

Monthly Indicators



November 2020

New Listings were down 11.1 percent for the Single Family-Duplex category and 3.6 percent for the Townhouse-Condo category. Pending Sales decreased 20.4 percent for Single Family-Duplex but increased 34.1 percent for Townhouse-Condo.

The Median Sales Price was up 73.7 percent to \$1,450,000 for the Single Family-Duplex category and 4.1 percent to \$692,500 for the Townhouse-Condo category. Days on Market remained flat for single family homes but increased 4.9 percent for townhouse-condo properties.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Monthly Snapshot

+ 52.1% **- 41.0%** **+ 32.3%**

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	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		36	32	- 11.1%	832	895	+ 7.6%
Pending Sales		54	43	- 20.4%	658	859	+ 30.5%
Closed Sales		60	75	+ 25.0%	612	788	+ 28.8%
Median Sales Price		\$835,000	\$1,450,000	+ 73.7%	\$862,900	\$1,150,000	+ 33.3%
Average Sales Price		\$1,694,917	\$2,226,872	+ 31.4%	\$1,542,126	\$1,889,888	+ 22.6%
Pct. of List Price Received		96.2%	96.8%	+ 0.6%	96.1%	96.9%	+ 0.8%
Days on Market Until Sale		109	109	0.0%	134	141	+ 5.2%
Housing Affordability Index		44	28	- 36.4%	42	35	- 16.7%
Inventory of Active Listings		390	175	- 55.1%	--	--	--
Months Supply of Inventory		7.2	2.5	- 65.3%	--	--	--

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.

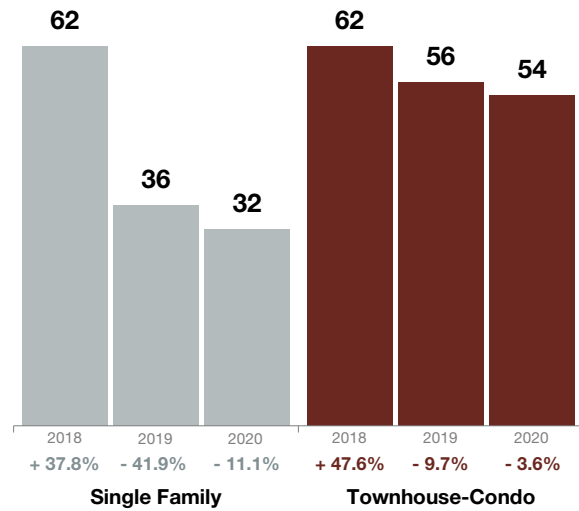


Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		56	54	- 3.6%	843	978	+ 16.0%
Pending Sales		41	55	+ 34.1%	697	870	+ 24.8%
Closed Sales		57	106	+ 86.0%	688	744	+ 8.1%
Median Sales Price		\$665,431	\$692,500	+ 4.1%	\$610,750	\$685,000	+ 12.2%
Avg. Sales Price		\$1,157,786	\$1,007,828	- 13.0%	\$996,288	\$1,170,235	+ 17.5%
Pct. of List Price Received		96.7%	97.9%	+ 1.2%	96.8%	97.2%	+ 0.4%
Days on Market Until Sale		82	86	+ 4.9%	128	105	- 18.0%
Affordability Index		55	58	+ 5.5%	60	59	- 1.7%
Active Listings		335	257	- 23.3%	--	--	--
Months Supply		5.5	3.9	- 29.1%	--	--	--

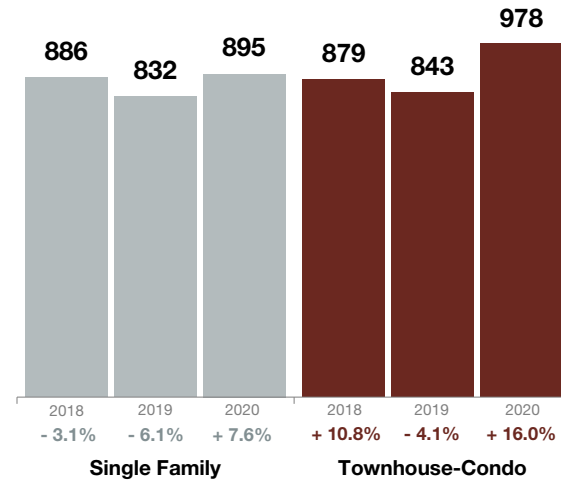
New Listings



November

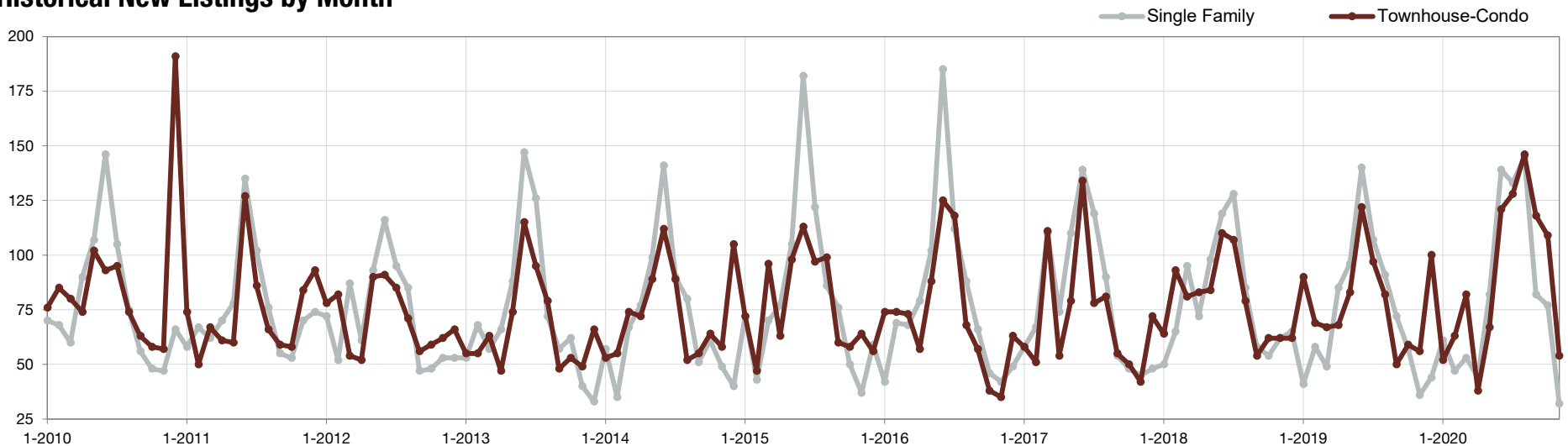


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	82	-14.6%	67	-19.3%
Jun-2020	139	-0.7%	121	-0.8%
Jul-2020	133	+24.3%	128	+32.0%
Aug-2020	145	+59.3%	146	+78.0%
Sep-2020	82	+13.9%	118	+136.0%
Oct-2020	77	+35.1%	109	+84.7%
Nov-2020	32	-11.1%	54	-3.6%
12-Month Avg	78	+4.7%	90	+19.1%

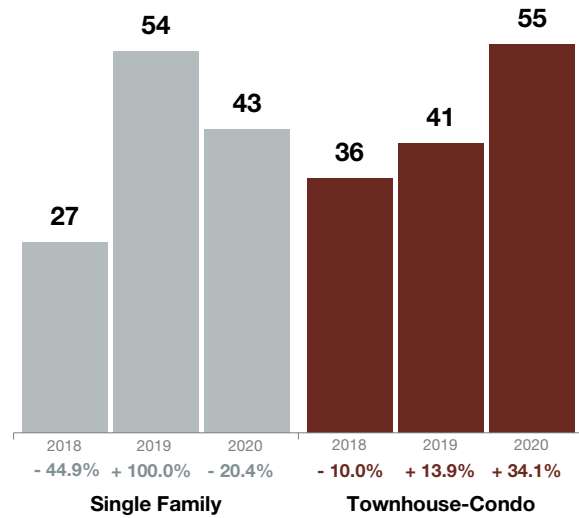
Historical New Listings by Month



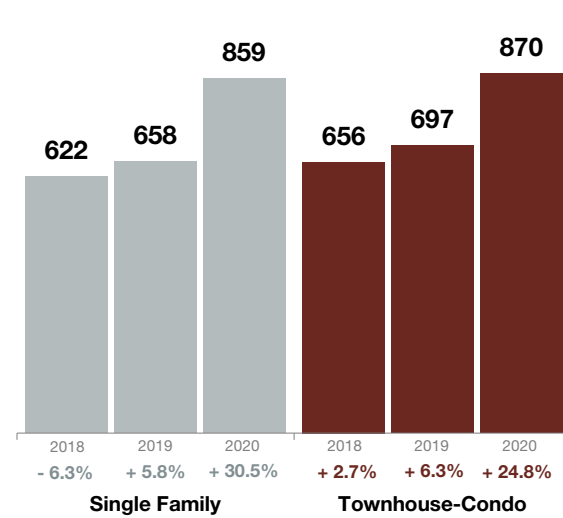
Pending Sales



November

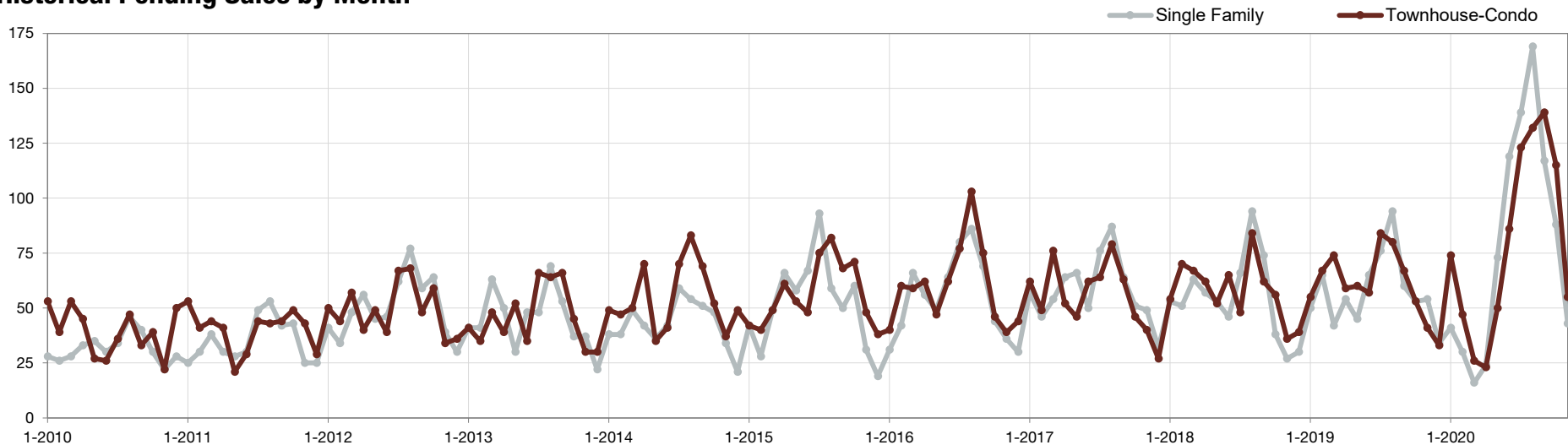


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	119	+83.1%	86	+50.9%
Jul-2020	139	+82.9%	123	+46.4%
Aug-2020	169	+79.8%	132	+65.0%
Sep-2020	117	+95.0%	139	+107.5%
Oct-2020	88	+66.0%	115	+117.0%
Nov-2020	43	-20.4%	55	+34.1%
12-Month Avg	74	+29.8%	75	+22.7%

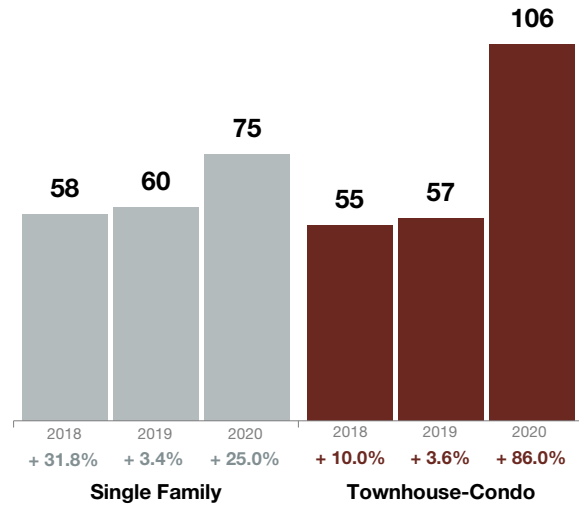
Historical Pending Sales by Month



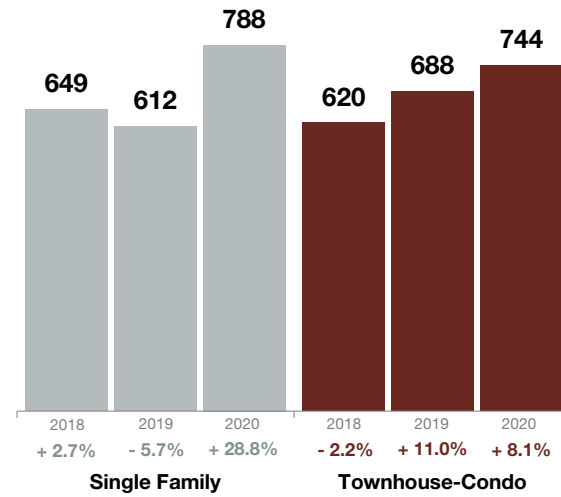
Closed Sales



November

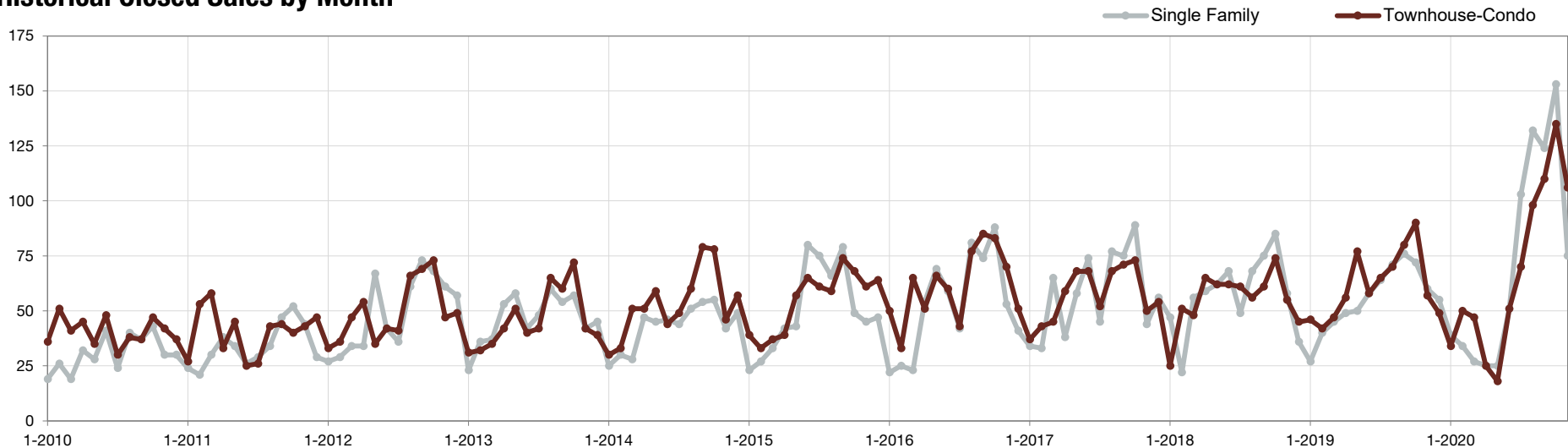


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2019	55	+52.8%	49	+8.9%
Jan-2020	39	+44.4%	34	-26.1%
Feb-2020	34	-15.0%	50	+19.0%
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	103	+60.9%	70	+7.7%
Aug-2020	132	+85.9%	98	+40.0%
Sep-2020	124	+63.2%	110	+37.5%
Oct-2020	153	+112.5%	135	+50.0%
Nov-2020	75	+25.0%	106	+86.0%
12-Month Avg	70	+30.1%	66	+8.2%

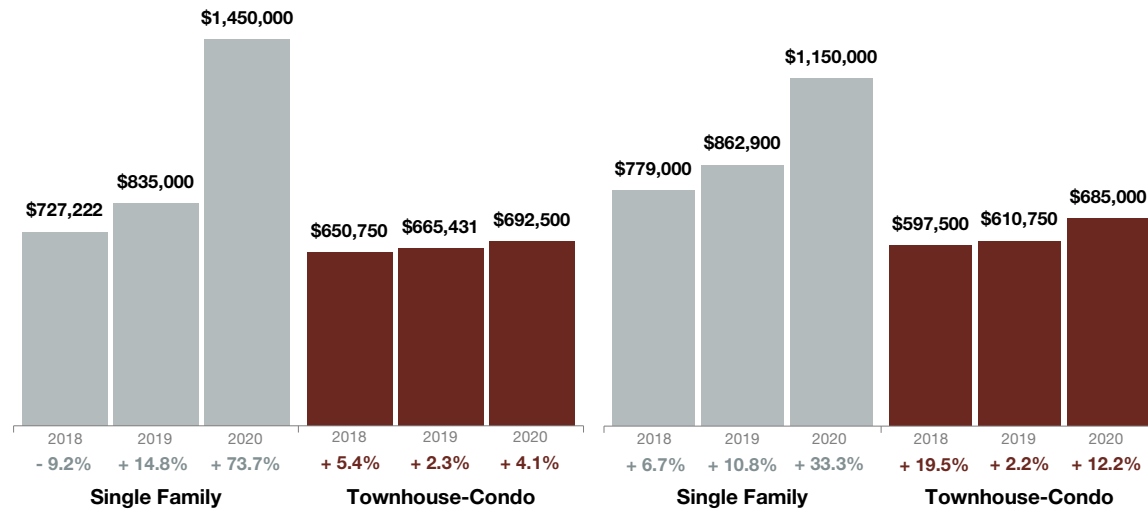
Historical Closed Sales by Month



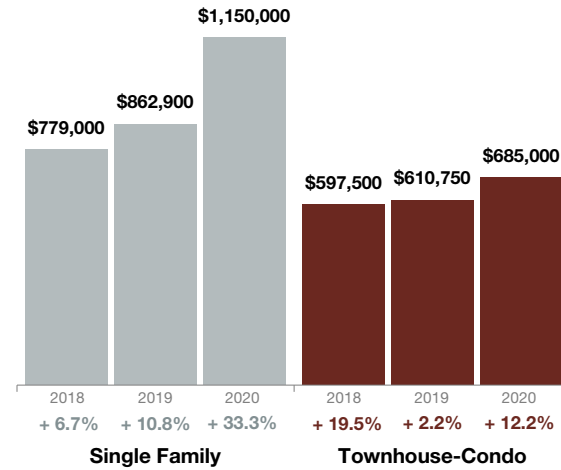
Median Sales Price



November



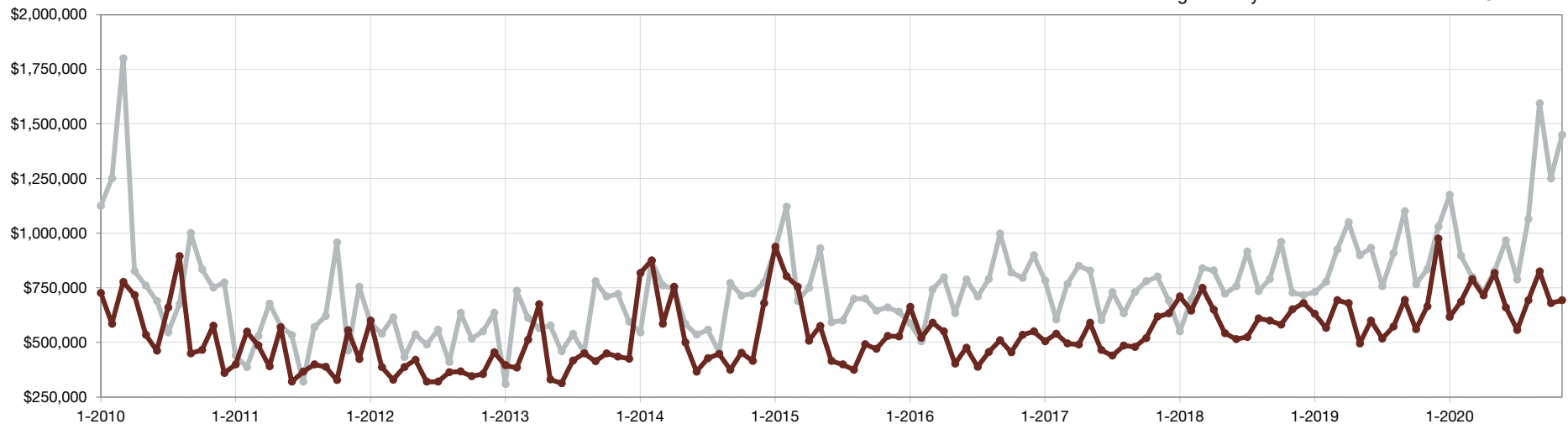
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$686,250	+21.2%
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	\$967,000	+3.7%	\$660,000	+10.0%
Jul-2020	\$788,000	+4.1%	\$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%
12-Month Avg*	\$1,150,000	+34.0%	\$695,000	+12.1%

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

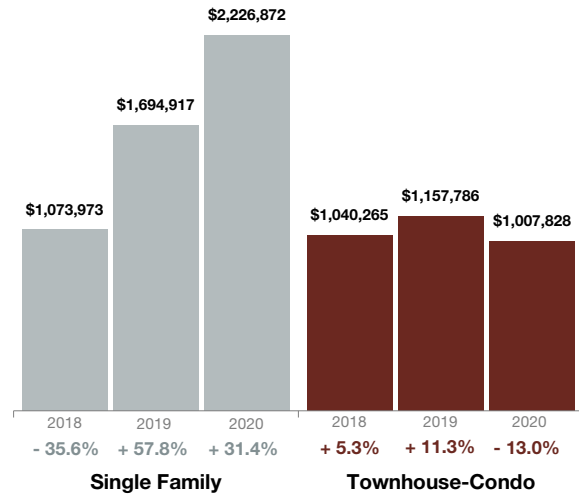
Historical Median Sales Price by Month



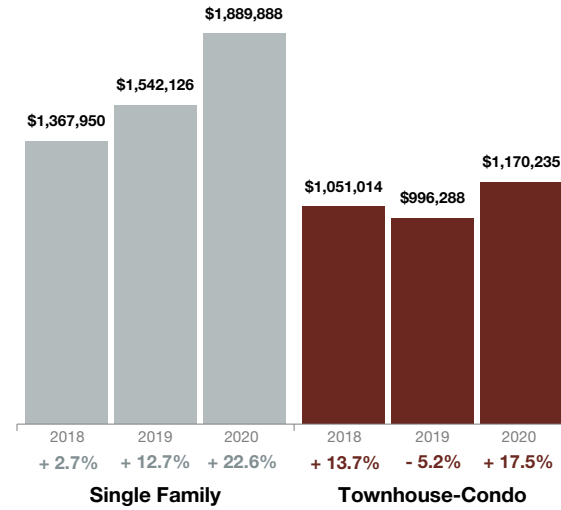
Average Sales Price



November



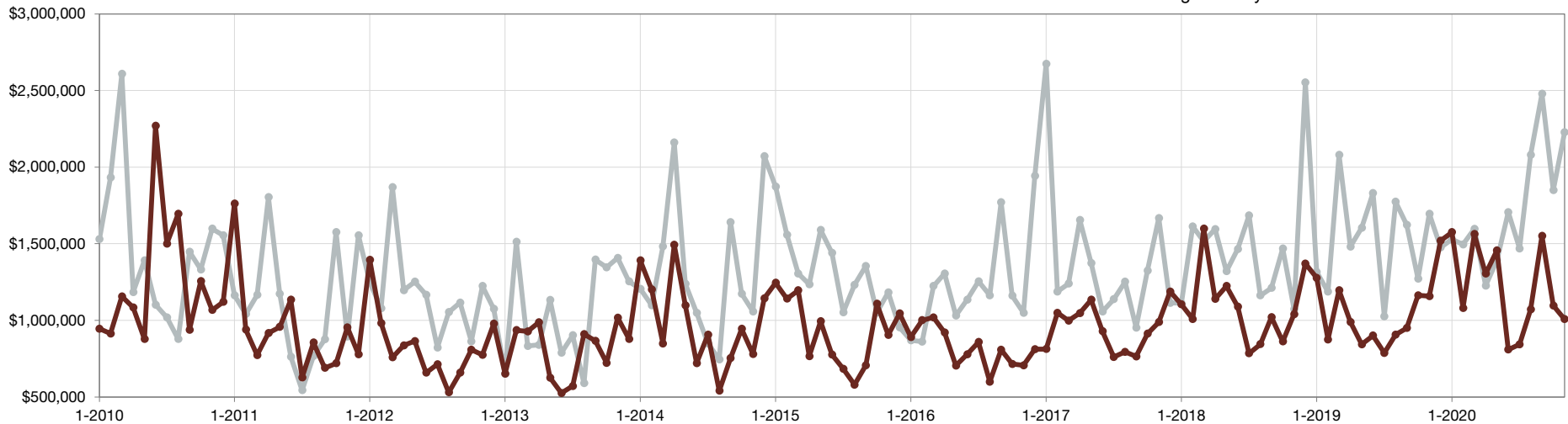
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$1,080,733	+23.5%
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	\$1,468,939	+43.2%	\$843,524	+7.2%
Aug-2020	\$2,080,060	+17.3%	\$1,071,824	+18.3%
Sep-2020	\$2,478,571	+52.7%	\$1,551,359	+63.4%
Oct-2020	\$1,849,630	+45.4%	\$1,095,949	-5.7%
Nov-2020	\$2,226,872	+31.4%	\$1,007,828	-13.0%
12-Month Avg*	\$1,862,870	+16.6%	\$1,191,801	+16.9%

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

Historical Average Sales Price by Month

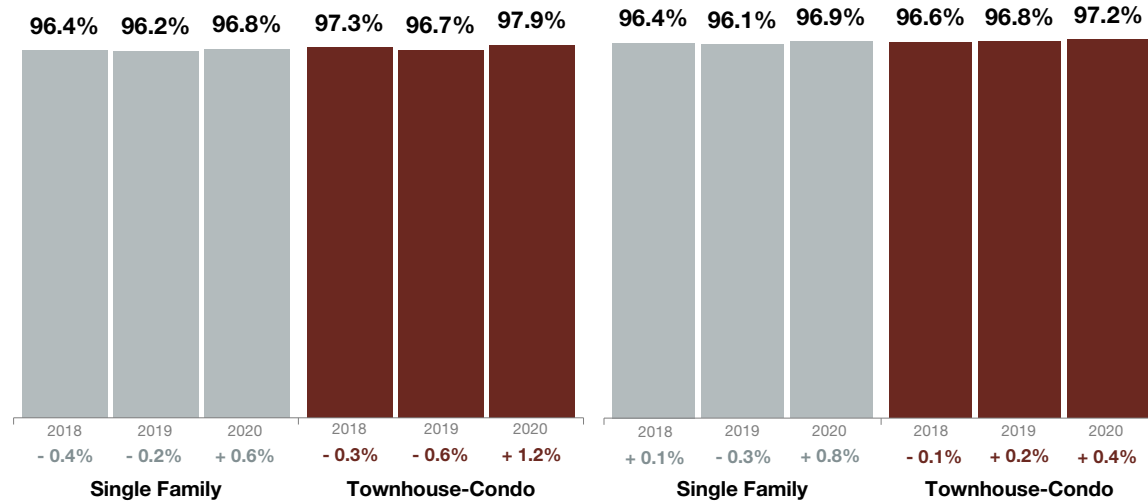


Percent of List Price Received



November

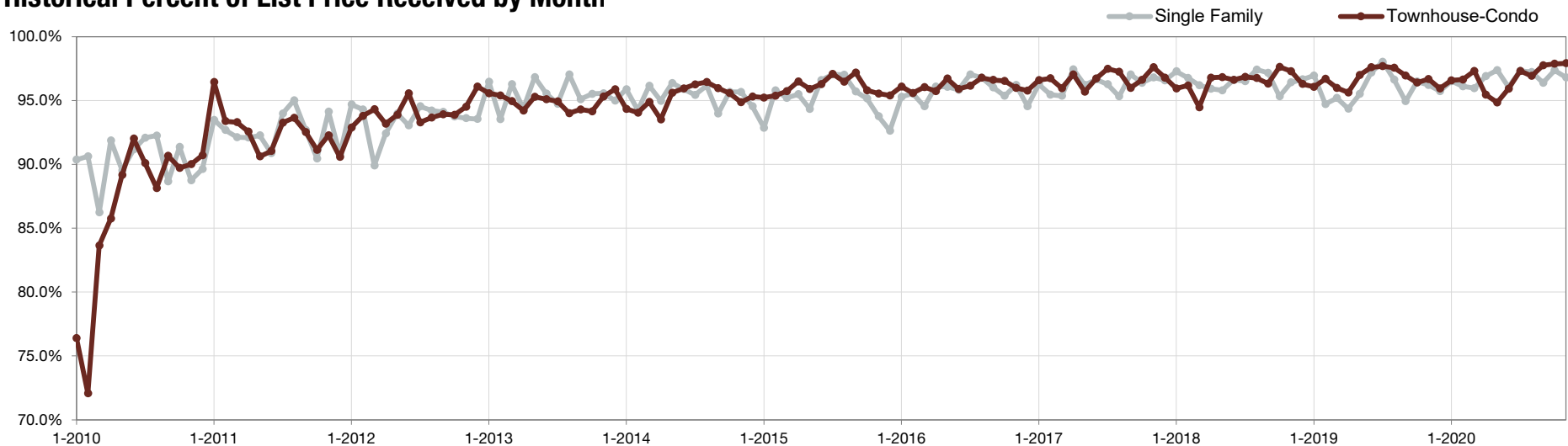
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Sep-2020	96.4%	+1.6%	97.8%	+0.8%
Oct-2020	97.4%	+0.9%	97.9%	+1.6%
Nov-2020	96.8%	+0.6%	97.9%	+1.2%
12-Month Avg*	96.8%	+0.7%	97.1%	+0.4%

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

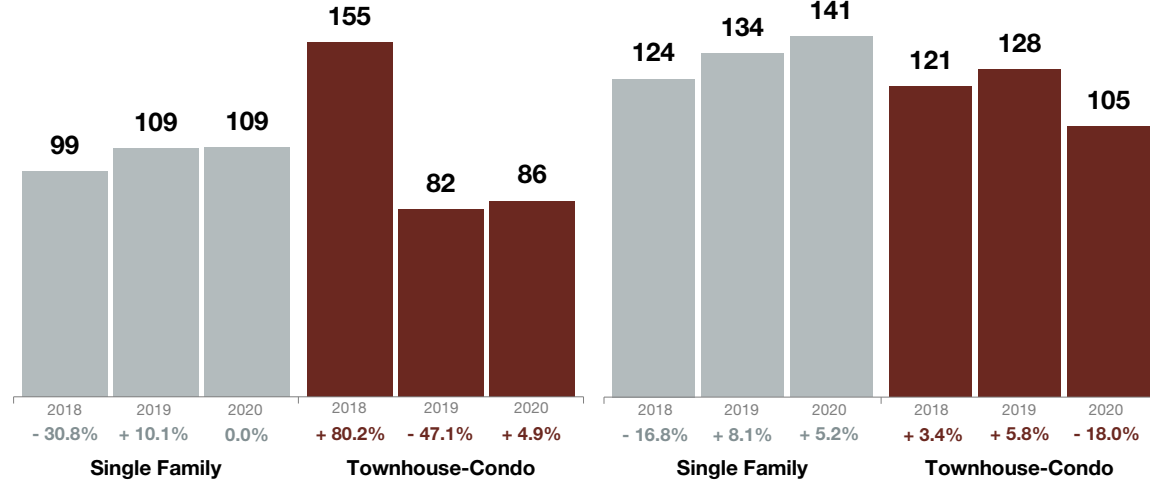
Historical Percent of List Price Received by Month



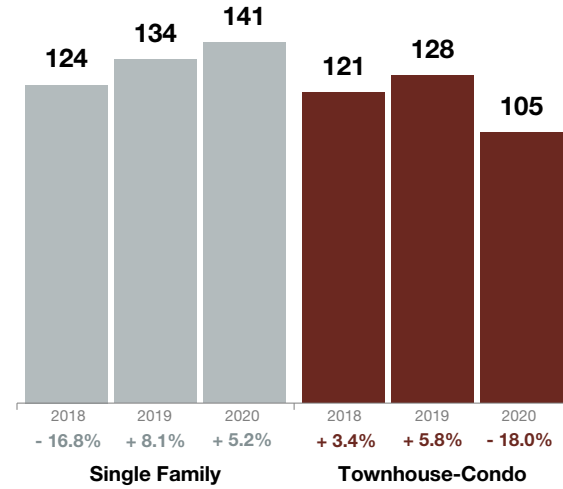
Days on Market Until Sale



November



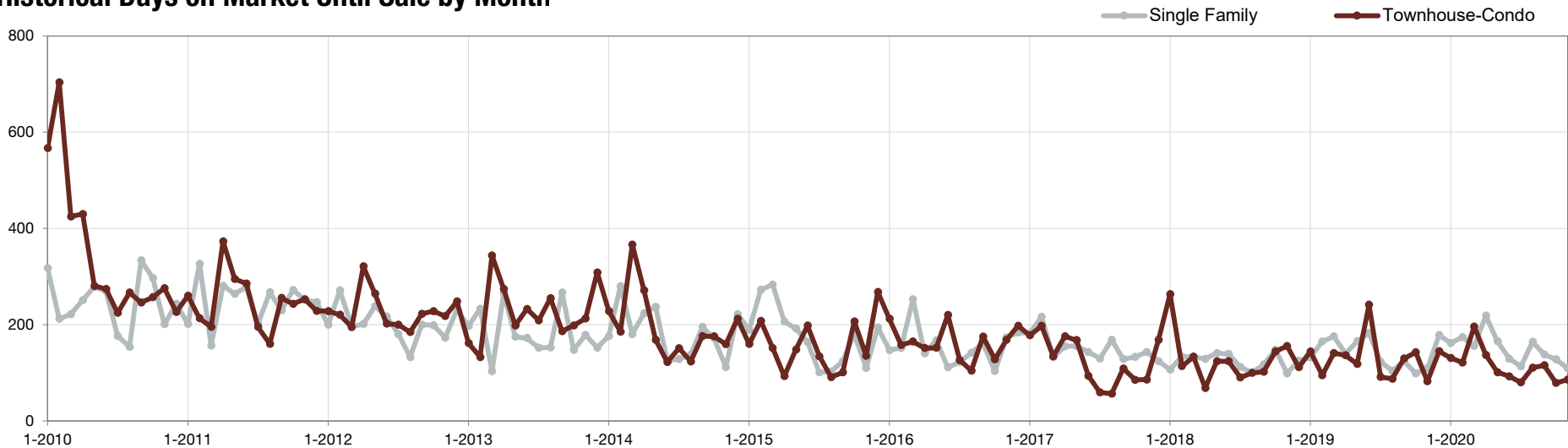
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2019	178	+42.4%	145	+30.6%
Jan-2020	162	+22.7%	131	-9.0%
Feb-2020	174	+5.5%	121	+27.4%
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	129	-29.1%	93	-61.4%
Jul-2020	113	-8.1%	80	-12.1%
Aug-2020	164	+57.7%	110	+25.0%
Sep-2020	138	+11.3%	115	-10.9%
Oct-2020	128	+29.3%	79	-44.4%
Nov-2020	109	0.0%	86	+4.9%
12-Month Avg*	134	+7.1%	127	-14.8%

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

Historical Days on Market Until Sale by Month

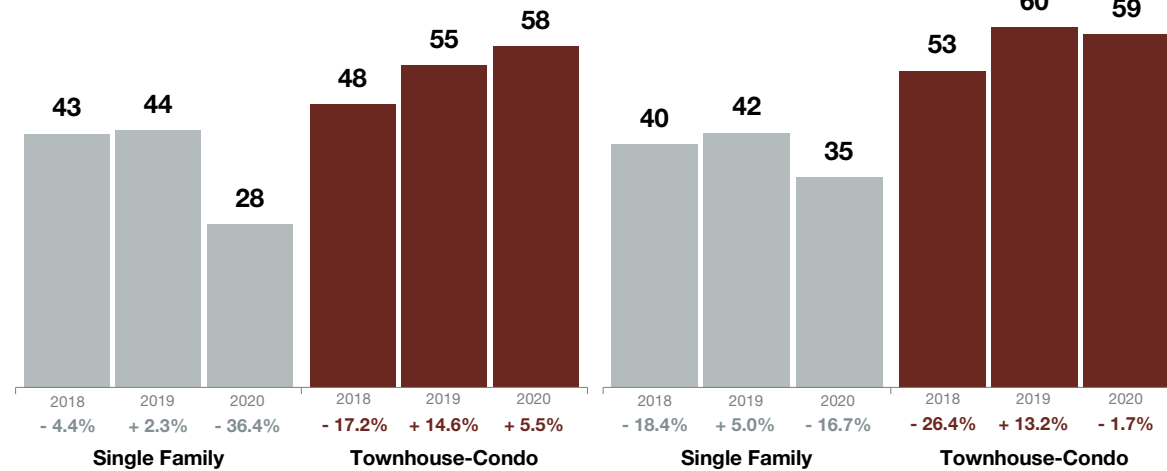


Housing Affordability Index



November

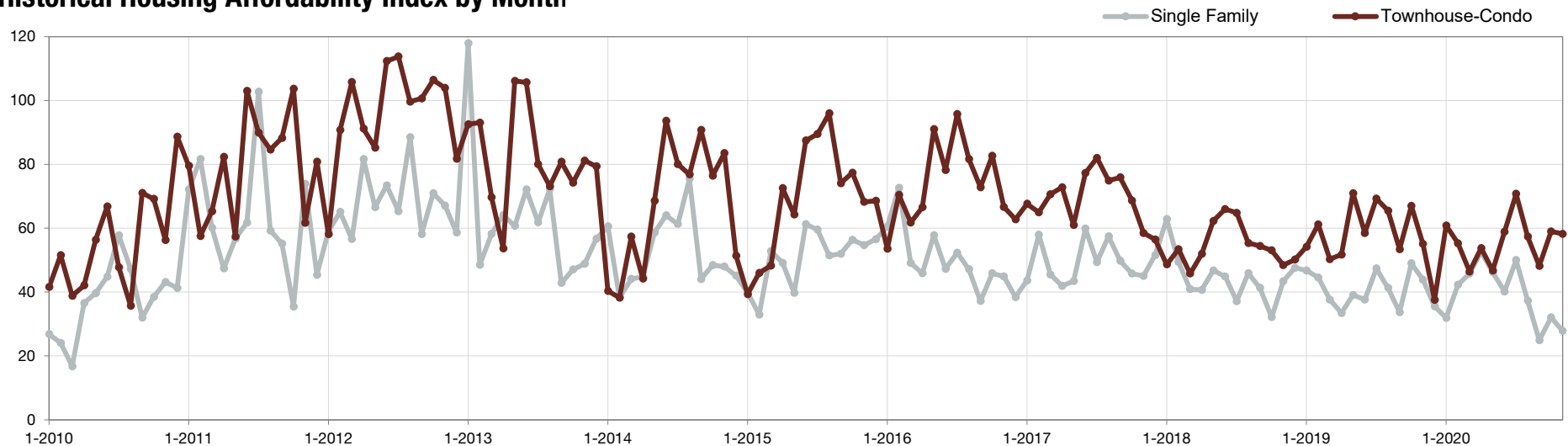
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2019	36	-25.0%	38	-24.0%
Jan-2020	32	-31.9%	61	+13.0%
Feb-2020	42	-6.7%	55	-9.8%
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%
12-Month Avg*	39	-33.1%	42	-1.6%

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

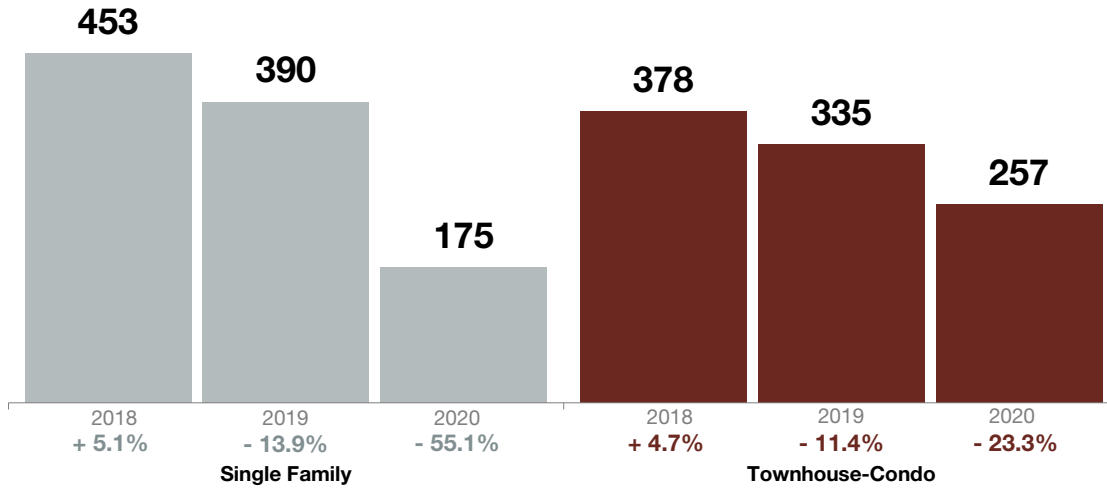
Historical Housing Affordability Index by Month



Inventory of Active Listings

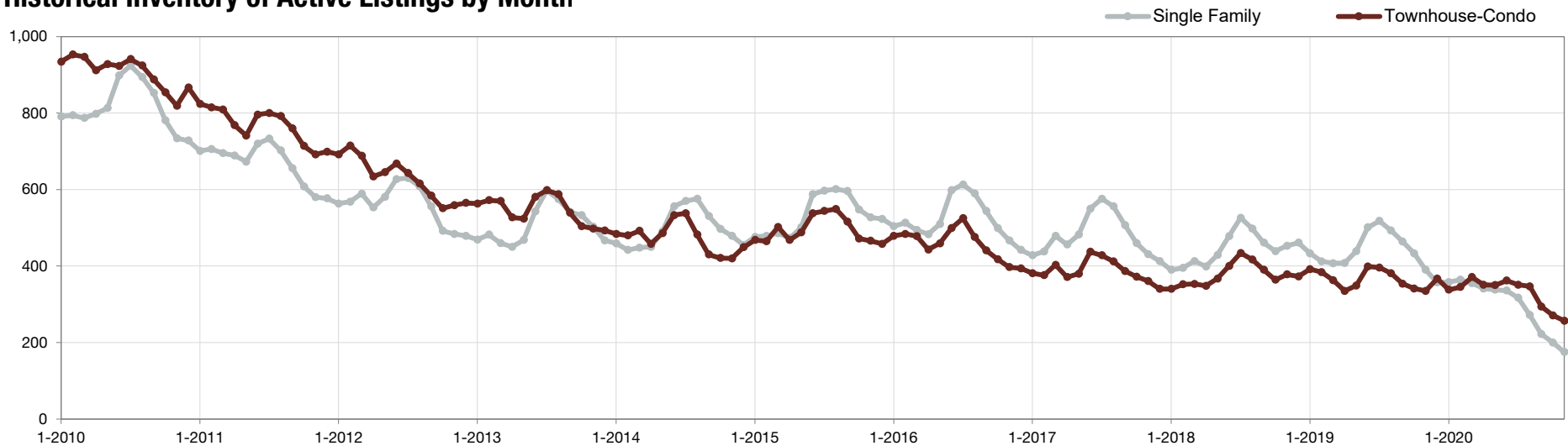


November



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2019	357	-22.6%	367	-1.6%
Jan-2020	358	-17.3%	338	-13.8%
Feb-2020	364	-11.7%	345	-10.2%
Mar-2020	355	-12.8%	371	+2.2%
Apr-2020	341	-16.4%	351	+4.8%
May-2020	338	-23.0%	350	+0.3%
Jun-2020	336	-32.9%	362	-9.3%
Jul-2020	317	-38.8%	351	-11.4%
Aug-2020	272	-44.8%	347	-8.9%
Sep-2020	222	-52.2%	294	-16.9%
Oct-2020	200	-53.8%	271	-20.5%
Nov-2020	175	-55.1%	257	-23.3%
12-Month Avg	303	-32.2%	334	-9.0%

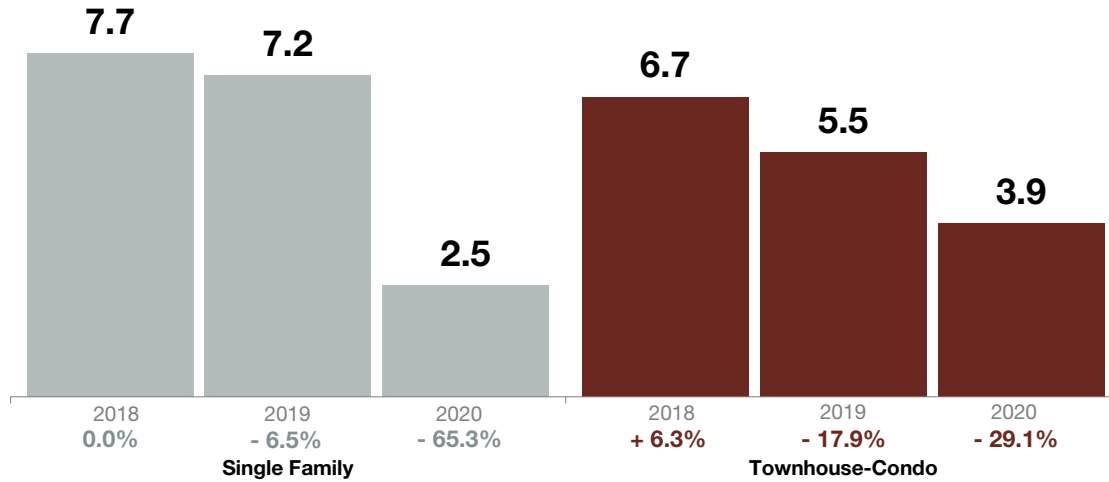
Historical Inventory of Active Listings by Month



Months Supply of Inventory



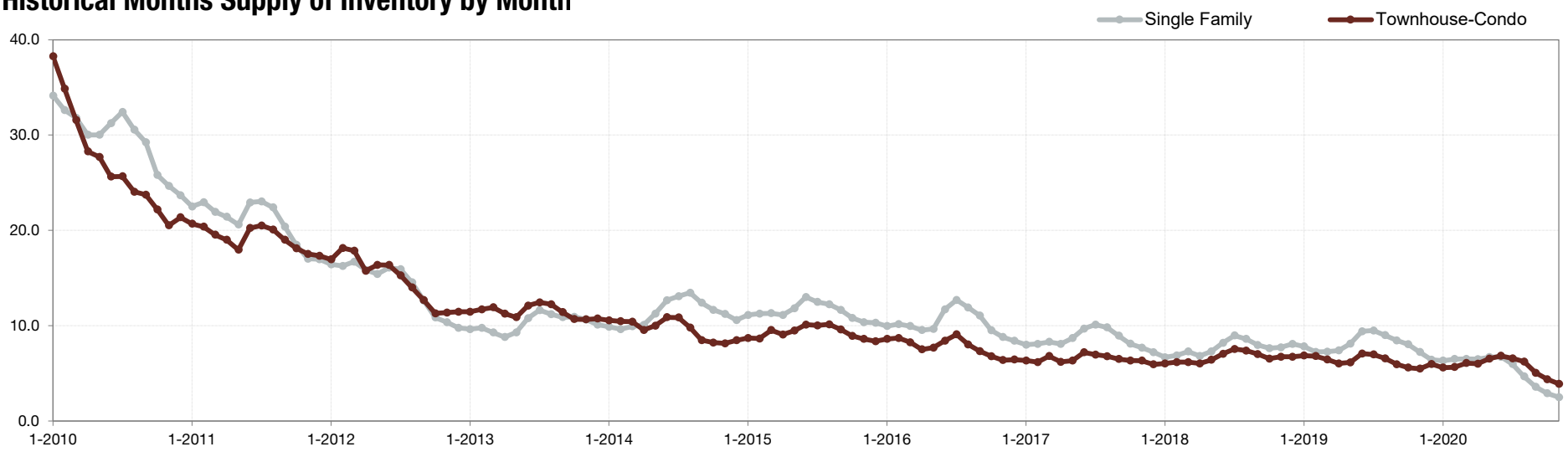
November



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	5.6	-17.6%
Mar-2020	6.5	-11.0%	6.1	-4.7%
Apr-2020	6.5	-12.2%	6.0	0.0%
May-2020	6.7	-17.3%	6.5	+6.6%
Jun-2020	6.7	-28.7%	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	3.6	-57.1%	5.0	-15.3%
Oct-2020	2.9	-63.8%	4.4	-21.4%
Nov-2020	2.5	-65.3%	3.9	-29.1%
12-Month Avg	5.4	-33.1%	5.7	-10.3%

* Months Supply for all properties from December 2019 through November 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	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		92	86	- 6.5%	1,692	1,888	+ 11.6%
Pending Sales		95	98	+ 3.2%	1,360	1,733	+ 27.4%
Closed Sales		119	181	+ 52.1%	1,306	1,537	+ 17.7%
Median Sales Price		\$699,000	\$925,000	+ 32.3%	\$699,000	\$866,000	+ 23.9%
Average Sales Price		\$1,414,462	\$1,512,957	+ 7.0%	\$1,248,762	\$1,538,208	+ 23.2%
Pct. of List Price Received		96.5%	97.5%	+ 1.0%	96.5%	97.0%	+ 0.5%
Days on Market Until Sale		95	96	+ 1.1%	130	123	- 5.4%
Housing Affordability Index		52	44	- 16.8%	52	47	- 11.1%
Inventory of Active Listings		736	434	- 41.0%	--	--	--
Months Supply of Inventory		6.4	3.2	- 50.0%	--	--	--

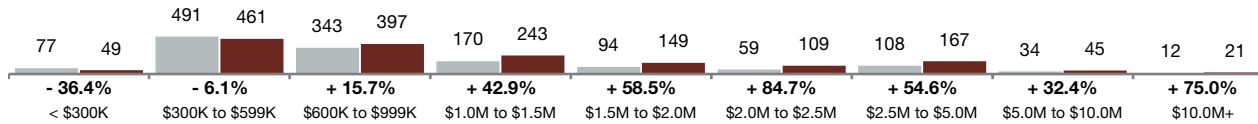
Closed Sales

Actual sales that have closed in a given month.



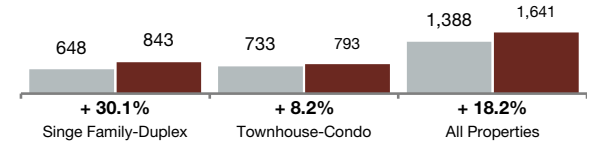
By Price Range – All Properties – Rolling 12 Months

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



Rolling 12 Months

Compared to Prior Month

Year to Date

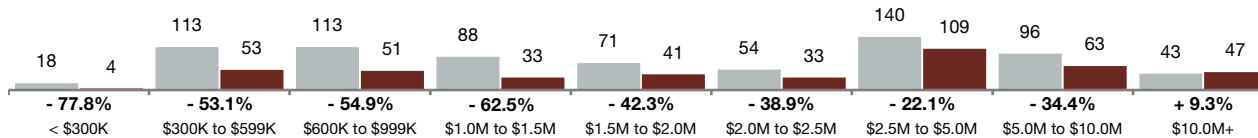
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	11-2019	11-2020	Change	11-2019	11-2020	Change	10-2020	11-2020	Change	10-2020	11-2020	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	30	25	-16.7%	43	22	-48.8%	4	1	-75.0%	2	0	-100.0%	28	23	-17.9%	38	22	-42.1%
\$300,000 to \$599,999	180	171	-5.0%	308	290	-5.8%	20	11	-45.0%	52	41	-21.2%	169	158	-6.5%	293	276	-5.8%
\$600,000 to \$999,999	160	180	+12.5%	183	216	+18.0%	35	12	-65.7%	41	32	-22.0%	151	169	+11.9%	172	204	+18.6%
\$1,000,000 to \$1,499,999	96	147	+53.1%	74	95	+28.4%	26	15	-42.3%	14	17	+21.4%	92	136	+47.8%	70	89	+27.1%
\$1,500,000 to \$1,999,999	44	97	+120.5%	50	52	+4.0%	22	8	-63.6%	9	5	-44.4%	42	91	+116.7%	46	45	-2.2%
\$2,000,000 to \$2,499,999	36	64	+77.8%	23	44	+91.3%	15	6	-60.0%	6	3	-50.0%	36	61	+69.4%	22	39	+77.3%
\$2,500,000 to \$4,999,999	74	111	+50.0%	34	56	+64.7%	24	16	-33.3%	9	7	-22.2%	70	104	+48.6%	33	52	+57.6%
\$5,000,000 to \$9,999,999	17	32	+88.2%	17	13	-23.5%	6	4	-33.3%	2	1	-50.0%	15	30	+100.0%	13	13	0.0%
\$10,000,000 and Above	11	16	+45.5%	1	5	+400.0%	1	2	+100.0%	0	0	--	9	16	+77.8%	1	4	+300.0%
All Price Ranges	648	843	+30.1%	733	793	+8.2%	153	75	-51.0%	135	106	-21.5%	612	788	+28.8%	688	744	+8.1%

Inventory of Active Listings

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

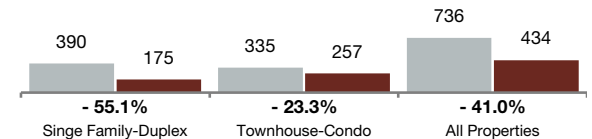
By Price Range – All Properties

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



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		
	11-2019	11-2020	Change	11-2019	11-2020	Change	10-2020	11-2020	Change	10-2020	11-2020	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	5	1	-80.0%	4	1	-75.0%	1	1	0.0%	0	1	--						
\$300,000 to \$599,999	40	11	-72.5%	72	42	-41.7%	21	11	-47.6%	47	42	-10.6%						
\$600,000 to \$999,999	48	8	-83.3%	64	43	-32.8%	12	8	-33.3%	47	43	-8.5%						
\$1,000,000 to \$1,499,999	49	9	-81.6%	39	24	-38.5%	11	9	-18.2%	24	24	0.0%						
\$1,500,000 to \$1,999,999	44	15	-65.9%	27	26	-3.7%	17	15	-11.8%	33	26	-21.2%						
\$2,000,000 to \$2,499,999	27	4	-85.2%	27	29	+7.4%	7	4	-42.9%	28	29	+3.6%						
\$2,500,000 to \$4,999,999	95	55	-42.1%	45	54	+20.0%	60	55	-8.3%	54	54	0.0%						
\$5,000,000 to \$9,999,999	50	32	-36.0%	46	31	-32.6%	33	32	-3.0%	33	31	-6.1%						
\$10,000,000 and Above	32	40	+25.0%	11	7	-36.4%	38	40	+5.3%	5	7	+40.0%						
All Price Ranges	390	175	-55.1%	335	257	-23.3%	200	175	-12.5%	271	257	-5.2%						

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.