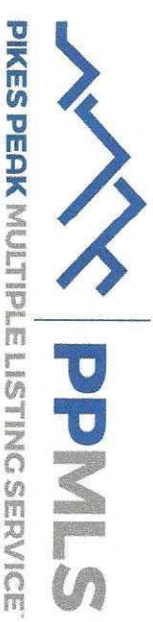


Monthly Indicators

Activity for El Paso and Teller Counties Only



July 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 32.6 percent for single family-patio homes and 23.6 percent for townhouse-condo properties. Pending Sales decreased 7.1 percent for single family-patio homes and 2.1 percent for townhouse-condo properties.

The Median Sales Price was down 1.9 percent to \$476,000 for single family-patio homes and 4.9 percent to \$337,500 for townhouse-condo properties. Days on Market increased 78.6 percent for single family-patio homes and 66.7 percent for townhouse-condo properties.

Despite a drop in existing-home sales, home prices have remained near record highs, with a national median sales price of \$410,200 as of last measure, 0.9% below the all-time high of \$413,800 recorded in June 2022, according to NAR. With only 3.1 months' supply heading into July, the lack of inventory has boosted competition among buyers and put upward pressure on sales prices, especially in more affordable markets, where competition for homes remains particularly strong.

Activity Snapshot

| | | |
|---|--|---|
| - 24.9% | - 1.8% | - 17.9% |
| 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 |
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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 | | | 7-2022 | 7-2023 | Percent Change | YTD 2022 | YTD 2023 | Percent Change |
|--|----------------------|--|--|-----------|-----------|----------------|-----------|-----------|----------------|
| New Listings | | | | 1,790 | 1,207 | - 32.6% | 11,370 | 8,067 | - 29.1% |
| Pending Sales (PEND, UC, UCSS, RGT) | | | | 1,134 | 1,054 | - 7.1% | 8,840 | 6,933 | - 21.6% |
| Sold Listings | | | | 1,266 | 959 | - 24.2% | 8,634 | 6,376 | - 26.2% |
| Median Sales Price | | | | \$485,000 | \$476,000 | - 1.9% | \$482,616 | \$473,530 | - 1.9% |
| Average Sales Price | | | | \$560,658 | \$548,825 | - 2.1% | \$547,100 | \$537,722 | - 1.7% |
| Pct. of List Price Received | | | | 100.2% | 99.6% | - 0.6% | 102.6% | 99.5% | - 3.0% |
| Days on Market | | | | 14 | 25 | + 78.6% | 11 | 36 | + 227.3% |
| Housing Affordability Index | | | | 65 | 58 | - 10.8% | 65 | 59 | - 9.2% |
| Active Listings | | | | 2,519 | 1,995 | - 20.8% | -- | -- | -- |
| Months Supply of Inventory | | | | 1.9 | 2.1 | + 10.5% | -- | -- | -- |

Townhouse-Condo Market Overview

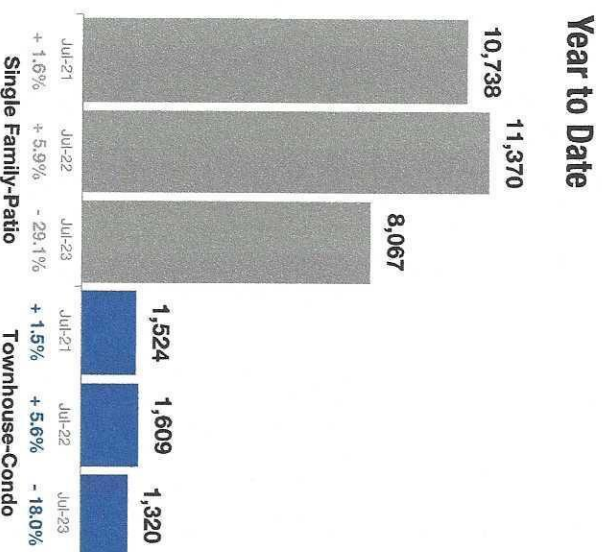
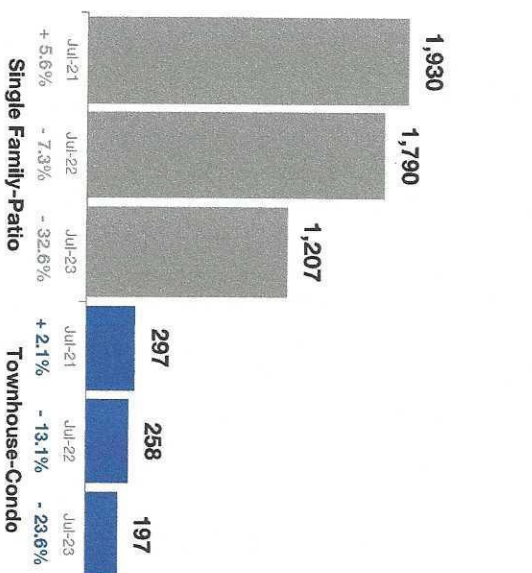
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics | Historical Sparkbars | | | | 7-2022 | 7-2023 | Percent Change | YTD 2022 | YTD 2023 | Percent Change |
|--|----------------------|--|--|--|-----------|-----------|----------------|-----------|-----------|----------------|
| New Listings | | | | | 258 | 197 | -23.6% | 1,609 | 1,320 | -18.0% |
| Pending Sales (PEND, UC, UCSS, RGT) | | | | | 192 | 188 | -2.1% | 1,390 | 1,086 | -21.9% |
| Sold Listings | | | | | 201 | 143 | -28.9% | 1,359 | 947 | -30.3% |
| Median Sales Price | | | | | \$355,000 | \$337,500 | -4.9% | \$356,000 | \$339,900 | -4.5% |
| Average Sales Price | | | | | \$372,264 | \$356,290 | -4.3% | \$363,942 | \$360,859 | -0.8% |
| Pct. of List Price Received | | | | | 100.8% | 99.5% | -1.3% | 102.6% | 99.5% | -3.0% |
| Days on Market | | | | | 15 | 25 | +66.7% | 13 | 30 | +130.8% |
| Housing Affordability Index | | | | | 89 | 82 | -7.9% | 88 | 82 | -6.8% |
| Active Listings | | | | | 270 | 295 | +9.3% | -- | -- | -- |
| Months Supply of Inventory | | | | | 1.3 | 2.0 | +53.8% | -- | -- | -- |

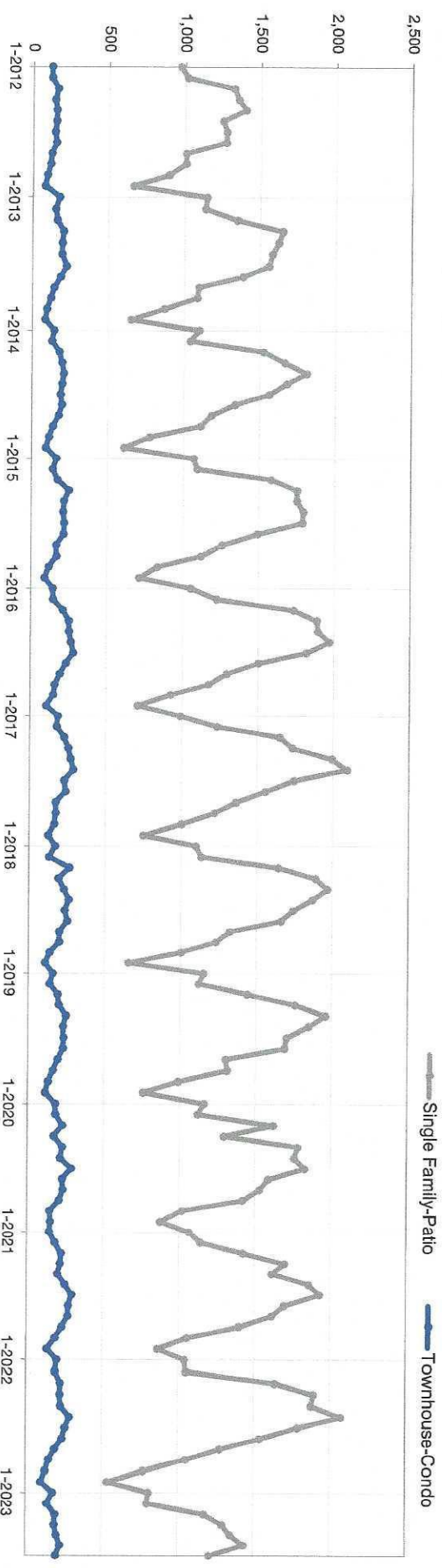
New Listings

July



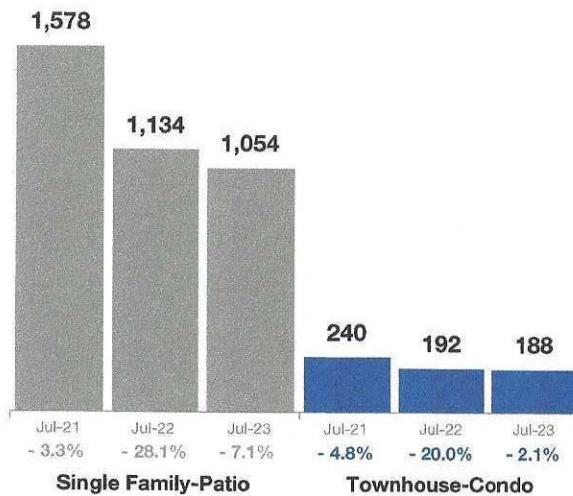
| New Listings | Single Family-Patio | Percent Change from Previous Year | Townhouse-Condo | Percent Change from Previous Year |
|--------------|---------------------|-----------------------------------|-----------------|-----------------------------------|
| Aug-2022 | 1,540 | -9.3% | 238 | -13.5% |
| Sep-2022 | 1,278 | -20.8% | 188 | -30.6% |
| Oct-2022 | 1,054 | -24.8% | 150 | -35.3% |
| Nov-2022 | 773 | -26.8% | 127 | -32.4% |
| Dec-2022 | 535 | -38.1% | 97 | -28.1% |
| Jan-2023 | 807 | -22.6% | 176 | -12.4% |
| Feb-2023 | 799 | -24.1% | 138 | -27.4% |
| Mar-2023 | 1,174 | -28.4% | 194 | -13.8% |
| Apr-2023 | 1,295 | -31.6% | 188 | -16.1% |
| May-2023 | 1,349 | -28.2% | 202 | -10.6% |
| Jun-2023 | 1,436 | -30.8% | 225 | -21.1% |
| Jul-2023 | 1,207 | -32.6% | 197 | -23.6% |

Historical New Listings by Month

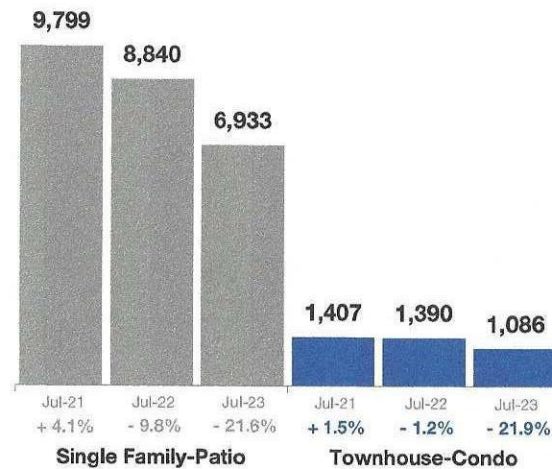


Pending Sales (PEND, UC, UCSS, RGT)

July

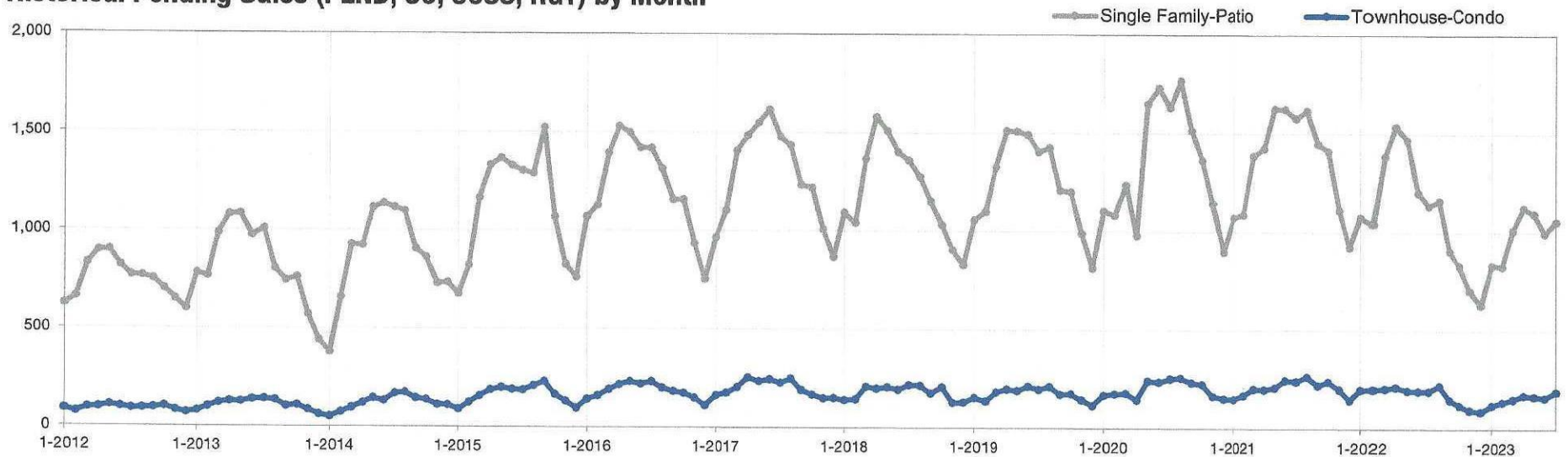


Year to Date



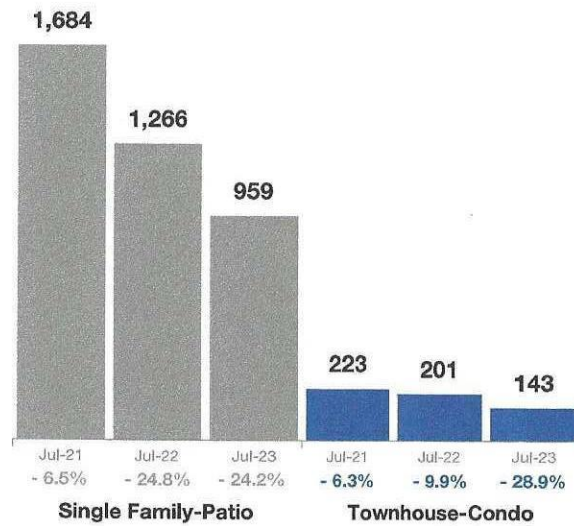
| Pending Sales (PEND, UC, UCSS, RGT) | Single Family-Patio | Percent Change from Previous Year | Townhouse-Condo | Percent Change from Previous Year |
|-------------------------------------|---------------------|-----------------------------------|-----------------|-----------------------------------|
| Aug-2022 | 1,159 | -28.3% | 219 | -17.0% |
| Sep-2022 | 903 | -37.6% | 147 | -32.9% |
| Oct-2022 | 829 | -41.2% | 120 | -49.6% |
| Nov-2022 | 702 | -36.8% | 96 | -51.8% |
| Dec-2022 | 629 | -31.9% | 87 | -40.0% |
| Jan-2023 | 831 | -22.7% | 119 | -39.9% |
| Feb-2023 | 825 | -20.8% | 136 | -32.0% |
| Mar-2023 | 1,010 | -27.1% | 150 | -26.5% |
| Apr-2023 | 1,124 | -26.8% | 170 | -19.4% |
| May-2023 | 1,095 | -25.4% | 165 | -14.9% |
| Jun-2023 | 994 | -17.2% | 158 | -17.3% |
| Jul-2023 | 1,054 | -7.1% | 188 | -2.1% |

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

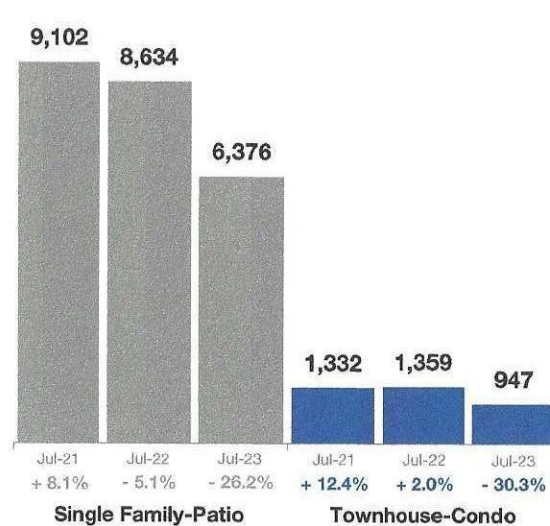


Sold Listings

July

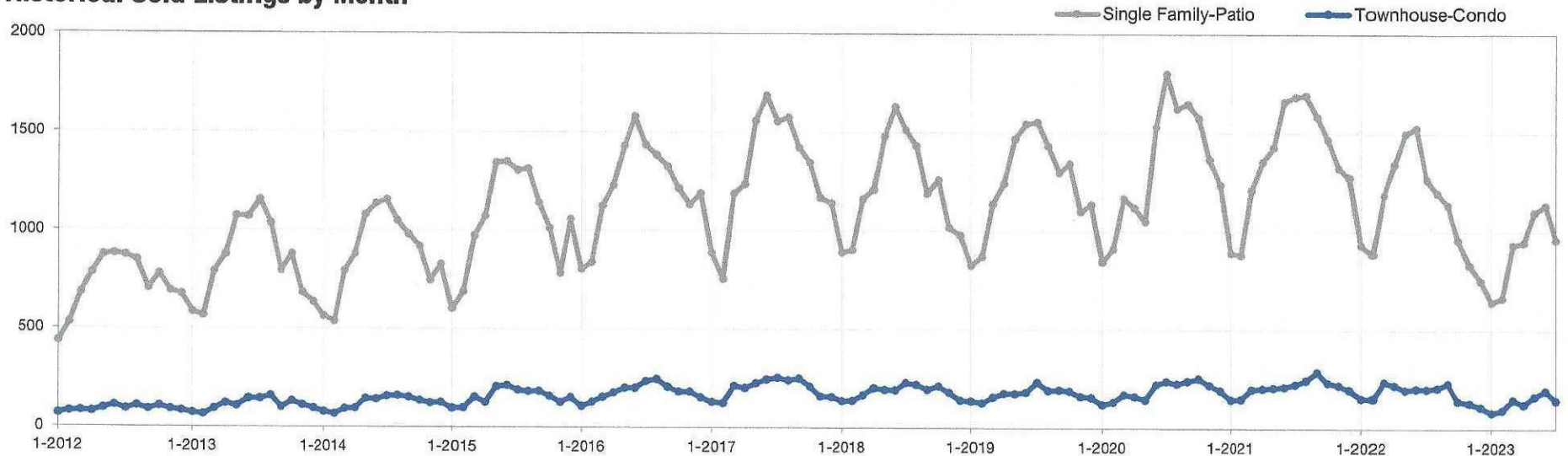


Year to Date



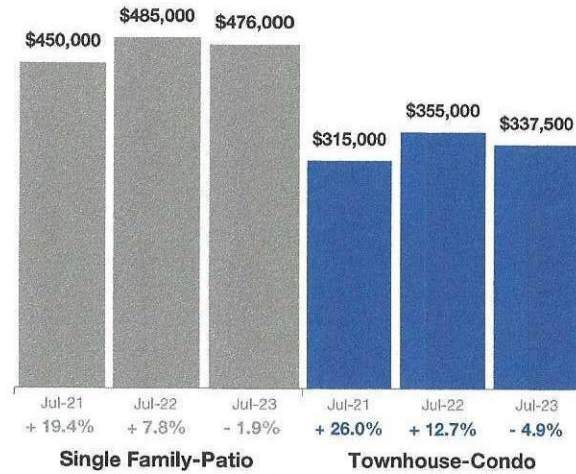
| Sold Listings | Single Family-Patio | Percent Change from Previous Year | Townhouse-Condo | Percent Change from Previous Year |
|---------------|---------------------|-----------------------------------|-----------------|-----------------------------------|
| Aug-2022 | 1,196 | -29.2% | 207 | -14.8% |
| 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 | 1,099 | -26.5% | 164 | -15.9% |
| Jun-2023 | 1,134 | -25.7% | 193 | -4.5% |
| Jul-2023 | 959 | -24.2% | 143 | -28.9% |

Historical Sold Listings by Month

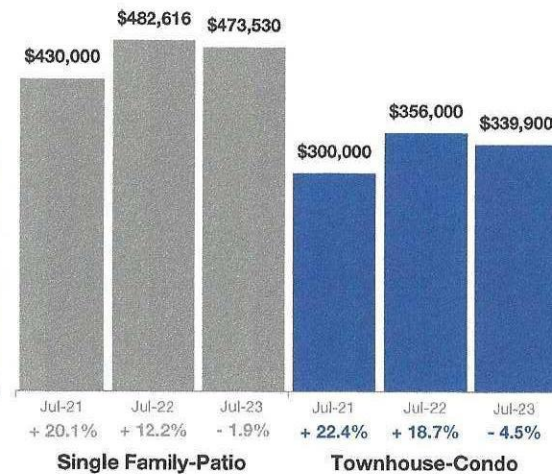


Median Sales Price

July

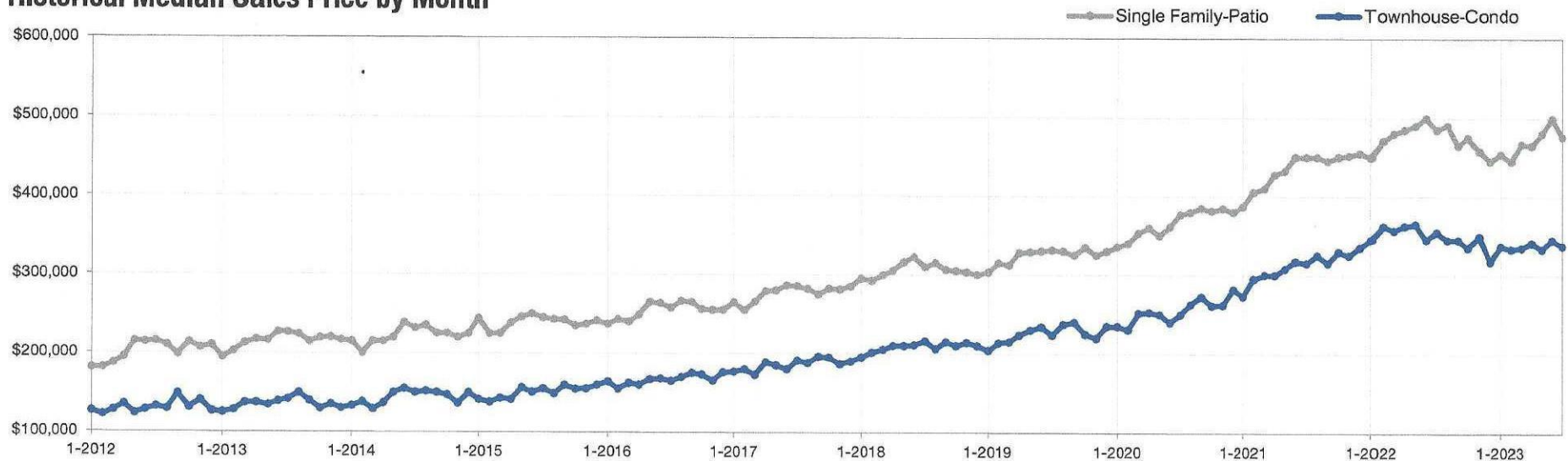


Year to Date



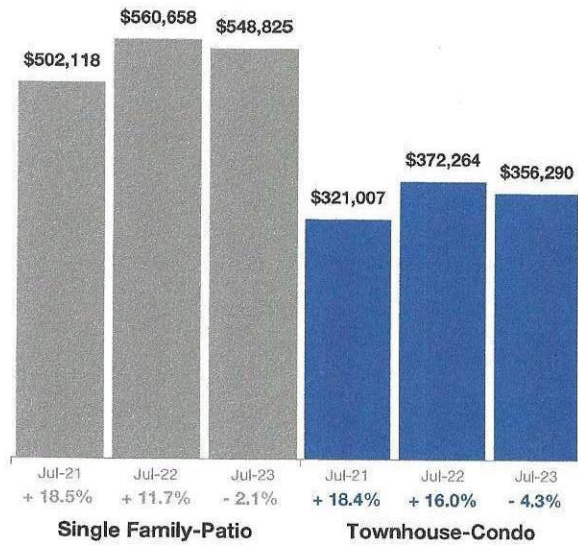
| Median Sales Price | Single Family-Patio | Percent Change from Previous Year | Townhouse-Condo | Percent Change from Previous Year |
|--------------------|---------------------|-----------------------------------|-----------------|-----------------------------------|
| Aug-2022 | \$490,500 | +9.0% | \$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 | \$480,000 | -2.0% | \$333,500 | -8.6% |
| Jun-2023 | \$499,000 | -0.2% | \$345,000 | 0.0% |
| Jul-2023 | \$476,000 | -1.9% | \$337,500 | -4.9% |

Historical Median Sales Price by Month

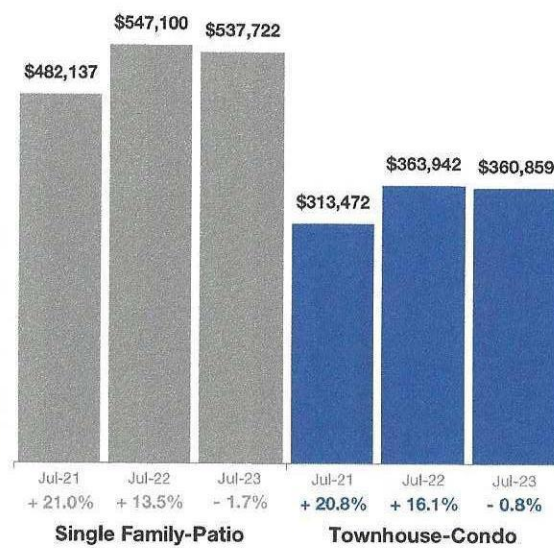


Average Sales Price

July

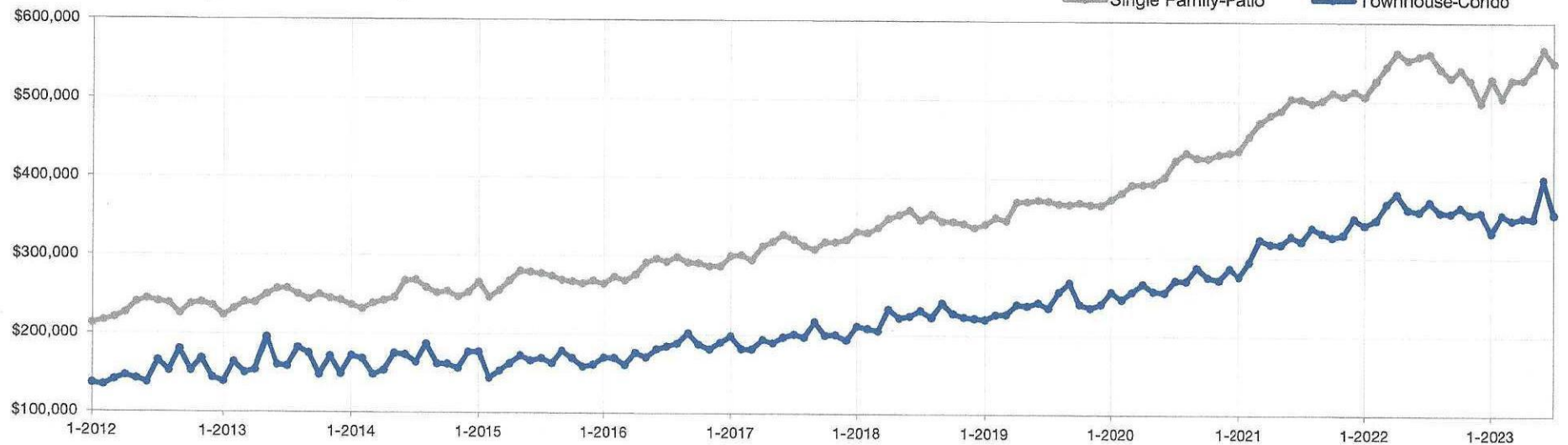


Year to Date



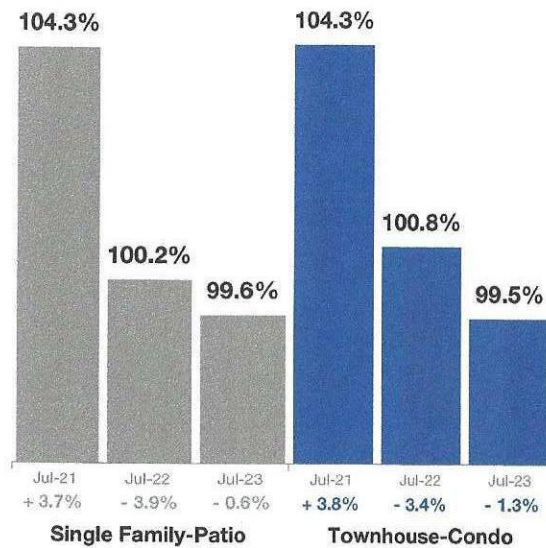
| Avg. Sales Price | Single Family-Patio | Percent Change from Previous Year | Townhouse-Condo | Percent Change from Previous Year |
|------------------|---------------------|-----------------------------------|-----------------|-----------------------------------|
| Aug-2022 | \$541,670 | +9.0% | \$358,842 | +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 | \$504,511 | -4.1% | \$355,808 | +2.0% |
| Mar-2023 | \$527,256 | -3.2% | \$349,101 | -5.5% |
| Apr-2023 | \$527,532 | -6.1% | \$352,455 | -7.8% |
| May-2023 | \$541,678 | -1.9% | \$351,236 | -3.0% |
| Jun-2023 | \$566,169 | +1.6% | \$401,105 | +11.6% |
| Jul-2023 | \$548,825 | -2.1% | \$356,290 | -4.3% |

Historical Average Sales Price by Month

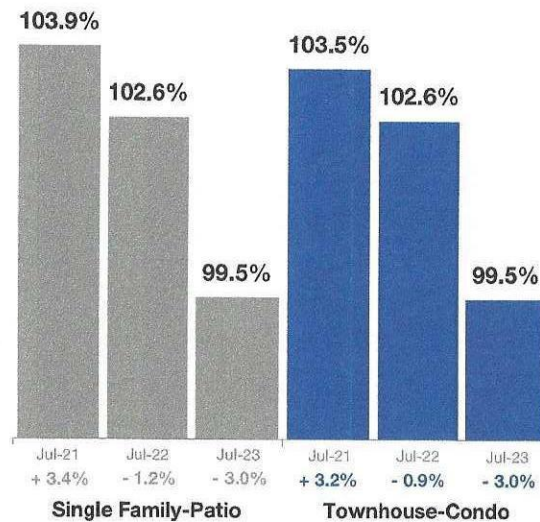


Percent of List Price Received

July

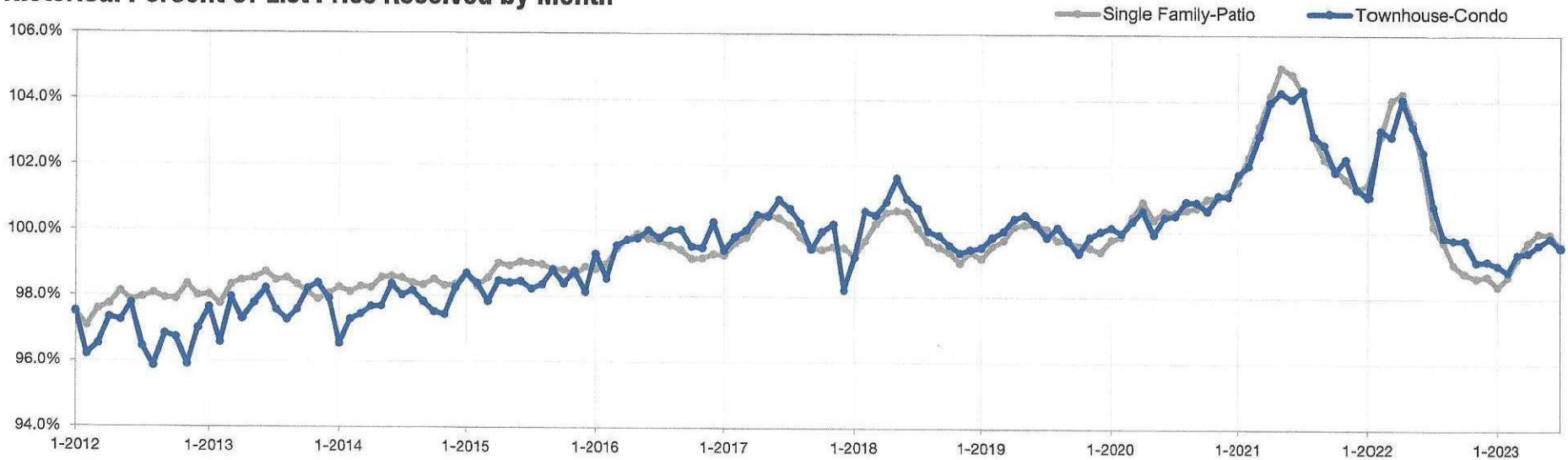


Year to Date



| Pct. of List Price Received | Single Family-Patio | Percent Change from Previous Year | Townhouse-Condo | Percent Change from Previous Year |
|-----------------------------|---------------------|-----------------------------------|-----------------|-----------------------------------|
| 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% | 99.8% | -2.6% |
| Jul-2023 | 99.6% | -0.6% | 99.5% | -1.3% |

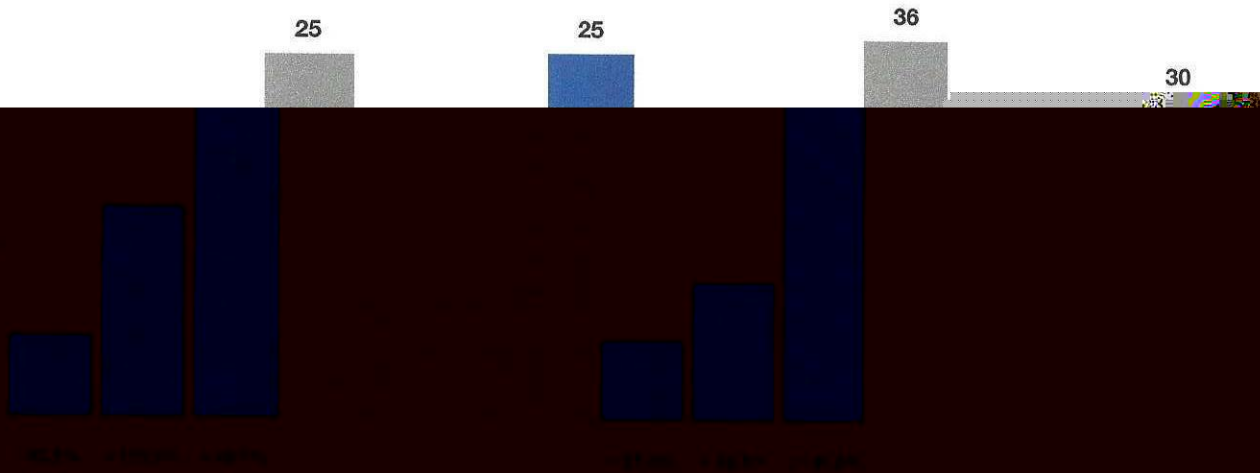
Historical Percent of List Price Received by Month



Days on Market Until Sale

July

Year to Date

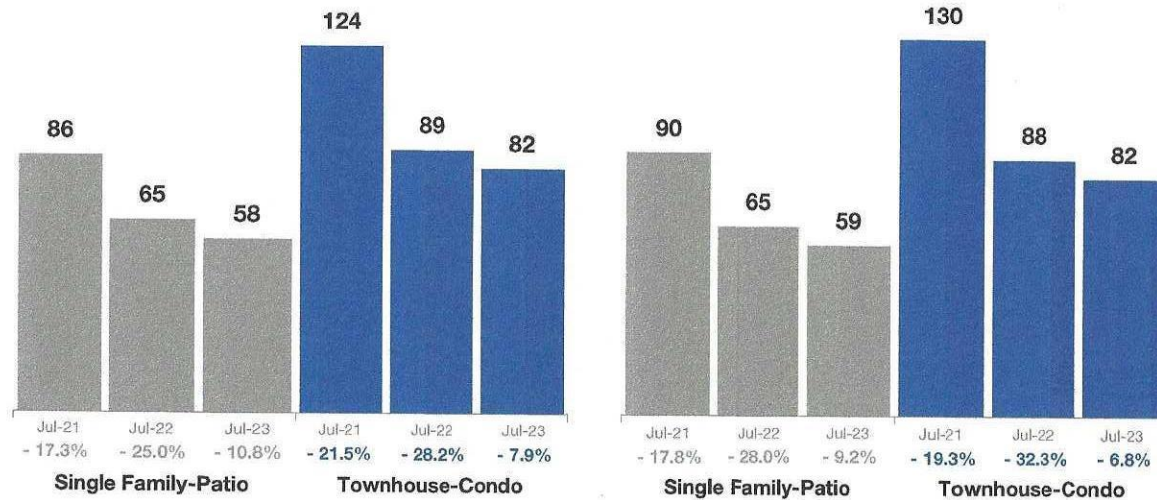


| Days on Market Until Sale | Single Family-Patio | Percent Change from Previous Year | Townhouse-Condo | Percent Change from Previous Year |
|---------------------------|---------------------|-----------------------------------|-----------------|-----------------------------------|
| Aug-2022 | 17 | +88.9% | 12 | +50.0% |
| Sep-2022 | 25 | +108.3% | 17 | +88.9% |
| Oct-2022 | 32 | +146.2% | 23 | +155.6% |

Housing Affordability Index

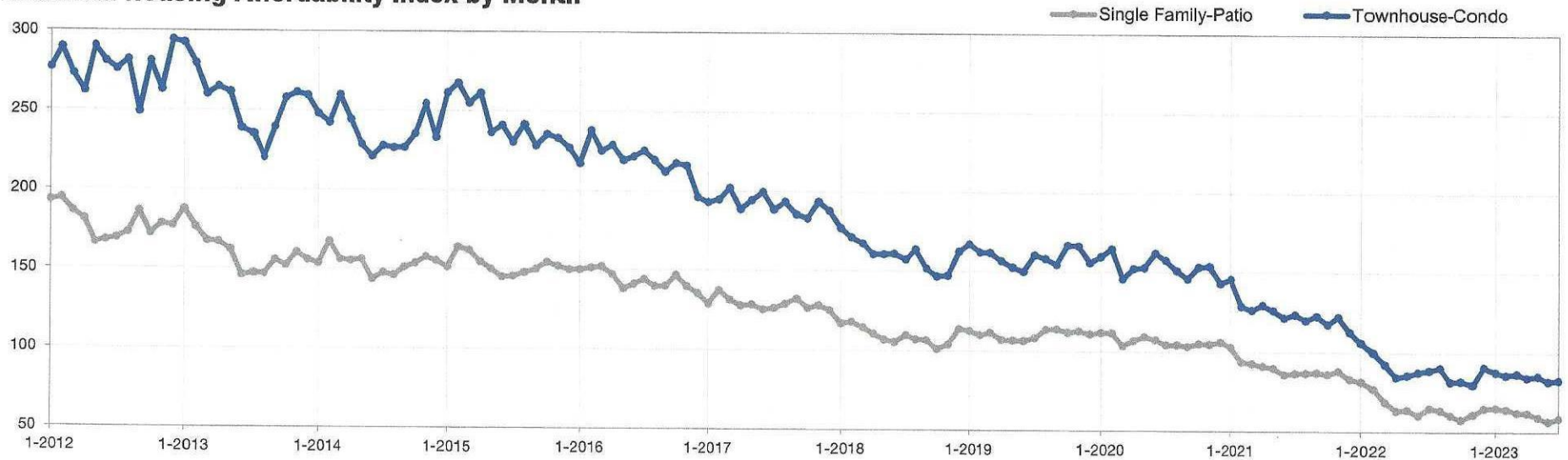
July

Year to Date



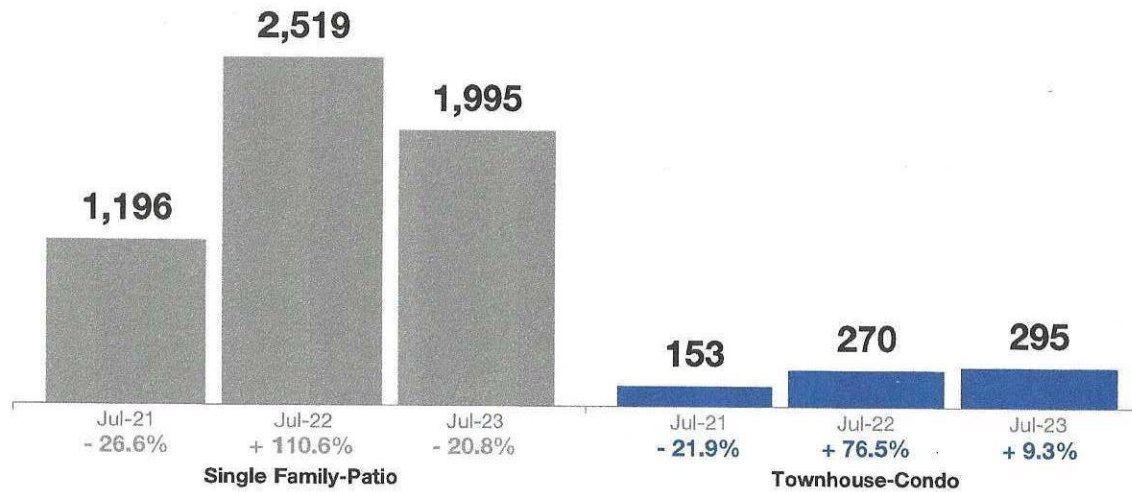
| Housing Affordability Index | Single Family-Patio | Percent Change from Previous Year | Townhouse-Condo | Percent Change from Previous Year |
|-----------------------------|---------------------|-----------------------------------|-----------------|-----------------------------------|
| Aug-2022 | 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% |
| Jul-2023 | 58 | -10.8% | 82 | -7.9% |

Historical Housing Affordability Index by Month



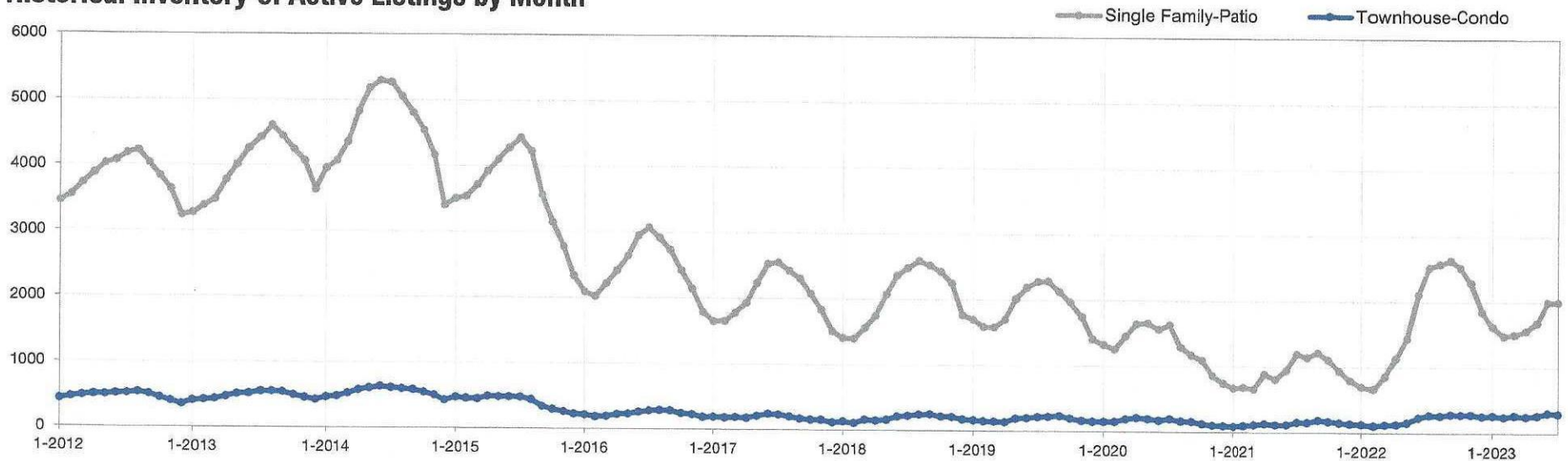
Inventory of Active Listings

July



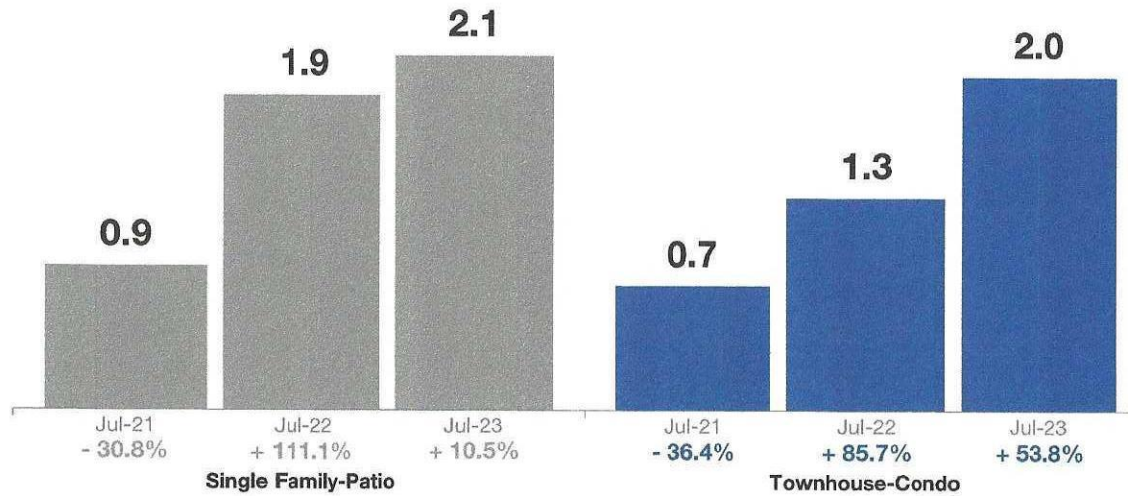
| Inventory of Active Listings | Single Family-Patio | Percent Change from Previous Year | Townhouse-Condo | Percent Change from Previous Year |
|------------------------------|---------------------|-----------------------------------|-----------------|-----------------------------------|
| Aug-2022 | 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 | 1,849 | +133.2% | 252 | +89.5% |
| Jan-2023 | 1,621 | +131.6% | 264 | +109.5% |
| Feb-2023 | 1,477 | +122.1% | 243 | +129.2% |
| Mar-2023 | 1,503 | +76.0% | 266 | +121.7% |
| Apr-2023 | 1,559 | +37.5% | 249 | +96.1% |
| May-2023 | 1,683 | +17.1% | 265 | +74.3% |
| Jun-2023 | 1,996 | -5.4% | 306 | +34.2% |
| Jul-2023 | 1,995 | -20.8% | 295 | +9.3% |

Historical Inventory of Active Listings by Month



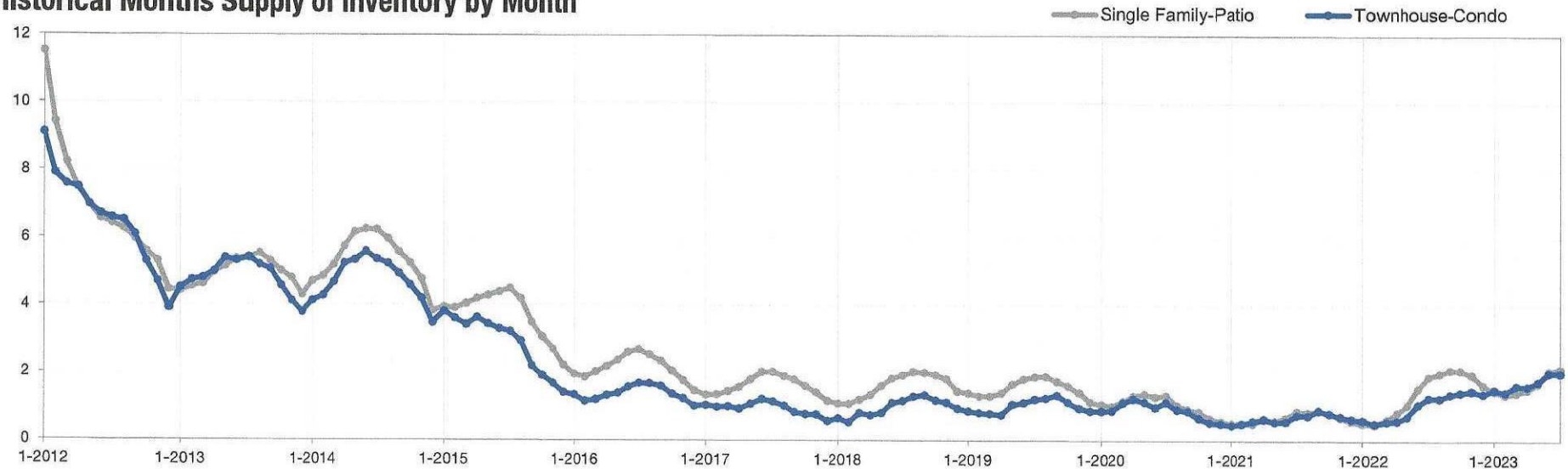
Months Supply of Inventory

July



| Months Supply of Inventory | Single Family-Patio | Percent Change from Previous Year | Townhouse-Condo | Percent Change from Previous Year |
|----------------------------|---------------------|-----------------------------------|-----------------|-----------------------------------|
| 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 | 2.1 | +40.0% | 2.0 | +81.8% |
| Jul-2023 | 2.1 | +10.5% | 2.0 | +53.8% |

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.



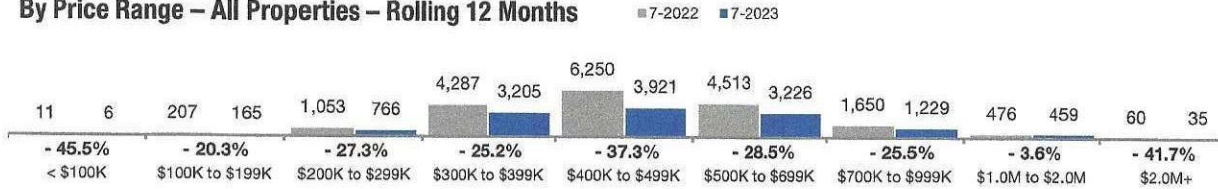
| Key Metrics | Historical Sparkbars | 7-2022 | 7-2023 | Percent Change | YTD 2022 | YTD 2023 | Percent Change |
|--|----------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| New Listings | | 2,048 | 1,404 | - 31.4% | 12,979 | 9,387 | - 27.7% |
| Pending Sales (PEND, UC, UCSS, RGT) | | 1,326 | 1,242 | - 6.3% | 10,230 | 8,019 | - 21.6% |
| Sold Listings | | 1,467 | 1,102 | - 24.9% | 9,993 | 7,323 | - 26.7% |
| Median Sales Price | | \$470,000 | \$461,425 | - 1.8% | \$467,015 | \$453,110 | - 3.0% |
| Average Sales Price | | \$534,846 | \$523,841 | - 2.1% | \$522,191 | \$514,848 | - 1.4% |
| Pct. of List Price Received | | 100.3% | 99.6% | - 0.7% | 102.6% | 99.5% | - 3.0% |
| Days on Market | | 14 | 25 | + 78.6% | 12 | 35 | + 191.7% |
| Housing Affordability Index | | 67 | 60 | - 10.4% | 67 | 61 | - 9.0% |
| Active Listings | | 2,789 | 2,290 | - 17.9% | -- | -- | -- |
| Months Supply of Inventory | | 1.8 | 2.1 | + 16.7% | -- | -- | -- |

Sold Listings

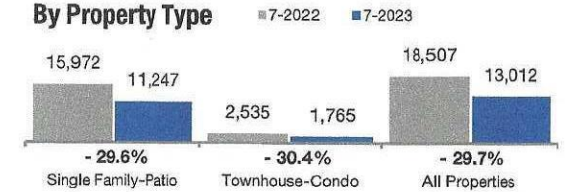
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

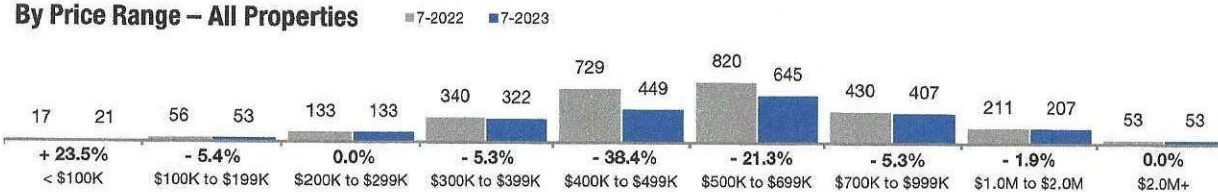
Year to Date

| By Price Range | Single Family-Patio Homes | | | Townhouse-Condo | | | Single Family-Patio Homes | | | Townhouse-Condo | | | Single Family-Patio Homes | | | Townhouse-Condo | | |
|----------------------------|---------------------------|--------|--------|-----------------|--------|--------|---------------------------|--------|---------|-----------------|--------|---------|---------------------------|--------|--------|-----------------|--------|---------|
| | 7-2022 | 7-2023 | Change | 7-2022 | 7-2023 | Change | 6-2023 | 7-2023 | Change | 6-2023 | 7-2023 | Change | 7-2022 | 7-2023 | Change | 7-2022 | 7-2023 | Change |
| \$99,999 and Below | 9 | 5 | -44.4% | 2 | 1 | -50.0% | 0 | 0 | -- | 0 | 0 | -- | 4 | 4 | 0.0% | 1 | 0 | -100.0% |
| \$100,000 to \$199,999 | 70 | 56 | -20.0% | 137 | 109 | -20.4% | 6 | 10 | +66.7% | 10 | 6 | -40.0% | 30 | 31 | +3.3% | 62 | 60 | -3.2% |
| \$200,000 to \$299,999 | 449 | 342 | -23.8% | 604 | 424 | -29.8% | 22 | 21 | -4.5% | 37 | 34 | -8.1% | 192 | 190 | -1.0% | 267 | 220 | -17.6% |
| \$300,000 to \$399,999 | 3,114 | 2,460 | -21.0% | 1,173 | 745 | -36.5% | 202 | 173 | -14.4% | 84 | 57 | -32.1% | 1,286 | 1,335 | +3.8% | 619 | 409 | -33.9% |
| \$400,000 to \$499,999 | 5,777 | 3,589 | -37.9% | 473 | 332 | -29.8% | 349 | 334 | -4.3% | 35 | 33 | -5.7% | 3,212 | 2,072 | -35.5% | 319 | 169 | -47.0% |
| \$500,000 to \$699,999 | 4,407 | 3,101 | -29.6% | 106 | 125 | +17.9% | 340 | 272 | -20.0% | 18 | 12 | -33.3% | 2,568 | 1,761 | -31.4% | 68 | 73 | +7.4% |
| \$700,000 to \$999,999 | 1,619 | 1,212 | -25.1% | 31 | 17 | -45.2% | 151 | 106 | -29.8% | 3 | 1 | -66.7% | 1,018 | 697 | -31.5% | 18 | 8 | -55.6% |
| \$1,000,000 to \$1,999,999 | 470 | 450 | -4.3% | 6 | 9 | +50.0% | 61 | 37 | -39.3% | 5 | 0 | -100.0% | 291 | 267 | -8.2% | 5 | 7 | +40.0% |
| \$2,000,000 and Above | 57 | 32 | -43.9% | 3 | 3 | 0.0% | 3 | 6 | +100.0% | 1 | 0 | -100.0% | 33 | 19 | -42.4% | 0 | 1 | -- |
| All Price Ranges | 15,972 | 11,247 | -29.6% | 2,535 | 1,765 | -30.4% | 1,134 | 959 | -15.4% | 193 | 143 | -25.9% | 8,634 | 6,376 | -26.2% | 1,359 | 947 | -30.3% |

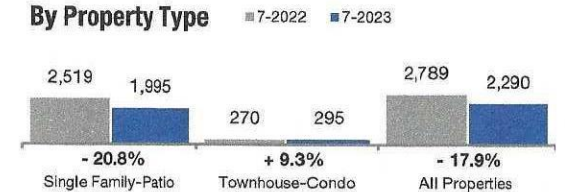
Inventory of Active Listings

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 | | |
|----------------------------|---------------------------|--------|--------|-----------------|--------|---------|---------------------------|--------|--------|-----------------|--------|--------|---------------------------|--------|--------|-----------------|--------|--------|
| | 7-2022 | 7-2023 | Change | 7-2022 | 7-2023 | Change | 6-2023 | 7-2023 | Change | 6-2023 | 7-2023 | Change | 7-2022 | 7-2023 | Change | 7-2022 | 7-2023 | Change |
| \$99,999 and Below | 14 | 17 | +21.4% | 3 | 4 | +33.3% | 12 | 17 | +41.7% | 4 | 4 | 0.0% | | | | | | |
| \$100,000 to \$199,999 | 32 | 34 | +6.3% | 24 | 19 | -20.8% | 40 | 34 | -15.0% | 22 | 19 | -13.6% | | | | | | |
| \$200,000 to \$299,999 | 84 | 82 | -2.4% | 49 | 51 | +4.1% | 80 | 82 | +2.5% | 49 | 51 | +4.1% | | | | | | |
| \$300,000 to \$399,999 | 259 | 223 | -13.9% | 81 | 99 | +22.2% | 208 | 223 | +7.2% | 96 | 99 | +3.1% | | | | | | |
| \$400,000 to \$499,999 | 654 | 380 | -41.9% | 75 | 69 | -8.0% | 387 | 380 | -1.8% | 85 | 69 | -18.6% | | | | | | |
| \$500,000 to \$699,999 | 798 | 608 | -23.8% | 22 | 37 | +68.2% | 646 | 608 | -5.9% | 36 | 37 | +2.8% | | | | | | |
| \$700,000 to \$999,999 | 415 | 392 | -5.5% | 15 | 15 | 0.0% | 375 | 392 | +4.5% | 13 | 15 | +15.4% | | | | | | |
| \$1,000,000 to \$1,999,999 | 210 | 207 | -1.4% | 1 | 0 | -100.0% | 192 | 207 | +7.8% | 0 | 0 | -- | | | | | | |
| \$2,000,000 and Above | 53 | 52 | -1.9% | 0 | 1 | -- | 56 | 52 | -7.1% | 1 | 1 | 0.0% | | | | | | |
| All Price Ranges | 2,519 | 1,995 | -20.8% | 270 | 295 | +9.3% | 1,996 | 1,995 | -0.1% | 306 | 295 | -3.6% | | | | | | |

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. |