

Monthly Indicators



January 2020

New Listings were up 48.8 percent for the Single Family-Duplex category but decreased 42.2 percent for the Townhouse-Condo category. Pending Sales decreased 2.0 percent for Single Family-Duplex but increased 36.4 percent for Townhouse-Condo.

The Median Sales Price was up 61.0 percent to \$1,175,000 for the Single Family-Duplex category but decreased 2.2 percent to \$616,330 for the Townhouse-Condo category. Days on Market increased 22.3 percent for single family homes but decreased 19.1 percent for townhouse-condo properties.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

Monthly Snapshot

0.0%	- 22.5%	+ 27.3%
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

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	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		41	61	+ 48.8%	41	61	+ 48.8%
Pending Sales		50	49	- 2.0%	50	49	- 2.0%
Closed Sales		27	39	+ 44.4%	27	39	+ 44.4%
Median Sales Price		\$730,000	\$1,175,000	+ 61.0%	\$730,000	\$1,175,000	+ 61.0%
Average Sales Price		\$1,315,703	\$1,528,020	+ 16.1%	\$1,315,703	\$1,528,020	+ 16.1%
Pct. of List Price Received		96.9%	96.5%	- 0.4%	96.9%	96.5%	- 0.4%
Days on Market Until Sale		121	148	+ 22.3%	121	148	+ 22.3%
Housing Affordability Index		47	32	- 31.9%	47	32	- 31.9%
Inventory of Active Listings		435	329	- 24.4%	--	--	--
Months Supply of Inventory		7.8	5.8	- 25.6%	--	--	--

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.



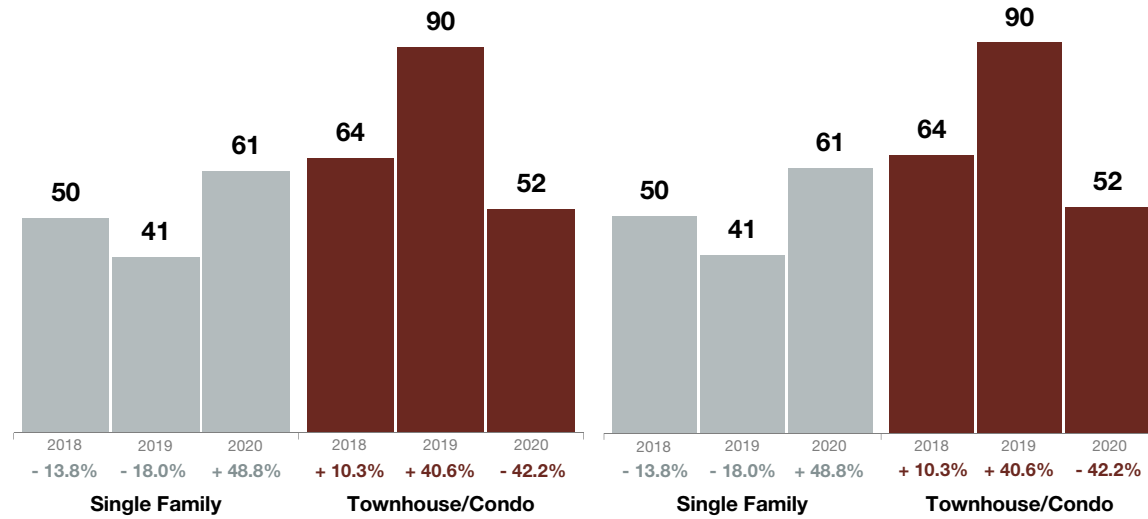
Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		90	52	- 42.2%	90	52	- 42.2%
Pending Sales		55	75	+ 36.4%	55	75	+ 36.4%
Closed Sales		46	34	- 26.1%	46	34	- 26.1%
Median Sales Price		\$630,000	\$616,330	- 2.2%	\$630,000	\$616,330	- 2.2%
Avg. Sales Price		\$1,276,918	\$1,575,377	+ 23.4%	\$1,276,918	\$1,575,377	+ 23.4%
Pct. of List Price Received		96.1%	96.6%	+ 0.5%	96.1%	96.6%	+ 0.5%
Days on Market Until Sale		131	106	- 19.1%	131	106	- 19.1%
Affordability Index		54	61	+ 13.0%	54	61	+ 13.0%
Active Listings		397	317	- 20.2%	--	--	--
Months Supply		6.9	5.2	- 24.6%	--	--	--

New Listings



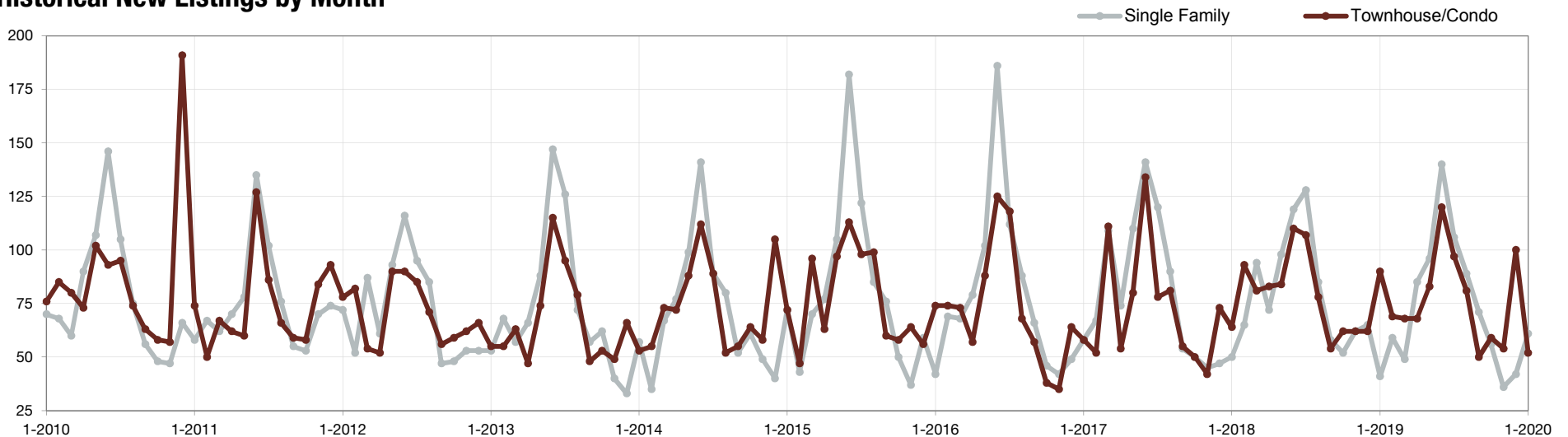
January

Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	59	-9.2%	69	-25.8%
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%
12-Month Avg	74	-5.2%	75	-6.7%

Historical New Listings by Month

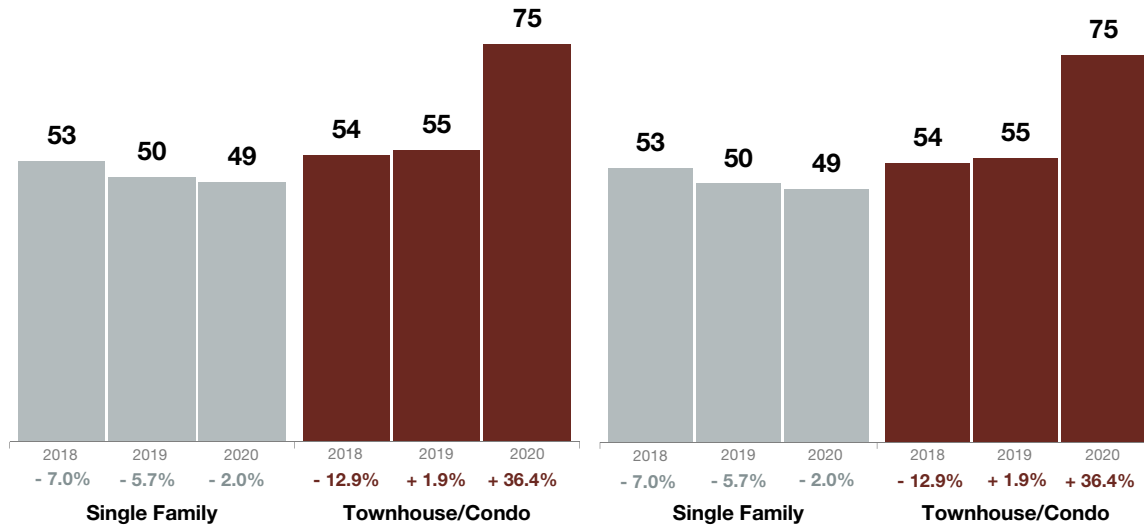


Pending Sales



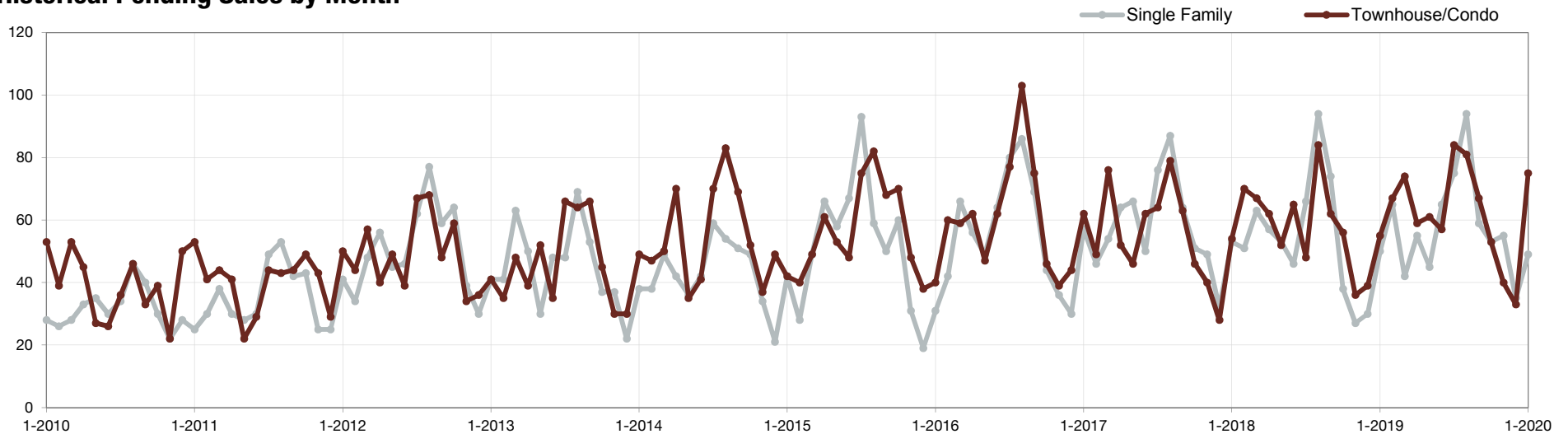
January

Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	65	+27.5%	67	-4.3%
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%	81	-3.6%
Sep-2019	59	-20.3%	67	+8.1%
Oct-2019	53	+39.5%	53	-5.4%
Nov-2019	55	+103.7%	40	+11.1%
Dec-2019	35	+16.7%	33	-15.4%
Jan-2020	49	-2.0%	75	+36.4%
12-Month Avg	58	+6.6%	63	+7.9%

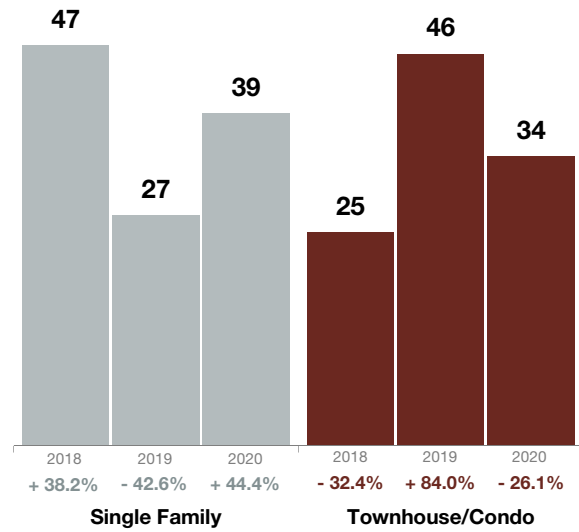
Historical Pending Sales by Month



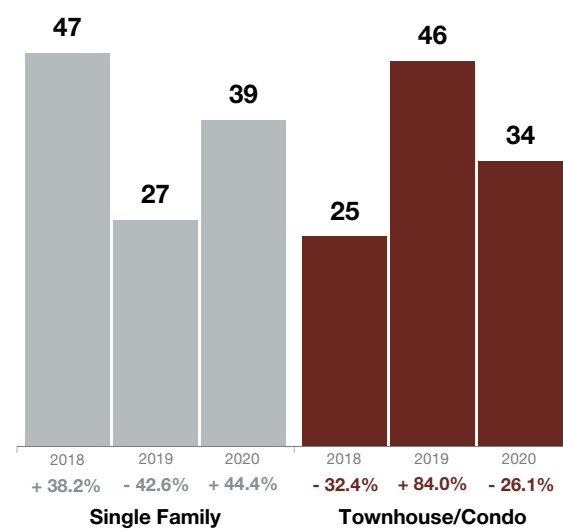
Closed Sales



January

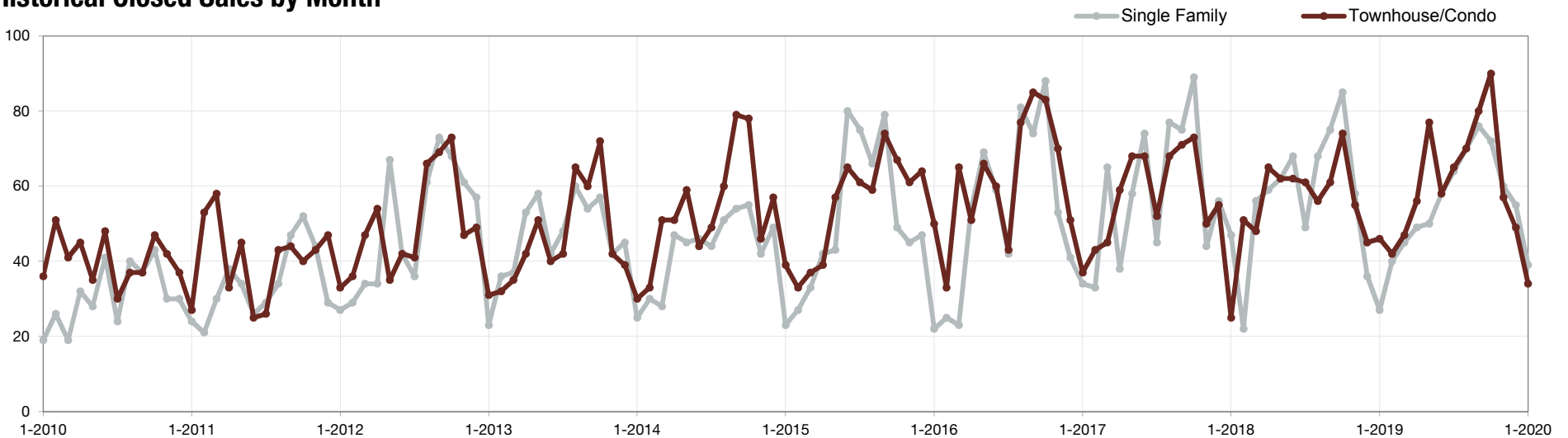


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	40	+81.8%	42	-17.6%
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%
12-Month Avg	57	+2.0%	60	+5.7%

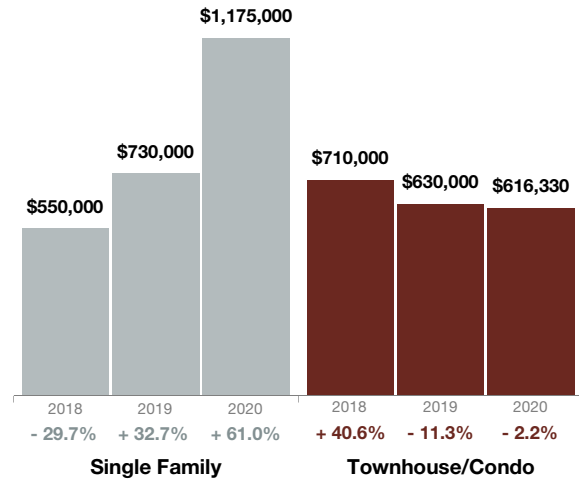
Historical Closed Sales by Month



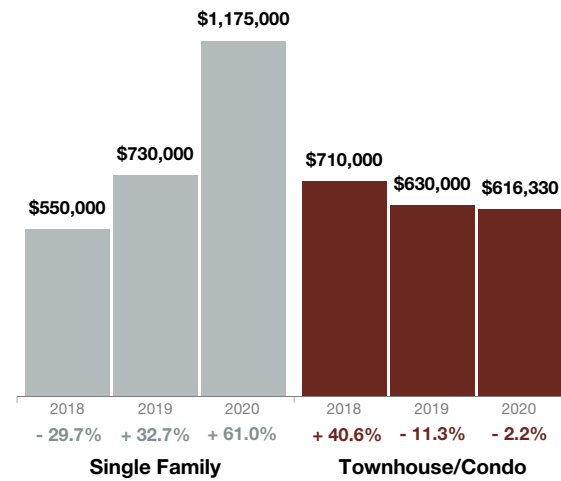
Median Sales Price



January



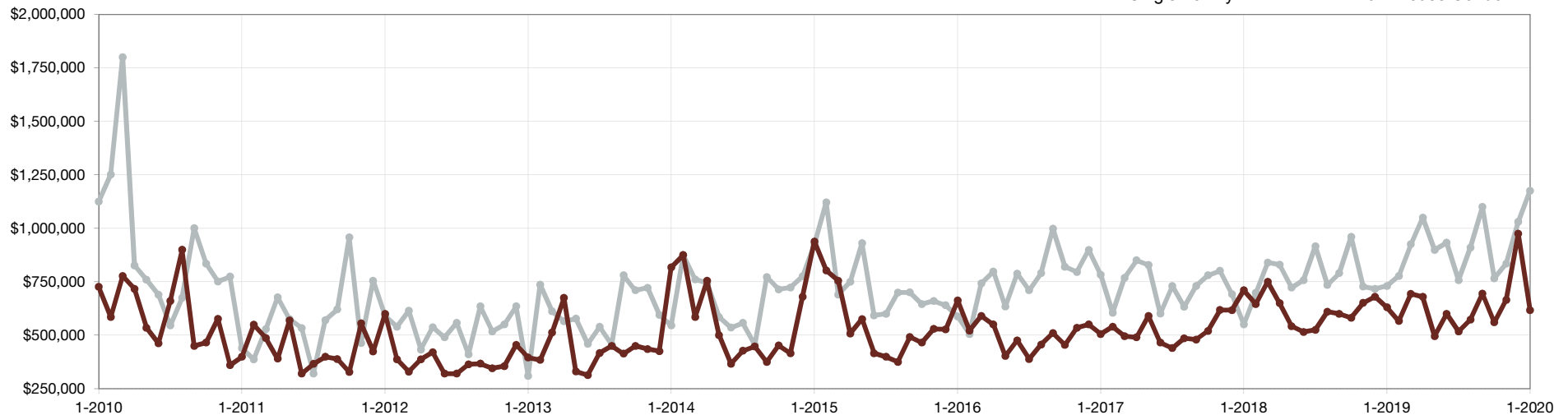
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	\$776,631	+11.3%	\$566,225	-12.2%
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%
12-Month Avg*	\$898,250	+13.4%	\$627,500	+5.0%

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

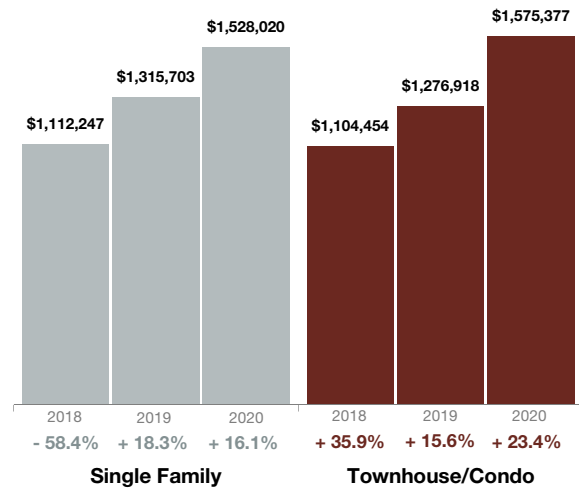
Historical Median Sales Price by Month



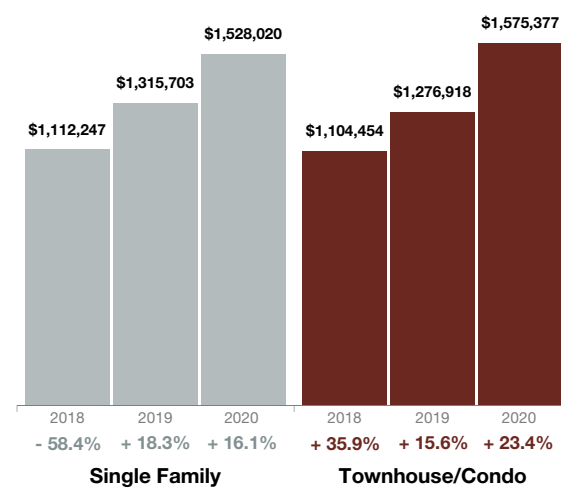
Average Sales Price



January



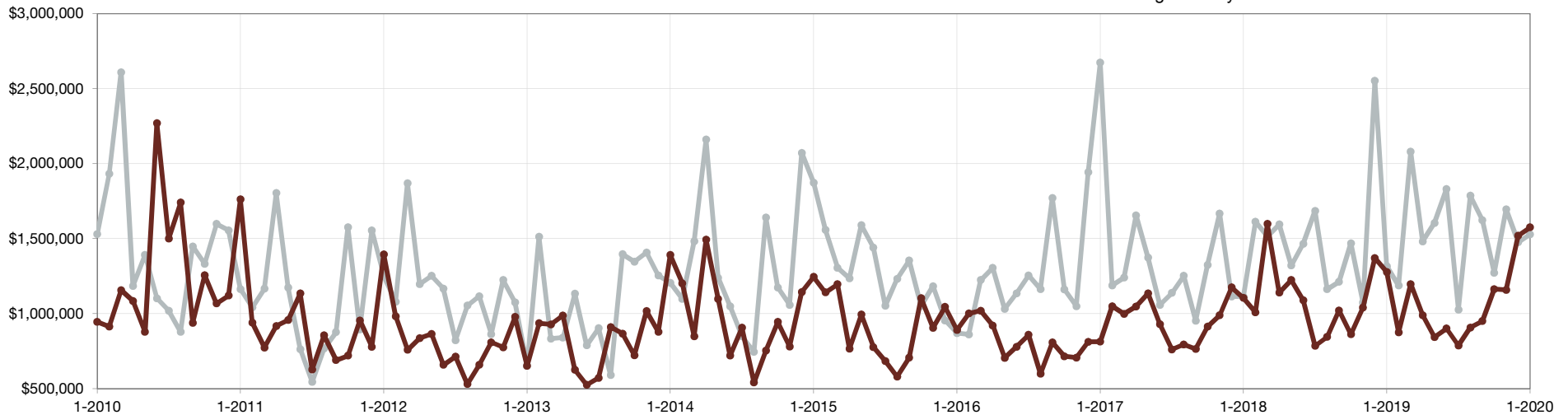
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	\$1,187,157	-26.4%	\$874,888	-13.2%
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%
12-Month Avg*	\$1,545,884	+6.8%	\$1,040,985	-4.1%

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

Historical Average Sales Price by Month

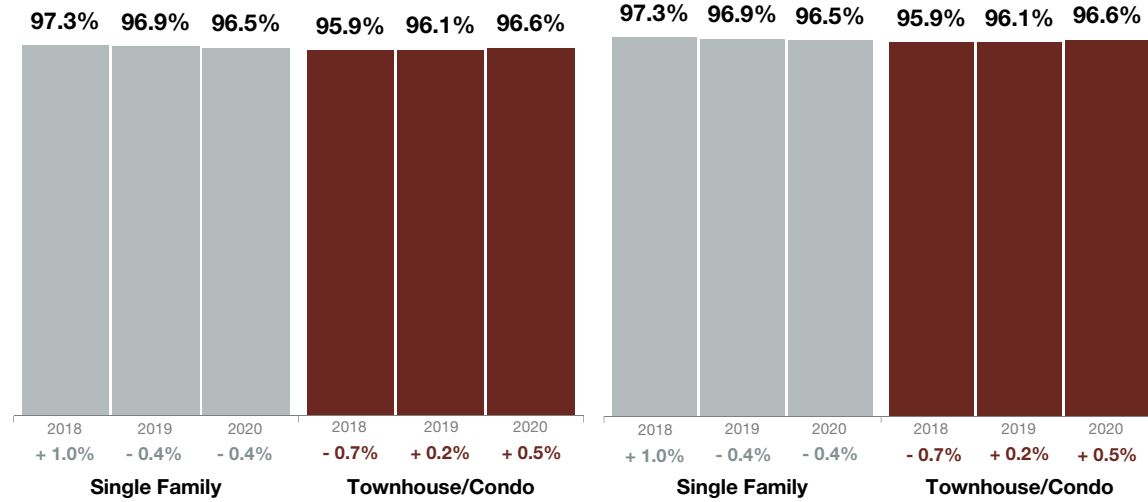


Percent of List Price Received



January

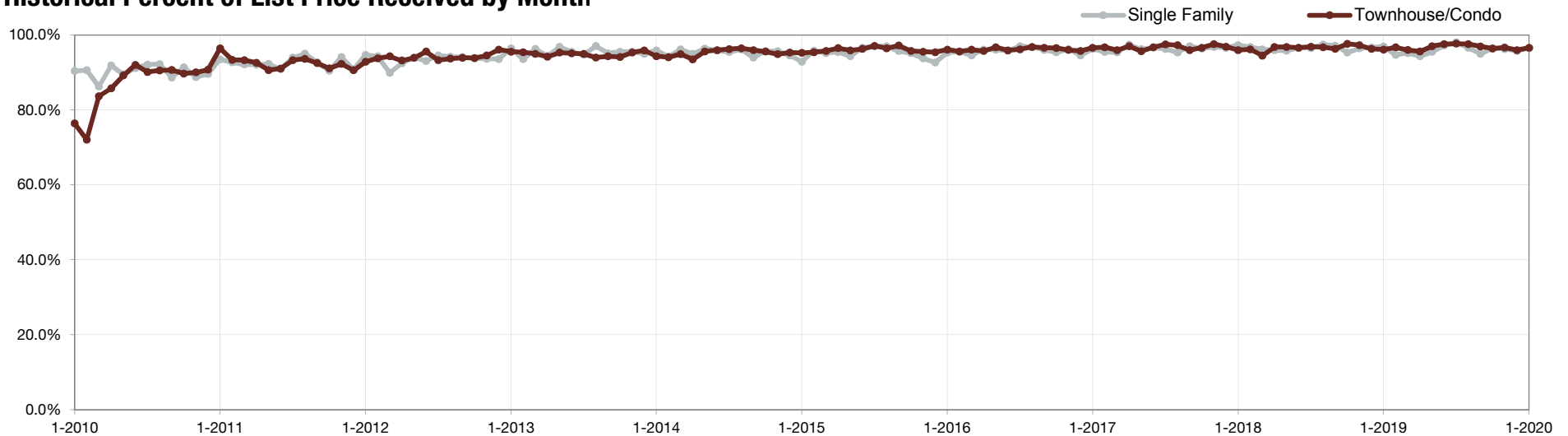
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	94.7%	-2.2%	96.7%	+0.5%
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%
12-Month Avg*	96.0%	-0.4%	96.8%	+0.2%

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

Historical Percent of List Price Received by Month

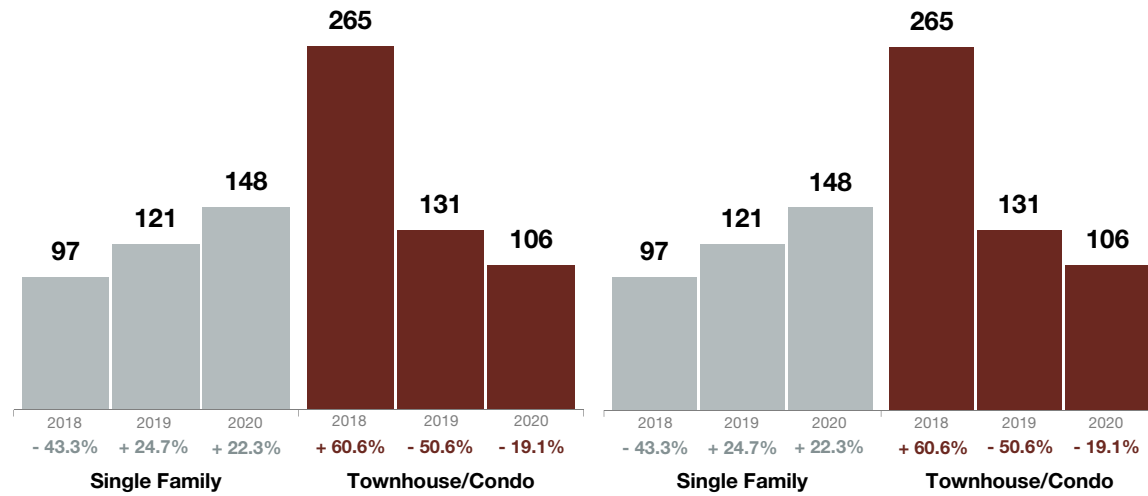


Days on Market Until Sale



January

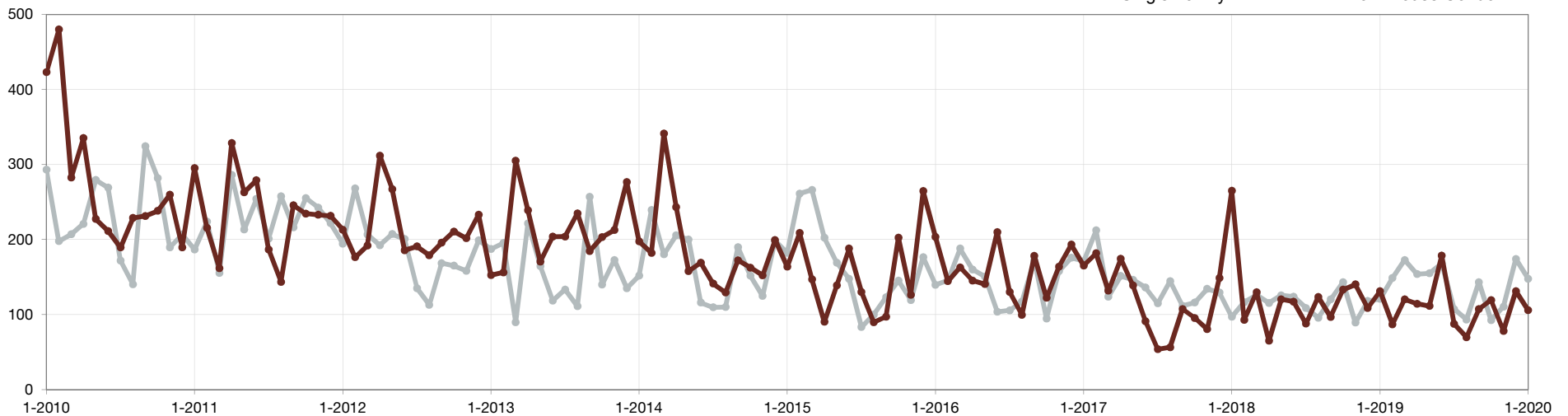
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	149	+27.4%	87	-6.5%
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%
12-Month Avg*	118	+14.8%	112	-2.4%

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

Historical Days on Market Until Sale by Month

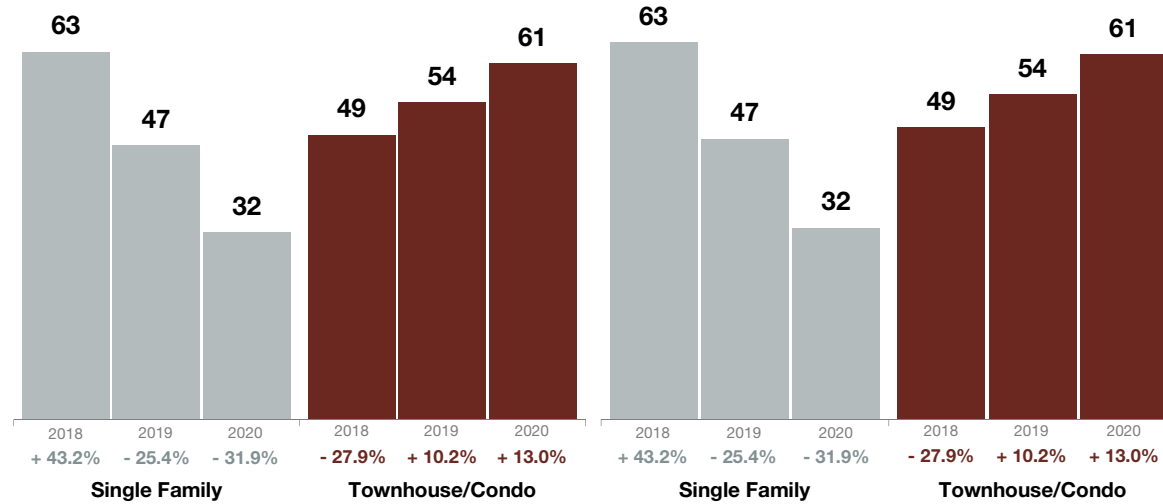


Housing Affordability Index



January

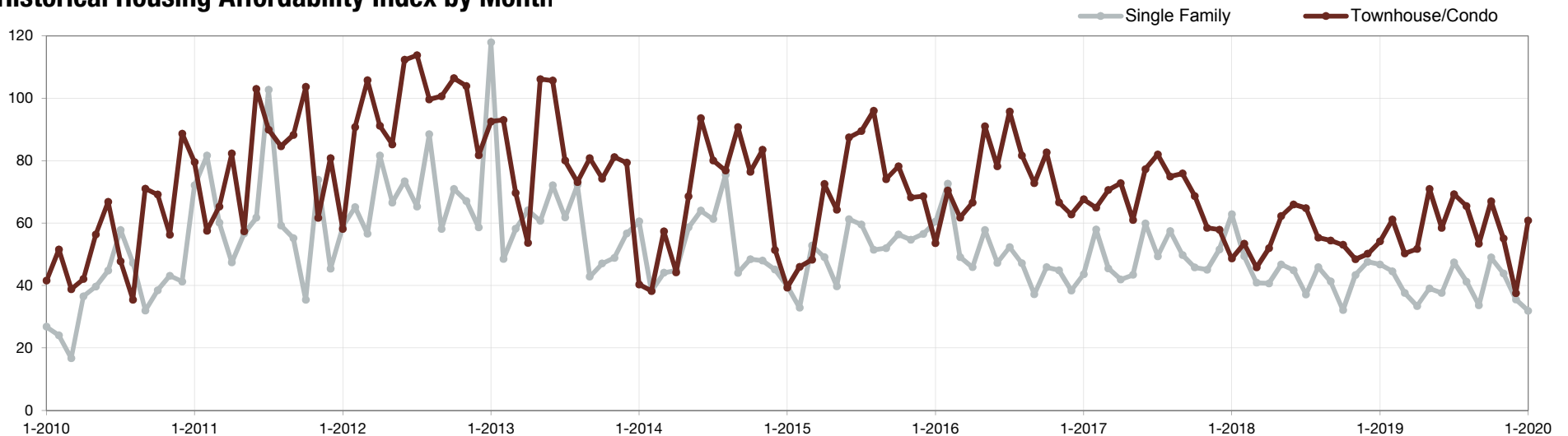
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	45	-8.2%	61	+15.1%
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%
12-Month Avg*	40	-25.7%	43	+10.9%

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

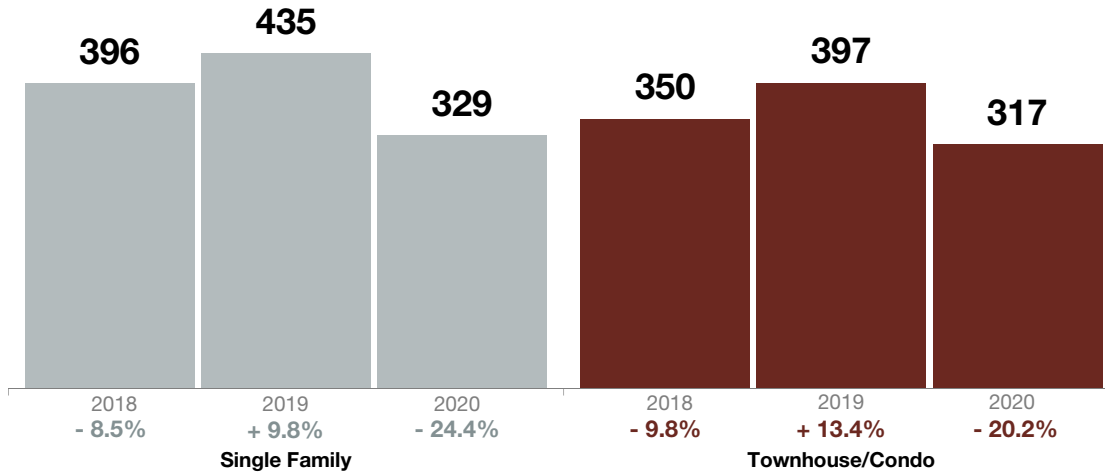
Historical Housing Affordability Index by Month



Inventory of Active Listings

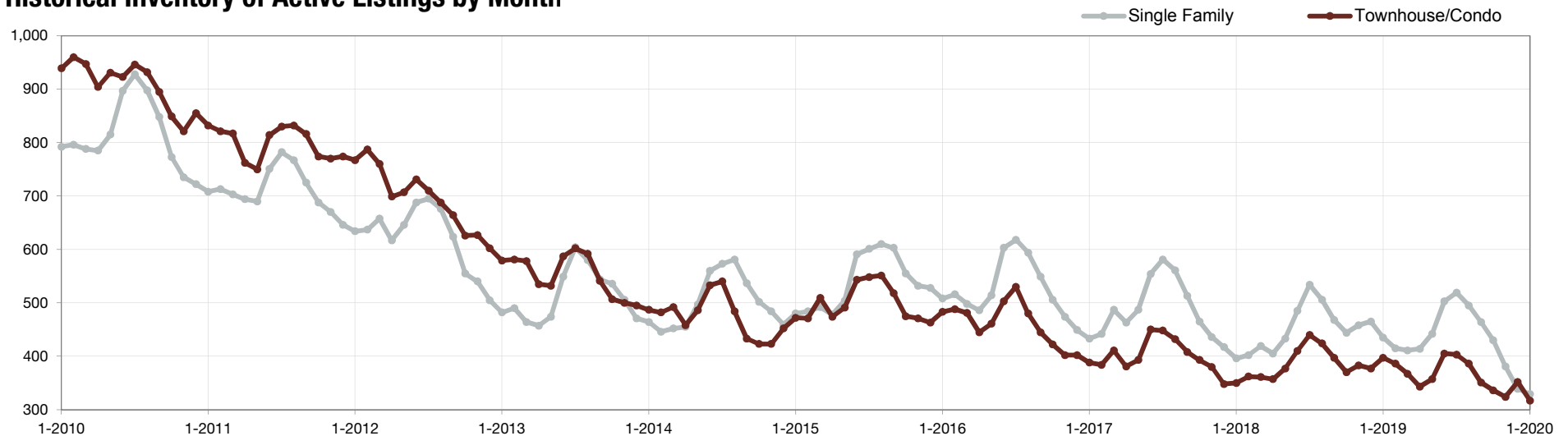


January



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	415	+3.2%	386	+6.6%
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	519	-2.8%	403	-8.4%
Aug-2019	495	-2.2%	386	-9.0%
Sep-2019	464	-0.9%	351	-11.6%
Oct-2019	430	-3.2%	336	-9.2%
Nov-2019	381	-16.8%	324	-15.4%
Dec-2019	339	-27.1%	352	-6.6%
Jan-2020	329	-24.4%	317	-20.2%
12-Month Avg	429	-5.7%	361	-7.0%

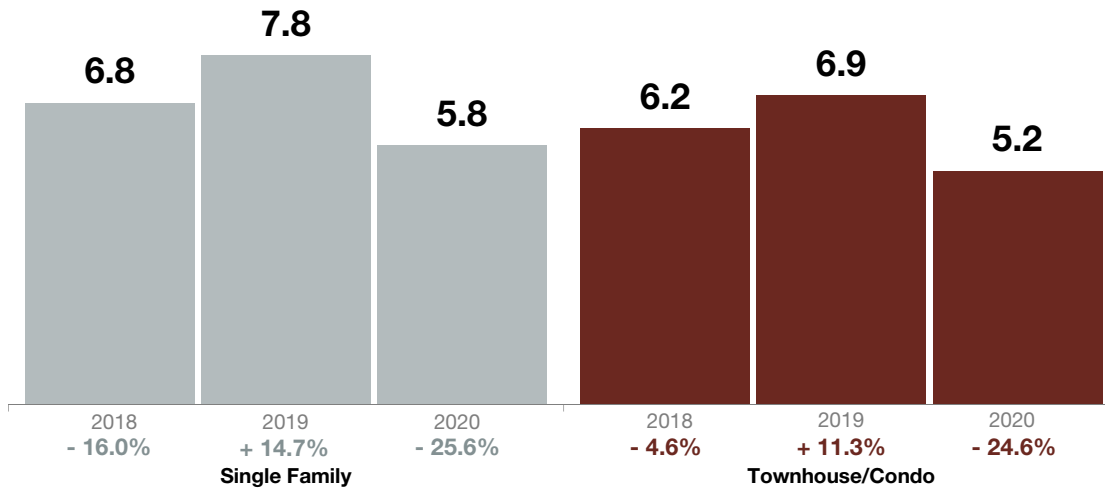
Historical Inventory of Active Listings by Month



Months Supply of Inventory



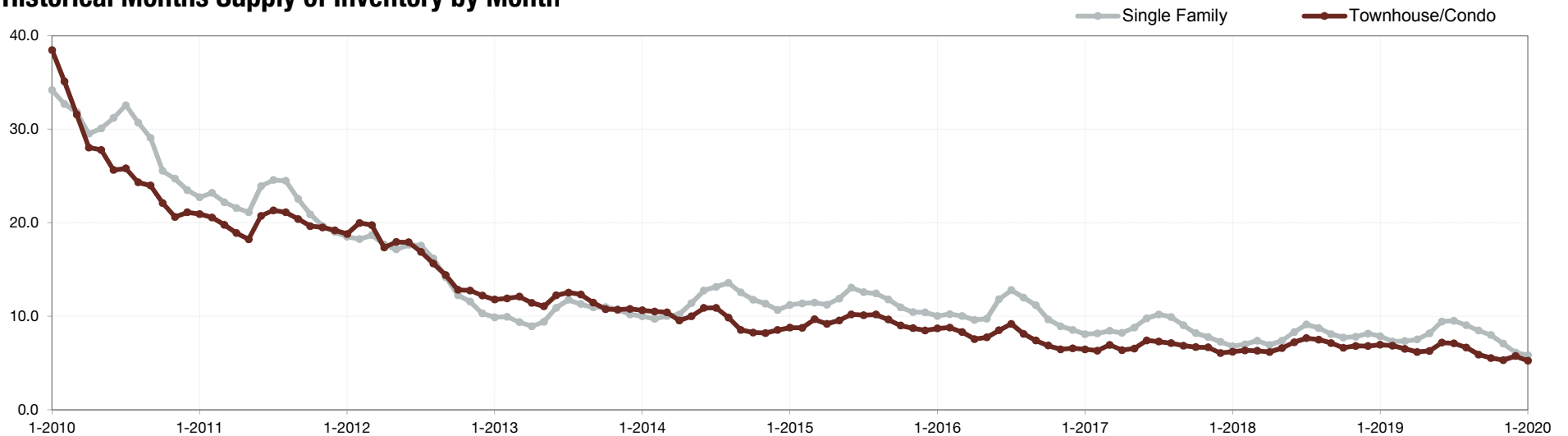
January



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	7.3	+4.3%	6.8	+7.9%
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	9.0	+3.4%	6.7	-10.7%
Sep-2019	8.5	+4.9%	5.9	-16.9%
Oct-2019	8.0	+3.9%	5.5	-16.7%
Nov-2019	7.1	-9.0%	5.3	-22.1%
Dec-2019	6.1	-24.7%	5.7	-16.2%
Jan-2020	5.8	-25.6%	5.2	-24.6%
12-Month Avg	7.8	-0.7%	6.2	-9.3%

* Months Supply for all properties from February 2019 through January 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	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		131	114	- 13.0%	131	114	- 13.0%
Pending Sales		105	124	+ 18.1%	105	124	+ 18.1%
Closed Sales		74	74	0.0%	74	74	0.0%
Median Sales Price		\$650,000	\$827,500	+ 27.3%	\$650,000	\$827,500	+ 27.3%
Average Sales Price		\$1,277,192	\$1,530,161	+ 19.8%	\$1,277,192	\$1,530,161	+ 19.8%
Pct. of List Price Received		96.4%	96.6%	+ 0.2%	96.4%	96.6%	+ 0.2%
Days on Market Until Sale		127	127	0.0%	127	127	0.0%
Housing Affordability Index		53	45	- 13.7%	53	45	- 13.7%
Inventory of Active Listings		836	648	- 22.5%	--	--	--
Months Supply of Inventory		7.4	5.5	- 25.7%	--	--	--

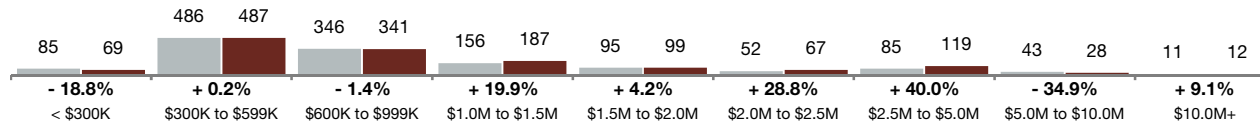
Closed Sales

Actual sales that have closed in a given month.



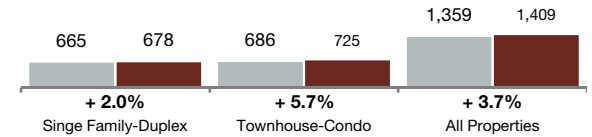
By Price Range – All Properties – Rolling 12 Months

■ 1-2019 ■ 1-2020



By Property Type

■ 1-2019 ■ 1-2020



Rolling 12 Months

Compared to Prior Month

Year to Date

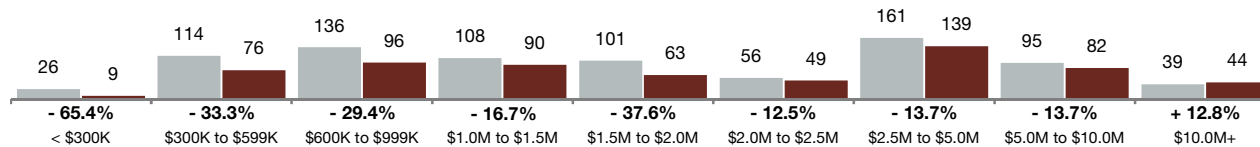
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change	12-2019	1-2020	Change	12-2019	1-2020	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	32	31	-3.1%	46	35	-23.9%	2	3	+50.0%	0	2	--	2	3	+50.0%	5	2	-60.0%
\$300,000 to \$599,999	185	180	-2.7%	300	304	+1.3%	13	8	-38.5%	14	14	0.0%	10	8	-20.0%	17	14	-17.6%
\$600,000 to \$999,999	189	160	-15.3%	157	181	+15.3%	11	7	-36.4%	12	6	-50.0%	8	7	-12.5%	9	6	-33.3%
\$1,000,000 to \$1,499,999	97	109	+12.4%	59	78	+32.2%	11	7	-36.4%	6	5	-16.7%	1	7	+600.0%	3	5	+66.7%
\$1,500,000 to \$1,999,999	47	50	+6.4%	48	49	+2.1%	6	4	-33.3%	7	2	-71.4%	2	4	+100.0%	6	2	-66.7%
\$2,000,000 to \$2,499,999	31	40	+29.0%	21	27	+28.6%	3	2	-33.3%	5	2	-60.0%	1	2	+100.0%	2	2	0.0%
\$2,500,000 to \$4,999,999	55	82	+49.1%	30	37	+23.3%	7	7	0.0%	4	1	-75.0%	2	7	+250.0%	1	1	0.0%
\$5,000,000 to \$9,999,999	21	17	-19.0%	22	11	-50.0%	2	1	-50.0%	0	1	--	1	1	0.0%	3	1	-66.7%
\$10,000,000 and Above	8	9	+12.5%	3	3	0.0%	0	0	--	1	1	0.0%	0	0	--	0	1	--
All Price Ranges	665	678	+2.0%	686	725	+5.7%	55	39	-29.1%	49	34	-30.6%	27	39	+44.4%	46	34	-26.1%

Inventory of Active Listings

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

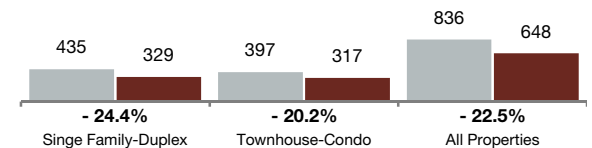
By Price Range – All Properties

■ 1-2019 ■ 1-2020



By Property Type

■ 1-2019 ■ 1-2020



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	
	1-2019	1-2020	Change	1-2019	1-2020	Change	12-2019	1-2020	Change	12-2019	1-2020	Change				
\$299,999 and Below	11	6	-45.5%	13	3	-76.9%	5	6	+20.0%	4	3	-25.0%				
\$300,000 to \$599,999	30	34	+13.3%	83	41	-50.6%	36	34	-5.6%	61	41	-32.8%				
\$600,000 to \$999,999	65	29	-55.4%	70	67	-4.3%	34	29	-14.7%	67	67	0.0%				
\$1,000,000 to \$1,499,999	59	34	-42.4%	49	56	+14.3%	36	34	-5.6%	60	56	-6.7%				
\$1,500,000 to \$1,999,999	46	34	-26.1%	55	28	-49.1%	38	34	-10.5%	36	28	-22.2%				
\$2,000,000 to \$2,499,999	33	24	-27.3%	23	25	+8.7%	21	24	+14.3%	26	25	-3.8%				
\$2,500,000 to \$4,999,999	108	86	-20.4%	53	53	0.0%	84	86	+2.4%	53	53	0.0%				
\$5,000,000 to \$9,999,999	52	47	-9.6%	43	35	-18.6%	49	47	-4.1%	35	35	0.0%				
\$10,000,000 and Above	31	35	+12.9%	8	9	+12.5%	36	35	-2.8%	10	9	-10.0%				
All Price Ranges	435	329	-24.4%	397	317	-20.2%	339	329	-2.9%	352	317	-9.9%				

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.