

Monthly Indicators

Activity for El Paso and Teller Counties Only



January 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 6.9 percent for single family-patio homes but increased 31.3 percent for townhouse-condo properties. Pending Sales increased 4.7 percent for single family-patio homes and 38.5 percent for townhouse-condo properties.

The Median Sales Price was up 16.3 percent to \$450,000 for single family-patio homes and 27.2 percent to \$347,371 for townhouse-condo properties. Days on Market decreased 16.7 percent for single family-patio homes but increased 112.5 percent for townhouse-condo properties.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

Activity Snapshot

+ 4.9%	+ 17.6%	- 12.7%
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	1-2021	1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,064	991	- 6.9%	1,064	991	- 6.9%
Pending Sales (PEND, UC, UCSS, RGT)		1,072	1,122	+ 4.7%	1,072	1,122	+ 4.7%
Sold Listings		889	934	+ 5.1%	889	934	+ 5.1%
Median Sales Price		\$387,000	\$450,000	+ 16.3%	\$387,000	\$450,000	+ 16.3%
Average Sales Price		\$436,377	\$505,127	+ 15.8%	\$436,377	\$505,127	+ 15.8%
Pct. of List Price Received		101.5%	101.5%	0.0%	101.5%	101.5%	0.0%
Days on Market		18	15	- 16.7%	18	15	- 16.7%
Housing Affordability Index		103	81	- 21.4%	103	81	- 21.4%
Active Listings		672	568	- 15.5%	--	--	--
Months Supply of Inventory		0.5	0.4	- 20.0%	--	--	--

Townhouse-Condo Market Overview

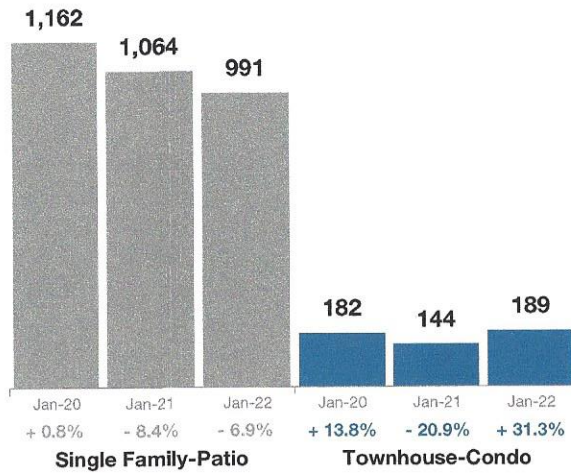


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

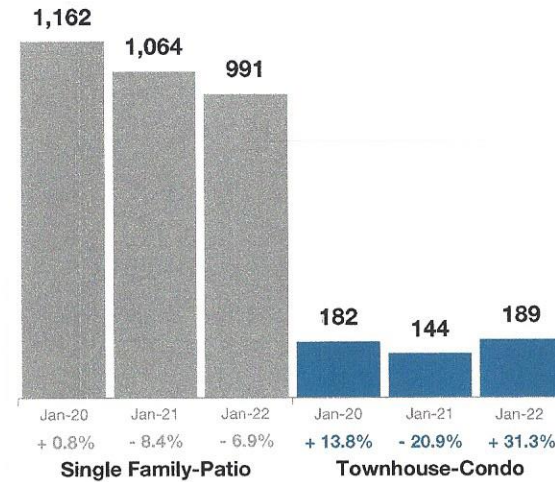
Key Metrics	Historical Sparkbars	1-2021	1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		144	189	+ 31.3%	144	189	+ 31.3%
Pending Sales (PEND, UC, UCSS, RGT)		148	205	+ 38.5%	148	205	+ 38.5%
Sold Listings		145	151	+ 4.1%	145	151	+ 4.1%
Median Sales Price		\$273,000	\$347,371	+ 27.2%	\$273,000	\$347,371	+ 27.2%
Average Sales Price		\$275,939	\$342,373	+ 24.1%	\$275,939	\$342,373	+ 24.1%
Pct. of List Price Received		101.8%	101.0%	- 0.8%	101.8%	101.0%	- 0.8%
Days on Market		8	17	+ 112.5%	8	17	+ 112.5%
Housing Affordability Index		146	105	- 28.1%	146	105	- 28.1%
Active Listings		85	93	+ 9.4%	--	--	--
Months Supply of Inventory		0.4	0.4	0.0%	--	--	--

New Listings

January

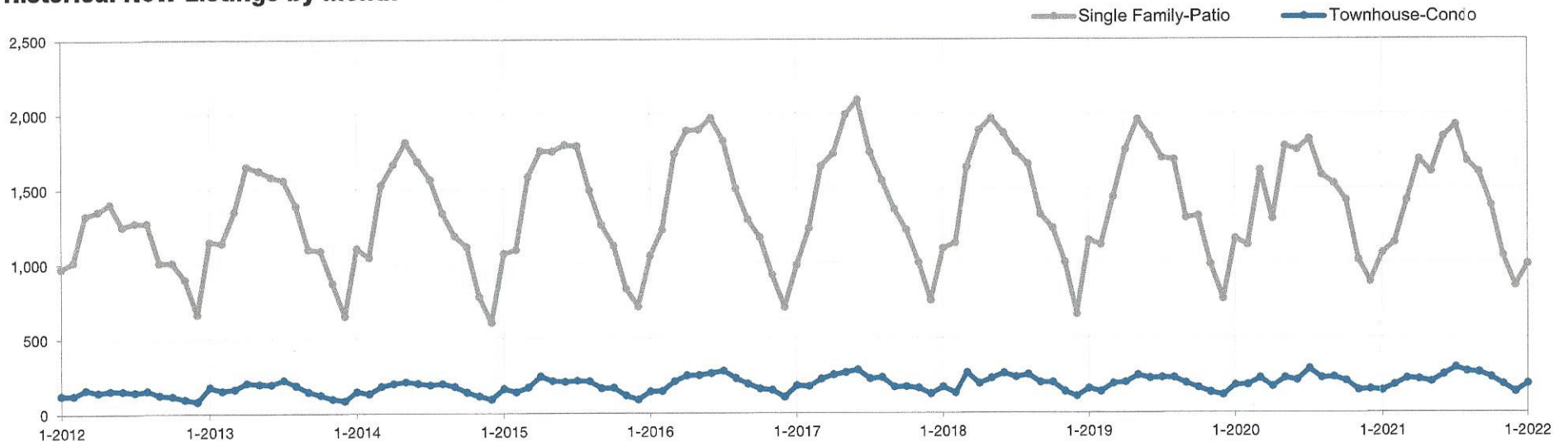


Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	1,133	+1.0%	181	-1.1%
Mar-2021	1,418	-12.4%	225	-2.2%
Apr-2021	1,692	+30.6%	220	+28.7%
May-2021	1,610	-9.6%	203	-11.7%
Jun-2021	1,843	+4.8%	251	+16.7%
Jul-2021	1,922	+5.1%	297	+2.1%
Aug-2021	1,682	+5.9%	271	+17.8%
Sep-2021	1,606	+4.9%	264	+12.3%
Oct-2021	1,384	-2.5%	231	+10.5%
Nov-2021	1,047	+2.6%	186	+25.7%
Dec-2021	847	-3.2%	133	-12.5%
Jan-2022	991	-6.9%	189	+31.3%

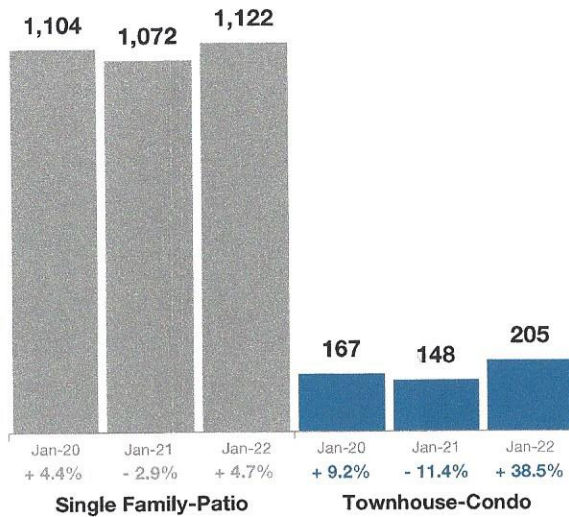
Historical New Listings by Month



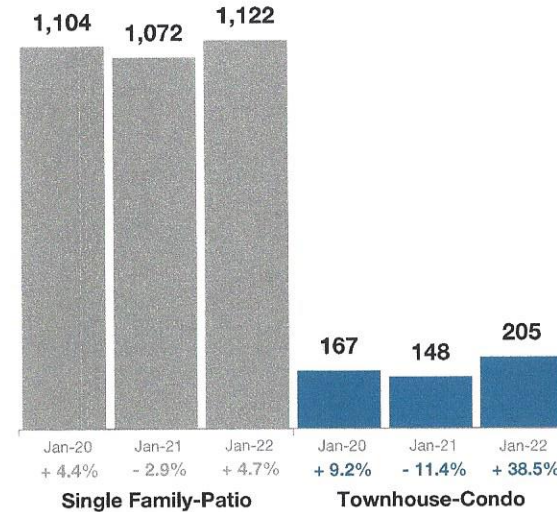
Pending Sales (PEND, UC, UCSS, RGT)



January

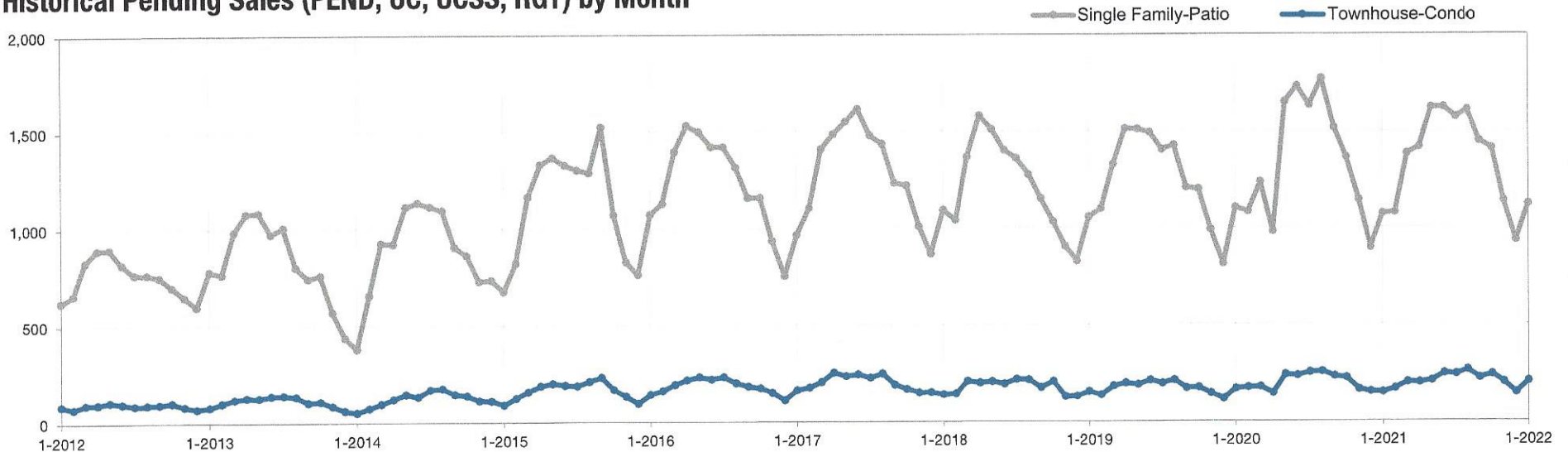


Year to Date



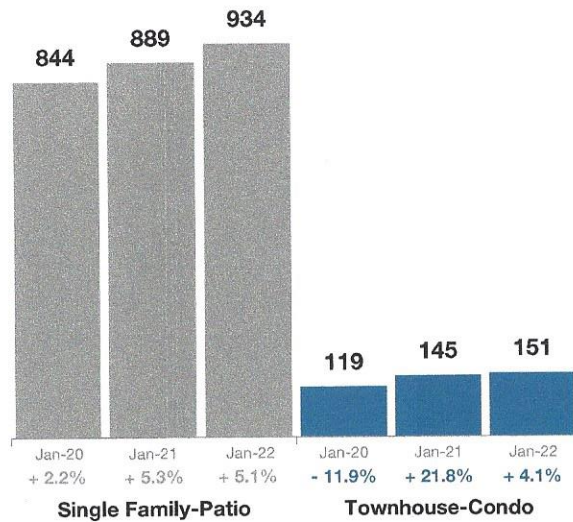
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	1,078	-0.5%	168	-3.4%
Mar-2021	1,382	+11.7%	200	+13.0%
Apr-2021	1,416	+44.5%	198	+38.5%
May-2021	1,620	-1.8%	208	-13.0%
Jun-2021	1,621	-6.2%	245	+4.7%
Jul-2021	1,570	-3.8%	241	-4.4%
Aug-2021	1,608	-9.1%	263	+3.1%
Sep-2021	1,446	-4.6%	221	-4.7%
Oct-2021	1,409	+3.4%	240	+7.1%
Nov-2021	1,138	-0.6%	199	+21.3%
Dec-2021	933	+4.2%	145	-3.3%
Jan-2022	1,122	+4.7%	205	+38.5%

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

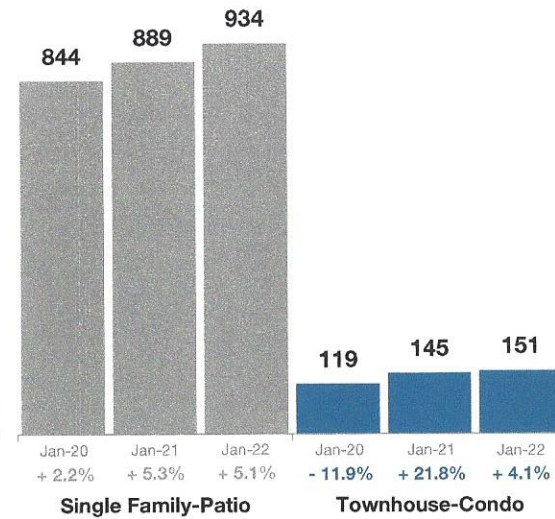


Sold Listings

January

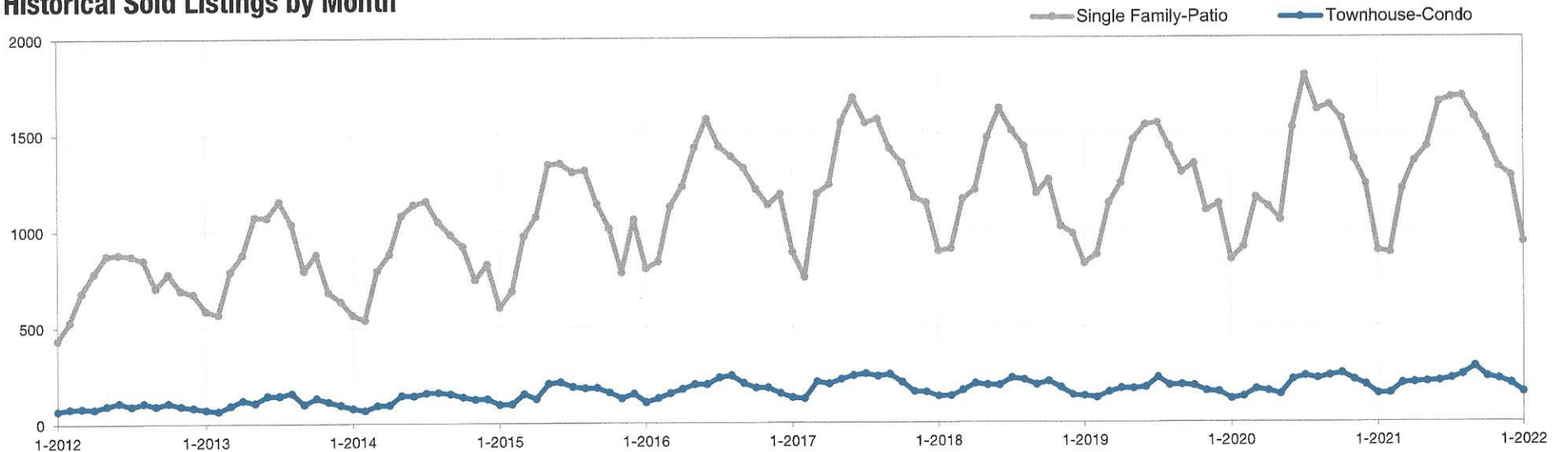


Year to Date



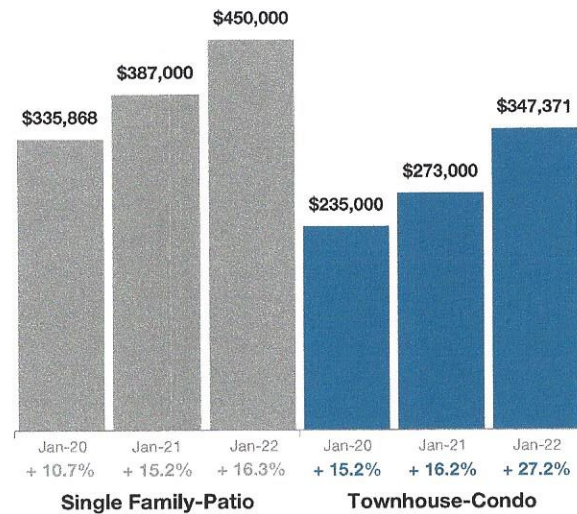
Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	879	-3.3%	148	+12.1%
Mar-2021	1,210	+3.7%	198	+16.5%
Apr-2021	1,353	+20.7%	202	+25.5%
May-2021	1,428	+36.0%	206	+43.1%
Jun-2021	1,659	+8.4%	210	-5.0%
Jul-2021	1,684	-6.5%	223	-6.3%
Aug-2021	1,691	+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	934	+5.1%	151	+4.1%

Historical Sold Listings by Month

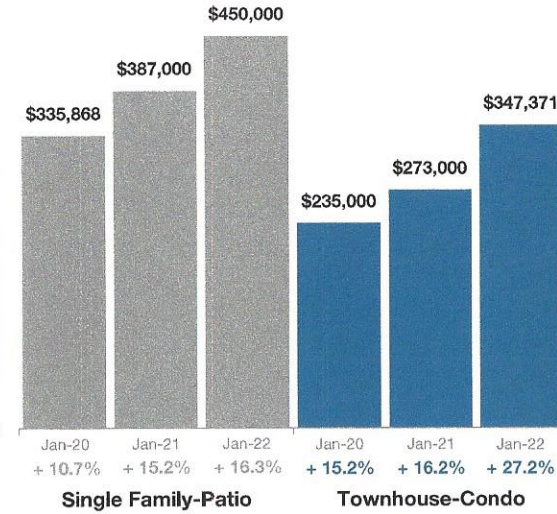


Median Sales Price

January

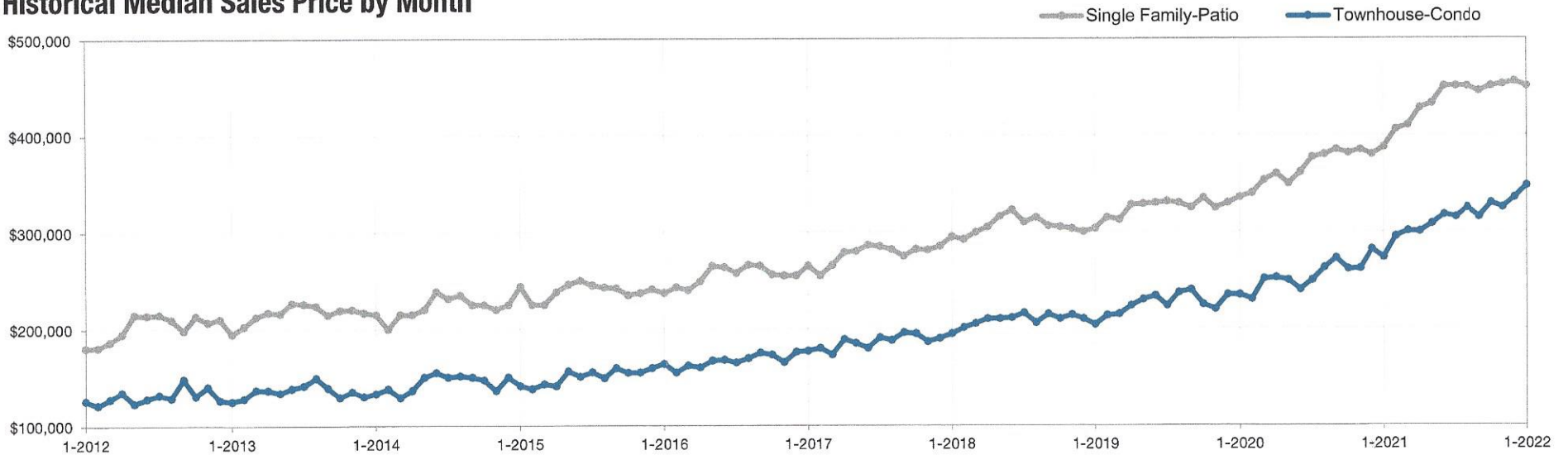


Year to Date



Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	\$405,500	+19.3%	\$295,050	+28.0%
Mar-2021	\$410,000	+16.0%	\$300,500	+19.5%
Apr-2021	\$427,550	+18.8%	\$300,000	+18.8%
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%	\$347,371	+27.2%

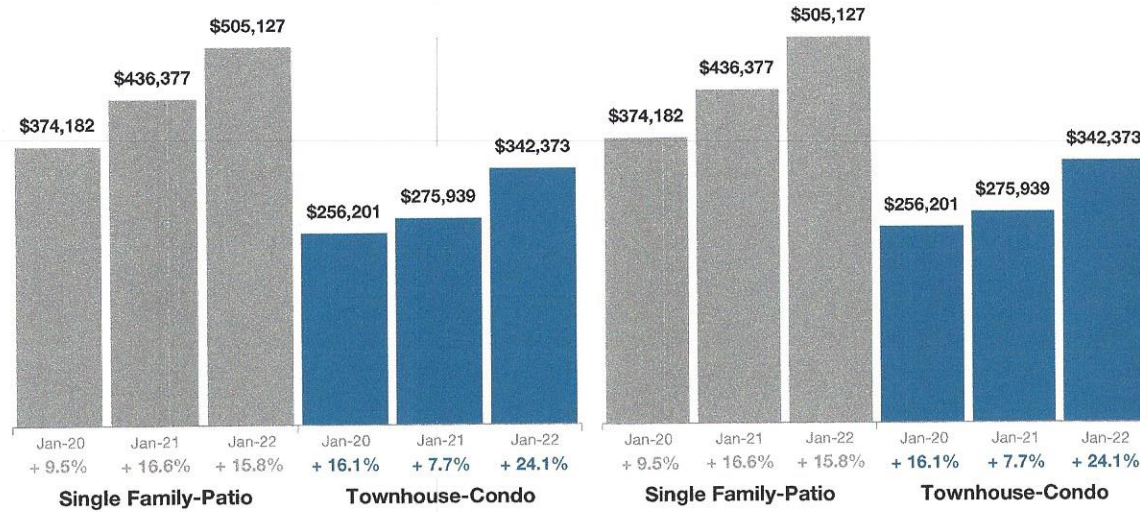
Historical Median Sales Price by Month



Average Sales Price

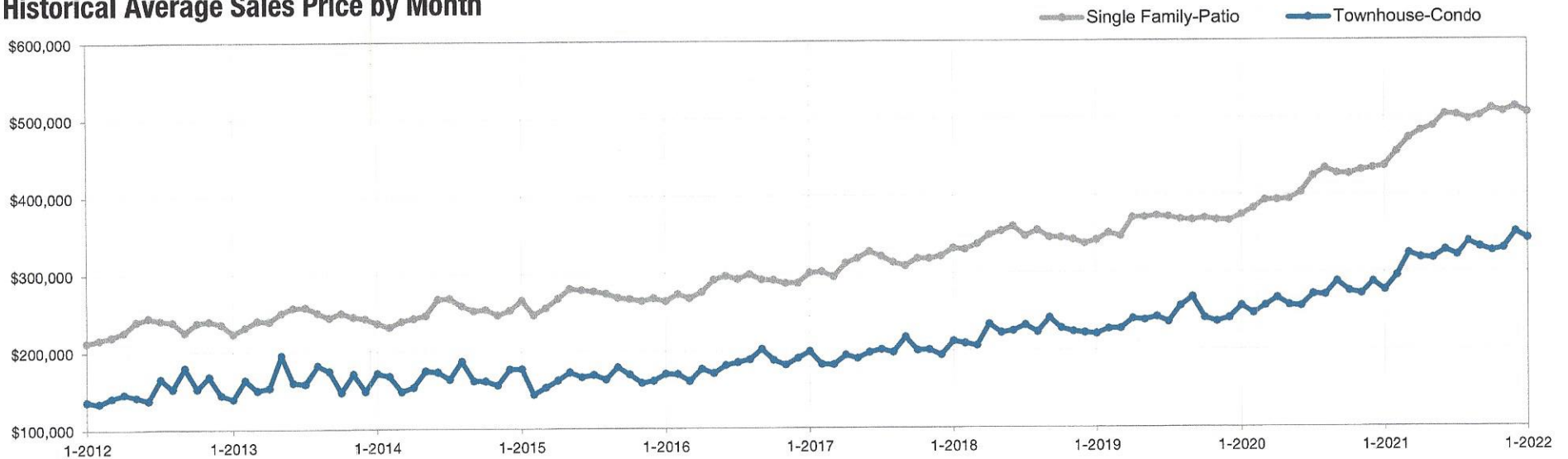
January

Year to Date



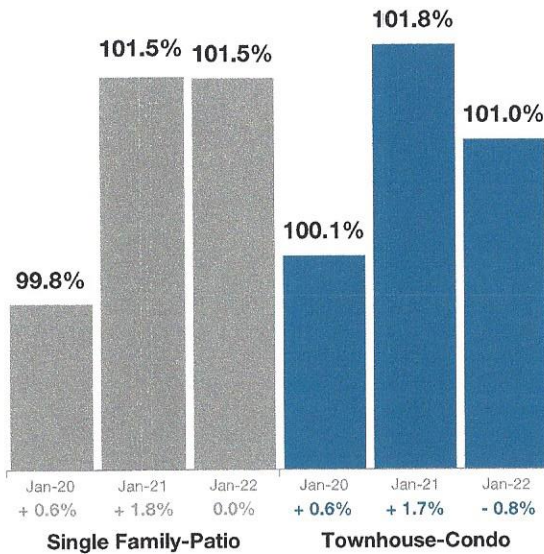
Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	\$454,954	+18.9%	\$294,581	+19.5%
Mar-2021	\$472,624	+20.3%	\$323,402	+26.1%
Apr-2021	\$481,988	+22.6%	\$317,727	+19.3%
May-2021	\$487,402	+23.6%	\$316,924	+23.4%
Jun-2021	\$503,293	+24.9%	\$327,859	+28.3%
Jul-2021	\$502,118	+18.5%	\$321,007	+18.4%
Aug-2021	\$497,020	+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	\$512,709	+18.2%	\$350,839	+22.3%
Jan-2022	\$505,127	+15.8%	\$342,373	+24.1%

Historical Average Sales Price by Month

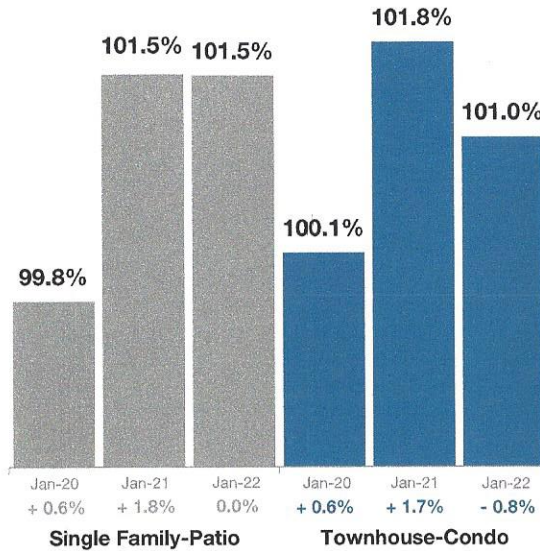


Percent of List Price Received

January

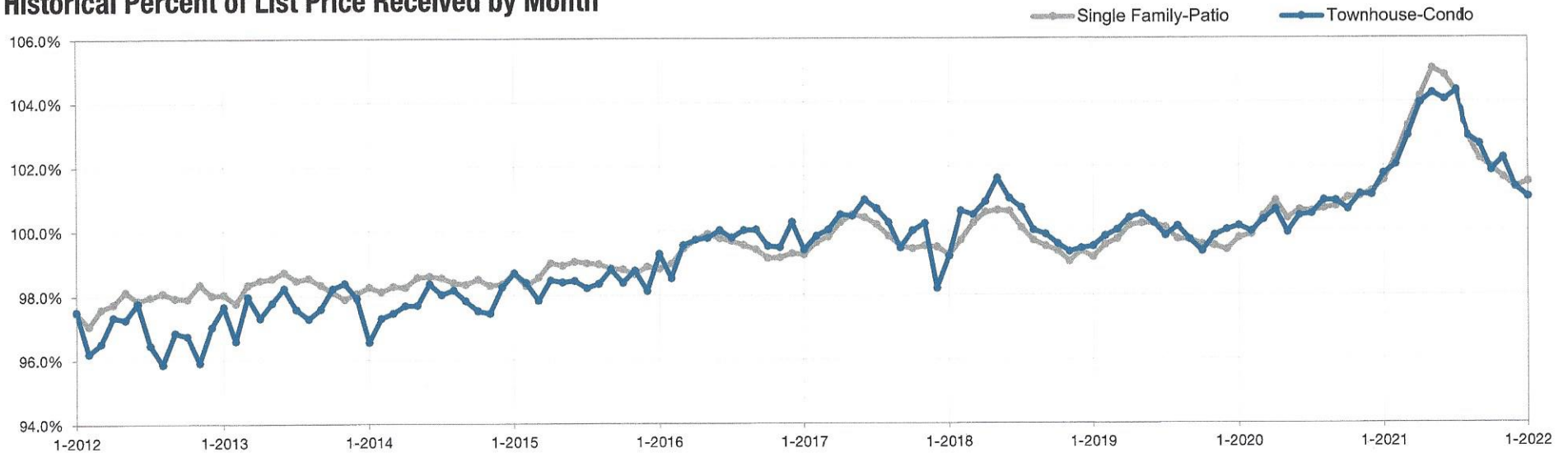


Year to Date



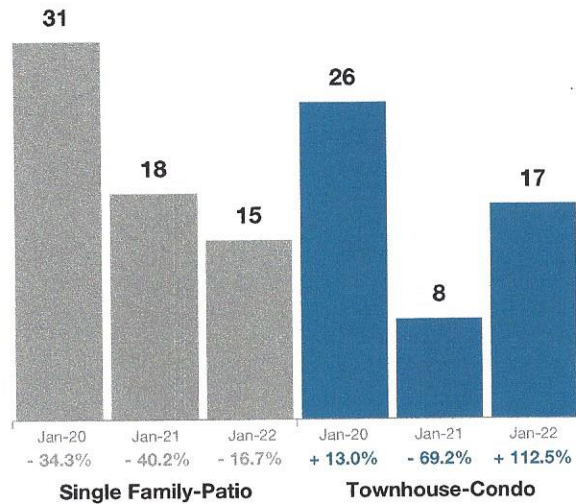
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	102.3%	+2.4%	102.0%	+2.0%
Mar-2021	103.2%	+2.7%	102.9%	+2.6%
Apr-2021	104.2%	+3.3%	104.0%	+3.4%
May-2021	105.0%	+4.6%	104.3%	+4.4%
Jun-2021	104.8%	+4.2%	104.1%	+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%	101.0%	-0.8%

Historical Percent of List Price Received by Month

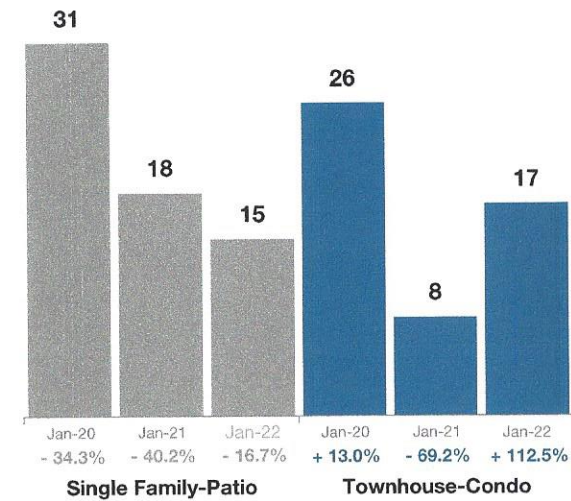


Days on Market Until Sale

January

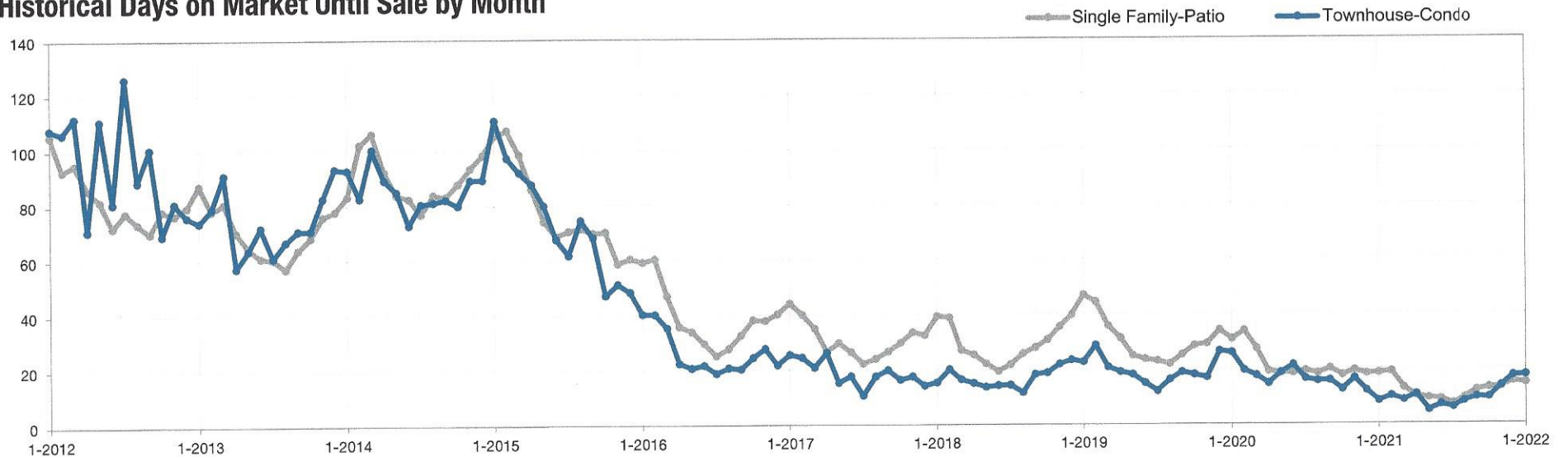


Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	19	-44.1%	10	-47.4%
Mar-2021	13	-51.9%	8	-52.9%
Apr-2021	10	-47.4%	10	-33.3%
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	15	-16.7%	17	+112.5%

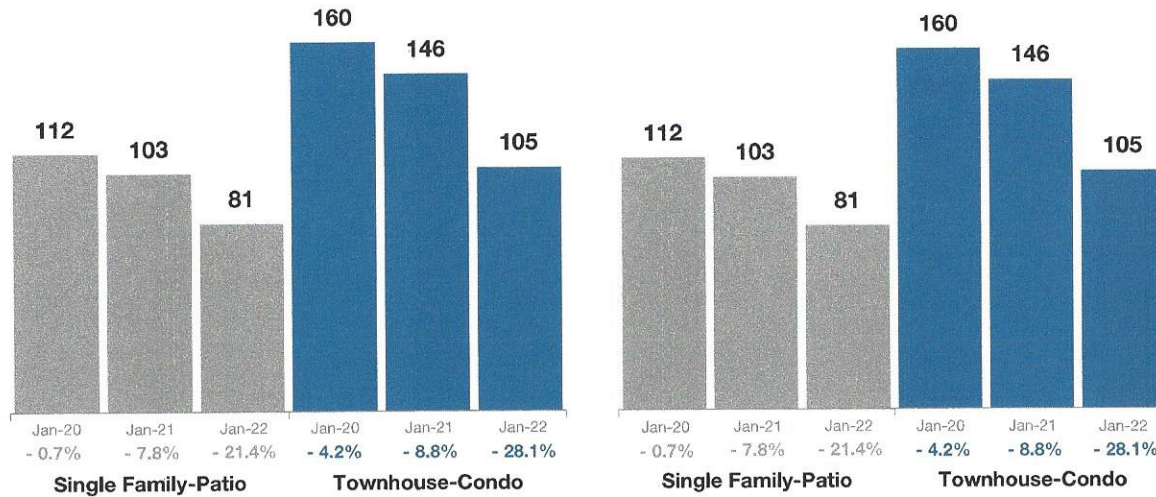
Historical Days on Market Until Sale by Month



Housing Affordability Index

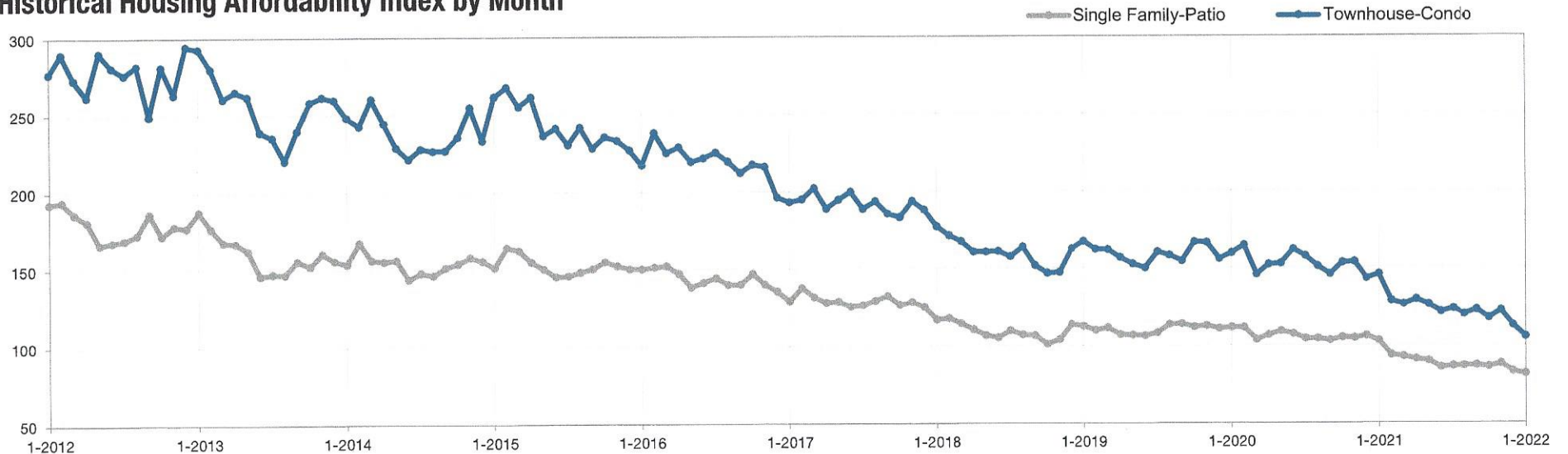
January

Year to Date



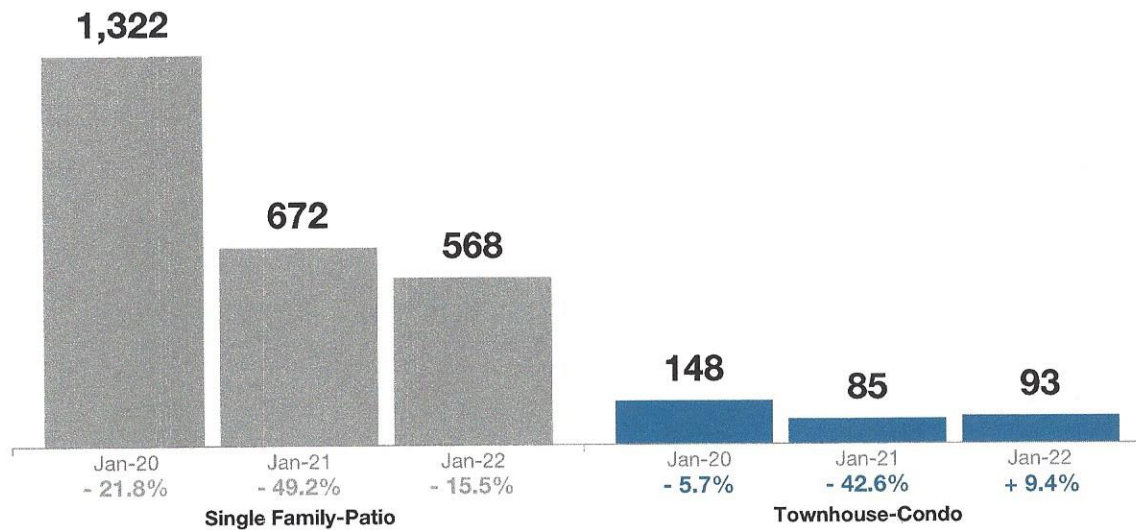
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	94	-16.1%	129	-21.8%
Mar-2021	93	-10.6%	126	-13.7%
Apr-2021	91	-15.0%	130	-14.5%
May-2021	90	-17.4%	126	-17.6%
Jun-2021	86	-20.4%	122	-24.7%
Jul-2021	86	-18.1%	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%	105	-28.1%

Historical Housing Affordability Index by Month



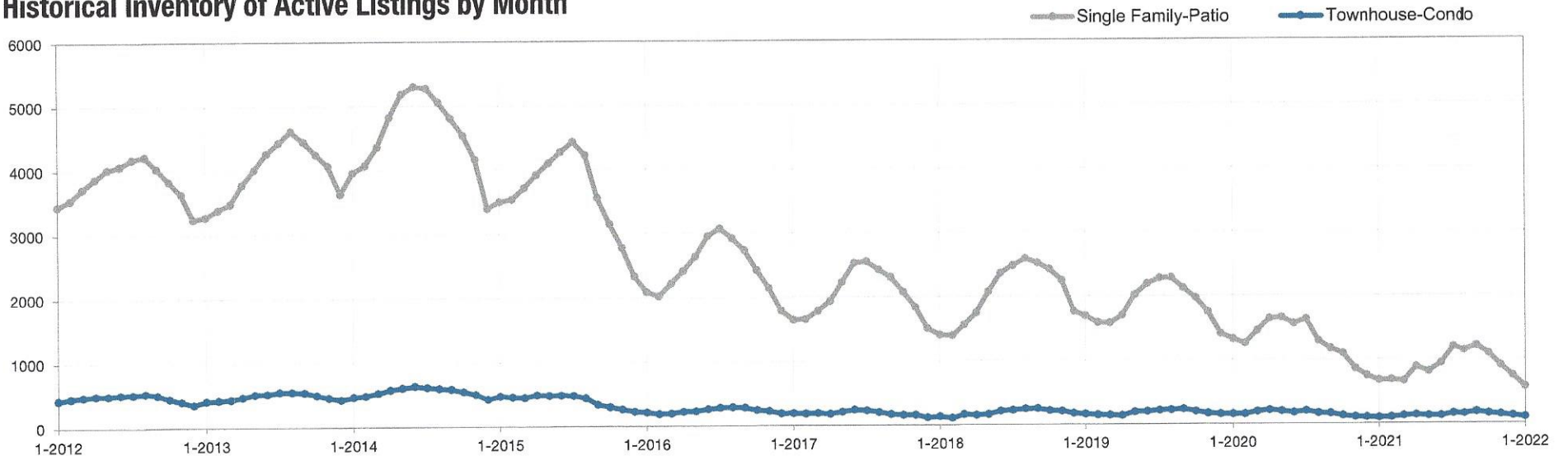
Inventory of Active Listings

January



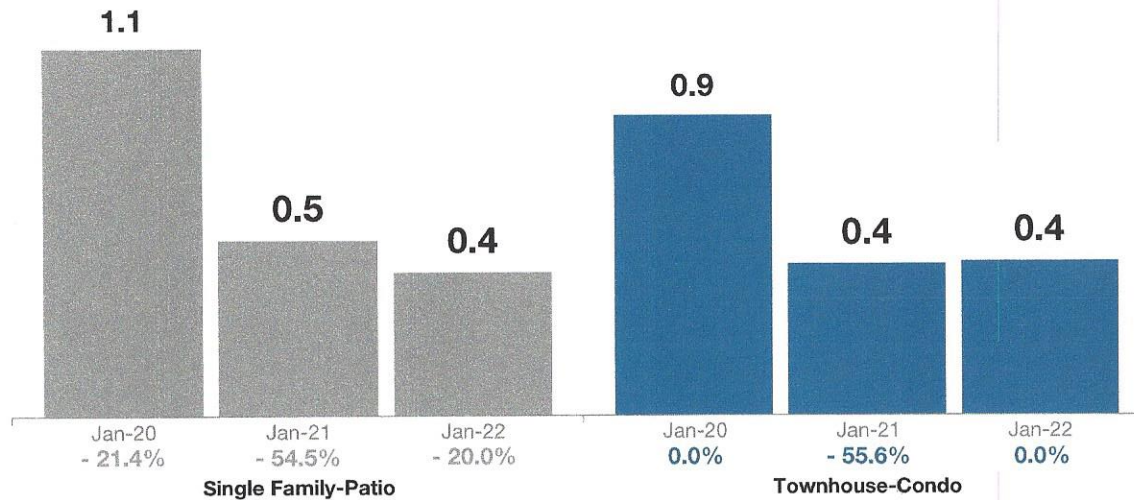
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	680	-45.9%	94	-37.3%
Mar-2021	657	-54.8%	112	-41.4%
Apr-2021	879	-46.3%	126	-40.3%
May-2021	805	-51.4%	113	-41.1%
Jun-2021	935	-40.1%	113	-32.7%
Jul-2021	1,191	-26.9%	151	-23.0%
Aug-2021	1,134	-12.3%	146	-8.8%
Sep-2021	1,207	+3.3%	174	+11.5%
Oct-2021	1,086	-0.9%	151	+22.8%
Nov-2021	899	+4.7%	133	+33.0%
Dec-2021	739	-0.7%	115	+21.1%
Jan-2022	568	-15.5%	93	+9.4%

Historical Inventory of Active Listings by Month



Months Supply of Inventory

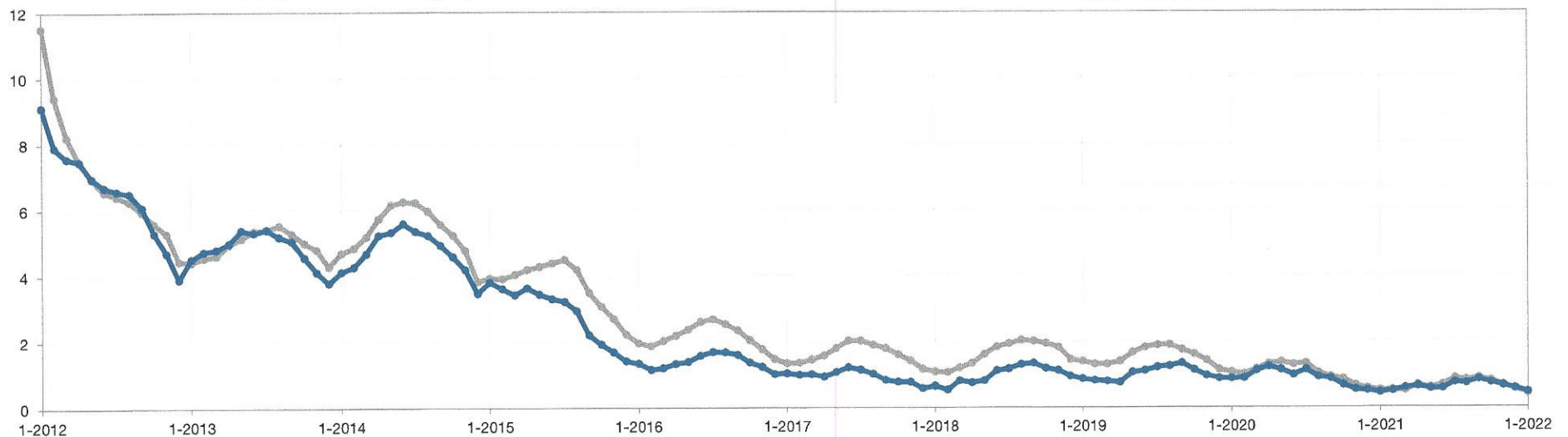
January



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	0.5	-50.0%	0.5	-44.4%
Mar-2021	0.5	-58.3%	0.6	-45.5%
Apr-2021	0.7	-46.2%	0.6	-50.0%
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%	0.8	-11.1%
Oct-2021	0.8	0.0%	0.7	0.0%
Nov-2021	0.7	0.0%	0.6	+20.0%
Dec-2021	0.5	-16.7%	0.6	+20.0%
Jan-2022	0.4	-20.0%	0.4	0.0%

Historical Months Supply of Inventory by Month

Single Family-Patio Townhouse-Condo



Total Market Overview



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

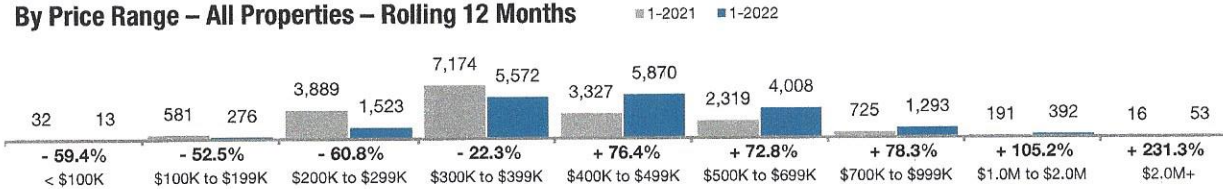
Key Metrics	Historical Sparkbars	1-2021	1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,208	1,180	- 2.3%	1,208	1,180	- 2.3%
Pending Sales (PEND, UC, UCSS, RGT)		1,220	1,327	+ 8.8%	1,220	1,327	+ 8.8%
Sold Listings		1,034	1,085	+ 4.9%	1,034	1,085	+ 4.9%
Median Sales Price		\$370,000	\$435,000	+ 17.6%	\$370,000	\$435,000	+ 17.6%
Average Sales Price		\$413,879	\$482,477	+ 16.6%	\$413,879	\$482,477	+ 16.6%
Pct. of List Price Received		101.6%	101.4%	- 0.2%	101.6%	101.4%	- 0.2%
Days on Market		17	15	- 11.8%	17	15	- 11.8%
Housing Affordability Index		108	84	- 22.2%	108	84	- 22.2%
Active Listings		757	661	- 12.7%	--	--	--
Months Supply of Inventory		0.5	0.4	- 20.0%	--	--	--

Sold Listings

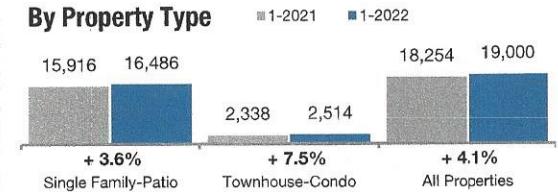
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

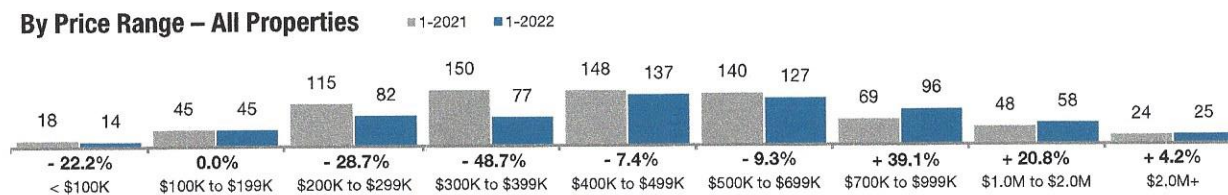
Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	1-2021	1-2022	Change	1-2021	1-2022	Change	12-2021	1-2022	Change	12-2021	1-2022	Change	1-2021	1-2022	Change	1-2021	1-2022	Change
\$99,999 and Below	17	12	-29.4%	15	1	-93.3%	2	0	-100.0%	0	0	--	0	0	--	0	0	--
\$100,000 to \$199,999	192	93	-51.6%	389	183	-53.0%	6	6	0.0%	5	10	+100.0%	9	6	-33.3%	20	10	-50.0%
\$200,000 to \$299,999	2,597	711	-72.6%	1,292	812	-37.2%	50	31	-38.0%	53	39	-26.4%	94	31	-67.0%	79	39	-50.6%
\$300,000 to \$399,999	6,679	4,450	-33.4%	495	1,122	+126.7%	292	214	-26.7%	93	63	-32.3%	378	214	-43.4%	40	63	+57.5%
\$400,000 to \$499,999	3,224	5,587	+73.3%	103	283	+174.8%	434	372	-14.3%	35	34	-2.9%	203	372	+83.3%	3	34	+1033.3%
\$500,000 to \$699,999	2,289	3,922	+71.3%	30	86	+186.7%	324	216	-33.3%	9	5	-44.4%	146	216	+47.9%	1	5	+400.0%
\$700,000 to \$999,999	714	1,274	+78.4%	11	19	+72.7%	127	66	-48.0%	1	0	-100.0%	41	66	+61.0%	2	0	-100.0%
\$1,000,000 to \$1,999,999	189	390	+106.3%	2	2	0.0%	37	25	-32.4%	0	0	--	16	25	+56.3%	0	0	--
\$2,000,000 and Above	15	47	+213.3%	1	6	+500.0%	3	4	+33.3%	1	0	-100.0%	2	4	+100.0%	0	0	--
All Price Ranges	15,916	16,486	+3.6%	2,338	2,514	+7.5%	1,275	934	-26.7%	197	151	-23.4%	889	934	+5.1%	145	151	+4.1%

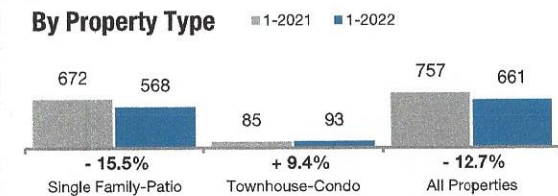
Inventory of Active Listings

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		
	1-2021	1-2022	Change	1-2021	1-2022	Change	12-2021	1-2022	Change	12-2021	1-2022	Change	1-2021	1-2022	Change	1-2021	1-2022	Change
\$99,999 and Below	15	11	-26.7%	3	3	0.0%	11	11	0.0%	3	3	0.0%	11	11	-31.3%	16	11	-31.3%
\$100,000 to \$199,999	30	34	+13.3%	15	11	-26.7%	36	34	-5.6%	16	11	-31.3%	36	34	+8.3%	12	13	+8.3%
\$200,000 to \$299,999	95	69	-27.4%	20	13	-35.0%	73	69	-5.5%	12	13	+8.3%	102	60	-41.2%	36	17	-52.8%
\$300,000 to \$399,999	138	60	-56.5%	12	17	+41.7%	102	60	-41.2%	36	17	-52.8%	159	106	-33.3%	32	31	-3.1%
\$400,000 to \$499,999	130	106	-18.5%	18	31	+72.2%	151	119	-21.2%	7	8	+14.3%	151	119	-21.2%	7	8	+14.3%
\$500,000 to \$699,999	129	119	-7.8%	11	8	-27.3%	113	86	-23.9%	9	10	+11.1%	113	86	-23.9%	9	10	+11.1%
\$700,000 to \$999,999	64	86	+34.4%	5	10	+100.0%	58	58	0.0%	0	0	--	64	86	+34.4%	5	10	+100.0%
\$1,000,000 to \$1,999,999	48	58	+20.8%	0	0	--	36	25	-30.6%	0	0	--	48	58	+20.8%	0	0	--
\$2,000,000 and Above	23	25	+8.7%	1	0	-100.0%	36	25	-30.6%	0	0	--	23	25	+8.7%	1	0	-100.0%
All Price Ranges	672	568	-15.5%	85	93	+9.4%	739	568	-23.1%	115	93	-19.1%	672	568	-15.5%	85	93	+9.4%

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.