

Monthly Indicators



March 2021

New Listings were up 39.6 percent for the Single Family-Duplex category and 57.3 percent for the Townhouse-Condo category. Pending Sales increased 420.0 percent for Single Family-Duplex and 369.2 percent for Townhouse-Condo.

The Median Sales Price was up 50.0 percent to \$1,200,000 for the Single Family-Duplex category and 34.8 percent to \$1,063,800 for the Townhouse-Condo category. Days on Market decreased 37.2 percent for single family homes and 51.3 percent for townhouse-condo properties.

While many homebuilders are working to increase their activity, the cost of lumber and other materials and a backlogged supply chain continue to limit new home construction and have increased costs substantially. New methods of construction, including 3d printed homes, could speed construction and reduce costs in the future, but realistically are several years away from making a measurable impact in the market.

Monthly Snapshot

+ 112.2% **- 55.4%** **+ 39.7%**

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.

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	3-2020	3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		53	74	+ 39.6%	161	172	+ 6.8%
Pending Sales		15	78	+ 420.0%	86	182	+ 111.6%
Closed Sales		27	55	+ 103.7%	100	134	+ 34.0%
Median Sales Price		\$800,000	\$1,200,000	+ 50.0%	\$940,000	\$1,475,639	+ 57.0%
Average Sales Price		\$1,597,044	\$1,912,108	+ 19.7%	\$1,535,324	\$2,330,466	+ 51.8%
Pct. of List Price Received		96.0%	97.1%	+ 1.1%	96.2%	96.9%	+ 0.7%
Days on Market Until Sale		156	98	- 37.2%	164	137	- 16.5%
Housing Affordability Index		46	32	- 30.4%	39	26	- 33.3%
Inventory of Active Listings		358	142	- 60.3%	--	--	--
Months Supply of Inventory		6.6	1.9	- 71.2%	--	--	--

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.



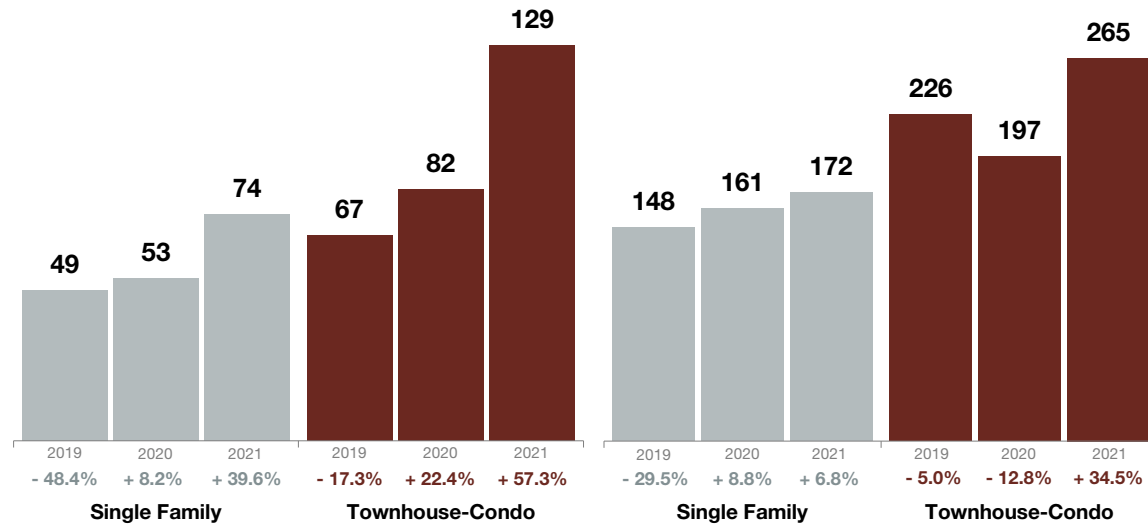
Key Metrics	Historical Sparkbars	3-2020	3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		82	129	+ 57.3%	197	265	+ 34.5%
Pending Sales		26	122	+ 369.2%	147	292	+ 98.6%
Closed Sales		47	102	+ 117.0%	131	213	+ 62.6%
Median Sales Price		\$789,000	\$1,063,800	+ 34.8%	\$710,000	\$860,000	+ 21.1%
Avg. Sales Price		\$1,562,696	\$1,480,020	- 5.3%	\$1,382,032	\$1,334,560	- 3.4%
Pct. of List Price Received		97.3%	97.5%	+ 0.2%	96.9%	97.2%	+ 0.3%
Days on Market Until Sale		195	95	- 51.3%	150	100	- 33.3%
Affordability Index		46	36	- 21.7%	52	44	- 15.4%
Active Listings		371	185	- 50.1%	--	--	--
Months Supply		6.1	2.3	- 62.3%	--	--	--

New Listings



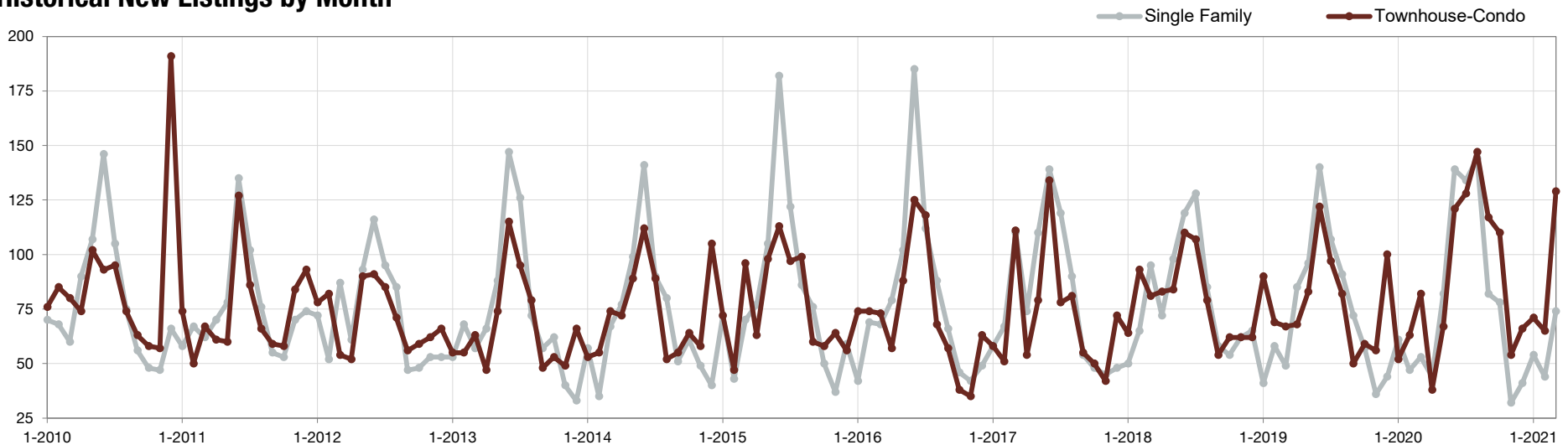
March

Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	147	+79.3%
Sep-2020	82	+13.9%	117	+134.0%
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	44	-6.4%	65	+3.2%
Mar-2021	74	+39.6%	129	+57.3%
12-Month Avg	79	+6.6%	93	+21.8%

Historical New Listings by Month

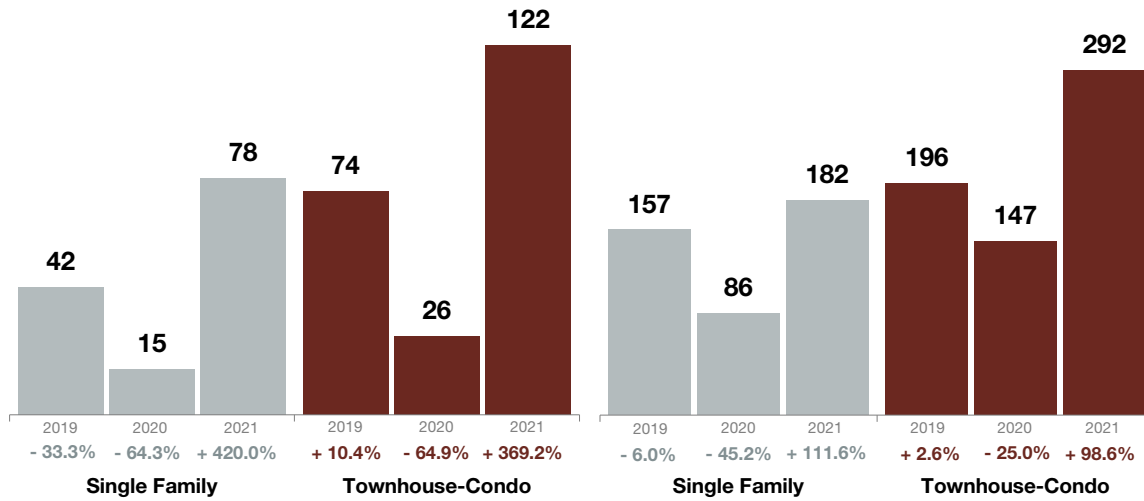


Pending Sales



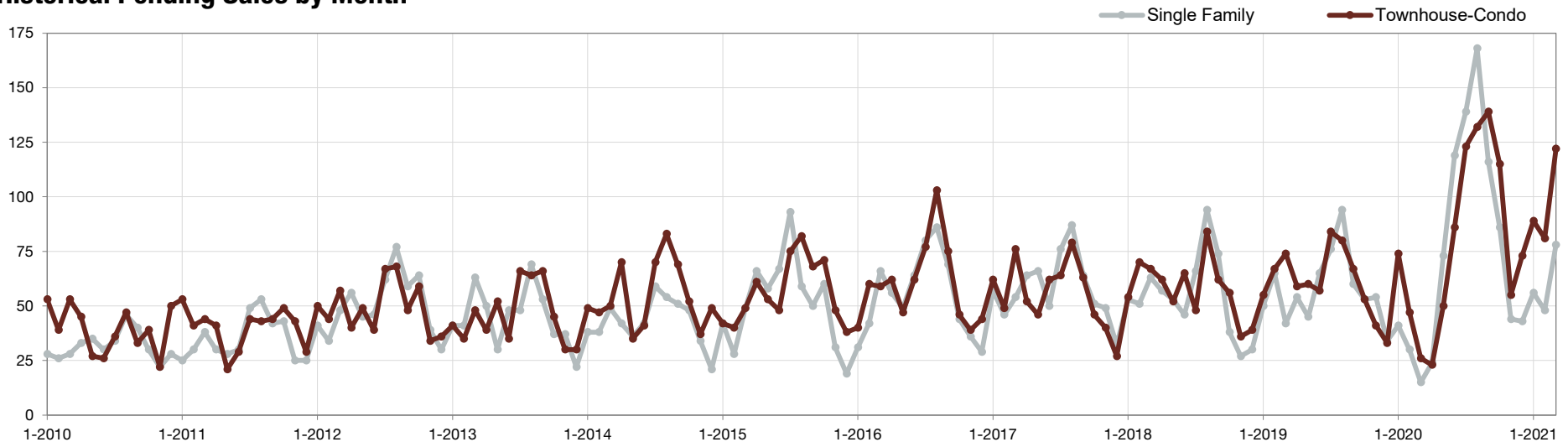
March

Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	48	+60.0%	81	+72.3%
Mar-2021	78	+420.0%	122	+369.2%
12-Month Avg	83	+60.1%	91	+59.8%

Historical Pending Sales by Month

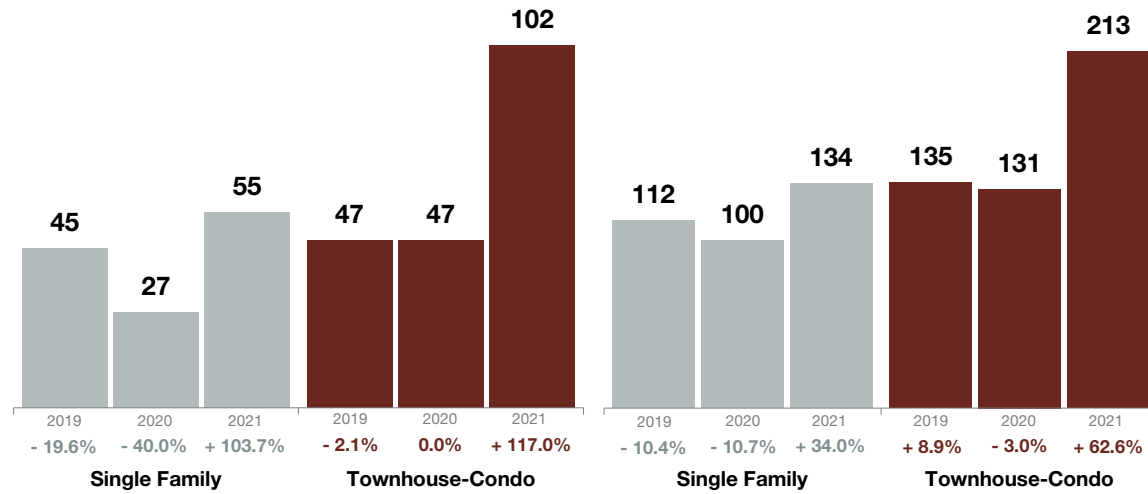


Closed Sales



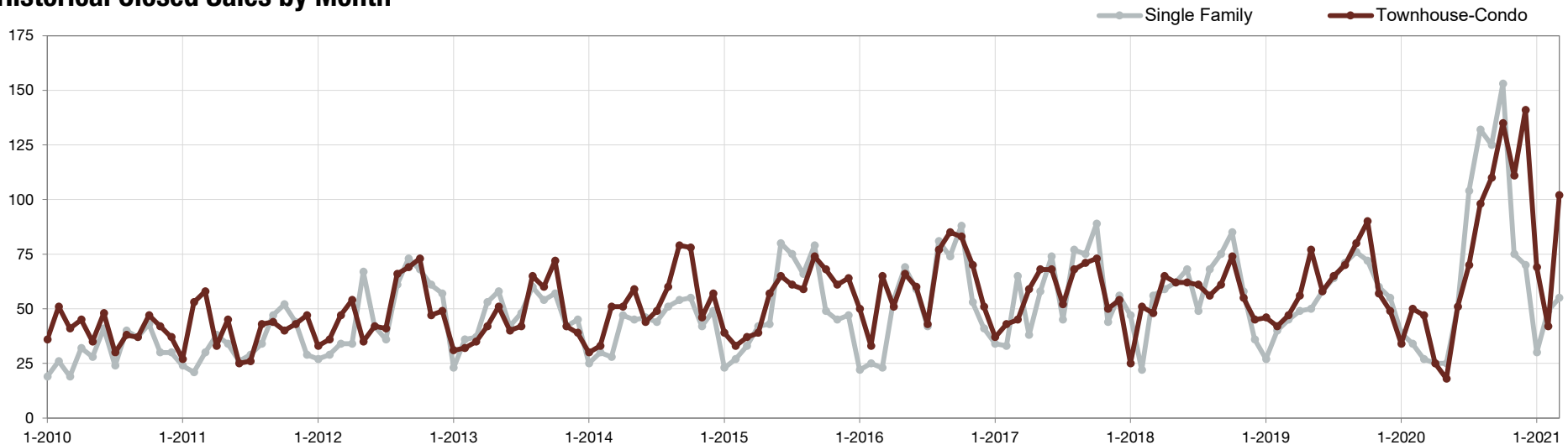
March

Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	111	+94.7%
Dec-2020	70	+27.3%	141	+187.8%
Jan-2021	30	-23.1%	69	+102.9%
Feb-2021	49	+44.1%	42	-16.0%
Mar-2021	55	+103.7%	102	+117.0%
12-Month Avg	75	+36.5%	81	+32.6%

Historical Closed Sales by Month

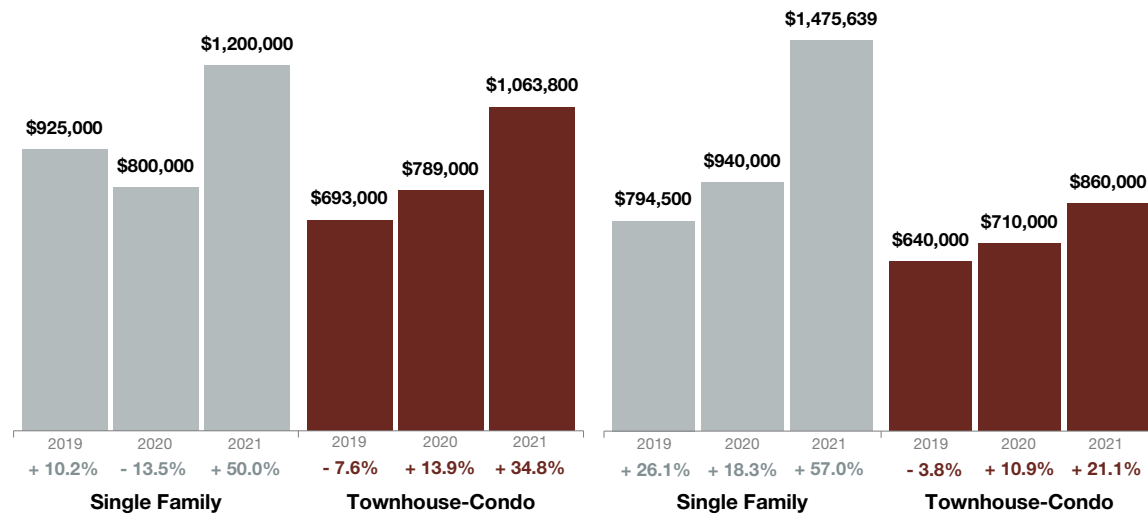


Median Sales Price



March

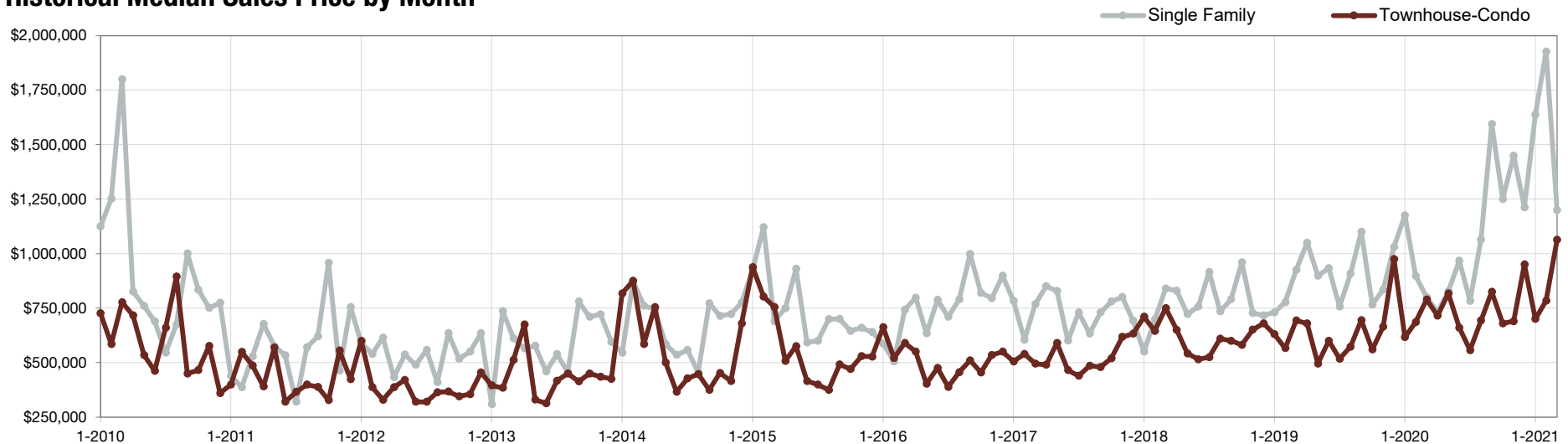
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$690,000	+3.7%
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%	\$784,500	+14.3%
Mar-2021	\$1,200,000	+50.0%	\$1,063,800	+34.8%
12-Month Avg*	\$1,200,000	+33.5%	\$715,000	+12.6%

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

Historical Median Sales Price by Month

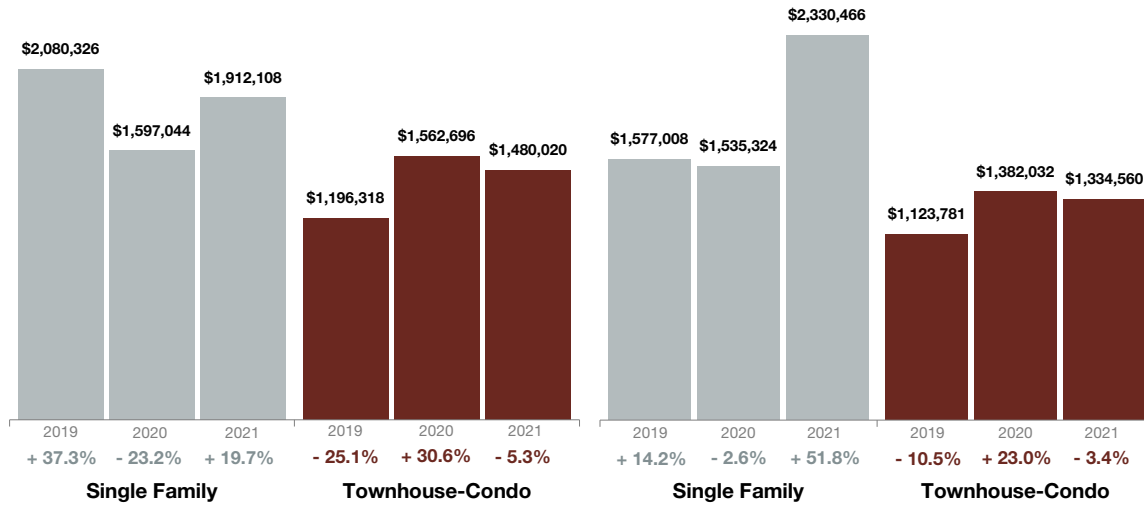


Average Sales Price



March

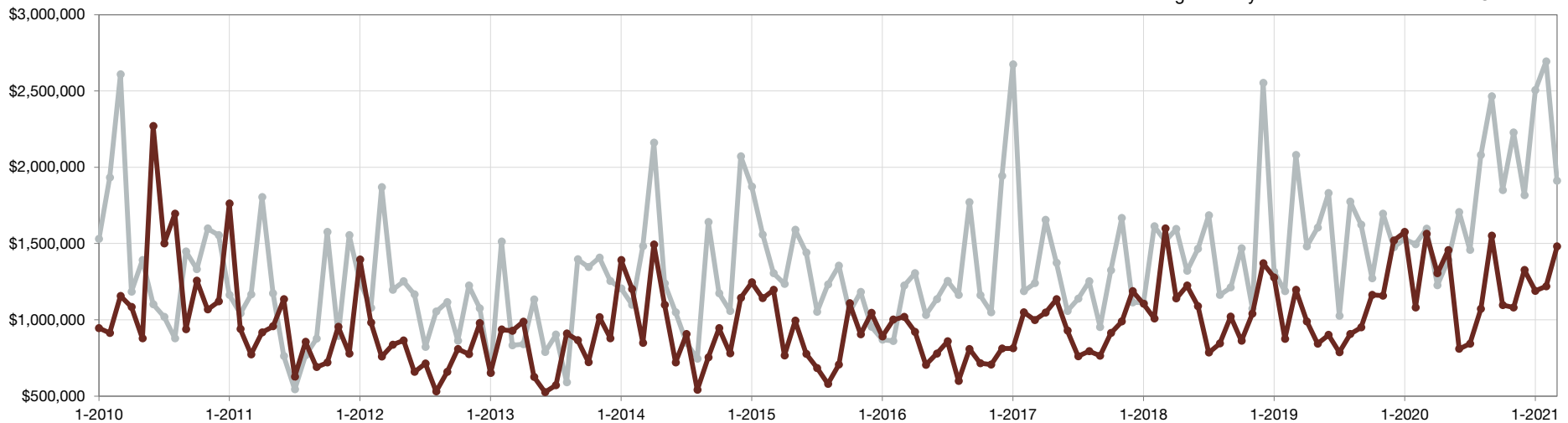
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$1,080,033	-6.7%
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%	\$1,219,107	+12.8%
Mar-2021	\$1,912,108	+19.7%	\$1,480,020	-5.3%
12-Month Avg*	\$1,986,669	+29.9%	\$1,207,844	+12.2%

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

Historical Average Sales Price by Month

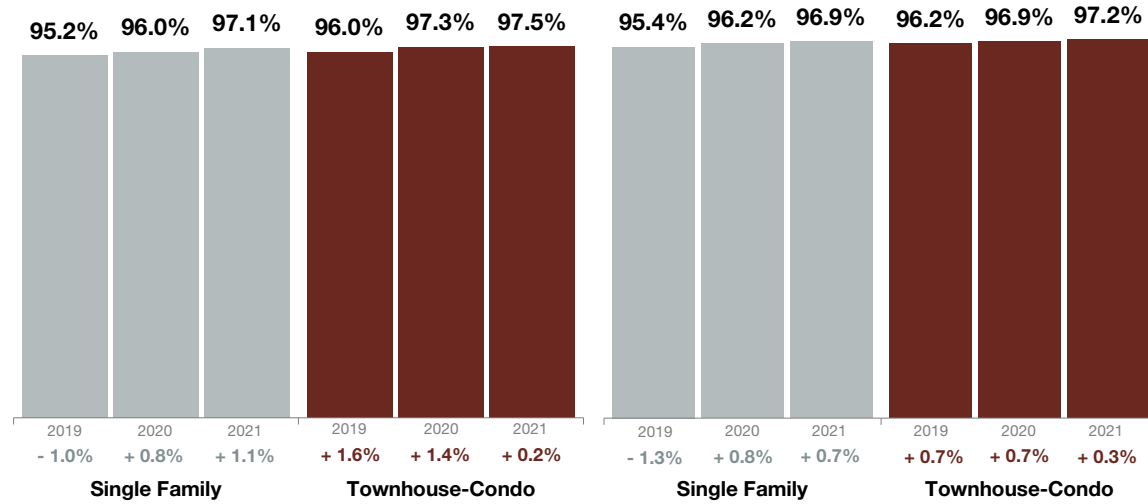


Percent of List Price Received



March

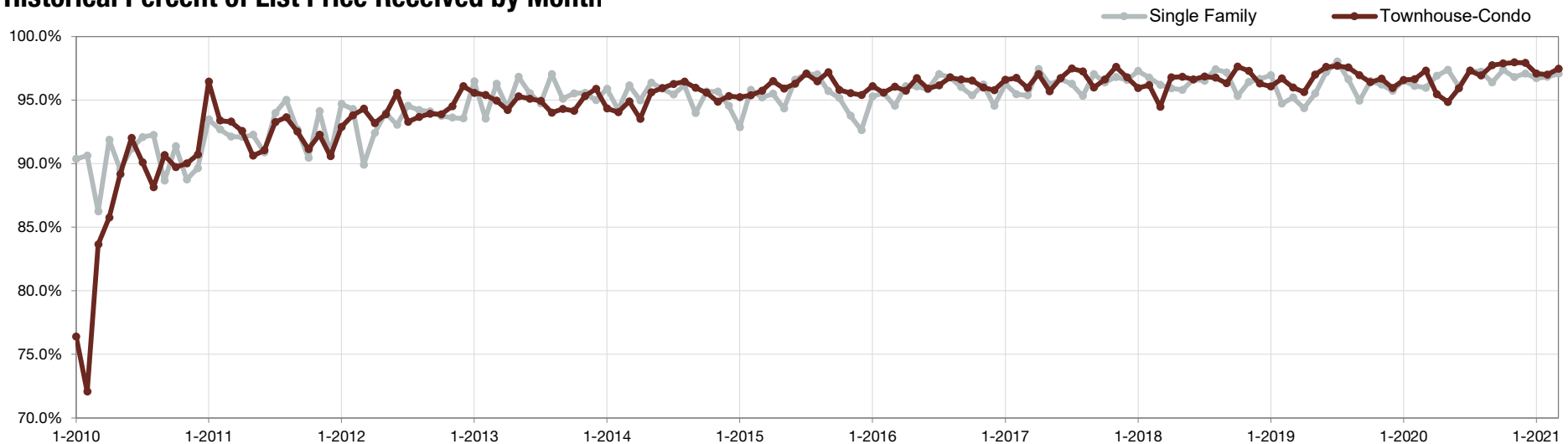
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Mar-2021	97.1%	+1.1%	97.5%	+0.2%
12-Month Avg*	97.0%	+0.8%	97.4%	+0.5%

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

Historical Percent of List Price Received by Month

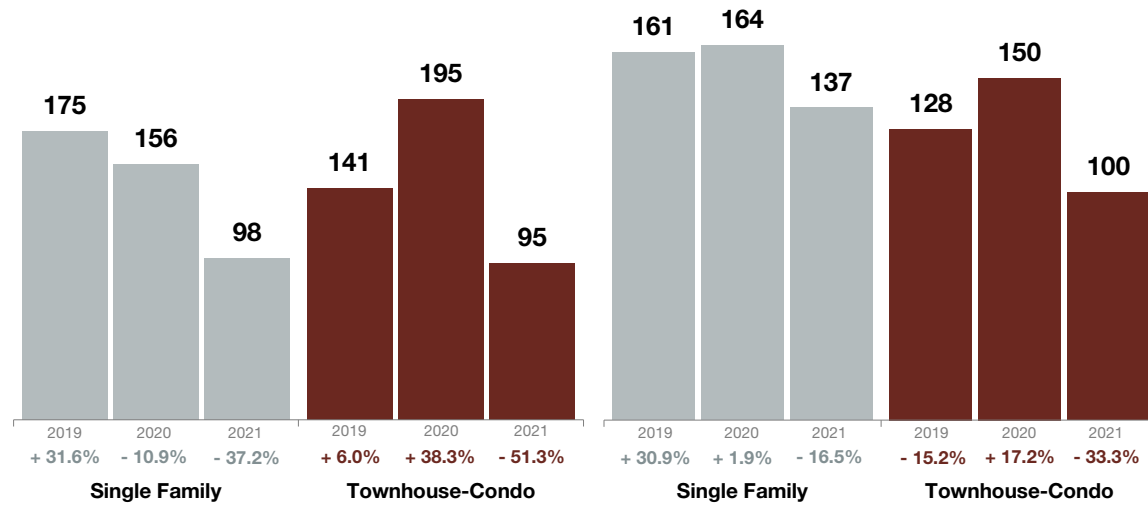


Days on Market Until Sale



March

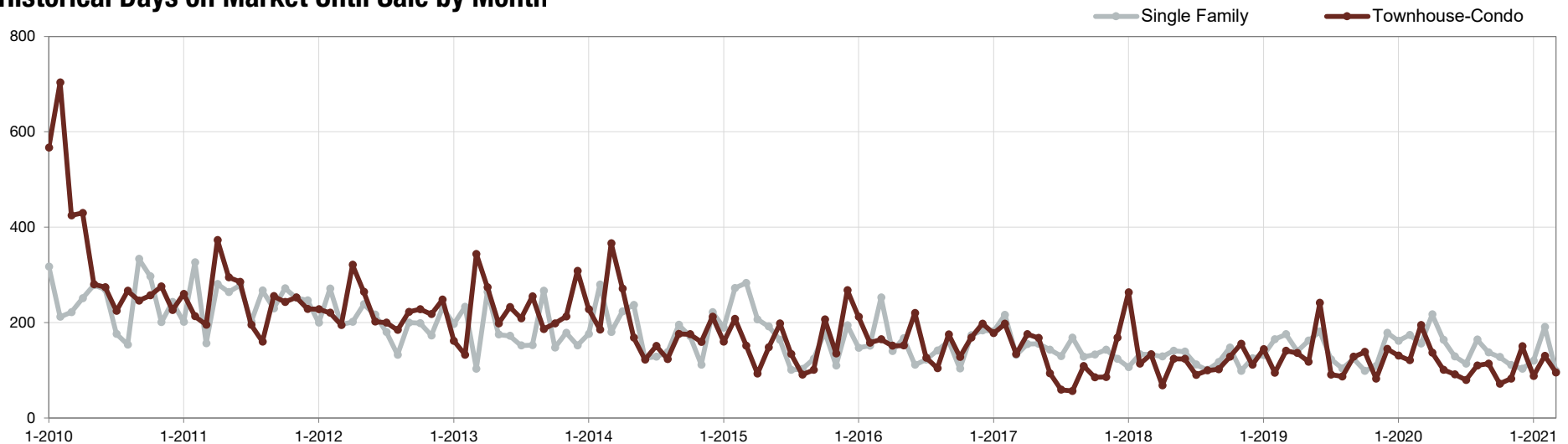
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	82	0.0%
Dec-2020	103	-42.1%	150	+3.4%
Jan-2021	120	-25.9%	88	-32.8%
Feb-2021	191	+9.8%	130	+7.4%
Mar-2021	98	-37.2%	95	-51.3%
12-Month Avg*	137	-2.1%	132	-22.1%

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

Historical Days on Market Until Sale by Month

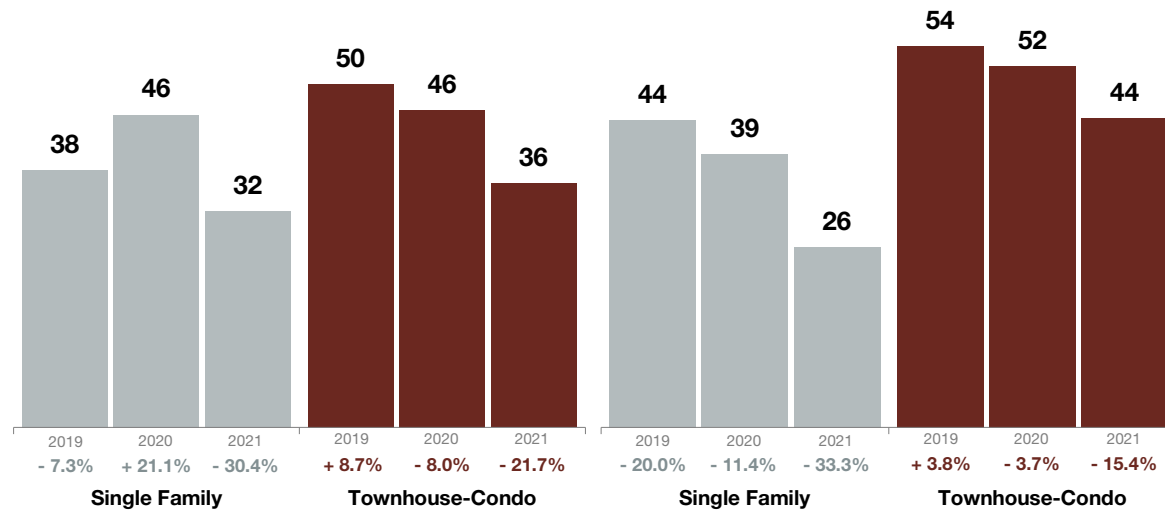


Housing Affordability Index



March

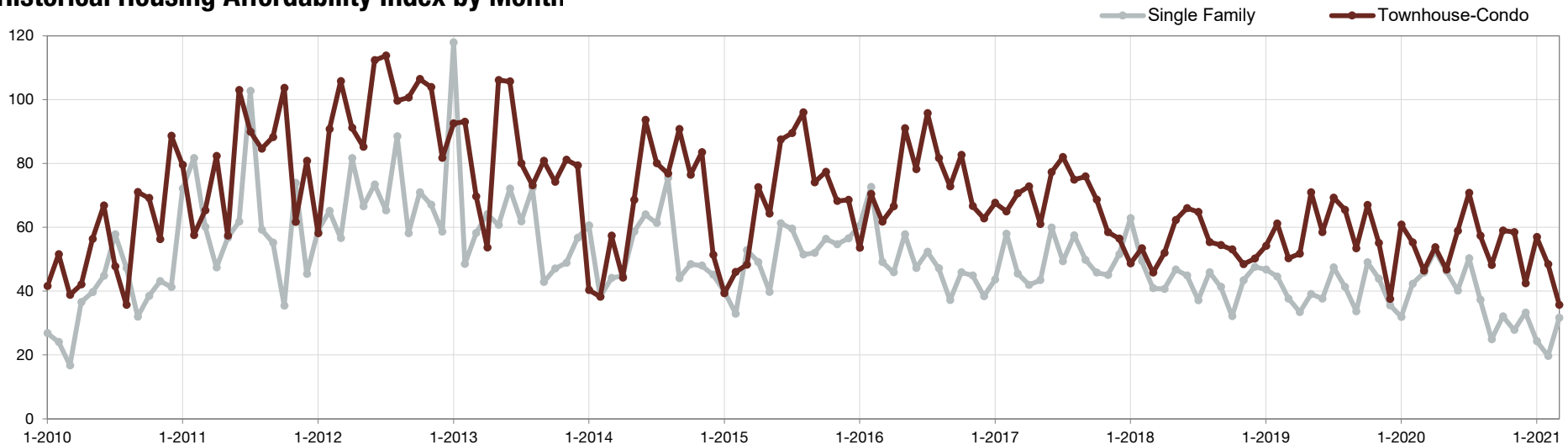
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	48	-12.7%
Mar-2021	32	-30.4%	36	-21.7%
12-Month Avg*	35	-20.2%	40	-37.5%

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

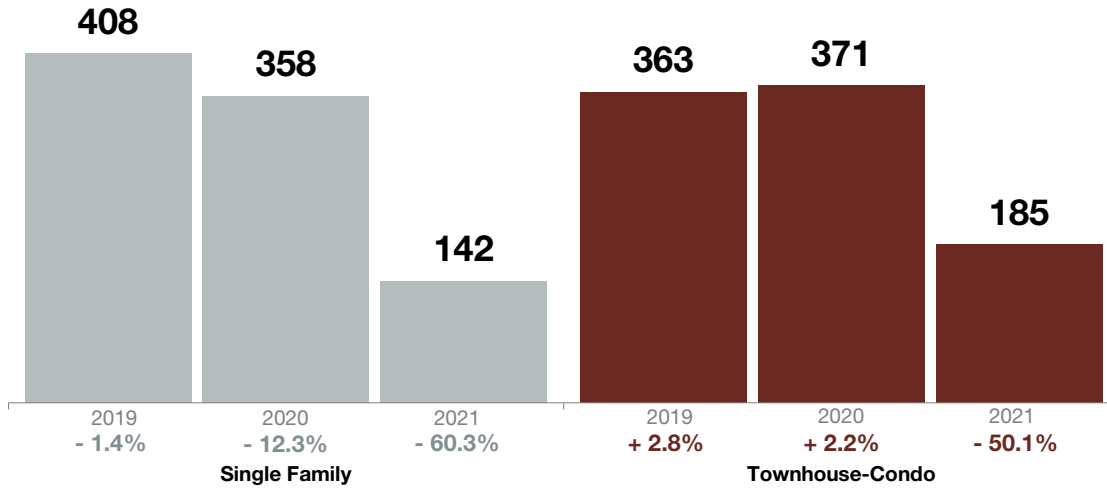
Historical Housing Affordability Index by Month



Inventory of Active Listings

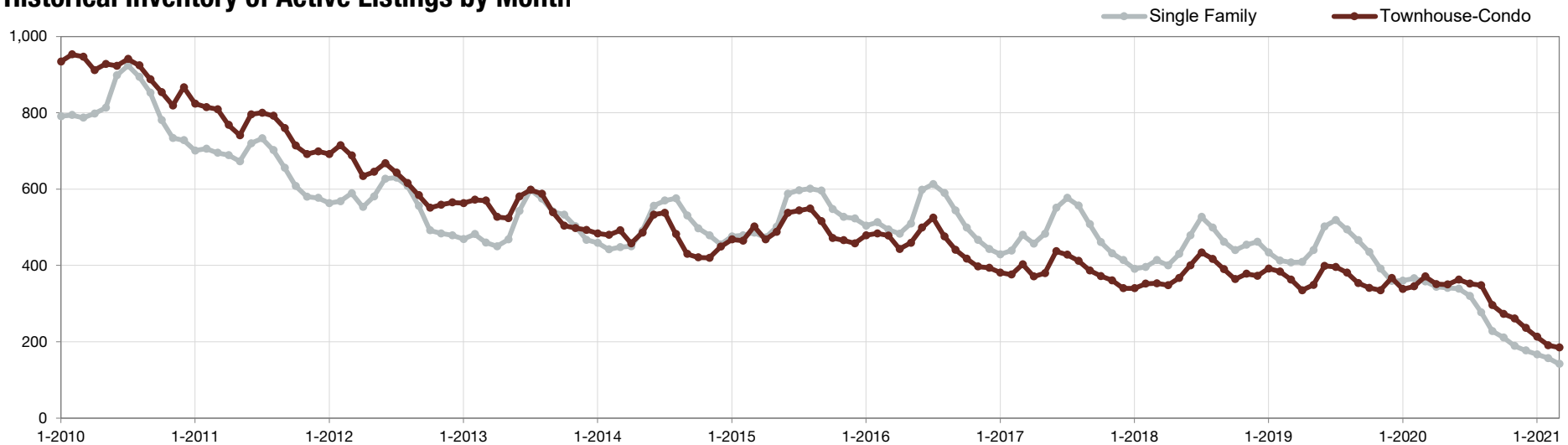


March



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	167	-53.6%	213	-37.0%
Feb-2021	157	-57.1%	191	-44.6%
Mar-2021	142	-60.3%	185	-50.1%
12-Month Avg	241	-43.3%	285	-20.7%

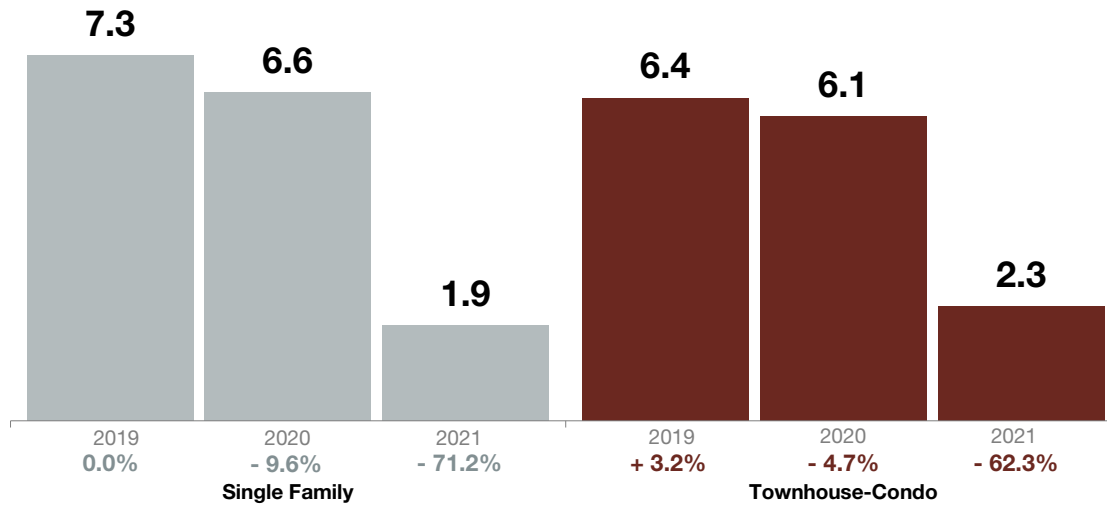
Historical Inventory of Active Listings by Month



Months Supply of Inventory



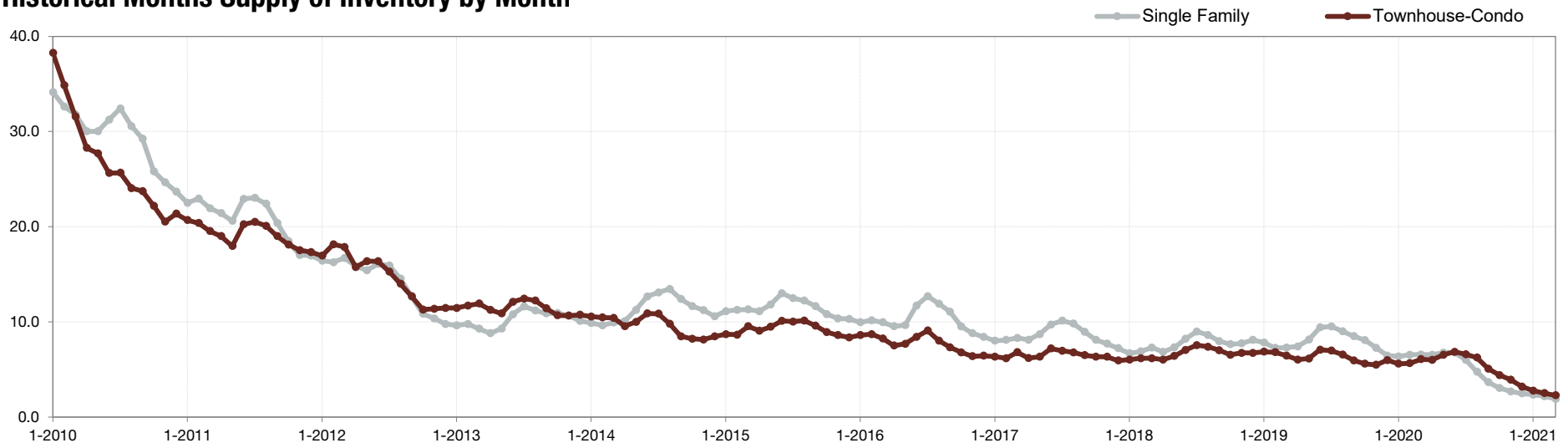
March



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	2.4	-62.5%	2.8	-50.0%
Feb-2021	2.2	-66.2%	2.5	-55.4%
Mar-2021	1.9	-71.2%	2.3	-62.3%
12-Month Avg	4.1	-47.3%	4.7	-22.9%

* Months Supply for all properties from April 2020 through March 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	3-2020	3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		137	204	+ 48.9%	369	438	+ 18.7%
Pending Sales		42	201	+ 378.6%	236	475	+ 101.3%
Closed Sales		74	157	+ 112.2%	233	348	+ 49.4%
Median Sales Price		\$794,500	\$1,110,000	+ 39.7%	\$789,000	\$1,117,500	+ 41.6%
Average Sales Price		\$1,575,228	\$1,631,389	+ 3.6%	\$1,438,862	\$1,714,451	+ 19.2%
Pct. of List Price Received		96.8%	97.3%	+ 0.5%	96.5%	97.1%	+ 0.6%
Days on Market Until Sale		181	96	- 47.0%	155	114	- 26.5%
Housing Affordability Index		46	34	- 25.8%	46	34	- 26.8%
Inventory of Active Listings		737	329	- 55.4%	--	--	--
Months Supply of Inventory		6.3	2.1	- 66.7%	--	--	--

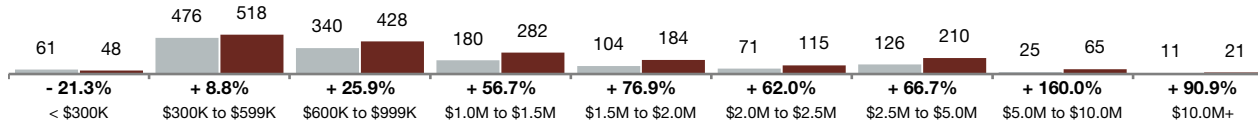
Closed Sales

Actual sales that have closed in a given month.



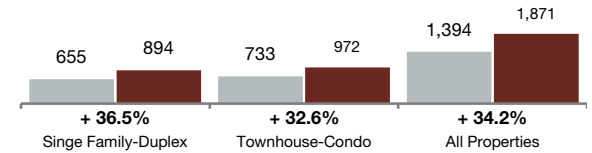
By Price Range – All Properties – Rolling 12 Months

■ 3-2020 ■ 3-2021



By Property Type

■ 3-2020 ■ 3-2021



Rolling 12 Months

Compared to Prior Month

Year to Date

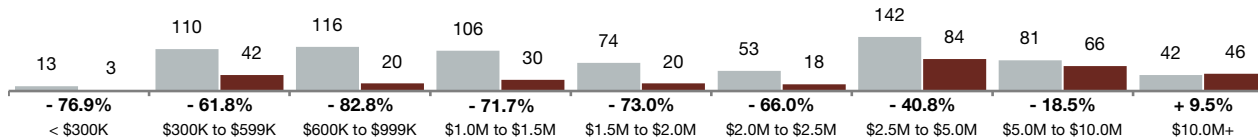
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	3-2020	3-2021	Change	3-2020	3-2021	Change	2-2021	3-2021	Change	2-2021	3-2021	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	28	20	-28.6%	30	25	-16.7%	0	1	--	2	2	0.0%	5	1	-80.0%	4	6	+50.0%
\$300,000 to \$599,999	171	178	+4.1%	303	340	+12.2%	12	13	+8.3%	11	31	+181.8%	19	29	+52.6%	47	65	+38.3%
\$600,000 to \$999,999	156	181	+16.0%	183	247	+35.0%	5	10	+100.0%	12	17	+41.7%	27	18	-33.3%	33	44	+33.3%
\$1,000,000 to \$1,499,999	106	148	+39.6%	74	133	+79.7%	3	10	+233.3%	4	15	+275.0%	17	20	+17.6%	12	28	+133.3%
\$1,500,00 to \$1,999,999	51	111	+117.6%	53	73	+37.7%	5	8	+60.0%	7	9	+28.6%	10	17	+70.0%	10	24	+140.0%
\$2,000,000 to \$2,499,999	37	65	+75.7%	34	49	+44.1%	4	0	-100.0%	2	7	+250.0%	6	5	-16.7%	11	15	+36.4%
\$2,500,000 to \$4,999,999	82	128	+56.1%	44	82	+86.4%	12	9	-25.0%	4	19	+375.0%	11	28	+154.5%	11	29	+163.6%
\$5,000,000 to \$9,999,999	16	45	+181.3%	9	20	+122.2%	7	2	-71.4%	0	2	--	4	13	+225.0%	1	2	+100.0%
\$10,000,000 and Above	8	18	+125.0%	3	3	0.0%	1	2	+100.0%	0	0	--	1	3	+200.0%	2	0	-100.0%
All Price Ranges	655	894	+36.5%	733	972	+32.6%	49	55	+12.2%	42	102	+142.9%	100	134	+34.0%	131	213	+62.6%

Inventory of Active Listings

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

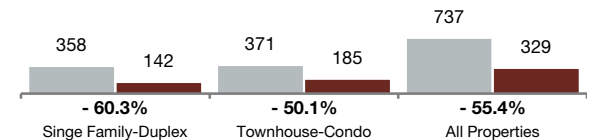
By Price Range – All Properties

■ 3-2020 ■ 3-2021



By Property Type

■ 3-2020 ■ 3-2021



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	
	3-2020	3-2021	Change	3-2020	3-2021	Change	2-2021	3-2021	Change	2-2021	3-2021	Change				
\$299,999 and Below	3	1	-66.7%	3	1	-66.7%	1	1	0.0%	0	1	--				
\$300,000 to \$599,999	38	6	-84.2%	71	35	-50.7%	4	6	+50.0%	33	35	+6.1%				
\$600,000 to \$999,999	34	3	-91.2%	82	17	-79.3%	4	3	-25.0%	19	17	-10.5%				
\$1,000,000 to \$1,499,999	47	16	-66.0%	59	14	-76.3%	15	16	+6.7%	21	14	-33.3%				
\$1,500,00 to \$1,999,999	40	9	-77.5%	34	11	-67.6%	9	9	0.0%	13	11	-15.4%				
\$2,000,000 to \$2,499,999	20	5	-75.0%	33	13	-60.6%	8	5	-37.5%	21	13	-38.1%				
\$2,500,000 to \$4,999,999	93	36	-61.3%	49	48	-2.0%	42	36	-14.3%	45	48	+6.7%				
\$5,000,000 to \$9,999,999	48	28	-41.7%	33	38	+15.2%	32	28	-12.5%	30	38	+26.7%				
\$10,000,000 and Above	35	38	+8.6%	7	8	+14.3%	42	38	-9.5%	9	8	-11.1%				
All Price Ranges	358	142	-60.3%	371	185	-50.1%	157	142	-9.6%	191	185	-3.1%				

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.