

Monthly Indicators

Activity for El Paso and Teller Counties Only



July 2017

Percent changes calculated using year-over-year comparisons.

New Listings were down 6.7 percent for single family-patio homes and 22.0 percent for townhouse-condo properties. Pending Sales increased 14.0 percent for single family-patio homes and 8.7 percent for townhouse-condo properties.

The Median Sales Price was up 10.7 percent to \$285,000 for single family-patio homes and 15.8 percent to \$191,000 for townhouse-condo properties. Days on Market decreased 12.0 percent for single family-patio homes and 42.1 percent for townhouse-condo properties.

Although the unemployment rate remains unchanged at its favorable national 4.4 percent rate, wage growth has not been rising at the steady clip that would be expected in an improving economy. Sales activity manages to keep churning along despite looming shortages in new construction. Lower price ranges are starting to feel the effects of the supply and demand gap, as first-time buyers scramble to get offers in at an increasing pace.

Activity Snapshot

+ 8.3%	+ 9.7%	- 24.7%
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, comprised of single-family properties and patio homes, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family-Patio Homes Market Overview



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

Key Metrics	Historical Sparkbars	7-2016	7-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		1,819	1,698	- 6.7%	11,576	11,260	- 2.7%
Pending Sales (PEND, UC, UCSS, RGT)		1,419	1,618	+ 14.0%	9,466	9,760	+ 3.1%
Sold Listings		1,436	1,556	+ 8.4%	8,439	8,869	+ 5.1%
Median Sales Price		\$257,500	\$285,000	+ 10.7%	\$252,000	\$276,000	+ 9.5%
Avg. Sales Price		\$292,670	\$321,461	+ 9.8%	\$282,904	\$313,596	+ 10.8%
Pct. of List Price Received		99.7%	100.2%	+ 0.5%	99.6%	100.1%	+ 0.5%
Days on Market		25	22	- 12.0%	39	30	- 23.1%
Affordability Index		144	126	- 12.5%	147	131	- 10.9%
Active Listings		3,071	2,337	- 23.9%	--	--	--
Months Supply		2.7	1.9	- 29.6%	--	--	--

Townhouse-Condo Market Overview



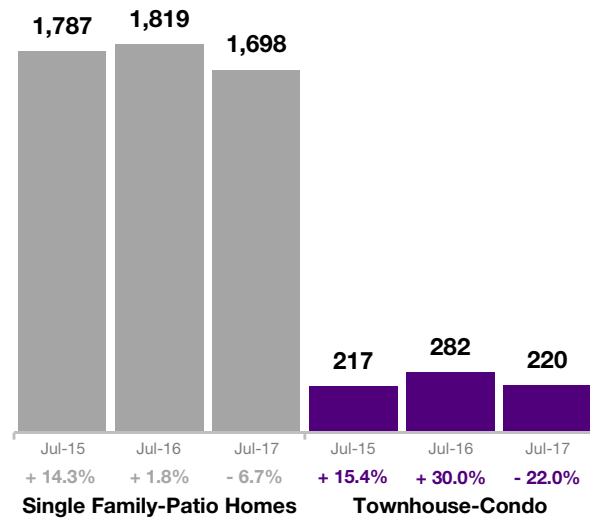
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2016	7-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		282	220	- 22.0%	1,552	1,614	+ 4.0%
Pending Sales (PEND, UC, UCSS, RGT)		231	251	+ 8.7%	1,390	1,531	+ 10.1%
Sold Listings		234	253	+ 8.1%	1,195	1,387	+ 16.1%
Median Sales Price		\$165,000	\$191,000	+ 15.8%	\$165,000	\$183,000	+ 10.9%
Avg. Sales Price		\$184,867	\$200,806	+ 8.6%	\$174,747	\$192,529	+ 10.2%
Pct. of List Price Received		99.8%	100.7%	+ 0.9%	99.6%	100.4%	+ 0.8%
Days on Market		19	11	- 42.1%	26	19	- 26.9%
Affordability Index		225	189	- 16.0%	225	197	- 12.4%
Active Listings		280	187	- 33.2%	--	--	--
Months Supply		1.7	1.0	- 41.2%	--	--	--

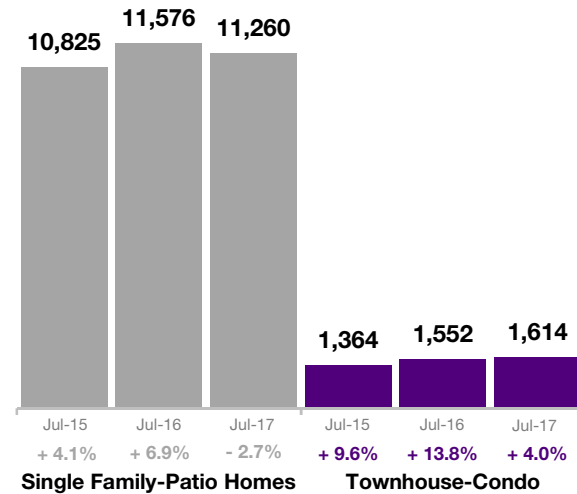
New Listings



July

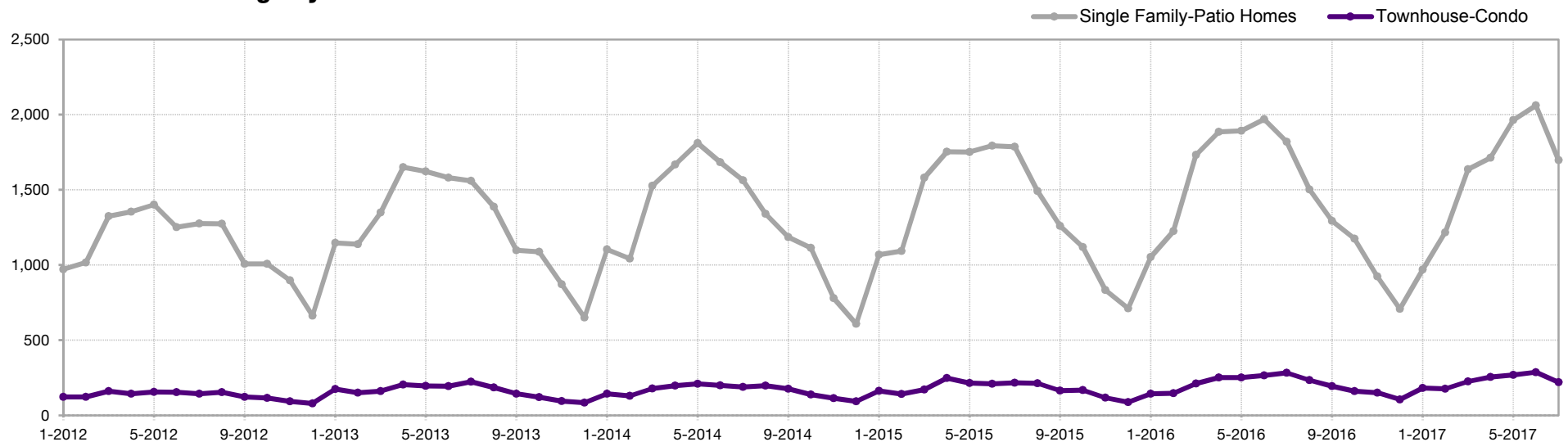


Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2016	1,502	+0.7%	233	+9.4%
Sep-2016	1,294	+2.7%	193	+17.7%
Oct-2016	1,174	+4.9%	160	-4.8%
Nov-2016	923	+10.7%	151	+29.1%
Dec-2016	707	-0.7%	105	+19.3%
Jan-2017	969	-7.9%	181	+25.7%
Feb-2017	1,217	-0.7%	177	+21.2%
Mar-2017	1,637	-5.5%	226	+7.1%
Apr-2017	1,714	-9.1%	254	+1.2%
May-2017	1,964	+3.8%	269	+6.7%
Jun-2017	2,061	+4.7%	287	+7.9%
Jul-2017	1,698	-6.7%	220	-22.0%

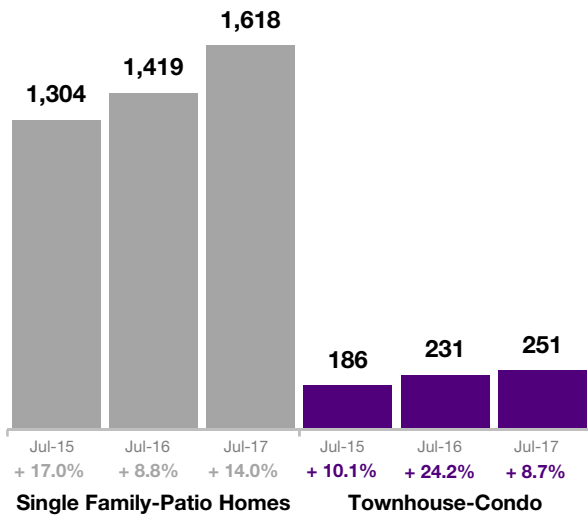
Historical New Listings by Month



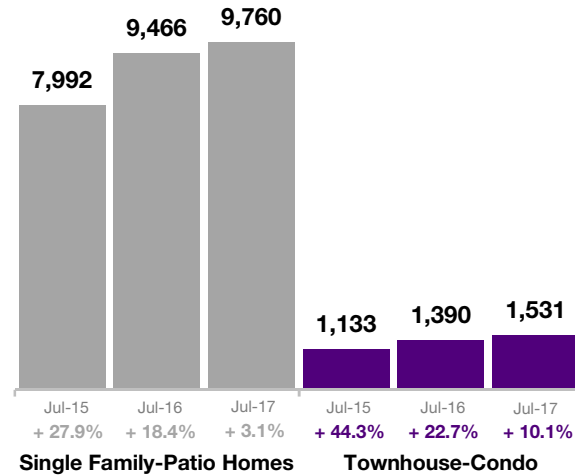
Pending Sales (PEND, UC, UCSS, RGT)



July

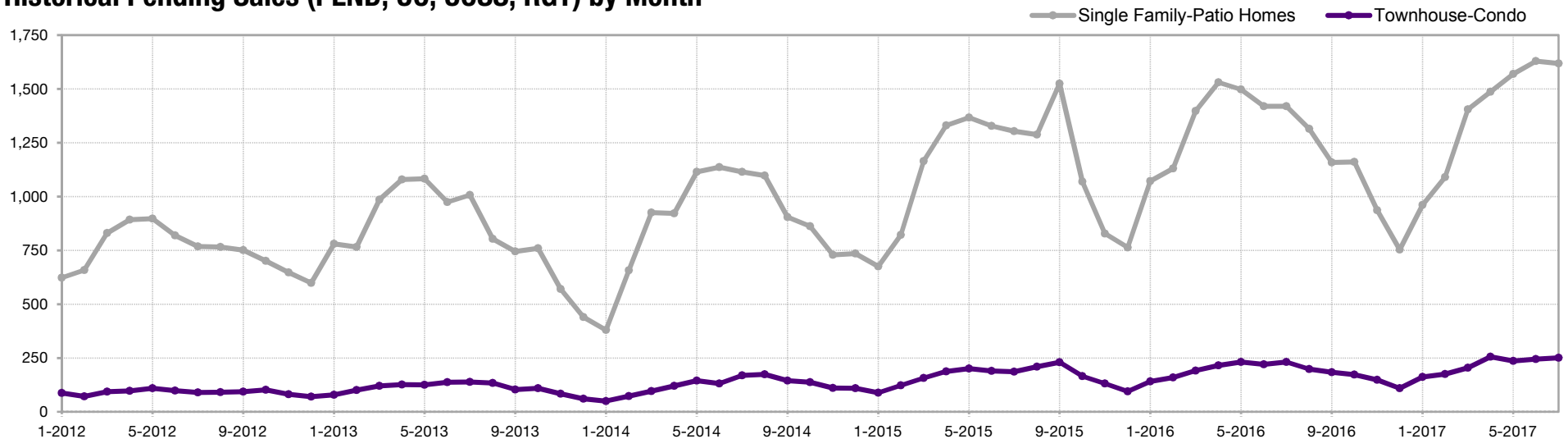


Year to Date



Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2016	1,315	+2.1%	199	-5.2%
Sep-2016	1,158	-24.0%	184	-20.0%
Oct-2016	1,161	+8.5%	173	+4.2%
Nov-2016	936	+13.0%	149	+13.7%
Dec-2016	753	-1.3%	110	+15.8%
Jan-2017	961	-10.4%	162	+14.9%
Feb-2017	1,090	-3.6%	176	+10.0%
Mar-2017	1,405	+0.6%	205	+7.3%
Apr-2017	1,487	-2.8%	256	+18.5%
May-2017	1,570	+4.9%	236	+2.2%
Jun-2017	1,629	+14.7%	245	+11.4%
Jul-2017	1,618	+14.0%	251	+8.7%

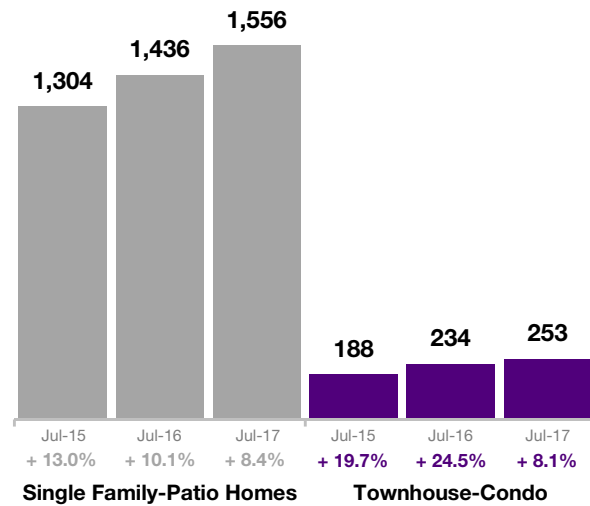
Historical Pending Sales (PEND, UC, UCSS, RGT) by Month



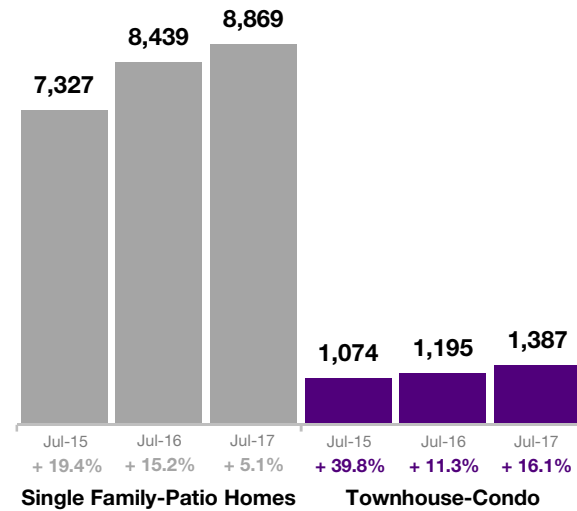
Sold Listings



July

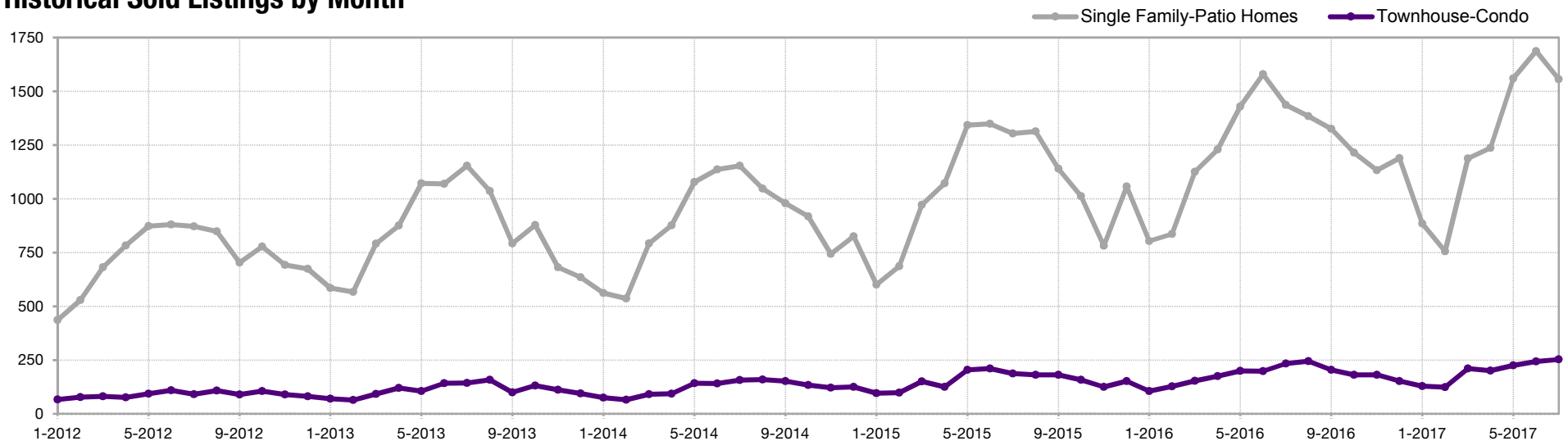


Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2016	1,384	+5.4%	245	+35.4%
Sep-2016	1,325	+16.2%	205	+12.6%
Oct-2016	1,214	+20.0%	181	+14.6%
Nov-2016	1,133	+45.1%	181	+43.7%
Dec-2016	1,189	+12.5%	152	0.0%
Jan-2017	885	+10.2%	129	+21.7%
Feb-2017	756	-9.7%	124	-3.1%
Mar-2017	1,188	+5.5%	211	+37.9%
Apr-2017	1,237	+0.7%	201	+14.9%
May-2017	1,560	+9.2%	225	+12.5%
Jun-2017	1,687	+6.8%	244	+22.6%
Jul-2017	1,556	+8.4%	253	+8.1%

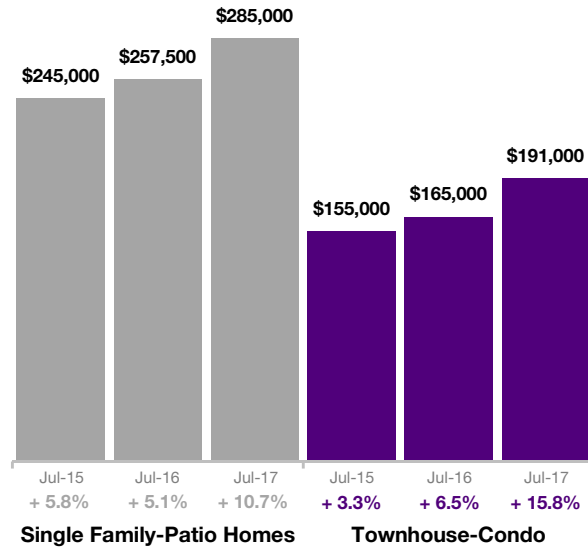
Historical Sold Listings by Month



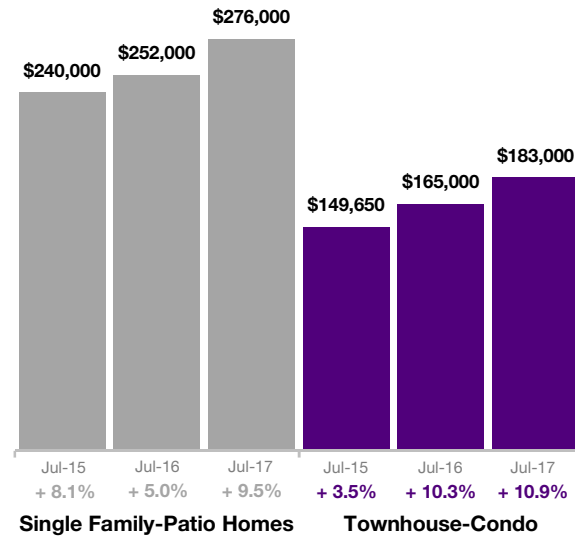
Median Sales Price



July

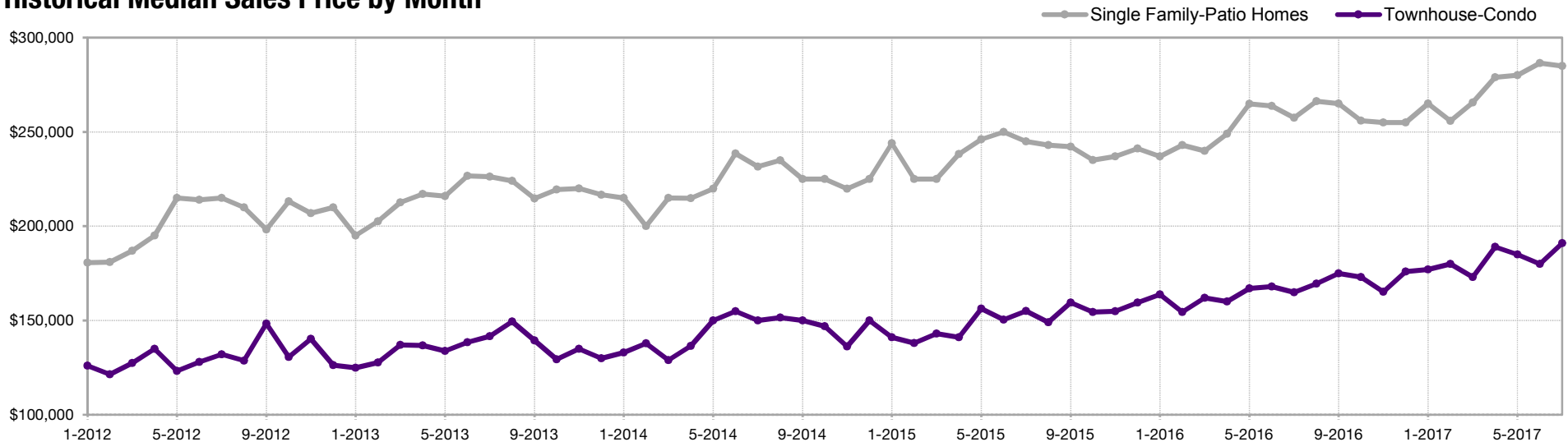


Year to Date



Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2016	\$266,238	+9.6%	\$169,600	+13.8%
Sep-2016	\$265,000	+9.4%	\$175,000	+9.7%
Oct-2016	\$256,000	+8.9%	\$173,000	+12.0%
Nov-2016	\$255,000	+7.6%	\$165,217	+6.7%
Dec-2016	\$255,000	+5.7%	\$176,000	+10.4%
Jan-2017	\$265,000	+11.8%	\$177,000	+8.1%
Feb-2017	\$255,750	+5.2%	\$180,000	+16.5%
Mar-2017	\$265,535	+10.7%	\$173,000	+6.8%
Apr-2017	\$279,000	+12.0%	\$189,000	+18.1%
May-2017	\$280,000	+5.7%	\$185,000	+10.8%
Jun-2017	\$286,500	+8.6%	\$180,000	+7.1%
Jul-2017	\$285,000	+10.7%	\$191,000	+15.8%

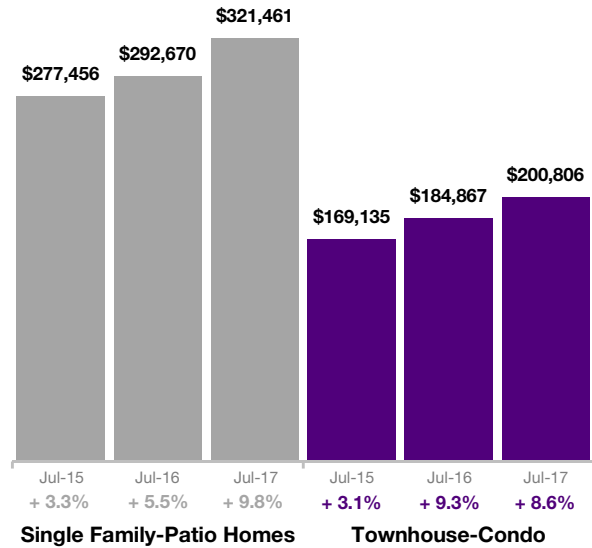
Historical Median Sales Price by Month



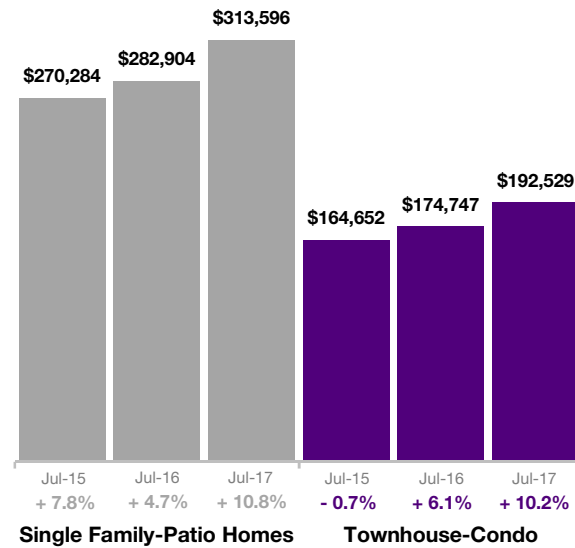
Average Sales Price



July

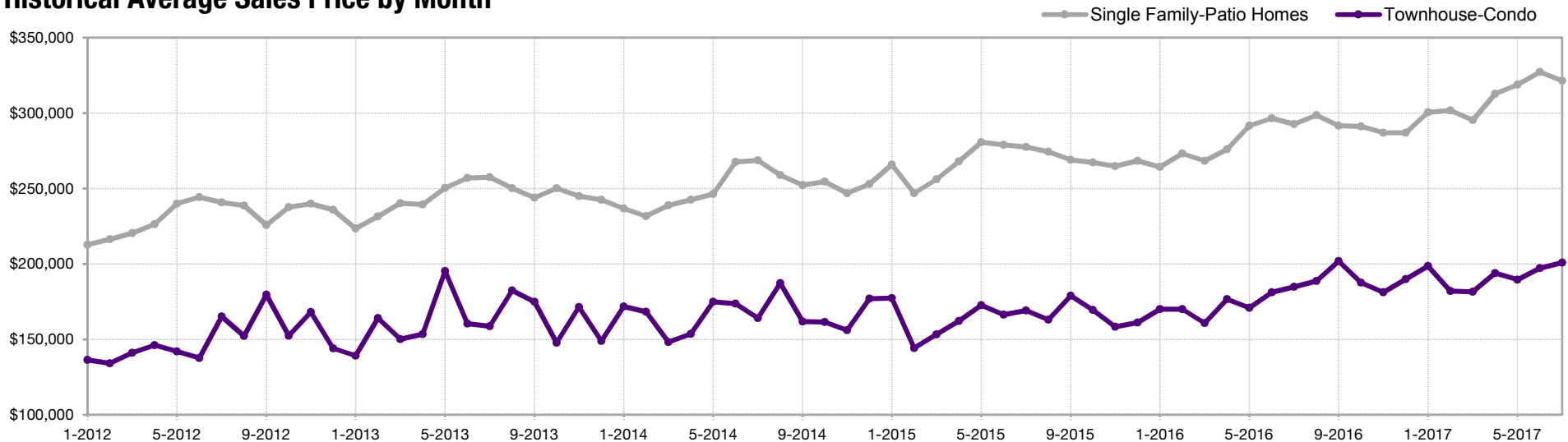


Year to Date



Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2016	\$298,601	+8.8%	\$188,600	+15.6%
Sep-2016	\$291,714	+8.5%	\$201,872	+12.8%
Oct-2016	\$291,112	+8.9%	\$187,582	+10.7%
Nov-2016	\$286,985	+8.4%	\$181,186	+14.4%
Dec-2016	\$286,978	+6.9%	\$189,960	+17.8%
Jan-2017	\$300,477	+13.7%	\$198,581	+16.7%
Feb-2017	\$301,795	+10.4%	\$182,060	+7.1%
Mar-2017	\$295,304	+10.1%	\$181,571	+12.9%
Apr-2017	\$312,766	+13.3%	\$193,877	+9.7%
May-2017	\$318,841	+9.3%	\$189,470	+10.8%
Jun-2017	\$327,153	+10.3%	\$197,252	+8.9%
Jul-2017	\$321,461	+9.8%	\$200,806	+8.6%

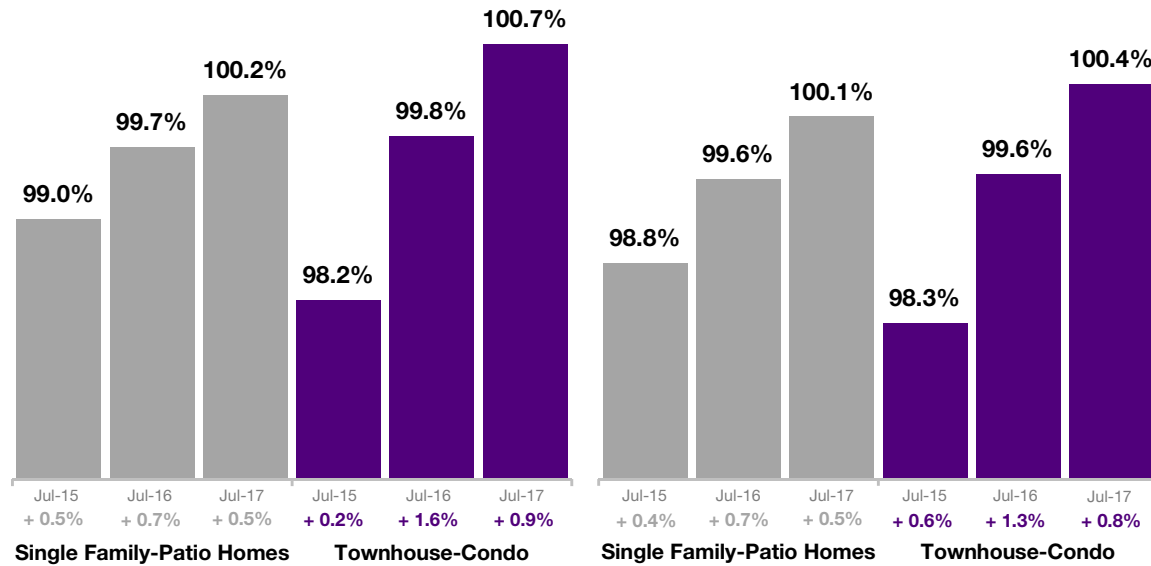
Historical Average Sales Price by Month



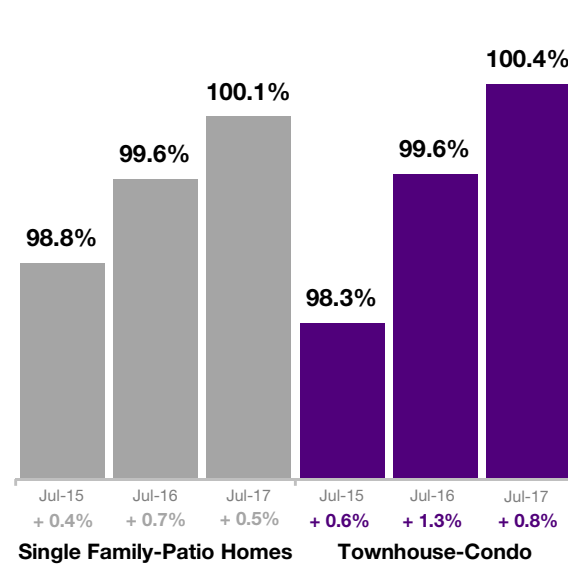
Percent of List Price Received



July

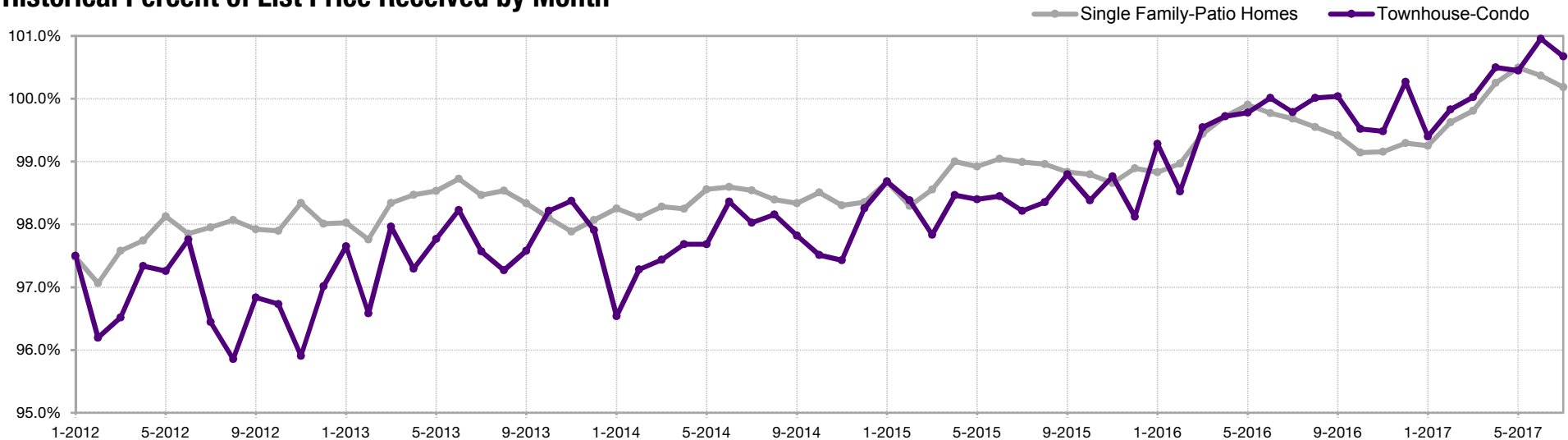


Year to Date



Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2016	99.5%	+0.5%	100.0%	+1.6%
Sep-2016	99.4%	+0.6%	100.0%	+1.2%
Oct-2016	99.1%	+0.3%	99.5%	+1.1%
Nov-2016	99.2%	+0.5%	99.5%	+0.7%
Dec-2016	99.3%	+0.4%	100.3%	+2.2%
Jan-2017	99.3%	+0.5%	99.4%	+0.1%
Feb-2017	99.6%	+0.6%	99.8%	+1.3%
Mar-2017	99.8%	+0.4%	100.0%	+0.5%
Apr-2017	100.3%	+0.6%	100.5%	+0.8%
May-2017	100.5%	+0.6%	100.4%	+0.6%
Jun-2017	100.4%	+0.6%	101.0%	+1.0%
Jul-2017	100.2%	+0.5%	100.7%	+0.9%

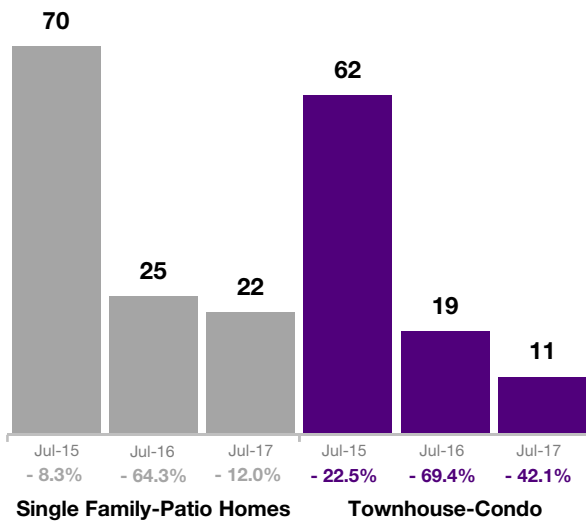
Historical Percent of List Price Received by Month



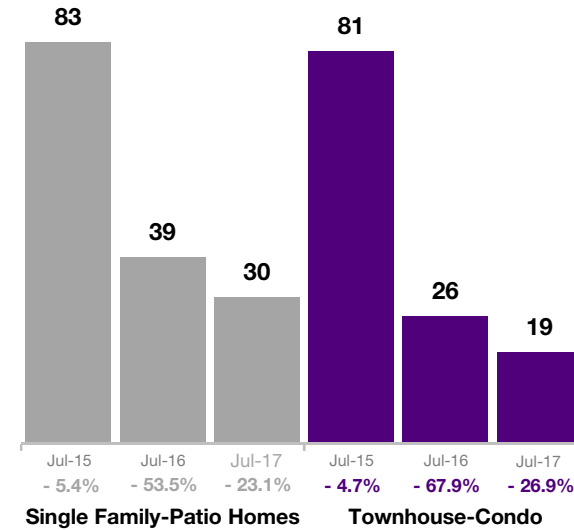
Days on Market Until Sale



July

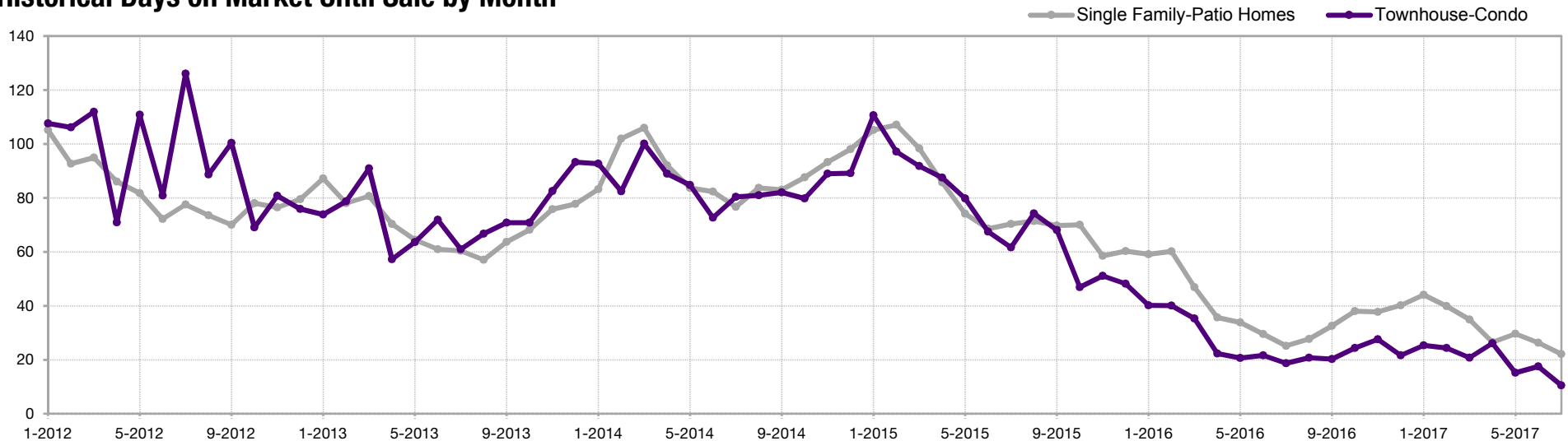


Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2016	28	-60.6%	21	-71.6%
Sep-2016	33	-52.9%	20	-70.6%
Oct-2016	38	-45.7%	24	-48.9%
Nov-2016	38	-35.6%	28	-45.1%
Dec-2016	40	-33.3%	22	-54.2%
Jan-2017	44	-25.4%	25	-37.5%
Feb-2017	40	-33.3%	24	-40.0%
Mar-2017	35	-25.5%	21	-40.0%
Apr-2017	27	-25.0%	26	+18.2%
May-2017	30	-11.8%	15	-28.6%
Jun-2017	26	-13.3%	18	-18.2%
Jul-2017	22	-12.0%	11	-42.1%

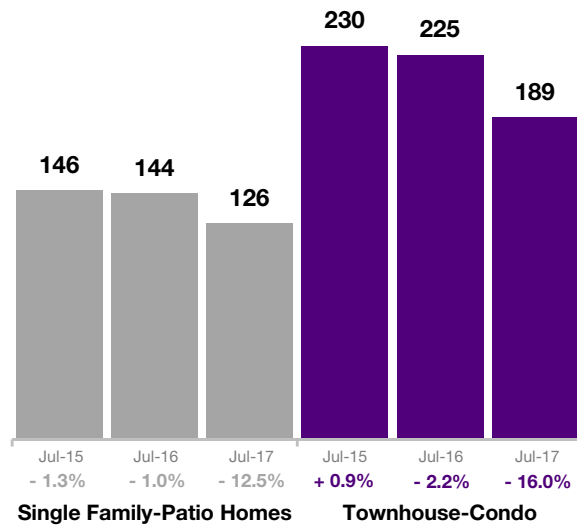
Historical Days on Market Until Sale by Month



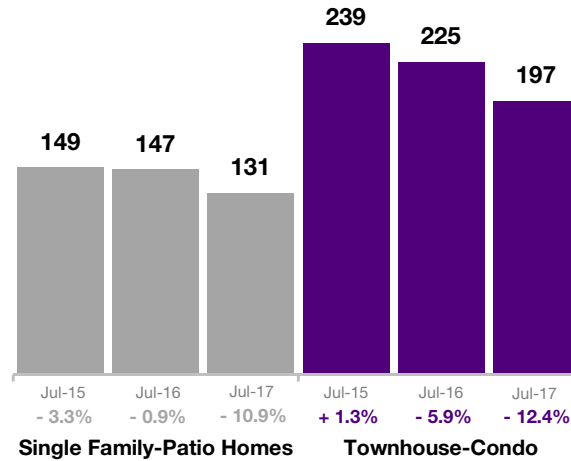
Housing Affordability Index



July

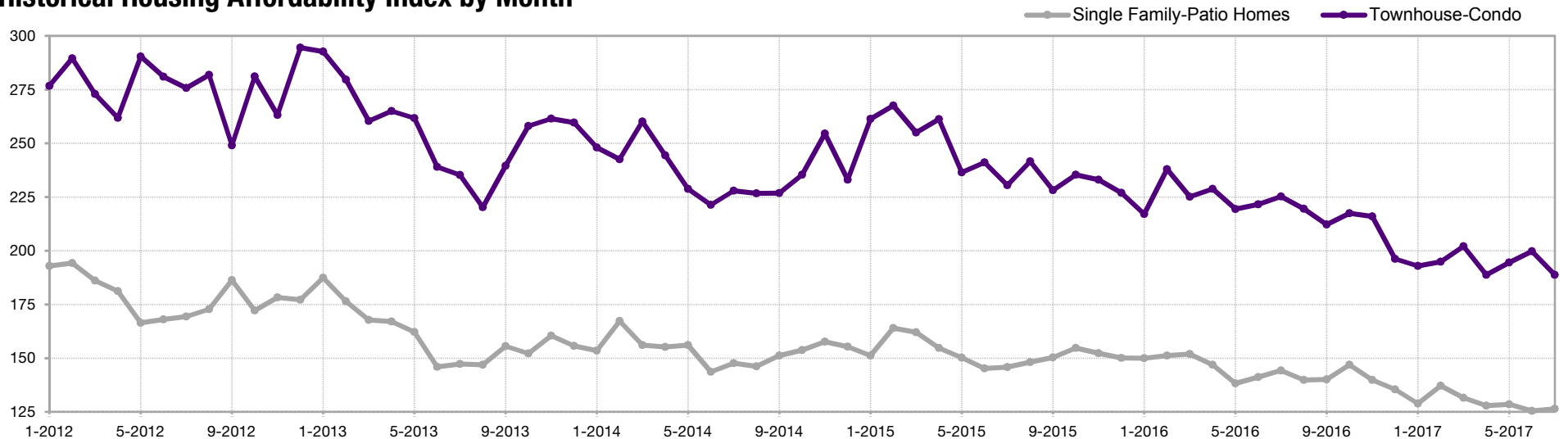


Year to Date



Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2016	140	-5.4%	220	-9.1%
Sep-2016	140	-6.7%	212	-7.0%
Oct-2016	147	-5.2%	217	-7.7%
Nov-2016	140	-7.9%	216	-7.3%
Dec-2016	135	-10.0%	196	-13.7%
Jan-2017	129	-14.0%	193	-11.1%
Feb-2017	137	-9.3%	195	-18.1%
Mar-2017	132	-13.2%	202	-10.2%
Apr-2017	128	-12.9%	189	-17.5%
May-2017	129	-6.5%	194	-11.4%
Jun-2017	125	-11.3%	200	-9.9%
Jul-2017	126	-12.5%	189	-16.0%

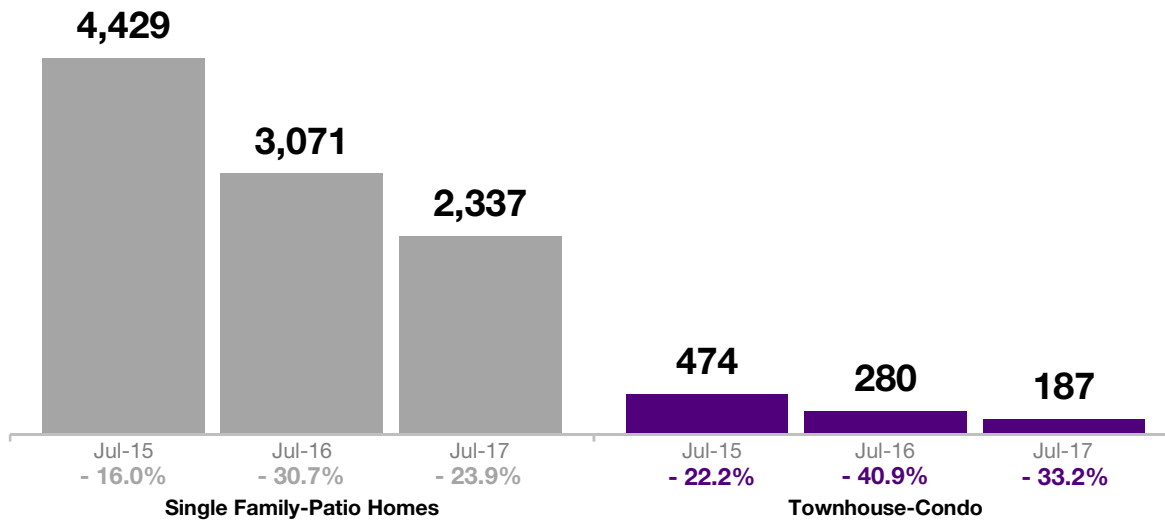
Historical Housing Affordability Index by Month



Inventory of Active Listings

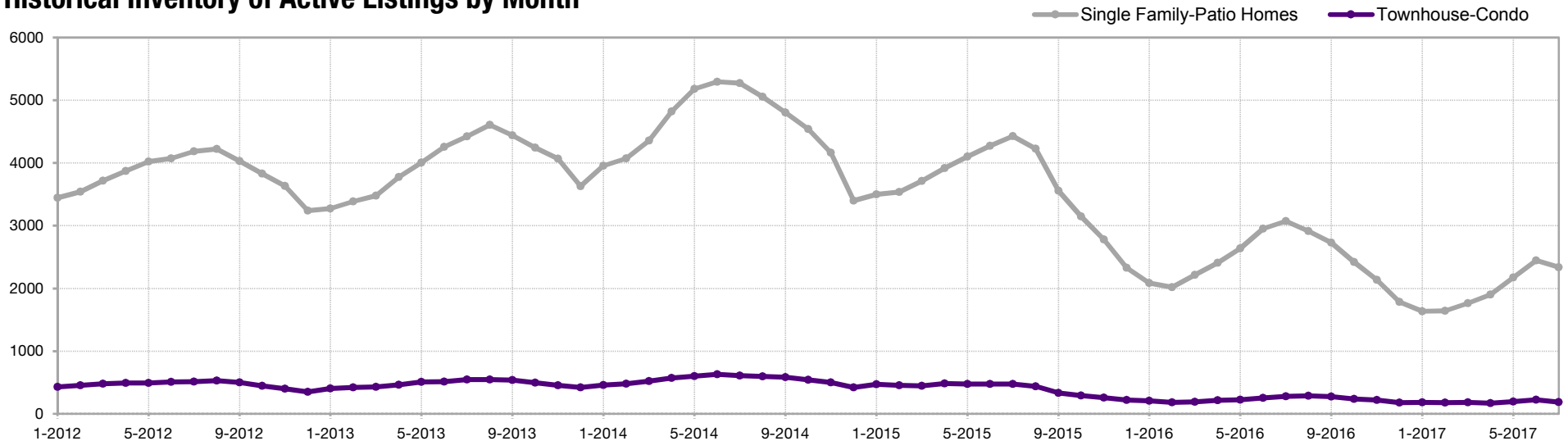


July



Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2016	2,914	-31.0%	287	-34.3%
Sep-2016	2,731	-23.3%	275	-17.7%
Oct-2016	2,419	-23.2%	237	-19.4%
Nov-2016	2,137	-23.1%	219	-15.1%
Dec-2016	1,785	-23.4%	179	-18.6%
Jan-2017	1,636	-21.6%	185	-11.9%
Feb-2017	1,642	-18.7%	177	-3.3%
Mar-2017	1,764	-20.4%	184	-3.7%
Apr-2017	1,901	-21.1%	170	-21.3%
May-2017	2,172	-17.6%	197	-12.8%
Jun-2017	2,445	-17.2%	227	-11.3%
Jul-2017	2,337	-23.9%	187	-33.2%

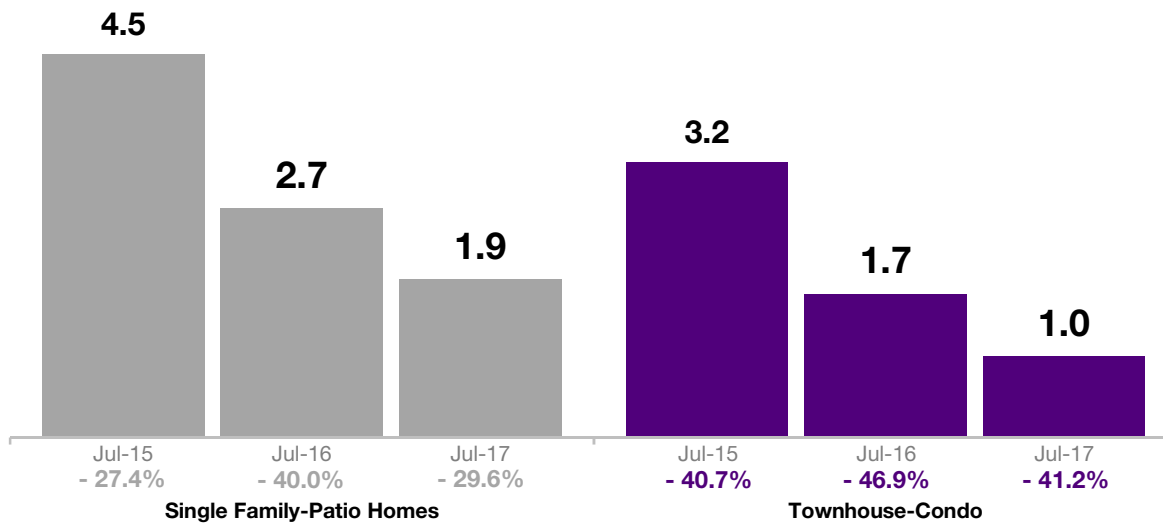
Historical Inventory of Active Listings by Month



Months Supply of Inventory

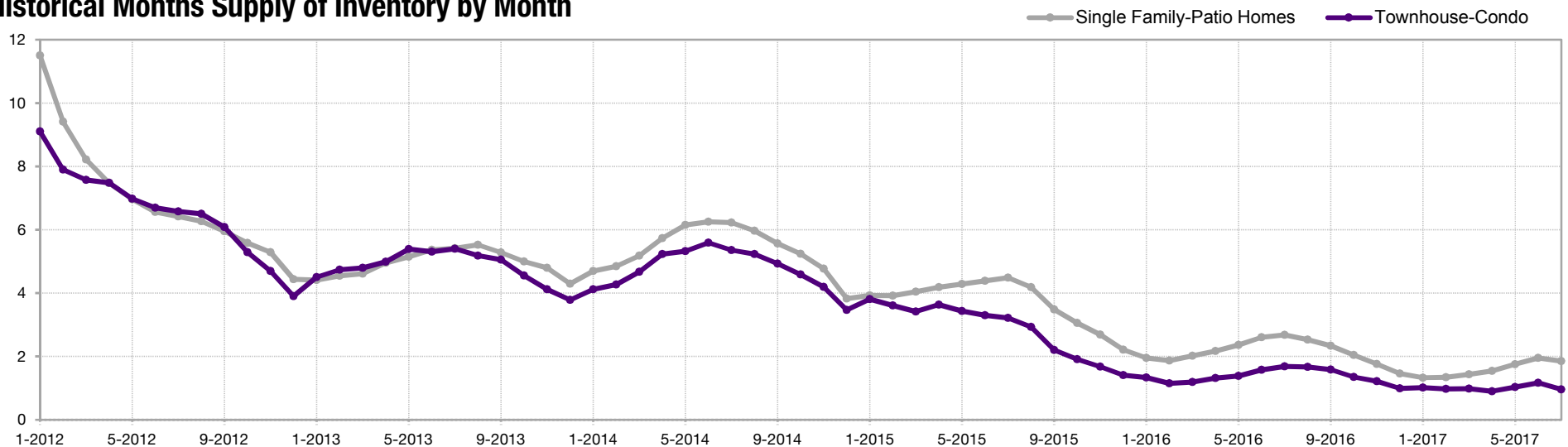


July



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2016	2.5	-40.5%	1.7	-41.4%
Sep-2016	2.3	-34.3%	1.6	-27.3%
Oct-2016	2.0	-35.5%	1.4	-26.3%
Nov-2016	1.8	-33.3%	1.2	-29.4%
Dec-2016	1.5	-31.8%	1.0	-28.6%
Jan-2017	1.3	-35.0%	1.0	-23.1%
Feb-2017	1.3	-31.6%	1.0	-9.1%
Mar-2017	1.4	-30.0%	1.0	-16.7%
Apr-2017	1.5	-31.8%	0.9	-30.8%
May-2017	1.8	-25.0%	1.0	-28.6%
Jun-2017	2.0	-23.1%	1.2	-25.0%
Jul-2017	1.9	-29.6%	1.0	-41.2%

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.

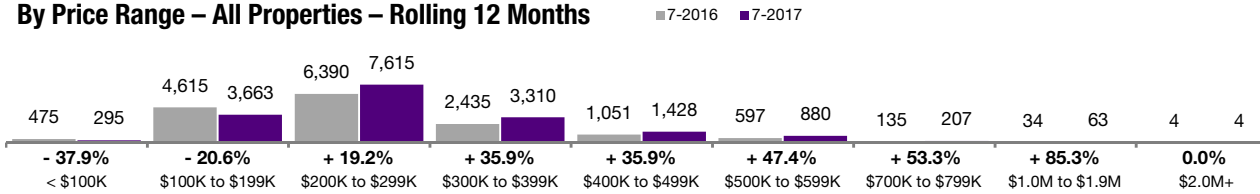
Key Metrics	Historical Sparkbars	7-2016	7-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		2,101	1,918	- 8.7%	13,128	12,874	- 1.9%
Pending Sales (PEND, UC, UCSS, RGT)		1,650	1,869	+ 13.3%	10,856	11,291	+ 4.0%
Sold Listings		1,670	1,809	+ 8.3%	9,634	10,256	+ 6.5%
Median Sales Price		\$248,050	\$272,000	+ 9.7%	\$242,000	\$265,000	+ 9.5%
Avg. Sales Price		\$277,564	\$304,587	+ 9.7%	\$269,484	\$297,223	+ 10.3%
Pct. of List Price Received		99.7%	100.3%	+ 0.6%	99.6%	100.1%	+ 0.5%
Days on Market		24	21	- 12.5%	37	29	- 21.6%
Affordability Index		150	133	- 11.3%	154	136	- 11.7%
Active Listings		3,351	2,524	- 24.7%	--	--	--
Months Supply		2.6	1.7	- 34.6%	--	--	--

Sold Listings

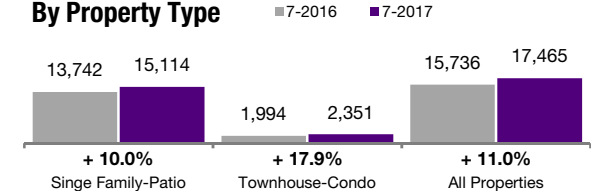
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	7-2016	7-2017	Change	7-2016	7-2017	Change
\$99,999 and Below	180	100	-44.4%	295	195	-33.9%
\$100,000 to \$199,999	3,414	2,321	-32.0%	1,201	1,342	+11.7%
\$200,000 to \$299,999	5,995	6,974	+16.3%	395	641	+62.3%
\$300,000 to \$399,999	2,369	3,183	+34.4%	66	127	+92.4%
\$400,000 to \$499,999	1,030	1,403	+36.2%	21	25	+19.0%
\$500,000 to \$699,999	587	868	+47.9%	10	12	+20.0%
\$700,000 to \$999,999	131	202	+54.2%	4	5	+25.0%
\$1,000,000 to \$1,999,999	32	59	+84.4%	2	4	+100.0%
\$2,000,000 and Above	4	4	0.0%	0	0	--
All Price Ranges	13,742	15,114	+10.0%	1,994	2,351	+17.9%

Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	6-2017	7-2017	Change	6-2017	7-2017	Change
\$99,999 and Below	3	2	-33.3%	15	13	-13.3%
\$100,000 to \$199,999	156	154	-1.3%	144	130	-9.7%
\$200,000 to \$299,999	782	696	-11.0%	71	87	+22.5%
\$300,000 to \$399,999	396	392	-1.0%	7	19	+171.4%
\$400,000 to \$499,999	186	178	-4.3%	3	4	+33.3%
\$500,000 to \$699,999	119	106	-10.9%	1	0	-100.0%
\$700,000 to \$999,999	41	21	-48.8%	2	0	-100.0%
\$1,000,000 to \$1,999,999	4	7	+75.0%	1	0	-100.0%
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	1,687	1,556	-7.8%	244	253	+3.7%

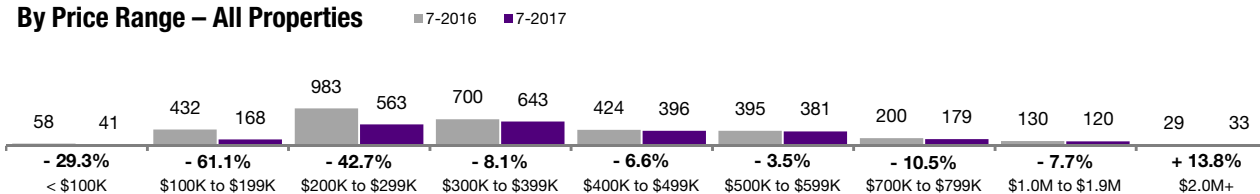
Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	7-2016	7-2017	Change	7-2016	7-2017	Change
\$99,999 and Below	99	44	-55.6%	171	112	-34.5%
\$100,000 to \$199,999	1,887	1,146	-39.3%	706	763	+8.1%
\$200,000 to \$299,999	3,784	4,060	+7.3%	257	423	+64.6%
\$300,000 to \$399,999	1,502	1,981	+31.9%	35	66	+88.6%
\$400,000 to \$499,999	680	906	+33.2%	16	15	-6.3%
\$500,000 to \$699,999	377	557	+47.7%	7	3	-57.1%
\$700,000 to \$999,999	88	133	+51.1%	2	3	+50.0%
\$1,000,000 to \$1,999,999	20	39	+95.0%	1	2	+100.0%
\$2,000,000 and Above	2	3	+50.0%	0	0	--
All Price Ranges	8,439	8,869	+5.1%	1,195	1,387	+16.1%

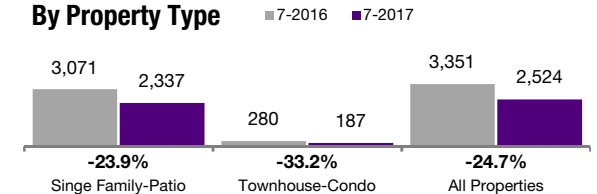
Inventory of Active Listings

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		
	7-2016	7-2017	Change	7-2016	7-2017	Change
\$99,999 and Below	40	25	-37.5%	18	16	-11.1%
\$100,000 to \$199,999	289	112	-61.2%	143	56	-60.8%
\$200,000 to \$299,999	925	506	-45.3%	58	57	-1.7%
\$300,000 to \$399,999	669	616	-7.9%	31	27	-12.9%
\$400,000 to \$499,999	417	389	-6.7%	7	7	0.0%
\$500,000 to \$699,999	386	368	-4.7%	9	13	+44.4%
\$700,000 to \$999,999	193	173	-10.4%	7	6	-14.3%
\$1,000,000 to \$1,999,999	125	116	-7.2%	5	4	-20.0%
\$2,000,000 and Above	27	32	+18.5%	2	1	-50.0%
All Price Ranges	3,071	2,337	-23.9%	280	187	-33.2%

Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	6-2017	7-2017	Change	6-2017	7-2017	Change
\$99,999 and Below	22	25	+13.6%	21	16	-23.8%
\$100,000 to \$199,999	166	112	-32.5%	80	56	-30.0%
\$200,000 to \$299,999	531	506	-4.7%	63	57	-9.5%
\$300,000 to \$399,999	641	616	-3.9%	33	27	-18.2%
\$400,000 to \$499,999	395	389	-1.5%	7	7	0.0%
\$500,000 to \$699,999	371	368	-0.8%	14	13	-7.1%
\$700,000 to \$999,999	183	173	-5.5%	5	6	+20.0%
\$1,000,000 to \$1,999,999	107	116	+8.4%	4	4	0.0%
\$2,000,000 and Above	29	32	+10.3%	0	1	--
All Price Ranges	2,445	2,337	-4.4%	227	187	-17.6%

Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	7-2016	7-2017	Change	7-2016	7-2017	Change
\$99,999 and Below	40	25	-37.5%	18	16	-11.1%
\$100,000 to \$199,999	289	112	-61.2%	143	56	-60.8%
\$200,000 to \$299,999	925	506	-45.3%	58	57	-1.7%
\$300,000 to \$399,999	669	616	-7.9%	31	27	-12.9%
\$400,000 to \$499,999	417	389	-6.7%	7	7	0.0%
\$500,000 to \$699,999	386	368	-4.7%	9	13	+44.4%
\$700,000 to \$999,999	193	173	-10.4%	7	6	-14.3%
\$1,000,000 to \$1,999,999	125	116	-7.2%	5	4	-20.0%
\$2,000,000 and Above	27	32	+18.5%	2	1	-50.0%
All Price Ranges	3,071	2,337	-23.9%	280	187	-33.2%

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 average 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.