

# Monthly Indicators

Activity for El Paso and Teller Counties Only



## January 2017

Percent changes calculated using year-over-year comparisons.

New Listings were down 15.4 percent for single family-patio homes but increased 21.4 percent for townhouse-condo properties. Pending Sales increased 0.1 percent for single family-patio homes and 32.6 percent for townhouse-condo properties.

The Median Sales Price was up 11.8 percent to \$265,000 for single family-patio homes and 8.1 percent to \$177,000 for townhouse-condo properties. Days on Market decreased 25.4 percent for single family-patio homes and 37.5 percent for townhouse-condo properties.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

## Activity Snapshot

<b>+ 11.6%</b>	<b>+ 9.3%</b>	<b>- 33.4%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> 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	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		1,052	<b>890</b>	- 15.4%	1,052	<b>890</b>	- 15.4%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		1,073	<b>1,074</b>	+ 0.1%	1,073	<b>1,074</b>	+ 0.1%
<b>Sold Listings</b>		803	<b>885</b>	+ 10.2%	803	<b>885</b>	+ 10.2%
<b>Median Sales Price</b>		\$237,000	<b>\$265,000</b>	+ 11.8%	\$237,000	<b>\$265,000</b>	+ 11.8%
<b>Avg. Sales Price</b>		\$264,234	<b>\$300,488</b>	+ 13.7%	\$264,234	<b>\$300,488</b>	+ 13.7%
<b>Pct. of List Price Received</b>		98.8%	<b>99.3%</b>	+ 0.5%	98.8%	<b>99.3%</b>	+ 0.5%
<b>Days on Market</b>		59	<b>44</b>	- 25.4%	59	<b>44</b>	- 25.4%
<b>Affordability Index</b>		150	<b>129</b>	- 14.0%	150	<b>129</b>	- 14.0%
<b>Active Listings</b>		2,086	<b>1,379</b>	- 33.9%	--	--	--
<b>Months Supply</b>		2.0	<b>1.1</b>	- 45.0%	--	--	--

# Townhouse-Condo Market Overview



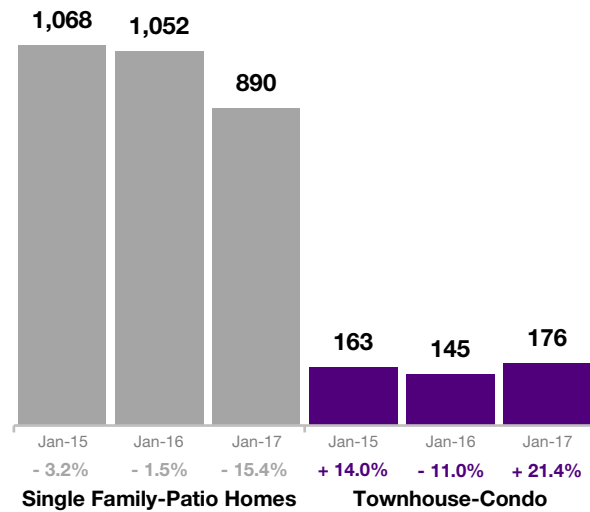
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		145	<b>176</b>	+ 21.4%	145	<b>176</b>	+ 21.4%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		141	<b>187</b>	+ 32.6%	141	<b>187</b>	+ 32.6%
<b>Sold Listings</b>		106	<b>129</b>	+ 21.7%	106	<b>129</b>	+ 21.7%
<b>Median Sales Price</b>		\$163,748	<b>\$177,000</b>	+ 8.1%	\$163,748	<b>\$177,000</b>	+ 8.1%
<b>Avg. Sales Price</b>		\$170,094	<b>\$198,581</b>	+ 16.7%	\$170,094	<b>\$198,581</b>	+ 16.7%
<b>Pct. of List Price Received</b>		99.3%	<b>99.4%</b>	+ 0.1%	99.3%	<b>99.4%</b>	+ 0.1%
<b>Days on Market</b>		40	<b>25</b>	- 37.5%	40	<b>25</b>	- 37.5%
<b>Affordability Index</b>		217	<b>193</b>	- 11.1%	217	<b>193</b>	- 11.1%
<b>Active Listings</b>		211	<b>151</b>	- 28.4%	--	--	--
<b>Months Supply</b>		1.3	<b>0.8</b>	- 38.5%	--	--	--

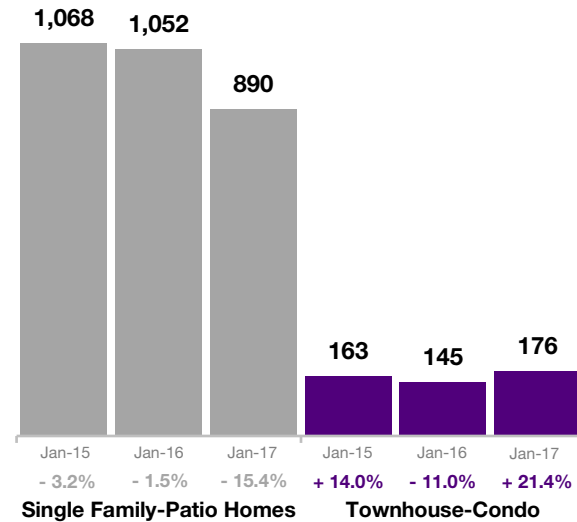
# New Listings



## January

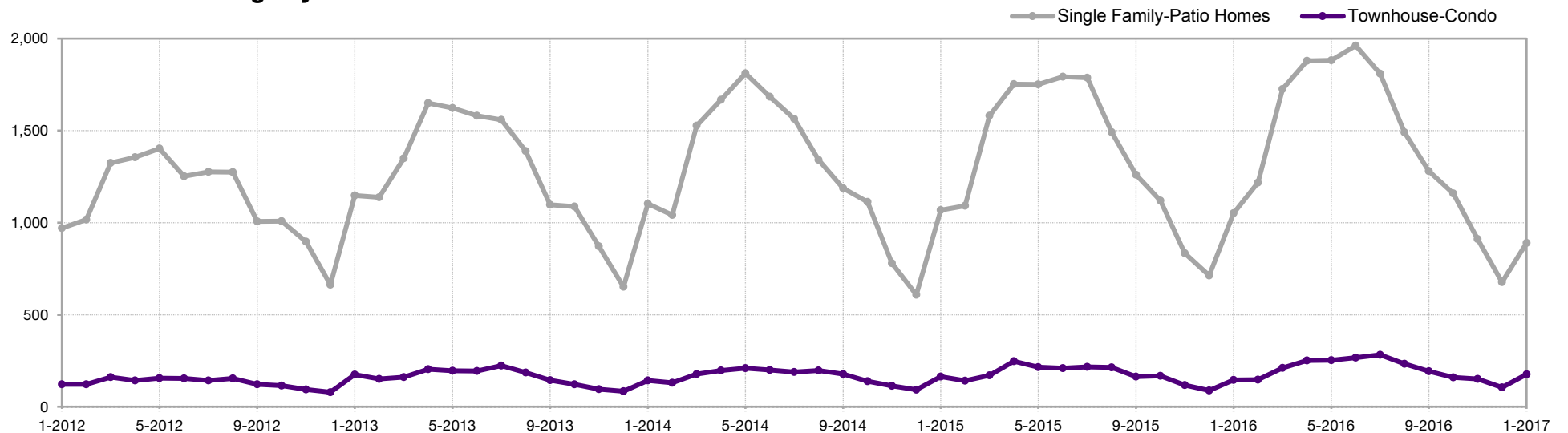


## Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	1,217	+11.4%	146	+3.5%
Mar-2016	1,726	+9.2%	211	+23.4%
Apr-2016	1,880	+7.2%	251	+1.6%
May-2016	1,882	+7.5%	252	+17.2%
Jun-2016	1,962	+9.4%	266	+26.7%
Jul-2016	1,809	+1.2%	282	+30.0%
Aug-2016	1,491	-0.1%	233	+9.4%
Sep-2016	1,280	+1.6%	193	+17.7%
Oct-2016	1,158	+3.5%	159	-5.4%
Nov-2016	911	+9.2%	151	+29.1%
Dec-2016	676	-5.1%	105	+19.3%
<b>Jan-2017</b>	<b>890</b>	<b>-15.4%</b>	<b>176</b>	<b>+21.4%</b>

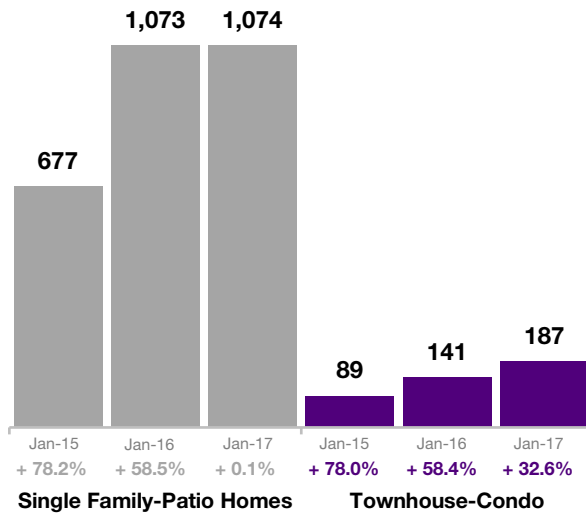
## Historical New Listings by Month



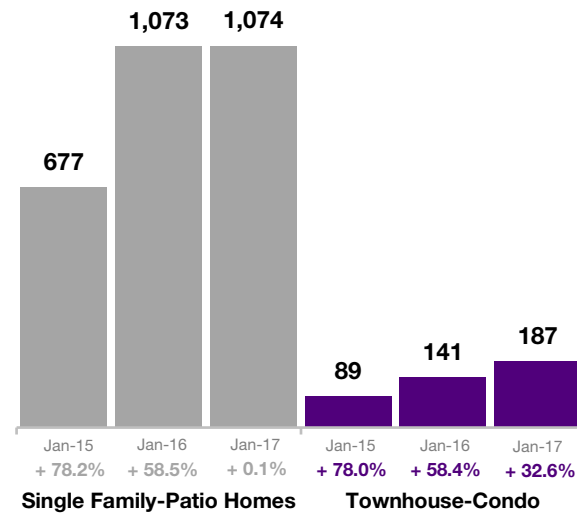
# Pending Sales (PEND, UC, UCSS, RGT)



## January

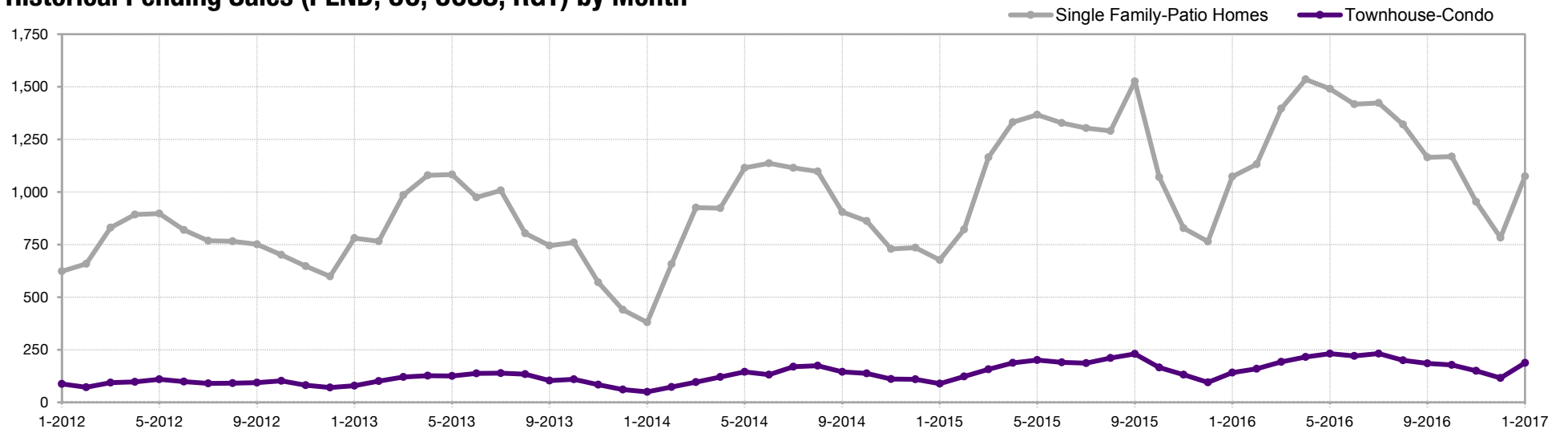


## Year to Date



Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	1,132	+37.7%	160	+30.1%
Mar-2016	1,396	+19.8%	192	+22.3%
Apr-2016	1,535	+15.2%	216	+15.5%
May-2016	1,490	+9.0%	231	+14.9%
Jun-2016	1,417	+6.7%	220	+15.8%
Jul-2016	1,423	+9.1%	232	+24.7%
Aug-2016	1,321	+2.4%	200	-5.2%
Sep-2016	1,164	-23.7%	185	-19.6%
Oct-2016	1,168	+9.1%	178	+7.2%
Nov-2016	954	+15.2%	150	+14.5%
Dec-2016	783	+2.5%	116	+22.1%
<b>Jan-2017</b>	<b>1,074</b>	<b>+0.1%</b>	<b>187</b>	<b>+32.6%</b>

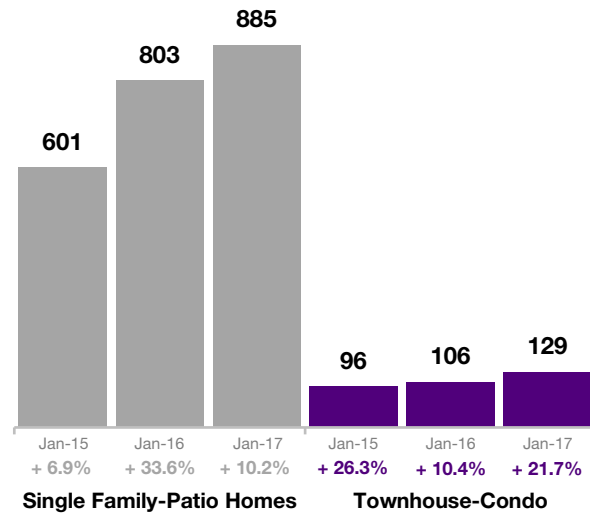
## Historical Pending Sales (PEND, UC, UCSS, RGT) by Month



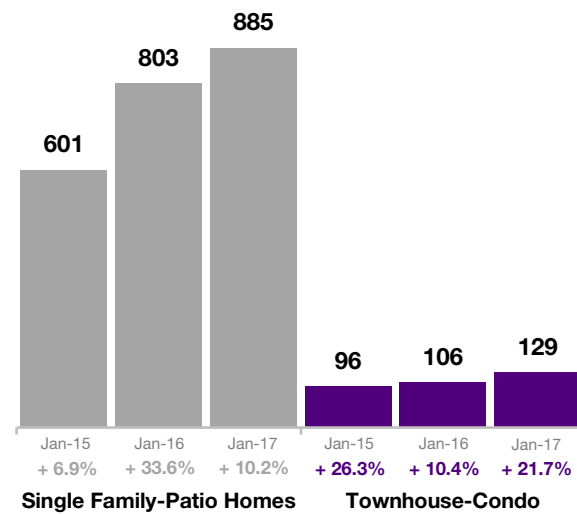
# Sold Listings



## January

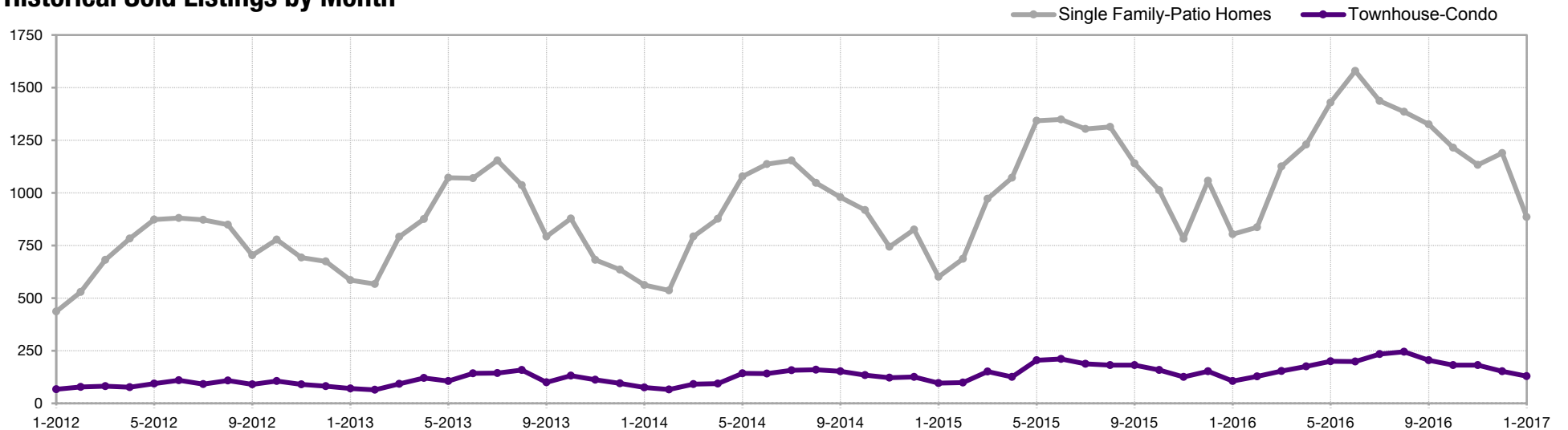


## Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	837	+22.0%	128	+30.6%
Mar-2016	1,126	+15.8%	153	+1.3%
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	1,385	+5.5%	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%
<b>Jan-2017</b>	<b>885</b>	<b>+10.2%</b>	<b>129</b>	<b>+21.7%</b>

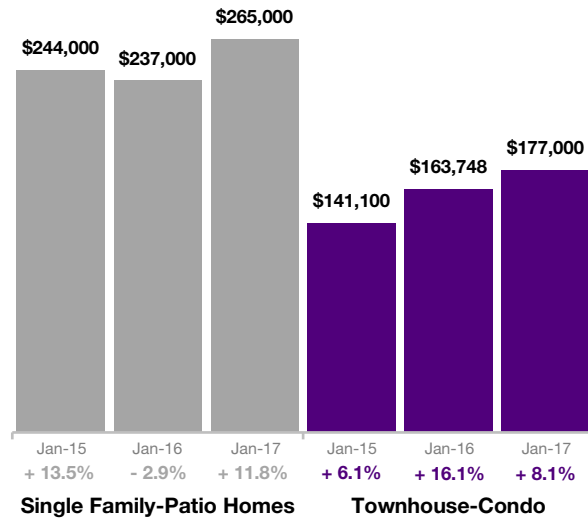
## Historical Sold Listings by Month



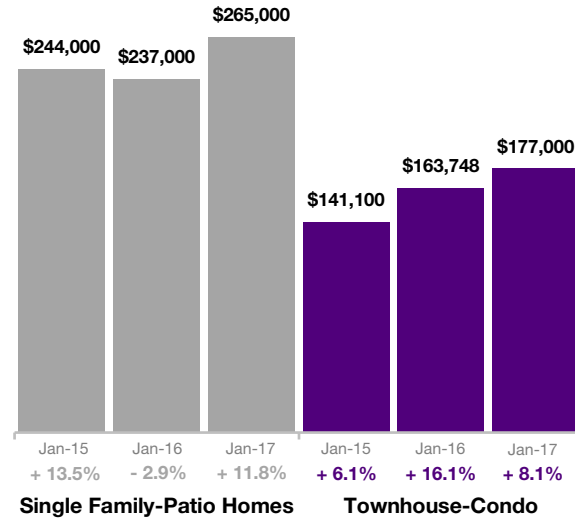
# Median Sales Price



## January

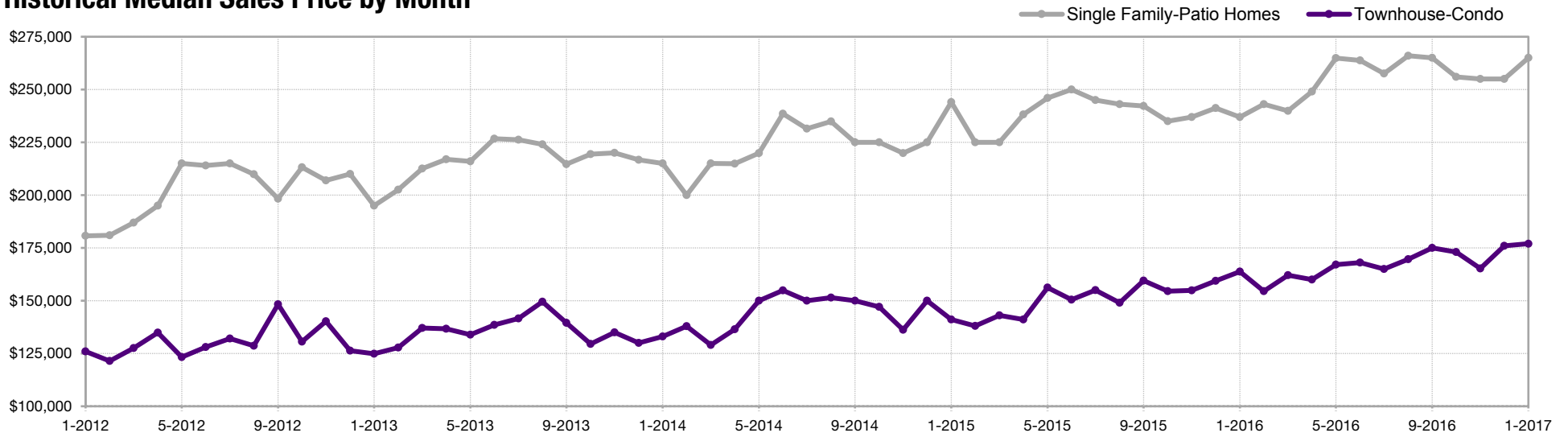


## Year to Date



Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	\$243,000	+8.0%	\$154,450	+11.9%
Mar-2016	\$239,900	+6.6%	\$162,000	+13.3%
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	\$266,000	+9.5%	\$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%
<b>Jan-2017</b>	<b>\$265,000</b>	<b>+11.8%</b>	<b>\$177,000</b>	<b>+8.1%</b>

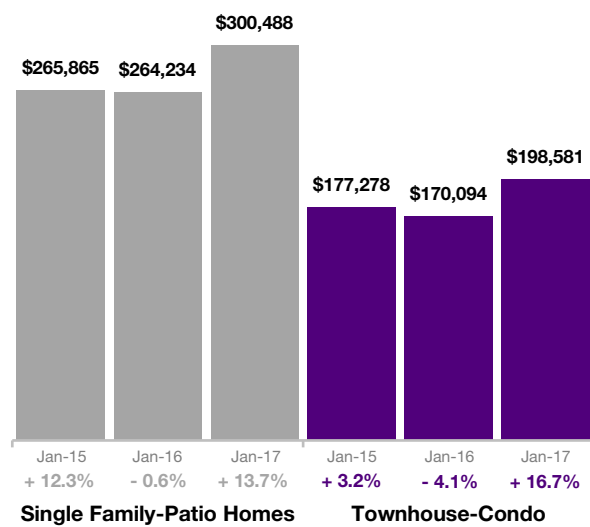
## Historical Median Sales Price by Month



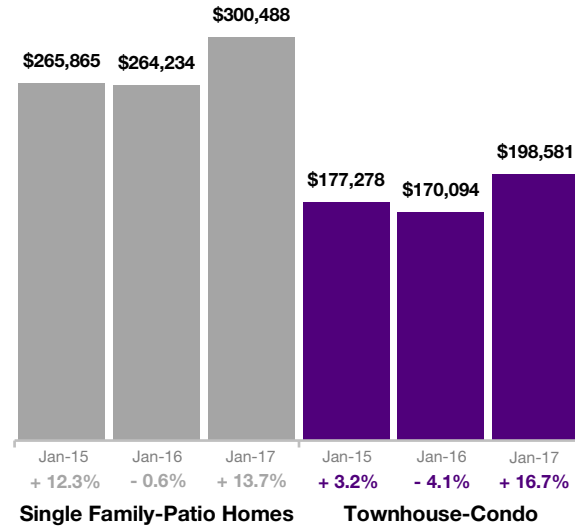
# Average Sales Price



## January

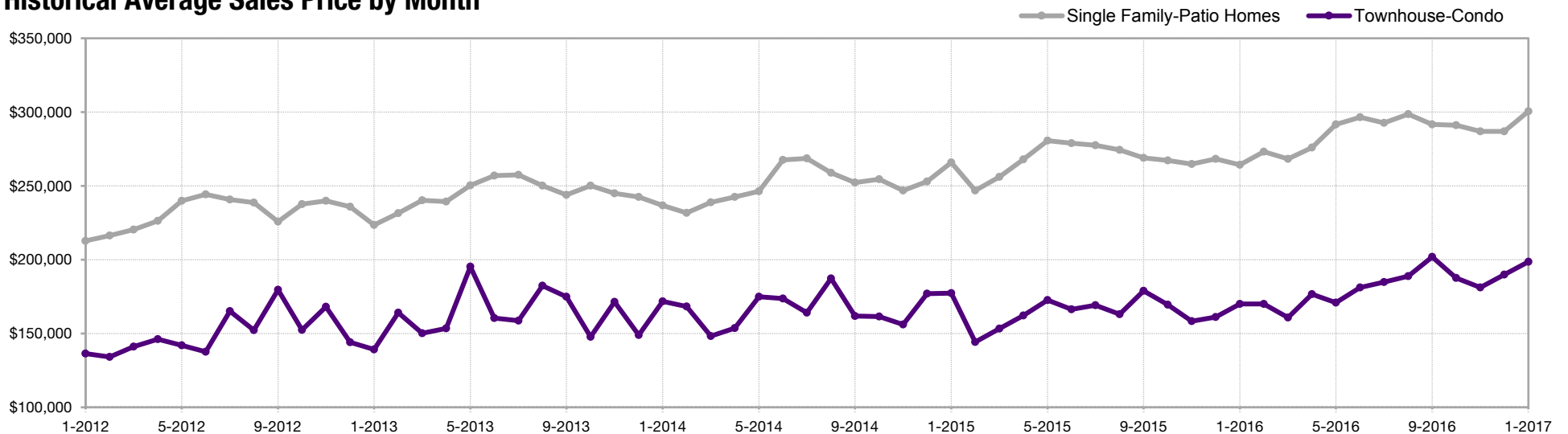


## Year to Date



Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	\$273,248	+10.7%	\$169,996	+17.8%
Mar-2016	\$268,229	+4.8%	\$160,859	+5.0%
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	\$298,551	+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%
<b>Jan-2017</b>	<b>\$300,488</b>	<b>+13.7%</b>	<b>\$198,581</b>	<b>+16.7%</b>

## Historical Average Sales Price by Month

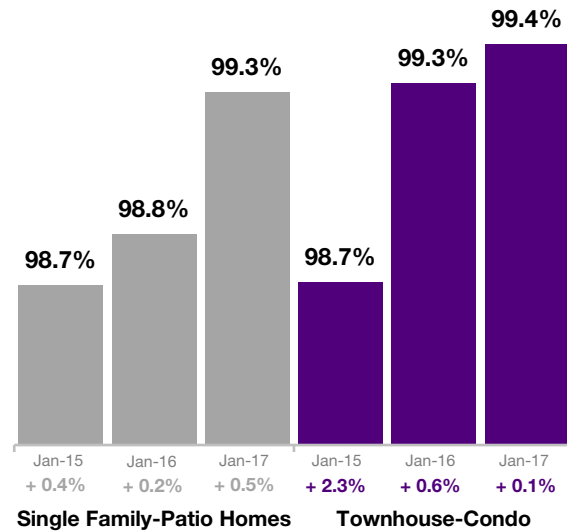




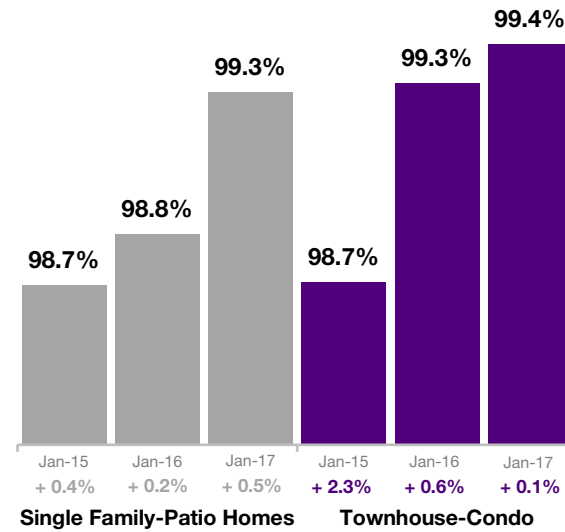
# Percent of List Price Received



## January

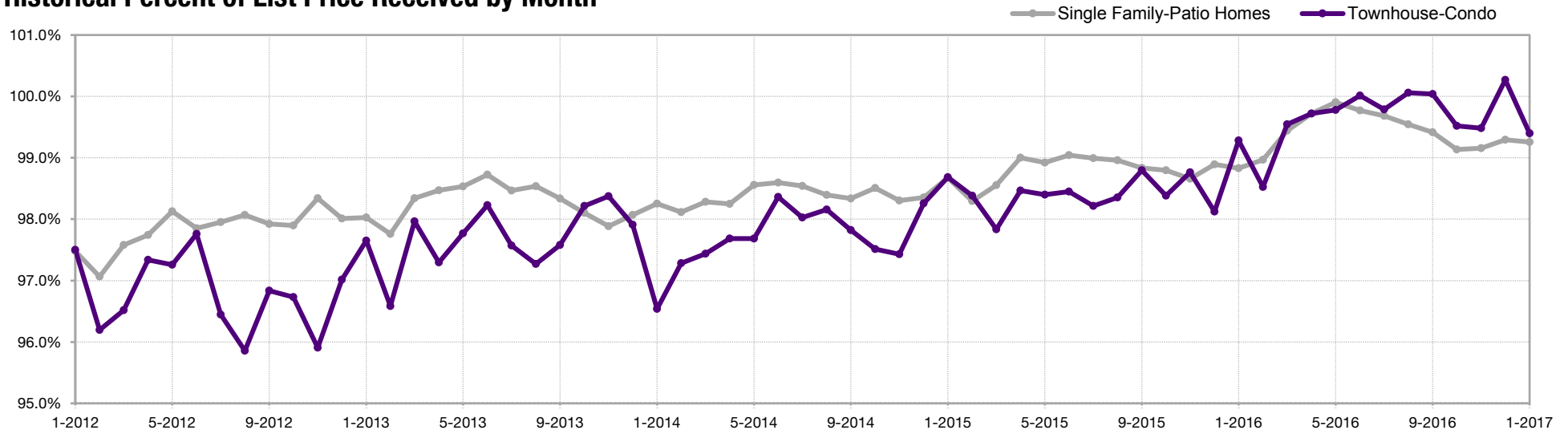


## Year to Date



Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	99.0%	+0.7%	98.5%	+0.1%
Mar-2016	99.4%	+0.8%	99.5%	+1.7%
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%
<b>Jan-2017</b>	<b>99.3%</b>	<b>+0.5%</b>	<b>99.4%</b>	<b>+0.1%</b>

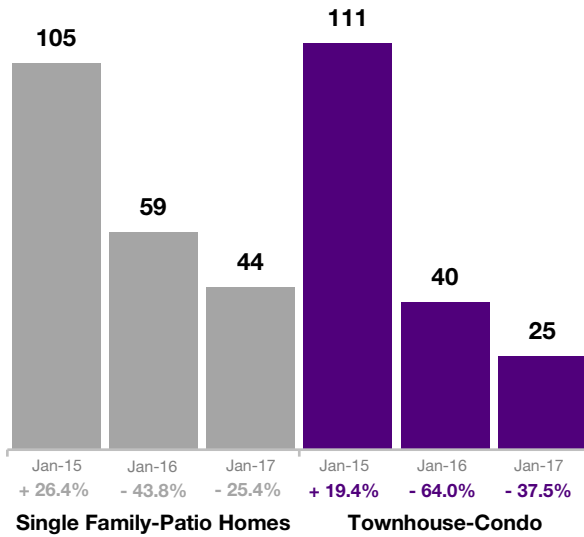
## Historical Percent of List Price Received by Month



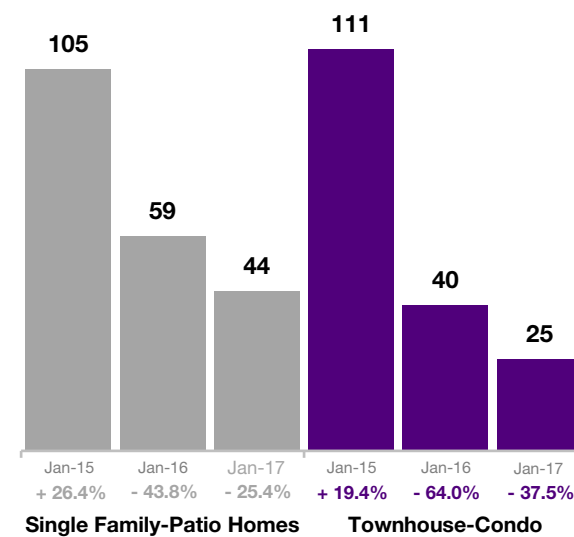
# Days on Market Until Sale



## January

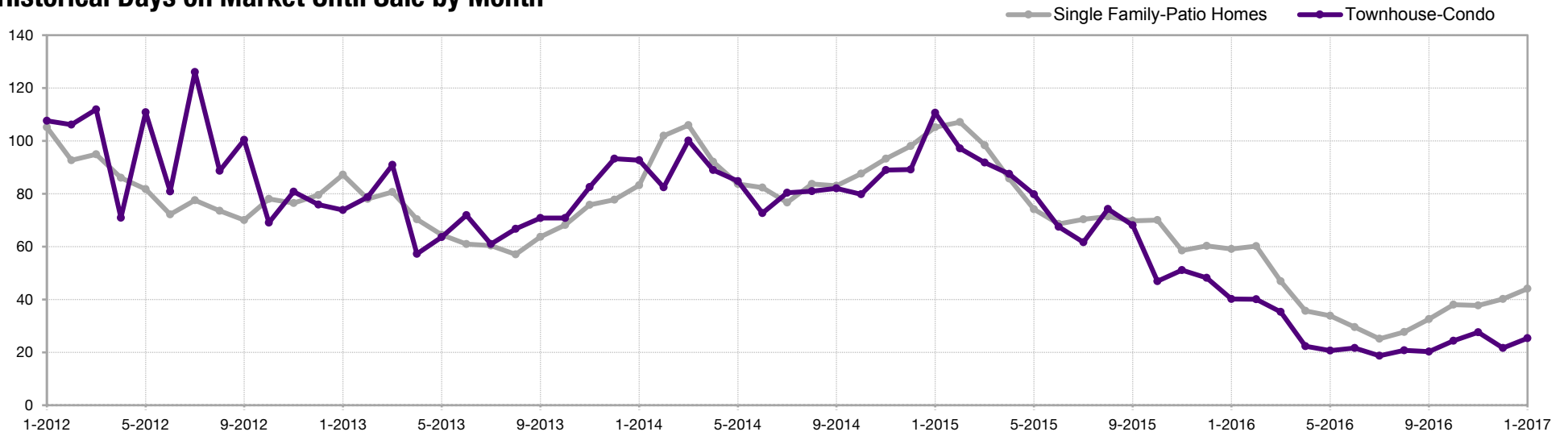


## Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	60	-43.9%	40	-58.8%
Mar-2016	47	-52.0%	35	-62.0%
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%
<b>Jan-2017</b>	<b>44</b>	<b>-25.4%</b>	<b>25</b>	<b>-37.5%</b>

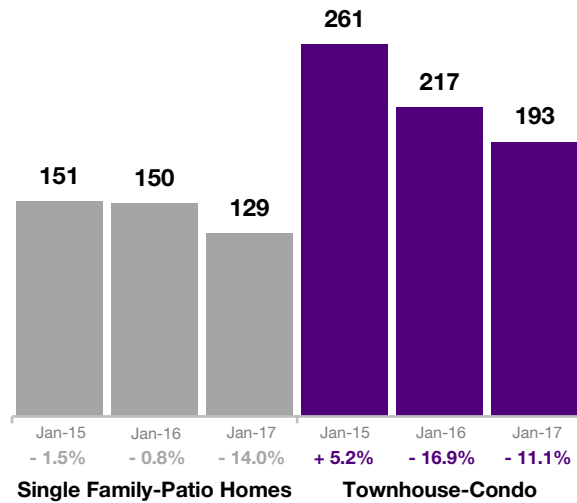
## Historical Days on Market Until Sale by Month



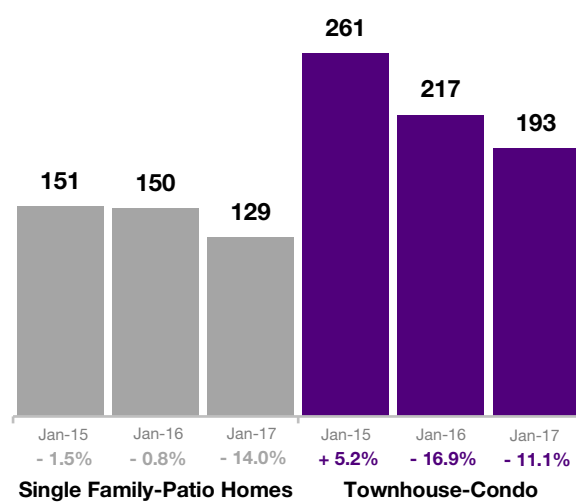
# Housing Affordability Index



## January

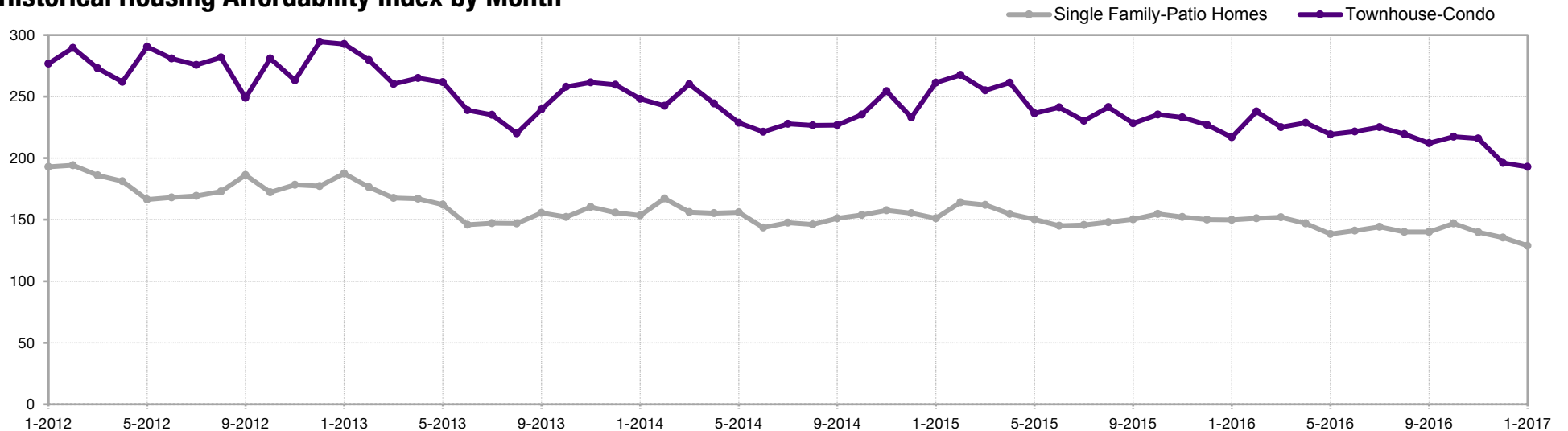


## Year to Date



Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	151	-7.9%	238	-10.9%
Mar-2016	152	-6.2%	225	-11.8%
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%
<b>Jan-2017</b>	<b>129</b>	<b>-14.0%</b>	<b>193</b>	<b>-11.1%</b>

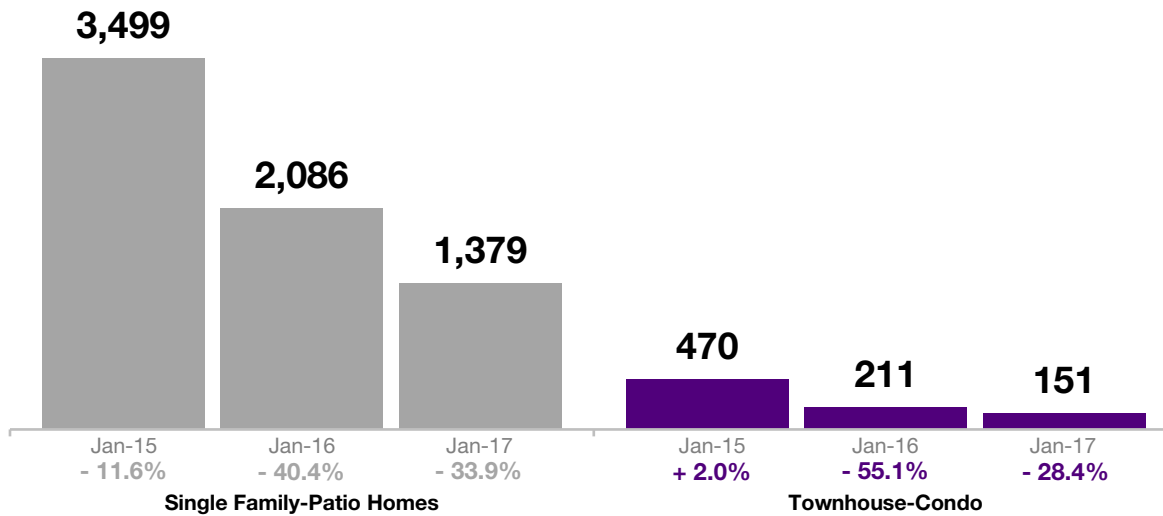
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

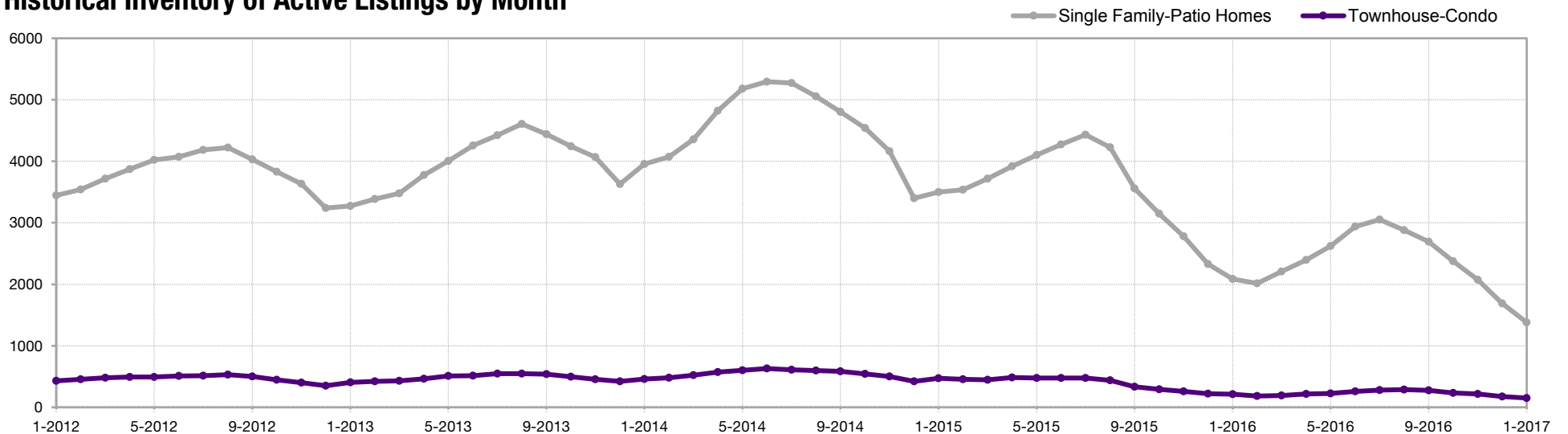


## January



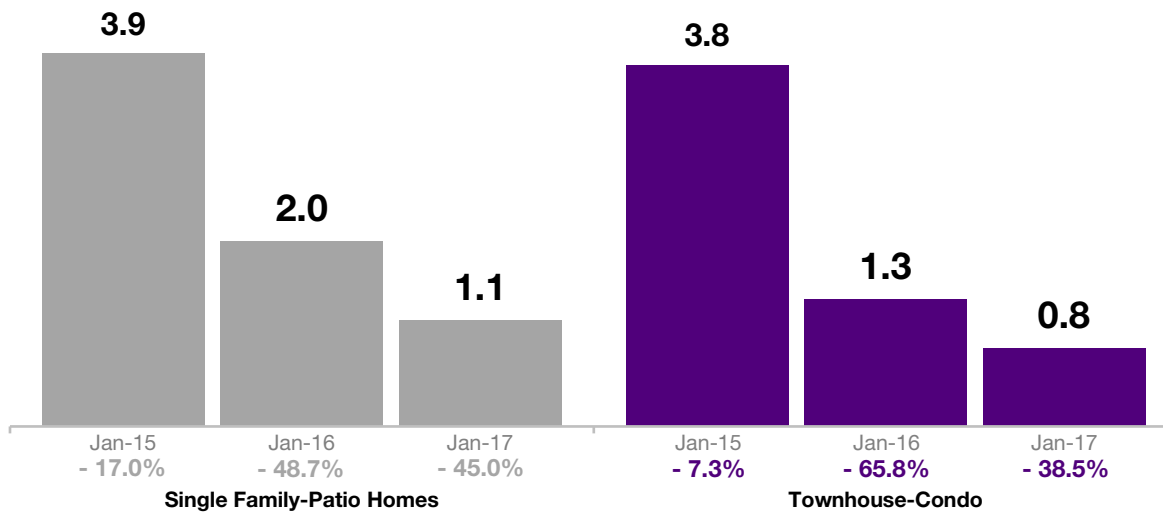
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	2,013	-43.1%	184	-59.6%
Mar-2016	2,207	-40.6%	192	-57.1%
Apr-2016	2,396	-38.8%	217	-55.3%
May-2016	2,620	-36.1%	227	-52.4%
Jun-2016	2,938	-31.2%	257	-46.1%
Jul-2016	3,050	-31.2%	281	-40.7%
Aug-2016	2,881	-31.8%	288	-34.1%
Sep-2016	2,691	-24.4%	275	-17.7%
Oct-2016	2,373	-24.6%	234	-20.4%
Nov-2016	2,075	-25.4%	217	-15.9%
Dec-2016	1,687	-27.6%	173	-21.4%
<b>Jan-2017</b>	<b>1,379</b>	<b>-33.9%</b>	<b>151</b>	<b>-28.4%</b>

## Historical Inventory of Active Listings by Month



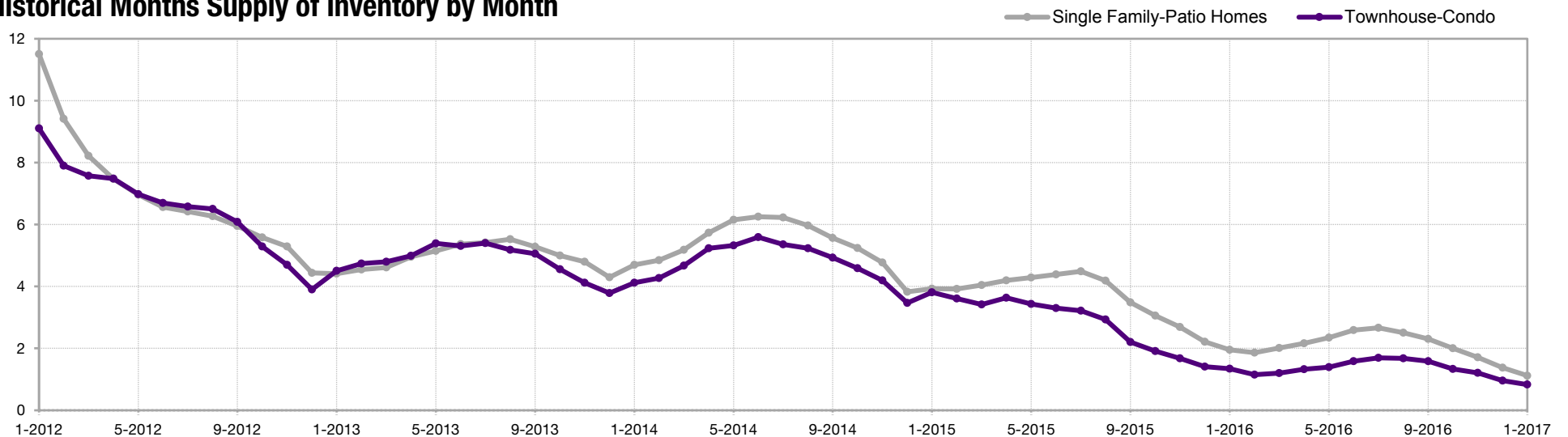
# Months Supply of Inventory

## January



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	1.9	-51.3%	1.2	-66.7%
Mar-2016	2.0	-50.0%	1.2	-64.7%
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%
<b>Jan-2017</b>	<b>1.1</b>	<b>-45.0%</b>	<b>0.8</b>	<b>-38.5%</b>

## Historical Months Supply of Inventory by Month



# Total Market Overview



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

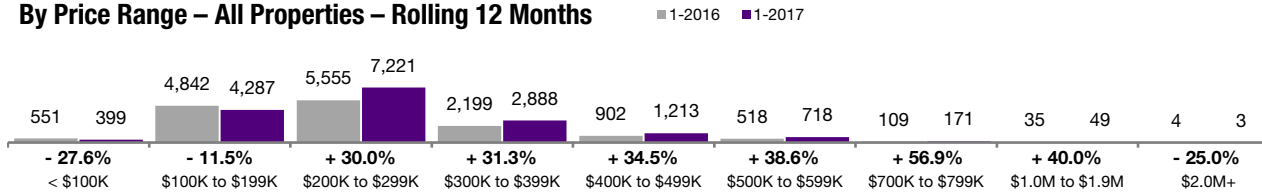
Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		1,197	<b>1,066</b>	- 10.9%	1,197	<b>1,066</b>	- 10.9%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		1,214	<b>1,261</b>	+ 3.9%	1,214	<b>1,261</b>	+ 3.9%
<b>Sold Listings</b>		909	<b>1,014</b>	+ 11.6%	909	<b>1,014</b>	+ 11.6%
<b>Median Sales Price</b>		\$230,000	<b>\$251,500</b>	+ 9.3%	\$230,000	<b>\$251,500</b>	+ 9.3%
<b>Avg. Sales Price</b>		\$253,256	<b>\$287,524</b>	+ 13.5%	\$253,256	<b>\$287,524</b>	+ 13.5%
<b>Pct. of List Price Received</b>		98.9%	<b>99.3%</b>	+ 0.4%	98.9%	<b>99.3%</b>	+ 0.4%
<b>Days on Market</b>		57	<b>42</b>	- 26.3%	57	<b>42</b>	- 26.3%
<b>Affordability Index</b>		155	<b>136</b>	- 12.3%	155	<b>136</b>	- 12.3%
<b>Active Listings</b>		2,297	<b>1,530</b>	- 33.4%	--	--	--
<b>Months Supply</b>		1.9	<b>1.1</b>	- 42.1%	--	--	--

# Sold Listings

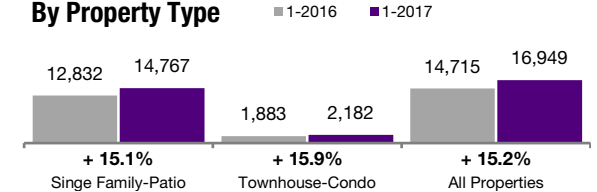
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	226	147	-35.0%	325	252	-22.5%
\$100,000 to \$199,999	3,700	2,995	-19.1%	1,142	1,292	+13.1%
\$200,000 to \$299,999	5,236	6,735	+28.6%	319	486	+52.4%
\$300,000 to \$399,999	2,134	2,786	+30.6%	65	102	+56.9%
\$400,000 to \$499,999	887	1,188	+33.9%	15	25	+66.7%
\$500,000 to \$699,999	507	701	+38.3%	11	17	+54.5%
\$700,000 to \$999,999	105	167	+59.0%	4	4	0.0%
\$1,000,000 to \$1,999,999	33	45	+36.4%	2	4	+100.0%
\$2,000,000 and Above	4	3	-25.0%	0	0	--
<b>All Price Ranges</b>	<b>12,832</b>	<b>14,767</b>	<b>+15.1%</b>	<b>1,883</b>	<b>2,182</b>	<b>+15.9%</b>

### Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	12-2016	1-2017	Change	12-2016	1-2017	Change
\$99,999 and Below	9	8	-11.1%	15	16	+6.7%
\$100,000 to \$199,999	235	158	-32.8%	84	67	-20.2%
\$200,000 to \$299,999	564	385	-31.7%	38	36	-5.3%
\$300,000 to \$399,999	213	197	-7.5%	12	7	-41.7%
\$400,000 to \$499,999	94	74	-21.3%	1	1	0.0%
\$500,000 to \$699,999	61	42	-31.1%	2	1	-50.0%
\$700,000 to \$999,999	10	15	+50.0%	0	0	--
\$1,000,000 to \$1,999,999	3	6	+100.0%	0	1	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>1,189</b>	<b>885</b>	<b>-25.6%</b>	<b>152</b>	<b>129</b>	<b>-15.1%</b>

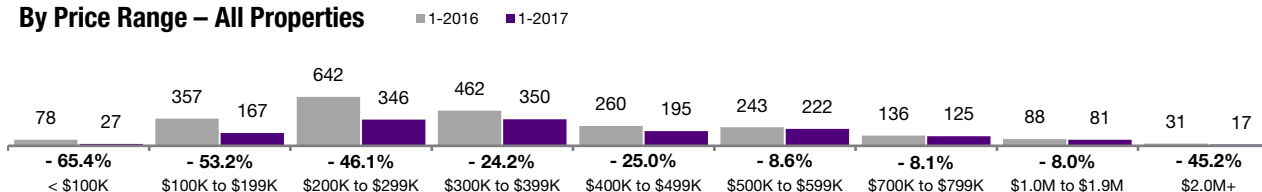
### Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	16	8	-50.0%	18	16	-11.1%
\$100,000 to \$199,999	225	158	-29.8%	60	67	+11.7%
\$200,000 to \$299,999	349	385	+10.3%	25	36	+44.0%
\$300,000 to \$399,999	115	197	+71.3%	1	7	+600.0%
\$400,000 to \$499,999	63	74	+17.5%	2	1	-50.0%
\$500,000 to \$699,999	29	42	+44.8%	0	1	--
\$700,000 to \$999,999	5	15	+200.0%	0	0	--
\$1,000,000 to \$1,999,999	1	6	+500.0%	0	1	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>803</b>	<b>885</b>	<b>+10.2%</b>	<b>106</b>	<b>129</b>	<b>+21.7%</b>

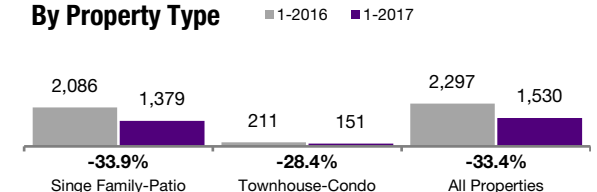
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	44	18	-59.1%	34	9	-73.5%
\$100,000 to \$199,999	274	103	-62.4%	83	64	-22.9%
\$200,000 to \$299,999	599	299	-50.1%	43	47	+9.3%
\$300,000 to \$399,999	433	335	-22.6%	29	15	-48.3%
\$400,000 to \$499,999	256	192	-25.0%	4	3	-25.0%
\$500,000 to \$699,999	234	216	-7.7%	9	6	-33.3%
\$700,000 to \$999,999	132	119	-9.8%	4	6	+50.0%
\$1,000,000 to \$1,999,999	86	80	-7.0%	2	1	-50.0%
\$2,000,000 and Above	28	17	-39.3%	3	0	-100.0%
<b>All Price Ranges</b>	<b>2,086</b>	<b>1,379</b>	<b>-33.9%</b>	<b>211</b>	<b>151</b>	<b>-28.4%</b>

### Compared to Prior Month

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	12-2016	1-2017	Change	12-2016	1-2017	Change
\$99,999 and Below	18	18	0.0%	15	9	-40.0%
\$100,000 to \$199,999	161	103	-36.0%	73	64	-12.3%
\$200,000 to \$299,999	406	299	-26.4%	50	47	-6.0%
\$300,000 to \$399,999	425	335	-21.2%	17	15	-11.8%
\$400,000 to \$499,999	221	192	-13.1%	5	3	-40.0%
\$500,000 to \$699,999	225	216	-4.0%	6	6	0.0%
\$700,000 to \$999,999	134	119	-11.2%	6	6	0.0%
\$1,000,000 to \$1,999,999	81	80	-1.2%	1	1	0.0%
\$2,000,000 and Above	16	17	+6.3%	0	0	--
<b>All Price Ranges</b>	<b>1,687</b>	<b>1,379</b>	<b>-18.3%</b>	<b>173</b>	<b>151</b>	<b>-12.7%</b>

### Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	16	8	-50.0%	18	16	-11.1%
\$100,000 to \$199,999	225	158	-29.8%	60	67	+11.7%
\$200,000 to \$299,999	349	385	+10.3%	25	36	+44.0%
\$300,000 to \$399,999	115	197	+71.3%	1	7	+600.0%
\$400,000 to \$499,999	63	74	+17.5%	2	1	-50.0%
\$500,000 to \$699,999	29	42	+44.8%	0	1	--
\$700,000 to \$999,999	5	15	+200.0%	0	0	--
\$1,000,000 to \$1,999,999	1	6	+500.0%	0	1	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>803</b>	<b>885</b>	<b>+10.2%</b>	<b>106</b>	<b>129</b>	<b>+21.7%</b>

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This metric includes Pending, Under Contract, Under Contract Short Sale and First Right of Refusal. This "leading indicator" of buyer demand measures signed contracts on sales rather than the actual closed sale.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.
<b>Inventory of Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.