

Monthly Indicators

Activity for El Paso and Teller Counties Only



February 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 6.3 percent for single family-patio homes but increased 31.2 percent for townhouse-condo properties. Pending Sales increased 9.6 percent for single family-patio homes and 46.7 percent for townhouse-condo properties.

The Median Sales Price was up 7.9 percent to \$340,000 for single family-patio homes and 8.0 percent to \$230,500 for townhouse-condo properties. Days on Market decreased 22.7 percent for single family homes and 34.5 percent for townhouse-condo properties.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

Activity Snapshot

+ 4.5%

One-Year Change in
Sold Listings
All Properties

+ 10.3%

One-Year Change in
Median Sales Price
All Properties

- 33.5%

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	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1,123	1,052	- 6.3%	2,276	2,175	- 4.4%
Pending Sales (PEND, UC, UCSS, RGT)		1,099	1,204	+ 9.6%	2,156	2,315	+ 7.4%
Sold Listings		870	909	+ 4.5%	1,696	1,753	+ 3.4%
Median Sales Price		\$315,000	\$340,000	+ 7.9%	\$309,950	\$339,900	+ 9.7%
Average Sales Price		\$350,740	\$382,647	+ 9.1%	\$346,377	\$378,580	+ 9.3%
Pct. of List Price Received		99.6%	99.9%	+ 0.3%	99.4%	99.8%	+ 0.4%
Days on Market		44	34	- 22.7%	46	32	- 30.4%
Housing Affordability Index		110	112	+ 1.8%	112	112	0.0%
Active Listings		1,588	1,045	- 34.2%	--	--	--
Months Supply of Inventory		1.3	0.8	- 38.5%	--	--	--

Townhouse/Condo Market Overview

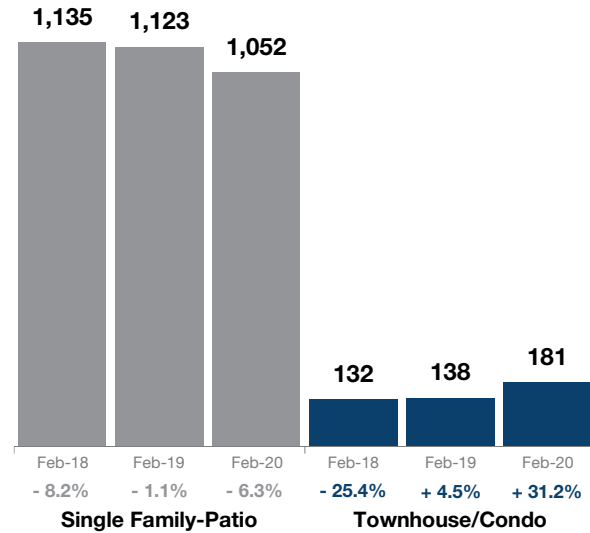
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



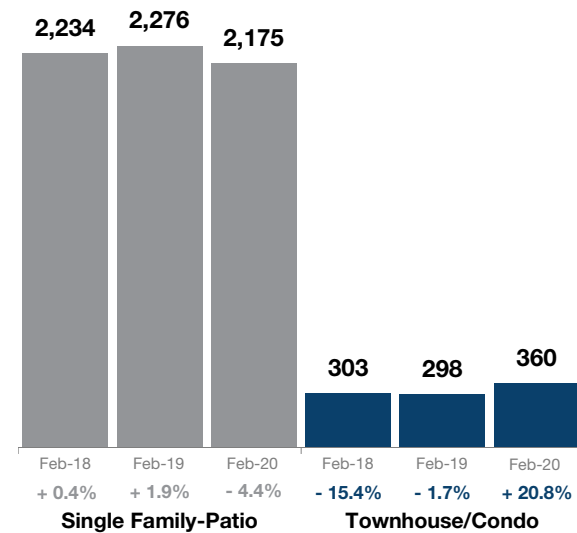
Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		138	181	+ 31.2%	298	360	+ 20.8%
Pending Sales (PEND, UC, UCSS, RGT)		135	198	+ 46.7%	288	382	+ 32.6%
Sold Listings		126	132	+ 4.8%	261	251	- 3.8%
Median Sales Price		\$213,500	\$230,500	+ 8.0%	\$210,000	\$232,500	+ 10.7%
Average Sales Price		\$226,887	\$246,604	+ 8.7%	\$223,658	\$251,154	+ 12.3%
Pct. of List Price Received		99.8%	100.0%	+ 0.2%	99.7%	100.1%	+ 0.4%
Days on Market		29	19	- 34.5%	25	22	- 12.0%
Housing Affordability Index		162	165	+ 1.9%	165	163	- 1.2%
Active Listings		147	109	- 25.9%	--	--	--
Months Supply of Inventory		0.8	0.6	- 25.0%	--	--	--

New Listings

February

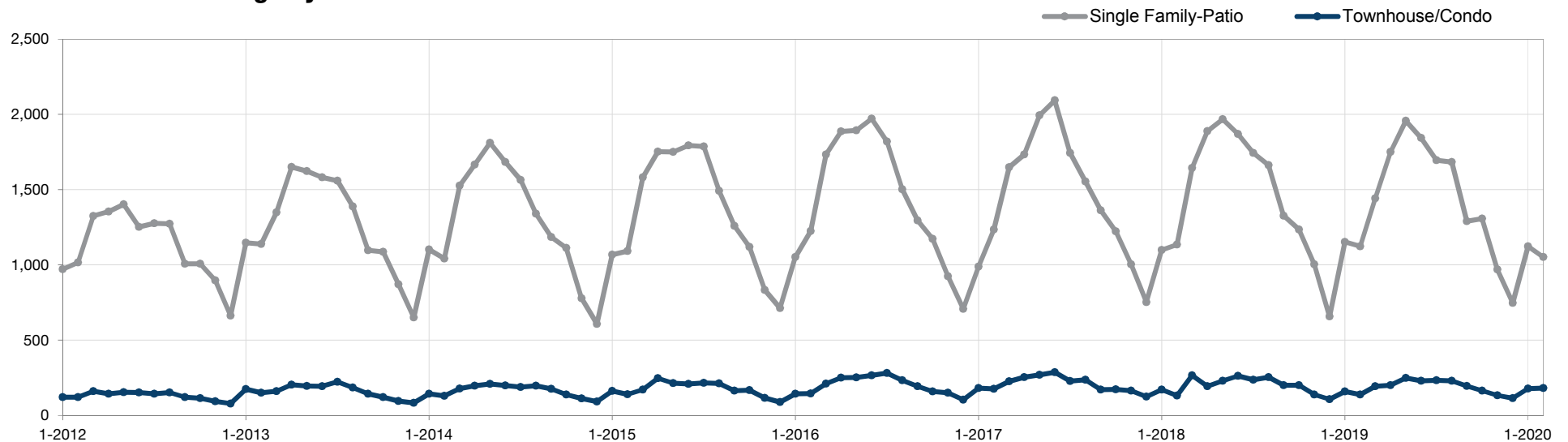


Year to Date



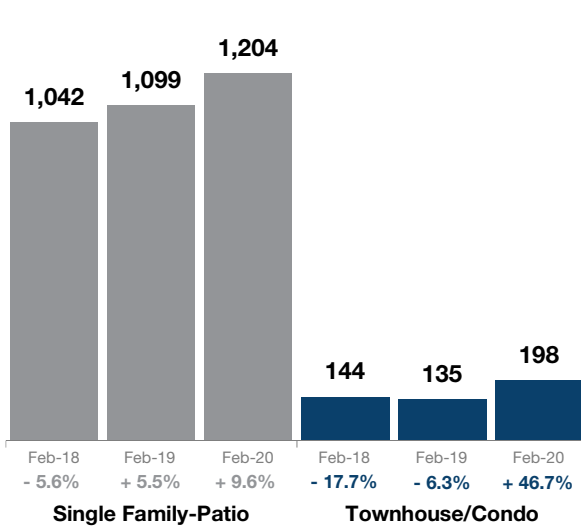
New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	1,442	-12.3%	194	-27.1%
Apr-2019	1,751	-7.3%	201	+3.6%
May-2019	1,957	-0.6%	249	+8.3%
Jun-2019	1,843	-1.4%	230	-12.2%
Jul-2019	1,696	-2.7%	233	-1.7%
Aug-2019	1,684	+1.3%	230	-9.4%
Sep-2019	1,291	-2.7%	195	-3.0%
Oct-2019	1,308	+5.9%	164	-18.4%
Nov-2019	970	-3.5%	133	-3.6%
Dec-2019	747	+13.7%	114	+5.6%
Jan-2020	1,123	-2.6%	179	+11.9%
Feb-2020	1,052	-6.3%	181	+31.2%

Historical New Listings by Month

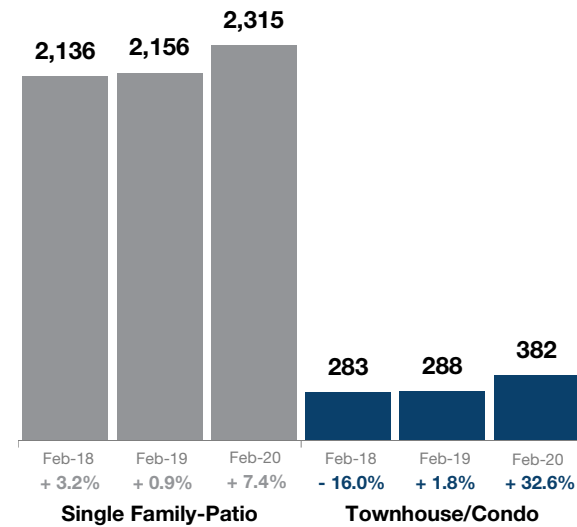


Pending Sales (PEND, UC, UCSS, RGT)

February

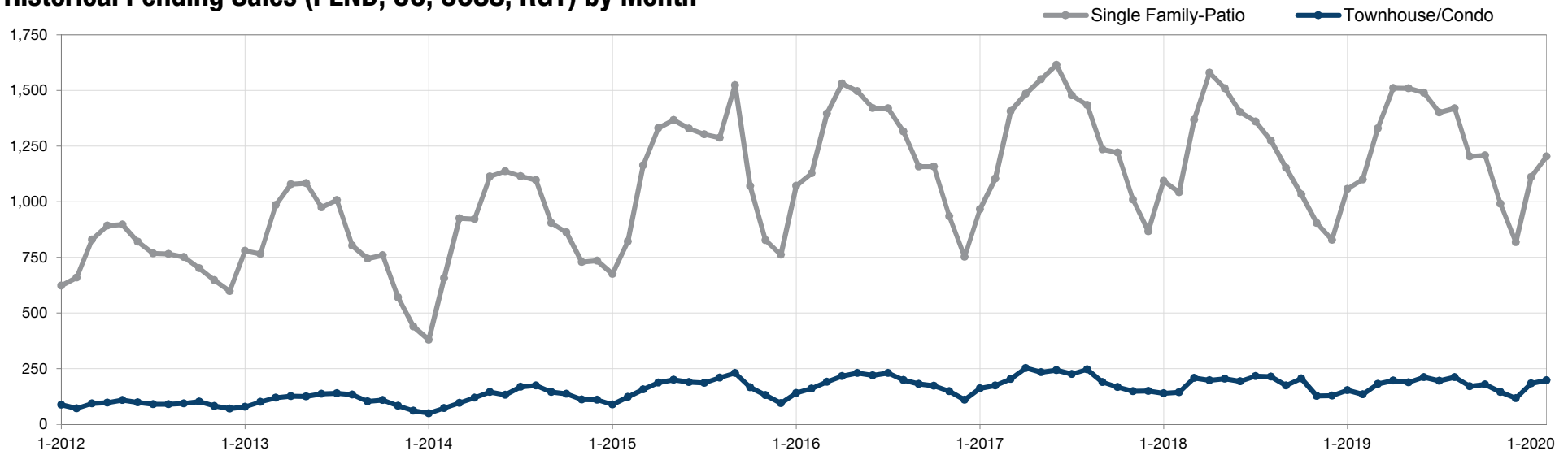


Year to Date



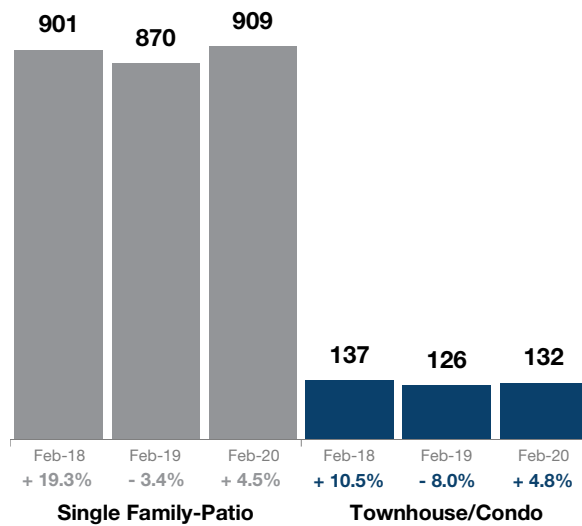
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	1,329	-2.9%	182	-12.5%
Apr-2019	1,511	-4.3%	197	-0.5%
May-2019	1,510	0.0%	189	-7.8%
Jun-2019	1,490	+6.3%	212	+9.8%
Jul-2019	1,401	+3.0%	196	-9.7%
Aug-2019	1,420	+11.4%	212	-0.9%
Sep-2019	1,204	+4.5%	171	-1.7%
Oct-2019	1,208	+16.9%	179	-13.1%
Nov-2019	991	+9.6%	145	+13.3%
Dec-2019	818	-1.3%	117	-9.3%
Jan-2020	1,111	+5.1%	184	+20.3%
Feb-2020	1,204	+9.6%	198	+46.7%

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

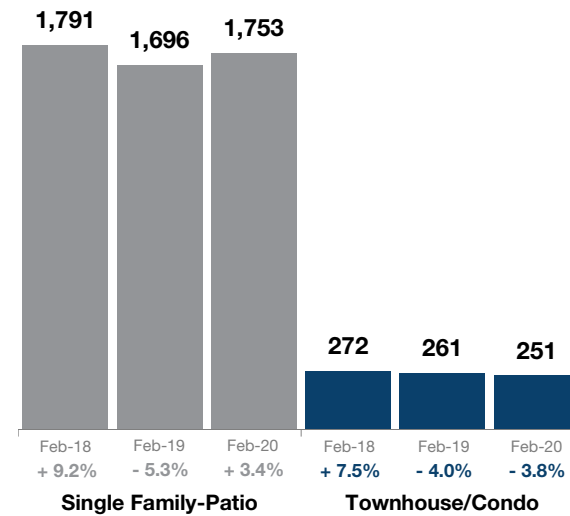


Sold Listings

February

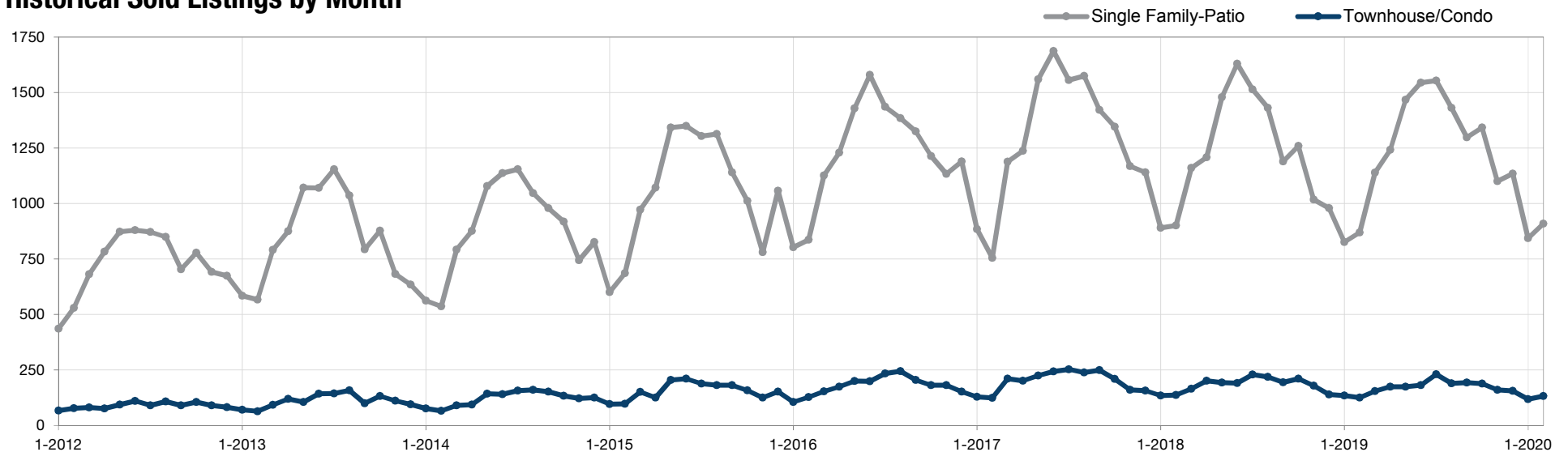


Year to Date



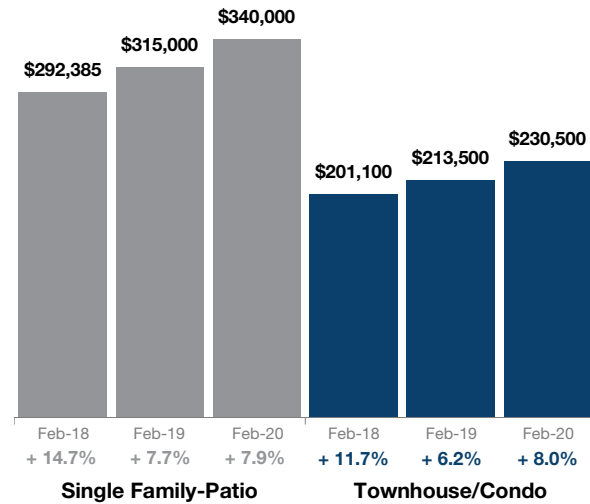
Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	1,139	-1.8%	155	-6.1%
Apr-2019	1,242	+2.8%	175	-12.9%
May-2019	1,467	-0.8%	174	-9.8%
Jun-2019	1,545	-5.2%	181	-5.2%
Jul-2019	1,554	+2.6%	231	+0.9%
Aug-2019	1,431	0.0%	190	-13.2%
Sep-2019	1,298	+9.1%	193	-0.5%
Oct-2019	1,342	+6.6%	188	-10.9%
Nov-2019	1,101	+8.2%	161	-10.1%
Dec-2019	1,135	+15.9%	156	+12.2%
Jan-2020	844	+2.2%	119	-11.9%
Feb-2020	909	+4.5%	132	+4.8%

Historical Sold Listings by Month

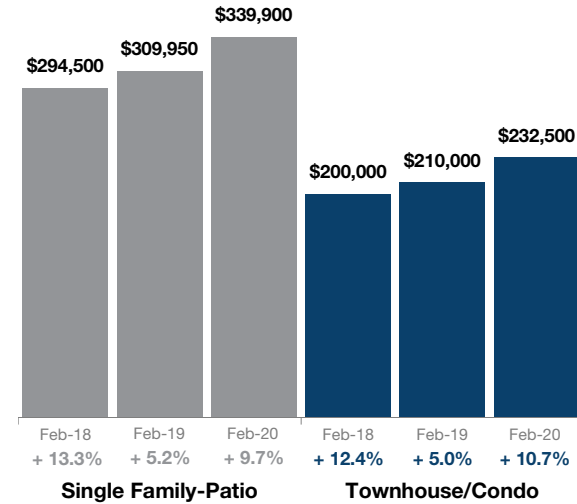


Median Sales Price

February

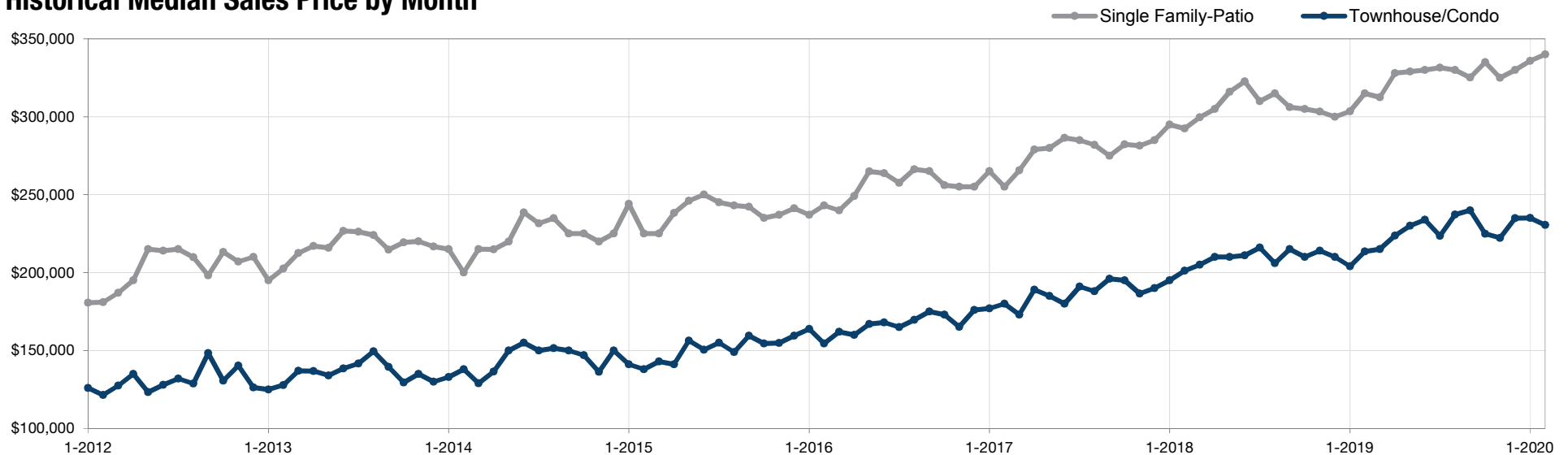


Year to Date



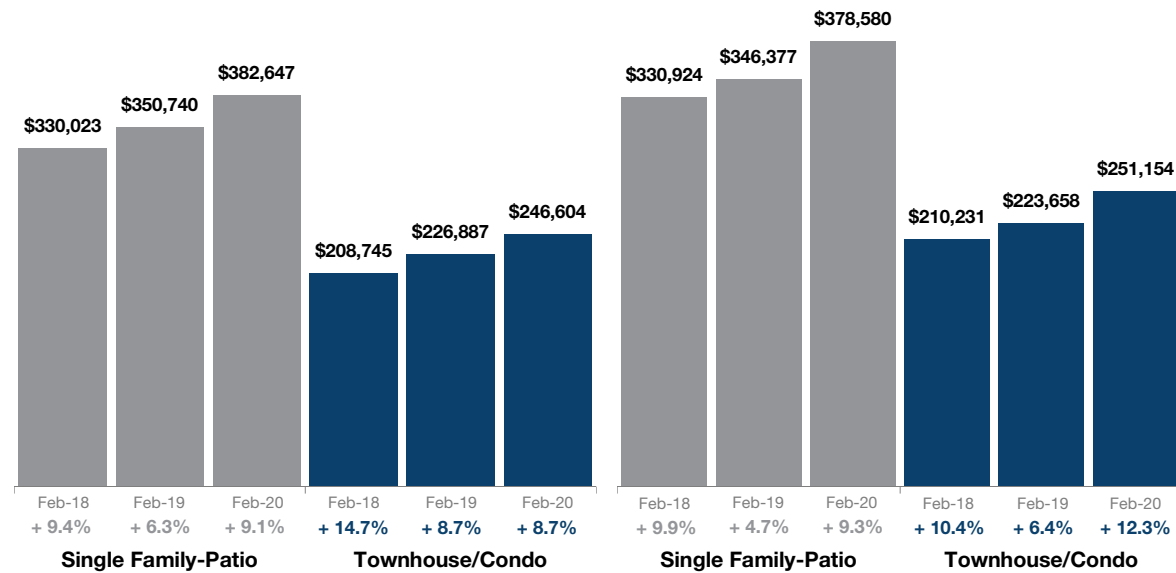
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	\$312,500	+4.3%	\$215,000	+4.9%
Apr-2019	\$328,000	+7.5%	\$223,715	+6.5%
May-2019	\$329,000	+4.1%	\$230,000	+9.5%
Jun-2019	\$330,000	+2.3%	\$233,900	+10.9%
Jul-2019	\$331,500	+6.9%	\$223,500	+3.5%
Aug-2019	\$330,000	+4.8%	\$237,250	+15.2%
Sep-2019	\$325,150	+6.2%	\$239,900	+11.6%
Oct-2019	\$335,000	+9.8%	\$224,850	+7.1%
Nov-2019	\$325,000	+7.2%	\$222,250	+3.9%
Dec-2019	\$330,000	+10.0%	\$234,950	+11.9%
Jan-2020	\$335,868	+10.7%	\$235,000	+15.2%
Feb-2020	\$340,000	+7.9%	\$230,500	+8.0%

Historical Median Sales Price by Month

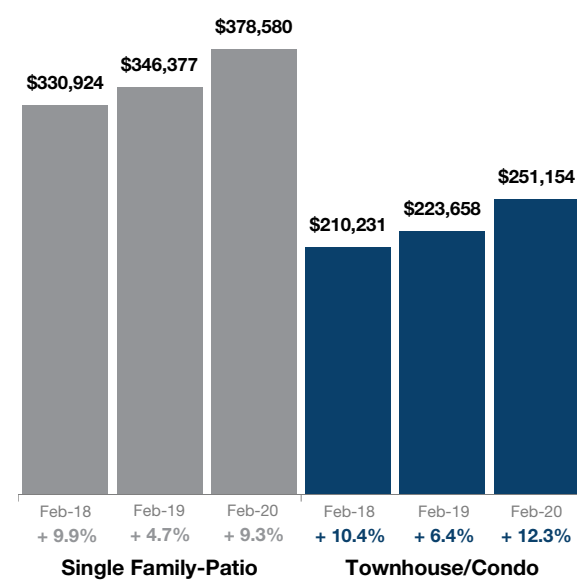


Average Sales Price

February

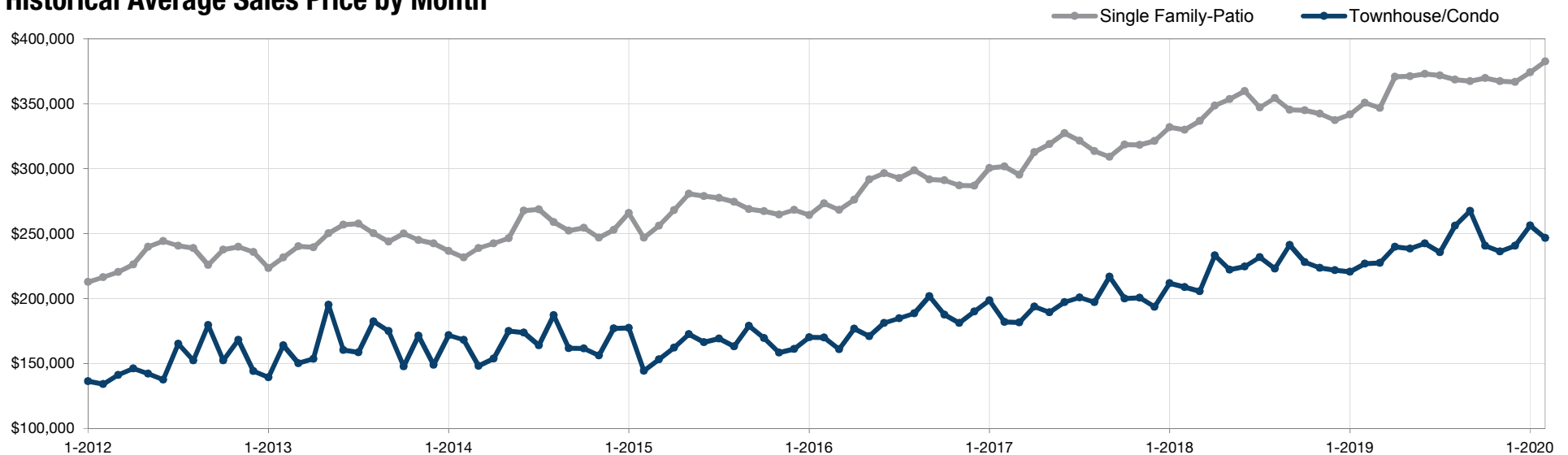


Year to Date



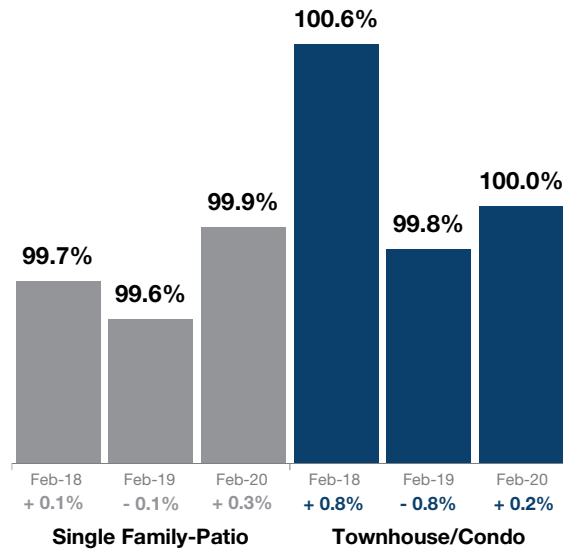
Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	\$346,840	+3.0%	\$227,353	+10.6%
Apr-2019	\$370,756	+6.4%	\$239,795	+2.8%
May-2019	\$371,257	+5.0%	\$238,359	+7.3%
Jun-2019	\$372,963	+3.7%	\$242,370	+7.9%
Jul-2019	\$371,847	+7.1%	\$235,632	+1.6%
Aug-2019	\$368,591	+4.0%	\$255,973	+14.8%
Sep-2019	\$367,312	+6.4%	\$267,500	+10.9%
Oct-2019	\$369,800	+7.2%	\$240,557	+5.5%
Nov-2019	\$367,393	+7.3%	\$236,150	+5.6%
Dec-2019	\$366,681	+8.7%	\$240,554	+8.4%
Jan-2020	\$374,199	+9.5%	\$256,201	+16.1%
Feb-2020	\$382,647	+9.1%	\$246,604	+8.7%

Historical Average Sales Price by Month

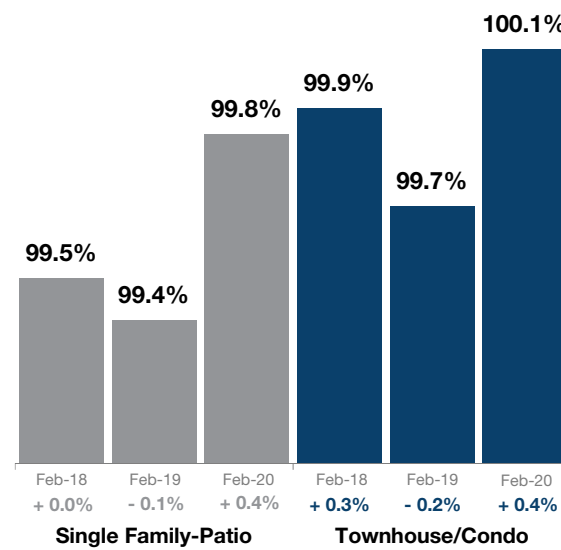


Percent of List Price Received

February

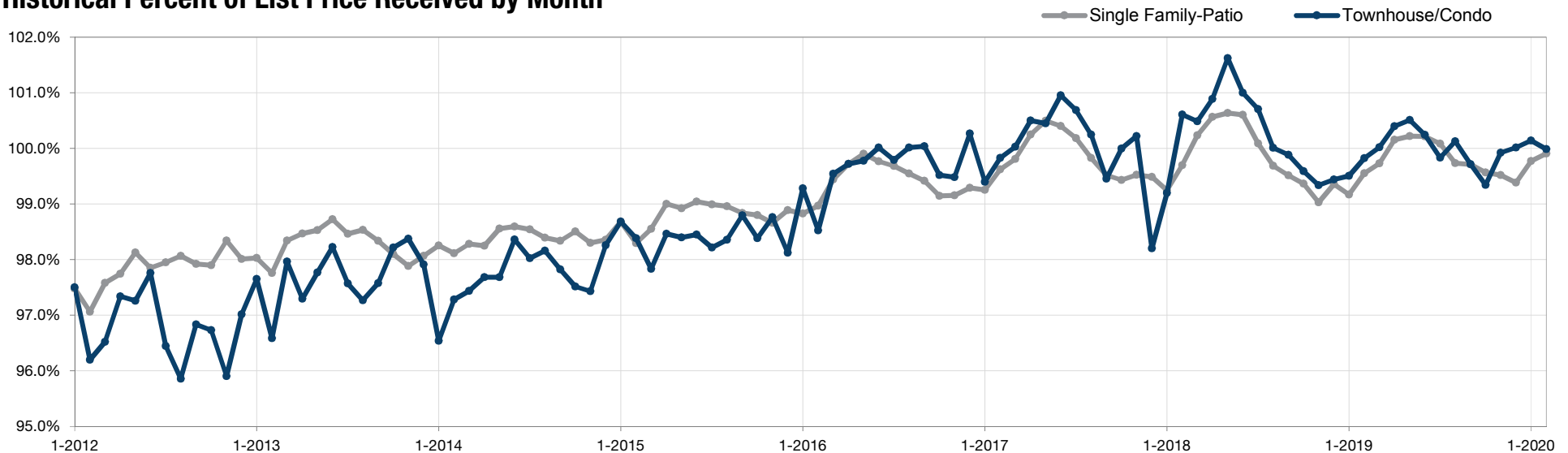


Year to Date



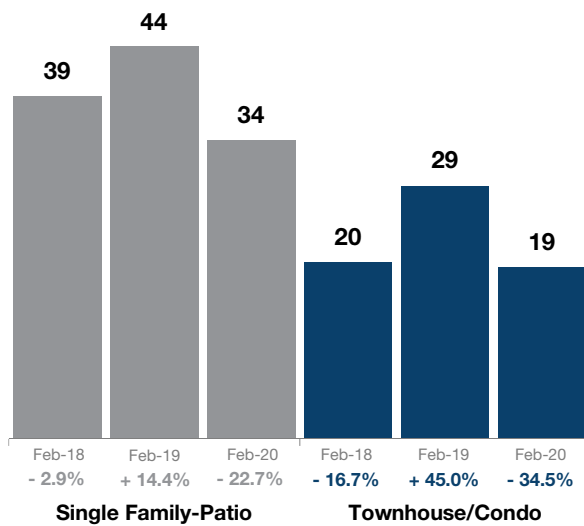
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	99.7%	-0.5%	100.0%	-0.5%
Apr-2019	100.2%	-0.4%	100.4%	-0.5%
May-2019	100.2%	-0.4%	100.5%	-1.1%
Jun-2019	100.2%	-0.4%	100.2%	-0.8%
Jul-2019	100.1%	0.0%	99.8%	-0.9%
Aug-2019	99.7%	0.0%	100.1%	+0.1%
Sep-2019	99.7%	+0.2%	99.7%	-0.2%
Oct-2019	99.6%	+0.2%	99.3%	-0.3%
Nov-2019	99.5%	+0.5%	99.9%	+0.6%
Dec-2019	99.4%	0.0%	100.0%	+0.6%
Jan-2020	99.8%	+0.6%	100.1%	+0.6%
Feb-2020	99.9%	+0.3%	100.0%	+0.2%

Historical Percent of List Price Received by Month

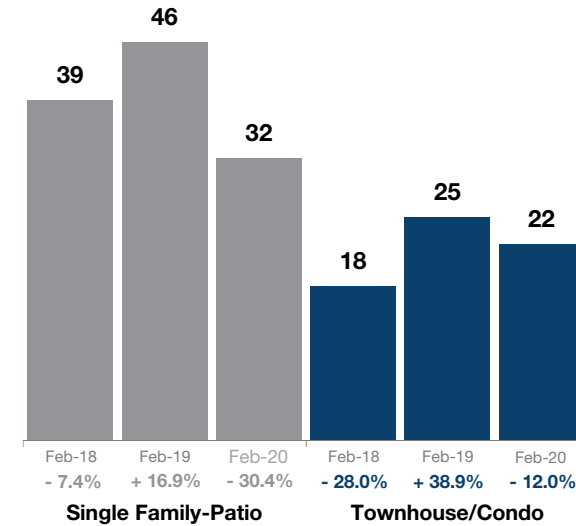


Days on Market Until Sale

February



Year to Date



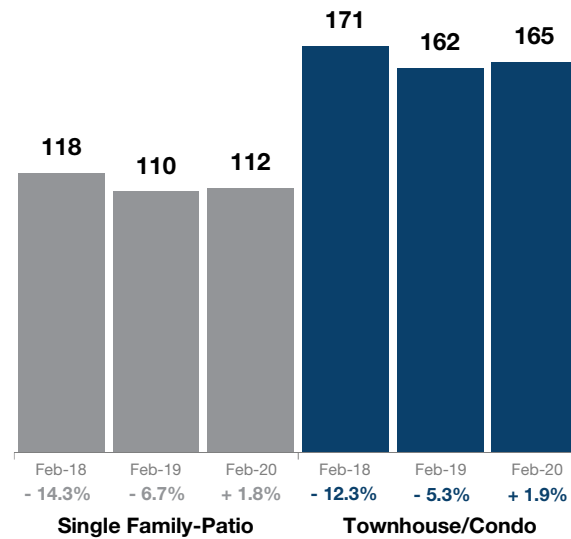
Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	36	+33.3%	21	+31.3%
Apr-2019	31	+24.0%	19	+26.7%
May-2019	25	+13.6%	18	+28.6%
Jun-2019	24	+26.3%	15	+7.1%
Jul-2019	23	+4.5%	12	-14.3%
Aug-2019	22	-15.4%	16	+45.5%
Sep-2019	25	-10.7%	19	+5.6%
Oct-2019	28	-9.7%	18	-5.3%
Nov-2019	29	-17.1%	17	-22.7%
Dec-2019	34	-15.0%	26	+13.0%
Jan-2020	31	-34.0%	26	+13.0%
Feb-2020	34	-22.7%	19	-34.5%

Historical Days on Market Until Sale by Month

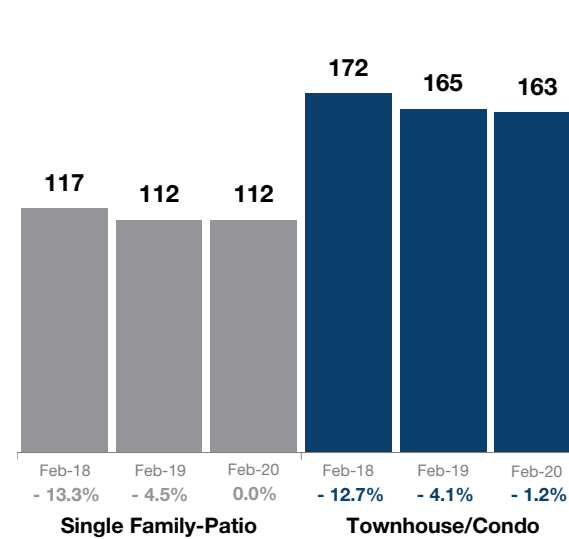


Housing Affordability Index

February

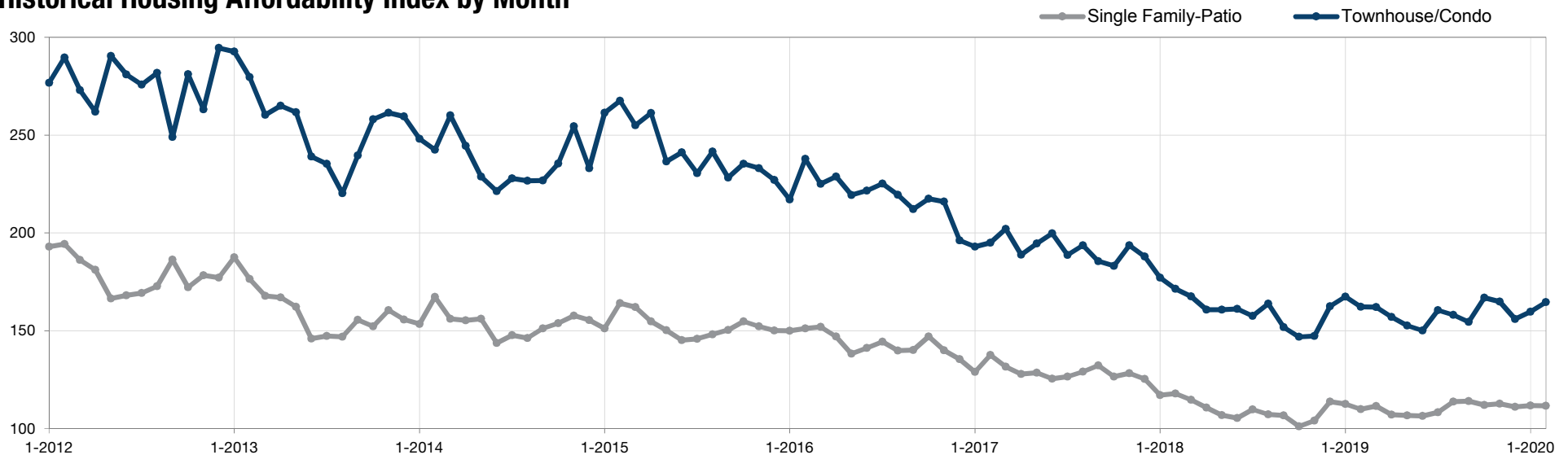


Year to Date



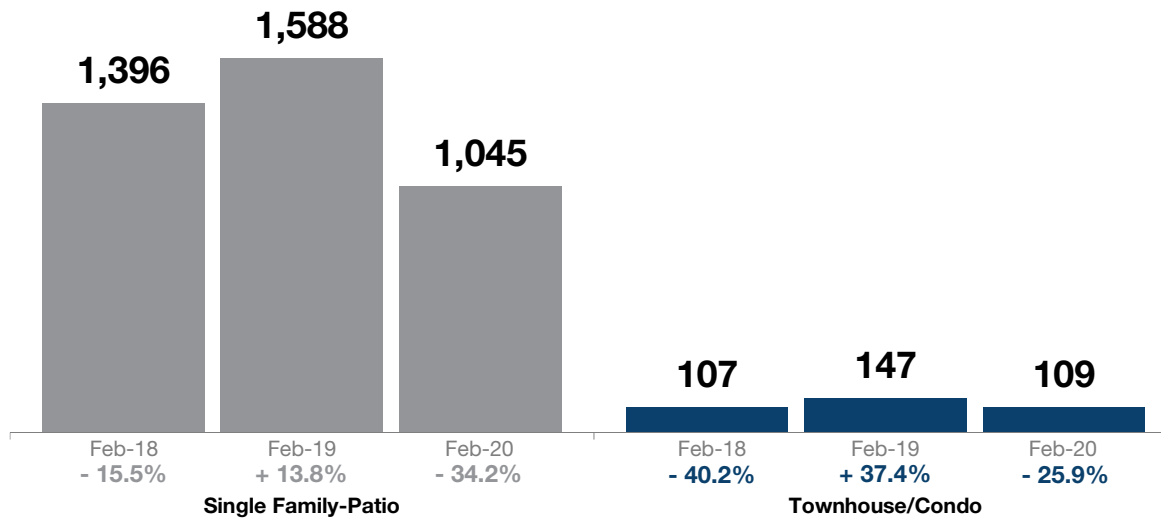
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	112	-2.6%	162	-3.6%
Apr-2019	107	-3.6%	157	-2.5%
May-2019	107	0.0%	153	-5.0%
Jun-2019	106	+1.0%	150	-6.8%
Jul-2019	108	-1.8%	161	+1.9%
Aug-2019	114	+6.5%	158	-3.7%
Sep-2019	114	+6.5%	155	+2.0%
Oct-2019	112	+10.9%	167	+13.6%
Nov-2019	113	+8.7%	165	+12.2%
Dec-2019	111	-2.6%	156	-3.7%
Jan-2020	112	-0.9%	160	-4.2%
Feb-2020	112	+1.8%	165	+1.9%

Historical Housing Affordability Index by Month



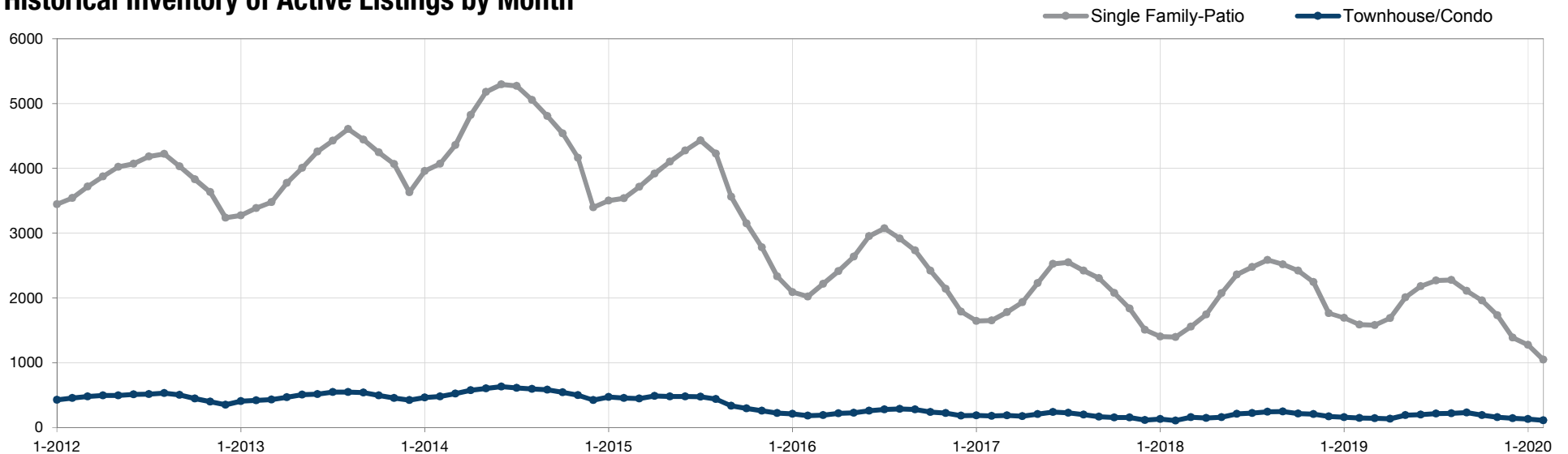
Inventory of Active Listings

February



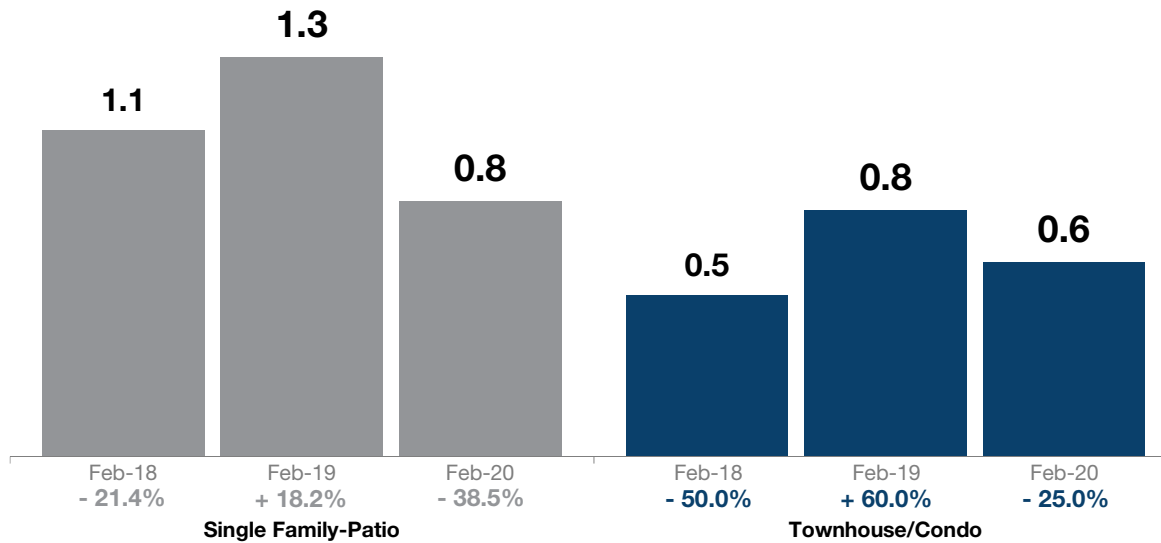
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	1,580	+1.5%	143	-10.1%
Apr-2019	1,689	-3.1%	134	-8.2%
May-2019	2,009	-3.1%	188	+19.7%
Jun-2019	2,182	-7.6%	196	-7.1%
Jul-2019	2,269	-8.4%	214	-2.7%
Aug-2019	2,277	-11.9%	216	-11.1%
Sep-2019	2,109	-16.2%	230	-5.7%
Oct-2019	1,958	-19.1%	191	-11.2%
Nov-2019	1,731	-22.8%	158	-23.3%
Dec-2019	1,387	-21.4%	143	-16.4%
Jan-2020	1,277	-24.4%	131	-16.6%
Feb-2020	1,045	-34.2%	109	-25.9%

Historical Inventory of Active Listings by Month



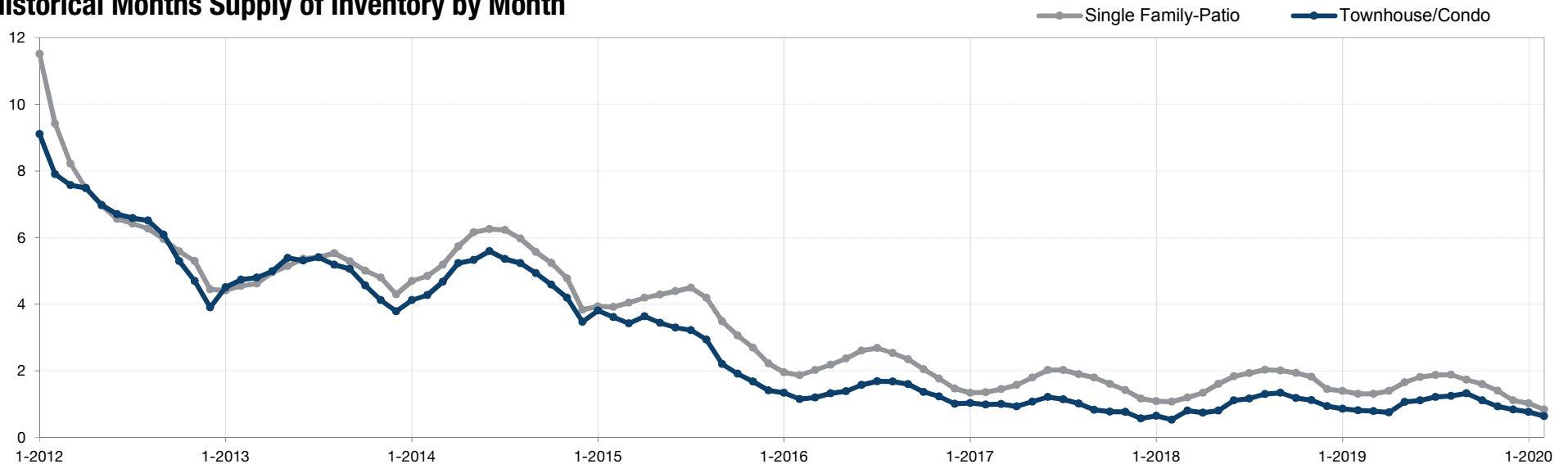
Months Supply of Inventory

February



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	1.3	+8.3%	0.8	0.0%
Apr-2019	1.4	+7.7%	0.7	0.0%
May-2019	1.7	+6.3%	1.1	+37.5%
Jun-2019	1.8	0.0%	1.1	0.0%
Jul-2019	1.9	0.0%	1.2	0.0%
Aug-2019	1.9	-5.0%	1.2	-7.7%
Sep-2019	1.7	-15.0%	1.3	0.0%
Oct-2019	1.6	-15.8%	1.1	-8.3%
Nov-2019	1.4	-22.2%	0.9	-18.2%
Dec-2019	1.1	-21.4%	0.8	-11.1%
Jan-2020	1.0	-28.6%	0.8	-11.1%
Feb-2020	0.8	-38.5%	0.6	-25.0%

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.

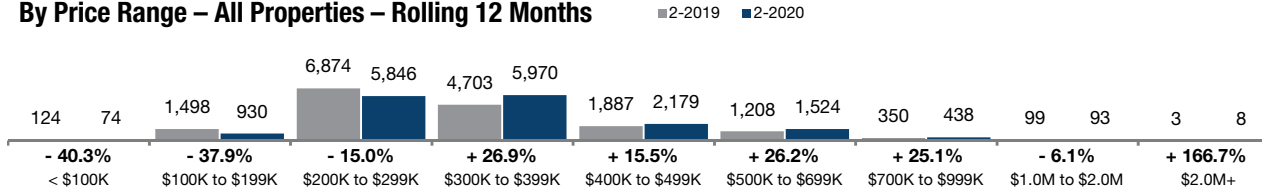


Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1,261	1,233	- 2.2%	2,574	2,535	- 1.5%
Pending Sales (PEND, UC, UCSS, RGT)		1,234	1,402	+ 13.6%	2,444	2,697	+ 10.4%
Sold Listings		996	1,041	+ 4.5%	1,957	2,004	+ 2.4%
Median Sales Price		\$301,078	\$332,000	+ 10.3%	\$299,000	\$329,950	+ 10.4%
Average Sales Price		\$335,071	\$365,397	+ 9.1%	\$330,010	\$362,620	+ 9.9%
Pct. of List Price Received		99.6%	99.9%	+ 0.3%	99.4%	99.9%	+ 0.5%
Days on Market		42	32	- 23.8%	43	31	- 27.9%
Housing Affordability Index		115	114	- 0.9%	116	115	- 0.9%
Active Listings		1,735	1,154	- 33.5%	--	--	--
Months Supply of Inventory		1.2	0.8	- 33.3%	--	--	--

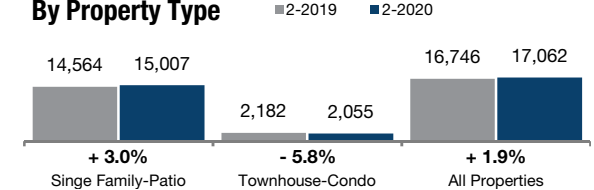
Sold Listings

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		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$99,999 and Below	34	35	+2.9%	90	39	-56.7%
\$100,000 to \$199,999	712	355	-50.1%	786	575	-26.8%
\$200,000 to \$299,999	5,867	4,751	-19.0%	1,007	1,095	+8.7%
\$300,000 to \$399,999	4,480	5,701	+27.3%	223	269	+20.6%
\$400,000 to \$499,999	1,847	2,134	+15.5%	40	45	+12.5%
\$500,000 to \$699,999	1,186	1,504	+26.8%	22	20	-9.1%
\$700,000 to \$999,999	339	431	+27.1%	11	7	-36.4%
\$1,000,000 to \$1,999,999	96	89	-7.3%	3	4	+33.3%
\$2,000,000 and Above	3	7	+133.3%	0	1	--
All Price Ranges	14,564	15,007	+3.0%	2,182	2,055	-5.8%

Compared to Prior Month

	Single Family-Patio Homes			Townhouse-Condo		
	1-2020	2-2020	Change	1-2020	2-2020	Change
	0	1	--	3	1	-66.7%
	24	22	-8.3%	23	38	+65.2%
	245	232	-5.3%	66	69	+4.5%
	337	377	+11.9%	20	20	0.0%
	114	150	+31.6%	3	2	-33.3%
	93	94	+1.1%	3	1	-66.7%
	28	22	-21.4%	1	1	0.0%
	3	11	+266.7%	0	0	--
	0	0	--	0	0	--
All Price Ranges	844	909	+7.7%	119	132	+10.9%

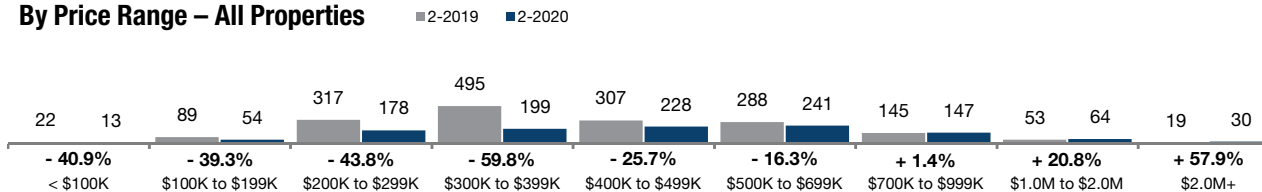
Year to Date

	Single Family-Patio Homes			Townhouse-Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
	5	1	-80.0%	10	4	-60.0%
	69	46	-33.3%	97	61	-37.1%
	693	477	-31.2%	123	135	+9.8%
	541	714	+32.0%	26	40	+53.8%
	209	264	+26.3%	1	5	+400.0%
	128	187	+46.1%	3	4	+33.3%
	38	50	+31.6%	0	2	--
	13	14	+7.7%	1	0	-100.0%
	0	0	--	0	0	--
All Price Ranges	1,696	1,753	+3.4%	261	251	-3.8%

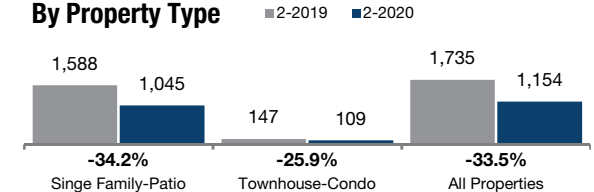
Inventory of Active Listings

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		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$99,999 and Below	16	10	-37.5%	6	3	-50.0%
\$100,000 to \$199,999	63	39	-38.1%	26	15	-42.3%
\$200,000 to \$299,999	259	137	-47.1%	58	41	-29.3%
\$300,000 to \$399,999	457	173	-62.1%	38	26	-31.6%
\$400,000 to \$499,999	301	221	-26.6%	6	7	+16.7%
\$500,000 to \$699,999	282	232	-17.7%	6	9	+50.0%
\$700,000 to \$999,999	141	142	+0.7%	4	5	+25.0%
\$1,000,000 to \$1,999,999	50	62	+24.0%	3	2	-33.3%
\$2,000,000 and Above	19	29	+52.6%	0	1	--
All Price Ranges	1,588	1,045	-34.2%	147	109	-25.9%

Compared to Prior Month

	Single Family-Patio Homes			Townhouse-Condo		
	1-2020	2-2020	Change	1-2020	2-2020	Change
	11	10	-9.1%	5	3	-40.0%
	44	39	-11.4%	24	15	-37.5%
	180	137	-23.9%	40	41	+2.5%
	280	173	-38.2%	36	26	-27.8%
	279	221	-20.8%	10	7	-30.0%
	246	232	-5.7%	8	9	+12.5%
	146	142	-2.7%	6	5	-16.7%
	63	62	-1.6%	2	2	0.0%
	28	29	+3.6%	0	1	--
All Price Ranges	1,277	1,045	-18.2%	131	109	-16.8%

Year to Date

Single Family-Patio Homes	Townhouse-Condo
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.