

# Monthly Indicators

Activity for El Paso and Teller Counties Only



## September 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 22.4 percent for single family-patio homes and 32.1 percent for townhouse-condo properties. Pending Sales decreased 25.5 percent for single family-patio homes and 25.6 percent for townhouse-condo properties.

The Median Sales Price was up 4.5 percent to \$465,000 for single family-patio homes and 9.5 percent to \$345,000 for townhouse-condo properties. Days on Market increased 108.3 percent for single family-patio homes and 88.9 percent for townhouse-condo properties.

Affordability challenges have priced many buyers out of the market this year, and buyers who do succeed in purchasing a home are finding that the costs of homeownership have increased significantly, with monthly mortgage payments more than 55% higher than a year ago, according to the National Association of REALTORS®. Inventory remains lower than normal, and as the market continues to shift, experts project homes will begin to spend more days on market and price growth will slow in the months ahead.

## Activity Snapshot

<b>- 26.8%</b>	<b>+ 4.0%</b>	<b>+ 91.9%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> 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	9-2021	9-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		1,614	<b>1,253</b>	- 22.4%	14,035	<b>14,115</b>	+ 0.6%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		1,449	<b>1,079</b>	- 25.5%	12,854	<b>11,190</b>	- 12.9%
<b>Sold Listings</b>		1,582	<b>1,137</b>	- 28.1%	12,374	<b>10,968</b>	- 11.4%
<b>Median Sales Price</b>		\$445,000	<b>\$465,000</b>	+ 4.5%	\$435,000	<b>\$480,948</b>	+ 10.6%
<b>Average Sales Price</b>		\$501,035	<b>\$530,198</b>	+ 5.8%	\$486,597	<b>\$544,749</b>	+ 12.0%
<b>Pct. of List Price Received</b>		102.2%	<b>99.1%</b>	- 3.0%	103.5%	<b>102.0%</b>	- 1.4%
<b>Days on Market</b>		12	<b>25</b>	+ 108.3%	11	<b>13</b>	+ 18.2%
<b>Housing Affordability Index</b>		87	<b>60</b>	- 31.0%	89	<b>58</b>	- 34.8%
<b>Active Listings</b>		1,214	<b>2,446</b>	+ 101.5%	--	--	--
<b>Months Supply of Inventory</b>		0.9	<b>2.0</b>	+ 122.2%	--	--	--



# Townhouse-Condo Market Overview

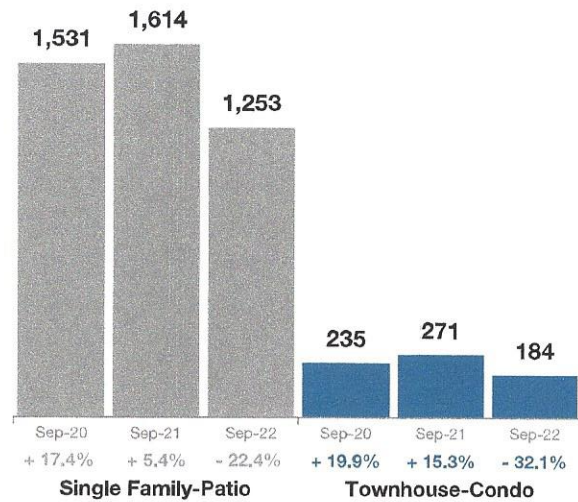


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

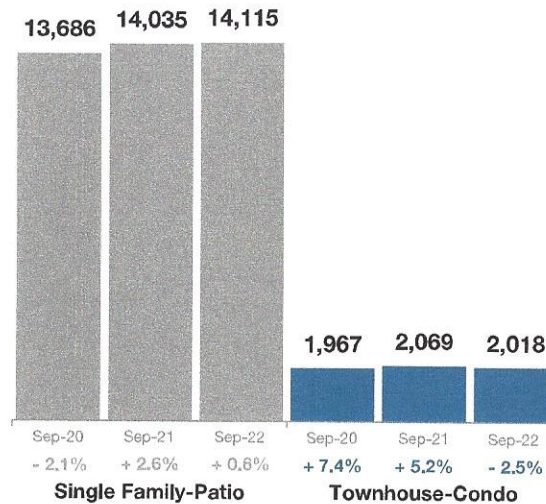
Key Metrics	Historical Sparkbars	9-2021	9-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		271	<b>184</b>	- 32.1%	2,069	<b>2,018</b>	- 2.5%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		219	<b>163</b>	- 25.6%	1,890	<b>1,787</b>	- 5.4%
<b>Sold Listings</b>		285	<b>230</b>	- 19.3%	1,860	<b>1,795</b>	- 3.5%
<b>Median Sales Price</b>		\$315,000	<b>\$345,000</b>	+ 9.5%	\$306,250	<b>\$355,000</b>	+ 15.9%
<b>Average Sales Price</b>		\$331,507	<b>\$357,867</b>	+ 8.0%	\$319,548	<b>\$362,567</b>	+ 13.5%
<b>Pct. of List Price Received</b>		102.7%	<b>99.8%</b>	- 2.8%	103.3%	<b>101.9%</b>	- 1.4%
<b>Days on Market</b>		9	<b>17</b>	+ 88.9%	8	<b>13</b>	+ 62.5%
<b>Housing Affordability Index</b>		123	<b>81</b>	- 34.1%	126	<b>79</b>	- 37.3%
<b>Active Listings</b>		186	<b>241</b>	+ 29.6%	--	--	--
<b>Months Supply of Inventory</b>		0.9	<b>1.2</b>	+ 33.3%	--	--	--

# New Listings

## September

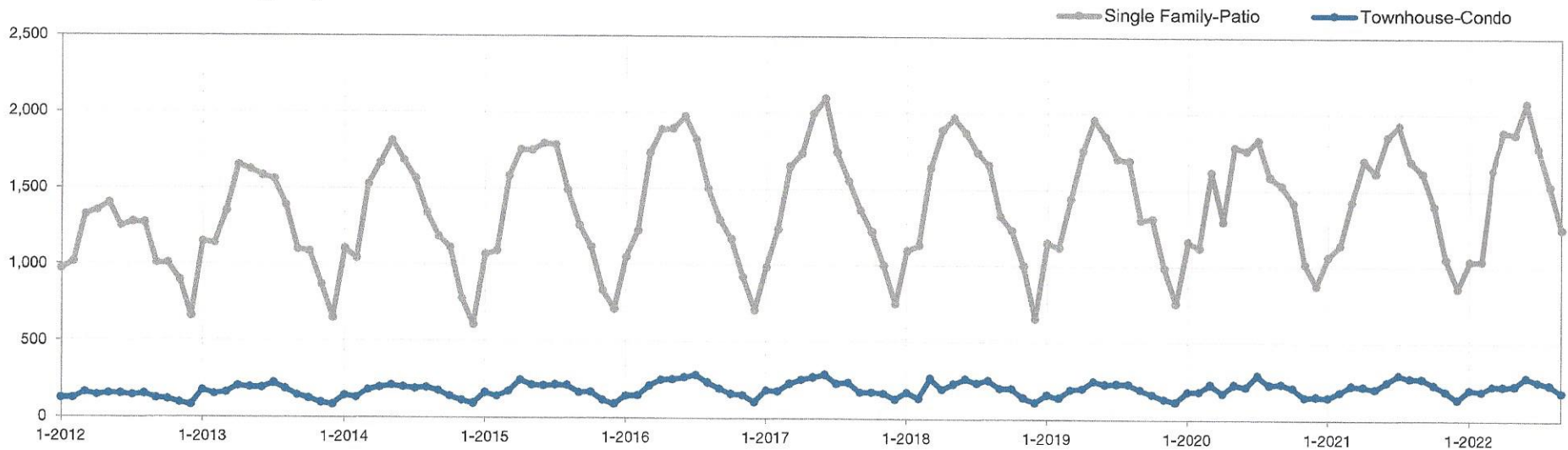


## Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2021	1,400	-1.3%	232	+11.0%
Nov-2021	1,055	+3.5%	188	+27.0%
Dec-2021	862	-1.6%	135	-11.2%
Jan-2022	1,039	-2.5%	200	+37.0%
Feb-2022	1,042	-8.8%	189	+4.4%
Mar-2022	1,636	+14.7%	225	-0.4%
Apr-2022	1,886	+11.1%	223	+1.4%
May-2022	1,870	+15.8%	226	+11.3%
Jun-2022	2,074	+11.9%	282	+12.4%
Jul-2022	1,782	-7.5%	254	-14.5%
Aug-2022	1,533	-9.5%	235	-14.2%
<b>Sep-2022</b>	<b>1,253</b>	<b>-22.4%</b>	<b>184</b>	<b>-32.1%</b>

## Historical New Listings by Month

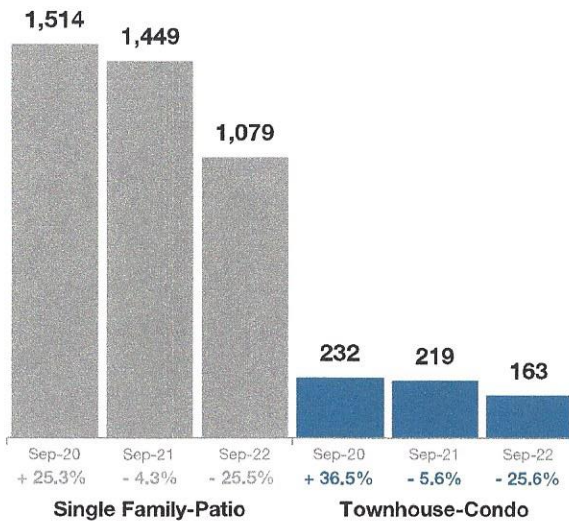




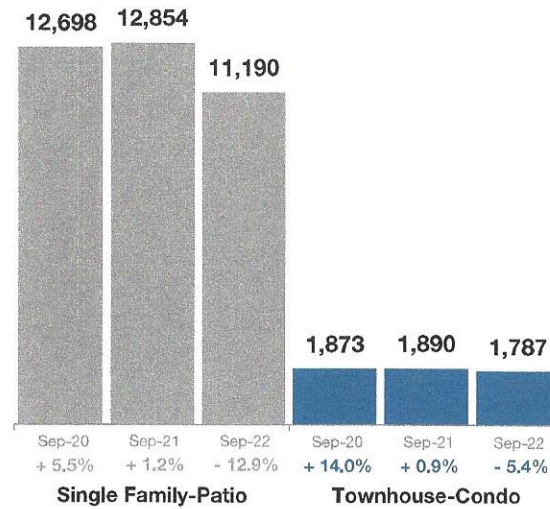
# Pending Sales (PEND, UC, UCSS, RGT)



## September

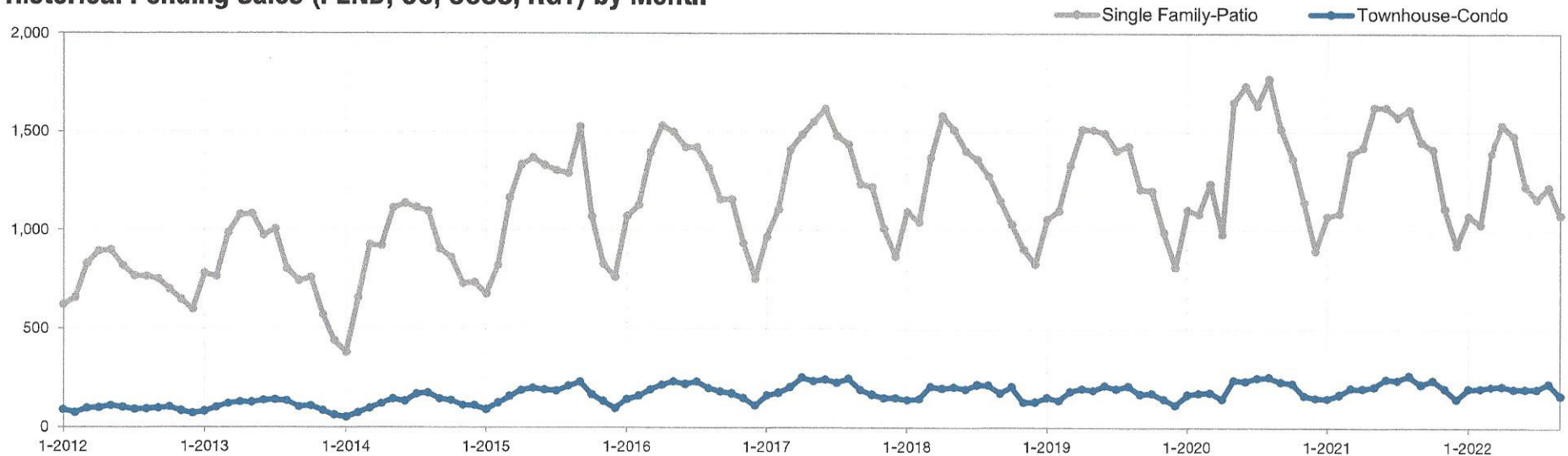


## Year to Date



Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2021	1,411	+3.5%	239	+6.7%
Nov-2021	1,113	-2.7%	199	+22.1%
Dec-2021	923	+3.0%	145	-3.3%
Jan-2022	1,074	+0.1%	198	+33.8%
Feb-2022	1,031	-5.1%	199	+19.2%
Mar-2022	1,390	+0.1%	207	+3.0%
Apr-2022	1,534	+8.0%	210	+6.1%
May-2022	1,478	-9.0%	196	-5.8%
Jun-2022	1,224	-24.6%	195	-20.4%
Jul-2022	1,161	-26.3%	195	-18.8%
Aug-2022	1,219	-24.4%	224	-15.2%
<b>Sep-2022</b>	<b>1,079</b>	<b>-25.5%</b>	<b>163</b>	<b>-25.6%</b>

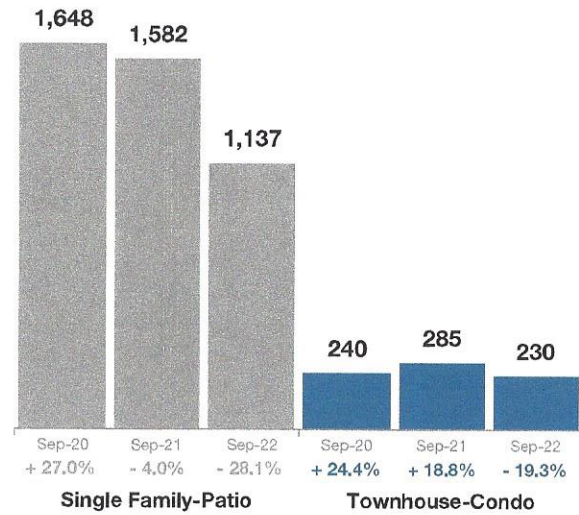
## Historical Pending Sales (PEND, UC, UCSS, RGT) by Month



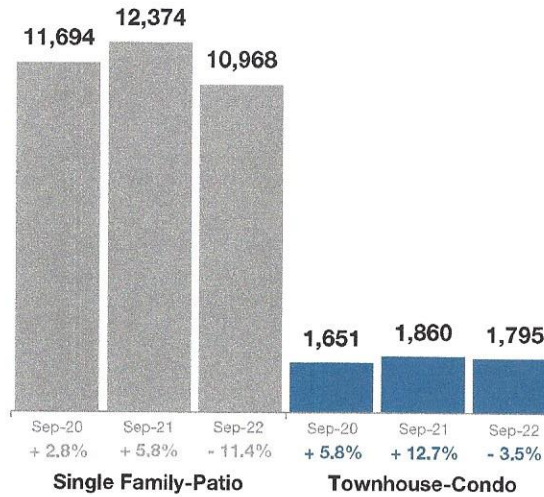
# Sold Listings



## September

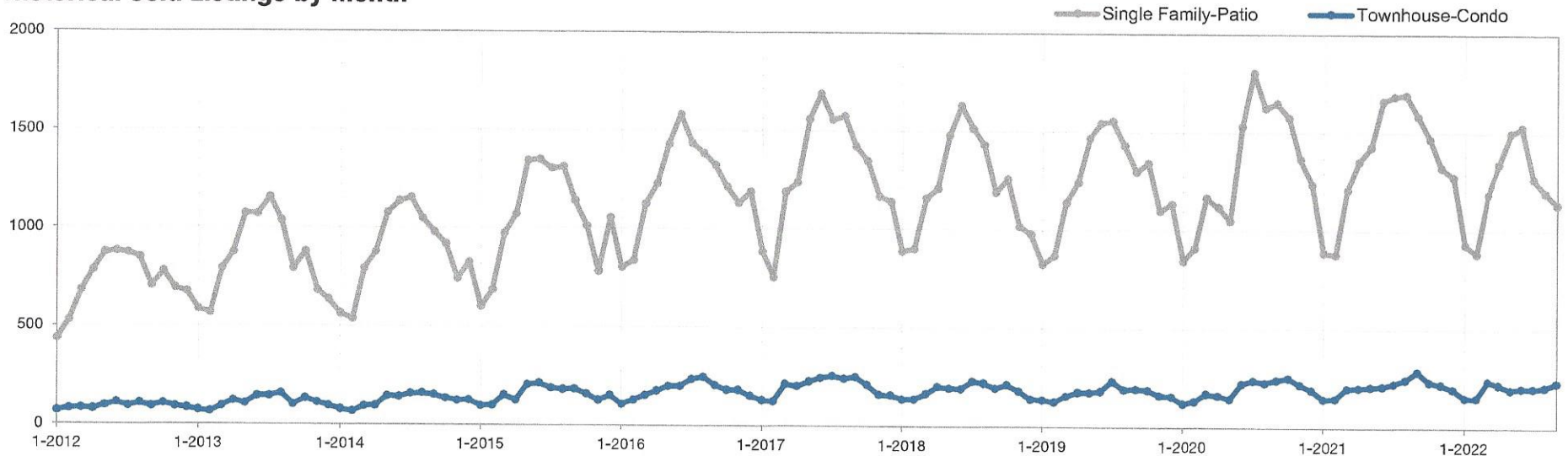


## Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	1,266	-24.8%	201	-9.9%
Aug-2022	1,196	-29.2%	207	-14.8%
<b>Sep-2022</b>	<b>1,137</b>	<b>-28.1%</b>	<b>230</b>	<b>-19.3%</b>

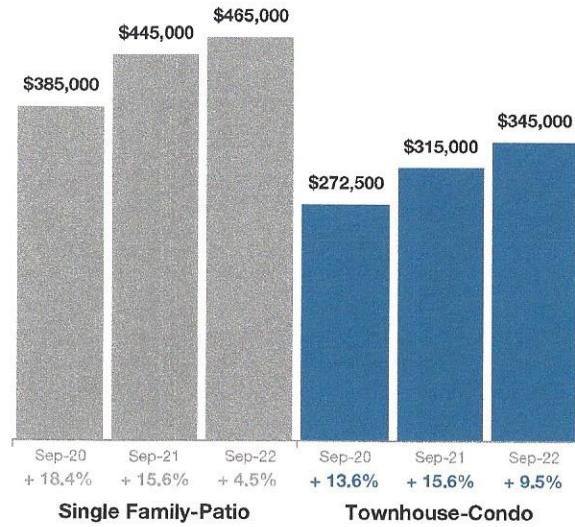
## Historical Sold Listings by Month



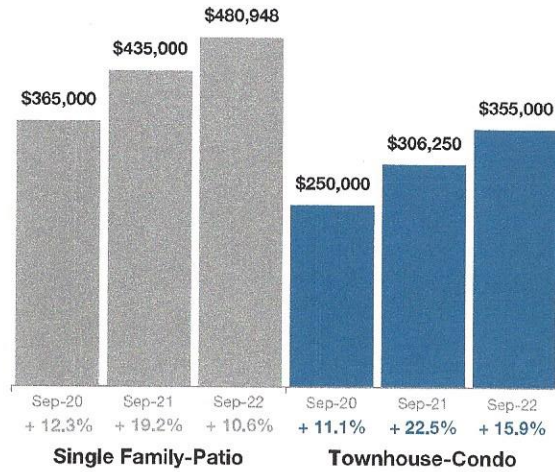


# Median Sales Price

## September

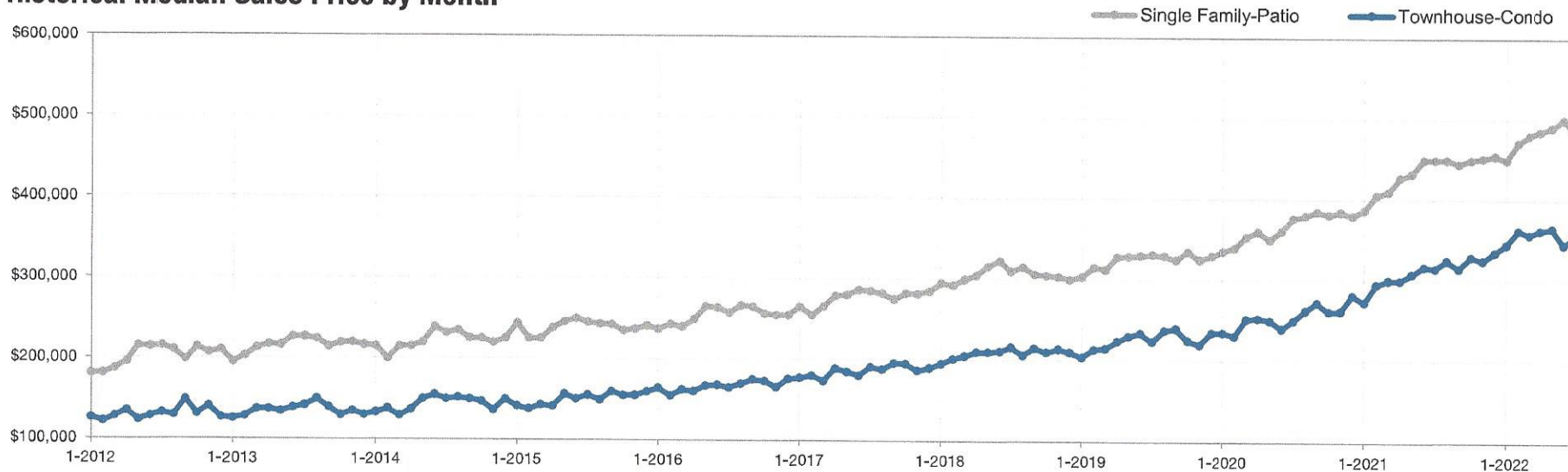


## Year to Date



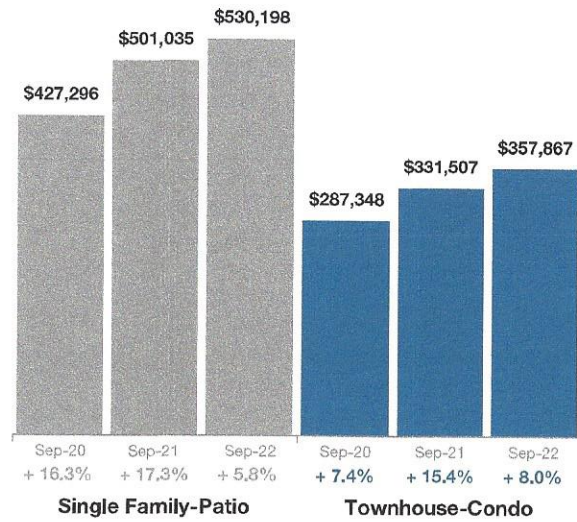
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2021	\$450,000	+18.0%	\$329,551	+26.1%
Nov-2021	\$452,000	+17.5%	\$325,000	+24.0%
Dec-2021	\$454,961	+19.7%	\$335,000	+19.0%
Jan-2022	\$450,000	+16.3%	\$345,000	+26.4%
Feb-2022	\$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%	\$355,000	+12.7%
Aug-2022	\$490,500	+9.0%	\$345,000	+6.2%
<b>Sep-2022</b>	<b>\$465,000</b>	<b>+4.5%</b>	<b>\$345,000</b>	<b>+9.5%</b>

## Historical Median Sales Price by Month

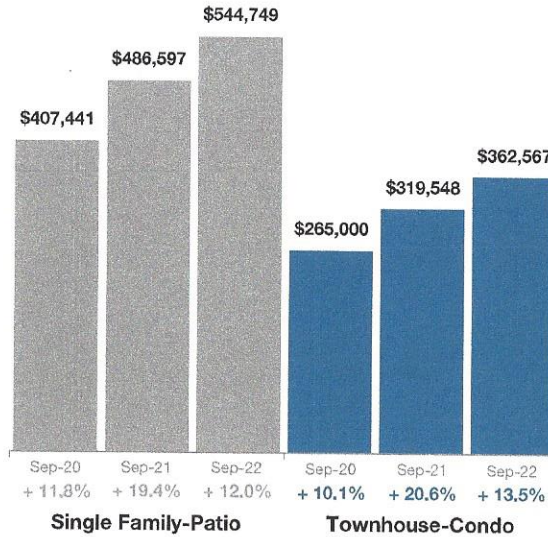


# Average Sales Price

## September

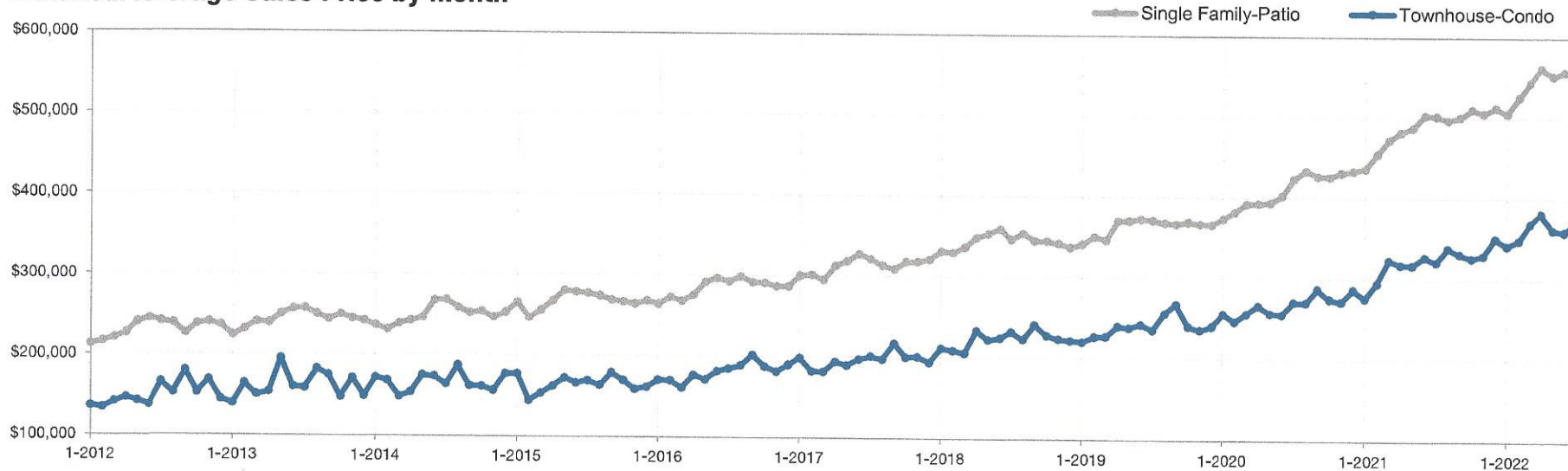


## Year to Date



Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$557,165	+10.7%	\$359,470	+9.6%
Jul-2022	\$560,658	+11.7%	\$372,264	+16.0%
Aug-2022	\$541,753	+9.0%	\$358,842	+5.9%
<b>Sep-2022</b>	<b>\$530,198</b>	<b>+5.8%</b>	<b>\$357,867</b>	<b>+8.0%</b>

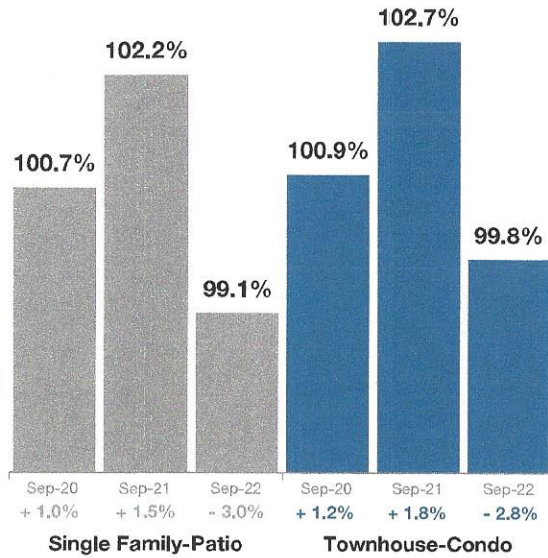
## Historical Average Sales Price by Month



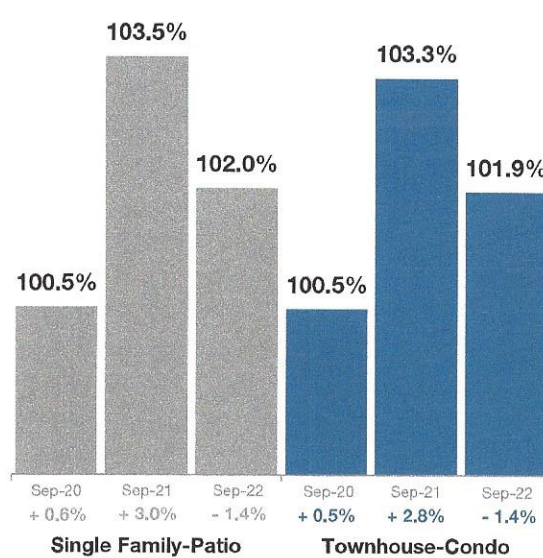


# Percent of List Price Received

## September

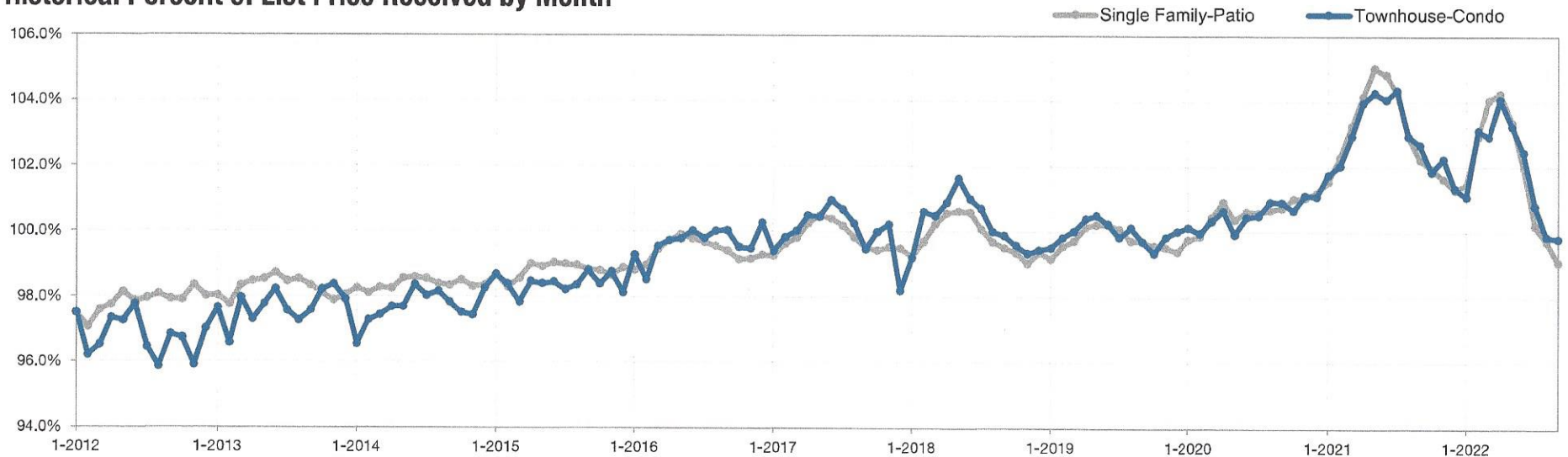


## Year to Date



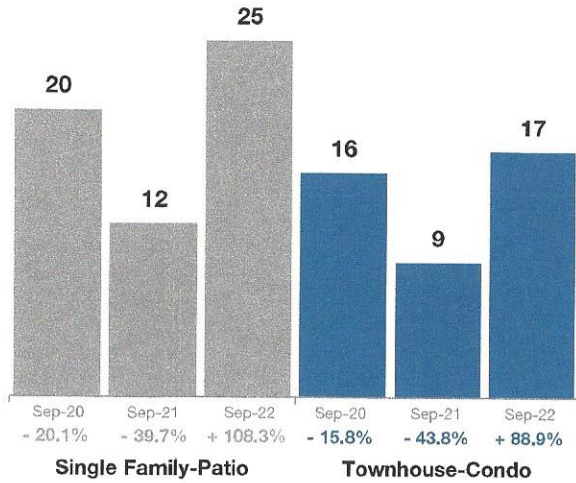
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2021	101.9%	+0.9%	101.9%	+1.2%
Nov-2021	101.6%	+0.5%	102.2%	+1.1%
Dec-2021	101.3%	+0.1%	101.3%	+0.2%
Jan-2022	101.5%	0.0%	101.1%	-0.7%
Feb-2022	102.9%	+0.6%	103.1%	+1.1%
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%
<b>Sep-2022</b>	<b>99.1%</b>	<b>-3.0%</b>	<b>99.8%</b>	<b>-2.8%</b>

## Historical Percent of List Price Received by Month

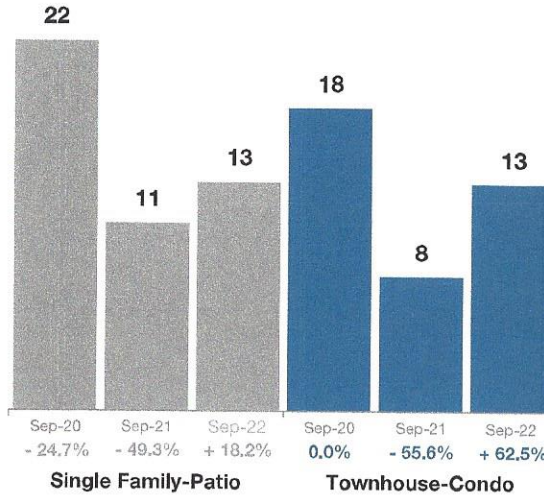


# Days on Market Until Sale

## September

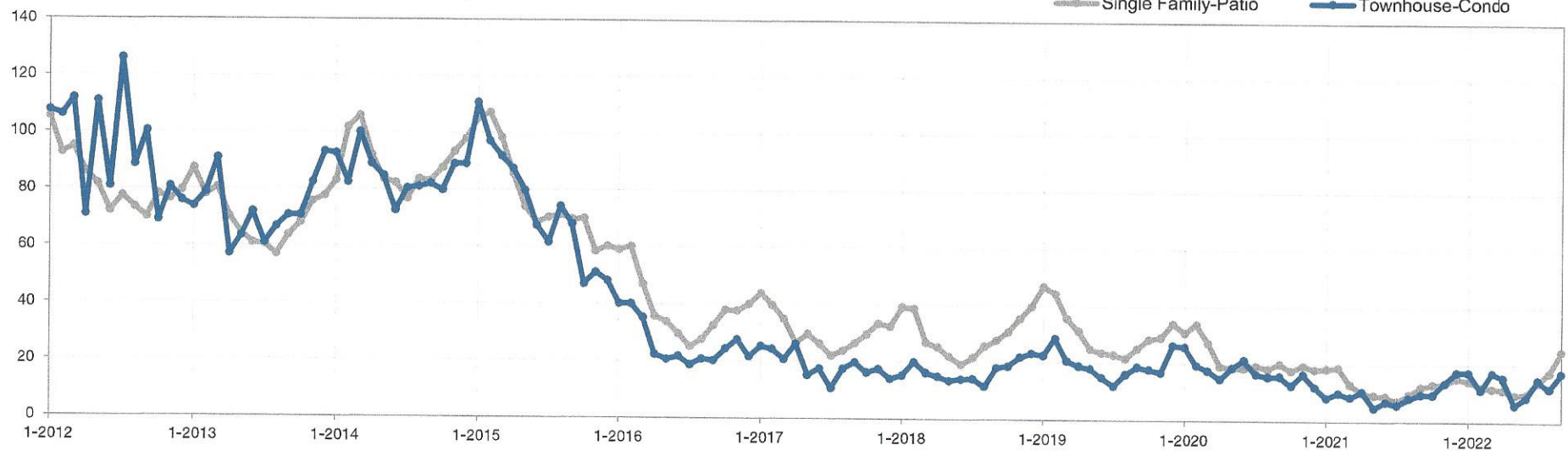


## Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
<b>Sep-2022</b>	<b>25</b>	<b>+108.3%</b>	<b>17</b>	<b>+88.9%</b>

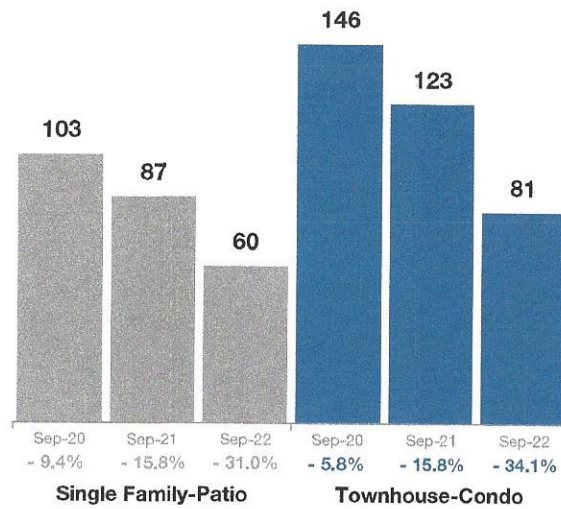
## Historical Days on Market Until Sale by Month



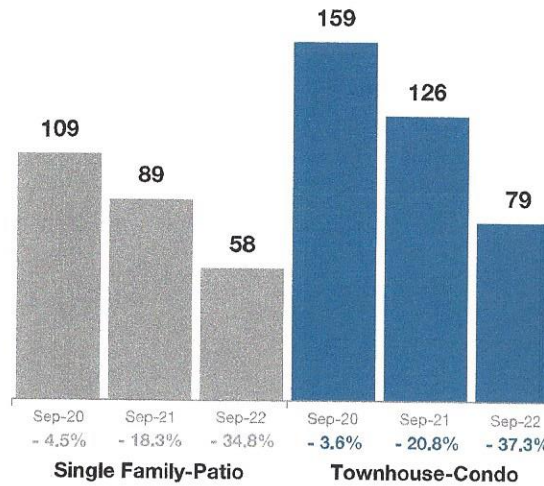


# Housing Affordability Index

## September

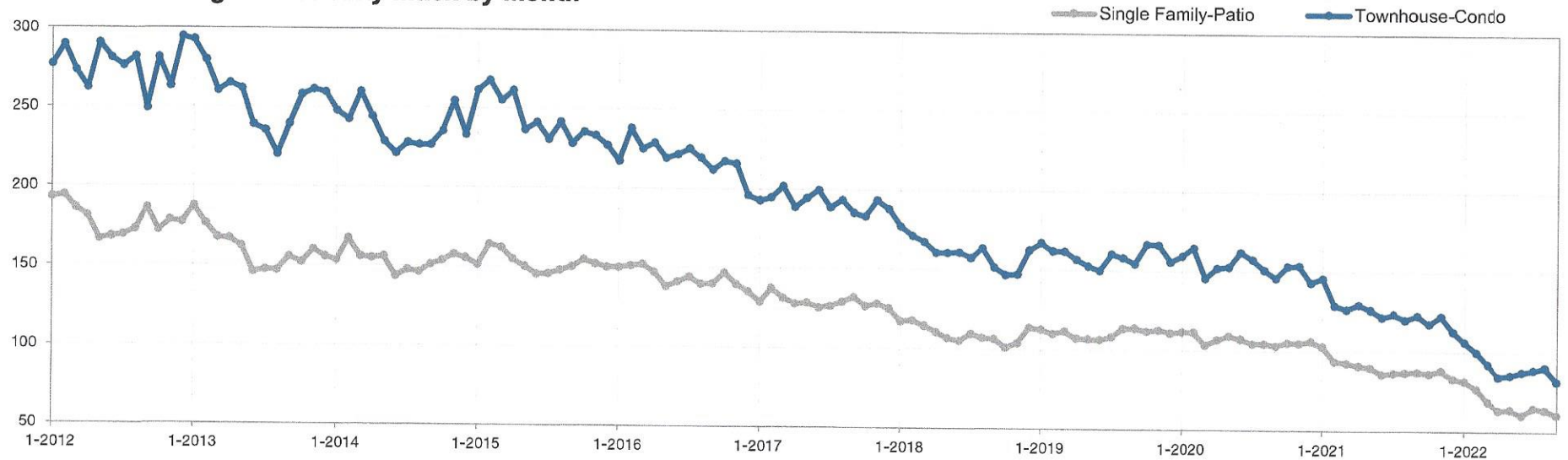


## Year to Date



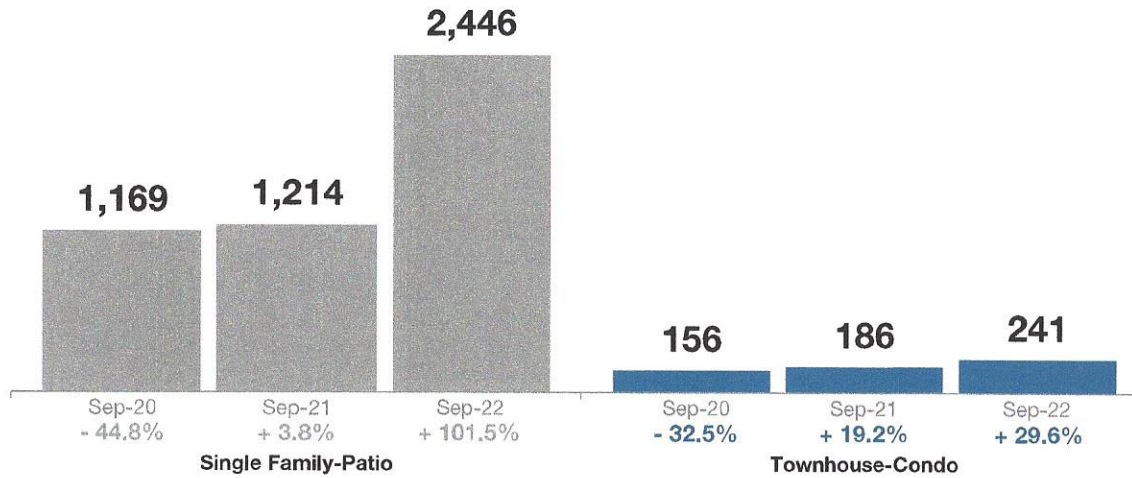
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2021	86	-18.1%	117	-23.5%
Nov-2021	88	-16.2%	122	-20.8%
Dec-2021	83	-21.7%	113	-21.0%
Jan-2022	81	-21.4%	106	-27.4%
Feb-2022	77	-18.1%	100	-22.5%
Mar-2022	69	-25.8%	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%
<b>Sep-2022</b>	<b>60</b>	<b>-31.0%</b>	<b>81</b>	<b>-34.1%</b>

## Historical Housing Affordability Index by Month



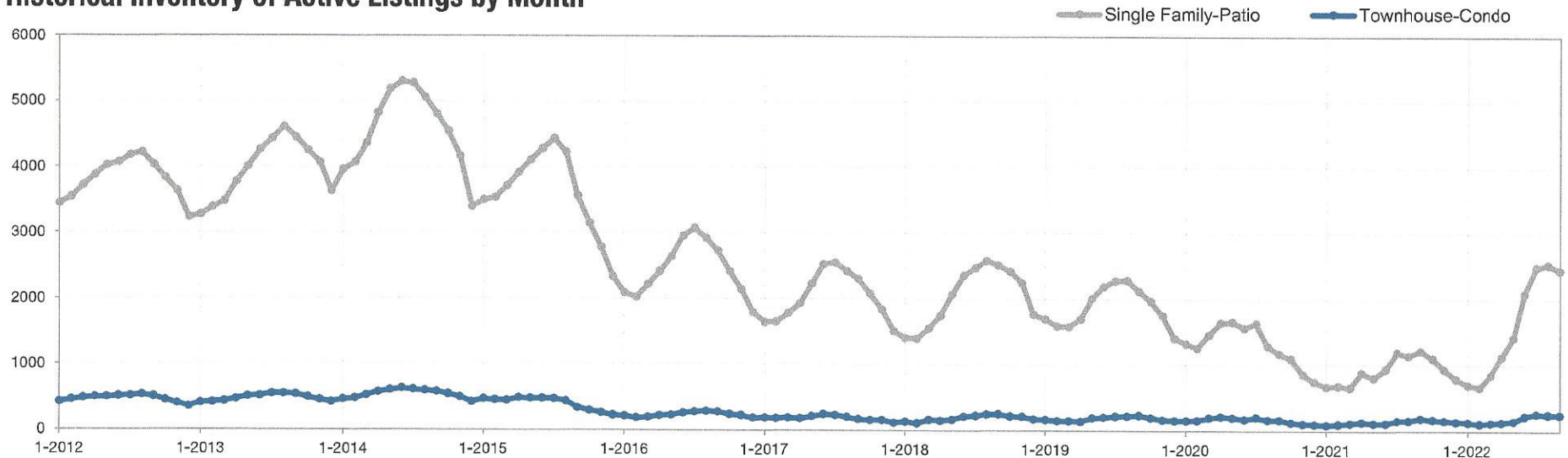
# Inventory of Active Listings

## September



Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2021	1,103	+0.6%	165	+34.1%
Nov-2021	936	+9.1%	148	+48.0%
Dec-2021	791	+6.5%	132	+38.9%
Jan-2022	698	+3.9%	124	+42.5%
Feb-2022	662	-2.8%	104	+8.3%
Mar-2022	847	+28.5%	117	+2.6%
Apr-2022	1,126	+27.8%	124	-3.1%
May-2022	1,421	+76.1%	147	+27.8%
Jun-2022	2,092	+122.6%	220	+91.3%
Jul-2022	2,488	+108.4%	258	+68.6%
Aug-2022	2,530	+121.7%	247	+64.7%
Sep-2022	2,446	+101.5%	241	+29.6%

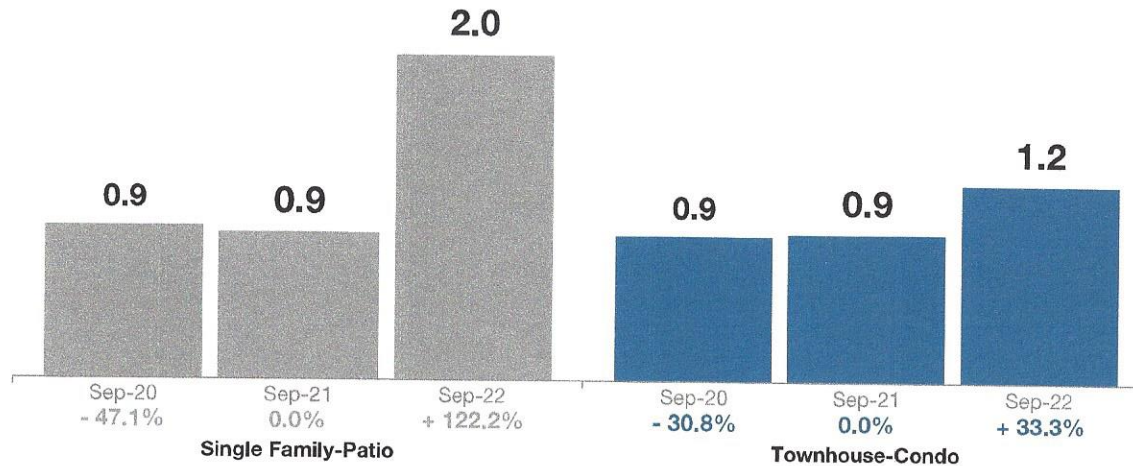
## Historical Inventory of Active Listings by Month





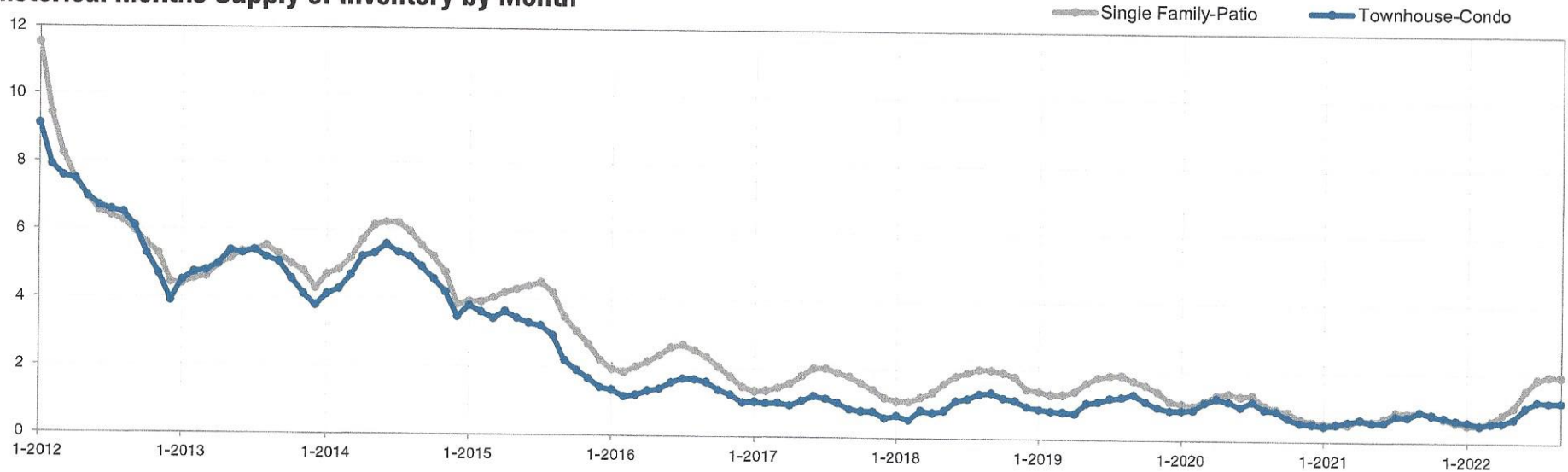
# Months Supply of Inventory

## September



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	2.0	+150.0%	1.2	+71.4%
<b>Sep-2022</b>	<b>2.0</b>	<b>+122.2%</b>	<b>1.2</b>	<b>+33.3%</b>

## 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	9-2021	9-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		1,885	<b>1,437</b>	- 23.8%	16,104	<b>16,133</b>	+ 0.2%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		1,668	<b>1,242</b>	- 25.5%	14,744	<b>12,977</b>	- 12.0%
<b>Sold Listings</b>		1,867	<b>1,367</b>	- 26.8%	14,234	<b>12,763</b>	- 10.3%
<b>Median Sales Price</b>		\$428,000	<b>\$445,000</b>	+ 4.0%	\$420,000	<b>\$465,000</b>	+ 10.7%
<b>Average Sales Price</b>		\$475,156	<b>\$501,203</b>	+ 5.5%	\$464,765	<b>\$519,127</b>	+ 11.7%
<b>Pct. of List Price Received</b>		102.3%	<b>99.2%</b>	- 3.0%	103.5%	<b>101.9%</b>	- 1.5%
<b>Days on Market</b>		12	<b>24</b>	+ 100.0%	11	<b>13</b>	+ 18.2%
<b>Housing Affordability Index</b>		90	<b>63</b>	- 30.0%	92	<b>60</b>	- 34.8%
<b>Active Listings</b>		1,400	<b>2,687</b>	+ 91.9%	--	--	--
<b>Months Supply of Inventory</b>		0.9	<b>1.8</b>	+ 100.0%	--	--	--

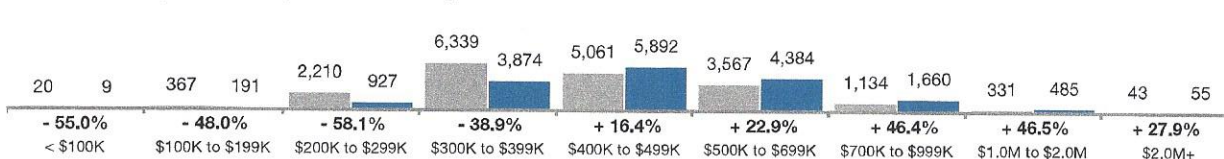


# Sold Listings

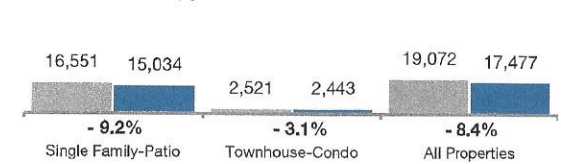
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type

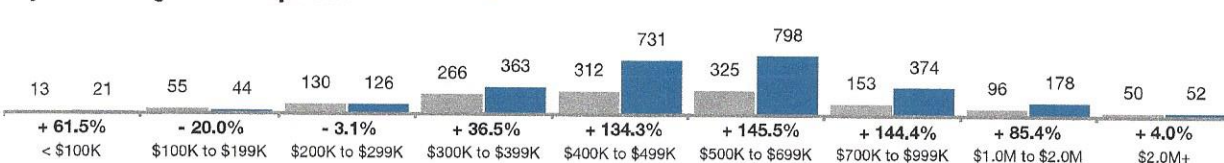


By Price Range	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	9-2021	9-2022	Change	9-2021	9-2022	Change	8-2022	9-2022	Change	8-2022	9-2022	Change	9-2021	9-2022	Change	9-2021	9-2022	Change
\$99,999 and Below	15	6	-60.0%	5	3	-40.0%	0	0	--	0	1	--	10	4	-60.0%	0	2	--
\$100,000 to \$199,999	119	62	-47.9%	248	129	-48.0%	8	4	-50.0%	11	19	+72.7%	76	42	-44.7%	156	92	-41.0%
\$200,000 to \$299,999	1,190	389	-67.3%	1,020	538	-47.3%	33	29	-12.1%	44	53	+20.5%	639	254	-60.3%	678	364	-46.3%
\$300,000 to \$399,999	5,390	2,752	-48.9%	949	1,122	+18.2%	233	252	+8.2%	94	95	+1.1%	3,633	1,772	-51.2%	784	807	+2.9%
\$400,000 to \$499,999	4,859	5,395	+11.0%	202	497	+146.0%	358	394	+10.1%	42	41	-2.4%	3,988	3,964	-0.6%	157	402	+156.1%
\$500,000 to \$699,999	3,495	4,267	+22.1%	72	117	+62.5%	385	283	-26.5%	15	14	-6.7%	2,820	3,236	+14.8%	62	97	+56.5%
\$700,000 to \$999,999	1,116	1,630	+46.1%	18	30	+66.7%	134	127	-5.2%	1	6	+500.0%	898	1,279	+42.4%	16	25	+56.3%
\$1,000,000 to \$1,999,999	329	479	+45.6%	2	6	+200.0%	42	44	+4.8%	0	1	--	279	377	+35.1%	2	6	+200.0%
\$2,000,000 and Above	38	54	+42.1%	5	1	-80.0%	3	4	+33.3%	0	0	--	31	40	+29.0%	5	0	-100.0%
<b>All Price Ranges</b>	<b>16,551</b>	<b>15,034</b>	<b>-9.2%</b>	<b>2,521</b>	<b>2,443</b>	<b>-3.1%</b>	<b>1,196</b>	<b>1,137</b>	<b>-4.9%</b>	<b>207</b>	<b>230</b>	<b>+11.1%</b>	<b>12,374</b>	<b>10,968</b>	<b>-11.4%</b>	<b>1,860</b>	<b>1,795</b>	<b>-3.5%</b>

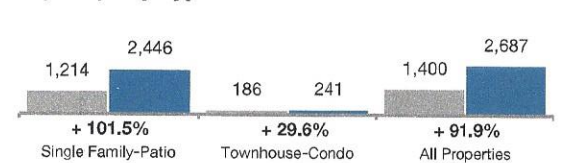
# Inventory of Active Listings

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						Compared to Prior Month						Year to Date	
	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes	Townhouse-Condo
	9-2021	9-2022	Change	9-2021	9-2022	Change	8-2022	9-2022	Change	8-2022	9-2022	Change		
\$99,999 and Below	10	16	+60.0%	3	5	+66.7%	12	16	+33.3%	4	5	+25.0%		
\$100,000 to \$199,999	38	33	-13.2%	17	11	-35.3%	33	33	0.0%	18	11	-38.9%		
\$200,000 to \$299,999	96	92	-4.2%	34	34	0.0%	93	92	-1.1%	43	34	-20.9%		
\$300,000 to \$399,999	202	282	+39.6%	64	81	+26.6%	280	282	+0.7%	69	81	+17.4%		
\$400,000 to \$499,999	270	672	+148.9%	42	59	+40.5%	690	672	-2.6%	63	59	-6.3%		
\$500,000 to \$699,999	316	768	+143.0%	9	30	+233.3%	779	768	-1.4%	29	30	+3.4%		
\$700,000 to \$999,999	136	355	+161.0%	17	19	+11.8%	387	355	-8.3%	19	19	0.0%		
\$1,000,000 to \$1,999,999	96	177	+84.4%	0	1	--	200	177	-11.5%	1	1	0.0%		
\$2,000,000 and Above	50	51	+2.0%	0	1	--	56	51	-8.9%	1	1	0.0%		
<b>All Price Ranges</b>	<b>1,214</b>	<b>2,446</b>	<b>+101.5%</b>	<b>186</b>	<b>241</b>	<b>+29.6%</b>	<b>2,530</b>	<b>2,446</b>	<b>-3.3%</b>	<b>247</b>	<b>241</b>	<b>-2.4%</b>		

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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.