

# Monthly Indicators

Activity for El Paso and Teller Counties Only



## October 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 3.6 percent for single family-patio homes but increased 9.6 percent for townhouse-condo properties. Pending Sales increased 9.6 percent for single family-patio homes and 10.7 percent for townhouse-condo properties.

The Median Sales Price was up 18.0 percent to \$450,000 for single family-patio homes and 26.2 percent to \$330,000 for townhouse-condo properties. Days on Market decreased 27.8 percent for single family homes and 25.0 percent for townhouse-condo properties.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

## Activity Snapshot

**- 7.0%**

One-Year Change in  
**Sold Listings**  
All Properties

**+ 16.8%**

One-Year Change in  
**Median Sales Price**  
All Properties

**- 9.1%**

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	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		1,418	<b>1,367</b>	- 3.6%	15,102	<b>15,291</b>	+ 1.3%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		1,361	<b>1,491</b>	+ 9.6%	14,059	<b>14,338</b>	+ 2.0%
<b>Sold Listings</b>		1,576	<b>1,468</b>	- 6.9%	13,270	<b>13,843</b>	+ 4.3%
<b>Median Sales Price</b>		\$381,503	<b>\$450,000</b>	+ 18.0%	\$367,064	<b>\$435,000</b>	+ 18.5%
<b>Average Sales Price</b>		\$426,541	<b>\$510,732</b>	+ 19.7%	\$409,709	<b>\$489,143</b>	+ 19.4%
<b>Pct. of List Price Received</b>		101.0%	<b>101.9%</b>	+ 0.9%	100.6%	<b>103.4%</b>	+ 2.8%
<b>Days on Market</b>		18	<b>13</b>	- 27.8%	21	<b>11</b>	- 47.6%
<b>Housing Affordability Index</b>		105	<b>86</b>	- 18.1%	109	<b>89</b>	- 18.3%
<b>Active Listings</b>		1,096	<b>971</b>	- 11.4%	--	--	--
<b>Months Supply of Inventory</b>		0.8	<b>0.7</b>	- 12.5%	--	--	--

# Townhouse-Condo Market Overview

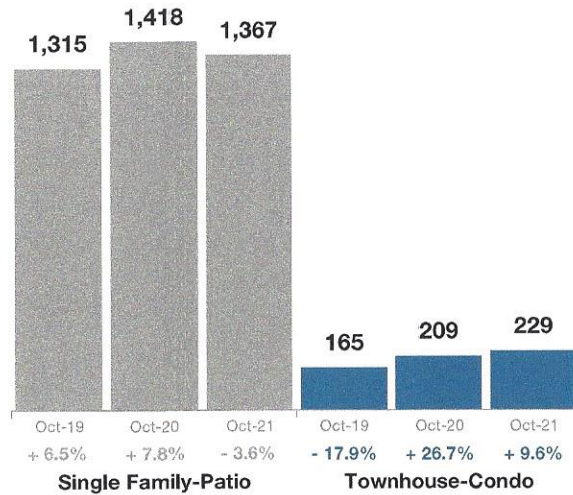


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

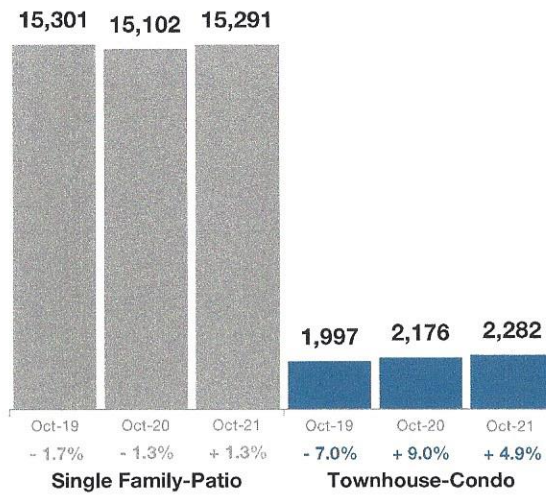
Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		209	<b>229</b>	+ 9.6%	2,176	<b>2,282</b>	+ 4.9%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		224	<b>248</b>	+ 10.7%	2,097	<b>2,154</b>	+ 2.7%
<b>Sold Listings</b>		251	<b>232</b>	- 7.6%	1,902	<b>2,092</b>	+ 10.0%
<b>Median Sales Price</b>		\$261,400	<b>\$330,000</b>	+ 26.2%	\$250,750	<b>\$310,000</b>	+ 23.6%
<b>Average Sales Price</b>		\$275,102	<b>\$326,230</b>	+ 18.6%	\$266,333	<b>\$320,276</b>	+ 20.3%
<b>Pct. of List Price Received</b>		100.7%	<b>101.9%</b>	+ 1.2%	100.5%	<b>103.1%</b>	+ 2.6%
<b>Days on Market</b>		12	<b>9</b>	- 25.0%	17	<b>8</b>	- 52.9%
<b>Housing Affordability Index</b>		153	<b>117</b>	- 23.5%	160	<b>125</b>	- 21.9%
<b>Active Listings</b>		123	<b>137</b>	+ 11.4%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		0.7	<b>0.7</b>	0.0%	--	<b>--</b>	--

# New Listings

## October

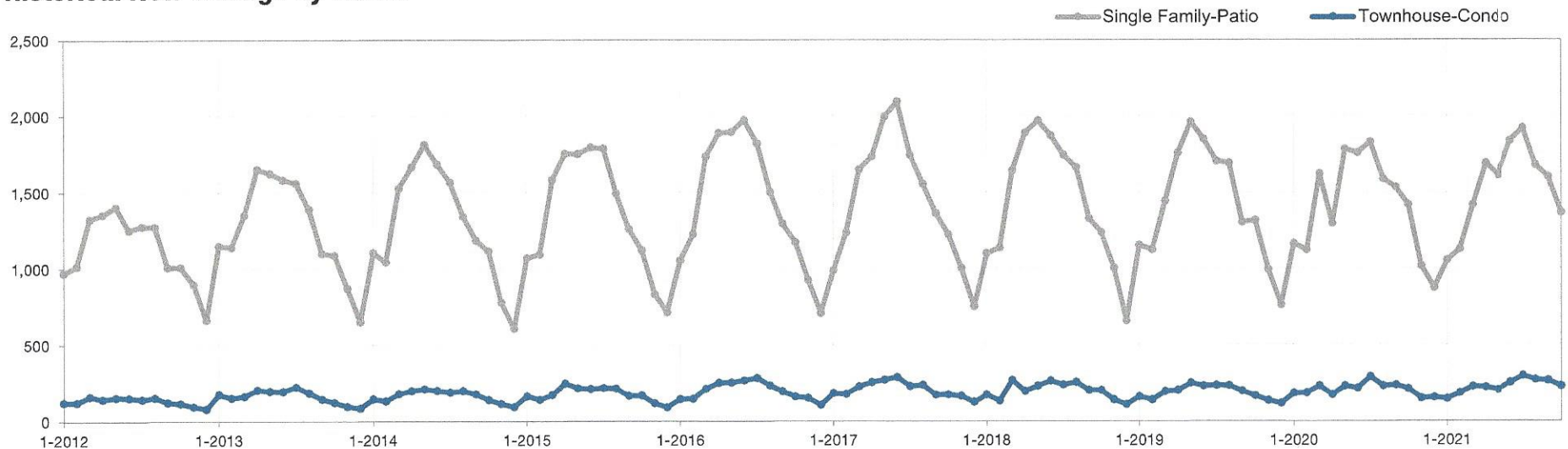


## Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	1,017	+2.5%	148	+10.4%
Dec-2020	873	+14.7%	152	+33.3%
Jan-2021	1,052	-9.5%	144	-20.9%
Feb-2021	1,125	+0.3%	181	-1.1%
Mar-2021	1,416	-12.5%	225	-2.2%
Apr-2021	1,688	+30.3%	220	+28.7%
May-2021	1,609	-9.7%	203	-11.7%
Jun-2021	1,836	+4.4%	250	+16.3%
Jul-2021	1,918	+4.9%	296	+1.7%
Aug-2021	1,679	+5.8%	270	+17.4%
Sep-2021	1,601	+4.5%	264	+12.3%
<b>Oct-2021</b>	<b>1,367</b>	<b>-3.6%</b>	<b>229</b>	<b>+9.6%</b>

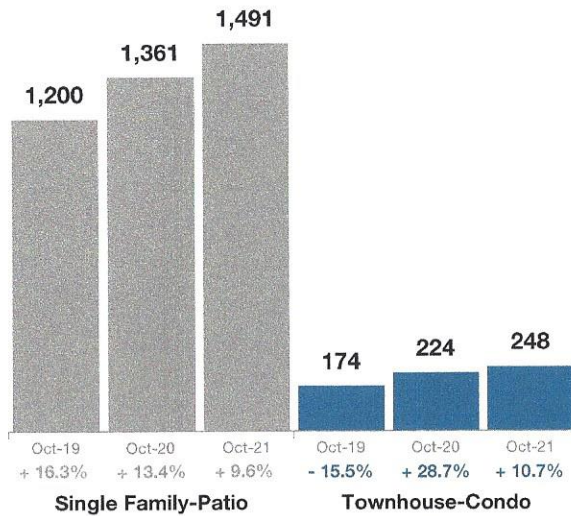
## Historical New Listings by Month



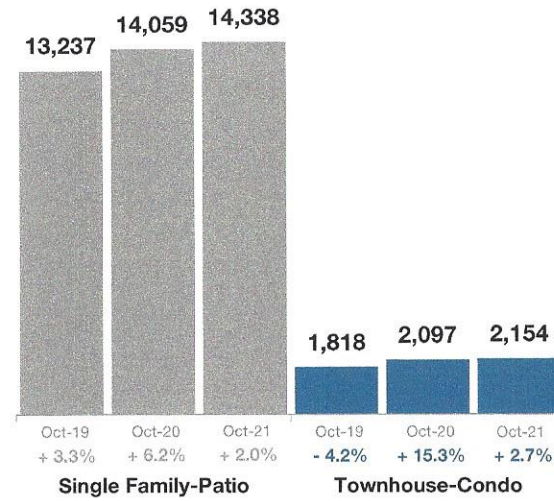
# Pending Sales (PEND, UC, UCSS, RGT)



## October

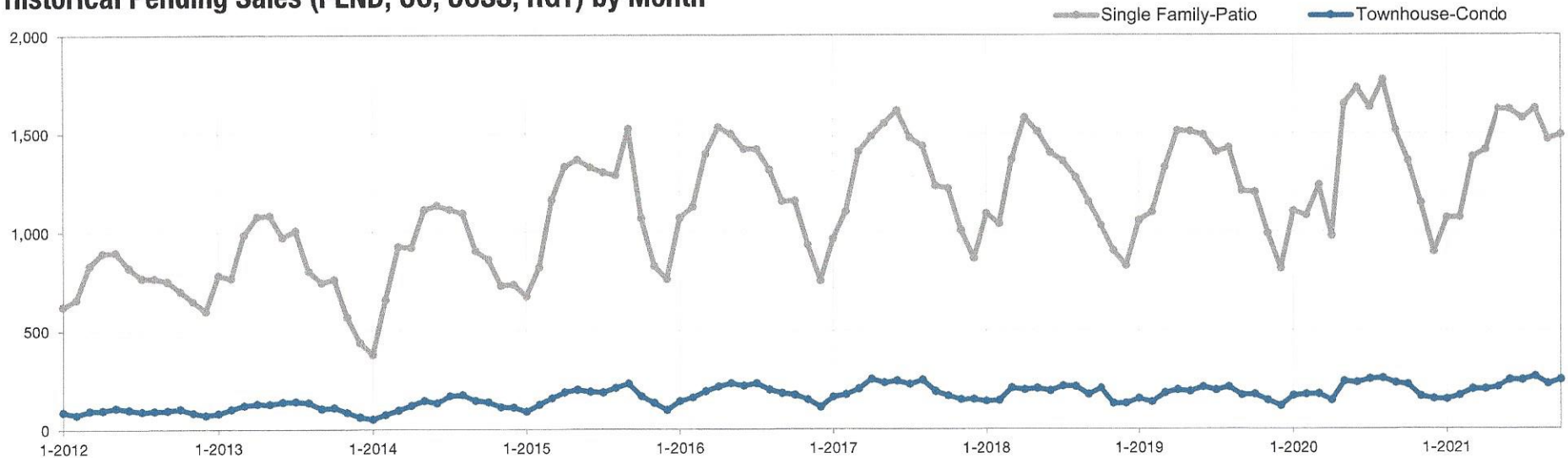


## Year to Date



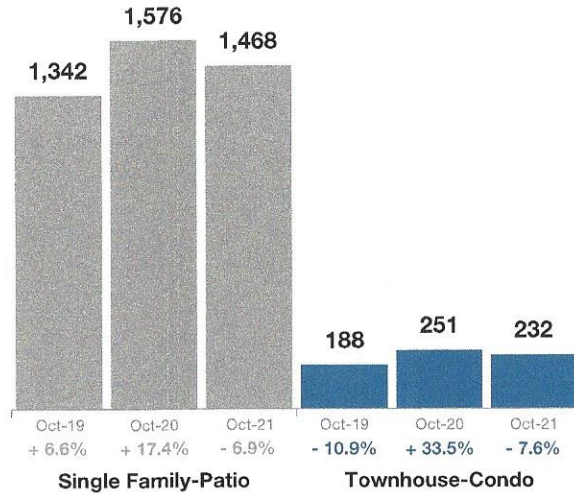
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	1,147	+15.7%	164	+14.7%
Dec-2020	897	+10.2%	150	+31.6%
Jan-2021	1,069	-3.2%	148	-11.4%
Feb-2021	1,072	-1.0%	168	-3.4%
Mar-2021	1,379	+11.5%	200	+13.0%
Apr-2021	1,416	+44.6%	199	+39.2%
May-2021	1,622	-1.6%	210	-12.1%
Jun-2021	1,621	-6.2%	246	+5.1%
Jul-2021	1,576	-3.4%	245	-2.8%
Aug-2021	1,623	-8.3%	264	+3.5%
Sep-2021	1,469	-3.1%	226	-2.6%
<b>Oct-2021</b>	<b>1,491</b>	<b>+9.6%</b>	<b>248</b>	<b>+10.7%</b>

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

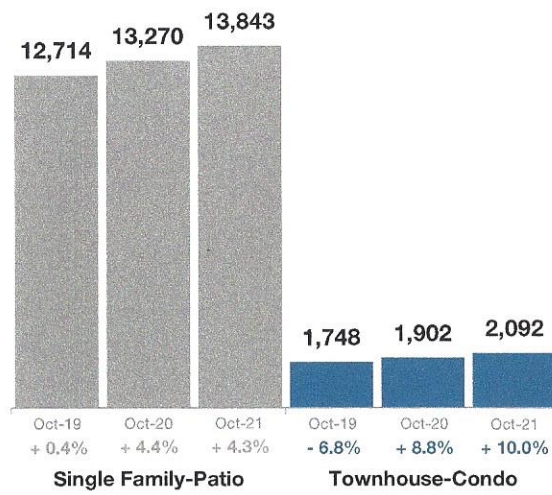


# Sold Listings

## October

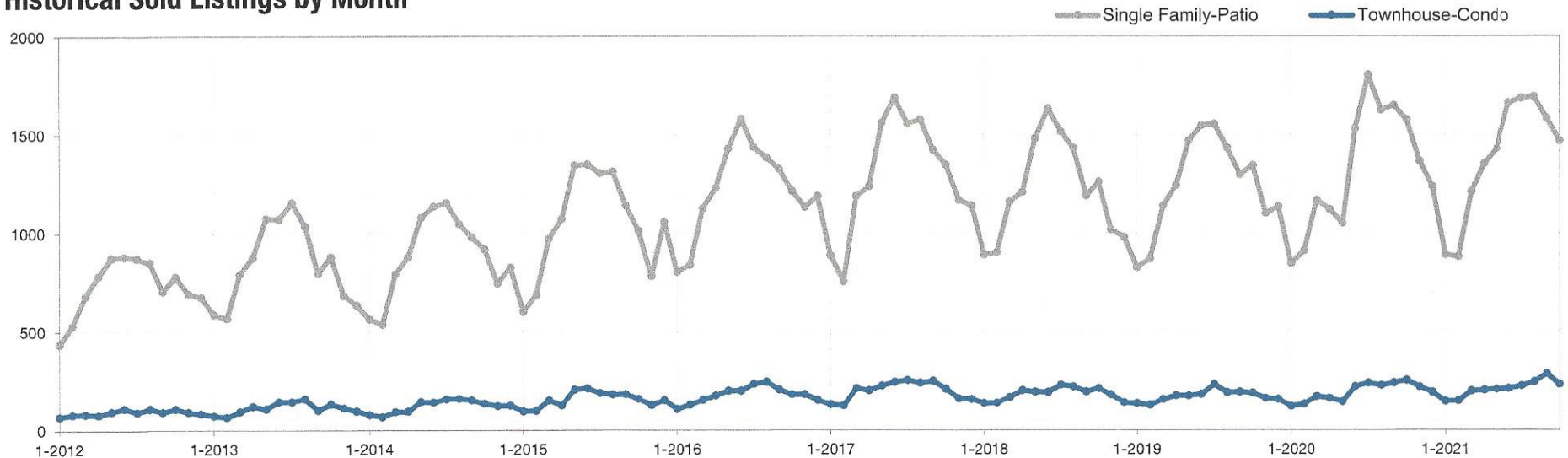


## Year to Date



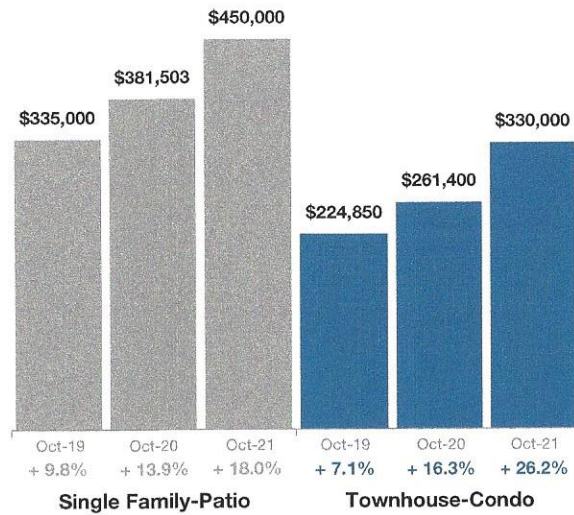
Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	1,365	+24.0%	218	+35.4%
Dec-2020	1,236	+8.9%	192	+23.1%
Jan-2021	889	+5.3%	145	+21.8%
Feb-2021	879	-3.3%	148	+12.1%
Mar-2021	1,210	+3.7%	198	+16.5%
Apr-2021	1,353	+20.7%	202	+25.5%
May-2021	1,428	+36.0%	206	+43.1%
Jun-2021	1,659	+8.4%	210	-5.0%
Jul-2021	1,684	-6.5%	223	-6.3%
Aug-2021	1,691	+4.1%	243	+7.5%
Sep-2021	1,582	-4.0%	285	+18.8%
<b>Oct-2021</b>	<b>1,468</b>	<b>-6.9%</b>	<b>232</b>	<b>-7.6%</b>

## Historical Sold Listings by Month

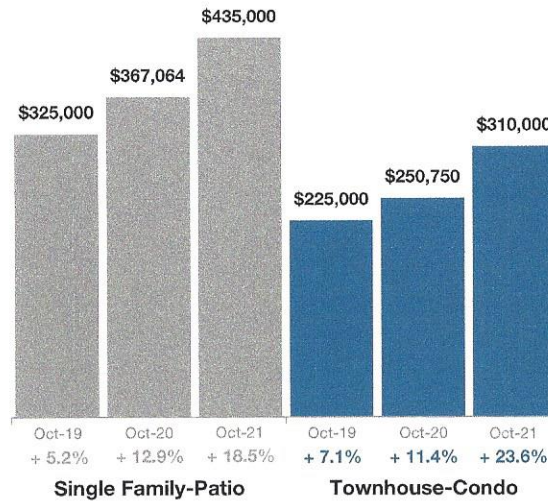


# Median Sales Price

## October

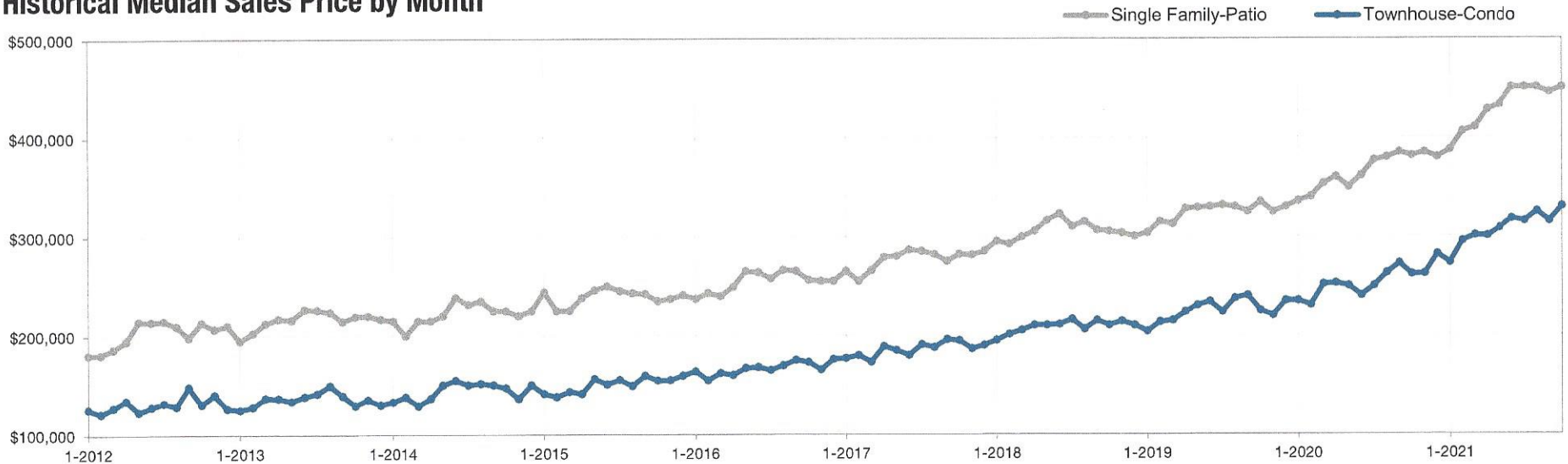


## Year to Date



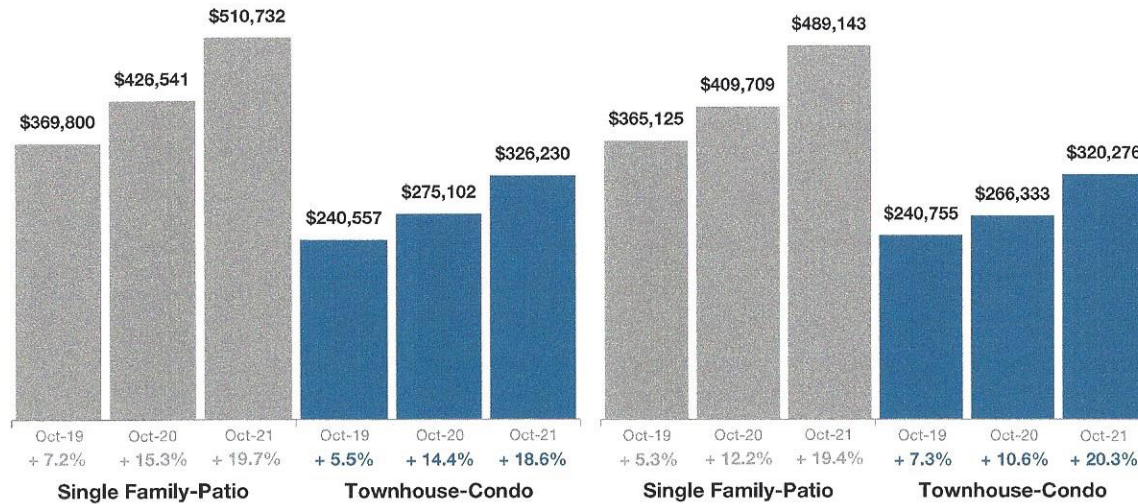
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	\$384,756	+18.4%	\$262,000	+19.1%
Dec-2020	\$380,000	+15.2%	\$281,623	+19.9%
Jan-2021	\$387,000	+15.2%	\$273,000	+16.2%
Feb-2021	\$405,500	+19.3%	\$295,050	+28.0%
Mar-2021	\$410,000	+16.0%	\$300,500	+19.5%
Apr-2021	\$427,550	+18.8%	\$300,000	+18.8%
May-2021	\$432,500	+23.6%	\$308,000	+23.2%
Jun-2021	\$450,000	+24.5%	\$317,433	+32.3%
Jul-2021	\$450,000	+19.4%	\$315,000	+26.0%
Aug-2021	\$450,000	+18.4%	\$325,000	+23.7%
Sep-2021	\$445,000	+15.6%	\$315,000	+15.6%
<b>Oct-2021</b>	<b>\$450,000</b>	<b>+18.0%</b>	<b>\$330,000</b>	<b>+26.2%</b>

## Historical Median Sales Price by Month



# Average Sales Price

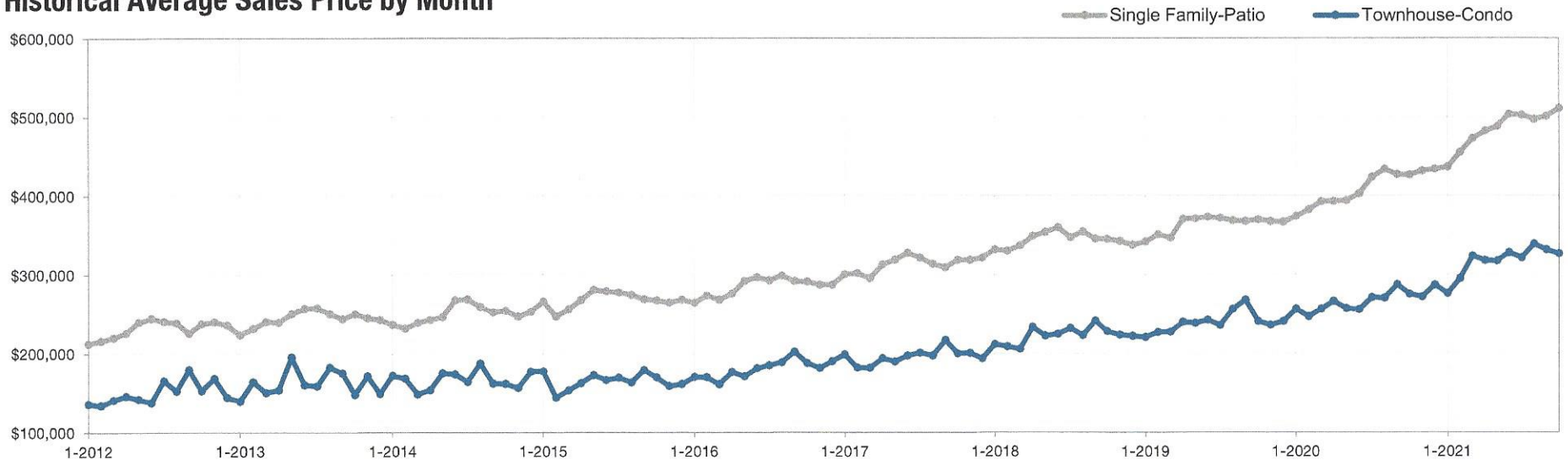
## October



## Year to Date

Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	\$431,442	+17.4%	\$271,600	+15.1%
Dec-2020	\$433,771	+18.3%	\$286,800	+19.2%
Jan-2021	\$436,377	+16.6%	\$275,939	+7.7%
Feb-2021	\$454,954	+18.9%	\$294,581	+19.5%
Mar-2021	\$472,624	+20.3%	\$323,402	+26.1%
Apr-2021	\$481,988	+22.6%	\$317,727	+19.3%
May-2021	\$487,402	+23.6%	\$316,924	+23.4%
Jun-2021	\$503,287	+24.9%	\$327,859	+28.3%
Jul-2021	\$502,118	+18.5%	\$321,007	+18.4%
Aug-2021	\$497,000	+14.6%	\$338,808	+25.4%
Sep-2021	\$501,017	+17.3%	\$331,449	+15.3%
<b>Oct-2021</b>	<b>\$510,732</b>	<b>+19.7%</b>	<b>\$326,230</b>	<b>+18.6%</b>

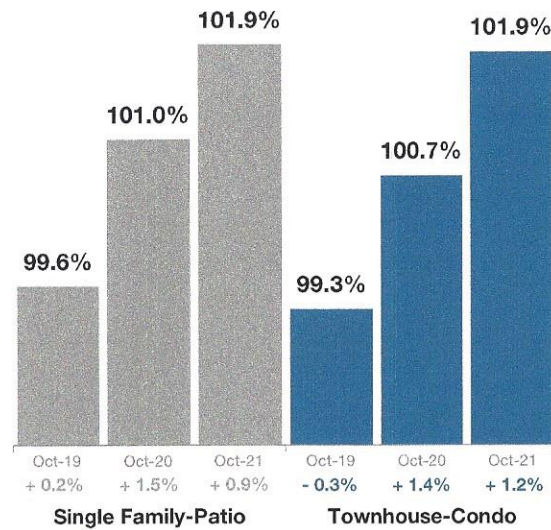
## Historical Average Sales Price by Month



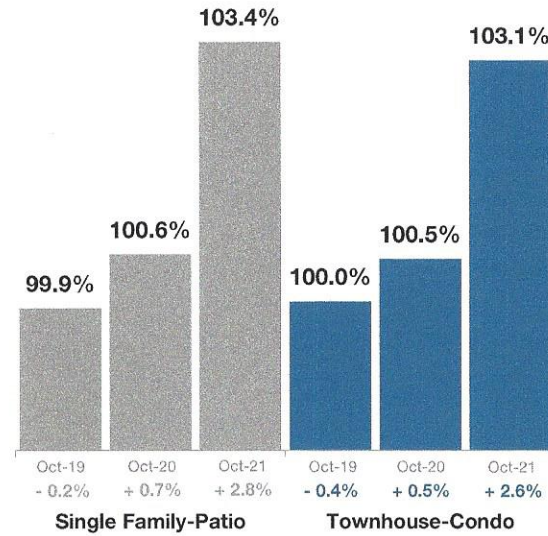


# Percent of List Price Received

## October

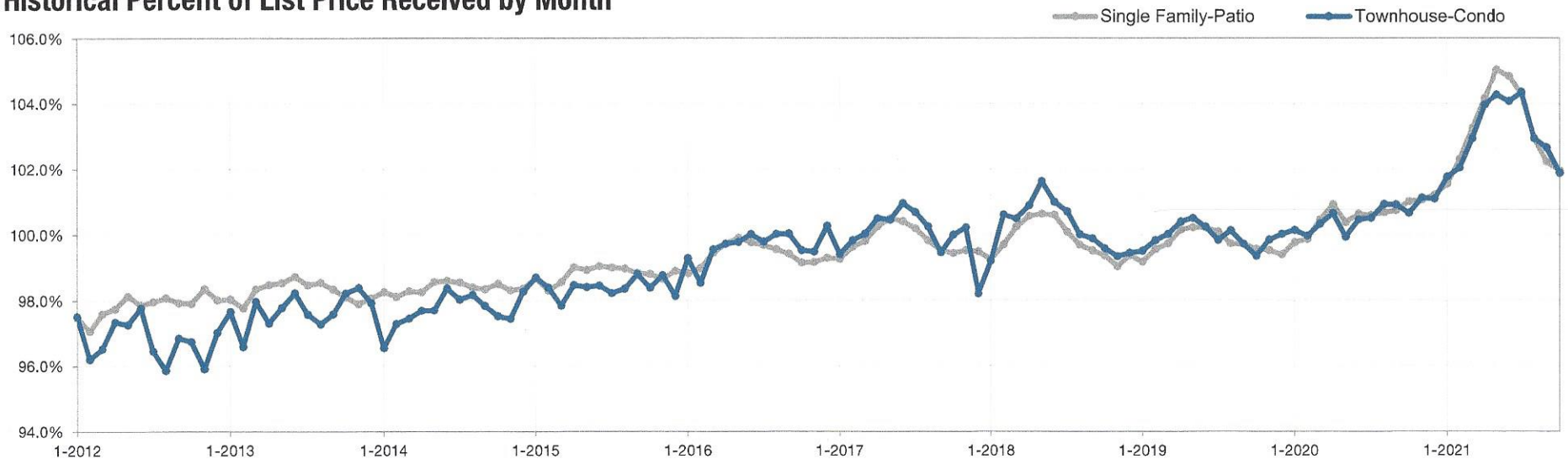


## Year to Date



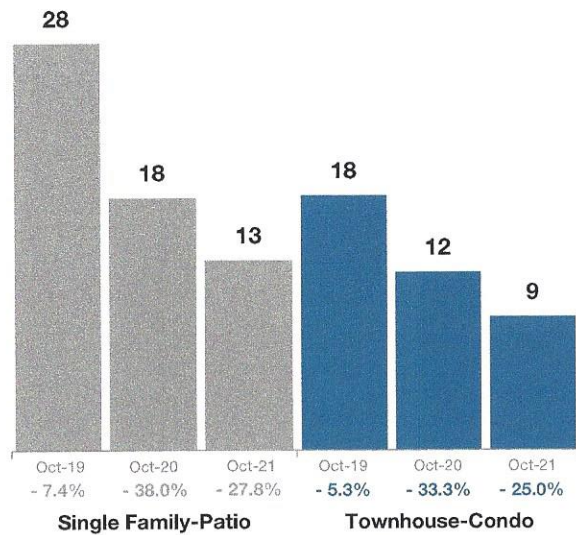
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	101.1%	+1.6%	101.1%	+1.3%
Dec-2020	101.2%	+1.8%	101.1%	+1.1%
Jan-2021	101.5%	+1.7%	101.8%	+1.7%
Feb-2021	102.3%	+2.4%	102.0%	+2.0%
Mar-2021	103.2%	+2.7%	102.9%	+2.6%
Apr-2021	104.2%	+3.3%	104.0%	+3.4%
May-2021	105.0%	+4.6%	104.3%	+4.4%
Jun-2021	104.8%	+4.2%	104.1%	+3.6%
Jul-2021	104.3%	+3.7%	104.3%	+3.8%
Aug-2021	102.9%	+2.2%	102.9%	+2.0%
Sep-2021	102.2%	+1.5%	102.6%	+1.7%
<b>Oct-2021</b>	<b>101.9%</b>	<b>+0.9%</b>	<b>101.9%</b>	<b>+1.2%</b>

## Historical Percent of List Price Received by Month

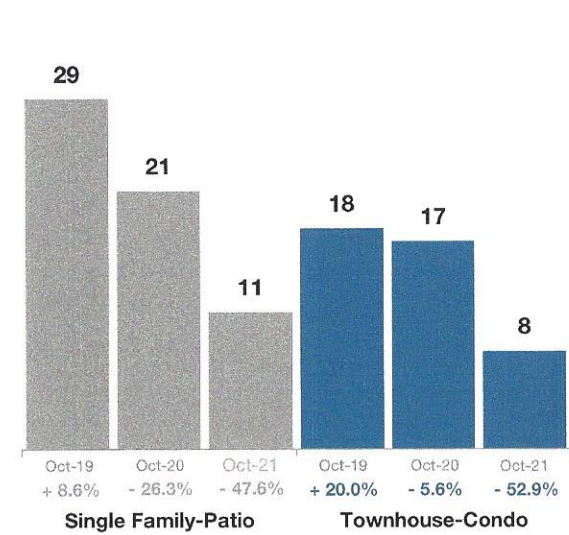


# Days on Market Until Sale

## October

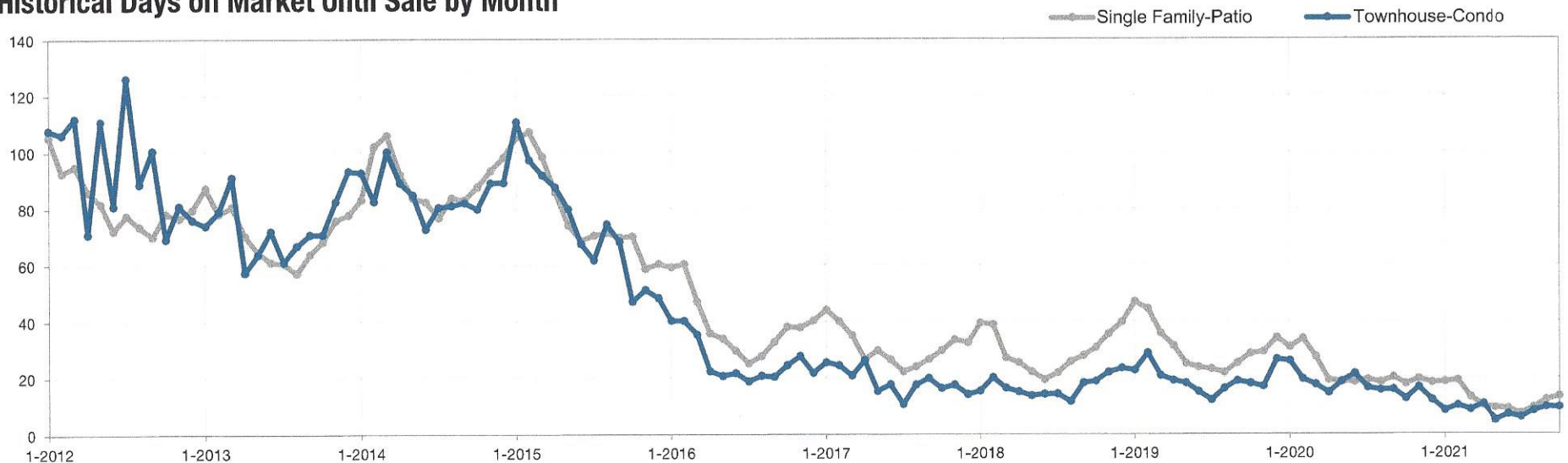


## Year to Date



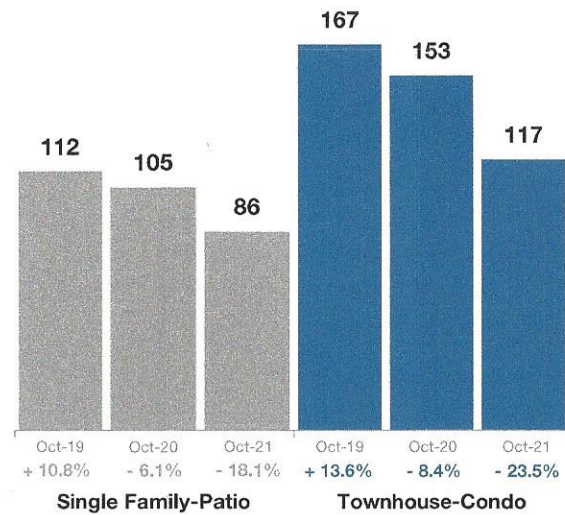
Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	19	-34.5%	16	-5.9%
Dec-2020	18	-47.1%	12	-53.8%
Jan-2021	18	-41.9%	8	-69.2%
Feb-2021	19	-44.1%	10	-47.4%
Mar-2021	13	-51.9%	8	-52.9%
Apr-2021	10	-47.4%	10	-33.3%
May-2021	9	-52.6%	5	-72.2%
Jun-2021	9	-50.0%	7	-66.7%
Jul-2021	7	-63.2%	6	-62.5%
Aug-2021	9	-50.0%	8	-46.7%
Sep-2021	12	-40.0%	9	-43.8%
<b>Oct-2021</b>	<b>13</b>	<b>-27.8%</b>	<b>9</b>	<b>-25.0%</b>

## Historical Days on Market Until Sale by Month

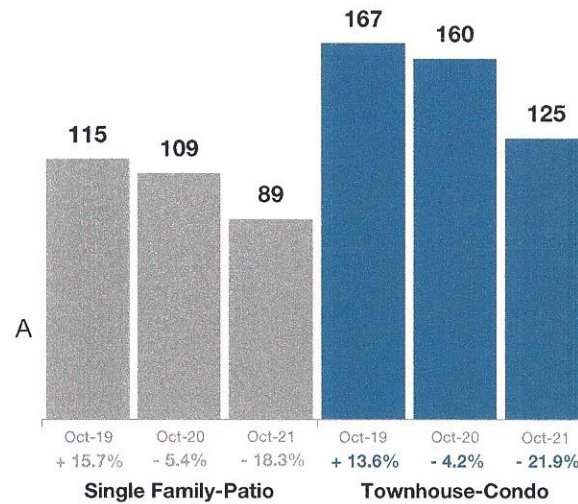


# Housing Affordability Index

## October

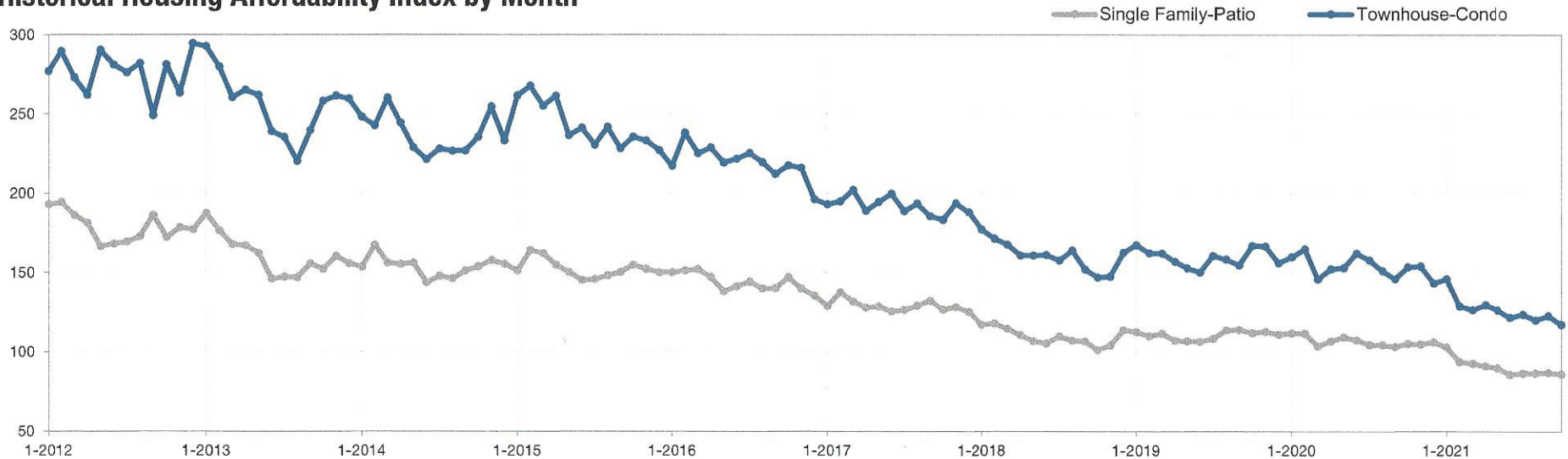


## Year to Date



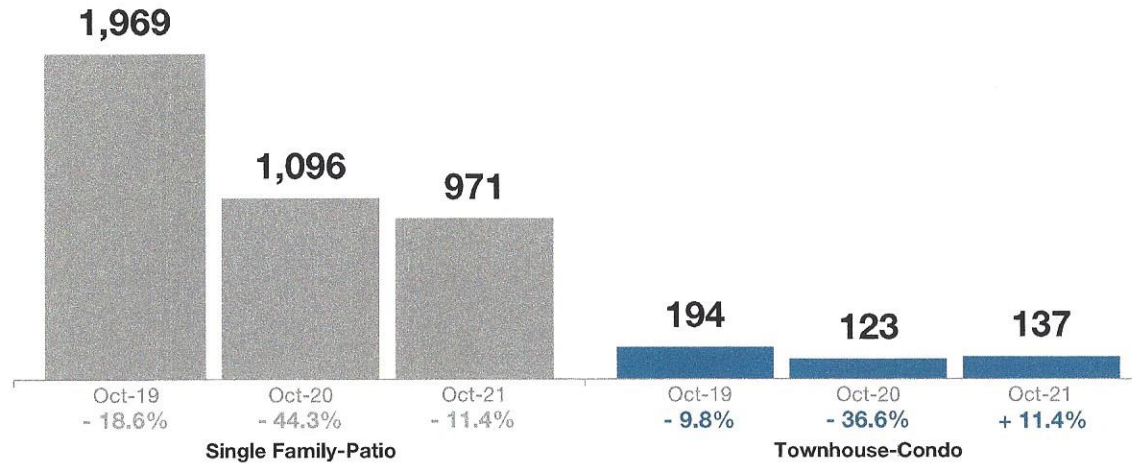
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	105	-7.1%	154	-7.8%
Dec-2020	106	-4.5%	143	-8.3%
Jan-2021	103	-8.0%	146	-8.8%
Feb-2021	94	-16.1%	129	-21.8%
Mar-2021	93	-10.6%	126	-13.7%
Apr-2021	91	-15.0%	130	-14.5%
May-2021	90	-17.4%	126	-17.6%
Jun-2021	86	-20.4%	122	-24.7%
Jul-2021	86	-18.1%	124	-21.5%
Aug-2021	87	-16.3%	120	-20.5%
Sep-2021	87	-15.5%	123	-15.8%
<b>Oct-2021</b>	<b>86</b>	<b>-18.1%</b>	<b>117</b>	<b>-23.5%</b>

## Historical Housing Affordability Index by Month



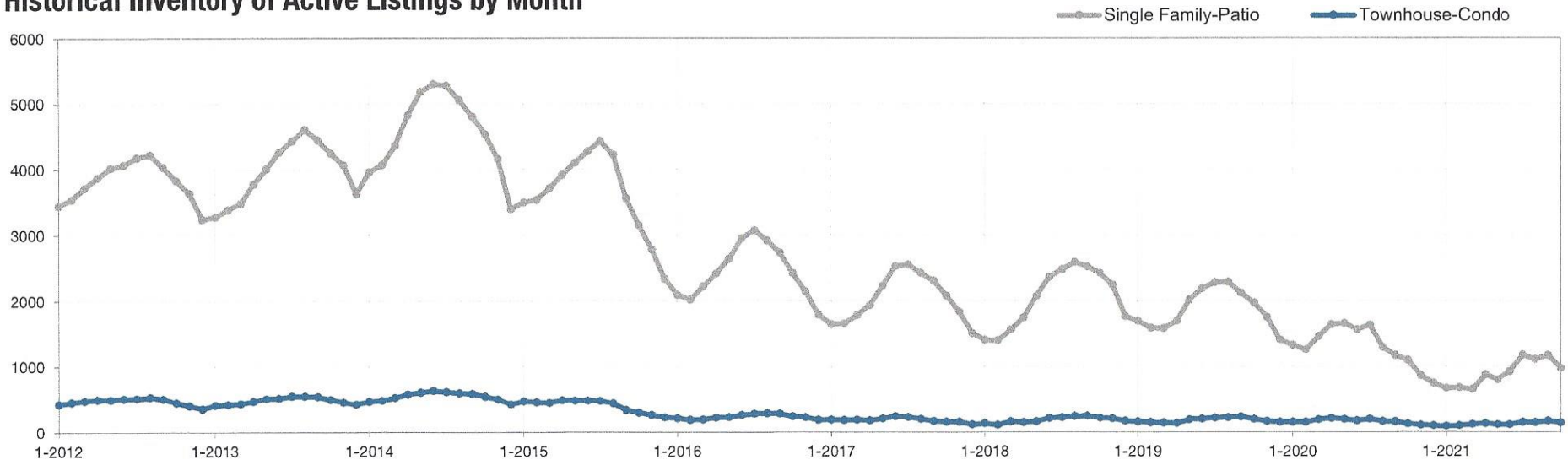
# Inventory of Active Listings

## October



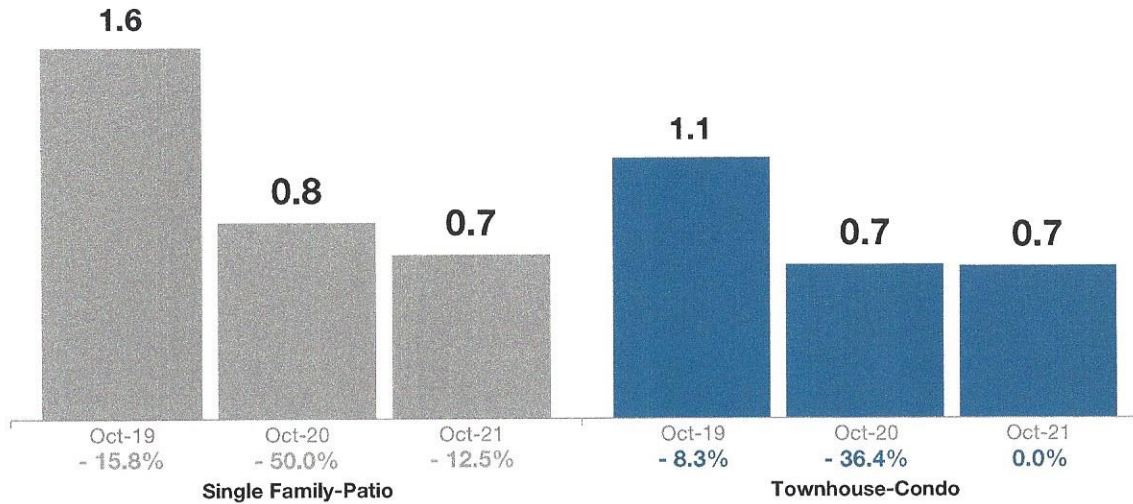
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	858	-50.9%	100	-38.3%
Dec-2020	742	-47.3%	95	-36.2%
Jan-2021	665	-49.7%	85	-42.6%
Feb-2021	673	-46.4%	94	-37.3%
Mar-2021	652	-55.2%	112	-41.4%
Apr-2021	870	-46.9%	125	-40.8%
May-2021	795	-52.0%	110	-42.7%
Jun-2021	920	-41.0%	109	-35.1%
Jul-2021	1,172	-28.1%	145	-26.0%
Aug-2021	1,108	-14.2%	140	-12.5%
Sep-2021	1,168	-0.1%	167	+7.1%
<b>Oct-2021</b>	<b>971</b>	<b>-11.4%</b>	<b>137</b>	<b>+11.4%</b>

## Historical Inventory of Active Listings by Month



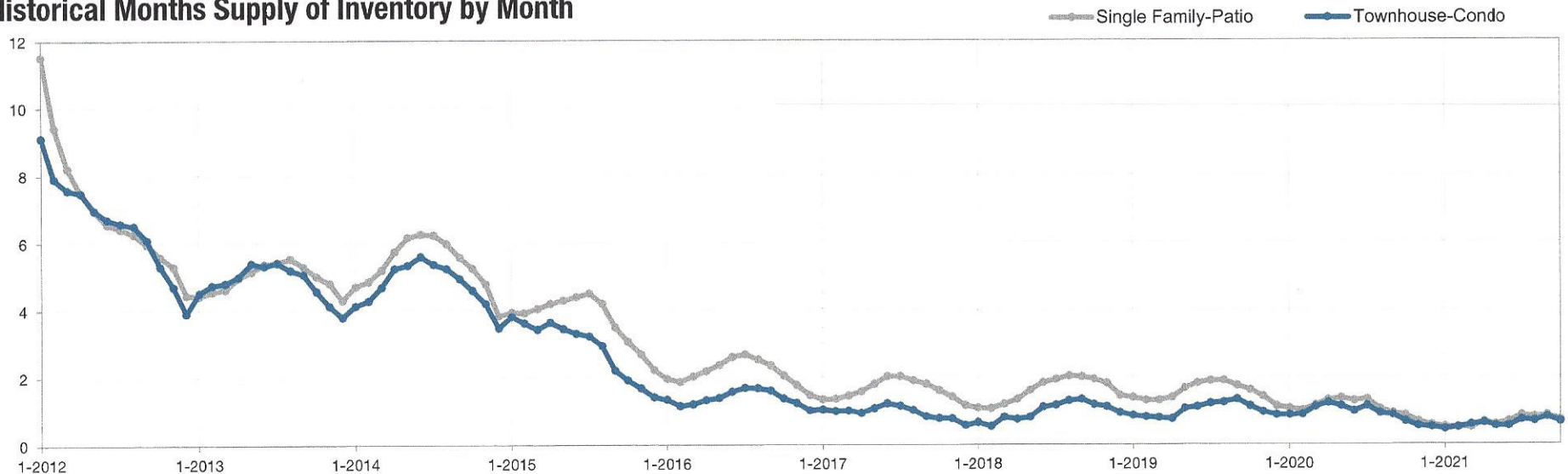
# Months Supply of Inventory

## October



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	0.7	-50.0%	0.5	-44.4%
Dec-2020	0.6	-45.5%	0.5	-44.4%
Jan-2021	0.5	-54.5%	0.4	-55.6%
Feb-2021	0.5	-50.0%	0.5	-44.4%
Mar-2021	0.5	-58.3%	0.6	-45.5%
Apr-2021	0.6	-53.8%	0.6	-50.0%
May-2021	0.6	-57.1%	0.5	-54.5%
Jun-2021	0.7	-46.2%	0.5	-50.0%
Jul-2021	0.8	-38.5%	0.7	-36.4%
Aug-2021	0.8	-20.0%	0.7	-22.2%
Sep-2021	0.8	-11.1%	0.8	-11.1%
<b>Oct-2021</b>	<b>0.7</b>	<b>-12.5%</b>	<b>0.7</b>	<b>0.0%</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.

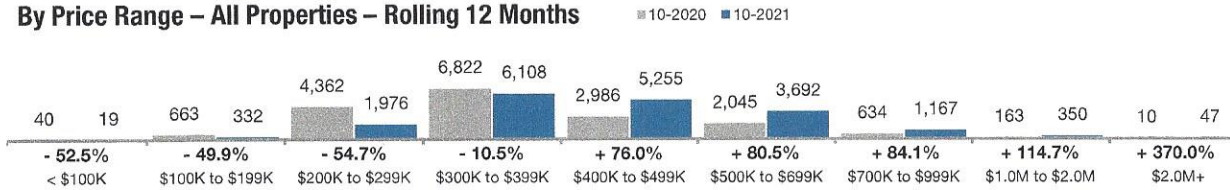
Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		1,627	<b>1,596</b>	- 1.9%	17,278	<b>17,573</b>	+ 1.7%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		1,585	<b>1,739</b>	+ 9.7%	16,156	<b>16,492</b>	+ 2.1%
<b>Sold Listings</b>		1,827	<b>1,700</b>	- 7.0%	15,172	<b>15,935</b>	+ 5.0%
<b>Median Sales Price</b>		\$368,000	<b>\$430,000</b>	+ 16.8%	\$355,000	<b>\$420,000</b>	+ 18.3%
<b>Average Sales Price</b>		\$405,736	<b>\$485,646</b>	+ 19.7%	\$391,735	<b>\$466,980</b>	+ 19.2%
<b>Pct. of List Price Received</b>		101.0%	<b>101.9%</b>	+ 0.9%	100.6%	<b>103.3%</b>	+ 2.7%
<b>Days on Market</b>		17	<b>13</b>	- 23.5%	21	<b>11</b>	- 47.6%
<b>Housing Affordability Index</b>		109	<b>90</b>	- 17.4%	113	<b>92</b>	- 18.6%
<b>Active Listings</b>		1,219	<b>1,108</b>	- 9.1%	--	--	--
<b>Months Supply of Inventory</b>		0.8	<b>0.7</b>	- 12.5%	--	--	--

# Sold Listings

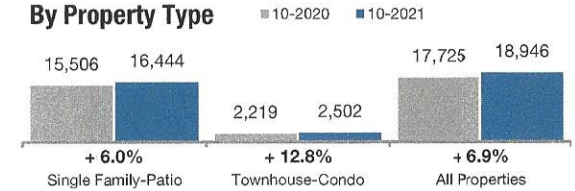
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

### Compared to Prior Month

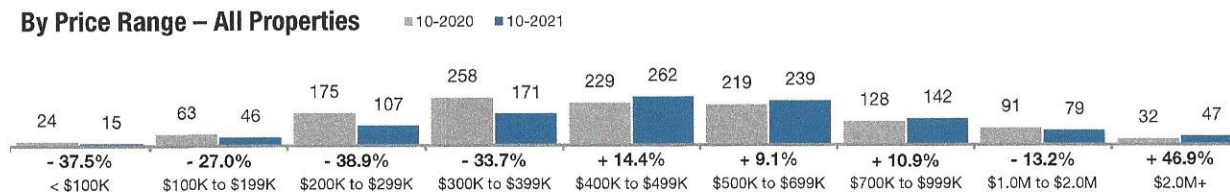
### Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	10-2020	10-2021	Change	10-2020	10-2021	Change	9-2021	10-2021	Change	9-2021	10-2021	Change	10-2020	10-2021	Change	10-2020	10-2021	Change
\$99,999 and Below	22	14	-36.4%	18	5	-72.2%	3	0	-100.0%	0	2	--	13	10	-23.1%	15	2	-86.7%
\$100,000 to \$199,999	235	108	-54.0%	428	224	-47.7%	7	5	-28.6%	24	15	-37.5%	180	81	-55.0%	339	171	-49.6%
\$200,000 to \$299,999	3,119	1,028	-67.0%	1,243	948	-23.7%	67	49	-26.9%	86	62	-27.9%	2,408	688	-71.4%	1,071	740	-30.9%
\$300,000 to \$399,999	6,413	5,092	-20.6%	409	1,016	+148.4%	406	379	-6.7%	126	120	-4.8%	5,559	4,013	-27.8%	363	904	+149.0%
\$400,000 to \$499,999	2,904	5,044	+73.7%	82	211	+157.3%	557	513	-7.9%	35	28	-20.0%	2,592	4,501	+73.6%	77	185	+140.3%
\$500,000 to \$699,999	2,019	3,619	+79.2%	26	73	+180.8%	361	369	+2.2%	9	3	-66.7%	1,806	3,189	+76.6%	24	65	+170.8%
\$700,000 to \$999,999	624	1,149	+84.1%	10	18	+80.0%	129	107	-17.1%	3	2	-33.3%	557	1,005	+80.4%	10	18	+80.0%
\$1,000,000 to \$1,999,999	161	348	+116.1%	2	2	0.0%	46	39	-15.2%	1	0	-100.0%	146	318	+117.8%	2	2	0.0%
\$2,000,000 and Above	9	42	+366.7%	1	5	+400.0%	6	7	+16.7%	1	0	-100.0%	9	38	+322.2%	1	5	+400.0%
All Price Ranges	15,506	16,444	+6.0%	2,219	2,502	+12.8%	1,582	1,468	-7.2%	285	232	-18.6%	13,270	13,843	+4.3%	1,902	2,092	+10.0%

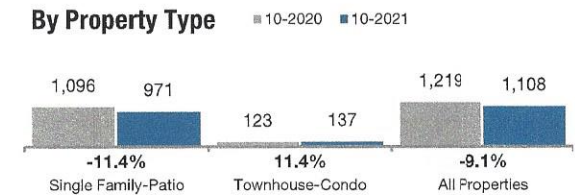
# Inventory of Active Listings

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		
	10-2020	10-2021	Change	10-2020	10-2021	Change	9-2021	10-2021	Change	9-2021	10-2021	Change	10-2020	10-2021	Change	10-2020	10-2021	Change
\$99,999 and Below	20	12	-40.0%	4	3	-25.0%	10	12	+20.0%	3	3	0.0%						
\$100,000 to \$199,999	45	33	-26.7%	18	13	-27.8%	38	33	-13.2%	17	13	-23.5%						
\$200,000 to \$299,999	139	88	-36.7%	36	19	-47.2%	95	88	-7.4%	32	19	-40.6%						
\$300,000 to \$399,999	234	131	-44.0%	24	40	+66.7%	193	131	-32.1%	59	40	-32.2%						
\$400,000 to \$499,999	210	216	+2.9%	19	46	+142.1%	254	216	-15.0%	33	46	+39.4%						
\$500,000 to \$699,999	206	233	+13.1%	13	6	-53.8%	298	233	-21.8%	7	6	-14.3%						
\$700,000 to \$999,999	120	132	+10.0%	8	10	+25.0%	139	132	-5.0%	16	10	-37.5%						
\$1,000,000 to \$1,999,999	91	79	-13.2%	0	0	--	93	79	-15.1%	0	0	--						
\$2,000,000 and Above	31	47	+51.6%	1	0	-100.0%	48	47	-2.1%	0	0	--						
All Price Ranges	1,096	971	-11.4%	123	137	+11.4%	1,168	971	-16.9%	167	137	-18.0%						

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.