

# Monthly Indicators

Activity for El Paso and Teller Counties Only



## October 2024

Percent changes calculated using year-over-year comparisons.

New Listings were up 20.2 percent for single family-patio homes and 16.5 percent for townhouse-condo properties. Pending Sales increased 49.3 percent for single family-patio homes and 21.5 percent for townhouse-condo properties.

The Median Sales Price was down 1.4 percent to \$478,000 for single family-patio homes and 1.5 percent to \$335,000 for townhouse-condo properties. Days on Market increased 7.7 percent for single family-patio homes and 51.3 percent for townhouse-condo properties.

There were 1.39 million homes for sale heading into October, a 1.5% increase from the previous month and a 23% increase from the same period last year, for a 4.3-month supply at the current sales pace, according to NAR. Even with improving supply and the slower sales pace, home prices have continued to rise nationwide, with NAR reporting a median existing-home price of \$404,500 as of last measure, a 3% increase from one year ago.

## Activity Snapshot

<b>+ 21.4%</b>	<b>- 2.4%</b>	<b>+ 30.1%</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	10-2023	10-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		945	<b>1,136</b>	+ 20.2%	11,272	<b>12,180</b>	+ 8.1%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		653	<b>975</b>	+ 49.3%	8,907	<b>9,013</b>	+ 1.2%
<b>Sold Listings</b>		723	<b>868</b>	+ 20.1%	8,893	<b>8,473</b>	- 4.7%
<b>Median Sales Price</b>		\$485,000	<b>\$478,000</b>	- 1.4%	\$475,000	<b>\$488,817</b>	+ 2.9%
<b>Average Sales Price</b>		\$560,699	<b>\$565,181</b>	+ 0.8%	\$543,089	<b>\$556,721</b>	+ 2.5%
<b>Pct. of List Price Received</b>		99.2%	<b>99.0%</b>	- 0.2%	99.4%	<b>99.4%</b>	0.0%
<b>Days on Market</b>		39	<b>42</b>	+ 7.7%	35	<b>40</b>	+ 14.3%
<b>Housing Affordability Index</b>		69	<b>78</b>	+ 13.0%	71	<b>76</b>	+ 7.0%
<b>Active Listings</b>		2,280	<b>2,848</b>	+ 24.9%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		2.6	<b>3.5</b>	+ 34.6%	--	<b>--</b>	--



# Townhouse-Condo Market Overview

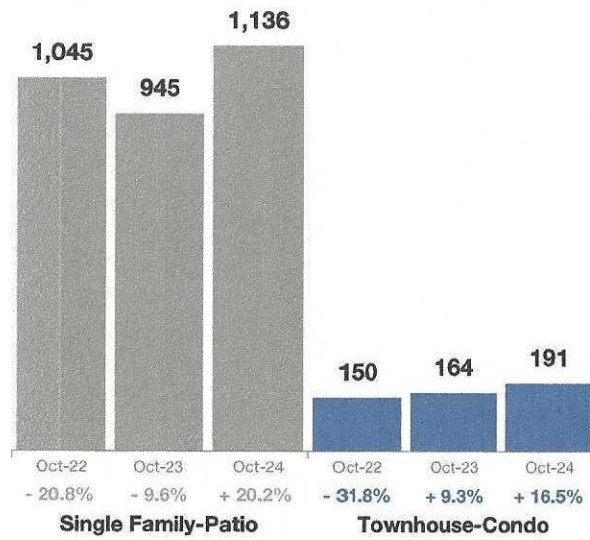


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

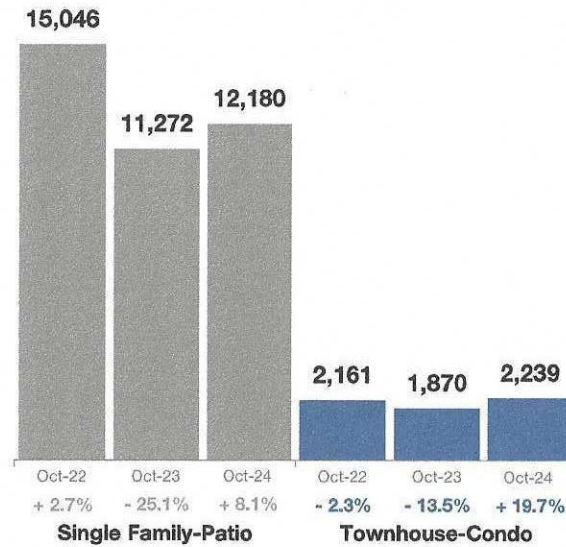
Key Metrics	Historical Sparkbars	10-2023	10-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		164	191	+ 16.5%	1,870	2,239	+ 19.7%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		107	130	+ 21.5%	1,401	1,420	+ 1.4%
<b>Sold Listings</b>		113	147	+ 30.1%	1,349	1,369	+ 1.5%
<b>Median Sales Price</b>		\$340,000	\$335,000	- 1.5%	\$340,000	\$345,000	+ 1.5%
<b>Average Sales Price</b>		\$356,401	\$351,072	- 1.5%	\$359,398	\$368,549	+ 2.5%
<b>Pct. of List Price Received</b>		99.4%	98.9%	- 0.5%	99.4%	99.0%	- 0.4%
<b>Days on Market</b>		39	59	+ 51.3%	30	48	+ 60.0%
<b>Housing Affordability Index</b>		99	111	+ 12.1%	99	108	+ 9.1%
<b>Active Listings</b>		384	618	+ 60.9%	--	--	--
<b>Months Supply of Inventory</b>		2.9	4.7	+ 62.1%	--	--	--

# New Listings

## October

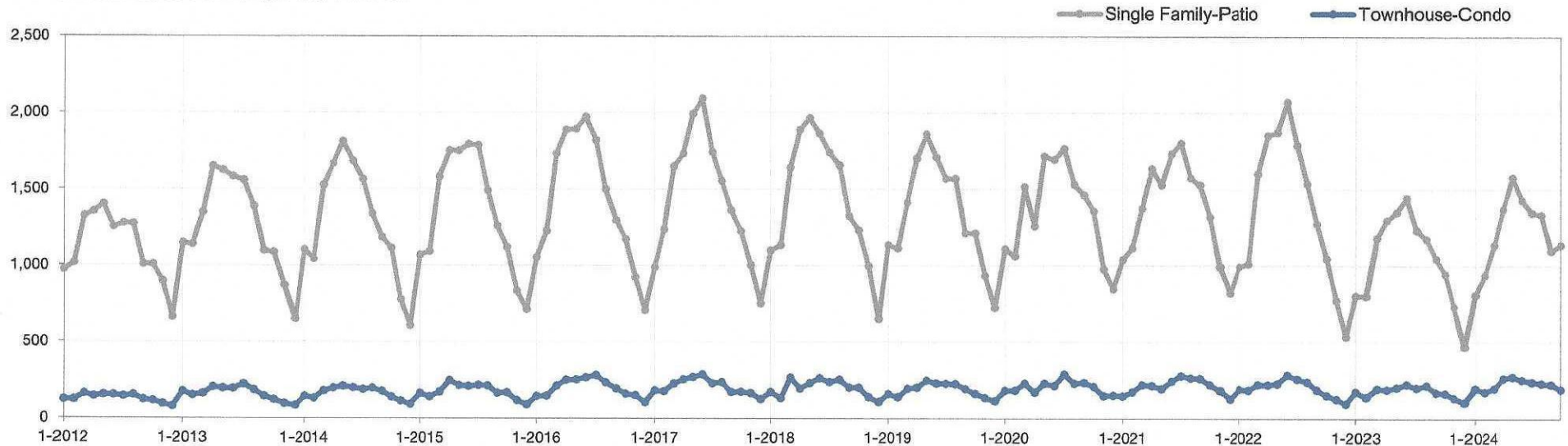


## Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2023	733	-5.2%	136	+7.9%
Dec-2023	470	-12.0%	106	+10.4%
Jan-2024	809	+0.7%	195	+12.1%
Feb-2024	938	+17.1%	174	+26.1%
Mar-2024	1,137	-3.7%	198	+2.1%
Apr-2024	1,371	+5.7%	263	+39.2%
May-2024	1,579	+16.9%	274	+35.0%
Jun-2024	1,431	-0.8%	252	+13.0%
Jul-2024	1,348	+9.5%	238	+19.0%
Aug-2024	1,334	+13.7%	230	+6.5%
Sep-2024	1,097	+4.8%	224	+32.5%
<b>Oct-2024</b>	<b>1,136</b>	<b>+20.2%</b>	<b>191</b>	<b>+16.5%</b>

## Historical New Listings by Month

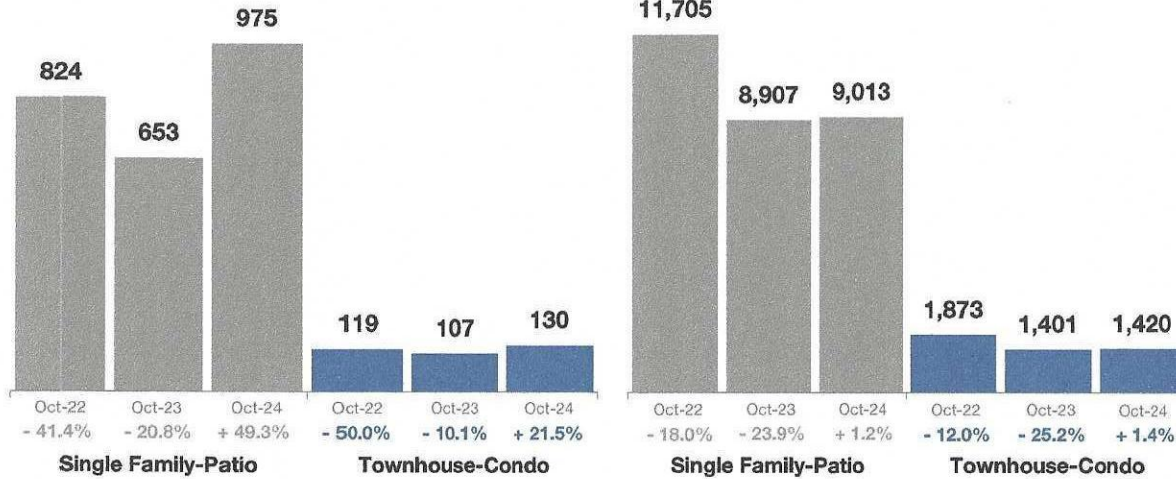




# Pending Sales (PEND, UC, UCSS, RGT)

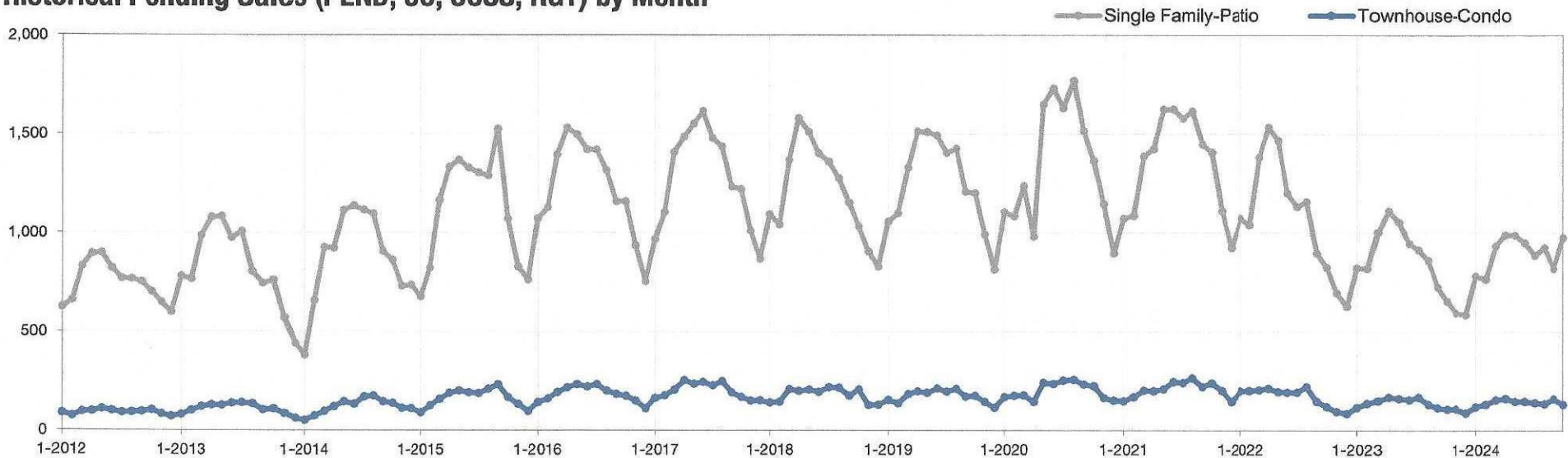
## October

## Year to Date



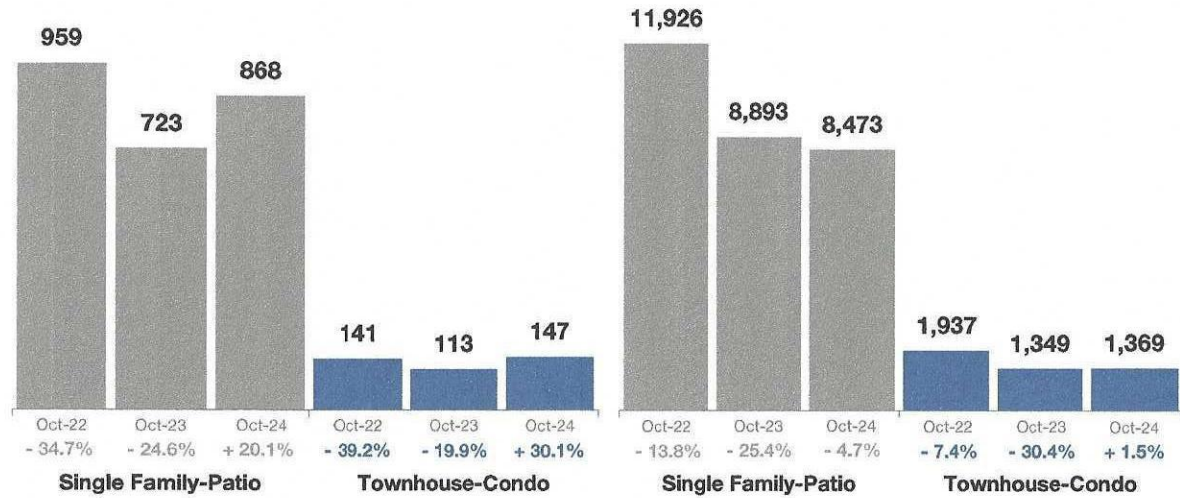
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2023	594	-14.5%	109	+16.0%
Dec-2023	585	-6.5%	87	+2.4%
Jan-2024	782	-4.9%	119	+4.4%
Feb-2024	765	-6.6%	131	-3.0%
Mar-2024	934	-6.9%	154	+3.4%
Apr-2024	990	-10.9%	161	-4.2%
May-2024	988	-6.4%	146	-9.3%
Jun-2024	950	+0.4%	146	-5.2%
Jul-2024	886	-3.0%	140	-16.7%
Aug-2024	924	+7.6%	134	+2.3%
Sep-2024	819	+12.8%	159	+39.5%
<b>Oct-2024</b>	<b>975</b>	<b>+49.3%</b>	<b>130</b>	<b>+21.5%</b>

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

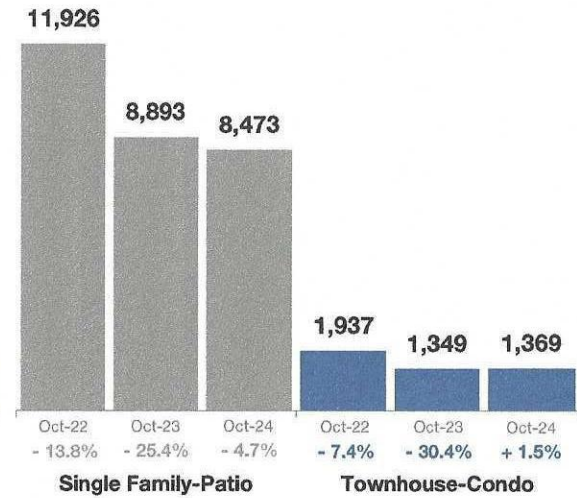


# Sold Listings

## October

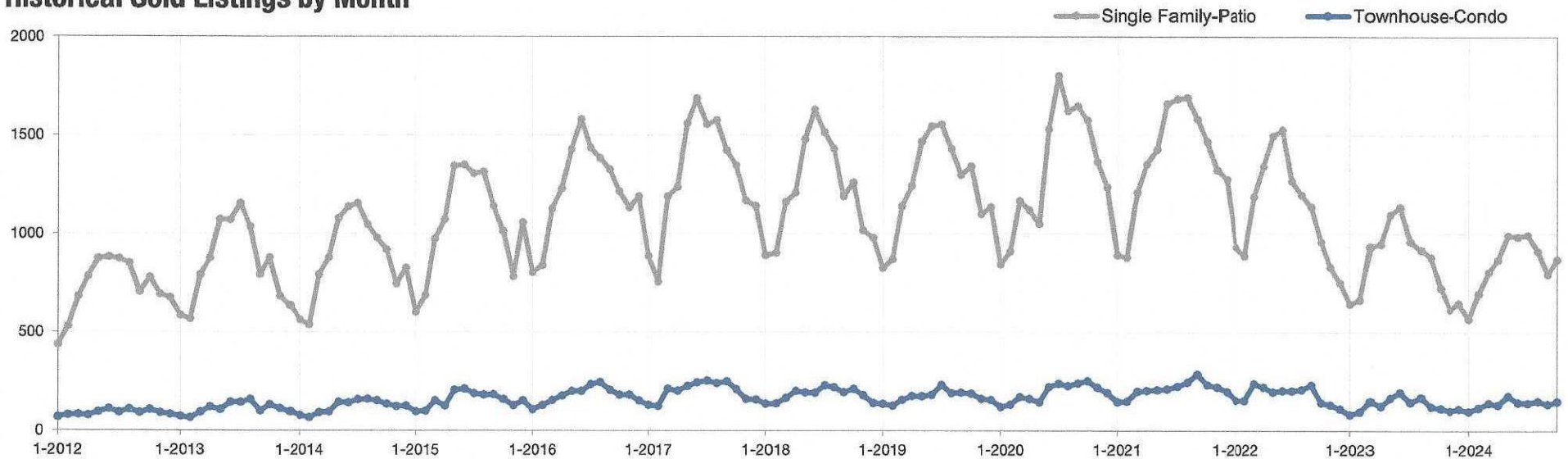


## Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2023	615	-25.8%	100	-23.1%
Dec-2023	646	-13.9%	110	0.0%
Jan-2024	566	-12.0%	97	+19.8%
Feb-2024	695	+4.8%	115	+22.3%
Mar-2024	804	-13.9%	139	-5.4%
Apr-2024	867	-8.3%	130	+4.8%
May-2024	991	-9.7%	176	+6.7%
Jun-2024	983	-13.3%	142	-26.4%
Jul-2024	994	+3.6%	140	-2.1%
Aug-2024	911	-0.5%	149	-11.3%
Sep-2024	794	-9.7%	134	+10.7%
<b>Oct-2024</b>	<b>868</b>	<b>+20.1%</b>	<b>147</b>	<b>+30.1%</b>

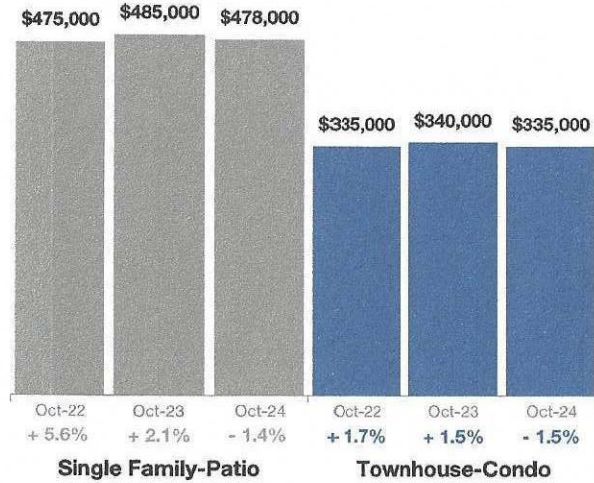
## Historical Sold Listings by Month



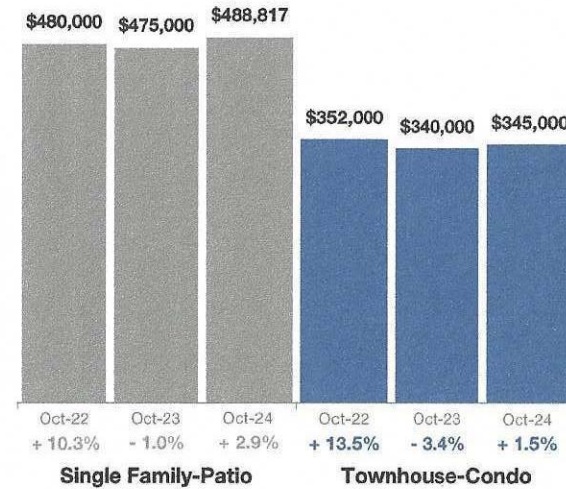


# Median Sales Price

## October

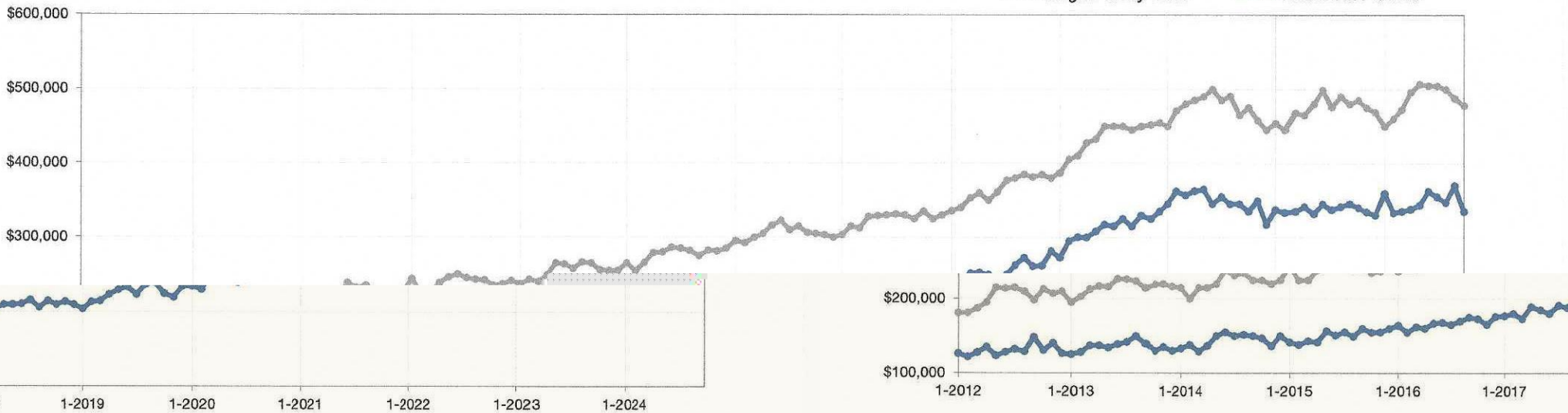


## Year to Date



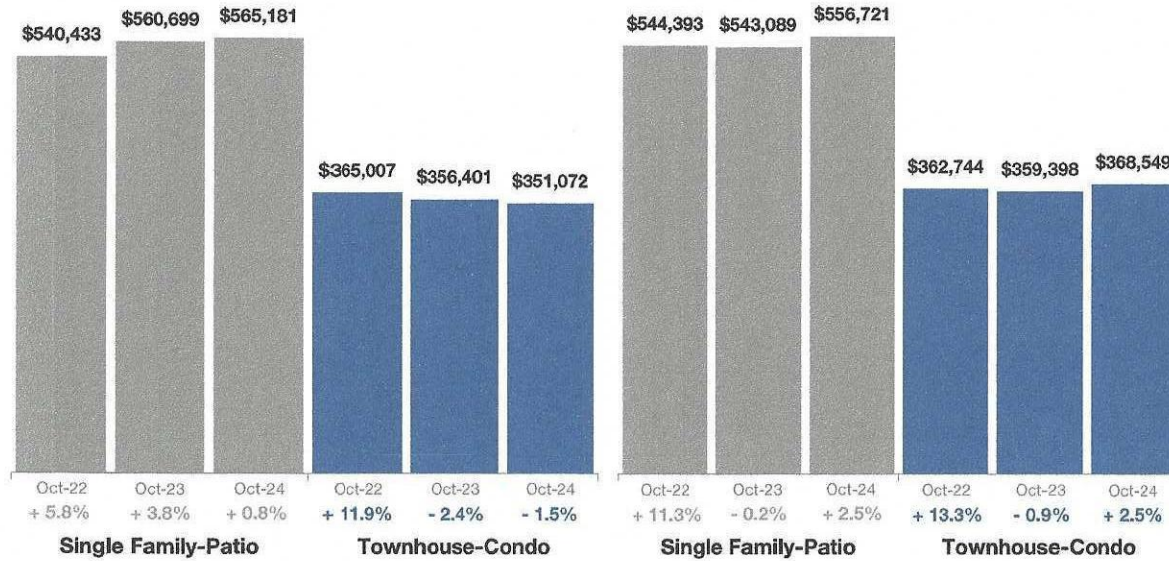
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2023	\$474,936	+3.7%	\$334,500	-4.3%
Dec-2023	\$468,695	+5.3%	\$329,950	+3.9%
Jan-2024	\$450,000	-0.9%	\$359,287	+6.6%
Feb-2024	\$460,000	+3.4%	\$333,000	-0.1%
Mar-2024	\$472,483	+1.0%	\$334,900	-0.0%
Apr-2024	\$496,000	+6.7%	\$338,000	-1.0%
May-2024	\$507,000	+5.6%	\$343,500	+3.5%
Jun-2024	\$505,000	+1.2%	\$362,500	+5.1%
Jul-2024	\$504,593	+6.0%	\$355,000	+5.2%
Aug-2024	\$500,000	+2.0%	\$347,200	+1.7%
Sep-2024	\$487,460	+1.6%	\$370,000	+7.1%
<b>Oct-2024</b>	<b>\$478,000</b>	<b>-1.4%</b>	<b>\$335,000</b>	<b>-1.5%</b>

## Historical Median Sales Price by Month

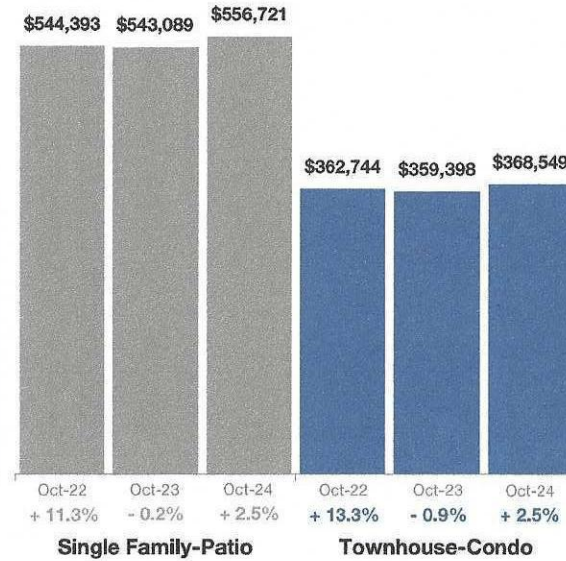


# Average Sales Price

## October

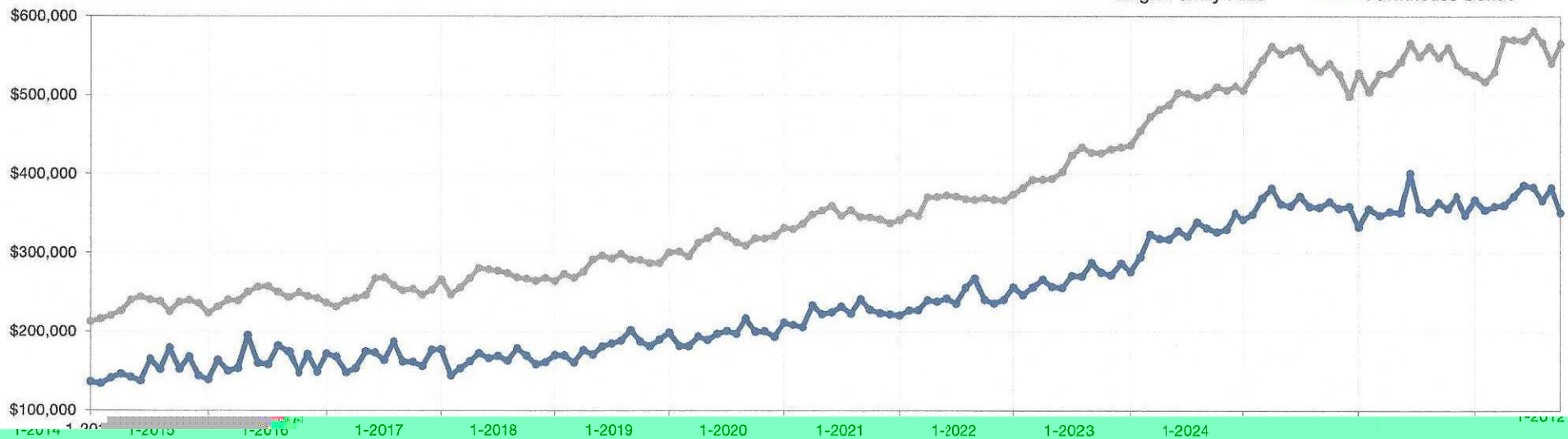


## Year to Date



Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2023	\$538,832	+2.3%	\$372,010	+4.4%
Dec-2023	\$530,870	+6.5%	\$347,772	-3.1%
Jan-2024	\$525,551	-0.6%	\$367,491	+10.5%
Feb-2024	\$517,091	+2.5%	\$354,270	-0.4%
Mar-2024	\$529,543	+0.4%	\$359,223	+3.4%
Apr-2024	\$571,027	+8.2%	\$360,278	+2.2%
May-2024	\$570,388	+5.2%	\$371,911	+6.0%
Jun-2024	\$569,410	+0.6%	\$385,655	-3.9%
Jul-2024	\$581,609	+6.0%	\$383,382	+7.6%
Aug-2024	\$566,953	+0.9%	\$366,343	+4.3%
Sep-2024	\$540,624	-1.3%	\$382,854	+5.1%
<b>Oct-2024</b>	<b>\$565,181</b>	<b>+0.8%</b>	<b>\$351,072</b>	<b>-1.5%</b>

## Historical Average Sales Price by Month

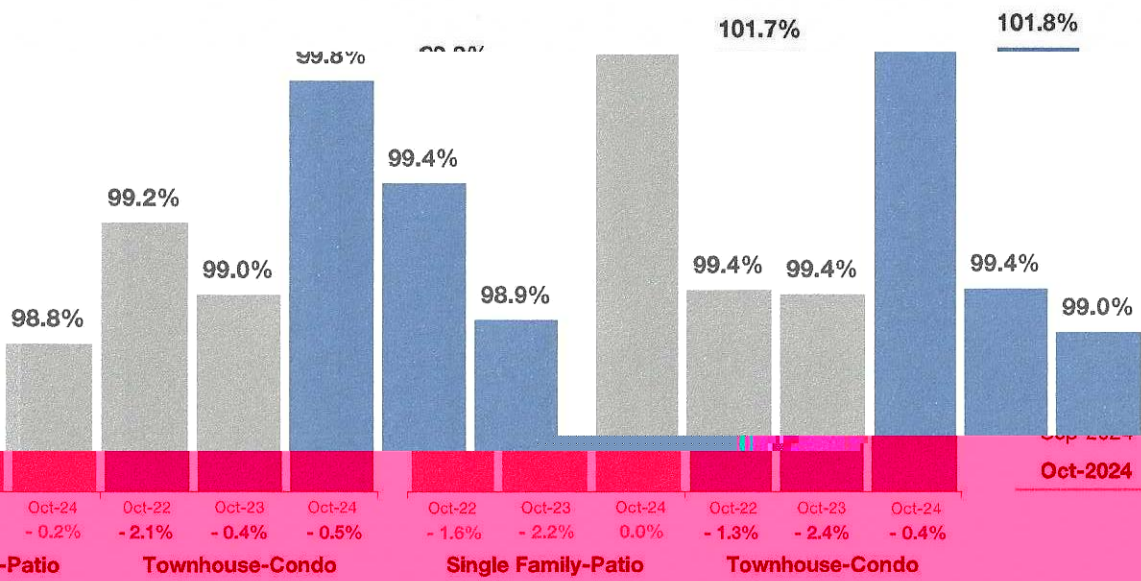




# Percent of List Price Received

## October

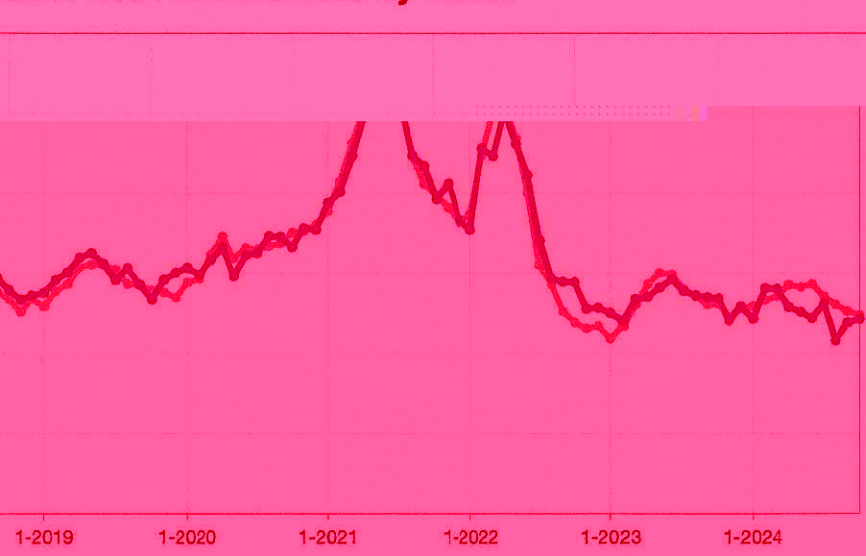
## Year to Date



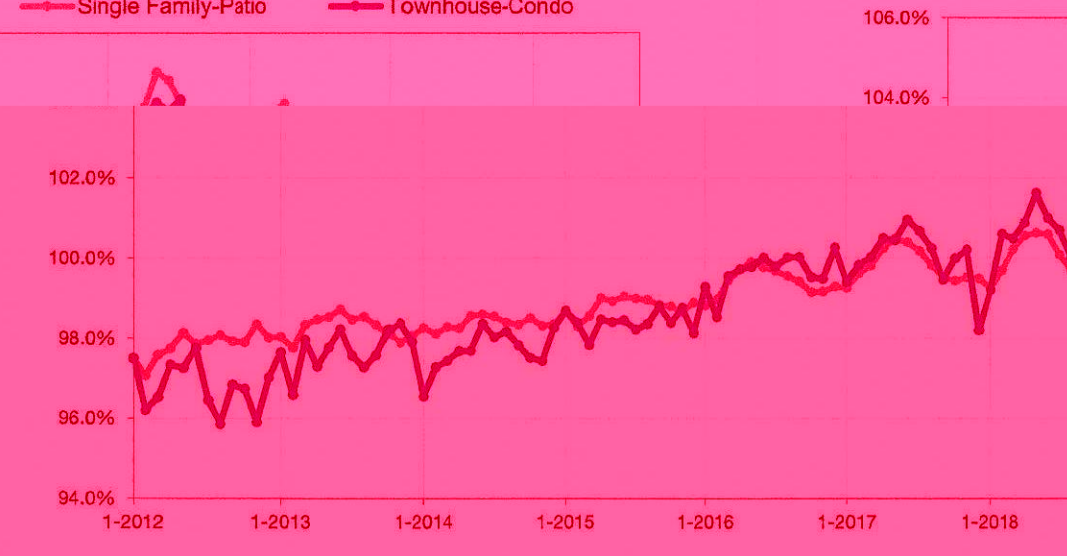
	Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2023	99.1%	+0.1%	98.8%	-0.3%	-0.1%
Dec-2023	99.1%	+0.4%	99.2%	+0.1%	+0.1%
Jan-2024	99.2%	+0.8%	98.9%	-0.1%	-0.1%
Feb-2024	99.3%	+0.6%	99.6%	+0.8%	+0.8%
Mar-2024	99.4%	+0.2%	99.6%	+0.2%	+0.2%
Apr-2024	99.7%	0.0%	99.2%	-0.2%	-0.2%
May-2024	99.7%	-0.3%	99.0%	-0.6%	-0.6%
Jun-2024	99.7%	-0.3%	98.9%	-0.9%	-0.9%
Jul-2024	99.4%	-0.2%	99.3%	-0.2%	-0.2%
Aug-2024	99.2%	-0.2%	98.3%	-1.1%	-1.1%
Sep-2024	99.1%	-0.1%	98.8%	-0.6%	-0.6%

Month	Pct. of List Price Received	Single Family-Patio	Townhouse-Condo
Oct-24	99.0%	-0.2%	98.9%
Oct-22	-3.1%		
Oct-23	+0.5%		

## Percent of List Price Received by Month



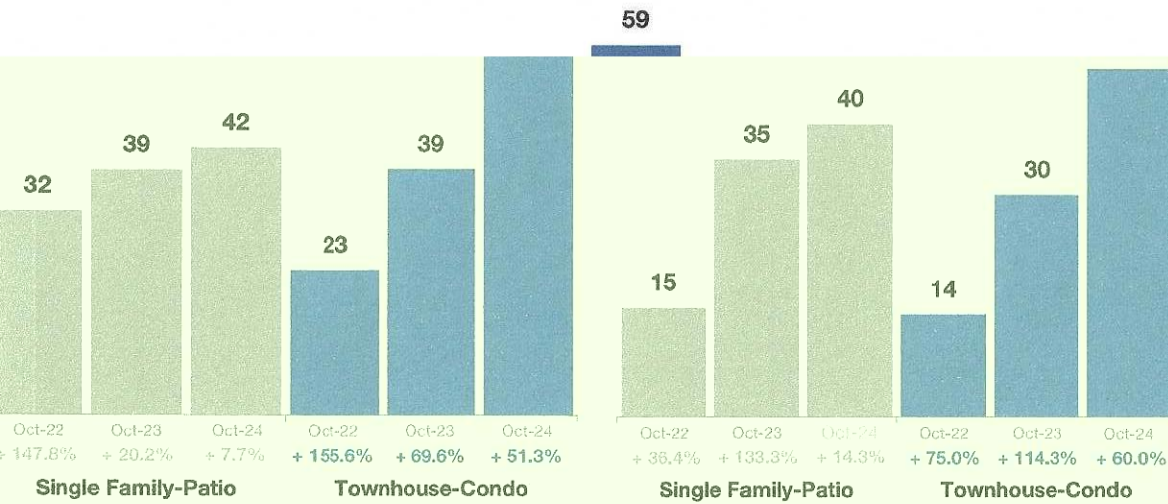
## Historical Percent of List Price Received



# Days on Market Until Sale

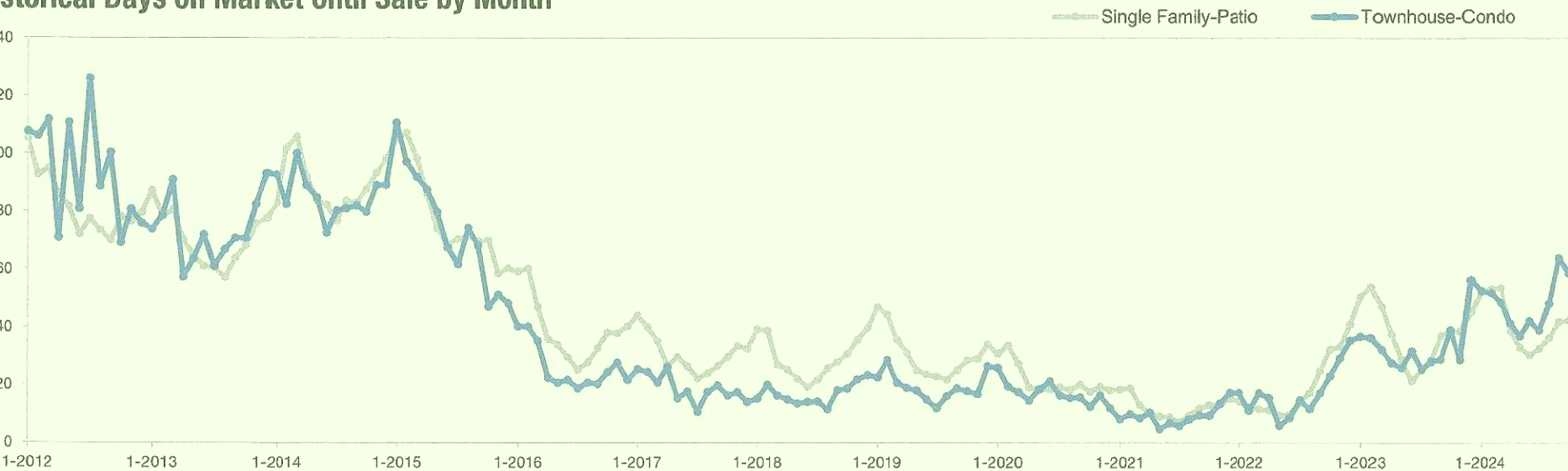
## October

## Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2023	39	+18.2%	29	0.0%
Dec-2023	45	+9.8%	56	+60.0%
Jan-2024	52	+20.0%	48	+33.3%
Feb-2024	53	-1.9%	52	+44.4%
Mar-2024	54	+14.9%	48	+50.0%
Apr-2024	39	+2.6%	41	+46.4%
May-2024	33	+13.8%	37	+42.3%
Jun-2024	30	+42.9%	42	+31.3%
Jul-2024	33	+32.0%	39	+56.0%
Aug-2024	36	+24.1%	48	+71.4%
Sep-2024	42	+13.5%	64	+120.7%
<b>Oct-2024</b>	<b>42</b>	<b>+7.7%</b>	<b>59</b>	<b>+51.3%</b>

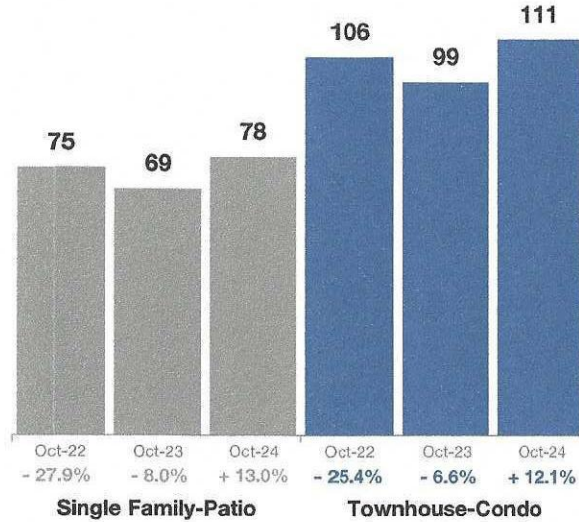
## Historical Days on Market Until Sale by Month



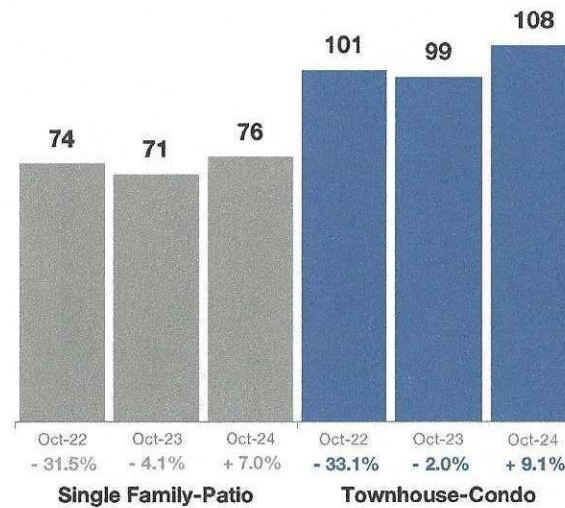


# Housing Affordability Index

## October

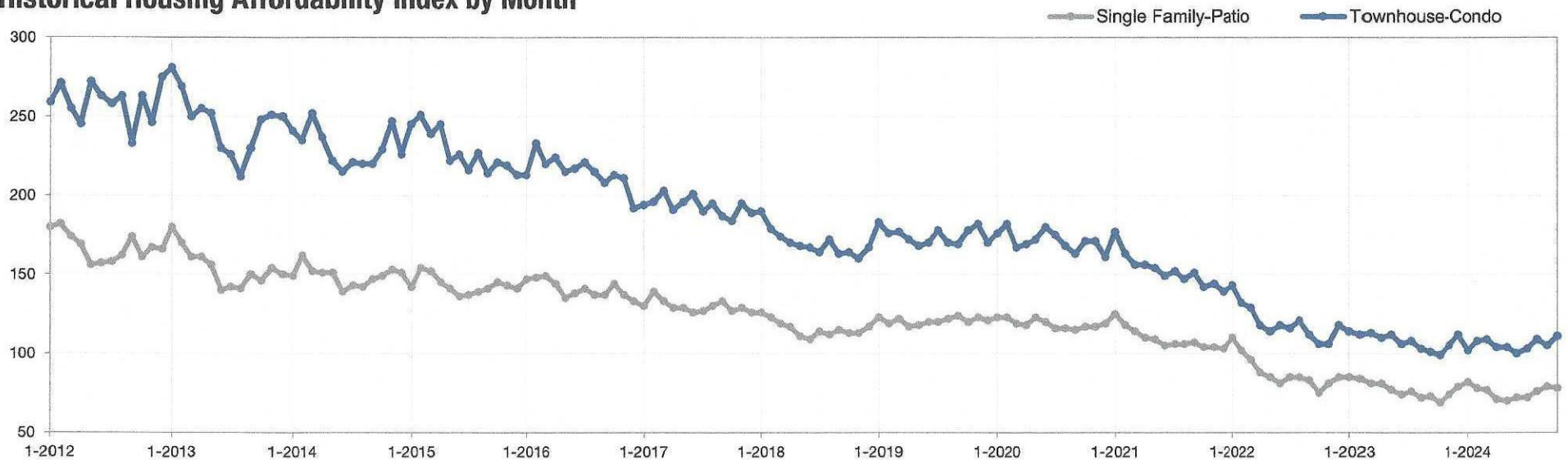


## Year to Date



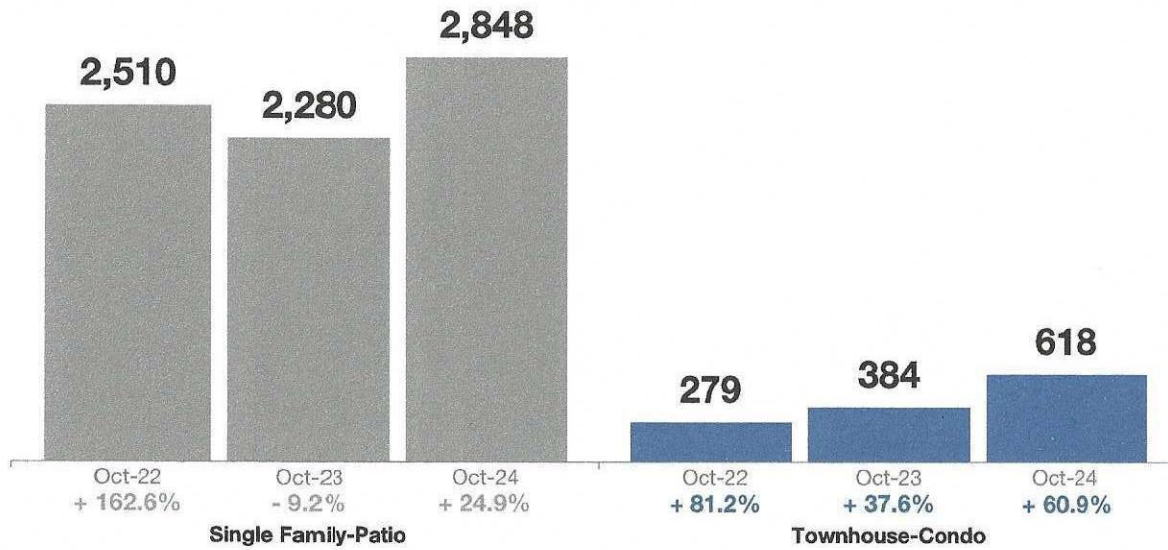
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2023	74	-8.6%	105	-0.9%
Dec-2023	79	-7.1%	112	-5.1%
Jan-2024	82	-3.5%	102	-10.5%
Feb-2024	78	-7.1%	108	-3.6%
Mar-2024	77	-4.9%	109	-3.5%
Apr-2024	71	-12.3%	104	-5.5%
May-2024	70	-9.1%	104	-7.1%
Jun-2024	72	-2.7%	100	-5.7%
Jul-2024	72	-5.3%	103	-4.6%
Aug-2024	76	+5.6%	109	+5.8%
Sep-2024	79	+8.2%	105	+4.0%
<b>Oct-2024</b>	<b>78</b>	<b>+13.0%</b>	<b>111</b>	<b>+12.1%</b>

## Historical Housing Affordability Index by Month



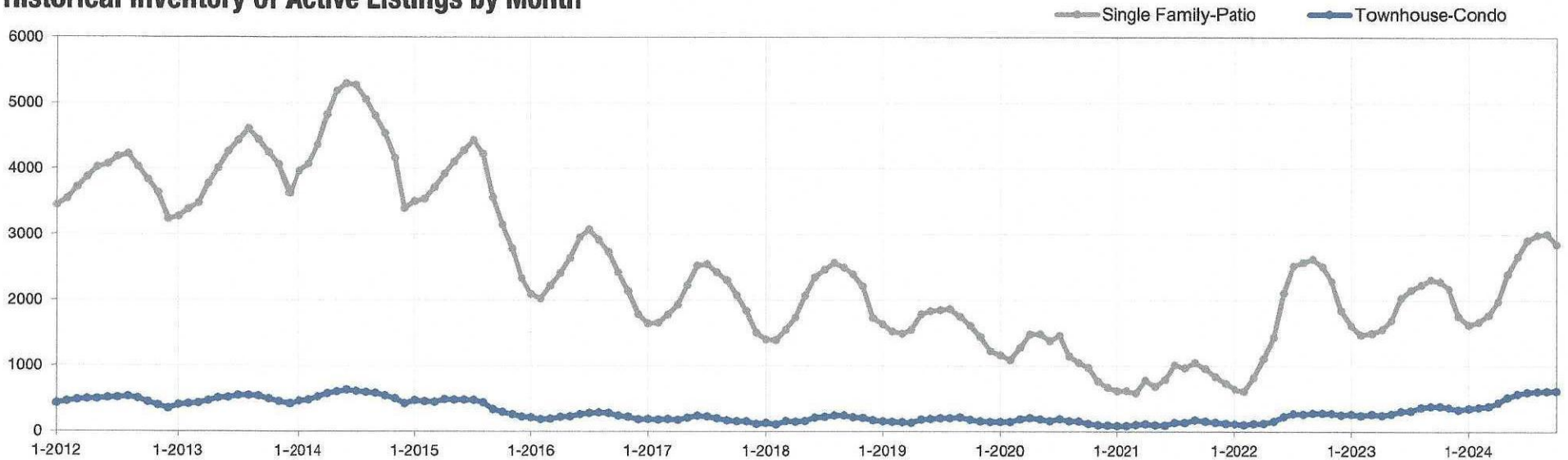
# Inventory of Active Listings

## October



Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2023	2,172	-4.9%	367	+33.0%
Dec-2023	1,755	-4.6%	330	+32.0%
Jan-2024	1,624	+0.8%	351	+34.0%
Feb-2024	1,666	+13.3%	365	+51.5%
Mar-2024	1,770	+18.2%	381	+44.3%
Apr-2024	1,980	+27.3%	438	+77.3%
May-2024	2,394	+41.4%	519	+95.8%
Jun-2024	2,660	+30.9%	569	+86.6%
Jul-2024	2,908	+35.2%	597	+90.1%
Aug-2024	2,993	+34.2%	612	+66.3%
Sep-2024	3,009	+30.1%	616	+61.3%
<b>Oct-2024</b>	<b>2,848</b>	<b>+24.9%</b>	<b>618</b>	<b>+60.9%</b>

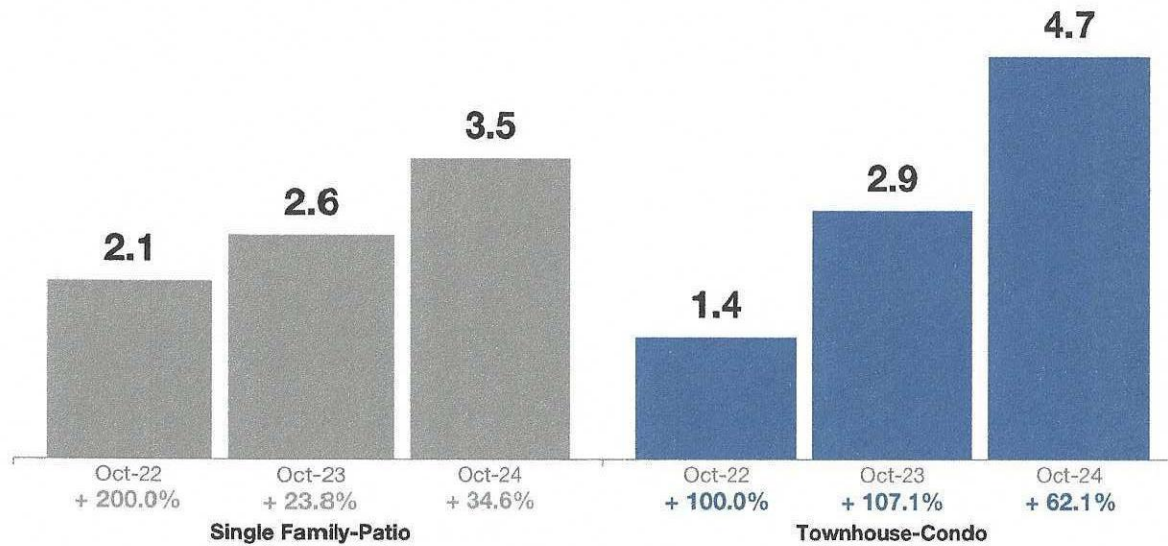
## Historical Inventory of Active Listings by Month





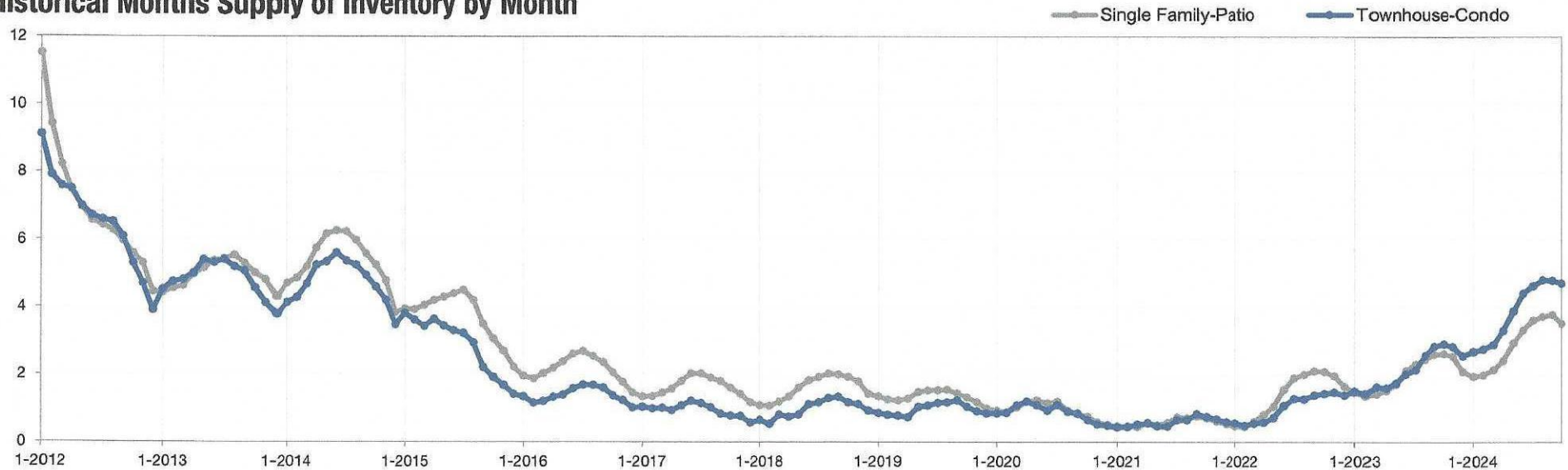
# Months Supply of Inventory

## October



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2023	2.5	+25.0%	2.8	+86.7%
Dec-2023	2.1	+31.3%	2.5	+78.6%
Jan-2024	1.9	+26.7%	2.7	+80.0%
Feb-2024	2.0	+42.9%	2.7	+92.9%
Mar-2024	2.1	+50.0%	2.9	+81.3%
Apr-2024	2.4	+60.0%	3.3	+106.3%
May-2024	2.9	+70.6%	3.9	+129.4%
Jun-2024	3.3	+57.1%	4.4	+120.0%
Jul-2024	3.6	+56.5%	4.6	+119.0%
Aug-2024	3.7	+54.2%	4.8	+84.6%
Sep-2024	3.8	+46.2%	4.8	+71.4%
<b>Oct-2024</b>	<b>3.5</b>	<b>+34.6%</b>	<b>4.7</b>	<b>+62.1%</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	10-2023	10-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		1,109	1,327	+ 19.7%	13,142	14,419	+ 9.7%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		760	1,105	+ 45.4%	10,308	10,433	+ 1.2%
<b>Sold Listings</b>		836	1,015	+ 21.4%	10,242	9,842	- 3.9%
<b>Median Sales Price</b>		\$466,000	\$455,000	- 2.4%	\$455,000	\$465,000	+ 2.2%
<b>Average Sales Price</b>		\$533,085	\$534,142	+ 0.2%	\$518,888	\$530,544	+ 2.2%
<b>Pct. of List Price Received</b>		99.2%	98.9%	- 0.3%	99.4%	99.3%	- 0.1%
<b>Days on Market</b>		39	45	+ 15.4%	35	41	+ 17.1%
<b>Housing Affordability Index</b>		72	82	+ 13.9%	74	80	+ 8.1%
<b>Active Listings</b>		2,664	3,466	+ 30.1%	--	--	--
<b>Months Supply of Inventory</b>		2.7	3.7	+ 37.0%	--	--	--

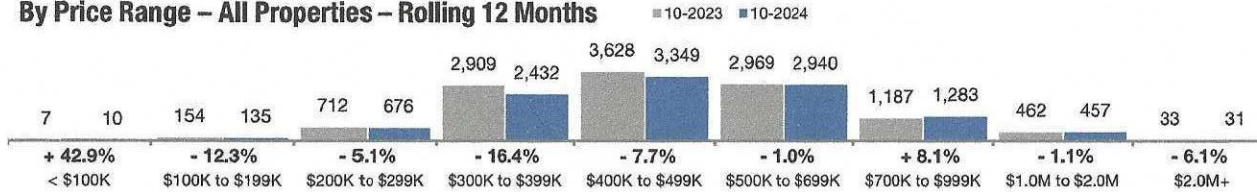


# Sold Listings

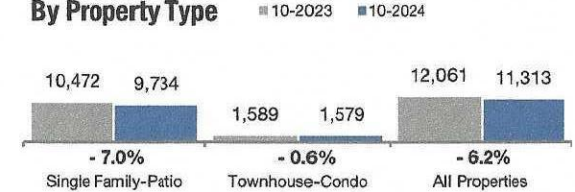
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

### Compared to Prior Month

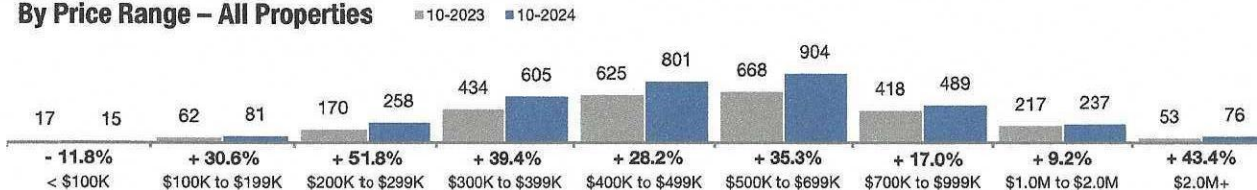
### Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	10-2023	10-2024	Change	10-2023	10-2024	Change	9-2024	10-2024	Change	9-2024	10-2024	Change	10-2023	10-2024	Change	10-2023	10-2024	Change
\$99,999 and Below	7	9	+28.6%	0	1	--	1	0	-100.0%	0	0	--	6	7	+16.7%	0	1	--
\$100,000 to \$199,999	56	44	-21.4%	98	91	-7.1%	5	4	-20.0%	6	8	+33.3%	49	37	-24.5%	88	81	-8.0%
\$200,000 to \$299,999	334	304	-9.0%	378	372	-1.6%	22	23	+4.5%	31	35	+12.9%	269	244	-9.3%	308	316	+2.6%
\$300,000 to \$399,999	2,244	1,815	-19.1%	665	617	-7.2%	158	175	+10.8%	47	68	+44.7%	1,828	1,560	-14.7%	570	535	-6.1%
\$400,000 to \$499,999	3,319	3,014	-9.2%	309	335	+8.4%	237	276	+16.5%	29	27	-6.9%	2,837	2,616	-7.8%	263	293	+11.4%
\$500,000 to \$699,999	2,854	2,817	-1.3%	115	123	+7.0%	248	234	-5.6%	16	6	-62.5%	2,454	2,472	+0.7%	100	108	+8.0%
\$700,000 to \$999,999	1,174	1,253	+6.7%	13	30	+130.8%	89	108	+21.3%	4	3	-25.0%	1,028	1,117	+8.7%	11	25	+127.3%
\$1,000,000 to \$1,999,999	453	449	-0.9%	9	8	-11.1%	33	42	+27.3%	1	0	-100.0%	393	393	0.0%	8	8	0.0%
\$2,000,000 and Above	31	29	-6.5%	2	2	0.0%	1	6	+500.0%	0	0	--	29	27	-6.9%	1	2	+100.0%
<b>All Price Ranges</b>	<b>10,472</b>	<b>9,734</b>	<b>-7.0%</b>	<b>1,589</b>	<b>1,579</b>	<b>-0.6%</b>	<b>794</b>	<b>868</b>	<b>+9.3%</b>	<b>134</b>	<b>147</b>	<b>+9.7%</b>	<b>8,893</b>	<b>8,473</b>	<b>-4.7%</b>	<b>1,349</b>	<b>1,369</b>	<b>+1.5%</b>

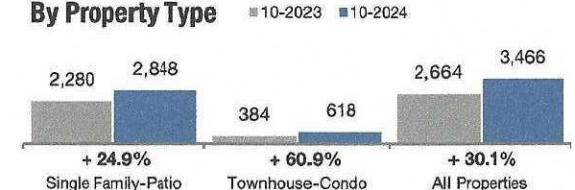
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### 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		
	10-2023	10-2024	Change	10-2023	10-2024	Change	9-2024	10-2024	Change	9-2024	10-2024	Change	10-2023	10-2024	Change	10-2023	10-2024
\$99,999 and Below	14	12	-14.3%	3	3	0.0%	13	12	-7.7%	3	3	0.0%					
\$100,000 to \$199,999	34	33	-2.9%	28	48	+71.4%	33	33	0.0%	48	48	0.0%					
\$200,000 to \$299,999	97	107	+10.3%	73	151	+106.8%	103	107	+3.9%	148	151	+2.0%					
\$300,000 to \$399,999	297	386	+30.0%	137	219	+59.9%	369	386	+4.6%	227	219	-3.5%					
\$400,000 to \$499,999	537	662	+23.3%	88	139	+58.0%	696	662	-4.9%	132	139	+5.3%					
\$500,000 to \$699,999	626	860	+37.4%	42	44	+4.8%	935	860	-8.0%	43	44	+2.3%					
\$700,000 to \$999,999	406	479	+18.0%	12	10	-16.7%	544	479	-11.9%	13	10	-23.1%					
\$1,000,000 to \$1,999,999	217	234	+7.8%	0	3	--	245	234	-4.5%	1	3	+200.0%					
\$2,000,000 and Above	52	75	+44.2%	1	1	0.0%	71	75	+5.6%	1	1	0.0%					
<b>All Price Ranges</b>	<b>2,280</b>	<b>2,848</b>	<b>+24.9%</b>	<b>384</b>	<b>618</b>	<b>+60.9%</b>	<b>3,009</b>	<b>2,848</b>	<b>-5.4%</b>	<b>616</b>	<b>618</b>	<b>+0.3%</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.