

Monthly Indicators



April 2020

New Listings were down 48.2 percent for the Single Family-Duplex category and 45.6 percent for the Townhouse-Condo category. Pending Sales decreased 53.7 percent for Single Family-Duplex and 59.3 percent for Townhouse-Condo.

The Median Sales Price was down 30.5 percent to \$730,000 for the Single Family-Duplex category but increased 5.3 percent to \$715,000 for the Townhouse-Condo category. Days on Market decreased 6.5 percent for single family homes but increased 9.6 percent for townhouse-condo properties.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Monthly Snapshot

- 50.5% **- 13.8%** **- 6.3%**

One-Year Change in Closed Sales All Properties	One-Year Change in Active Listings All Properties	One-Year Change in Median Sales Price All Properties
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Residential real estate activity in Vail Board of REALTORS® MLS composed of single-family homes, duplexes, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family-Duplex Activity Overview

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



Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		85	44	- 48.2%	234	205	- 12.4%
Pending Sales		54	25	- 53.7%	211	116	- 45.0%
Closed Sales		49	25	- 49.0%	161	124	- 23.0%
Median Sales Price		\$1,050,000	\$730,000	- 30.5%	\$865,000	\$895,000	+ 3.5%
Average Sales Price		\$1,480,918	\$1,226,802	- 17.2%	\$1,547,763	\$1,482,615	- 4.2%
Pct. of List Price Received		94.4%	96.9%	+ 2.6%	95.1%	96.3%	+ 1.3%
Days on Market Until Sale		154	144	- 6.5%	152	156	+ 2.6%
Housing Affordability Index		33	53	+ 60.6%	41	43	+ 4.9%
Inventory of Active Listings		415	324	- 21.9%	--	--	--
Months Supply of Inventory		7.5	6.2	- 17.3%	--	--	--

Townhouse-Condo Activity Overview

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

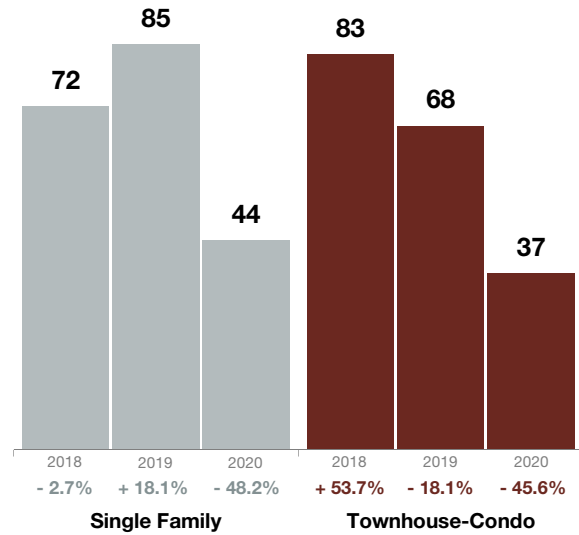


Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		68	37	- 45.6%	295	234	- 20.7%
Pending Sales		59	24	- 59.3%	255	179	- 29.8%
Closed Sales		56	25	- 55.4%	191	155	- 18.8%
Median Sales Price		\$679,000	\$715,000	+ 5.3%	\$668,000	\$715,000	+ 7.0%
Avg. Sales Price		\$989,010	\$1,304,640	+ 31.9%	\$1,084,267	\$1,375,756	+ 26.9%
Pct. of List Price Received		95.6%	95.4%	- 0.2%	96.1%	96.6%	+ 0.5%
Days on Market Until Sale		114	125	+ 9.6%	114	132	+ 15.8%
Affordability Index		52	54	+ 3.8%	53	54	+ 1.9%
Active Listings		345	326	- 5.5%	--	--	--
Months Supply		6.2	5.6	- 9.7%	--	--	--

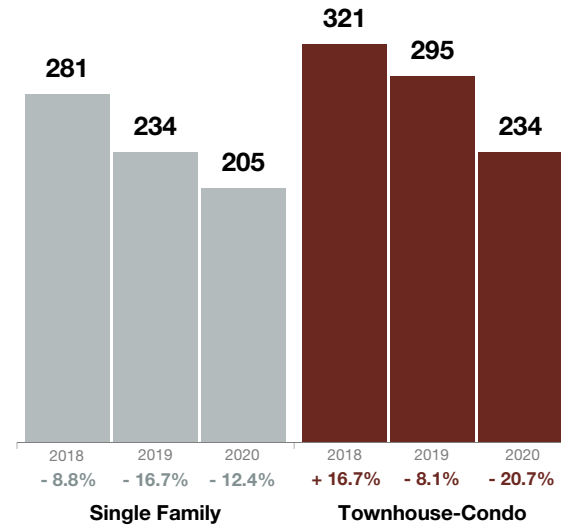
New Listings



April

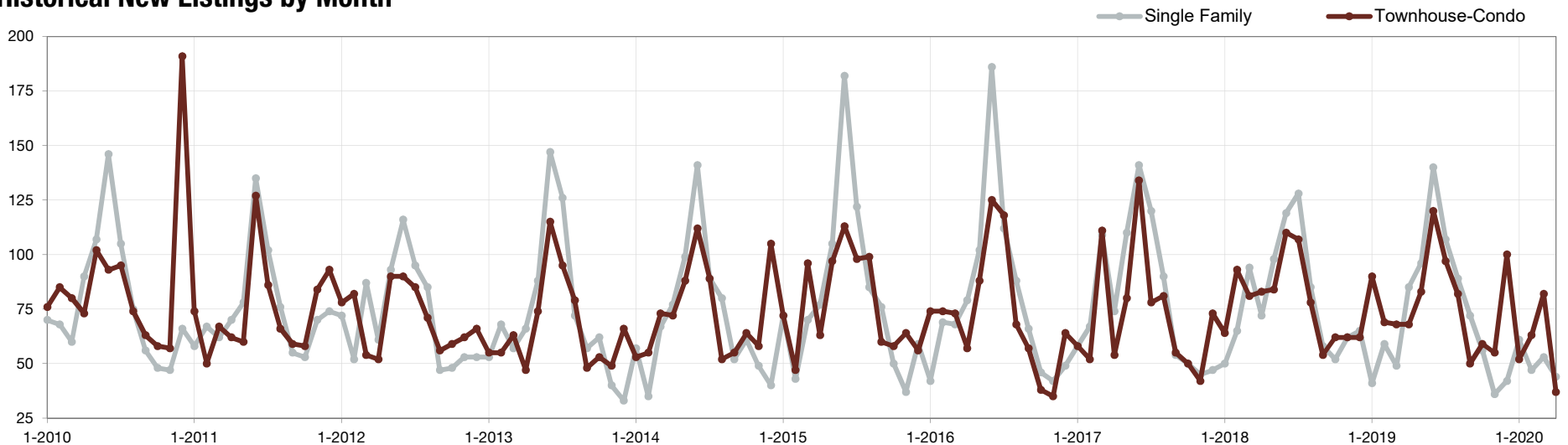


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2019	96	-2.0%	83	-1.2%
Jun-2019	140	+17.6%	120	+9.1%
Jul-2019	107	-16.4%	97	-9.3%
Aug-2019	89	+4.7%	82	+5.1%
Sep-2019	72	+24.1%	50	-7.4%
Oct-2019	56	+7.7%	59	-4.8%
Nov-2019	36	-41.9%	55	-11.3%
Dec-2019	42	-35.4%	100	+61.3%
Jan-2020	61	+48.8%	52	-42.2%
Feb-2020	47	-20.3%	63	-8.7%
Mar-2020	53	+8.2%	82	+20.6%
Apr-2020	44	-48.2%	37	-45.6%
12-Month Avg	70	-6.4%	73	-3.7%

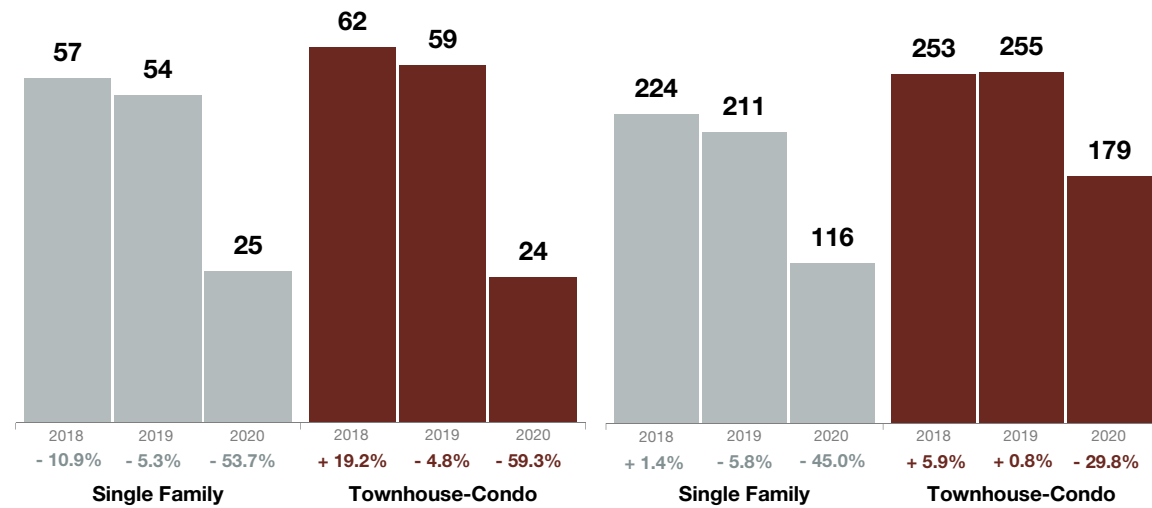
Historical New Listings by Month



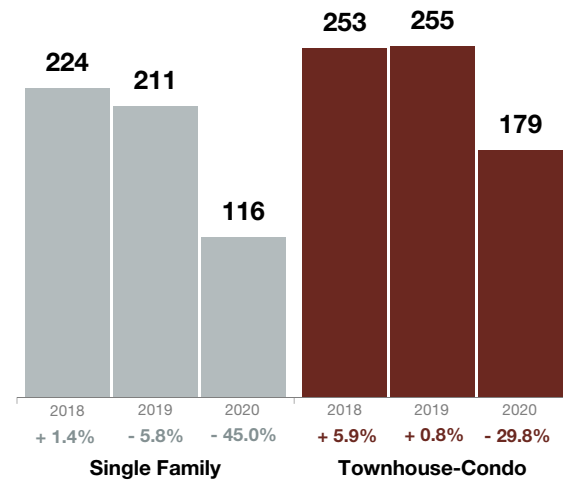
Pending Sales



April

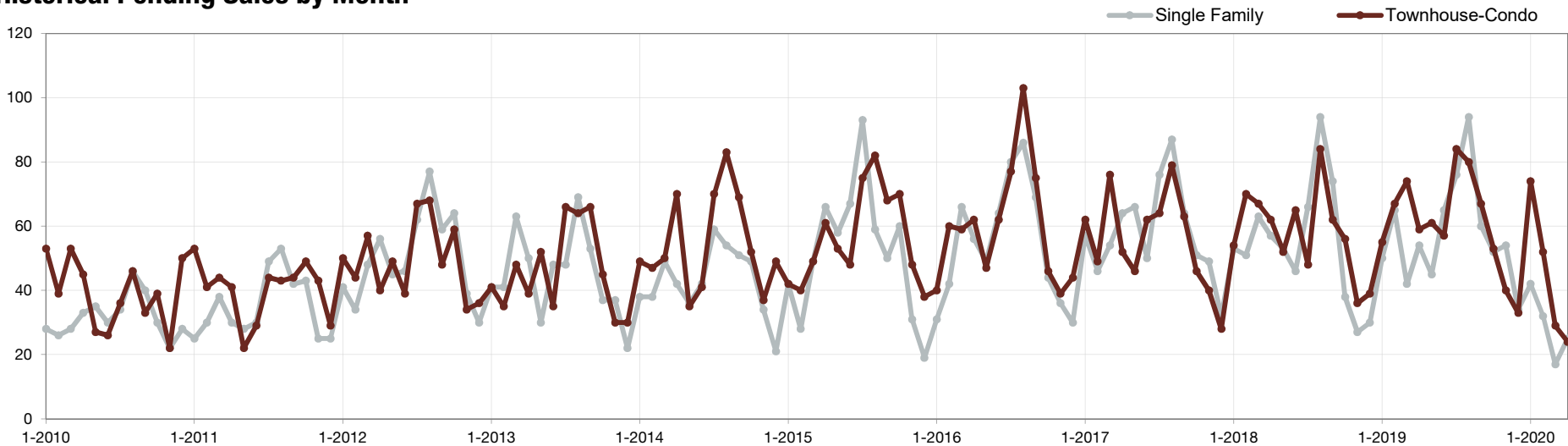


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2019	45	-15.1%	61	+17.3%
Jun-2019	65	+41.3%	57	-12.3%
Jul-2019	76	+15.2%	84	+75.0%
Aug-2019	94	0.0%	80	-4.8%
Sep-2019	60	-18.9%	67	+8.1%
Oct-2019	52	+36.8%	53	-5.4%
Nov-2019	54	+100.0%	40	+11.1%
Dec-2019	34	+13.3%	33	-15.4%
Jan-2020	42	-16.0%	74	+34.5%
Feb-2020	32	-50.8%	52	-22.4%
Mar-2020	17	-59.5%	29	-60.8%
Apr-2020	25	-53.7%	24	-59.3%
12-Month Avg	50	-6.7%	55	-6.2%

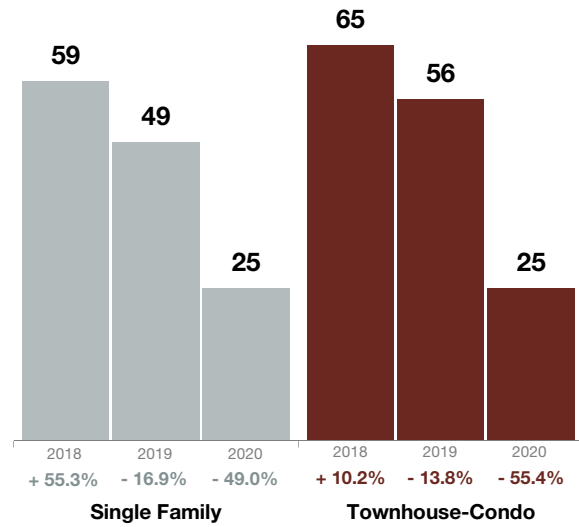
Historical Pending Sales by Month



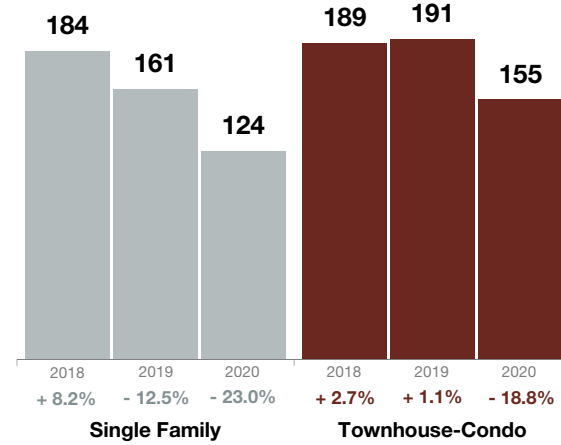
Closed Sales



April

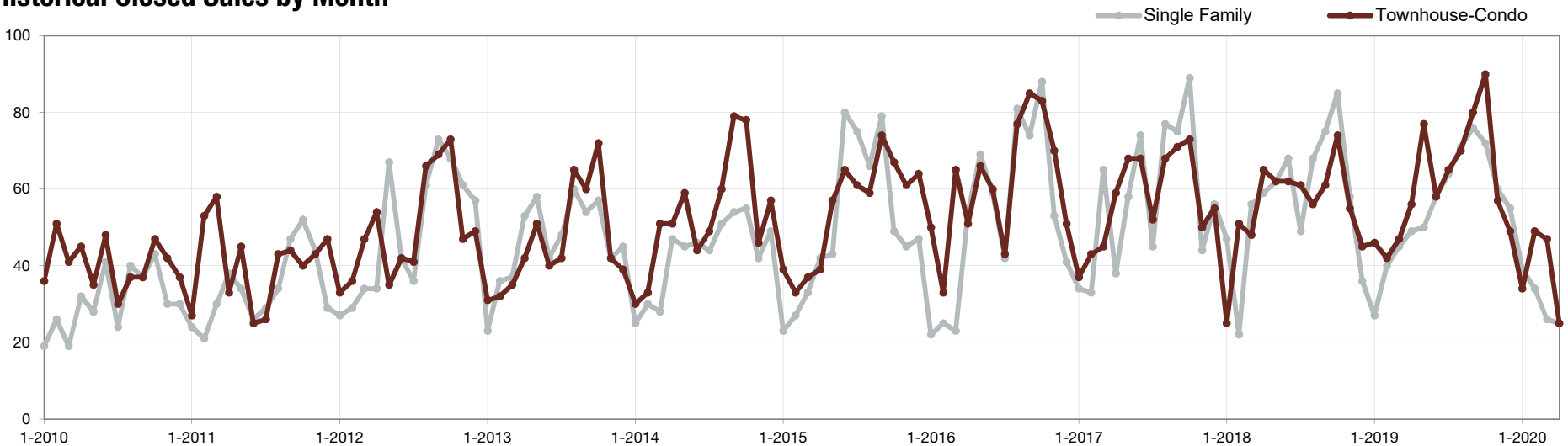


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2019	50	-19.4%	77	+24.2%
Jun-2019	58	-14.7%	58	-6.5%
Jul-2019	64	+30.6%	65	+6.6%
Aug-2019	71	+4.4%	70	+25.0%
Sep-2019	76	+1.3%	80	+31.1%
Oct-2019	72	-15.3%	90	+21.6%
Nov-2019	60	+3.4%	57	+3.6%
Dec-2019	55	+52.8%	49	+8.9%
Jan-2020	39	+44.4%	34	-26.1%
Feb-2020	34	-15.0%	49	+16.7%
Mar-2020	26	-42.2%	47	0.0%
Apr-2020	25	-49.0%	25	-55.4%
12-Month Avg	53	-4.8%	58	+5.1%

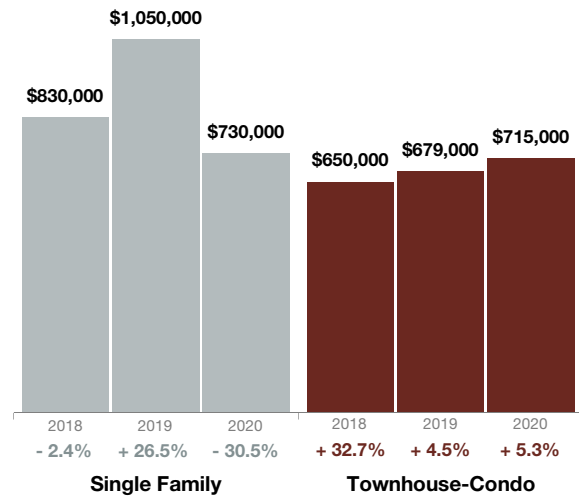
Historical Closed Sales by Month



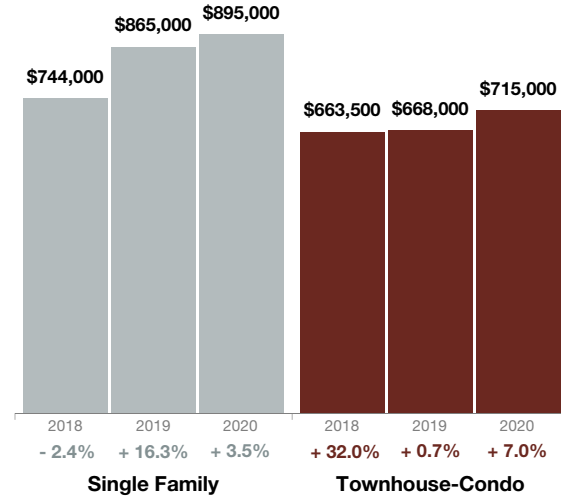
Median Sales Price



April



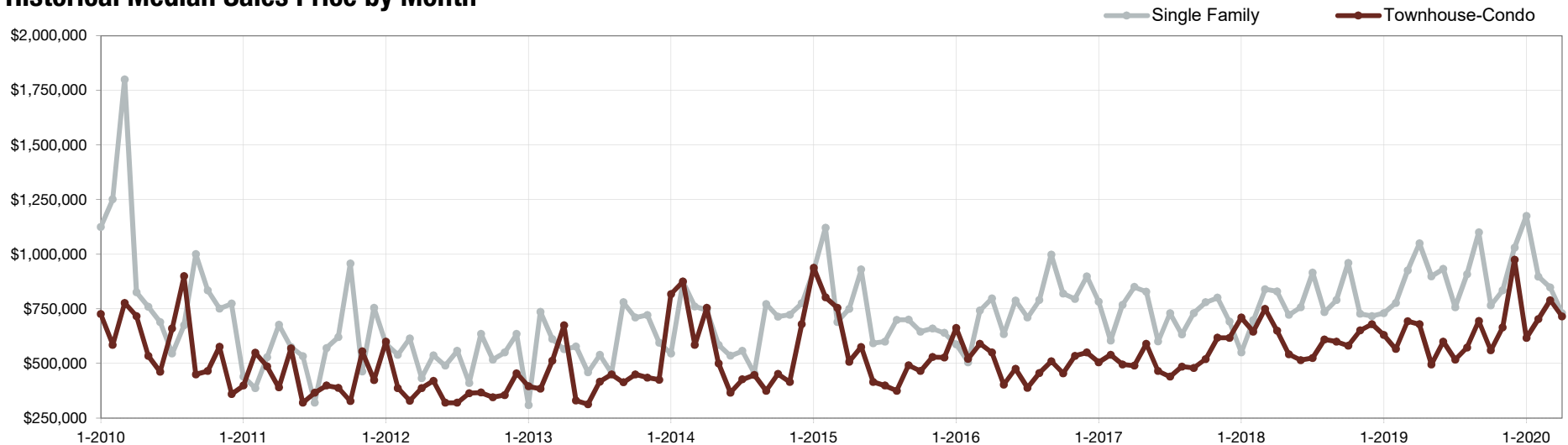
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2019	\$898,750	+24.4%	\$495,000	-8.7%
Jun-2019	\$932,500	+23.2%	\$600,250	+16.6%
Jul-2019	\$757,225	-17.3%	\$517,812	-1.4%
Aug-2019	\$907,900	+23.5%	\$573,121	-6.0%
Sep-2019	\$1,100,000	+39.2%	\$694,228	+15.7%
Oct-2019	\$765,750	-20.2%	\$560,000	-3.7%
Nov-2019	\$835,000	+14.8%	\$665,431	+2.3%
Dec-2019	\$1,030,000	+43.8%	\$975,000	+43.4%
Jan-2020	\$1,175,000	+61.0%	\$616,330	-2.2%
Feb-2020	\$897,500	+15.6%	\$703,000	+24.2%
Mar-2020	\$847,500	-8.4%	\$789,000	+13.9%
Apr-2020	\$730,000	-30.5%	\$715,000	+5.3%
12-Month Avg*	\$891,250	+9.8%	\$635,000	+6.0%

* Median Sales Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

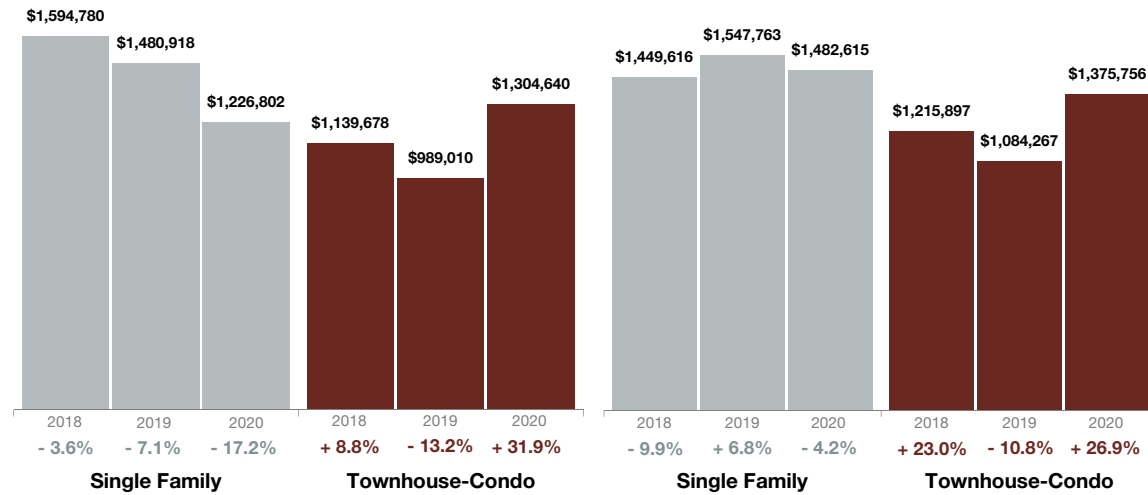
Historical Median Sales Price by Month



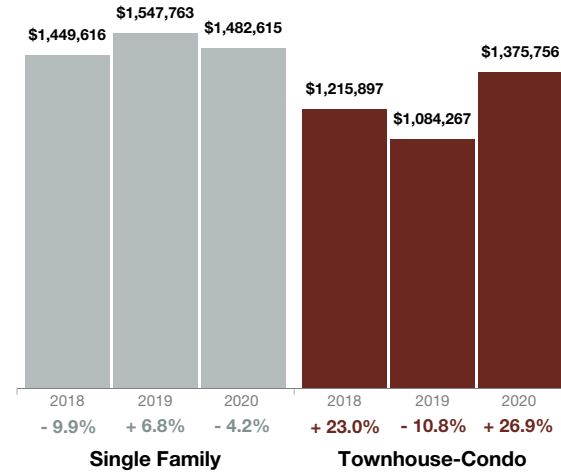
Average Sales Price



April



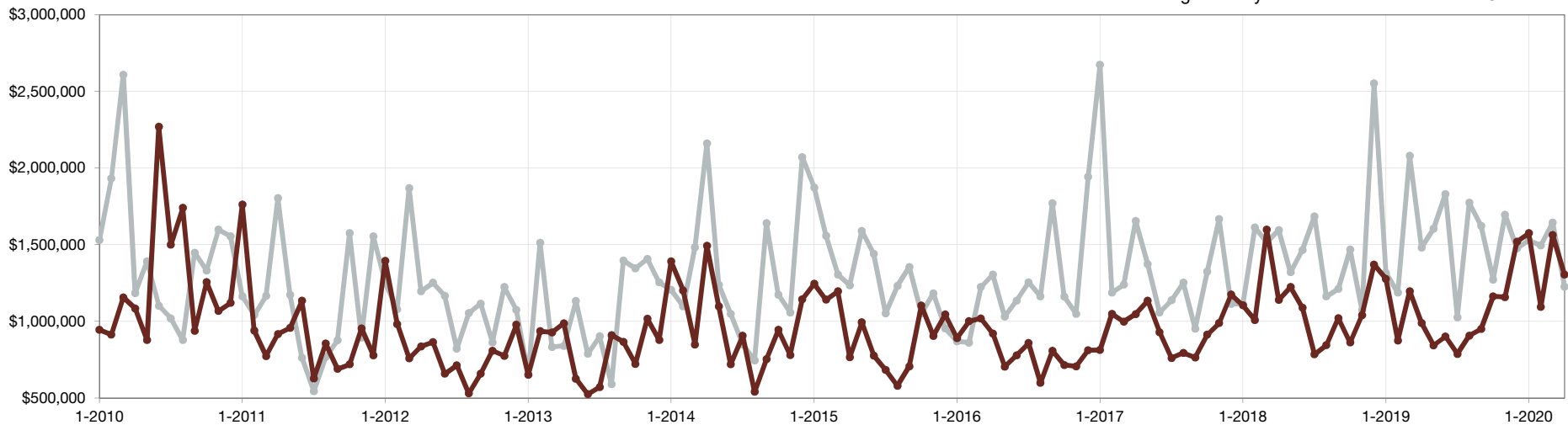
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2019	\$1,603,889	+21.5%	\$843,351	-31.1%
Jun-2019	\$1,830,296	+24.9%	\$900,310	-17.3%
Jul-2019	\$1,025,886	-39.1%	\$787,076	+0.3%
Aug-2019	\$1,773,719	+52.6%	\$906,343	+7.3%
Sep-2019	\$1,623,433	+34.0%	\$949,437	-7.0%
Oct-2019	\$1,271,849	-13.4%	\$1,162,696	+34.9%
Nov-2019	\$1,694,917	+57.8%	\$1,157,786	+11.3%
Dec-2019	\$1,475,773	-42.2%	\$1,519,251	+10.8%
Jan-2020	\$1,528,020	+16.1%	\$1,575,377	+23.4%
Feb-2020	\$1,494,691	+25.9%	\$1,094,217	+25.1%
Mar-2020	\$1,644,692	-20.9%	\$1,562,696	+30.6%
Apr-2020	\$1,226,802	-17.2%	\$1,304,640	+31.9%
12-Month Avg*	\$1,523,180	+4.8%	\$1,092,777	+5.5%

* Avg. Sales Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

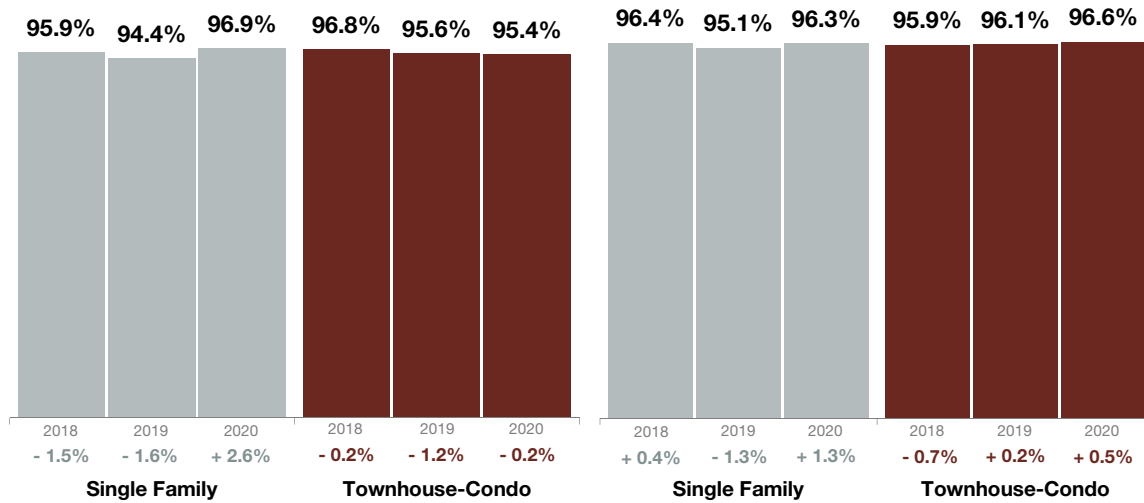


Percent of List Price Received



April

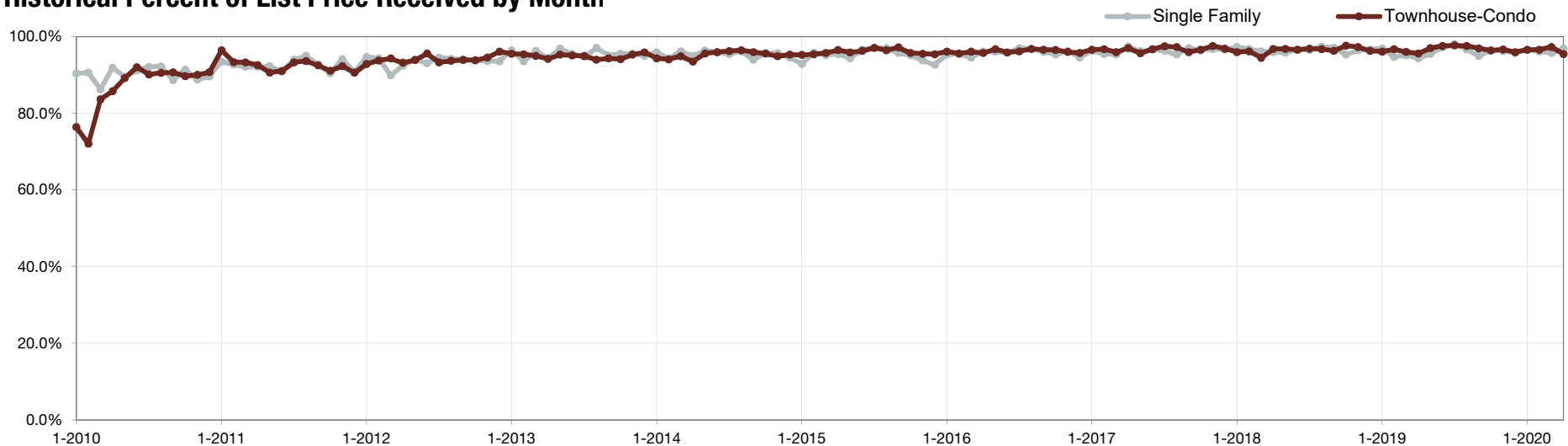
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2019	95.5%	-0.3%	97.0%	+0.2%
Jun-2019	97.2%	+0.6%	97.6%	+1.0%
Jul-2019	98.0%	+1.6%	97.7%	+0.9%
Aug-2019	96.6%	-0.8%	97.6%	+0.8%
Sep-2019	94.9%	-2.4%	97.0%	+0.7%
Oct-2019	96.5%	+1.3%	96.4%	-1.2%
Nov-2019	96.2%	-0.2%	96.7%	-0.6%
Dec-2019	95.7%	-0.9%	95.9%	-0.4%
Jan-2020	96.5%	-0.4%	96.6%	+0.5%
Feb-2020	96.1%	+1.5%	96.6%	-0.1%
Mar-2020	95.7%	+0.5%	97.3%	+1.4%
Apr-2020	96.9%	+2.6%	95.4%	-0.2%
12-Month Avg*	96.3%	+0.2%	96.9%	+0.3%

* Pct. of List Price Received for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

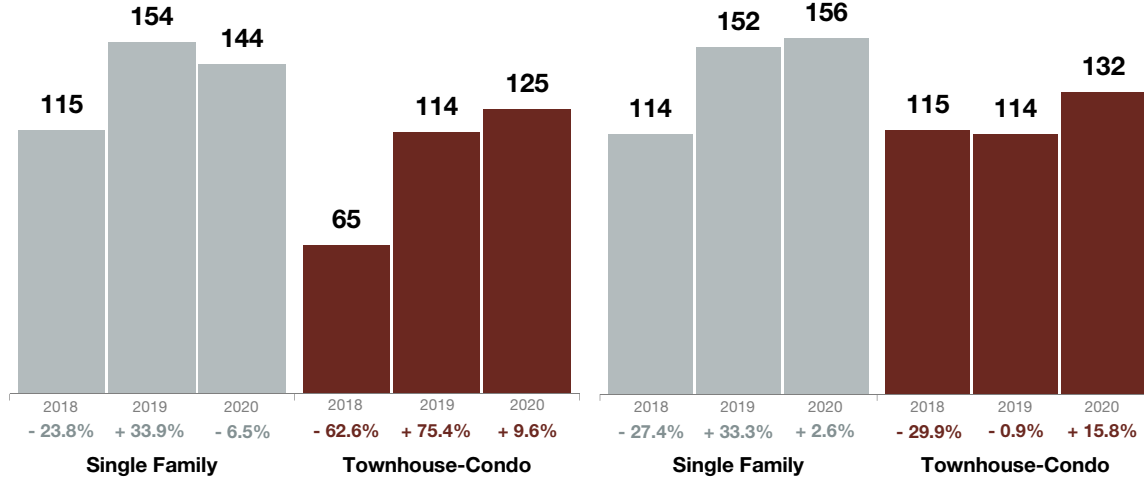


Days on Market Until Sale



April

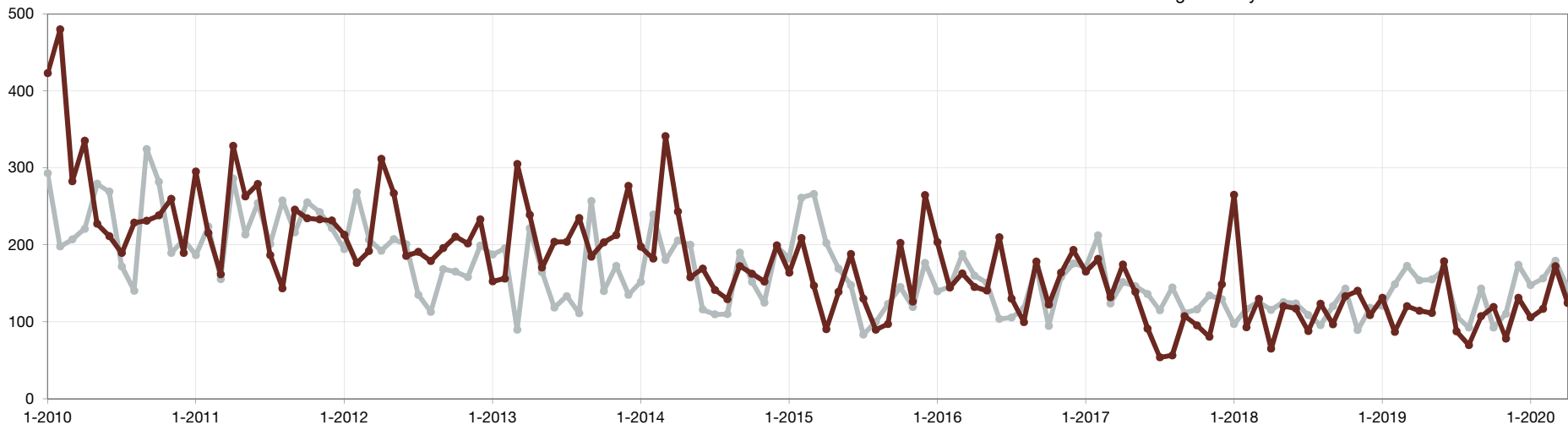
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2019	155	+23.0%	111	-7.5%
Jun-2019	168	+35.5%	179	+53.0%
Jul-2019	107	-1.8%	87	-1.1%
Aug-2019	92	-4.2%	70	-43.1%
Sep-2019	143	+19.2%	107	+10.3%
Oct-2019	93	-35.0%	119	-10.5%
Nov-2019	110	+23.6%	78	-44.3%
Dec-2019	174	+47.5%	131	+20.2%
Jan-2020	148	+22.3%	106	-19.1%
Feb-2020	156	+4.7%	117	+34.5%
Mar-2020	179	+3.5%	172	+43.3%
Apr-2020	144	-6.5%	125	+9.6%
12-Month Avg*	126	+6.2%	116	-1.0%

* Days on Market for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

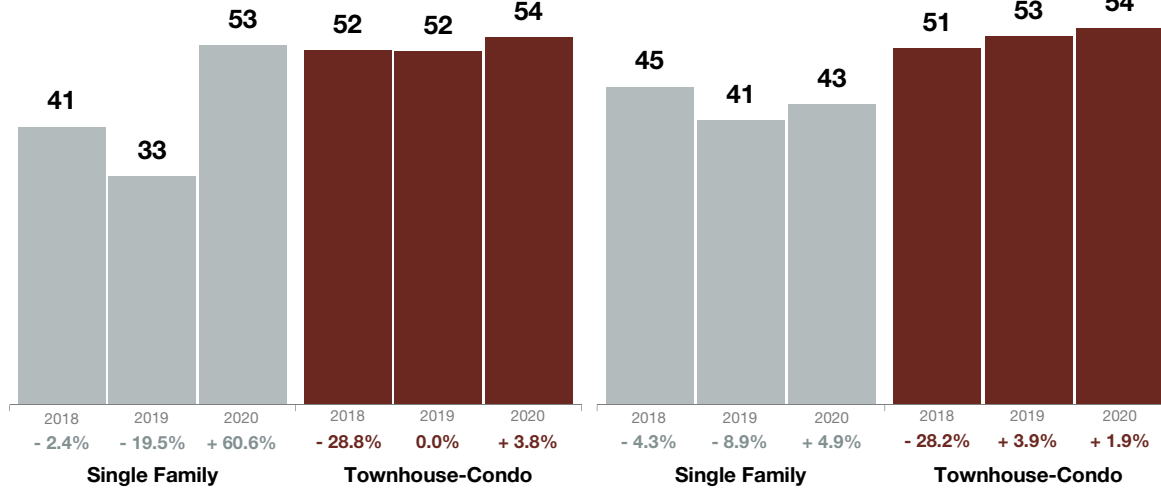


Housing Affordability Index



April

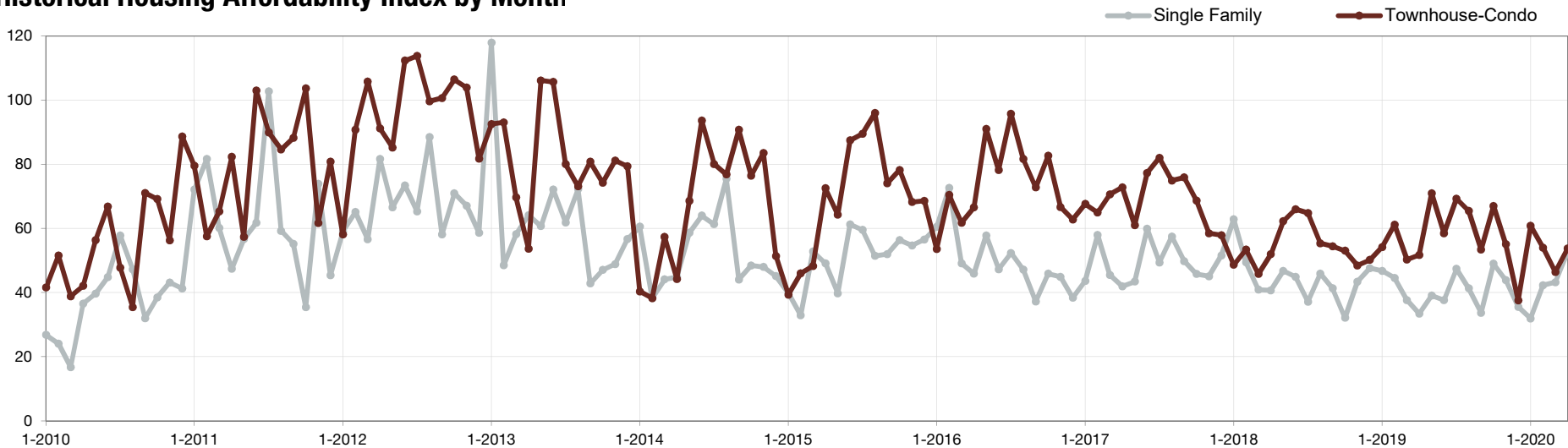
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2019	39	-17.0%	71	+14.5%
Jun-2019	38	-15.6%	58	-12.1%
Jul-2019	47	+27.0%	69	+6.2%
Aug-2019	41	-10.9%	65	+18.2%
Sep-2019	34	-17.1%	53	-1.9%
Oct-2019	49	+53.1%	67	+26.4%
Nov-2019	44	+2.3%	55	+14.6%
Dec-2019	36	-25.0%	38	-24.0%
Jan-2020	32	-31.9%	61	+13.0%
Feb-2020	42	-6.7%	54	-11.5%
Mar-2020	43	+13.2%	46	-8.0%
Apr-2020	53	+60.6%	54	+3.8%
12-Month Avg*	41	+26.8%	42	-3.6%

* Affordability Index for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

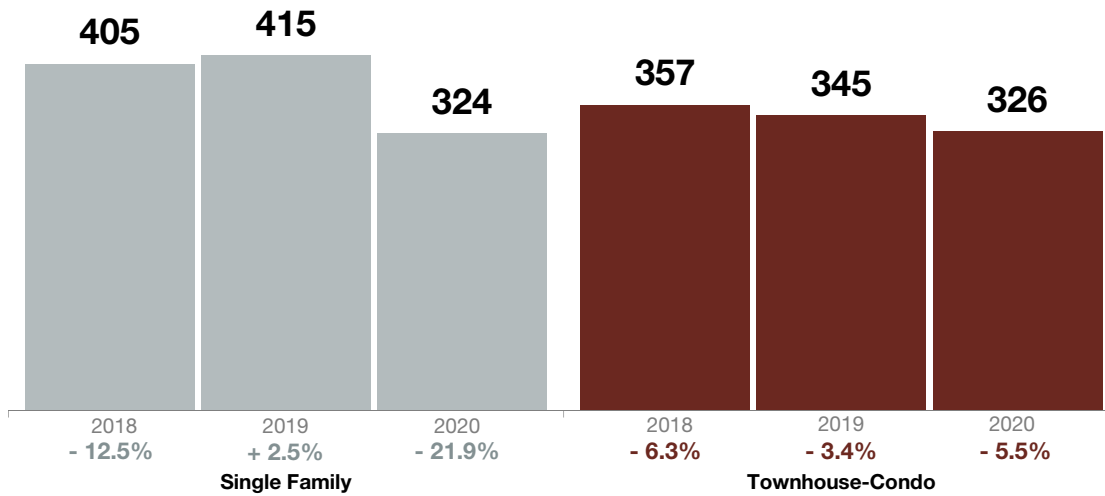
Historical Housing Affordability Index by Month



Inventory of Active Listings

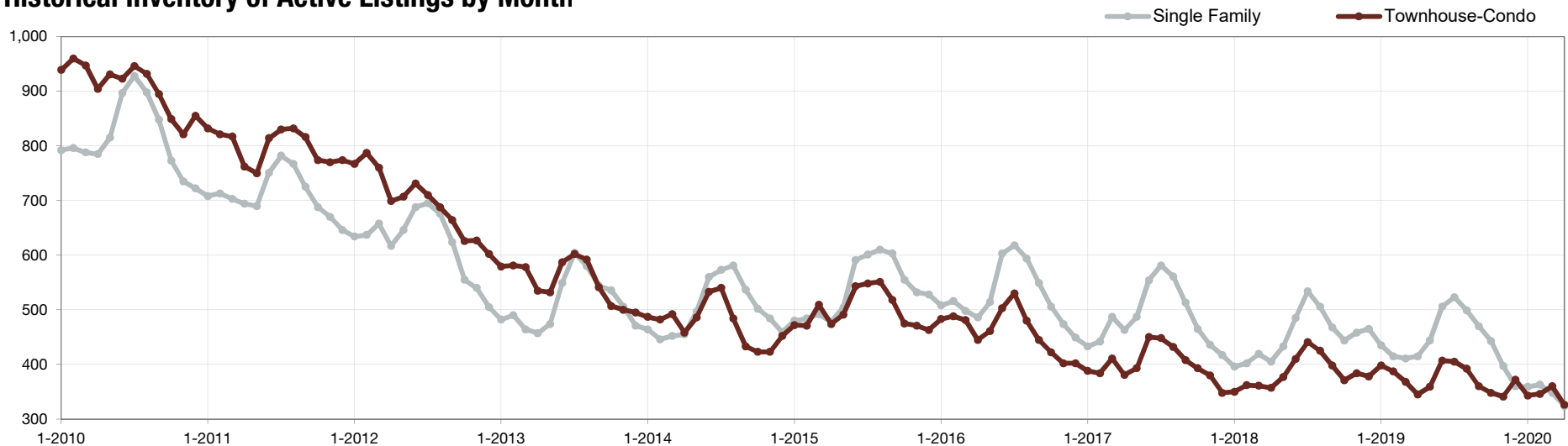


April



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2019	444	+2.5%	359	-4.8%
Jun-2019	506	+4.3%	407	-0.7%
Jul-2019	523	-2.1%	405	-8.2%
Aug-2019	499	-1.4%	392	-7.8%
Sep-2019	470	+0.4%	360	-9.5%
Oct-2019	443	-0.2%	348	-6.2%
Nov-2019	397	-13.3%	341	-11.2%
Dec-2019	360	-22.6%	372	-1.6%
Jan-2020	359	-17.5%	343	-13.8%
Feb-2020	363	-12.5%	346	-10.6%
Mar-2020	348	-15.3%	360	-2.2%
Apr-2020	324	-21.9%	326	-5.5%
12-Month Avg	420	-7.9%	363	-6.9%

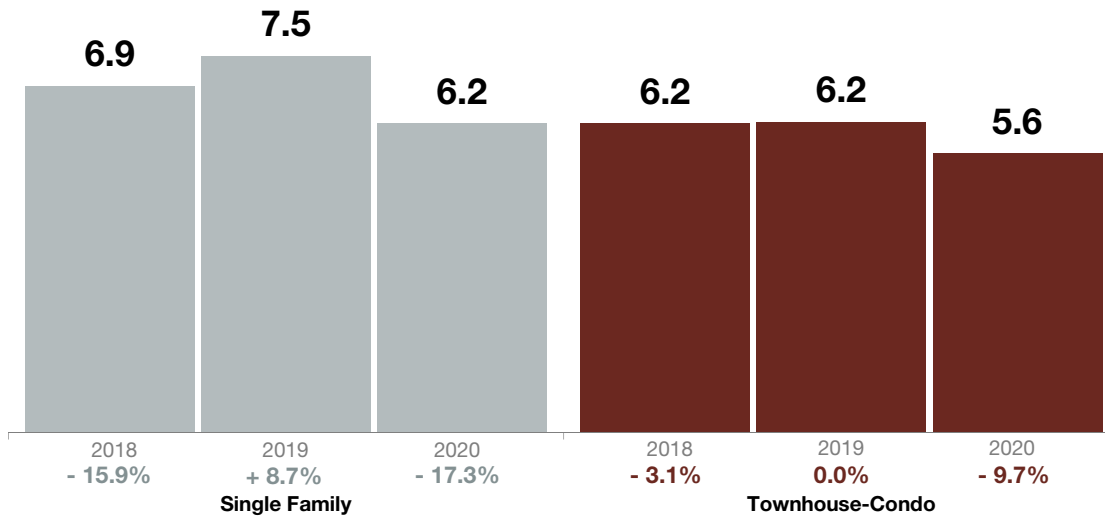
Historical Inventory of Active Listings by Month



Months Supply of Inventory



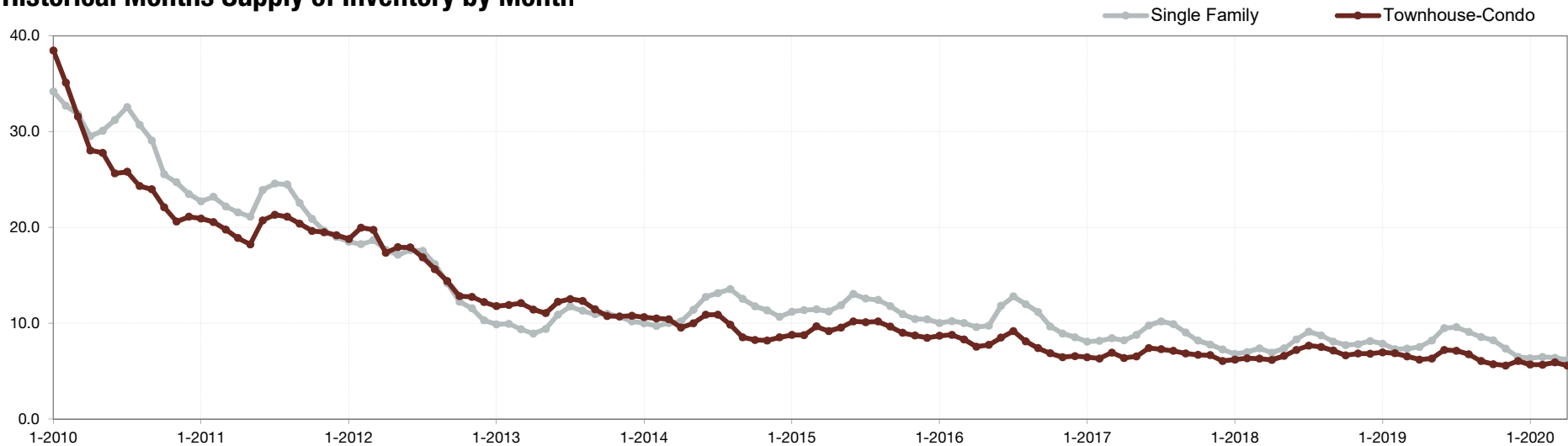
April



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2019	8.2	+10.8%	6.3	-4.5%
Jun-2019	9.5	+14.5%	7.2	0.0%
Jul-2019	9.6	+5.5%	7.1	-7.8%
Aug-2019	9.1	+4.6%	6.8	-9.3%
Sep-2019	8.6	+6.2%	6.0	-15.5%
Oct-2019	8.2	+6.5%	5.7	-13.6%
Nov-2019	7.4	-5.1%	5.6	-17.6%
Dec-2019	6.5	-19.8%	6.1	-10.3%
Jan-2020	6.3	-19.2%	5.7	-18.6%
Feb-2020	6.5	-11.0%	5.7	-17.4%
Mar-2020	6.4	-12.3%	5.9	-9.2%
Apr-2020	6.2	-17.3%	5.6	-9.7%
12-Month Avg	7.7	-3.0%	6.1	-11.2%

* Months Supply for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview

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



Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		156	81	- 48.1%	534	450	- 15.7%
Pending Sales		113	49	- 56.6%	467	298	- 36.2%
Closed Sales		105	52	- 50.5%	354	283	- 20.1%
Median Sales Price		\$765,000	\$716,500	- 6.3%	\$738,250	\$761,000	+ 3.1%
Average Sales Price		\$1,218,567	\$1,245,174	+ 2.2%	\$1,291,230	\$1,410,692	+ 9.3%
Pct. of List Price Received		95.0%	96.1%	+ 1.2%	95.7%	96.4%	+ 0.7%
Days on Market Until Sale		133	132	- 0.8%	131	142	+ 8.4%
Housing Affordability Index		46	54	+ 16.8%	48	50	+ 6.2%
Inventory of Active Listings		766	660	- 13.8%	--	--	--
Months Supply of Inventory		6.9	5.9	- 14.5%	--	--	--

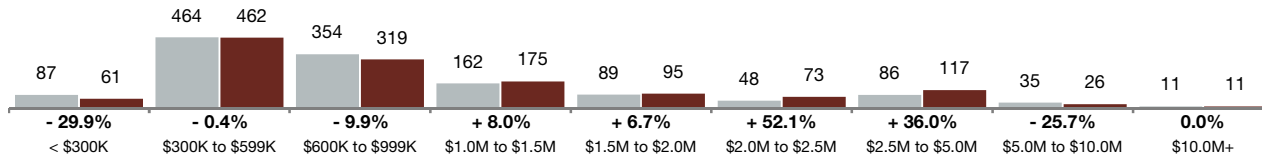
Closed Sales

Actual sales that have closed in a given month.



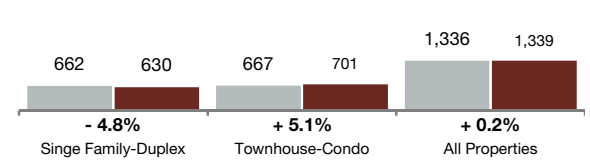
By Price Range – All Properties – Rolling 12 Months

■ 4-2019 ■ 4-2020



By Property Type

■ 4-2019 ■ 4-2020



Rolling 12 Months

Compared to Prior Month

Year to Date

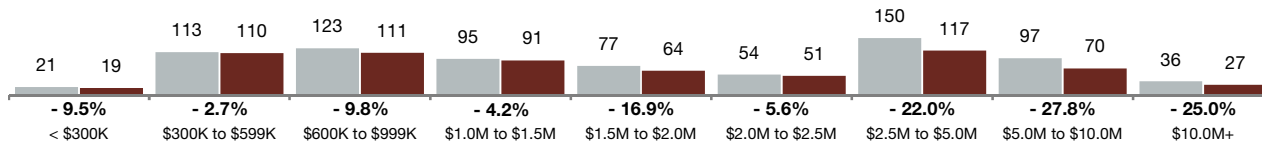
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change	3-2020	4-2020	Change	3-2020	4-2020	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	35	26	-25.7%	47	31	-34.0%	2	0	-100.0%	1	1	0.0%	9	5	-44.4%	12	5	-58.3%
\$300,000 to \$599,999	174	170	-2.3%	288	290	+0.7%	3	8	+166.7%	13	10	-23.1%	38	26	-31.6%	73	56	-23.3%
\$600,000 to \$999,999	191	149	-22.0%	163	169	+3.7%	9	7	-22.2%	15	4	-73.3%	47	34	-27.7%	52	37	-28.8%
\$1,000,000 to \$1,499,999	96	101	+5.2%	66	73	+10.6%	5	4	-20.0%	3	5	+66.7%	23	21	-8.7%	20	17	-15.0%
\$1,500,00 to \$1,999,999	50	47	-6.0%	39	48	+23.1%	1	0	-100.0%	4	0	-100.0%	11	10	-9.1%	15	10	-33.3%
\$2,000,000 to \$2,499,999	33	38	+15.2%	15	35	+133.3%	3	3	0.0%	2	2	0.0%	10	9	-10.0%	5	13	+160.0%
\$2,500,000 to \$4,999,999	58	75	+29.3%	28	42	+50.0%	1	2	+100.0%	8	1	-87.5%	15	13	-13.3%	7	12	+71.4%
\$5,000,000 to \$9,999,999	17	16	-5.9%	18	10	-44.4%	1	1	0.0%	0	2	--	6	5	-16.7%	6	3	-50.0%
\$10,000,000 and Above	8	8	0.0%	3	3	0.0%	1	0	-100.0%	1	0	-100.0%	2	1	-50.0%	1	2	+100.0%
All Price Ranges	662	630	-4.8%	667	701	+5.1%	26	25	-3.8%	47	25	-46.8%	161	124	-23.0%	191	155	-18.8%

Inventory of Active Listings

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

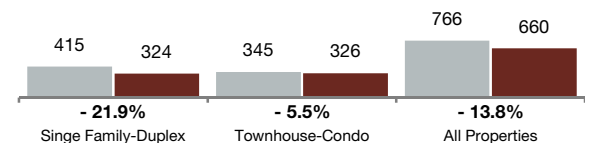
By Price Range – All Properties

■ 4-2019 ■ 4-2020



By Property Type

■ 4-2019 ■ 4-2020



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change	3-2020	4-2020	Change	3-2020	4-2020	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	8	6	-25.0%	9	4	-55.6%	5	6	+20.0%	4	4	0.0%	5	4	-20.0%	9	4	-55.6%
\$300,000 to \$599,999	44	39	-11.4%	67	70	+4.5%	34	39	+14.7%	67	70	+4.5%	34	39	+14.7%	67	70	+4.5%
\$600,000 to \$999,999	55	38	-30.9%	68	73	+7.4%	34	38	+11.8%	78	73	-6.4%	34	38	+11.8%	78	73	-6.4%
\$1,000,000 to \$1,499,999	55	40	-27.3%	40	51	+27.5%	42	40	-4.8%	58	51	-12.1%	42	40	-4.8%	58	51	-12.1%
\$1,500,00 to \$1,999,999	42	35	-16.7%	35	29	-17.1%	39	35	-10.3%	33	29	-12.1%	39	35	-10.3%	33	29	-12.1%
\$2,000,000 to \$2,499,999	31	21	-32.3%	23	30	+30.4%	20	21	+5.0%	32	30	-6.3%	20	21	+5.0%	32	30	-6.3%
\$2,500,000 to \$4,999,999	100	79	-21.0%	50	38	-24.0%	93	79	-15.1%	49	38	-22.4%	93	79	-15.1%	49	38	-22.4%
\$5,000,000 to \$9,999,999	53	42	-20.8%	44	28	-36.4%	49	42	-14.3%	32	28	-12.5%	49	42	-14.3%	32	28	-12.5%
\$10,000,000 and Above	27	24	-11.1%	9	3	-66.7%	32	24	-25.0%	7	3	-57.1%	32	24	-25.0%	7	3	-57.1%
All Price Ranges	415	324	-21.9%	345	326	-5.5%	348	324	-6.9%	360	326	-9.4%	348	324	-6.9%	360	326	-9.4%

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



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 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 is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Closed Sales	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.