

Monthly Indicators

Activity for El Paso and Teller Counties Only



December 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 4.1 percent for single family-patio homes and 15.8 percent for townhouse-condo properties. Pending Sales increased 9.6 percent for single family-patio homes and 0.7 percent for townhouse-condo properties.

The Median Sales Price was up 19.7 percent to \$454,981 for single family-patio homes and 19.0 percent to \$335,000 for townhouse-condo properties. Days on Market decreased 16.7 percent for single family homes but increased 41.7 percent for townhouse-condo properties.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

Activity Snapshot

+ 3.2%

One-Year Change in
Sold Listings
All Properties

+ 18.6%

One-Year Change in
Median Sales Price
All Properties

- 6.8%

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	12-2020	12-2021	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		875	839	- 4.1%	16,995	17,229	+ 1.4%
Pending Sales (PEND, UC, UCSS, RGT)		895	981	+ 9.6%	16,099	16,348	+ 1.5%
Sold Listings		1,236	1,276	+ 3.2%	15,871	16,442	+ 3.6%
Median Sales Price		\$380,000	\$454,981	+ 19.7%	\$370,000	\$440,000	+ 18.9%
Average Sales Price		\$433,771	\$512,771	+ 18.2%	\$413,452	\$492,369	+ 19.1%
Pct. of List Price Received		101.2%	101.3%	+ 0.1%	100.7%	103.1%	+ 2.4%
Days on Market		18	15	- 16.7%	21	12	- 42.9%
Housing Affordability Index		106	83	- 21.7%	109	86	- 21.1%
Active Listings		742	677	- 8.8%	--	--	--
Months Supply of Inventory		0.6	0.5	- 16.7%	--	--	--

Townhouse-Condo Market Overview

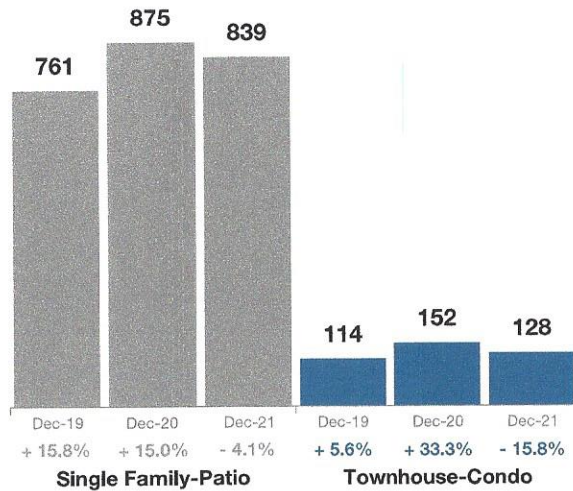


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

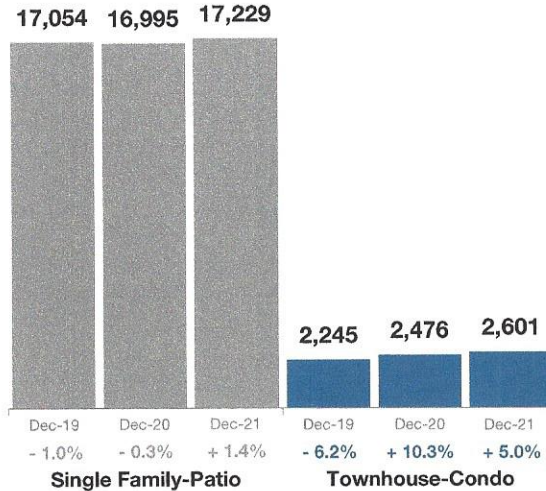
Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		152	128	- 15.8%	2,476	2,601	+ 5.0%
Pending Sales (PEND, UC, UCSS, RGT)		150	151	+ 0.7%	2,411	2,486	+ 3.1%
Sold Listings		192	197	+ 2.6%	2,312	2,508	+ 8.5%
Median Sales Price		\$281,623	\$335,000	+ 19.0%	\$254,000	\$314,000	+ 23.6%
Average Sales Price		\$286,800	\$350,839	+ 22.3%	\$268,529	\$323,500	+ 20.5%
Pct. of List Price Received		101.1%	101.3%	+ 0.2%	100.6%	102.9%	+ 2.3%
Days on Market		12	17	+ 41.7%	17	9	- 47.1%
Housing Affordability Index		143	113	- 21.0%	159	120	- 24.5%
Active Listings		95	103	+ 8.4%	--	--	--
Months Supply of Inventory		0.5	0.5	0.0%	--	--	--

New Listings

December

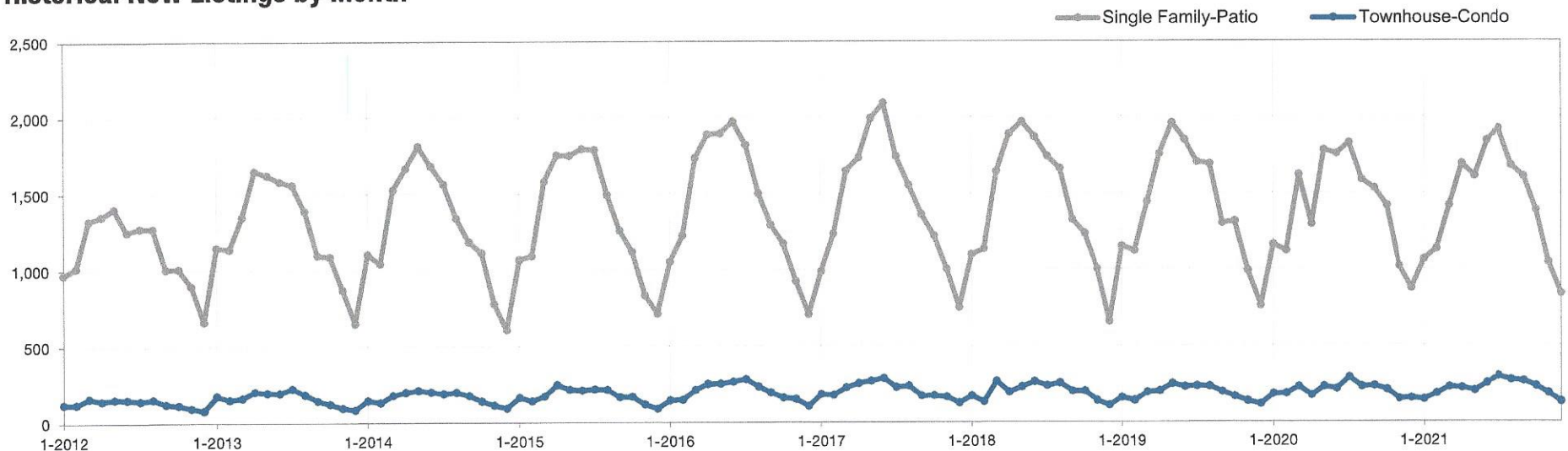


Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	1,062	-8.6%	144	-20.9%
Feb-2021	1,132	+0.9%	181	-1.1%
Mar-2021	1,418	-12.4%	225	-2.2%
Apr-2021	1,691	+30.6%	220	+28.7%
May-2021	1,610	-9.6%	203	-11.7%
Jun-2021	1,842	+4.8%	251	+16.7%
Jul-2021	1,920	+5.0%	297	+2.1%
Aug-2021	1,680	+5.9%	271	+17.8%
Sep-2021	1,606	+4.9%	264	+12.3%
Oct-2021	1,385	-2.3%	231	+10.5%
Nov-2021	1,044	+2.5%	186	+25.7%
Dec-2021	839	-4.1%	128	-15.8%

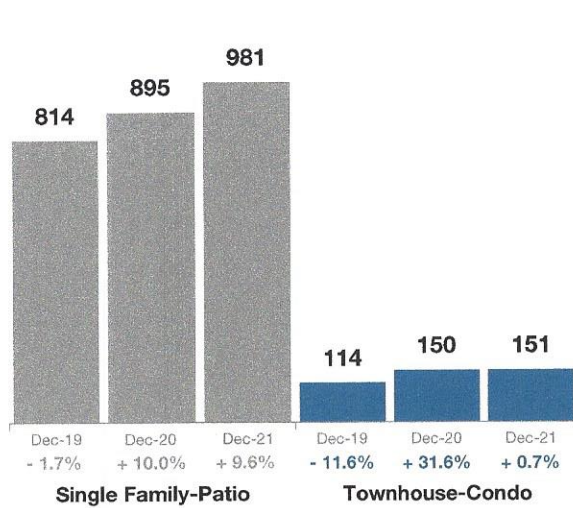
Historical New Listings by Month



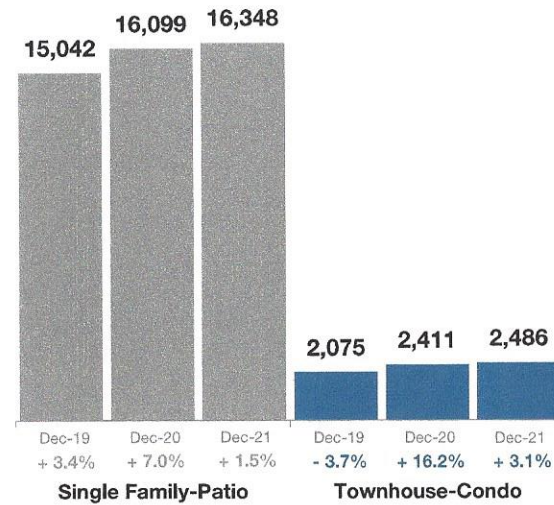
Pending Sales (PEND, UC, UCSS, RGT)



December

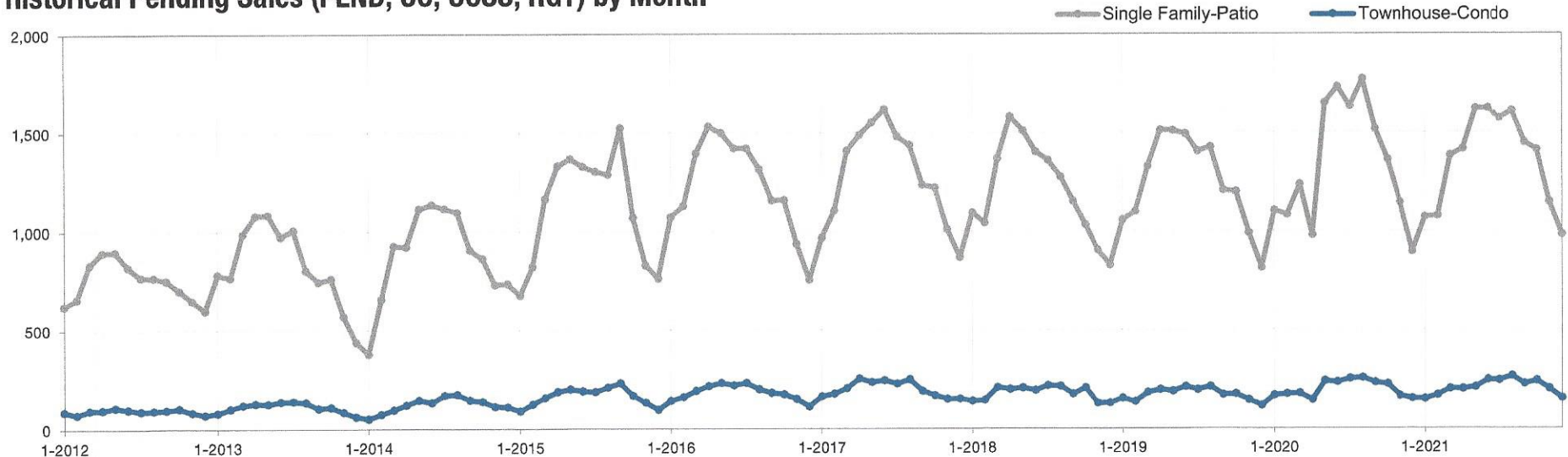


Year to Date



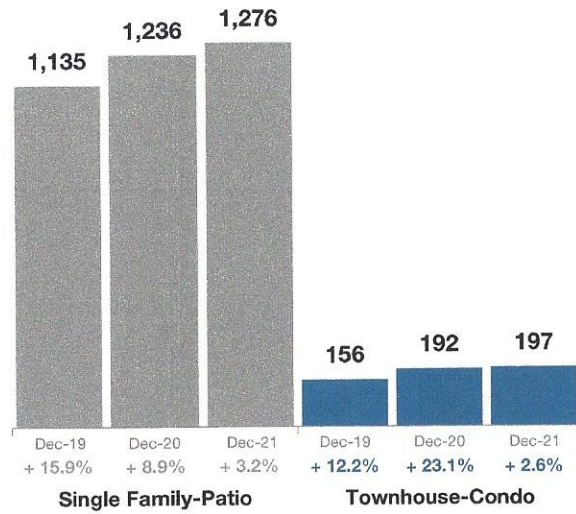
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	1,071	-3.0%	148	-11.4%
Feb-2021	1,077	-0.6%	168	-3.4%
Mar-2021	1,382	+11.7%	200	+13.0%
Apr-2021	1,415	+44.5%	198	+38.5%
May-2021	1,620	-1.8%	208	-13.0%
Jun-2021	1,621	-6.2%	245	+4.7%
Jul-2021	1,570	-3.8%	242	-4.0%
Aug-2021	1,607	-9.2%	263	+3.1%
Sep-2021	1,447	-4.5%	223	-3.9%
Oct-2021	1,410	+3.5%	240	+7.1%
Nov-2021	1,147	+0.2%	200	+22.0%
Dec-2021	981	+9.6%	151	+0.7%

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

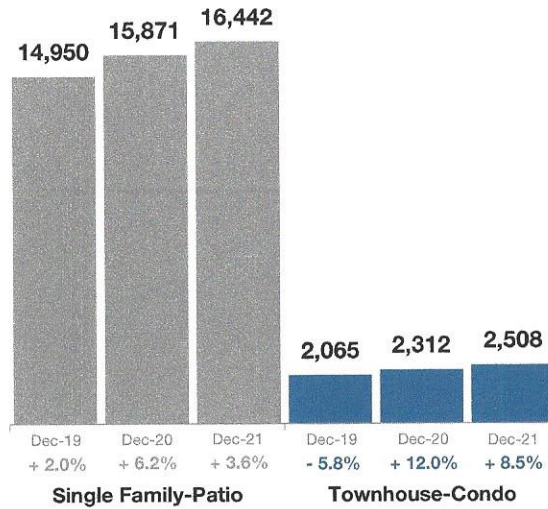


Sold Listings

December

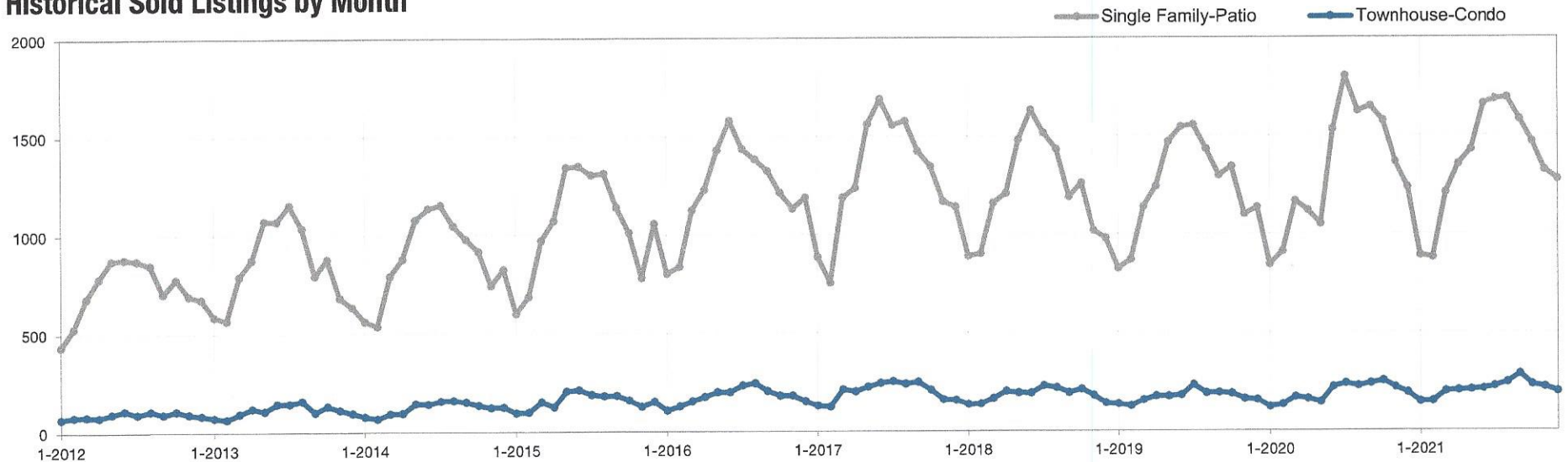


Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Nov-2021	1,323	-3.1%	219	+0.5%
Dec-2021	1,276	+3.2%	197	+2.6%

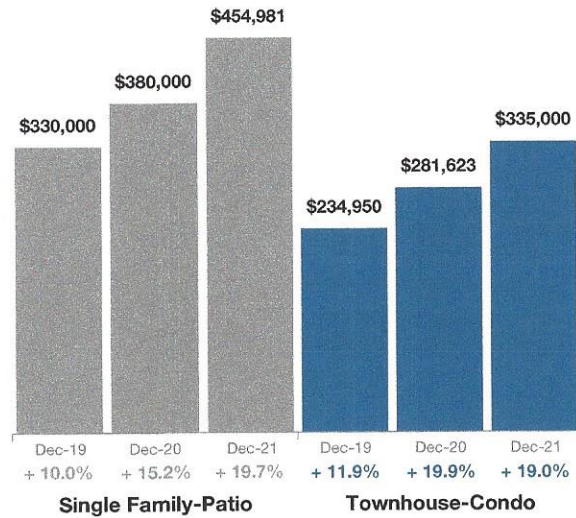
Historical Sold Listings by Month



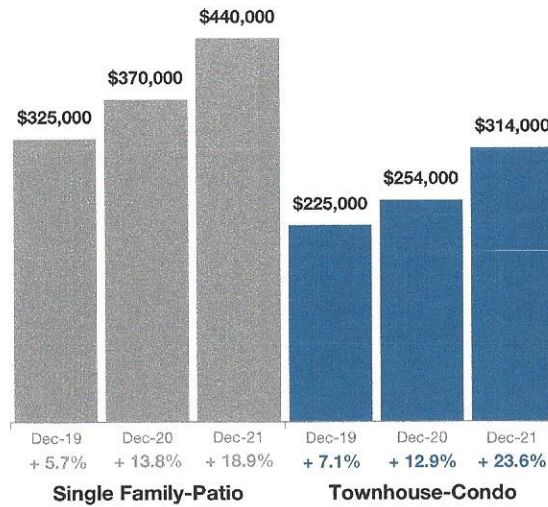
Median Sales Price



December

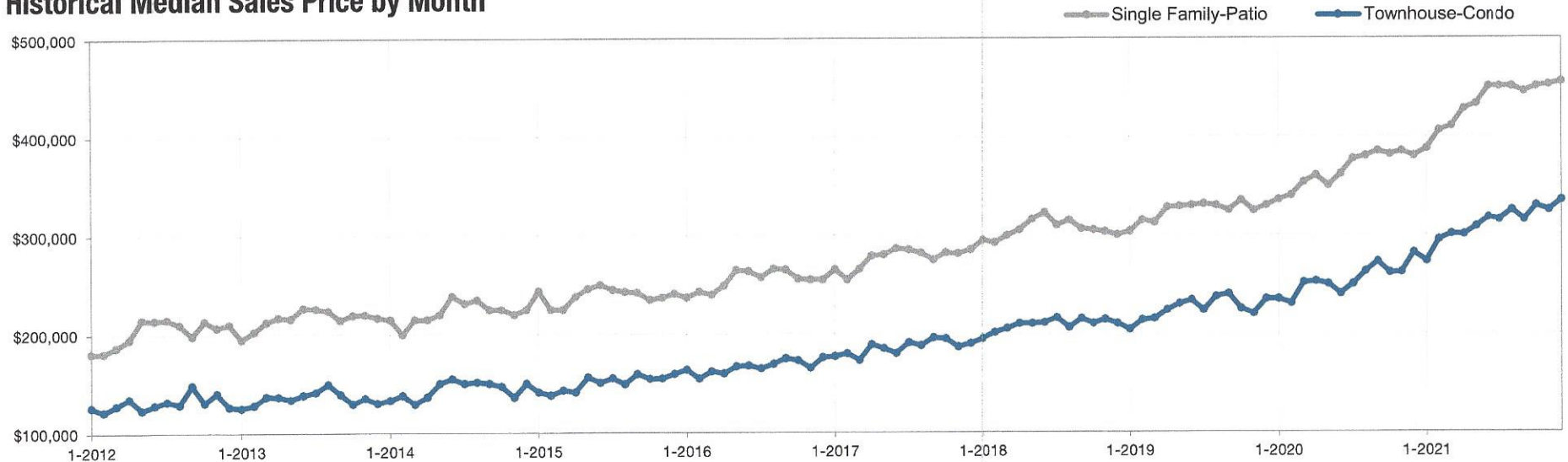


Year to Date



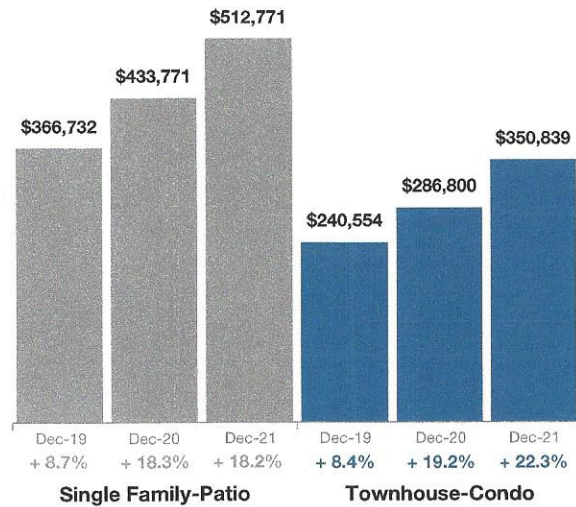
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	\$387,000	+15.2%	\$273,000	+16.2%
Feb-2021	\$405,500	+19.3%	\$295,050	+28.0%
Mar-2021	\$410,000	+16.0%	\$300,500	+19.5%
Apr-2021	\$427,550	+18.8%	\$300,000	+18.8%
May-2021	\$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%
Nov-2021	\$452,000	+17.5%	\$325,000	+24.0%
Dec-2021	\$454,981	+19.7%	\$335,000	+19.0%

Historical Median Sales Price by Month

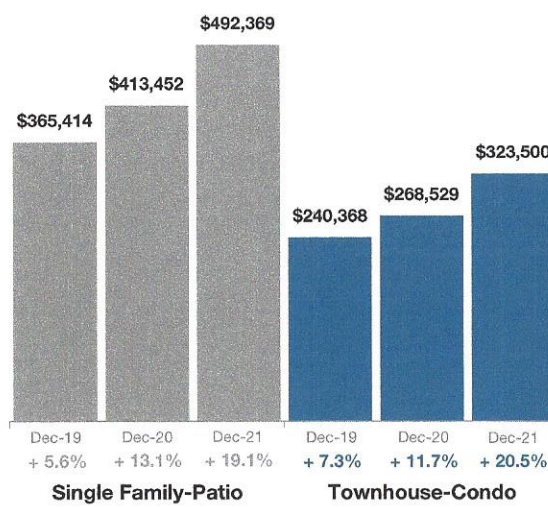


Average Sales Price

December

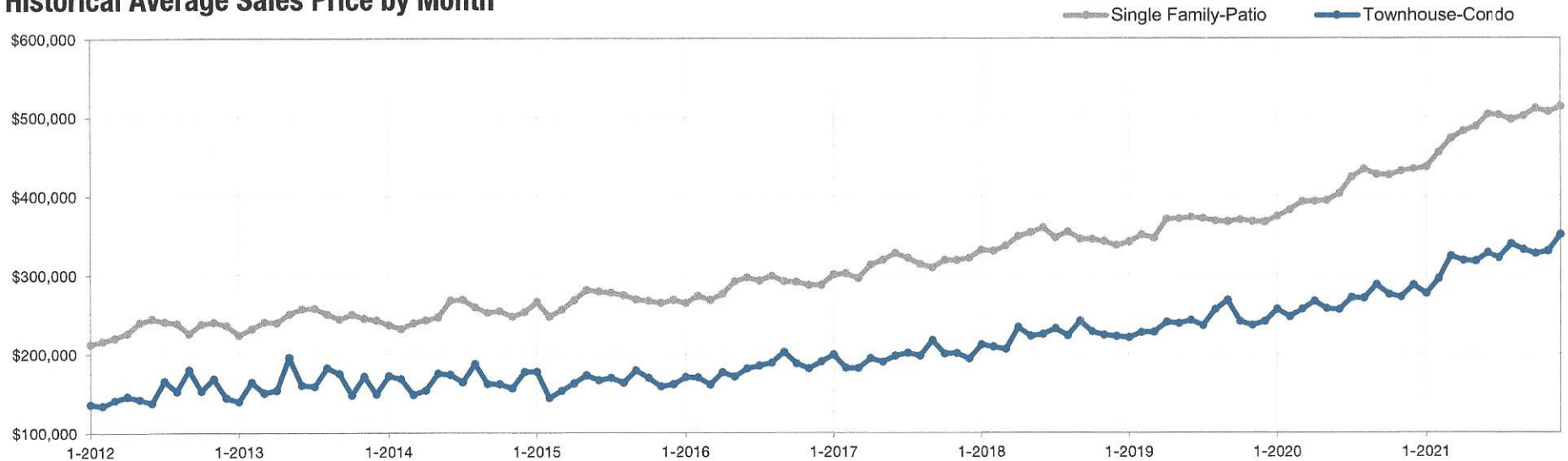


Year to Date



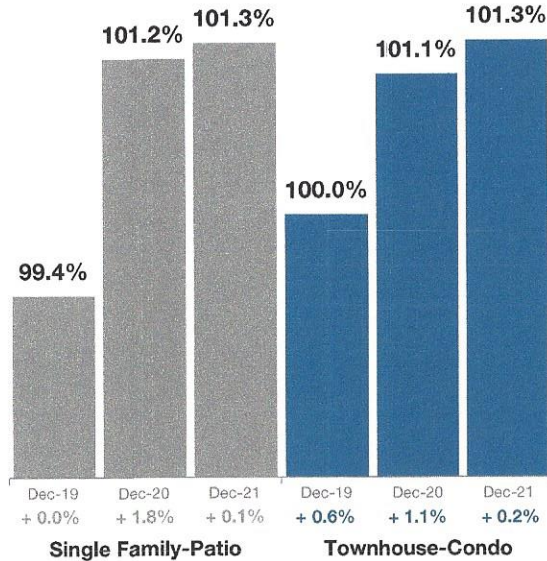
Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	\$436,377	+16.6%	\$275,939	+7.7%
Feb-2021	\$454,954	+18.9%	\$294,581	+19.5%
Mar-2021	\$472,624	+20.3%	\$323,402	+26.1%
Apr-2021	\$481,988	+22.6%	\$317,727	+19.3%
May-2021	\$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%
Nov-2021	\$506,386	+17.4%	\$329,586	+21.3%
Dec-2021	\$512,771	+18.2%	\$350,839	+22.3%

Historical Average Sales Price by Month

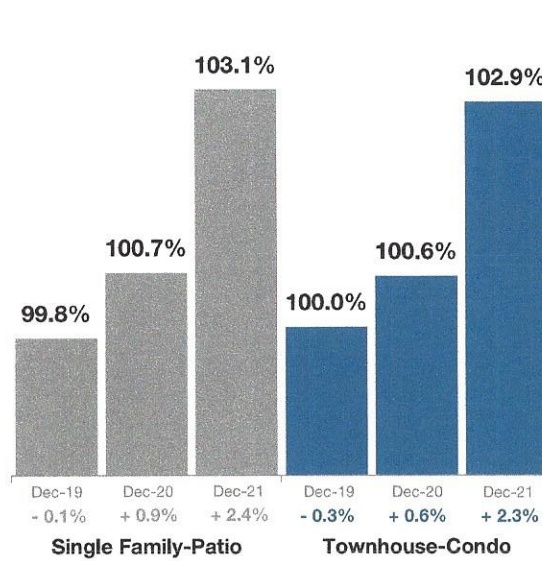


Percent of List Price Received

December

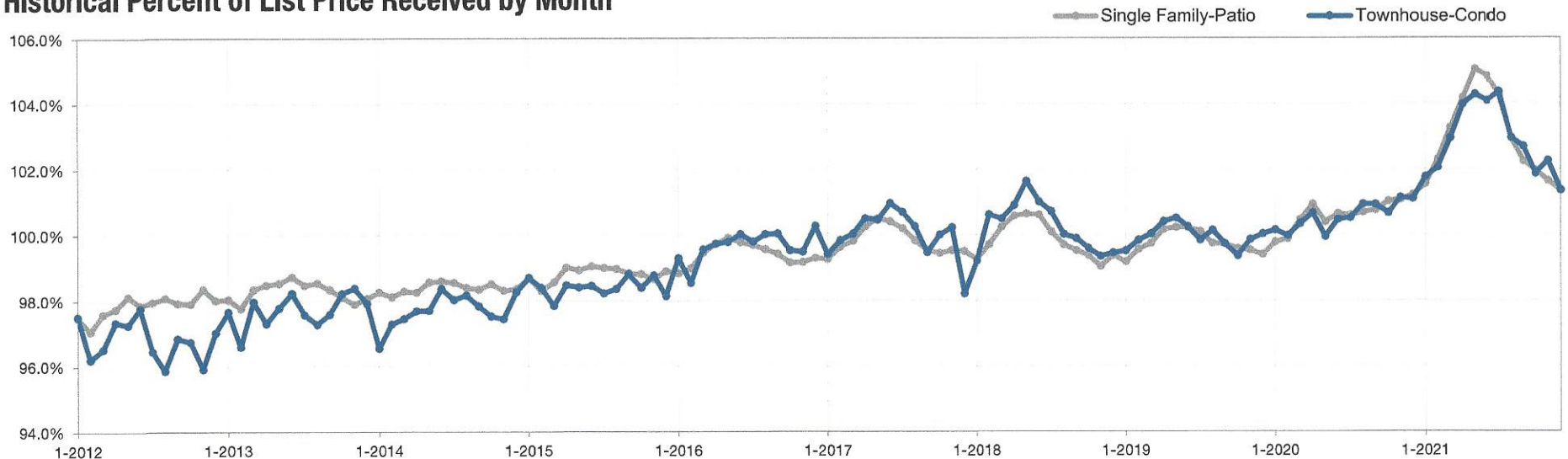


Year to Date



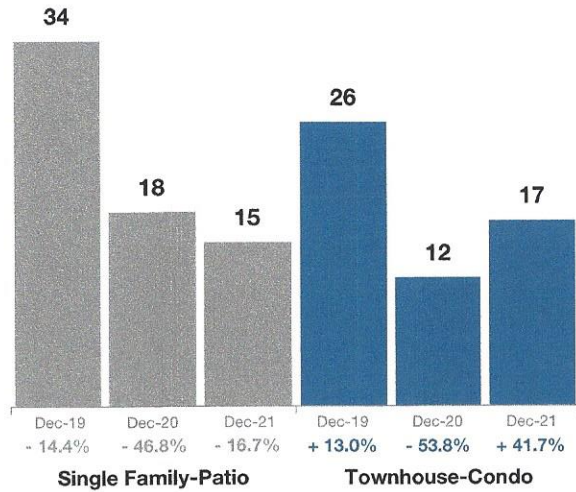
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	101.5%	+1.7%	101.8%	+1.7%
Feb-2021	102.3%	+2.4%	102.0%	+2.0%
Mar-2021	103.2%	+2.7%	102.9%	+2.6%
Apr-2021	104.2%	+3.3%	104.0%	+3.4%
May-2021	105.0%	+4.6%	104.3%	+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%
Nov-2021	101.6%	+0.5%	102.2%	+1.1%
Dec-2021	101.3%	+0.1%	101.3%	+0.2%

Historical Percent of List Price Received by Month

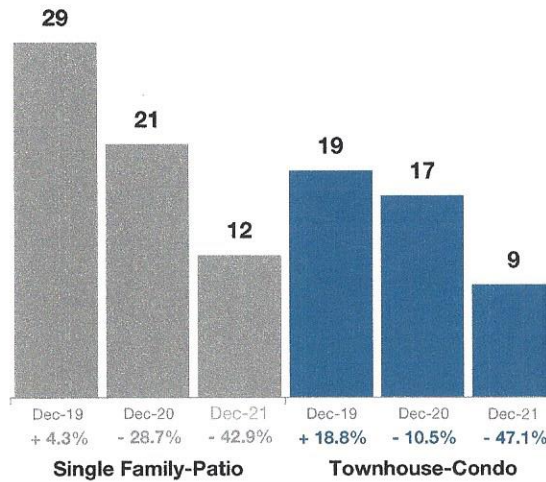


Days on Market Until Sale

December

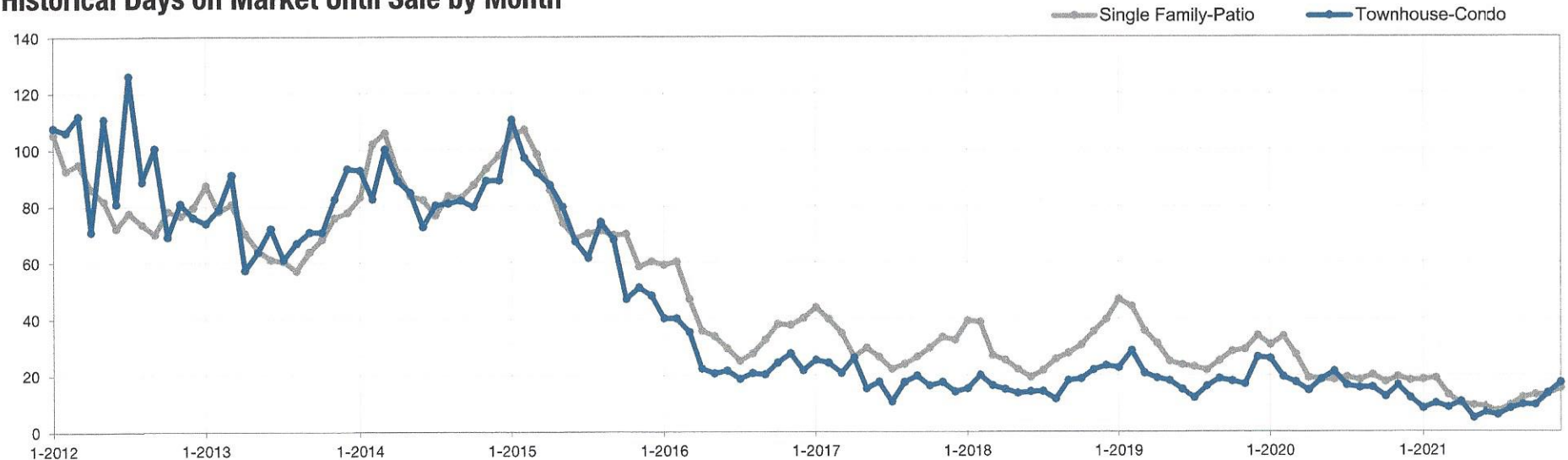


Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Nov-2021	13	-31.6%	14	-12.5%
Dec-2021	15	-16.7%	17	+41.7%

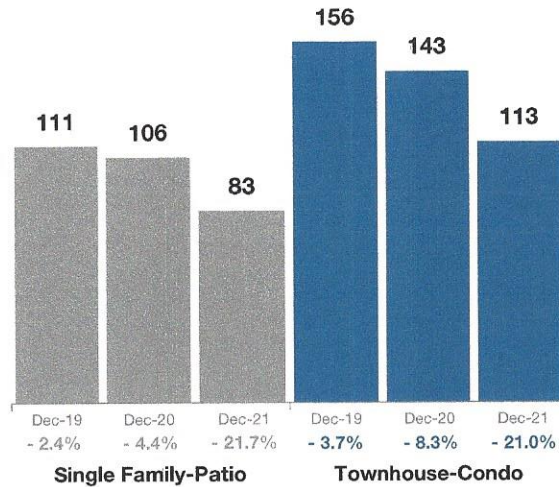
Historical Days on Market Until Sale by Month



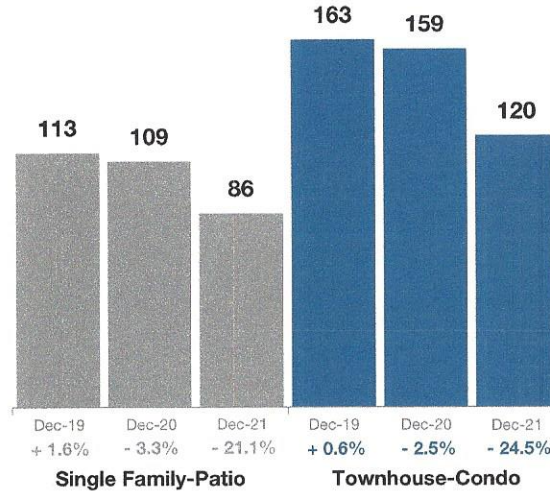
Housing Affordability Index



December

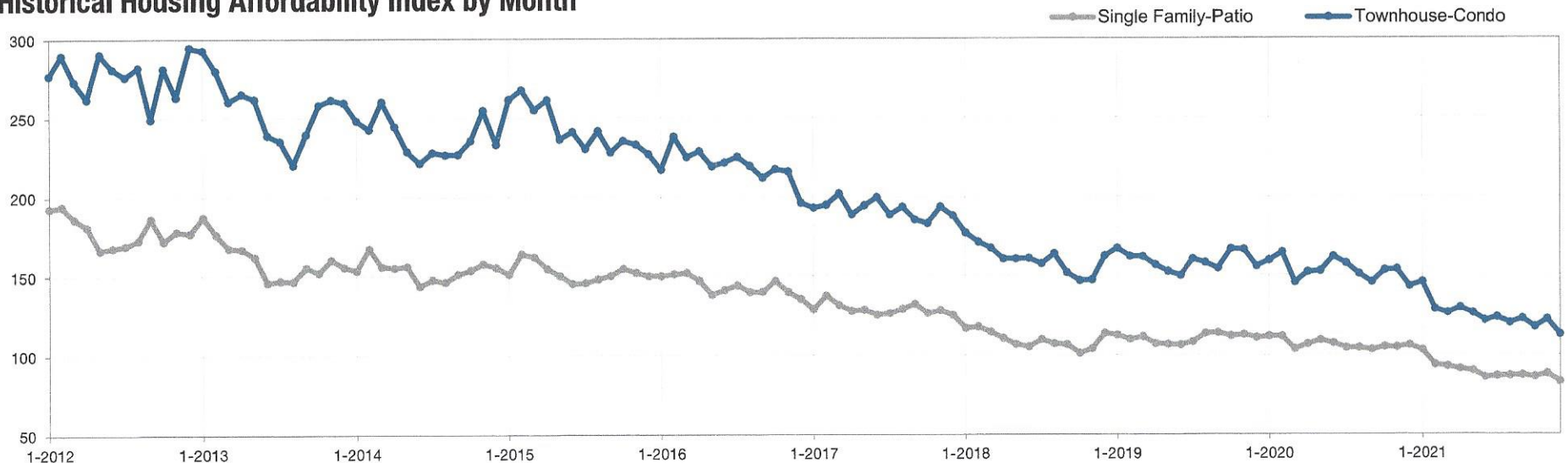


Year to Date



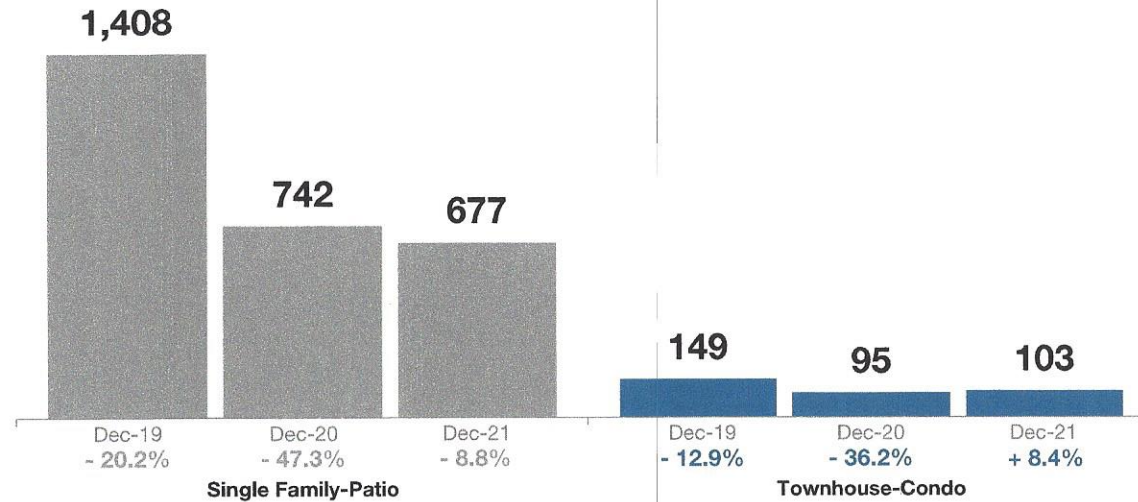
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	103	-8.0%	146	-8.8%
Feb-2021	94	-16.1%	129	-21.8%
Mar-2021	93	-10.6%	126	-13.7%
Apr-2021	91	-15.0%	130	-14.5%
May-2021	90	-17.4%	126	-17.6%
Jun-2021	86	-20.4%	122	-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%
Nov-2021	88	-16.2%	122	-20.8%
Dec-2021	83	-21.7%	113	-21.0%

Historical Housing Affordability Index by Month



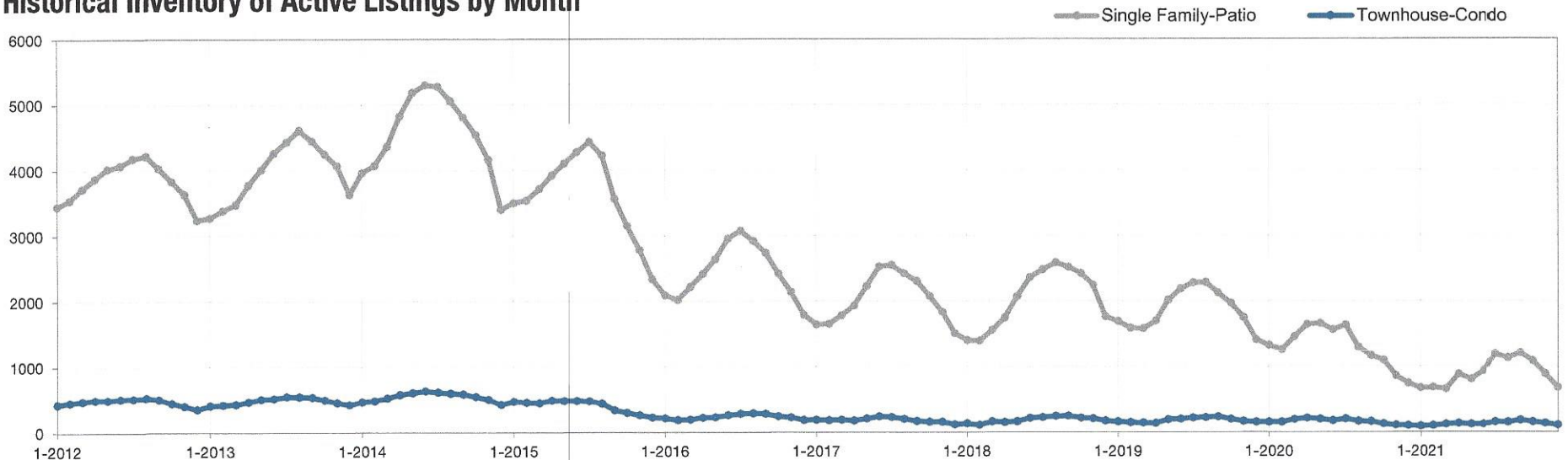
Inventory of Active Listings

December



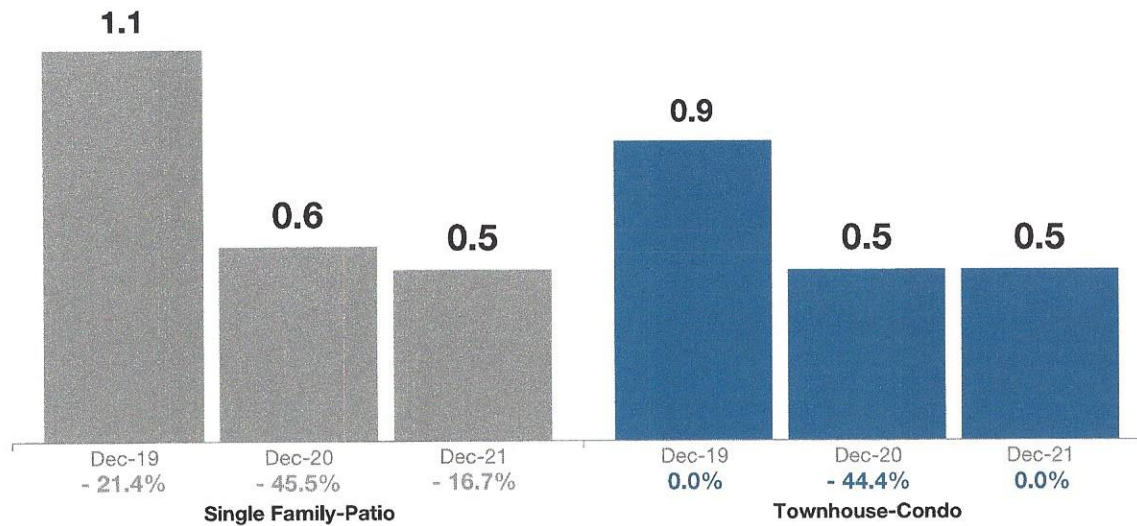
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	670	-49.3%	85	-42.6%
Feb-2021	678	-46.0%	94	-37.3%
Mar-2021	655	-55.0%	112	-41.4%
Apr-2021	877	-46.5%	126	-40.3%
May-2021	803	-51.5%	113	-41.1%
Jun-2021	932	-40.3%	113	-32.7%
Jul-2021	1,187	-27.2%	150	-23.5%
Aug-2021	1,129	-12.6%	145	-9.4%
Sep-2021	1,201	+2.8%	172	+10.3%
Oct-2021	1,083	-1.1%	149	+21.1%
Nov-2021	887	+3.5%	131	+31.0%
Dec-2021	677	-8.8%	103	+8.4%

Historical Inventory of Active Listings by Month



Months Supply of Inventory

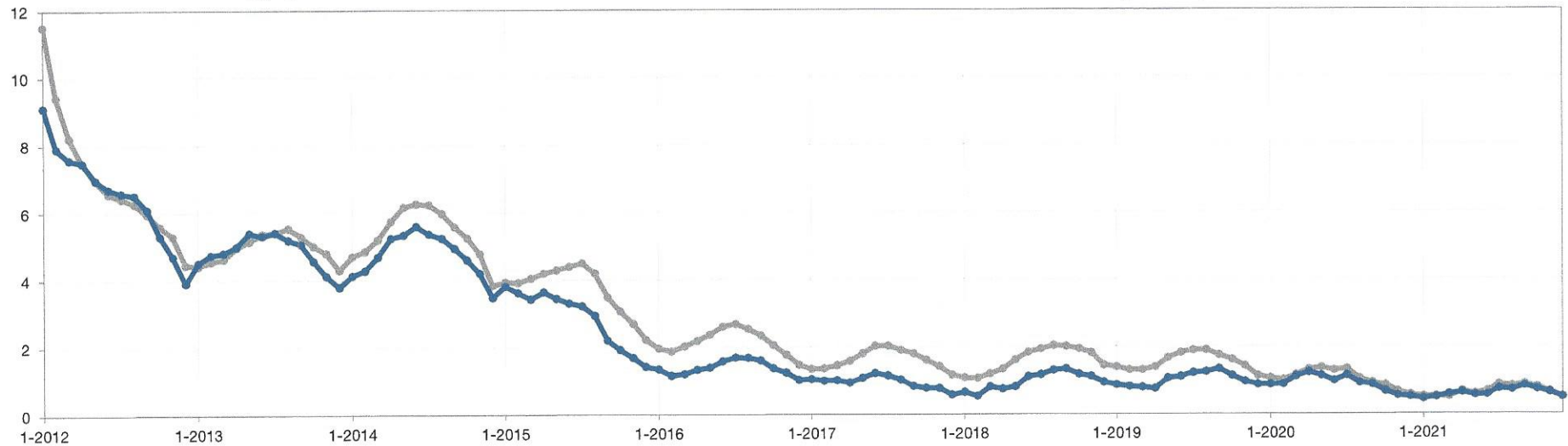
December



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	0.7	-46.2%	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%
Nov-2021	0.6	-14.3%	0.6	+20.0%
Dec-2021	0.5	-16.7%	0.5	0.0%

Historical Months Supply of Inventory by Month

— Single Family-Patio — Townhouse-Condo



Total Market Overview

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



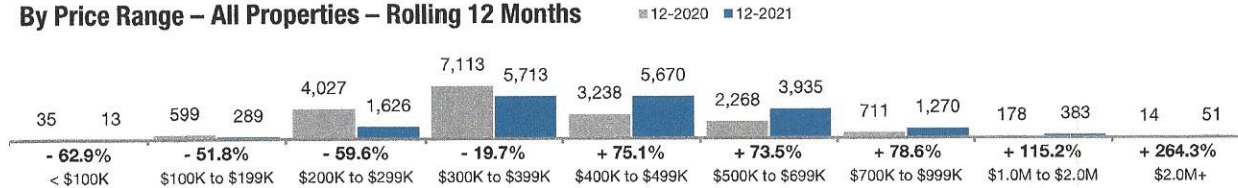
Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		1,027	967	- 5.8%	19,471	19,830	+ 1.8%
Pending Sales (PEND, UC, UCSS, RGT)		1,045	1,132	+ 8.3%	18,510	18,834	+ 1.8%
Sold Listings		1,428	1,473	+ 3.2%	18,183	18,950	+ 4.2%
Median Sales Price		\$370,000	\$439,000	+ 18.6%	\$356,756	\$425,000	+ 19.1%
Average Sales Price		\$414,010	\$491,114	+ 18.6%	\$395,025	\$470,017	+ 19.0%
Pct. of List Price Received		101.2%	101.3%	+ 0.1%	100.7%	103.1%	+ 2.4%
Days on Market		17	16	- 5.9%	20	11	- 45.0%
Housing Affordability Index		109	86	- 21.1%	113	89	- 21.2%
Active Listings		837	780	- 6.8%	--	--	--
Months Supply of Inventory		0.6	0.5	- 16.7%	--	--	--

Sold Listings

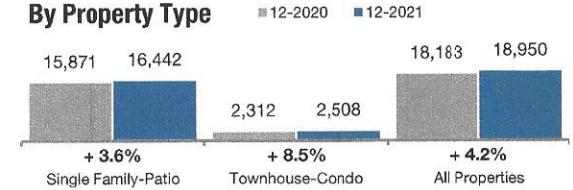
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

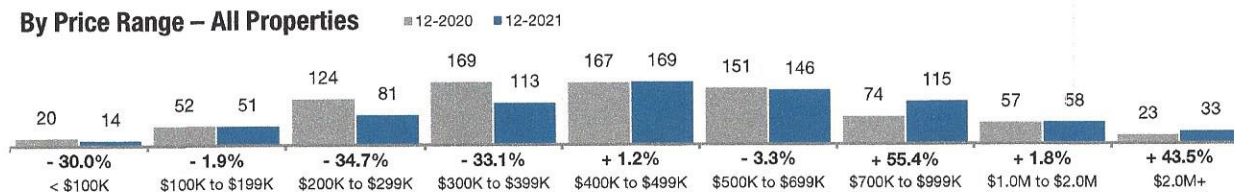
Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	12-2020	12-2021	Change	12-2020	12-2021	Change	11-2021	12-2021	Change	11-2021	12-2021	Change	12-2020	12-2021	Change	12-2020	12-2021	Change
\$99,999 and Below	17	12	-29.4%	18	1	-94.4%	0	2	--	0	0	--	17	12	-29.4%	18	1	-94.4%
\$100,000 to \$199,999	207	96	-53.6%	392	193	-50.8%	9	6	-33.3%	17	5	-70.6%	207	96	-53.6%	392	193	-50.8%
\$200,000 to \$299,999	2,748	774	-71.8%	1,279	852	-33.4%	36	50	+38.9%	59	53	-10.2%	2,748	774	-71.8%	1,279	852	-33.4%
\$300,000 to \$399,999	6,638	4,614	-30.5%	475	1,099	+131.4%	309	292	-5.5%	101	93	-7.9%	6,638	4,614	-30.5%	475	1,099	+131.4%
\$400,000 to \$499,999	3,135	5,418	+72.8%	103	252	+144.7%	483	434	-10.1%	32	35	+9.4%	3,135	5,418	+72.8%	103	252	+144.7%
\$500,000 to \$699,999	2,236	3,853	+72.3%	32	82	+156.3%	339	325	-4.1%	8	9	+12.5%	2,236	3,853	+72.3%	32	82	+156.3%
\$700,000 to \$999,999	701	1,249	+78.2%	10	21	+110.0%	117	127	+8.5%	2	1	-50.0%	701	1,249	+78.2%	10	21	+110.0%
\$1,000,000 to \$1,999,999	176	381	+116.5%	2	2	0.0%	26	37	+42.3%	0	0	--	176	381	+116.5%	2	2	0.0%
\$2,000,000 and Above	13	45	+246.2%	1	6	+500.0%	4	3	-25.0%	0	1	--	13	45	+246.2%	1	6	+500.0%
All Price Ranges	15,871	16,442	+3.6%	2,312	2,508	+8.5%	1,323	1,276	-3.6%	219	197	-10.0%	15,871	16,442	+3.6%	2,312	2,508	+8.5%

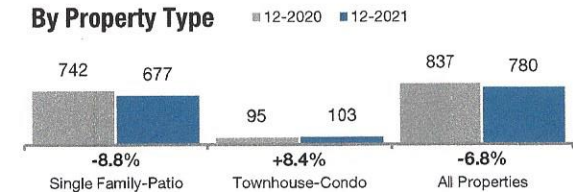
Inventory of Active Listings

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

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		
	12-2020	12-2021	Change	12-2020	12-2021	Change	11-2021	12-2021	Change	11-2021	12-2021	Change	12-2020	12-2021	Change	12-2020	12-2021	Change
\$99,999 and Below	17	11	-35.3%	3	3	0.0%	15	11	-26.7%	3	3	0.0%	17	11	-35.3%	3	3	0.0%
\$100,000 to \$199,999	37	35	-5.4%	15	16	+6.7%	35	35	0.0%	15	16	+6.7%	37	35	-5.4%	15	16	+6.7%
\$200,000 to \$299,999	94	71	-24.5%	30	10	-66.7%	84	71	-15.5%	20	10	-50.0%	94	71	-24.5%	30	10	-66.7%
\$300,000 to \$399,999	155	85	-45.2%	14	28	+100.0%	108	85	-21.3%	41	28	-31.7%	155	85	-45.2%	14	28	+100.0%
\$400,000 to \$499,999	149	139	-6.7%	18	30	+66.7%	202	139	-31.2%	39	30	-23.1%	149	139	-6.7%	18	30	+66.7%
\$500,000 to \$699,999	142	139	-2.1%	9	7	-22.2%	201	139	-30.8%	3	7	+133.3%	142	139	-2.1%	9	7	-22.2%
\$700,000 to \$999,999	69	106	+53.6%	5	9	+80.0%	126	106	-15.9%	10	9	-10.0%	69	106	+53.6%	5	9	+80.0%
\$1,000,000 to \$1,999,999	57	58	+1.8%	0	0	--	72	58	-19.4%	0	0	--	57	58	+1.8%	0	0	--
\$2,000,000 and Above	22	33	+50.0%	1	0	-100.0%	44	33	-25.0%	0	0	--	22	33	+50.0%	1	0	-100.0%
All Price Ranges	742	677	-8.8%	95	103	+8.4%	887	677	-23.7%	131	103	-21.4%	742	677	-8.8%	95	103	+8.4%

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.

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.