

Monthly Indicators



February 2021

New Listings were down 8.5 percent for the Single Family-Duplex category but increased 3.2 percent for the Townhouse-Condo category. Pending Sales increased 66.7 percent for Single Family-Duplex and 74.5 percent for Townhouse-Condo.

The Median Sales Price was up 114.7 percent to \$1,927,000 for the Single Family-Duplex category and 17.3 percent to \$805,000 for the Townhouse-Condo category. Days on Market increased 9.8 percent for single family homes and 12.4 percent for townhouse-condo properties.

For homeowners currently struggling due to COVID-19, government agencies are continuing efforts to help those in need. The Federal Housing Finance Agency announced they will allow homeowners with loans backed by Fannie Mae and Freddie Mac to receive an additional three months of forbearance, extending total payment relief to up to 18 months. Qualified homeowners must already be in a forbearance plan as of the end of February.

Monthly Snapshot

+ 5.9% **- 52.4%** **+ 67.0%**

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	2-2020	2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		47	43	- 8.5%	108	97	- 10.2%
Pending Sales		30	50	+ 66.7%	71	106	+ 49.3%
Closed Sales		34	49	+ 44.1%	73	79	+ 8.2%
Median Sales Price		\$897,500	\$1,927,000	+ 114.7%	\$1,000,000	\$1,737,500	+ 73.8%
Average Sales Price		\$1,494,691	\$2,693,252	+ 80.2%	\$1,512,497	\$2,621,728	+ 73.3%
Pct. of List Price Received		96.1%	96.8%	+ 0.7%	96.3%	96.8%	+ 0.5%
Days on Market Until Sale		174	191	+ 9.8%	167	164	- 1.8%
Housing Affordability Index		42	20	- 52.4%	38	22	- 42.1%
Inventory of Active Listings		366	151	- 58.7%	--	--	--
Months Supply of Inventory		6.5	2.1	- 67.7%	--	--	--

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.

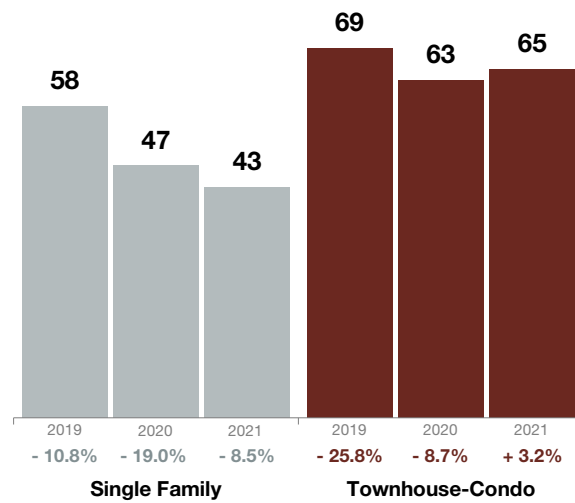


Key Metrics	Historical Sparkbars	2-2020	2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		63	65	+ 3.2%	115	136	+ 18.3%
Pending Sales		47	82	+ 74.5%	121	171	+ 41.3%
Closed Sales		50	40	- 20.0%	84	109	+ 29.8%
Median Sales Price		\$686,250	\$805,000	+ 17.3%	\$662,250	\$785,000	+ 18.5%
Avg. Sales Price		\$1,080,733	\$1,258,388	+ 16.4%	\$1,280,946	\$1,214,975	- 5.2%
Pct. of List Price Received		96.6%	97.0%	+ 0.4%	96.6%	97.1%	+ 0.5%
Days on Market Until Sale		121	136	+ 12.4%	125	106	- 15.2%
Affordability Index		55	47	- 14.5%	57	48	- 15.8%
Active Listings		345	189	- 45.2%	--	--	--
Months Supply		5.6	2.5	- 55.4%	--	--	--

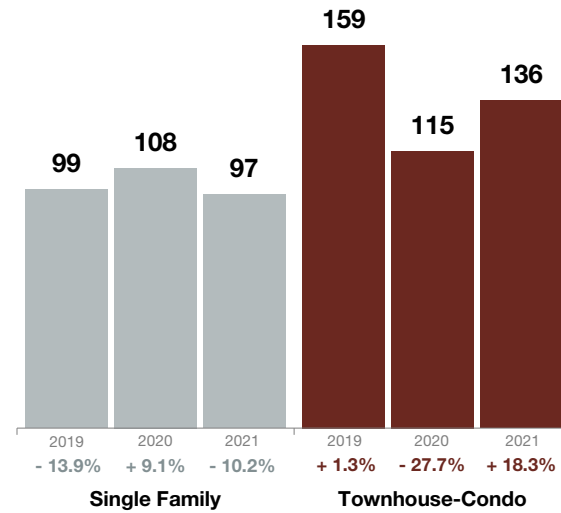
New Listings



February

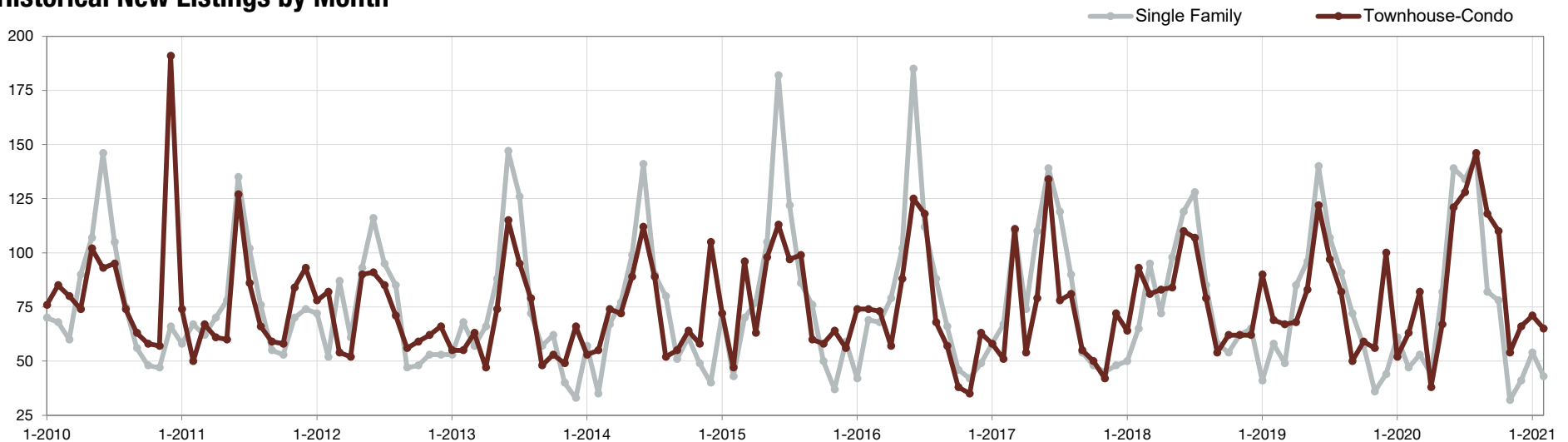


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	53	+8.2%	82	+22.4%
Apr-2020	44	-48.2%	38	-44.1%
May-2020	82	-14.6%	67	-19.3%
Jun-2020	139	-0.7%	121	-0.8%
Jul-2020	134	+25.2%	128	+32.0%
Aug-2020	144	+58.2%	146	+78.0%
Sep-2020	82	+13.9%	118	+136.0%
Oct-2020	78	+36.8%	110	+86.4%
Nov-2020	32	-11.1%	54	-3.6%
Dec-2020	41	-6.8%	66	-34.0%
Jan-2021	54	-11.5%	71	+36.5%
Feb-2021	43	-8.5%	65	+3.2%
12-Month Avg	77	+4.6%	89	+18.6%

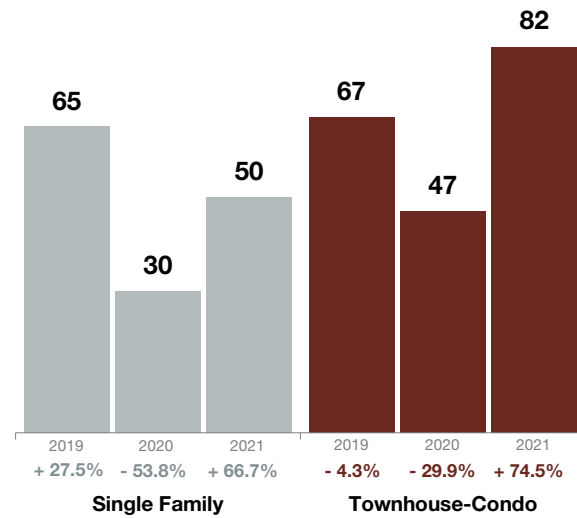
Historical New Listings by Month



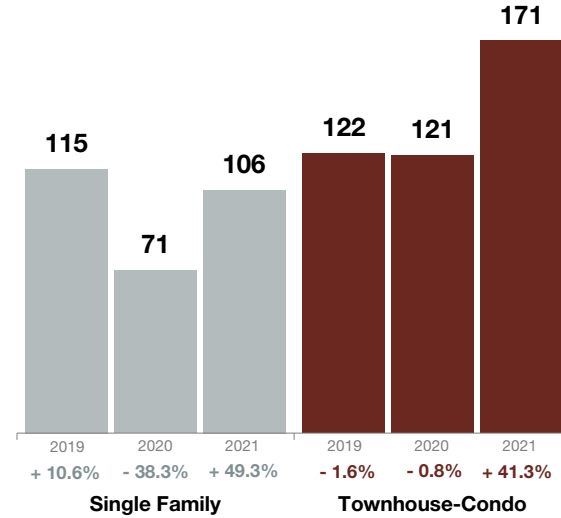
Pending Sales



February

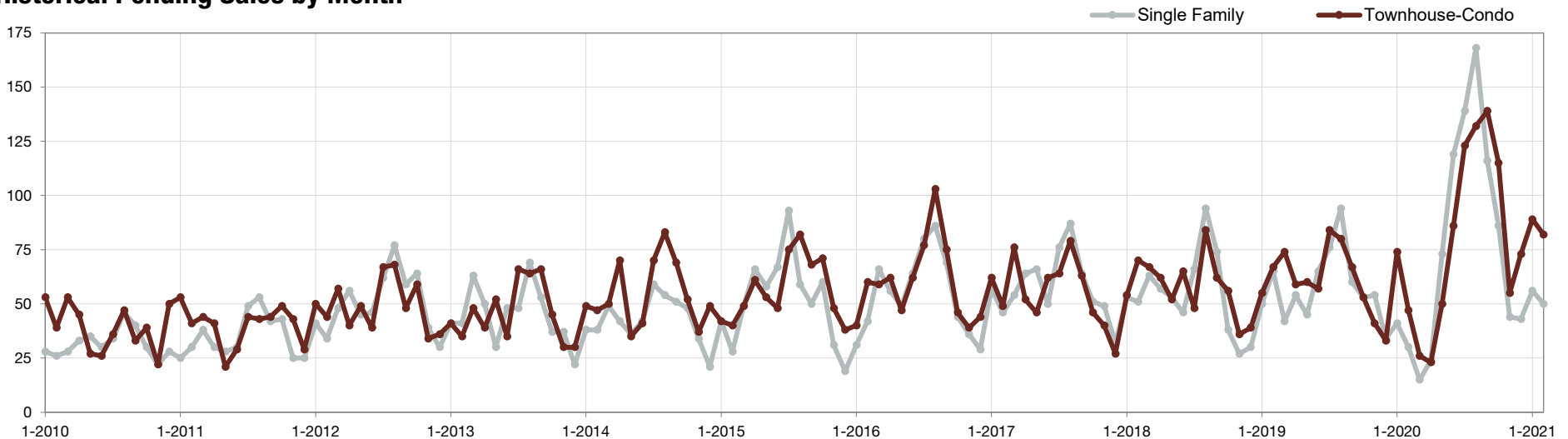


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	15	-64.3%	26	-64.9%
Apr-2020	24	-55.6%	23	-61.0%
May-2020	73	+62.2%	50	-16.7%
Jun-2020	119	+83.1%	86	+50.9%
Jul-2020	139	+82.9%	123	+46.4%
Aug-2020	168	+78.7%	132	+65.0%
Sep-2020	116	+93.3%	139	+107.5%
Oct-2020	86	+62.3%	115	+117.0%
Nov-2020	44	-18.5%	55	+34.1%
Dec-2020	43	+26.5%	73	+121.2%
Jan-2021	56	+36.6%	89	+20.3%
Feb-2021	50	+66.7%	82	+74.5%
12-Month Avg	78	+44.0%	83	+36.2%

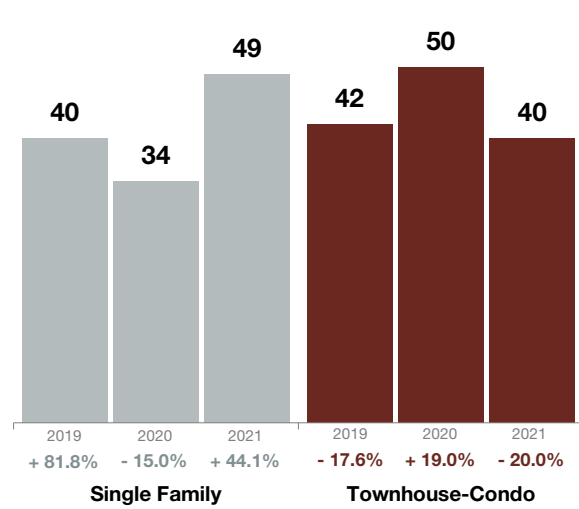
Historical Pending Sales by Month



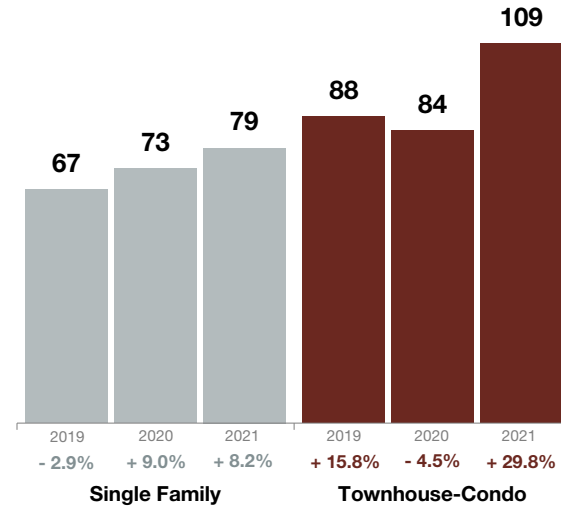
Closed Sales



February

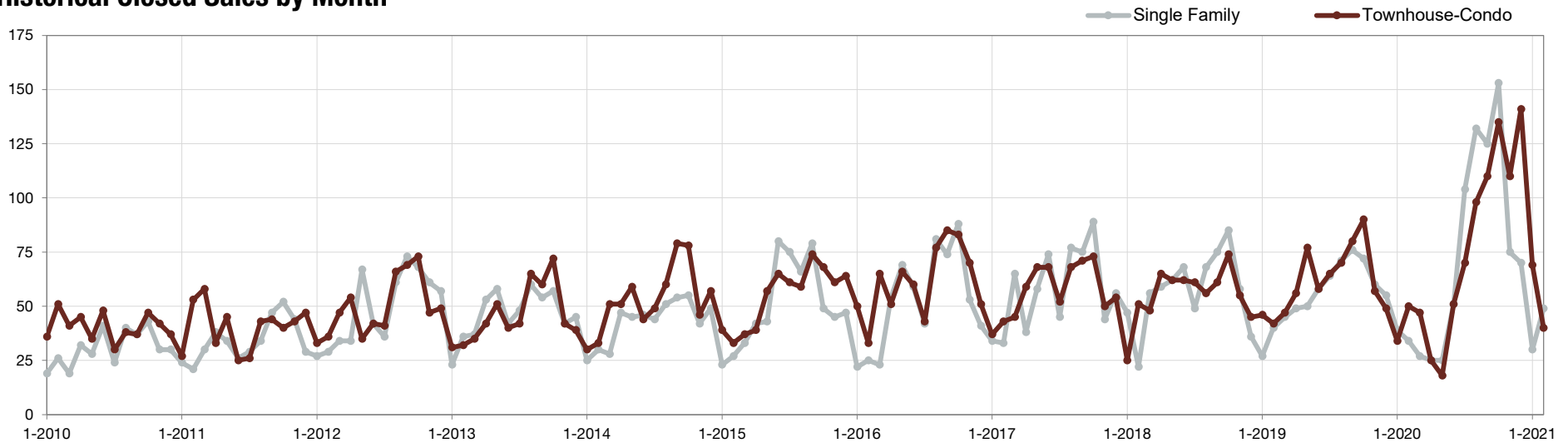


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-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	51	-12.1%	51	-12.1%
Jul-2020	104	+62.5%	70	+7.7%
Aug-2020	132	+85.9%	98	+40.0%
Sep-2020	125	+64.5%	110	+37.5%
Oct-2020	153	+112.5%	135	+50.0%
Nov-2020	75	+25.0%	110	+93.0%
Dec-2020	70	+27.3%	141	+187.8%
Jan-2021	30	-23.1%	69	+102.9%
Feb-2021	49	+44.1%	40	-20.0%
12-Month Avg	72	+28.7%	76	+24.7%

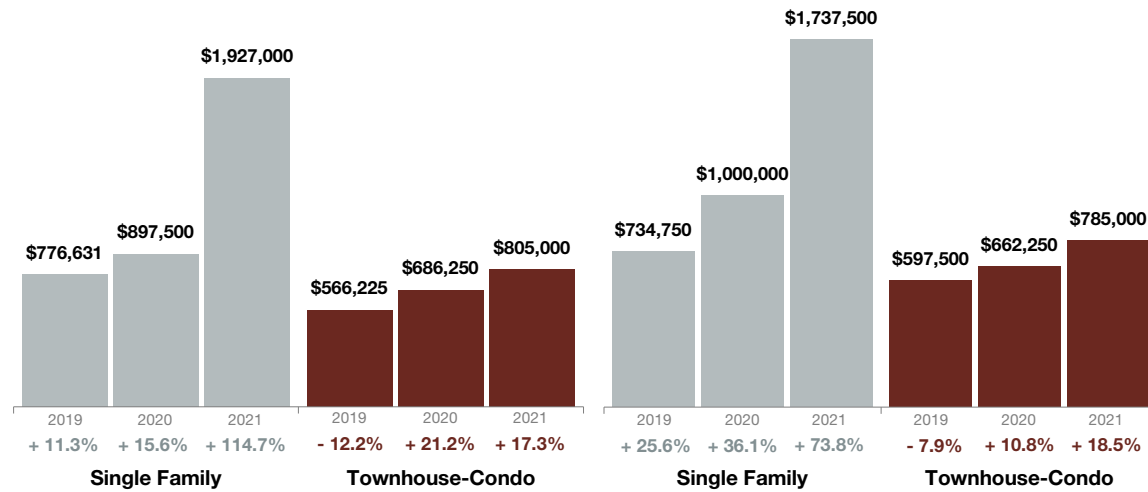
Historical Closed Sales by Month



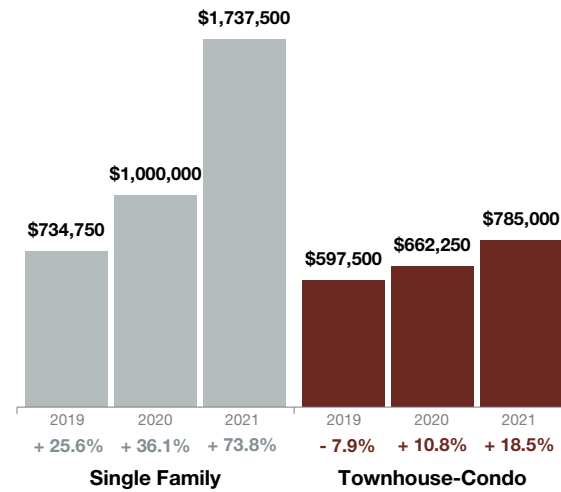
Median Sales Price



February



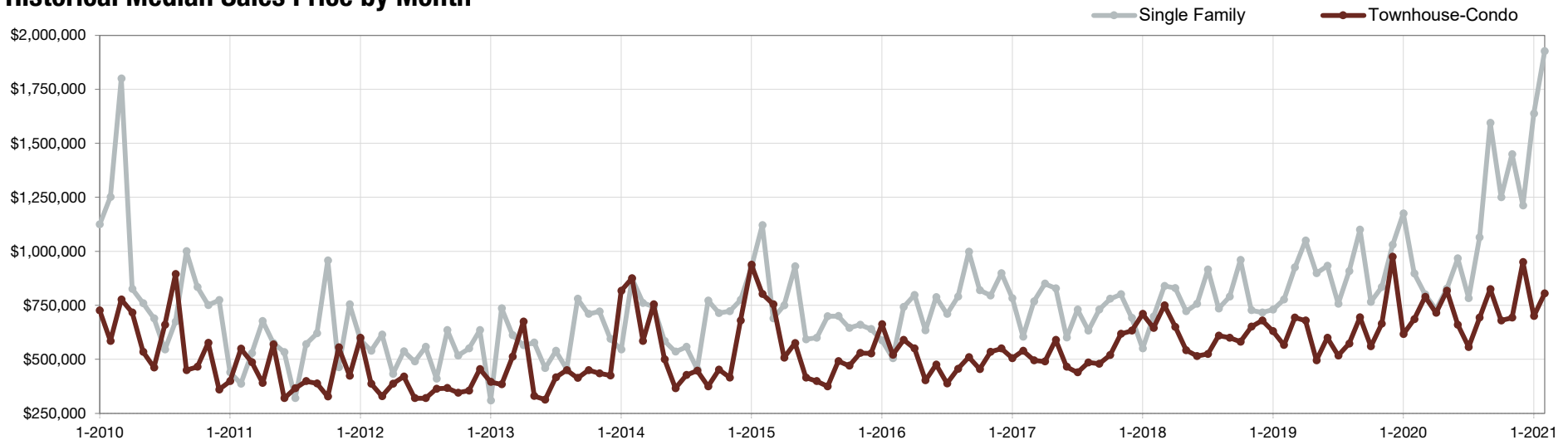
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-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	\$967,000	+3.7%	\$660,000	+10.0%
Jul-2020	\$783,500	+3.5%	\$557,000	+7.6%
Aug-2020	\$1,065,000	+17.3%	\$692,500	+20.8%
Sep-2020	\$1,595,000	+45.0%	\$825,231	+18.9%
Oct-2020	\$1,250,000	+63.2%	\$679,750	+21.4%
Nov-2020	\$1,450,000	+73.7%	\$692,500	+4.1%
Dec-2020	\$1,212,500	+17.7%	\$950,000	-2.6%
Jan-2021	\$1,637,500	+39.4%	\$700,000	+13.6%
Feb-2021	\$1,927,000	+114.7%	\$805,000	+17.3%
12-Month Avg*	\$1,200,000	+33.3%	\$708,500	+12.2%

* Median Sales Price for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

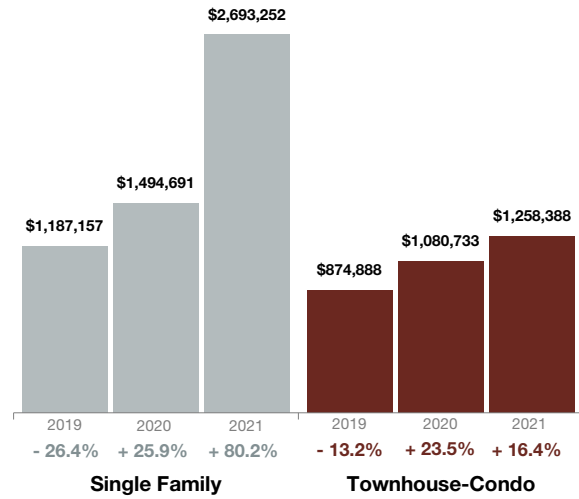
Historical Median Sales Price by Month



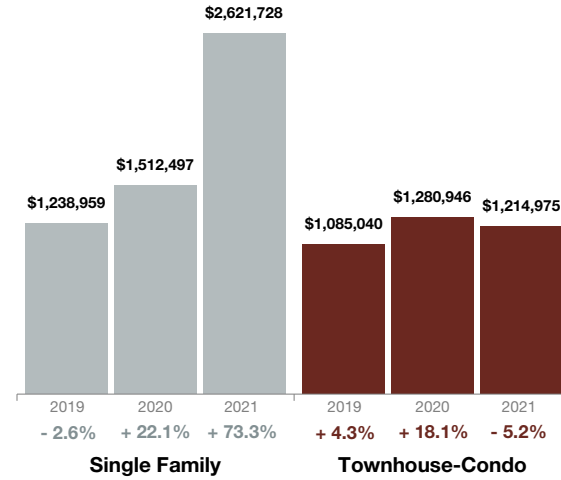
Average Sales Price



February



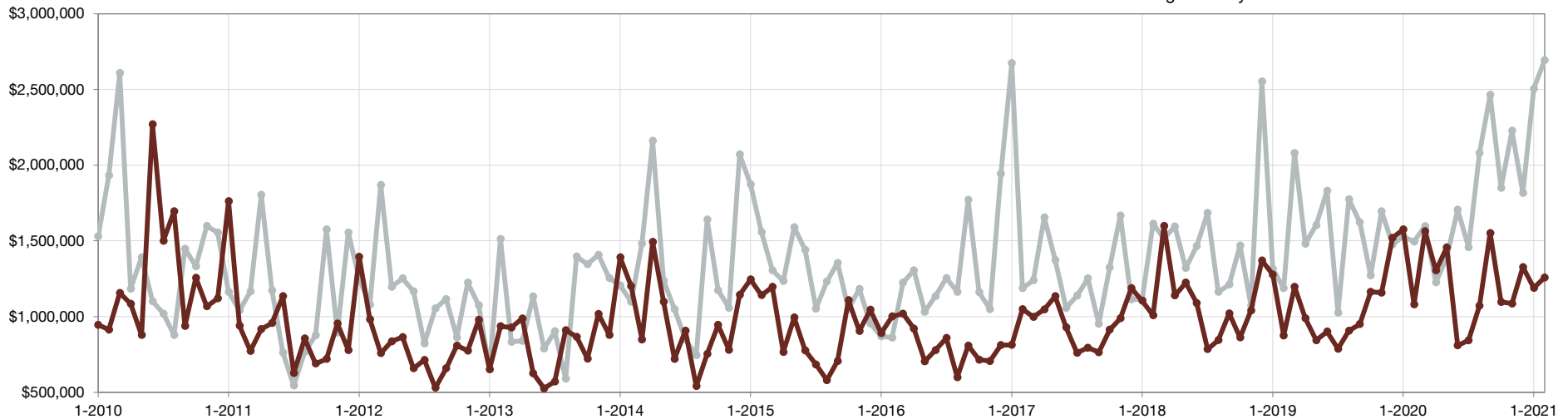
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-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	\$1,705,807	-6.8%	\$808,987	-10.1%
Jul-2020	\$1,457,526	+42.1%	\$843,524	+7.2%
Aug-2020	\$2,080,060	+17.3%	\$1,071,824	+18.3%
Sep-2020	\$2,463,902	+51.8%	\$1,551,268	+63.4%
Oct-2020	\$1,849,630	+45.4%	\$1,095,949	-5.7%
Nov-2020	\$2,226,872	+31.4%	\$1,085,851	-6.2%
Dec-2020	\$1,816,755	+23.1%	\$1,327,025	-12.7%
Jan-2021	\$2,504,907	+63.9%	\$1,189,809	-24.5%
Feb-2021	\$2,693,252	+80.2%	\$1,258,388	+16.4%
12-Month Avg*	\$1,979,257	+26.6%	\$1,198,252	+13.8%

* Avg. Sales Price for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month

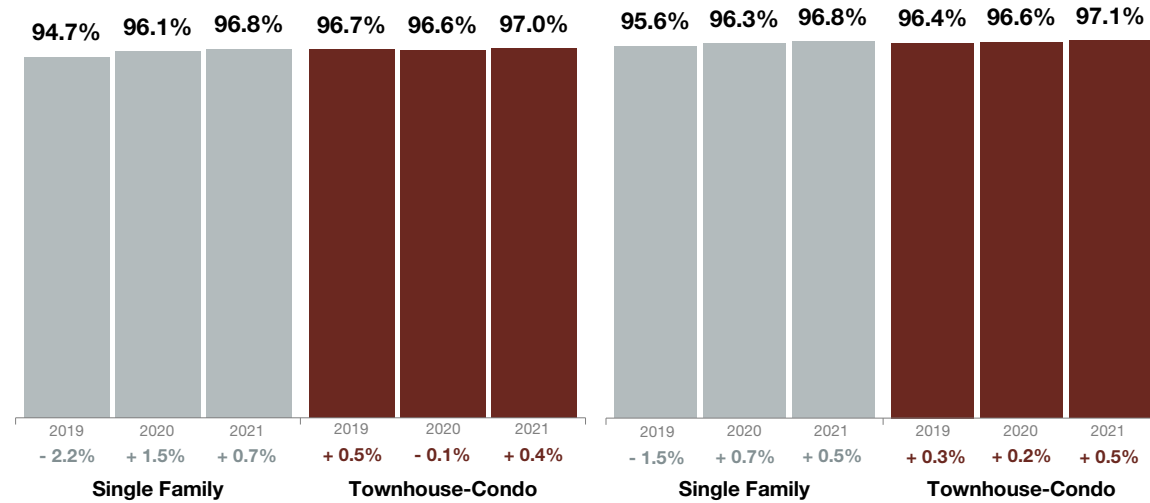


Percent of List Price Received



February

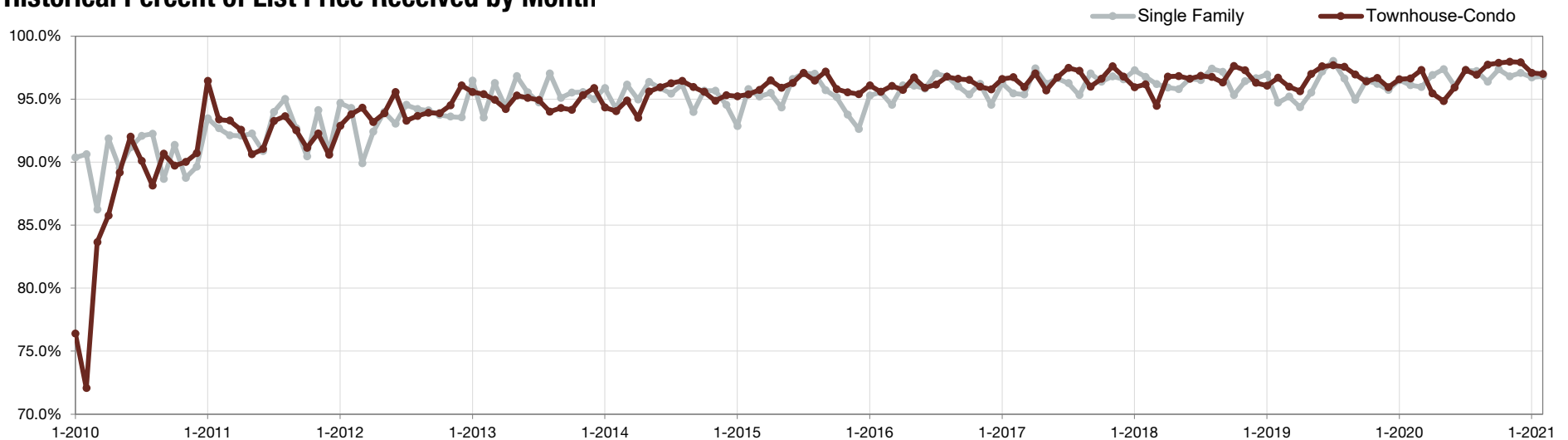
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-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%
Sep-2020	96.4%	+1.6%	97.7%	+0.7%
Oct-2020	97.4%	+0.9%	97.9%	+1.6%
Nov-2020	96.8%	+0.6%	98.0%	+1.3%
Dec-2020	97.1%	+1.5%	97.9%	+2.1%
Jan-2021	96.7%	+0.2%	97.1%	+0.5%
Feb-2021	96.8%	+0.7%	97.0%	+0.4%
12-Month Avg*	96.9%	+0.9%	97.4%	+0.6%

* Pct. of List Price Received for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

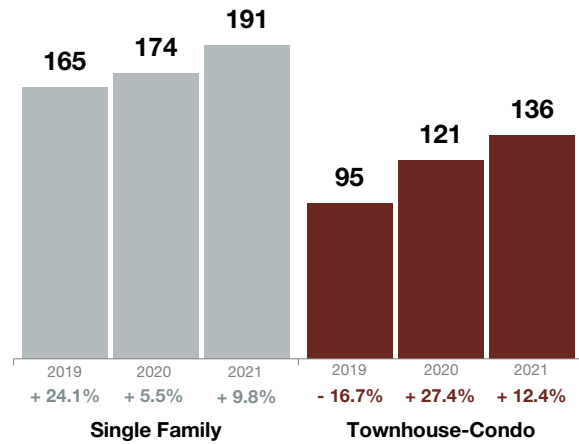
Historical Percent of List Price Received by Month



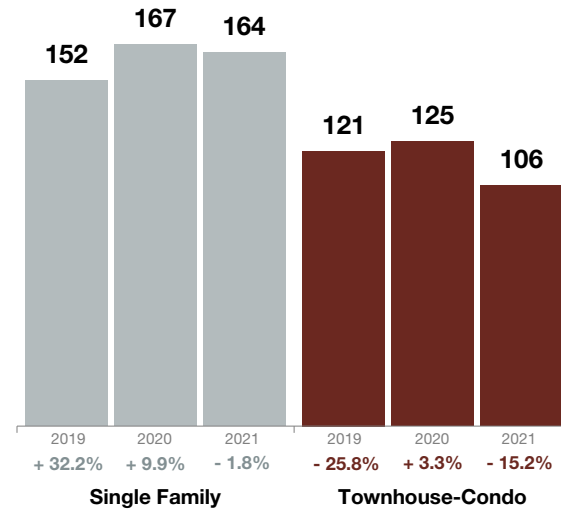
Days on Market Until Sale



February



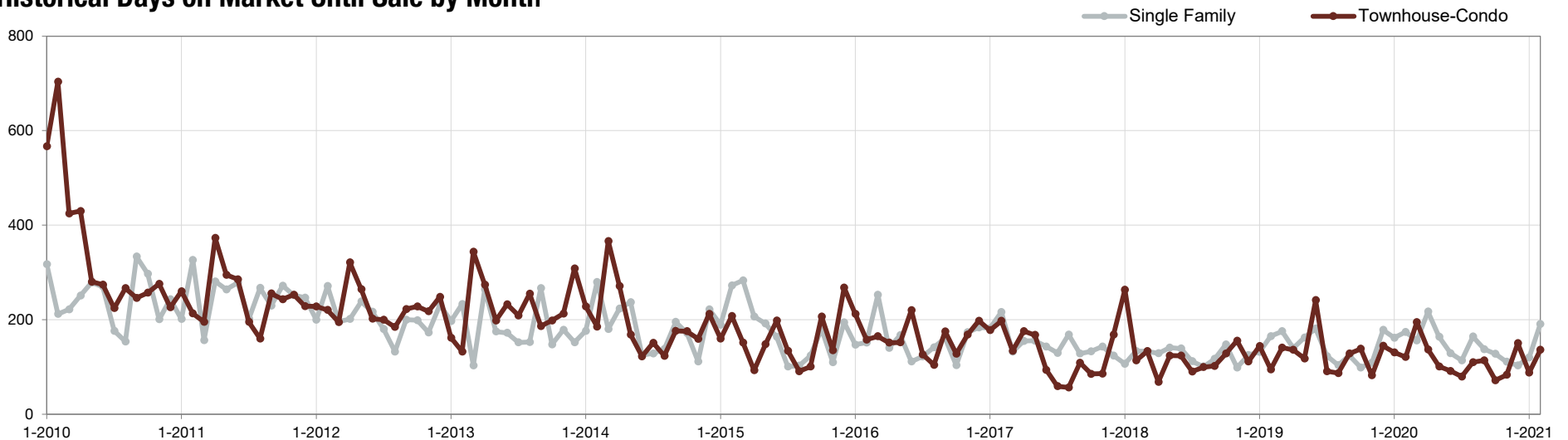
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	156	-10.9%	195	+38.3%
Apr-2020	217	+55.0%	137	+0.7%
May-2020	164	+1.2%	101	-14.4%
Jun-2020	129	-28.7%	91	-62.2%
Jul-2020	114	-7.3%	80	-12.1%
Aug-2020	164	+57.7%	110	+26.4%
Sep-2020	137	+10.5%	114	-10.9%
Oct-2020	128	+29.3%	72	-47.8%
Nov-2020	111	+1.8%	83	+1.2%
Dec-2020	103	-42.1%	150	+3.4%
Jan-2021	120	-25.9%	88	-32.8%
Feb-2021	191	+9.8%	136	+12.4%
12-Month Avg*	139	-1.3%	129	-15.4%

* Days on Market for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

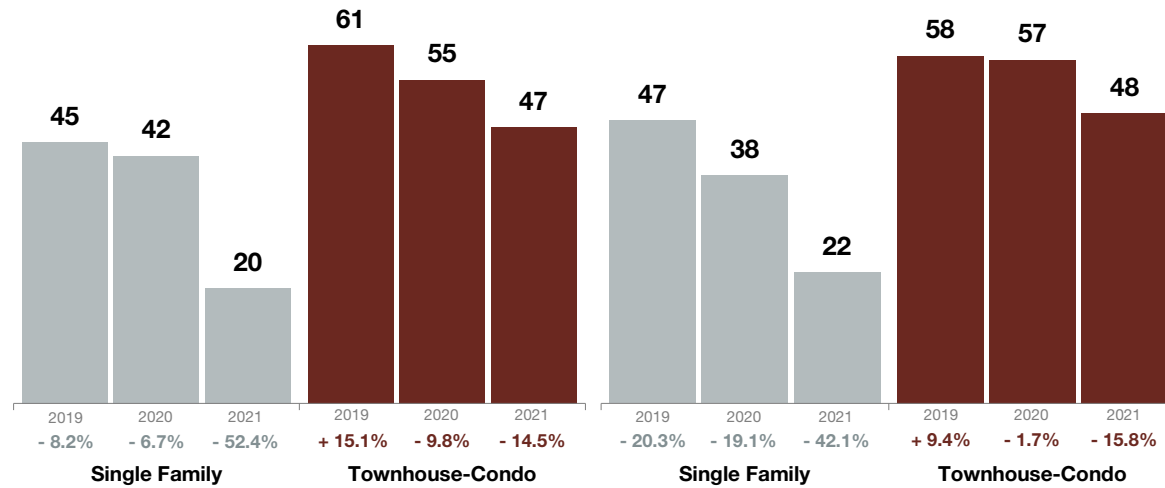


Housing Affordability Index



February

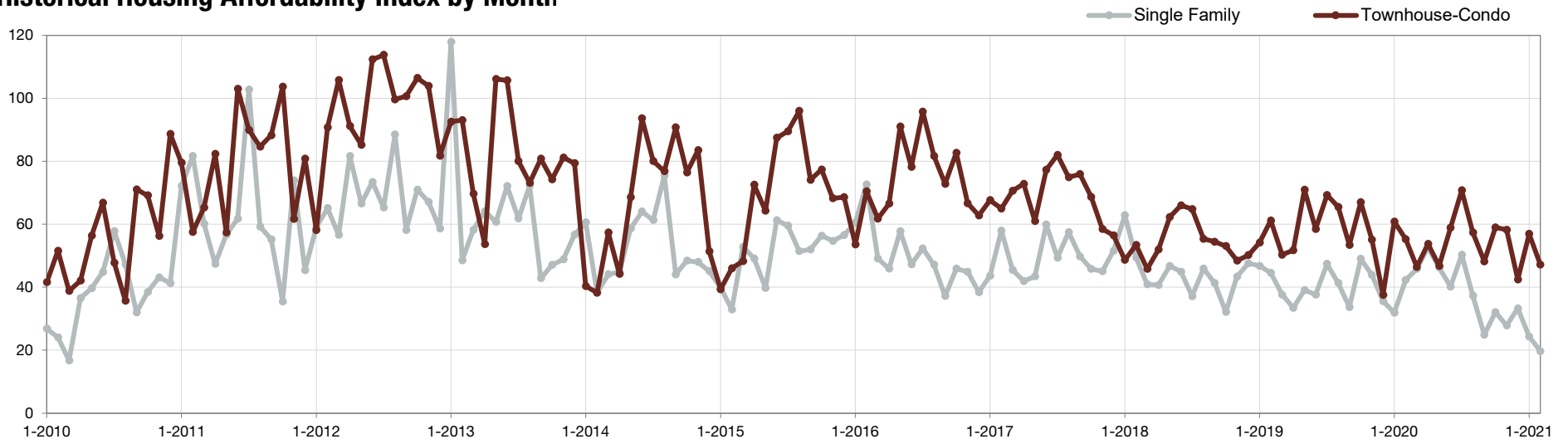
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-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%	57	-12.3%
Sep-2020	25	-26.5%	48	-9.4%
Oct-2020	32	-34.7%	59	-11.9%
Nov-2020	28	-36.4%	58	+5.5%
Dec-2020	33	-8.3%	42	+10.5%
Jan-2021	24	-25.0%	57	-6.6%
Feb-2021	20	-52.4%	47	-14.5%
12-Month Avg*	36	-49.2%	39	-18.9%

* Affordability Index for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

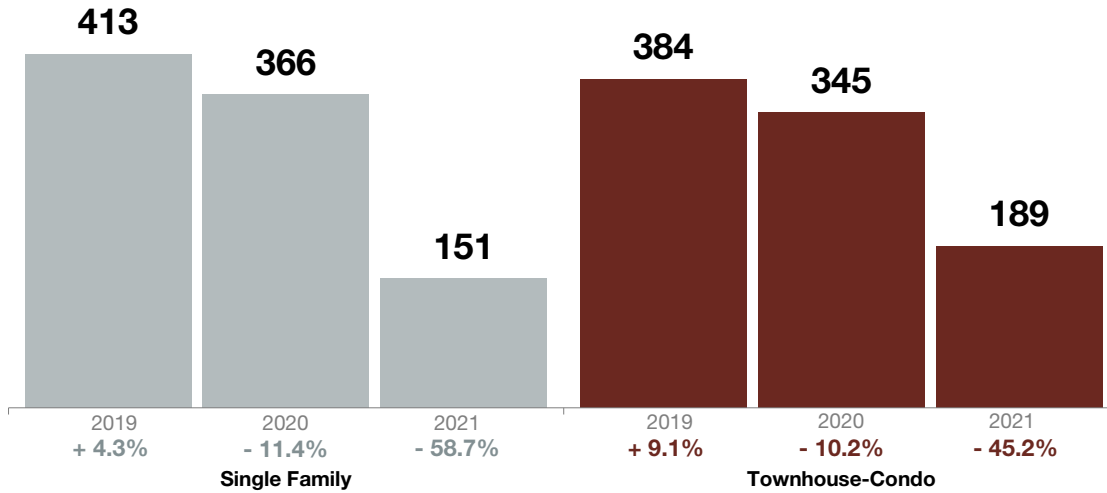
Historical Housing Affordability Index by Month



Inventory of Active Listings

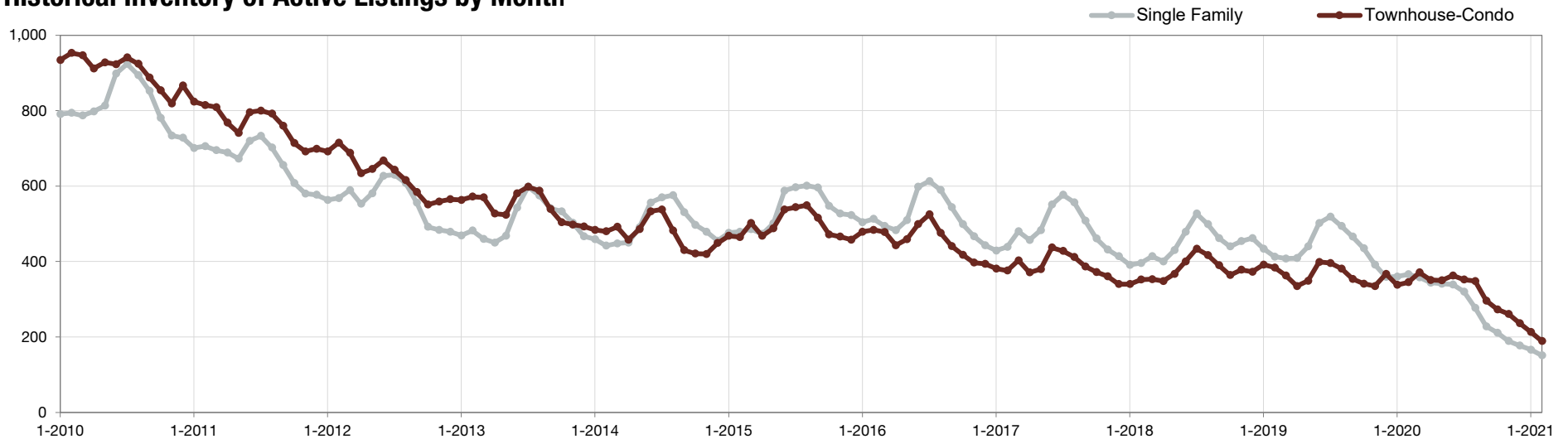


February



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	358	-12.3%	371	+2.2%
Apr-2020	344	-15.9%	351	+4.8%
May-2020	341	-22.5%	350	+0.3%
Jun-2020	339	-32.5%	363	-9.0%
Jul-2020	320	-38.3%	352	-11.1%
Aug-2020	277	-43.9%	348	-8.7%
Sep-2020	228	-51.1%	296	-16.4%
Oct-2020	211	-51.5%	273	-19.9%
Nov-2020	189	-51.8%	261	-22.1%
Dec-2020	177	-50.7%	236	-35.7%
Jan-2021	166	-53.9%	213	-37.0%
Feb-2021	151	-58.7%	189	-45.2%
12-Month Avg	258	-39.8%	300	-16.3%

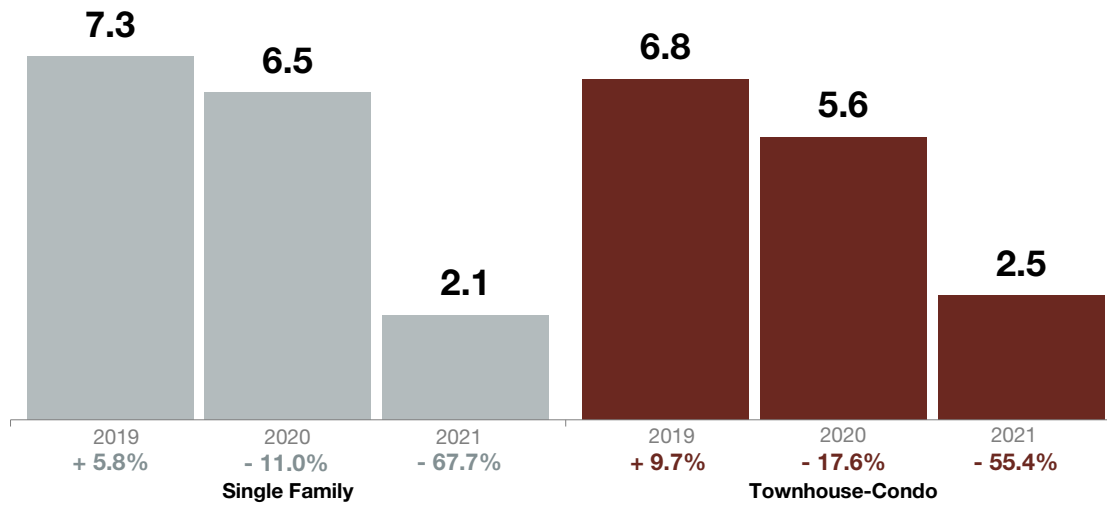
Historical Inventory of Active Listings by Month



Months Supply of Inventory



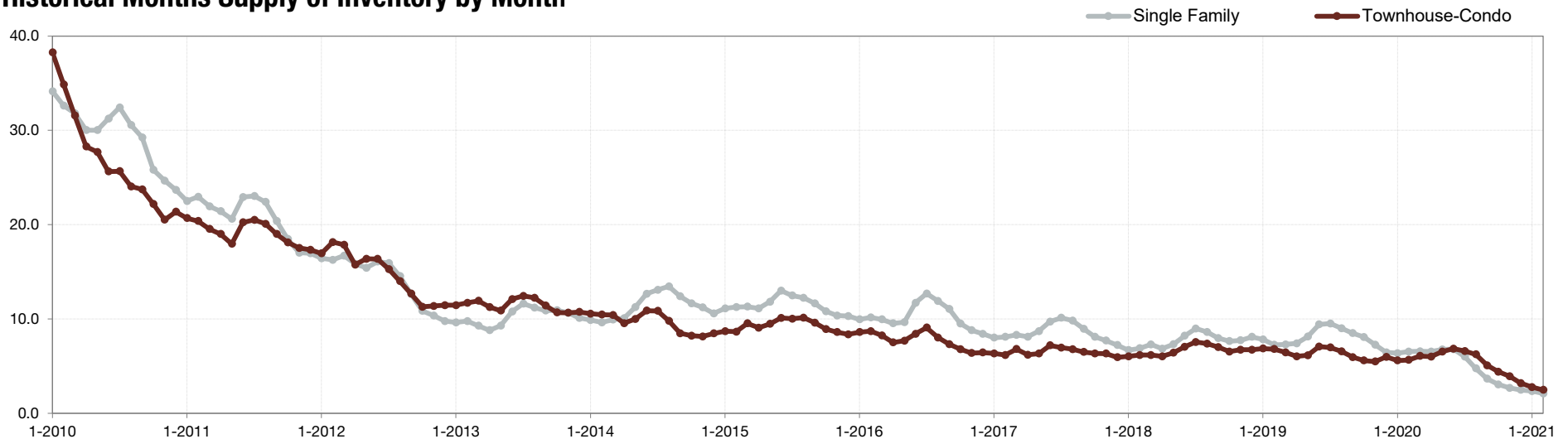
February



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	6.6	-9.6%	6.1	-4.7%
Apr-2020	6.5	-12.2%	6.0	0.0%
May-2020	6.8	-16.0%	6.5	+6.6%
Jun-2020	6.8	-27.7%	6.8	-4.2%
Jul-2020	6.0	-36.8%	6.6	-5.7%
Aug-2020	4.7	-47.8%	6.2	-6.1%
Sep-2020	3.7	-56.5%	5.1	-13.6%
Oct-2020	3.1	-61.7%	4.4	-21.4%
Nov-2020	2.7	-63.0%	3.9	-29.1%
Dec-2020	2.5	-61.5%	3.2	-46.7%
Jan-2021	2.3	-64.1%	2.8	-50.0%
Feb-2021	2.1	-67.7%	2.5	-55.4%
12-Month Avg	4.5	-42.8%	5.0	-18.1%

* Months Supply for all properties from March 2020 through February 2021. 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	2-2020	2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		118	109	- 7.6%	232	234	+ 0.9%
Pending Sales		79	132	+ 67.1%	194	277	+ 42.8%
Closed Sales		85	90	+ 5.9%	159	189	+ 18.9%
Median Sales Price		\$780,000	\$1,302,500	+ 67.0%	\$785,000	\$1,195,000	+ 52.2%
Average Sales Price		\$1,240,660	\$2,026,556	+ 63.3%	\$1,375,397	\$1,797,005	+ 30.7%
Pct. of List Price Received		96.2%	96.8%	+ 0.6%	96.4%	96.9%	+ 0.5%
Days on Market Until Sale		141	164	+ 16.3%	144	129	- 10.4%
Housing Affordability Index		49	29	- 40.1%	48	32	- 34.3%
Inventory of Active Listings		720	343	- 52.4%	--	--	--
Months Supply of Inventory		6.1	2.3	- 62.3%	--	--	--

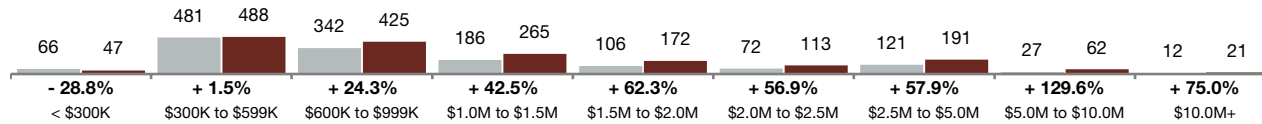
Closed Sales

Actual sales that have closed in a given month.



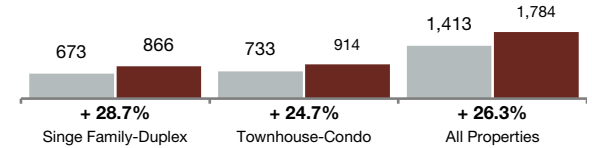
By Price Range – All Properties – Rolling 12 Months

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



Rolling 12 Months

Compared to Prior Month

Year to Date

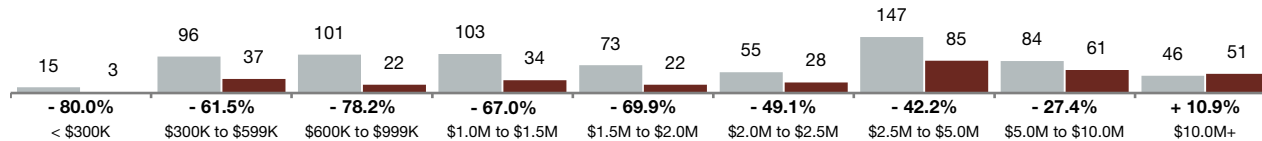
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	2-2020	2-2021	Change	2-2020	2-2021	Change	1-2021	2-2021	Change	1-2021	2-2021	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	28	21	-25.0%	35	24	-31.4%	0	0	--	2	2	0.0%	3	0	-100.0%	3	4	+33.3%
\$300,000 to \$599,999	175	169	-3.4%	303	319	+5.3%	4	12	+200.0%	23	9	-60.9%	15	16	+6.7%	34	32	-5.9%
\$600,000 to \$999,999	161	180	+11.8%	180	245	+36.1%	3	5	+66.7%	15	12	-20.0%	18	8	-55.6%	18	27	+50.0%
\$1,000,000 to \$1,499,999	108	143	+32.4%	78	121	+55.1%	7	3	-57.1%	9	4	-55.6%	12	10	-16.7%	9	13	+44.4%
\$1,500,00 to \$1,999,999	53	104	+96.2%	53	68	+28.3%	4	5	+25.0%	8	7	-12.5%	9	9	0.0%	6	15	+150.0%
\$2,000,000 to \$2,499,999	39	68	+74.4%	33	44	+33.3%	1	4	+300.0%	6	2	-66.7%	3	5	+66.7%	9	8	-11.1%
\$2,500,000 to \$4,999,999	83	120	+44.6%	38	71	+86.8%	7	12	+71.4%	6	4	-33.3%	10	19	+90.0%	3	10	+233.3%
\$5,000,000 to \$9,999,999	17	44	+158.8%	10	18	+80.0%	4	7	+75.0%	0	0	--	3	11	+266.7%	1	0	-100.0%
\$10,000,000 and Above	9	17	+88.9%	3	4	+33.3%	0	1	--	0	0	--	0	1	--	1	0	-100.0%
All Price Ranges	673	866	+28.7%	733	914	+24.7%	30	49	+63.3%	69	40	-42.0%	73	79	+8.2%	84	109	+29.8%

Inventory of Active Listings

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

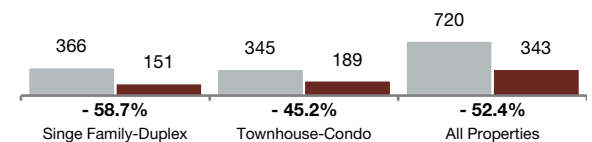
By Price Range – All Properties

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



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		
	2-2020	2-2021	Change	2-2020	2-2021	Change	1-2021	2-2021	Change	1-2021	2-2021	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	4	1	-75.0%	3	0	-100.0%	1	1	0.0%	0	0	--						
\$300,000 to \$599,999	35	3	-91.4%	60	33	-45.0%	11	3	-72.7%	42	33	-21.4%						
\$600,000 to \$999,999	32	4	-87.5%	69	18	-73.9%	8	4	-50.0%	24	18	-25.0%						
\$1,000,000 to \$1,499,999	46	14	-69.6%	57	20	-64.9%	17	14	-17.6%	22	20	-9.1%						
\$1,500,00 to \$1,999,999	41	9	-78.0%	32	13	-59.4%	8	9	+12.5%	16	13	-18.8%						
\$2,000,000 to \$2,499,999	29	7	-75.9%	26	21	-19.2%	4	7	+75.0%	25	21	-16.0%						
\$2,500,000 to \$4,999,999	95	40	-57.9%	52	45	-13.5%	42	40	-4.8%	45	45	0.0%						
\$5,000,000 to \$9,999,999	47	31	-34.0%	37	30	-18.9%	32	31	-3.1%	30	30	0.0%						
\$10,000,000 and Above	37	42	+13.5%	9	9	0.0%	43	42	-2.3%	9	9	0.0%						
All Price Ranges	366	151	-58.7%	345	189	-45.2%	166	151	-9.0%	213	189	-11.3%						

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.