

Monthly Indicators

Activity for El Paso and Teller Counties Only



July 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 8.8 percent for single family-patio homes and 17.5 percent for townhouse-condo properties. Pending Sales decreased 19.2 percent for single family-patio homes and 14.2 percent for townhouse-condo properties.

The Median Sales Price was up 7.8 percent to \$485,000 for single family-patio homes and 11.9 percent to \$352,500 for townhouse-condo properties. Days on Market increased 100.0 percent for single family-patio homes and 150.0 percent for townhouse-condo properties.

At a time of year when homebuying activity is typically very strong, soaring homeownership costs have caused home sales to decline nationwide for the fifth consecutive month, with existing-home sales falling 5.4% month-to-month and 14.2% year-over-year as of last measure, according to NAR. But there is a bright spot. Inventory of existing homes has continued to climb this summer, with 1.26 million homes available at the beginning of July, equivalent to a 3 months' supply. And despite the summer slowdown, homes are still selling quickly, with the typical home staying on market an average of 14 days.

Activity Snapshot

- 23.0%	+ 8.0%	+ 91.8%
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	7-2021	7-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,927	1,758	- 8.8%	10,728	11,284	+ 5.2%
Pending Sales (PEND, UC, UCSS, RGT)		1,576	1,274	- 19.2%	9,794	9,056	- 7.5%
Sold Listings		1,684	1,269	- 24.6%	9,102	8,638	- 5.1%
Median Sales Price		\$450,000	\$485,000	+ 7.8%	\$430,000	\$482,531	+ 12.2%
Average Sales Price		\$502,118	\$560,768	+ 11.7%	\$482,137	\$547,101	+ 13.5%
Pct. of List Price Received		104.3%	100.2%	- 3.9%	103.9%	102.6%	- 1.3%
Days on Market		7	14	+ 100.0%	11	11	0.0%
Housing Affordability Index		86	65	- 24.4%	90	65	- 27.8%
Active Listings		1,194	2,342	+ 96.1%	--	--	--
Months Supply of Inventory		0.9	1.8	+ 100.0%	--	--	--

Townhouse-Condo Market Overview

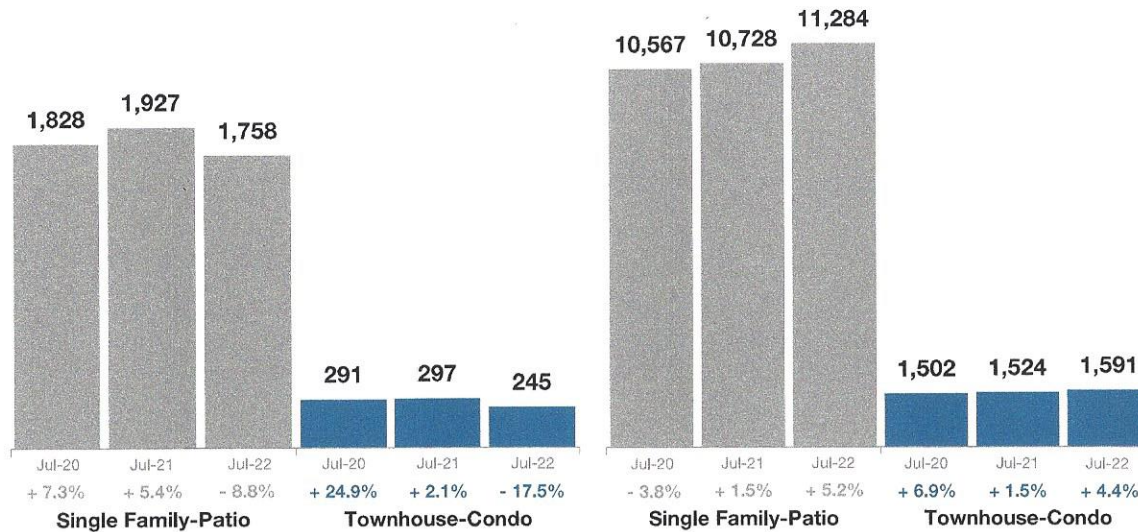


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2021	7-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		297	245	- 17.5%	1,524	1,591	+ 4.4%
Pending Sales (PEND, UC, UCSS, RGT)		240	206	- 14.2%	1,407	1,410	+ 0.2%
Sold Listings		223	200	- 10.3%	1,332	1,357	+ 1.9%
Median Sales Price		\$315,000	\$352,500	+ 11.9%	\$300,000	\$355,336	+ 18.4%
Average Sales Price		\$321,007	\$373,474	+ 16.3%	\$313,472	\$364,102	+ 16.2%
Pct. of List Price Received		104.3%	101.1%	- 3.1%	103.5%	102.6%	- 0.9%
Days on Market		6	15	+ 150.0%	8	13	+ 62.5%
Housing Affordability Index		124	89	- 28.2%	130	89	- 31.5%
Active Listings		153	241	+ 57.5%	--	--	--
Months Supply of Inventory		0.7	1.1	+ 57.1%	--	--	--

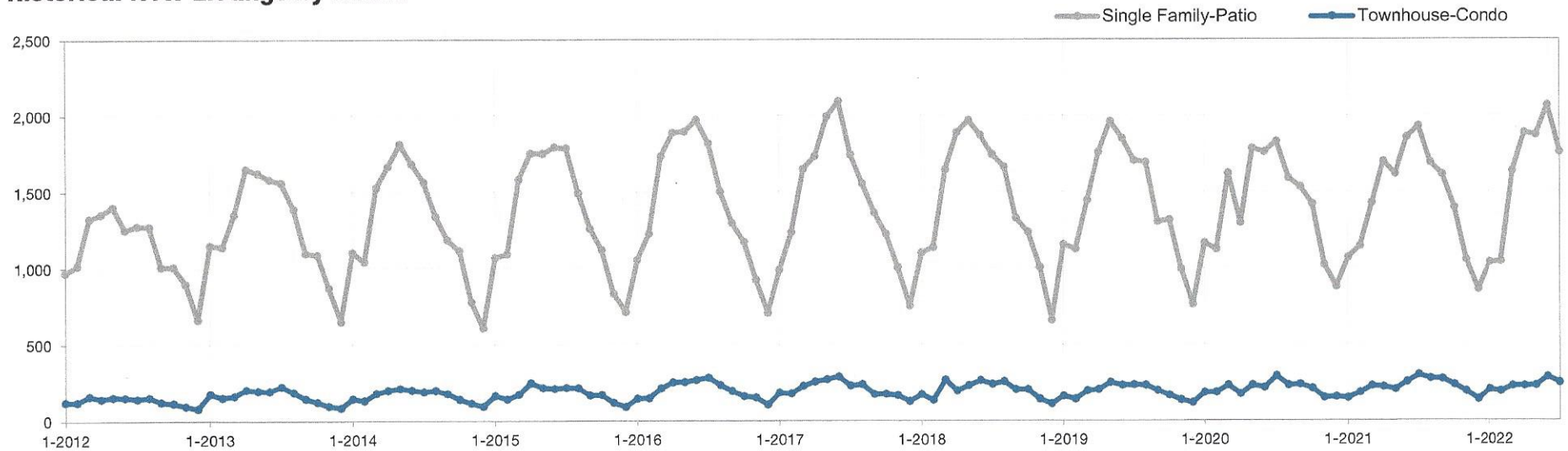
New Listings

July



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2021	1,691	+6.5%	274	+19.1%
Sep-2021	1,611	+5.2%	270	+14.9%
Oct-2021	1,395	-1.7%	232	+11.0%
Nov-2021	1,052	+3.2%	188	+27.0%
Dec-2021	857	-2.2%	135	-11.2%
Jan-2022	1,036	-2.8%	200	+37.0%
Feb-2022	1,041	-8.8%	188	+3.9%
Mar-2022	1,634	+14.6%	224	-0.9%
Apr-2022	1,883	+10.9%	223	+1.4%
May-2022	1,869	+15.7%	227	+11.8%
Jun-2022	2,063	+11.3%	284	+13.1%
Jul-2022	1,758	-8.8%	245	-17.5%

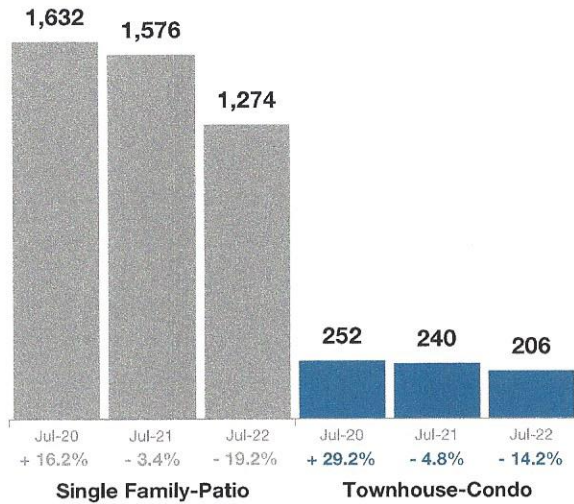
Historical New Listings by Month



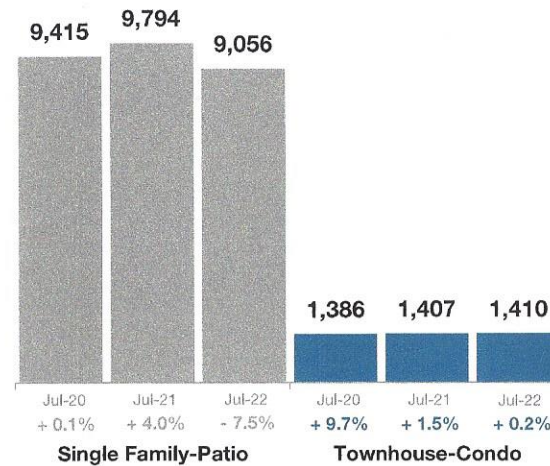
Pending Sales (PEND, UC, UCSS, RGT)



July

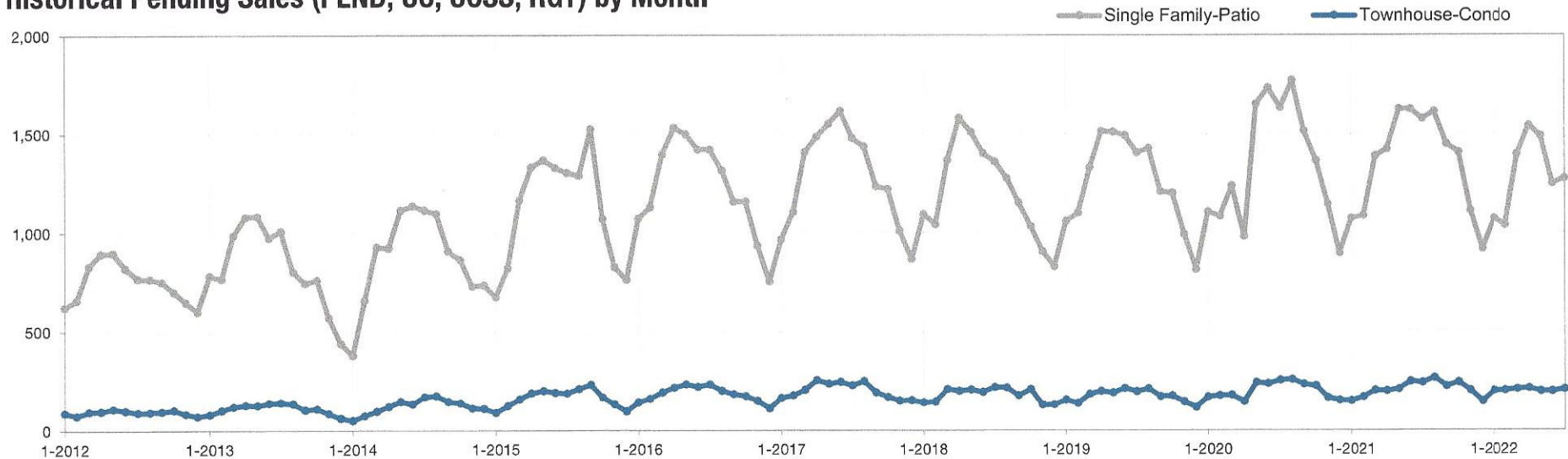


Year to Date



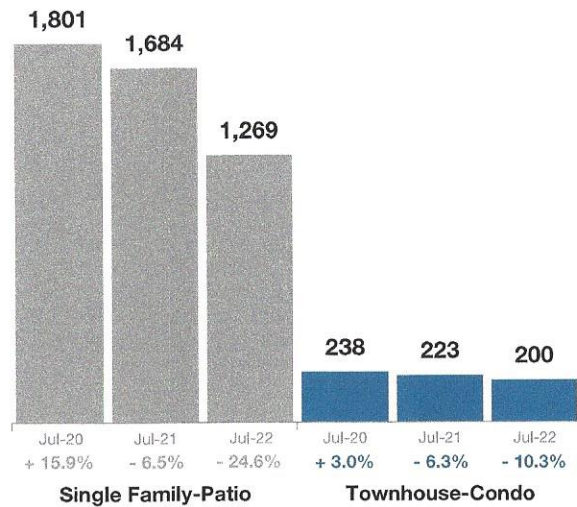
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2021	1,611	-8.9%	264	+3.5%
Sep-2021	1,447	-4.4%	221	-4.7%
Oct-2021	1,406	+3.2%	241	+7.6%
Nov-2021	1,111	-2.9%	199	+22.1%
Dec-2021	918	+2.5%	145	-3.3%
Jan-2022	1,072	-0.1%	198	+33.8%
Feb-2022	1,037	-4.5%	199	+19.2%
Mar-2022	1,395	+0.5%	206	+2.5%
Apr-2022	1,541	+8.4%	210	+6.1%
May-2022	1,488	-8.4%	196	-5.8%
Jun-2022	1,249	-23.1%	195	-20.4%
Jul-2022	1,274	-19.2%	206	-14.2%

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

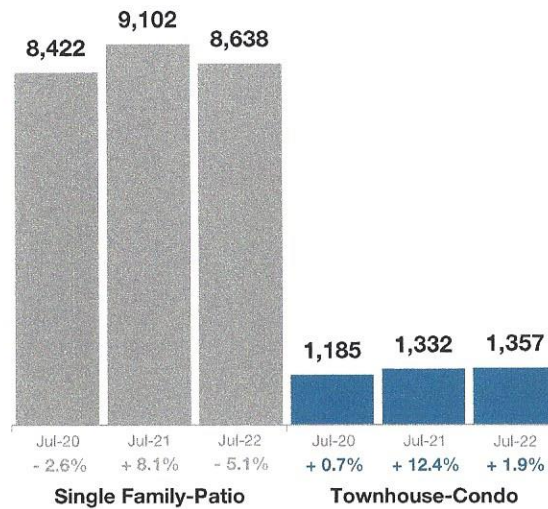


Sold Listings

July

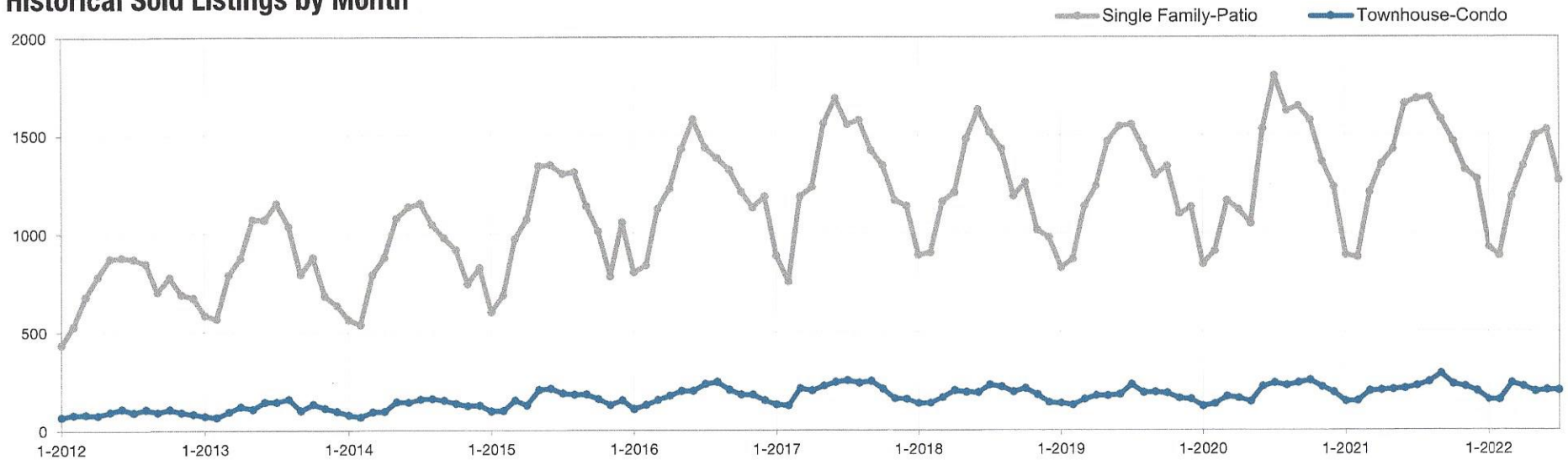


Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-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	931	+4.7%	153	+5.5%
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%
May-2022	1,497	+4.8%	194	-5.8%
Jun-2022	1,526	-8.0%	202	-3.8%
Jul-2022	1,269	-24.6%	200	-10.3%

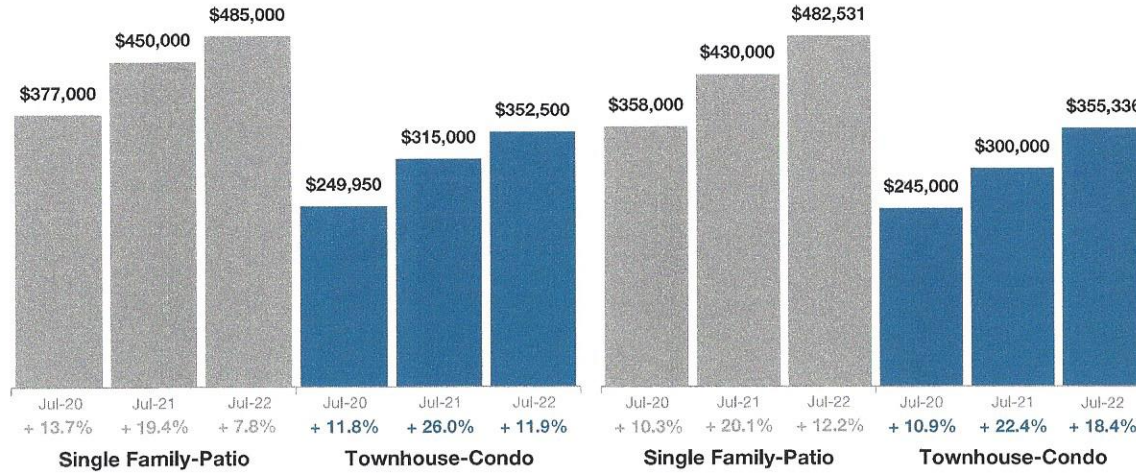
Historical Sold Listings by Month



Median Sales Price

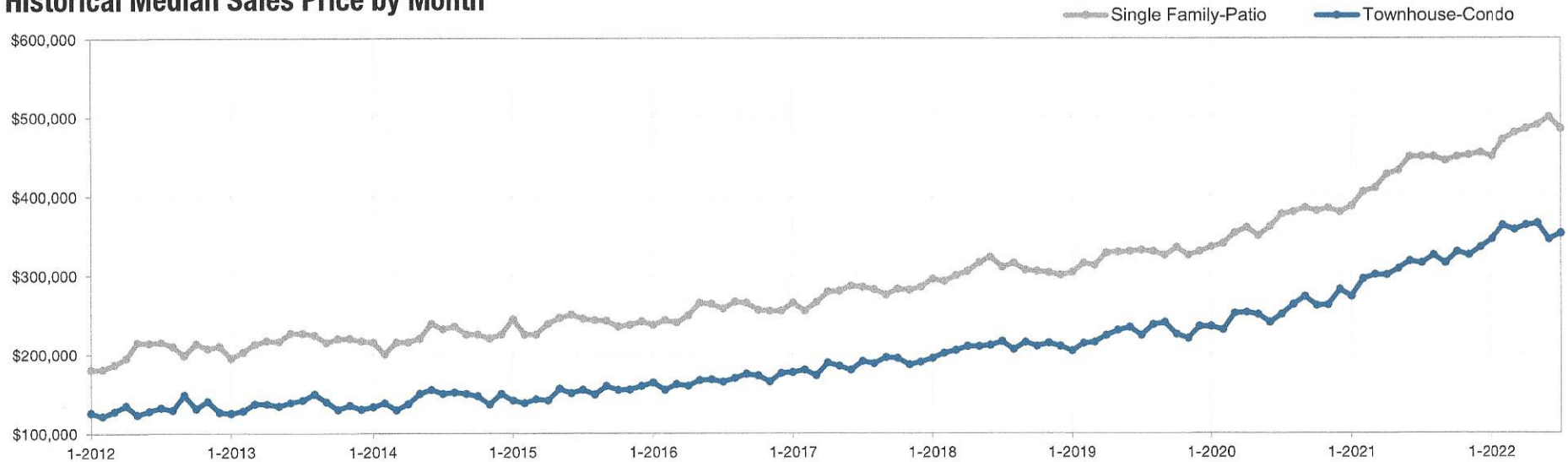
July

Year to Date



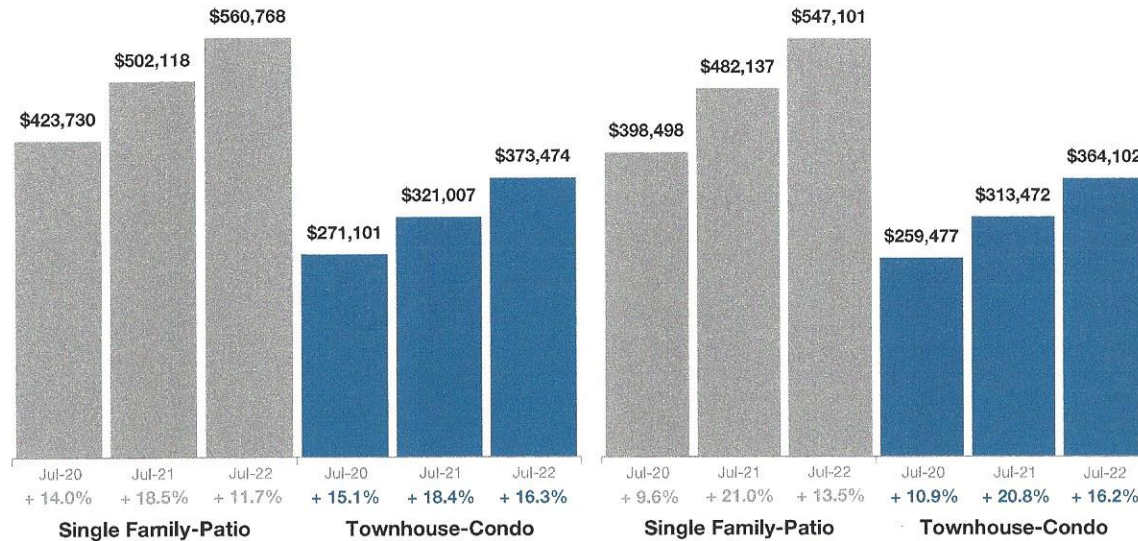
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2021	\$450,000	+18.4%	\$325,000	+23.7%
Sep-2021	\$445,000	+15.6%	\$315,000	+15.6%
Oct-2021	\$450,000	+18.0%	\$329,551	+26.1%
Nov-2021	\$452,000	+17.5%	\$325,000	+24.0%
Dec-2021	\$454,961	+19.7%	\$335,000	+19.0%
Jan-2022	\$450,000	+16.3%	\$345,000	+26.4%
Feb-2022	\$470,800	+16.1%	\$362,500	+22.9%
Mar-2022	\$480,000	+17.1%	\$357,000	+18.8%
Apr-2022	\$485,033	+13.4%	\$362,885	+21.0%
May-2022	\$490,000	+13.3%	\$364,991	+18.5%
Jun-2022	\$500,000	+11.1%	\$345,000	+8.7%
Jul-2022	\$485,000	+7.8%	\$352,500	+11.9%

Historical Median Sales Price by Month

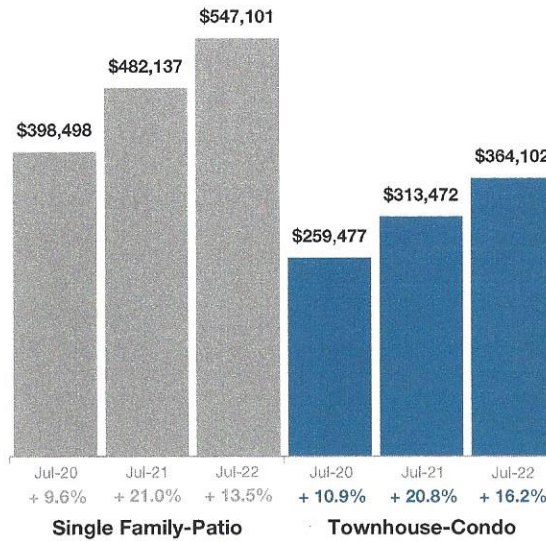


Average Sales Price

July

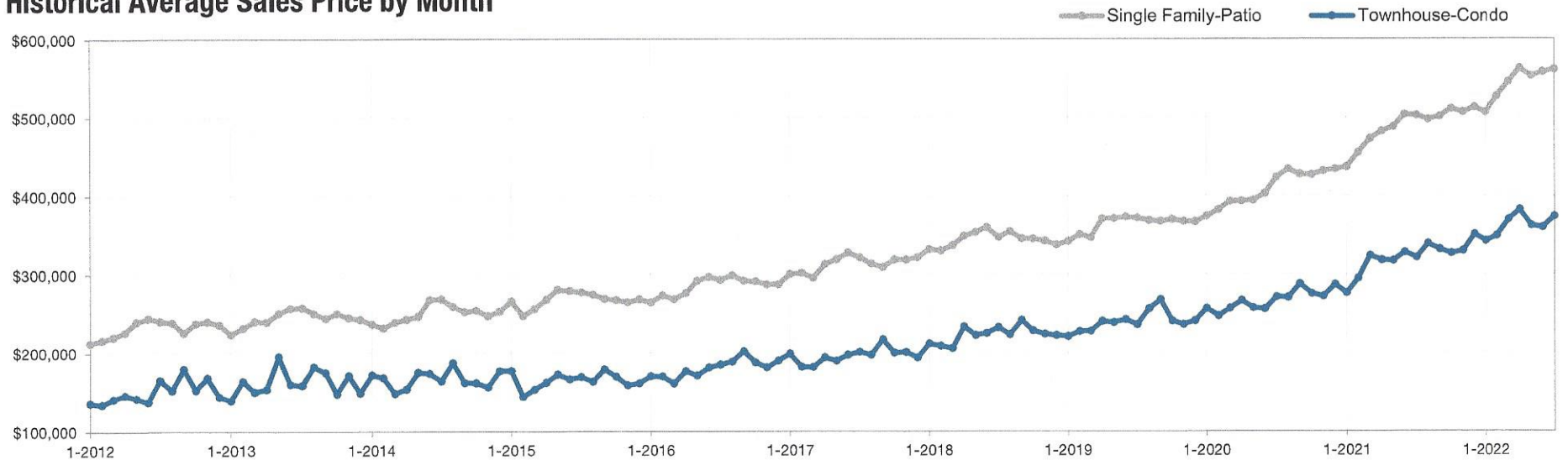


Year to Date



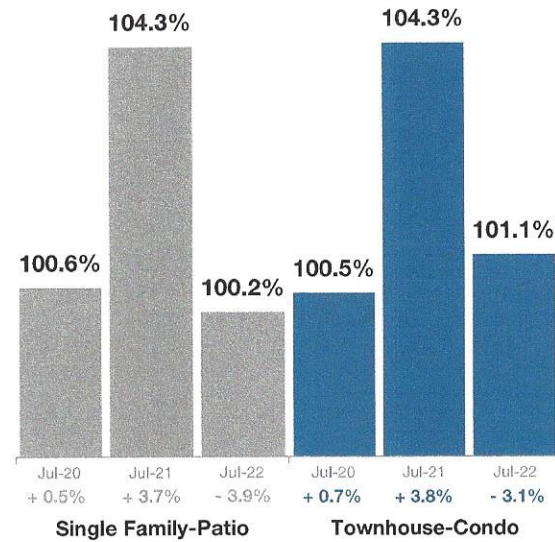
Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2021	\$497,095	+14.6%	\$338,830	+25.4%
Sep-2021	\$501,035	+17.3%	\$331,507	+15.4%
Oct-2021	\$510,732	+19.7%	\$326,225	+18.6%
Nov-2021	\$506,386	+17.4%	\$329,586	+21.3%
Dec-2021	\$512,583	+18.2%	\$350,839	+22.3%
Jan-2022	\$505,760	+15.9%	\$342,152	+24.0%
Feb-2022	\$526,114	+15.6%	\$348,698	+18.4%
Mar-2022	\$544,504	+15.2%	\$369,430	+14.2%
Apr-2022	\$561,915	+16.6%	\$382,088	+20.3%
May-2022	\$552,172	+13.3%	\$361,834	+14.2%
Jun-2022	\$557,185	+10.7%	\$359,470	+9.6%
Jul-2022	\$560,768	+11.7%	\$373,474	+16.3%

Historical Average Sales Price by Month

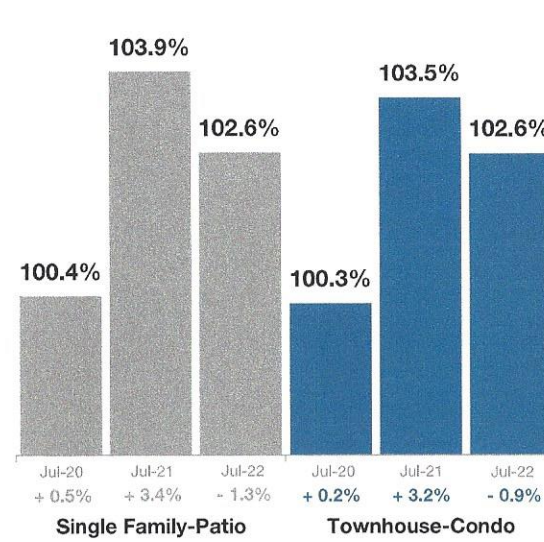


Percent of List Price Received

July

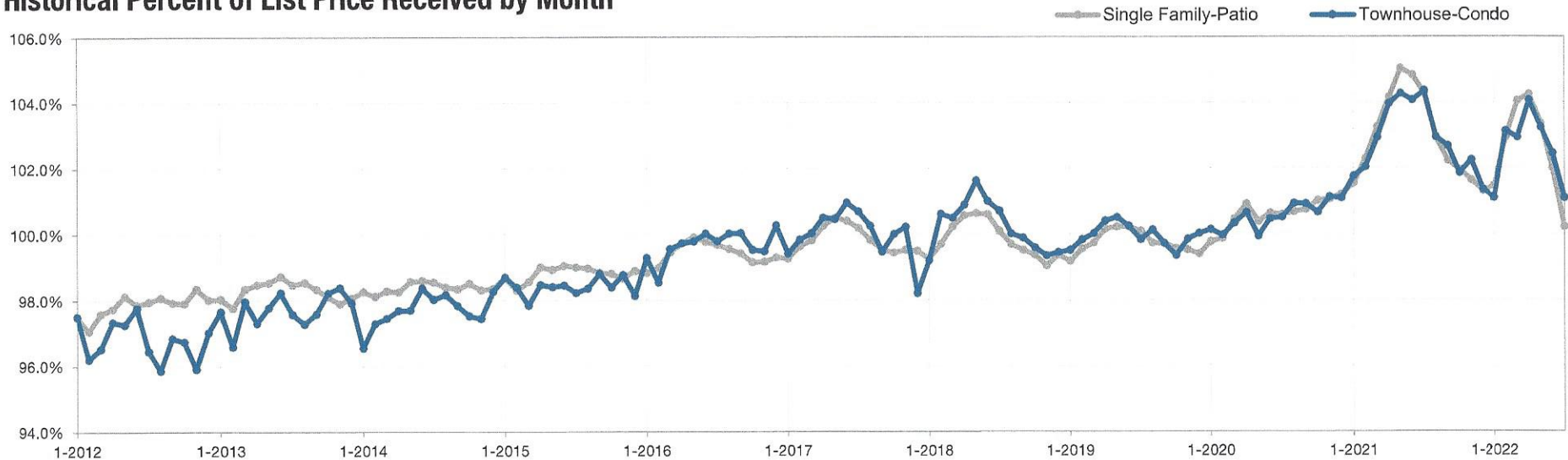


Year to Date



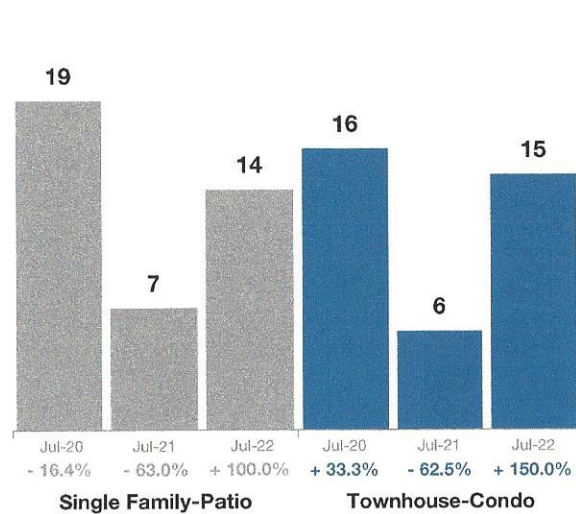
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2021	102.9%	+2.2%	102.9%	+2.0%
Sep-2021	102.2%	+1.5%	102.7%	+1.8%
Oct-2021	101.9%	+0.9%	101.9%	+1.2%
Nov-2021	101.6%	+0.5%	102.2%	+1.1%
Dec-2021	101.3%	+0.1%	101.3%	+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%
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%	101.1%	-3.1%

Historical Percent of List Price Received by Month

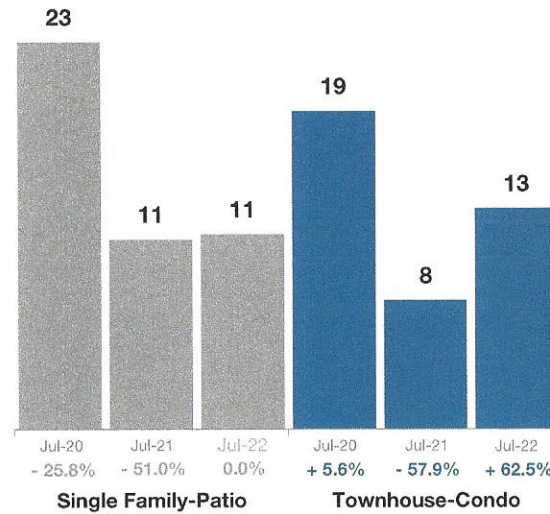


Days on Market Until Sale

July

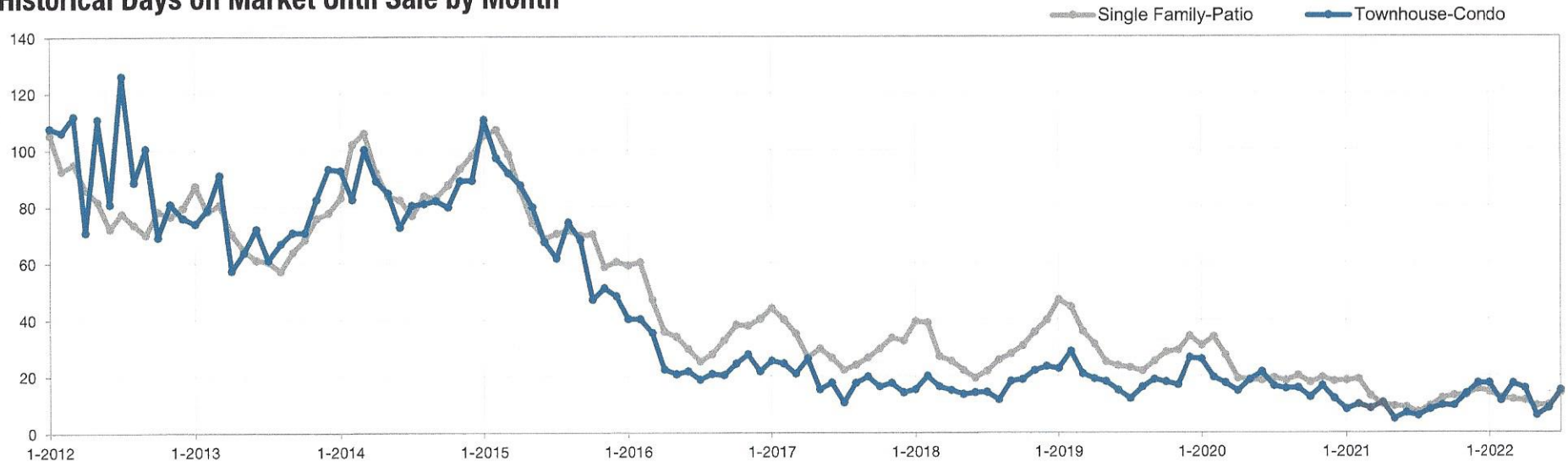


Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-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%
May-2022	9	0.0%	6	+20.0%
Jun-2022	10	+11.1%	9	+28.6%
Jul-2022	14	+100.0%	15	+150.0%

Historical Days on Market Until Sale by Month

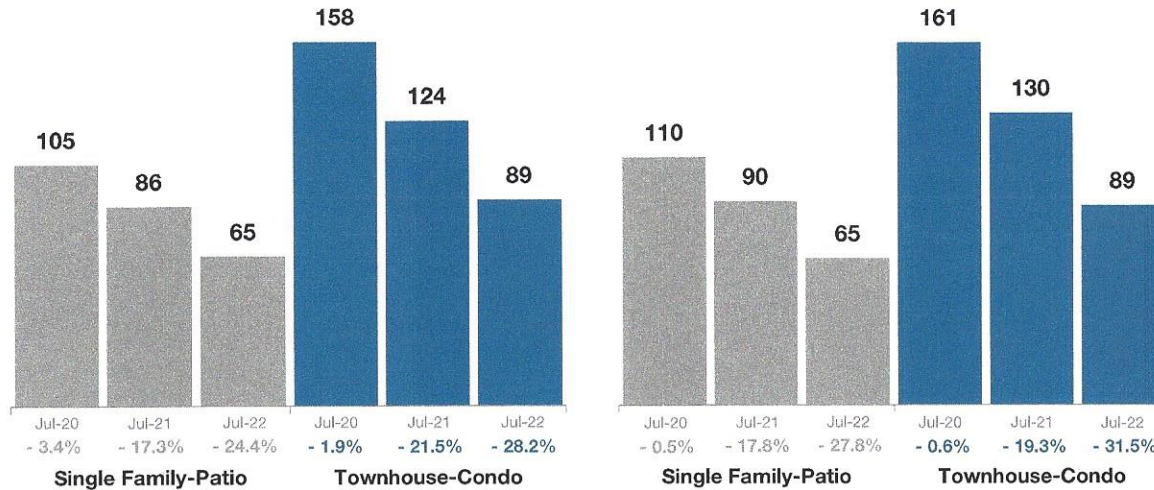


Housing Affordability Index

July

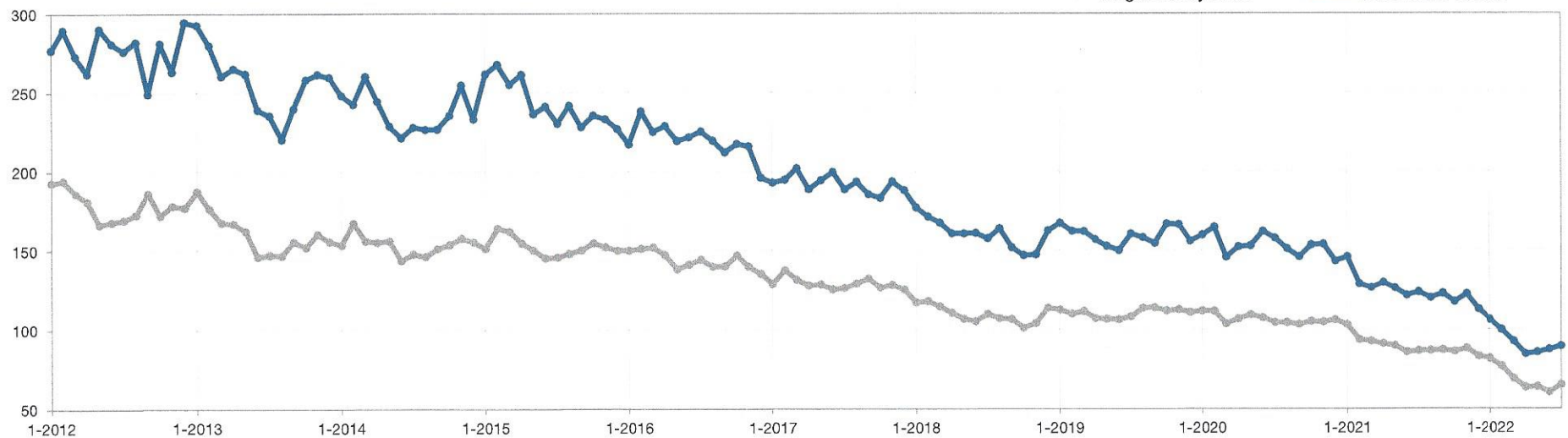
Year to Date

Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-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%
May-2022	64	-28.9%	85	-32.5%
Jun-2022	60	-30.2%	87	-28.7%
Jul-2022	65	-24.4%	89	-28.2%



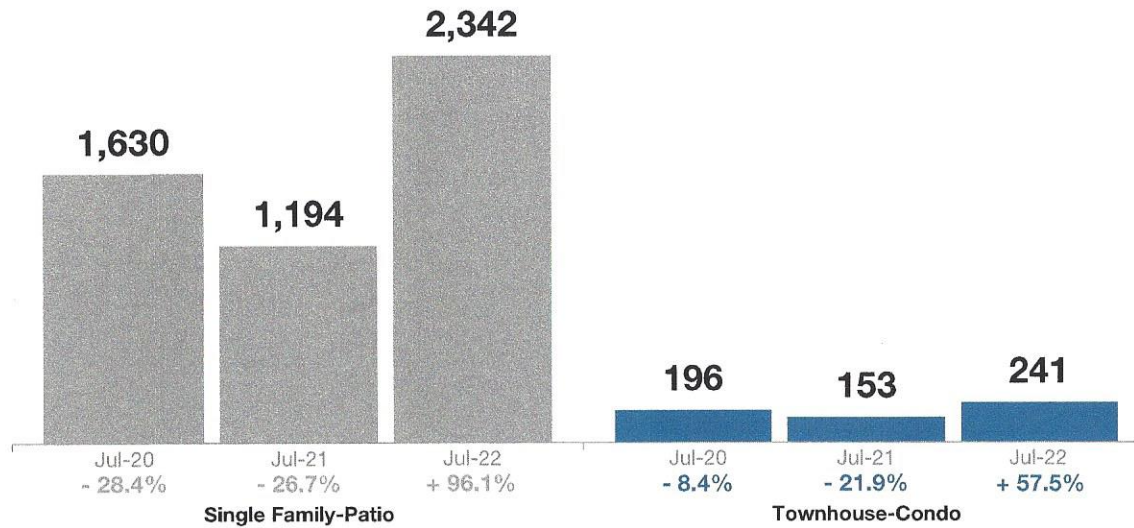
Historical Housing Affordability Index by Month

Single Family-Patio Townhouse-Condo



Inventory of Active Listings

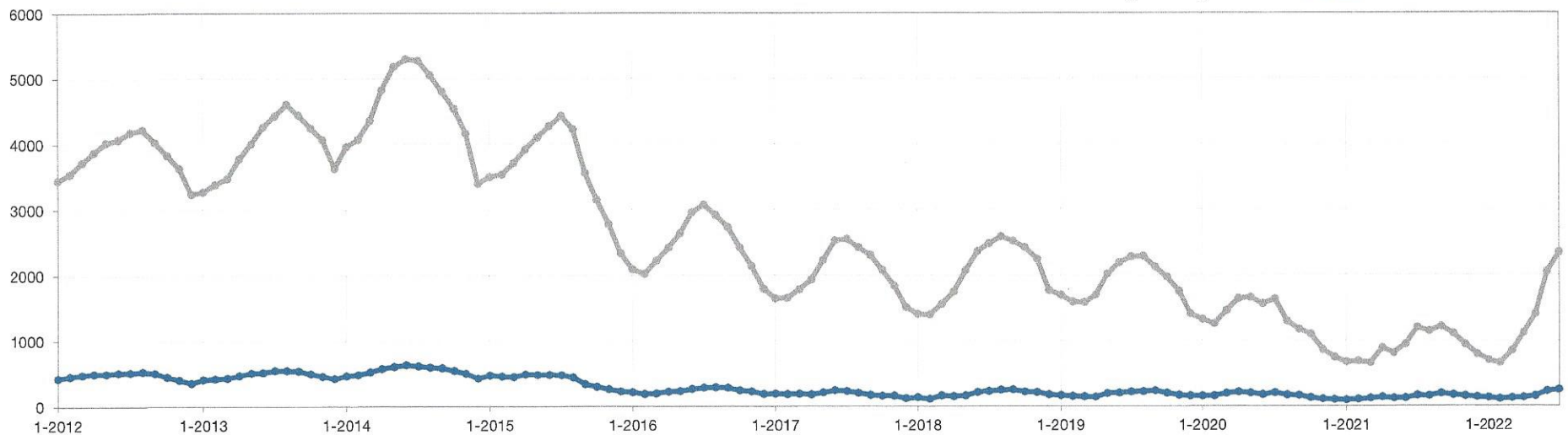
July



Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2021	1,140	-11.8%	150	-6.3%
Sep-2021	1,212	+3.7%	185	+18.6%
Oct-2021	1,101	+0.5%	162	+31.7%
Nov-2021	933	+8.7%	145	+45.0%
Dec-2021	788	+6.1%	129	+35.8%
Jan-2022	694	+3.3%	121	+39.1%
Feb-2022	654	-4.0%	100	+4.2%
Mar-2022	837	+27.0%	113	-0.9%
Apr-2022	1,111	+26.1%	120	-6.3%
May-2022	1,398	+73.2%	144	+25.2%
Jun-2022	2,047	+117.8%	220	+91.3%
Jul-2022	2,342	+96.1%	241	+57.5%

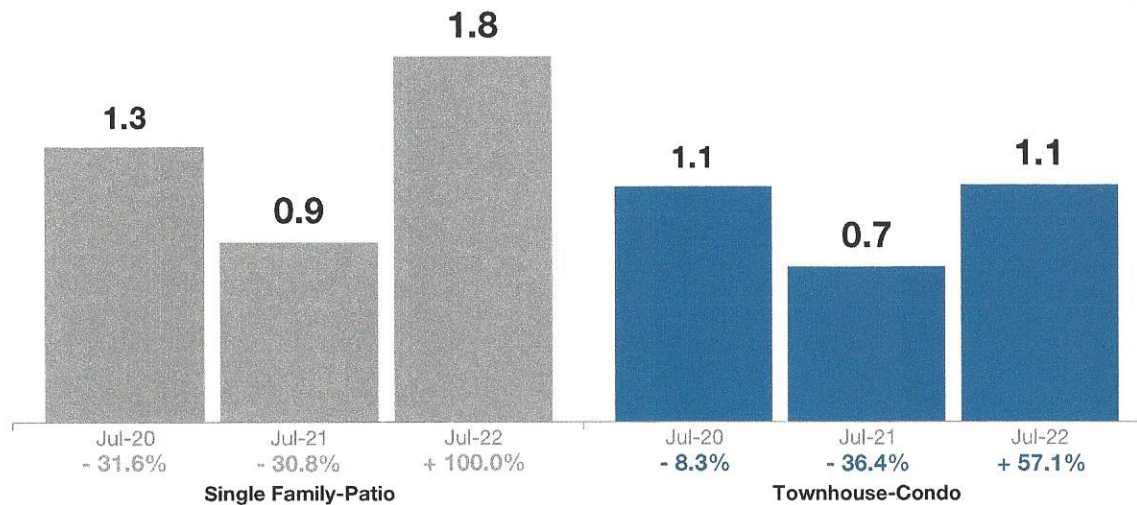
Historical Inventory of Active Listings by Month

Single Family-Patio Townhouse-Condo



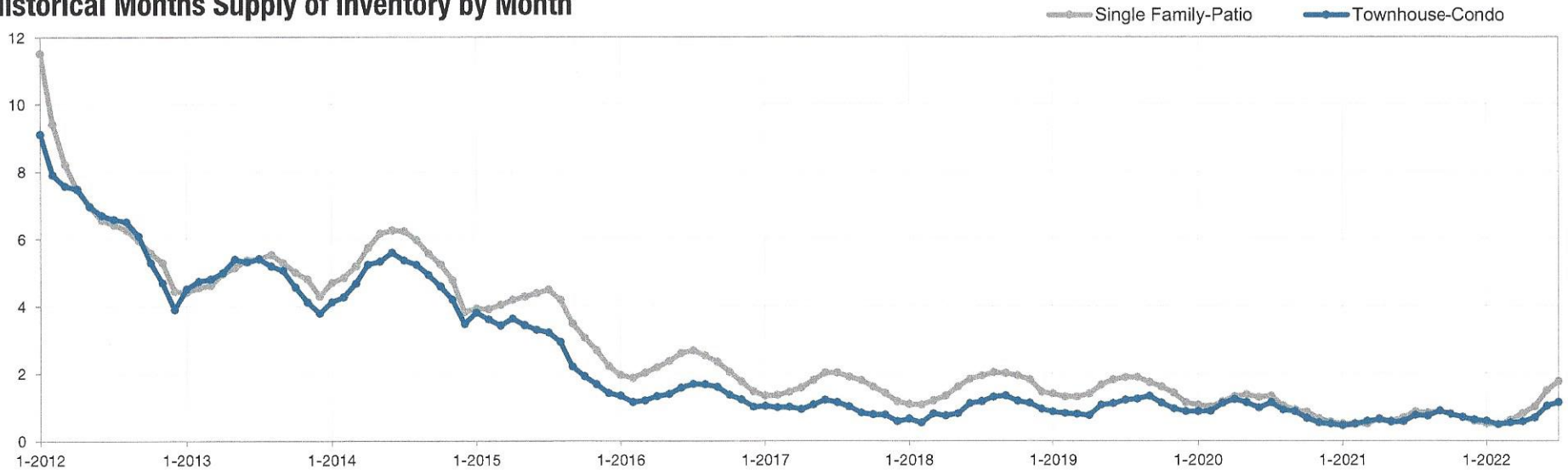
Months Supply of Inventory

July



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-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%	0.8	+14.3%
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	0.8	+14.3%	0.6	0.0%
May-2022	1.0	+66.7%	0.7	+16.7%
Jun-2022	1.5	+114.3%	1.0	+66.7%
Jul-2022	1.8	+100.0%	1.1	+57.1%

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.

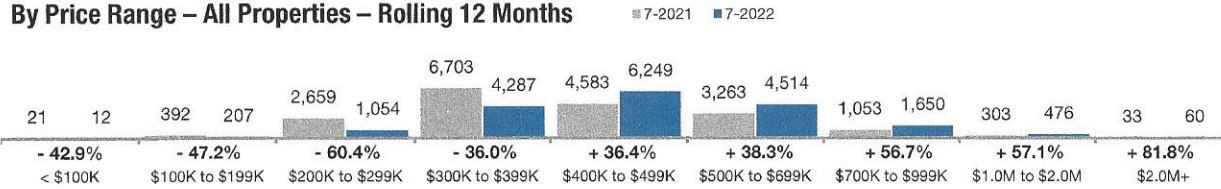
Key Metrics	Historical Sparkbars	7-2021	7-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		2,224	2,003	- 9.9%	12,252	12,875	+ 5.1%
Pending Sales (PEND, UC, UCSS, RGT)		1,816	1,480	- 18.5%	11,201	10,466	- 6.6%
Sold Listings		1,907	1,469	- 23.0%	10,434	9,995	- 4.2%
Median Sales Price		\$435,000	\$470,000	+ 8.0%	\$415,000	\$467,118	+ 12.6%
Average Sales Price		\$480,939	\$535,216	+ 11.3%	\$460,601	\$522,248	+ 13.4%
Pct. of List Price Received		104.3%	100.3%	- 3.8%	103.8%	102.6%	- 1.2%
Days on Market		7	14	+ 100.0%	11	12	+ 9.1%
Housing Affordability Index		89	67	- 24.7%	94	67	- 28.7%
Active Listings		1,347	2,583	+ 91.8%	--	--	--
Months Supply of Inventory		0.9	1.7	+ 88.9%	--	--	--

Sold Listings

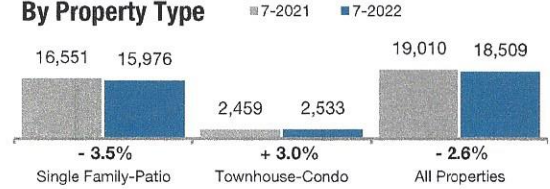
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type

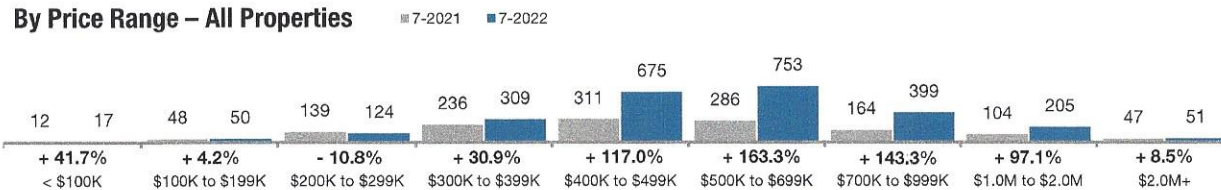


By Price Range	Rolling 12 Months			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	7-2021	7-2022	Change	7-2021	7-2022	Change	6-2022	7-2022	Change	6-2022	7-2022	Change	7-2021	7-2022	Change	7-2021	7-2022	Change
\$99,999 and Below	16	10	-37.5%	5	2	-60.0%	1	2	+100.0%	0	0	--	7	5	-28.6%	0	1	--
\$100,000 to \$199,999	127	70	-44.9%	265	137	-48.3%	3	2	-33.3%	11	3	-72.7%	56	30	-46.4%	118	62	-47.5%
\$200,000 to \$299,999	1,532	450	-70.6%	1,127	604	-46.4%	30	30	0.0%	46	41	-10.9%	517	193	-62.7%	515	267	-48.2%
\$300,000 to \$399,999	5,886	3,116	-47.1%	817	1,171	+43.3%	186	201	+8.1%	90	87	-3.3%	2,785	1,288	-53.8%	545	617	+13.2%
\$400,000 to \$499,999	4,417	5,777	+30.8%	166	472	+184.3%	531	451	-15.1%	39	56	+43.6%	2,854	3,212	+12.5%	98	318	+224.5%
\$500,000 to \$699,999	3,201	4,407	+37.7%	62	107	+72.6%	503	371	-26.2%	11	9	-18.2%	2,012	2,568	+27.6%	44	69	+56.8%
\$700,000 to \$999,999	1,040	1,619	+55.7%	13	31	+138.5%	219	150	-31.5%	4	4	0.0%	648	1,018	+57.1%	8	18	+125.0%
\$1,000,000 to \$1,999,999	302	470	+55.6%	1	6	+500.0%	49	56	+14.3%	1	0	-100.0%	202	291	+44.1%	1	5	+400.0%
\$2,000,000 and Above	30	57	+90.0%	3	3	0.0%	4	6	+50.0%	0	0	--	21	33	+57.1%	3	0	-100.0%
All Price Ranges	16,551	15,976	-3.5%	2,459	2,533	+3.0%	1,526	1,269	-16.8%	202	200	-1.0%	9,102	8,638	-5.1%	1,332	1,357	+1.9%

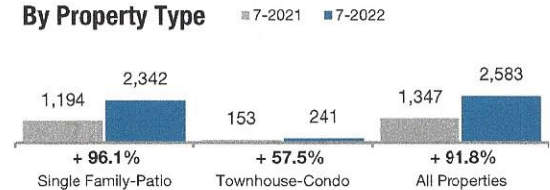
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



By Price Range	Year over Year			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	7-2021	7-2022	Change	7-2021	7-2022	Change	6-2022	7-2022	Change	6-2022	7-2022	Change	7-2021	7-2022	Change	7-2021	7-2022	Change
\$99,999 and Below	9	14	+55.6%	3	3	0.0%	16	14	-12.5%	3	3	0.0%						
\$100,000 to \$199,999	32	32	0.0%	16	18	+12.5%	30	32	+6.7%	14	18	+28.6%						
\$200,000 to \$299,999	106	81	-23.6%	33	43	+30.3%	85	81	-4.7%	30	43	+43.3%						
\$300,000 to \$399,999	187	239	+27.8%	49	70	+42.9%	203	239	+17.7%	75	70	-6.7%						
\$400,000 to \$499,999	282	605	+114.5%	29	70	+141.4%	465	605	+30.1%	66	70	+6.1%						
\$500,000 to \$699,999	275	731	+165.8%	11	22	+100.0%	638	731	+14.6%	19	22	+15.8%						
\$700,000 to \$999,999	152	387	+154.6%	12	12	0.0%	370	387	+4.6%	12	12	0.0%						
\$1,000,000 to \$1,999,999	104	203	+95.2%	0	2	--	194	203	+4.6%	1	2	+100.0%						
\$2,000,000 and Above	47	50	+6.4%	0	1	--	46	50	+8.7%	0	1	--						
All Price Ranges	1,194	2,342	+96.1%	153	241	+57.5%	2,047	2,342	+14.4%	220	241	+9.5%						

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.