

# Monthly Indicators



## January 2019

New Listings were down 18.0 percent for the Single Family-Duplex category but increased 40.6 percent for the Townhouse-Condo category. Pending Sales increased 5.7 percent for Single Family-Duplex and 13.0 percent for Townhouse-Condo.

The Median Sales Price was up 32.7 percent to \$730,000 for the Single Family-Duplex category but decreased 9.9 percent to \$640,000 for the Townhouse-Condo category. Days on Market decreased 25.4 percent for single family homes but increased 8.2 percent for townhouse-condo properties.

While the home affordability topic will continue to set the tone for the 2019 housing market, early signs point to an improving inventory situation, including in several markets that are beginning to show regular year-over-year percentage increases. As motivated sellers attempt to get a jump on annual goals, many new listings enter the market immediately after the turn of a calendar year. If home price appreciation falls more in line with wage growth, and rates can hold firm, consumer confidence and affordability are likely to improve.

## Monthly Snapshot

<b>+ 1.4%</b>	<b>+ 0.7%</b>	<b>+ 10.6%</b>
One-Year Change in <b>Closed Sales All Properties</b>	One-Year Change in <b>Active Listings All Properties</b>	One-Year Change in <b>Median Sales Price 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	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		50	41	- 18.0%	50	41	- 18.0%
Pending Sales		53	56	+ 5.7%	53	56	+ 5.7%
Closed Sales		47	27	- 42.6%	47	27	- 42.6%
Median Sales Price		\$550,000	\$730,000	+ 32.7%	\$550,000	\$730,000	+ 32.7%
Average Sales Price		\$1,112,247	\$1,315,703	+ 18.3%	\$1,112,247	\$1,315,703	+ 18.3%
Pct. of List Price Received		97.3%	96.9%	- 0.4%	97.3%	96.9%	- 0.4%
Days on Market Until Sale		97	121	+ 24.7%	97	121	+ 24.7%
Housing Affordability Index		63	47	- 25.4%	63	47	- 25.4%
Inventory of Active Listings		395	392	- 0.8%	--	--	--
Months Supply of Inventory		6.8	7.1	+ 4.4%	--	--	--

# 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.



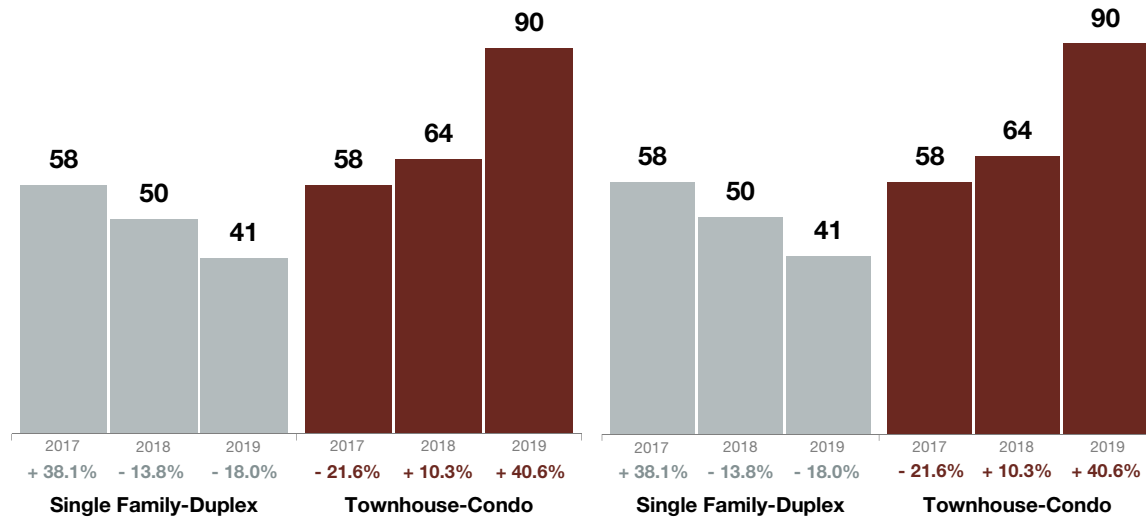
Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		64	90	+ 40.6%	64	90	+ 40.6%
Pending Sales		54	61	+ 13.0%	54	61	+ 13.0%
Closed Sales		25	45	+ 80.0%	25	45	+ 80.0%
Median Sales Price		\$710,000	\$640,000	- 9.9%	\$710,000	\$640,000	- 9.9%
Avg. Sales Price		\$1,104,454	\$1,295,760	+ 17.3%	\$1,104,454	\$1,295,760	+ 17.3%
Pct. of List Price Received		95.9%	96.0%	+ 0.1%	95.9%	96.0%	+ 0.1%
Days on Market Until Sale		265	124	- 53.2%	265	124	- 53.2%
Affordability Index		49	53	+ 8.2%	49	53	+ 8.2%
Active Listings		348	354	+ 1.7%	--	--	--
Months Supply		6.2	6.2	0.0%	--	--	--

# New Listings



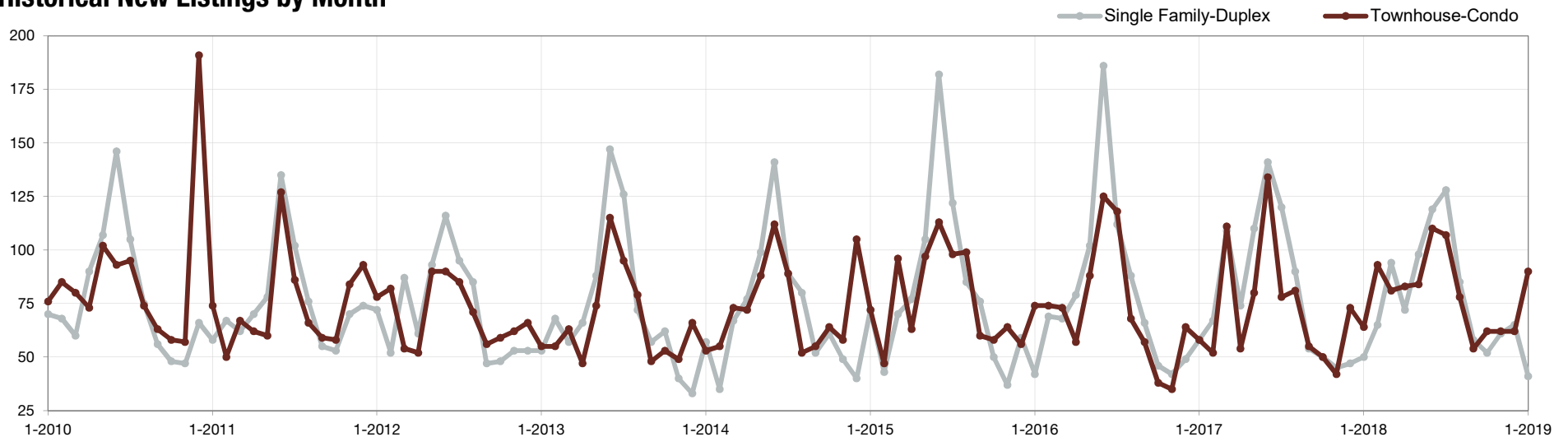
## January

## Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	65	-3.0%	93	+78.8%
Mar-2018	94	-13.8%	81	-27.0%
Apr-2018	72	-2.7%	83	+53.7%
May-2018	98	-10.9%	84	+5.0%
Jun-2018	119	-15.6%	110	-17.9%
Jul-2018	128	+6.7%	107	+37.2%
Aug-2018	85	-5.6%	78	-3.7%
Sep-2018	58	+7.4%	54	-1.8%
Oct-2018	52	+4.0%	62	+24.0%
Nov-2018	61	+35.6%	62	+47.6%
Dec-2018	65	+38.3%	62	-15.1%
<b>Jan-2019</b>	<b>41</b>	<b>-18.0%</b>	<b>90</b>	<b>+40.6%</b>
12-Month Avg	78	-2.0%	81	+10.5%

## Historical New Listings by Month

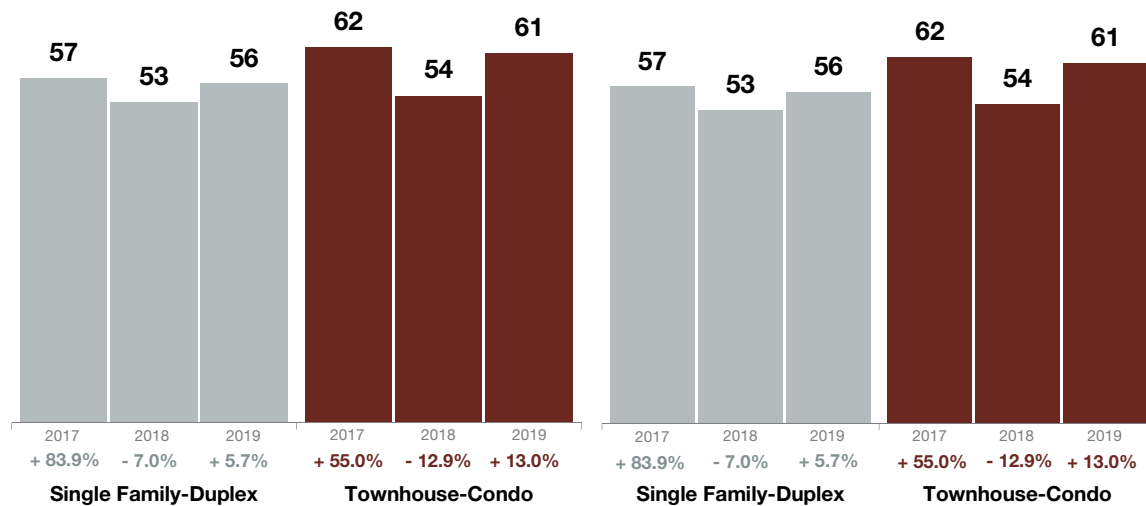


# Pending Sales



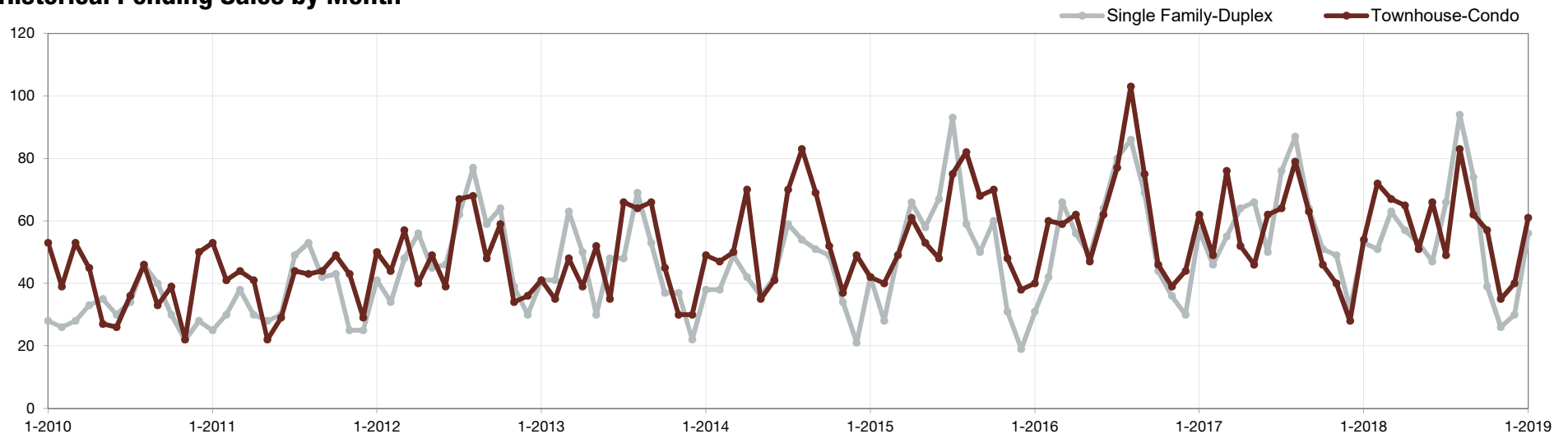
## January

## Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	51	+10.9%	72	+46.9%
Mar-2018	63	+14.5%	67	-11.8%
Apr-2018	57	-10.9%	65	+25.0%
May-2018	53	-19.7%	51	+10.9%
Jun-2018	47	-6.0%	66	+6.5%
Jul-2018	66	-13.2%	49	-23.4%
Aug-2018	94	+8.0%	83	+5.1%
Sep-2018	74	+15.6%	62	-1.6%
Oct-2018	39	-23.5%	57	+23.9%
Nov-2018	26	-46.9%	35	-12.5%
Dec-2018	30	-6.3%	40	+42.9%
Jan-2019	56	+5.7%	61	+13.0%
12-Month Avg	55	-5.3%	59	+7.4%

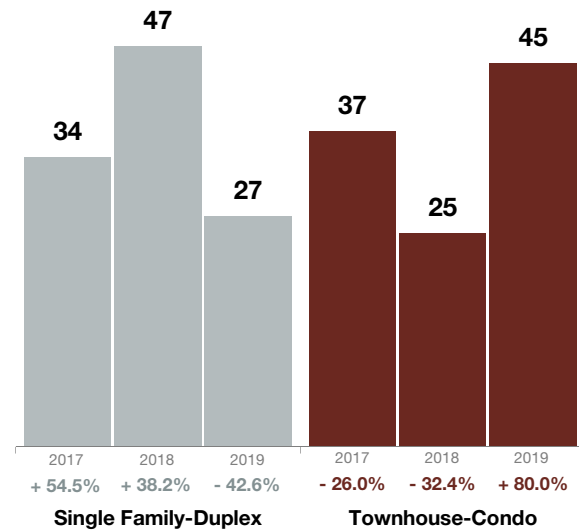
## Historical Pending Sales by Month



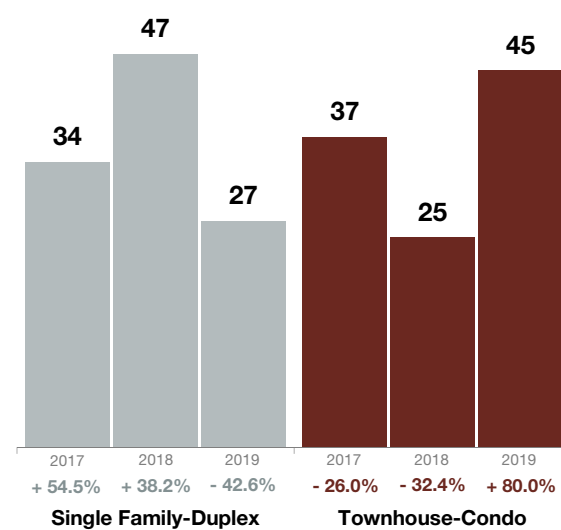
# Closed Sales



## January

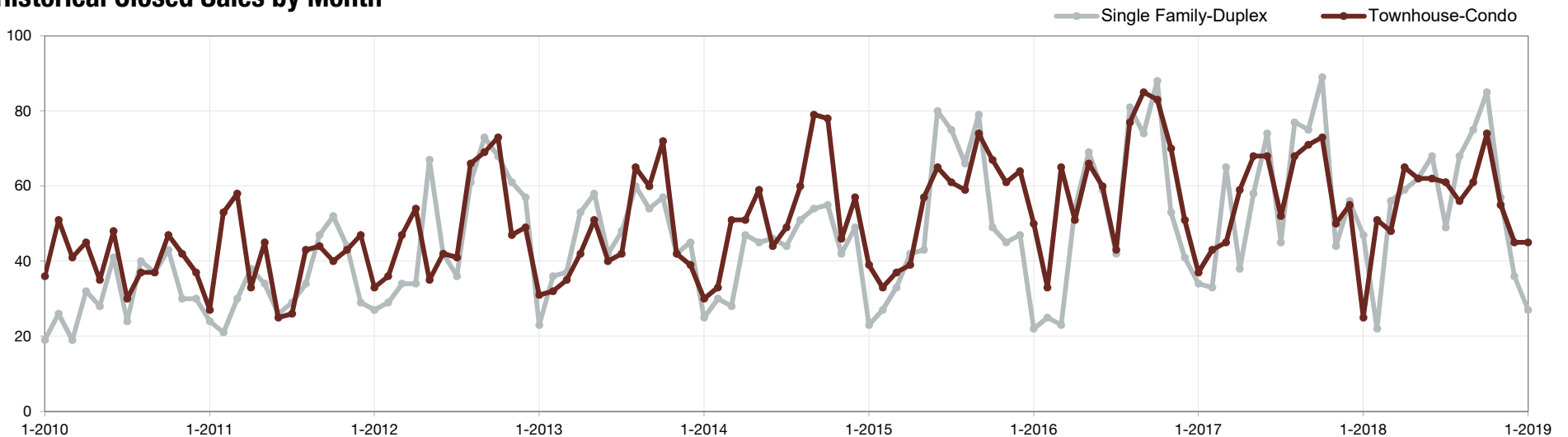


## Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	22	-33.3%	51	+18.6%
Mar-2018	56	-13.8%	48	+6.7%
Apr-2018	59	+55.3%	65	+10.2%
May-2018	62	+6.9%	62	-8.8%
Jun-2018	68	-8.1%	62	-8.8%
Jul-2018	49	+8.9%	61	+17.3%
Aug-2018	68	-11.7%	56	-17.6%
Sep-2018	75	0.0%	61	-14.1%
Oct-2018	85	-4.5%	74	+1.4%
Nov-2018	57	+29.5%	55	+10.0%
Dec-2018	36	-35.7%	45	-18.2%
<b>Jan-2019</b>	<b>27</b>	<b>-42.6%</b>	<b>45</b>	<b>+80.0%</b>
12-Month Avg	55	-5.3%	57	+1.2%

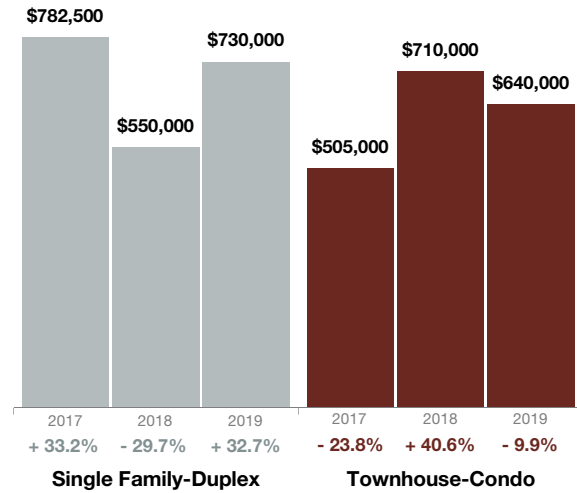
## Historical Closed Sales by Month



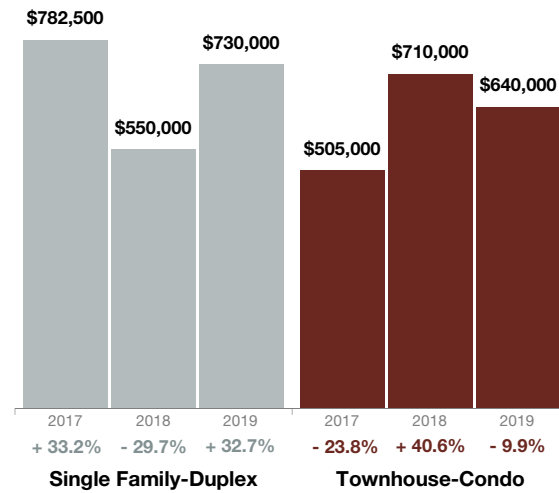
# Median Sales Price



## January



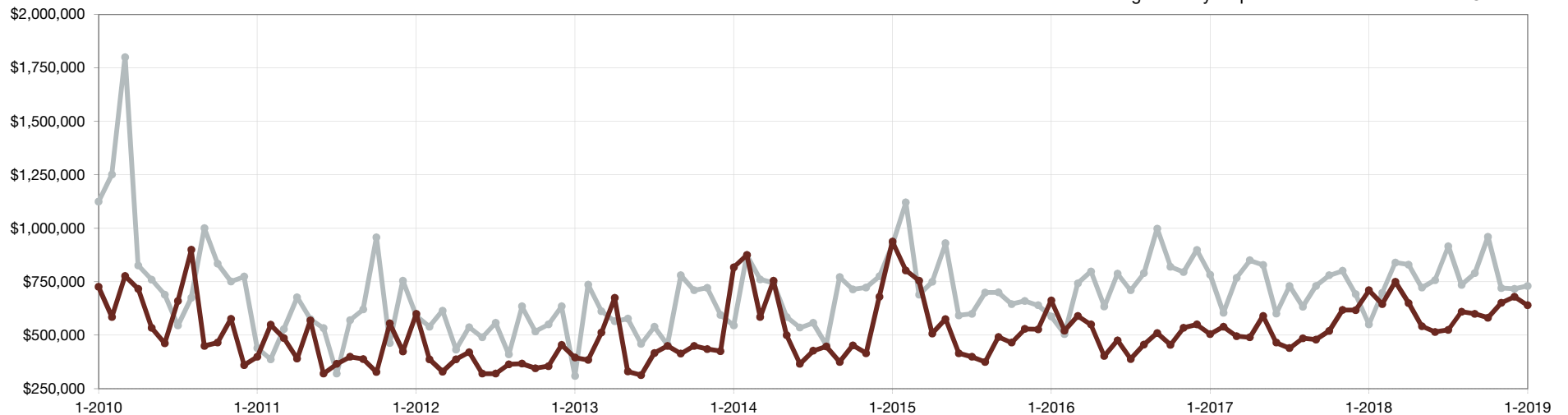
## Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	\$697,500	+15.3%	\$645,000	+19.4%
Mar-2018	\$839,500	+9.3%	\$750,000	+51.5%
Apr-2018	\$830,000	-2.4%	\$650,000	+32.7%
May-2018	\$722,313	-12.8%	\$542,000	-8.1%
Jun-2018	\$757,000	+26.1%	\$515,000	+10.8%
Jul-2018	\$916,000	+25.5%	\$525,000	+19.5%
Aug-2018	\$735,000	+16.1%	\$609,500	+25.5%
Sep-2018	\$790,000	+8.2%	\$600,000	+25.3%
Oct-2018	\$960,000	+23.1%	\$581,250	+11.8%
Nov-2018	\$720,000	-10.1%	\$650,750	+5.4%
Dec-2018	\$716,500	+3.5%	\$680,000	+10.2%
<b>Jan-2019</b>	<b>\$730,000</b>	<b>+32.7%</b>	<b>\$640,000</b>	<b>-9.9%</b>
12-Month Avg*	\$791,000	+13.3%	\$599,000	+15.2%

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

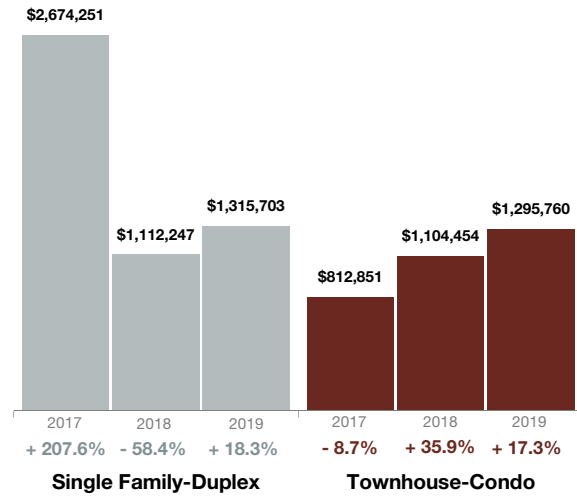
## Historical Median Sales Price by Month



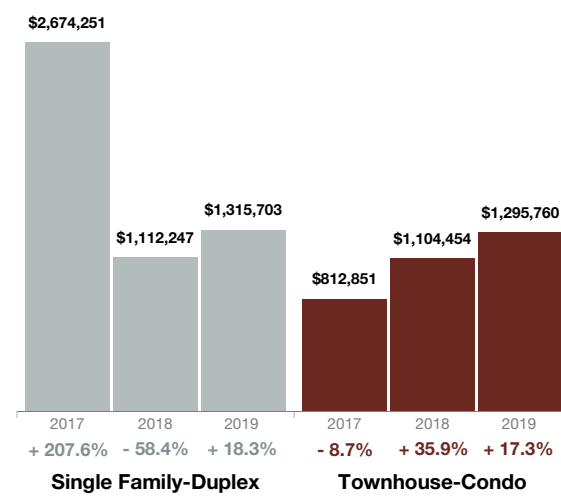
# Average Sales Price



## January



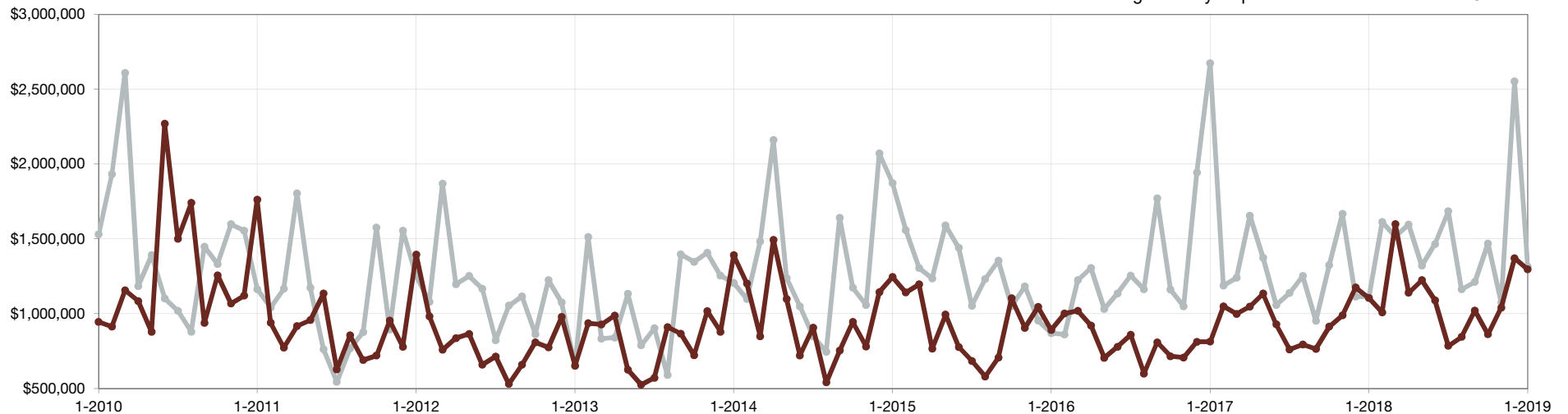
## Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	\$1,613,021	+35.8%	\$1,008,289	-3.9%
Mar-2018	\$1,515,629	+22.3%	\$1,597,736	+60.0%
Apr-2018	\$1,594,780	-3.6%	\$1,139,678	+8.8%
May-2018	\$1,320,134	-3.9%	\$1,223,726	+7.9%
Jun-2018	\$1,465,184	+38.6%	\$1,089,122	+17.3%
Jul-2018	\$1,685,438	+48.2%	\$784,814	+3.1%
Aug-2018	\$1,162,112	-7.2%	\$844,454	+6.4%
Sep-2018	\$1,211,583	+27.3%	\$1,021,106	+33.6%
Oct-2018	\$1,468,476	+10.9%	\$861,761	-5.6%
Nov-2018	\$1,075,508	-35.5%	\$1,040,265	+5.3%
Dec-2018	\$2,552,618	+129.1%	\$1,370,634	+16.7%
<b>Jan-2019</b>	<b>\$1,315,703</b>	<b>+18.3%</b>	<b>\$1,295,760</b>	<b>+17.3%</b>
12-Month Avg*	\$1,448,729	+17.3%	\$1,086,150	+13.4%

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

## Historical Average Sales Price by Month



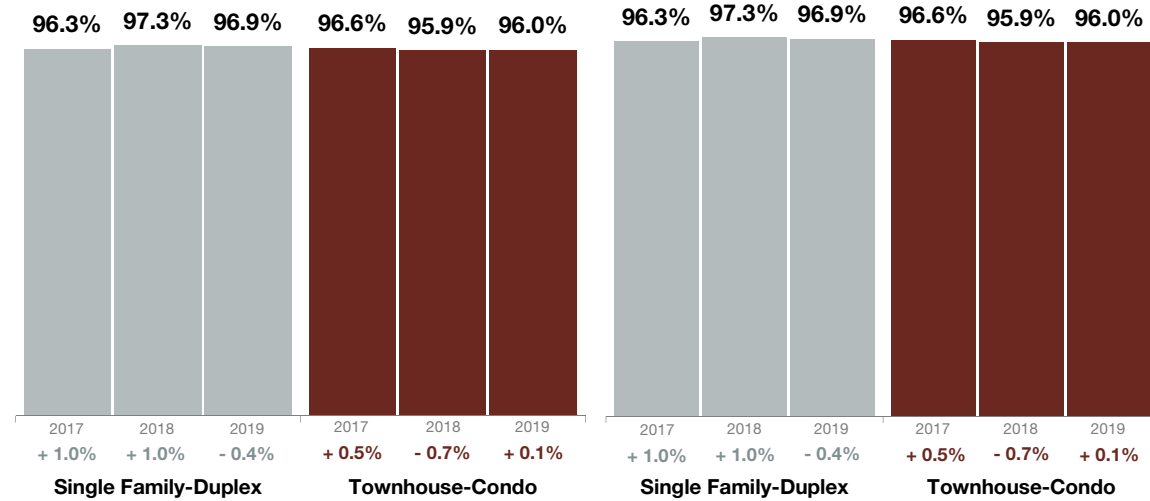


# Percent of List Price Received



## January

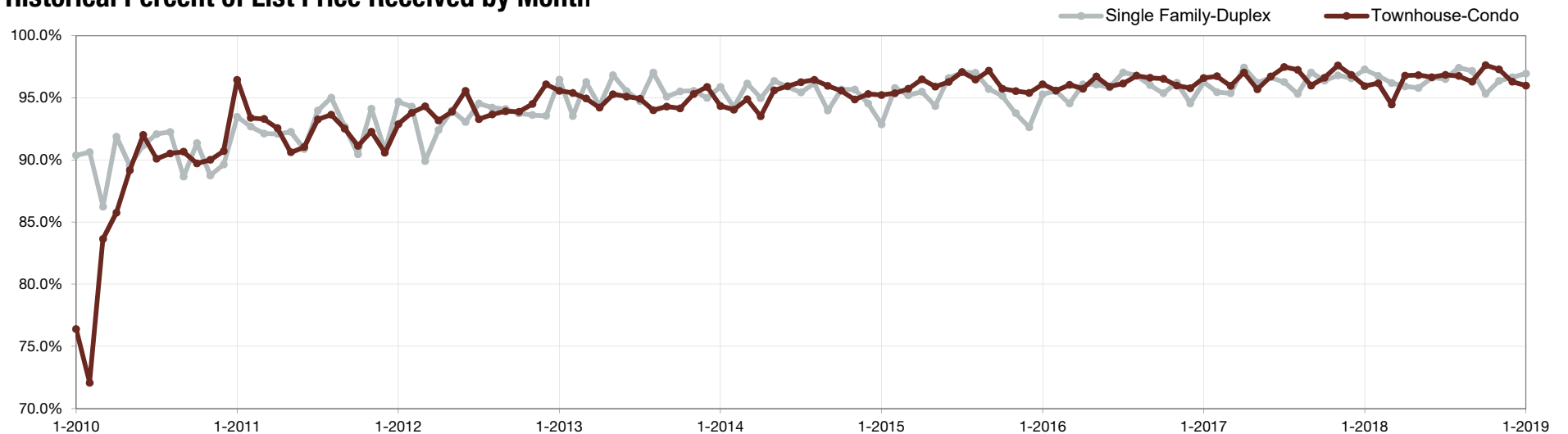
## Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	96.8%	+1.4%	96.2%	-0.5%
Mar-2018	96.2%	+0.8%	94.5%	-1.6%
Apr-2018	95.9%	-1.5%	96.8%	-0.2%
May-2018	95.8%	-0.4%	96.8%	+1.1%
Jun-2018	96.6%	-0.0%	96.7%	-0.1%
Jul-2018	96.5%	+0.2%	96.8%	-0.7%
Aug-2018	97.4%	+2.2%	96.8%	-0.5%
Sep-2018	97.2%	+0.2%	96.3%	+0.3%
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%	96.0%	+0.1%
12-Month Avg*	96.4%	+0.0%	96.6%	-0.1%

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

## Historical Percent of List Price Received by Month

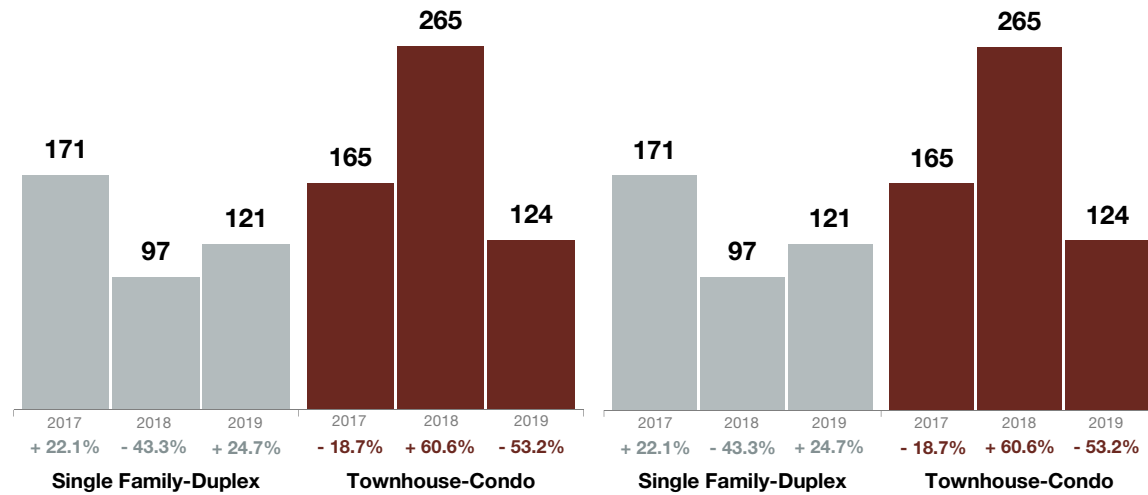


# Days on Market Until Sale



## January

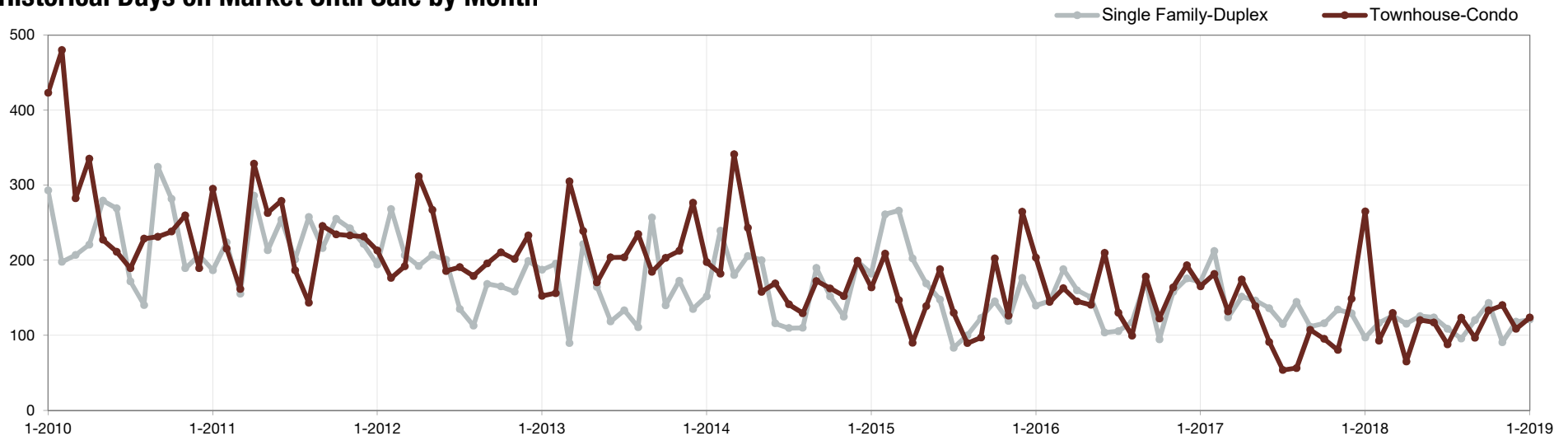
## Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	117	-44.8%	93	-48.9%
Mar-2018	126	+1.6%	130	-1.5%
Apr-2018	115	-23.8%	65	-62.6%
May-2018	126	-13.7%	120	-13.7%
Jun-2018	124	-8.8%	117	+28.6%
Jul-2018	109	-5.2%	88	+63.0%
Aug-2018	96	-33.8%	123	+119.6%
Sep-2018	120	+8.1%	97	-9.3%
Oct-2018	143	+23.3%	133	+40.0%
Nov-2018	91	-32.1%	140	+75.0%
Dec-2018	118	-8.5%	109	-26.8%
Jan-2019	121	+24.7%	124	-53.2%
12-Month Avg*	131	-10.2%	118	-5.7%

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

## Historical Days on Market Until Sale by Month

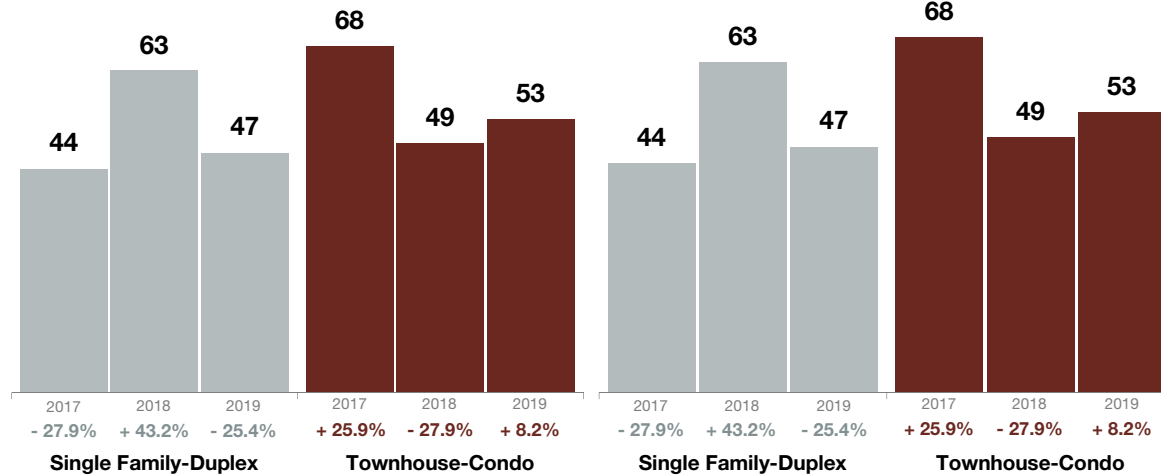


# Housing Affordability Index



## January

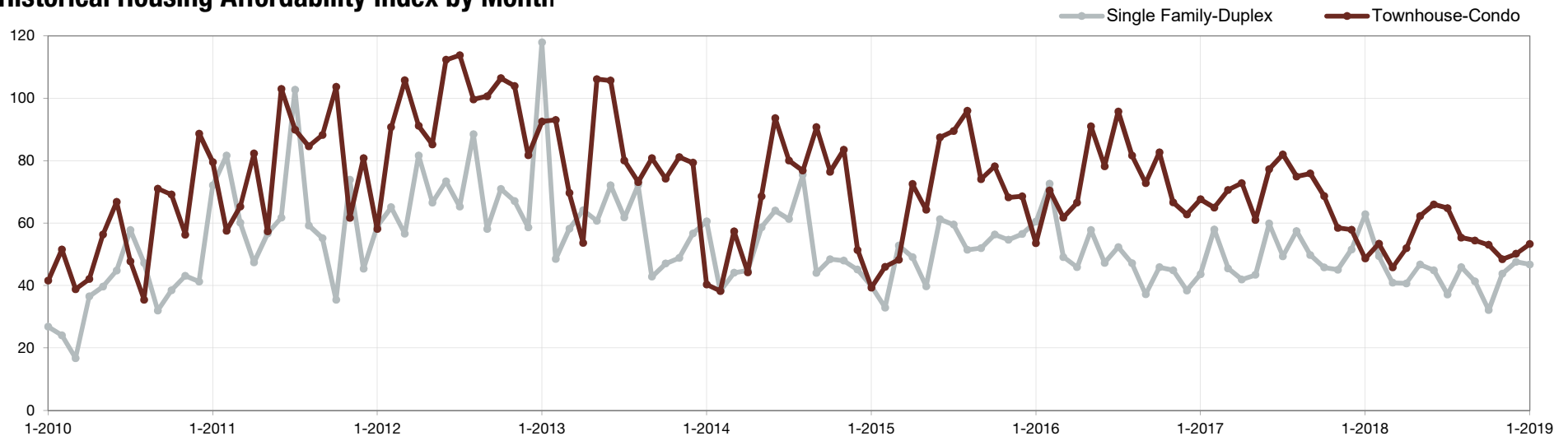
## Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	49	-15.5%	53	-18.5%
Mar-2018	41	-10.9%	46	-35.2%
Apr-2018	41	-2.4%	52	-28.8%
May-2018	47	+9.3%	62	+1.6%
Jun-2018	45	-25.0%	66	-14.3%
Jul-2018	37	-24.5%	65	-20.7%
Aug-2018	46	-19.3%	55	-26.7%
Sep-2018	41	-18.0%	54	-28.9%
Oct-2018	32	-30.4%	53	-23.2%
Nov-2018	44	-2.2%	48	-17.2%
Dec-2018	48	-7.7%	50	-13.8%
Jan-2019	47	-25.4%	53	+8.2%
12-Month Avg*	43	-7.6%	51	-21.8%

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

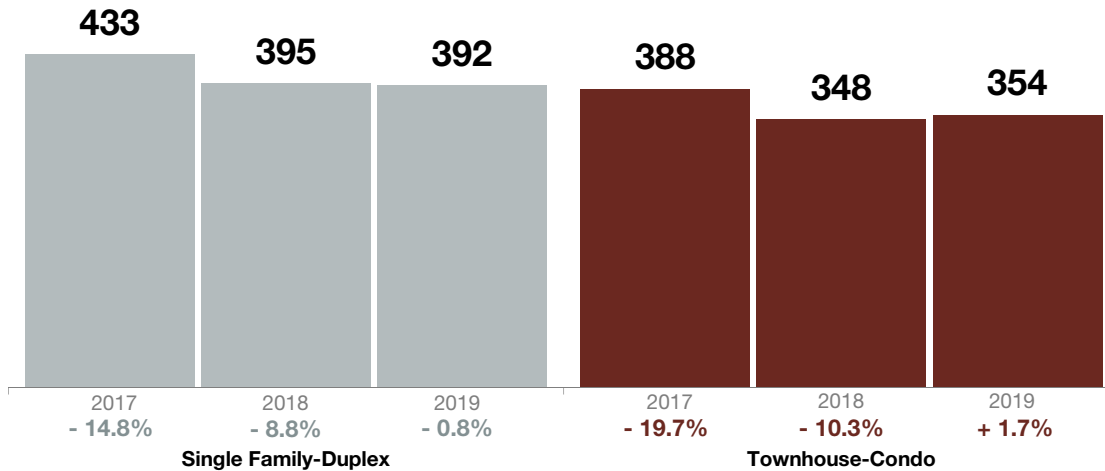
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

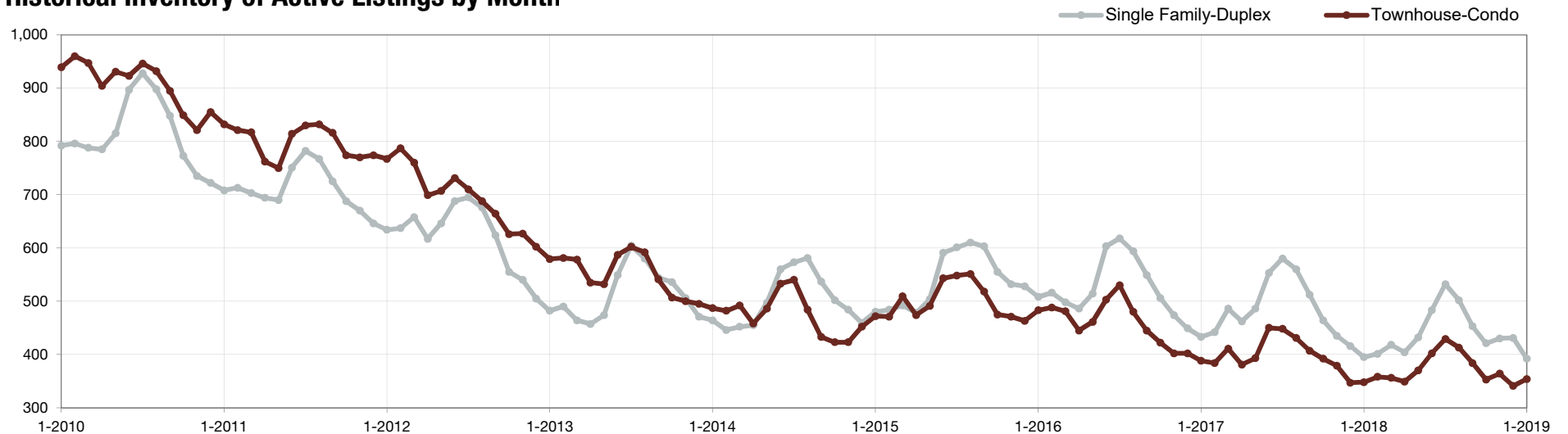


## January



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	401	-9.3%	358	-6.8%
Mar-2018	418	-14.0%	356	-13.4%
Apr-2018	404	-12.6%	349	-8.4%
May-2018	432	-11.1%	370	-5.9%
Jun-2018	483	-12.7%	402	-10.7%
Jul-2018	532	-8.3%	429	-4.2%
Aug-2018	502	-10.4%	413	-4.2%
Sep-2018	453	-11.5%	384	-5.7%
Oct-2018	421	-9.3%	353	-9.9%
Nov-2018	430	-1.1%	364	-4.0%
Dec-2018	431	+3.6%	341	-1.7%
Jan-2019	392	-0.8%	354	+1.7%
12-Month Avg	442	-8.5%	373	-6.2%

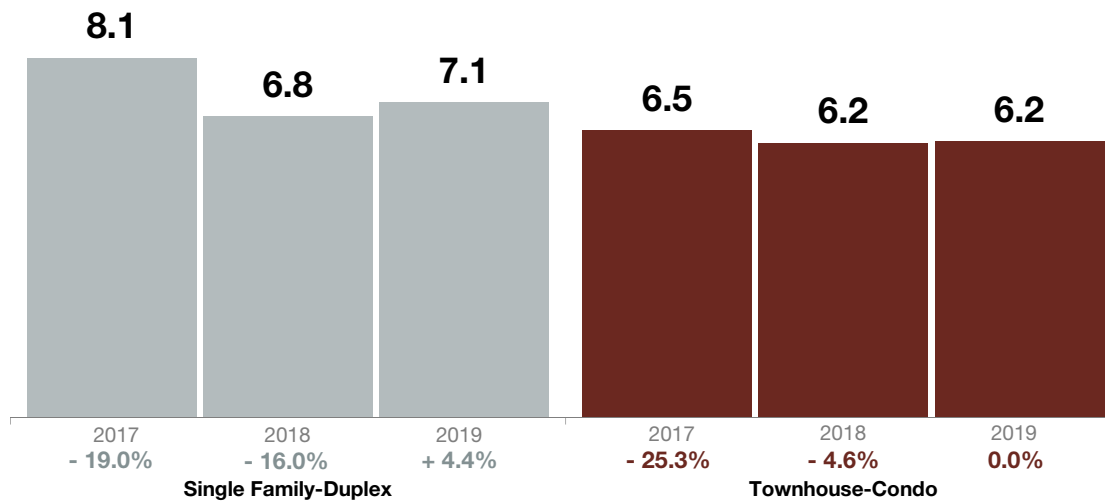
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory



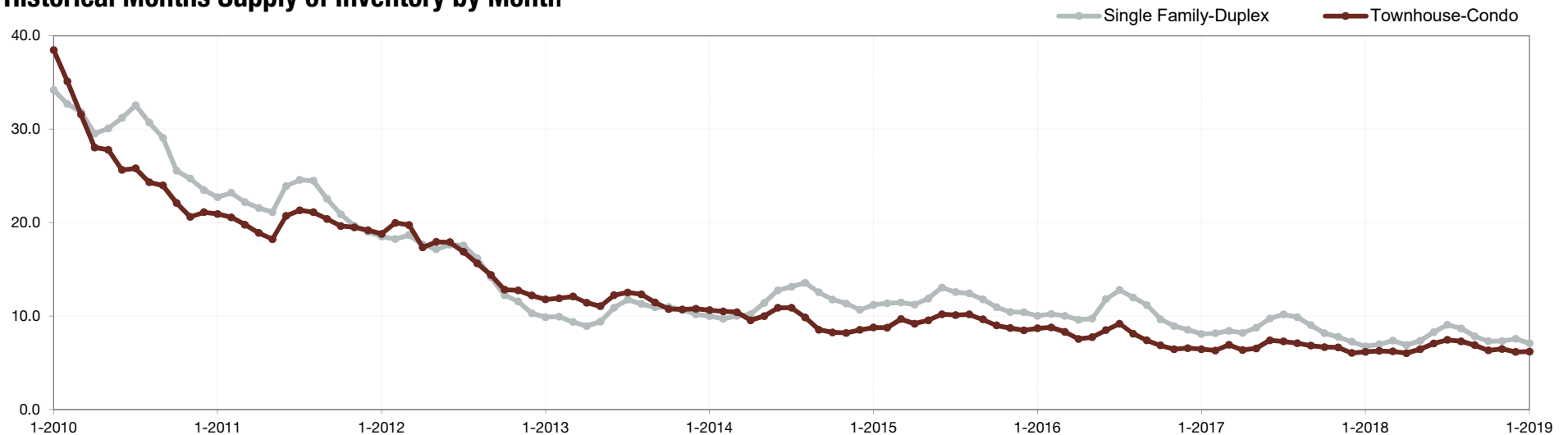
## January



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2018	7.0	-13.6%	6.3	0.0%
Mar-2018	7.4	-11.9%	6.2	-10.1%
Apr-2018	6.9	-15.9%	6.0	-6.3%
May-2018	7.3	-17.0%	6.5	0.0%
Jun-2018	8.3	-14.4%	7.1	-4.1%
Jul-2018	9.1	-10.8%	7.5	+2.7%
Aug-2018	8.7	-12.1%	7.3	+2.8%
Sep-2018	7.8	-13.3%	6.9	+1.5%
Oct-2018	7.3	-11.0%	6.3	-6.0%
Nov-2018	7.3	-6.4%	6.5	-1.5%
Dec-2018	7.6	+4.1%	6.2	+3.3%
Jan-2019	7.1	+4.4%	6.2	0.0%
12-Month Avg	7.6	-10.3%	6.6	-1.8%

\* Months Supply for all properties from February 2018 through January 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	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		114	131	+ 14.9%	114	131	+ 14.9%
Pending Sales		107	117	+ 9.3%	107	117	+ 9.3%
Closed Sales		72	73	+ 1.4%	72	73	+ 1.4%
Median Sales Price		\$596,500	\$660,000	+ 10.6%	\$596,500	\$660,000	+ 10.6%
Average Sales Price		\$1,109,541	\$1,288,811	+ 16.2%	\$1,109,541	\$1,288,811	+ 16.2%
Pct. of List Price Received		96.8%	96.3%	- 0.5%	96.8%	96.3%	- 0.5%
Days on Market Until Sale		155	122	- 21.3%	155	122	- 21.3%
Housing Affordability Index		58	52	- 10.7%	58	52	- 10.7%
Inventory of Active Listings		745	750	+ 0.7%	--	--	--
Months Supply of Inventory		6.5	6.6	+ 1.5%	--	--	--

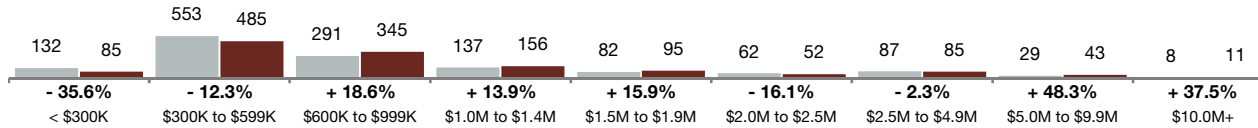
# Closed Sales

Actual sales that have closed in a given month.



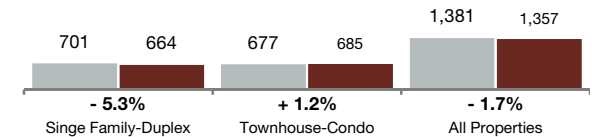
## By Price Range – All Properties – Rolling 12 Months

■ 1-2018 ■ 1-2019



## By Property Type

■ 1-2018 ■ 1-2019



### Rolling 12 Months

By Price Range	Single Family-Duplex			Townhouse-Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$299,999 and Below	60	32	-46.7%	69	46	-33.3%
\$300,000 to \$599,999	237	185	-21.9%	316	299	-5.4%
\$600,000 to \$999,999	169	188	+11.2%	122	157	+28.7%
\$1,000,000 to \$1,499,999	77	97	+26.0%	60	59	-1.7%
\$1,500,000 to \$1,999,999	45	47	+4.4%	37	48	+29.7%
\$2,000,000 to \$2,499,999	35	31	-11.4%	27	21	-22.2%
\$2,500,000 to \$4,999,999	53	55	+3.8%	34	30	-11.8%
\$5,000,000 to \$9,999,999	20	21	+5.0%	9	22	+144.4%
\$10,000,000 and Above	5	8	+60.0%	3	3	0.0%
<b>All Price Ranges</b>	<b>701</b>	<b>664</b>	<b>-5.3%</b>	<b>677</b>	<b>685</b>	<b>+1.2%</b>

### Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
	2	2	0.0%	5	5	0.0%
	11	10	-9.1%	15	16	+6.7%
	9	8	-11.1%	11	9	-18.2%
	4	1	-75.0%	4	3	-25.0%
	2	2	0.0%	4	6	+50.0%
	0	1	--	1	2	+100.0%
	4	2	-50.0%	1	1	0.0%
	2	1	-50.0%	4	3	-25.0%
	2	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>36</b>	<b>27</b>	<b>-25.0%</b>	<b>45</b>	<b>45</b>	<b>0.0%</b>

### Year to Date

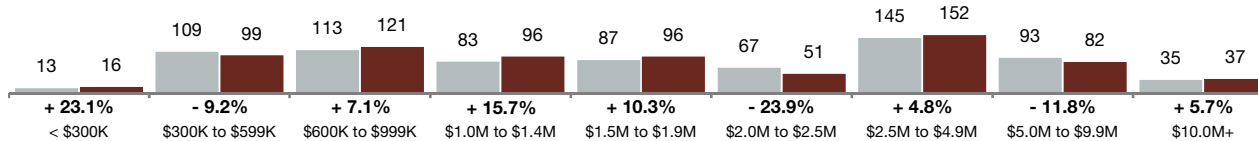
	Single Family-Duplex			Townhouse-Condo		
	YTD 2017	YTD 2018	Change	YTD 2017	YTD 2018	Change
	4	2	-50.0%	1	5	+400.0%
	24	10	-58.3%	8	16	+100.0%
	10	8	-20.0%	7	9	+28.6%
	3	1	-66.7%	4	3	-25.0%
	1	2	+100.0%	1	6	+500.0%
	1	1	0.0%	2	2	0.0%
	2	2	0.0%	2	1	-50.0%
	1	1	0.0%	0	3	--
	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>47</b>	<b>27</b>	<b>-42.6%</b>	<b>25</b>	<b>45</b>	<b>+80.0%</b>

# Inventory of Active Listings

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

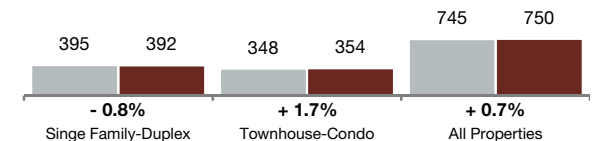
## By Price Range – All Properties

■ 1-2018 ■ 1-2019



## By Property Type

■ 1-2018 ■ 1-2019



### Year over Year

By Price Range	Single Family-Duplex			Townhouse-Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$299,999 and Below	7	7	0.0%	4	7	+75.0%
\$300,000 to \$599,999	27	26	-3.7%	82	72	-12.2%
\$600,000 to \$999,999	59	57	-3.4%	54	63	+16.7%
\$1,000,000 to \$1,499,999	45	49	+8.9%	38	47	+23.7%
\$1,500,000 to \$1,999,999	43	41	-4.7%	44	55	+25.0%
\$2,000,000 to \$2,499,999	34	30	-11.8%	33	21	-36.4%
\$2,500,000 to \$4,999,999	98	103	+5.1%	47	49	+4.3%
\$5,000,000 to \$9,999,999	54	50	-7.4%	39	32	-17.9%
\$10,000,000 and Above	28	29	+3.6%	7	8	+14.3%
<b>All Price Ranges</b>	<b>395</b>	<b>392</b>	<b>-0.8%</b>	<b>348</b>	<b>354</b>	<b>+1.7%</b>

### Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
	12	7	-41.7%	10	7	-30.0%
	31	26	-16.1%	66	72	+9.1%
	62	57	-8.1%	72	63	-12.5%
	54	49	-9.3%	45	47	+4.4%
	45	41	-8.9%	43	55	+27.9%
	32	30	-6.3%	18	21	+16.7%
	108	103	-4.6%	51	49	-3.9%
	57	50	-12.3%	29	32	+10.3%
	30	29	-3.3%	7	8	+14.3%
<b>All Price Ranges</b>	<b>431</b>	<b>392</b>	<b>-9.0%</b>	<b>341</b>	<b>354</b>	<b>+3.8%</b>

### 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



<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.