

Monthly Indicators



February 2020

New Listings were down 20.3 percent for the Single Family-Duplex category and 8.7 percent for the Townhouse-Condo category. Pending Sales decreased 24.6 percent for Single Family-Duplex but increased 3.0 percent for Townhouse-Condo.

The Median Sales Price was up 15.6 percent to \$897,500 for the Single Family-Duplex category and 24.2 percent to \$703,000 for the Townhouse-Condo category. Days on Market increased 4.7 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.

Monthly Snapshot

+ 2.4% **- 19.2%** **+ 20.9%**

One-Year Change in	One-Year Change in	One-Year Change in
Closed Sales	Active Listings	Median Sales Price
All Properties	All Properties	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.

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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	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		59	47	- 20.3%	100	108	+ 8.0%
Pending Sales		65	49	- 24.6%	115	96	- 16.5%
Closed Sales		40	34	- 15.0%	67	73	+ 9.0%
Median Sales Price		\$776,631	\$897,500	+ 15.6%	\$734,750	\$1,000,000	+ 36.1%
Average Sales Price		\$1,187,157	\$1,494,691	+ 25.9%	\$1,238,959	\$1,512,497	+ 22.1%
Pct. of List Price Received		94.7%	96.1%	+ 1.5%	95.6%	96.3%	+ 0.7%
Days on Market Until Sale		149	156	+ 4.7%	137	152	+ 10.9%
Housing Affordability Index		45	42	- 6.7%	47	38	- 19.1%
Inventory of Active Listings		415	327	- 21.2%	--	--	--
Months Supply of Inventory		7.3	5.8	- 20.5%	--	--	--

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.

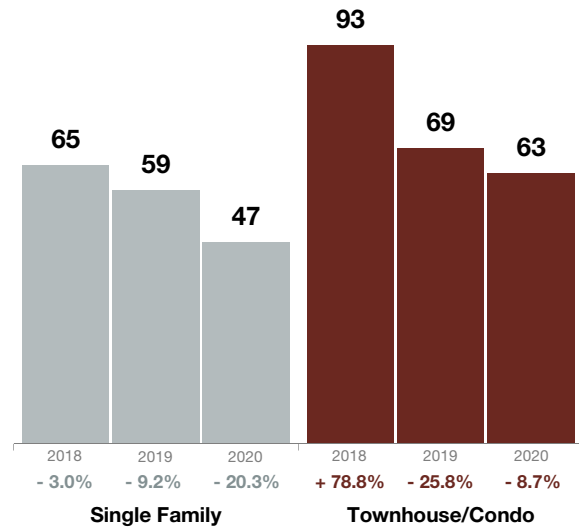


Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		69	63	- 8.7%	159	115	- 27.7%
Pending Sales		67	69	+ 3.0%	122	143	+ 17.2%
Closed Sales		42	49	+ 16.7%	88	83	- 5.7%
Median Sales Price		\$566,225	\$703,000	+ 24.2%	\$597,500	\$669,500	+ 12.1%
Avg. Sales Price		\$874,888	\$1,094,217	+ 25.1%	\$1,085,040	\$1,291,319	+ 19.0%
Pct. of List Price Received		96.7%	96.6%	- 0.1%	96.4%	96.6%	+ 0.2%
Days on Market Until Sale		87	117	+ 34.5%	110	112	+ 1.8%
Affordability Index		61	54	- 11.5%	58	57	- 1.7%
Active Listings		386	314	- 18.7%	--	--	--
Months Supply		6.8	5.1	- 25.0%	--	--	--

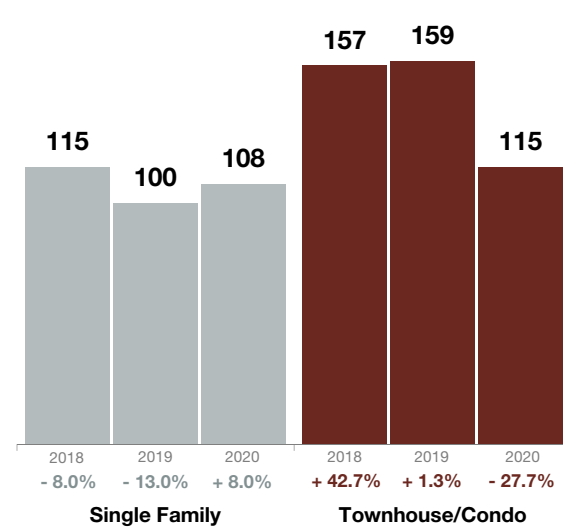
New Listings



February

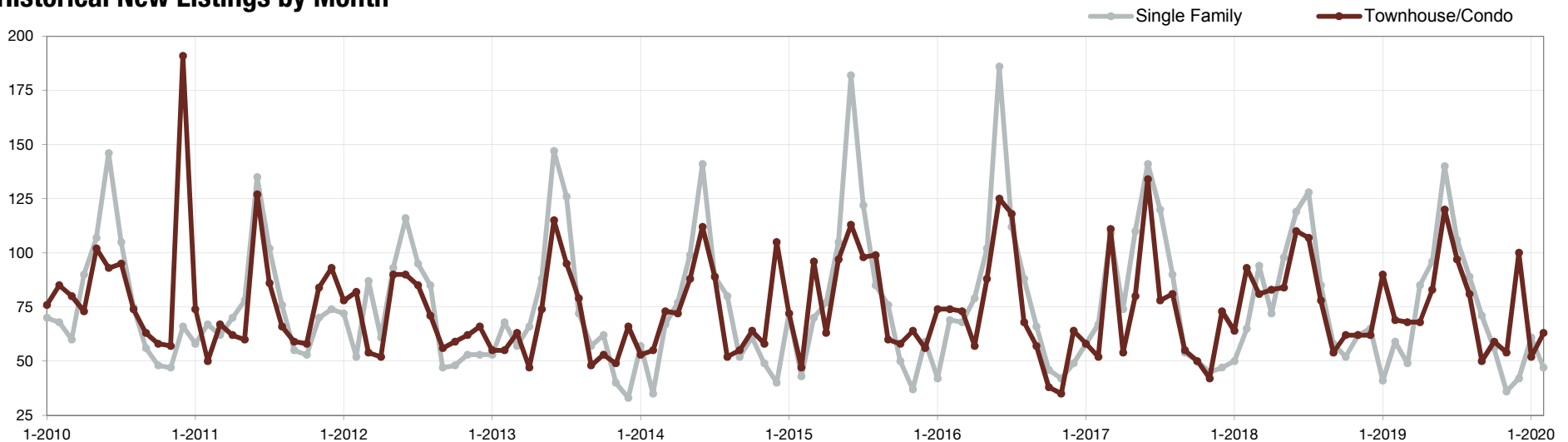


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2019	49	-47.9%	68	-16.0%
Apr-2019	85	+18.1%	68	-18.1%
May-2019	96	-2.0%	83	-1.2%
Jun-2019	140	+17.6%	120	+9.1%
Jul-2019	106	-17.2%	97	-9.3%
Aug-2019	89	+4.7%	81	+3.8%
Sep-2019	71	+22.4%	50	-7.4%
Oct-2019	56	+7.7%	59	-4.8%
Nov-2019	36	-41.9%	54	-12.9%
Dec-2019	42	-35.4%	100	+61.3%
Jan-2020	61	+48.8%	52	-42.2%
Feb-2020	47	-20.3%	63	-8.7%
12-Month Avg	73	-5.9%	75	-5.0%

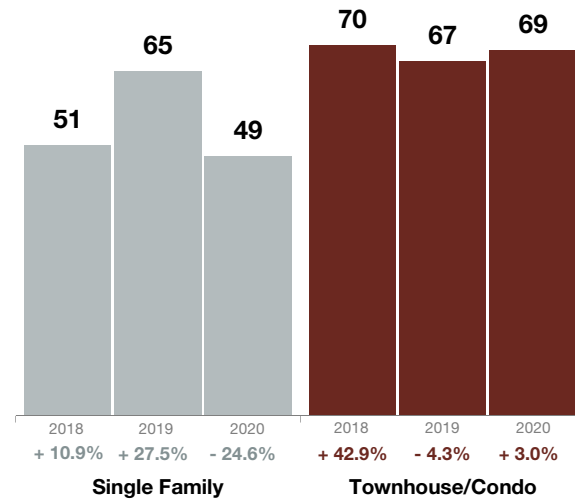
Historical New Listings by Month



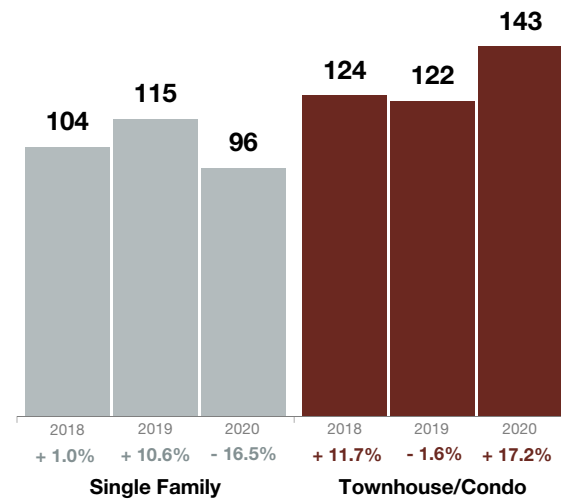
Pending Sales



February

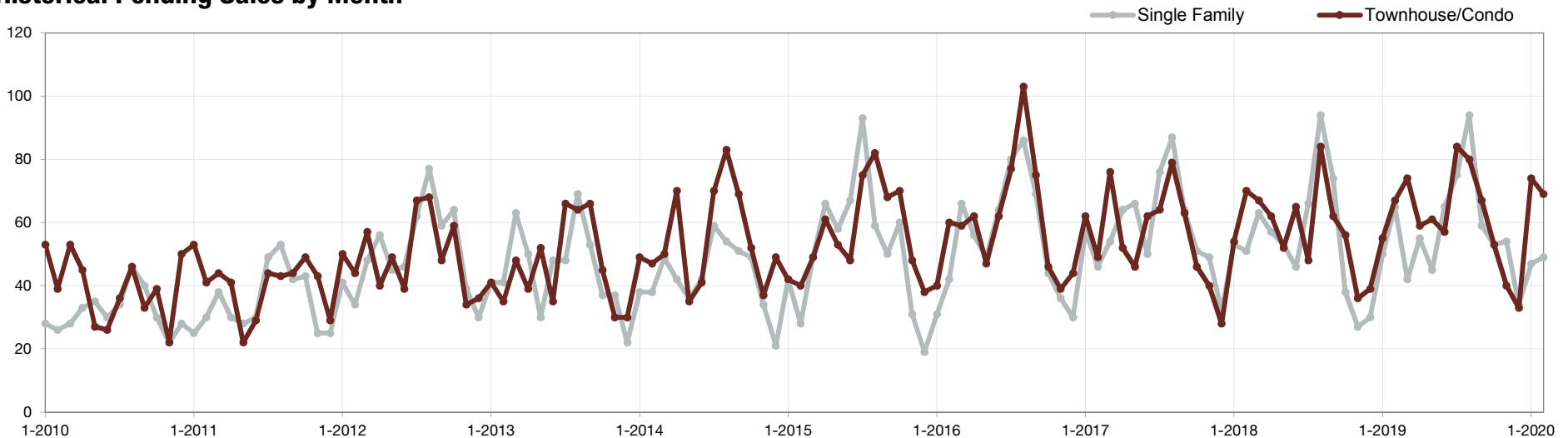


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2019	42	-33.3%	74	+10.4%
Apr-2019	55	-3.5%	59	-4.8%
May-2019	45	-15.1%	61	+17.3%
Jun-2019	65	+41.3%	57	-12.3%
Jul-2019	75	+13.6%	84	+75.0%
Aug-2019	94	0.0%	80	-4.8%
Sep-2019	59	-20.3%	67	+8.1%
Oct-2019	53	+39.5%	53	-5.4%
Nov-2019	54	+100.0%	40	+11.1%
Dec-2019	34	+13.3%	33	-15.4%
Jan-2020	47	-6.0%	74	+34.5%
Feb-2020	49	-24.6%	69	+3.0%
12-Month Avg	56	+1.4%	63	+8.4%

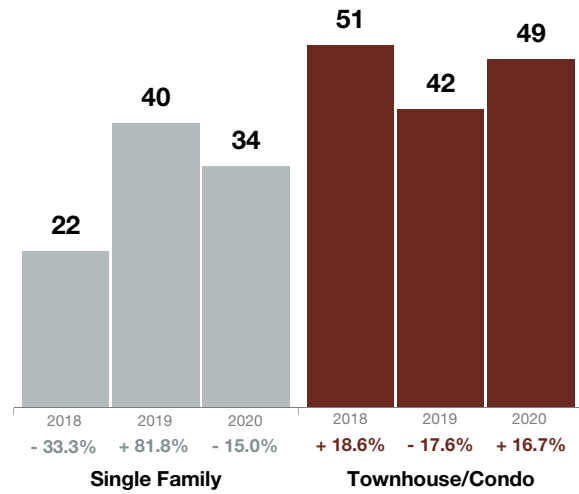
Historical Pending Sales by Month



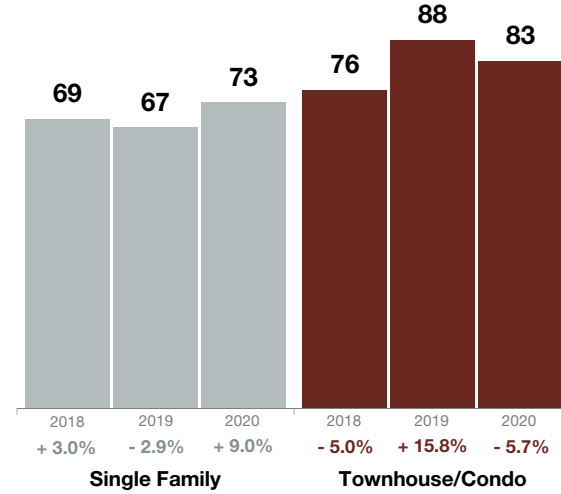
Closed Sales



February

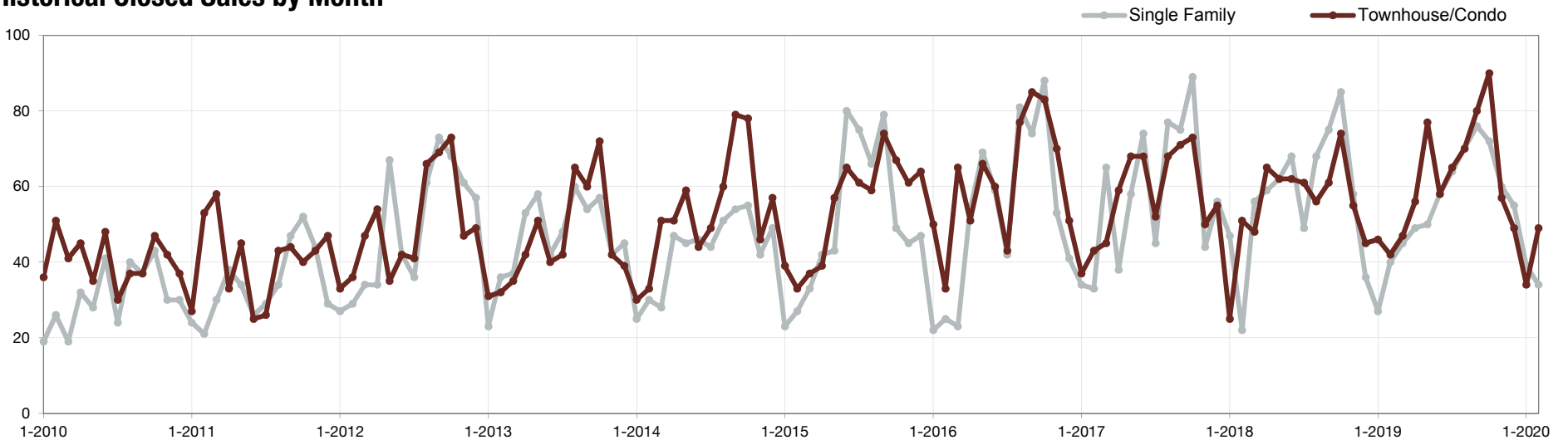


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2019	45	-19.6%	47	-2.1%
Apr-2019	49	-16.9%	56	-13.8%
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	70	+2.9%	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%
12-Month Avg	56	-1.6%	61	+8.1%

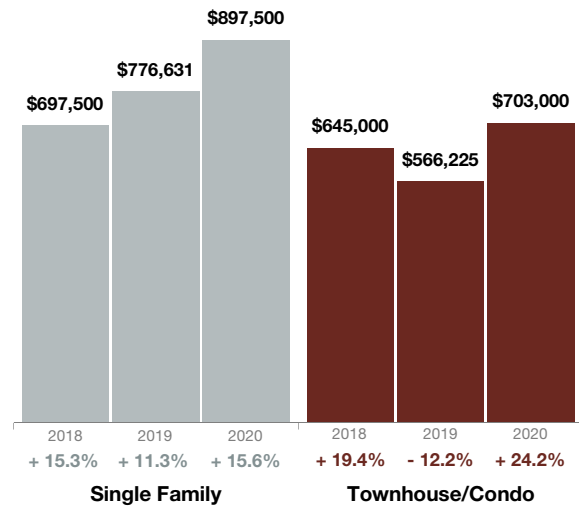
Historical Closed Sales by Month



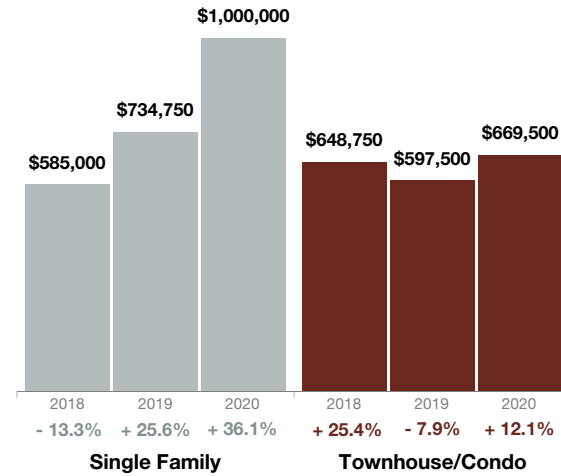
Median Sales Price



February



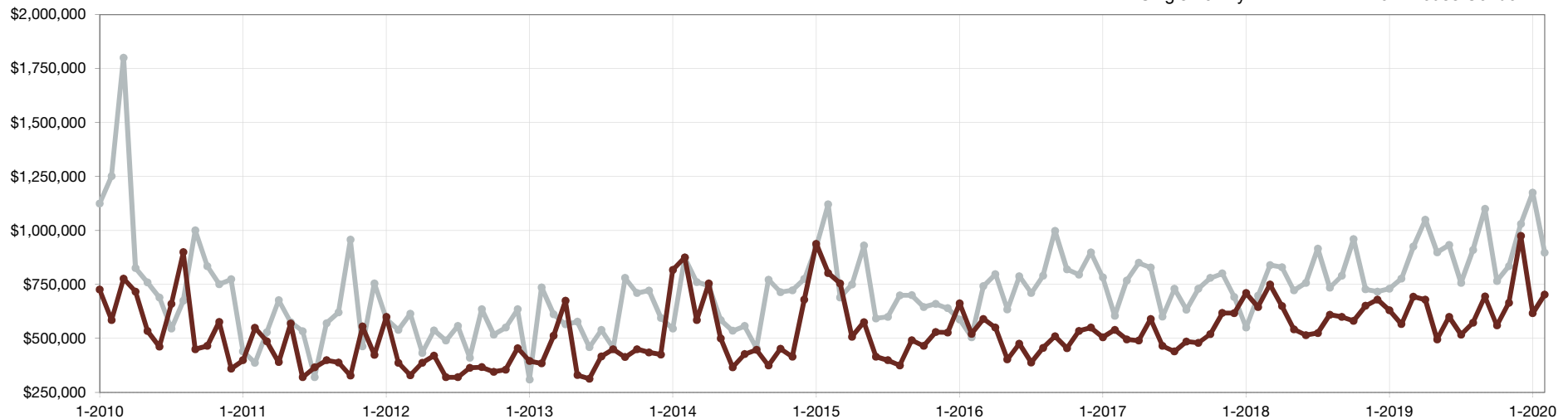
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2019	\$925,000	+10.2%	\$693,000	-7.6%
Apr-2019	\$1,050,000	+26.5%	\$679,000	+4.5%
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	\$909,500	+23.7%	\$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%
12-Month Avg*	\$900,000	+13.2%	\$633,288	+7.8%

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

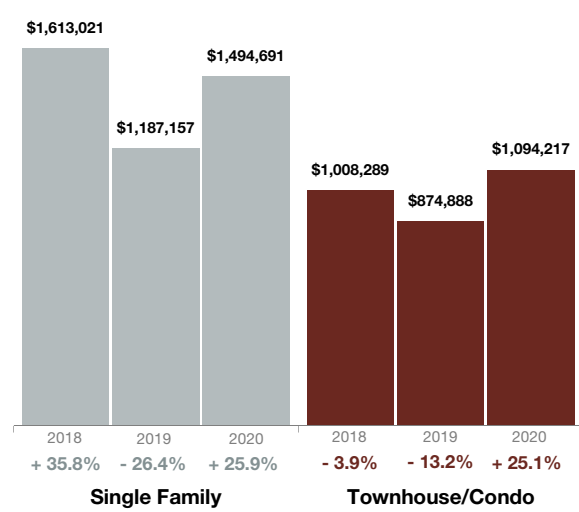
Historical Median Sales Price by Month



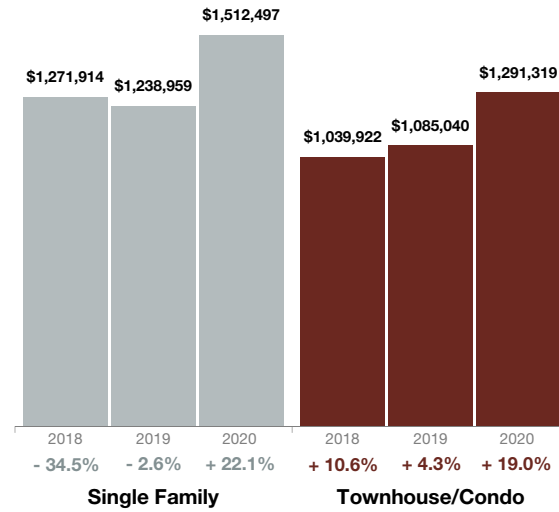
Average Sales Price



February



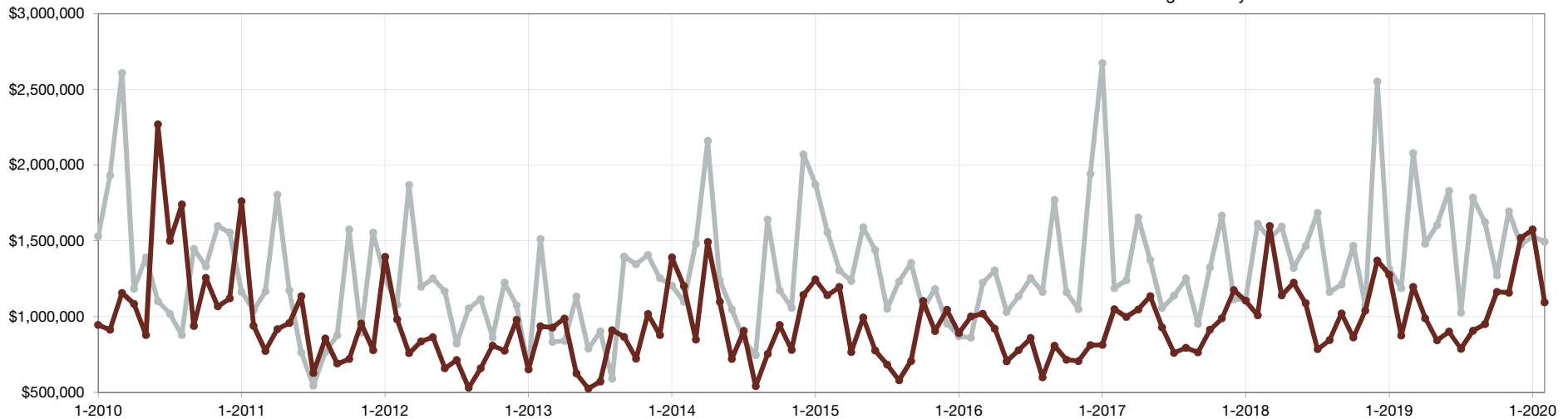
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2019	\$2,080,326	+37.3%	\$1,196,318	-25.1%
Apr-2019	\$1,480,918	-7.1%	\$989,010	-13.2%
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	\$1,786,088	+53.7%	\$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%
12-Month Avg*	\$1,564,647	+9.6%	\$1,054,079	-2.2%

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

Historical Average Sales Price by Month

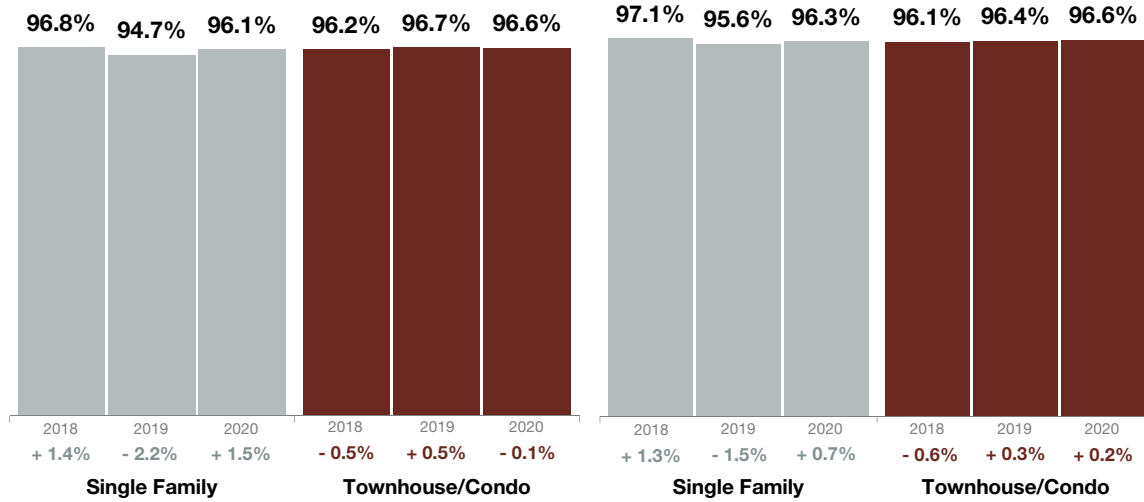


Percent of List Price Received



February

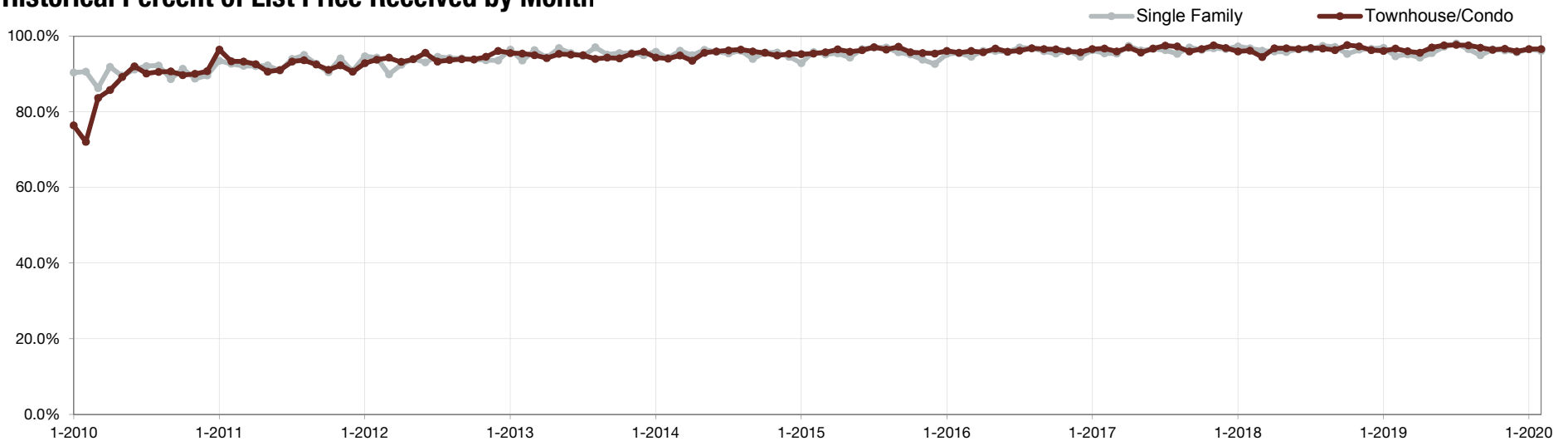
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2019	95.2%	-1.0%	96.0%	+1.6%
Apr-2019	94.4%	-1.6%	95.6%	-1.2%
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%
12-Month Avg*	96.1%	-0.2%	96.8%	+0.2%

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

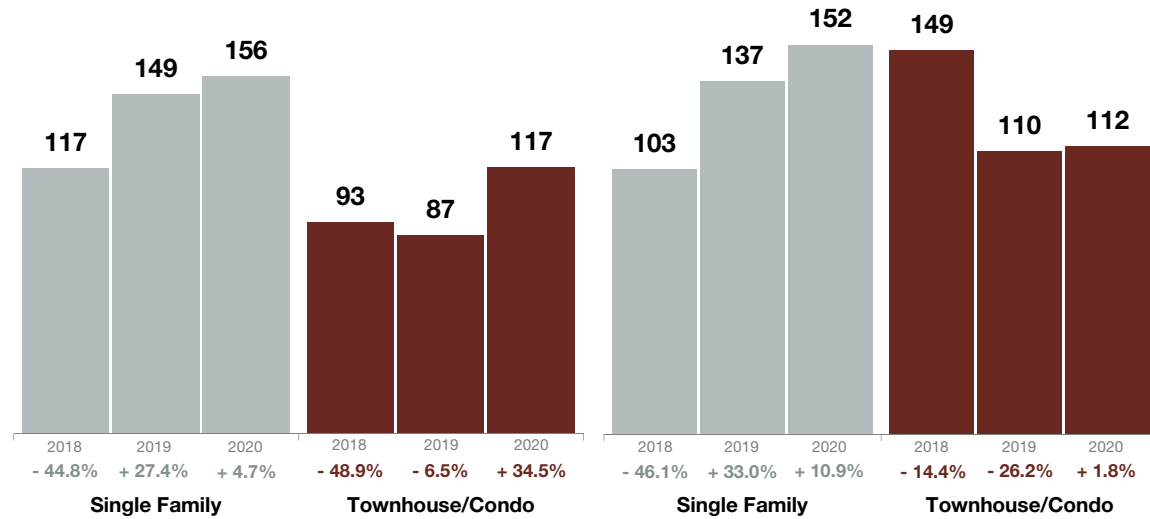
Historical Percent of List Price Received by Month



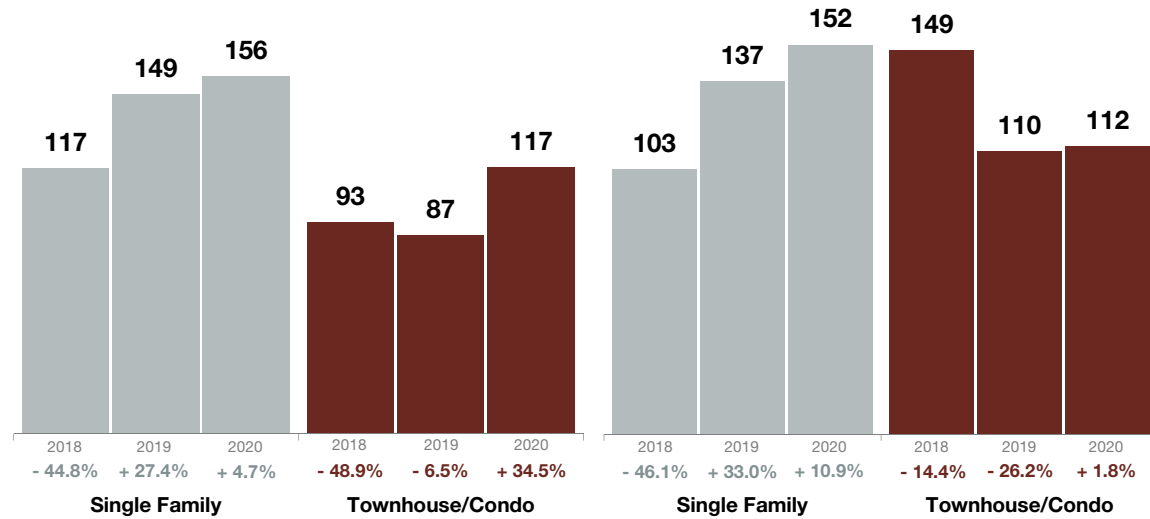
Days on Market Until Sale



February



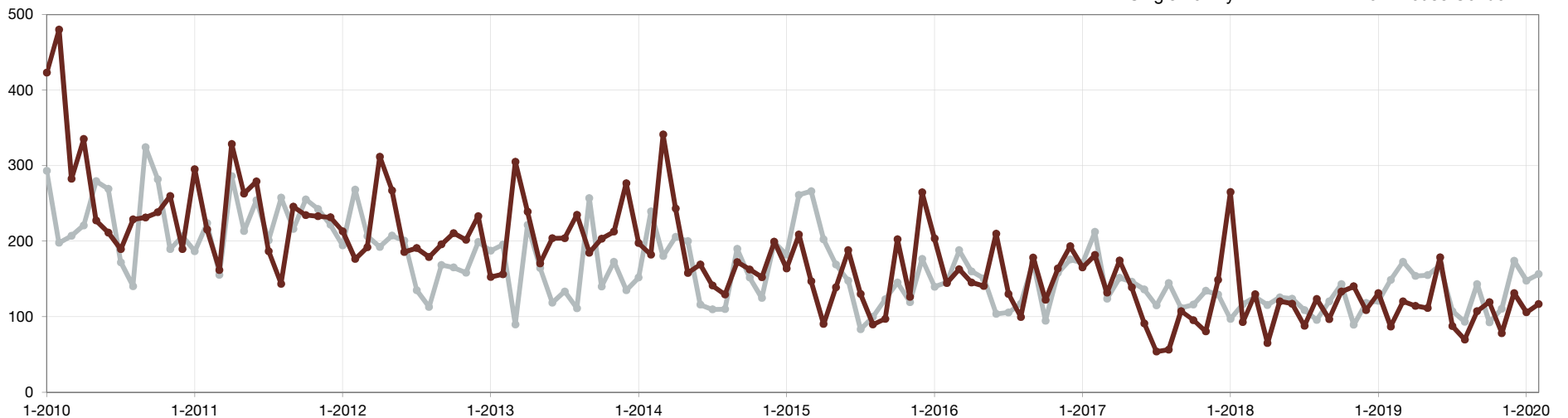
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2019	173	+37.3%	120	-7.7%
Apr-2019	154	+33.9%	114	+75.4%
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	93	-3.1%	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%
12-Month Avg*	120	+13.2%	112	-0.7%

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

Historical Days on Market Until Sale by Month

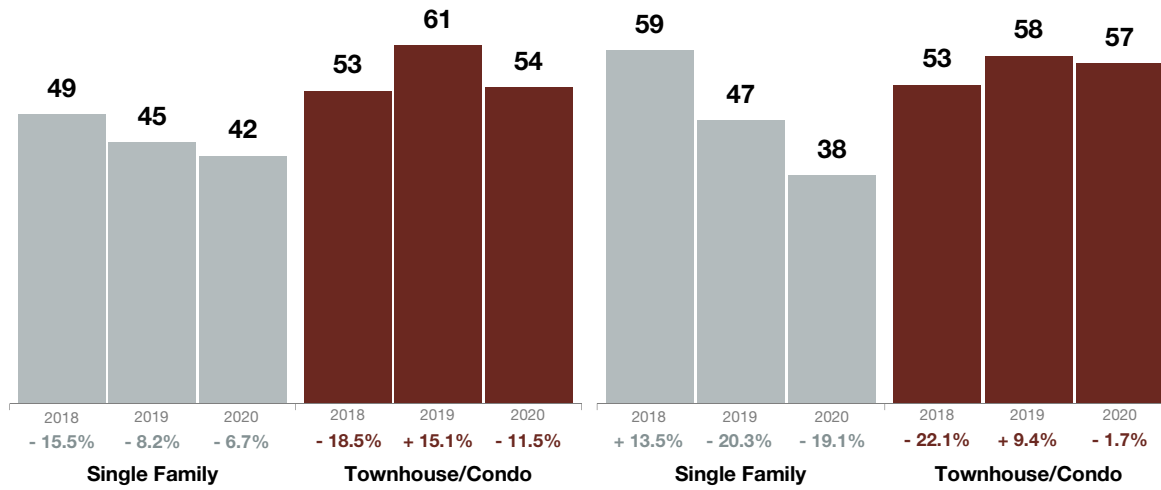


Housing Affordability Index



February

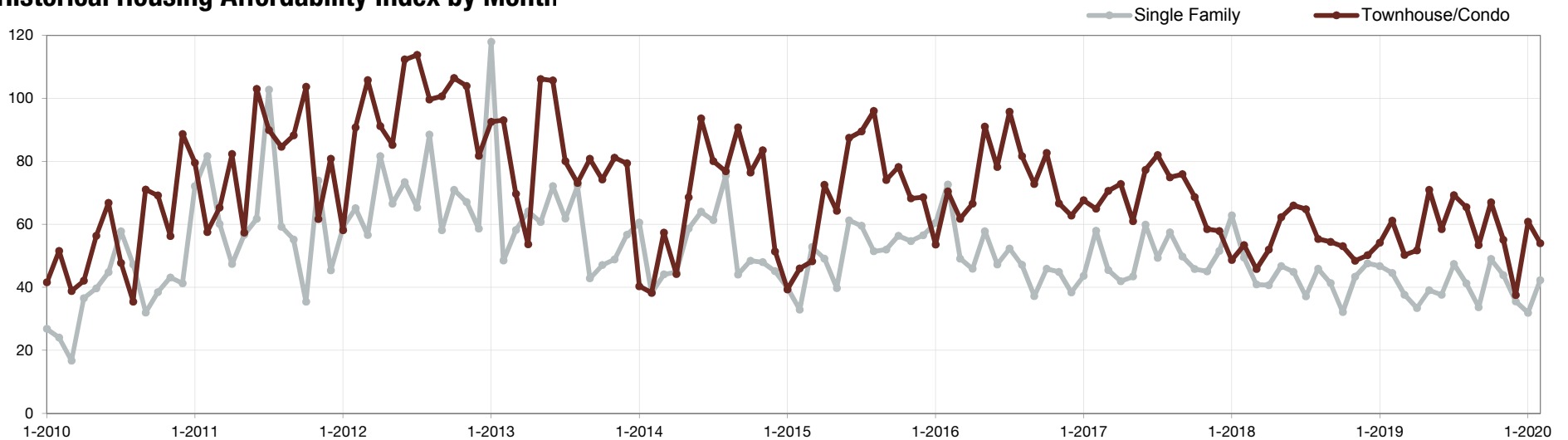
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2019	38	-7.3%	50	+8.7%
Apr-2019	33	-19.5%	52	0.0%
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%
12-Month Avg*	39	-1.6%	43	-2.9%

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

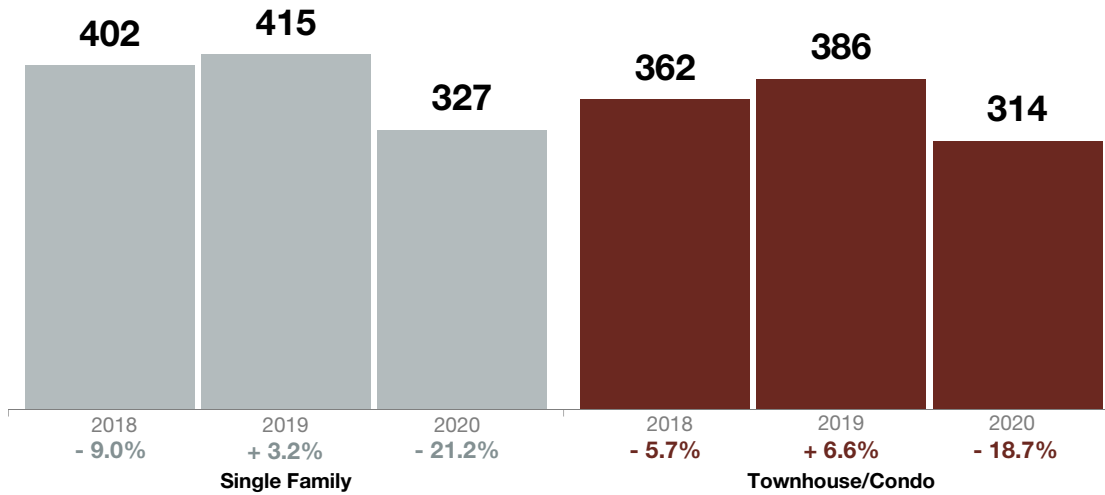
Historical Housing Affordability Index by Month



Inventory of Active Listings

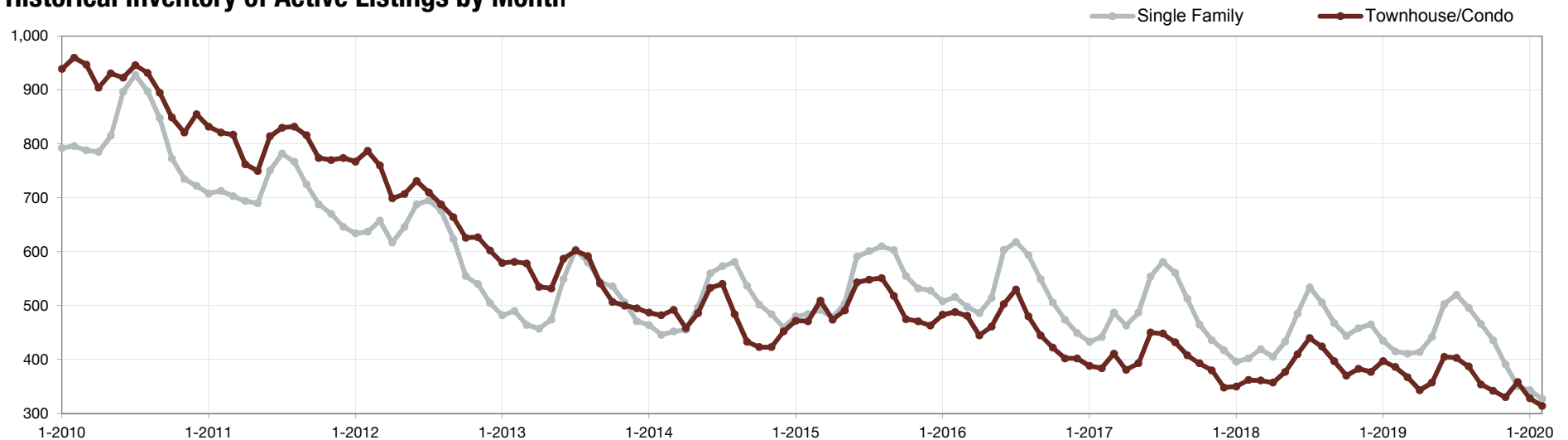


February



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2019	411	-1.9%	367	+1.7%
Apr-2019	414	+2.2%	343	-3.9%
May-2019	442	+2.1%	357	-5.3%
Jun-2019	503	+3.7%	405	-1.2%
Jul-2019	520	-2.6%	403	-8.4%
Aug-2019	496	-2.0%	387	-8.7%
Sep-2019	466	-0.4%	354	-10.8%
Oct-2019	436	-1.8%	342	-7.6%
Nov-2019	391	-14.6%	330	-13.8%
Dec-2019	351	-24.5%	358	-5.0%
Jan-2020	343	-21.1%	328	-17.4%
Feb-2020	327	-21.2%	314	-18.7%
12-Month Avg	425	-6.7%	357	-8.4%

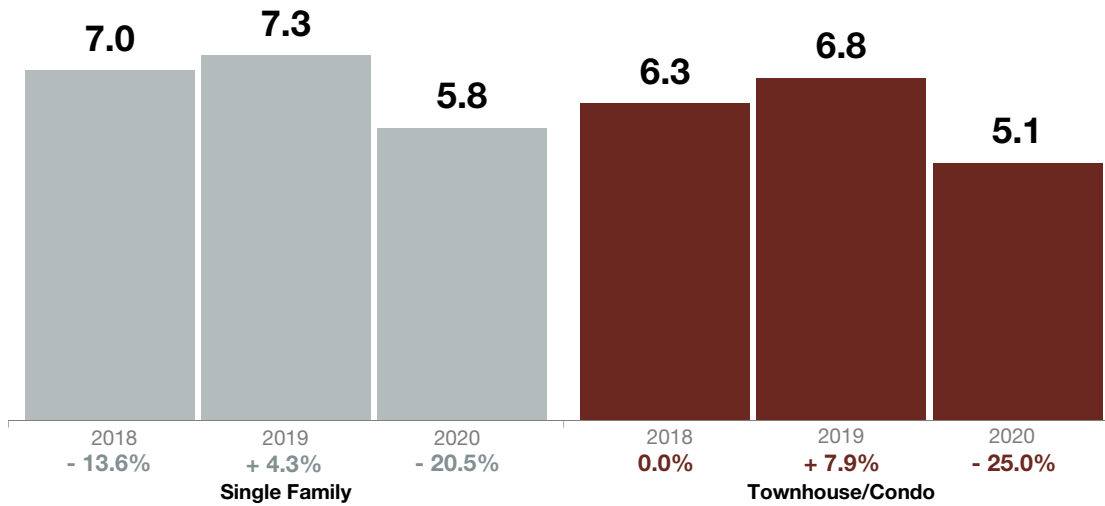
Historical Inventory of Active Listings by Month



Months Supply of Inventory



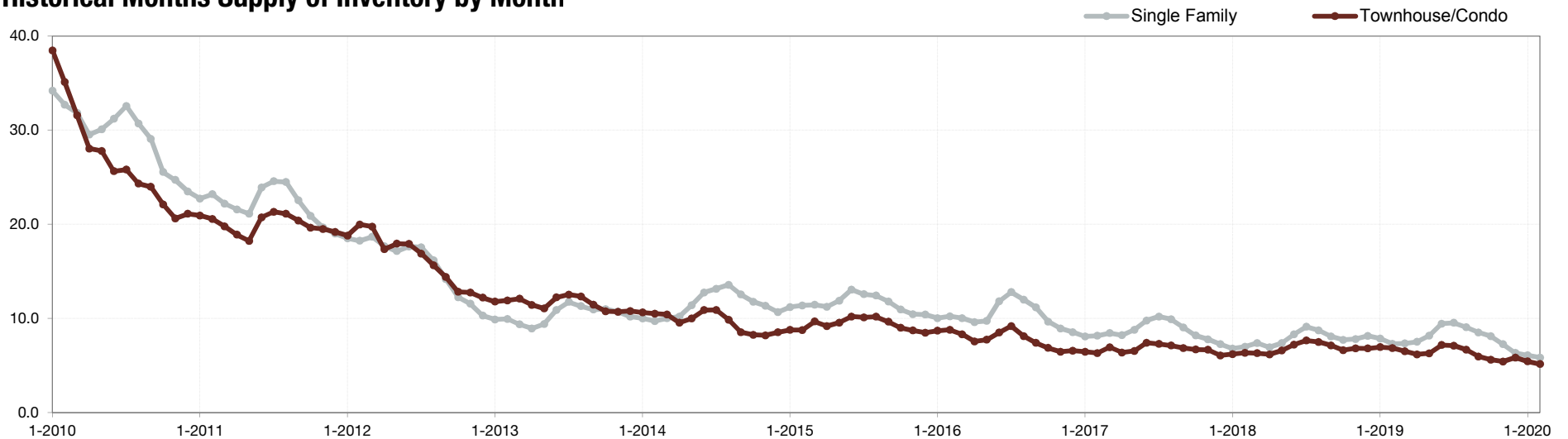
February



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2019	7.3	-1.4%	6.5	+3.2%
Apr-2019	7.5	+8.7%	6.2	0.0%
May-2019	8.2	+10.8%	6.3	-4.5%
Jun-2019	9.4	+13.3%	7.2	0.0%
Jul-2019	9.5	+4.4%	7.1	-6.6%
Aug-2019	9.1	+4.6%	6.7	-10.7%
Sep-2019	8.5	+4.9%	5.9	-16.9%
Oct-2019	8.1	+5.2%	5.6	-15.2%
Nov-2019	7.3	-6.4%	5.4	-20.6%
Dec-2019	6.3	-22.2%	5.8	-14.7%
Jan-2020	6.1	-21.8%	5.4	-21.7%
Feb-2020	5.8	-20.5%	5.1	-25.0%
12-Month Avg	7.8	-1.7%	6.1	-11.2%

* Months Supply for all properties from March 2019 through February 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	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		129	118	- 8.5%	260	232	- 10.8%
Pending Sales		133	120	- 9.8%	238	241	+ 1.3%
Closed Sales		82	84	+ 2.4%	156	158	+ 1.3%
Median Sales Price		\$663,500	\$802,500	+ 20.9%	\$656,000	\$805,000	+ 22.7%
Average Sales Price		\$1,027,214	\$1,250,430	+ 21.7%	\$1,145,793	\$1,381,443	+ 20.6%
Pct. of List Price Received		95.7%	96.2%	+ 0.5%	96.0%	96.4%	+ 0.4%
Days on Market Until Sale		117	132	+ 12.8%	122	130	+ 6.6%
Housing Affordability Index		52	47	- 9.4%	53	47	- 10.7%
Inventory of Active Listings		804	650	- 19.2%	--	--	--
Months Supply of Inventory		7.1	5.5	- 22.5%	--	--	--

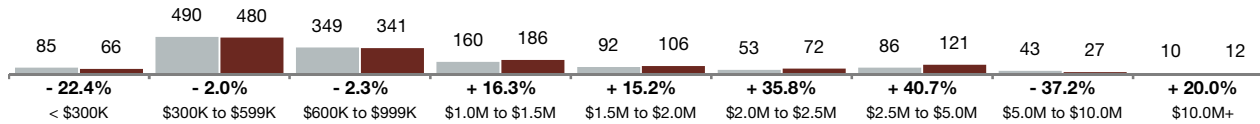
Closed Sales

Actual sales that have closed in a given month.



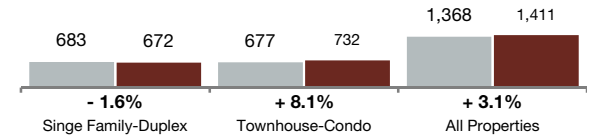
By Price Range – All Properties – Rolling 12 Months

■ 2-2019 ■ 2-2020



By Property Type

■ 2-2019 ■ 2-2020



Rolling 12 Months

Compared to Prior Month

Year to Date

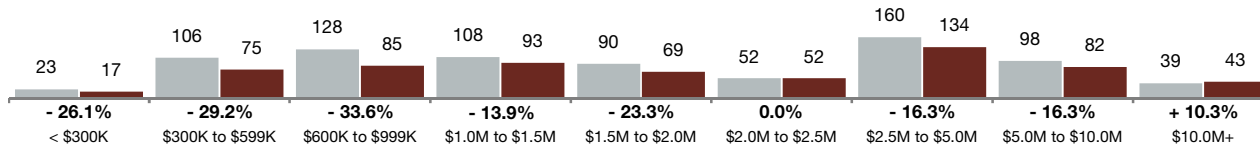
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change	1-2020	2-2020	Change	1-2020	2-2020	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	34	28	-17.6%	44	35	-20.5%	3	0	-100.0%	2	1	-50.0%	5	3	-40.0%	6	3	-50.0%
\$300,000 to \$599,999	189	175	-7.4%	300	302	+0.7%	8	7	-12.5%	14	19	+35.7%	22	15	-31.8%	38	33	-13.2%
\$600,000 to \$999,999	192	160	-16.7%	157	180	+14.6%	7	11	+57.1%	6	12	+100.0%	19	18	-5.3%	22	18	-18.2%
\$1,000,000 to \$1,499,999	101	108	+6.9%	59	78	+32.2%	7	5	-28.6%	5	4	-20.0%	7	12	+71.4%	7	9	+28.6%
\$1,500,000 to \$1,999,999	49	53	+8.2%	43	53	+23.3%	4	5	+25.0%	2	4	+100.0%	4	9	+125.0%	6	6	0.0%
\$2,000,000 to \$2,499,999	33	39	+18.2%	20	33	+65.0%	2	1	-50.0%	2	7	+250.0%	3	3	0.0%	3	9	+200.0%
\$2,500,000 to \$4,999,999	57	83	+45.6%	29	38	+31.0%	7	3	-57.1%	1	2	+100.0%	4	10	+150.0%	2	3	+50.0%
\$5,000,000 to \$9,999,999	21	17	-19.0%	22	10	-54.5%	1	2	+100.0%	1	0	-100.0%	3	3	0.0%	4	1	-75.0%
\$10,000,000 and Above	7	9	+28.6%	3	3	0.0%	0	0	--	1	0	-100.0%	0	0	--	0	1	--
All Price Ranges	683	672	-1.6%	677	732	+8.1%	39	34	-12.8%	34	49	+44.1%	67	73	+9.0%	88	83	-5.7%

Inventory of Active Listings

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

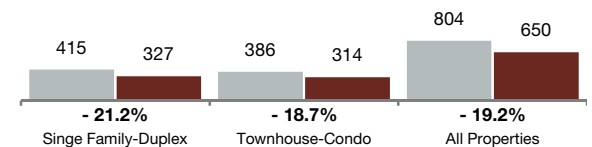
By Price Range – All Properties

■ 2-2019 ■ 2-2020



By Property Type

■ 2-2019 ■ 2-2020



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	
	2-2019	2-2020	Change	2-2019	2-2020	Change	1-2020	2-2020	Change	1-2020	2-2020	Change				
\$299,999 and Below	8	6	-25.0%	13	3	-76.9%	6	6	0.0%	3	3	0.0%				
\$300,000 to \$599,999	31	25	-19.4%	74	49	-33.8%	34	25	-26.5%	47	49	+4.3%				
\$600,000 to \$999,999	55	27	-50.9%	73	58	-20.5%	35	27	-22.9%	70	58	-17.1%				
\$1,000,000 to \$1,499,999	58	37	-36.2%	50	56	+12.0%	37	37	0.0%	56	56	0.0%				
\$1,500,000 to \$1,999,999	40	38	-5.0%	50	31	-38.0%	37	38	+2.7%	29	31	+6.9%				
\$2,000,000 to \$2,499,999	32	27	-15.6%	20	25	+25.0%	24	27	+12.5%	25	25	0.0%				
\$2,500,000 to \$4,999,999	106	87	-17.9%	54	47	-13.0%	88	87	-1.1%	53	47	-11.3%				
\$5,000,000 to \$9,999,999	54	45	-16.7%	44	37	-15.9%	47	45	-4.3%	36	37	+2.8%				
\$10,000,000 and Above	31	35	+12.9%	8	8	0.0%	35	35	0.0%	9	8	-11.1%				
All Price Ranges	415	327	-21.2%	386	314	-18.7%	343	327	-4.7%	328	314	-4.3%				

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.