

Monthly Indicators



August 2020

New Listings were up 58.2 percent for the Single Family-Duplex category and 78.0 percent for the Townhouse-Condo category. Pending Sales increased 87.2 percent for Single Family-Duplex and 75.0 percent for Townhouse-Condo.

The Median Sales Price was up 19.2 percent to \$1,082,500 for the Single Family-Duplex category and 20.4 percent to \$690,000 for the Townhouse-Condo category. Days on Market increased 59.6 percent for single family homes and 29.5 percent for townhouse-condo properties.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

Monthly Snapshot

+ 59.6%	- 32.5%	+ 18.0%
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

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.

Single Family-Duplex Activity Overview	2
Townhouse-Condo Activity Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
All Properties Activity Overview	14
Closed Sales and Inventory by Price Range	15
Glossary of Terms	16

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	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		91	144	+ 58.2%	667	701	+ 5.1%
Pending Sales		94	176	+ 87.2%	491	618	+ 25.9%
Closed Sales		71	130	+ 83.1%	404	432	+ 6.9%
Median Sales Price		\$907,900	\$1,082,500	+ 19.2%	\$860,750	\$915,000	+ 6.3%
Average Sales Price		\$1,773,719	\$2,102,076	+ 18.5%	\$1,552,308	\$1,682,258	+ 8.4%
Pct. of List Price Received		96.6%	97.2%	+ 0.6%	96.2%	96.8%	+ 0.6%
Days on Market Until Sale		104	166	+ 59.6%	146	152	+ 4.1%
Housing Affordability Index		41	37	- 9.8%	44	43	- 2.3%
Inventory of Active Listings		492	258	- 47.6%	--	--	--
Months Supply of Inventory		9.0	4.5	- 50.0%	--	--	--

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.



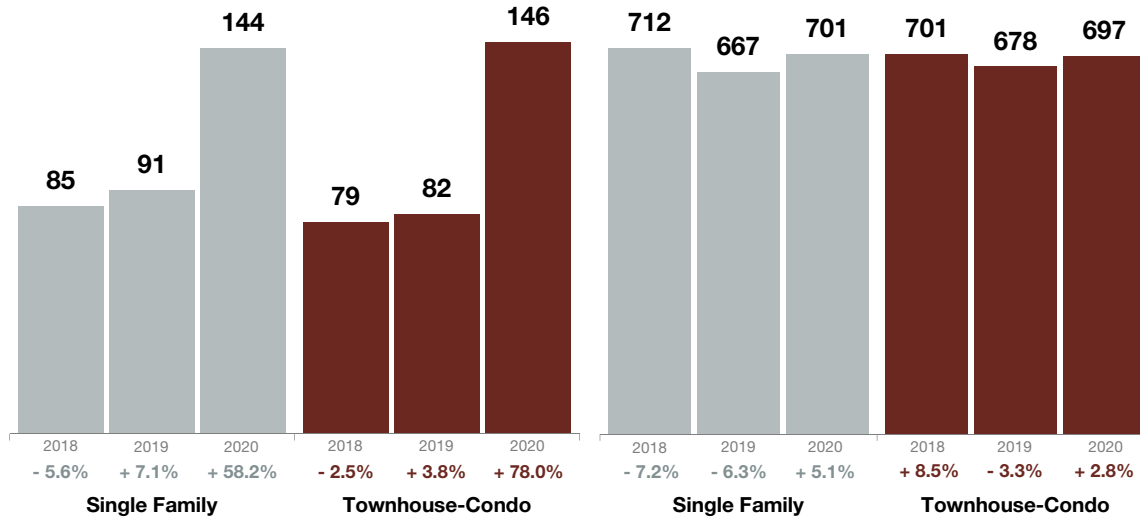
Key Metrics	Historical Sparkbars	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		82	146	+ 78.0%	678	697	+ 2.8%
Pending Sales		80	140	+ 75.0%	536	571	+ 6.5%
Closed Sales		70	95	+ 35.7%	461	389	- 15.6%
Median Sales Price		\$573,121	\$690,000	+ 20.4%	\$600,000	\$680,000	+ 13.3%
Avg. Sales Price		\$906,343	\$1,061,345	+ 17.1%	\$951,963	\$1,132,600	+ 19.0%
Pct. of List Price Received		97.6%	96.9%	- 0.7%	96.9%	96.6%	- 0.3%
Days on Market Until Sale		88	114	+ 29.5%	130	118	- 9.2%
Affordability Index		65	58	- 10.8%	63	58	- 7.9%
Active Listings		381	334	- 12.3%	--	--	--
Months Supply		6.6	6.0	- 9.1%	--	--	--

New Listings



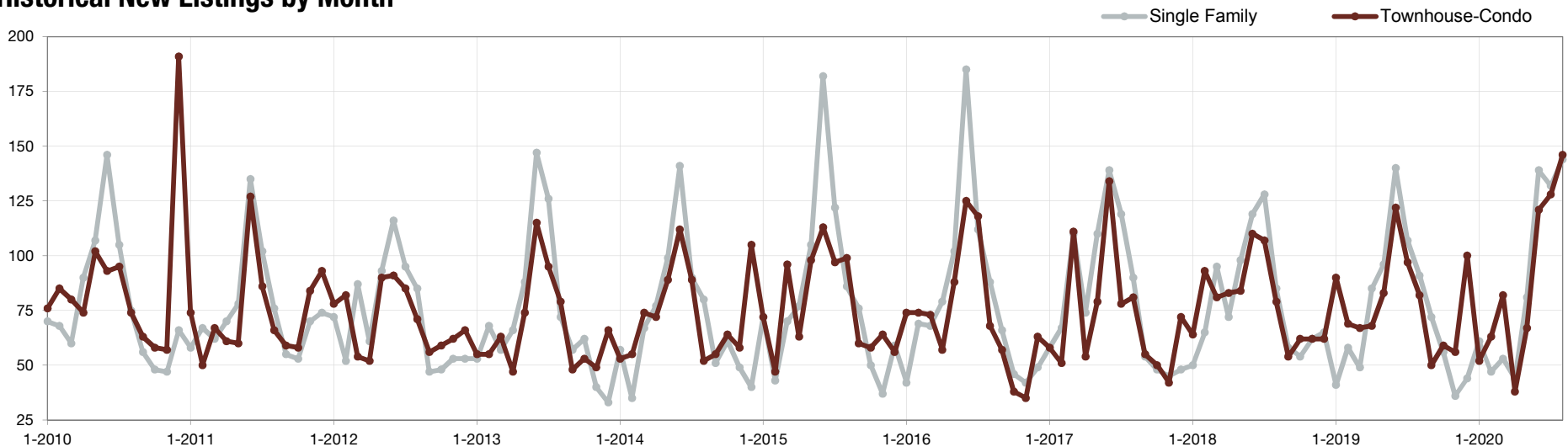
August

Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	72	+24.1%	50	-7.4%
Oct-2019	56	+3.7%	59	-4.8%
Nov-2019	36	-41.9%	56	-9.7%
Dec-2019	44	-32.3%	100	+61.3%
Jan-2020	61	+48.8%	52	-42.2%
Feb-2020	47	-19.0%	63	-8.7%
Mar-2020	53	+8.2%	82	+22.4%
Apr-2020	44	-48.2%	38	-44.1%
May-2020	81	-15.6%	67	-19.3%
Jun-2020	139	-0.7%	121	-0.8%
Jul-2020	132	+23.4%	128	+32.0%
Aug-2020	144	+58.2%	146	+78.0%
12-Month Avg	76	+0.3%	80	+4.8%

Historical New Listings by Month

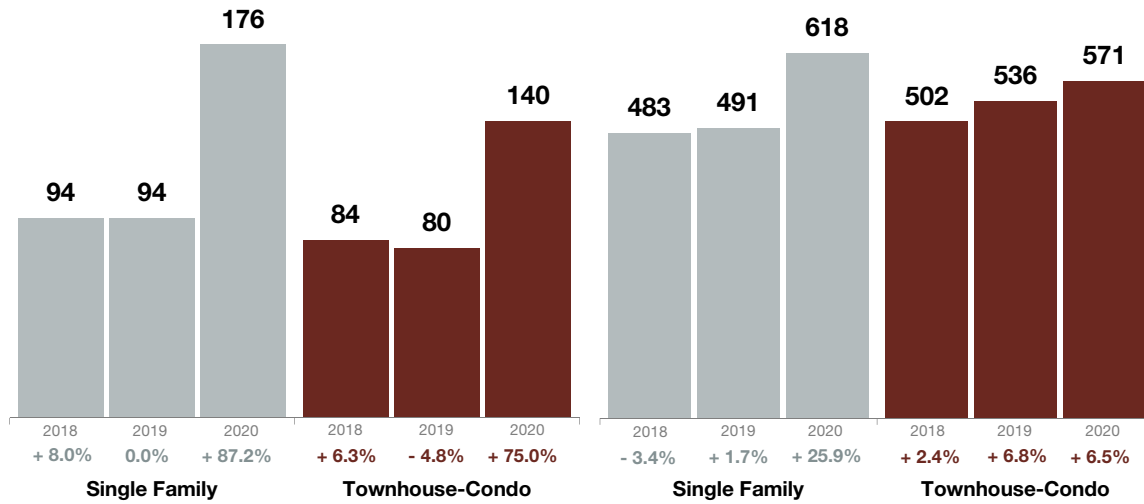


Pending Sales



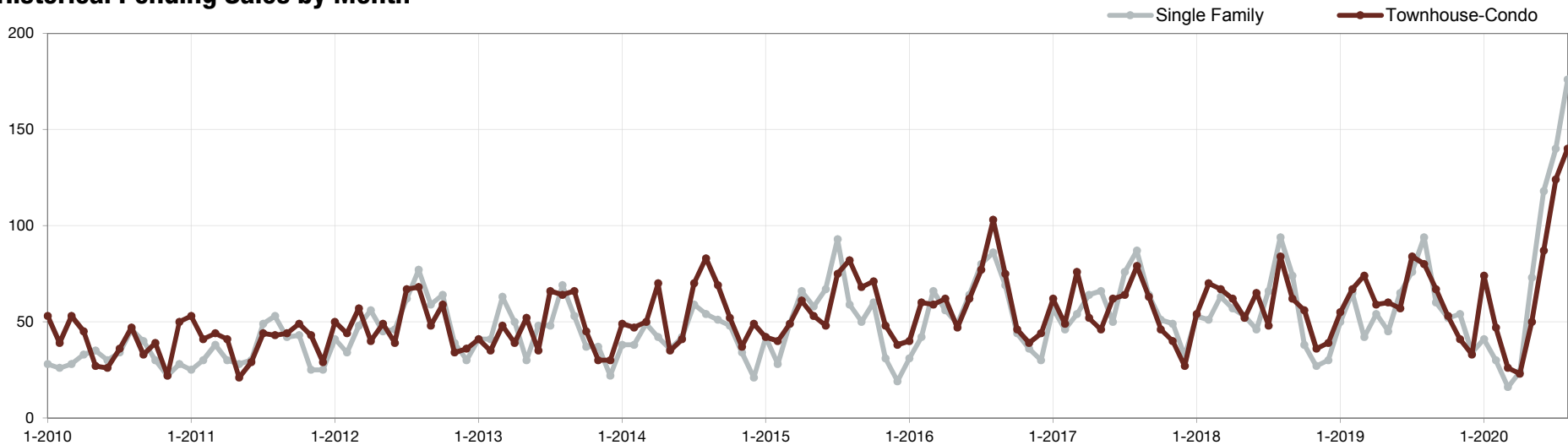
August

Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	60	-18.9%	67	+8.1%
Oct-2019	52	+36.8%	53	-5.4%
Nov-2019	54	+100.0%	41	+13.9%
Dec-2019	34	+13.3%	33	-15.4%
Jan-2020	41	-18.0%	74	+34.5%
Feb-2020	30	-53.8%	47	-29.9%
Mar-2020	16	-61.9%	26	-64.9%
Apr-2020	24	-55.6%	23	-61.0%
May-2020	73	+62.2%	50	-16.7%
Jun-2020	118	+81.5%	87	+52.6%
Jul-2020	140	+84.2%	124	+47.6%
Aug-2020	176	+87.2%	140	+75.0%
12-Month Avg	68	+23.9%	64	+4.9%

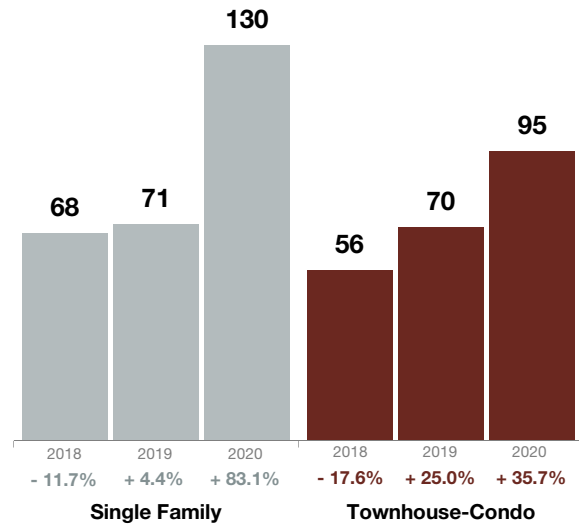
Historical Pending Sales by Month



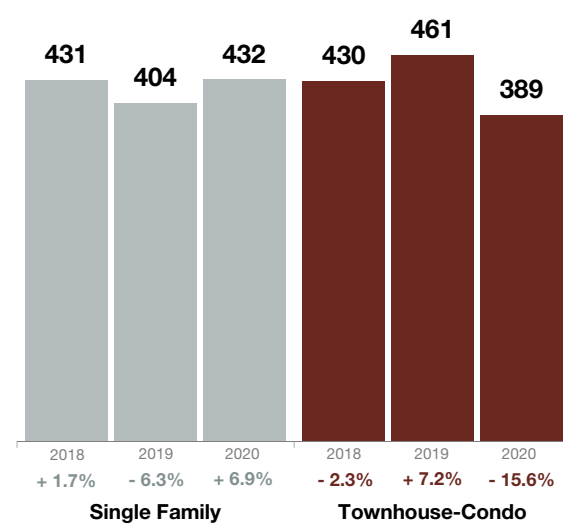
Closed Sales



August

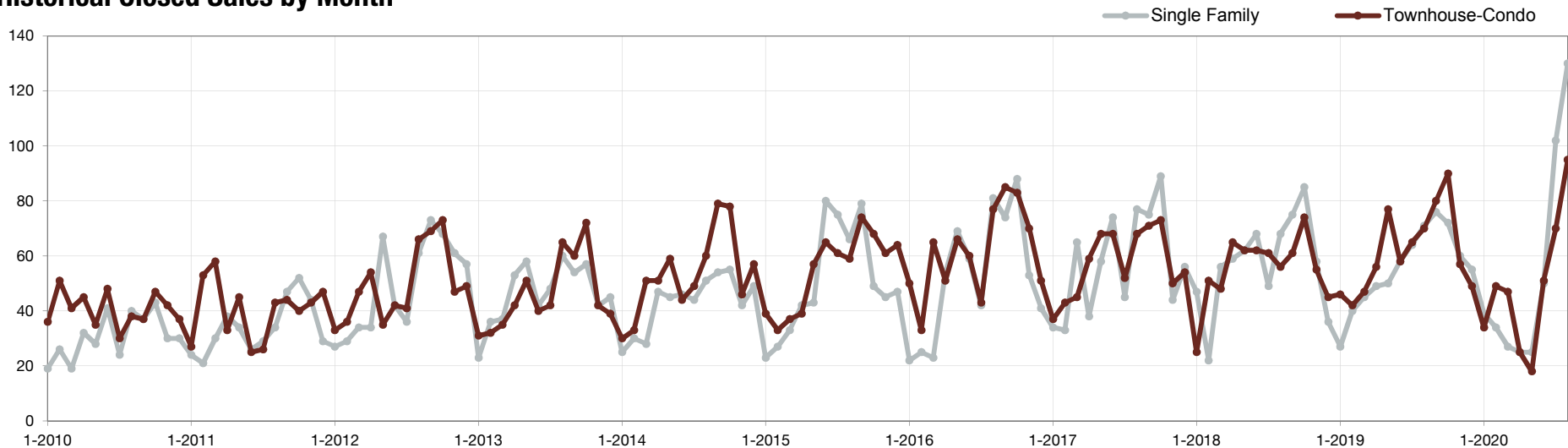


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	27	-40.0%	47	0.0%
Apr-2020	25	-49.0%	25	-55.4%
May-2020	25	-50.0%	18	-76.6%
Jun-2020	50	-13.8%	51	-12.1%
Jul-2020	102	+59.4%	70	+7.7%
Aug-2020	130	+83.1%	95	+35.7%
12-Month Avg	58	+5.6%	55	-4.5%

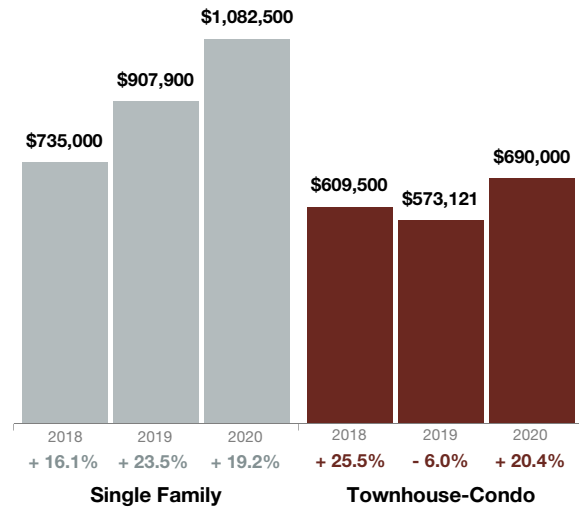
Historical Closed Sales by Month



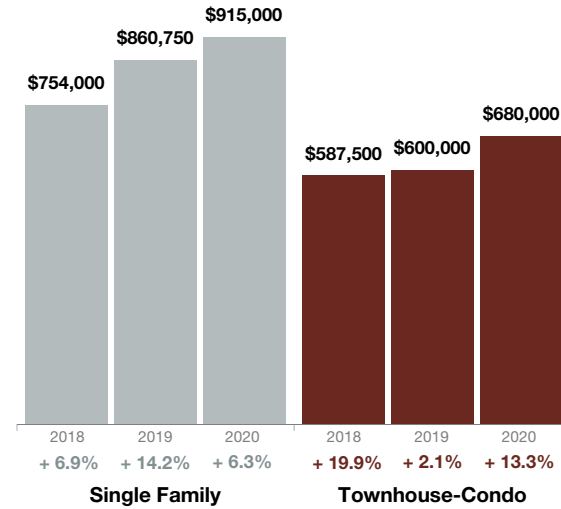
Median Sales Price



August



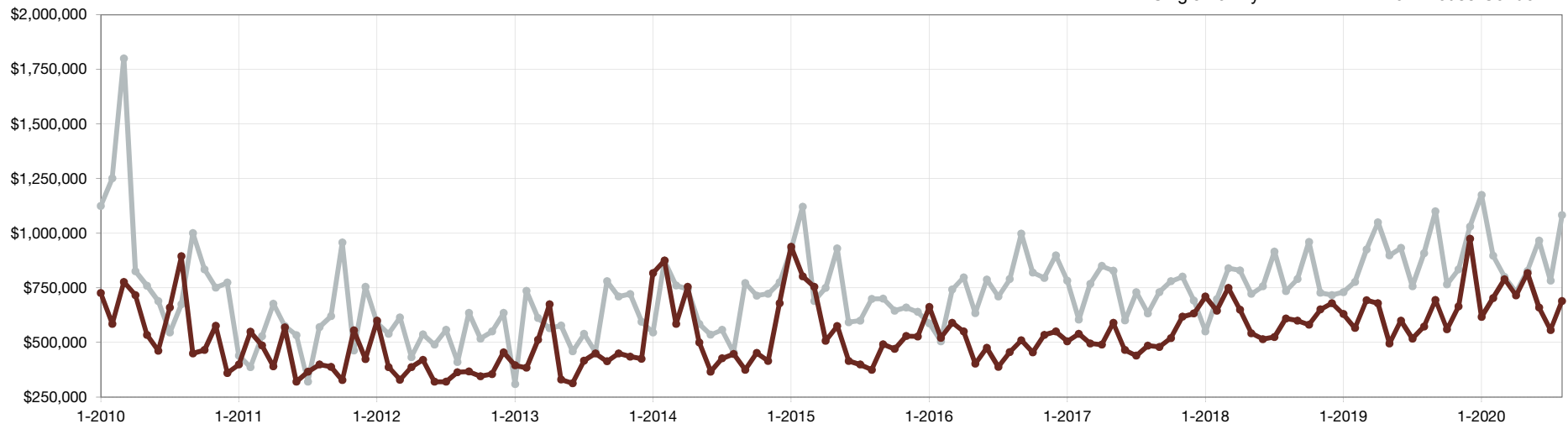
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$800,000	-13.5%	\$789,000	+13.9%
Apr-2020	\$730,000	-30.5%	\$715,000	+5.3%
May-2020	\$827,428	-7.9%	\$817,500	+65.2%
Jun-2020	\$966,500	+3.6%	\$660,000	+10.0%
Jul-2020	\$783,500	+3.5%	\$557,000	+7.6%
Aug-2020	\$1,082,500	+19.2%	\$690,000	+20.4%
12-Month Avg*	\$905,000	+6.5%	\$680,000	+12.6%

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

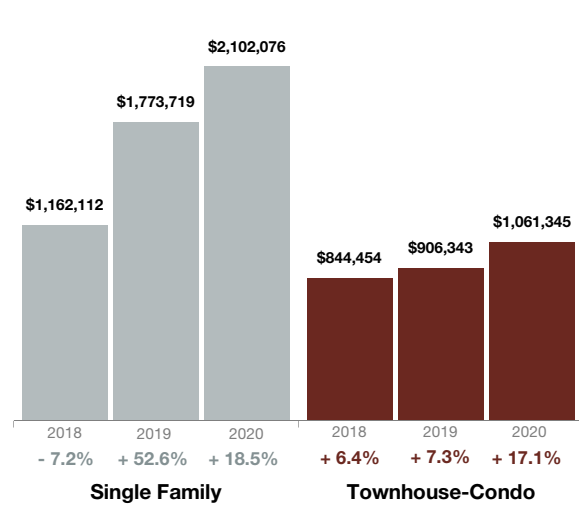
Historical Median Sales Price by Month



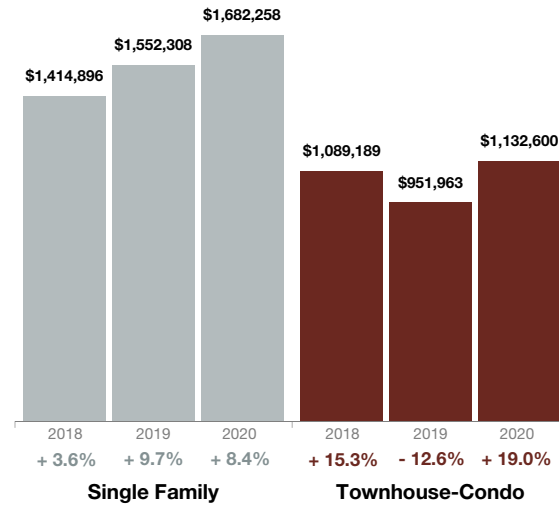
Average Sales Price



August



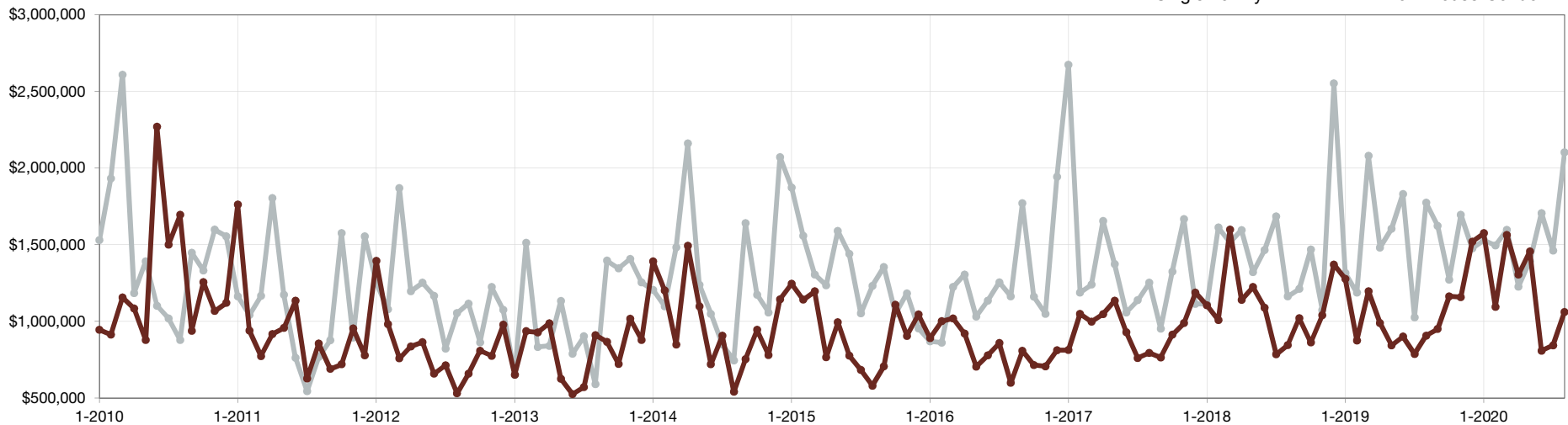
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$1,597,044	-23.2%	\$1,562,696	+30.6%
Apr-2020	\$1,226,802	-17.2%	\$1,304,640	+31.9%
May-2020	\$1,392,532	-13.2%	\$1,456,462	+72.7%
Jun-2020	\$1,706,023	-6.8%	\$808,791	-10.2%
Jul-2020	\$1,462,242	+42.5%	\$843,524	+7.2%
Aug-2020	\$2,102,076	+18.5%	\$1,061,345	+17.1%
12-Month Avg*	\$1,618,060	+6.8%	\$1,145,287	+16.6%

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

Historical Average Sales Price by Month

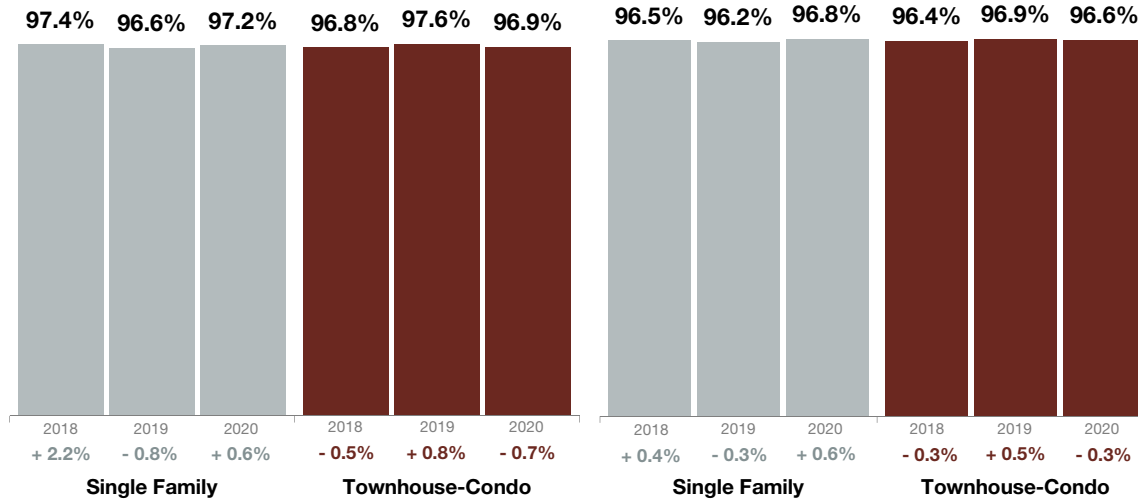


Percent of List Price Received



August

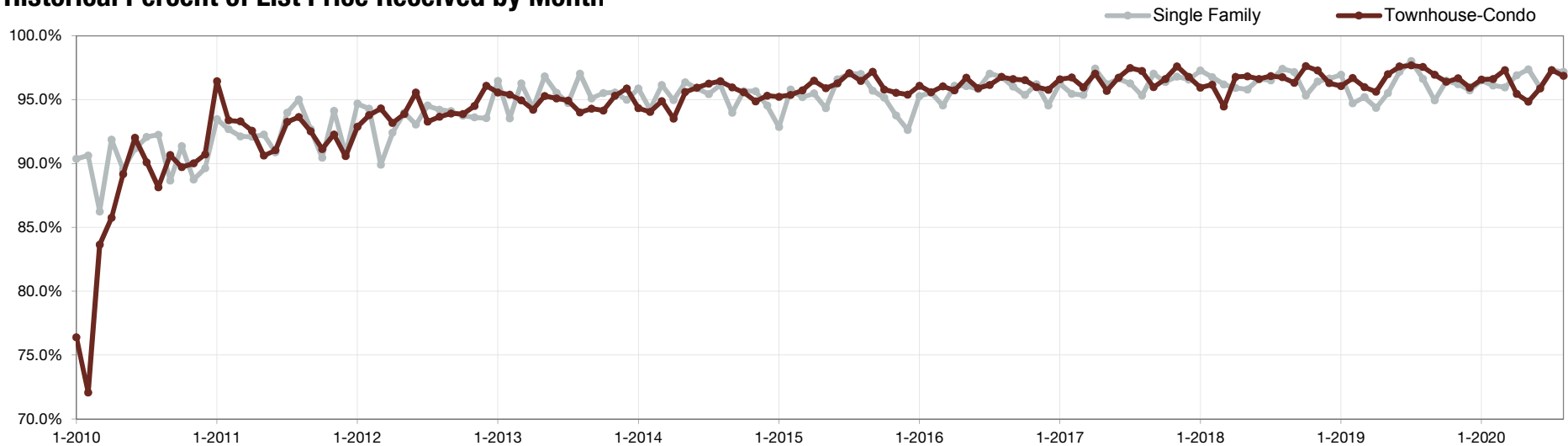
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	96.0%	+0.8%	97.3%	+1.4%
Apr-2020	96.9%	+2.6%	95.4%	-0.2%
May-2020	97.4%	+2.0%	94.8%	-2.3%
Jun-2020	96.0%	-1.2%	95.9%	-1.7%
Jul-2020	97.3%	-0.7%	97.3%	-0.4%
Aug-2020	97.2%	+0.6%	96.9%	-0.7%
12-Month Avg*	96.5%	+0.2%	96.6%	-0.3%

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

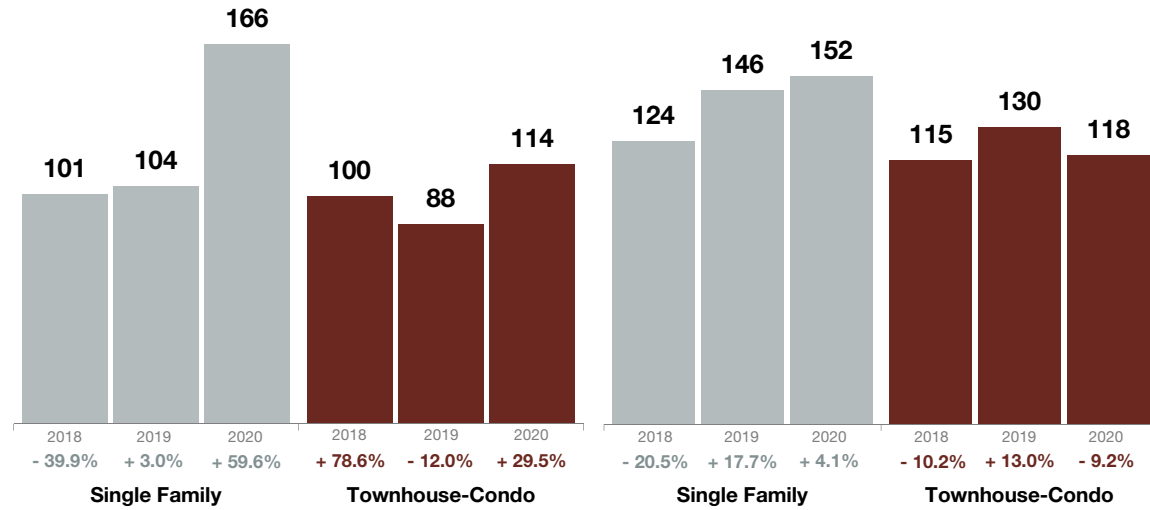
Historical Percent of List Price Received by Month



Days on Market Until Sale



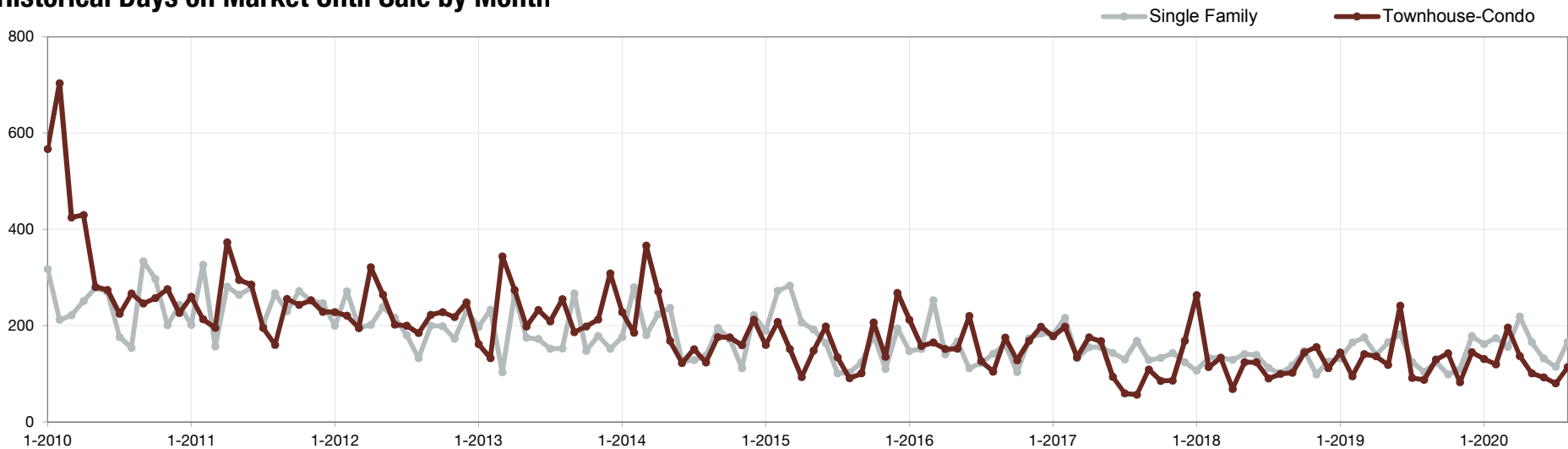
August



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	124	+6.0%	129	+26.5%
Oct-2019	99	-33.1%	142	-1.4%
Nov-2019	109	+10.1%	82	-47.1%
Dec-2019	178	+42.4%	145	+30.6%
Jan-2020	162	+22.7%	131	-9.0%
Feb-2020	174	+5.5%	120	+26.3%
Mar-2020	156	-10.9%	196	+39.0%
Apr-2020	219	+56.4%	137	+0.7%
May-2020	165	0.0%	101	-14.4%
Jun-2020	131	-28.0%	93	-61.4%
Jul-2020	114	-8.1%	80	-12.1%
Aug-2020	166	+59.6%	114	+29.5%
12-Month Avg*	138	+3.1%	130	-6.6%

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

Historical Days on Market Until Sale by Month

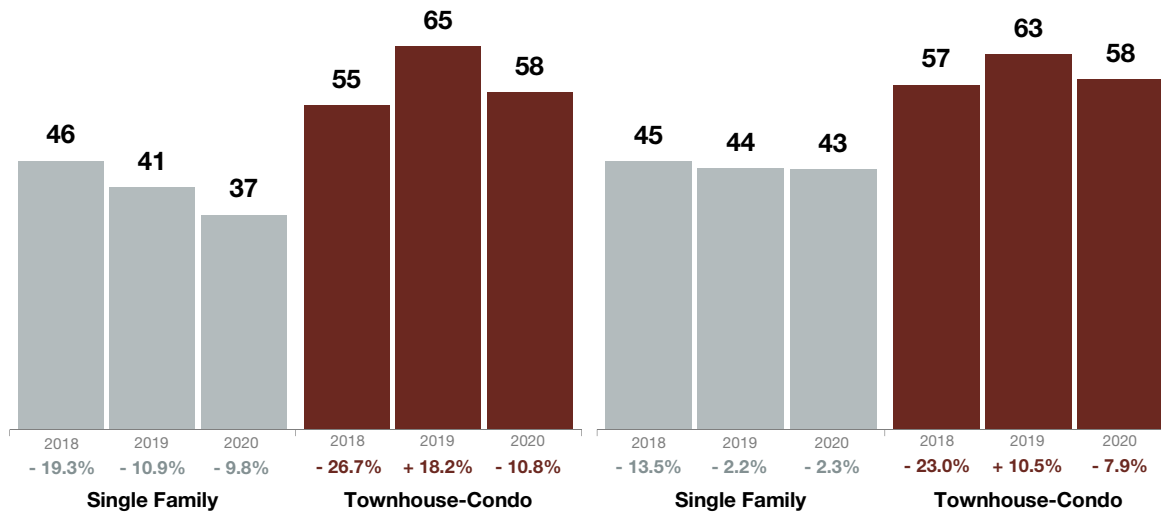


Housing Affordability Index



August

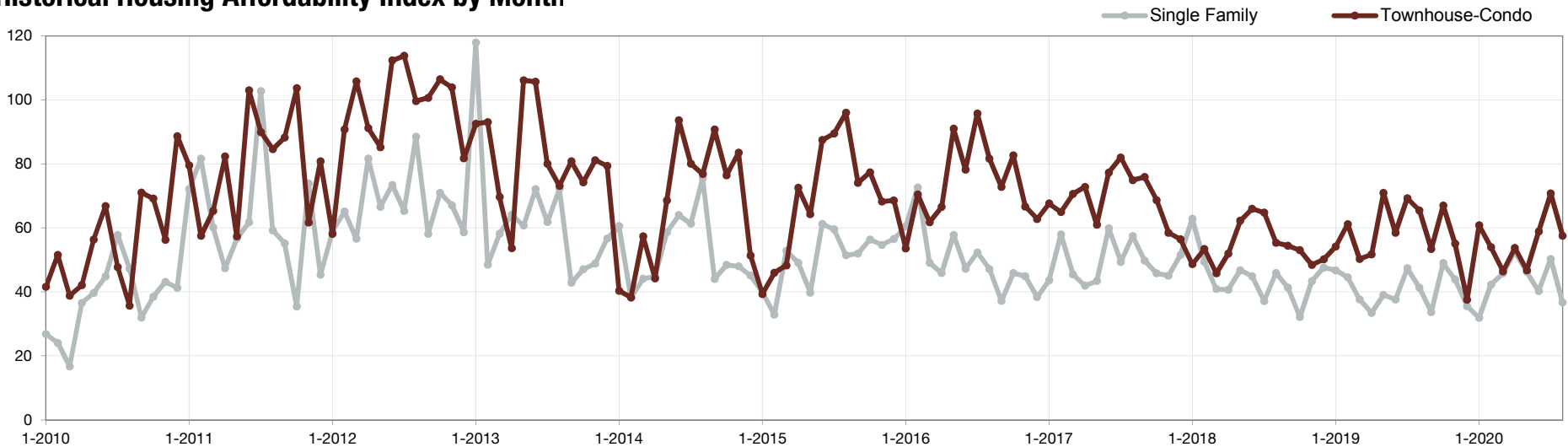
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	46	+21.1%	46	-8.0%
Apr-2020	53	+60.6%	54	+3.8%
May-2020	46	+17.9%	47	-33.8%
Jun-2020	40	+5.3%	59	+1.7%
Jul-2020	50	+6.4%	71	+2.9%
Aug-2020	37	-9.8%	58	-10.8%
12-Month Avg*	42	-9.8%	41	+1.2%

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

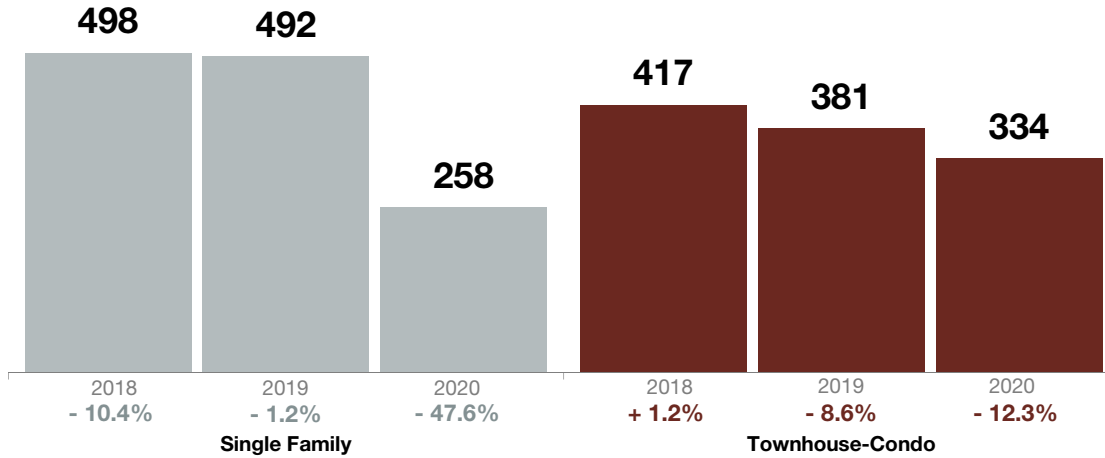
Historical Housing Affordability Index by Month



Inventory of Active Listings

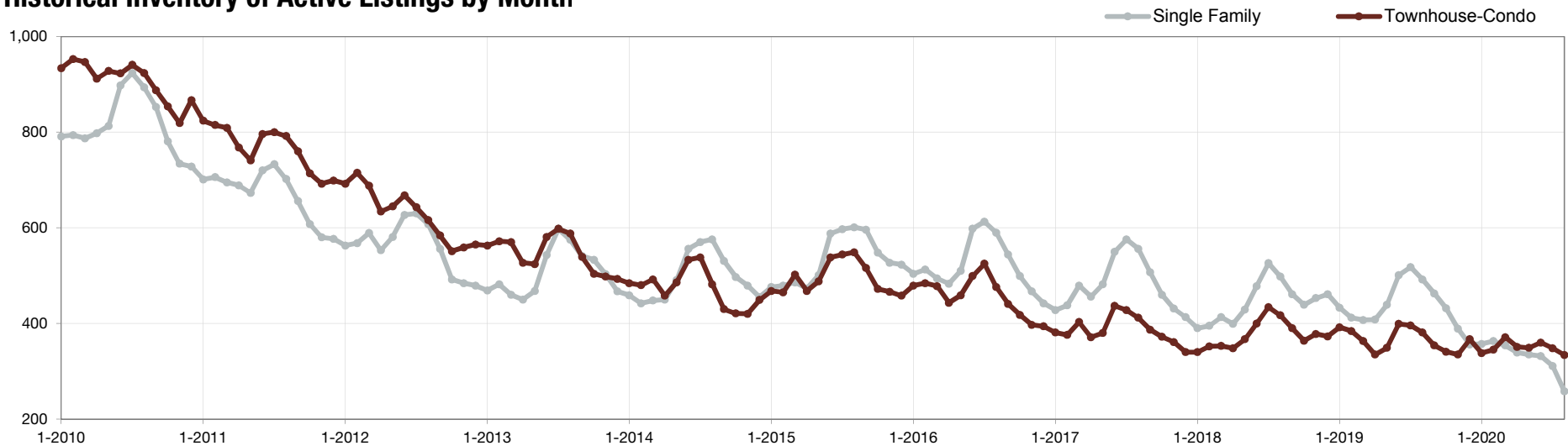


August



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	463	+0.4%	354	-9.2%
Oct-2019	432	-1.6%	341	-6.3%
Nov-2019	389	-14.1%	335	-11.4%
Dec-2019	356	-22.8%	367	-1.6%
Jan-2020	357	-17.6%	338	-13.8%
Feb-2020	363	-11.9%	345	-10.2%
Mar-2020	354	-13.0%	371	+2.2%
Apr-2020	339	-16.9%	351	+4.8%
May-2020	335	-23.7%	349	0.0%
Jun-2020	332	-33.7%	360	-9.8%
Jul-2020	311	-40.0%	348	-12.1%
Aug-2020	258	-47.6%	334	-12.3%
12-Month Avg	357	-20.9%	349	-6.9%

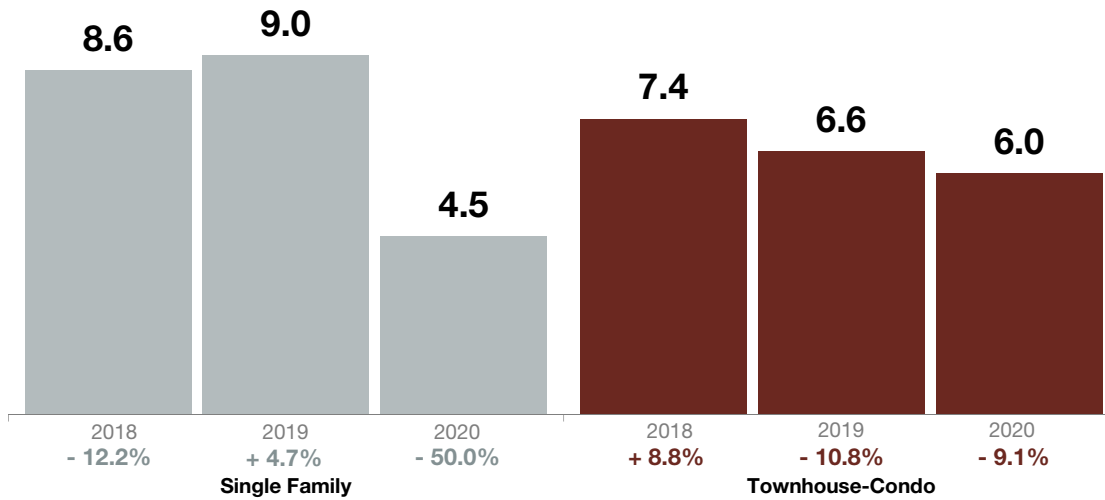
Historical Inventory of Active Listings by Month



Months Supply of Inventory



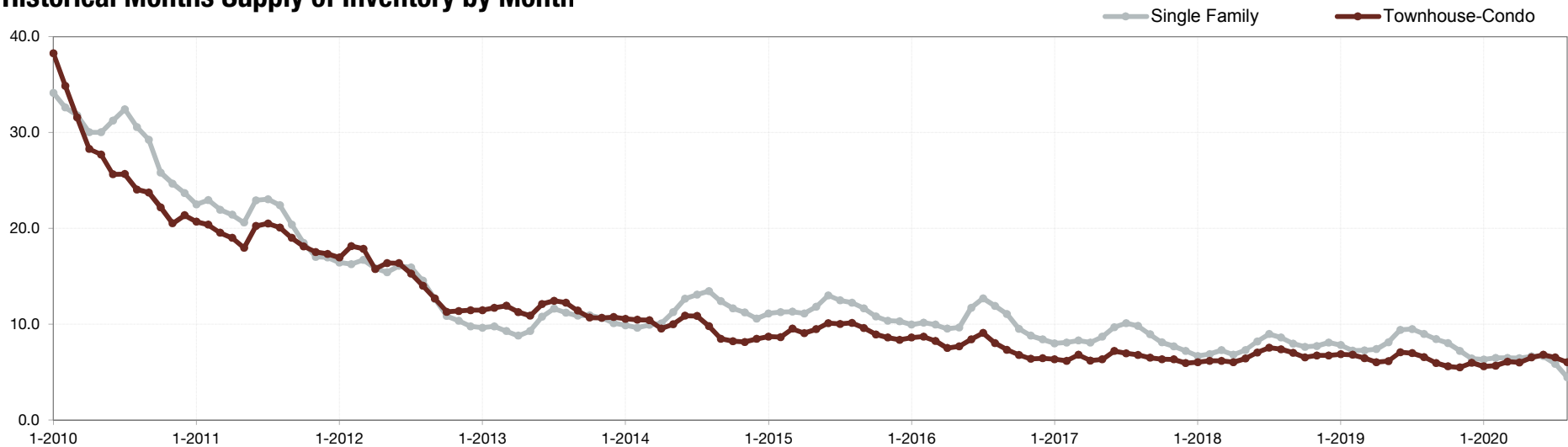
August



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	8.4	+5.0%	5.9	-15.7%
Oct-2019	8.0	+5.3%	5.6	-13.8%
Nov-2019	7.2	-6.5%	5.5	-17.9%
Dec-2019	6.4	-21.0%	6.0	-10.4%
Jan-2020	6.3	-19.2%	5.6	-18.8%
Feb-2020	6.5	-9.7%	5.7	-16.2%
Mar-2020	6.5	-11.0%	6.1	-4.7%
Apr-2020	6.4	-13.5%	6.0	0.0%
May-2020	6.6	-18.5%	6.5	+6.6%
Jun-2020	6.7	-28.7%	6.8	-4.2%
Jul-2020	5.9	-37.9%	6.5	-7.1%
Aug-2020	4.5	-50.0%	6.0	-9.1%
12-Month Avg	6.6	-18.2%	6.0	-9.6%

* Months Supply for all properties from September 2019 through August 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	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		175	290	+ 65.7%	1,355	1,412	+ 4.2%
Pending Sales		175	316	+ 80.6%	1,030	1,192	+ 15.7%
Closed Sales		141	225	+ 59.6%	868	826	- 4.8%
Median Sales Price		\$699,000	\$825,000	+ 18.0%	\$695,000	\$771,250	+ 11.0%
Average Sales Price		\$1,343,107	\$1,662,656	+ 23.8%	\$1,229,131	\$1,418,470	+ 15.4%
Pct. of List Price Received		97.1%	97.0%	- 0.1%	96.6%	96.7%	+ 0.1%
Days on Market Until Sale		96	144	+ 50.0%	137	135	- 1.5%
Housing Affordability Index		54	48	- 10.3%	54	51	- 4.6%
Inventory of Active Listings		882	595	- 32.5%	--	--	--
Months Supply of Inventory		7.8	5.2	- 33.3%	--	--	--

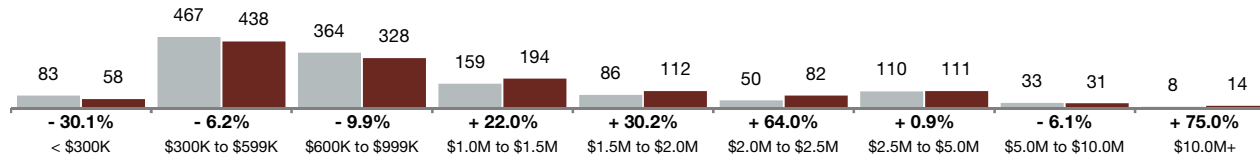
Closed Sales

Actual sales that have closed in a given month.



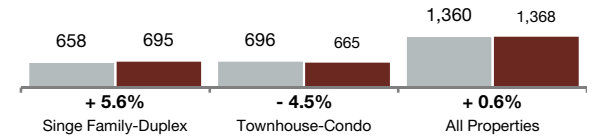
By Price Range – All Properties – Rolling 12 Months

■ 8-2019 ■ 8-2020



By Property Type

■ 8-2019 ■ 8-2020



Rolling 12 Months

By Price Range	Single Family-Duplex			Townhouse-Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$299,999 and Below	31	29	-6.5%	47	26	-44.7%
\$300,000 to \$599,999	173	182	+5.2%	293	254	-13.3%
\$600,000 to \$999,999	180	160	-11.1%	184	167	-9.2%
\$1,000,000 to \$1,499,999	92	114	+23.9%	67	79	+17.9%
\$1,500,00 to \$1,999,999	48	64	+33.3%	38	48	+26.3%
\$2,000,000 to \$2,499,999	34	43	+26.5%	16	38	+137.5%
\$2,500,000 to \$4,999,999	76	72	-5.3%	34	39	+14.7%
\$5,000,000 to \$9,999,999	17	20	+17.6%	16	11	-31.3%
\$10,000,000 and Above	7	11	+57.1%	1	3	+200.0%
All Price Ranges	658	695	+5.6%	696	665	-4.5%

Compared to Prior Month

By Price Range	Single Family-Duplex			Townhouse-Condo		
	7-2020	8-2020	Change	7-2020	8-2020	Change
\$299,999 and Below	3	4	+33.3%	6	2	-66.7%
\$300,000 to \$599,999	35	27	-22.9%	33	33	0.0%
\$600,000 to \$999,999	25	29	+16.0%	14	32	+128.6%
\$1,000,000 to \$1,499,999	14	23	+64.3%	7	10	+42.9%
\$1,500,00 to \$1,999,999	8	15	+87.5%	4	8	+100.0%
\$2,000,000 to \$2,499,999	5	9	+80.0%	1	4	+300.0%
\$2,500,000 to \$4,999,999	10	13	+30.0%	5	4	-20.0%
\$5,000,000 to \$9,999,999	0	7	--	0	2	--
\$10,000,000 and Above	2	3	+50.0%	0	0	--
All Price Ranges	102	130	+27.5%	70	95	+35.7%

Year to Date

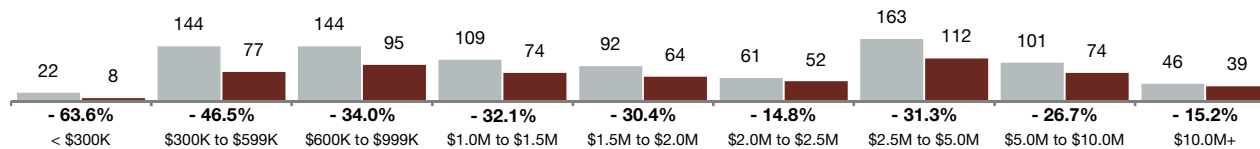
By Price Range	Single Family-Duplex			Townhouse-Condo		
	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	18	17	-5.6%	28	16	-42.9%
\$300,000 to \$599,999	109	109	0.0%	200	147	-26.5%
\$600,000 to \$999,999	106	104	-1.9%	122	105	-13.9%
\$1,000,000 to \$1,499,999	60	71	+18.3%	40	43	+7.5%
\$1,500,00 to \$1,999,999	23	39	+69.6%	28	23	-17.9%
\$2,000,000 to \$2,499,999	24	28	+16.7%	13	24	+84.6%
\$2,500,000 to \$4,999,999	48	43	-10.4%	21	23	+9.5%
\$5,000,000 to \$9,999,999	11	14	+27.3%	8	6	-25.0%
\$10,000,000 and Above	5	7	+40.0%	1	2	+100.0%
All Price Ranges	404	432	+6.9%	461	389	-15.6%

Inventory of Active Listings

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

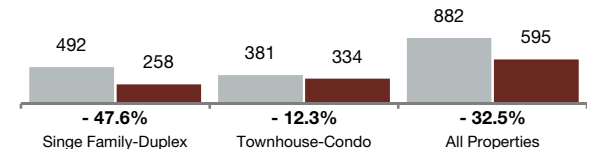
By Price Range – All Properties

■ 8-2019 ■ 8-2020



By Property Type

■ 8-2019 ■ 8-2020



Year over Year

By Price Range	Single Family-Duplex			Townhouse-Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$299,999 and Below	7	5	-28.6%	11	1	-90.9%
\$300,000 to \$599,999	49	14	-71.4%	91	62	-31.9%
\$600,000 to \$999,999	73	26	-64.4%	71	69	-2.8%
\$1,000,000 to \$1,499,999	60	33	-45.0%	48	41	-14.6%
\$1,500,00 to \$1,999,999	59	33	-44.1%	33	31	-6.1%
\$2,000,000 to \$2,499,999	35	19	-45.7%	26	33	+26.9%
\$2,500,000 to \$4,999,999	116	57	-50.9%	47	55	+17.0%
\$5,000,000 to \$9,999,999	59	40	-32.2%	42	34	-19.0%
\$10,000,000 and Above	34	31	-8.8%	12	8	-33.3%
All Price Ranges	492	258	-47.6%	381	334	-12.3%

Compared to Prior Month

By Price Range	Single Family-Duplex			Townhouse-Condo		
	7-2020	8-2020	Change	7-2020	8-2020	Change
\$299,999 and Below	3	5	+66.7%	2	1	-50.0%
\$300,000 to \$599,999	19	14	-26.3%	81	62	-23.5%
\$600,000 to \$999,999	29	26	-10.3%	82	69	-15.9%
\$1,000,000 to \$1,499,999	39	33	-15.4%	41	41	0.0%
\$1,500,00 to \$1,999,999	45	33	-26.7%	29	31	+6.9%
\$2,000,000 to \$2,499,999	20	19	-5.0%	29	33	+13.8%
\$2,500,000 to \$4,999,999	80	57	-28.8%	50	55	+10.0%
\$5,000,000 to \$9,999,999	47	40	-14.9%	26	34	+30.8%
\$10,000,000 and Above	29	31	+6.9%	8	8	0.0%
All Price Ranges	311	258	-17.0%	348	334	-4.0%

Year to Date

Single Family-Duplex	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



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.