

# Monthly Indicators

Activity for El Paso and Teller Counties Only



## November 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 3.6 percent for single family-patio homes but increased 20.9 percent for townhouse-condo properties. Pending Sales increased 2.7 percent for single family-patio homes and 22.0 percent for townhouse-condo properties.

The Median Sales Price was up 17.7 percent to \$453,000 for single family-patio homes and 24.0 percent to \$325,000 for townhouse-condo properties. Days on Market decreased 31.6 percent for single family homes and 18.8 percent for townhouse-condo properties.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

## Activity Snapshot

**- 9.3%**

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

**+ 17.6%**

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

**- 3.4%**

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	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		1,018	<b>981</b>	- 3.6%	16,120	<b>16,308</b>	+ 1.2%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		1,147	<b>1,178</b>	+ 2.7%	15,206	<b>15,433</b>	+ 1.5%
<b>Sold Listings</b>		1,365	<b>1,231</b>	- 9.8%	14,635	<b>15,074</b>	+ 3.0%
<b>Median Sales Price</b>		\$384,756	<b>\$453,000</b>	+ 17.7%	\$369,900	<b>\$437,000</b>	+ 18.1%
<b>Average Sales Price</b>		\$431,442	<b>\$507,772</b>	+ 17.7%	\$411,736	<b>\$490,669</b>	+ 19.2%
<b>Pct. of List Price Received</b>		101.1%	<b>101.6%</b>	+ 0.5%	100.6%	<b>103.2%</b>	+ 2.6%
<b>Days on Market</b>		19	<b>13</b>	- 31.6%	21	<b>11</b>	- 47.6%
<b>Housing Affordability Index</b>		105	<b>88</b>	- 16.2%	109	<b>91</b>	- 16.5%
<b>Active Listings</b>		858	<b>800</b>	- 6.8%	--	--	--
<b>Months Supply of Inventory</b>		0.7	<b>0.6</b>	- 14.3%	--	--	--



# Townhouse-Condo Market Overview

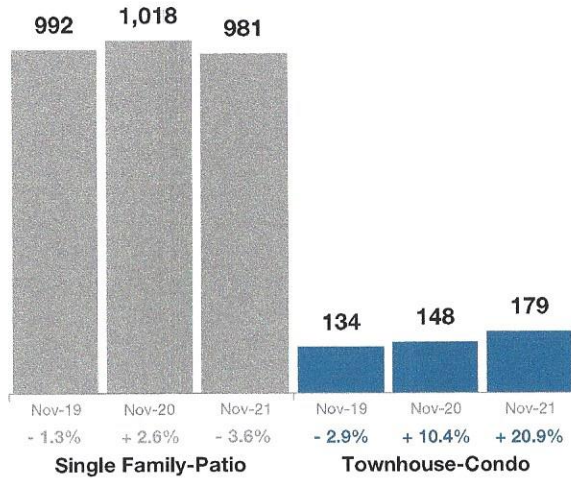


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

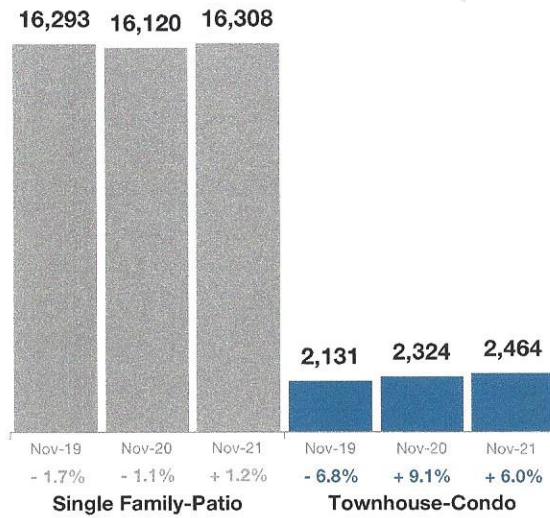
Key Metrics	Historical Sparkbars	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		148	<b>179</b>	+ 20.9%	2,324	<b>2,464</b>	+ 6.0%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		164	<b>200</b>	+ 22.0%	2,261	<b>2,343</b>	+ 3.6%
<b>Sold Listings</b>		218	<b>205</b>	- 6.0%	2,120	<b>2,297</b>	+ 8.3%
<b>Median Sales Price</b>		\$262,000	<b>\$325,000</b>	+ 24.0%	\$252,000	<b>\$310,750</b>	+ 23.3%
<b>Average Sales Price</b>		\$271,600	<b>\$331,252</b>	+ 22.0%	\$266,875	<b>\$321,267</b>	+ 20.4%
<b>Pct. of List Price Received</b>		101.1%	<b>102.3%</b>	+ 1.2%	100.6%	<b>103.0%</b>	+ 2.4%
<b>Days on Market</b>		16	<b>13</b>	- 18.8%	17	<b>9</b>	- 47.1%
<b>Housing Affordability Index</b>		154	<b>122</b>	- 20.8%	160	<b>128</b>	- 20.0%
<b>Active Listings</b>		100	<b>125</b>	+ 25.0%	--	--	--
<b>Months Supply of Inventory</b>		0.5	<b>0.6</b>	+ 20.0%	--	--	--

# New Listings

## November

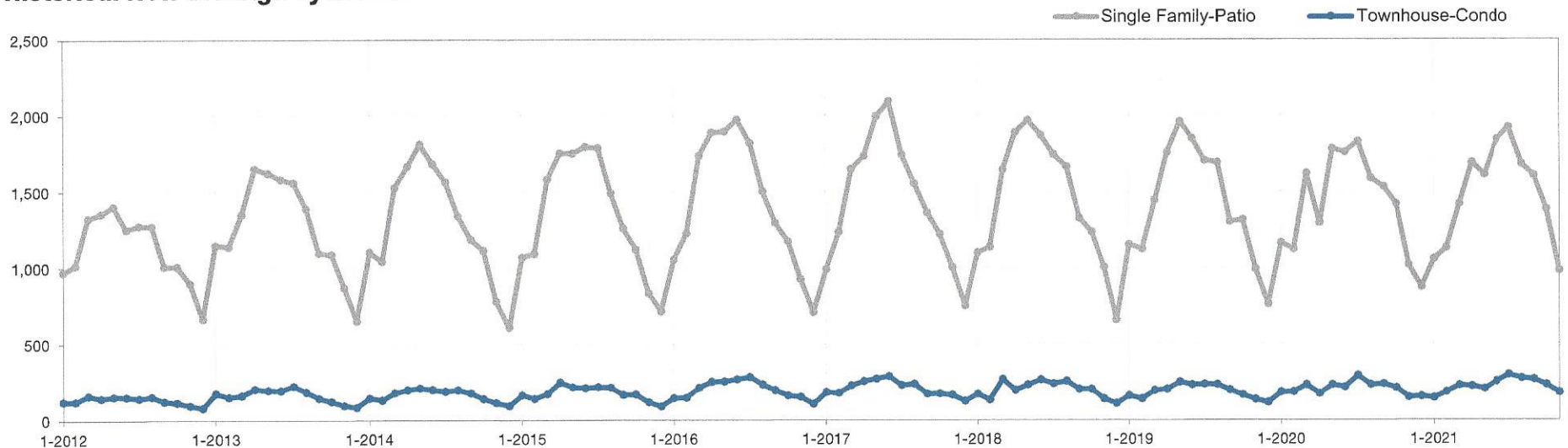


## Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	874	+14.8%	152	+33.3%
Jan-2021	1,056	-9.1%	144	-20.9%
Feb-2021	1,129	+0.6%	181	-1.1%
Mar-2021	1,418	-12.4%	225	-2.2%
Apr-2021	1,689	+30.4%	220	+28.7%
May-2021	1,610	-9.6%	203	-11.7%
Jun-2021	1,838	+4.6%	251	+16.7%
Jul-2021	1,919	+5.0%	296	+1.7%
Aug-2021	1,680	+5.9%	271	+17.8%
Sep-2021	1,605	+4.8%	264	+12.3%
Oct-2021	1,383	-2.5%	230	+10.0%
<b>Nov-2021</b>	<b>981</b>	<b>-3.6%</b>	<b>179</b>	<b>+20.9%</b>

## Historical New Listings by Month

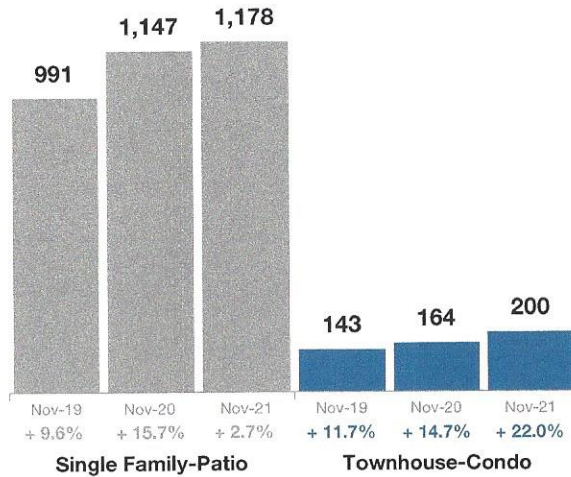




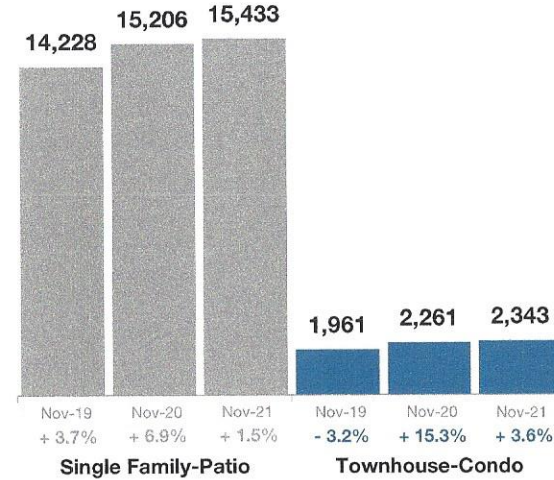
# Pending Sales (PEND, UC, UCSS, RGT)



## November

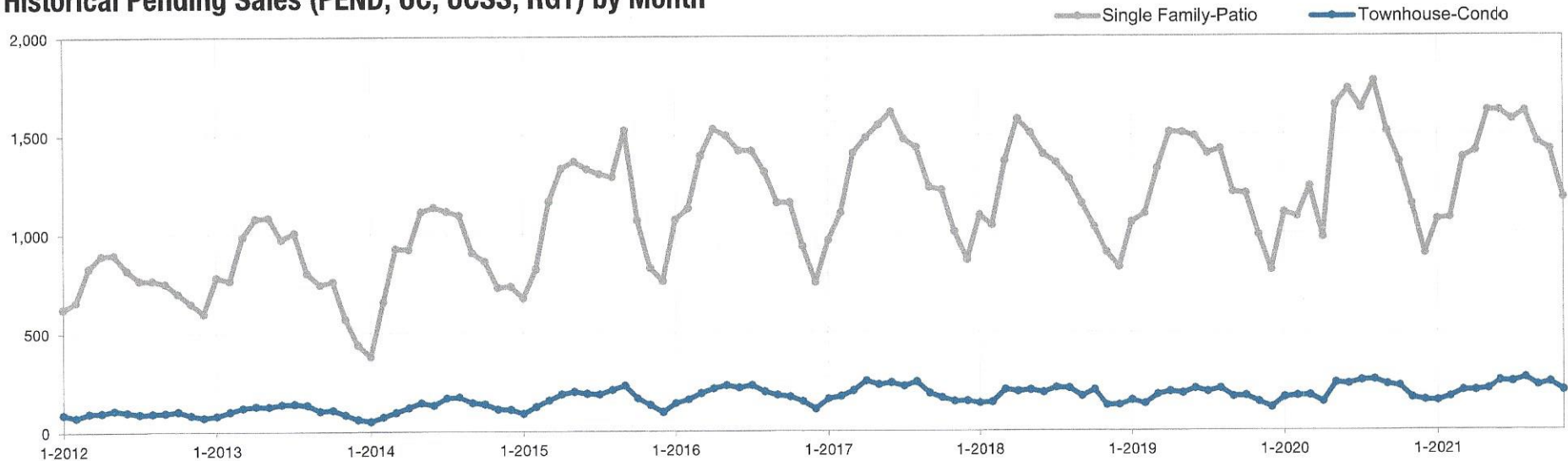


## Year to Date



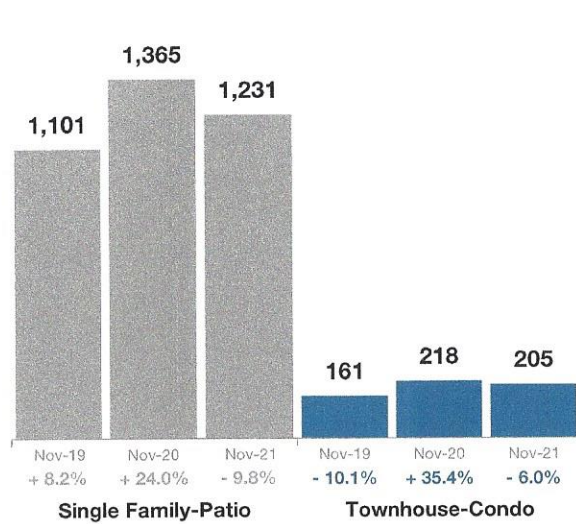
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	896	+10.1%	150	+31.6%
Jan-2021	1,069	-3.2%	148	-11.4%
Feb-2021	1,077	-0.6%	168	-3.4%
Mar-2021	1,382	+11.7%	200	+13.0%
Apr-2021	1,414	+44.4%	199	+39.2%
May-2021	1,620	-1.8%	208	-13.0%
Jun-2021	1,620	-6.3%	247	+5.6%
Jul-2021	1,574	-3.6%	243	-3.6%
Aug-2021	1,616	-8.6%	263	+3.1%
Sep-2021	1,461	-3.6%	226	-2.6%
Oct-2021	1,422	+4.5%	241	+7.6%
Nov-2021	1,178	+2.7%	200	+22.0%

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

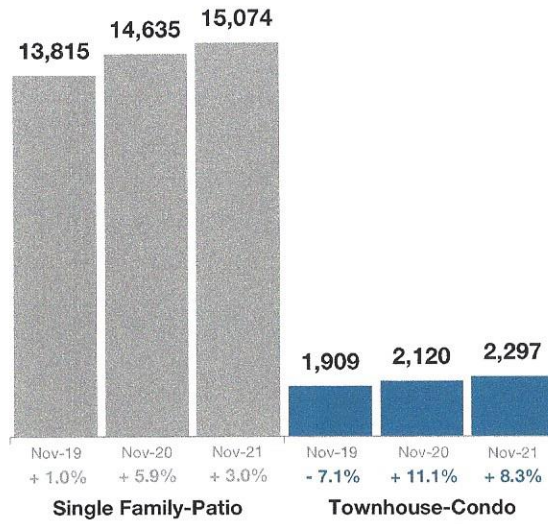


# Sold Listings

## November

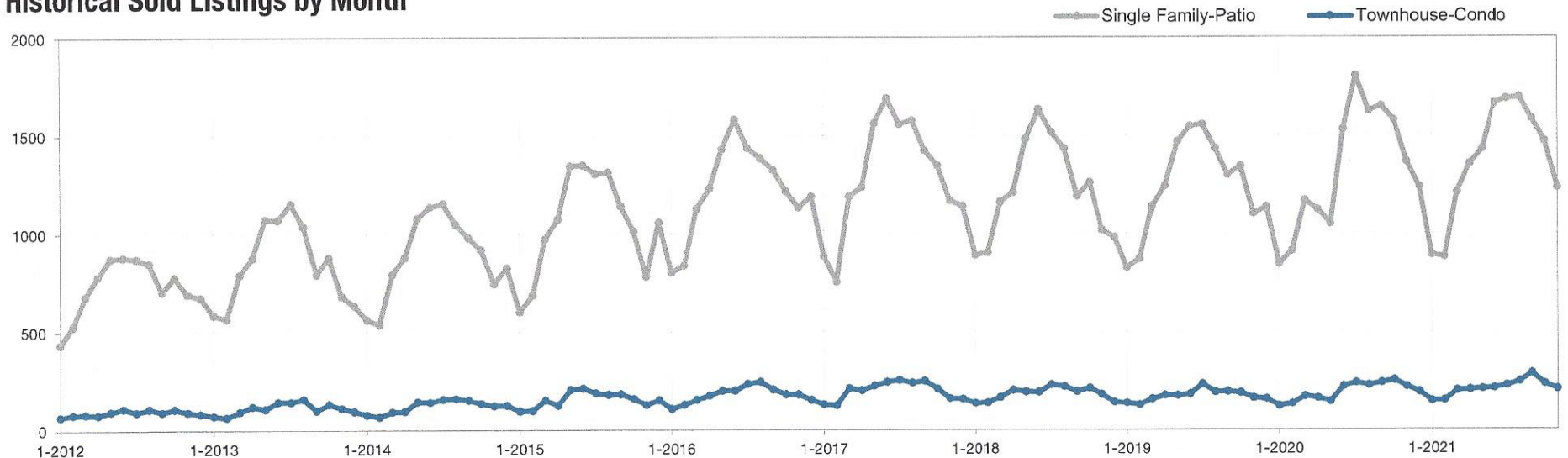


## Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-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%
Oct-2021	1,468	-6.9%	232	-7.6%
<b>Nov-2021</b>	<b>1,231</b>	<b>-9.8%</b>	<b>205</b>	<b>-6.0%</b>

## Historical Sold Listings by Month

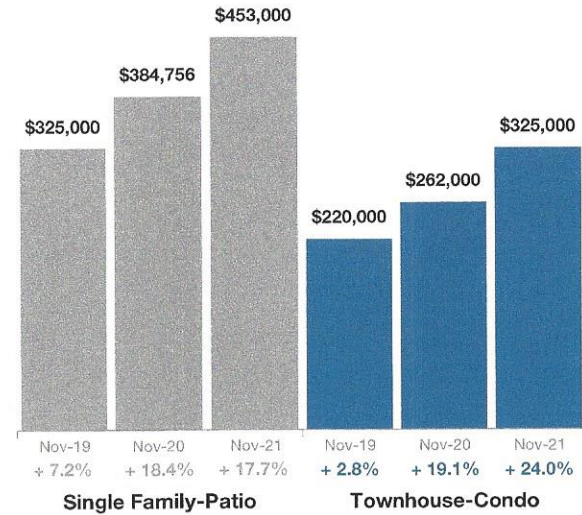




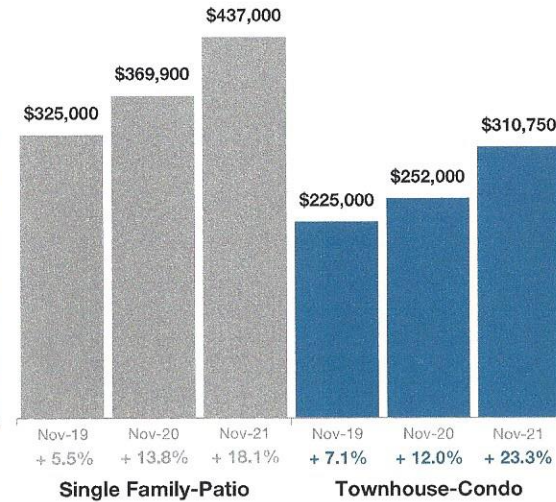
# Median Sales Price



## November

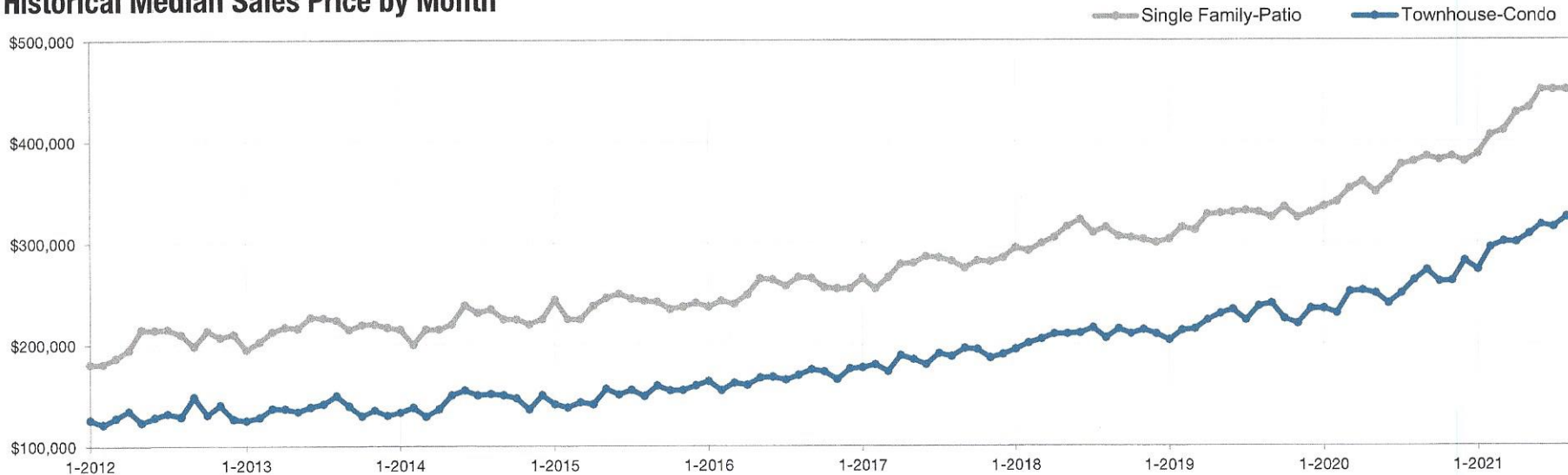


## Year to Date



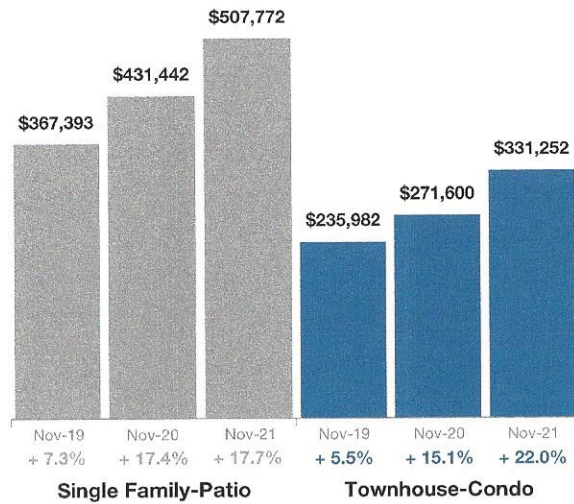
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	\$380,000	+15.2%	\$281,623	+19.9%
Jan-2021	\$387,000	+15.2%	\$273,000	+16.2%
Feb-2021	\$405,500	+19.3%	\$295,050	+28.0%
Mar-2021	\$410,000	+16.0%	\$300,500	+19.5%
Apr-2021	\$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%
Oct-2021	\$450,000	+18.0%	\$329,551	+26.1%
<b>Nov-2021</b>	<b>\$453,000</b>	<b>+17.7%</b>	<b>\$325,000</b>	<b>+24.0%</b>

## Historical Median Sales Price by Month

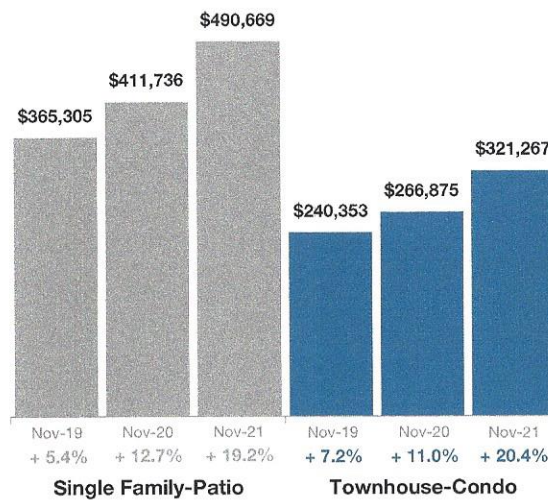


# Average Sales Price

## November

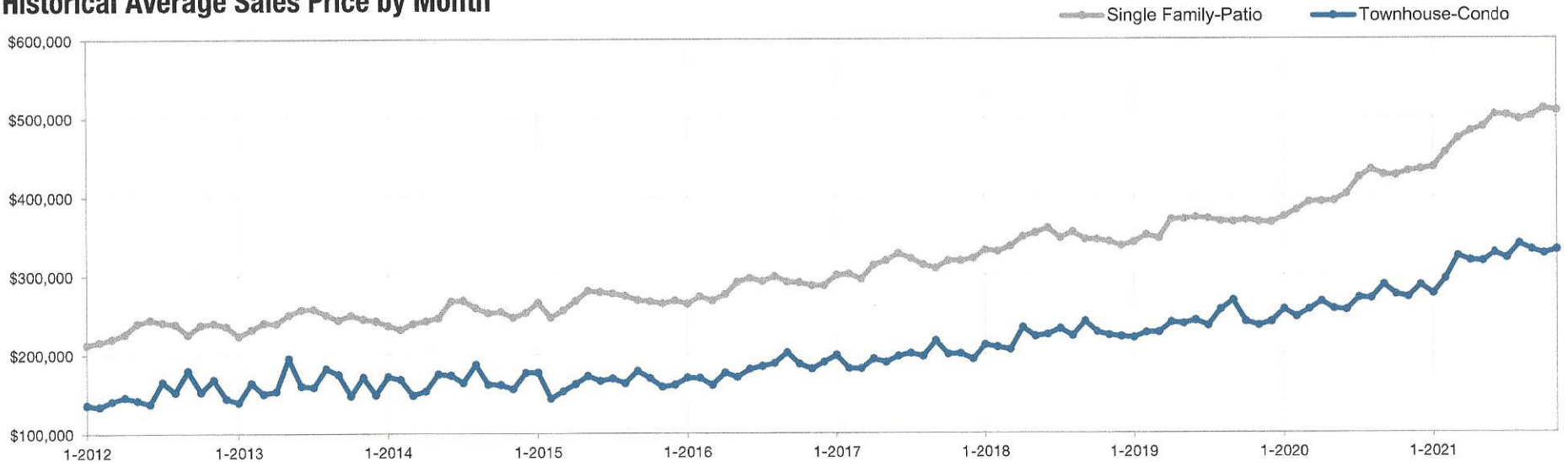


## Year to Date



Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-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	\$503,293	+24.9%	\$327,859	+28.3%
Jul-2021	\$502,118	+18.5%	\$321,007	+18.4%
Aug-2021	\$497,019	+14.6%	\$338,830	+25.4%
Sep-2021	\$501,039	+17.3%	\$331,507	+15.4%
Oct-2021	\$510,732	+19.7%	\$326,225	+18.6%
<b>Nov-2021</b>	<b>\$507,772</b>	<b>+17.7%</b>	<b>\$331,252</b>	<b>+22.0%</b>

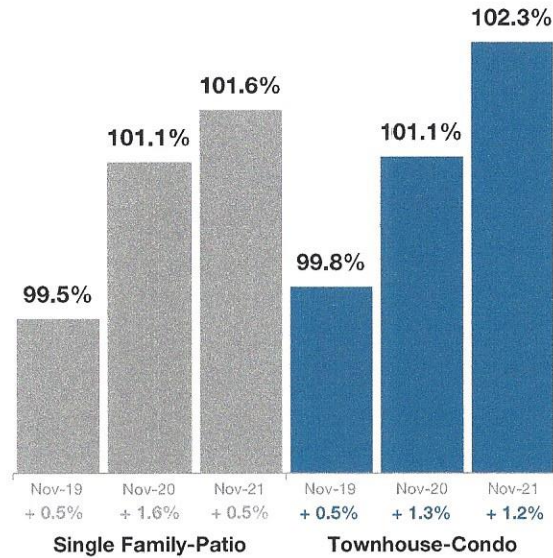
## Historical Average Sales Price by Month



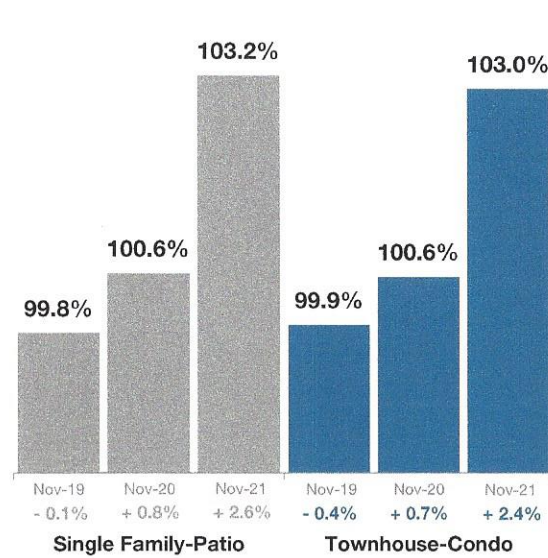


# Percent of List Price Received

## November

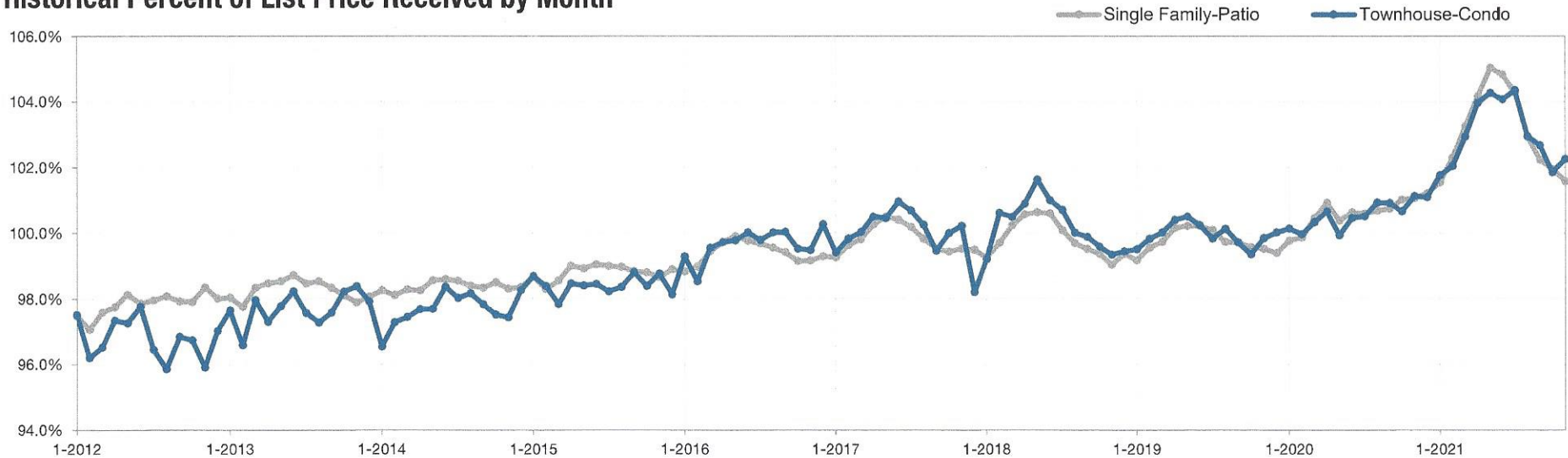


## Year to Date



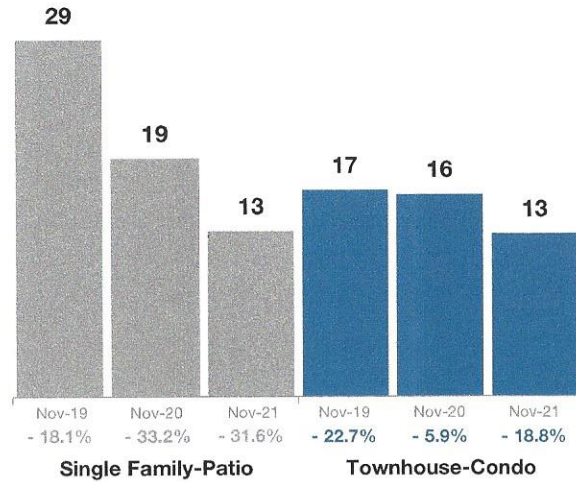
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	101.2%	+1.8%	101.1%	+1.1%
Jan-2021	101.5%	+1.7%	101.8%	+1.7%
Feb-2021	102.3%	+2.4%	102.0%	+2.0%
Mar-2021	103.2%	+2.7%	102.9%	+2.6%
Apr-2021	104.2%	+3.3%	104.0%	+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%	102.7%	+1.8%
Oct-2021	101.9%	+0.9%	101.9%	+1.2%
<b>Nov-2021</b>	<b>101.6%</b>	<b>+0.5%</b>	<b>102.3%</b>	<b>+1.2%</b>

## Historical Percent of List Price Received by Month

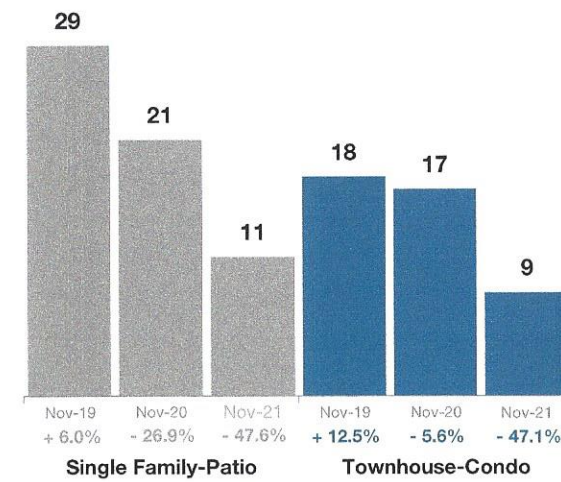


# Days on Market Until Sale

## November

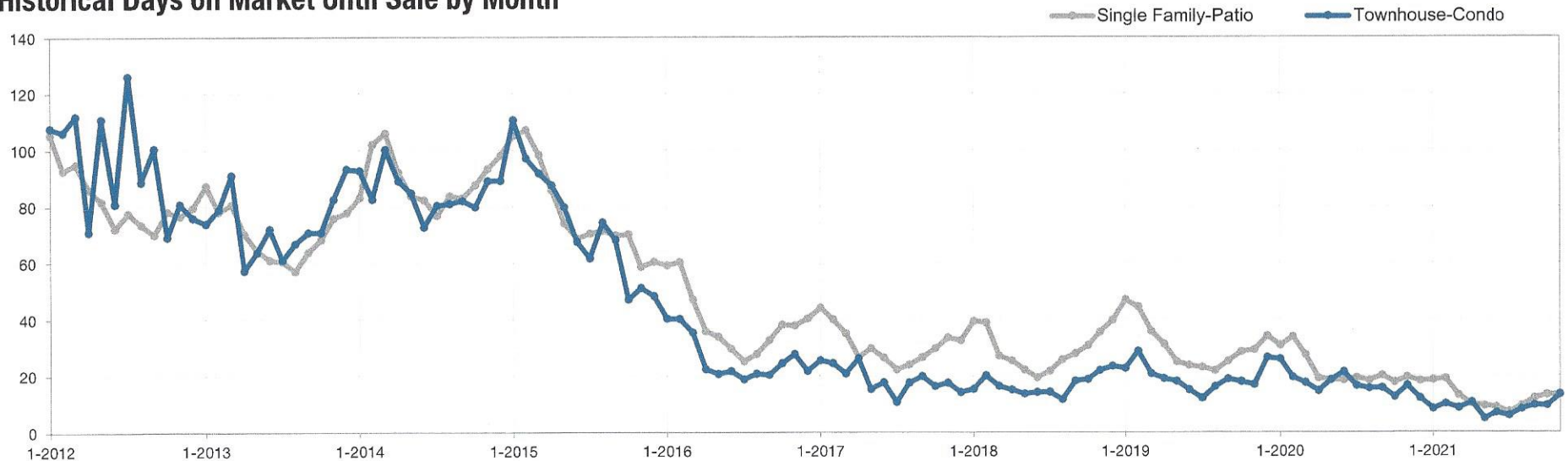


## Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-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%
Oct-2021	13	-27.8%	9	-25.0%
<b>Nov-2021</b>	<b>13</b>	<b>-31.6%</b>	<b>13</b>	<b>-18.8%</b>

## Historical Days on Market Until Sale by Month

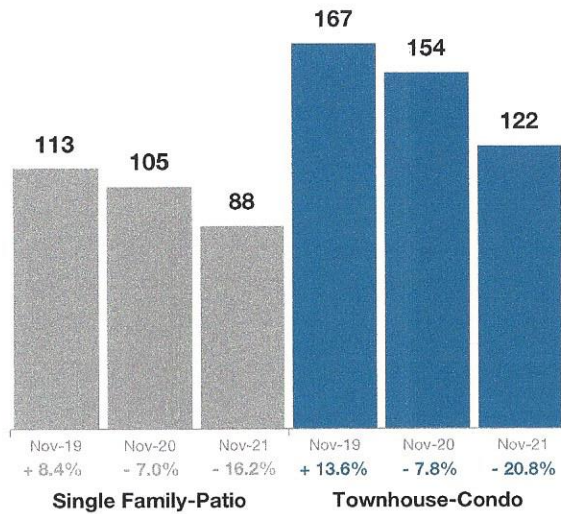




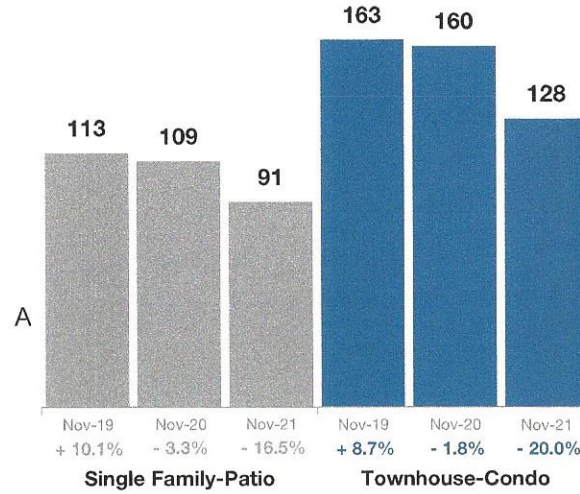
# Housing Affordability Index



## November

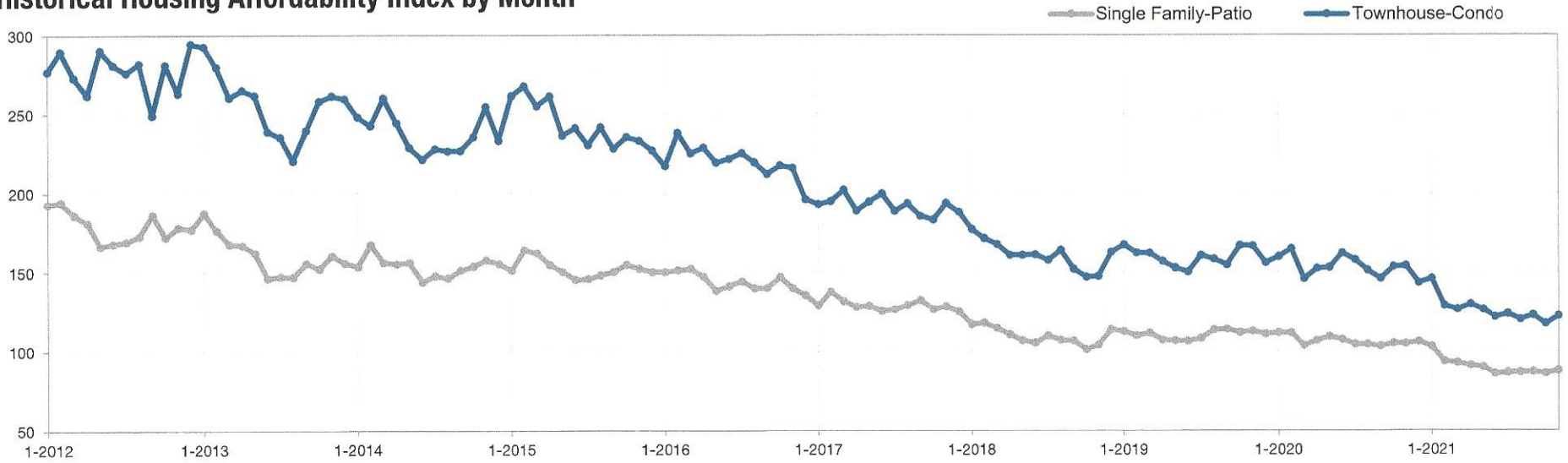


## Year to Date



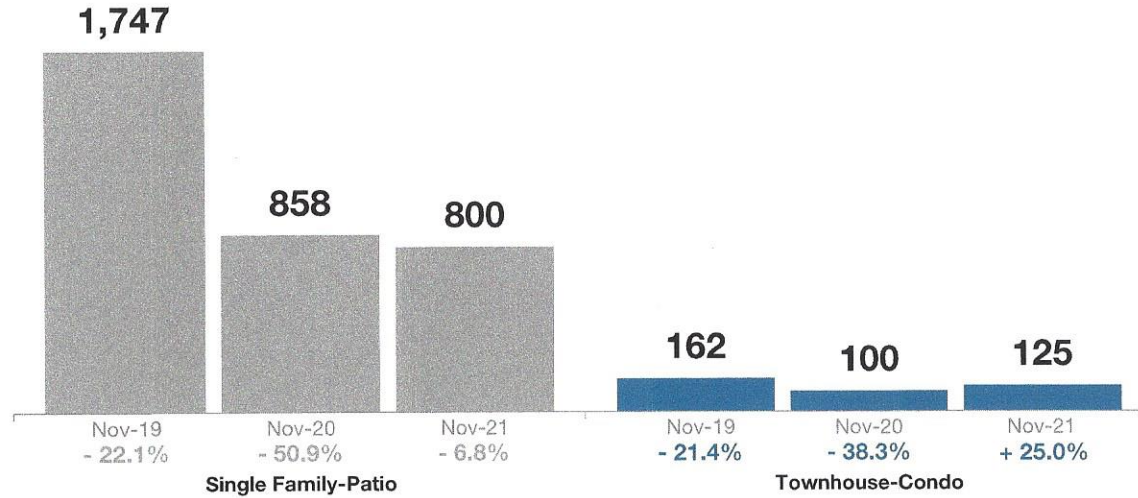
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	106	-4.5%	143	-8.3%
Jan-2021	103	-8.0%	146	-8.8%
Feb-2021	94	-16.1%	129	-21.8%
Mar-2021	93	-10.6%	126	-13.7%
Apr-2021	91	-15.0%	130	-14.5%
May-2021	90	-17.4%	126	-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%
Oct-2021	86	-18.1%	117	-23.5%
<b>Nov-2021</b>	<b>88</b>	<b>-16.2%</b>	<b>122</b>	<b>-20.8%</b>

## Historical Housing Affordability Index by Month



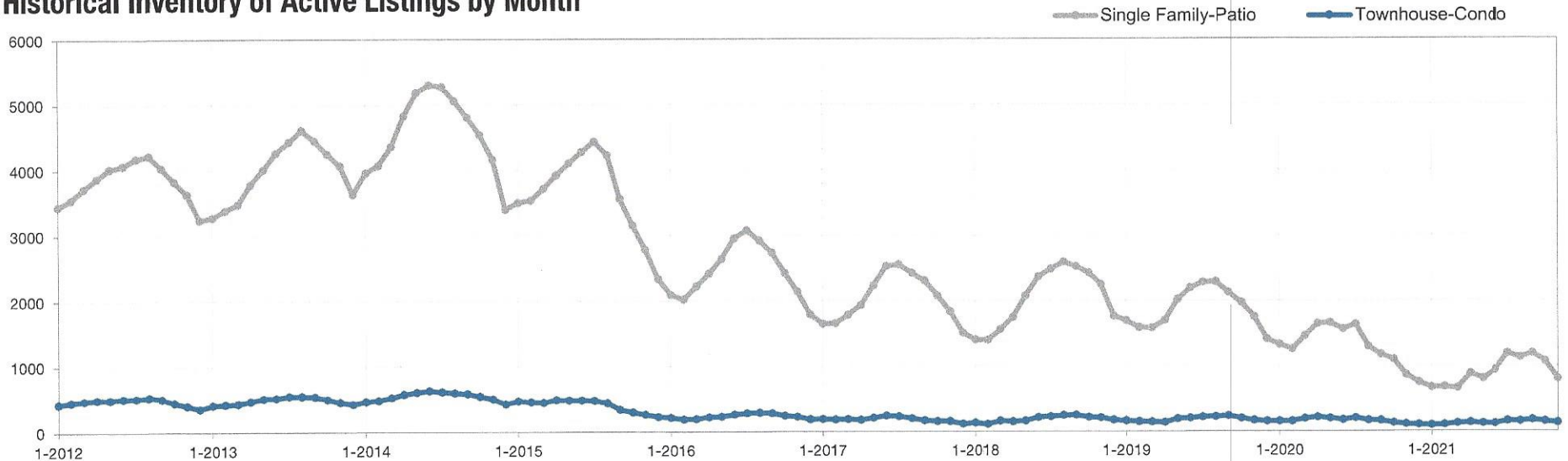
# Inventory of Active Listings

## November



Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	742	-47.3%	95	-36.2%
Jan-2021	668	-49.5%	85	-42.6%
Feb-2021	675	-46.3%	94	-37.3%
Mar-2021	653	-55.1%	112	-41.4%
Apr-2021	874	-46.6%	125	-40.8%
May-2021	800	-51.7%	112	-41.7%
Jun-2021	927	-40.6%	111	-33.9%
Jul-2021	1,181	-27.5%	148	-24.5%
Aug-2021	1,121	-13.2%	144	-10.0%
Sep-2021	1,190	+1.8%	171	+9.6%
Oct-2021	1,066	-2.7%	146	+18.7%
<b>Nov-2021</b>	<b>800</b>	<b>-6.8%</b>	<b>125</b>	<b>+25.0%</b>

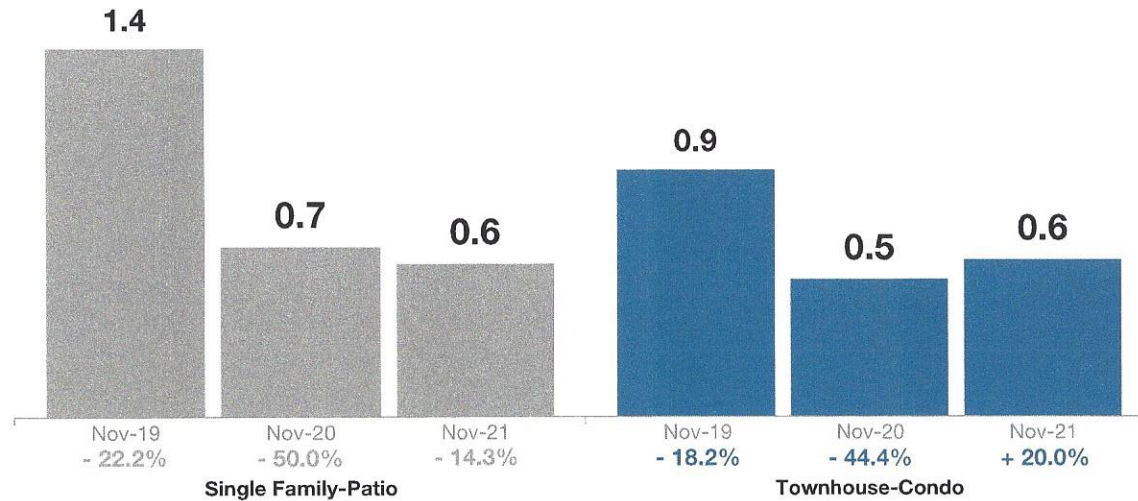
## Historical Inventory of Active Listings by Month





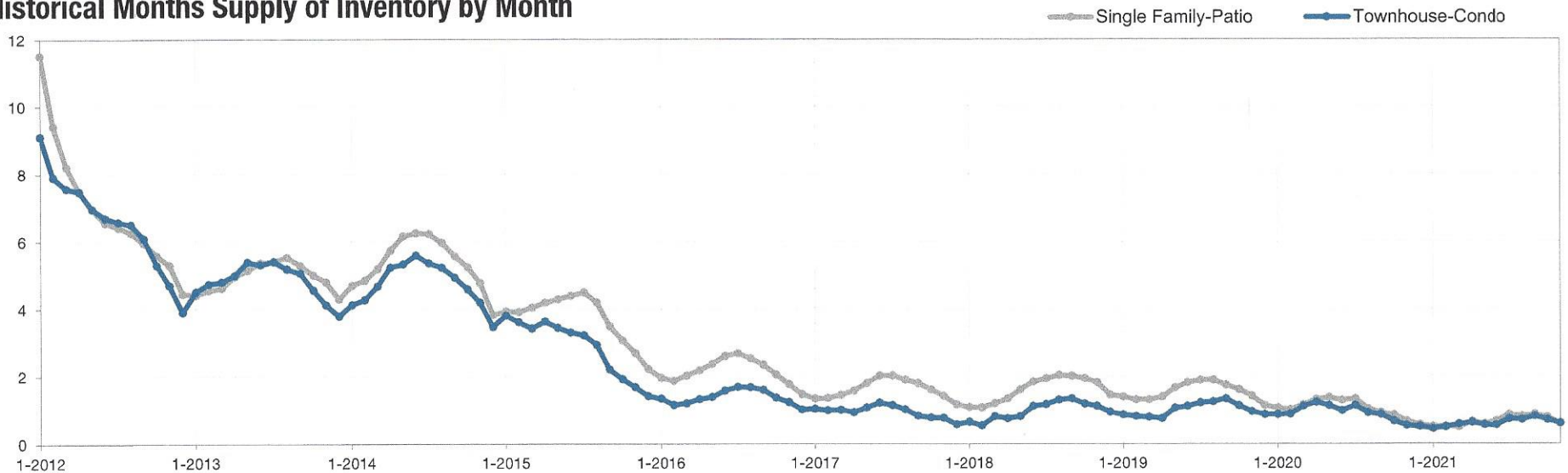
# Months Supply of Inventory

## November



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-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	0.9	-30.8%	0.7	-36.4%
Aug-2021	0.8	-20.0%	0.7	-22.2%
Sep-2021	0.9	0.0%	0.8	-11.1%
Oct-2021	0.8	0.0%	0.7	0.0%
<b>Nov-2021</b>	<b>0.6</b>	<b>-14.3%</b>	<b>0.6</b>	<b>+20.0%</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	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		1,166	<b>1,160</b>	- 0.5%	18,444	<b>18,772</b>	+ 1.8%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		1,311	<b>1,378</b>	+ 5.1%	17,467	<b>17,776</b>	+ 1.8%
<b>Sold Listings</b>		1,583	<b>1,436</b>	- 9.3%	16,755	<b>17,371</b>	+ 3.7%
<b>Median Sales Price</b>		\$370,000	<b>\$435,000</b>	+ 17.6%	\$355,000	<b>\$421,000</b>	+ 18.6%
<b>Average Sales Price</b>		\$409,430	<b>\$482,573</b>	+ 17.9%	\$393,407	<b>\$468,266</b>	+ 19.0%
<b>Pct. of List Price Received</b>		101.1%	<b>101.7%</b>	+ 0.6%	100.6%	<b>103.2%</b>	+ 2.6%
<b>Days on Market</b>		19	<b>13</b>	- 31.6%	21	<b>11</b>	- 47.6%
<b>Housing Affordability Index</b>		109	<b>91</b>	- 16.5%	114	<b>94</b>	- 17.5%
<b>Active Listings</b>		958	<b>925</b>	- 3.4%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		0.6	<b>0.6</b>	0.0%	--	<b>--</b>	--

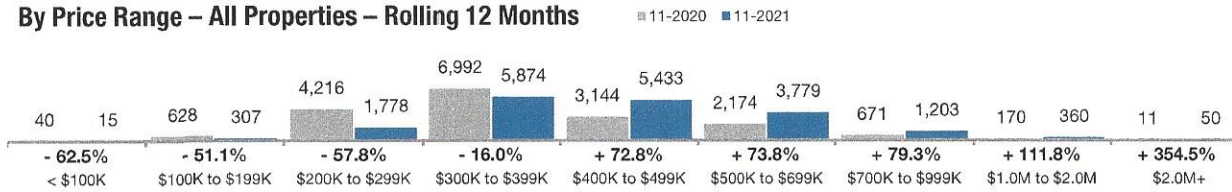


# Sold Listings

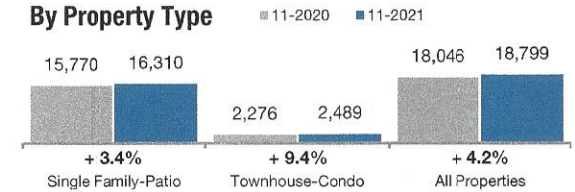
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

### Compared to Prior Month

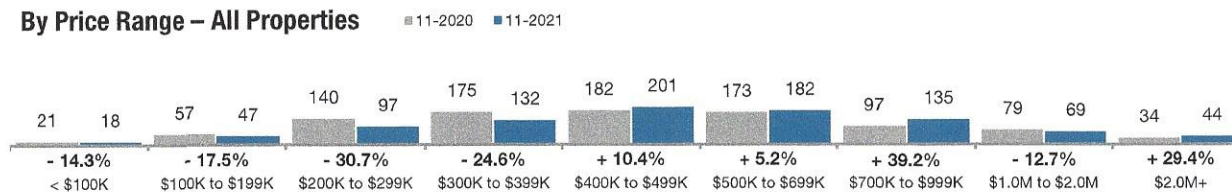
### Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	11-2020	11-2021	Change	11-2020	11-2021	Change	10-2021	11-2021	Change	10-2021	11-2021	Change	11-2020	11-2021	Change	11-2020	11-2021	Change
\$99,999 and Below	21	13	-38.1%	19	2	-89.5%	0	0	--	1	0	-100.0%	14	10	-28.6%	17	1	-94.1%
\$100,000 to \$199,999	216	100	-53.7%	412	207	-49.8%	5	7	+40.0%	15	15	0.0%	195	88	-54.9%	371	186	-49.9%
\$200,000 to \$299,999	2,947	887	-69.9%	1,269	891	-29.8%	49	35	-28.6%	62	55	-11.3%	2,584	723	-72.0%	1,183	795	-32.8%
\$300,000 to \$399,999	6,546	4,820	-26.4%	446	1,054	+136.3%	379	287	-24.3%	121	96	-20.7%	6,118	4,300	-29.7%	422	1,001	+137.2%
\$400,000 to \$499,999	3,056	5,203	+70.3%	88	230	+161.4%	513	450	-12.3%	28	29	+3.6%	2,883	4,951	+71.7%	87	214	+146.0%
\$500,000 to \$699,999	2,145	3,701	+72.5%	29	78	+169.0%	369	314	-14.9%	3	8	+166.7%	2,038	3,503	+71.9%	27	73	+170.4%
\$700,000 to \$999,999	661	1,183	+79.0%	10	20	+100.0%	107	109	+1.9%	2	2	0.0%	632	1,114	+76.3%	10	20	+100.0%
\$1,000,000 to \$1,999,999	168	358	+113.1%	2	2	0.0%	39	25	-35.9%	0	0	--	161	343	+113.0%	2	2	0.0%
\$2,000,000 and Above	10	45	+350.0%	1	5	+400.0%	7	4	-42.9%	0	0	--	10	42	+320.0%	1	5	+400.0%
<b>All Price Ranges</b>	<b>15,770</b>	<b>16,310</b>	<b>+3.4%</b>	<b>2,276</b>	<b>2,489</b>	<b>+9.4%</b>	<b>1,468</b>	<b>1,231</b>	<b>-16.1%</b>	<b>232</b>	<b>205</b>	<b>-11.6%</b>	<b>14,635</b>	<b>15,074</b>	<b>+3.0%</b>	<b>2,120</b>	<b>2,297</b>	<b>+8.3%</b>

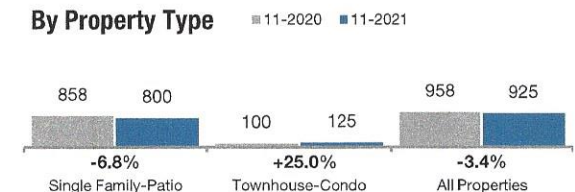
# Inventory of Active Listings

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		
	11-2020	11-2021	Change	11-2020	11-2021	Change	10-2021	11-2021	Change	10-2021	11-2021	Change	11-2020	11-2021	Change	11-2020	11-2021	Change
\$99,999 and Below	18	15	-16.7%	3	3	0.0%	12	15	+25.0%	3	3	0.0%						
\$100,000 to \$199,999	42	33	-21.4%	15	14	-6.7%	34	33	-2.9%	13	14	+7.7%						
\$200,000 to \$299,999	106	79	-25.5%	34	18	-47.1%	95	79	-16.8%	23	18	-21.7%						
\$300,000 to \$399,999	159	93	-41.5%	16	39	+143.8%	156	93	-40.4%	46	39	-15.2%						
\$400,000 to \$499,999	168	163	-3.0%	14	38	+171.4%	242	163	-32.6%	43	38	-11.6%						
\$500,000 to \$699,999	163	179	+9.8%	10	3	-70.0%	253	179	-29.2%	8	3	-62.5%						
\$700,000 to \$999,999	90	125	+38.9%	7	10	+42.9%	150	125	-16.7%	10	10	0.0%						
\$1,000,000 to \$1,999,999	79	69	-12.7%	0	0	--	76	69	-9.2%	0	0	--						
\$2,000,000 and Above	33	44	+33.3%	1	0	-100.0%	48	44	-8.3%	0	0	--						
<b>All Price Ranges</b>	<b>858</b>	<b>800</b>	<b>-6.8%</b>	<b>100</b>	<b>125</b>	<b>+25.0%</b>	<b>1,066</b>	<b>800</b>	<b>-25.0%</b>	<b>146</b>	<b>125</b>	<b>-14.4%</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.

<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.