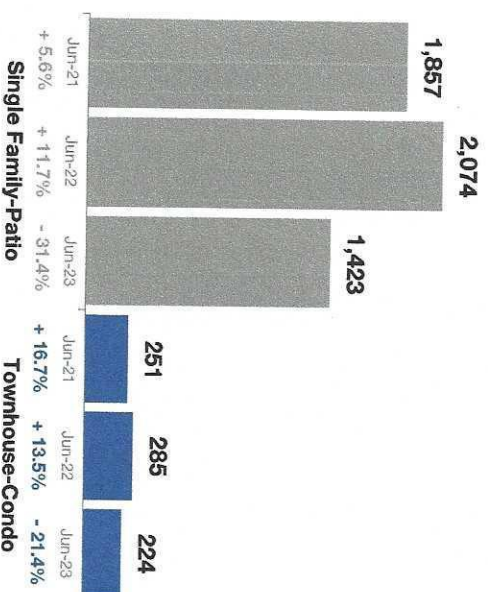


Key Metrics		Historical Sparkbars			6-2022			6-2023			Percent Change		YTD 2022		YTD 2023		Percent Change	
New Listings					285	224	- 21.4%	1,351	1,122	- 17.0%								
Pending Sales (PEND, UC, UCSS, RGT)					191	166	- 13.1%	1,198	909	- 24.1%								
Sold Listings					202	193	- 4.5%	1,158	804	- 30.6%								
Median Sales Price					\$345,000	\$345,000	0.0%	\$356,000	\$339,950	- 4.5%								
Average Sales Price					\$359,470	\$401,157	+ 11.6%	\$362,498	\$361,684	- 0.2%								
Pct. of List Price Received					102.5%	99.9%	- 2.5%	102.9%	99.4%	- 3.4%								
Days on Market					9	32	+ 255.6%	13	31	+ 138.5%								
Housing Affordability Index					87	82	- 5.7%	85	83	- 2.4%								
Active Listings					228	297	+ 30.3%	--	--	--								
Months Supply of Inventory					1.1	2.0	+ 81.8%	--	--	--								

New Listings

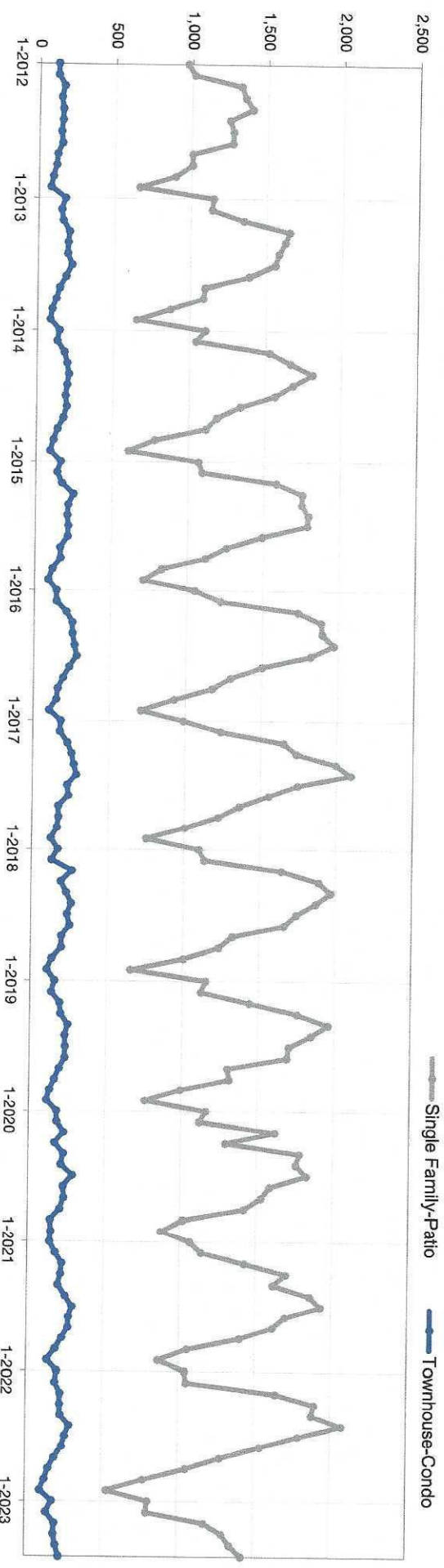
June

Year to Date



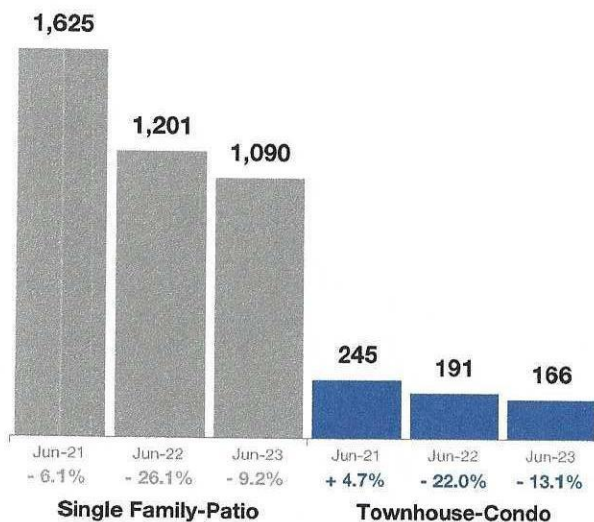
New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2022	1,790	-7.3%	258	-13.1%
Aug-2022	1,540	-9.3%	238	-13.5%
Sep-2022	1,277	-20.9%	188	-30.6%
Oct-2022	1,052	-24.9%	150	-35.3%
Nov-2022	773	-26.8%	127	-32.4%
Dec-2022	535	-38.1%	97	-28.1%
Jan-2023	805	-22.7%	176	-12.4%
Feb-2023	798	-24.2%	138	-27.4%
Mar-2023	1,174	-28.4%	194	-13.8%
Apr-2023	1,293	-31.7%	188	-16.1%
May-2023	1,345	-28.4%	202	-10.6%
Jun-2023	1,423	-31.4%	224	-21.4%

Historical New Listings by Month

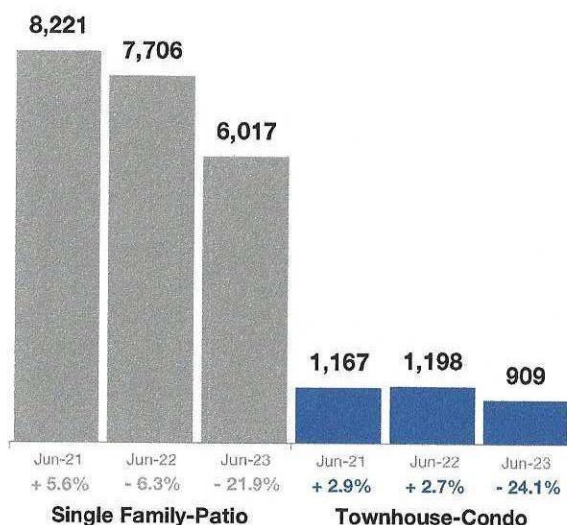


Pending Sales (PEND, UC, UCSS, RGT)

June

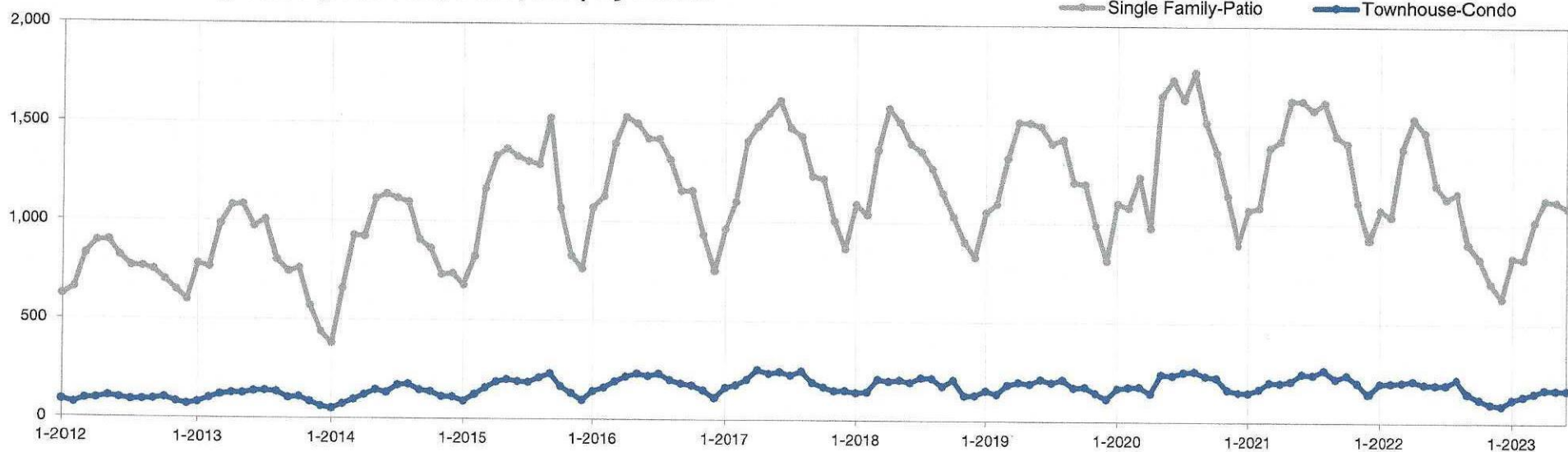


Year to Date



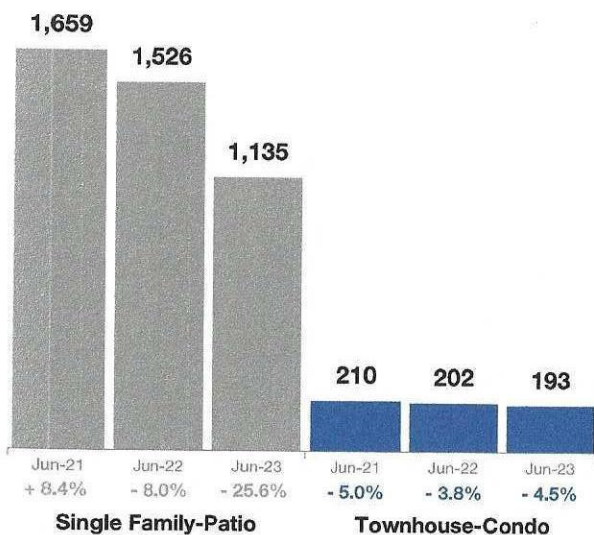
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2022	1,134	-28.1%	192	-20.0%
Aug-2022	1,161	-28.2%	219	-17.0%
Sep-2022	902	-37.7%	147	-32.9%
Oct-2022	828	-41.3%	120	-49.6%
Nov-2022	705	-36.5%	96	-51.8%
Dec-2022	629	-31.9%	88	-39.3%
Jan-2023	835	-22.3%	119	-39.9%
Feb-2023	828	-20.5%	136	-32.0%
Mar-2023	1,017	-26.6%	151	-26.0%
Apr-2023	1,127	-26.6%	170	-19.4%
May-2023	1,120	-23.7%	167	-13.9%
Jun-2023	1,090	-9.2%	166	-13.1%

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

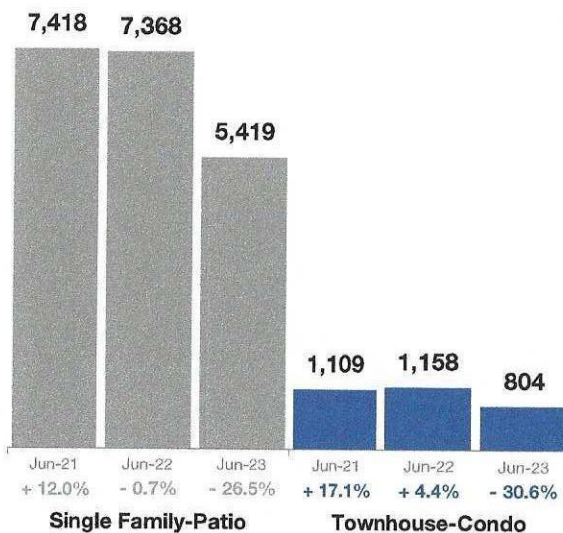


Sold Listings

June

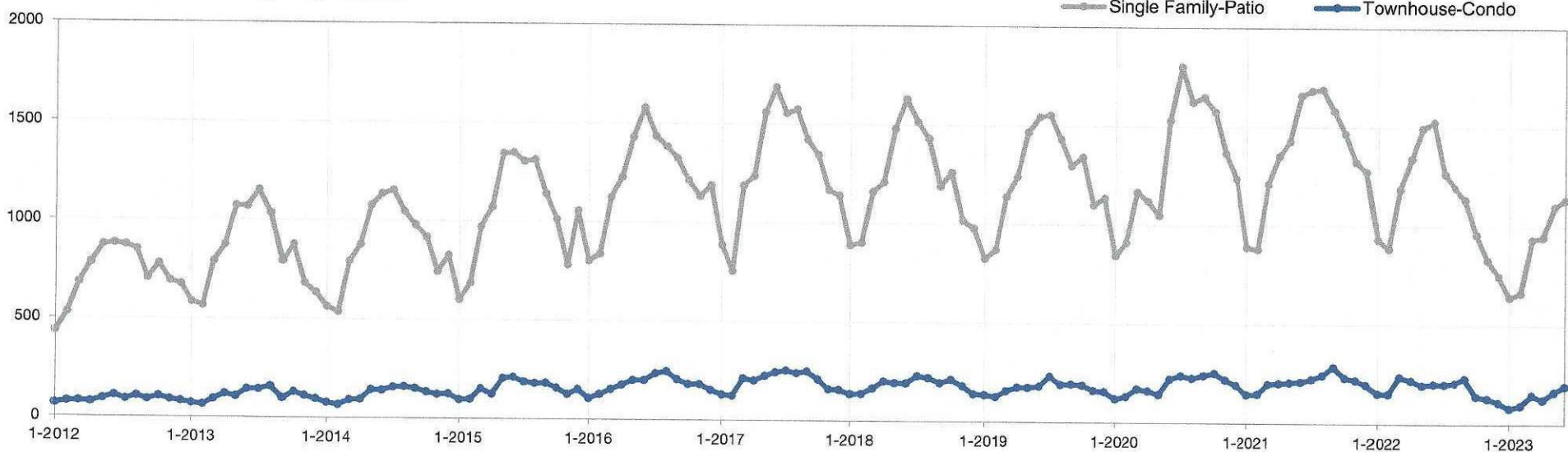


Year to Date



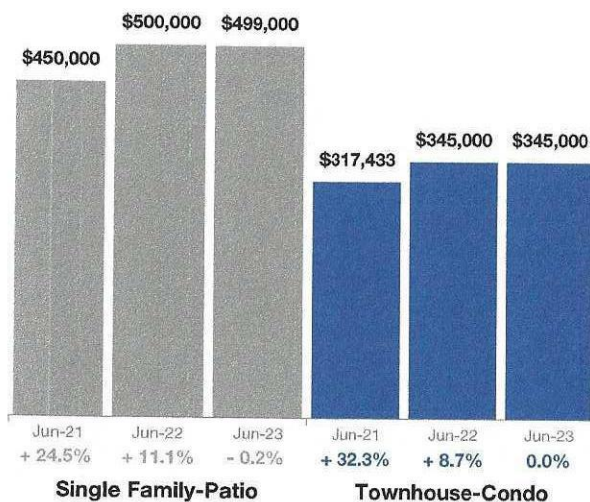
Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2022	1,266	-24.8%	201	-9.9%
Aug-2022	1,196	-29.2%	207	-14.8%
Sep-2022	1,137	-28.1%	230	-19.3%
Oct-2022	959	-34.7%	141	-39.2%
Nov-2022	829	-37.3%	130	-40.6%
Dec-2022	750	-41.2%	110	-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%
May-2023	1,100	-26.5%	164	-15.9%
Jun-2023	1,135	-25.6%	193	-4.5%

Historical Sold Listings by Month

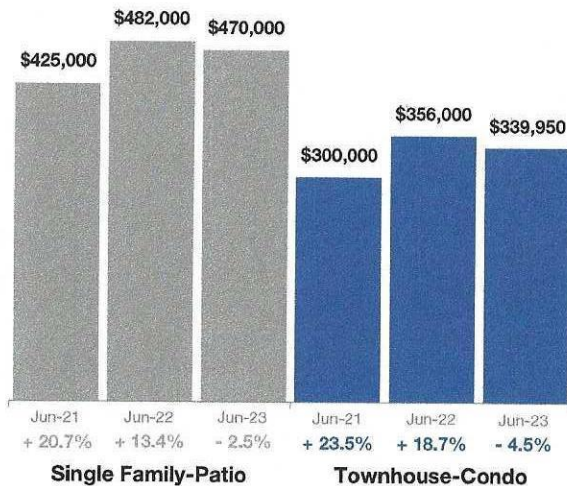


Median Sales Price

June

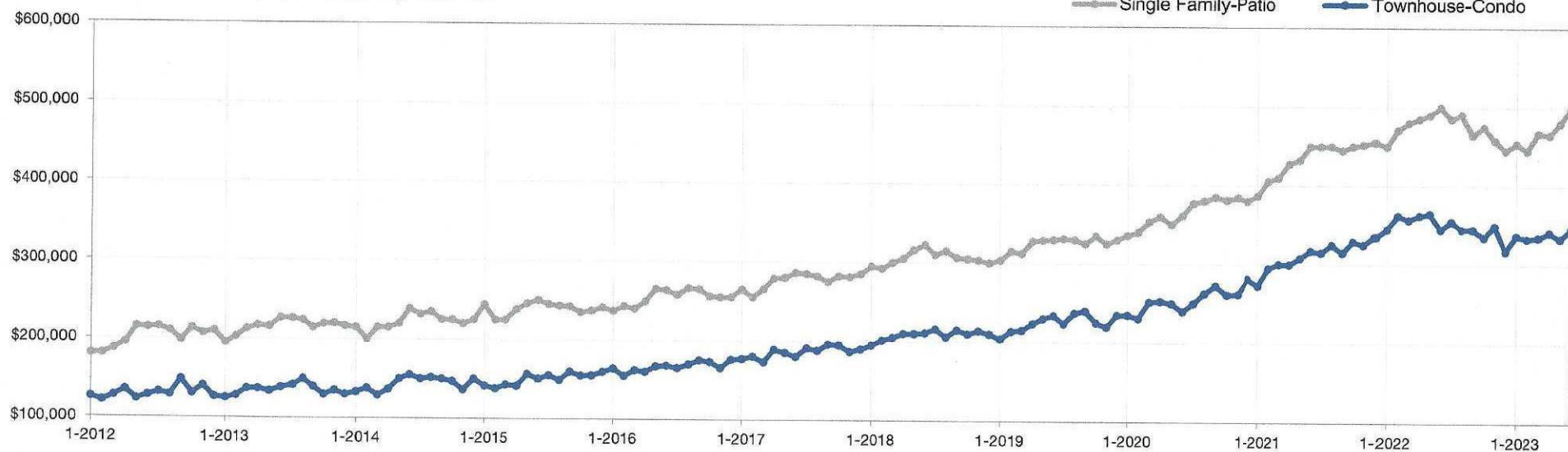


Year to Date

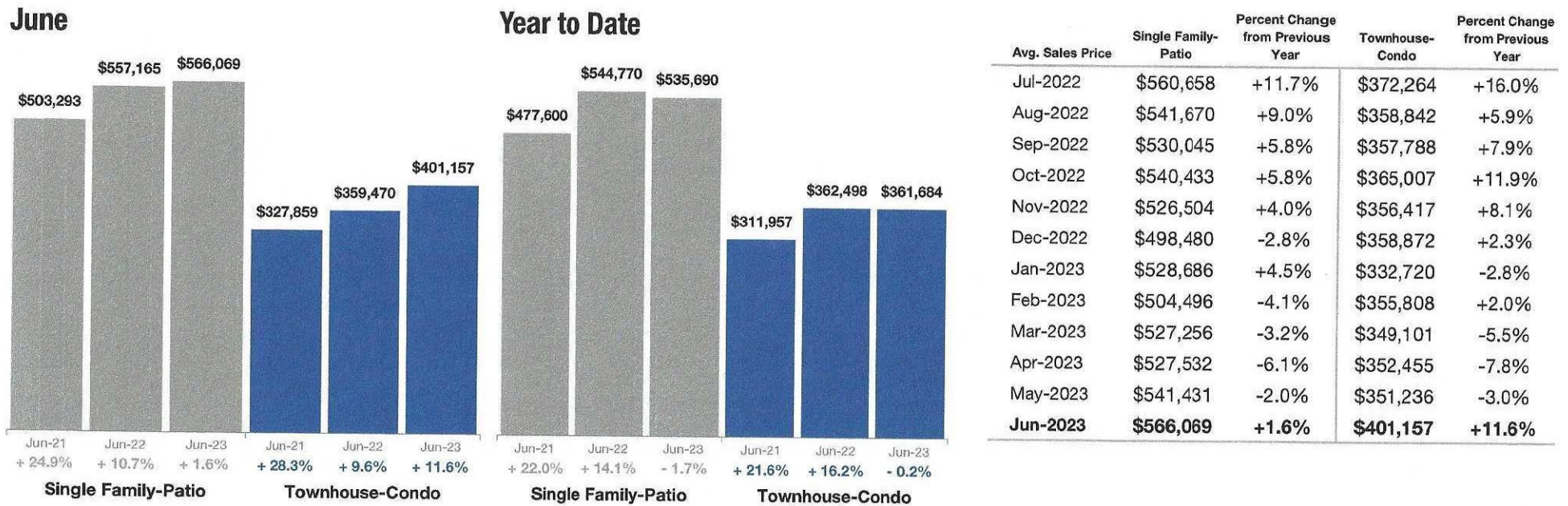


Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2022	\$485,000	+7.8%	\$355,000	+12.7%
Aug-2022	\$490,500	+9.0%	\$345,000	+6.2%
Sep-2022	\$465,000	+4.5%	\$345,000	+9.5%
Oct-2022	\$475,000	+5.6%	\$335,000	+1.7%
Nov-2022	\$457,823	+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%
May-2023	\$479,808	-2.1%	\$333,500	-8.6%
Jun-2023	\$499,000	-0.2%	\$345,000	0.0%

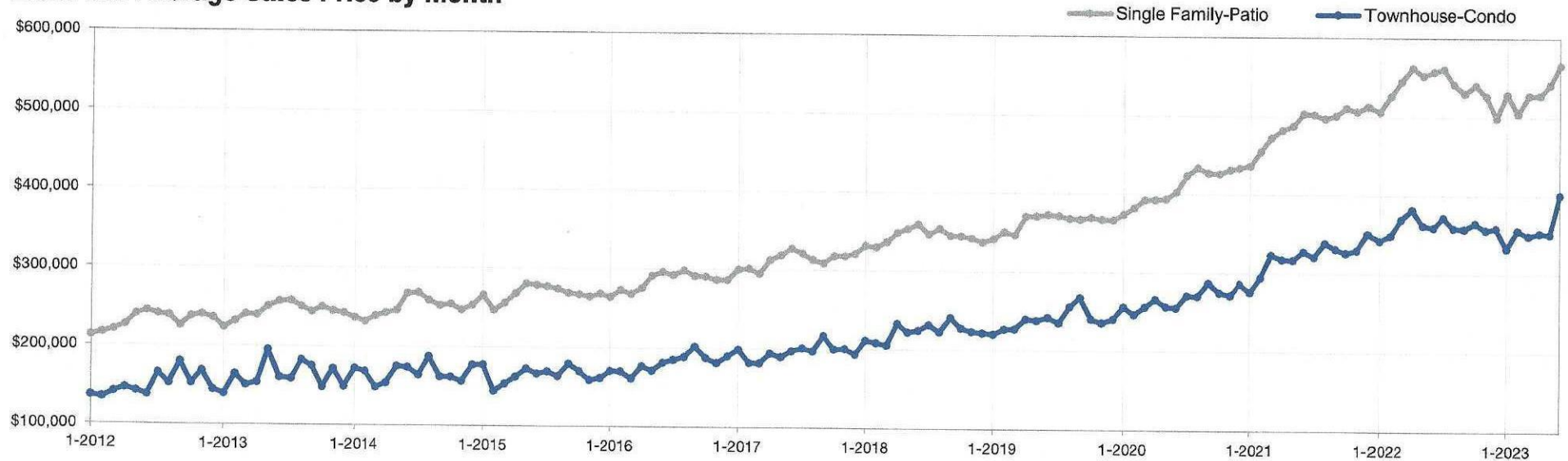
Historical Median Sales Price by Month



Average Sales Price

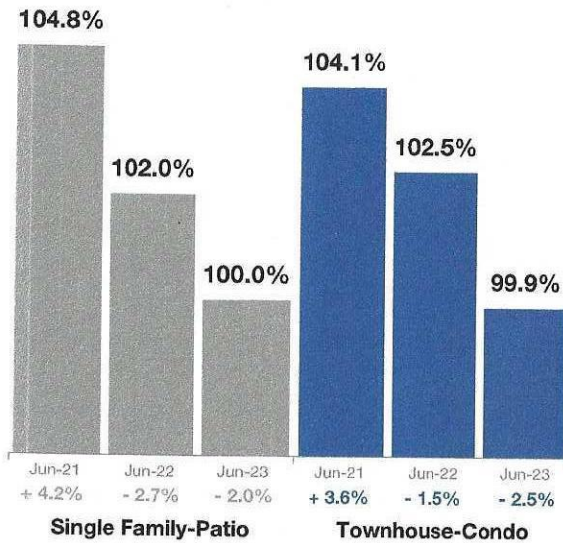


Historical Average Sales Price by Month

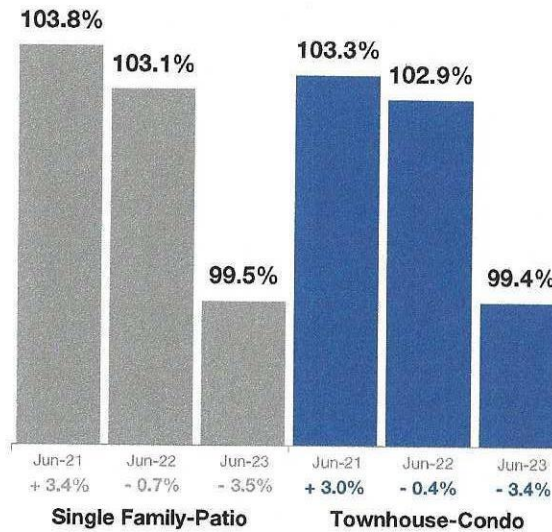


Percent of List Price Received

June

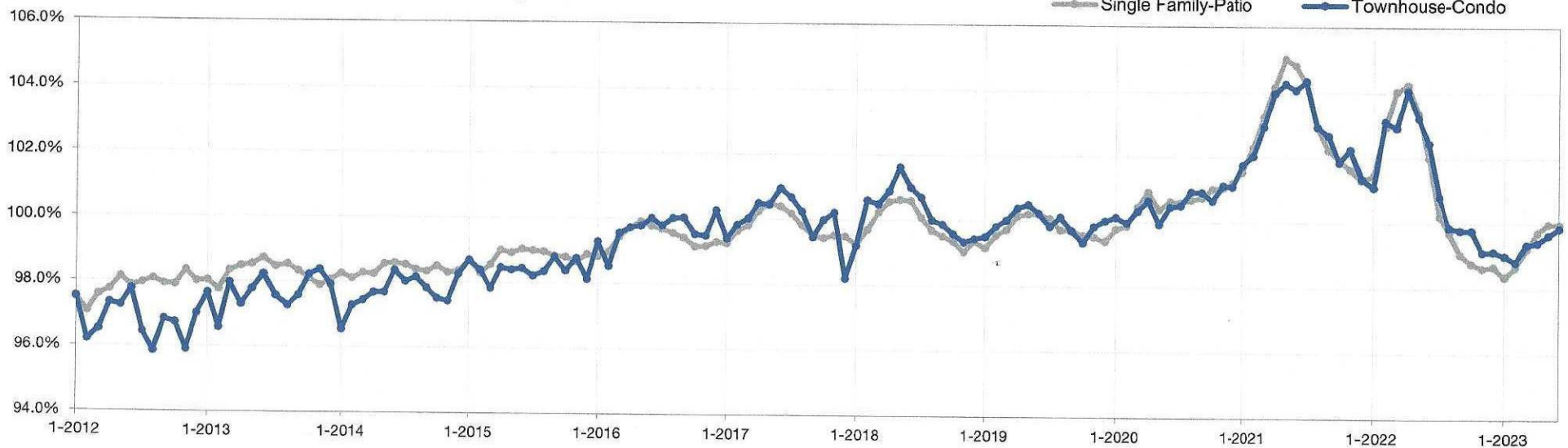


Year to Date



Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	99.4%	-3.4%
Apr-2023	99.7%	-4.3%	99.4%	-4.5%
May-2023	100.0%	-3.3%	99.6%	-3.5%
Jun-2023	100.0%	-2.0%	99.9%	-2.5%

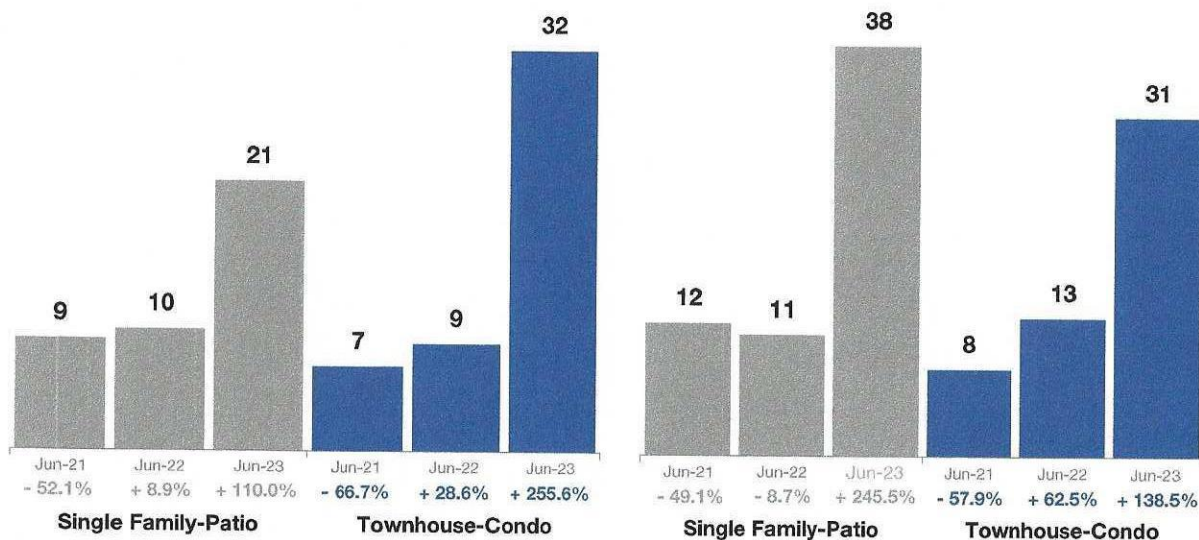
Historical Percent of List Price Received by Month



Days on Market Until Sale

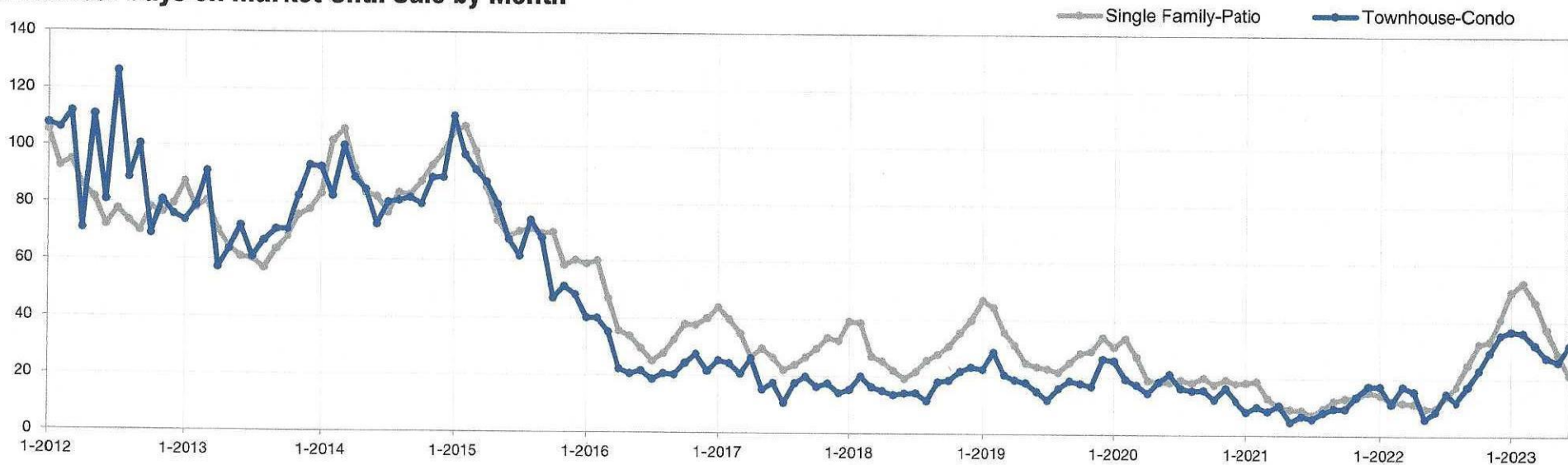
June

Year to Date



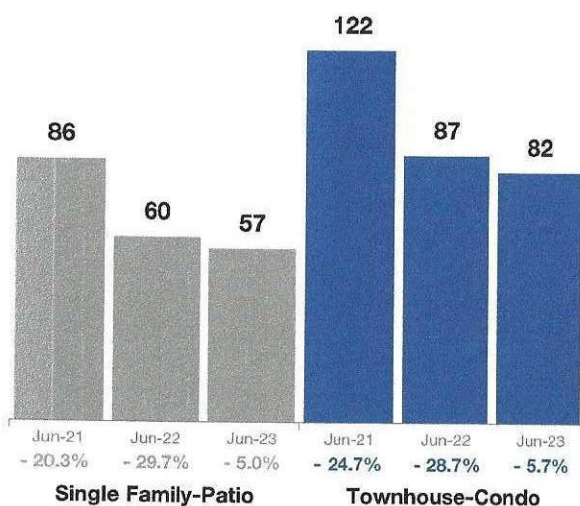
Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2022	14	+100.0%	15	+150.0%
Aug-2022	17	+88.9%	12	+50.0%
Sep-2022	25	+108.3%	17	+88.9%
Oct-2022	32	+146.2%	23	+155.6%
Nov-2022	33	+153.8%	29	+107.1%
Dec-2022	41	+173.3%	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%
May-2023	29	+222.2%	26	+333.3%
Jun-2023	21	+110.0%	32	+255.6%

Historical Days on Market Until Sale by Month

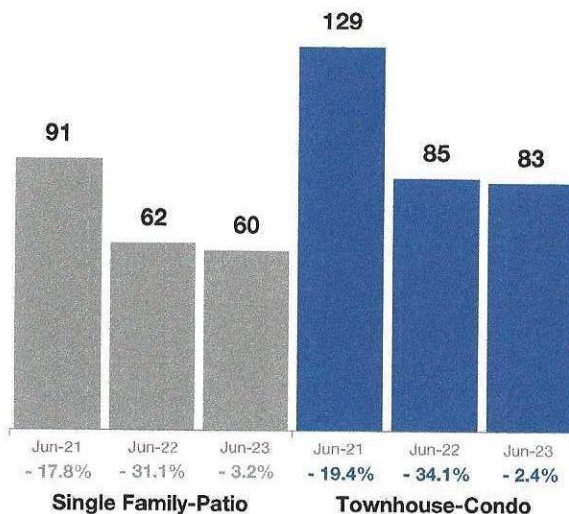


Housing Affordability Index

June

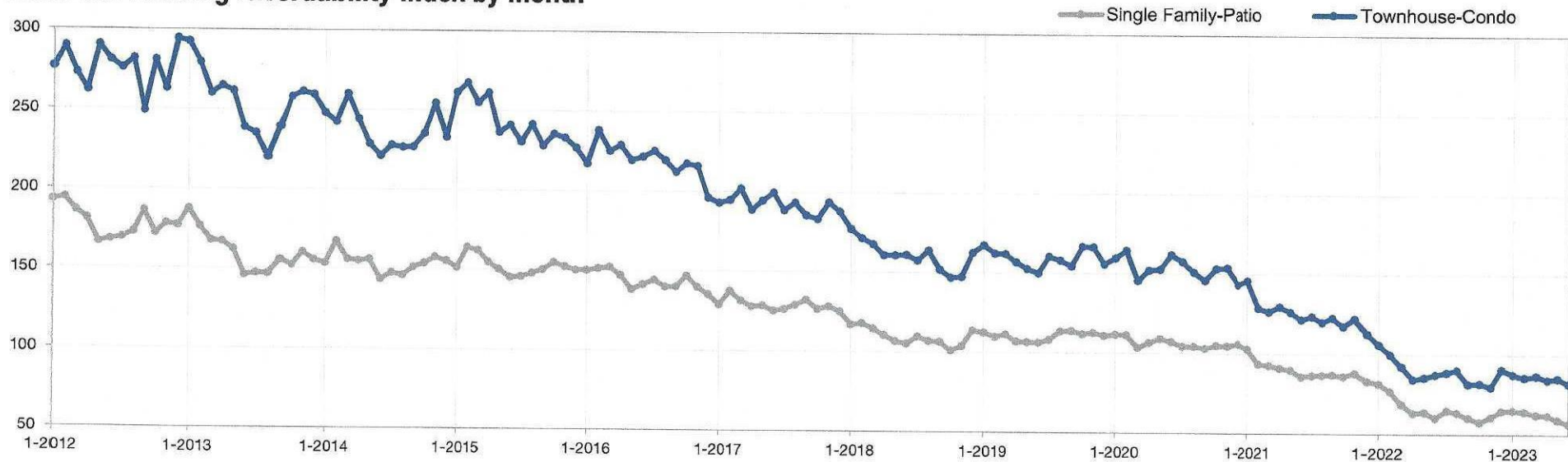


Year to Date



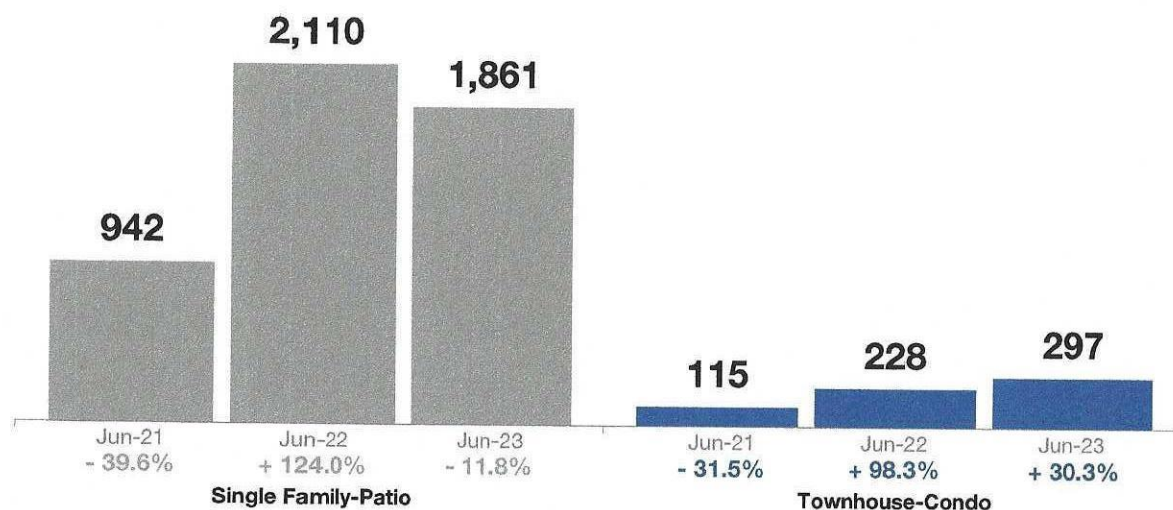
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2022	65	-24.4%	89	-28.2%
Aug-2022	64	-26.4%	90	-25.0%
Sep-2022	60	-31.0%	81	-34.1%
Oct-2022	58	-32.6%	82	-29.9%
Nov-2022	61	-30.7%	80	-34.4%
Dec-2022	65	-21.7%	91	-19.5%
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%
May-2023	59	-7.8%	85	0.0%
Jun-2023	57	-5.0%	82	-5.7%

Historical Housing Affordability Index by Month



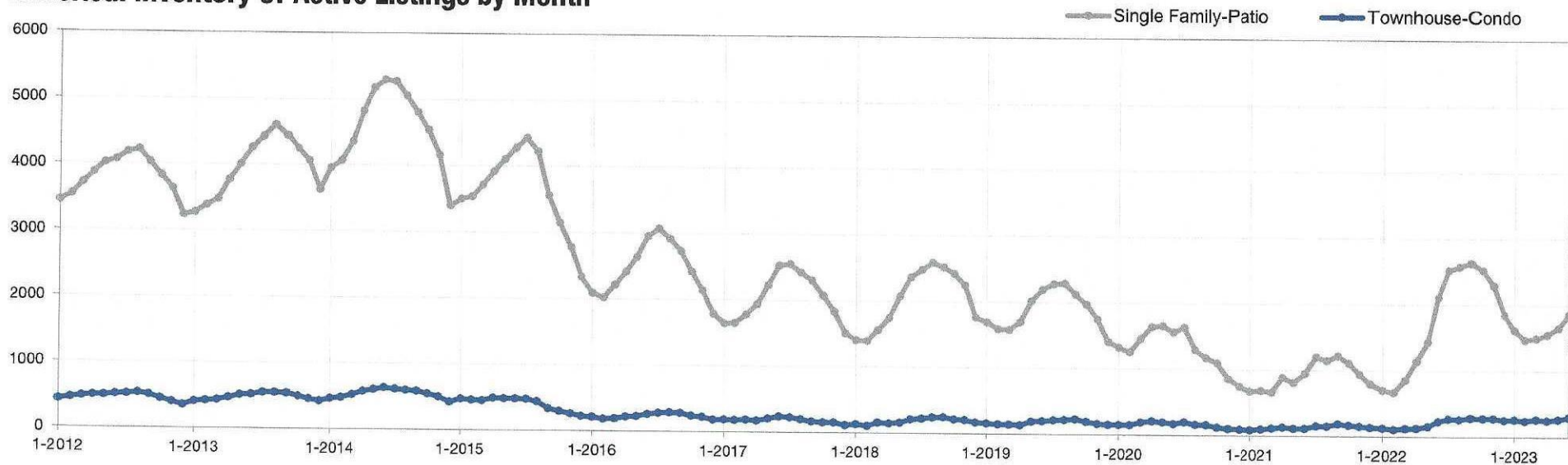
Inventory of Active Listings

June



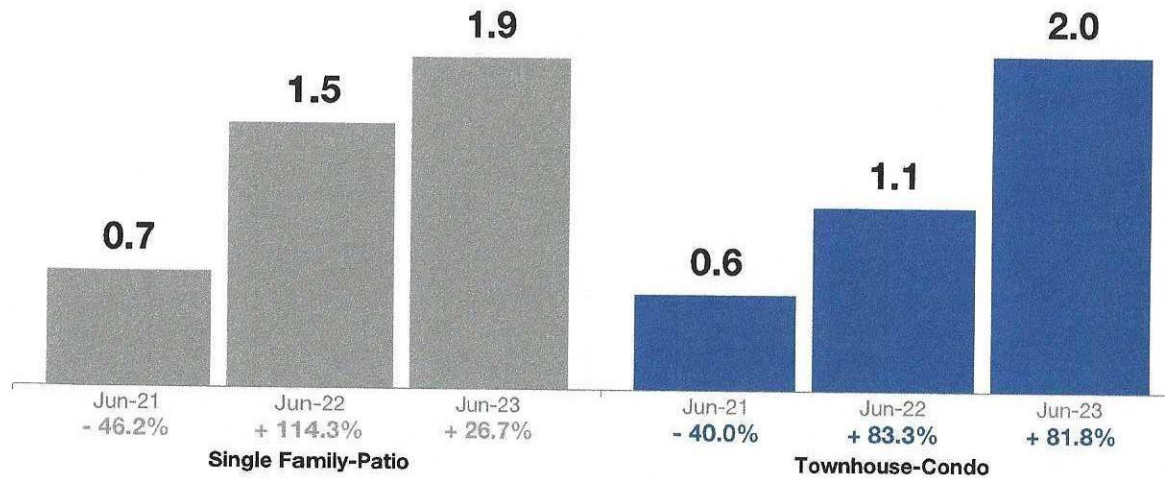
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2022	2,519	+110.6%	270	+76.5%
Aug-2022	2,576	+125.4%	263	+74.2%
Sep-2022	2,627	+116.0%	281	+50.3%
Oct-2022	2,519	+128.0%	280	+68.7%
Nov-2022	2,293	+144.5%	277	+85.9%
Dec-2022	1,850	+133.3%	252	+89.5%
Jan-2023	1,616	+130.9%	264	+109.5%
Feb-2023	1,472	+121.4%	243	+129.2%
Mar-2023	1,497	+75.3%	266	+121.7%
Apr-2023	1,550	+36.7%	249	+96.1%
May-2023	1,650	+14.8%	265	+74.3%
Jun-2023	1,861	-11.8%	297	+30.3%

Historical Inventory of Active Listings by Month



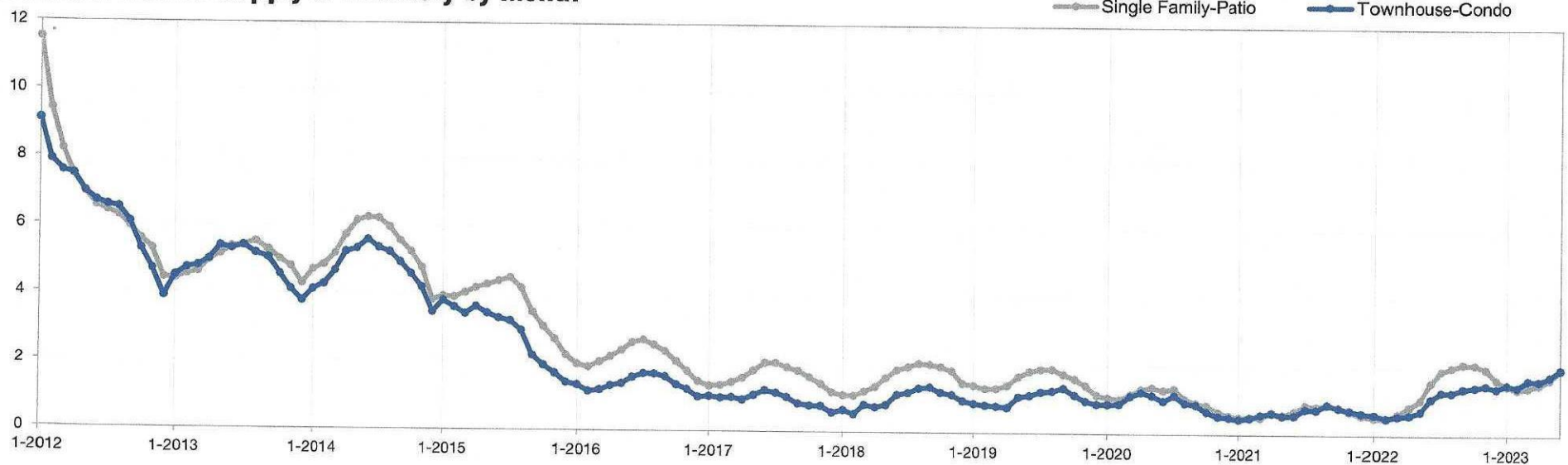
Months Supply of Inventory

June



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	1.4	+180.0%	1.4	+180.0%
Mar-2023	1.4	+133.3%	1.6	+166.7%
Apr-2023	1.5	+87.5%	1.6	+166.7%
May-2023	1.7	+70.0%	1.7	+142.9%
Jun-2023	1.9	+26.7%	2.0	+81.8%

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	6-2022	6-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		2,359	1,647	- 30.2%	10,931	7,960	- 27.2%
Pending Sales (PEND, UC, UCSS, RGT)		1,392	1,256	- 9.8%	8,904	6,926	- 22.2%
Sold Listings		1,728	1,328	- 23.1%	8,526	6,223	- 27.0%
Median Sales Price		\$480,000	\$475,000	- 1.0%	\$466,000	\$450,000	- 3.4%
Average Sales Price		\$534,055	\$542,084	+ 1.5%	\$520,014	\$513,205	- 1.3%
Pct. of List Price Received		102.1%	100.0%	- 2.1%	103.0%	99.5%	- 3.4%
Days on Market		9	23	+ 155.6%	11	37	+ 236.4%
Housing Affordability Index		63	59	- 6.3%	65	63	- 3.1%
Active Listings		2,338	2,158	- 7.7%	--	--	--
Months Supply of Inventory		1.5	1.9	+ 26.7%	--	--	--

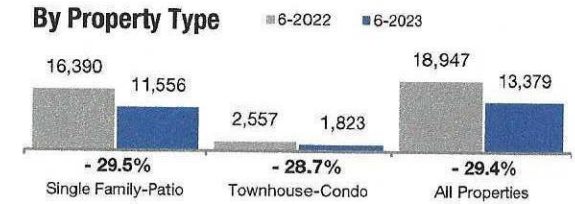
Sold Listings

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		
	6-2022	6-2023	Change	6-2022	6-2023	Change
\$99,999 and Below	8	6	-25.0%	2	1	-50.0%
\$100,000 to \$199,999	76	48	-36.8%	146	106	-27.4%
\$200,000 to \$299,999	474	351	-25.9%	644	431	-33.1%
\$300,000 to \$399,999	3,343	2,487	-25.6%	1,187	776	-34.6%
\$400,000 to \$499,999	5,910	3,707	-37.3%	434	356	-18.0%
\$500,000 to \$699,999	4,459	3,200	-28.2%	107	121	+13.1%
\$700,000 to \$999,999	1,615	1,256	-22.2%	28	20	-28.6%
\$1,000,000 to \$1,999,999	448	469	+4.7%	6	9	+50.0%
\$2,000,000 and Above	57	32	-43.9%	3	3	0.0%
All Price Ranges	16,390	11,556	-29.5%	2,557	1,823	-28.7%

Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	5-2023	6-2023	Change	5-2023	6-2023	Change
\$99,999 and Below	2	0	-100.0%	0	0	--
\$100,000 to \$199,999	4	6	+50.0%	14	10	-28.6%
\$200,000 to \$299,999	35	22	-37.1%	39	37	-5.1%
\$300,000 to \$399,999	198	202	+2.0%	69	84	+21.7%
\$400,000 to \$499,999	354	350	-1.1%	29	35	+20.7%
\$500,000 to \$699,999	330	340	+3.0%	10	18	+80.0%
\$700,000 to \$999,999	130	151	+16.2%	2	3	+50.0%
\$1,000,000 to \$1,999,999	45	61	+35.6%	1	5	+400.0%
\$2,000,000 and Above	2	3	+50.0%	0	1	--
All Price Ranges	1,100	1,135	+3.2%	164	193	+17.7%

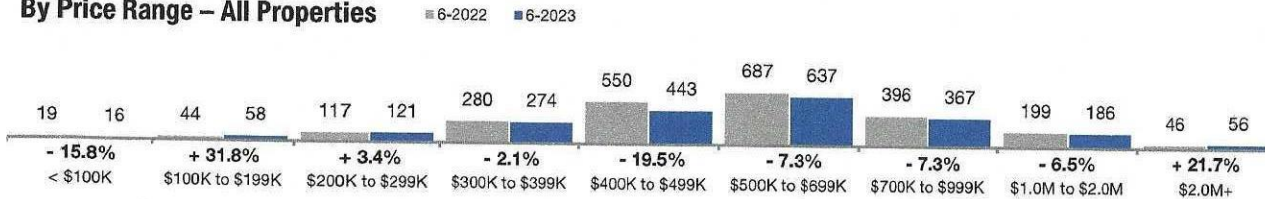
Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	6-2022	6-2023	Change	6-2022	6-2023	Change
\$99,999 and Below	3	4	+33.3%	1	0	-100.0%
\$100,000 to \$199,999	28	21	-25.0%	59	54	-8.5%
\$200,000 to \$299,999	163	170	+4.3%	226	186	-17.7%
\$300,000 to \$399,999	1,086	1,162	+7.0%	531	352	-33.7%
\$400,000 to \$499,999	2,761	1,739	-37.0%	262	136	-48.1%
\$500,000 to \$699,999	2,197	1,489	-32.2%	60	61	+1.7%
\$700,000 to \$999,999	868	591	-31.9%	14	7	-50.0%
\$1,000,000 to \$1,999,999	235	230	-2.1%	5	7	+40.0%
\$2,000,000 and Above	27	13	-51.9%	0	1	--
All Price Ranges	7,368	5,419	-26.5%	1,158	804	-30.6%

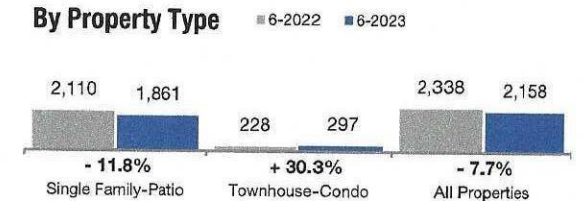
Inventory of Active Listings

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		
	6-2022	6-2023	Change	6-2022	6-2023	Change
\$99,999 and Below	16	12	-25.0%	3	4	+33.3%
\$100,000 to \$199,999	30	38	+26.7%	14	20	+42.9%
\$200,000 to \$299,999	85	77	-9.4%	32	44	+37.5%
\$300,000 to \$399,999	205	180	-12.2%	75	94	+25.3%
\$400,000 to \$499,999	480	357	-25.6%	70	86	+22.9%
\$500,000 to \$699,999	666	602	-9.6%	21	35	+66.7%
\$700,000 to \$999,999	383	355	-7.3%	13	12	-7.7%
\$1,000,000 to \$1,999,999	199	185	-7.0%	0	1	--
\$2,000,000 and Above	46	55	+19.6%	0	1	--
All Price Ranges	2,110	1,861	-11.8%	228	297	+30.3%

Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	5-2023	6-2023	Change	5-2023	6-2023	Change
\$99,999 and Below	9	12	+33.3%	4	4	0.0%
\$100,000 to \$199,999	39	38	-2.6%	22	20	-9.1%
\$200,000 to \$299,999	83	77	-7.2%	33	44	+33.3%
\$300,000 to \$399,999	146	180	+23.3%	68	94	+38.2%
\$400,000 to \$499,999	296	357	+20.6%	74	86	+16.2%
\$500,000 to \$699,999	513	602	+17.3%	44	35	-20.5%
\$700,000 to \$999,999	334	355	+6.3%	16	12	-25.0%
\$1,000,000 to \$1,999,999	178	185	+3.9%	3	1	-66.7%
\$2,000,000 and Above	52	55	+5.8%	1	1	0.0%
All Price Ranges	1,650	1,861	+12.8%	265	297	+12.1%

Year to Date

By Price Range	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®



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.