

Monthly Indicators



September 2019

New Listings were up 22.4 percent for the Single Family-Duplex category but decreased 7.4 percent for the Townhouse-Condo category. Pending Sales decreased 9.5 percent for Single Family-Duplex but increased 9.7 percent for Townhouse-Condo.

The Median Sales Price was up 39.2 percent to \$1,100,000 for the Single Family-Duplex category and 15.3 percent to \$692,000 for the Townhouse-Condo category. Days on Market increased 20.8 percent for single family homes and 11.3 percent for townhouse-condo properties.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

Monthly Snapshot

+ 13.2% **- 14.4%** **+ 16.1%**

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	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		58	71	+ 22.4%	769	737	- 4.2%
Pending Sales		74	67	- 9.5%	557	562	+ 0.9%
Closed Sales		75	75	0.0%	506	477	- 5.7%
Median Sales Price		\$790,000	\$1,100,000	+ 39.2%	\$762,500	\$875,000	+ 14.8%
Average Sales Price		\$1,211,583	\$1,620,078	+ 33.7%	\$1,384,761	\$1,560,713	+ 12.7%
Pct. of List Price Received		97.2%	94.9%	- 2.4%	96.6%	96.1%	- 0.5%
Days on Market Until Sale		120	145	+ 20.8%	115	139	+ 20.9%
Housing Affordability Index		41	34	- 17.1%	43	42	- 2.3%
Inventory of Active Listings		468	422	- 9.8%	--	--	--
Months Supply of Inventory		8.1	7.7	- 4.9%	--	--	--

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.

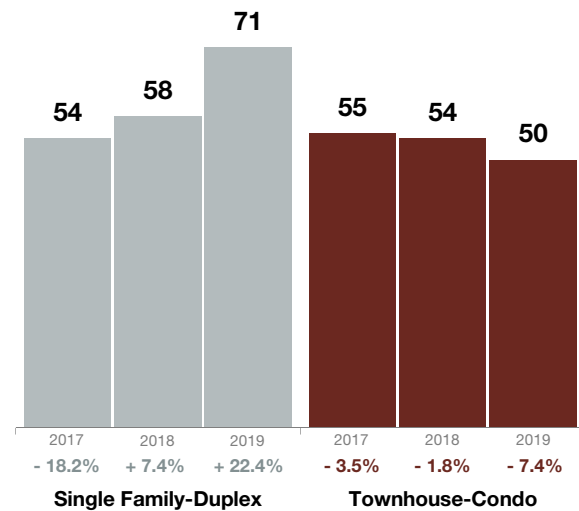


Key Metrics	Historical Sparkbars	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		54	50	- 7.4%	754	723	- 4.1%
Pending Sales		62	68	+ 9.7%	564	609	+ 8.0%
Closed Sales		61	79	+ 29.5%	491	538	+ 9.6%
Median Sales Price		\$600,000	\$692,000	+ 15.3%	\$590,000	\$615,000	+ 4.2%
Avg. Sales Price		\$1,021,188	\$952,639	- 6.7%	\$1,080,741	\$949,746	- 12.1%
Pct. of List Price Received		96.3%	96.9%	+ 0.6%	96.4%	96.9%	+ 0.5%
Days on Market Until Sale		97	108	+ 11.3%	111	111	0.0%
Affordability Index		54	54	0.0%	55	60	+ 9.1%
Active Listings		396	310	- 21.7%	--	--	--
Months Supply		7.1	5.2	- 26.8%	--	--	--

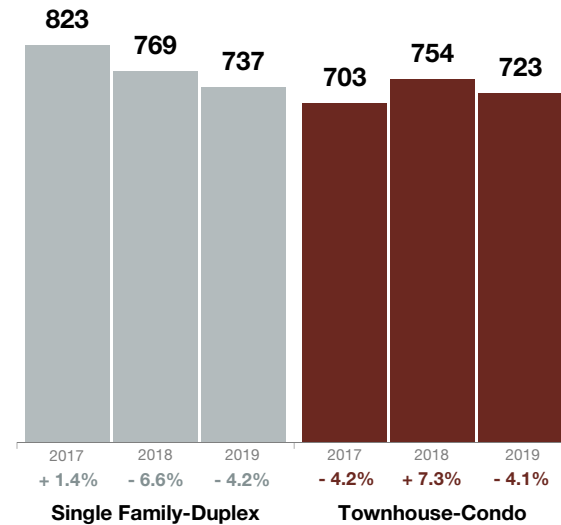
New Listings



September

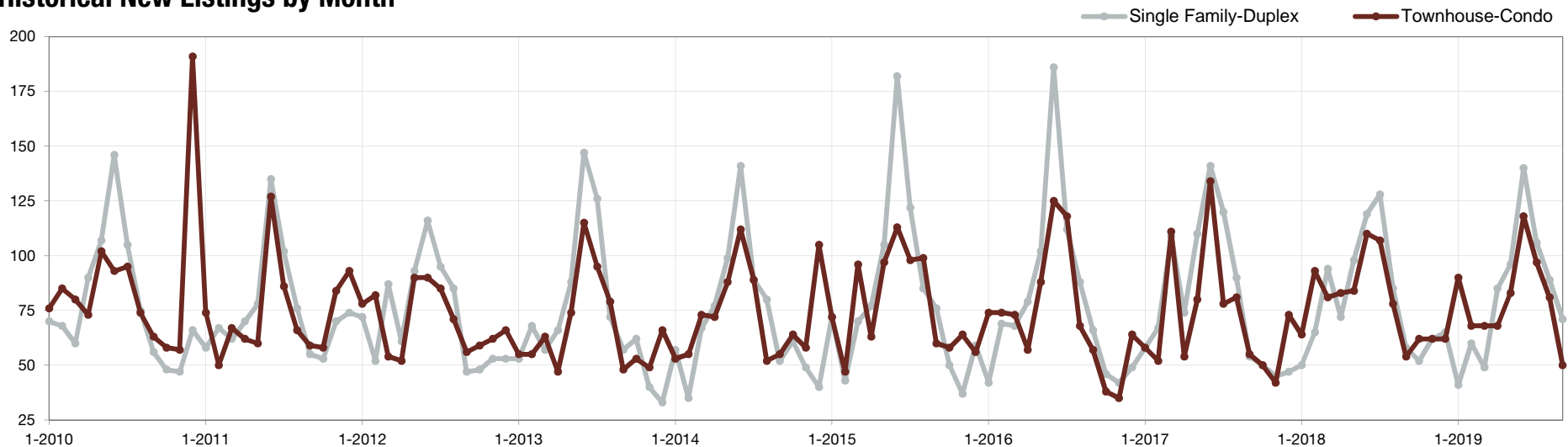


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2018	52	+4.0%	62	+24.0%
Nov-2018	62	+37.8%	62	+47.6%
Dec-2018	65	+38.3%	62	-15.1%
Jan-2019	41	-18.0%	90	+40.6%
Feb-2019	60	-7.7%	68	-26.9%
Mar-2019	49	-47.9%	68	-16.0%
Apr-2019	85	+18.1%	68	-18.1%
May-2019	96	-2.0%	83	-1.2%
Jun-2019	140	+17.6%	118	+7.3%
Jul-2019	106	-17.2%	97	-9.3%
Aug-2019	89	+4.7%	81	+3.8%
Sep-2019	71	+22.4%	50	-7.4%
12-Month Avg	76	+0.5%	76	-1.1%

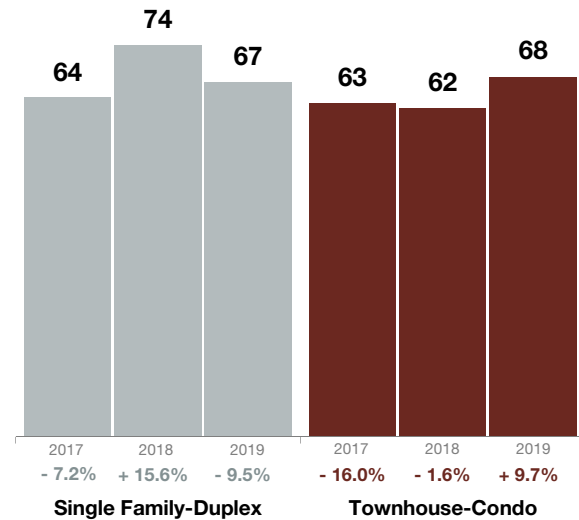
Historical New Listings by Month



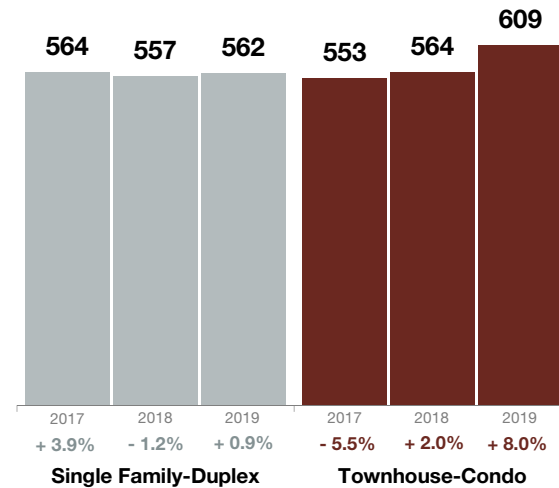
Pending Sales



September

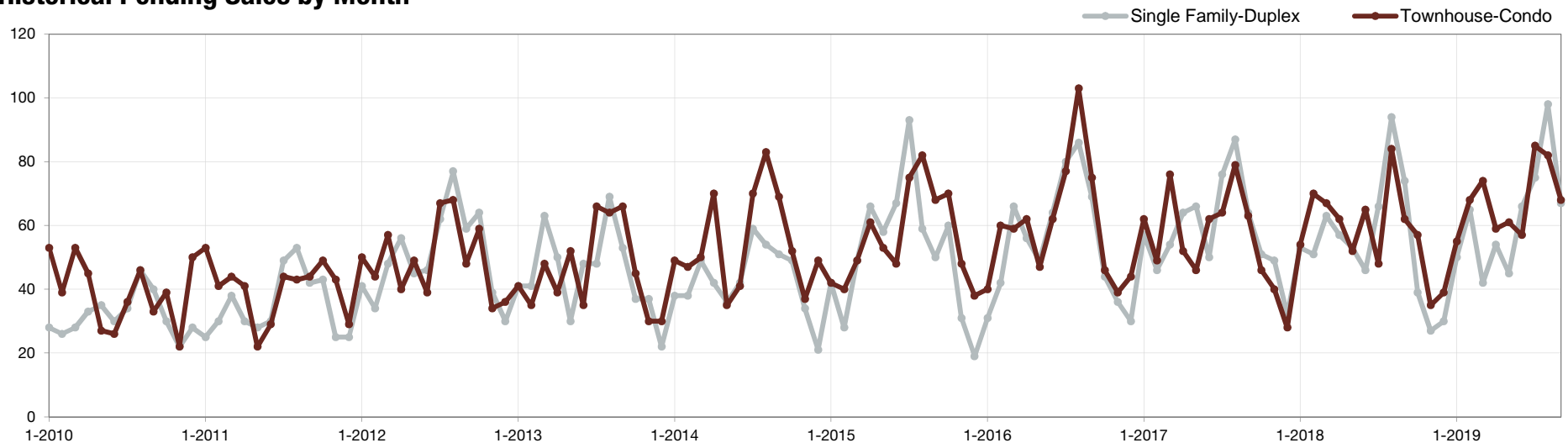


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2018	39	-23.5%	57	+23.9%
Nov-2018	27	-44.9%	35	-12.5%
Dec-2018	30	-6.3%	39	+39.3%
Jan-2019	50	-5.7%	55	+1.9%
Feb-2019	65	+27.5%	68	-2.9%
Mar-2019	42	-33.3%	74	+10.4%
Apr-2019	54	-5.3%	59	-4.8%
May-2019	45	-15.1%	61	+17.3%
Jun-2019	66	+43.5%	57	-12.3%
Jul-2019	75	+13.6%	85	+77.1%
Aug-2019	98	+4.3%	82	-2.4%
Sep-2019	67	-9.5%	68	+9.7%
12-Month Avg	55	-4.5%	62	+9.1%

Historical Pending Sales by Month

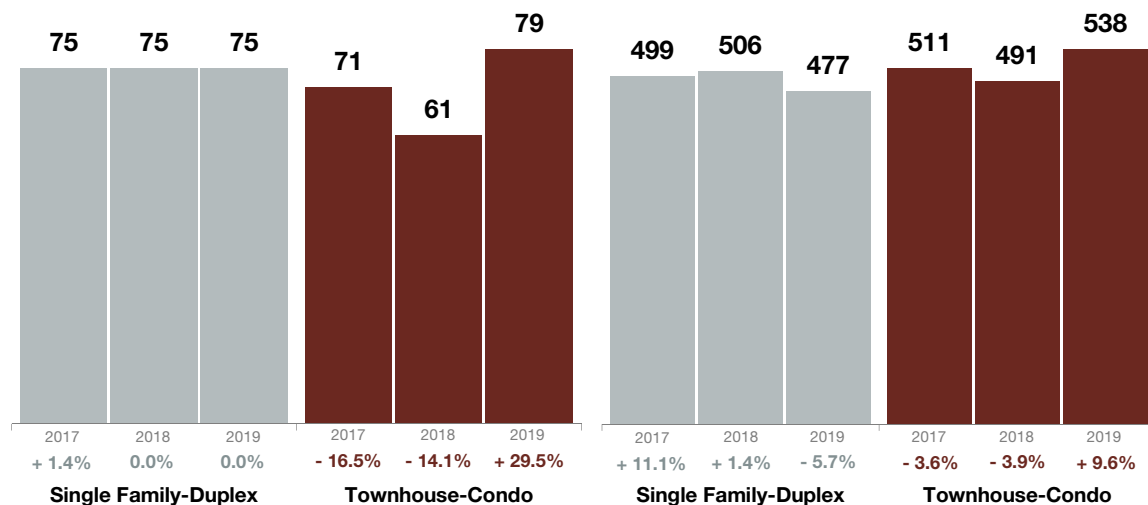


Closed Sales



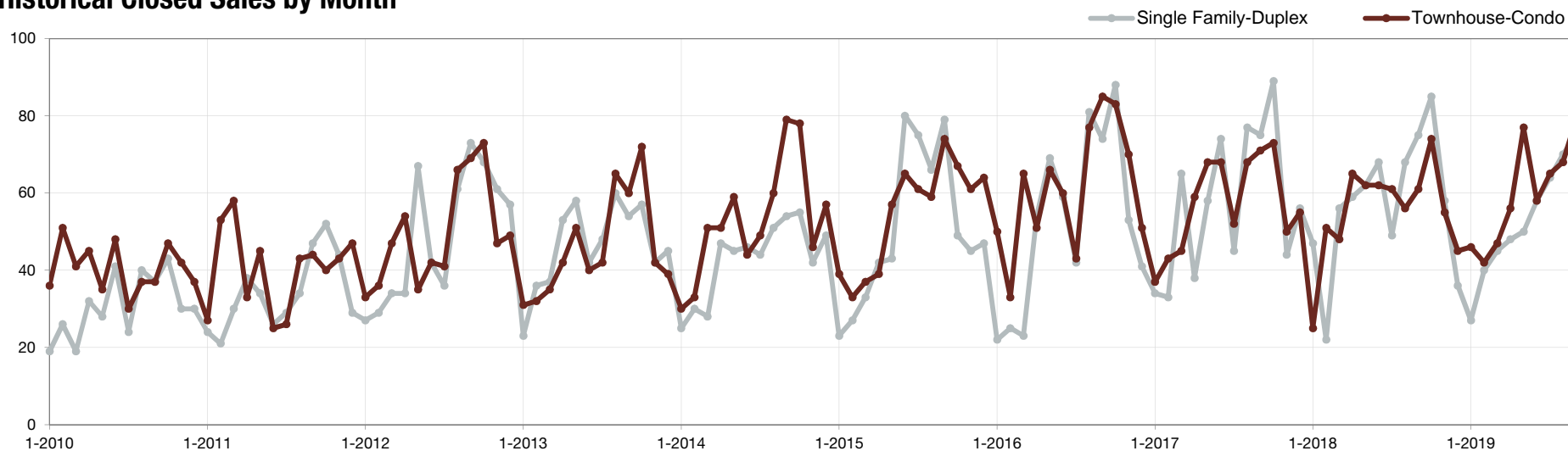
September

Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2018	85	-4.5%	74	+1.4%
Nov-2018	58	+31.8%	55	+10.0%
Dec-2018	36	-35.7%	45	-18.2%
Jan-2019	27	-42.6%	46	+84.0%
Feb-2019	40	+81.8%	42	-17.6%
Mar-2019	45	-19.6%	47	-2.1%
Apr-2019	48	-18.6%	56	-13.8%
May-2019	50	-19.4%	77	+24.2%
Jun-2019	58	-14.7%	58	-6.5%
Jul-2019	64	+30.6%	65	+6.6%
Aug-2019	70	+2.9%	68	+21.4%
Sep-2019	75	0.0%	79	+29.5%
12-Month Avg	55	-5.6%	59	+6.4%

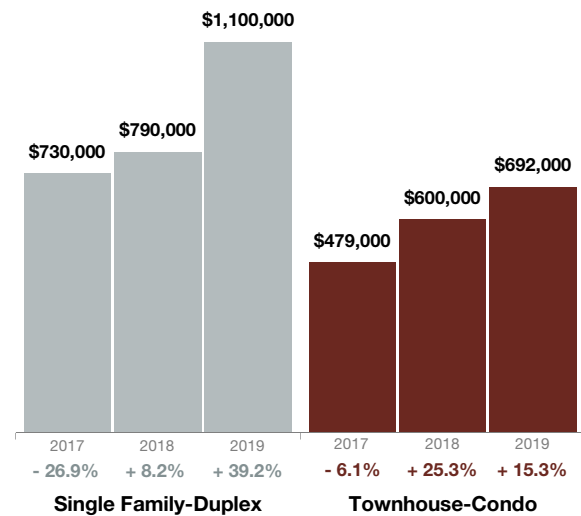
Historical Closed Sales by Month



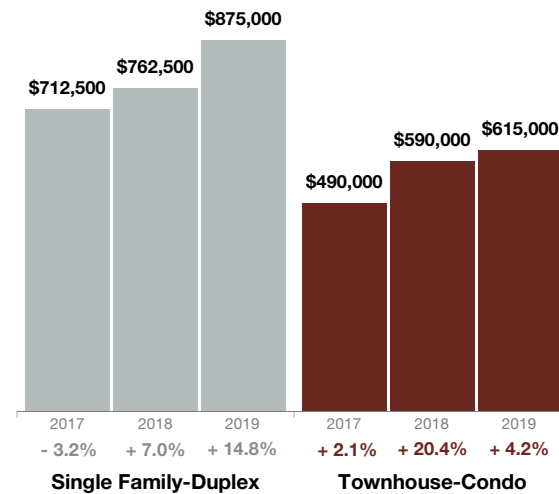
Median Sales Price



September



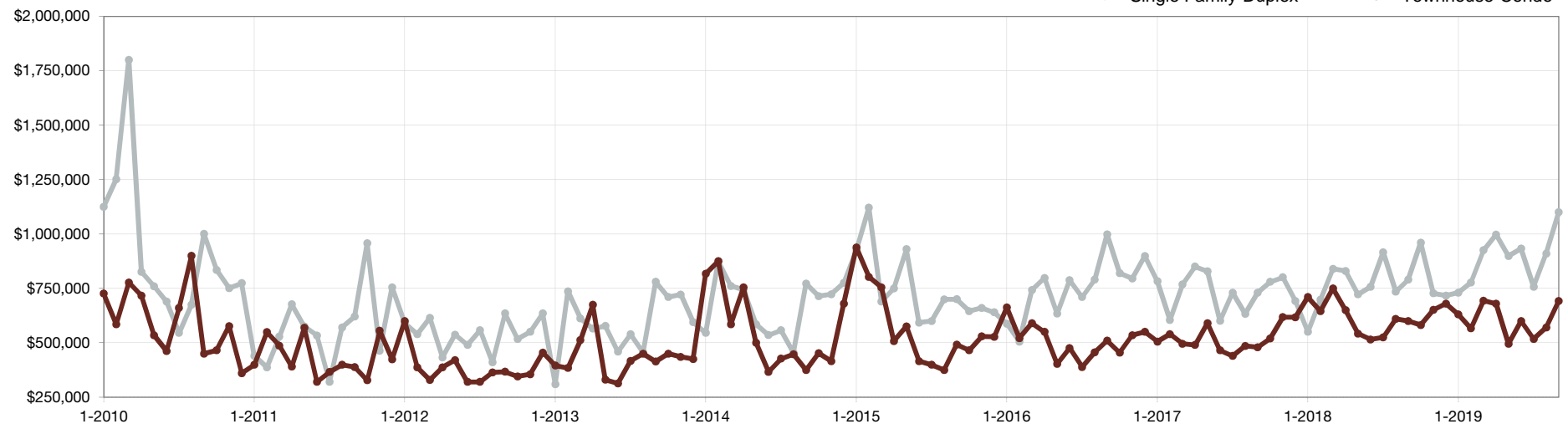
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2018	\$960,000	+23.1%	\$581,250	+11.8%
Nov-2018	\$727,222	-9.2%	\$650,750	+5.4%
Dec-2018	\$716,500	+3.5%	\$680,000	+10.2%
Jan-2019	\$730,000	+32.7%	\$630,000	-11.3%
Feb-2019	\$776,631	+11.3%	\$566,225	-12.2%
Mar-2019	\$925,000	+10.2%	\$693,000	-7.6%
Apr-2019	\$997,000	+20.1%	\$679,000	+4.5%
May-2019	\$898,750	+24.4%	\$495,000	-8.7%
Jun-2019	\$932,500	+23.2%	\$600,250	+16.6%
Jul-2019	\$757,225	-17.3%	\$517,812	-1.4%
Aug-2019	\$909,500	+23.7%	\$570,621	-6.4%
Sep-2019	\$1,100,000	+39.2%	\$692,000	+15.3%
12-Month Avg*	\$865,250	+13.1%	\$620,500	+5.2%

* Median Sales Price for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

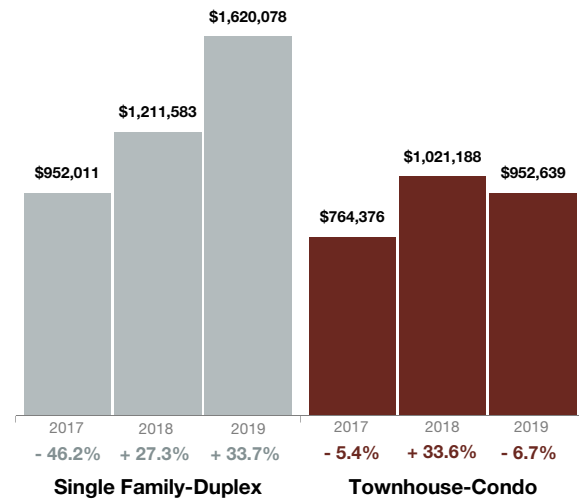
Historical Median Sales Price by Month



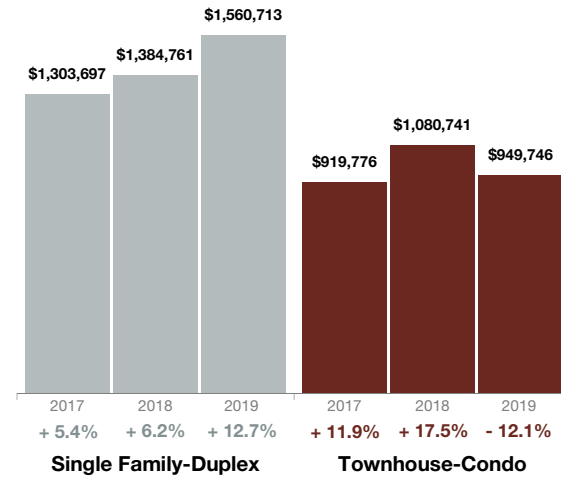
Average Sales Price



September



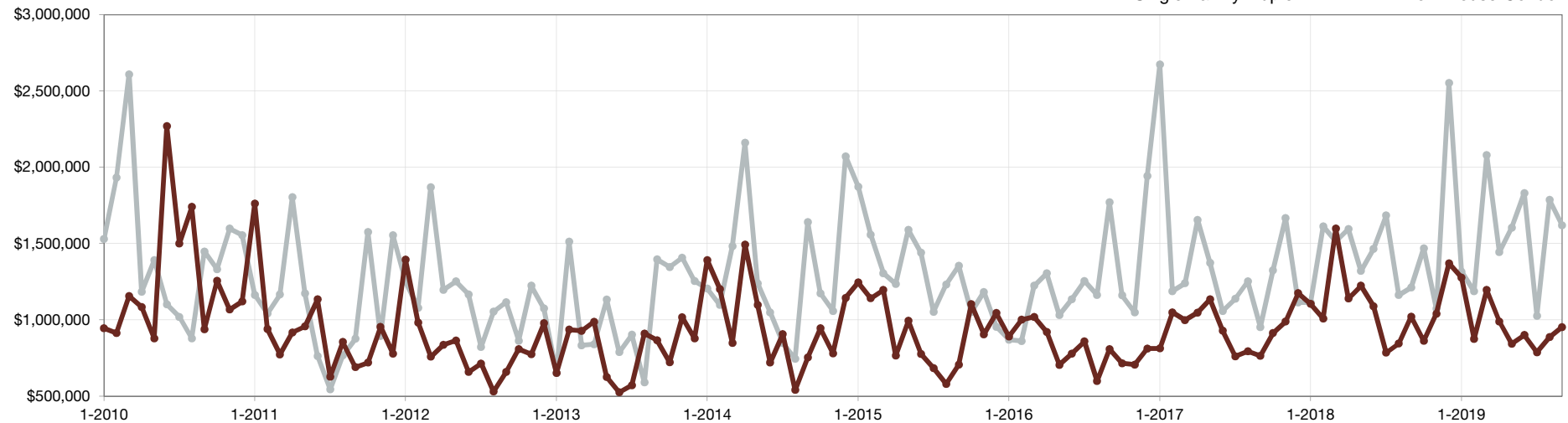
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2018	\$1,468,476	+10.9%	\$861,761	-5.6%
Nov-2018	\$1,073,973	-35.6%	\$1,040,265	+5.3%
Dec-2018	\$2,552,618	+129.1%	\$1,370,634	+16.7%
Jan-2019	\$1,315,703	+18.3%	\$1,276,918	+15.6%
Feb-2019	\$1,187,157	-26.4%	\$874,888	-13.2%
Mar-2019	\$2,080,326	+37.3%	\$1,196,318	-25.1%
Apr-2019	\$1,443,646	-9.5%	\$989,010	-13.2%
May-2019	\$1,603,889	+21.5%	\$843,351	-31.1%
Jun-2019	\$1,830,296	+24.9%	\$900,310	-17.3%
Jul-2019	\$1,025,886	-39.1%	\$787,076	+0.3%
Aug-2019	\$1,786,088	+53.7%	\$886,677	+5.0%
Sep-2019	\$1,620,078	+33.7%	\$952,639	-6.7%
12-Month Avg*	\$1,560,161	+13.6%	\$974,195	-8.4%

* Avg. Sales Price for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

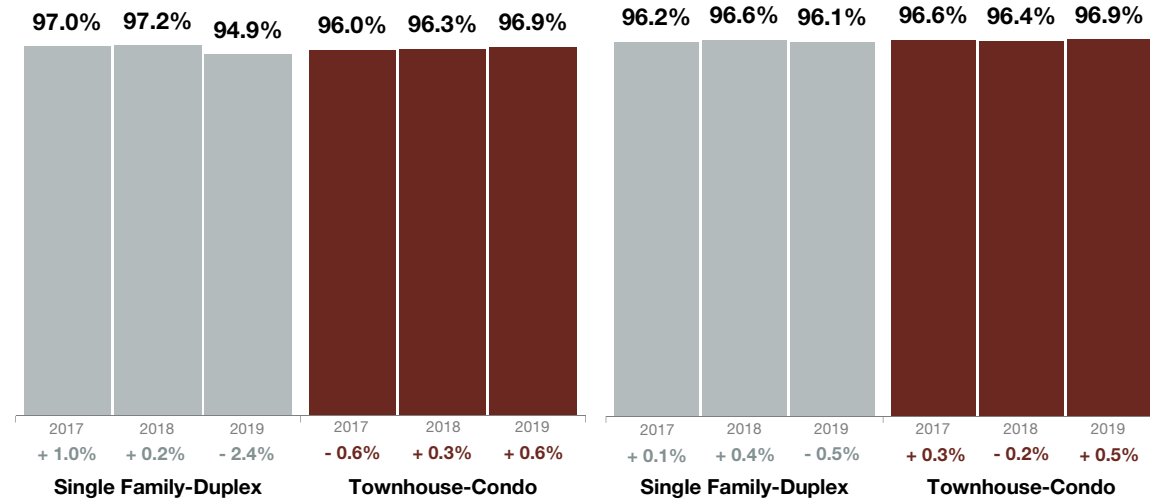


Percent of List Price Received



September

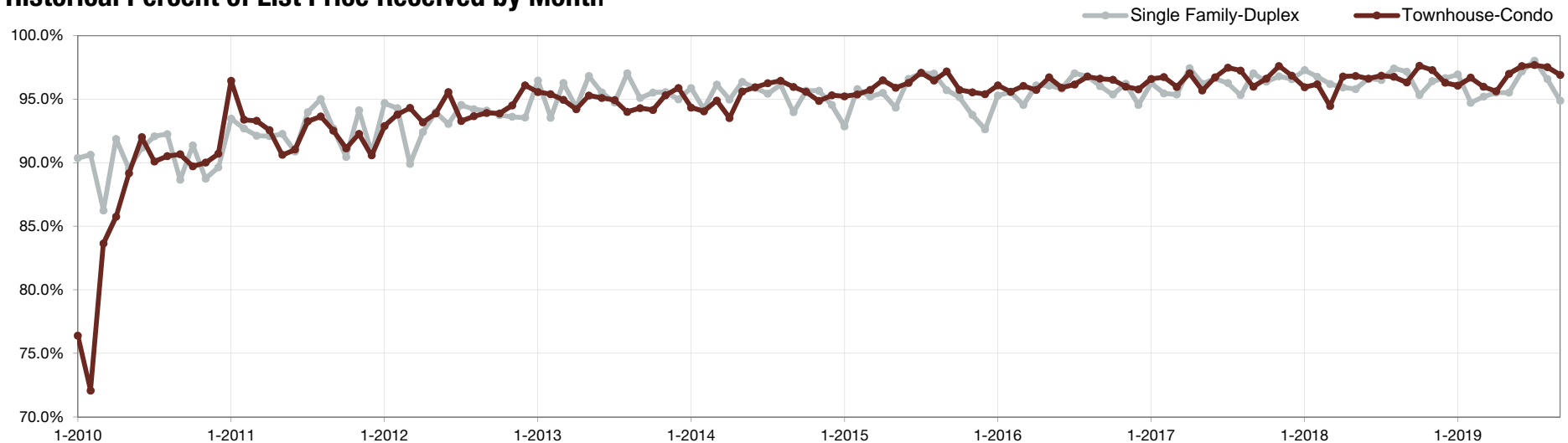
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2018	95.3%	-1.1%	97.6%	+1.0%
Nov-2018	96.4%	-0.4%	97.3%	-0.3%
Dec-2018	96.6%	0.0%	96.3%	-0.5%
Jan-2019	96.9%	-0.4%	96.1%	+0.2%
Feb-2019	94.7%	-2.2%	96.7%	+0.5%
Mar-2019	95.2%	-1.0%	96.0%	+1.6%
Apr-2019	95.5%	-0.4%	95.6%	-1.2%
May-2019	95.5%	-0.3%	97.0%	+0.2%
Jun-2019	97.2%	+0.6%	97.6%	+1.0%
Jul-2019	98.0%	+1.6%	97.7%	+0.9%
Aug-2019	96.6%	-0.8%	97.5%	+0.7%
Sep-2019	94.9%	-2.4%	96.9%	+0.6%
12-Month Avg*	96.1%	-0.6%	96.9%	+0.4%

* Pct. of List Price Received for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

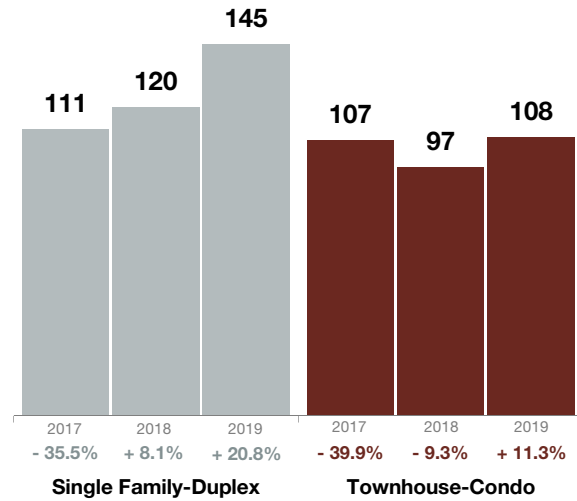
Historical Percent of List Price Received by Month



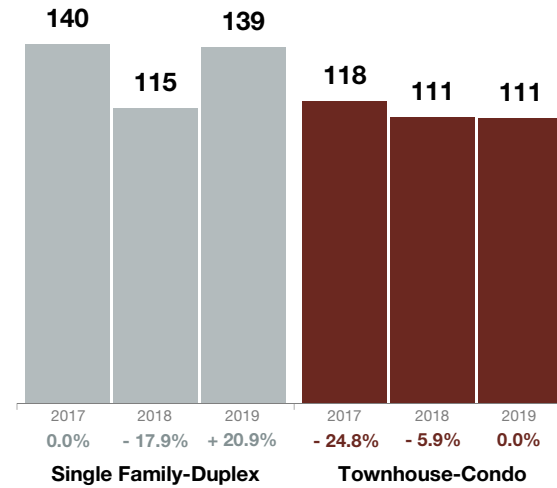
Days on Market Until Sale



September



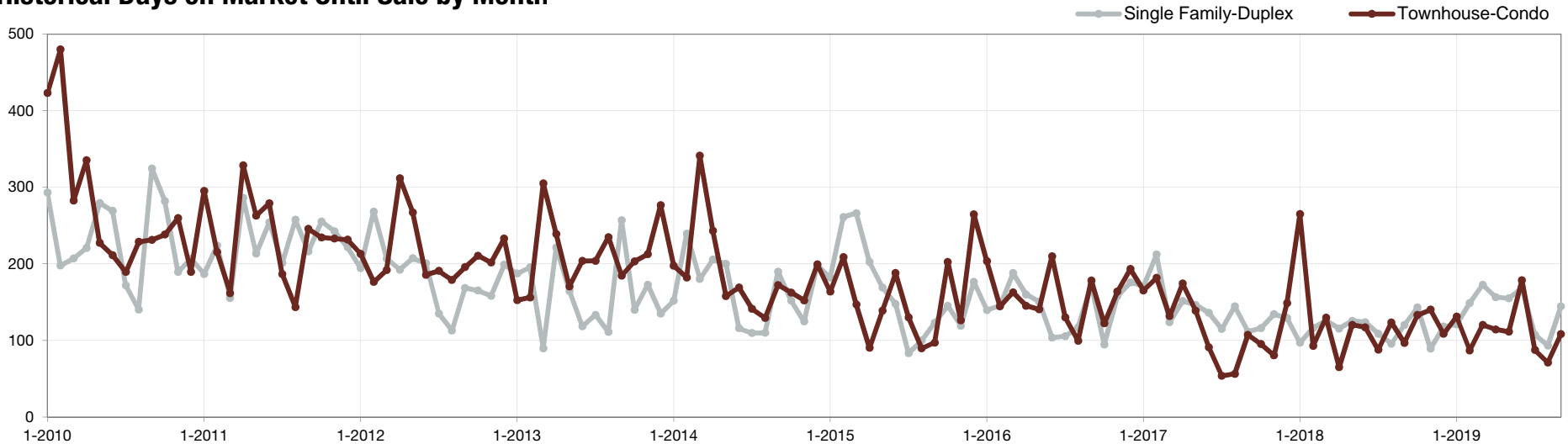
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2018	143	+23.3%	133	+40.0%
Nov-2018	89	-33.6%	140	+75.0%
Dec-2018	118	-8.5%	109	-26.8%
Jan-2019	121	+24.7%	131	-50.6%
Feb-2019	149	+27.4%	87	-6.5%
Mar-2019	173	+37.3%	120	-7.7%
Apr-2019	156	+35.7%	114	+75.4%
May-2019	155	+23.0%	111	-7.5%
Jun-2019	168	+35.5%	179	+53.0%
Jul-2019	107	-1.8%	87	-1.1%
Aug-2019	93	-3.1%	71	-42.3%
Sep-2019	145	+20.8%	108	+11.3%
12-Month Avg*	117	+14.2%	110	+4.6%

* Days on Market for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

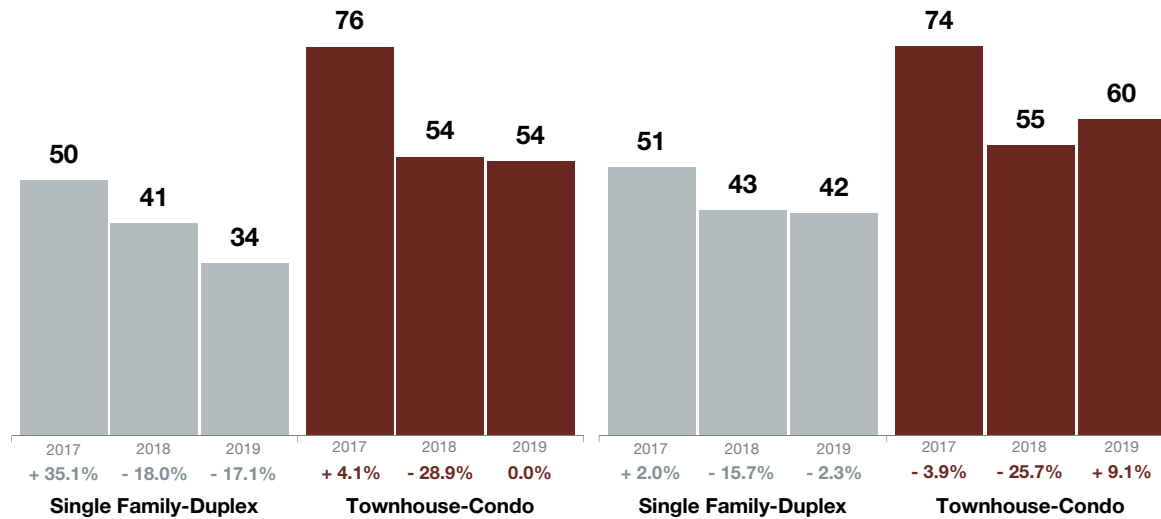


Housing Affordability Index



September

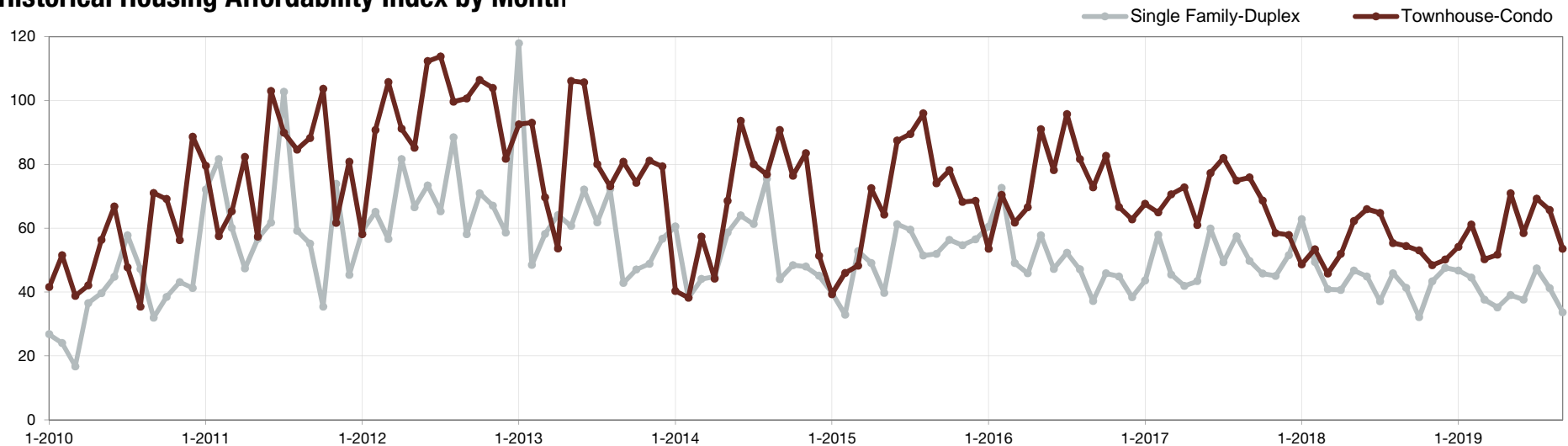
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2018	32	-30.4%	53	-23.2%
Nov-2018	43	-4.4%	48	-17.2%
Dec-2018	48	-7.7%	50	-13.8%
Jan-2019	47	-25.4%	54	+10.2%
Feb-2019	45	-8.2%	61	+15.1%
Mar-2019	38	-7.3%	50	+8.7%
Apr-2019	35	-14.6%	52	0.0%
May-2019	39	-17.0%	71	+14.5%
Jun-2019	38	-15.6%	58	-12.1%
Jul-2019	47	+27.0%	69	+6.2%
Aug-2019	41	-10.9%	66	+20.0%
Sep-2019	34	-17.1%	54	0.0%
12-Month Avg*	41	-26.1%	46	-5.8%

* Affordability Index for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

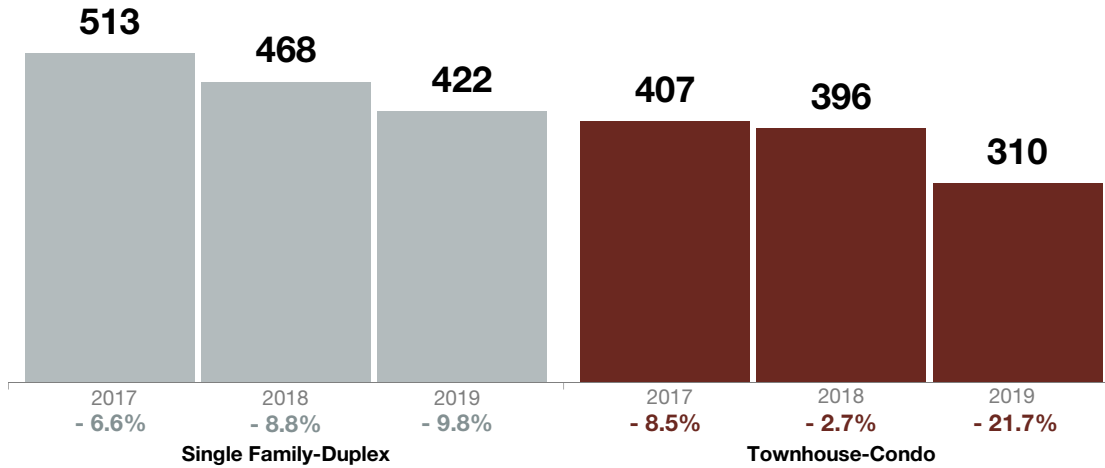
Historical Housing Affordability Index by Month



Inventory of Active Listings

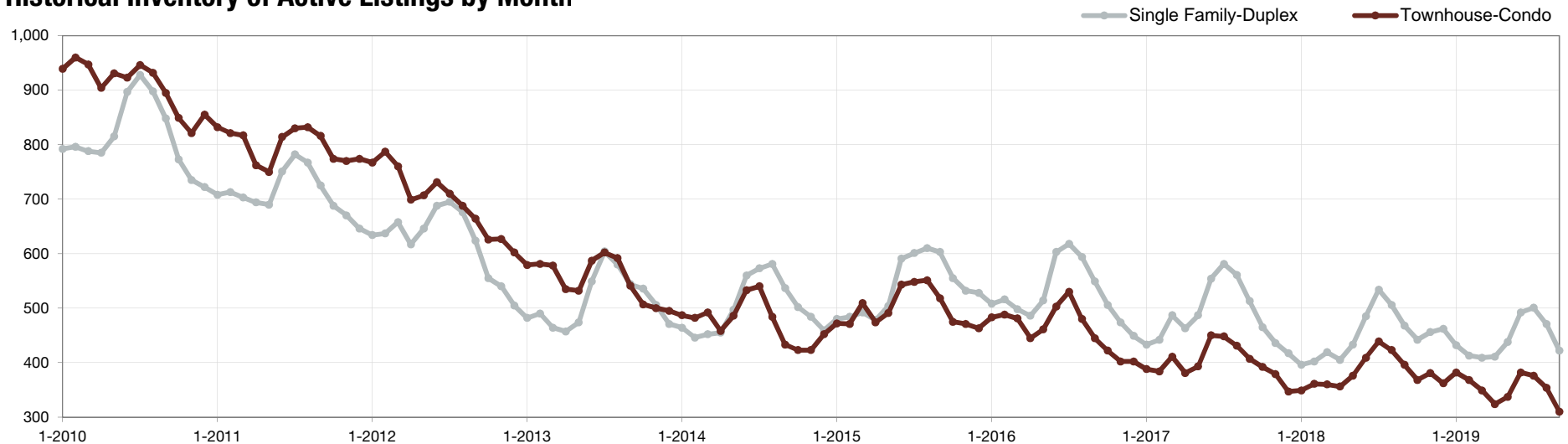


September



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2018	442	-4.9%	368	-6.1%
Nov-2018	456	+4.6%	381	+0.5%
Dec-2018	462	+10.8%	362	+4.3%
Jan-2019	432	+9.1%	382	+9.5%
Feb-2019	413	+2.7%	368	+1.9%
Mar-2019	409	-2.4%	349	-3.1%
Apr-2019	411	+1.5%	324	-9.0%
May-2019	438	+1.2%	337	-10.4%
Jun-2019	492	+1.4%	382	-6.6%
Jul-2019	501	-6.2%	376	-14.4%
Aug-2019	471	-6.9%	354	-16.3%
Sep-2019	422	-9.8%	310	-21.7%
12-Month Avg	446	-0.3%	358	-6.4%

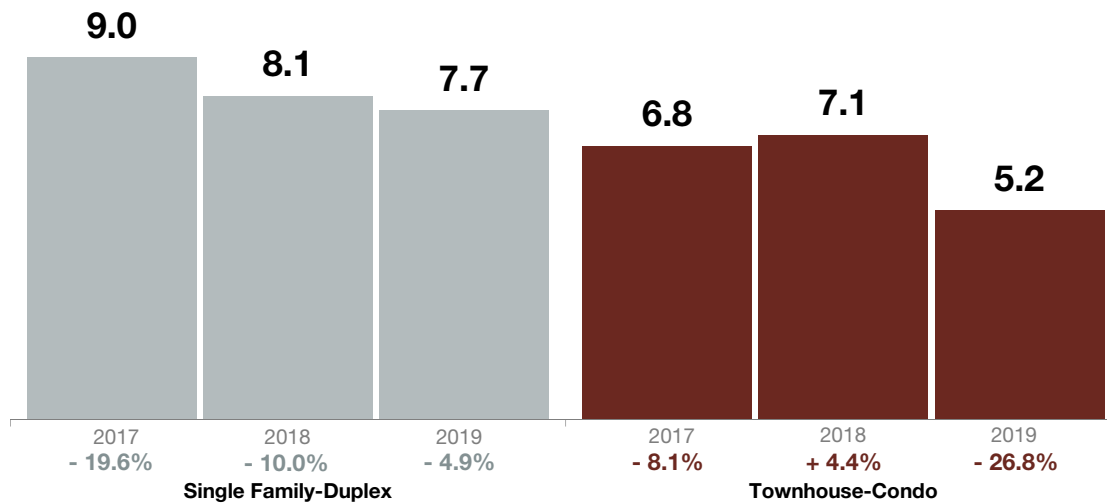
Historical Inventory of Active Listings by Month



Months Supply of Inventory



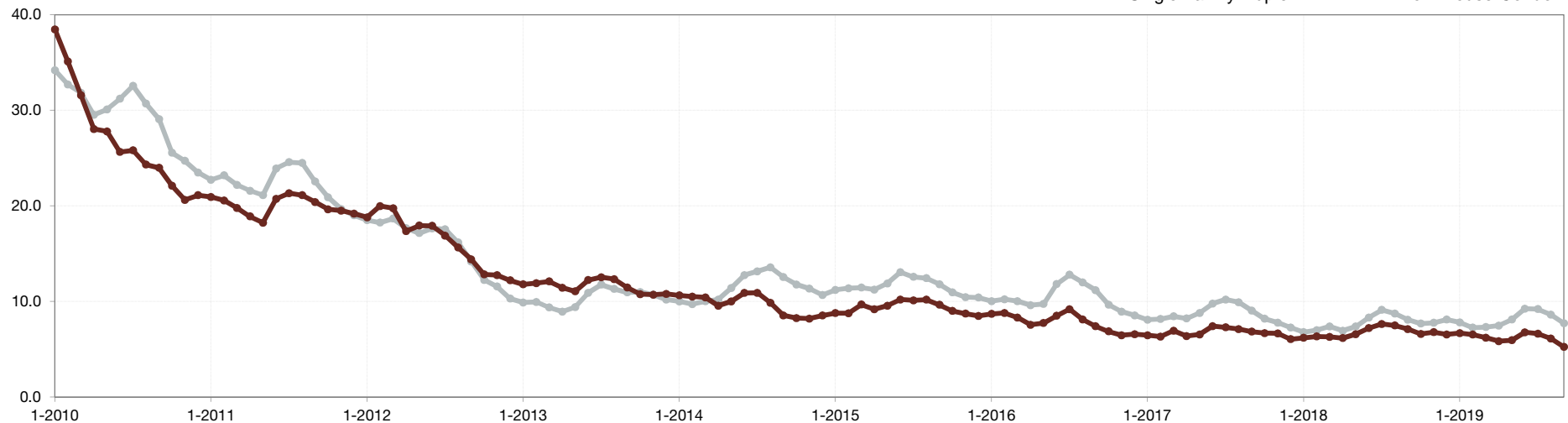
September



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2018	7.7	-6.1%	6.6	-1.5%
Nov-2018	7.8	0.0%	6.8	+3.0%
Dec-2018	8.1	+11.0%	6.5	+8.3%
Jan-2019	7.8	+14.7%	6.7	+8.1%
Feb-2019	7.3	+4.3%	6.5	+3.2%
Mar-2019	7.3	-1.4%	6.2	-1.6%
Apr-2019	7.5	+8.7%	5.8	-6.5%
May-2019	8.1	+9.5%	5.9	-10.6%
Jun-2019	9.2	+10.8%	6.8	-5.6%
Jul-2019	9.2	+1.1%	6.6	-13.2%
Aug-2019	8.6	-1.1%	6.1	-18.7%
Sep-2019	7.7	-4.9%	5.2	-26.8%
12-Month Avg	8.0	+3.6%	6.3	-5.6%

* Months Supply for all properties from October 2018 through September 2019. 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	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		113	122	+ 8.0%	1,528	1,471	- 3.7%
Pending Sales		136	135	- 0.7%	1,125	1,174	+ 4.4%
Closed Sales		136	154	+ 13.2%	1,001	1,018	+ 1.7%
Median Sales Price		\$699,976	\$812,500	+ 16.1%	\$670,000	\$709,500	+ 5.9%
Average Sales Price		\$1,126,185	\$1,277,691	+ 13.5%	\$1,231,070	\$1,234,109	+ 0.2%
Pct. of List Price Received		96.8%	95.9%	- 0.9%	96.5%	96.5%	0.0%
Days on Market Until Sale		110	126	+ 14.5%	113	124	+ 9.7%
Housing Affordability Index		47	46	- 2.2%	49	52	+ 7.2%
Inventory of Active Listings		866	741	- 14.4%	--	--	--
Months Supply of Inventory		7.6	6.5	- 14.5%	--	--	--

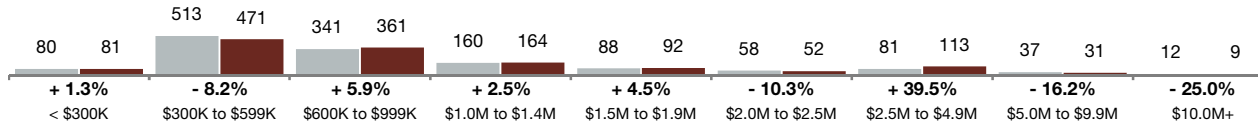
Closed Sales

Actual sales that have closed in a given month.



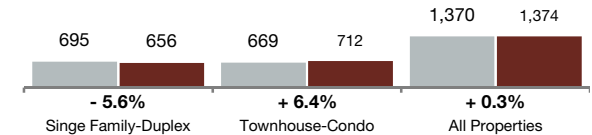
By Price Range – All Properties – Rolling 12 Months

■ 9-2018 ■ 9-2019



By Property Type

■ 9-2018 ■ 9-2019



Rolling 12 Months

By Price Range	Single Family-Duplex			Townhouse-Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$299,999 and Below	40	31	- 22.5%	35	45	+ 28.6%
\$300,000 to \$599,999	204	175	- 14.2%	308	295	- 4.2%
\$600,000 to \$999,999	196	168	- 14.3%	145	193	+ 33.1%
\$1,000,000 to \$1,499,999	98	94	- 4.1%	62	70	+ 12.9%
\$1,500,00 to \$1,999,999	41	49	+ 19.5%	47	43	- 8.5%
\$2,000,000 to \$2,499,999	36	33	- 8.3%	22	19	- 13.6%
\$2,500,000 to \$4,999,999	51	81	+ 58.8%	30	32	+ 6.7%
\$5,000,000 to \$9,999,999	22	17	- 22.7%	15	14	- 6.7%
\$10,000,000 and Above	7	8	+ 14.3%	5	1	- 80.0%
All Price Ranges	695	656	- 5.6%	669	712	+ 6.4%

Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	8-2019	9-2019	Change	8-2019	9-2019	Change
	2	5	+ 150.0%	6	1	- 83.3%
	20	17	- 15.0%	30	29	- 3.3%
	17	14	- 17.6%	19	23	+ 21.1%
	13	12	- 7.7%	3	14	+ 366.7%
	5	9	+ 80.0%	5	6	+ 20.0%
	2	5	+ 150.0%	2	3	+ 50.0%
	9	11	+ 22.2%	2	3	+ 50.0%
	0	1	--	1	0	- 100.0%
	2	1	- 50.0%	0	0	--
	70	75	+ 7.1%	68	79	+ 16.2%

Year to Date

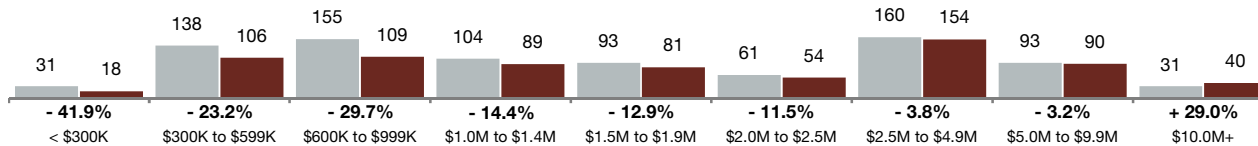
	Single Family-Duplex			Townhouse-Condo		
	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
	26	23	- 11.5%	26	29	+ 11.5%
	150	126	- 16.0%	225	229	+ 1.8%
	142	119	- 16.2%	106	144	+ 35.8%
	77	72	- 6.5%	44	54	+ 22.7%
	29	32	+ 10.3%	34	34	0.0%
	27	29	+ 7.4%	18	16	- 11.1%
	32	58	+ 81.3%	22	23	+ 4.5%
	16	12	- 25.0%	13	8	- 38.5%
	7	6	- 14.3%	3	1	- 66.7%
	506	477	- 5.7%	491	538	+ 9.6%

Inventory of Active Listings

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

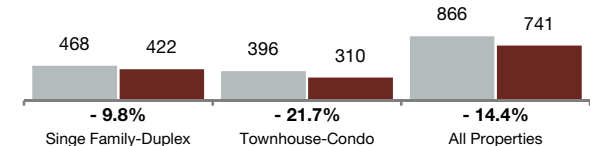
By Price Range – All Properties

■ 9-2018 ■ 9-2019



By Property Type

■ 9-2018 ■ 9-2019



Year over Year

By Price Range	Single Family-Duplex			Townhouse-Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$299,999 and Below	14	6	- 57.1%	16	8	- 50.0%
\$300,000 to \$599,999	46	38	- 17.4%	91	64	- 29.7%
\$600,000 to \$999,999	71	49	- 31.0%	84	60	- 28.6%
\$1,000,000 to \$1,499,999	52	50	- 3.8%	52	38	- 26.9%
\$1,500,00 to \$1,999,999	53	53	0.0%	40	28	- 30.0%
\$2,000,000 to \$2,499,999	39	31	- 20.5%	22	23	+ 4.5%
\$2,500,000 to \$4,999,999	112	109	- 2.7%	48	45	- 6.3%
\$5,000,000 to \$9,999,999	56	56	0.0%	37	34	- 8.1%
\$10,000,000 and Above	25	30	+ 20.0%	6	10	+ 66.7%
All Price Ranges	468	422	- 9.8%	396	310	- 21.7%

Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	8-2019	9-2019	Change	8-2019	9-2019	Change
	7	6	- 14.3%	11	8	- 27.3%
	51	38	- 25.5%	87	64	- 26.4%
	62	49	- 21.0%	65	60	- 7.7%
	54	50	- 7.4%	47	38	- 19.1%
	59	53	- 10.2%	32	28	- 12.5%
	33	31	- 6.1%	25	23	- 8.0%
	114	109	- 4.4%	45	45	0.0%
	58	56	- 3.4%	32	34	+ 6.3%
	33	30	- 9.1%	10	10	0.0%
	471	422	- 10.4%	354	310	- 12.4%

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.