

Monthly Indicators

Activity for El Paso and Teller Counties Only



March 2025

Percent changes calculated using year-over-year comparisons.

New Listings were up 21.2 percent for single family-patio homes and 16.2 percent for townhouse-condo properties. Pending Sales increased 27.5 percent for single family-patio homes and 10.4 percent for townhouse-condo properties.

The Median Sales Price was up 4.8 percent to \$495,000 for single family-patio homes and 9.0 percent to \$364,950 for townhouse-condo properties. Days on Market increased 9.3 percent for single family-patio homes and 52.1 percent for townhouse-condo properties.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Activity Snapshot

+ 10.0%	+ 4.2%	+ 27.9%
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.

Single Family-Patio Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales (Pending, Under Contract, Under Contract Short Sale, First Right of Refusal)	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16



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	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,139	1,380	+ 21.2%	2,886	3,362	+ 16.5%
Pending Sales (PEND, UC, UCSS, RGT)		933	1,190	+ 27.5%	2,476	2,838	+ 14.6%
Sold Listings		804	900	+ 11.9%	2,065	2,146	+ 3.9%
Median Sales Price		\$472,483	\$495,000	+ 4.8%	\$461,900	\$489,000	+ 5.9%
Average Sales Price		\$529,543	\$555,810	+ 5.0%	\$524,258	\$552,292	+ 5.3%
Pct. of List Price Received		99.4%	99.3%	- 0.1%	99.3%	99.0%	- 0.3%
Days on Market		54	59	+ 9.3%	53	62	+ 17.0%
Housing Affordability Index		77	75	- 2.6%	79	75	- 5.1%
Active Listings		1,772	2,238	+ 26.3%	--	--	--
Months Supply of Inventory		2.1	2.7	+ 28.6%	--	--	--

Townhouse-Condo Market Overview

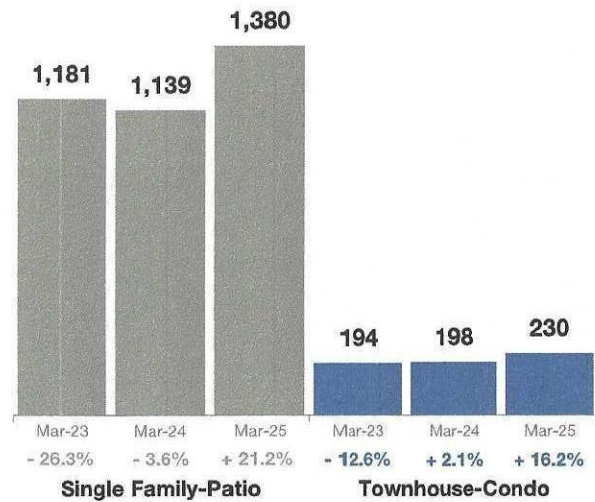


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

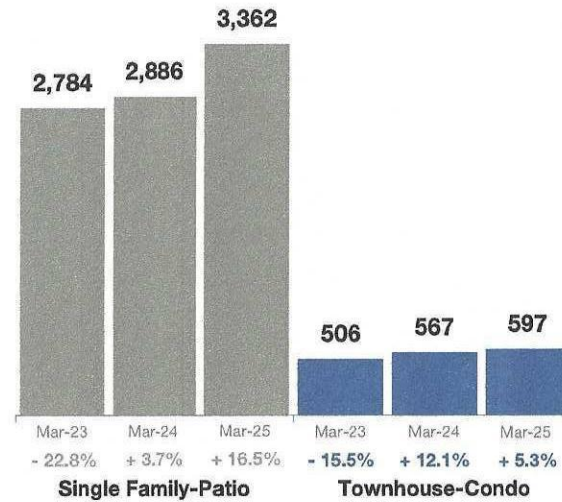
Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		198	230	+ 16.2%	567	597	+ 5.3%
Pending Sales (PEND, UC, UCSS, RGT)		154	170	+ 10.4%	402	419	+ 4.2%
Sold Listings		139	137	- 1.4%	351	312	- 11.1%
Median Sales Price		\$334,900	\$364,950	+ 9.0%	\$336,200	\$339,950	+ 1.1%
Average Sales Price		\$359,223	\$376,522	+ 4.8%	\$359,885	\$363,824	+ 1.1%
Pct. of List Price Received		99.6%	99.2%	- 0.4%	99.4%	98.5%	- 0.9%
Days on Market		48	73	+ 52.1%	51	73	+ 43.1%
Housing Affordability Index		109	101	- 7.3%	108	109	+ 0.9%
Active Listings		382	516	+ 35.1%	--	--	--
Months Supply of Inventory		2.9	4.0	+ 37.9%	--	--	--

New Listings

March

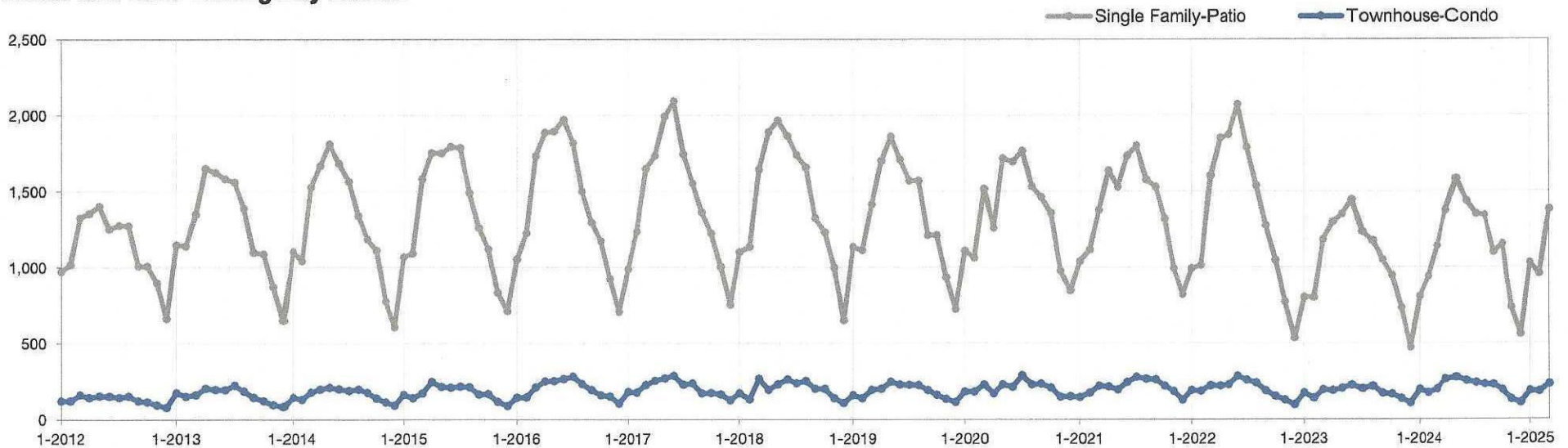


Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	1,374	+5.9%	263	+39.2%
May-2024	1,582	+17.1%	275	+35.5%
Jun-2024	1,437	-0.4%	252	+13.0%
Jul-2024	1,351	+9.7%	238	+19.0%
Aug-2024	1,341	+14.3%	229	+6.0%
Sep-2024	1,098	+4.9%	227	+34.3%
Oct-2024	1,153	+22.0%	192	+17.1%
Nov-2024	735	+0.3%	130	-4.4%
Dec-2024	560	+18.9%	107	+0.9%
Jan-2025	1,026	+27.0%	186	-4.6%
Feb-2025	956	+1.8%	181	+4.0%
Mar-2025	1,380	+21.2%	230	+16.2%

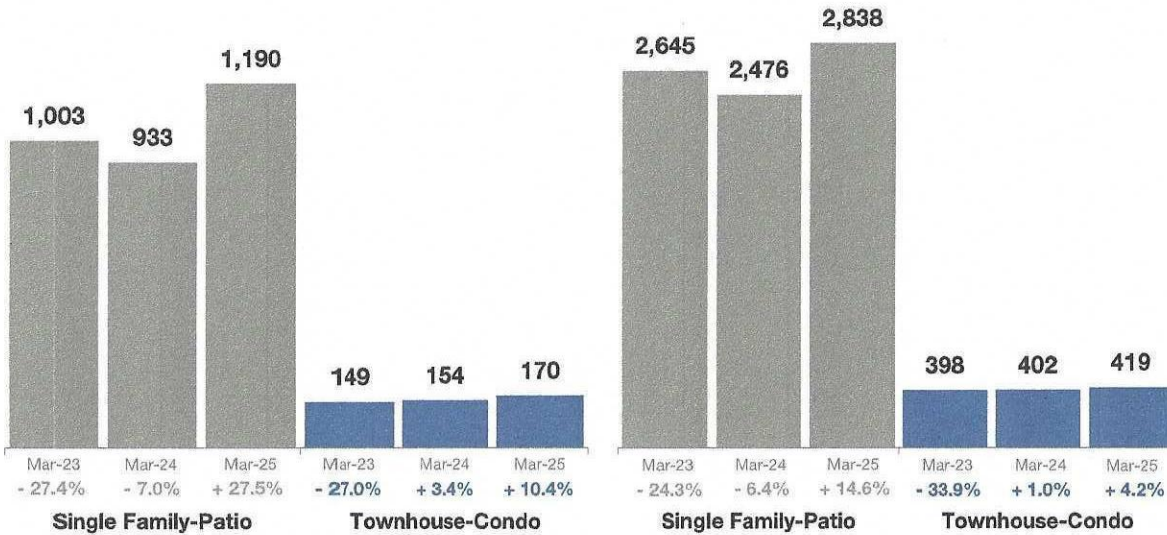
Historical New Listings by Month



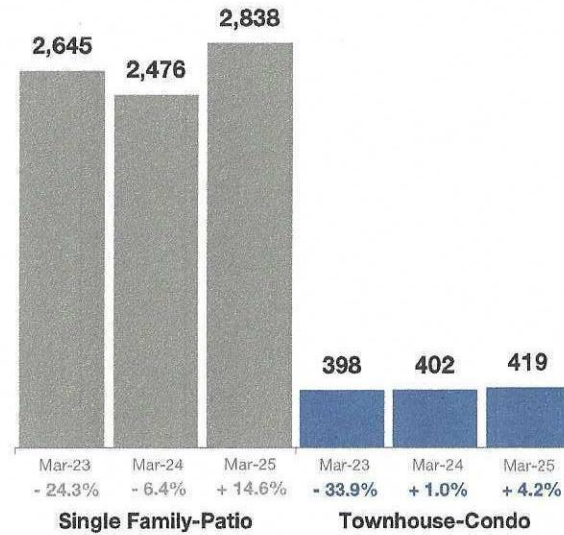
Pending Sales (PEND, UC, UCSS, RGT)



March

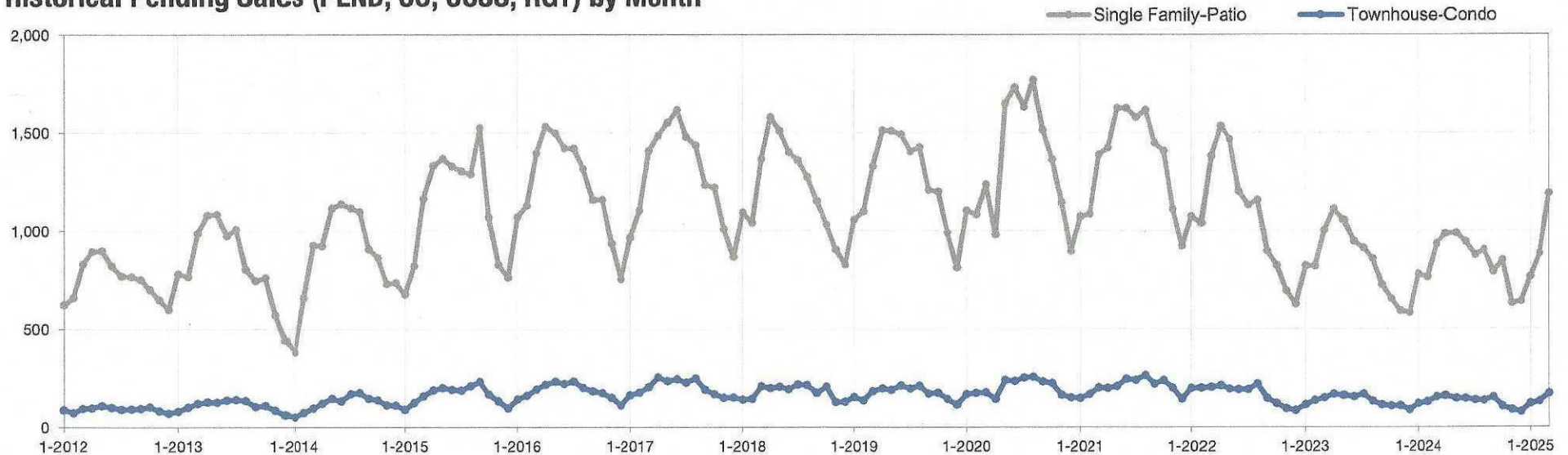


Year to Date



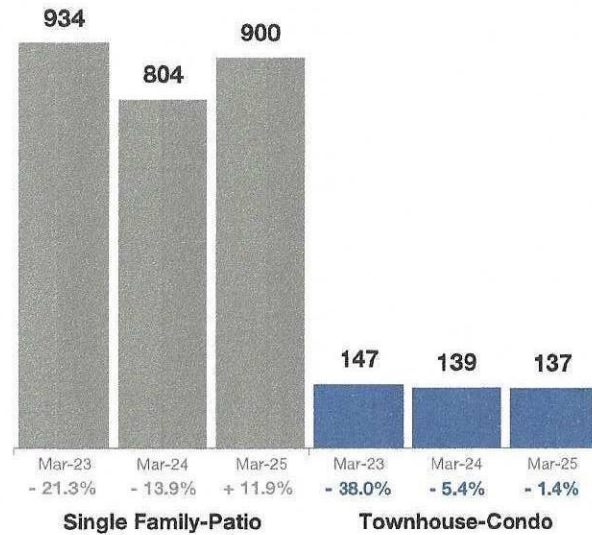
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	986	-11.3%	160	-4.8%
May-2024	988	-6.4%	146	-9.3%
Jun-2024	943	-0.3%	145	-5.8%
Jul-2024	876	-3.9%	137	-18.5%
Aug-2024	903	+5.2%	134	+2.3%
Sep-2024	791	+9.1%	151	+33.6%
Oct-2024	849	+30.0%	105	-1.9%
Nov-2024	630	+6.2%	87	-20.2%
Dec-2024	640	+9.8%	77	-11.5%
Jan-2025	765	-1.8%	119	0.0%
Feb-2025	883	+15.6%	130	+0.8%
Mar-2025	1,190	+27.5%	170	+10.4%

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

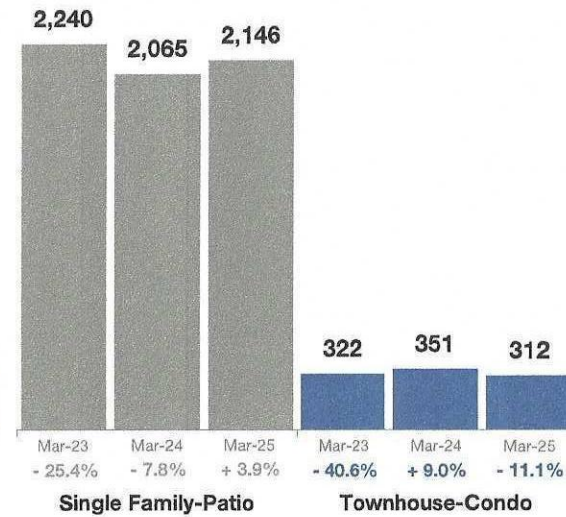


Sold Listings

March

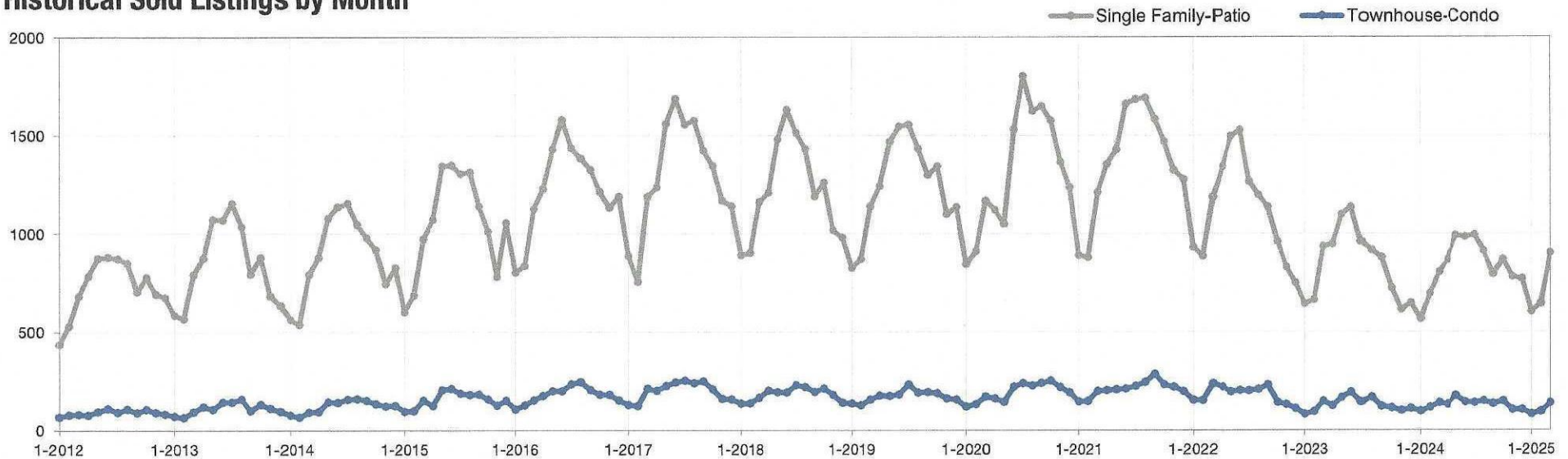


Year to Date



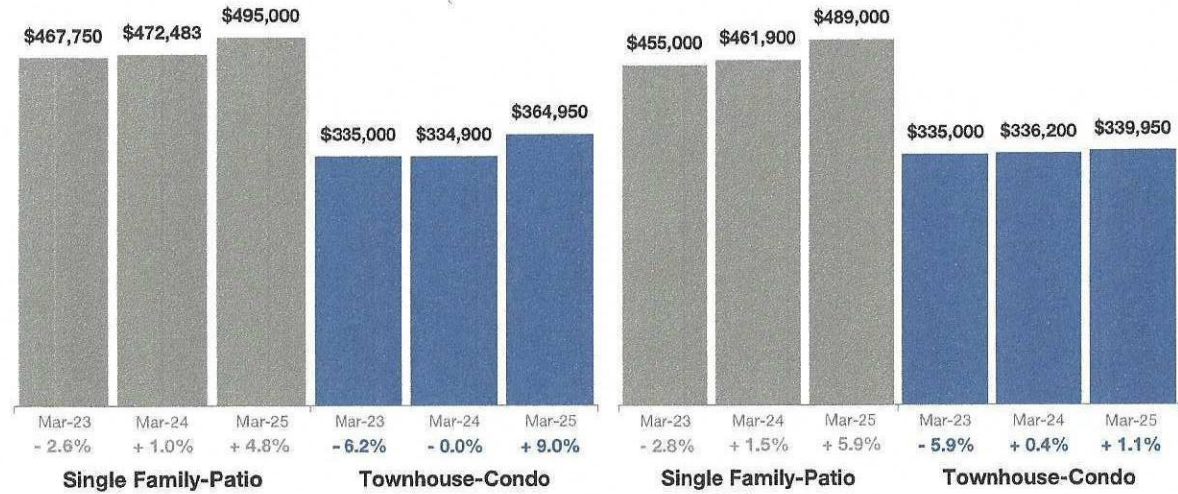
Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	867	-8.3%	130	+4.8%
May-2024	991	-9.7%	176	+6.7%
Jun-2024	983	-13.3%	142	-26.4%
Jul-2024	994	+3.6%	140	-2.1%
Aug-2024	911	-0.5%	149	-11.3%
Sep-2024	794	-9.7%	134	+10.7%
Oct-2024	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%
Feb-2025	643	-7.5%	94	-18.3%
Mar-2025	900	+11.9%	137	-1.4%

Historical Sold Listings by Month

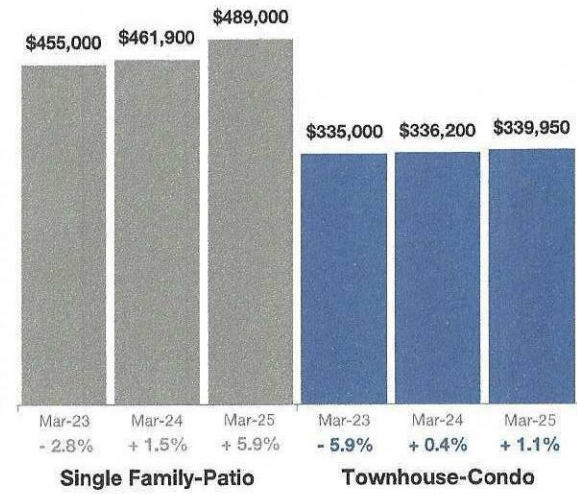


Median Sales Price

March

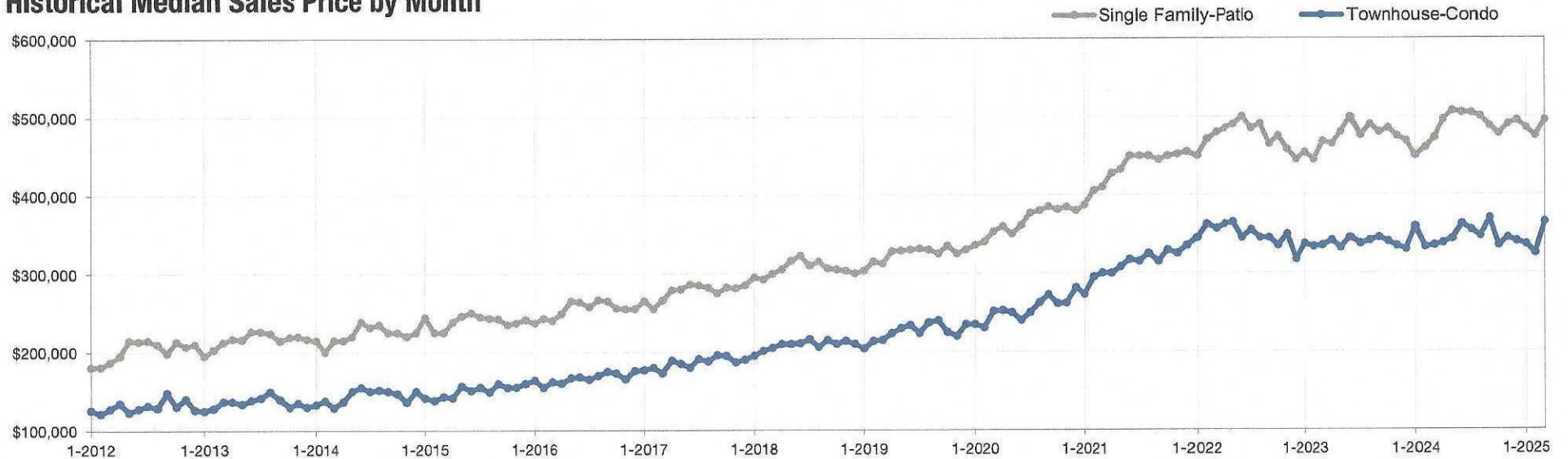


Year to Date



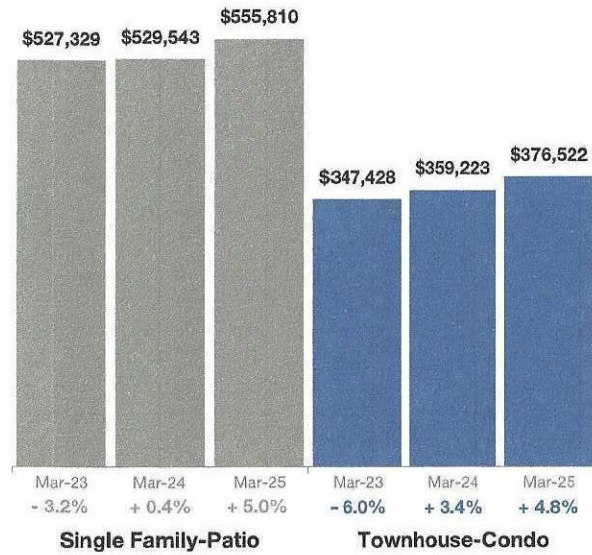
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	\$496,000	+6.7%	\$338,000	-1.0%
May-2024	\$507,000	+5.6%	\$343,500	+3.5%
Jun-2024	\$505,000	+1.2%	\$362,500	+5.1%
Jul-2024	\$504,593	+6.0%	\$355,000	+5.2%
Aug-2024	\$500,000	+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%
Feb-2025	\$475,000	+3.3%	\$325,000	-2.4%
Mar-2025	\$495,000	+4.8%	\$364,950	+9.0%

Historical Median Sales Price by Month

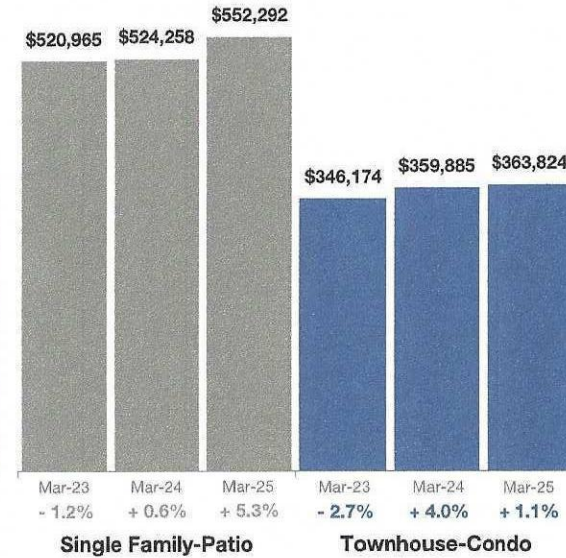


Average Sales Price

March

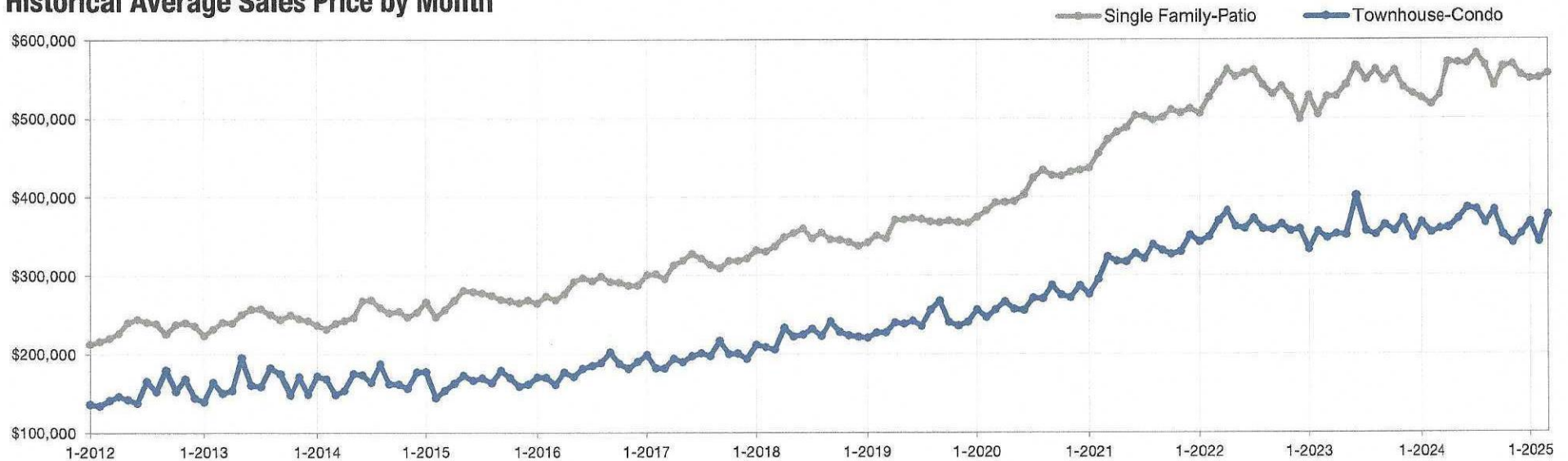


Year to Date



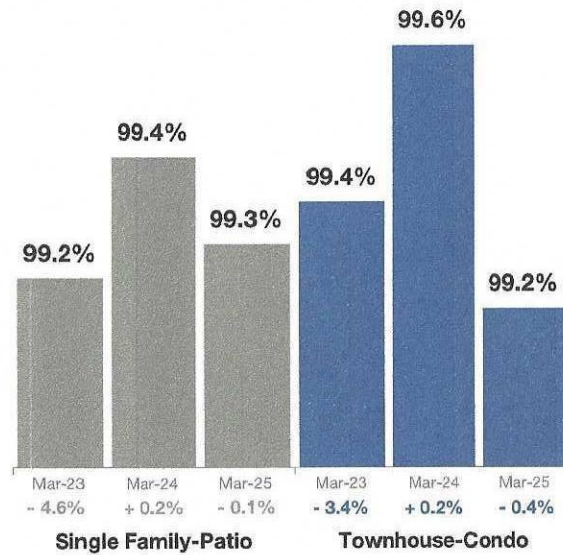
Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	\$571,027	+8.2%	\$360,278	+2.2%
May-2024	\$570,388	+5.2%	\$371,911	+6.0%
Jun-2024	\$569,410	+0.6%	\$385,655	-3.9%
Jul-2024	\$581,609	+6.0%	\$383,382	+7.6%
Aug-2024	\$566,953	+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	\$554,140	+4.4%	\$352,434	+1.3%
Jan-2025	\$549,263	+4.5%	\$367,458	-0.0%
Feb-2025	\$550,208	+6.4%	\$342,187	-3.4%
Mar-2025	\$555,810	+5.0%	\$376,522	+4.8%

Historical Average Sales Price by Month

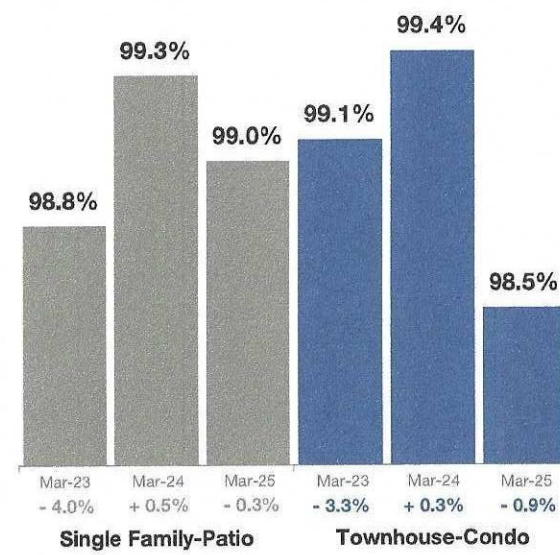


Percent of List Price Received

March

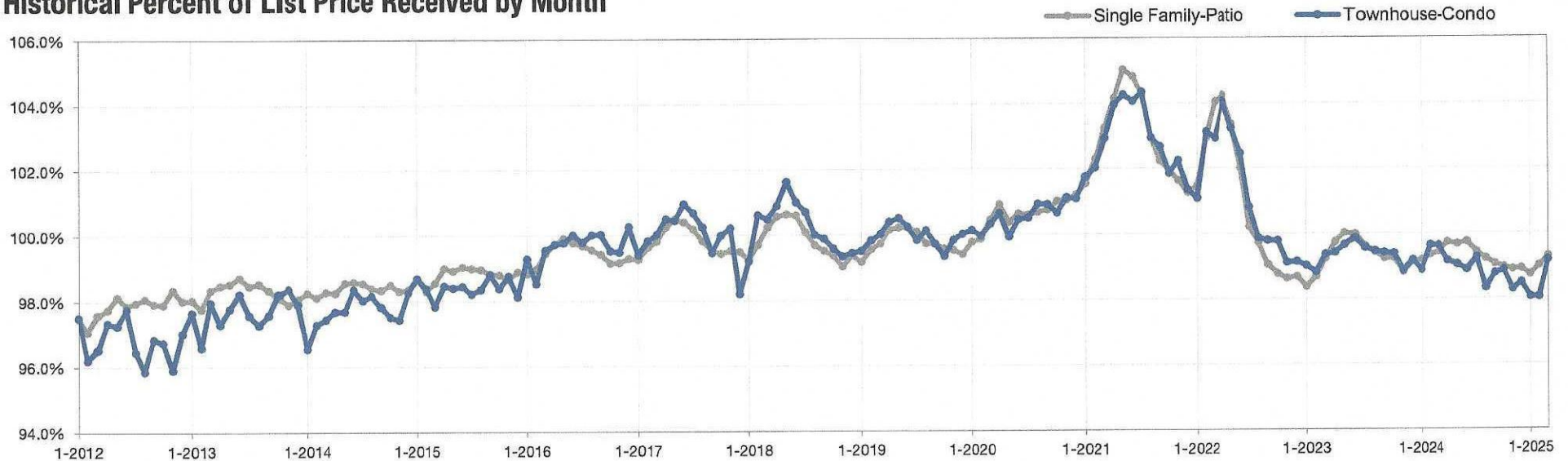


Year to Date



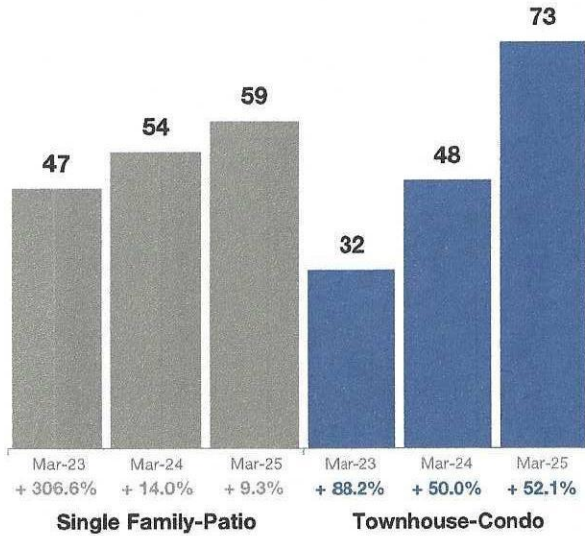
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	99.7%	0.0%	99.2%	-0.2%
May-2024	99.7%	-0.3%	99.0%	-0.6%
Jun-2024	99.7%	-0.3%	98.9%	-0.9%
Jul-2024	99.4%	-0.2%	99.3%	-0.2%
Aug-2024	99.2%	-0.2%	98.3%	-1.1%
Sep-2024	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%
Feb-2025	99.0%	-0.3%	98.0%	-1.6%
Mar-2025	99.3%	-0.1%	99.2%	-0.4%

Historical Percent of List Price Received by Month

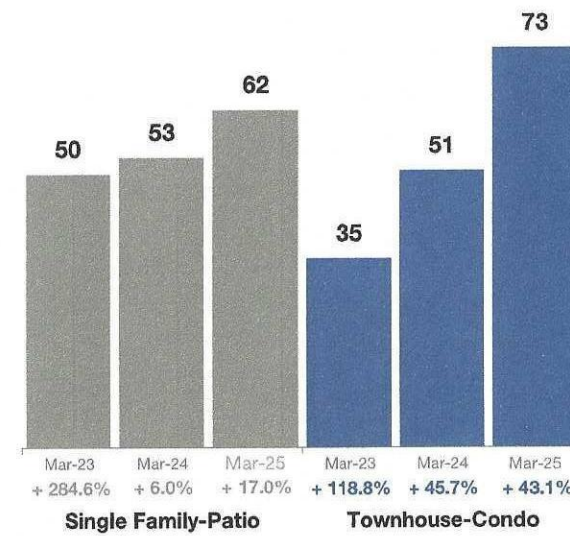


Days on Market Until Sale

March

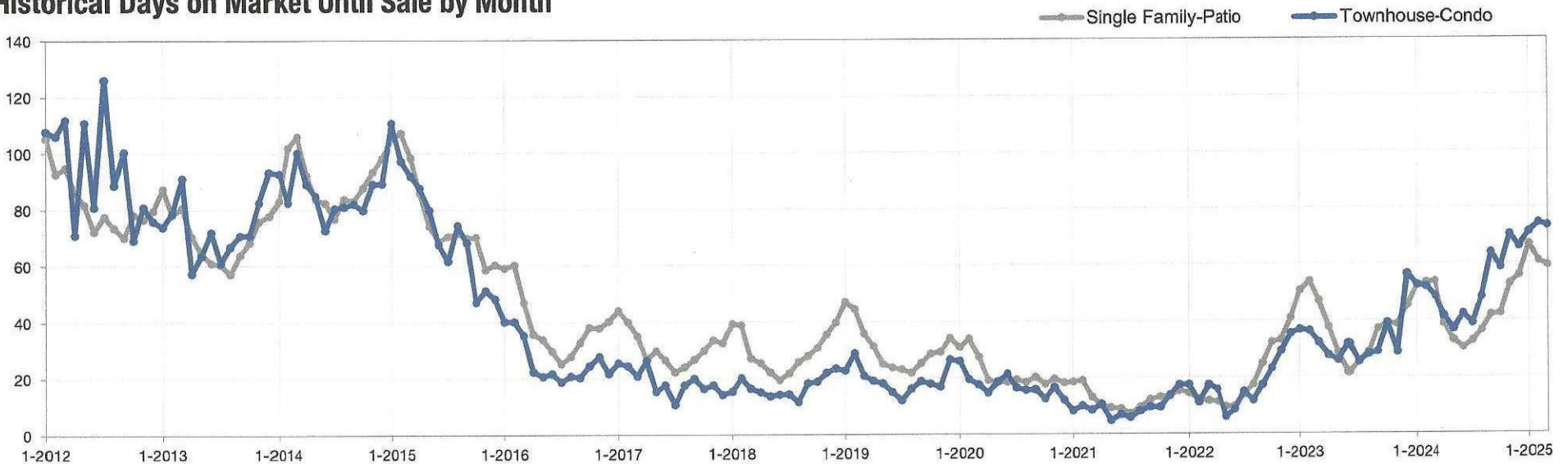


Year to Date



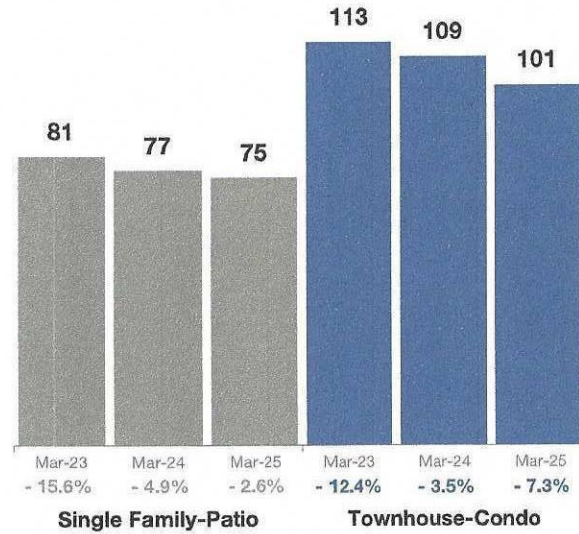
Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	39	+2.6%	41	+46.4%
May-2024	33	+13.8%	37	+42.3%
Jun-2024	30	+42.9%	42	+31.3%
Jul-2024	33	+32.0%	39	+56.0%
Aug-2024	36	+24.1%	48	+71.4%
Sep-2024	42	+13.5%	64	+120.7%
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%
Feb-2025	61	+15.1%	74	+42.3%
Mar-2025	59	+9.3%	73	+52.1%

Historical Days on Market Until Sale by Month

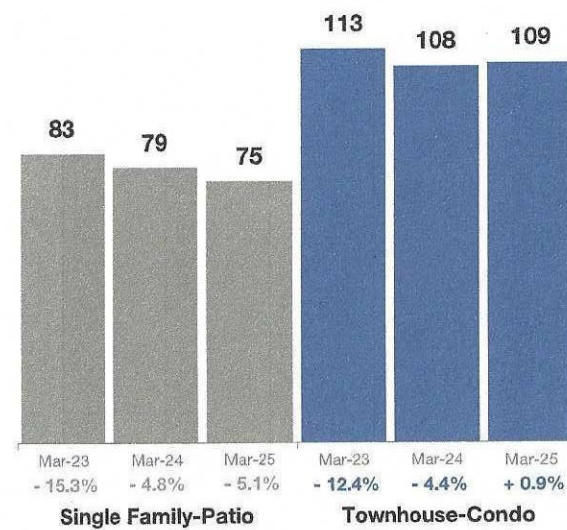


Housing Affordability Index

March

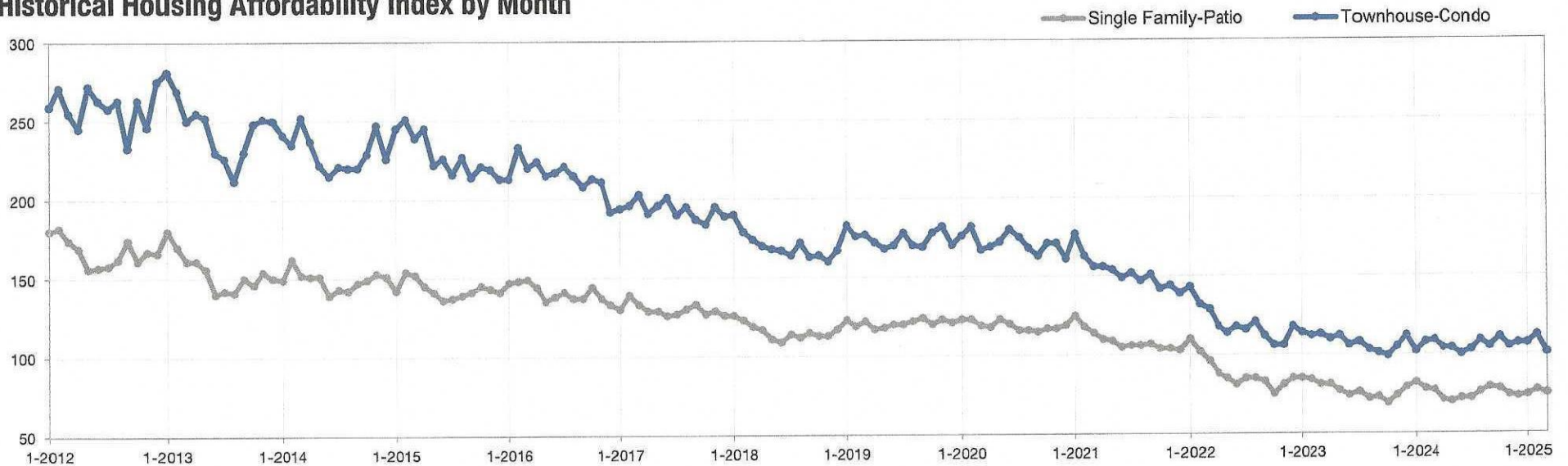


Year to Date



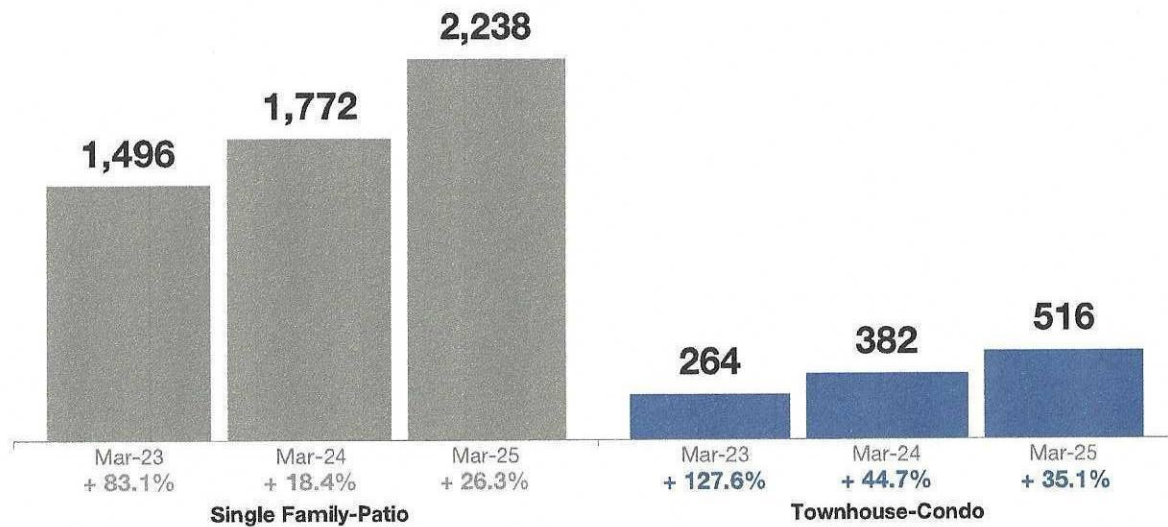
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	71	-12.3%	104	-5.5%
May-2024	70	-9.1%	104	-7.1%
Jun-2024	72	-2.7%	100	-5.7%
Jul-2024	72	-5.3%	103	-4.6%
Aug-2024	76	+5.6%	109	+5.8%
Sep-2024	79	+8.2%	105	+4.0%
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%
Feb-2025	77	-1.3%	112	+3.7%
Mar-2025	75	-2.6%	101	-7.3%

Historical Housing Affordability Index by Month



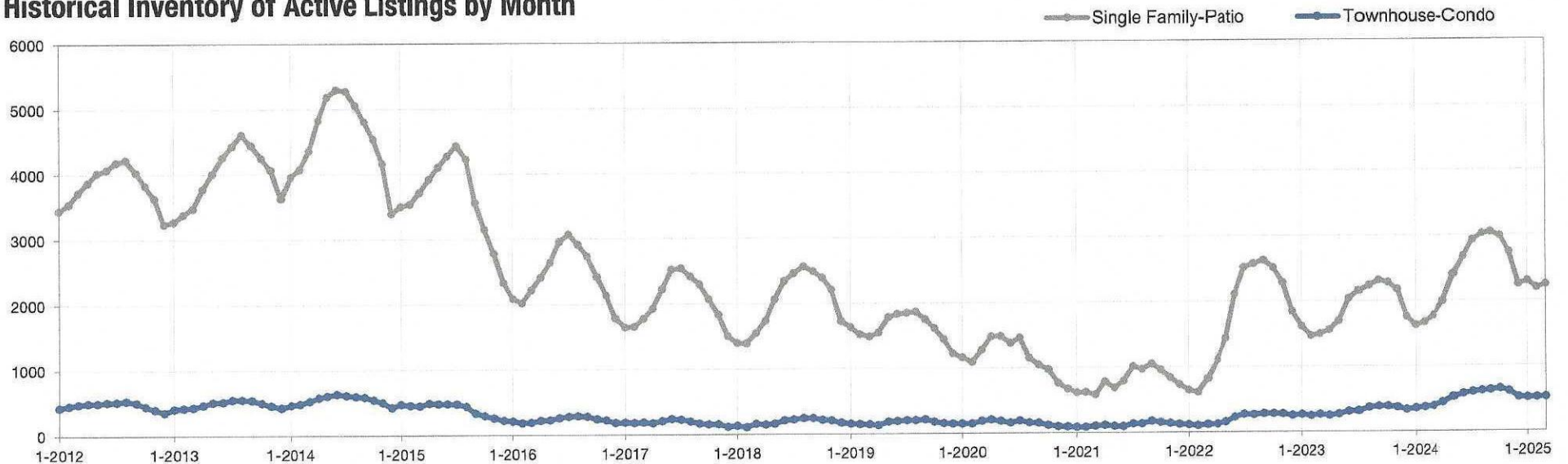
Inventory of Active Listings

March



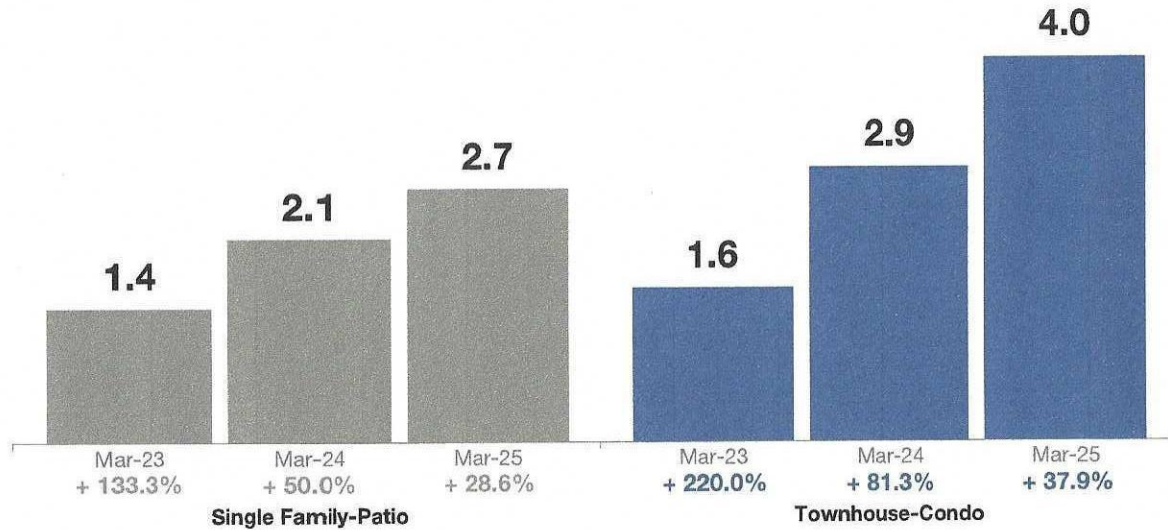
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2024	1,987	+27.9%	440	+78.1%
May-2024	2,401	+41.9%	522	+97.0%
Jun-2024	2,671	+31.5%	572	+87.5%
Jul-2024	2,924	+36.0%	600	+91.1%
Aug-2024	3,022	+35.5%	614	+66.8%
Sep-2024	3,048	+31.8%	625	+63.6%
Oct-2024	2,983	+30.8%	647	+68.5%
Nov-2024	2,742	+26.2%	608	+65.7%
Dec-2024	2,245	+27.8%	516	+56.4%
Jan-2025	2,292	+41.0%	507	+44.4%
Feb-2025	2,188	+31.3%	509	+39.1%
Mar-2025	2,238	+26.3%	516	+35.1%

Historical Inventory of Active Listings by Month



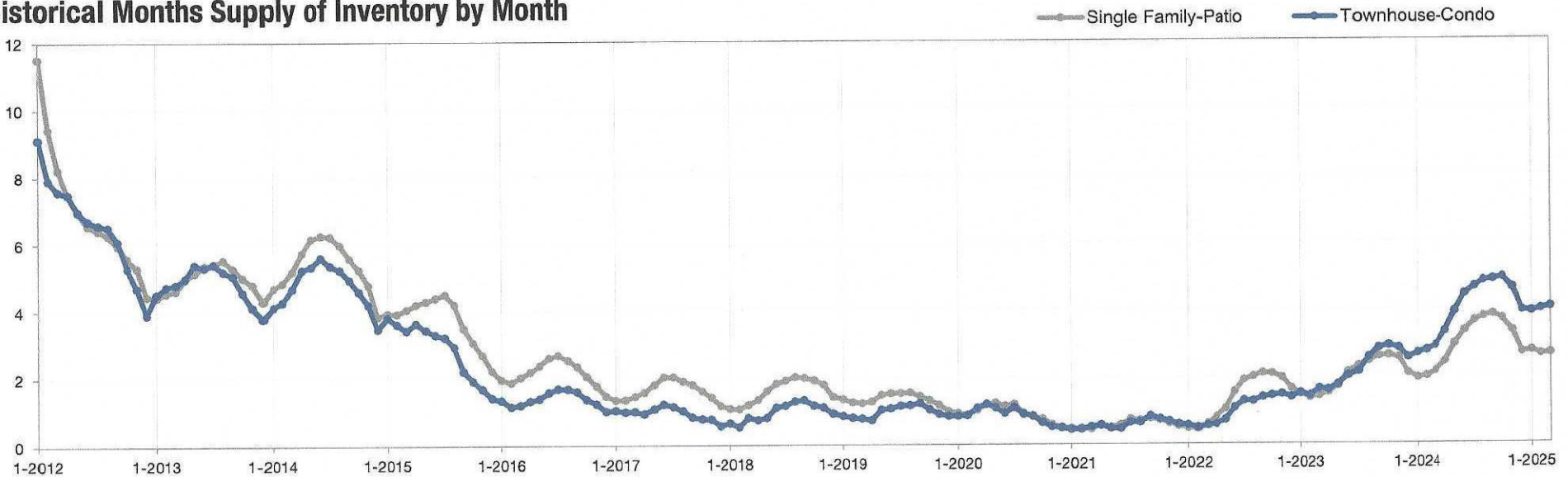
Months Supply of Inventory

March



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	2.7	+42.1%	3.9	+44.4%
Feb-2025	2.6	+30.0%	4.0	+42.9%
Mar-2025	2.7	+28.6%	4.0	+37.9%

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.

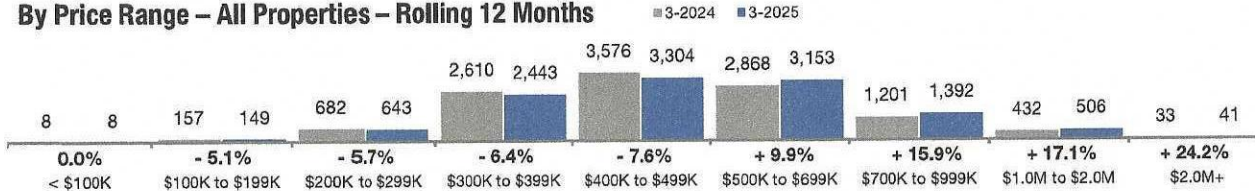
Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,337	1,610	+ 20.4%	3,453	3,959	+ 14.7%
Pending Sales (PEND, UC, UCSS, RGT)		1,087	1,360	+ 25.1%	2,878	3,257	+ 13.2%
Sold Listings		943	1,037	+ 10.0%	2,416	2,458	+ 1.7%
Median Sales Price		\$451,000	\$470,000	+ 4.2%	\$448,250	\$467,950	+ 4.4%
Average Sales Price		\$504,438	\$532,124	+ 5.5%	\$500,378	\$528,369	+ 5.6%
Pct. of List Price Received		99.5%	99.3%	- 0.2%	99.3%	99.0%	- 0.3%
Days on Market		53	61	+ 15.1%	53	63	+ 18.9%
Housing Affordability Index		81	78	- 3.7%	81	79	- 2.5%
Active Listings		2,154	2,754	+ 27.9%	--	--	--
Months Supply of Inventory		2.2	2.8	+ 27.3%	--	--	--

Sold Listings

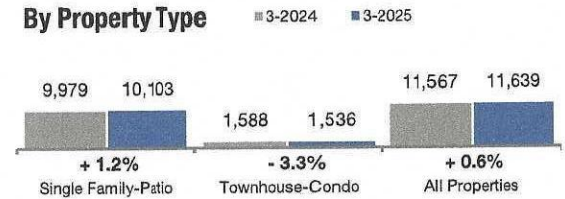
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

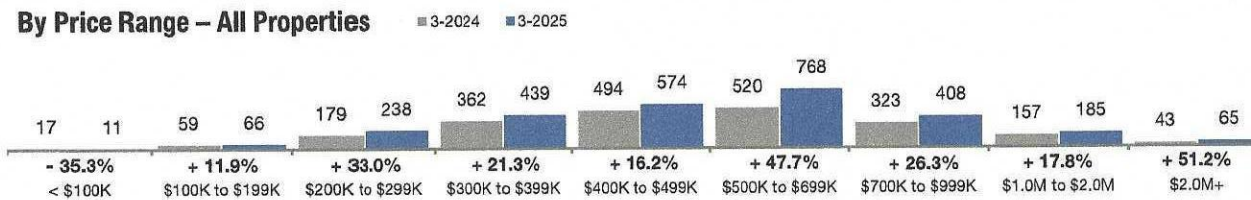
Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	3-2024	3-2025	Change	3-2024	3-2025	Change	2-2025	3-2025	Change	2-2025	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
\$99,999 and Below	8	7	-12.5%	0	1	--	0	1	--	0	0	--	2	1	-50.0%	0	0	--
\$100,000 to \$199,999	58	48	-17.2%	99	101	+2.0%	1	2	+100.0%	8	9	+12.5%	9	7	-22.2%	21	19	-9.5%
\$200,000 to \$299,999	317	288	-9.1%	365	355	-2.7%	21	20	-4.8%	25	34	+36.0%	69	62	-10.1%	86	84	-2.3%
\$300,000 to \$399,999	1,961	1,841	-6.1%	649	602	-7.2%	143	178	+24.5%	39	54	+38.5%	443	439	-0.9%	137	124	-9.5%
\$400,000 to \$499,999	3,246	2,975	-8.3%	330	329	-0.3%	183	262	+43.2%	14	30	+114.3%	717	627	-12.6%	77	62	-19.5%
\$500,000 to \$699,999	2,754	3,040	+10.4%	114	113	-0.9%	181	292	+61.3%	7	6	-14.3%	536	651	+21.5%	22	17	-22.7%
\$700,000 to \$999,999	1,182	1,369	+15.8%	19	23	+21.1%	86	104	+20.9%	0	1	--	218	258	+18.3%	5	1	-80.0%
\$1,000,000 to \$1,999,999	421	497	+18.1%	11	9	-18.2%	25	36	+44.0%	1	3	+200.0%	66	91	+37.9%	3	4	+33.3%
\$2,000,000 and Above	32	38	+18.8%	1	3	+200.0%	3	5	+66.7%	0	0	--	5	10	+100.0%	0	1	--
All Price Ranges	9,979	10,103	+1.2%	1,588	1,536	-3.3%	643	900	+40.0%	94	137	+45.7%	2,065	2,146	+3.9%	351	312	-11.1%

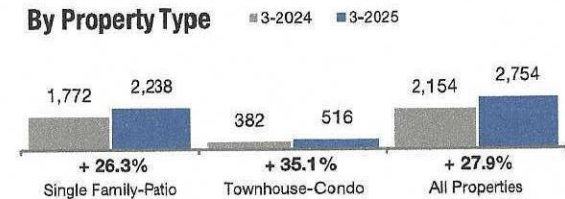
Inventory of Active Listings

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		
	3-2024	3-2025	Change	3-2024	3-2025	Change	2-2025	3-2025	Change	2-2025	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025
\$99,999 and Below	14	8	-42.9%	3	3	0.0%	8	8	0.0%	3	3	0.0%					
\$100,000 to \$199,999	30	32	+6.7%	29	34	+17.2%	31	32	+3.2%	32	34	+6.3%					
\$200,000 to \$299,999	94	100	+6.4%	85	138	+62.4%	100	100	0.0%	129	138	+7.0%					
\$300,000 to \$399,999	243	264	+8.6%	119	175	+47.1%	295	264	-10.5%	185	175	-5.4%					
\$400,000 to \$499,999	406	473	+16.5%	88	101	+14.8%	501	473	-5.6%	104	101	-2.9%					
\$500,000 to \$699,999	476	718	+50.8%	44	50	+13.6%	655	718	+9.6%	43	50	+16.3%					
\$700,000 to \$999,999	310	398	+28.4%	13	10	-23.1%	376	398	+5.9%	10	10	0.0%					
\$1,000,000 to \$1,999,999	156	182	+16.7%	1	3	+200.0%	167	182	+9.0%	1	3	+200.0%					
\$2,000,000 and Above	43	63	+46.5%	0	2	--	55	63	+14.5%	2	2	0.0%					
All Price Ranges	1,772	2,238	+26.3%	382	516	+35.1%	2,188	2,238	+2.3%	509	516	+1.4%					

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.