

# Monthly Indicators

Activity for El Paso and Teller Counties Only



## November 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 6.9 percent for single family-patio homes but increased 3.9 percent for townhouse-condo properties. Pending Sales increased 1.0 percent for single family-patio homes and 28.1 percent for townhouse-condo properties.

The Median Sales Price was up 3.7 percent to \$474,968 for single family-patio homes but decreased 4.3 percent to \$334,500 for townhouse-condo properties. Days on Market increased 18.2 percent for single family-patio homes but remained flat for townhouse-condo properties.

Inventory remains at historically low levels nationwide, with only 1.15 million homes for sale heading into November, a 5.7% decline compared to the same time last year, for a 3.6 months' supply at the current sales pace. The shortage of available properties for sale has kept pressure on home prices, which have continued to climb despite the slowdown in sales. According to NAR, the U.S. median existing-home sales price increased 3.4% from a year ago to \$391,800, an all-time high for the month, with annual price gains reported in all four regions of the country.

## Activity Snapshot

- 25.4%	+ 2.5%	- 5.2%
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.



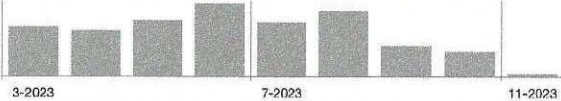
Key Metrics	Historical Sparkbars	11-2022	11-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		773	720	- 6.9%	16,018	11,989	- 25.2%
Pending Sales (PEND, UC, UCSS, RGT)		696	703	+ 1.0%	12,419	9,733	- 21.6%
Sold Listings		829	615	- 25.8%	12,755	9,510	- 25.4%
Median Sales Price		\$457,823	\$474,968	+ 3.7%	\$480,000	\$475,000	- 1.0%
Average Sales Price		\$526,504	\$539,167	+ 2.4%	\$543,230	\$542,826	- 0.1%
Pct. of List Price Received		98.6%	98.8%	+ 0.2%	101.5%	99.4%	- 2.1%
Days on Market		33	39	+ 18.2%	16	36	+ 125.0%
Housing Affordability Index		61	56	- 8.2%	58	56	- 3.4%
Active Listings		2,297	2,089	- 9.1%	--	--	--
Months Supply of Inventory		2.0	2.4	+ 20.0%	--	--	--



# Townhouse-Condo Market Overview

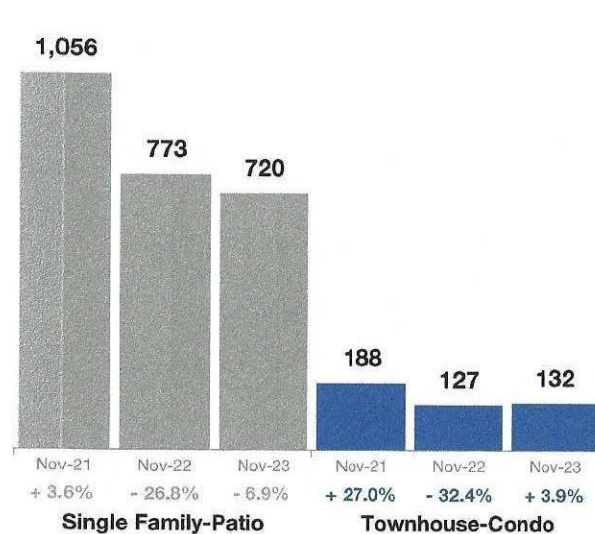
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



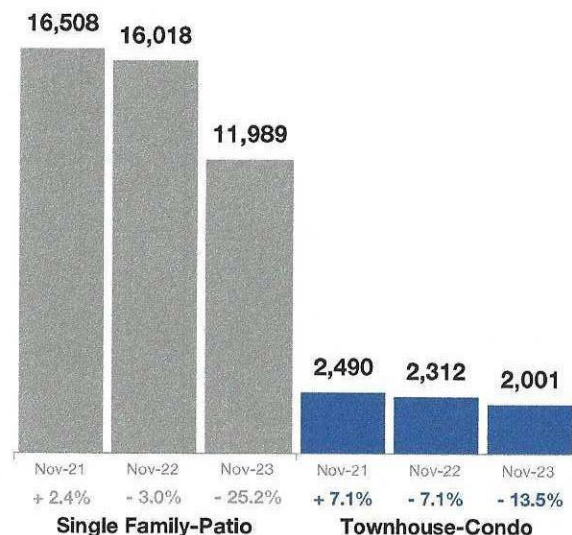
Key Metrics	Historical Sparkbars	11-2022	11-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		127	132	+ 3.9%	2,312	2,001	- 13.5%
Pending Sales (PEND, UC, UCSS, RGT)		96	123	+ 28.1%	1,972	1,561	- 20.8%
Sold Listings		130	100	- 23.1%	2,067	1,449	- 29.9%
Median Sales Price		\$349,500	\$334,500	- 4.3%	\$351,600	\$340,000	- 3.3%
Average Sales Price		\$356,417	\$372,020	+ 4.4%	\$362,346	\$360,269	- 0.6%
Pct. of List Price Received		99.1%	98.8%	- 0.3%	101.6%	99.4%	- 2.2%
Days on Market		29	29	0.0%	15	30	+ 100.0%
Housing Affordability Index		80	80	0.0%	79	79	0.0%
Active Listings		277	351	+ 26.7%	--	--	--
Months Supply of Inventory		1.5	2.7	+ 80.0%	--	--	--

# New Listings

## November

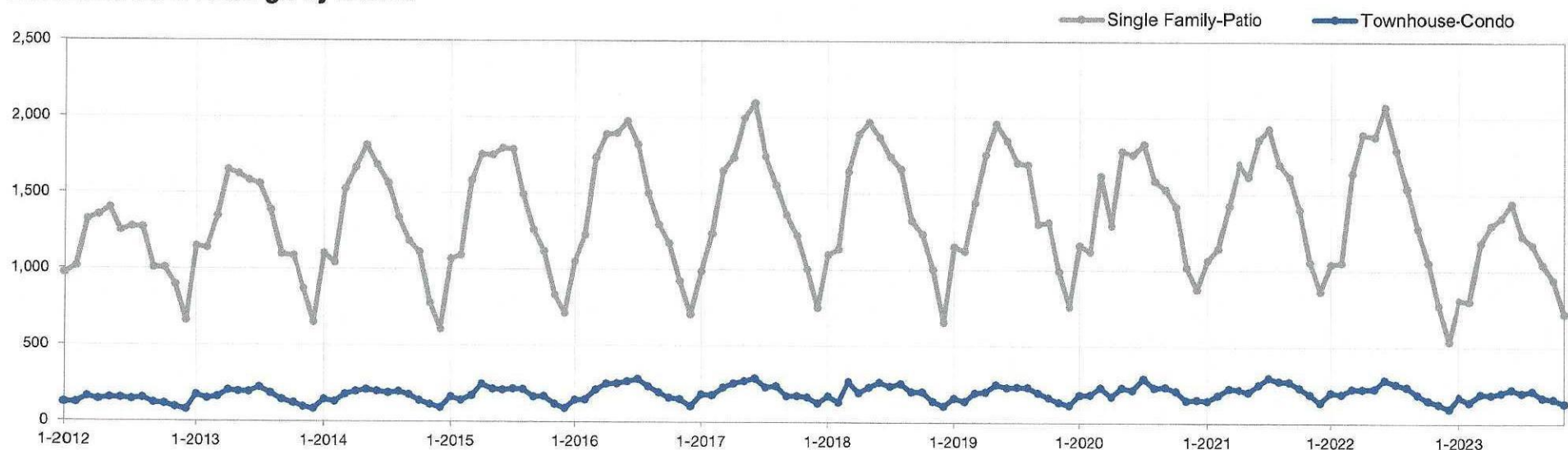


## Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	537	-37.8%	97	-28.1%
Jan-2023	808	-22.5%	175	-12.9%
Feb-2023	801	-23.9%	138	-27.4%
Mar-2023	1,182	-27.9%	194	-13.8%
Apr-2023	1,299	-31.4%	189	-15.6%
May-2023	1,351	-28.1%	203	-10.2%
Jun-2023	1,443	-30.5%	225	-21.1%
Jul-2023	1,230	-31.3%	200	-22.5%
Aug-2023	1,171	-24.0%	215	-9.7%
Sep-2023	1,044	-18.4%	169	-10.1%
Oct-2023	940	-10.9%	161	+7.3%
Nov-2023	720	-6.9%	132	+3.9%

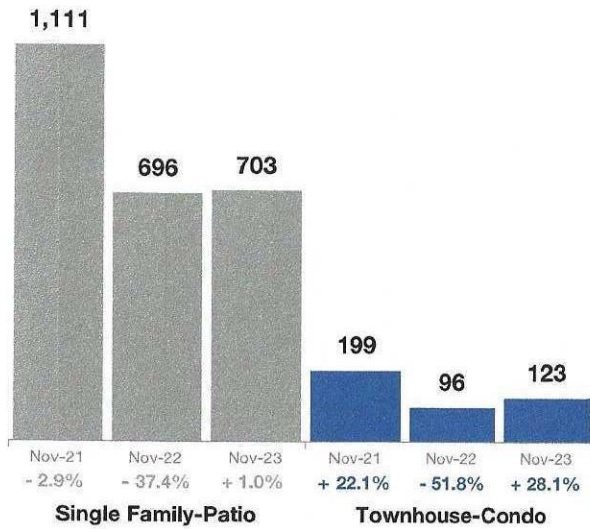
## Historical New Listings by Month



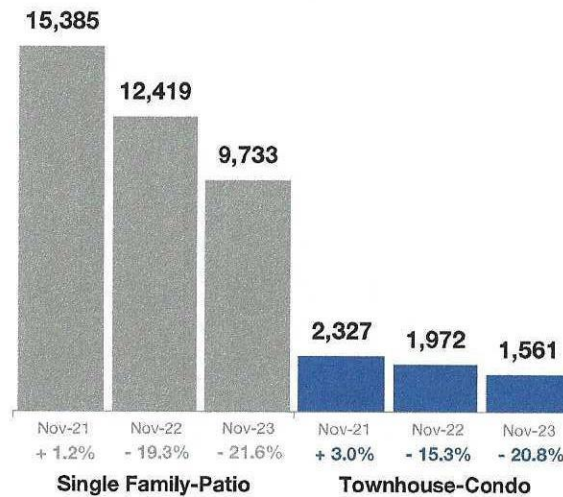


# Pending Sales (PEND, UC, UCSS, RGT)

## November

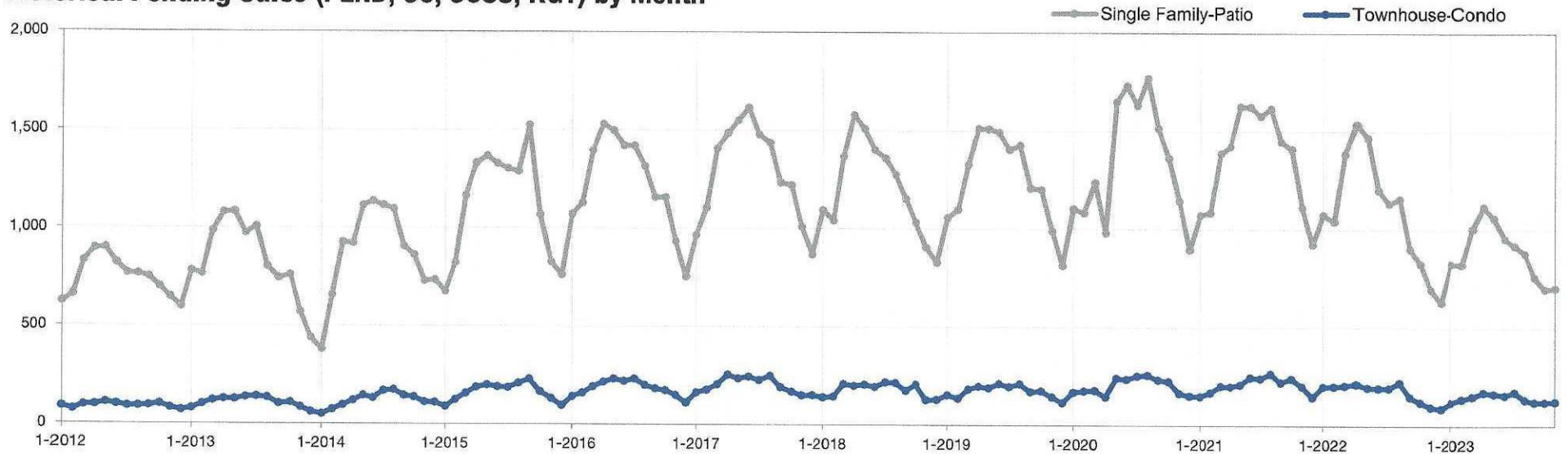


## Year to Date



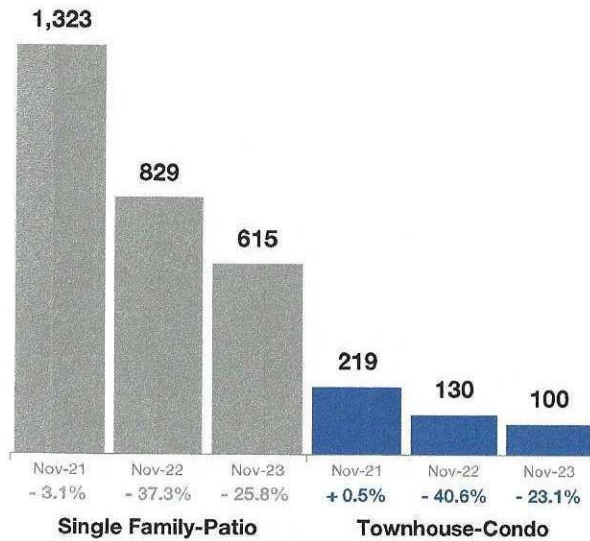
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	629	-31.9%	87	-40.0%
Jan-2023	826	-23.2%	118	-40.4%
Feb-2023	821	-21.2%	136	-32.0%
Mar-2023	1,003	-27.6%	149	-27.0%
Apr-2023	1,117	-27.3%	170	-19.4%
May-2023	1,061	-27.7%	163	-16.0%
Jun-2023	953	-20.6%	156	-18.3%
Jul-2023	918	-19.0%	171	-10.9%
Aug-2023	878	-24.1%	133	-39.3%
Sep-2023	757	-16.0%	121	-17.7%
Oct-2023	696	-15.6%	121	+0.8%
Nov-2023	703	+1.0%	123	+28.1%

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

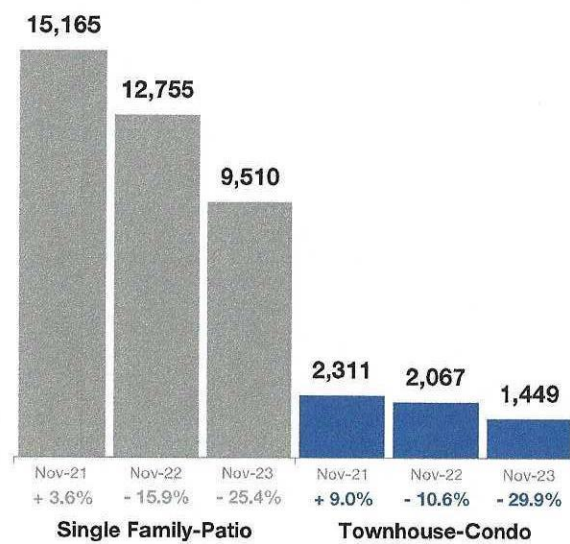


# Sold Listings

## November

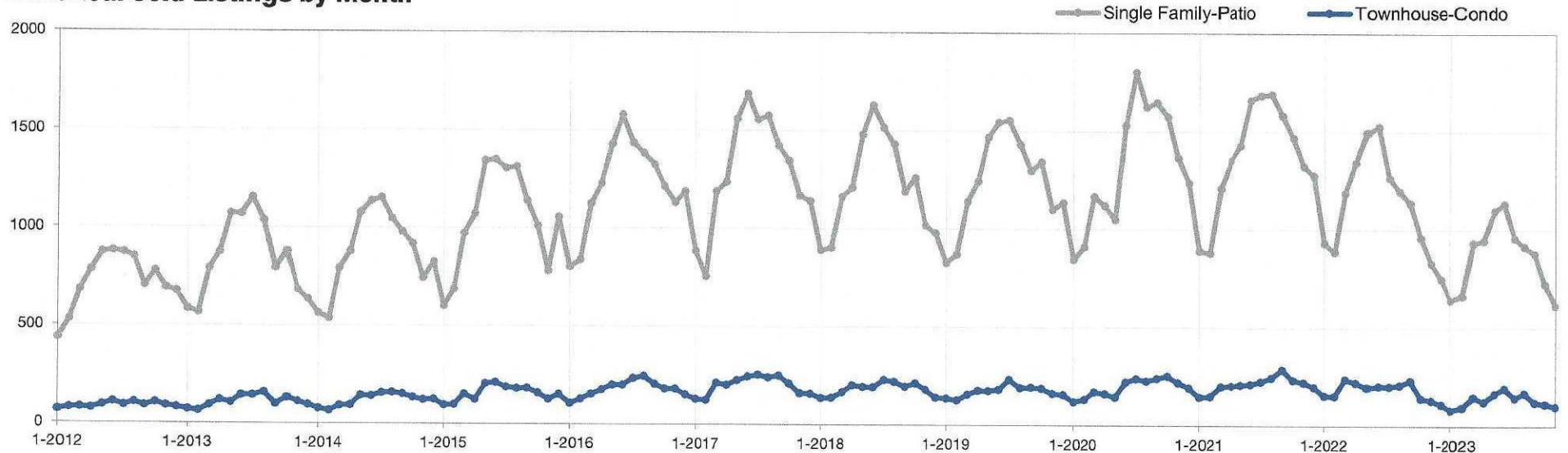


## Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	750	-41.2%	110	-44.2%
Jan-2023	643	-30.9%	81	-47.1%
Feb-2023	663	-25.2%	94	-38.2%
Mar-2023	934	-21.3%	147	-38.0%
Apr-2023	945	-29.6%	124	-43.4%
May-2023	1,098	-26.6%	165	-15.4%
Jun-2023	1,134	-25.7%	193	-4.5%
Jul-2023	959	-24.2%	143	-28.9%
Aug-2023	916	-23.4%	168	-18.8%
Sep-2023	879	-22.7%	121	-47.4%
Oct-2023	724	-24.5%	113	-19.9%
<b>Nov-2023</b>	<b>615</b>	<b>-25.8%</b>	<b>100</b>	<b>-23.1%</b>

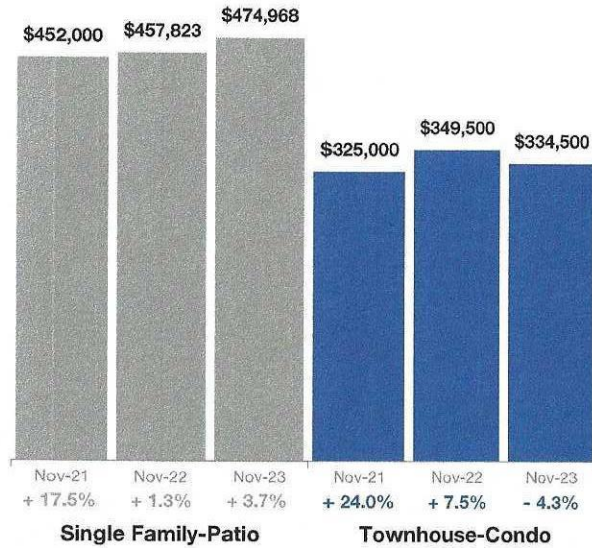
## Historical Sold Listings by Month



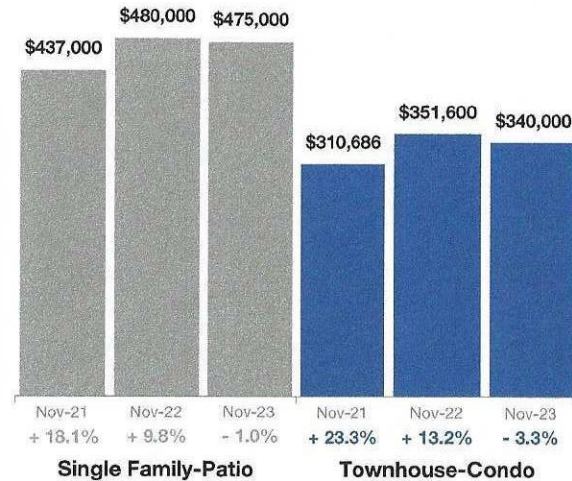


# Median Sales Price

## November

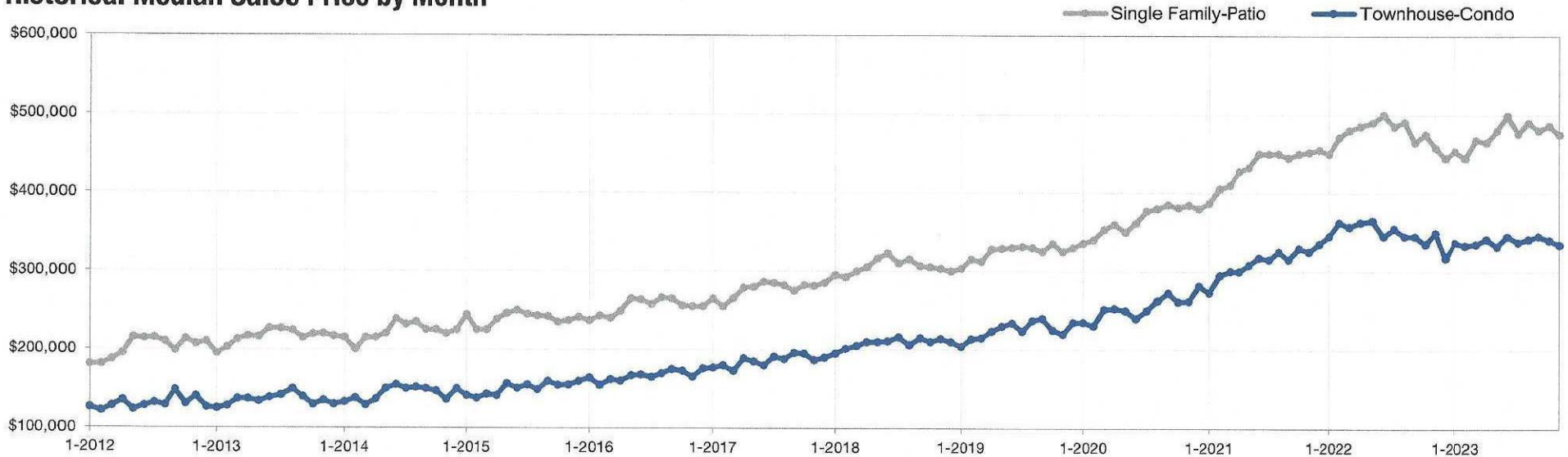


## Year to Date



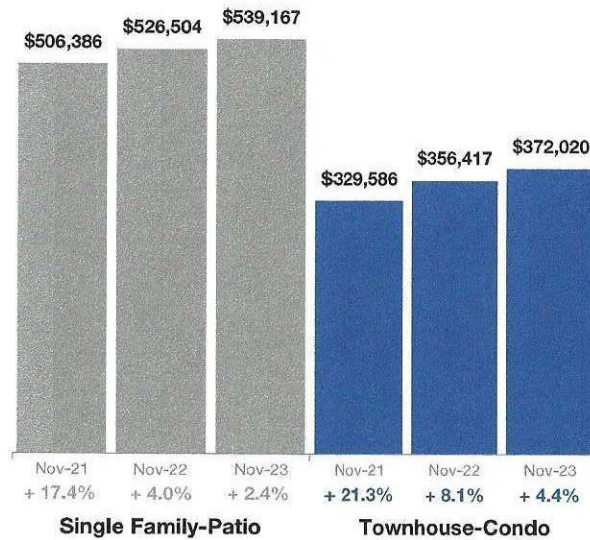
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	\$445,000	-2.2%	\$317,500	-5.2%
Jan-2023	\$454,000	+0.9%	\$337,000	-2.3%
Feb-2023	\$445,000	-5.5%	\$333,250	-8.1%
Mar-2023	\$467,750	-2.6%	\$335,000	-6.2%
Apr-2023	\$465,000	-4.1%	\$341,250	-6.0%
May-2023	\$480,000	-2.0%	\$332,000	-9.0%
Jun-2023	\$499,000	-0.2%	\$345,000	0.0%
Jul-2023	\$476,000	-1.9%	\$337,500	-4.9%
Aug-2023	\$490,000	-0.1%	\$341,500	-1.0%
Sep-2023	\$480,000	+3.2%	\$345,500	+0.1%
Oct-2023	\$486,000	+2.3%	\$340,000	+1.5%
<b>Nov-2023</b>	<b>\$474,968</b>	<b>+3.7%</b>	<b>\$334,500</b>	<b>-4.3%</b>

## Historical Median Sales Price by Month

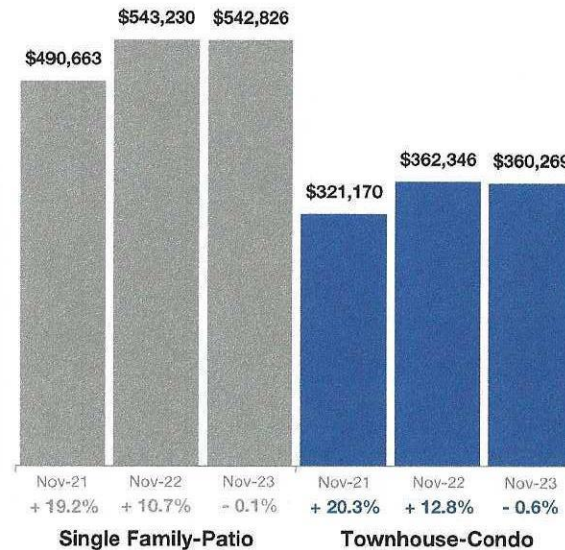


# Average Sales Price

## November

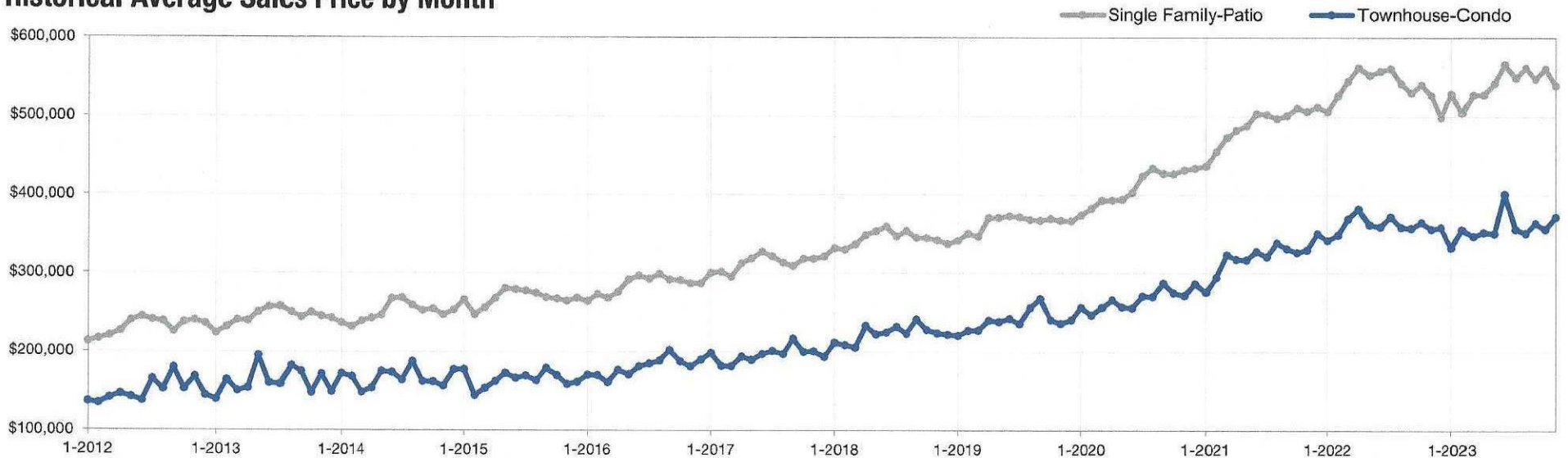


## Year to Date



Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	\$498,480	-2.6%	\$358,872	+2.3%
Jan-2023	\$528,686	+4.5%	\$332,720	-2.8%
Feb-2023	\$504,511	-4.1%	\$355,808	+2.0%
Mar-2023	\$527,329	-3.2%	\$347,428	-6.0%
Apr-2023	\$527,531	-6.1%	\$352,455	-7.8%
May-2023	\$541,884	-1.9%	\$351,017	-3.0%
Jun-2023	\$566,170	+1.6%	\$401,105	+11.6%
Jul-2023	\$548,845	-2.1%	\$356,290	-4.3%
Aug-2023	\$561,692	+3.7%	\$351,397	-2.1%
Sep-2023	\$547,656	+3.3%	\$364,189	+1.8%
Oct-2023	\$560,753	+3.8%	\$356,401	-2.4%
<b>Nov-2023</b>	<b>\$539,167</b>	<b>+2.4%</b>	<b>\$372,020</b>	<b>+4.4%</b>

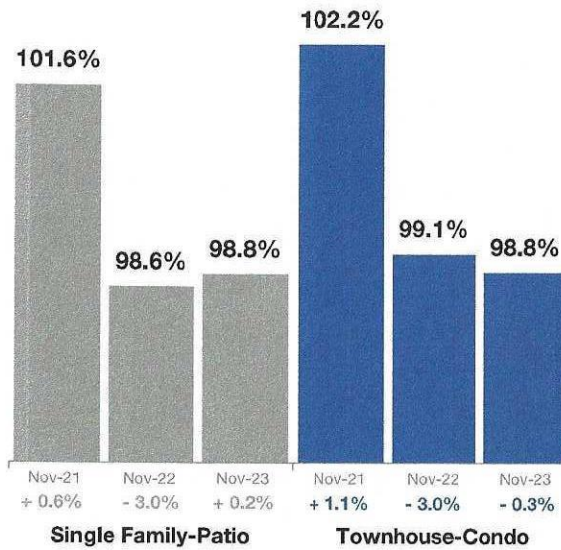
## Historical Average Sales Price by Month



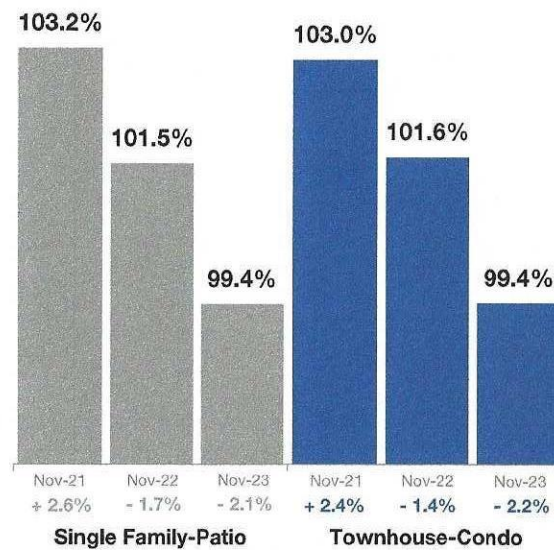


# Percent of List Price Received

## November

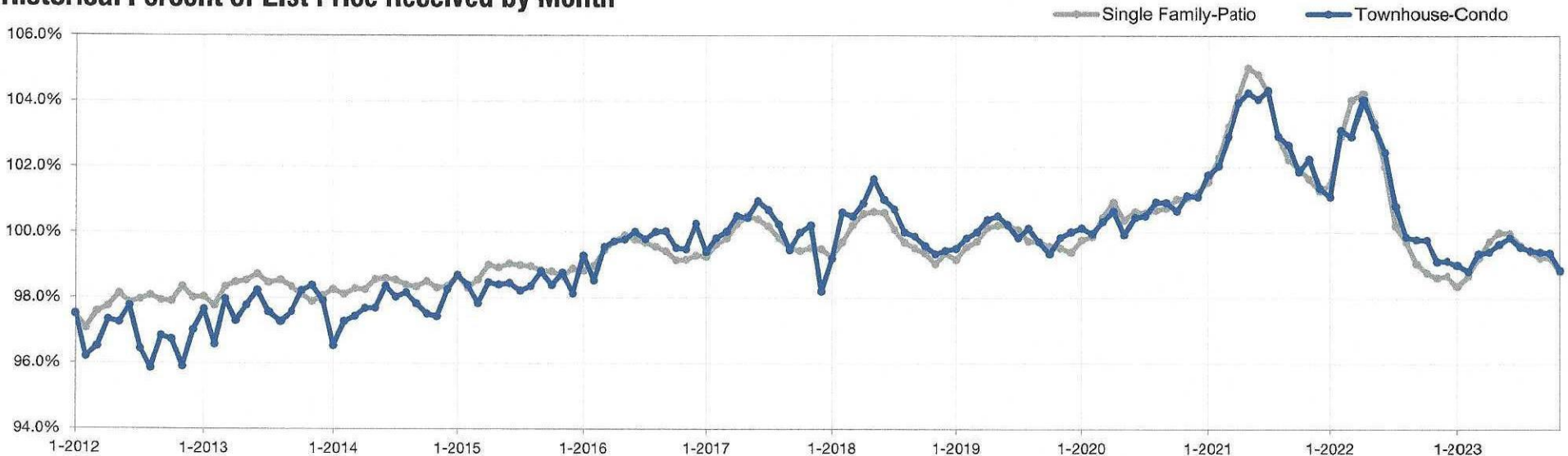


## Year to Date



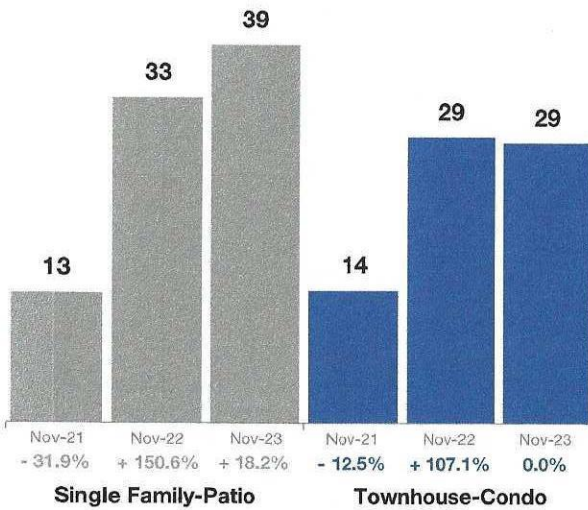
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	98.7%	-2.6%	99.1%	-2.2%
Jan-2023	98.4%	-3.1%	99.0%	-2.1%
Feb-2023	98.7%	-4.1%	98.8%	-4.2%
Mar-2023	99.2%	-4.6%	99.4%	-3.4%
Apr-2023	99.7%	-4.3%	99.4%	-4.5%
May-2023	100.0%	-3.3%	99.6%	-3.5%
Jun-2023	100.0%	-2.0%	99.8%	-2.6%
Jul-2023	99.6%	-0.6%	99.5%	-1.3%
Aug-2023	99.4%	-0.3%	99.4%	-0.5%
Sep-2023	99.2%	+0.2%	99.4%	-0.4%
Oct-2023	99.2%	+0.4%	99.4%	-0.4%
<b>Nov-2023</b>	<b>98.8%</b>	<b>+0.2%</b>	<b>98.8%</b>	<b>-0.3%</b>

## Historical Percent of List Price Received by Month

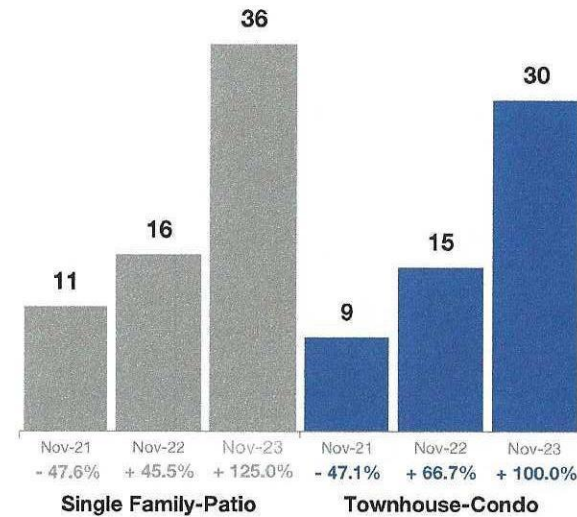


# Days on Market Until Sale

## November

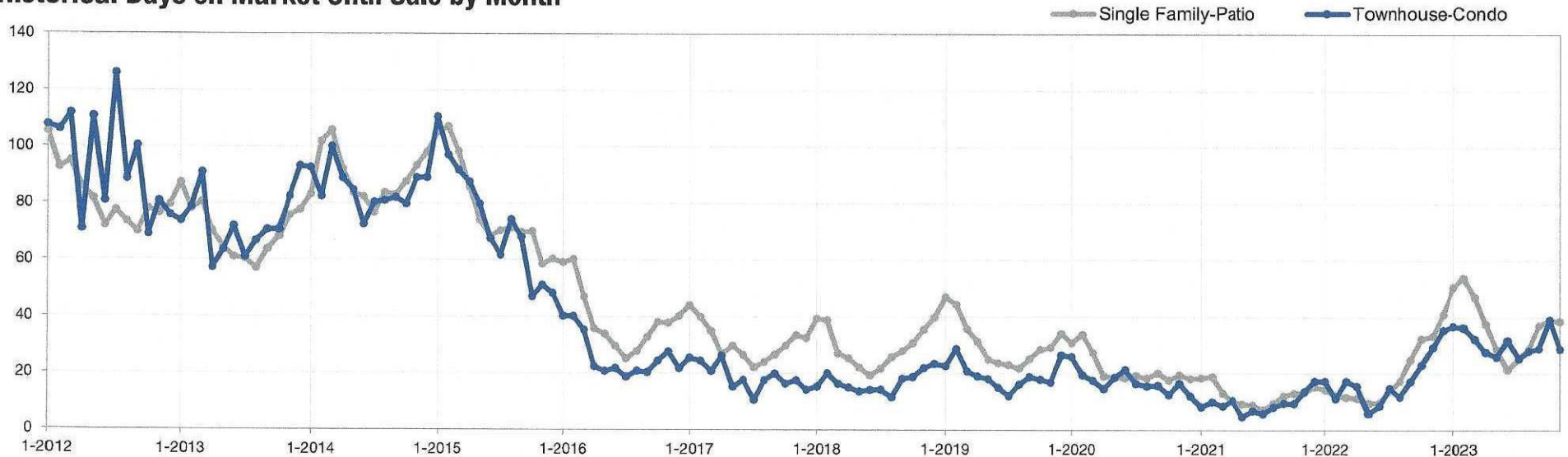


## Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	41	+173.3%	35	+105.9%
Jan-2023	51	+264.3%	37	+117.6%
Feb-2023	54	+350.0%	36	+227.3%
Mar-2023	47	+291.7%	32	+88.2%
Apr-2023	38	+245.5%	28	+75.0%
May-2023	29	+222.2%	26	+333.3%
Jun-2023	21	+110.0%	32	+255.6%
Jul-2023	25	+78.6%	25	+66.7%
Aug-2023	29	+70.6%	28	+133.3%
Sep-2023	37	+48.0%	29	+70.6%
Oct-2023	39	+21.9%	39	+69.6%
Nov-2023	39	+18.2%	29	0.0%

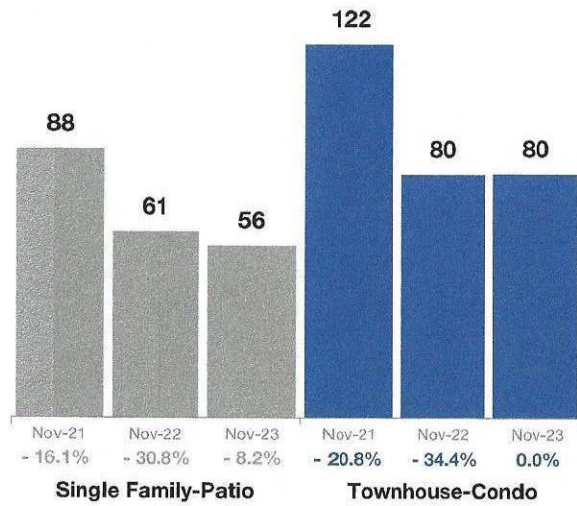
## Historical Days on Market Until Sale by Month



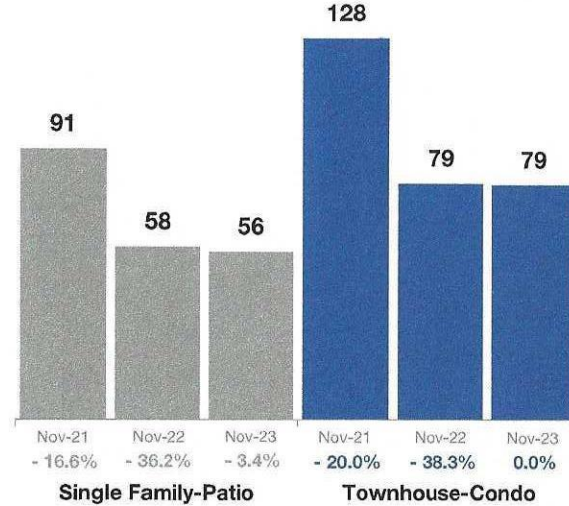


# Housing Affordability Index

## November

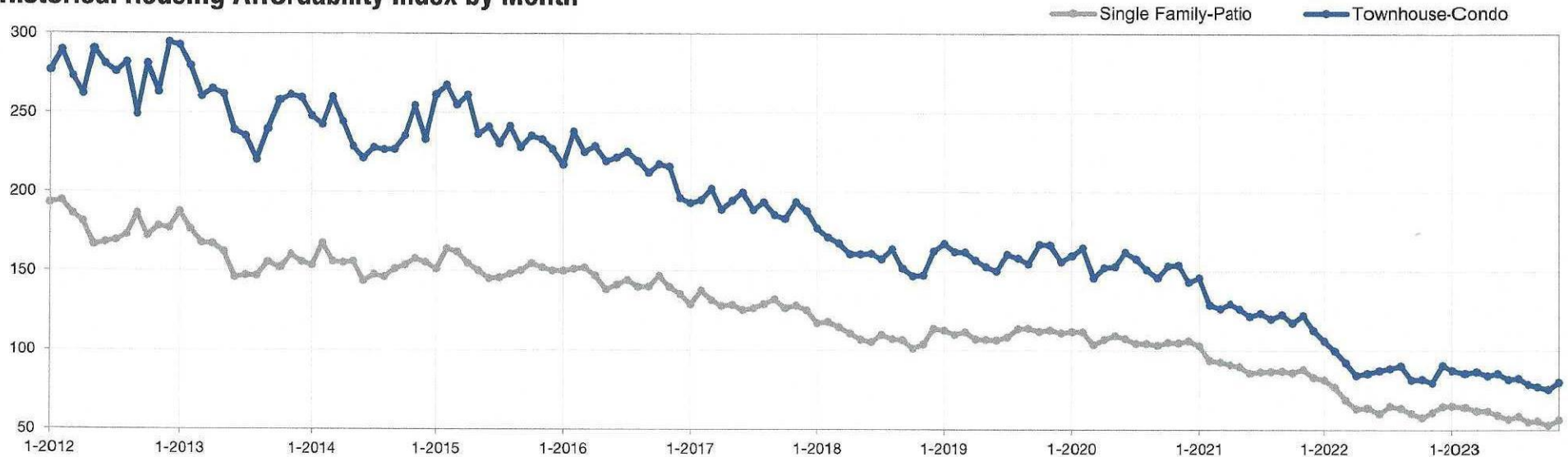


## Year to Date



Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	65	-21.7%	91	-19.5%
Jan-2023	65	-19.8%	88	-17.0%
Feb-2023	64	-16.9%	86	-14.0%
Mar-2023	62	-10.1%	87	-5.4%
Apr-2023	62	-1.6%	84	0.0%
May-2023	59	-7.8%	86	+1.2%
Jun-2023	57	-5.0%	82	-5.7%
Jul-2023	58	-10.8%	82	-7.9%
Aug-2023	55	-14.1%	79	-12.2%
Sep-2023	56	-6.7%	77	-4.9%
Oct-2023	53	-8.6%	75	-8.5%
Nov-2023	56	-8.2%	80	0.0%

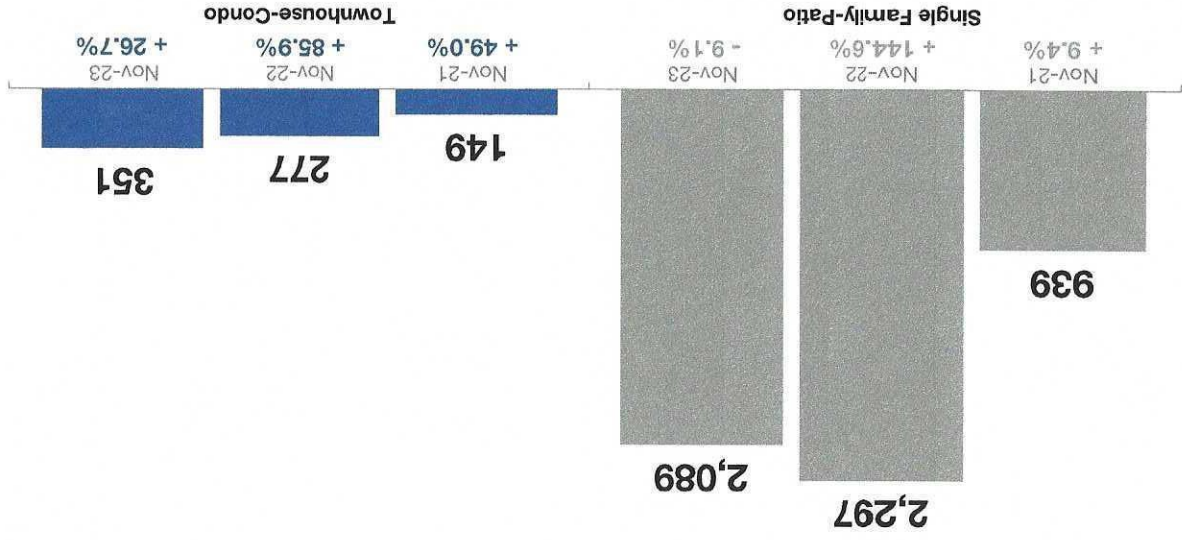
## Historical Housing Affordability Index by Month



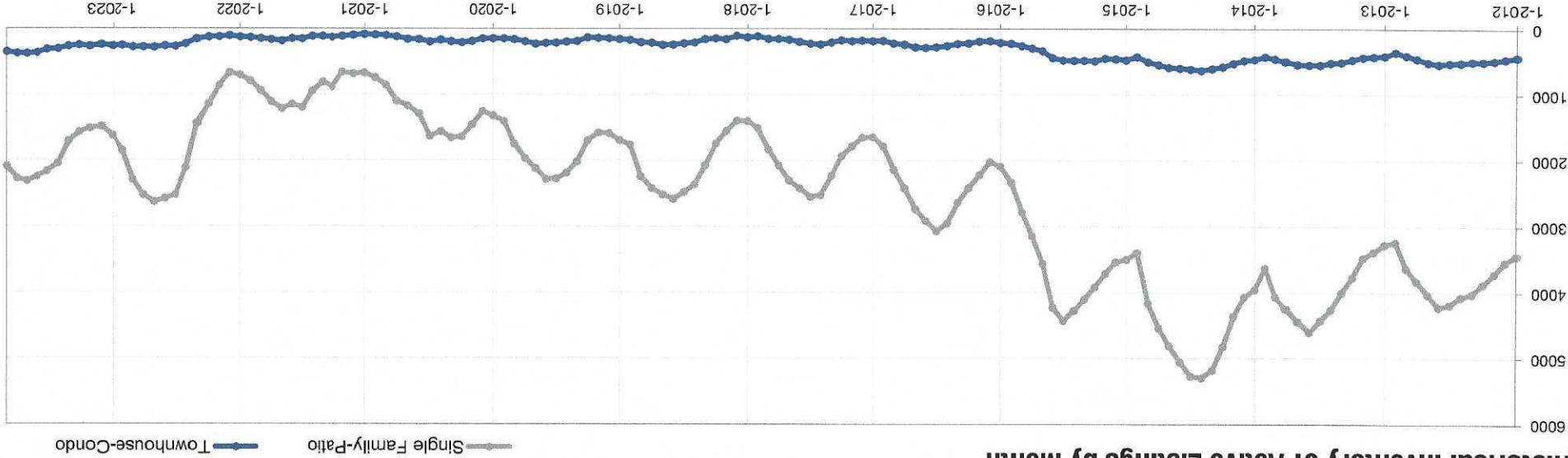
# Inventory of Active Listings

November

Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	1,853	+133.4%	252	+89.5%
Jan-2023	1,626	+132.0%	264	+109.5%
Feb-2023	1,485	+123.0%	243	+129.2%
Mar-2023	1,513	+77.0%	266	+121.7%
Apr-2023	1,571	+38.4%	249	+96.1%
May-2023	1,707	+18.7%	267	+75.7%
Jun-2023	2,045	-3.2%	308	+35.1%
Jul-2023	2,163	-14.2%	314	+16.3%
Aug-2023	2,243	-13.0%	367	+39.5%
Sep-2023	2,313	-12.1%	377	+34.2%
Oct-2023	2,271	-10.0%	375	+33.9%
Nov-2023	2,089	-9.1%	351	+26.7%



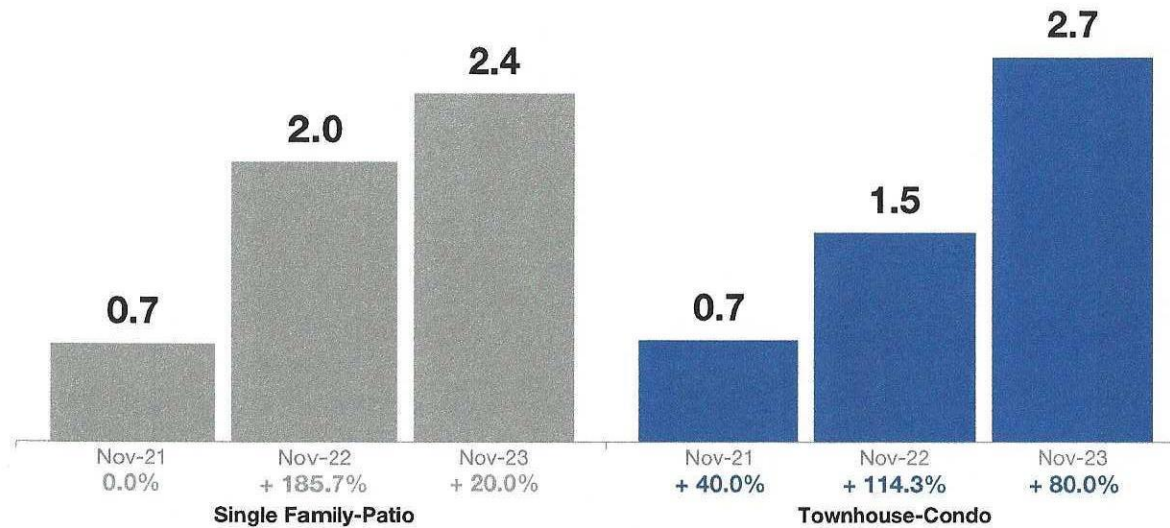
Historical Inventory of Active Listings by Month





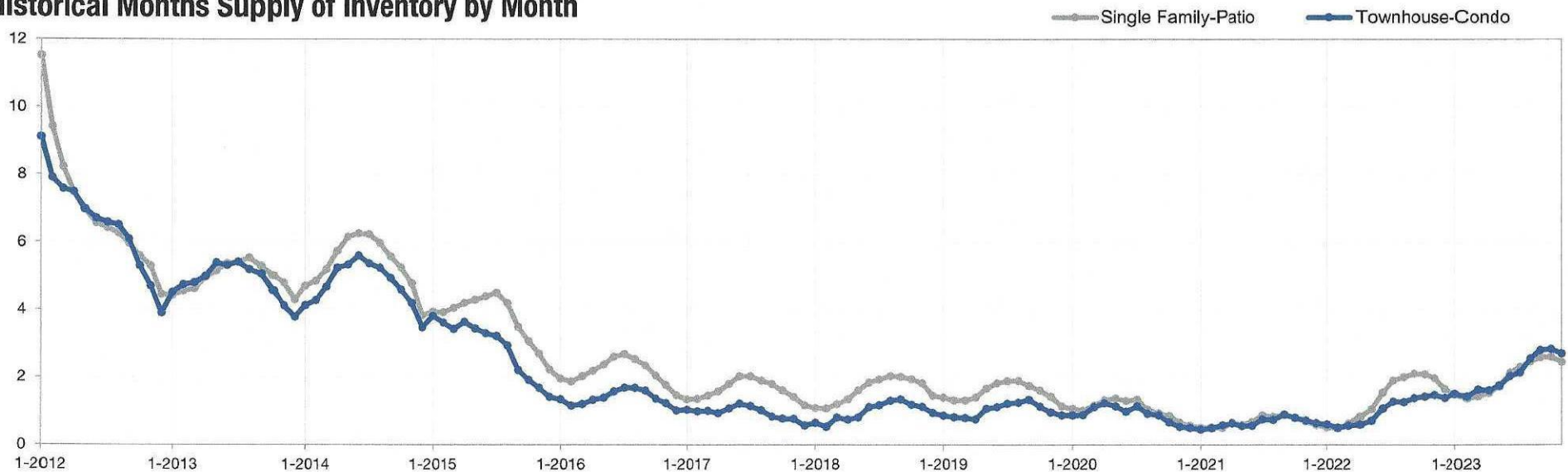
# Months Supply of Inventory

## November



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	1.6	+166.7%	1.4	+133.3%
Jan-2023	1.5	+200.0%	1.5	+150.0%
Feb-2023	1.4	+180.0%	1.4	+180.0%
Mar-2023	1.4	+133.3%	1.6	+166.7%
Apr-2023	1.5	+87.5%	1.6	+166.7%
May-2023	1.7	+70.0%	1.7	+142.9%
Jun-2023	2.1	+40.0%	2.0	+81.8%
Jul-2023	2.3	+21.1%	2.1	+61.5%
Aug-2023	2.5	+25.0%	2.6	+100.0%
Sep-2023	2.6	+23.8%	2.8	+100.0%
Oct-2023	2.6	+23.8%	2.8	+100.0%
Nov-2023	2.4	+20.0%	2.7	+80.0%

## 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.



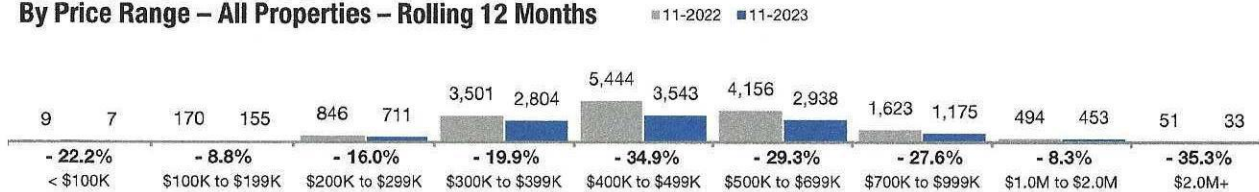
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New Listings		900	852	- 5.3%	18,330	13,990	- 23.7%
Pending Sales (PEND, UC, UCSS, RGT)		792	826	+ 4.3%	14,391	11,294	- 21.5%
Sold Listings		959	715	- 25.4%	14,822	10,959	- 26.1%
Median Sales Price		\$445,000	\$456,050	+ 2.5%	\$464,098	\$455,000	- 2.0%
Average Sales Price		\$503,448	\$515,757	+ 2.4%	\$518,005	\$518,680	+ 0.1%
Pct. of List Price Received		98.7%	98.8%	+ 0.1%	101.5%	99.4%	- 2.1%
Days on Market		33	37	+ 12.1%	16	35	+ 118.8%
Housing Affordability Index		63	59	- 6.3%	60	59	- 1.7%
Active Listings		2,574	2,440	- 5.2%	--	--	--
Months Supply of Inventory		1.9	2.5	+ 31.6%	--	--	--



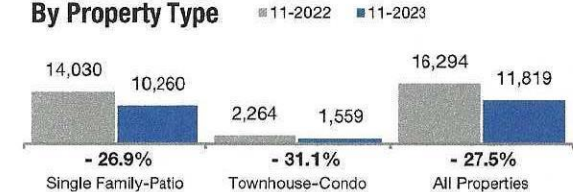
# Sold Listings

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		
	11-2022	11-2023	Change	11-2022	11-2023	Change
\$99,999 and Below	7	7	0.0%	2	0	-100.0%
\$100,000 to \$199,999	58	58	0.0%	112	97	-13.4%
\$200,000 to \$299,999	361	339	-6.1%	485	372	-23.3%
\$300,000 to \$399,999	2,497	2,154	-13.7%	1,004	650	-35.3%
\$400,000 to \$499,999	4,940	3,246	-34.3%	504	297	-41.1%
\$500,000 to \$699,999	4,033	2,822	-30.0%	123	116	-5.7%
\$700,000 to \$999,999	1,597	1,159	-27.4%	26	16	-38.5%
\$1,000,000 to \$1,999,999	488	444	-9.0%	6	9	+50.0%
\$2,000,000 and Above	49	31	-36.7%	2	2	0.0%
All Price Ranges	14,030	10,260	-26.9%	2,264	1,559	-31.1%

### Compared to Prior Month

	Single Family-Patio Homes			Townhouse-Condo		
	10-2023	11-2023	Change	10-2023	11-2023	Change
	0	1	--	0	0	--
	6	6	0.0%	9	5	-44.4%
	17	37	+117.6%	27	25	-7.4%
	142	119	-16.2%	42	36	-14.3%
	232	185	-20.3%	27	21	-22.2%
	193	169	-12.4%	7	10	+42.9%
	93	67	-28.0%	0	3	--
	38	29	-23.7%	1	0	-100.0%
	3	2	-33.3%	0	0	--
	724	615	-15.1%	113	100	-11.5%

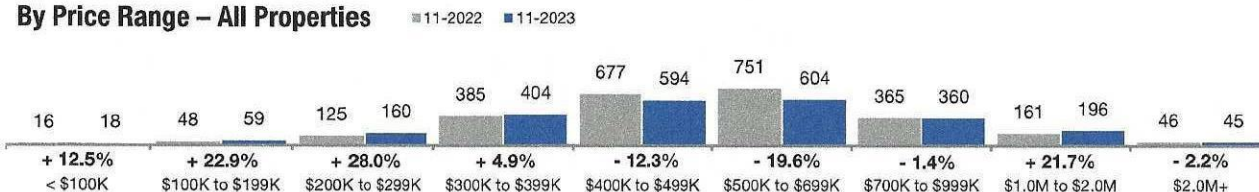
### Year to Date

	Single Family-Patio Homes			Townhouse-Condo		
	11-2022	11-2023	Change	11-2022	11-2023	Change
	5	7	+40.0%	2	0	-100.0%
	52	55	+5.8%	107	93	-13.1%
	311	306	-1.6%	432	333	-22.9%
	2,205	1,948	-11.7%	911	606	-33.5%
	4,505	3,022	-32.9%	469	284	-39.4%
	3,710	2,624	-29.3%	114	110	-3.5%
	1,469	1,095	-25.5%	25	14	-44.0%
	452	422	-6.6%	6	8	+33.3%
	46	31	-32.6%	1	1	0.0%
	12,755	9,510	-25.4%	2,067	1,449	-29.9%

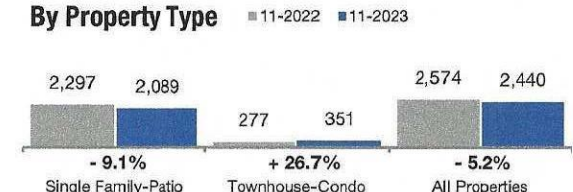
# Inventory of Active Listings

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		
	11-2022	11-2023	Change	11-2022	11-2023	Change
\$99,999 and Below	12	15	+25.0%	4	3	-25.0%
\$100,000 to \$199,999	30	35	+16.7%	18	24	+33.3%
\$200,000 to \$299,999	86	95	+10.5%	39	65	+66.7%
\$300,000 to \$399,999	301	275	-8.6%	84	129	+53.6%
\$400,000 to \$499,999	600	515	-14.2%	77	79	+2.6%
\$500,000 to \$699,999	722	565	-21.7%	29	39	+34.5%
\$700,000 to \$999,999	341	348	+2.1%	24	12	-50.0%
\$1,000,000 to \$1,999,999	159	196	+23.3%	2	0	-100.0%
\$2,000,000 and Above	46	45	-2.2%	0	0	--
All Price Ranges	2,297	2,089	-9.1%	277	351	+26.7%

### Compared to Prior Month

	Single Family-Patio Homes			Townhouse-Condo		
	10-2023	11-2023	Change	10-2023	11-2023	Change
	16	15	-6.3%	3	3	0.0%
	36	35	-2.8%	29	24	-17.2%
	97	95	-2.1%	71	65	-8.5%
	293	275	-6.1%	133	129	-3.0%
	536	515	-3.9%	86	79	-8.1%
	620	565	-8.9%	40	39	-2.5%
	403	348	-13.6%	12	12	0.0%
	218	196	-10.1%	0	0	--
	52	45	-13.5%	1	0	-100.0%
	2,271	2,089	-8.0%	375	351	-6.4%

### Year to Date

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

<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.