

# Monthly Indicators



## October 2020

New Listings were up 35.1 percent for the Single Family-Duplex category and 84.7 percent for the Townhouse-Condo category. Pending Sales increased 67.9 percent for Single Family-Duplex and 117.0 percent for Townhouse-Condo.

The Median Sales Price was up 63.2 percent to \$1,250,000 for the Single Family-Duplex category and 21.4 percent to \$679,750 for the Townhouse-Condo category. Days on Market increased 29.3 percent for single family homes but decreased 44.4 percent for townhouse-condo properties.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

## Monthly Snapshot

|  |   |  |
|--|---|--|
| <b>+ 75.5%</b>   | <b>- 40.6%</b>  | <b>+ 45.7%</b>   |
| One-Year Change in<br><b>Closed Sales<br/>All Properties</b> | One-Year Change in<br><b>Active Listings<br/>All Properties</b> | One-Year Change in<br><b>Median Sales Price<br/>All Properties</b> |

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 | 10-2019     | 10-2020     | Percent Change | YTD 2019    | YTD 2020    | Percent Change |
|-------------------------------------|----------------------|-------------|-------------|----------------|-------------|-------------|----------------|
| <b>New Listings</b>                 |                      | 57          | 77          | + 35.1%        | 796         | 863         | + 8.4%         |
| <b>Pending Sales</b>                |                      | 53          | 89          | + 67.9%        | 604         | 820         | + 35.8%        |
| <b>Closed Sales</b>                 |                      | 72          | 153         | + 112.5%       | 552         | 713         | + 29.2%        |
| <b>Median Sales Price</b>           |                      | \$765,750   | \$1,250,000 | + 63.2%        | \$864,150   | \$1,114,170 | + 28.9%        |
| <b>Average Sales Price</b>          |                      | \$1,271,849 | \$1,849,630 | + 45.4%        | \$1,525,519 | \$1,854,455 | + 21.6%        |
| <b>Pct. of List Price Received</b>  |                      | 96.5%       | 97.4%       | + 0.9%         | 96.1%       | 96.9%       | + 0.8%         |
| <b>Days on Market Until Sale</b>    |                      | 99          | 128         | + 29.3%        | 137         | 144         | + 5.1%         |
| <b>Housing Affordability Index</b>  |                      | 49          | 32          | - 34.7%        | 43          | 36          | - 16.3%        |
| <b>Inventory of Active Listings</b> |                      | 433         | 196         | - 54.7%        | --          | --          | --             |
| <b>Months Supply of Inventory</b>   |                      | 8.0         | 2.8         | - 65.0%        | --          | --          | --             |

# 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.

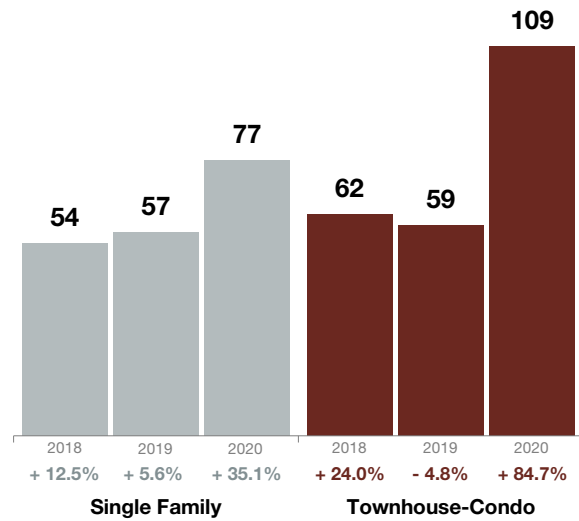


| Key Metrics                        | Historical Sparkbars | 10-2019     | 10-2020            | Percent Change | YTD 2019  | YTD 2020           | Percent Change |
|------------------------------------|----------------------|-------------|--------------------|----------------|-----------|--------------------|----------------|
| <b>New Listings</b>                |                      | 59          | <b>109</b>         | + 84.7%        | 787       | <b>924</b>         | + 17.4%        |
| <b>Pending Sales</b>               |                      | 53          | <b>115</b>         | + 117.0%       | 656       | <b>815</b>         | + 24.2%        |
| <b>Closed Sales</b>                |                      | 90          | <b>133</b>         | + 47.8%        | 631       | <b>635</b>         | + 0.6%         |
| <b>Median Sales Price</b>          |                      | \$560,000   | <b>\$679,750</b>   | + 21.4%        | \$610,000 | <b>\$685,000</b>   | + 12.3%        |
| <b>Avg. Sales Price</b>            |                      | \$1,162,696 | <b>\$1,096,001</b> | - 5.7%         | \$981,700 | <b>\$1,198,771</b> | + 22.1%        |
| <b>Pct. of List Price Received</b> |                      | 96.4%       | <b>97.9%</b>       | + 1.6%         | 96.8%     | <b>97.1%</b>       | + 0.3%         |
| <b>Days on Market Until Sale</b>   |                      | 142         | <b>79</b>          | - 44.4%        | 132       | <b>109</b>         | - 17.4%        |
| <b>Affordability Index</b>         |                      | 67          | <b>59</b>          | - 11.9%        | 62        | <b>59</b>          | - 4.8%         |
| <b>Active Listings</b>             |                      | 341         | <b>268</b>         | - 21.4%        | --        | --                 | --             |
| <b>Months Supply</b>               |                      | 5.6         | <b>4.3</b>         | - 23.2%        | --        | --                 | --             |

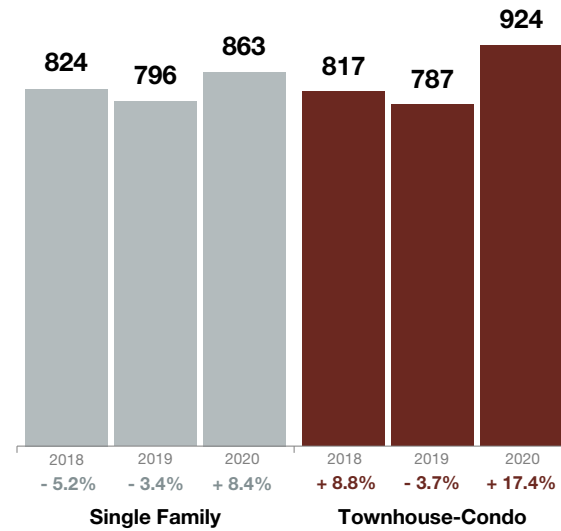
# New Listings



## October

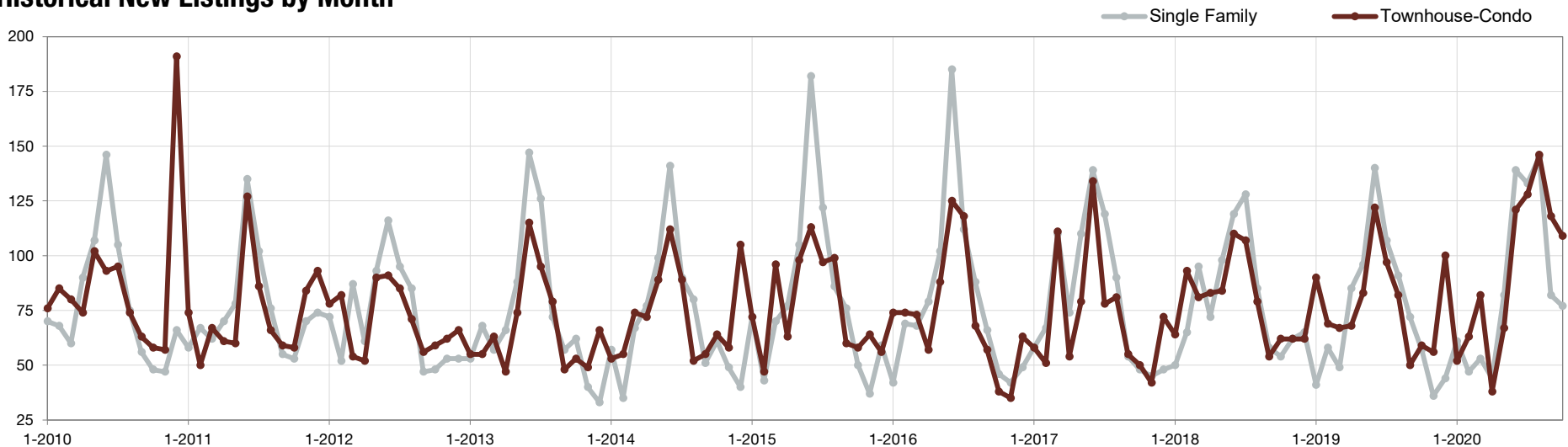


## Year to Date



| New Listings    | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|----------------------|-----------------------|-----------------|-----------------------|
| Nov-2019        | 36                   | -41.9%                | 56              | -9.7%                 |
| 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%               |
| <b>Oct-2020</b> | <b>77</b>            | <b>+35.1%</b>         | <b>109</b>      | <b>+84.7%</b>         |
| 12-Month Avg    | 79                   | +2.2%                 | 90              | +18.6%                |

## Historical New Listings by Month

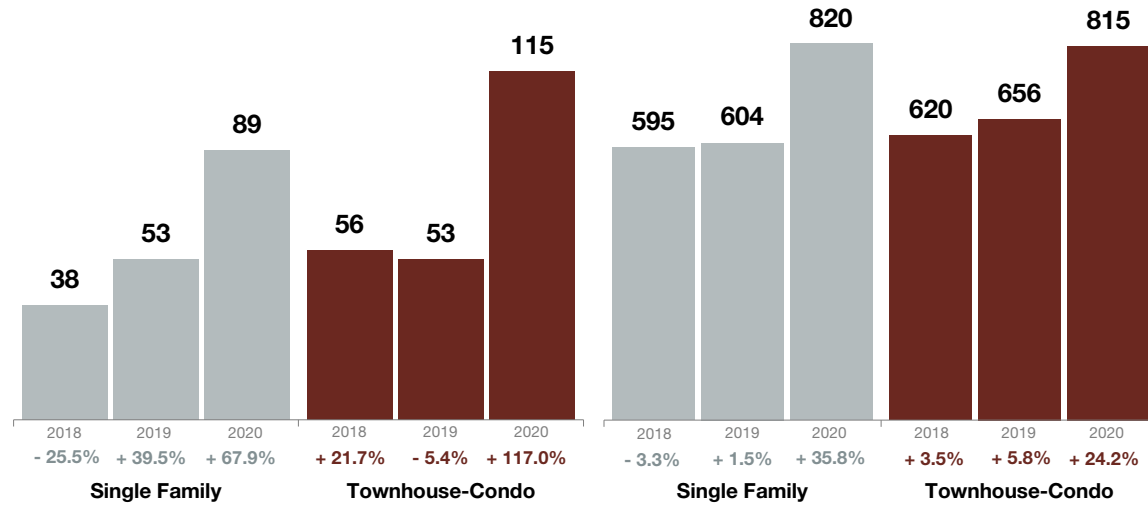


# Pending Sales



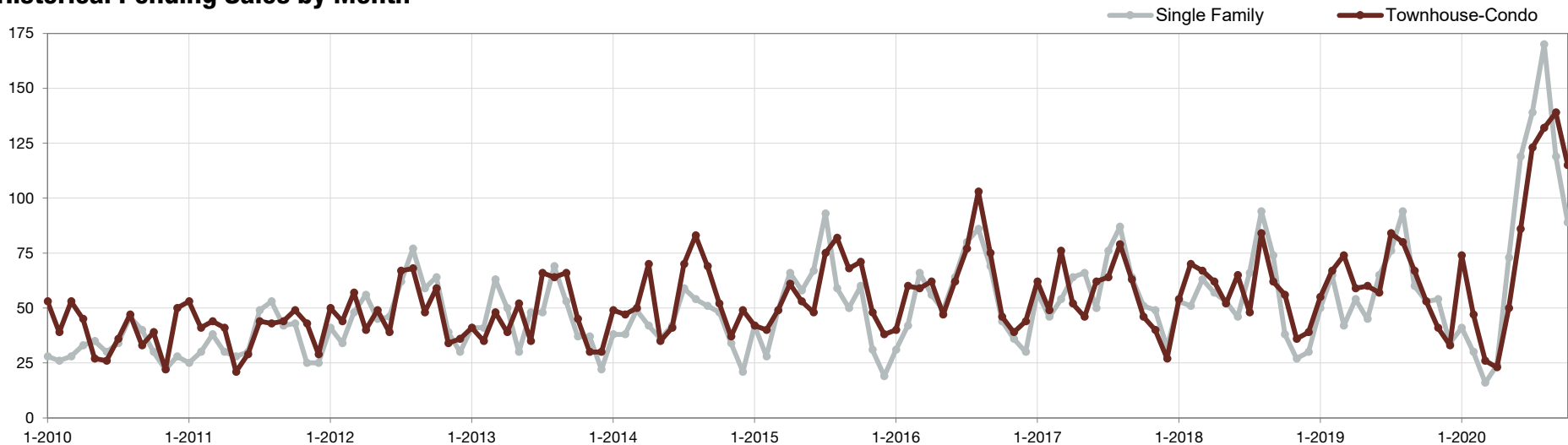
## October

## Year to Date



| Pending Sales   | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|----------------------|-----------------------|-----------------|-----------------------|
| Nov-2019        | 54                   | +100.0%               | 41              | +13.9%                |
| 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        | 170                  | +80.9%                | 132             | +65.0%                |
| Sep-2020        | 119                  | +98.3%                | 139             | +107.5%               |
| <b>Oct-2020</b> | <b>89</b>            | <b>+67.9%</b>         | <b>115</b>      | <b>+117.0%</b>        |
| 12-Month Avg    | 76                   | +37.4%                | 74              | +21.6%                |

## Historical Pending Sales by Month

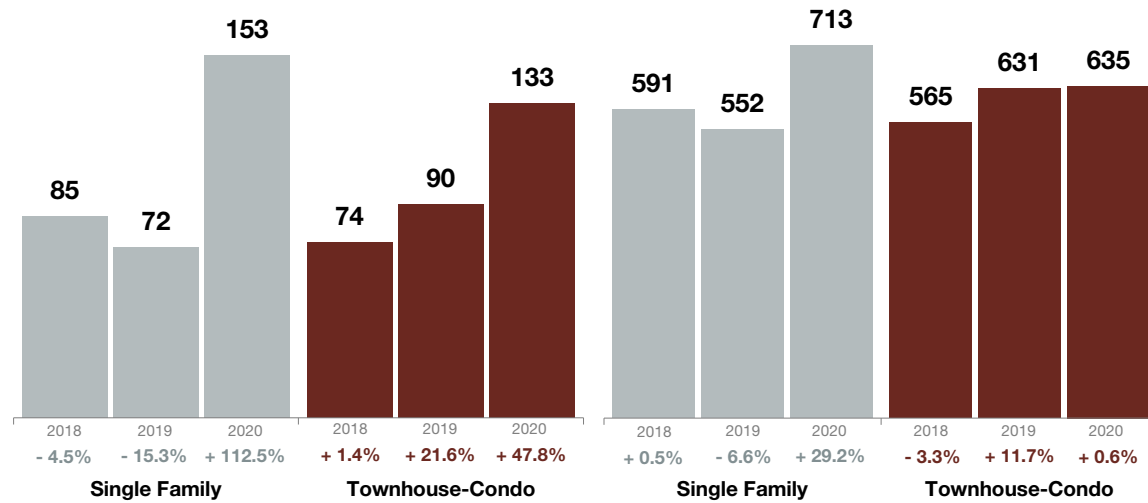


# Closed Sales



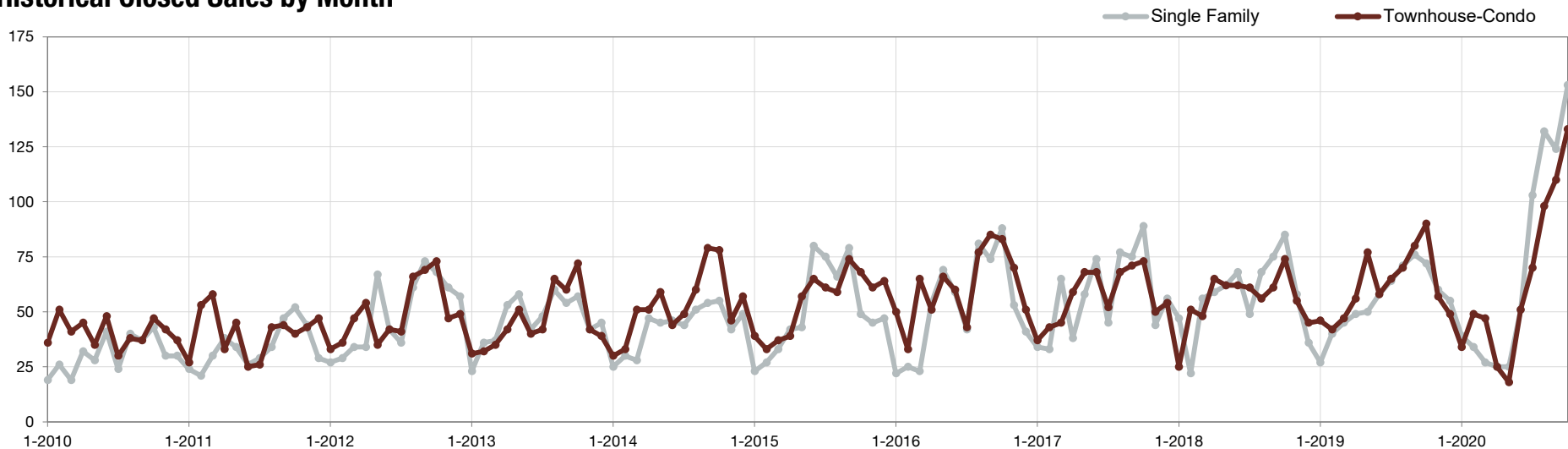
## October

## Year to Date



| Closed Sales    | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|----------------------|-----------------------|-----------------|-----------------------|
| 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%                |
| 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%                |
| <b>Oct-2020</b> | <b>153</b>           | <b>+112.5%</b>        | <b>133</b>      | <b>+47.8%</b>         |
| 12-Month Avg    | 69                   | +28.2%                | 62              | +1.4%                 |

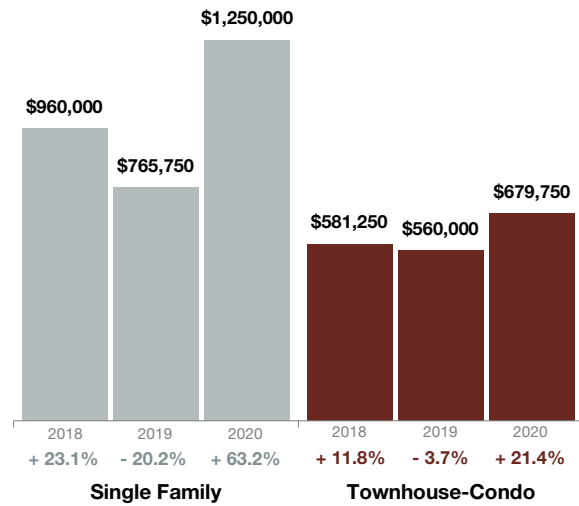
## Historical Closed Sales by Month



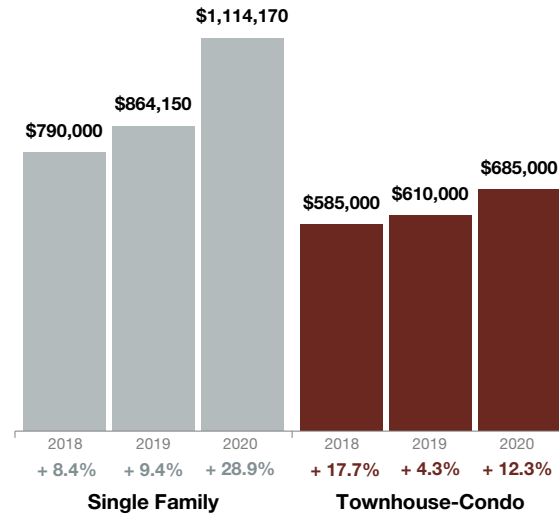
# Median Sales Price



## October



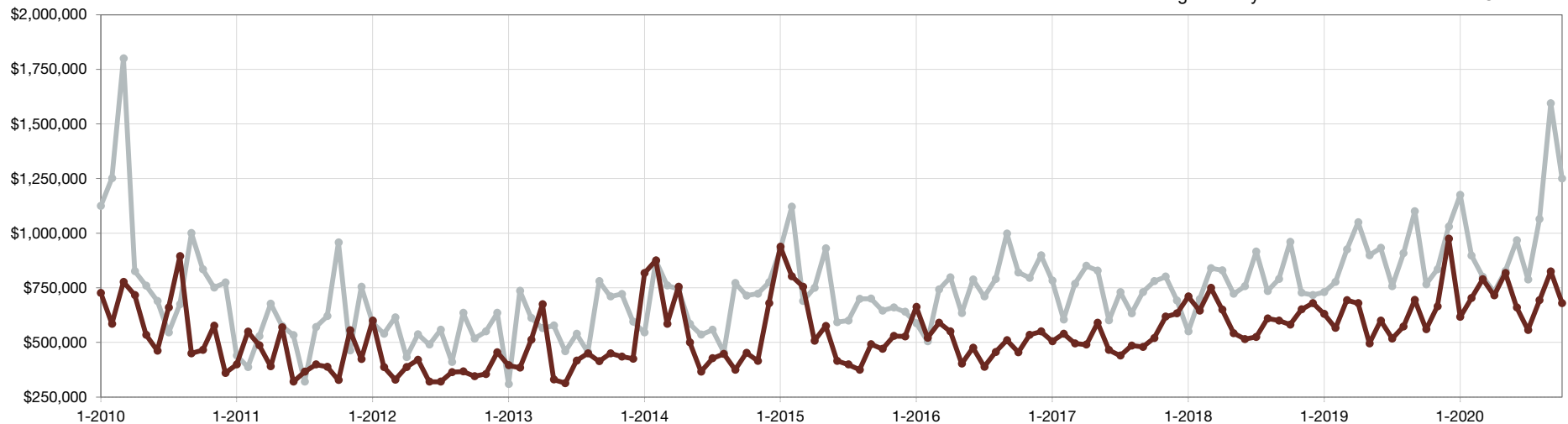
## Year to Date



| Median Sales Price | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo  | Year-Over-Year Change |
|--------------------|----------------------|-----------------------|------------------|-----------------------|
| 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%                |
| 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%                |
| <b>Oct-2020</b>    | <b>\$1,250,000</b>   | <b>+63.2%</b>         | <b>\$679,750</b> | <b>+21.4%</b>         |
| 12-Month Avg*      | \$1,085,000          | +27.6%                | \$695,000        | +12.1%                |

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

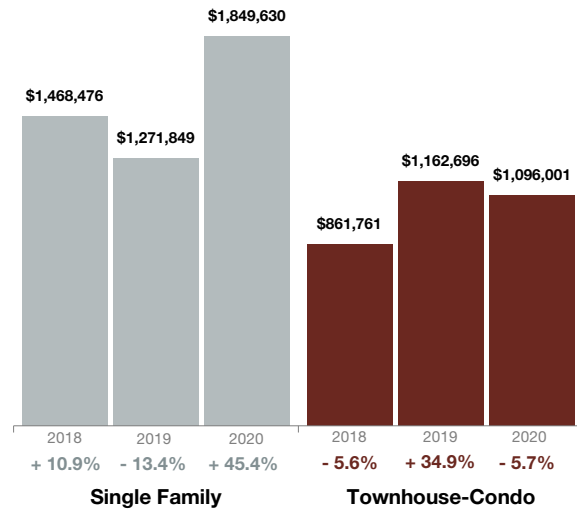
## Historical Median Sales Price by Month



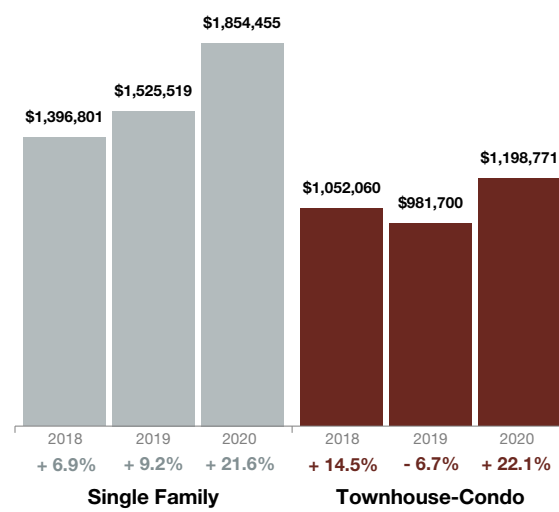
# Average Sales Price



## October



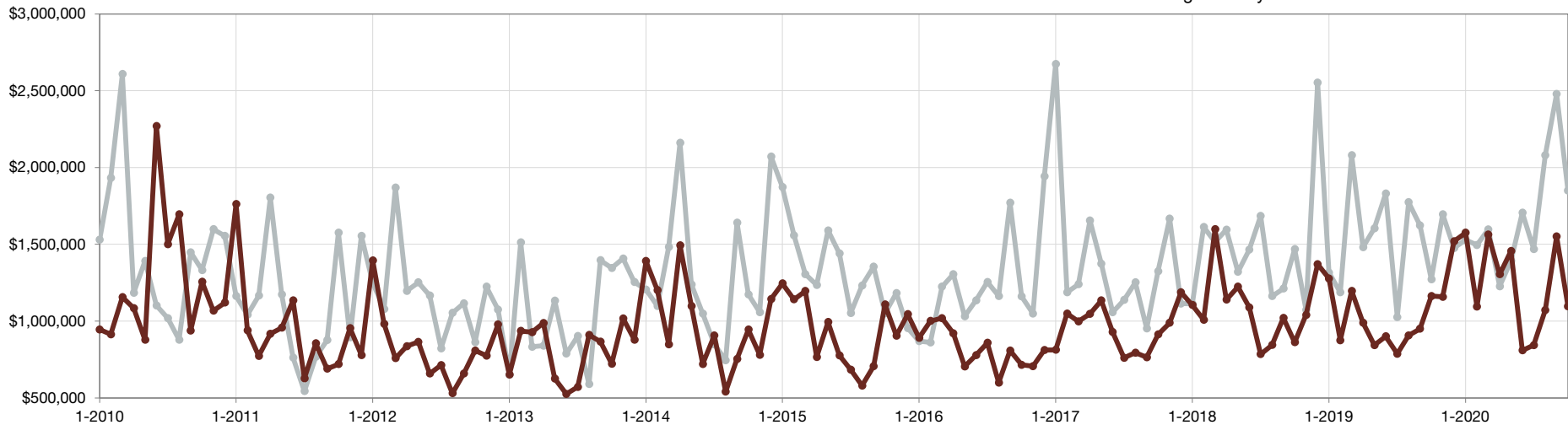
## Year to Date



| Avg. Sales Price | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo    | Year-Over-Year Change |
|------------------|----------------------|-----------------------|--------------------|-----------------------|
| 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%                |
| 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         | \$2,478,651          | +52.7%                | \$1,551,359        | +63.4%                |
| <b>Oct-2020</b>  | <b>\$1,849,630</b>   | <b>+45.4%</b>         | <b>\$1,096,001</b> | <b>-5.7%</b>          |
| 12-Month Avg*    | \$1,817,741          | +17.9%                | \$1,216,811        | +20.5%                |

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

## Historical Average Sales Price by Month



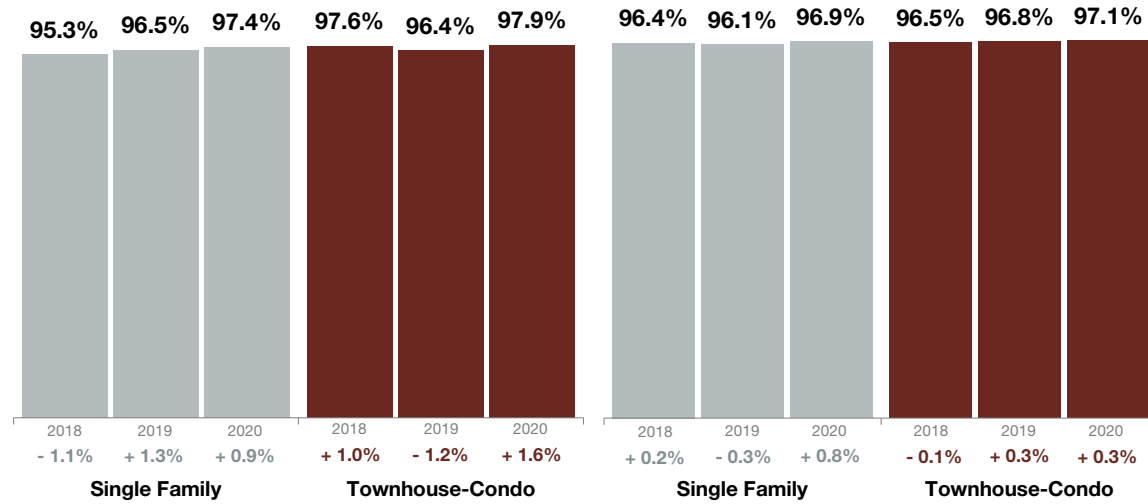


# Percent of List Price Received



## October

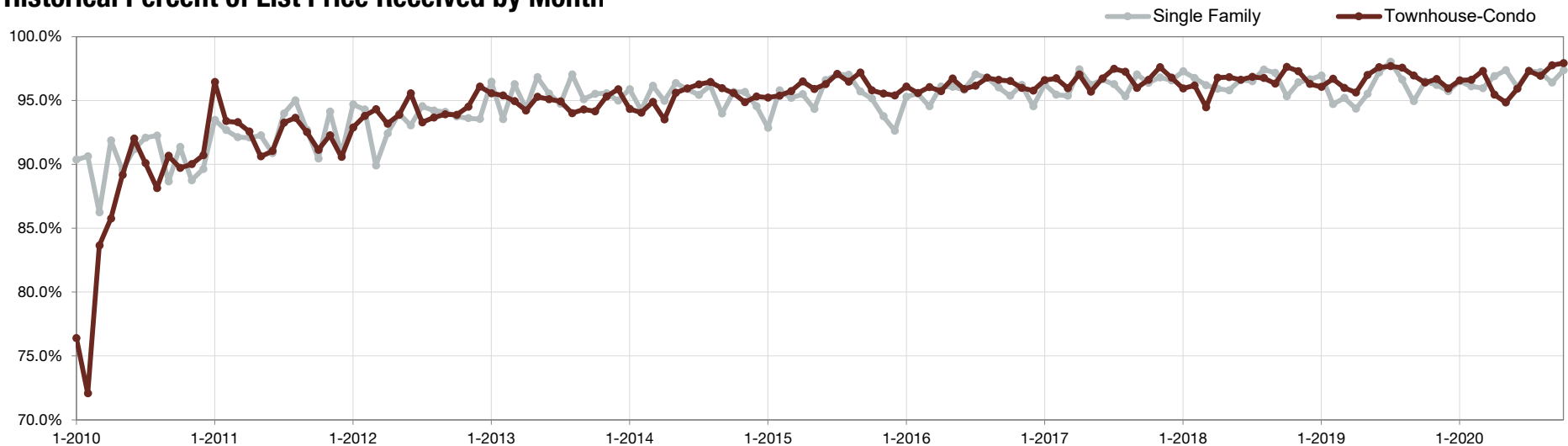
## Year to Date



| Pct. of List Price Received | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------------------|----------------------|-----------------------|-----------------|-----------------------|
| 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%                 |
| 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%                 |
| <b>Oct-2020</b>             | <b>97.4%</b>         | <b>+0.9%</b>          | <b>97.9%</b>    | <b>+1.6%</b>          |
| 12-Month Avg*               | 96.8%                | +0.7%                 | 97.0%           | +0.2%                 |

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

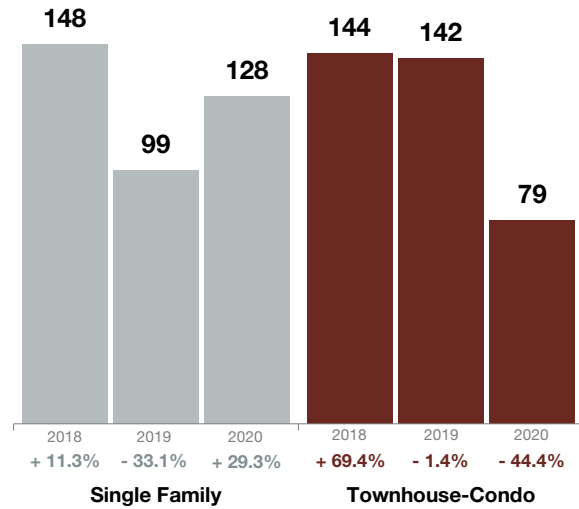
## Historical Percent of List Price Received by Month



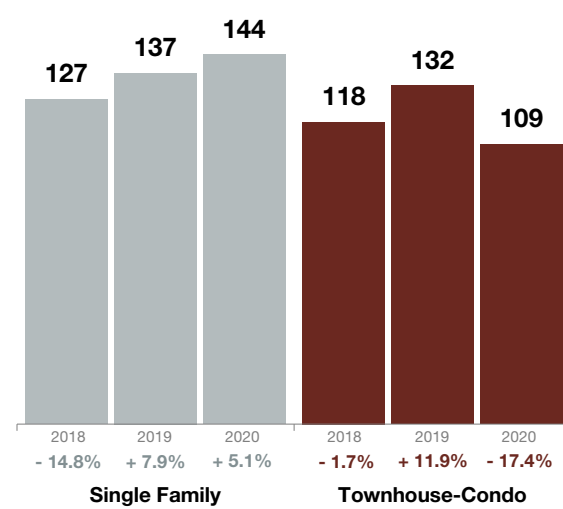
# Days on Market Until Sale



## October



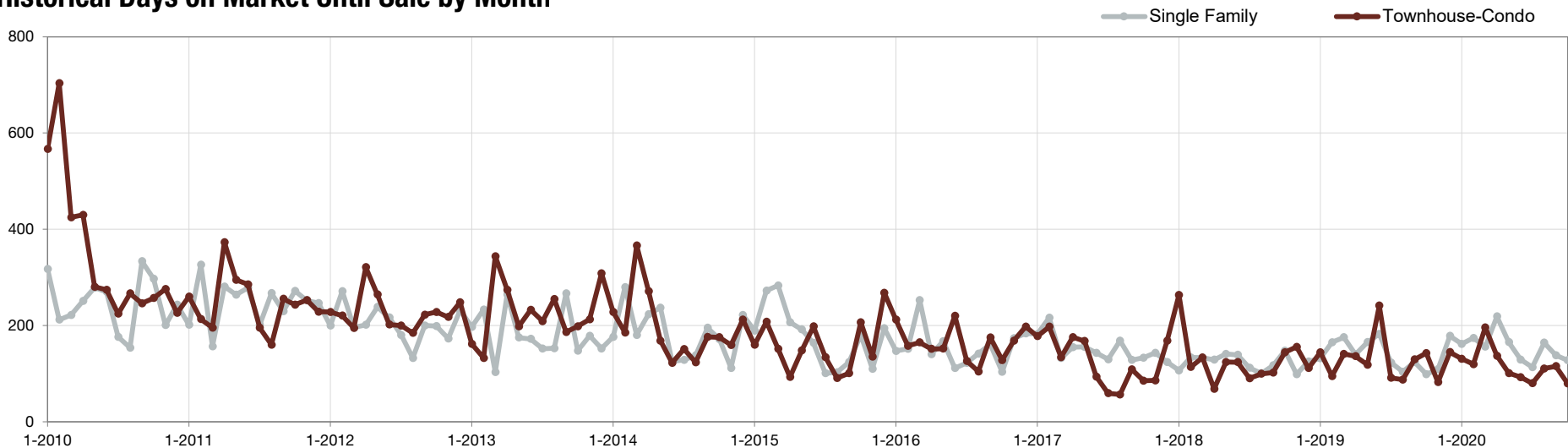
## Year to Date



| Days on Market  | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|----------------------|-----------------------|-----------------|-----------------------|
| Nov-2019        | 109                  | +10.1%                | 82              | -47.1%                |
| Dec-2019        | 178                  | +42.4%                | 145             | +30.6%                |
| Jan-2020        | 162                  | +22.7%                | 131             | -9.0%                 |
| Feb-2020        | 174                  | +5.5%                 | 120             | +26.3%                |
| 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%                |
| <b>Oct-2020</b> | <b>128</b>           | <b>+29.3%</b>         | <b>79</b>       | <b>-44.4%</b>         |
| 12-Month Avg*   | 133                  | +8.2%                 | 132             | -17.5%                |

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

## Historical Days on Market Until Sale by Month

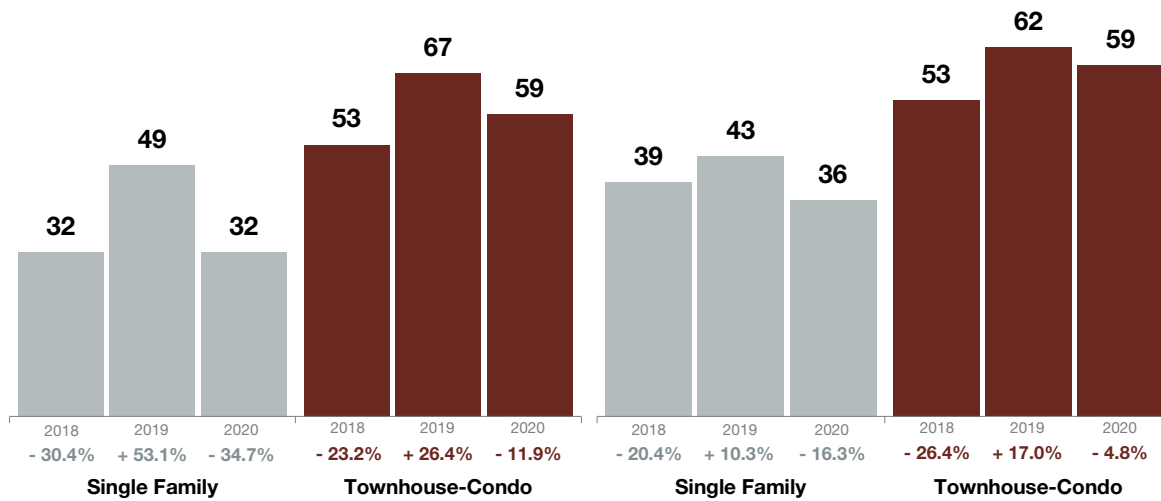


# Housing Affordability Index



October

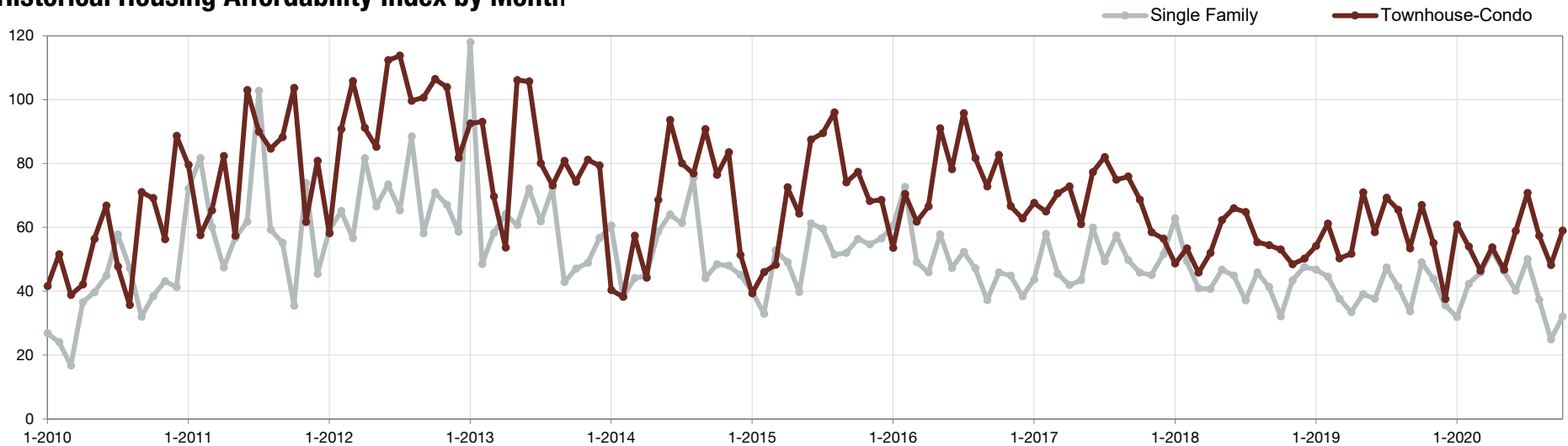
Year to Date



| Affordability Index | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|---------------------|----------------------|-----------------------|-----------------|-----------------------|
| 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%                |
| 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%                 |
| <b>Oct-2020</b>     | <b>32</b>            | <b>-34.7%</b>         | <b>59</b>       | <b>-11.9%</b>         |
| 12-Month Avg*       | 40                   | -23.4%                | 42              | +1.1%                 |

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

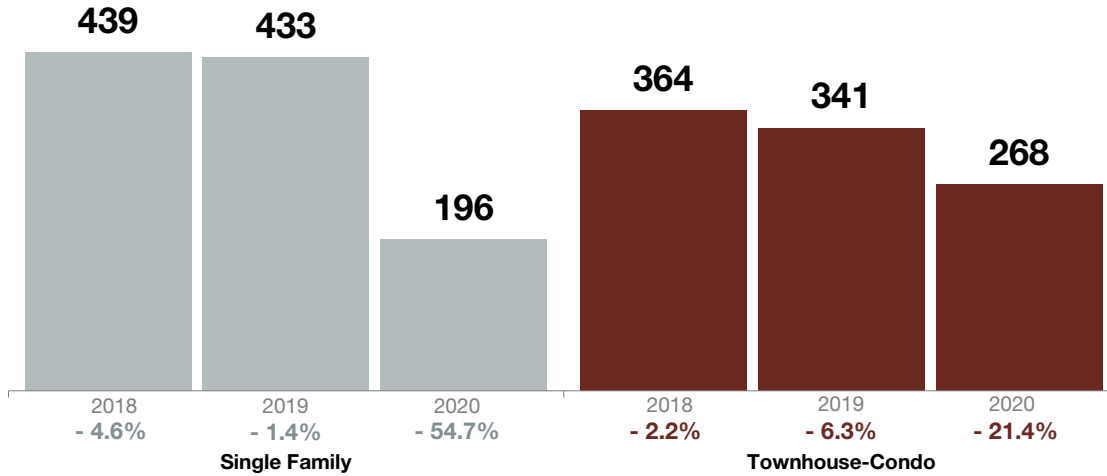
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

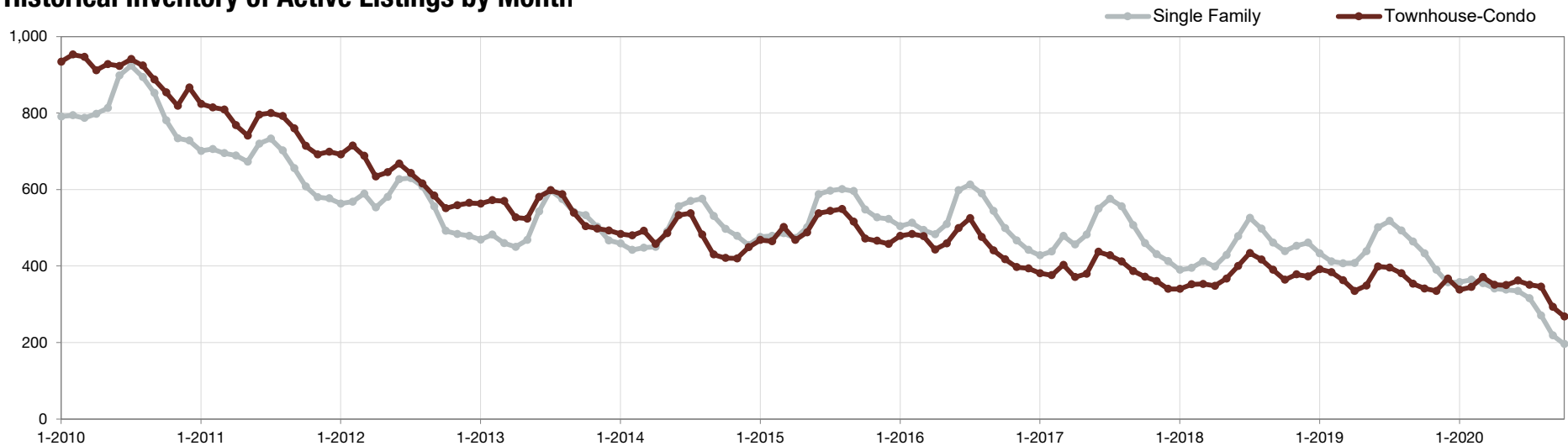


## October



| Active Listings | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|----------------------|-----------------------|-----------------|-----------------------|
| Nov-2019        | 390                  | -13.9%                | 335             | -11.4%                |
| 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        | 335                  | -33.1%                | 362             | -9.3%                 |
| Jul-2020        | 316                  | -39.0%                | 351             | -11.4%                |
| Aug-2020        | 271                  | -45.0%                | 346             | -9.2%                 |
| Sep-2020        | 219                  | -52.8%                | 293             | -17.2%                |
| <b>Oct-2020</b> | <b>196</b>           | <b>-54.7%</b>         | <b>268</b>      | <b>-21.4%</b>         |
| 12-Month Avg    | 320                  | -29.2%                | 340             | -8.3%                 |

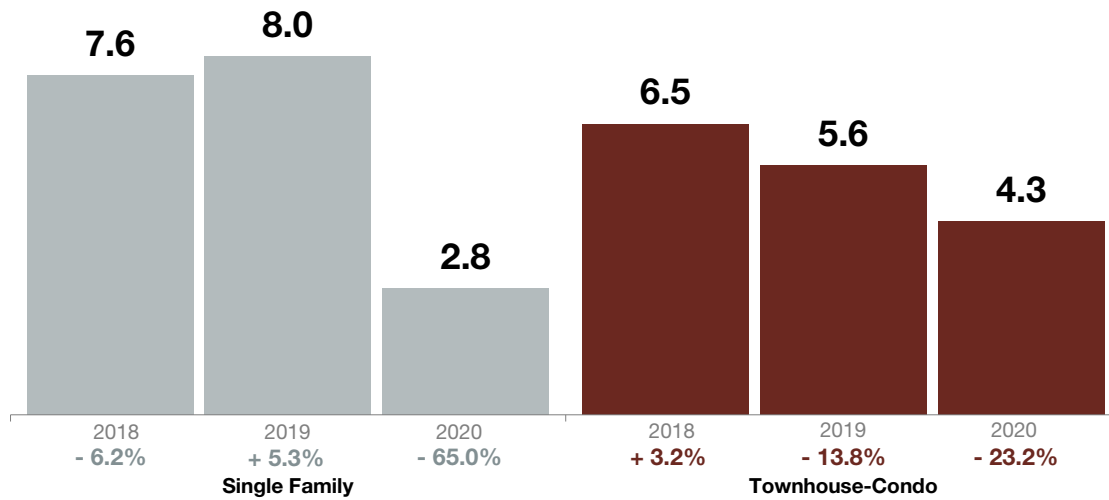
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory



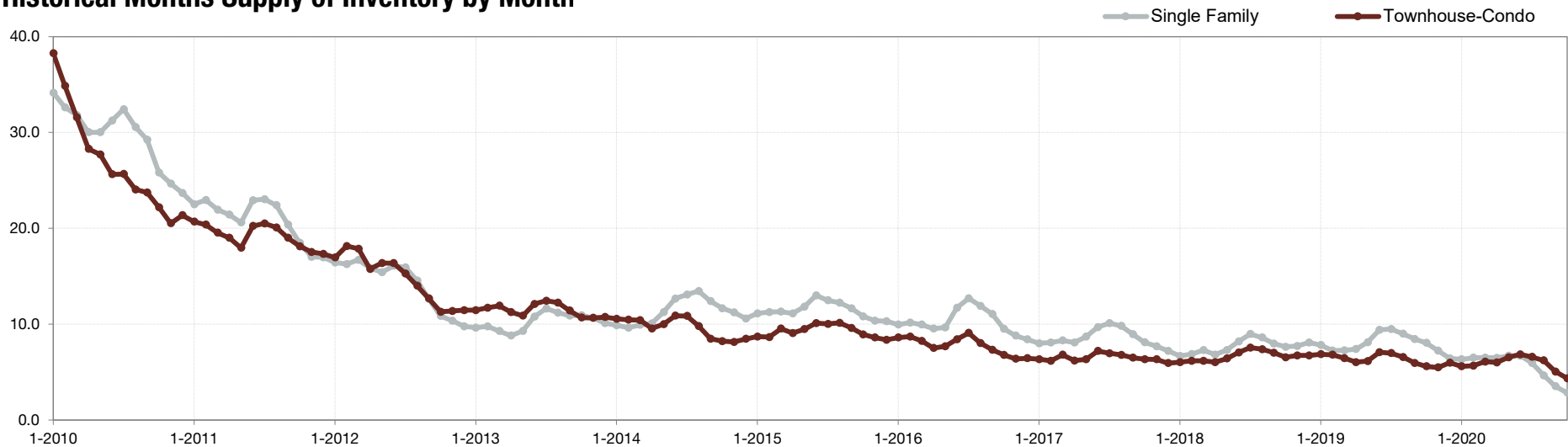
## October



| Months Supply   | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|----------------------|-----------------------|-----------------|-----------------------|
| Nov-2019        | 7.2                  | -6.5%                 | 5.5             | -17.9%                |
| 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%                 | 5.7             | -16.2%                |
| 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        | 5.9                  | -37.9%                | 6.6             | -5.7%                 |
| Aug-2020        | 4.7                  | -47.8%                | 6.2             | -6.1%                 |
| Sep-2020        | 3.5                  | -58.3%                | 5.0             | -15.3%                |
| <b>Oct-2020</b> | <b>2.8</b>           | <b>-65.0%</b>         | <b>4.3</b>      | <b>-23.2%</b>         |
| 12-Month Avg    | 5.8                  | -28.7%                | 5.9             | -9.7%                 |

\* Months Supply for all properties from November 2019 through October 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 | 10-2019     | 10-2020            | Percent Change | YTD 2019    | YTD 2020           | Percent Change |
|-------------------------------------|----------------------|-------------|--------------------|----------------|-------------|--------------------|----------------|
| <b>New Listings</b>                 |                      | 122         | <b>186</b>         | + 52.5%        | 1,600       | <b>1,802</b>       | + 12.6%        |
| <b>Pending Sales</b>                |                      | 108         | <b>205</b>         | + 89.8%        | 1,265       | <b>1,639</b>       | + 29.6%        |
| <b>Closed Sales</b>                 |                      | 163         | <b>286</b>         | + 75.5%        | 1,187       | <b>1,353</b>       | + 14.0%        |
| <b>Median Sales Price</b>           |                      | \$640,000   | <b>\$932,500</b>   | + 45.7%        | \$699,000   | <b>\$865,000</b>   | + 23.7%        |
| <b>Average Sales Price</b>          |                      | \$1,204,545 | <b>\$1,499,166</b> | + 24.5%        | \$1,232,150 | <b>\$1,543,079</b> | + 25.2%        |
| <b>Pct. of List Price Received</b>  |                      | 96.4%       | <b>97.6%</b>       | + 1.2%         | 96.5%       | <b>97.0%</b>       | + 0.5%         |
| <b>Days on Market Until Sale</b>    |                      | 124         | <b>105</b>         | - 15.3%        | 134         | <b>127</b>         | - 5.2%         |
| <b>Housing Affordability Index</b>  |                      | 59          | <b>43</b>          | - 26.6%        | 54          | <b>46</b>          | - 13.6%        |
| <b>Inventory of Active Listings</b> |                      | 786         | <b>467</b>         | - 40.6%        | --          | --                 | --             |
| <b>Months Supply of Inventory</b>   |                      | 6.8         | <b>3.6</b>         | - 47.1%        | --          | --                 | --             |

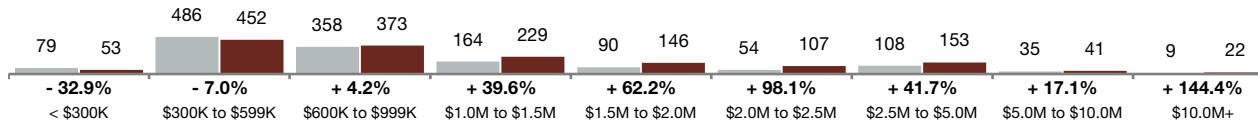
# Closed Sales

Actual sales that have closed in a given month.



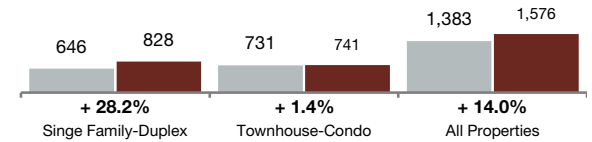
## By Price Range – All Properties – Rolling 12 Months

■ 10-2019 ■ 10-2020



## By Property Type

■ 10-2019 ■ 10-2020



### Rolling 12 Months

### Compared to Prior Month

### Year to Date

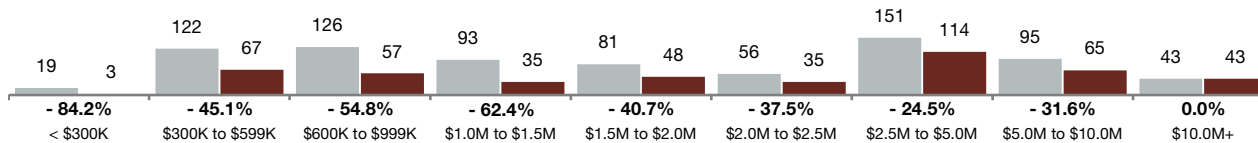
| By Price Range             | Single Family-Duplex |         |         | Townhouse-Condo |         |         | Single Family-Duplex |         |         | Townhouse-Condo |         |         | Single Family-Duplex |          |         | Townhouse-Condo |          |         |
|----------------------------|----------------------|---------|---------|-----------------|---------|---------|----------------------|---------|---------|-----------------|---------|---------|----------------------|----------|---------|-----------------|----------|---------|
|                            | 10-2019              | 10-2020 | Change  | 10-2019         | 10-2020 | Change  | 9-2020               | 10-2020 | Change  | 9-2020          | 10-2020 | Change  | YTD 2018             | YTD 2019 | Change  | YTD 2018        | YTD 2019 | Change  |
| \$299,999 and Below        | 30                   | 26      | -13.3%  | 44              | 25      | -43.2%  | 1                    | 4       | +300.0% | 4               | 2       | -50.0%  | 26                   | 22       | -15.4%  | 35              | 22       | -37.1%  |
| \$300,000 to \$599,999     | 179                  | 181     | +1.1%   | 306             | 269     | -12.1%  | 17                   | 20      | +17.6%  | 34              | 51      | +50.0%  | 148                  | 147      | -0.7%   | 271             | 233      | -14.0%  |
| \$600,000 to \$999,999     | 168                  | 178     | +6.0%   | 190             | 194     | +2.1%   | 17                   | 35      | +105.9% | 25              | 41      | +64.0%  | 141                  | 157      | +11.3%  | 162             | 172      | +6.2%   |
| \$1,000,000 to \$1,499,999 | 93                   | 142     | +52.7%  | 71              | 86      | +21.1%  | 24                   | 26      | +8.3%   | 15              | 14      | -6.7%   | 82                   | 121      | +47.6%  | 62              | 72       | +16.1%  |
| \$1,500,00 to \$1,999,999  | 46                   | 93      | +102.2% | 44              | 53      | +20.5%  | 21                   | 22      | +4.8%   | 8               | 8       | 0.0%    | 38                   | 83       | +118.4% | 39              | 39       | 0.0%    |
| \$2,000,000 to \$2,499,999 | 31                   | 63      | +103.2% | 23              | 43      | +87.0%  | 11                   | 15      | +36.4%  | 6               | 6       | 0.0%    | 31                   | 55       | +77.4%  | 20              | 36       | +80.0%  |
| \$2,500,000 to \$4,999,999 | 73                   | 100     | +37.0%  | 35              | 53      | +51.4%  | 21                   | 24      | +14.3%  | 12              | 9       | -25.0%  | 65                   | 88       | +35.4%  | 29              | 45       | +55.2%  |
| \$5,000,000 to \$9,999,999 | 18                   | 28      | +55.6%  | 17              | 13      | -23.5%  | 6                    | 6       | 0.0%    | 4               | 2       | -50.0%  | 15                   | 26       | +73.3%  | 12              | 12       | 0.0%    |
| \$10,000,000 and Above     | 8                    | 17      | +112.5% | 1               | 5       | +400.0% | 6                    | 1       | -83.3%  | 2               | 0       | -100.0% | 6                    | 14       | +133.3% | 1               | 4        | +300.0% |
| All Price Ranges           | 646                  | 828     | +28.2%  | 731             | 741     | +1.4%   | 124                  | 153     | +23.4%  | 110             | 133     | +20.9%  | 552                  | 713      | +29.2%  | 631             | 635      | +0.6%   |

# Inventory of Active Listings

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

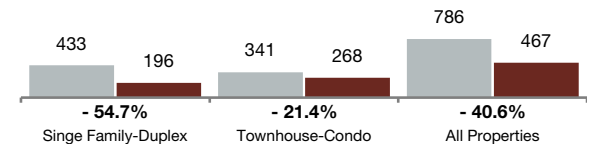
## By Price Range – All Properties

■ 10-2019 ■ 10-2020



## By Property Type

■ 10-2019 ■ 10-2020



### 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 |          |        |
|----------------------------|----------------------|---------|--------|-----------------|---------|---------|----------------------|---------|--------|-----------------|---------|--------|----------------------|----------|--------|-----------------|----------|--------|
|                            | 10-2019              | 10-2020 | Change | 10-2019         | 10-2020 | Change  | 9-2020               | 10-2020 | Change | 9-2020          | 10-2020 | Change | YTD 2018             | YTD 2019 | Change | YTD 2018        | YTD 2019 | Change |
| \$299,999 and Below        | 6                    | 1       | -83.3% | 4               | 0       | -100.0% | 1                    | 1       | 0.0%   | 0               | 0       | --     |                      |          |        |                 |          |        |
| \$300,000 to \$599,999     | 44                   | 19      | -56.8% | 76              | 47      | -38.2%  | 11                   | 19      | +72.7% | 56              | 47      | -16.1% |                      |          |        |                 |          |        |
| \$600,000 to \$999,999     | 53                   | 12      | -77.4% | 72              | 45      | -37.5%  | 17                   | 12      | -29.4% | 45              | 45      | 0.0%   |                      |          |        |                 |          |        |
| \$1,000,000 to \$1,499,999 | 57                   | 11      | -80.7% | 36              | 24      | -33.3%  | 28                   | 11      | -60.7% | 38              | 24      | -36.8% |                      |          |        |                 |          |        |
| \$1,500,00 to \$1,999,999  | 53                   | 16      | -69.8% | 28              | 32      | +14.3%  | 25                   | 16      | -36.0% | 30              | 32      | +6.7%  |                      |          |        |                 |          |        |
| \$2,000,000 to \$2,499,999 | 30                   | 7       | -76.7% | 26              | 28      | +7.7%   | 11                   | 7       | -36.4% | 30              | 28      | -6.7%  |                      |          |        |                 |          |        |
| \$2,500,000 to \$4,999,999 | 106                  | 60      | -43.4% | 45              | 54      | +20.0%  | 51                   | 60      | +17.6% | 55              | 54      | -1.8%  |                      |          |        |                 |          |        |
| \$5,000,000 to \$9,999,999 | 53                   | 32      | -39.6% | 42              | 33      | -21.4%  | 39                   | 32      | -17.9% | 33              | 33      | 0.0%   |                      |          |        |                 |          |        |
| \$10,000,000 and Above     | 31                   | 38      | +22.6% | 12              | 5       | -58.3%  | 36                   | 38      | +5.6%  | 6               | 5       | -16.7% |                      |          |        |                 |          |        |
| All Price Ranges           | 433                  | 196     | -54.7% | 341             | 268     | -21.4%  | 219                  | 196     | -10.5% | 293             | 268     | -8.5%  |                      |          |        |                 |          |        |

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



|                                       |  |
|---------------------------------------|--|
| <b>New Listings</b>                   | A measure of how much new supply is coming onto the market from sellers.   |
| <b>Pending Sales</b>                  | 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. |
| <b>Closed Sales</b>                   | A measure of home sales that were closed to completion during the report period.   |
| <b>Median Sales Price</b>             | A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.  |
| <b>Average Sales Price</b>            | A sum of all home sales prices divided by total number of sales.   |
| <b>Percent of List Price Received</b> | A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.   |
| <b>Days on Market Until Sale</b>      | A measure of how long it takes homes to sell, on average.  |
| <b>Housing Affordability Index</b>    | 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.   |
| <b>Inventory of Active Listings</b>   | 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.  |
| <b>Months Supply of Inventory</b>     | 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.   |