

Monthly Indicators

Activity for El Paso and Teller Counties Only



January 2025

Percent changes calculated using year-over-year comparisons.

New Listings were up 24.8 percent for single family-patio homes but decreased 6.2 percent for townhouse-condo properties. Pending Sales increased 9.6 percent for single family-patio homes and 14.3 percent for townhouse-condo properties.

The Median Sales Price was up 7.8 percent to \$485,000 for single family-patio homes but decreased 6.3 percent to \$336,500 for townhouse-condo properties. Days on Market increased 28.8 percent for single family-patio homes and 36.5 percent for townhouse-condo properties.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Activity Snapshot

+ 3.2%	+ 5.7%	+ 34.6%
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

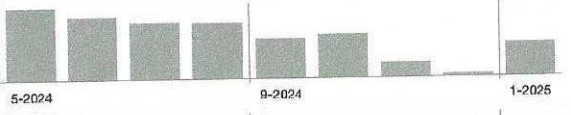
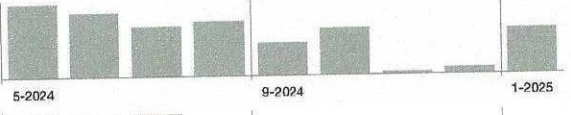
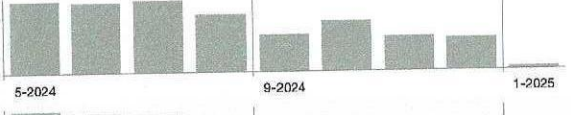
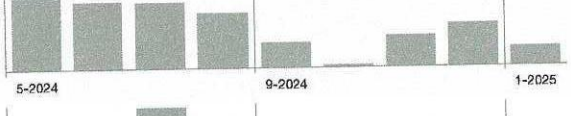
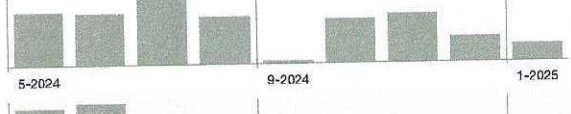
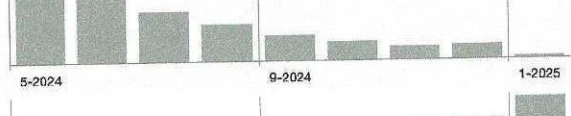
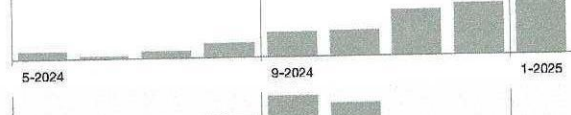
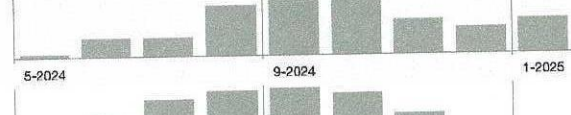
Residential real estate activity in El Paso and Teller counties composed of single-family properties and patio homes, townhomes and condominiums. Percent changes are calculated using rounded figures.

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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	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		808	1,008	+ 24.8%	808	1,008	+ 24.8%
Pending Sales (PEND, UC, UCSS, RGT)		779	854	+ 9.6%	779	854	+ 9.6%
Sold Listings		566	603	+ 6.5%	566	603	+ 6.5%
Median Sales Price		\$450,000	\$485,000	+ 7.8%	\$450,000	\$485,000	+ 7.8%
Average Sales Price		\$525,551	\$549,254	+ 4.5%	\$525,551	\$549,254	+ 4.5%
Pct. of List Price Received		99.2%	98.7%	- 0.5%	99.2%	98.7%	- 0.5%
Days on Market		52	67	+ 28.8%	52	67	+ 28.8%
Housing Affordability Index		82	74	- 9.8%	82	74	- 9.8%
Active Listings		1,624	2,169	+ 33.6%	--	--	--
Months Supply of Inventory		1.9	2.6	+ 36.8%	--	--	--

Townhouse-Condo Market Overview

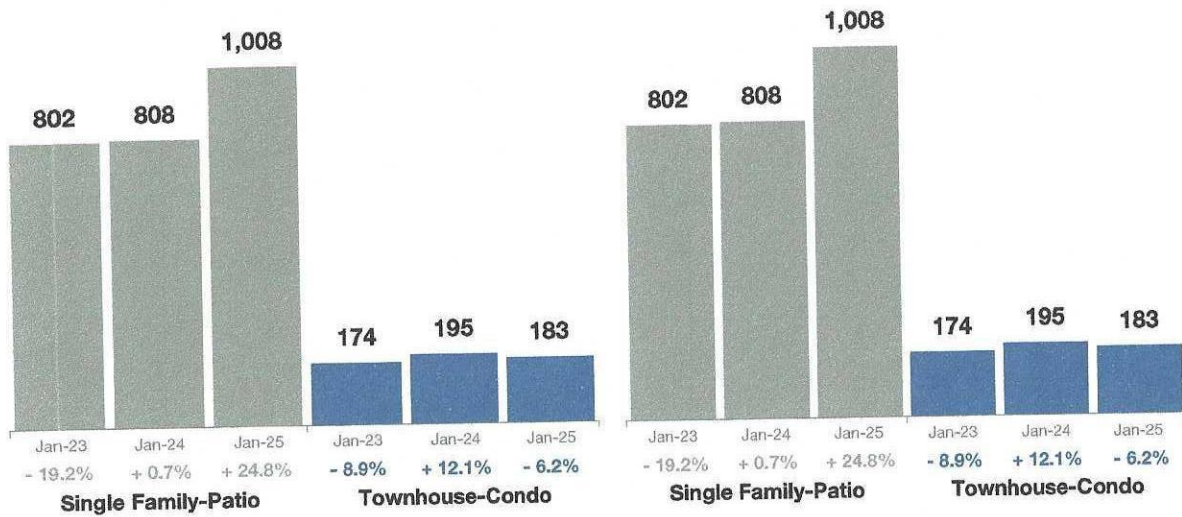
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		195	183	- 6.2%	195	183	- 6.2%
Pending Sales (PEND, UC, UCSS, RGT)		119	136	+ 14.3%	119	136	+ 14.3%
Sold Listings		97	81	- 16.5%	97	81	- 16.5%
Median Sales Price		\$359,287	\$336,500	- 6.3%	\$359,287	\$336,500	- 6.3%
Average Sales Price		\$367,491	\$367,458	- 0.0%	\$367,491	\$367,458	- 0.0%
Pct. of List Price Received		98.9%	98.0%	- 0.9%	98.9%	98.0%	- 0.9%
Days on Market		52	71	+ 36.5%	52	71	+ 36.5%
Housing Affordability Index		102	107	+ 4.9%	102	107	+ 4.9%
Active Listings		351	489	+ 39.3%	--	--	--
Months Supply of Inventory		2.7	3.8	+ 40.7%	--	--	--

New Listings

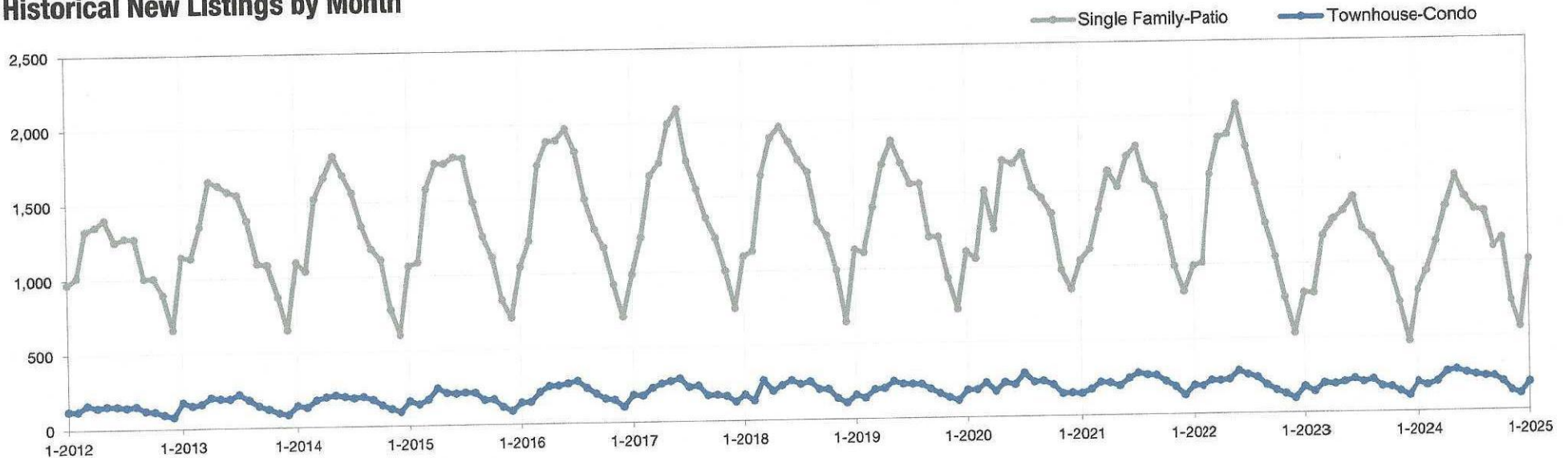
January

Year to Date



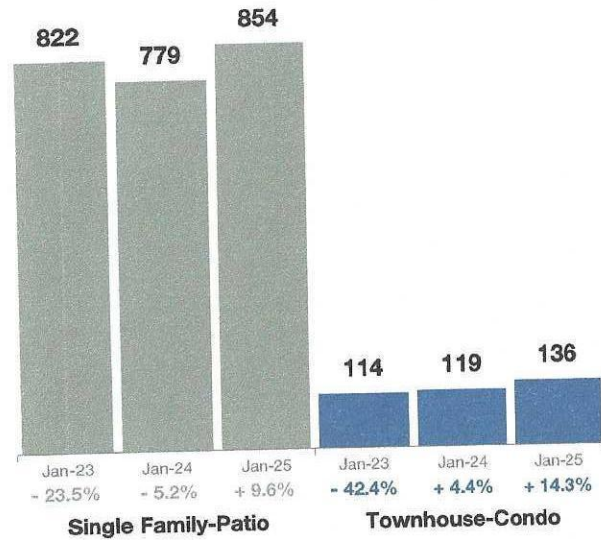
New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	939	+17.2%	174	+26.1%
Mar-2024	1,139	-3.6%	198	+2.1%
Apr-2024	1,374	+5.9%	263	+39.2%
May-2024	1,580	+17.0%	275	+35.5%
Jun-2024	1,436	-0.5%	252	+13.0%
Jul-2024	1,350	+9.7%	238	+19.0%
Aug-2024	1,337	+14.0%	229	+6.0%
Sep-2024	1,098	+4.9%	227	+34.3%
Oct-2024	1,154	+22.1%	191	+16.5%
Nov-2024	734	+0.1%	129	-5.1%
Dec-2024	558	+18.7%	107	+0.9%
Jan-2025	1,008	+24.8%	183	-6.2%

Historical New Listings by Month

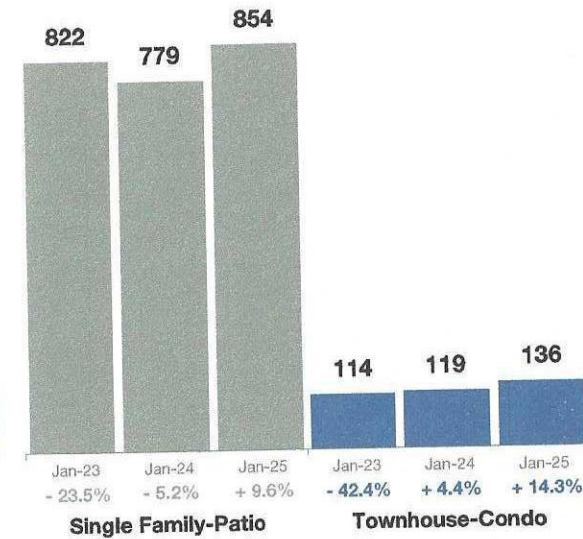


Pending Sales (PEND, UC, UCSS, RGT)

January

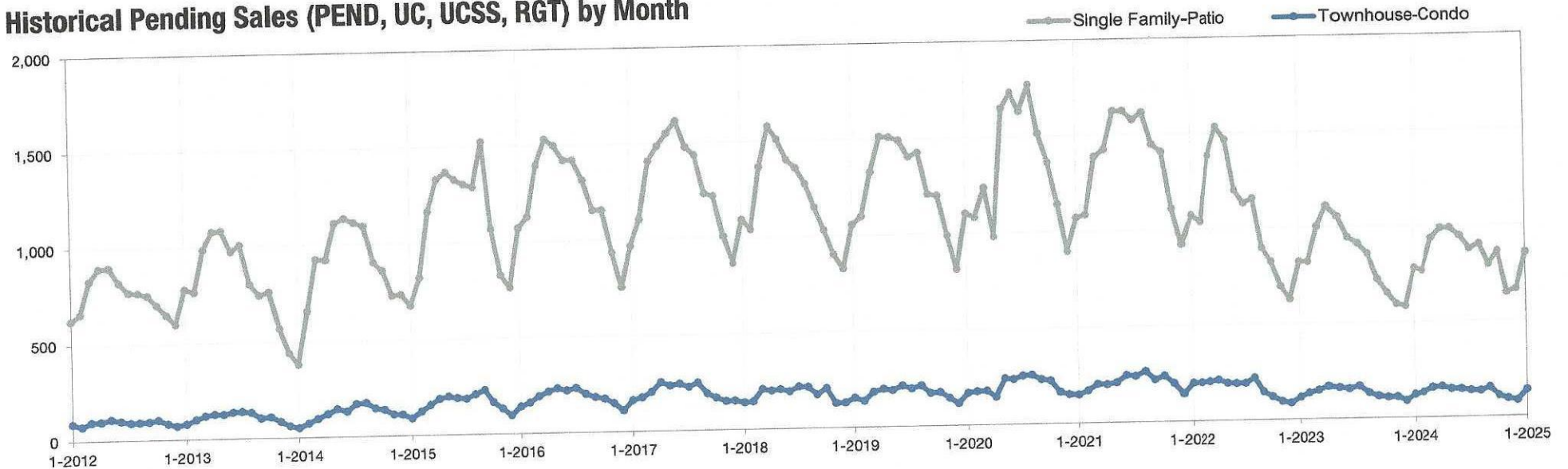


Year to Date



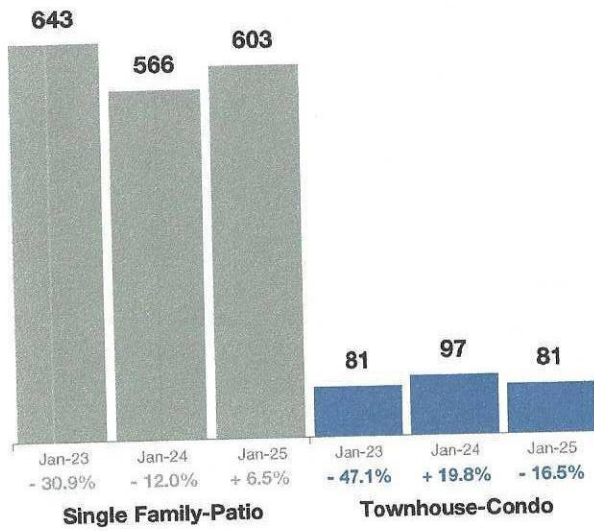
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	765	-6.7%	130	-3.7%
Mar-2024	935	-6.8%	154	+3.4%
Apr-2024	987	-11.2%	160	-4.8%
May-2024	988	-6.4%	146	-9.3%
Jun-2024	945	-0.1%	145	-5.8%
Jul-2024	877	-3.8%	137	-18.5%
Aug-2024	900	+4.9%	134	+2.3%
Sep-2024	793	+9.4%	152	+33.3%
Oct-2024	861	+31.9%	108	+0.9%
Nov-2024	646	+8.9%	92	-15.6%
Dec-2024	664	+13.9%	81	-6.9%
Jan-2025	854	+9.6%	136	+14.3%

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

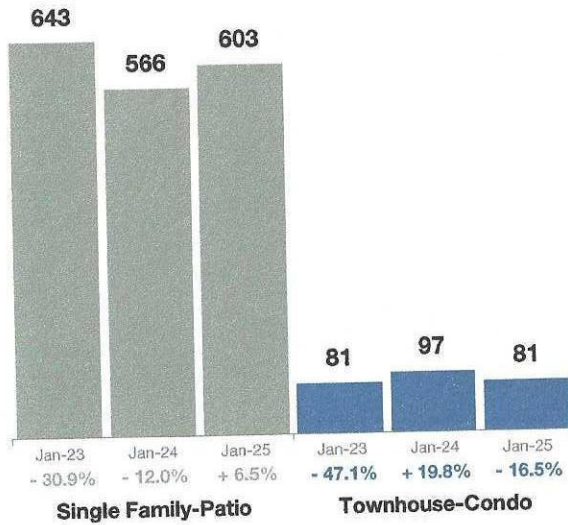


Sold Listings

January

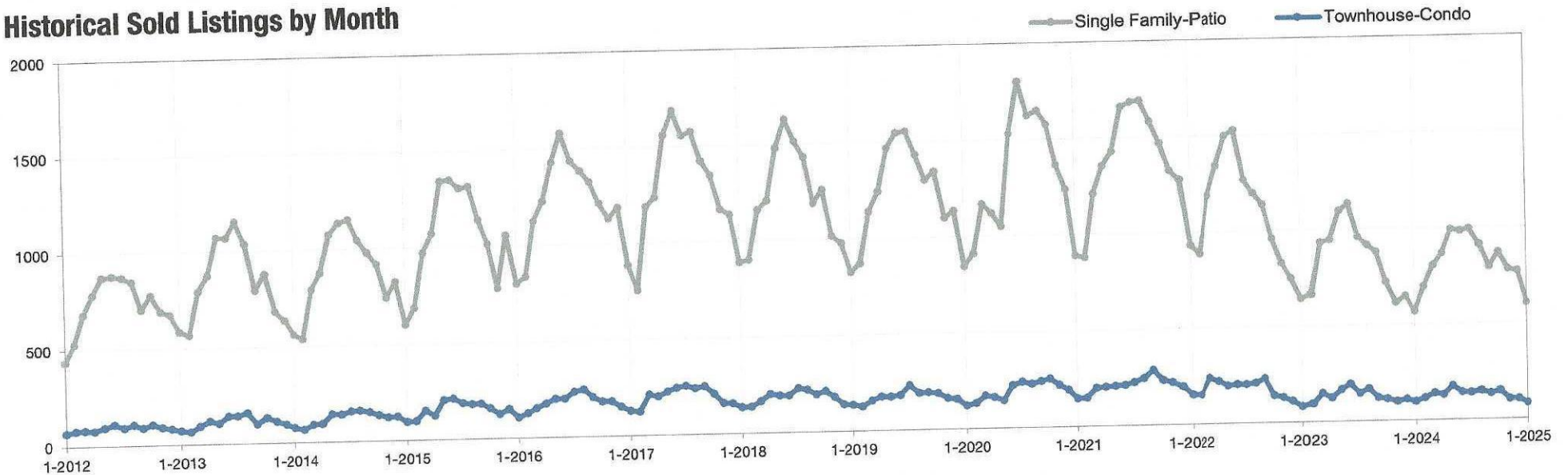


Year to Date



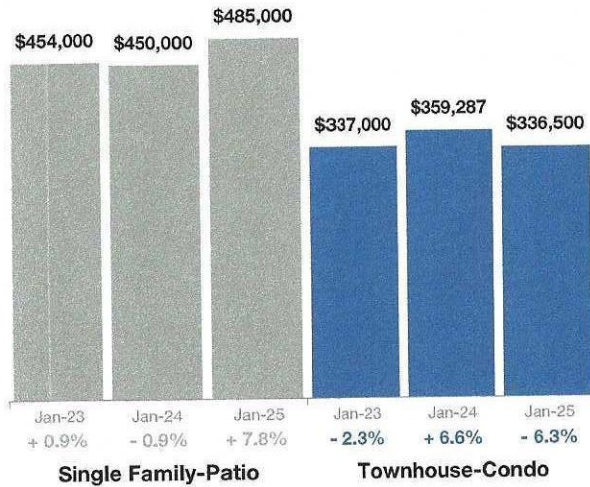
Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	695	+4.8%	115	+22.3%
Mar-2024	804	-13.9%	139	-5.4%
Apr-2024	867	-8.3%	130	+4.8%
May-2024	991	-9.7%	176	+6.7%
Jun-2024	983	-13.3%	142	-26.4%
Jul-2024	994	+3.6%	140	-2.1%
Aug-2024	911	-0.5%	149	-11.3%
Sep-2024	794	-9.7%	134	+10.7%
Oct-2024	868	+20.1%	147	+30.1%
Nov-2024	780	+26.8%	103	+3.0%
Dec-2024	769	+19.0%	103	-6.4%
Jan-2025	603	+6.5%	81	-16.5%

Historical Sold Listings by Month

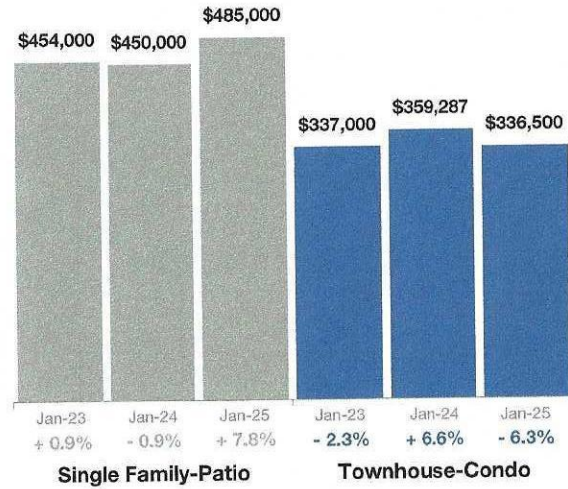


Median Sales Price

January

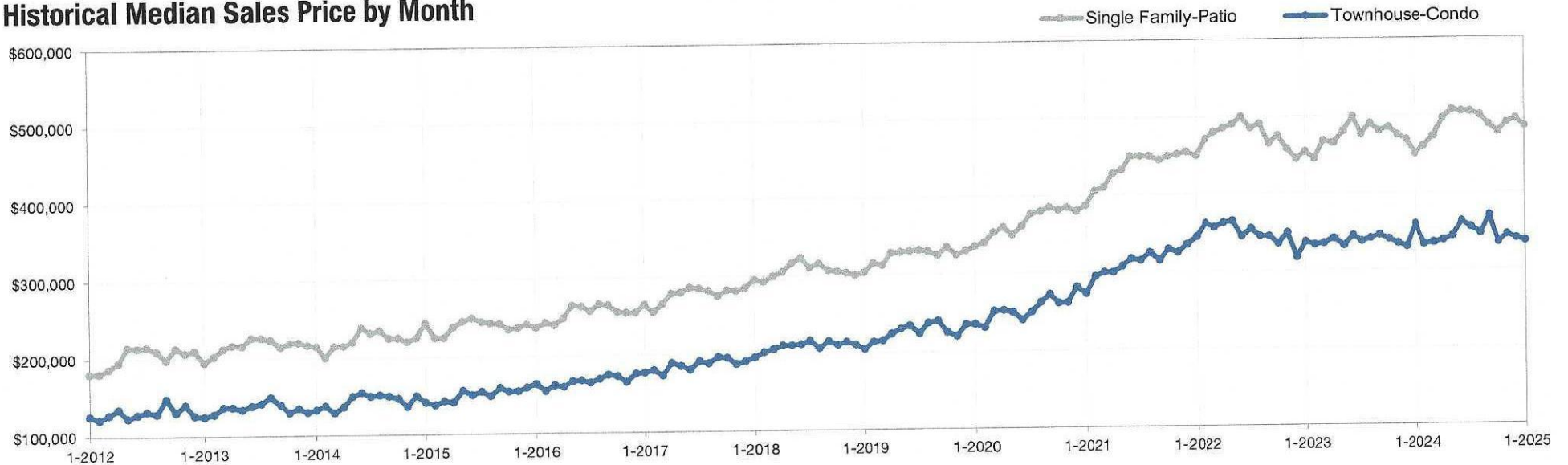


Year to Date



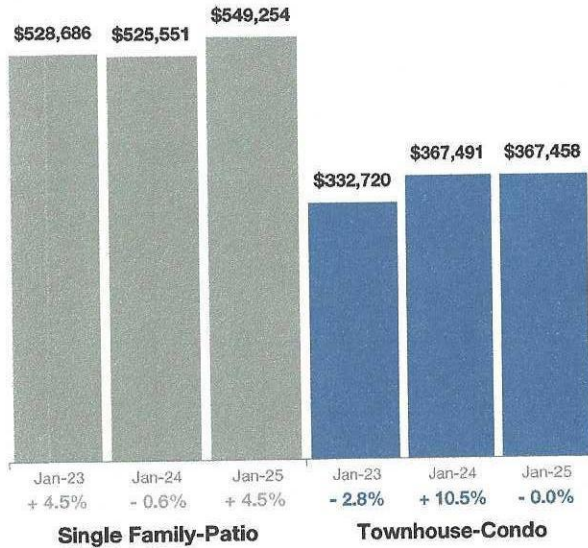
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	\$460,000	+3.4%	\$333,000	-0.1%
Mar-2024	\$472,483	+1.0%	\$334,900	-0.0%
Apr-2024	\$496,000	+6.7%	\$338,000	-1.0%
May-2024	\$507,000	+5.6%	\$343,500	+3.5%
Jun-2024	\$505,000	+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%
Oct-2024	\$478,000	-1.4%	\$335,000	-1.5%
Nov-2024	\$490,000	+3.2%	\$345,000	+3.1%
Dec-2024	\$495,000	+5.6%	\$340,000	+3.0%
Jan-2025	\$485,000	+7.8%	\$336,500	-6.3%

Historical Median Sales Price by Month

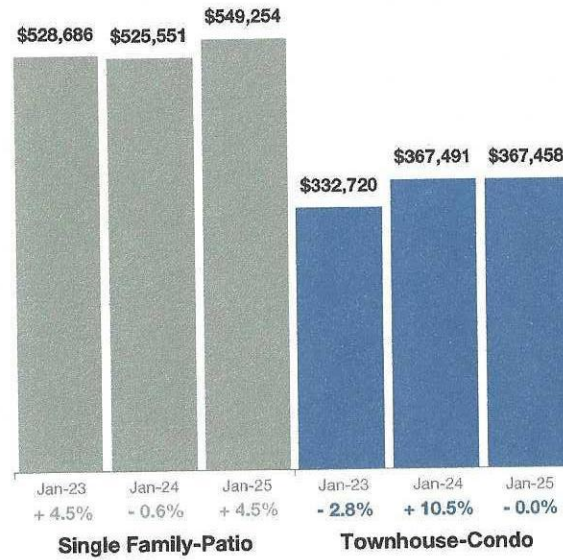


Average Sales Price

January

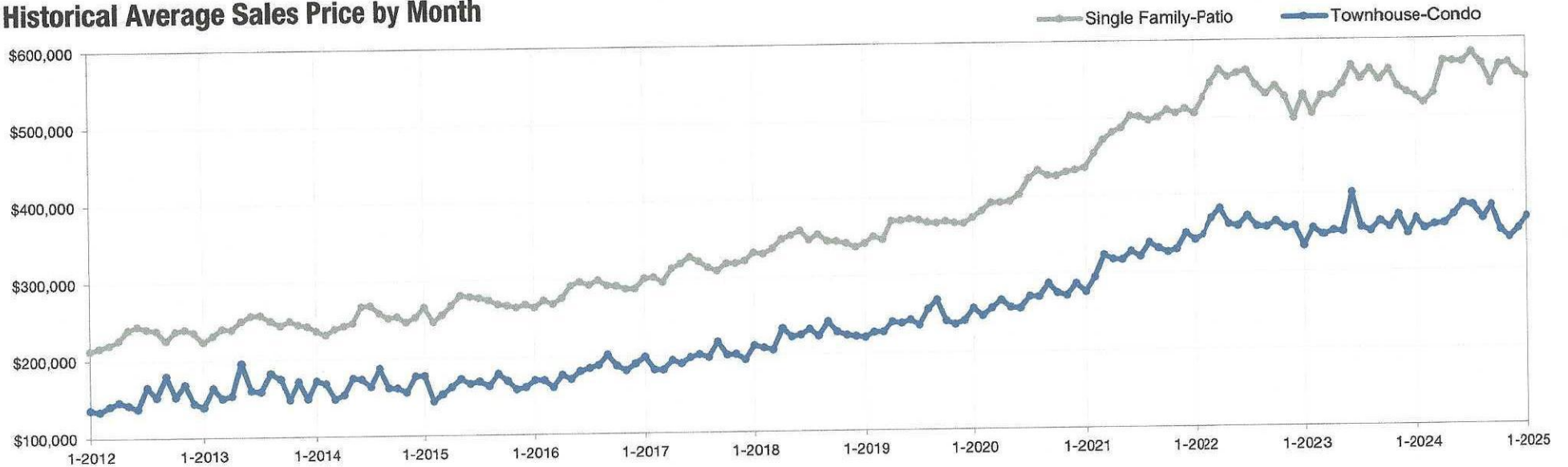


Year to Date



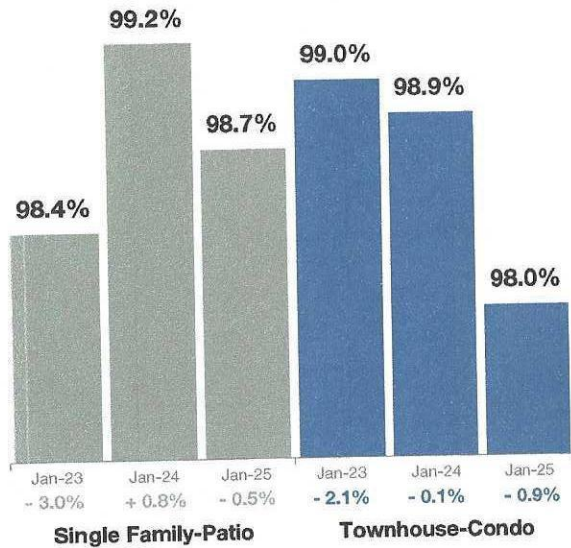
Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	\$517,091	+2.5%	\$354,270	-0.4%
Mar-2024	\$529,543	+0.4%	\$359,223	+3.4%
Apr-2024	\$571,027	+8.2%	\$360,278	+2.2%
May-2024	\$570,388	+5.2%	\$371,911	+6.0%
Jun-2024	\$569,410	+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	\$540,618	-1.3%	\$382,854	+5.1%
Oct-2024	\$565,181	+0.8%	\$351,072	-1.5%
Nov-2024	\$567,864	+5.4%	\$340,892	-8.4%
Dec-2024	\$554,105	+4.4%	\$352,434	+1.3%
Jan-2025	\$549,254	+4.5%	\$367,458	-0.0%

Historical Average Sales Price by Month

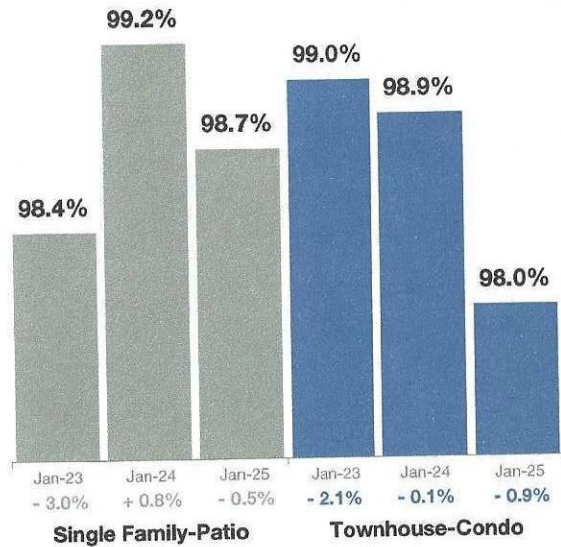


Percent of List Price Received

January

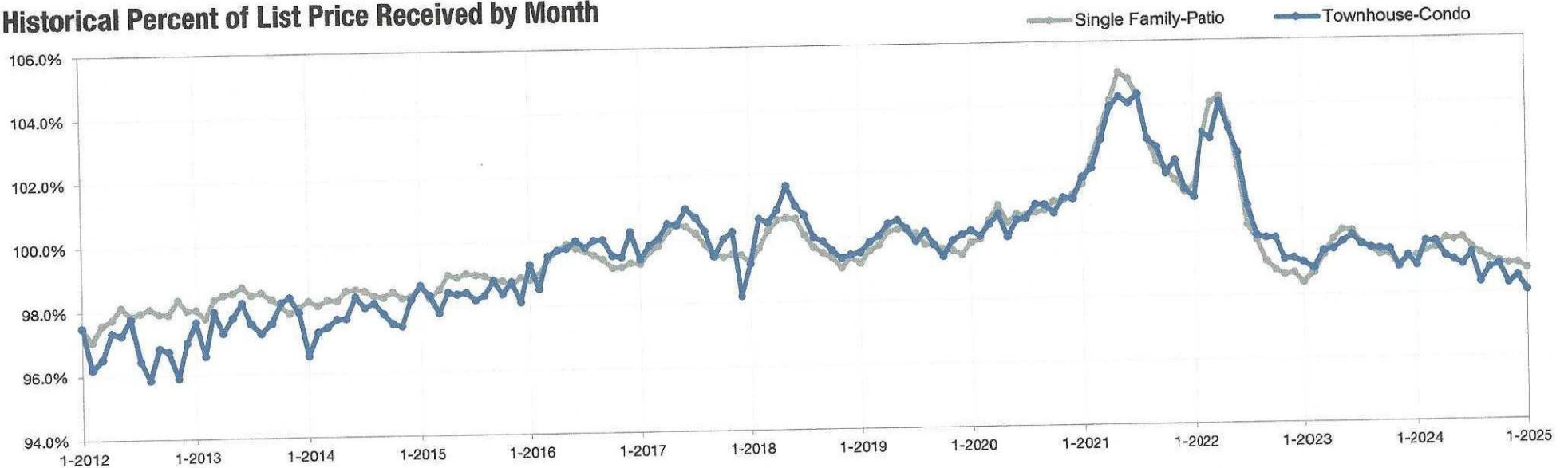


Year to Date



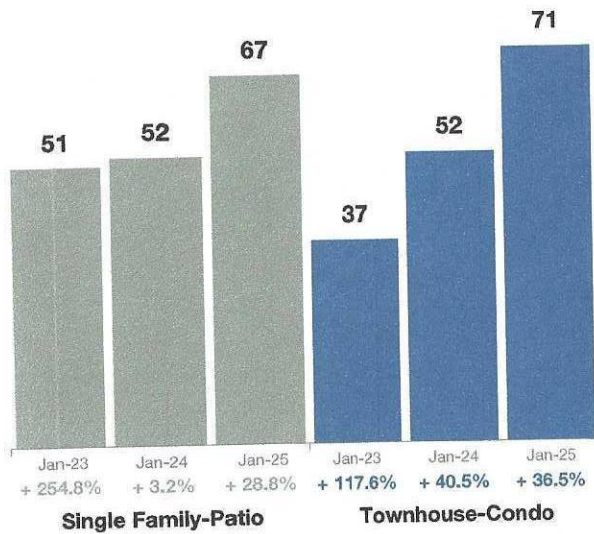
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	99.3%	+0.6%	99.6%	+0.8%
Mar-2024	99.4%	+0.2%	99.6%	+0.2%
Apr-2024	99.7%	0.0%	99.2%	-0.2%
May-2024	99.7%	-0.3%	99.0%	-0.6%
Jun-2024	99.7%	-0.3%	98.9%	-0.9%
Jul-2024	99.4%	-0.2%	99.3%	-0.2%
Aug-2024	99.2%	-0.2%	98.3%	-1.1%
Sep-2024	99.1%	-0.1%	98.8%	-0.6%
Oct-2024	99.0%	-0.2%	98.9%	-0.5%
Nov-2024	98.9%	+0.1%	98.3%	-0.5%
Dec-2024	98.9%	-0.2%	98.5%	-0.7%
Jan-2025	98.7%	-0.5%	98.0%	-0.9%

Historical Percent of List Price Received by Month

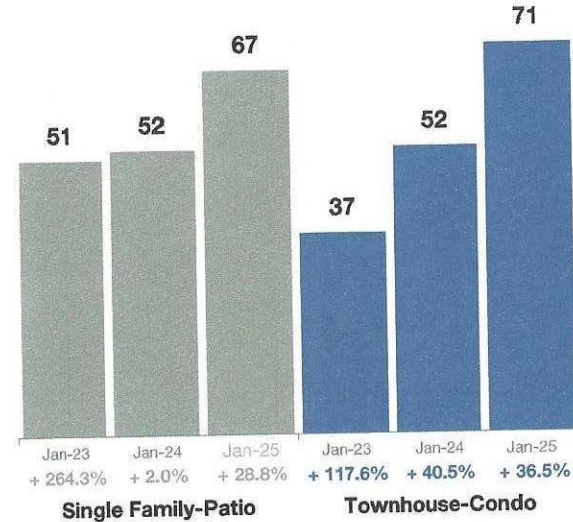


Days on Market Until Sale

January

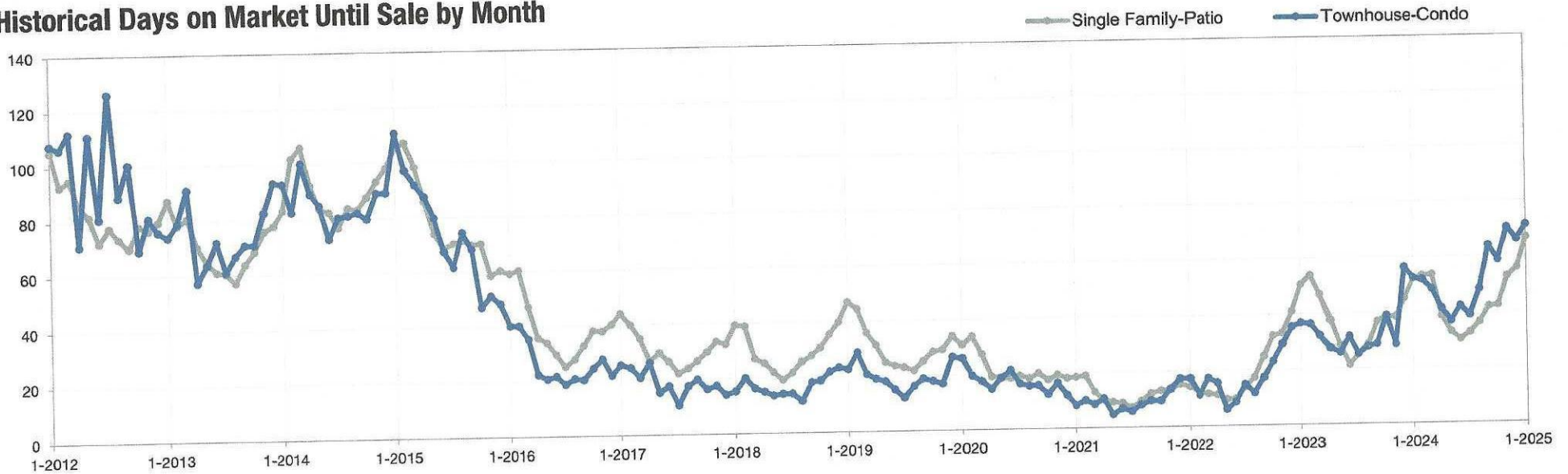


Year to Date



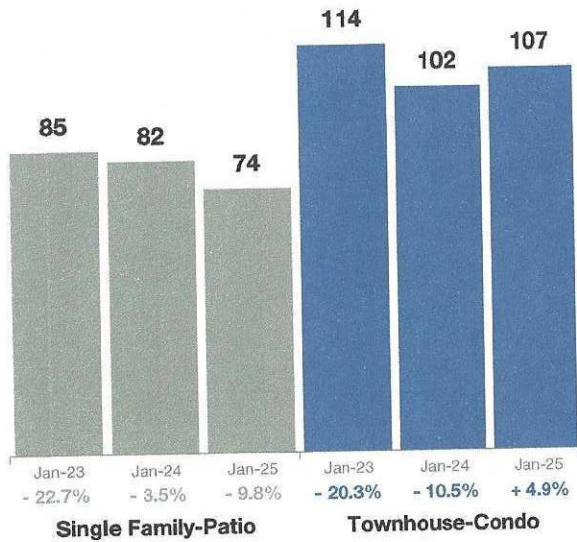
Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	53	-1.9%	52	+44.4%
Mar-2024	54	+14.9%	48	+50.0%
Apr-2024	39	+2.6%	41	+46.4%
May-2024	33	+13.8%	37	+42.3%
Jun-2024	30	+42.9%	42	+31.3%
Jul-2024	33	+32.0%	39	+56.0%
Aug-2024	36	+24.1%	48	+71.4%
Sep-2024	42	+13.5%	64	+120.7%
Oct-2024	42	+7.7%	59	+51.3%
Nov-2024	53	+35.9%	70	+141.4%
Dec-2024	56	+24.4%	66	+17.9%
Jan-2025	67	+28.8%	71	+36.5%

Historical Days on Market Until Sale by Month

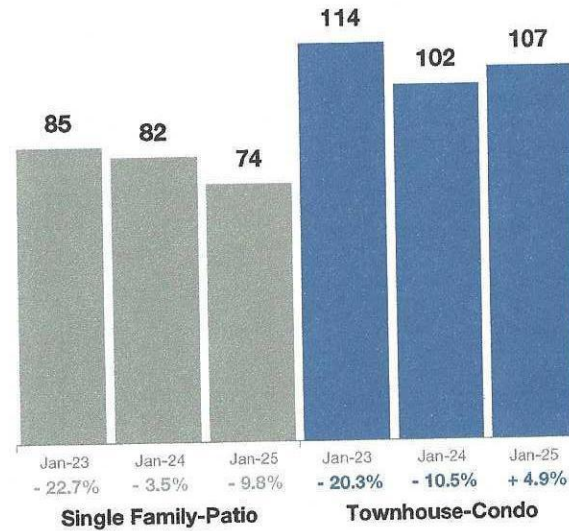


Housing Affordability Index

January

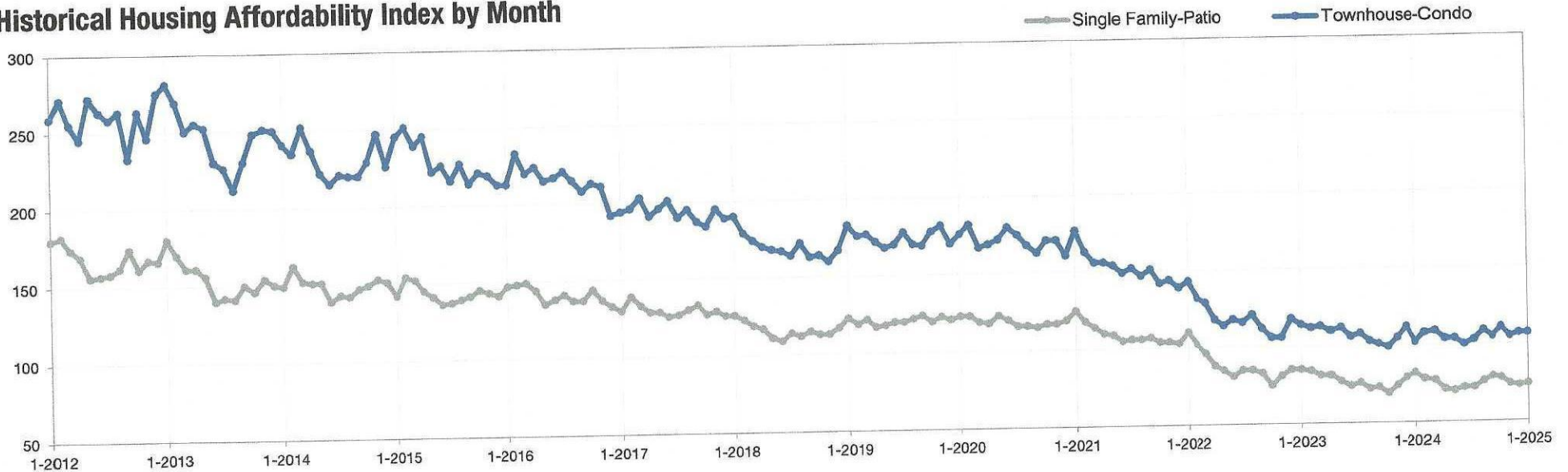


Year to Date



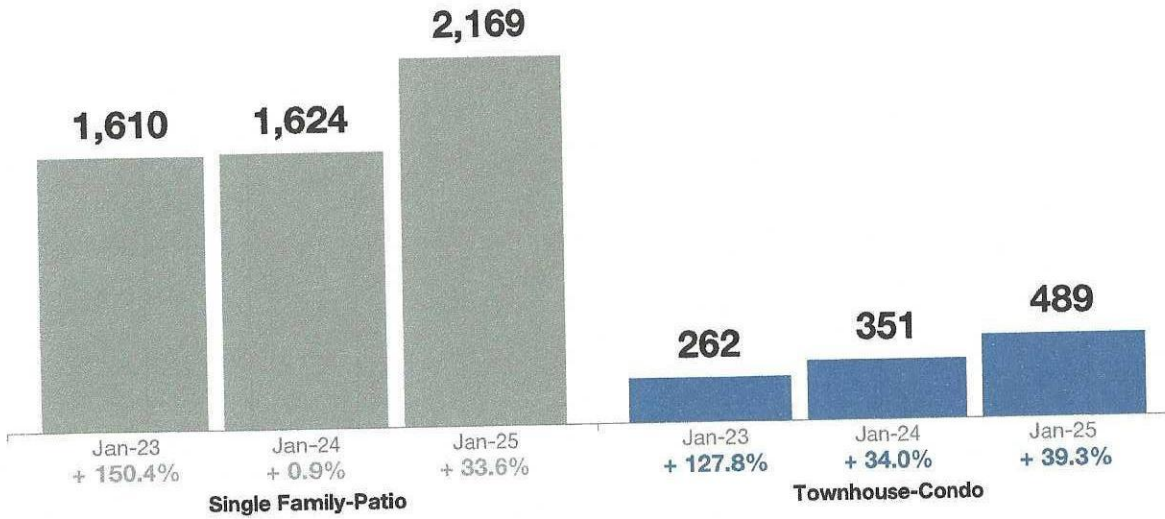
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	78	-7.1%	108	-3.6%
Mar-2024	77	-4.9%	109	-3.5%
Apr-2024	71	-12.3%	104	-5.5%
May-2024	70	-9.1%	104	-7.1%
Jun-2024	72	-2.7%	100	-5.7%
Jul-2024	72	-5.3%	103	-4.6%
Aug-2024	76	+5.6%	109	+5.8%
Sep-2024	79	+8.2%	105	+4.0%
Oct-2024	78	+13.0%	111	+12.1%
Nov-2024	74	0.0%	105	0.0%
Dec-2024	73	-7.6%	107	-4.5%
Jan-2025	74	-9.8%	107	+4.9%

Historical Housing Affordability Index by Month



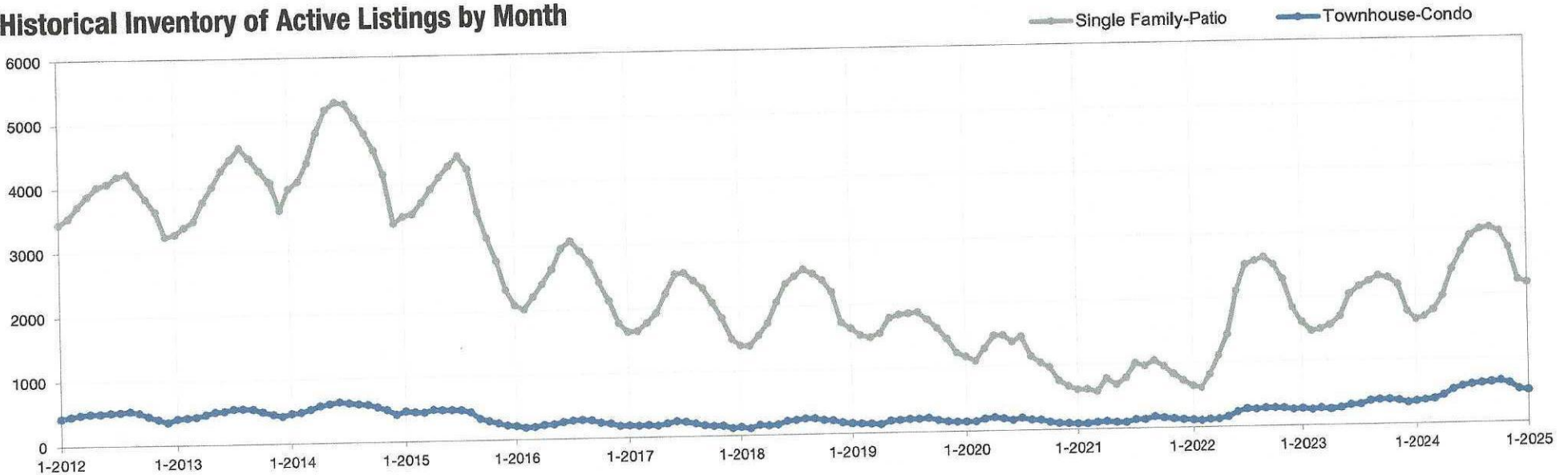
Inventory of Active Listings

January



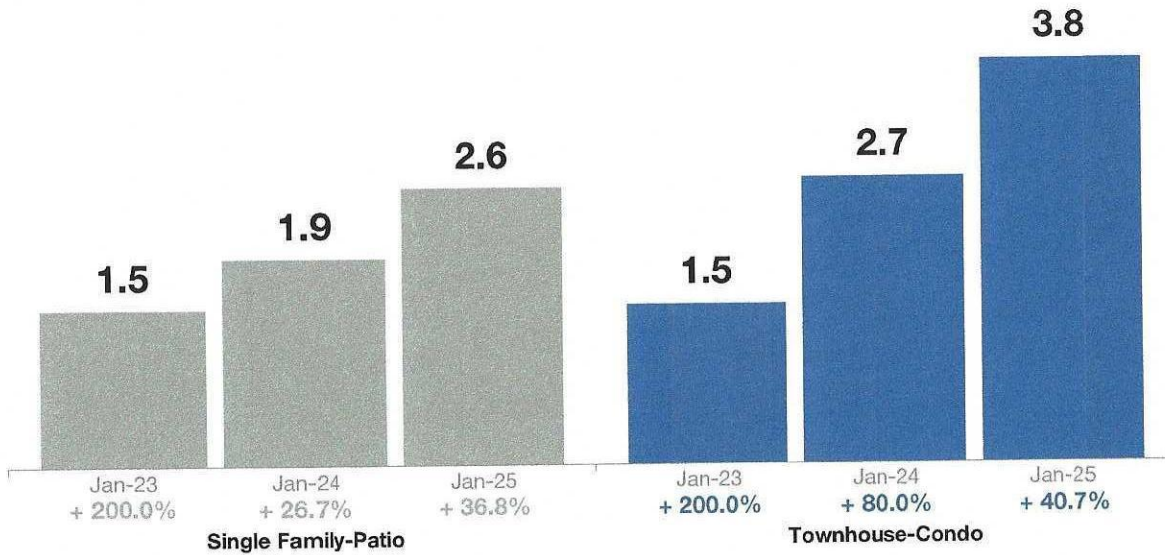
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	1,666	+13.4%	366	+51.9%
Mar-2024	1,770	+18.3%	382	+44.7%
Apr-2024	1,984	+27.7%	440	+78.1%
May-2024	2,398	+41.7%	522	+97.0%
Jun-2024	2,667	+31.3%	572	+87.5%
Jul-2024	2,918	+35.7%	600	+91.1%
Aug-2024	3,015	+35.1%	614	+66.8%
Sep-2024	3,042	+31.6%	625	+63.6%
Oct-2024	2,975	+30.5%	645	+68.0%
Nov-2024	2,725	+25.5%	605	+64.9%
Dec-2024	2,216	+26.3%	512	+55.2%
Jan-2025	2,169	+33.6%	489	+39.3%

Historical Inventory of Active Listings by Month



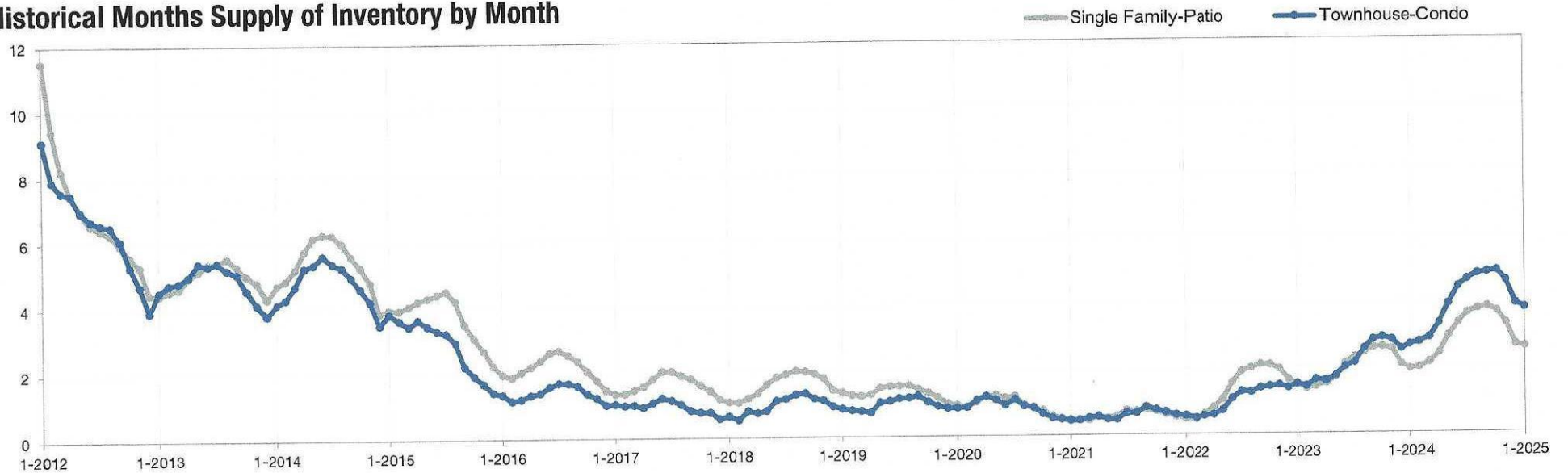
Months Supply of Inventory

January



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2024	2.0	+42.9%	2.8	+100.0%
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%	4.9	+75.0%
Oct-2024	3.7	+42.3%	4.9	+69.0%
Nov-2024	3.3	+32.0%	4.6	+64.3%
Dec-2024	2.7	+28.6%	3.9	+56.0%
Jan-2025	2.6	+36.8%	3.8	+40.7%

Historical Months Supply of Inventory by Month



Total Market Overview

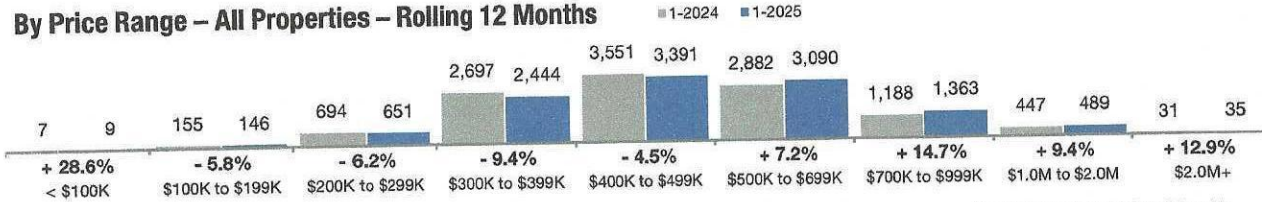
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Pending Sales (PEND, UC, UCSS, RGT)		898	990	+ 10.2%	898	990	+ 10.2%
Sold Listings		663	684	+ 3.2%	663	684	+ 3.2%
Median Sales Price		\$439,900	\$465,000	+ 5.7%	\$439,900	\$465,000	+ 5.7%
Average Sales Price		\$502,426	\$527,726	+ 5.0%	\$502,426	\$527,726	+ 5.0%
Pct. of List Price Received		99.1%	98.6%	- 0.5%	99.1%	98.6%	- 0.5%
Days on Market		52	67	+ 28.8%	52	67	+ 28.8%
Housing Affordability Index		84	77	- 8.3%	84	77	- 8.3%
Active Listings		1,975	2,658	+ 34.6%	--	--	--
Months Supply of Inventory		2.0	2.7	+ 35.0%	--	--	--

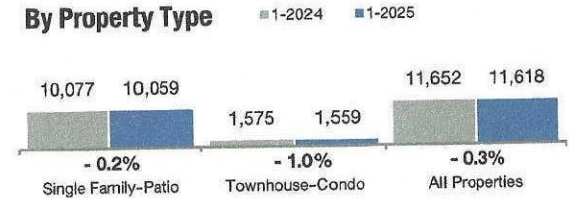
Sold Listings

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	1-2024	1-2025	Change	1-2024	1-2025	Change
\$99,999 and Below	7	8	+14.3%	0	1	--
\$100,000 to \$199,999	57	50	-12.3%	98	96	-2.0%
\$200,000 to \$299,999	330	289	-12.4%	364	362	-0.5%
\$300,000 to \$399,999	2,038	1,835	-10.0%	659	609	-7.6%
\$400,000 to \$499,999	3,243	3,051	-5.9%	308	340	+10.4%
\$500,000 to \$699,999	2,765	2,973	+7.5%	117	117	0.0%
\$700,000 to \$999,999	1,169	1,339	+14.5%	19	24	+26.3%
\$1,000,000 to \$1,999,999	438	482	+10.0%	9	7	-22.2%
\$2,000,000 and Above	30	32	+6.7%	1	3	+200.0%
All Price Ranges	10,077	10,059	-0.2%	1,575	1,559	-1.0%

Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	12-2024	1-2025	Change	12-2024	1-2025	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	5	4	-20.0%	13	2	-84.6%
\$200,000 to \$299,999	24	21	-12.5%	17	25	+47.1%
\$300,000 to \$399,999	143	118	-17.5%	36	31	-13.9%
\$400,000 to \$499,999	224	182	-18.8%	28	18	-35.7%
\$500,000 to \$699,999	238	178	-25.2%	8	4	-50.0%
\$700,000 to \$999,999	97	68	-29.9%	1	0	-100.0%
\$1,000,000 to \$1,999,999	36	30	-16.7%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	1	--
All Price Ranges	769	603	-21.6%	103	81	-21.4%

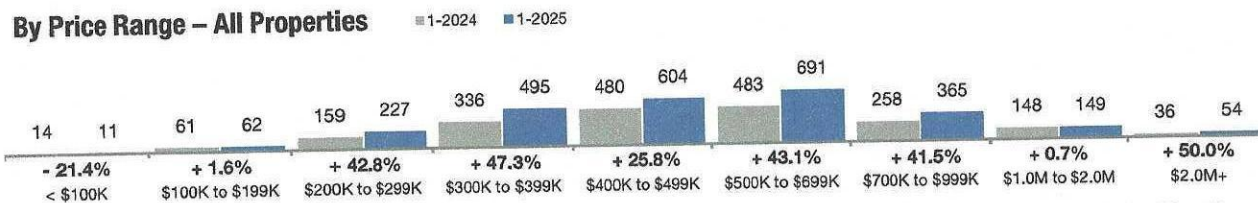
Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	1-2024	1-2025	Change	1-2024	1-2025	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	4	4	0.0%	9	2	-77.8%
\$200,000 to \$299,999	27	21	-22.2%	20	25	+25.0%
\$300,000 to \$399,999	128	118	-7.8%	37	31	-16.2%
\$400,000 to \$499,999	196	182	-7.1%	22	18	-18.2%
\$500,000 to \$699,999	130	178	+36.9%	5	4	-20.0%
\$700,000 to \$999,999	58	68	+17.2%	3	0	-100.0%
\$1,000,000 to \$1,999,999	20	30	+50.0%	1	0	-100.0%
\$2,000,000 and Above	3	2	-33.3%	0	1	--
All Price Ranges	566	603	+6.5%	97	81	-16.5%

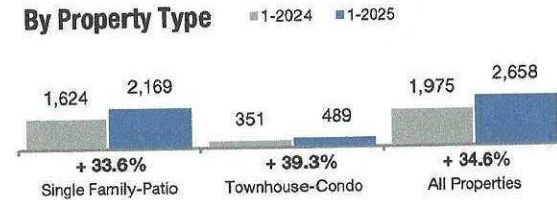
Inventory of Active Listings

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

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	1-2024	1-2025	Change	1-2024	1-2025	Change
\$99,999 and Below	10	8	-20.0%	4	3	-25.0%
\$100,000 to \$199,999	32	30	-6.3%	29	32	+10.3%
\$200,000 to \$299,999	91	95	+4.4%	68	132	+94.1%
\$300,000 to \$399,999	221	320	+44.8%	115	175	+52.2%
\$400,000 to \$499,999	392	505	+28.8%	88	99	+12.5%
\$500,000 to \$699,999	450	650	+44.4%	33	41	+24.2%
\$700,000 to \$999,999	246	359	+45.9%	12	6	-50.0%
\$1,000,000 to \$1,999,999	146	148	+1.4%	2	1	-50.0%
\$2,000,000 and Above	36	54	+50.0%	0	0	--
All Price Ranges	1,624	2,169	+33.6%	351	489	+39.3%

Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	12-2024	1-2025	Change	12-2024	1-2025	Change
\$99,999 and Below	8	8	0.0%	3	3	0.0%
\$100,000 to \$199,999	31	30	-3.2%	38	32	-15.8%
\$200,000 to \$299,999	102	95	-6.9%	150	132	-12.0%
\$300,000 to \$399,999	339	320	-5.6%	168	175	+4.2%
\$400,000 to \$499,999	543	505	-7.0%	107	99	-7.5%
\$500,000 to \$699,999	649	650	+0.2%	39	41	+5.1%
\$700,000 to \$999,999	340	359	+5.6%	5	6	+20.0%
\$1,000,000 to \$1,999,999	153	148	-3.3%	2	1	-50.0%
\$2,000,000 and Above	51	54	+5.9%	0	0	--
All Price Ranges	2,216	2,169	-2.1%	512	489	-4.5%

Year to Date

By Price Range	Single Family-Patio Homes	Townhouse-Condo
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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.