

Monthly Indicators

Activity for El Paso and Teller Counties Only



August 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 10.5 percent for single family-patio homes and 15.0 percent for townhouse-condo properties. Pending Sales decreased 16.8 percent for single family-patio homes and 9.8 percent for townhouse-condo properties.

The Median Sales Price was up 9.0 percent to \$490,500 for single family-patio homes and 6.2 percent to \$345,000 for townhouse-condo properties. Days on Market increased 88.9 percent for single family-patio homes and 50.0 percent for townhouse-condo properties.

Inflation, higher interest rates, and fears of a potential recession have taken a toll on buyers and sellers this summer, leading many people to stay on the sidelines to see what will happen with the market. But some experts, including NAR Chief Economist Lawrence Yun, believe the worst of inflation may be over. Although sales prices remain up from this time last year, price growth is expected to moderate in the months ahead as the market continues to shift in a more buyer-friendly direction.

Activity Snapshot

- 27.4%	+ 8.6%	+ 102.9%
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.

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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	8-2021	8-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,692	1,515	- 10.5%	12,420	12,833	+ 3.3%
Pending Sales (PEND, UC, UCSS, RGT)		1,612	1,341	- 16.8%	11,406	10,269	- 10.0%
Sold Listings		1,690	1,196	- 29.2%	10,792	9,832	- 8.9%
Median Sales Price		\$450,000	\$490,500	+ 9.0%	\$432,000	\$484,000	+ 12.0%
Average Sales Price		\$497,095	\$541,753	+ 9.0%	\$484,480	\$546,414	+ 12.8%
Pct. of List Price Received		102.9%	99.7%	- 3.1%	103.7%	102.3%	- 1.4%
Days on Market		9	17	+ 88.9%	11	12	+ 9.1%
Housing Affordability Index		87	64	- 26.4%	90	64	- 28.9%
Active Listings		1,140	2,383	+ 109.0%	--	--	--
Months Supply of Inventory		0.8	1.8	+ 125.0%	--	--	--

Townhouse-Condo Market Overview

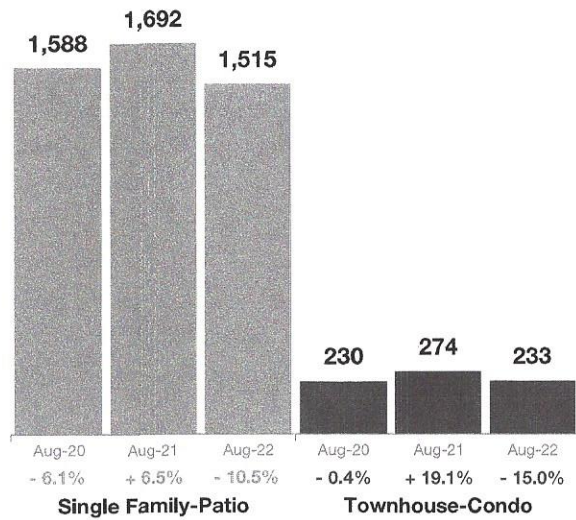


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

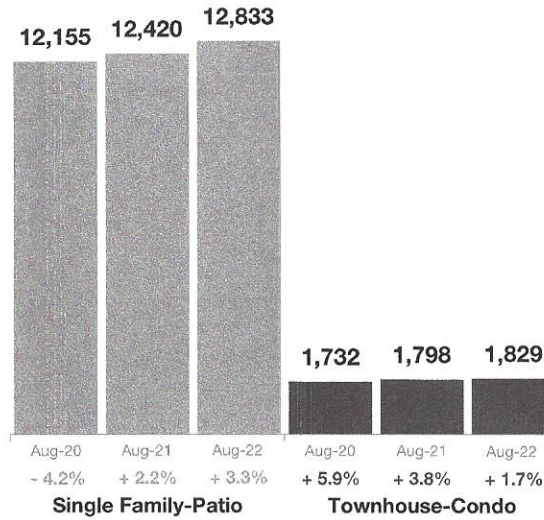
Key Metrics	Historical Sparkbars	8-2021	8-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		274	233	- 15.0%	1,798	1,829	+ 1.7%
Pending Sales (PEND, UC, UCSS, RGT)		264	238	- 9.8%	1,671	1,636	- 2.1%
Sold Listings		243	207	- 14.8%	1,575	1,564	- 0.7%
Median Sales Price		\$325,000	\$345,000	+ 6.2%	\$304,000	\$355,000	+ 16.8%
Average Sales Price		\$338,830	\$358,842	+ 5.9%	\$317,384	\$363,256	+ 14.5%
Pct. of List Price Received		102.9%	99.9%	- 2.9%	103.4%	102.2%	- 1.2%
Days on Market		8	12	+ 50.0%	8	13	+ 62.5%
Housing Affordability Index		120	90	- 25.0%	128	88	- 31.3%
Active Listings		150	234	+ 56.0%	--	--	--
Months Supply of Inventory		0.7	1.1	+ 57.1%	--	--	--

New Listings

August

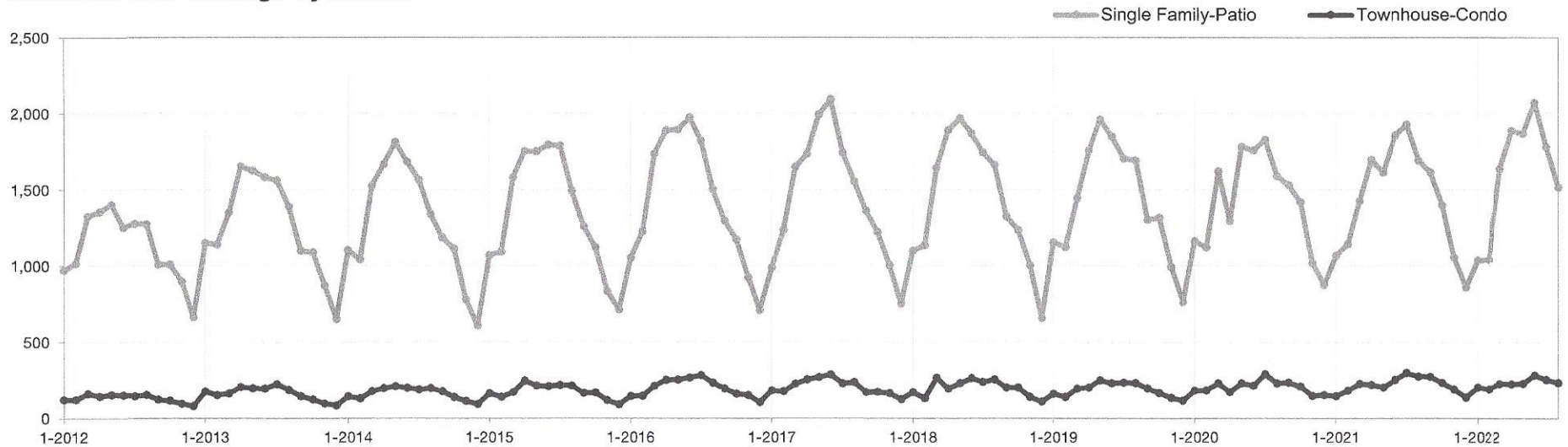


Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	1,614	+5.4%	271	+15.3%
Oct-2021	1,397	-1.6%	232	+11.0%
Nov-2021	1,055	+3.5%	188	+27.0%
Dec-2021	859	-1.9%	135	-11.2%
Jan-2022	1,036	-2.8%	200	+37.0%
Feb-2022	1,041	-8.8%	188	+3.9%
Mar-2022	1,636	+14.7%	225	-0.4%
Apr-2022	1,886	+11.1%	223	+1.4%
May-2022	1,868	+15.7%	226	+11.3%
Jun-2022	2,071	+11.7%	282	+12.4%
Jul-2022	1,780	-7.6%	252	-15.2%
Aug-2022	1,515	-10.5%	233	-15.0%

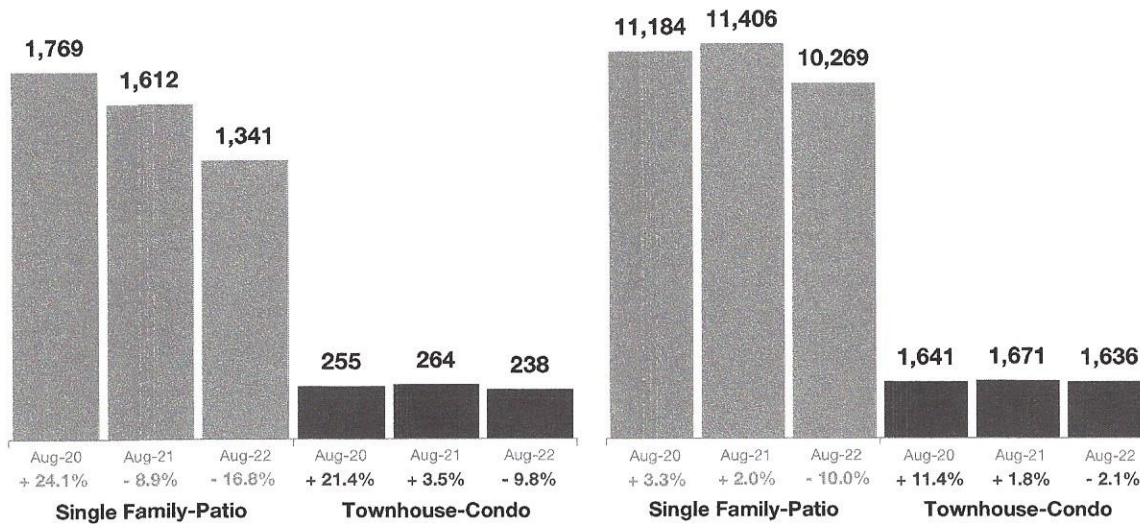
Historical New Listings by Month



Pending Sales (PEND, UC, UCSS, RGT)

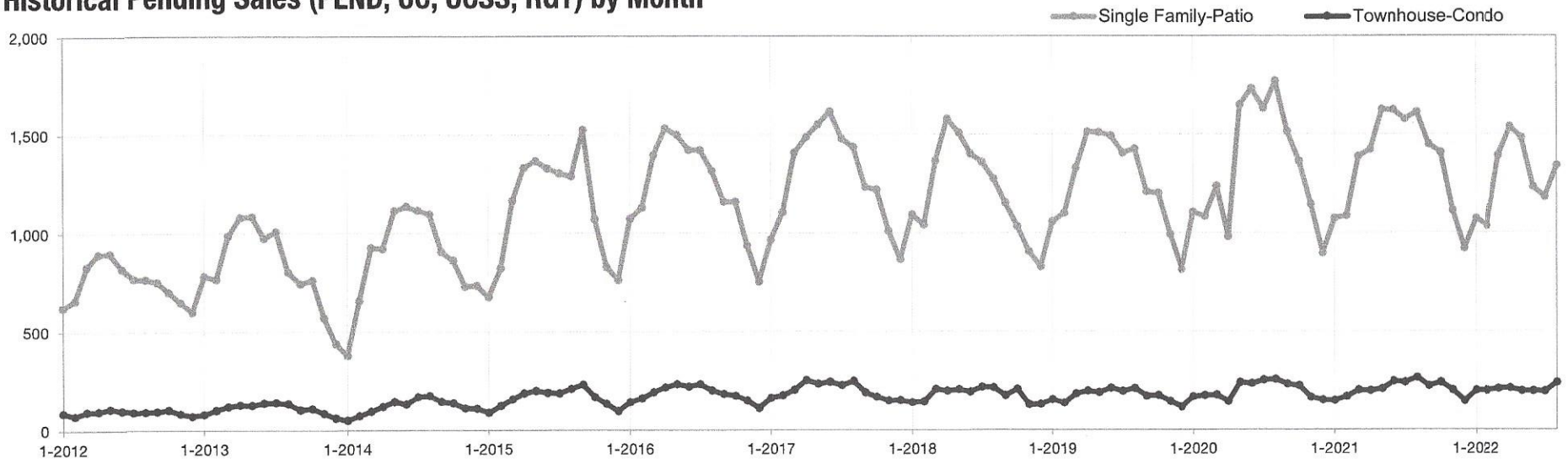


August



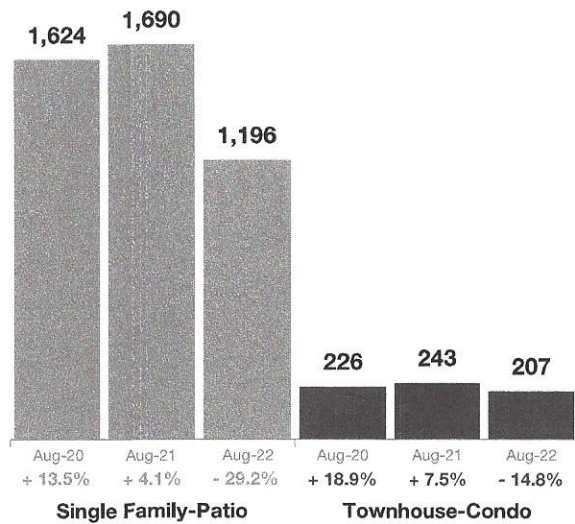
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	1,449	-4.3%	221	-4.7%
Oct-2021	1,408	+3.3%	239	+6.7%
Nov-2021	1,113	-2.7%	199	+22.1%
Dec-2021	920	+2.7%	145	-3.3%
Jan-2022	1,071	-0.2%	198	+33.8%
Feb-2022	1,034	-4.8%	198	+18.6%
Mar-2022	1,391	+0.2%	207	+3.0%
Apr-2022	1,537	+8.1%	210	+6.1%
May-2022	1,481	-8.9%	196	-5.8%
Jun-2022	1,233	-24.1%	195	-20.4%
Jul-2022	1,181	-25.1%	194	-19.2%
Aug-2022	1,341	-16.8%	238	-9.8%

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

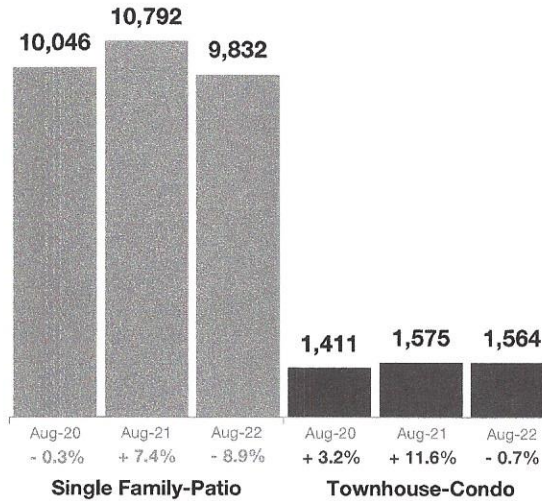


Sold Listings

August

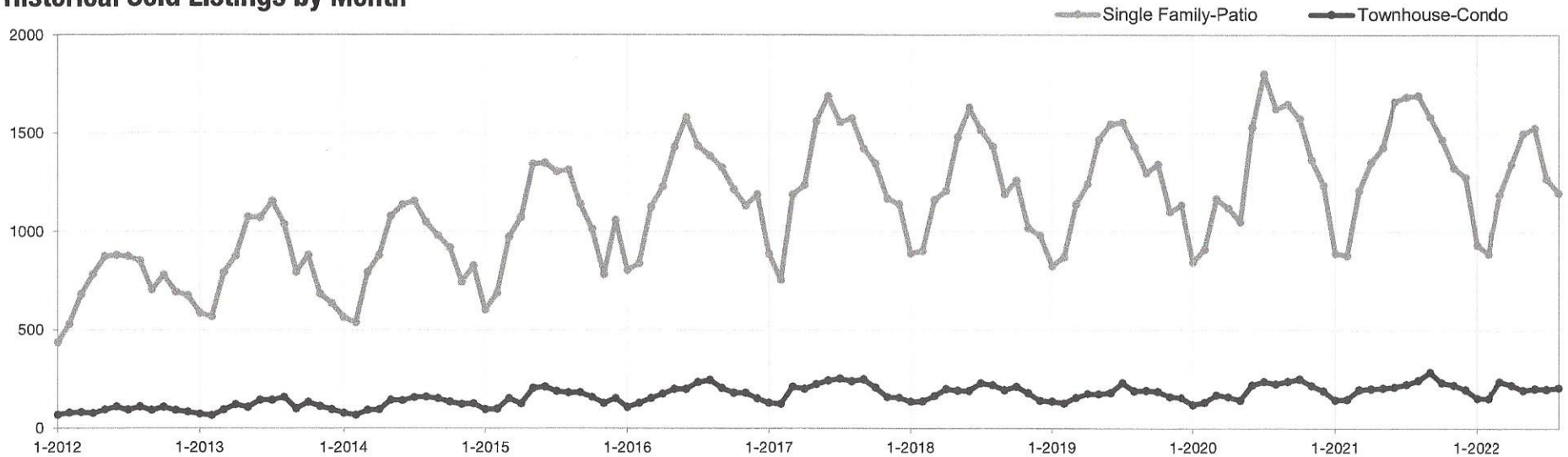


Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	1,267	-24.8%	200	-10.3%
Aug-2022	1,196	-29.2%	207	-14.8%

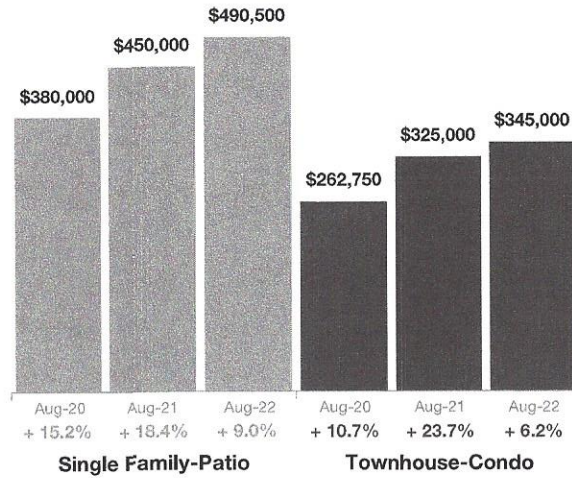
Historical Sold Listings by Month



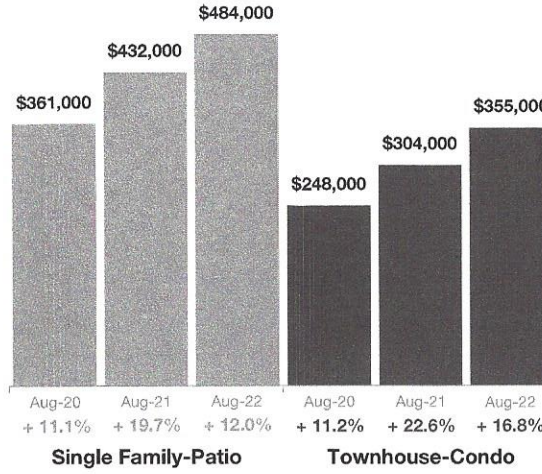
Median Sales Price



August

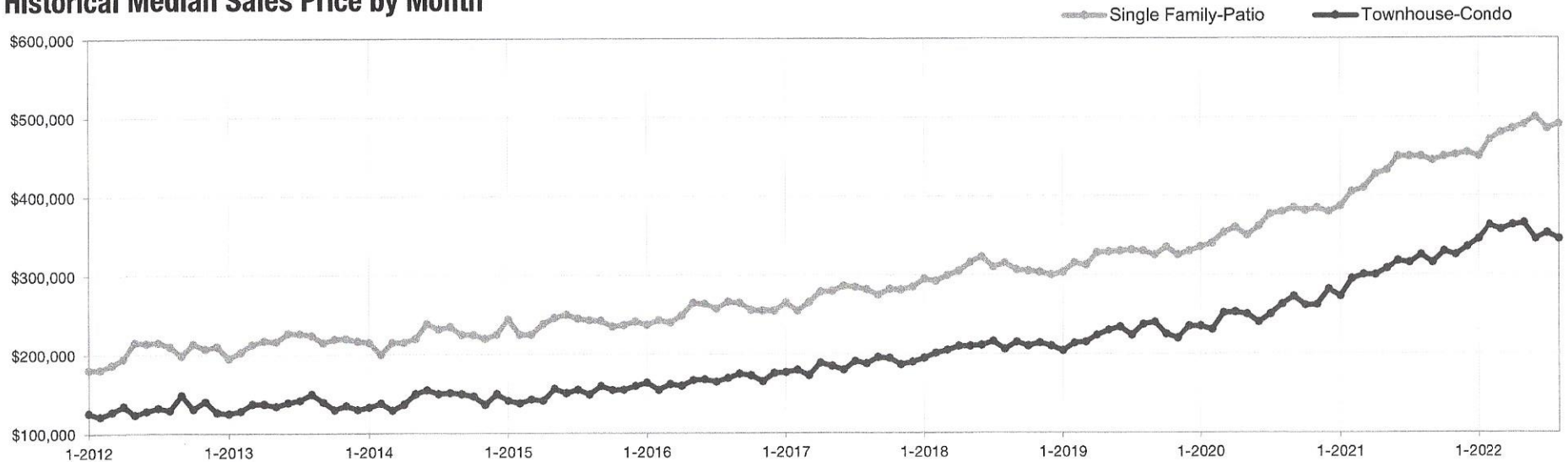


Year to Date



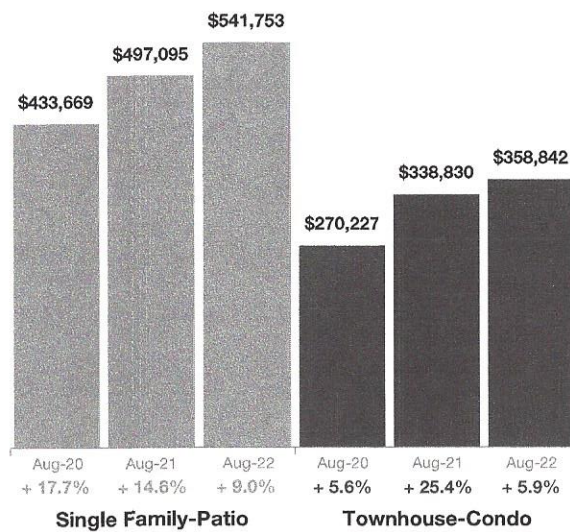
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	\$445,000	+15.6%	\$315,000	+15.6%
Oct-2021	\$450,000	+18.0%	\$329,551	+26.1%
Nov-2021	\$452,000	+17.5%	\$325,000	+24.0%
Dec-2021	\$454,961	+19.7%	\$335,000	+19.0%
Jan-2022	\$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%
Aug-2022	\$490,500	+9.0%	\$345,000	+6.2%

Historical Median Sales Price by Month

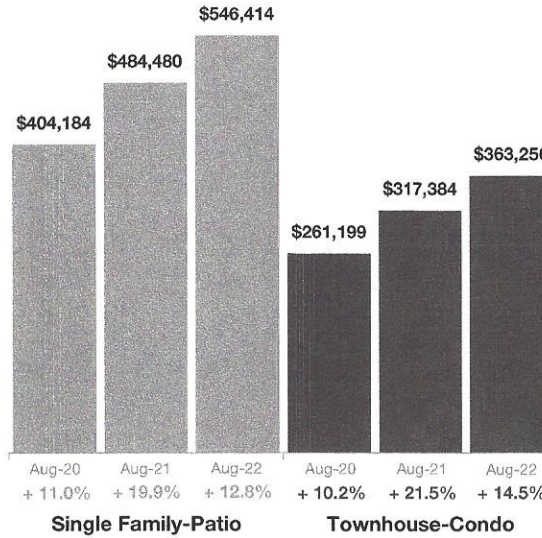


Average Sales Price

August

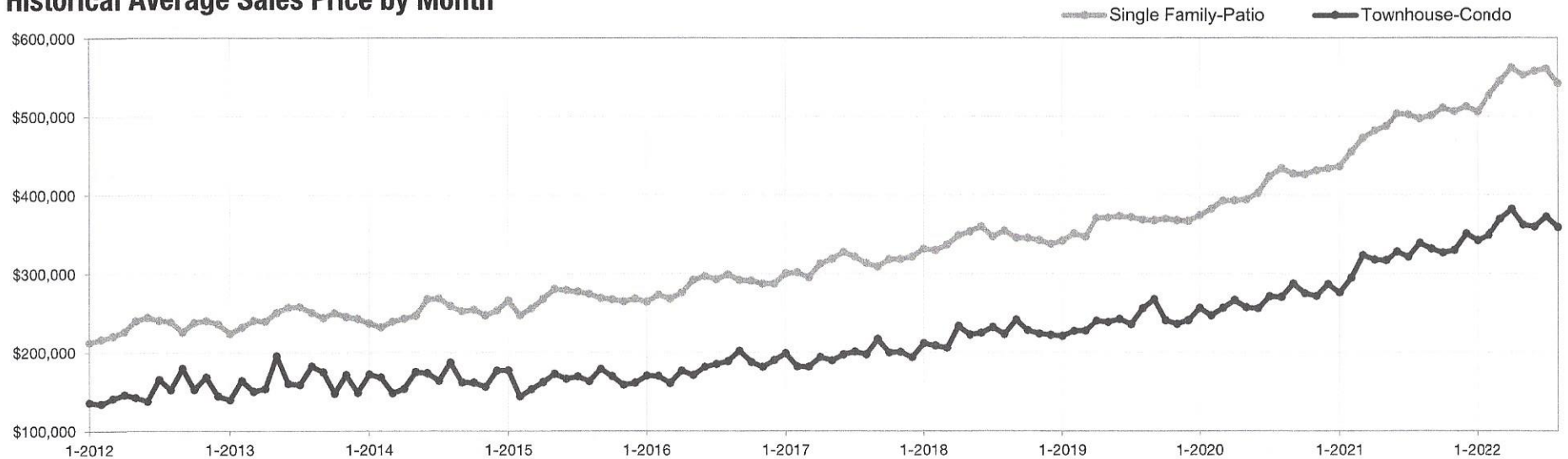


Year to Date



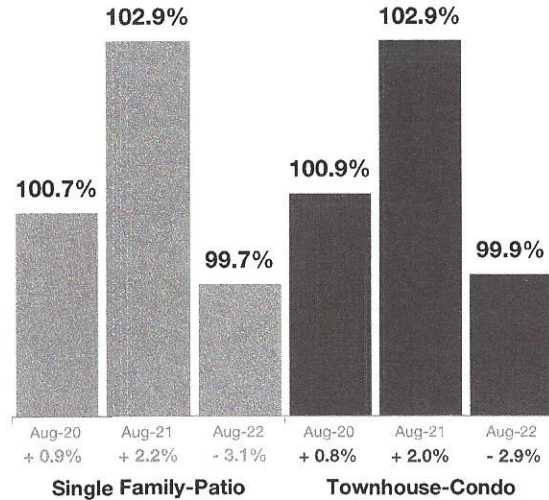
Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	\$501,035	+17.3%	\$331,507	+15.4%
Oct-2021	\$510,732	+19.7%	\$326,225	+18.6%
Nov-2021	\$506,386	+17.4%	\$329,586	+21.3%
Dec-2021	\$512,583	+18.2%	\$350,839	+22.3%
Jan-2022	\$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	\$552,169	+13.3%	\$361,834	+14.2%
Jun-2022	\$557,163	+10.7%	\$359,470	+9.6%
Jul-2022	\$560,504	+11.6%	\$372,299	+16.0%
Aug-2022	\$541,753	+9.0%	\$358,842	+5.9%

Historical Average Sales Price by Month

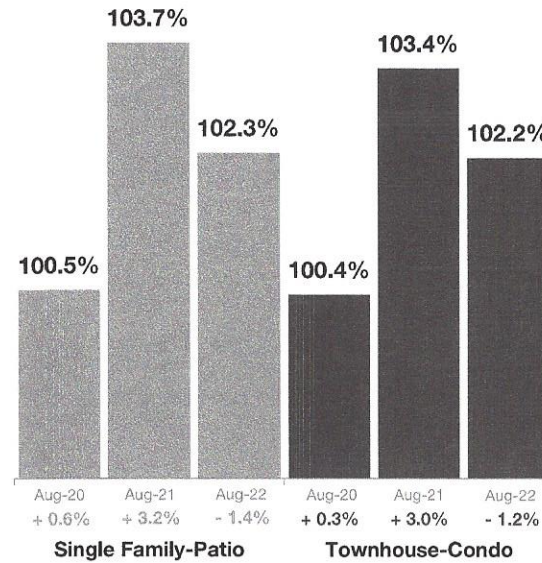


Percent of List Price Received

August

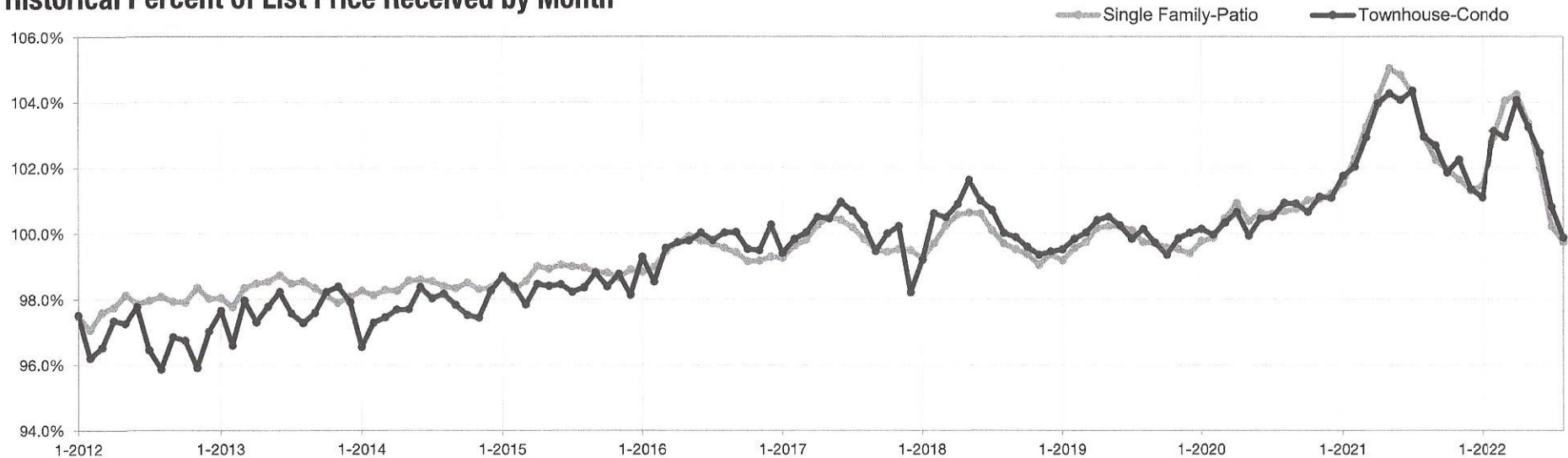


Year to Date



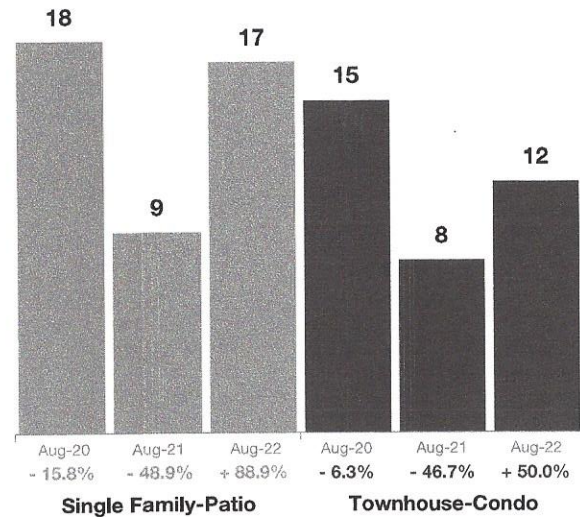
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	102.2%	+1.5%	102.7%	+1.8%
Oct-2021	101.9%	+0.9%	101.9%	+1.2%
Nov-2021	101.6%	+0.5%	102.2%	+1.1%
Dec-2021	101.3%	+0.1%	101.3%	+0.2%
Jan-2022	101.5%	0.0%	101.1%	-0.7%
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%	100.8%	-3.4%
Aug-2022	99.7%	-3.1%	99.9%	-2.9%

Historical Percent of List Price Received by Month

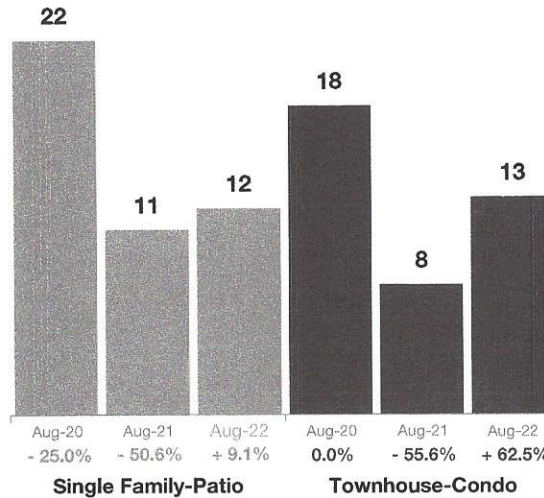


Days on Market Until Sale

August

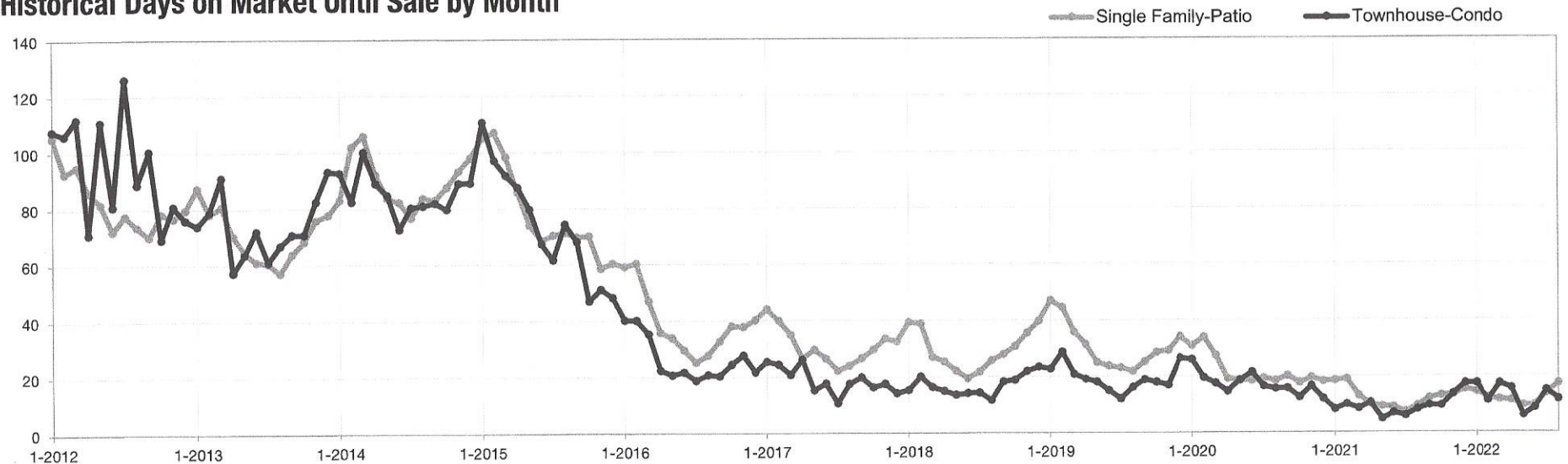


Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Aug-2022	17	+88.9%	12	+50.0%

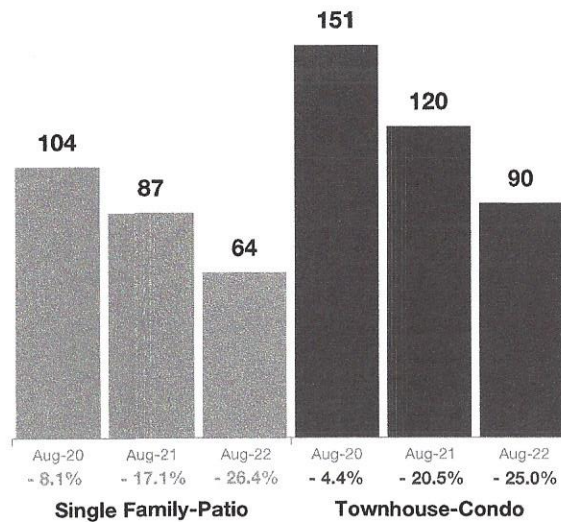
Historical Days on Market Until Sale by Month



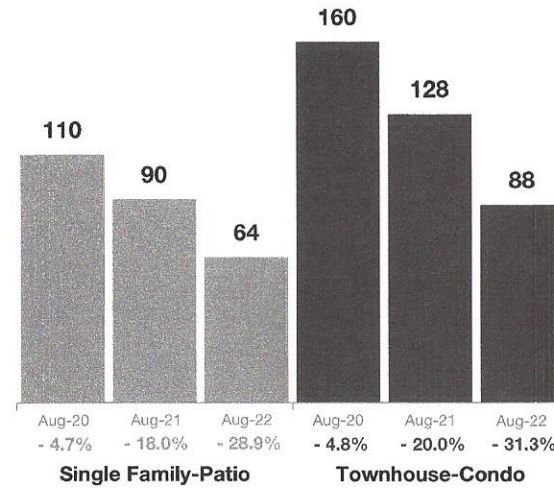
Housing Affordability Index



August

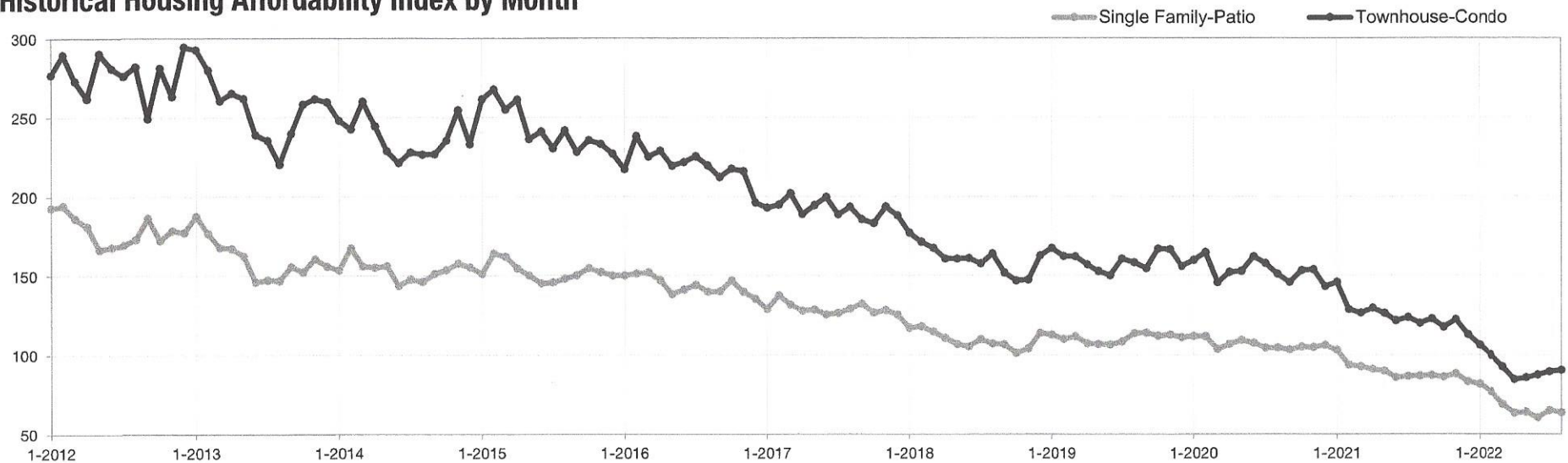


Year to Date



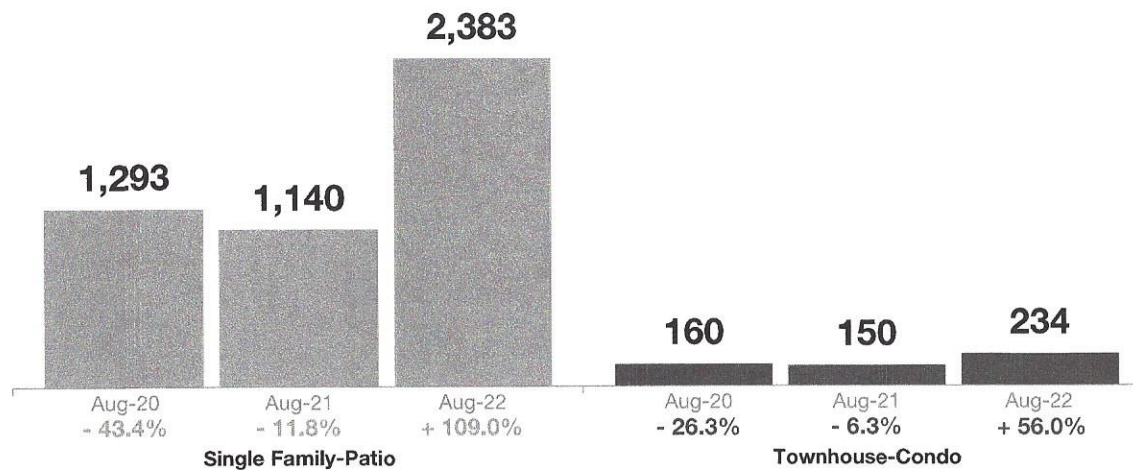
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	87	-15.5%	123	-15.8%
Oct-2021	86	-18.1%	117	-23.5%
Nov-2021	88	-16.2%	122	-20.8%
Dec-2021	83	-21.7%	113	-21.0%
Jan-2022	81	-21.4%	106	-27.4%
Feb-2022	77	-18.1%	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%
Aug-2022	64	-26.4%	90	-25.0%

Historical Housing Affordability Index by Month



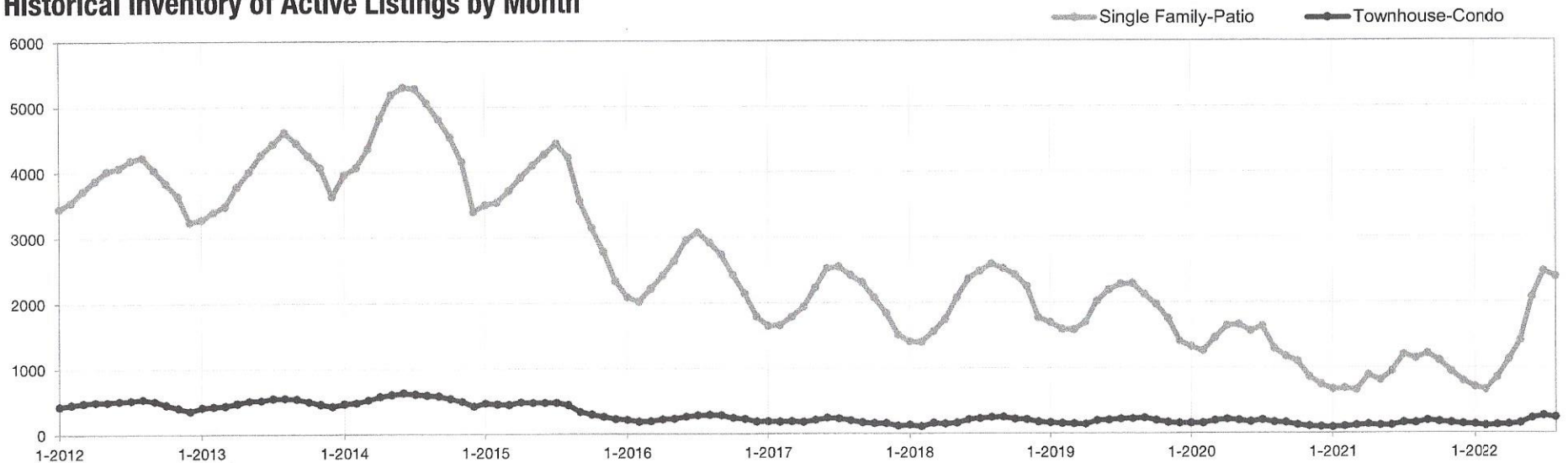
Inventory of Active Listings

August



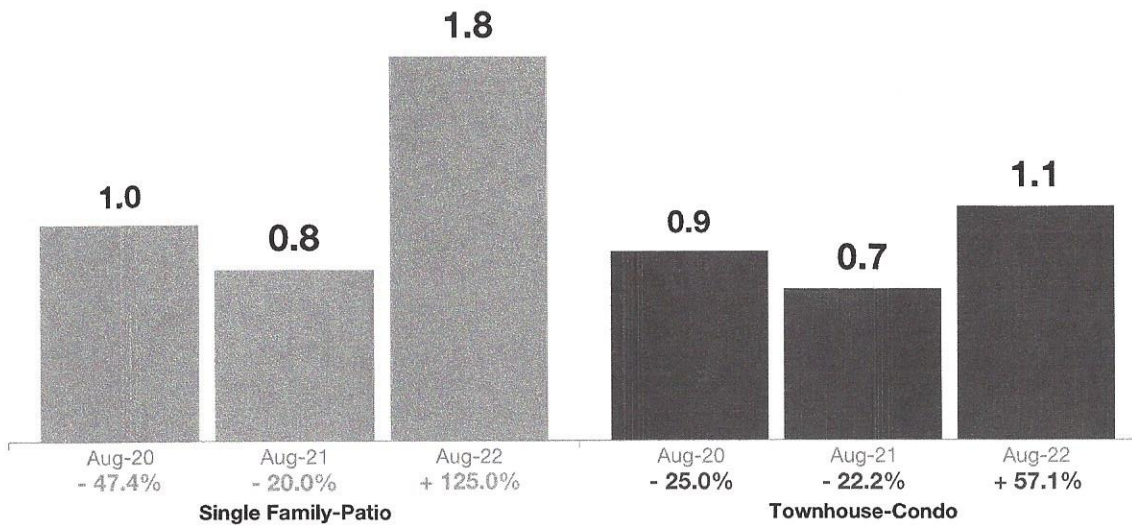
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	1,213	+3.8%	186	+19.2%
Oct-2021	1,102	+0.5%	165	+34.1%
Nov-2021	935	+9.0%	148	+48.0%
Dec-2021	790	+6.3%	132	+38.9%
Jan-2022	697	+3.7%	124	+42.5%
Feb-2022	658	-3.4%	104	+8.3%
Mar-2022	842	+27.8%	117	+2.6%
Apr-2022	1,119	+27.0%	124	-3.1%
May-2022	1,412	+75.0%	147	+27.8%
Jun-2022	2,076	+120.9%	220	+91.3%
Jul-2022	2,464	+106.4%	258	+68.6%
Aug-2022	2,383	+109.0%	234	+56.0%

Historical Inventory of Active Listings by Month



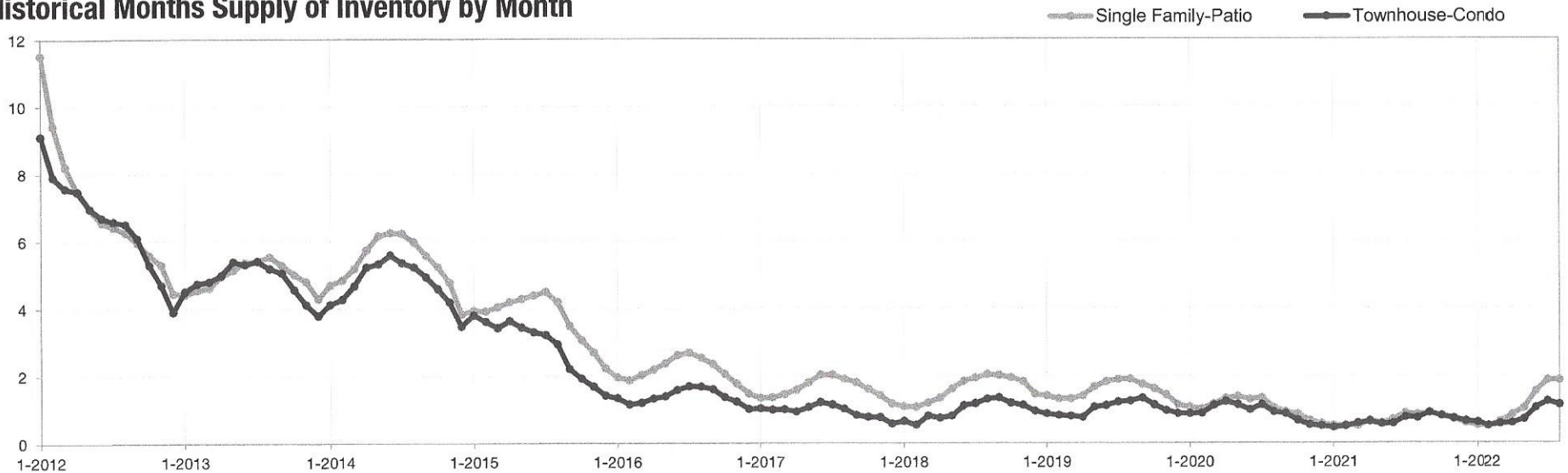
Months Supply of Inventory

August



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	1.9	+111.1%	1.2	+71.4%
Aug-2022	1.8	+125.0%	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.

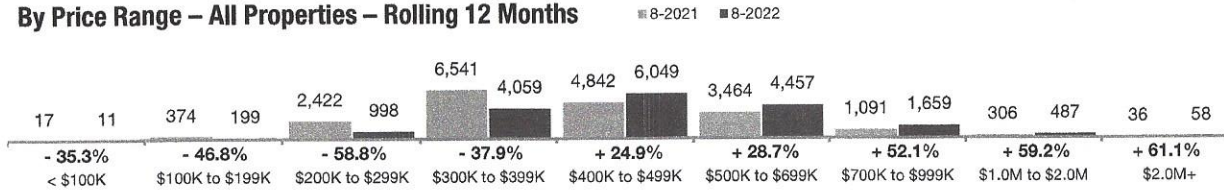
Key Metrics	Historical Sparkbars	8-2021	8-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,966	1,748	- 11.1%	14,218	14,662	+ 3.1%
Pending Sales (PEND, UC, UCSS, RGT)		1,876	1,579	- 15.8%	13,077	11,905	- 9.0%
Sold Listings		1,933	1,403	- 27.4%	12,367	11,396	- 7.9%
Median Sales Price		\$431,000	\$468,000	+ 8.6%	\$417,500	\$467,118	+ 11.9%
Average Sales Price		\$477,199	\$514,766	+ 7.9%	\$463,196	\$521,277	+ 12.5%
Pct. of List Price Received		102.9%	99.7%	- 3.1%	103.7%	102.3%	- 1.4%
Days on Market		9	16	+ 77.8%	10	12	+ 20.0%
Housing Affordability Index		90	67	- 25.6%	93	67	- 28.0%
Active Listings		1,290	2,617	+ 102.9%	--	--	--
Months Supply of Inventory		0.8	1.7	+ 112.5%	--	--	--

Sold Listings

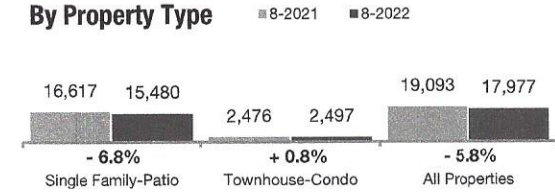
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

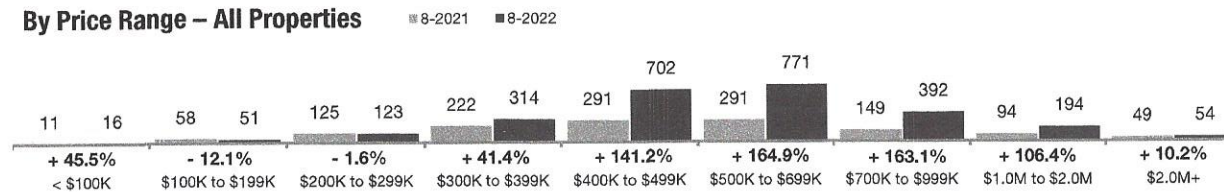
Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	8-2021	8-2022	Change	8-2021	8-2022	Change	7-2022	8-2022	Change	7-2022	8-2022	Change	8-2021	8-2022	Change	8-2021	8-2022	Change
\$99,999 and Below	12	9	-25.0%	5	2	-60.0%	1	0	-100.0%	0	0	--	7	4	-42.9%	0	1	--
\$100,000 to \$199,999	129	65	-49.6%	245	134	-45.3%	2	8	+300.0%	3	11	+266.7%	69	38	-44.9%	132	73	-44.7%
\$200,000 to \$299,999	1,352	427	-68.4%	1,070	571	-46.6%	29	33	+13.8%	41	44	+7.3%	572	225	-60.7%	592	311	-47.5%
\$300,000 to \$399,999	5,657	2,907	-48.6%	884	1,152	+30.3%	201	233	+15.9%	87	94	+8.0%	3,227	1,521	-52.9%	658	711	+8.1%
\$400,000 to \$499,999	4,661	5,558	+19.2%	181	491	+171.3%	451	358	-20.6%	57	42	-26.3%	3,431	3,570	+4.1%	122	361	+195.9%
\$500,000 to \$699,999	3,395	4,345	+28.0%	69	112	+62.3%	371	385	+3.8%	8	15	+87.5%	2,459	2,953	+20.1%	53	83	+56.6%
\$700,000 to \$999,999	1,074	1,632	+52.0%	17	27	+58.8%	150	134	-10.7%	4	1	-75.0%	769	1,152	+49.8%	13	19	+46.2%
\$1,000,000 to \$1,999,999	305	481	+57.7%	1	6	+500.0%	56	42	-25.0%	0	0	--	233	333	+42.9%	1	5	+400.0%
\$2,000,000 and Above	32	56	+75.0%	4	2	-50.0%	6	3	-50.0%	0	0	--	25	36	+44.0%	4	0	-100.0%
All Price Ranges	16,617	15,480	-6.8%	2,476	2,497	+0.8%	1,267	1,196	-5.6%	200	207	+3.5%	10,792	9,832	-8.9%	1,575	1,564	-0.7%

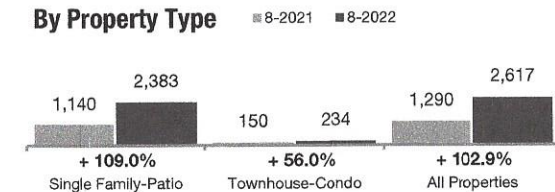
Inventory of Active Listings

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		
	8-2021	8-2022	Change	8-2021	8-2022	Change	7-2022	8-2022	Change	7-2022	8-2022	Change	8-2021	8-2022	Change	8-2021	8-2022	Change
\$99,999 and Below	8	12	+50.0%	3	4	+33.3%	14	12	-14.3%	3	4	+33.3%						
\$100,000 to \$199,999	37	32	-13.5%	21	19	-9.5%	32	32	0.0%	22	19	-13.6%						
\$200,000 to \$299,999	103	87	-15.5%	22	36	+63.6%	83	87	+4.8%	47	36	-23.4%						
\$300,000 to \$399,999	180	252	+40.0%	42	62	+47.6%	256	252	-1.6%	79	62	-21.5%						
\$400,000 to \$499,999	255	638	+150.2%	36	64	+77.8%	643	638	-0.8%	72	64	-11.1%						
\$500,000 to \$699,999	278	743	+167.3%	13	28	+115.4%	770	743	-3.5%	21	28	+33.3%						
\$700,000 to \$999,999	136	373	+174.3%	13	19	+46.2%	407	373	-8.4%	12	19	+58.3%						
\$1,000,000 to \$1,999,999	94	193	+105.3%	0	1	--	208	193	-7.2%	1	1	0.0%						
\$2,000,000 and Above	49	53	+8.2%	0	1	--	51	53	+3.9%	1	1	0.0%						
All Price Ranges	1,140	2,383	+109.0%	150	234	+56.0%	2,464	2,383	-3.3%	258	234	-9.3%						

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.