

Monthly Indicators



January 2021

New Listings were down 11.5 percent for the Single Family-Duplex category but increased 36.5 percent for the Townhouse-Condo category. Pending Sales increased 41.5 percent for Single Family-Duplex and 21.6 percent for Townhouse-Condo.

The Median Sales Price was up 39.4 percent to \$1,637,500 for the Single Family-Duplex category and 37.9 percent to \$850,000 for the Townhouse-Condo category. Days on Market decreased 21.0 percent for single family homes and 33.6 percent for townhouse-condo properties.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

Monthly Snapshot

+ 28.4%	- 47.7%	+ 44.4%
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	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		61	54	- 11.5%	61	54	- 11.5%
Pending Sales		41	58	+ 41.5%	41	58	+ 41.5%
Closed Sales		39	28	- 28.2%	39	28	- 28.2%
Median Sales Price		\$1,175,000	\$1,637,500	+ 39.4%	\$1,175,000	\$1,637,500	+ 39.4%
Average Sales Price		\$1,528,020	\$2,567,221	+ 68.0%	\$1,528,020	\$2,567,221	+ 68.0%
Pct. of List Price Received		96.5%	96.7%	+ 0.2%	96.5%	96.7%	+ 0.2%
Days on Market Until Sale		162	128	- 21.0%	162	128	- 21.0%
Housing Affordability Index		32	24	- 25.0%	32	24	- 25.0%
Inventory of Active Listings		359	155	- 56.8%	--	--	--
Months Supply of Inventory		6.3	2.2	- 65.1%	--	--	--

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.

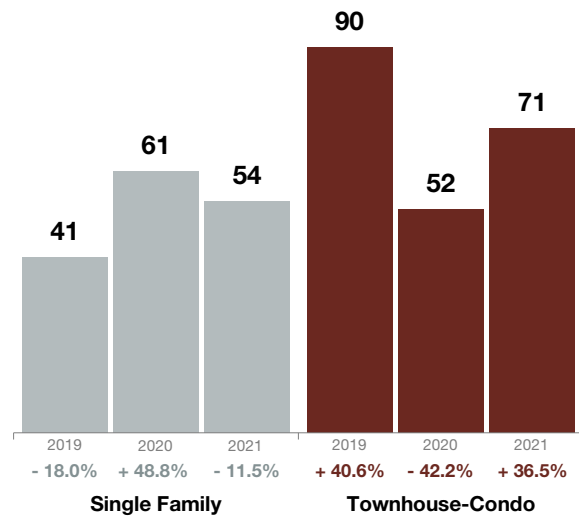


Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		52	71	+ 36.5%	52	71	+ 36.5%
Pending Sales		74	90	+ 21.6%	74	90	+ 21.6%
Closed Sales		34	67	+ 97.1%	34	67	+ 97.1%
Median Sales Price		\$616,330	\$850,000	+ 37.9%	\$616,330	\$850,000	+ 37.9%
Avg. Sales Price		\$1,575,377	\$1,206,967	- 23.4%	\$1,575,377	\$1,206,967	- 23.4%
Pct. of List Price Received		96.6%	97.1%	+ 0.5%	96.6%	97.1%	+ 0.5%
Days on Market Until Sale		131	87	- 33.6%	131	87	- 33.6%
Affordability Index		61	47	- 23.0%	61	47	- 23.0%
Active Listings		338	209	- 38.2%	--	--	--
Months Supply		5.6	2.7	- 51.8%	--	--	--

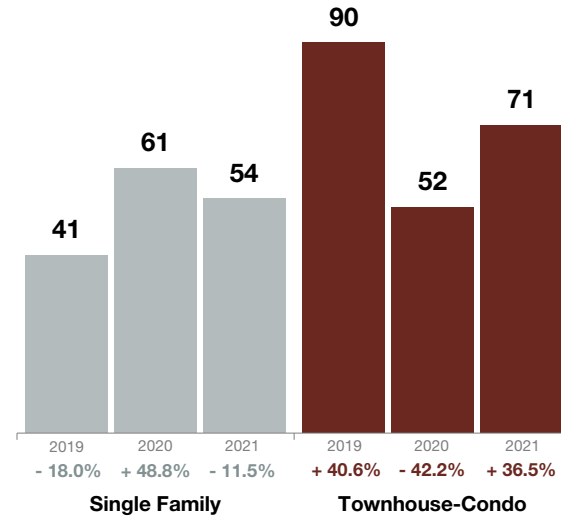
New Listings



January

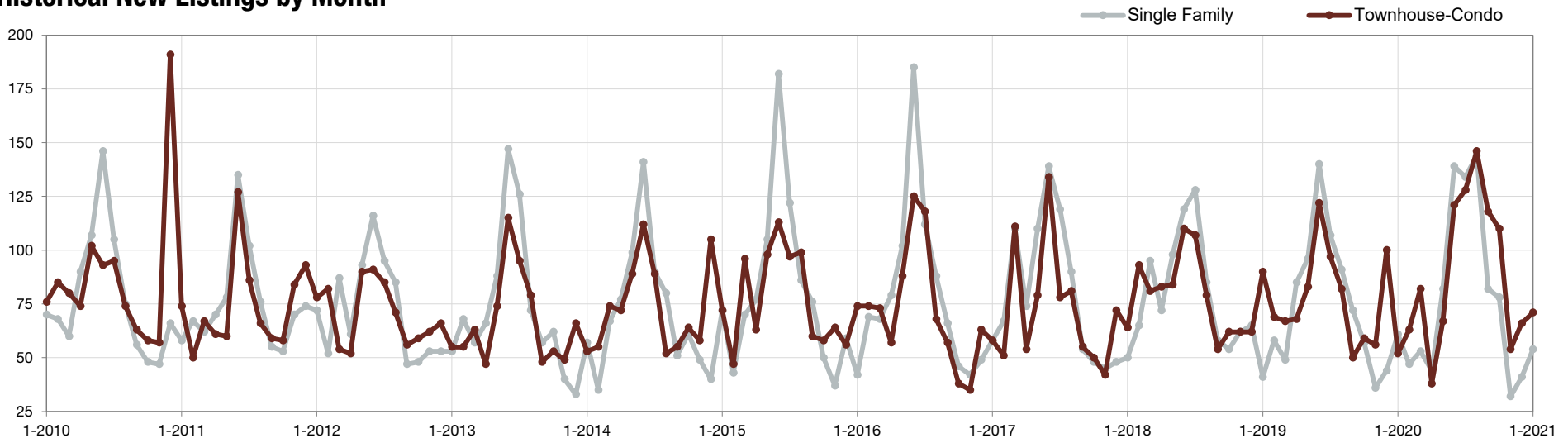


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	134	+25.2%	128	+32.0%
Aug-2020	144	+58.2%	146	+78.0%
Sep-2020	82	+13.9%	118	+136.0%
Oct-2020	78	+36.8%	110	+86.4%
Nov-2020	32	-11.1%	54	-3.6%
Dec-2020	41	-6.8%	66	-34.0%
Jan-2021	54	-11.5%	71	+36.5%
12-Month Avg	78	+3.8%	89	+17.6%

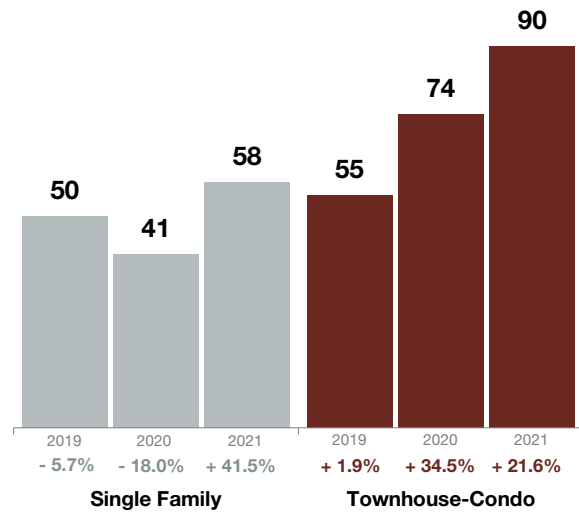
Historical New Listings by Month



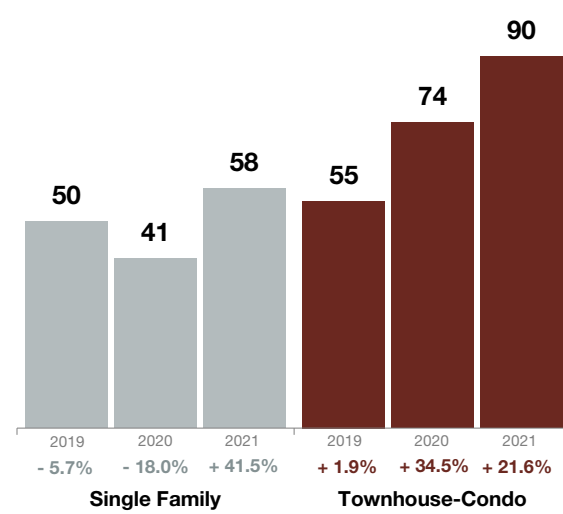
Pending Sales



January

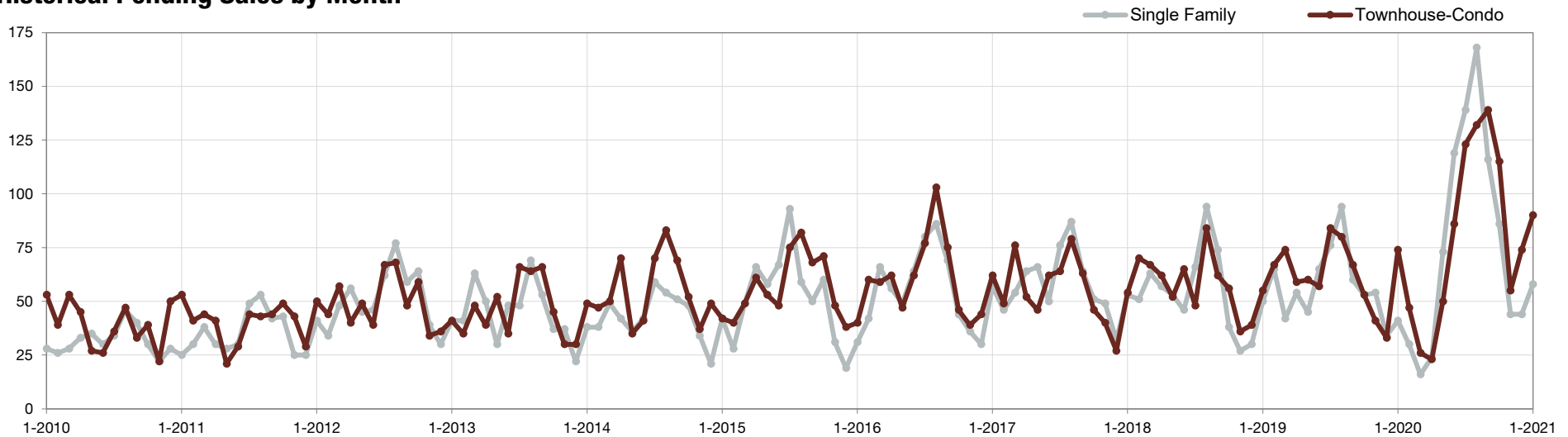


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	168	+78.7%	132	+65.0%
Sep-2020	116	+93.3%	139	+107.5%
Oct-2020	86	+62.3%	115	+117.0%
Nov-2020	44	-18.5%	55	+34.1%
Dec-2020	44	+29.4%	74	+124.2%
Jan-2021	58	+41.5%	90	+21.6%
12-Month Avg	76	+34.3%	80	+28.2%

Historical Pending Sales by Month

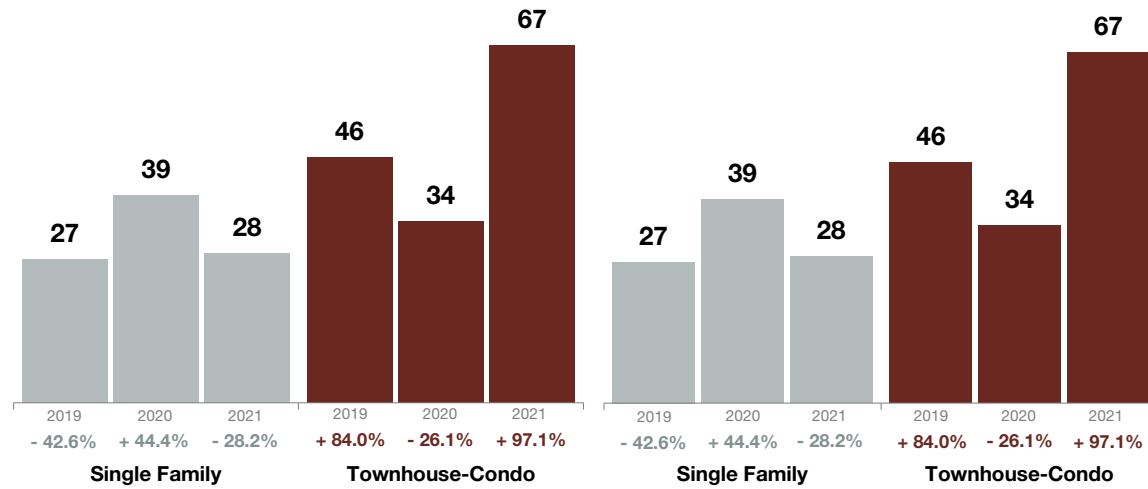


Closed Sales



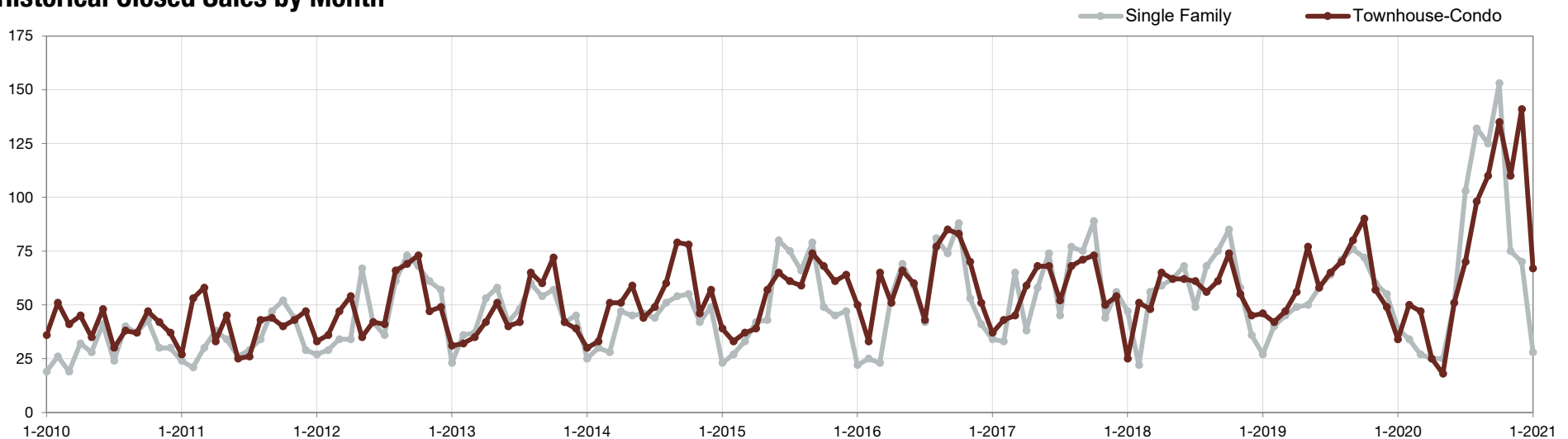
January

Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	125	+64.5%	110	+37.5%
Oct-2020	153	+112.5%	135	+50.0%
Nov-2020	75	+25.0%	110	+93.0%
Dec-2020	70	+27.3%	141	+187.8%
Jan-2021	28	-28.2%	67	+97.1%
12-Month Avg	71	+24.9%	77	+27.2%

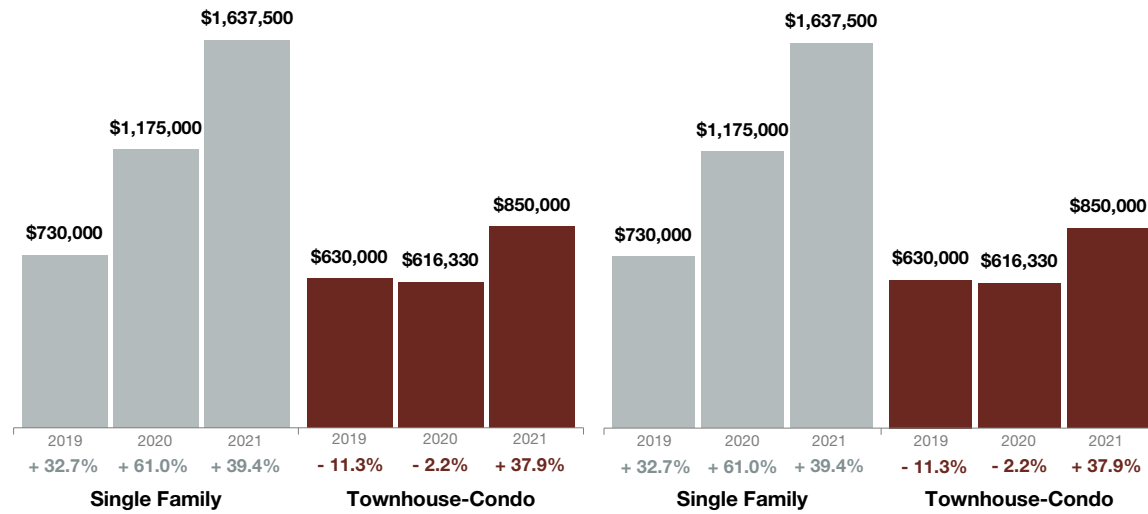
Historical Closed Sales by Month



Median Sales Price



January

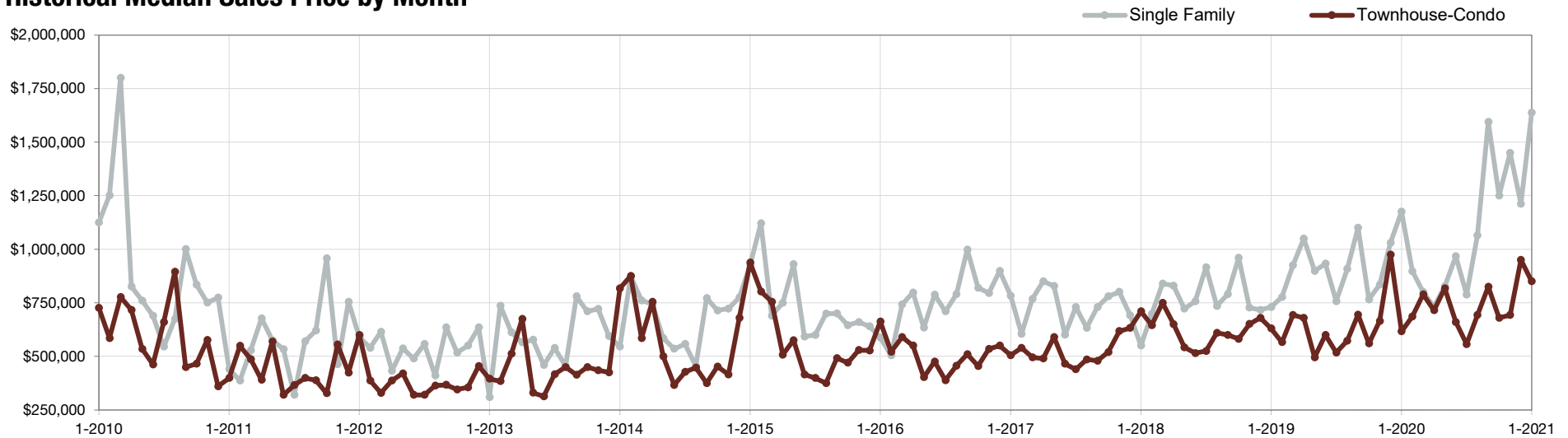


Year to Date

Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Dec-2020	\$1,212,500	+17.7%	\$950,000	-2.6%
Jan-2021	\$1,637,500	+39.4%	\$850,000	+37.9%
12-Month Avg*	\$1,175,000	+30.7%	\$702,750	+12.0%

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

Historical Median Sales Price by Month

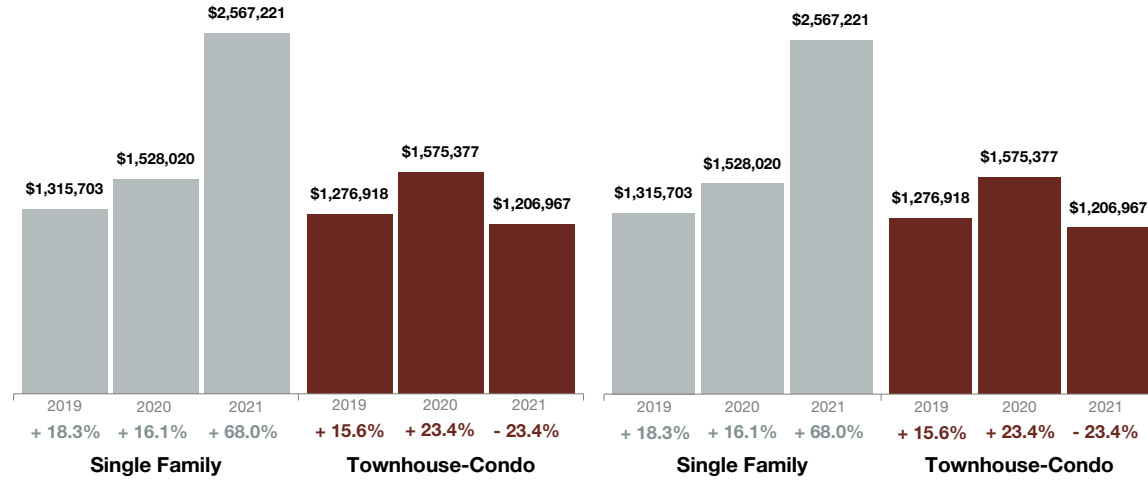


Average Sales Price



January

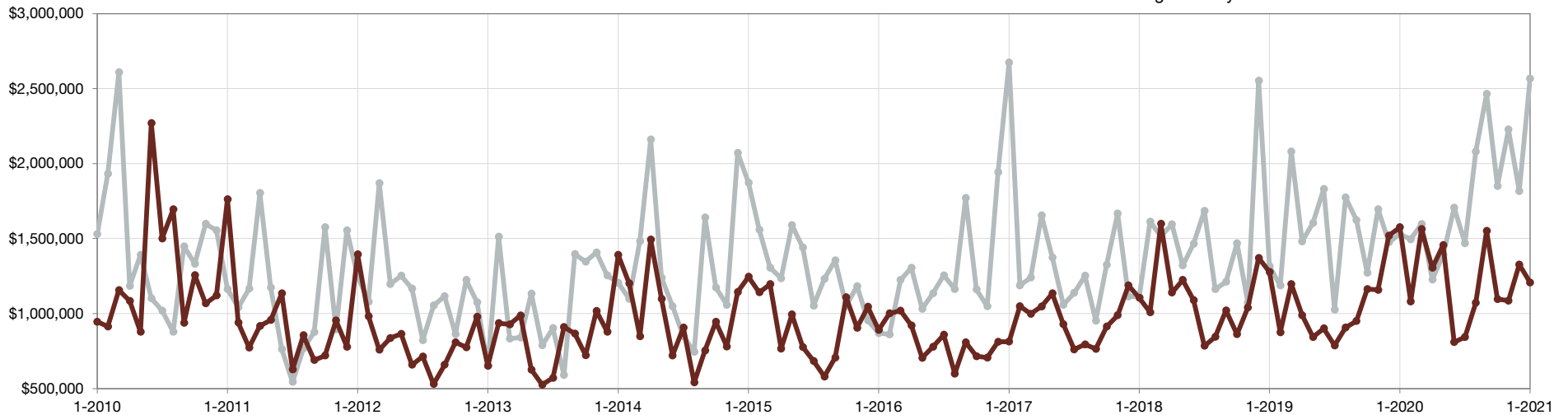
Year to Date



	Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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		\$2,463,902	+51.8%	\$1,551,268	+63.4%
Oct-2020		\$1,849,630	+45.4%	\$1,095,949	-5.7%
Nov-2020		\$2,226,872	+31.4%	\$1,085,851	-6.2%
Dec-2020		\$1,816,755	+23.1%	\$1,327,025	-12.7%
Jan-2021		\$2,567,221	+68.0%	\$1,206,967	-23.4%
12-Month Avg*		\$1,921,391	+24.4%	\$1,190,535	+14.4%

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

Historical Average Sales Price by Month

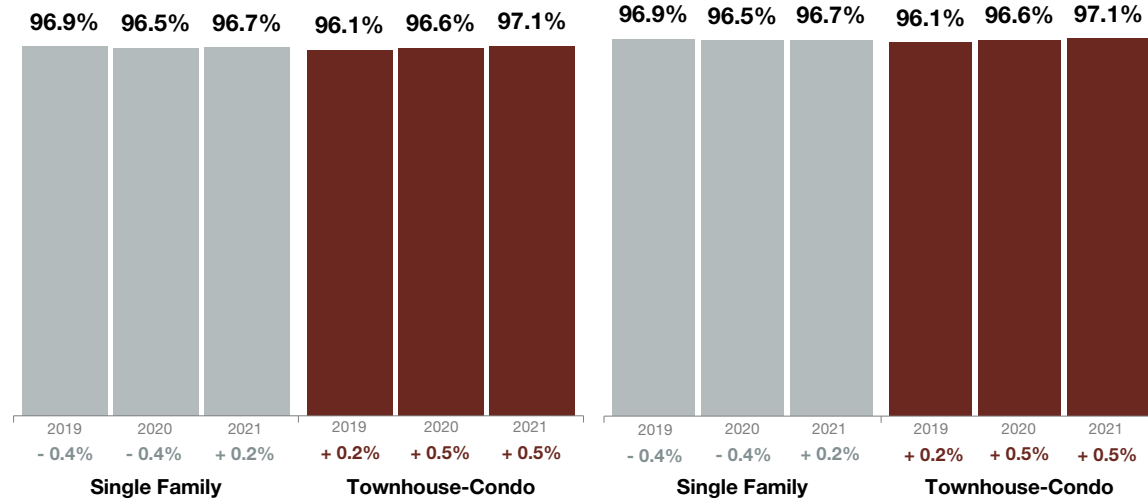


Percent of List Price Received



January

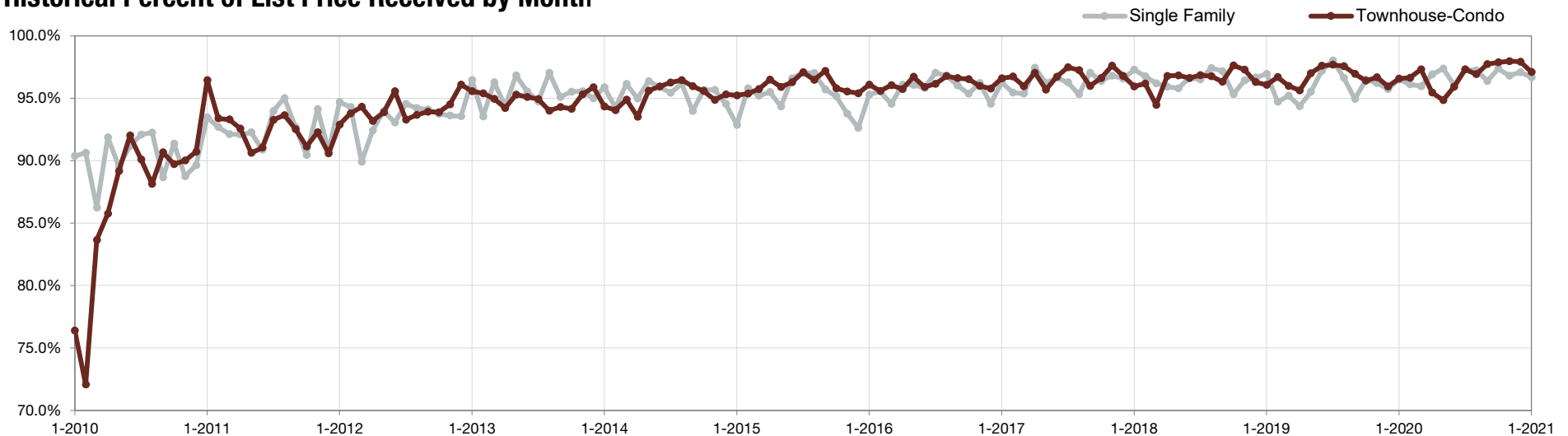
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Oct-2020	97.4%	+0.9%	97.9%	+1.6%
Nov-2020	96.8%	+0.6%	98.0%	+1.3%
Dec-2020	97.1%	+1.5%	97.9%	+2.1%
Jan-2021	96.7%	+0.2%	97.1%	+0.5%
12-Month Avg*	96.9%	+0.9%	97.3%	+0.6%

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

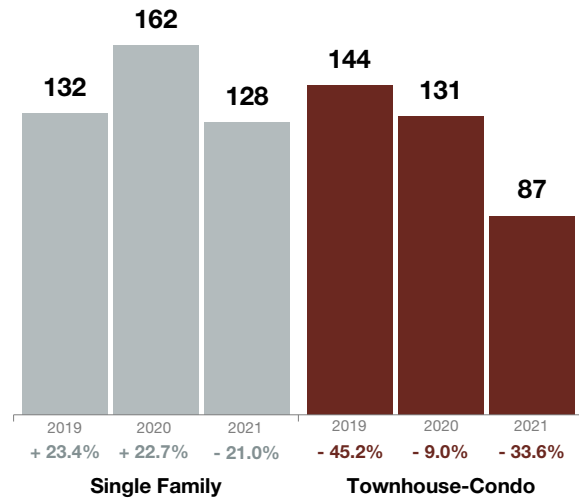
Historical Percent of List Price Received by Month



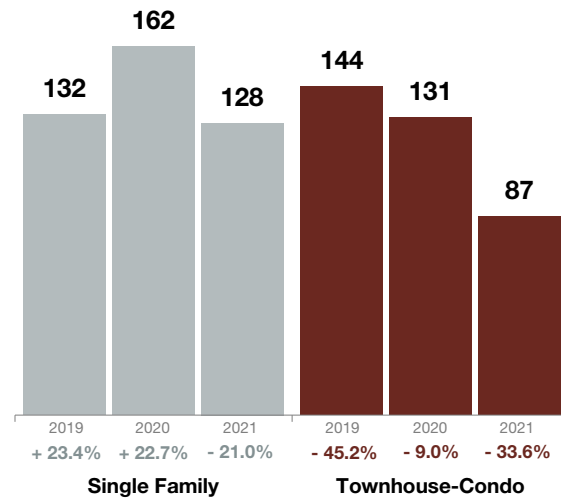
Days on Market Until Sale



January



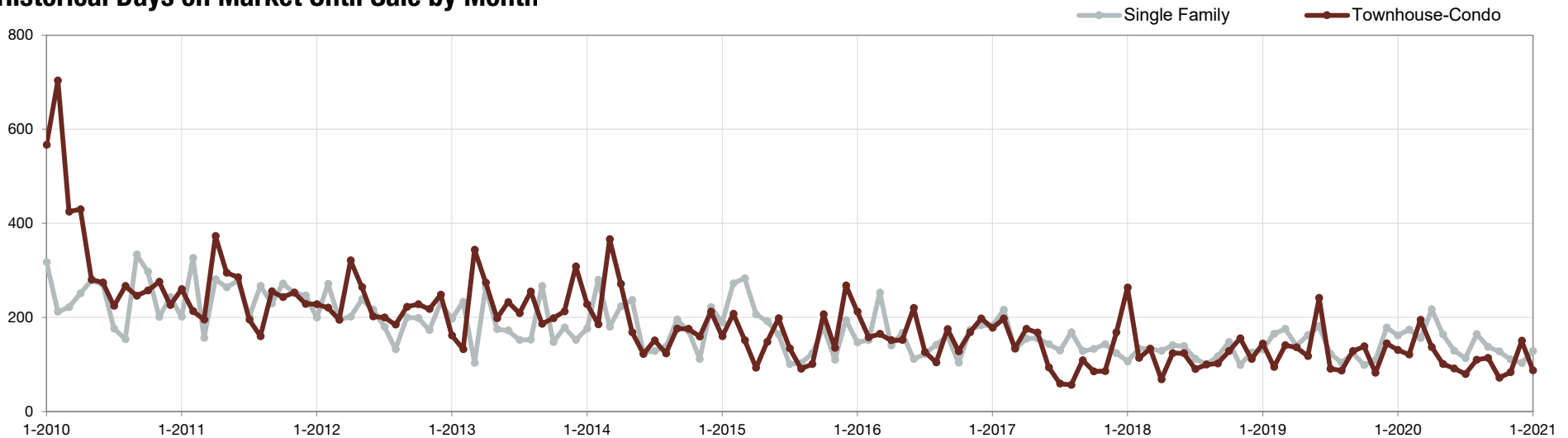
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	174	+5.5%	121	+27.4%
Mar-2020	156	-10.9%	195	+38.3%
Apr-2020	217	+55.0%	137	+0.7%
May-2020	164	+1.2%	101	-14.4%
Jun-2020	129	-28.7%	91	-62.2%
Jul-2020	113	-8.1%	80	-12.1%
Aug-2020	164	+57.7%	110	+26.4%
Sep-2020	137	+10.5%	114	-10.9%
Oct-2020	128	+29.3%	72	-47.8%
Nov-2020	111	+1.8%	83	+1.2%
Dec-2020	103	-42.1%	150	+3.4%
Jan-2021	128	-21.0%	87	-33.6%
12-Month Avg*	139	-2.1%	127	-14.9%

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

Historical Days on Market Until Sale by Month

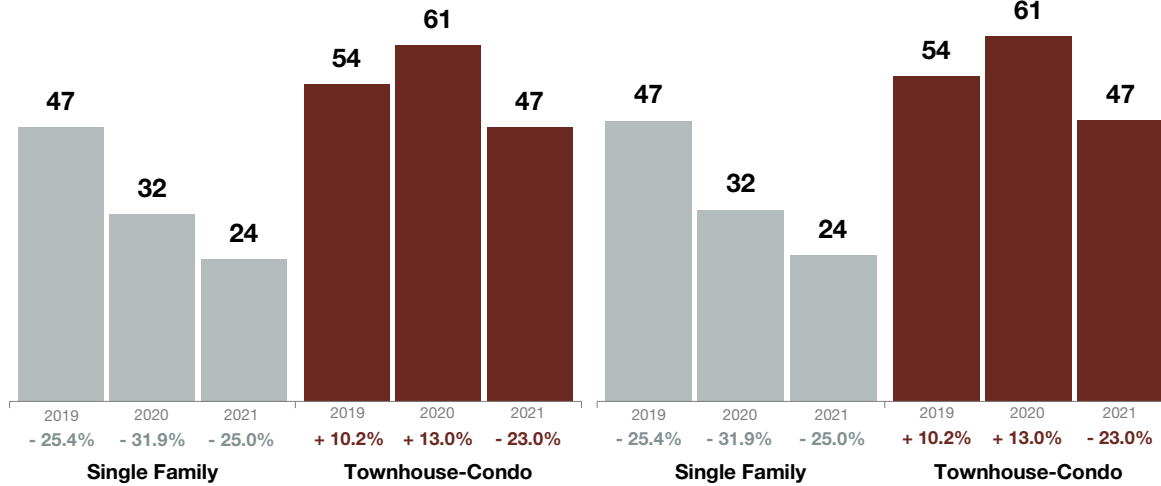


Housing Affordability Index



January

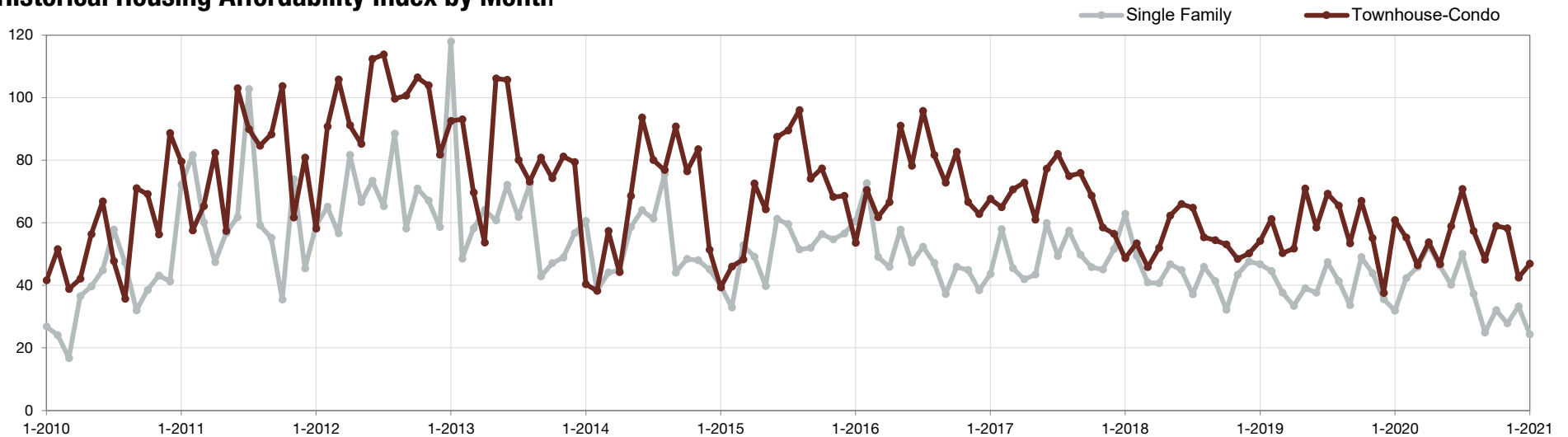
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Dec-2020	33	-8.3%	42	+10.5%
Jan-2021	24	-25.0%	47	-23.0%
12-Month Avg*	38	-39.4%	40	-19.6%

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

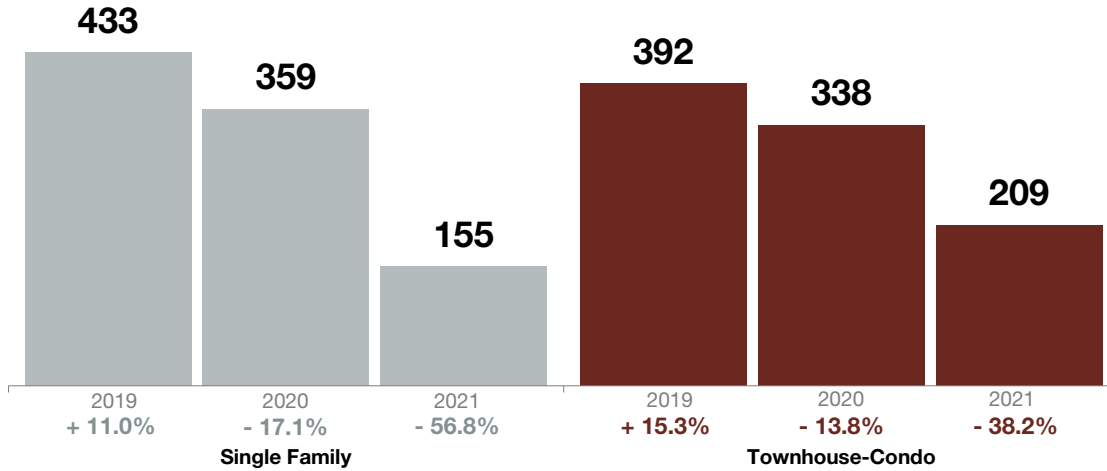
Historical Housing Affordability Index by Month



Inventory of Active Listings

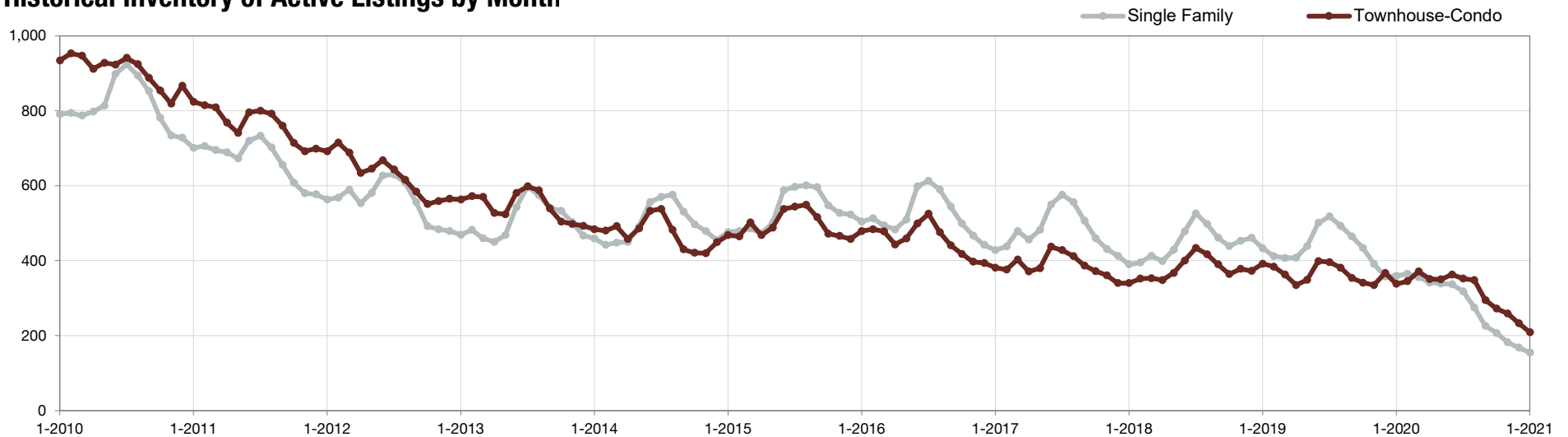


January



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	365	-11.4%	345	-10.2%
Mar-2020	356	-12.5%	371	+2.2%
Apr-2020	342	-16.2%	351	+4.8%
May-2020	339	-22.8%	350	+0.3%
Jun-2020	337	-32.7%	363	-9.0%
Jul-2020	318	-38.6%	352	-11.1%
Aug-2020	275	-44.2%	348	-8.7%
Sep-2020	226	-51.4%	295	-16.7%
Oct-2020	207	-52.3%	272	-20.2%
Nov-2020	182	-53.5%	259	-22.7%
Dec-2020	168	-53.1%	233	-36.5%
Jan-2021	155	-56.8%	209	-38.2%
12-Month Avg	273	-36.9%	312	-13.7%

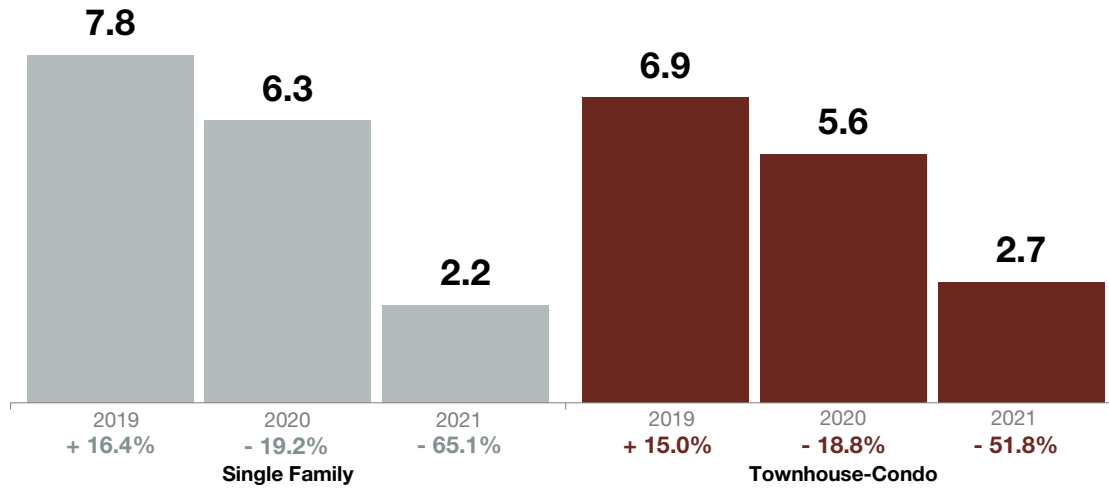
Historical Inventory of Active Listings by Month



Months Supply of Inventory



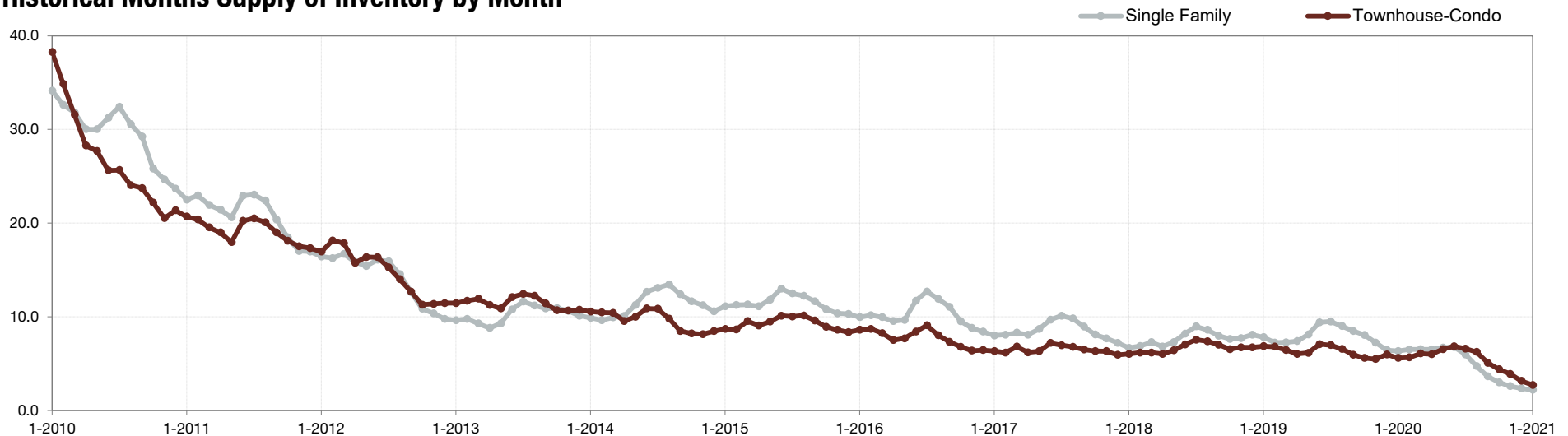
January



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	6.8	-27.7%	6.8	-4.2%
Jul-2020	6.0	-36.8%	6.6	-5.7%
Aug-2020	4.7	-47.8%	6.2	-6.1%
Sep-2020	3.6	-57.6%	5.1	-13.6%
Oct-2020	3.0	-63.0%	4.4	-21.4%
Nov-2020	2.6	-63.9%	3.9	-29.1%
Dec-2020	2.3	-64.1%	3.1	-48.3%
Jan-2021	2.2	-65.1%	2.7	-51.8%
12-Month Avg	4.8	-39.2%	5.3	-15.4%

* Months Supply for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview

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



Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		114	125	+ 9.6%	114	125	+ 9.6%
Pending Sales		115	148	+ 28.7%	115	148	+ 28.7%
Closed Sales		74	95	+ 28.4%	74	95	+ 28.4%
Median Sales Price		\$827,500	\$1,195,000	+ 44.4%	\$827,500	\$1,195,000	+ 44.4%
Average Sales Price		\$1,530,161	\$1,607,884	+ 5.1%	\$1,530,161	\$1,607,884	+ 5.1%
Pct. of List Price Received		96.6%	97.0%	+ 0.4%	96.6%	97.0%	+ 0.4%
Days on Market Until Sale		146	99	- 32.2%	146	99	- 32.2%
Housing Affordability Index		45	33	- 26.5%	45	33	- 26.5%
Inventory of Active Listings		700	366	- 47.7%	--	--	--
Months Supply of Inventory		6.0	2.5	- 58.3%	--	--	--

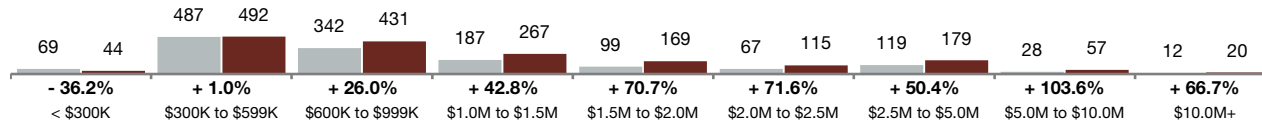
Closed Sales

Actual sales that have closed in a given month.



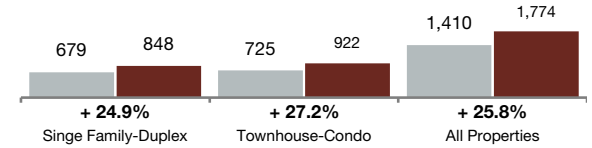
By Price Range – All Properties – Rolling 12 Months

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



Rolling 12 Months

Compared to Prior Month

Year to Date

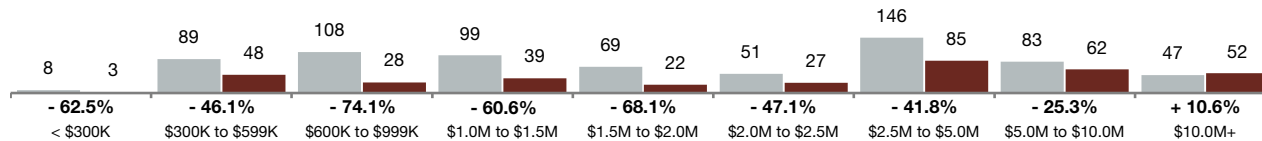
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change	12-2020	1-2021	Change	12-2020	1-2021	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	31	20	-35.5%	35	23	-34.3%	0	0	--	1	2	+100.0%	3	0	-100.0%	2	2	0.0%
\$300,000 to \$599,999	180	163	-9.4%	304	329	+8.2%	10	3	-70.0%	43	22	-48.8%	8	3	-62.5%	14	22	+57.1%
\$600,000 to \$999,999	161	186	+15.5%	181	244	+34.8%	20	3	-85.0%	31	14	-54.8%	7	3	-57.1%	6	14	+133.3%
\$1,000,000 to \$1,499,999	109	145	+33.0%	78	121	+55.1%	9	7	-22.2%	28	9	-67.9%	7	7	0.0%	5	9	+80.0%
\$1,500,00 to \$1,999,999	50	104	+108.0%	49	65	+32.7%	13	4	-69.2%	14	8	-42.9%	4	4	0.0%	2	8	+300.0%
\$2,000,000 to \$2,499,999	40	65	+62.5%	27	49	+81.5%	5	1	-80.0%	6	6	0.0%	2	1	-50.0%	2	6	+200.0%
\$2,500,000 to \$4,999,999	82	110	+34.1%	37	69	+86.5%	7	6	-14.3%	12	6	-50.0%	7	6	-14.3%	1	6	+500.0%
\$5,000,000 to \$9,999,999	17	39	+129.4%	11	18	+63.6%	6	4	-33.3%	6	0	-100.0%	1	4	+300.0%	1	0	-100.0%
\$10,000,000 and Above	9	16	+77.8%	3	4	+33.3%	0	0	--	0	0	--	0	0	--	1	0	-100.0%
All Price Ranges	679	848	+24.9%	725	922	+27.2%	70	28	-60.0%	141	67	-52.5%	39	28	-28.2%	34	67	+97.1%

Inventory of Active Listings

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

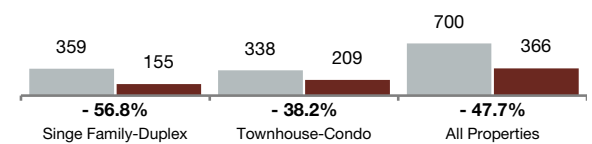
By Price Range – All Properties

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex		Townhouse-Condo	
	1-2020	1-2021	Change	1-2020	1-2021	Change	12-2020	1-2021	Change	12-2020	1-2021	Change				
\$299,999 and Below	4	1	-75.0%	3	0	-100.0%	1	1	0.0%	0	0	--				
\$300,000 to \$599,999	38	7	-81.6%	50	41	-18.0%	8	7	-12.5%	35	41	+17.1%				
\$600,000 to \$999,999	35	7	-80.0%	73	21	-71.2%	7	7	0.0%	35	21	-40.0%				
\$1,000,000 to \$1,499,999	42	17	-59.5%	57	22	-61.4%	11	17	+54.5%	23	22	-4.3%				
\$1,500,00 to \$1,999,999	38	6	-84.2%	30	16	-46.7%	9	6	-33.3%	24	16	-33.3%				
\$2,000,000 to \$2,499,999	26	2	-92.3%	25	25	0.0%	3	2	-33.3%	29	25	-13.8%				
\$2,500,000 to \$4,999,999	92	40	-56.5%	54	45	-16.7%	52	40	-23.1%	47	45	-4.3%				
\$5,000,000 to \$9,999,999	47	32	-31.9%	36	30	-16.7%	34	32	-5.9%	31	30	-3.2%				
\$10,000,000 and Above	37	43	+16.2%	10	9	-10.0%	43	43	0.0%	9	9	0.0%				
All Price Ranges	359	155	-56.8%	338	209	-38.2%	168	155	-7.7%	233	209	-10.3%				

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.