

Monthly Indicators

Activity for El Paso and Teller Counties Only



March 2017

Percent changes calculated using year-over-year comparisons.

New Listings were down 7.2 percent for single family-patio homes but increased 3.3 percent for townhouse-condo properties. Pending Sales increased 7.9 percent for single family-patio homes and 17.8 percent for townhouse-condo properties.

The Median Sales Price was up 10.7 percent to \$265,535 for single family-patio homes and 6.8 percent to \$173,000 for townhouse-condo properties. Days on Market decreased 25.5 percent for single family-patio homes and 40.0 percent for townhouse-condo properties.

The U.S. economy has improved for several quarters in a row, which has helped wage growth and retail consumption increase in year-over-year comparisons. Couple that with an unemployment rate that has been holding steady or dropping both nationally and in many localities, and consumer confidence is on the rise. As the economy improves, home sales tend to go up. It isn't much more complex than that right now. Rising mortgage rates could slow growth eventually, but rate increases should be thought of as little more than a byproduct of a stronger economy and stronger demand.

Activity Snapshot

+ 9.4%	+ 10.9%	- 30.1%
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	3-2016	3-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		1,727	1,602	- 7.2%	4,001	3,718	- 7.1%
Pending Sales (PEND, UC, UCSS, RGT)		1,396	1,506	+ 7.9%	3,603	3,577	- 0.7%
Sold Listings		1,126	1,188	+ 5.5%	2,766	2,829	+ 2.3%
Median Sales Price		\$239,900	\$265,535	+ 10.7%	\$240,000	\$263,000	+ 9.6%
Avg. Sales Price		\$268,229	\$295,494	+ 10.2%	\$268,588	\$298,736	+ 11.2%
Pct. of List Price Received		99.4%	99.9%	+ 0.5%	99.1%	99.6%	+ 0.5%
Days on Market		47	35	- 25.5%	54	39	- 27.8%
Affordability Index		152	132	- 13.2%	152	133	- 12.5%
Active Listings		2,208	1,529	- 30.8%	--	--	--
Months Supply		2.0	1.2	- 40.0%	--	--	--

Townhouse-Condo Market Overview



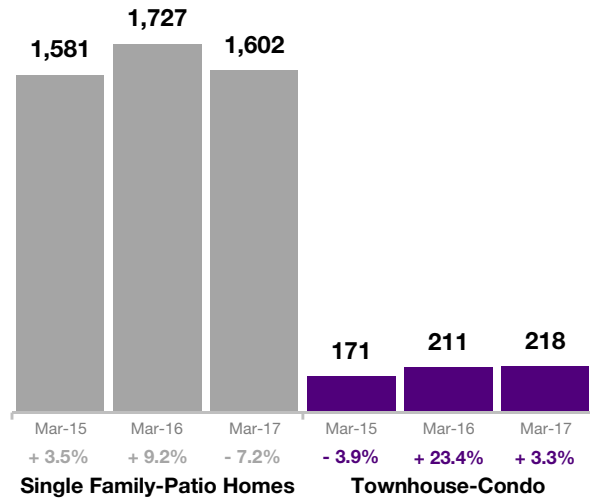
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	3-2016	3-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		211	218	+ 3.3%	501	574	+ 14.6%
Pending Sales (PEND, UC, UCSS, RGT)		191	225	+ 17.8%	492	571	+ 16.1%
Sold Listings		153	211	+ 37.9%	387	464	+ 19.9%
Median Sales Price		\$162,000	\$173,000	+ 6.8%	\$160,000	\$175,700	+ 9.8%
Avg. Sales Price		\$160,859	\$181,609	+ 12.9%	\$166,411	\$186,448	+ 12.0%
Pct. of List Price Received		99.5%	100.0%	+ 0.5%	99.1%	99.8%	+ 0.7%
Days on Market		35	21	- 40.0%	38	23	- 39.5%
Affordability Index		225	202	- 10.2%	228	199	- 12.7%
Active Listings		191	148	- 22.5%	--	--	--
Months Supply		1.2	0.8	- 33.3%	--	--	--

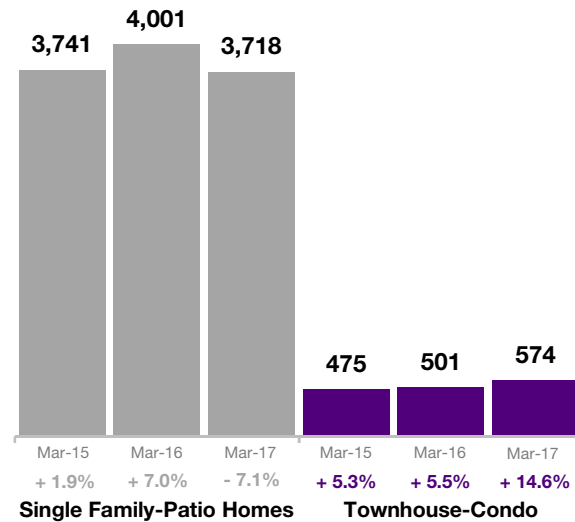
New Listings



March

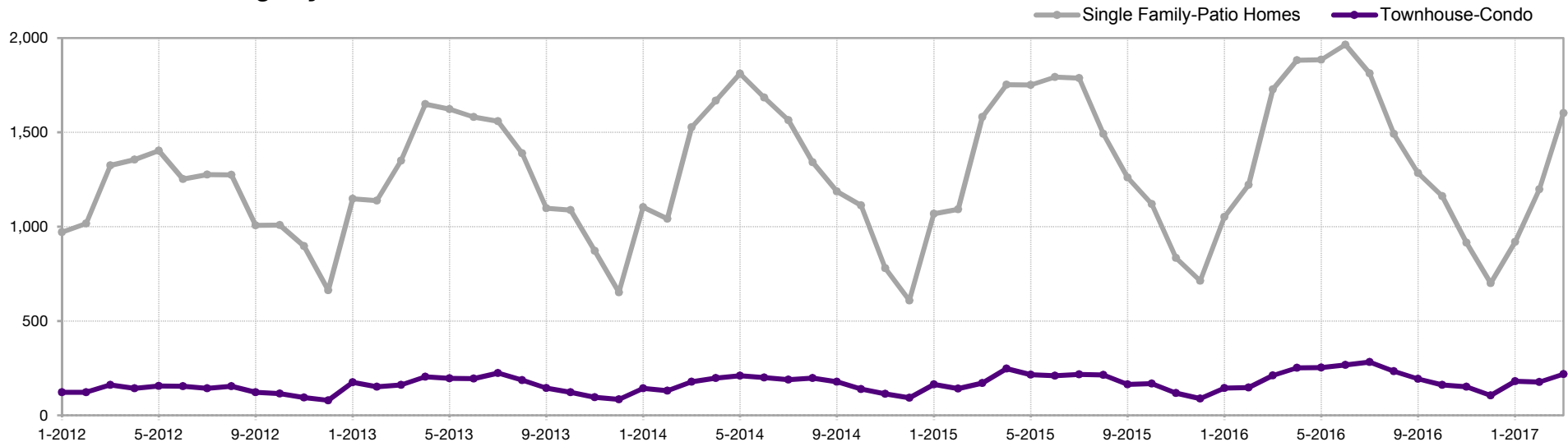


Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	1,882	+7.4%	251	+1.6%
May-2016	1,885	+7.7%	252	+17.2%
Jun-2016	1,965	+9.6%	266	+26.7%
Jul-2016	1,813	+1.5%	282	+30.0%
Aug-2016	1,492	0.0%	233	+9.4%
Sep-2016	1,284	+1.9%	193	+17.7%
Oct-2016	1,161	+3.8%	160	-4.8%
Nov-2016	915	+9.7%	151	+29.1%
Dec-2016	700	-1.7%	105	+19.3%
Jan-2017	919	-12.6%	180	+25.0%
Feb-2017	1,197	-2.0%	176	+20.5%
Mar-2017	1,602	-7.2%	218	+3.3%

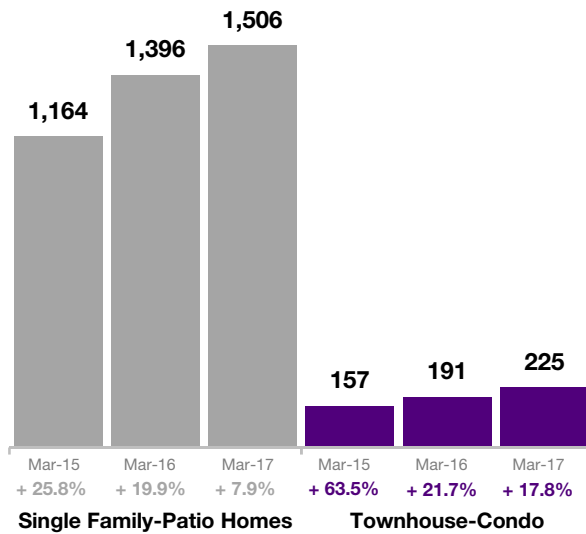
Historical New Listings by Month



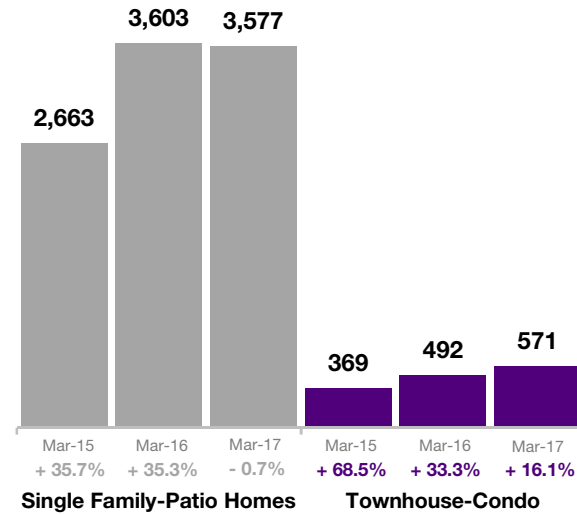
Pending Sales (PEND, UC, UCSS, RGT)



March

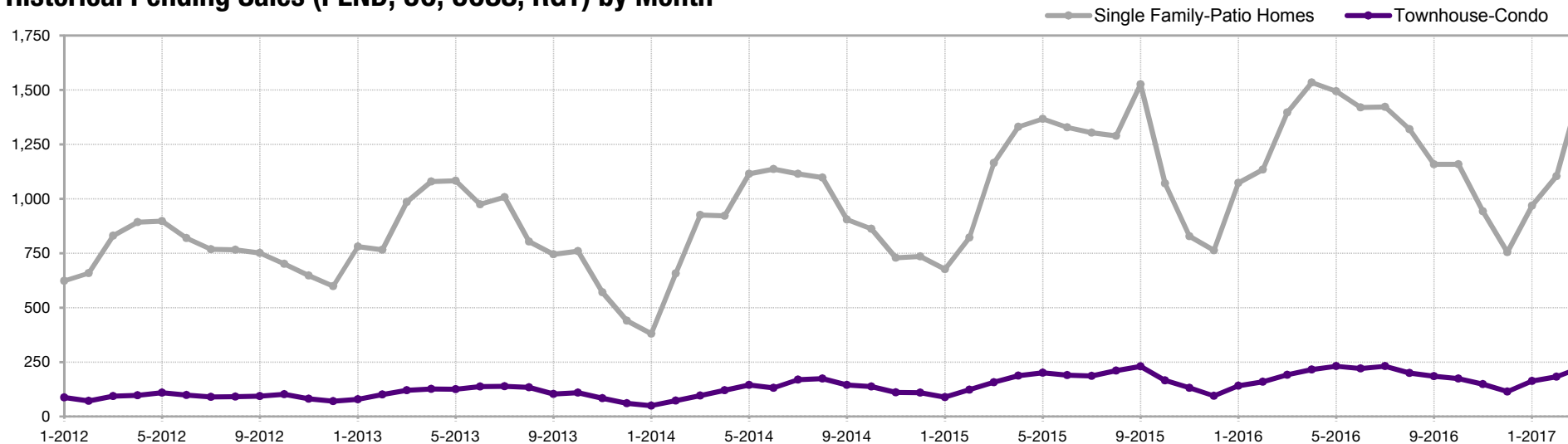


Year to Date



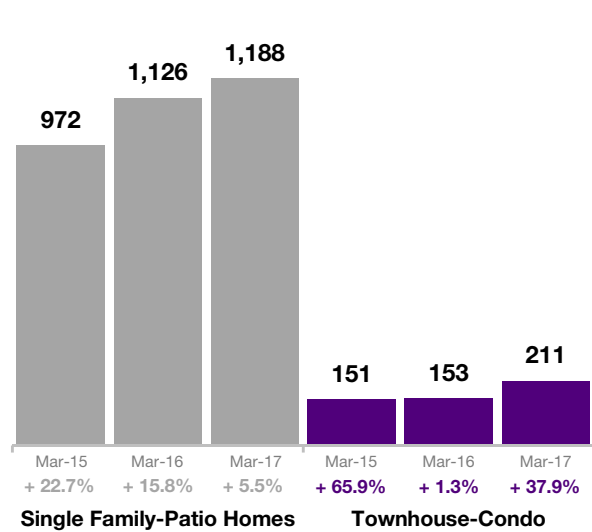
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	1,534	+15.3%	216	+15.5%
May-2016	1,494	+9.3%	231	+14.9%
Jun-2016	1,419	+6.9%	220	+15.8%
Jul-2016	1,422	+9.0%	231	+24.2%
Aug-2016	1,320	+2.4%	200	-5.2%
Sep-2016	1,159	-24.0%	185	-19.6%
Oct-2016	1,158	+8.1%	174	+4.8%
Nov-2016	942	+13.8%	149	+13.7%
Dec-2016	755	-1.0%	114	+20.0%
Jan-2017	968	-9.8%	163	+15.6%
Feb-2017	1,103	-2.7%	183	+14.4%
Mar-2017	1,506	+7.9%	225	+17.8%

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

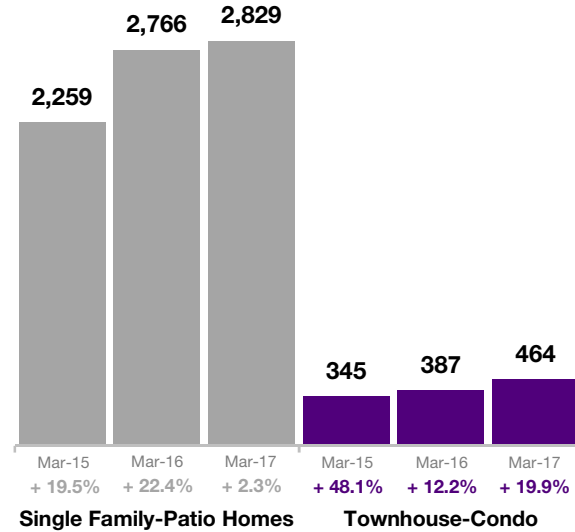


Sold Listings

March

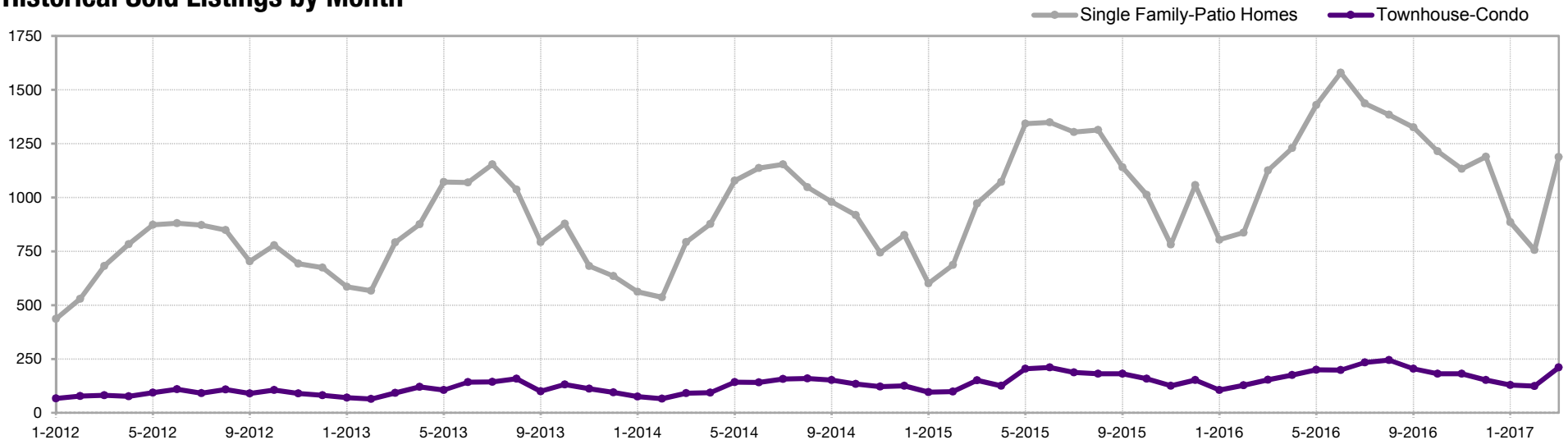


Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	1,229	+14.6%	175	+40.0%
May-2016	1,429	+6.4%	200	-2.4%
Jun-2016	1,579	+17.0%	199	-5.7%
Jul-2016	1,436	+10.1%	234	+24.5%
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%

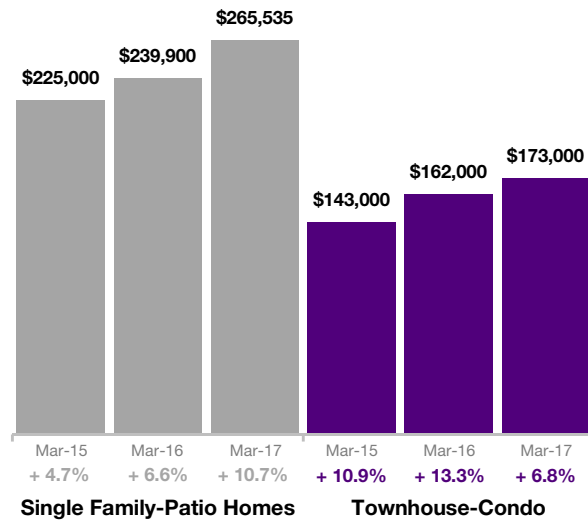
Historical Sold Listings by Month



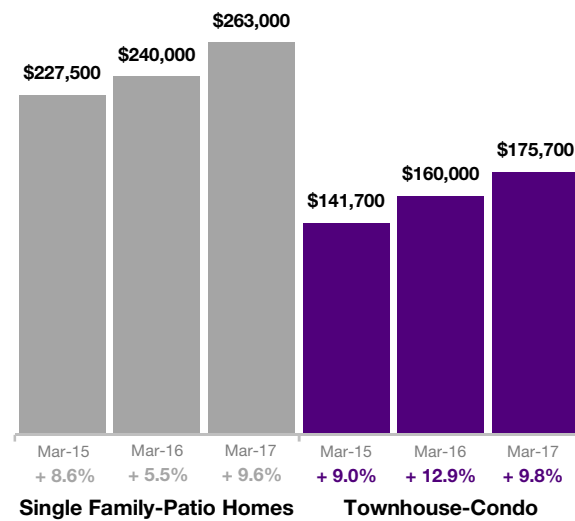
Median Sales Price



March

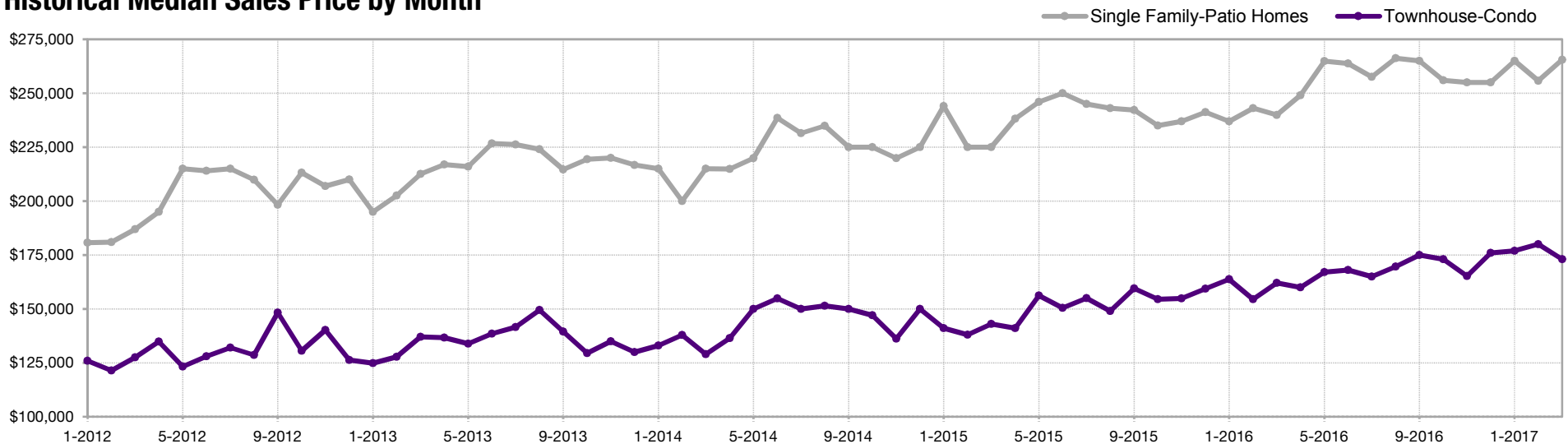


Year to Date



Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	\$249,000	+4.5%	\$160,000	+13.4%
May-2016	\$264,900	+7.7%	\$167,000	+6.9%
Jun-2016	\$263,750	+5.5%	\$168,000	+11.6%
Jul-2016	\$257,500	+5.1%	\$165,000	+6.5%
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%

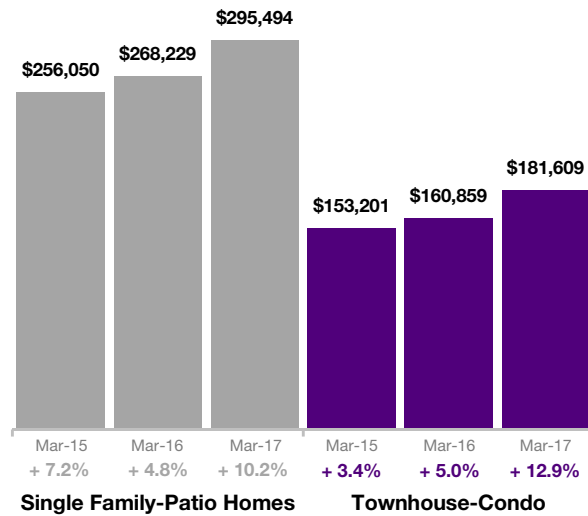
Historical Median Sales Price by Month



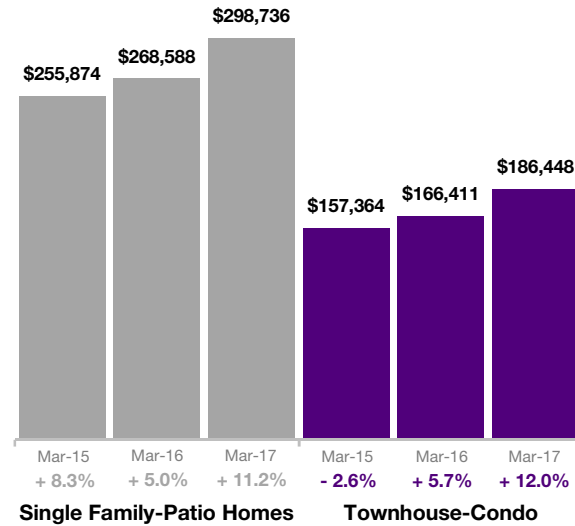
Average Sales Price



March

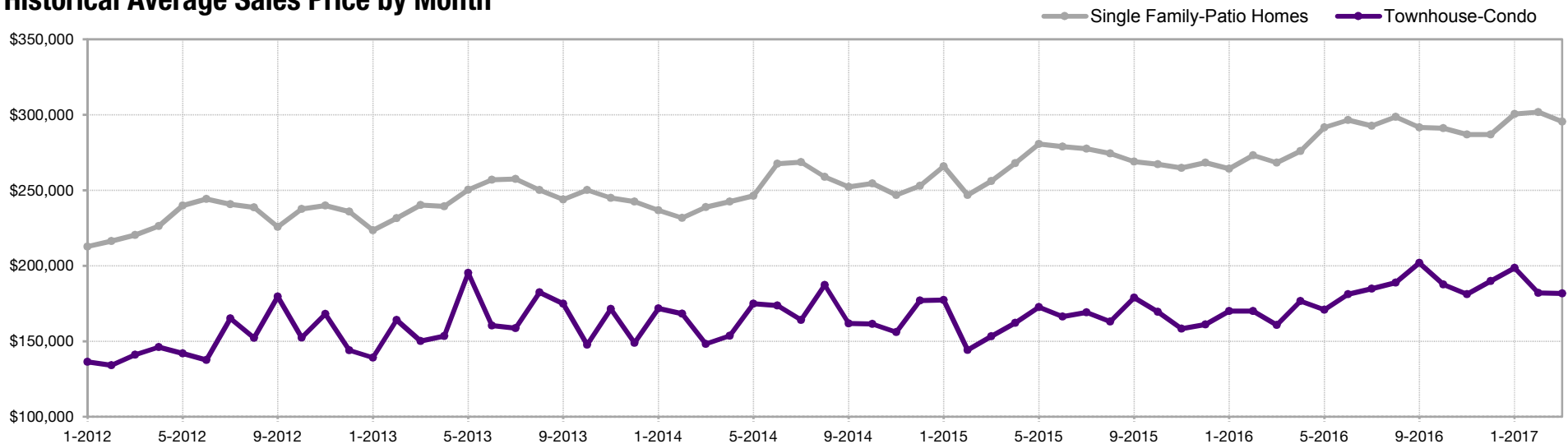


Year to Date



Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	\$276,007	+3.0%	\$176,716	+9.0%
May-2016	\$291,664	+3.9%	\$170,963	-0.9%
Jun-2016	\$296,535	+6.3%	\$181,133	+8.9%
Jul-2016	\$292,670	+5.5%	\$184,867	+9.3%
Aug-2016	\$298,601	+8.8%	\$188,775	+15.8%
Sep-2016	\$291,714	+8.5%	\$201,872	+12.8%
Oct-2016	\$291,072	+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	\$295,494	+10.2%	\$181,609	+12.9%

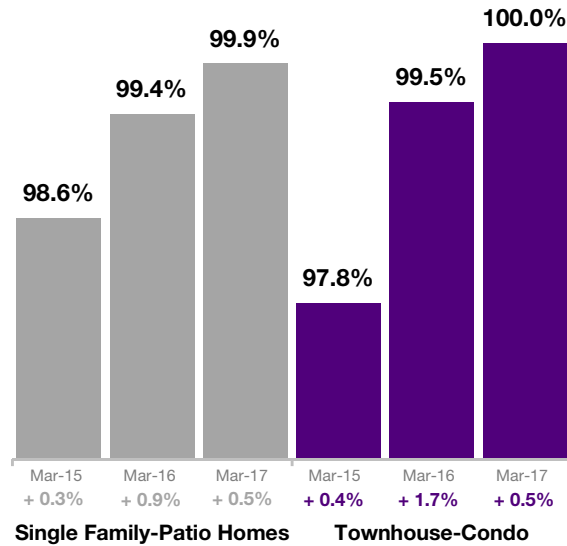
Historical Average Sales Price by Month



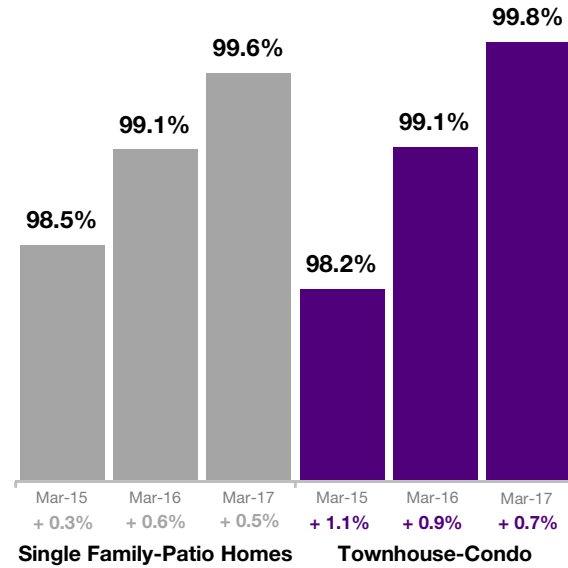
Percent of List Price Received



March

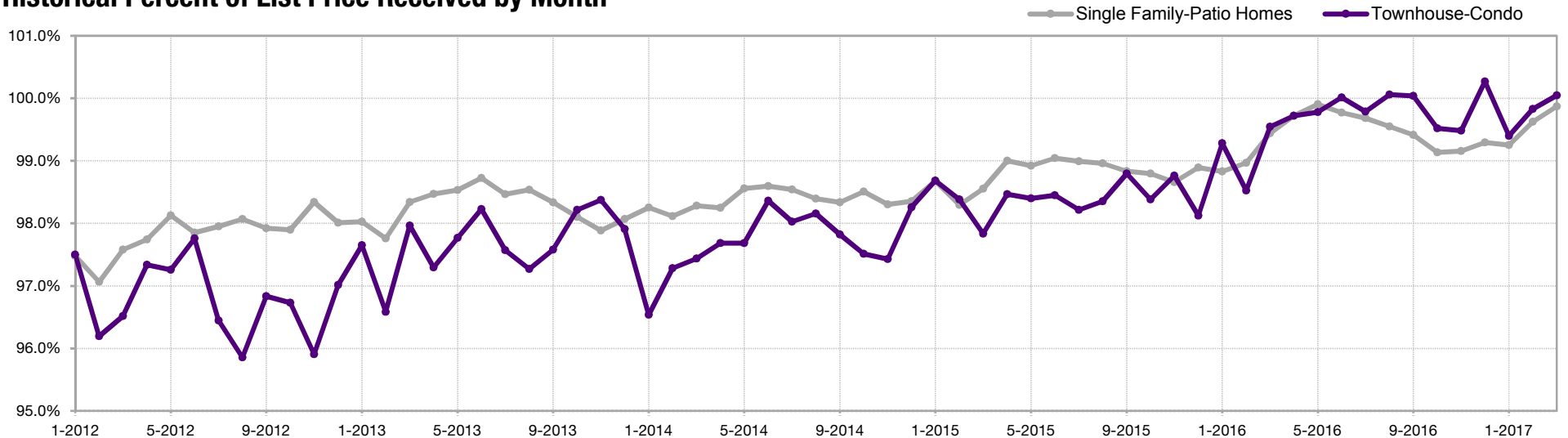


Year to Date



Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	99.7%	+0.7%	99.7%	+1.2%
May-2016	99.9%	+1.0%	99.8%	+1.4%
Jun-2016	99.8%	+0.8%	100.0%	+1.6%
Jul-2016	99.7%	+0.7%	99.8%	+1.6%
Aug-2016	99.5%	+0.5%	100.1%	+1.7%
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	99.9%	+0.5%	100.0%	+0.5%

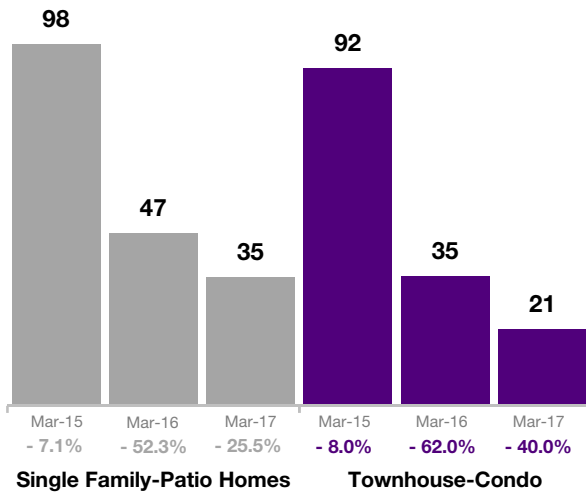
Historical Percent of List Price Received by Month



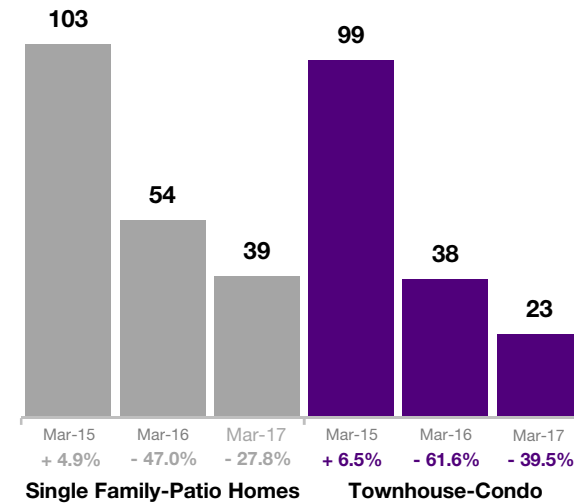
Days on Market Until Sale



March

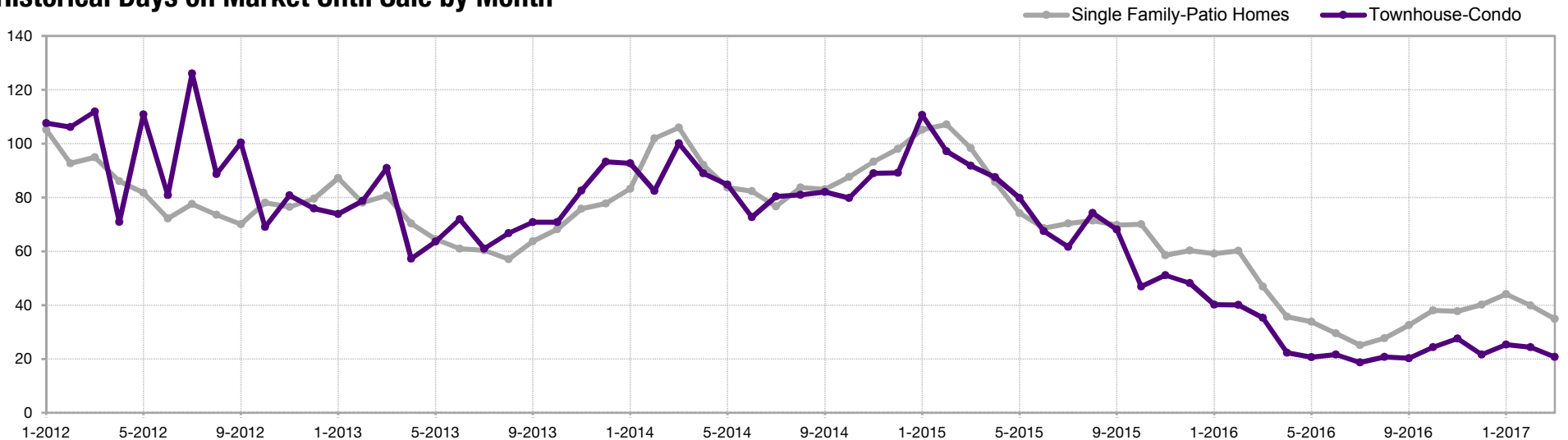


Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	36	-58.1%	22	-74.7%
May-2016	34	-54.1%	21	-73.8%
Jun-2016	30	-56.5%	22	-67.6%
Jul-2016	25	-64.3%	19	-69.4%
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%

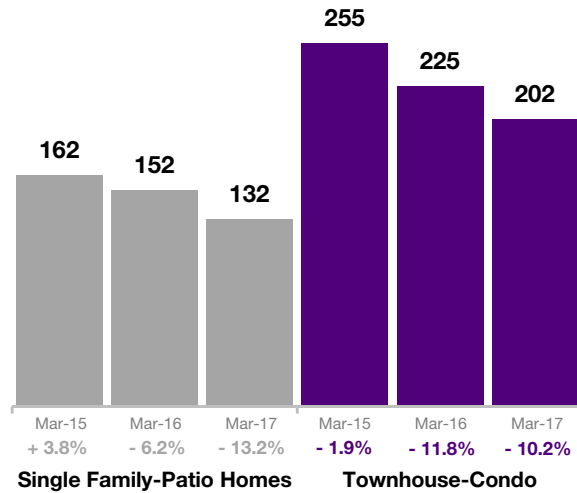
Historical Days on Market Until Sale by Month



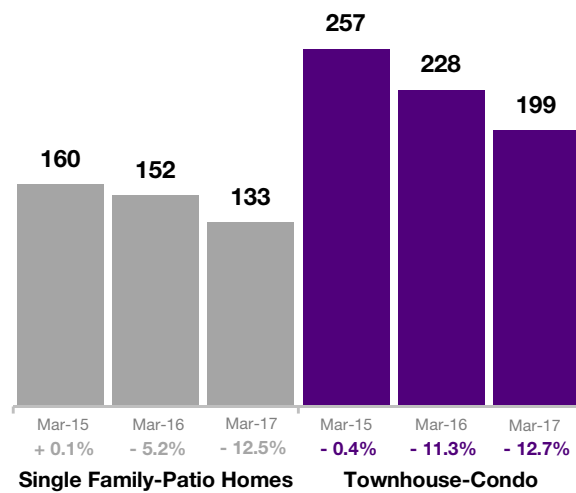
Housing Affordability Index



March

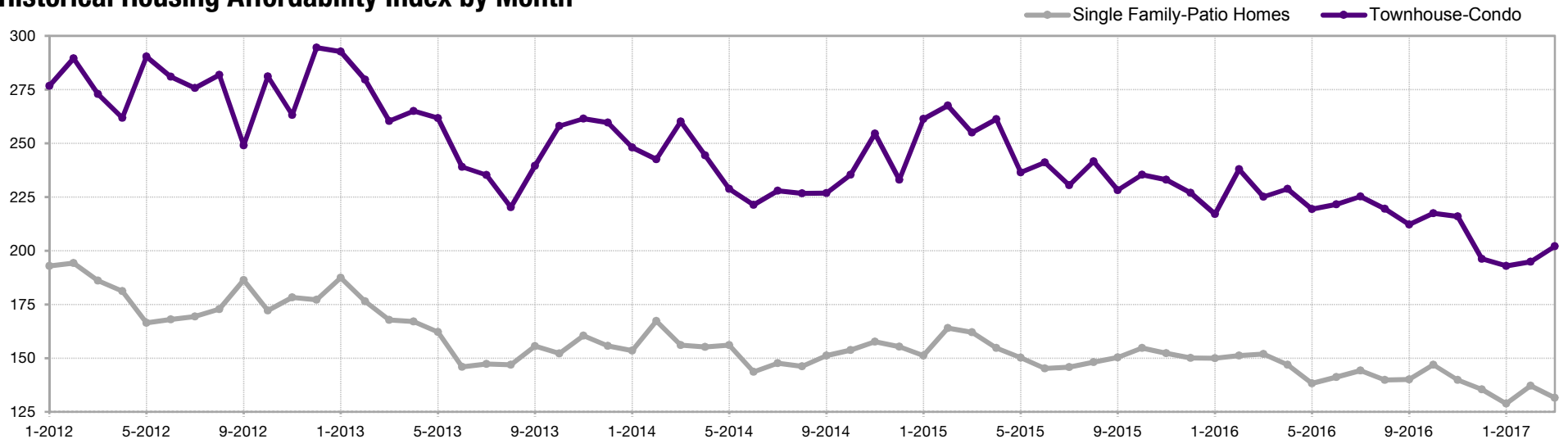


Year to Date



Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	147	-5.2%	229	-12.3%
May-2016	138	-8.0%	219	-7.2%
Jun-2016	141	-2.8%	222	-7.9%
Jul-2016	144	-1.4%	225	-2.2%
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%

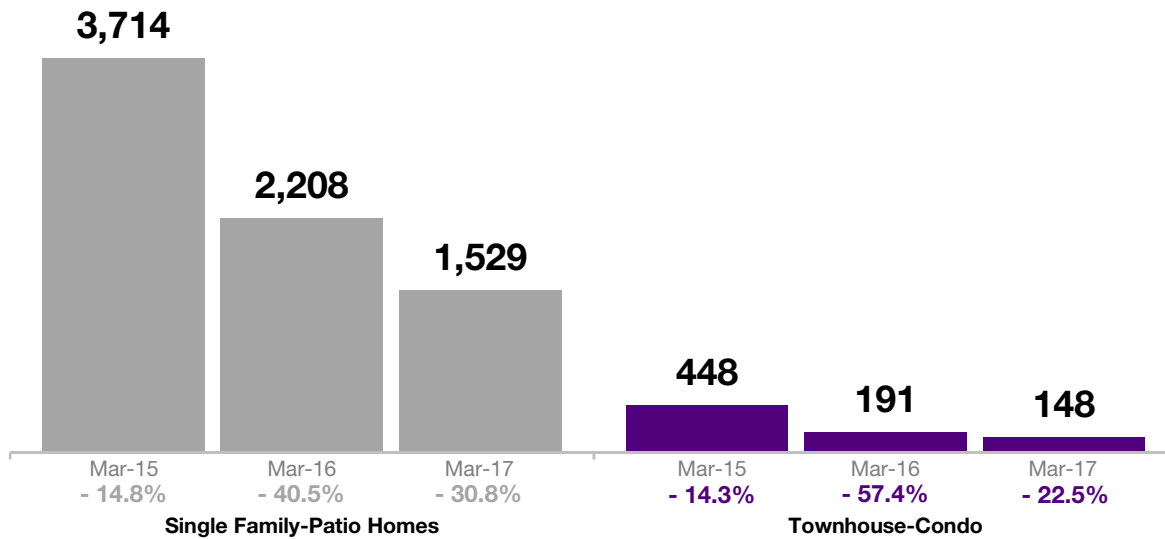
Historical Housing Affordability Index by Month



Inventory of Active Listings

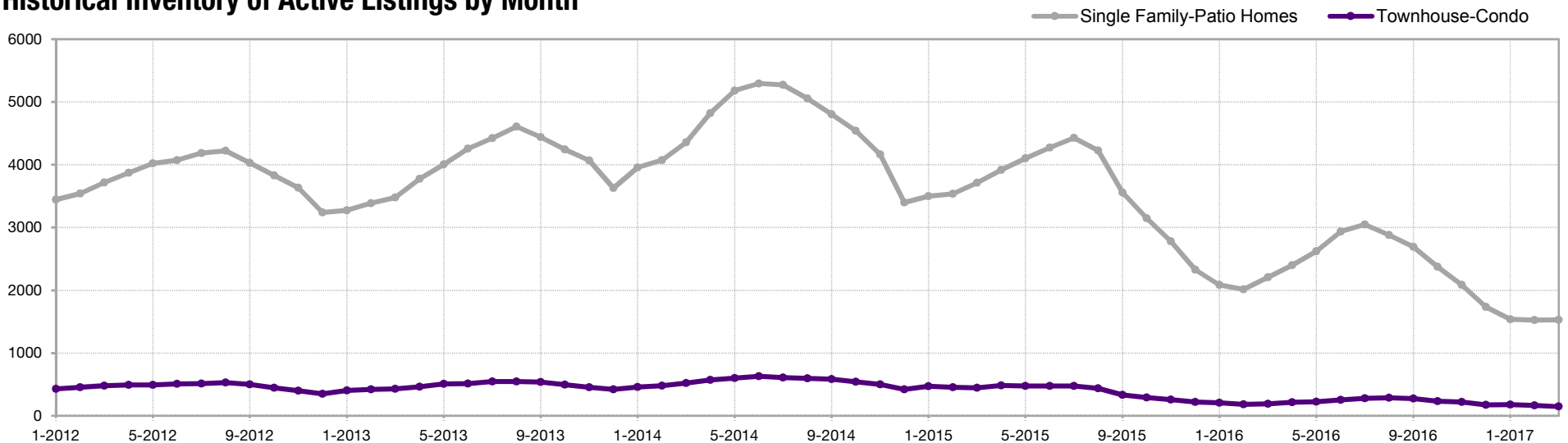


March



Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	2,398	-38.8%	216	-55.6%
May-2016	2,620	-36.1%	226	-52.6%
Jun-2016	2,936	-31.3%	256	-46.3%
Jul-2016	3,049	-31.2%	280	-40.9%
Aug-2016	2,881	-31.8%	287	-34.3%
Sep-2016	2,691	-24.4%	274	-18.0%
Oct-2016	2,373	-24.6%	235	-20.1%
Nov-2016	2,084	-25.0%	219	-15.1%
Dec-2016	1,734	-25.6%	176	-20.0%
Jan-2017	1,539	-26.2%	180	-14.3%
Feb-2017	1,524	-24.4%	167	-8.7%
Mar-2017	1,529	-30.8%	148	-22.5%

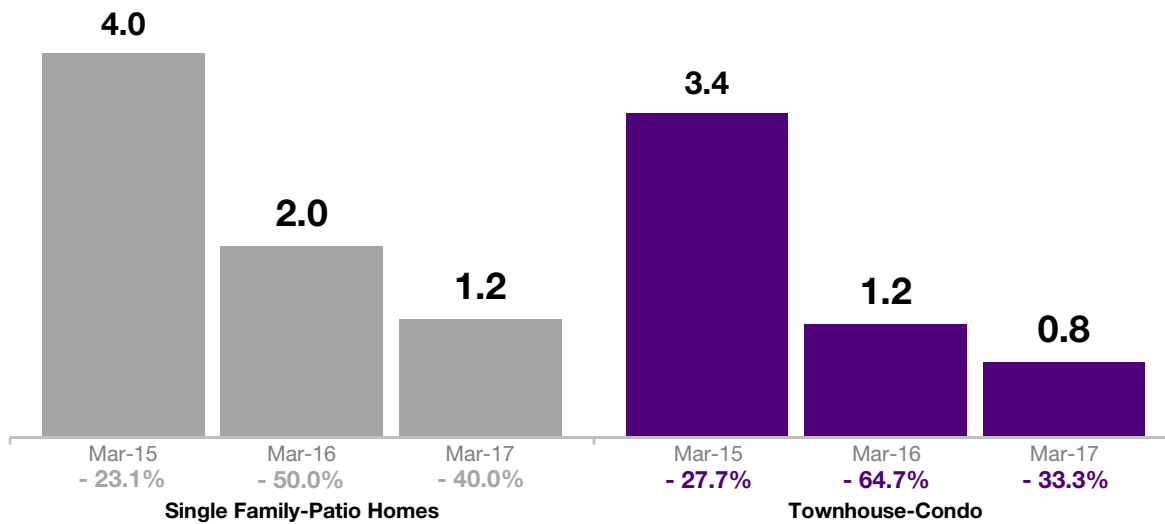
Historical Inventory of Active Listings by Month



Months Supply of Inventory

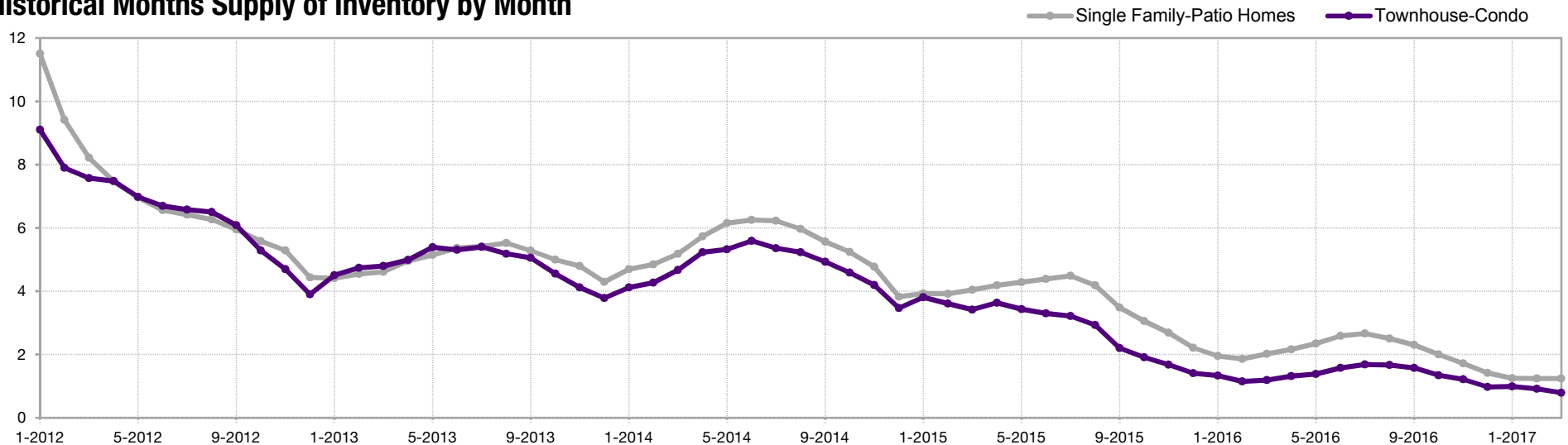


March



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	2.2	-47.6%	1.3	-63.9%
May-2016	2.3	-46.5%	1.4	-58.8%
Jun-2016	2.6	-40.9%	1.6	-51.5%
Jul-2016	2.7	-40.0%	1.7	-46.9%
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%	1.3	-31.6%
Nov-2016	1.7	-37.0%	1.2	-29.4%
Dec-2016	1.4	-36.4%	1.0	-28.6%
Jan-2017	1.3	-35.0%	1.0	-23.1%
Feb-2017	1.2	-36.8%	0.9	-18.2%
Mar-2017	1.2	-40.0%	0.8	-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.

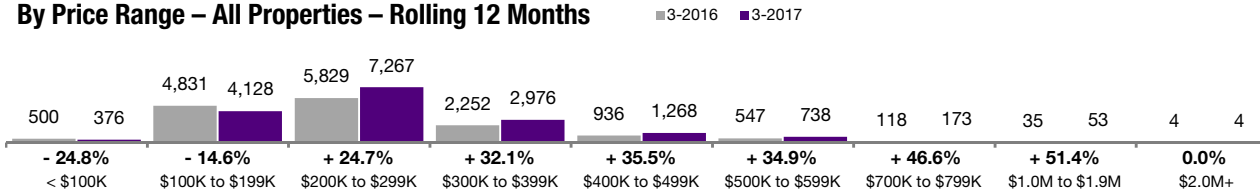
Key Metrics	Historical Sparkbars	3-2016	3-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		1,938	1,820	- 6.1%	4,502	4,292	- 4.7%
Pending Sales (PEND, UC, UCSS, RGT)		1,587	1,731	+ 9.1%	4,095	4,148	+ 1.3%
Sold Listings		1,279	1,399	+ 9.4%	3,153	3,293	+ 4.4%
Median Sales Price		\$229,900	\$255,000	+ 10.9%	\$230,000	\$250,000	+ 8.7%
Avg. Sales Price		\$255,375	\$278,317	+ 9.0%	\$256,043	\$282,914	+ 10.5%
Pct. of List Price Received		99.5%	99.9%	+ 0.4%	99.1%	99.6%	+ 0.5%
Days on Market		46	33	- 28.3%	53	37	- 30.2%
Affordability Index		159	137	- 13.8%	159	140	- 11.9%
Active Listings		2,399	1,677	- 30.1%	--	--	--
Months Supply		1.9	1.2	- 36.8%	--	--	--

Sold Listings

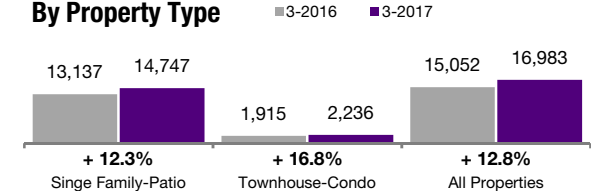
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	3-2016	3-2017	Change	3-2016	3-2017	Change
\$99,999 and Below	199	138	-30.7%	301	238	-20.9%
\$100,000 to \$199,999	3,657	2,810	-23.2%	1,174	1,318	+12.3%
\$200,000 to \$299,999	5,482	6,745	+23.0%	347	522	+50.4%
\$300,000 to \$399,999	2,193	2,868	+30.8%	59	108	+83.1%
\$400,000 to \$499,999	920	1,242	+35.0%	16	26	+62.5%
\$500,000 to \$699,999	536	721	+34.5%	11	17	+54.5%
\$700,000 to \$999,999	113	170	+50.4%	5	3	-40.0%
\$1,000,000 to \$1,999,999	33	49	+48.5%	2	4	+100.0%
\$2,000,000 and Above	4	4	0.0%	0	0	--
All Price Ranges	13,137	14,747	+12.3%	1,915	2,236	+16.8%

Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	2-2017	3-2017	Change	2-2017	3-2017	Change
\$99,999 and Below	6	10	+66.7%	10	24	+140.0%
\$100,000 to \$199,999	149	214	+43.6%	78	117	+50.0%
\$200,000 to \$299,999	349	532	+52.4%	30	60	+100.0%
\$300,000 to \$399,999	128	253	+97.7%	4	7	+75.0%
\$400,000 to \$499,999	64	104	+62.5%	2	2	0.0%
\$500,000 to \$699,999	40	63	+57.5%	0	1	--
\$700,000 to \$999,999	13	8	-38.5%	0	0	--
\$1,000,000 to \$1,999,999	5	4	-20.0%	0	0	--
\$2,000,000 and Above	2	0	-100.0%	0	0	--
All Price Ranges	756	1,188	+57.1%	124	211	+70.2%

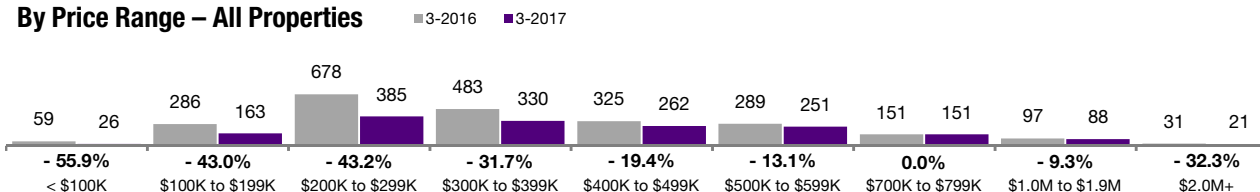
Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	3-2016	3-2017	Change	3-2016	3-2017	Change
\$99,999 and Below	41	24	-41.5%	66	50	-24.2%
\$100,000 to \$199,999	773	521	-32.6%	229	262	+14.4%
\$200,000 to \$299,999	1,220	1,267	+3.9%	79	126	+59.5%
\$300,000 to \$399,999	413	577	+39.7%	6	18	+200.0%
\$400,000 to \$499,999	177	242	+36.7%	5	5	0.0%
\$500,000 to \$699,999	112	145	+29.5%	1	2	+100.0%
\$700,000 to \$999,999	23	36	+56.5%	1	0	-100.0%
\$1,000,000 to \$1,999,999	6	15	+150.0%	0	1	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
All Price Ranges	2,766	2,829	+2.3%	387	464	+19.9%

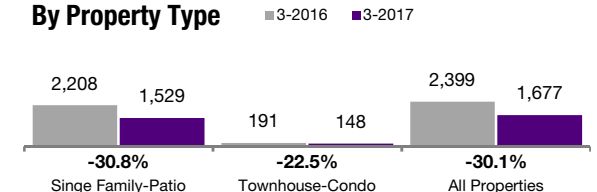
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	3-2016	3-2017	Change	3-2016	3-2017	Change
\$99,999 and Below	34	17	-50.0%	25	9	-64.0%
\$100,000 to \$199,999	218	109	-50.0%	68	54	-20.6%
\$200,000 to \$299,999	630	342	-45.7%	48	43	-10.4%
\$300,000 to \$399,999	459	310	-32.5%	24	20	-16.7%
\$400,000 to \$499,999	318	255	-19.8%	7	7	0.0%
\$500,000 to \$699,999	280	243	-13.2%	9	8	-11.1%
\$700,000 to \$999,999	146	146	0.0%	5	5	0.0%
\$1,000,000 to \$1,999,999	94	86	-8.5%	3	2	-33.3%
\$2,000,000 and Above	29	21	-27.6%	2	0	-100.0%
All Price Ranges	2,208	1,529	-30.8%	191	148	-22.5%

Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	2-2017	3-2017	Change	2-2017	3-2017	Change
\$99,999 and Below	17	17	0.0%	12	9	-25.0%
\$100,000 to \$199,999	124	109	-12.1%	71	54	-23.9%
\$200,000 to \$299,999	332	342	+3.0%	48	43	-10.4%
\$300,000 to \$399,999	360	310	-13.9%	15	20	+33.3%
\$400,000 to \$499,999	235	255	+8.5%	6	7	+16.7%
\$500,000 to \$699,999	222	243	+9.5%	7	8	+14.3%
\$700,000 to \$999,999	128	146	+14.1%	7	5	-28.6%
\$1,000,000 to \$1,999,999	91	86	-5.5%	1	2	+100.0%
\$2,000,000 and Above	15	21	+40.0%	0	0	--
All Price Ranges	1,524	1,529	+0.3%	167	148	-11.4%

Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	3-2016	3-2017	Change	3-2016	3-2017	Change
\$99,999 and Below	41	24	-41.5%	66	50	-24.2%
\$100,000 to \$199,999	773	521	-32.6%	229	262	+14.4%
\$200,000 to \$299,999	1,220	1,267	+3.9%	79	126	+59.5%
\$300,000 to \$399,999	413	577	+39.7%	6	18	+200.0%
\$400,000 to \$499,999	177	242	+36.7%	5	5	0.0%
\$500,000 to \$699,999	112	145	+29.5%	1	2	+100.0%
\$700,000 to \$999,999	23	36	+56.5%	1	0	-100.0%
\$1,000,000 to \$1,999,999	6	15	+150.0%	0	1	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
All Price Ranges	2,766	2,829	+2.3%	387	464	+19.9%

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.