

Monthly Indicators

Activity for El Paso and Teller Counties Only



August 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 4.8 percent for single family-patio homes and 16.1 percent for townhouse-condo properties. Pending Sales decreased 0.8 percent for single family-patio homes but increased 11.0 percent for townhouse-condo properties.

The Median Sales Price was up 18.4 percent to \$450,000 for single family-patio homes and 23.7 percent to \$325,000 for townhouse-condo properties. Days on Market decreased 50.0 percent for single family homes and 46.7 percent for townhouse-condo properties.

In new construction, home builders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

Activity Snapshot

+ 4.7%	+ 17.9%	- 26.7%
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	8-2020	8-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		1,587	1,663	+ 4.8%	12,151	12,282	+ 1.1%
Pending Sales (PEND, UC, UCSS, RGT)		1,769	1,755	- 0.8%	11,183	11,545	+ 3.2%
Sold Listings		1,624	1,693	+ 4.2%	10,046	10,795	+ 7.5%
Median Sales Price		\$380,000	\$450,000	+ 18.4%	\$361,000	\$432,000	+ 19.7%
Average Sales Price		\$433,669	\$497,089	+ 14.6%	\$404,184	\$484,481	+ 19.9%
Pct. of List Price Received		100.7%	102.9%	+ 2.2%	100.5%	103.7%	+ 3.2%
Days on Market		18	9	- 50.0%	22	11	- 50.0%
Housing Affordability Index		104	87	- 16.3%	110	90	- 18.2%
Active Listings		1,291	948	- 26.6%	--	--	--
Months Supply of Inventory		1.0	0.7	- 30.0%	--	--	--

Townhouse-Condo Market Overview

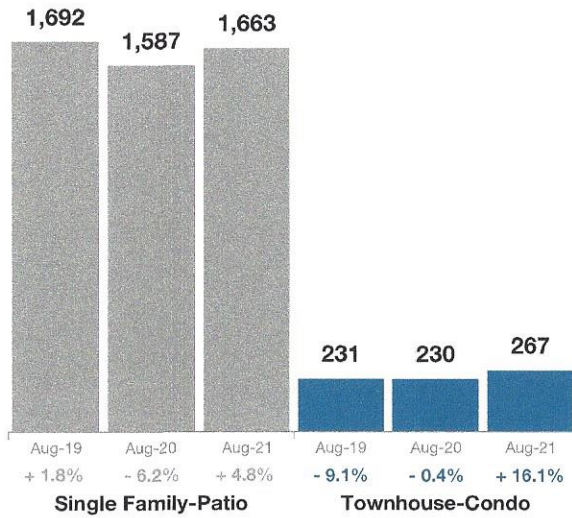


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

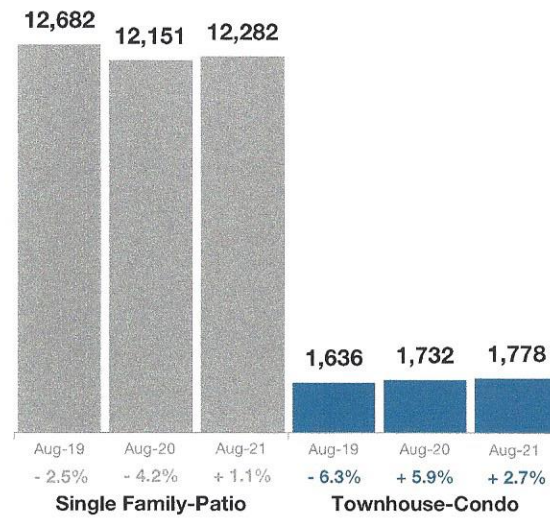
Key Metrics	Historical Sparkbars	8-2020	8-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		230	267	+ 16.1%	1,732	1,778	+ 2.7%
Pending Sales (PEND, UC, UCSS, RGT)		255	283	+ 11.0%	1,641	1,702	+ 3.7%
Sold Listings		226	244	+ 8.0%	1,411	1,576	+ 11.7%
Median Sales Price		\$262,750	\$325,000	+ 23.7%	\$248,000	\$304,000	+ 22.6%
Average Sales Price		\$270,227	\$338,362	+ 25.2%	\$261,199	\$317,326	+ 21.5%
Pct. of List Price Received		100.9%	102.9%	+ 2.0%	100.4%	103.4%	+ 3.0%
Days on Market		15	8	- 46.7%	18	8	- 55.6%
Housing Affordability Index		151	120	- 20.5%	160	128	- 20.0%
Active Listings		160	116	- 27.5%	--	--	--
Months Supply of Inventory		0.9	0.6	- 33.3%	--	--	--

New Listings

August

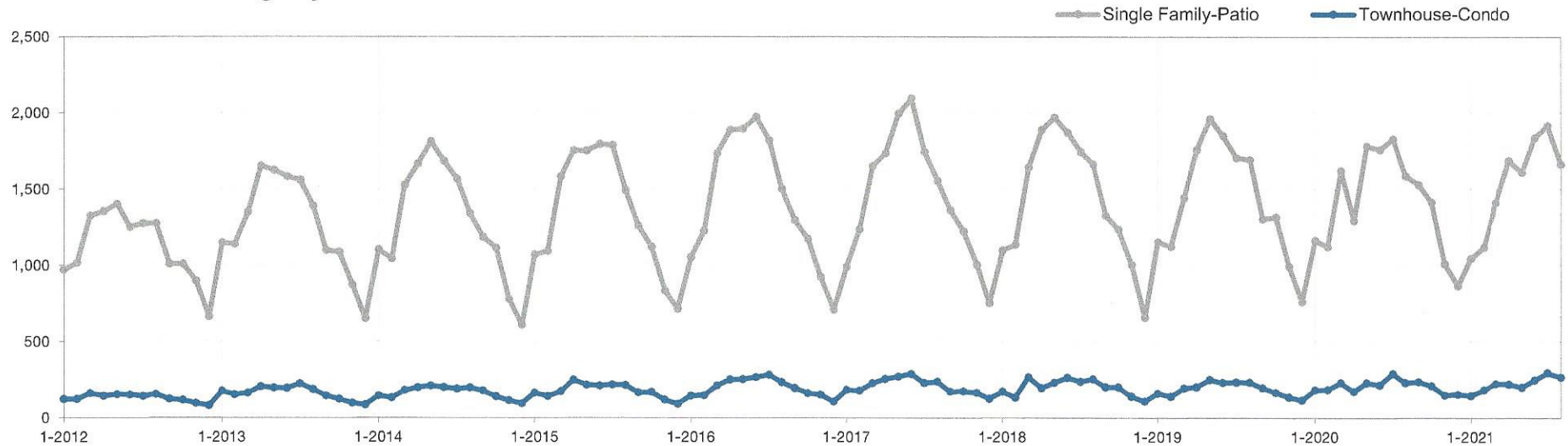


Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	1,529	+17.3%	235	+19.9%
Oct-2020	1,414	+7.5%	209	+26.7%
Nov-2020	1,010	+1.8%	148	+10.4%
Dec-2020	867	+13.9%	152	+33.3%
Jan-2021	1,044	-10.2%	144	-20.9%
Feb-2021	1,118	-0.4%	181	-1.1%
Mar-2021	1,413	-12.7%	224	-2.6%
Apr-2021	1,686	+30.3%	220	+28.7%
May-2021	1,609	-9.7%	199	-13.5%
Jun-2021	1,835	+4.4%	248	+15.3%
Jul-2021	1,914	+4.7%	295	+1.4%
Aug-2021	1,663	+4.8%	267	+16.1%

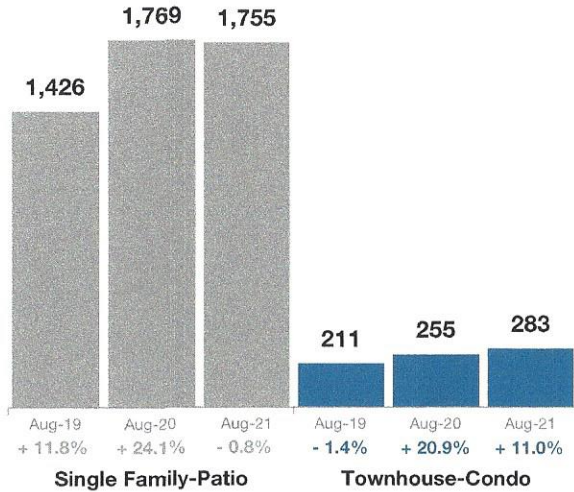
Historical New Listings by Month



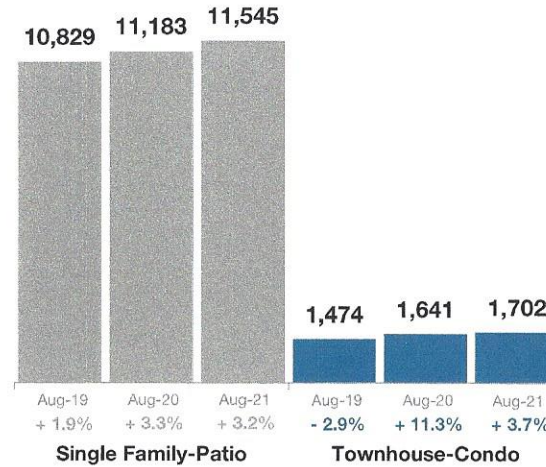
Pending Sales (PEND, UC, UCSS, RGT)



August

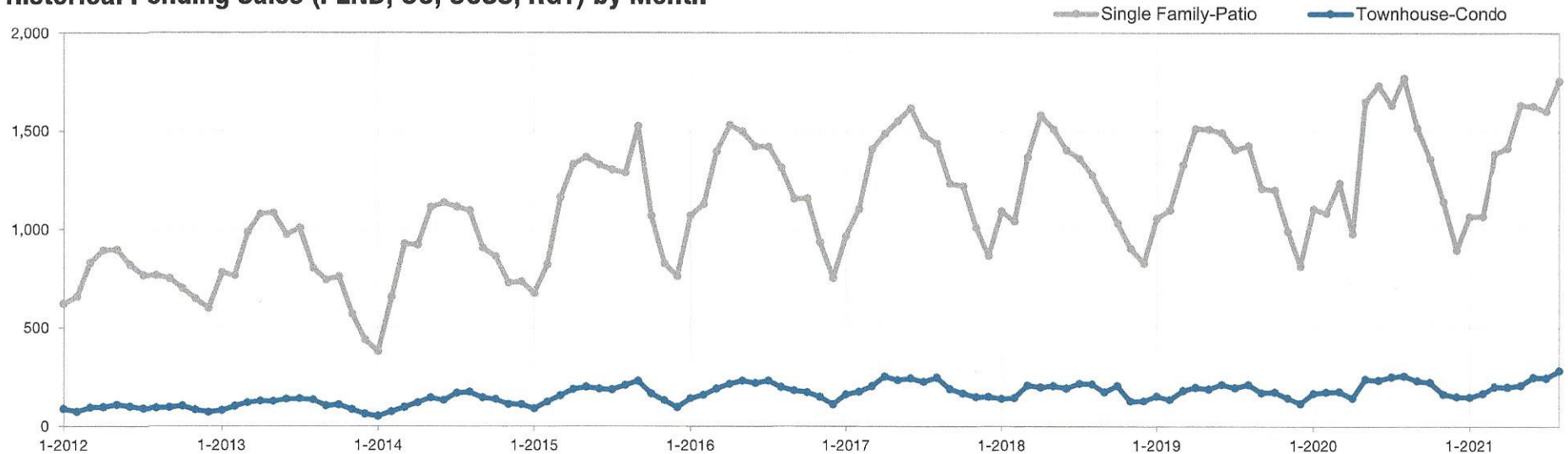


Year to Date



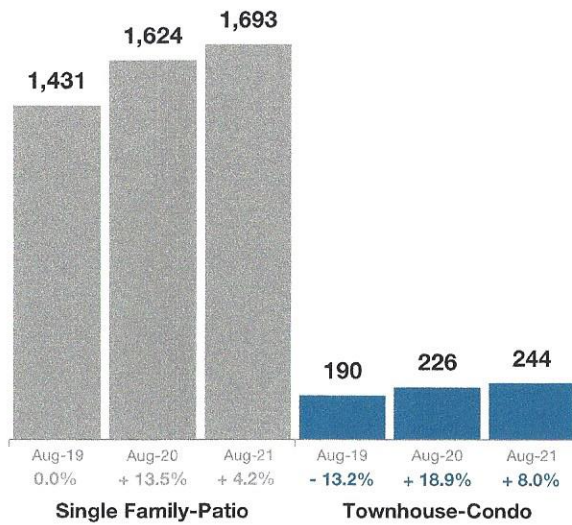
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	1,516	+25.5%	232	+36.5%
Oct-2020	1,359	+13.3%	224	+28.7%
Nov-2020	1,143	+15.3%	164	+14.7%
Dec-2020	895	+10.0%	150	+31.6%
Jan-2021	1,066	-3.4%	148	-11.4%
Feb-2021	1,067	-1.5%	168	-3.4%
Mar-2021	1,383	+11.8%	201	+13.6%
Apr-2021	1,414	+44.4%	200	+39.9%
May-2021	1,631	-1.1%	207	-13.4%
Jun-2021	1,627	-6.0%	249	+6.4%
Jul-2021	1,602	-1.8%	246	-2.4%
Aug-2021	1,755	-0.8%	283	+11.0%

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

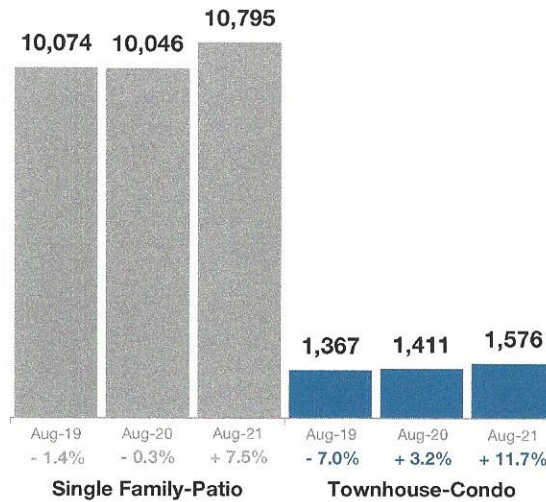


Sold Listings

August

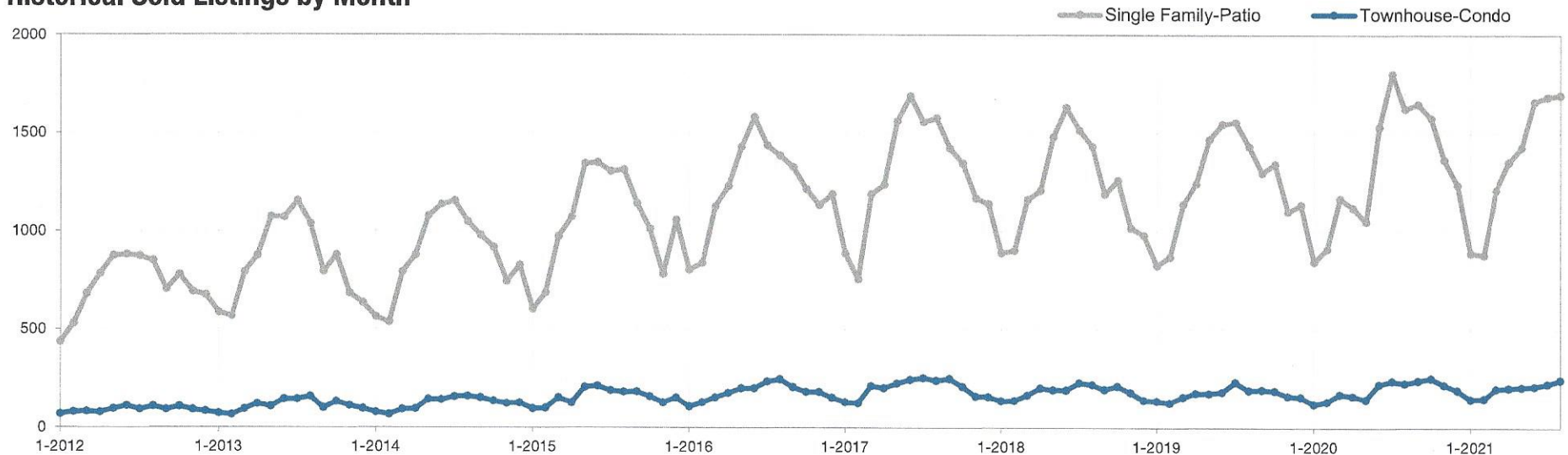


Year to Date



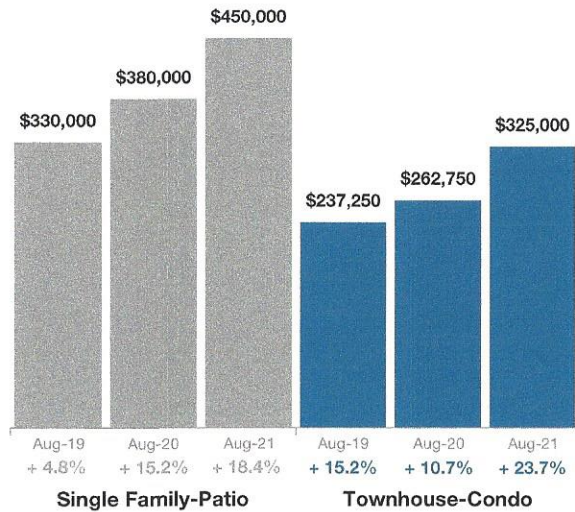
Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	1,648	+27.0%	240	+24.4%
Oct-2020	1,576	+17.4%	251	+33.5%
Nov-2020	1,365	+24.0%	218	+35.4%
Dec-2020	1,236	+8.9%	192	+23.1%
Jan-2021	889	+5.3%	145	+21.8%
Feb-2021	879	-3.3%	148	+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	1,693	+4.2%	244	+8.0%

Historical Sold Listings by Month

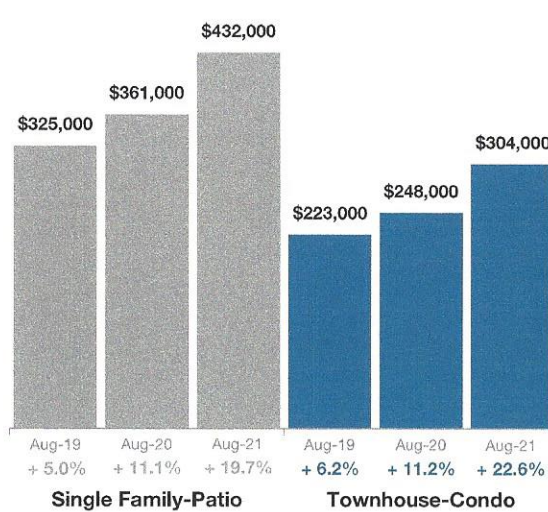


Median Sales Price

August

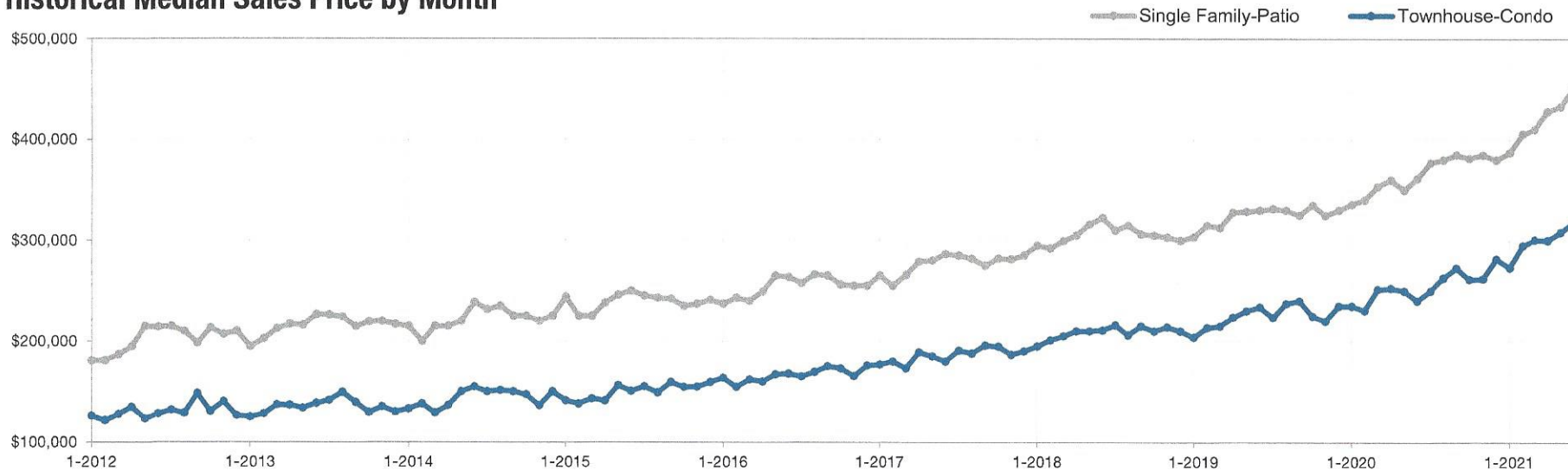


Year to Date



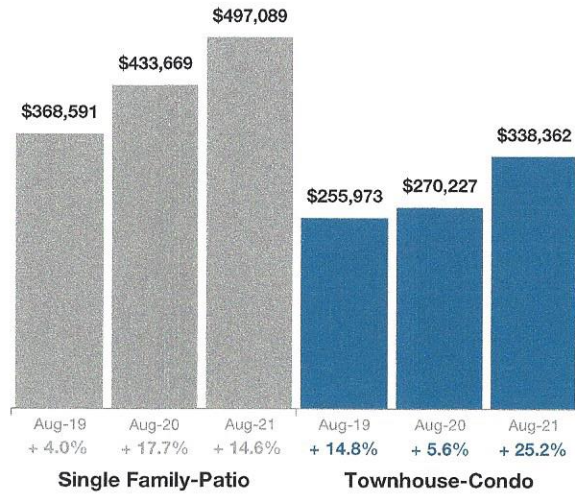
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	\$385,000	+18.4%	\$272,500	+13.6%
Oct-2020	\$381,503	+13.9%	\$261,400	+16.3%
Nov-2020	\$384,756	+18.4%	\$262,000	+19.1%
Dec-2020	\$380,000	+15.2%	\$281,623	+19.9%
Jan-2021	\$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%

Historical Median Sales Price by Month

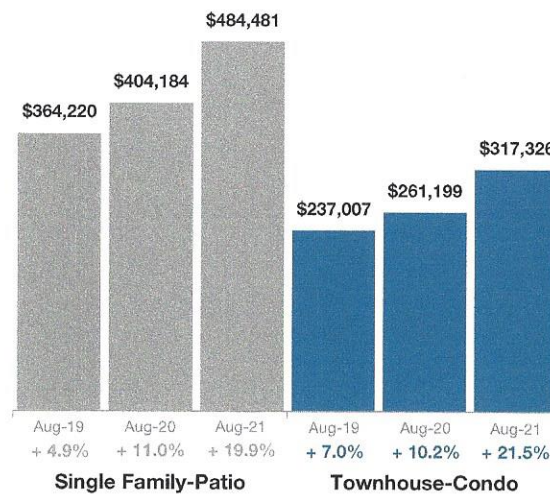


Average Sales Price

August

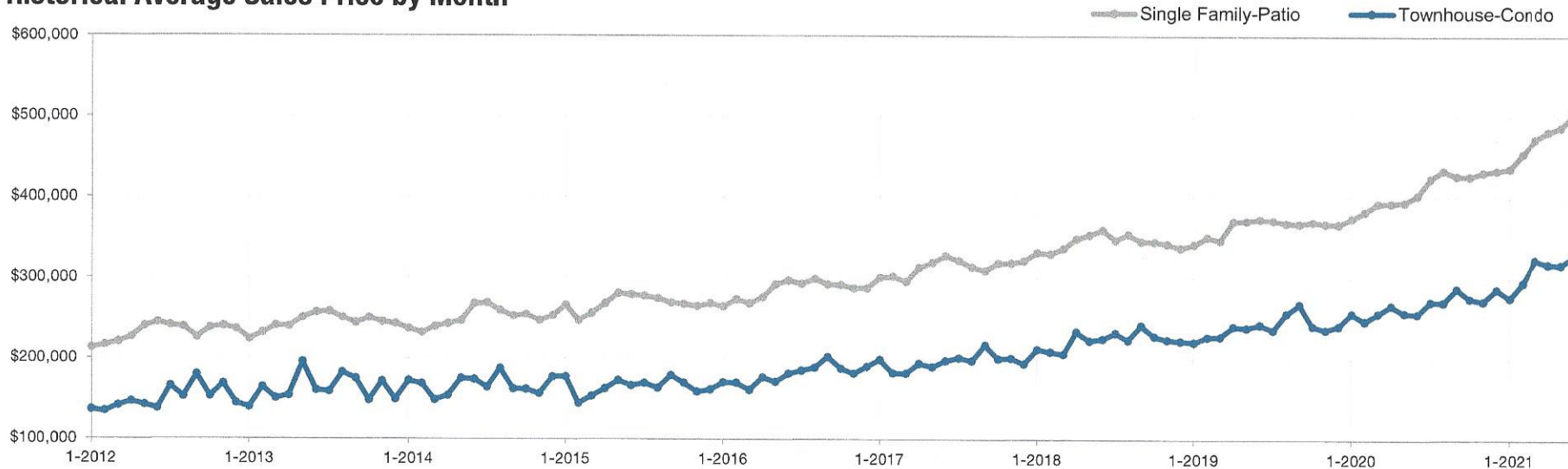


Year to Date



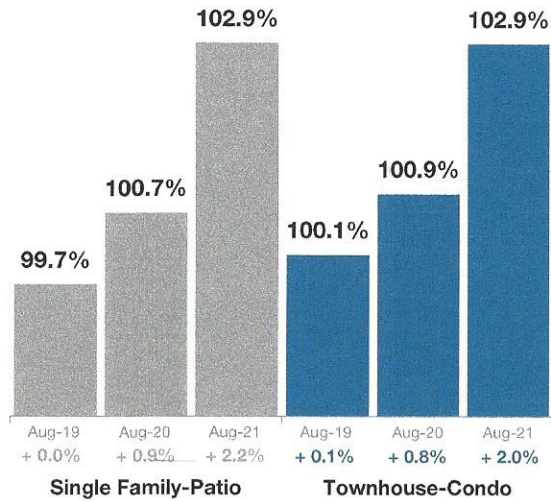
Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	\$427,296	+16.3%	\$287,348	+7.4%
Oct-2020	\$426,541	+15.3%	\$275,102	+14.4%
Nov-2020	\$431,442	+17.4%	\$271,600	+15.1%
Dec-2020	\$433,771	+18.3%	\$286,800	+19.2%
Jan-2021	\$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	\$497,089	+14.6%	\$338,362	+25.2%

Historical Average Sales Price by Month

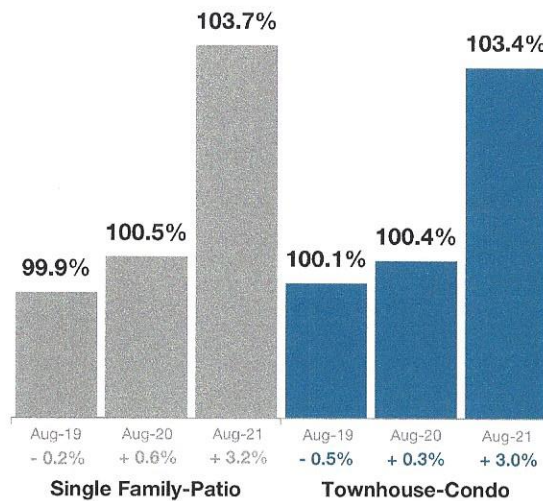


Percent of List Price Received

August

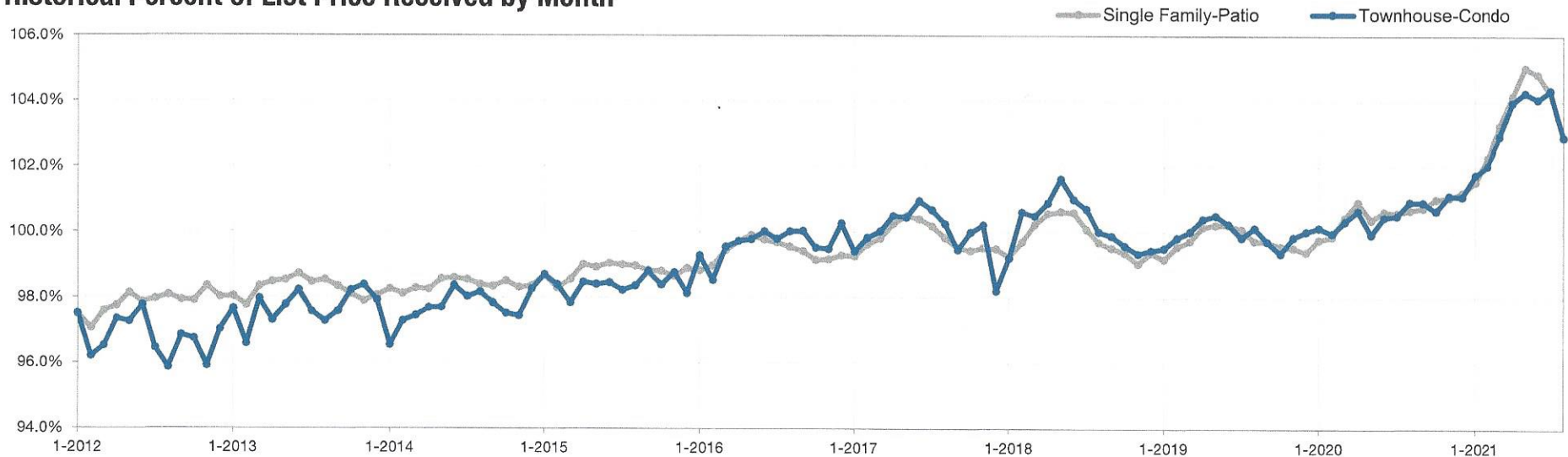


Year to Date



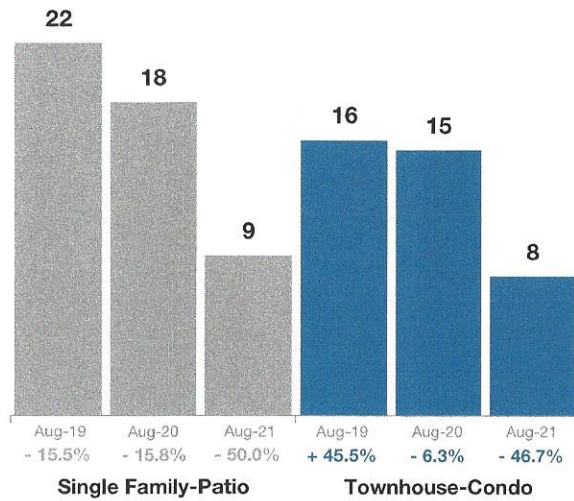
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	100.7%	+1.0%	100.9%	+1.2%
Oct-2020	101.0%	+1.4%	100.7%	+1.4%
Nov-2020	101.1%	+1.6%	101.1%	+1.3%
Dec-2020	101.2%	+1.8%	101.1%	+1.1%
Jan-2021	101.5%	+1.7%	101.8%	+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%

Historical Percent of List Price Received by Month

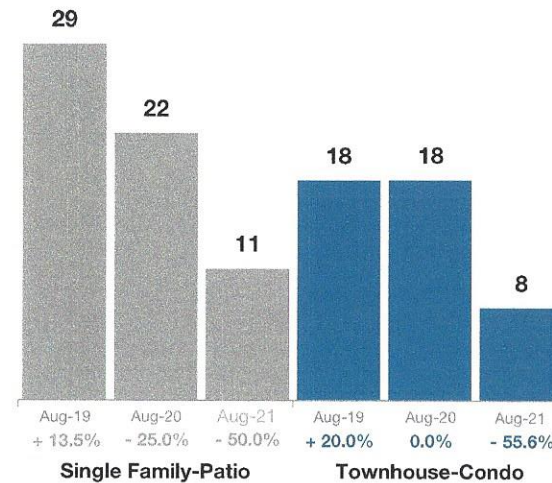


Days on Market Until Sale

August

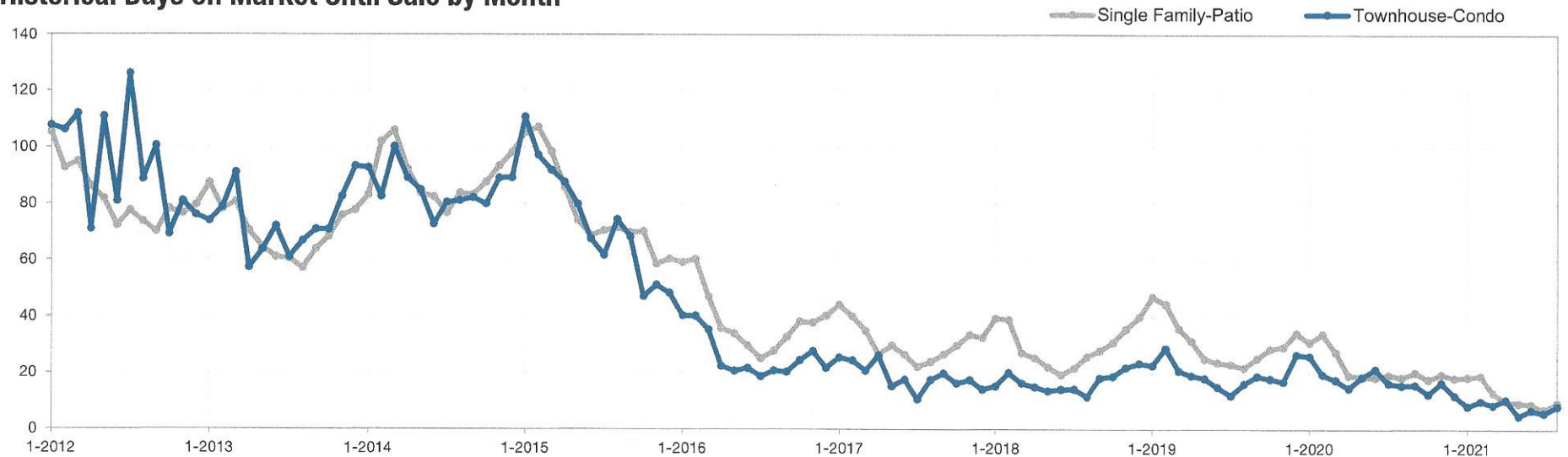


Year to Date



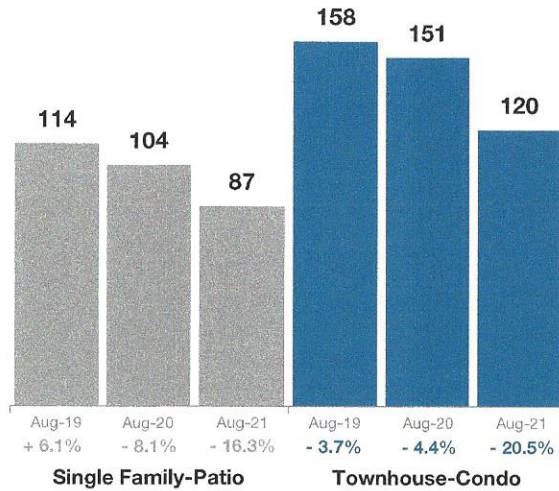
Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	20	-20.0%	16	-15.8%
Oct-2020	18	-35.7%	12	-33.3%
Nov-2020	19	-34.5%	16	-5.9%
Dec-2020	18	-47.1%	12	-53.8%
Jan-2021	18	-41.9%	8	-69.2%
Feb-2021	19	-44.1%	10	-47.4%
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%

Historical Days on Market Until Sale by Month

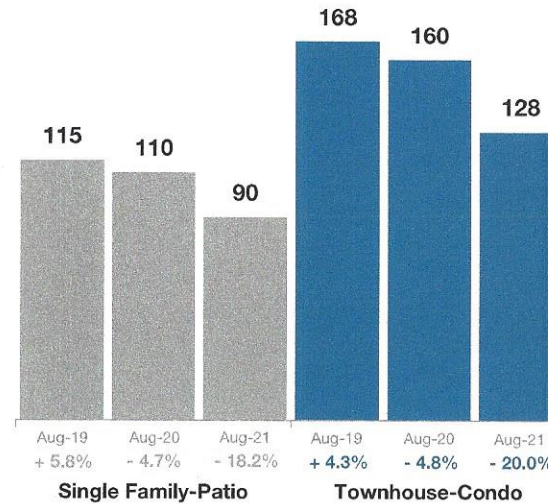


Housing Affordability Index

August

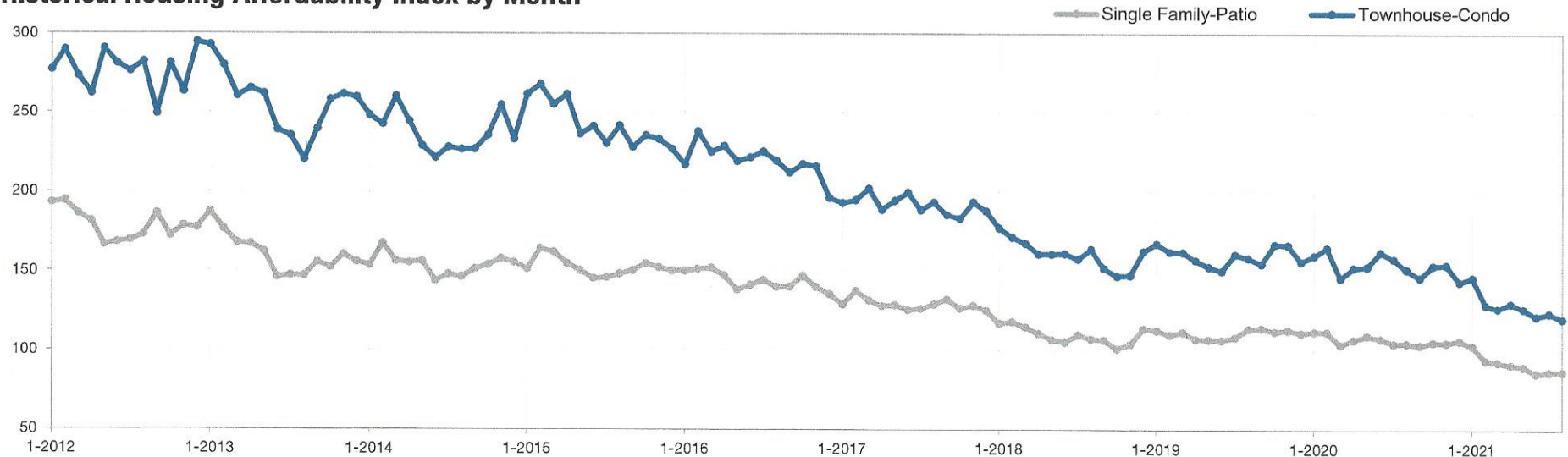


Year to Date



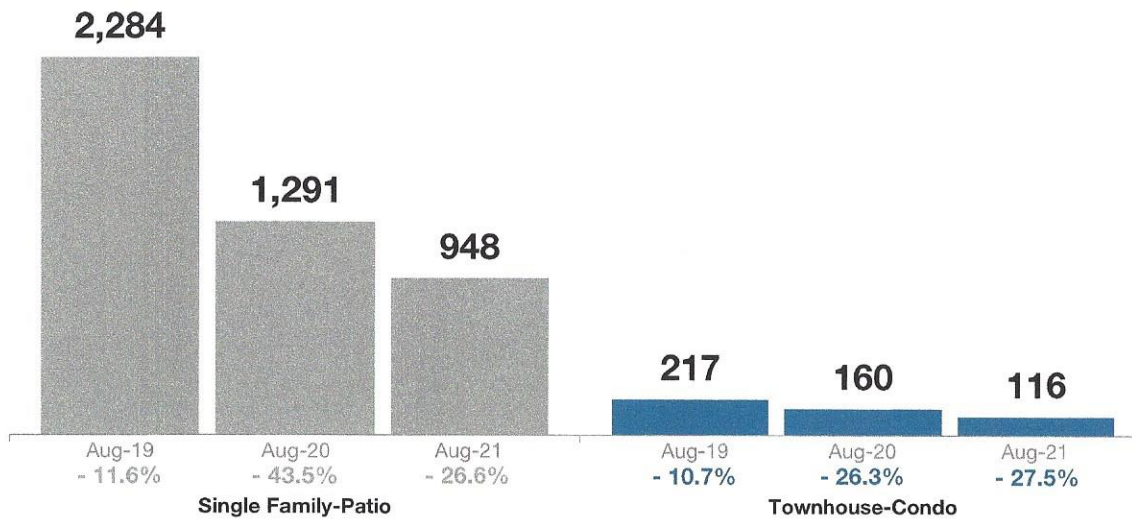
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	103	-9.6%	146	-5.8%
Oct-2020	105	-6.3%	153	-8.4%
Nov-2020	105	-7.1%	154	-7.8%
Dec-2020	106	-4.5%	143	-8.3%
Jan-2021	103	-8.0%	146	-8.8%
Feb-2021	94	-16.1%	129	-21.8%
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%

Historical Housing Affordability Index by Month



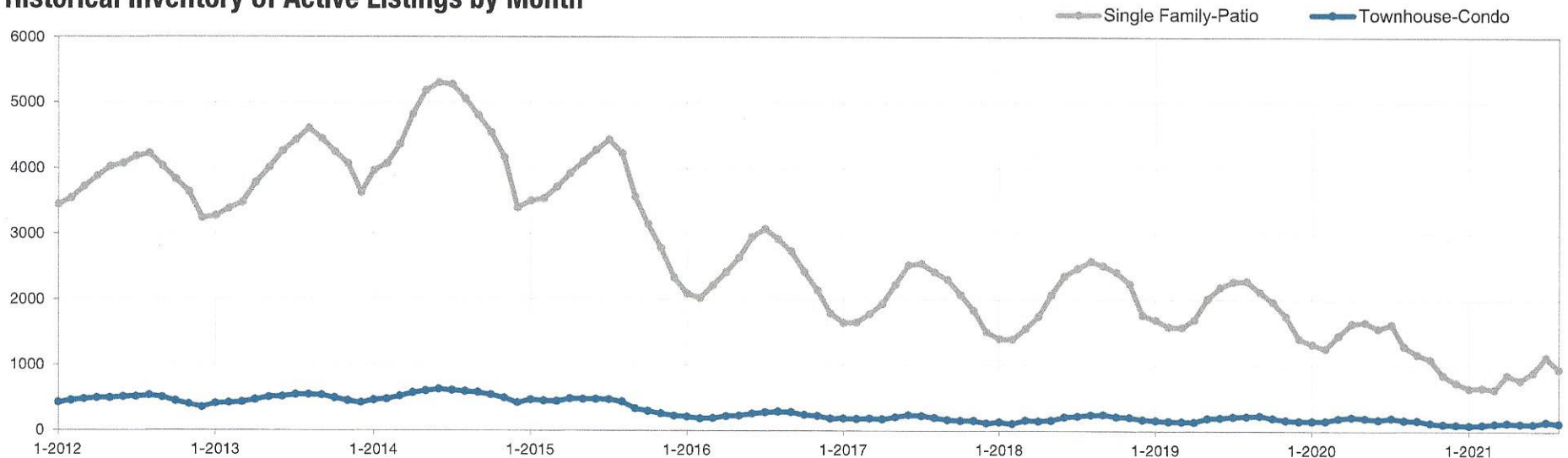
Inventory of Active Listings

August



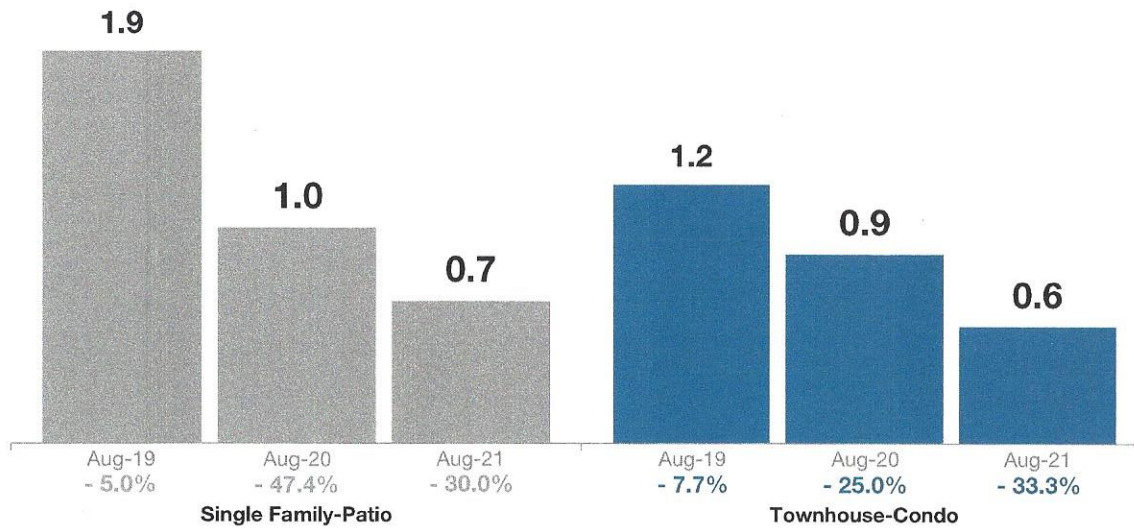
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	1,166	-44.9%	156	-32.5%
Oct-2020	1,092	-44.5%	123	-36.6%
Nov-2020	851	-51.3%	100	-38.3%
Dec-2020	733	-47.9%	95	-36.2%
Jan-2021	652	-50.7%	85	-42.6%
Feb-2021	659	-47.5%	94	-37.3%
Mar-2021	633	-56.5%	111	-41.9%
Apr-2021	852	-48.0%	123	-41.7%
May-2021	775	-53.1%	109	-43.2%
Jun-2021	895	-42.6%	104	-38.1%
Jul-2021	1,128	-30.8%	140	-28.6%
Aug-2021	948	-26.6%	116	-27.5%

Historical Inventory of Active Listings by Month



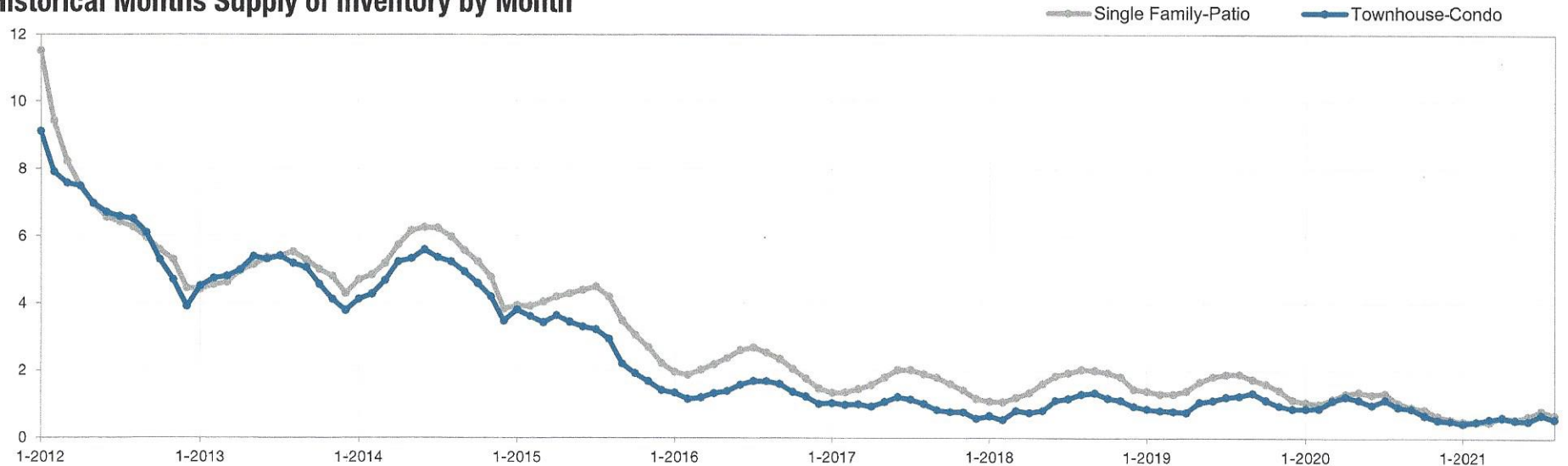
Months Supply of Inventory

August



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	0.9	-47.1%	0.9	-30.8%
Oct-2020	0.8	-50.0%	0.7	-36.4%
Nov-2020	0.6	-57.1%	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	0.6	-53.8%	0.5	-50.0%
Jul-2021	0.8	-38.5%	0.7	-36.4%
Aug-2021	0.7	-30.0%	0.6	-33.3%

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.



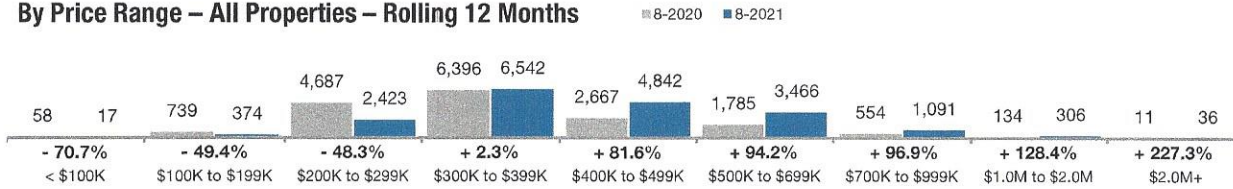
Key Metrics	Historical Sparkbars	8-2020	8-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		1,817	1,930	+ 6.2%	13,883	14,060	+ 1.3%
Pending Sales (PEND, UC, UCSS, RGT)		2,024	2,038	+ 0.7%	12,824	13,247	+ 3.3%
Sold Listings		1,850	1,937	+ 4.7%	11,457	12,371	+ 8.0%
Median Sales Price		\$365,626	\$431,000	+ 17.9%	\$350,000	\$417,500	+ 19.3%
Average Sales Price		\$413,703	\$477,095	+ 15.3%	\$386,574	\$463,183	+ 19.8%
Pct. of List Price Received		100.7%	102.9%	+ 2.2%	100.5%	103.7%	+ 3.2%
Days on Market		18	9	- 50.0%	22	10	- 54.5%
Housing Affordability Index		109	90	- 17.4%	113	93	- 17.7%
Active Listings		1,451	1,064	- 26.7%	--	--	--
Months Supply of Inventory		1.0	0.7	- 30.0%	--	--	--

Sold Listings

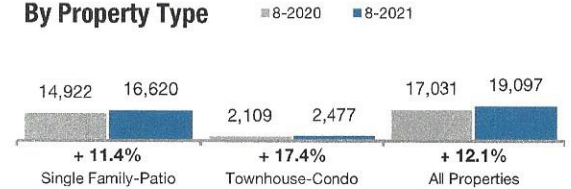
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	30	12	-60.0%	28	5	-82.1%
\$100,000 to \$199,999	268	129	-51.9%	471	245	-48.0%
\$200,000 to \$299,999	3,515	1,352	-61.5%	1,172	1,071	-8.6%
\$300,000 to \$399,999	6,059	5,658	-6.6%	337	884	+162.3%
\$400,000 to \$499,999	2,605	4,661	+78.9%	62	181	+191.9%
\$500,000 to \$699,999	1,760	3,397	+93.0%	25	69	+176.0%
\$700,000 to \$999,999	545	1,074	+97.1%	9	17	+88.9%
\$1,000,000 to \$1,999,999	131	305	+132.8%	3	1	-66.7%
\$2,000,000 and Above	9	32	+255.6%	2	4	+100.0%
All Price Ranges	14,922	16,620	+11.4%	2,109	2,477	+17.4%

Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	7-2021	8-2021	Change	7-2021	8-2021	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	8	13	+62.5%	12	14	+16.7%
\$200,000 to \$299,999	54	55	+1.9%	81	78	-3.7%
\$300,000 to \$399,999	429	443	+3.3%	102	113	+10.8%
\$400,000 to \$499,999	584	577	-1.2%	18	24	+33.3%
\$500,000 to \$699,999	423	449	+6.1%	9	9	0.0%
\$700,000 to \$999,999	146	121	-17.1%	1	5	+400.0%
\$1,000,000 to \$1,999,999	34	31	-8.8%	0	0	--
\$2,000,000 and Above	6	4	-33.3%	0	1	--
All Price Ranges	1,684	1,693	+0.5%	223	244	+9.4%

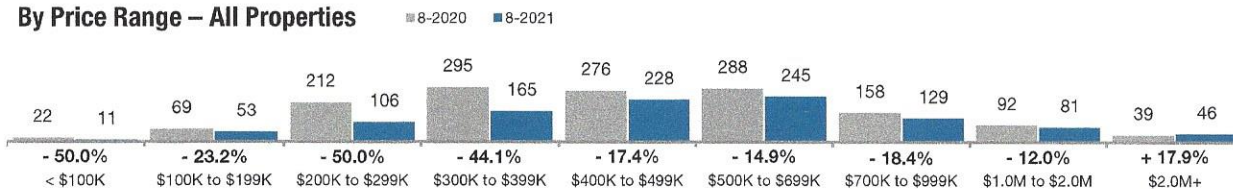
Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	12	7	-41.7%	13	0	-100.0%
\$100,000 to \$199,999	147	69	-53.1%	279	132	-52.7%
\$200,000 to \$299,999	1,968	572	-70.9%	801	593	-26.0%
\$300,000 to \$399,999	4,208	3,228	-23.3%	249	658	+164.3%
\$400,000 to \$499,999	1,905	3,431	+80.1%	44	122	+177.3%
\$500,000 to \$699,999	1,300	2,461	+89.3%	16	53	+231.3%
\$700,000 to \$999,999	396	769	+94.2%	6	13	+116.7%
\$1,000,000 to \$1,999,999	104	233	+124.0%	2	1	-50.0%
\$2,000,000 and Above	6	25	+316.7%	1	4	+300.0%
All Price Ranges	10,046	10,795	+7.5%	1,411	1,576	+11.7%

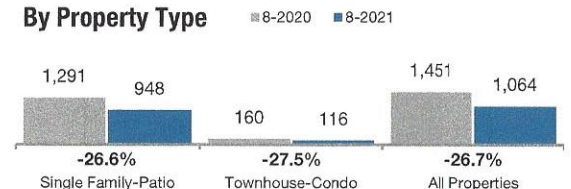
Inventory of Active Listings

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		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	18	8	-55.6%	4	3	-25.0%
\$100,000 to \$199,999	45	34	-24.4%	24	19	-20.8%
\$200,000 to \$299,999	164	88	-46.3%	48	18	-62.5%
\$300,000 to \$399,999	259	137	-47.1%	36	28	-22.2%
\$400,000 to \$499,999	247	202	-18.2%	29	26	-10.3%
\$500,000 to \$699,999	273	233	-14.7%	15	12	-20.0%
\$700,000 to \$999,999	155	119	-23.2%	3	10	+233.3%
\$1,000,000 to \$1,999,999	92	81	-12.0%	0	0	--
\$2,000,000 and Above	38	46	+21.1%	1	0	-100.0%
All Price Ranges	1,291	948	-26.6%	160	116	-27.5%

Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	7-2021	8-2021	Change	7-2021	8-2021	Change
\$99,999 and Below	9	8	-11.1%	3	3	0.0%
\$100,000 to \$199,999	32	34	+6.3%	17	19	+11.8%
\$200,000 to \$299,999	102	88	-13.7%	31	18	-41.9%
\$300,000 to \$399,999	177	137	-22.6%	44	28	-36.4%
\$400,000 to \$499,999	256	202	-21.1%	25	26	+4.0%
\$500,000 to \$699,999	257	233	-9.3%	11	12	+9.1%
\$700,000 to \$999,999	150	119	-20.7%	9	10	+11.1%
\$1,000,000 to \$1,999,999	100	81	-19.0%	0	0	--
\$2,000,000 and Above	45	46	+2.2%	0	0	--
All Price Ranges	1,128	948	-16.0%	140	116	-17.1%

Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	12	7	-41.7%	13	0	-100.0%
\$100,000 to \$199,999	147	69	-53.1%	279	132	-52.7%
\$200,000 to \$299,999	1,968	572	-70.9%	801	593	-26.0%
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\$500,000 to \$699,999	1,300	2,461	+89.3%	16	53	+231.3%
\$700,000 to \$999,999	396	769	+94.2%	6	13	+116.7%
\$1,000,000 to \$1,999,999	104	233	+124.0%	2	1	-50.0%
\$2,000,000 and Above	6	25	+316.7%	1	4	+300.0%
All Price Ranges	10,046	10,795	+7.5%	1,411	1,576	+11.7%

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.