

Monthly Indicators



September 2020

New Listings were up 13.9 percent for the Single Family-Duplex category and 134.0 percent for the Townhouse-Condo category. Pending Sales increased 108.3 percent for Single Family-Duplex and 114.9 percent for Townhouse-Condo.

The Median Sales Price was up 45.2 percent to \$1,597,000 for the Single Family-Duplex category and 18.9 percent to \$825,231 for the Townhouse-Condo category. Days on Market increased 11.3 percent for single family homes but decreased 16.3 percent for townhouse-condo properties.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID-19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.

Monthly Snapshot

+ 47.4%	- 40.0%	+ 52.5%
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.

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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	9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		72	82	+ 13.9%	739	783	+ 6.0%
Pending Sales		60	125	+ 108.3%	551	736	+ 33.6%
Closed Sales		76	122	+ 60.5%	480	556	+ 15.8%
Median Sales Price		\$1,100,000	\$1,597,000	+ 45.2%	\$880,000	\$1,057,500	+ 20.2%
Average Sales Price		\$1,623,433	\$2,514,797	+ 54.9%	\$1,563,569	\$1,861,221	+ 19.0%
Pct. of List Price Received		94.9%	96.4%	+ 1.6%	96.0%	96.8%	+ 0.8%
Days on Market Until Sale		124	138	+ 11.3%	143	149	+ 4.2%
Housing Affordability Index		34	25	- 26.5%	42	38	- 9.5%
Inventory of Active Listings		463	207	- 55.3%	--	--	--
Months Supply of Inventory		8.4	3.3	- 60.7%	--	--	--

Townhouse-Condo Activity Overview

Key metrics for Townhouse and Condo properties by report month and for year-to-date (YTD) starting from the first of the year.



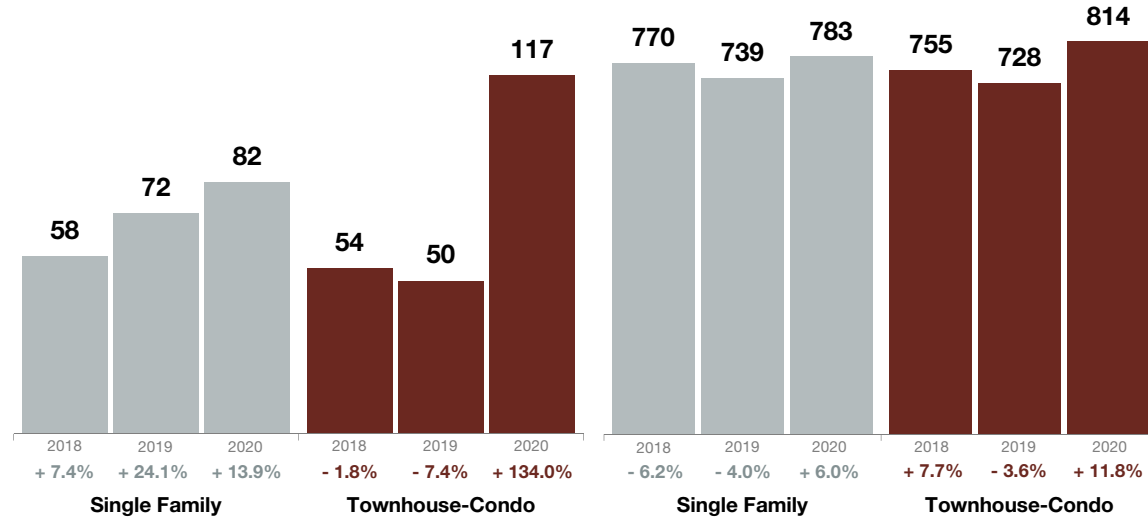
Key Metrics	Historical Sparkbars	9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		50	117	+ 134.0%	728	814	+ 11.8%
Pending Sales		67	144	+ 114.9%	603	707	+ 17.2%
Closed Sales		80	108	+ 35.0%	541	500	- 7.6%
Median Sales Price		\$694,228	\$825,231	+ 18.9%	\$620,000	\$685,000	+ 10.5%
Avg. Sales Price		\$949,437	\$1,562,958	+ 64.6%	\$951,590	\$1,227,183	+ 29.0%
Pct. of List Price Received		97.0%	97.7%	+ 0.7%	96.9%	96.9%	0.0%
Days on Market Until Sale		129	108	- 16.3%	130	115	- 11.5%
Affordability Index		53	48	- 9.4%	60	58	- 3.3%
Active Listings		354	285	- 19.5%	--	--	--
Months Supply		5.9	4.9	- 16.9%	--	--	--

New Listings



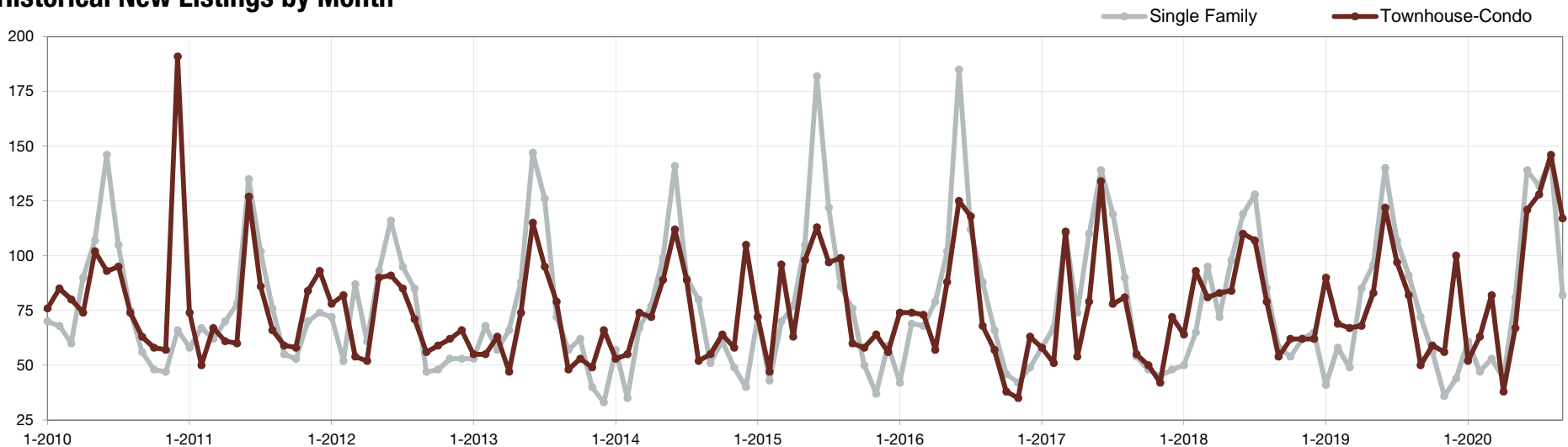
September

Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2019	56	+3.7%	59	-4.8%
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	81	-15.6%	67	-19.3%
Jun-2020	139	-0.7%	121	-0.8%
Jul-2020	132	+23.4%	128	+32.0%
Aug-2020	144	+58.2%	146	+78.0%
Sep-2020	82	+13.9%	117	+134.0%
12-Month Avg	77	-0.1%	86	+12.6%

Historical New Listings by Month

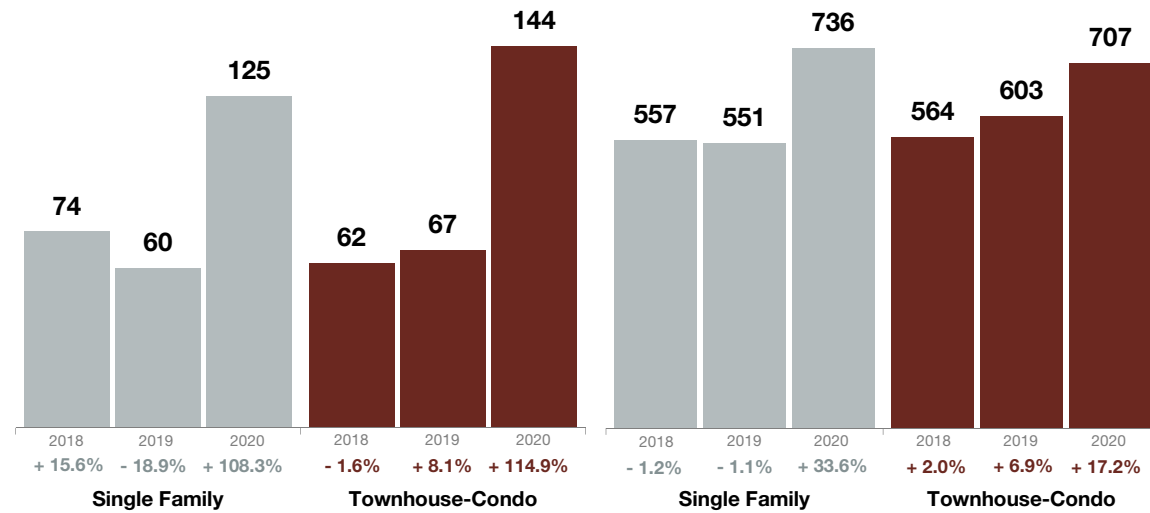


Pending Sales



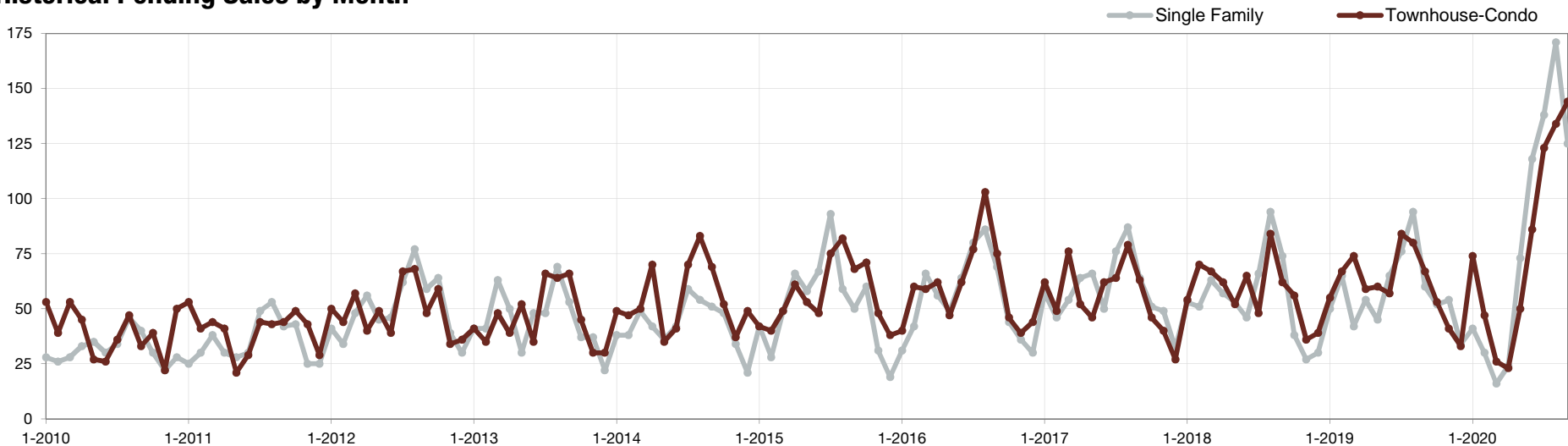
September

Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2019	52	+36.8%	53	-5.4%
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	118	+81.5%	86	+50.9%
Jul-2020	138	+81.6%	123	+46.4%
Aug-2020	171	+81.9%	134	+67.5%
Sep-2020	125	+108.3%	144	+114.9%
12-Month Avg	73	+35.6%	70	+13.6%

Historical Pending Sales by Month

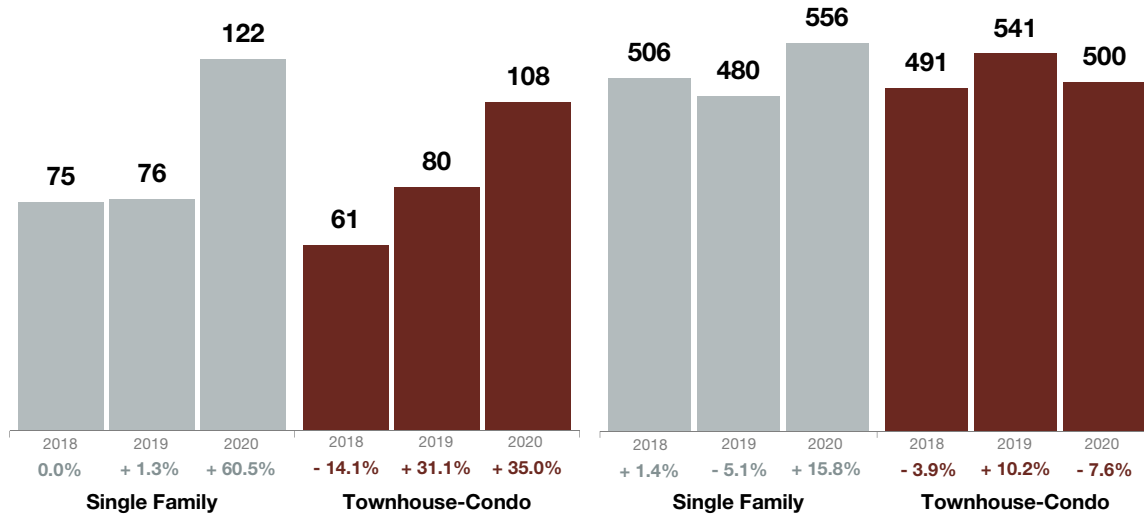


Closed Sales



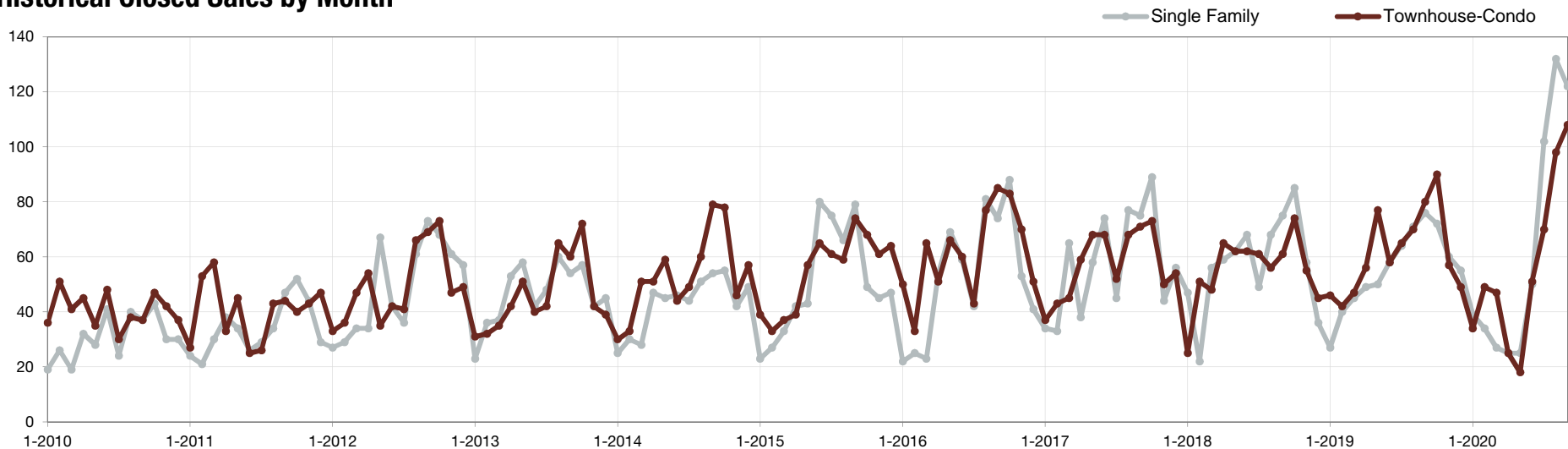
September

Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
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	50	-13.8%	51	-12.1%
Jul-2020	102	+59.4%	70	+7.7%
Aug-2020	132	+85.9%	98	+40.0%
Sep-2020	122	+60.5%	108	+35.0%
12-Month Avg	62	+12.7%	58	-2.7%

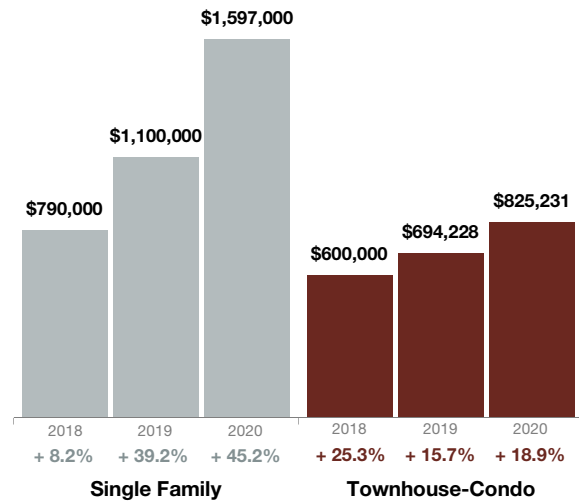
Historical Closed Sales by Month



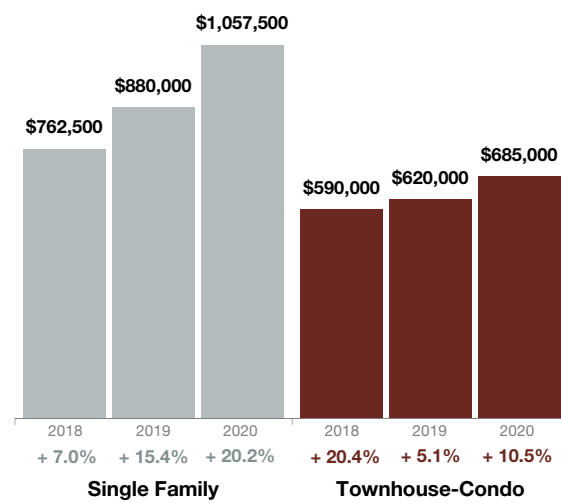
Median Sales Price



September



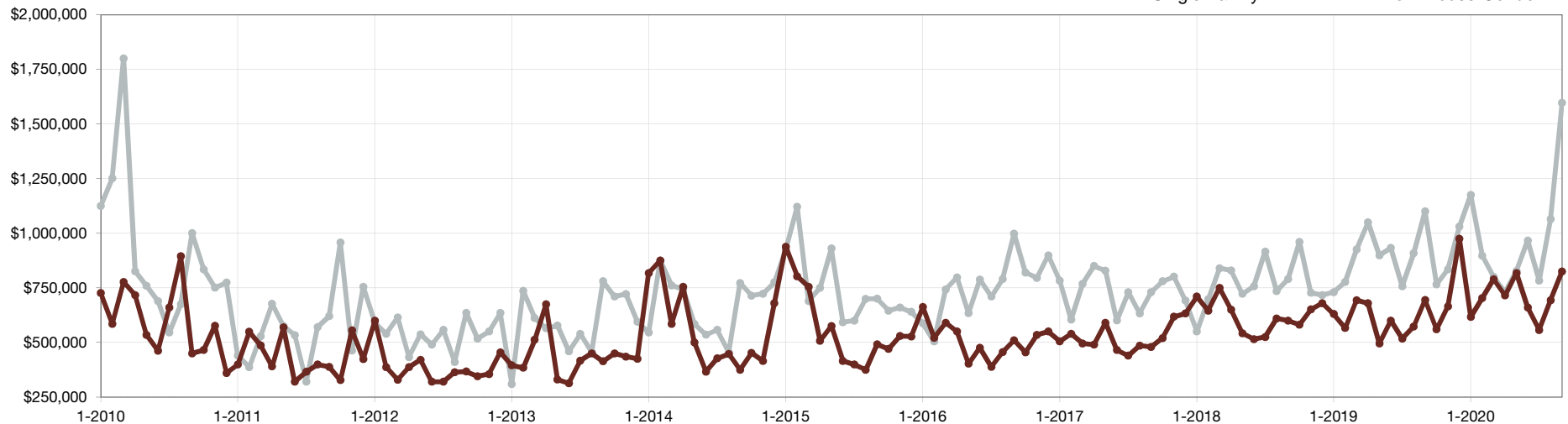
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
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	\$966,500	+3.6%	\$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	\$1,597,000	+45.2%	\$825,231	+18.9%
12-Month Avg*	\$1,000,000	+15.3%	\$682,053	+9.7%

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

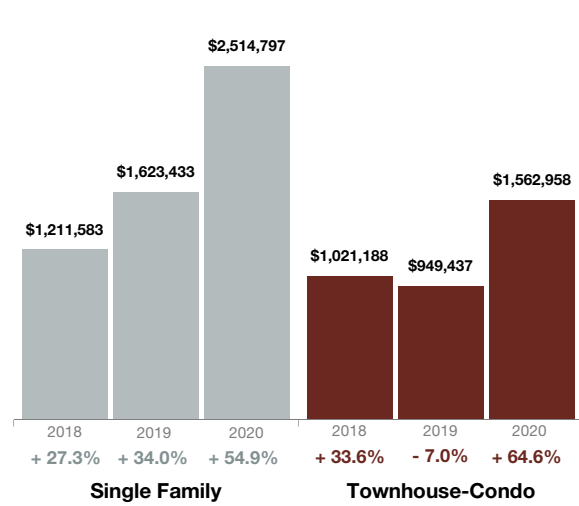
Historical Median Sales Price by Month



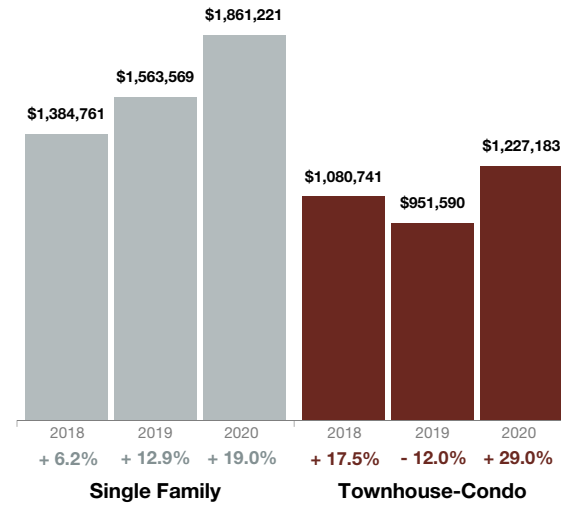
Average Sales Price



September



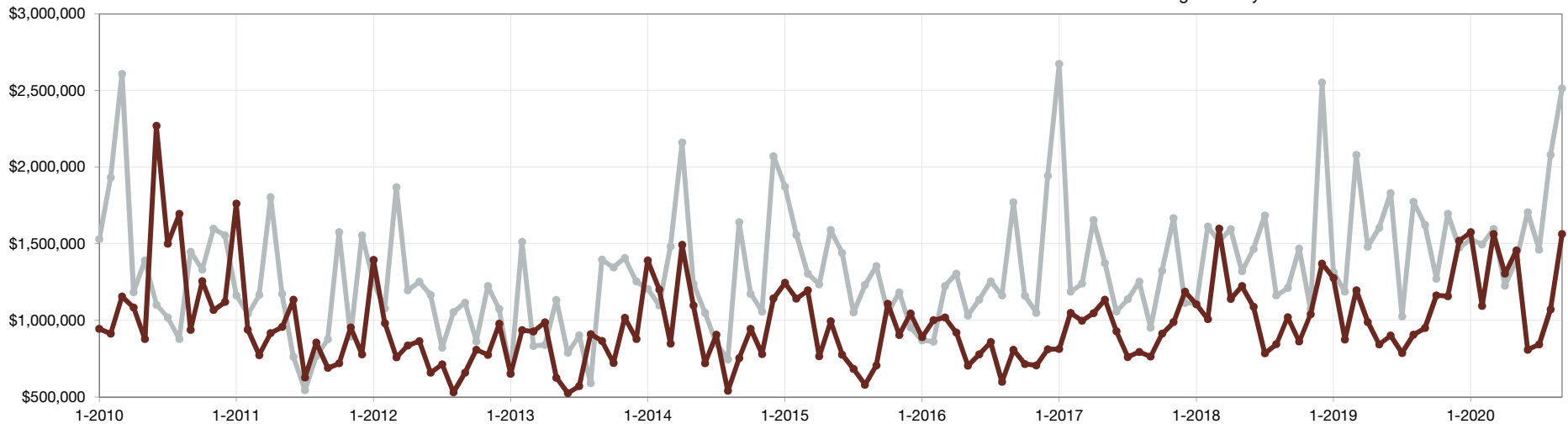
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
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	\$1,706,023	-6.8%	\$808,791	-10.2%
Jul-2020	\$1,462,242	+42.5%	\$843,524	+7.2%
Aug-2020	\$2,080,060	+17.3%	\$1,071,824	+18.3%
Sep-2020	\$2,514,797	+54.9%	\$1,562,958	+64.6%
12-Month Avg*	\$1,762,146	+12.8%	\$1,233,723	+26.5%

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

Historical Average Sales Price by Month

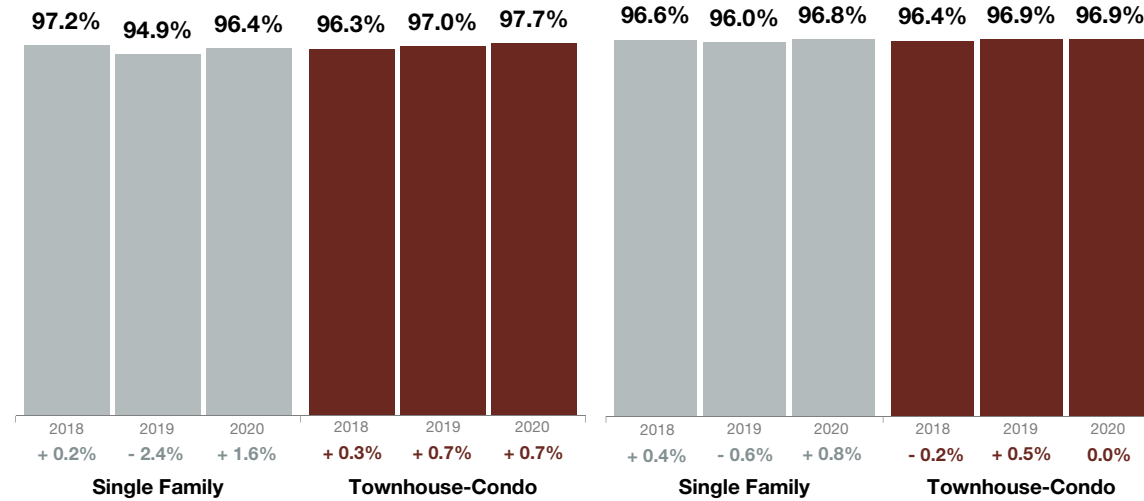


Percent of List Price Received



September

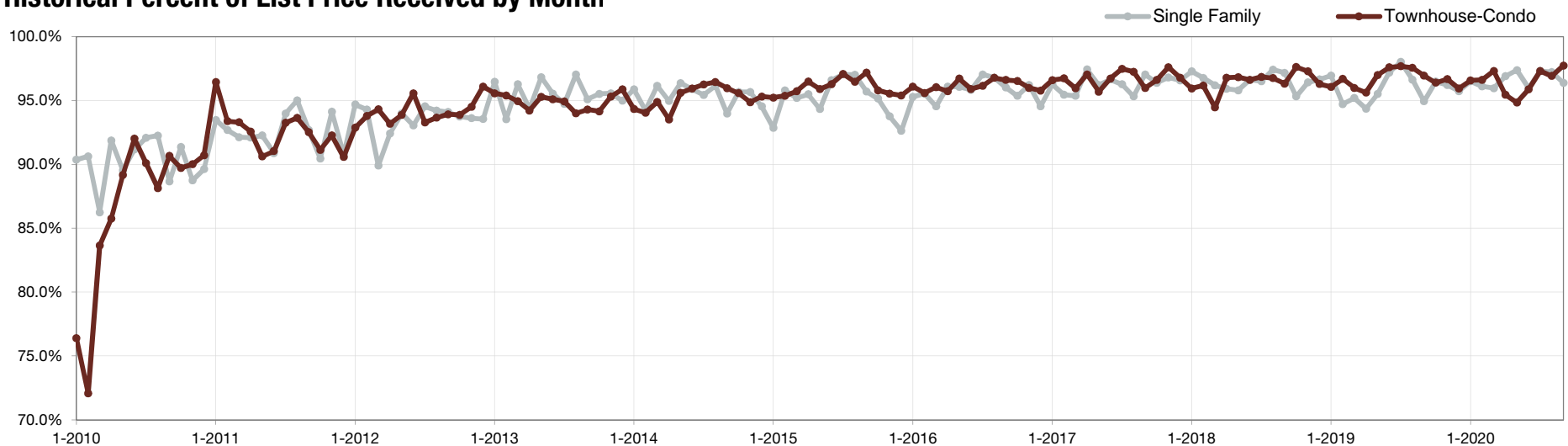
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
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%	97.7%	+0.7%
12-Month Avg*	96.6%	+0.7%	96.7%	-0.2%

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

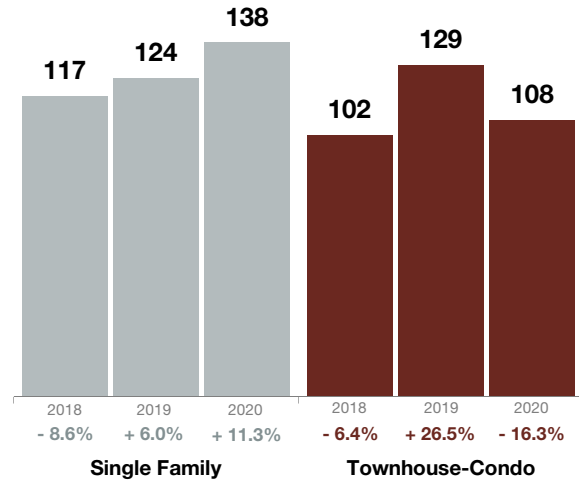
Historical Percent of List Price Received by Month



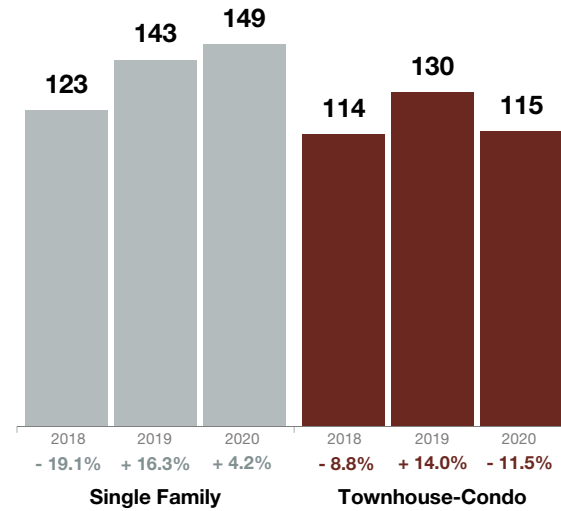
Days on Market Until Sale



September



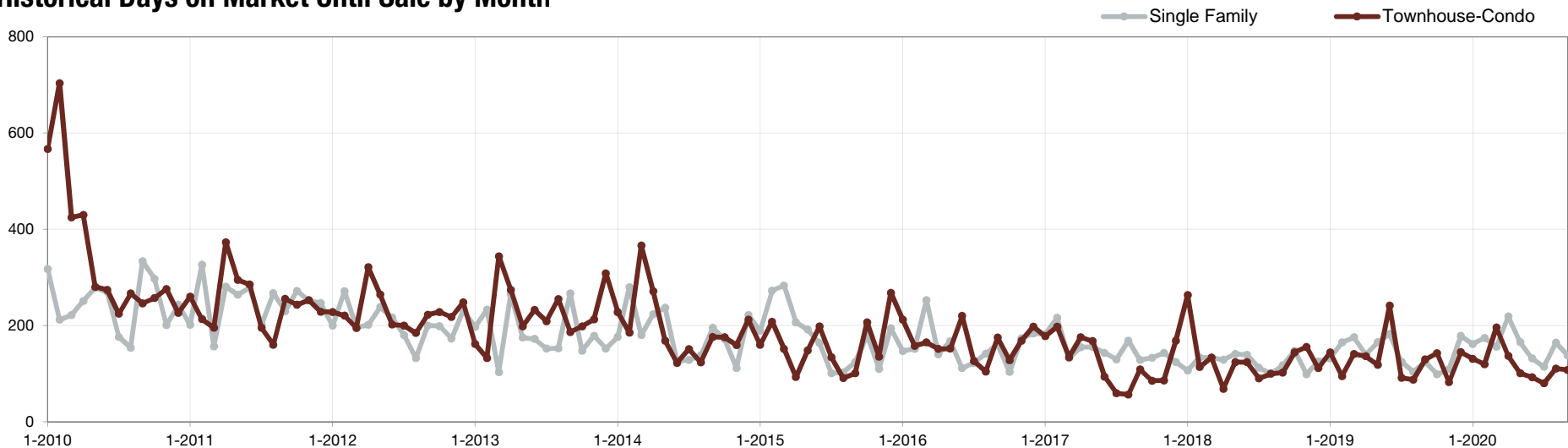
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2019	99	-33.1%	142	-1.4%
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	131	-28.0%	93	-61.4%
Jul-2020	114	-8.1%	80	-12.1%
Aug-2020	164	+57.7%	110	+25.0%
Sep-2020	138	+11.3%	108	-16.3%
12-Month Avg*	139	+3.2%	132	-10.9%

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

Historical Days on Market Until Sale by Month

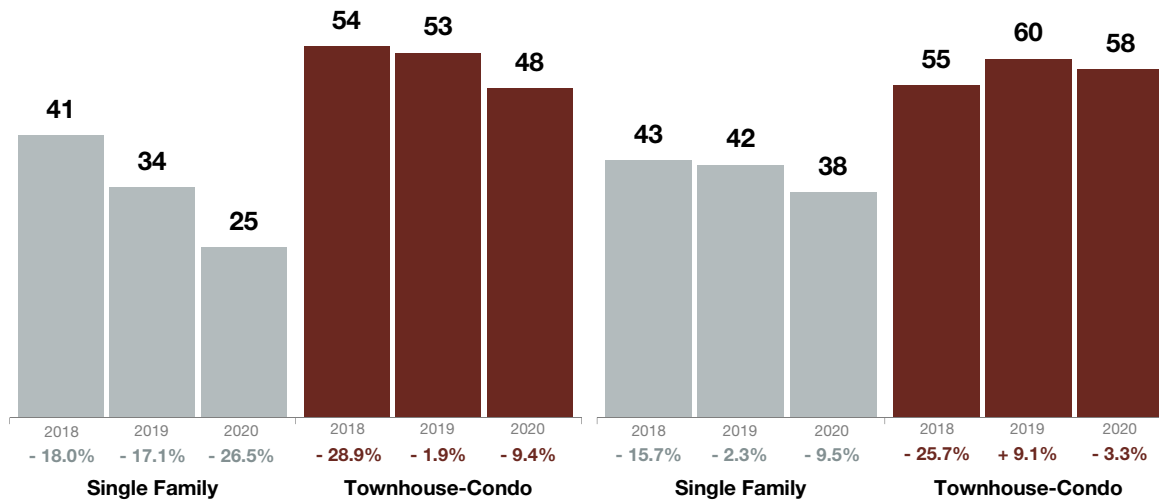


Housing Affordability Index



September

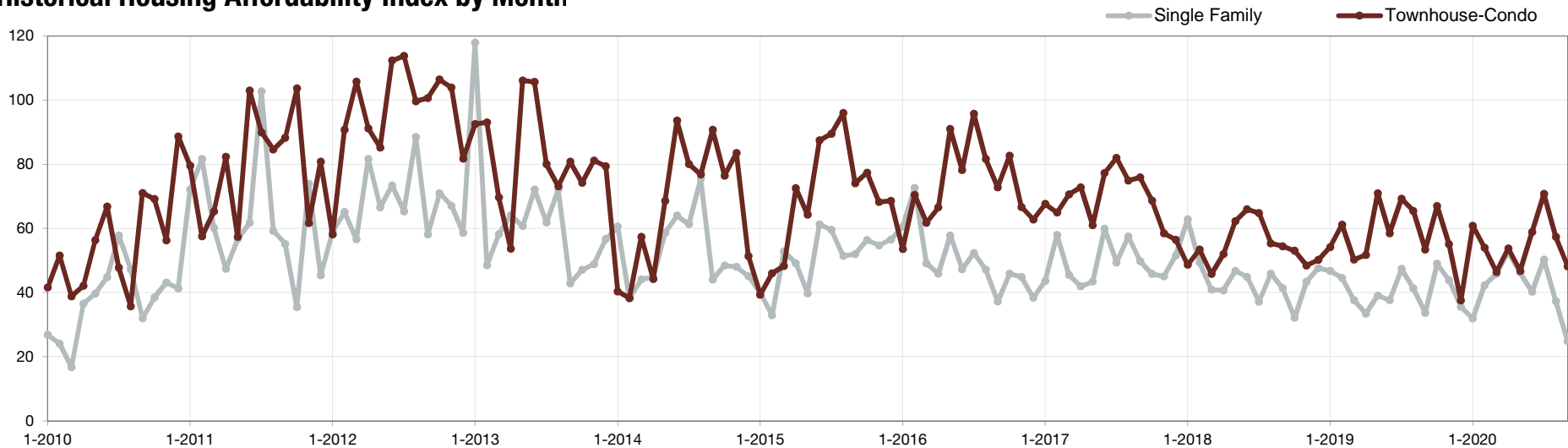
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
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%
12-Month Avg*	42	-38.1%	40	-16.1%

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

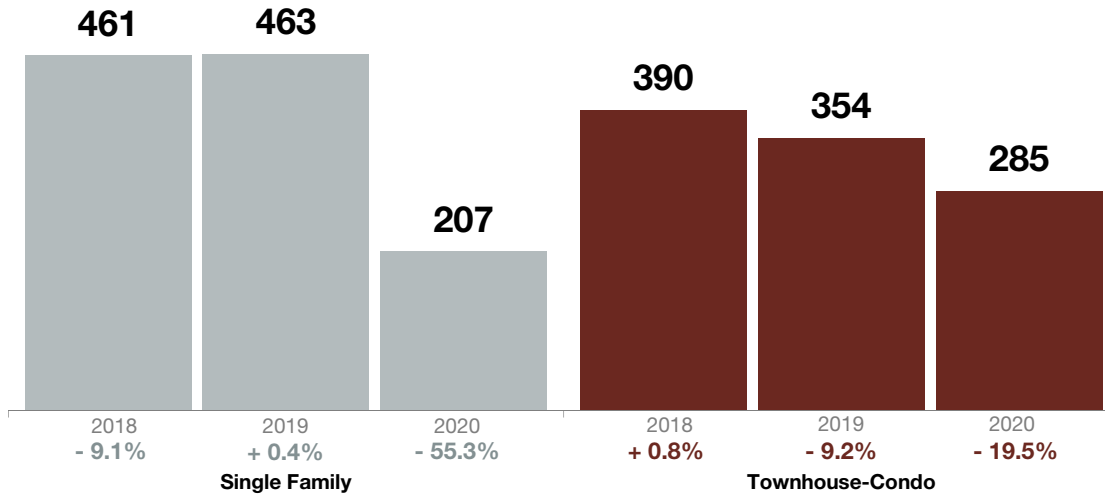
Historical Housing Affordability Index by Month



Inventory of Active Listings

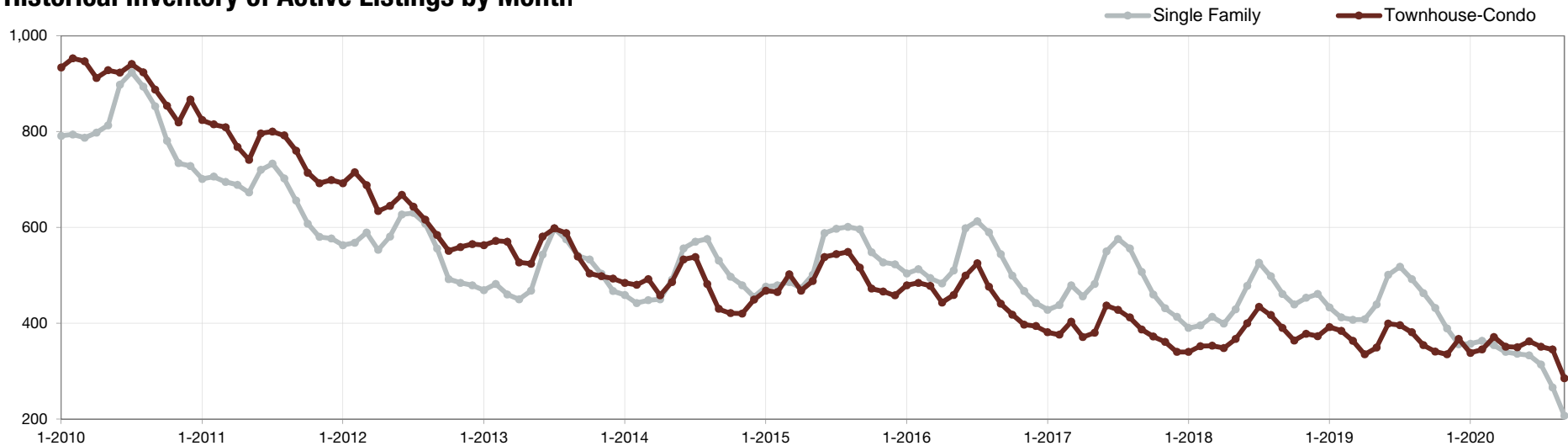


September



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2019	432	-1.6%	341	-6.3%
Nov-2019	389	-14.1%	335	-11.4%
Dec-2019	356	-22.8%	367	-1.6%
Jan-2020	357	-17.6%	338	-13.8%
Feb-2020	363	-11.9%	345	-10.2%
Mar-2020	354	-13.0%	371	+2.2%
Apr-2020	340	-16.7%	351	+4.8%
May-2020	336	-23.5%	350	+0.3%
Jun-2020	333	-33.5%	362	-9.3%
Jul-2020	314	-39.4%	351	-11.4%
Aug-2020	266	-45.9%	345	-9.4%
Sep-2020	207	-55.3%	285	-19.5%
12-Month Avg	337	-25.4%	345	-7.3%

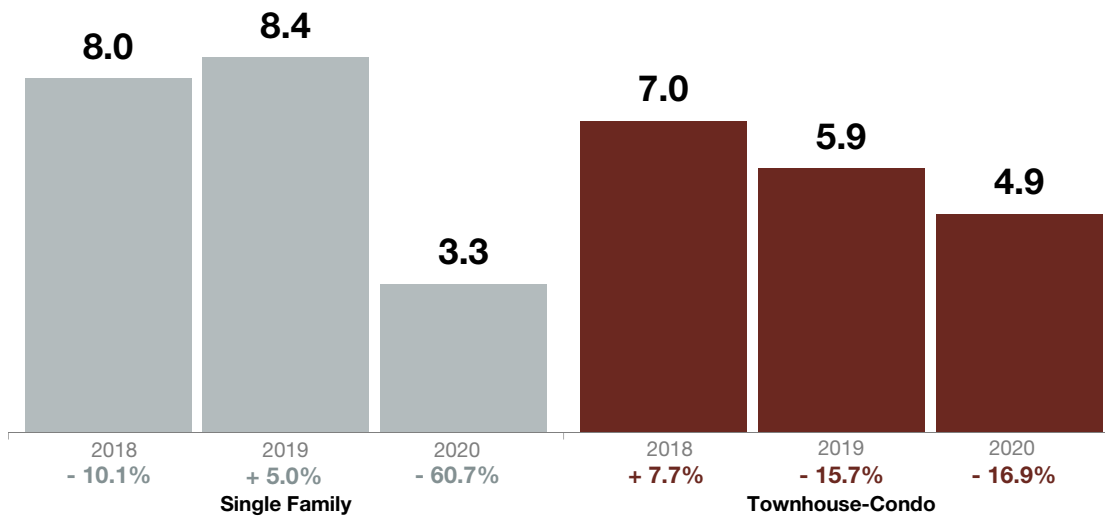
Historical Inventory of Active Listings by Month



Months Supply of Inventory



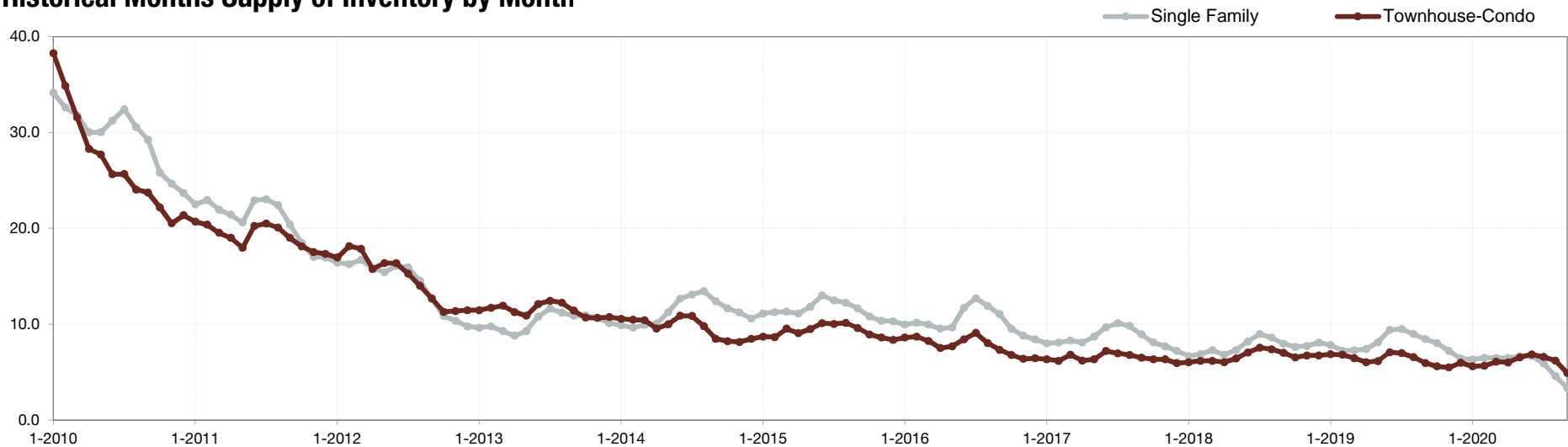
September



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2019	8.0	+5.3%	5.6	-13.8%
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	4.6	-48.9%	6.2	-6.1%
Sep-2020	3.3	-60.7%	4.9	-16.9%
12-Month Avg	6.2	-23.6%	6.0	-9.3%

* Months Supply for all properties from October 2019 through September 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	9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		123	200	+ 62.6%	1,478	1,612	+ 9.1%
Pending Sales		127	269	+ 111.8%	1,157	1,446	+ 25.0%
Closed Sales		156	230	+ 47.4%	1,024	1,061	+ 3.6%
Median Sales Price		\$812,500	\$1,239,167	+ 52.5%	\$712,500	\$839,000	+ 17.8%
Average Sales Price		\$1,277,794	\$2,067,847	+ 61.8%	\$1,236,545	\$1,557,747	+ 26.0%
Pct. of List Price Received		96.0%	97.0%	+ 1.0%	96.5%	96.8%	+ 0.3%
Days on Market Until Sale		127	124	- 2.4%	136	132	- 2.9%
Housing Affordability Index		46	32	- 29.7%	52	47	- 8.9%
Inventory of Active Listings		826	496	- 40.0%	--	--	--
Months Supply of Inventory		7.2	4.1	- 43.1%	--	--	--

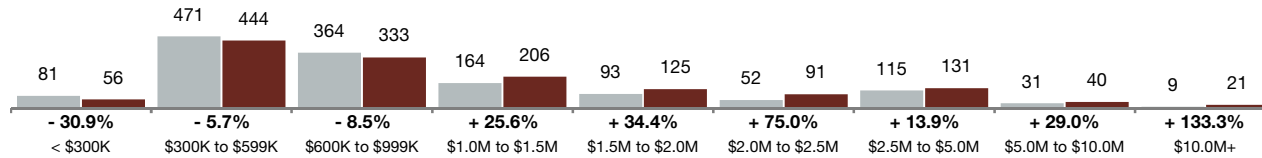
Closed Sales

Actual sales that have closed in a given month.



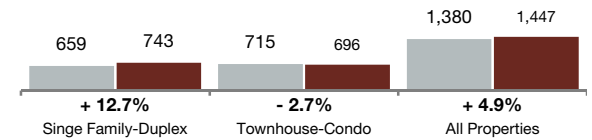
By Price Range – All Properties – Rolling 12 Months

■ 9-2019 ■ 9-2020



By Property Type

■ 9-2019 ■ 9-2020



Rolling 12 Months

By Price Range	Single Family-Duplex			Townhouse-Condo		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$299,999 and Below	31	24	-22.6%	45	29	-35.6%
\$300,000 to \$599,999	175	182	+4.0%	295	260	-11.9%
\$600,000 to \$999,999	169	164	-3.0%	195	168	-13.8%
\$1,000,000 to \$1,499,999	94	126	+34.0%	70	79	+12.9%
\$1,500,000 to \$1,999,999	50	75	+50.0%	43	50	+16.3%
\$2,000,000 to \$2,499,999	33	49	+48.5%	19	41	+115.8%
\$2,500,000 to \$4,999,999	82	82	0.0%	33	49	+48.5%
\$5,000,000 to \$9,999,999	17	25	+47.1%	14	15	+7.1%
\$10,000,000 and Above	8	16	+100.0%	1	5	+400.0%
All Price Ranges	659	743	+12.7%	715	696	-2.7%

Compared to Prior Month

By Price Range	Single Family-Duplex			Townhouse-Condo		
	8-2020	9-2020	Change	8-2020	9-2020	Change
\$299,999 and Below	4	0	-100.0%	2	4	+100.0%
\$300,000 to \$599,999	28	16	-42.9%	34	34	0.0%
\$600,000 to \$999,999	30	17	-43.3%	33	24	-27.3%
\$1,000,000 to \$1,499,999	23	24	+4.3%	10	14	+40.0%
\$1,500,000 to \$1,999,999	15	21	+40.0%	8	8	0.0%
\$2,000,000 to \$2,499,999	9	11	+22.2%	4	6	+50.0%
\$2,500,000 to \$4,999,999	13	21	+61.5%	5	12	+140.0%
\$5,000,000 to \$9,999,999	7	6	-14.3%	2	4	+100.0%
\$10,000,000 and Above	3	6	+100.0%	0	2	--
All Price Ranges	132	122	-7.6%	98	108	+10.2%

Year to Date

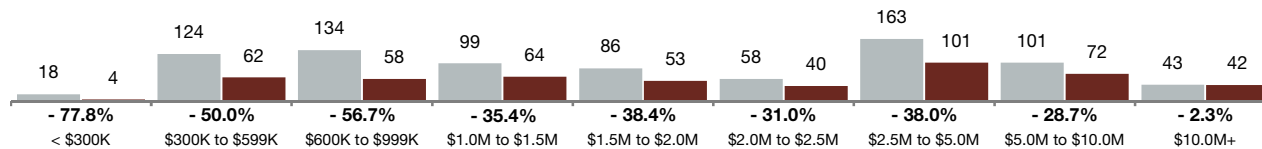
By Price Range	Single Family-Duplex			Townhouse-Condo		
	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	23	17	-26.1%	29	20	-31.0%
\$300,000 to \$599,999	126	126	0.0%	229	182	-20.5%
\$600,000 to \$999,999	120	122	+1.7%	146	130	-11.0%
\$1,000,000 to \$1,499,999	72	95	+31.9%	54	57	+5.6%
\$1,500,000 to \$1,999,999	33	60	+81.8%	34	31	-8.8%
\$2,000,000 to \$2,499,999	29	39	+34.5%	16	30	+87.5%
\$2,500,000 to \$4,999,999	59	64	+8.5%	24	36	+50.0%
\$5,000,000 to \$9,999,999	12	20	+66.7%	8	10	+25.0%
\$10,000,000 and Above	6	13	+116.7%	1	4	+300.0%
All Price Ranges	480	556	+15.8%	541	500	-7.6%

Inventory of Active Listings

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

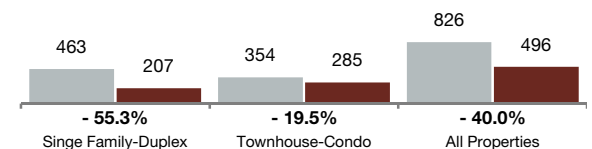
By Price Range – All Properties

■ 9-2019 ■ 9-2020



By Property Type

■ 9-2019 ■ 9-2020



Year over Year

By Price Range	Single Family-Duplex			Townhouse-Condo		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$299,999 and Below	6	1	-83.3%	8	0	-100.0%
\$300,000 to \$599,999	43	10	-76.7%	77	51	-33.8%
\$600,000 to \$999,999	64	15	-76.6%	70	43	-38.6%
\$1,000,000 to \$1,499,999	59	26	-55.9%	39	38	-2.6%
\$1,500,000 to \$1,999,999	56	23	-58.9%	30	30	0.0%
\$2,000,000 to \$2,499,999	34	10	-70.6%	24	30	+25.0%
\$2,500,000 to \$4,999,999	113	47	-58.4%	50	54	+8.0%
\$5,000,000 to \$9,999,999	57	39	-31.6%	44	33	-25.0%
\$10,000,000 and Above	31	36	+16.1%	12	6	-50.0%
All Price Ranges	463	207	-55.3%	354	285	-19.5%

Compared to Prior Month

By Price Range	Single Family-Duplex			Townhouse-Condo		
	8-2020	9-2020	Change	8-2020	9-2020	Change
\$299,999 and Below	5	1	-80.0%	1	0	-100.0%
\$300,000 to \$599,999	15	10	-33.3%	65	51	-21.5%
\$600,000 to \$999,999	26	15	-42.3%	72	43	-40.3%
\$1,000,000 to \$1,499,999	35	26	-25.7%	42	38	-9.5%
\$1,500,000 to \$1,999,999	35	23	-34.3%	32	30	-6.3%
\$2,000,000 to \$2,499,999	20	10	-50.0%	34	30	-11.8%
\$2,500,000 to \$4,999,999	58	47	-19.0%	57	54	-5.3%
\$5,000,000 to \$9,999,999	40	39	-2.5%	34	33	-2.9%
\$10,000,000 and Above	32	36	+12.5%	8	6	-25.0%
All Price Ranges	266	207	-22.2%	345	285	-17.4%

Year to Date

Single Family-Duplex	Townhouse-Condo
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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.