

Monthly Indicators



August 2019

New Listings were up 4.7 percent for the Single Family-Duplex category and 3.8 percent for the Townhouse-Condo category. Pending Sales increased 6.4 percent for Single Family-Duplex and 2.4 percent for Townhouse-Condo.

The Median Sales Price was up 22.6 percent to \$901,250 for the Single Family-Duplex category but decreased 6.4 percent to \$570,621 for the Townhouse-Condo category. Days on Market decreased 2.1 percent for single family homes and 42.3 percent for townhouse-condo properties.

As many homeowners refinanced their homes to take advantage of declining interest rates, consumer confidence in housing was reported to be at historically high levels. Even so, real estate professionals will need to monitor the market for signs of continued imbalances. Although the inventory of affordable homes at this point remains largely stable, it is stable at historically low levels, which may continue to push prices higher and affect potential buyers across the U.S.

Monthly Snapshot

+ 8.9% **- 13.2%** **- 3.1%**

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	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		85	89	+ 4.7%	711	666	- 6.3%
Pending Sales		94	100	+ 6.4%	483	499	+ 3.3%
Closed Sales		68	69	+ 1.5%	431	401	- 7.0%
Median Sales Price		\$735,000	\$901,250	+ 22.6%	\$754,000	\$850,000	+ 12.7%
Average Sales Price		\$1,162,112	\$1,797,636	+ 54.7%	\$1,414,896	\$1,551,035	+ 9.6%
Pct. of List Price Received		97.4%	96.8%	- 0.6%	96.5%	96.4%	- 0.1%
Days on Market Until Sale		96	94	- 2.1%	114	138	+ 21.1%
Housing Affordability Index		46	42	- 8.7%	45	44	- 2.2%
Inventory of Active Listings		506	458	- 9.5%	--	--	--
Months Supply of Inventory		8.7	8.4	- 3.4%	--	--	--

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.

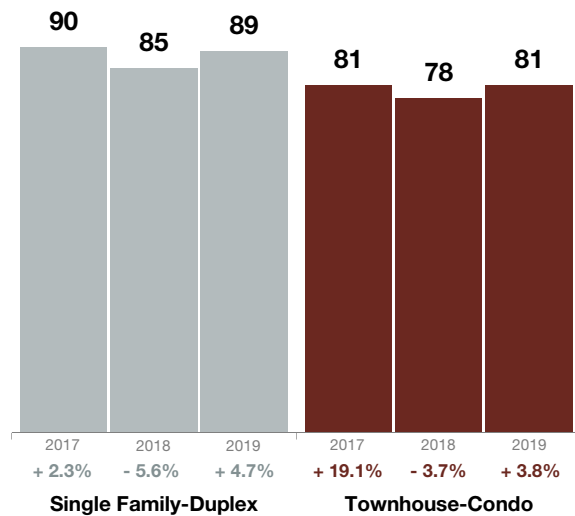


Key Metrics	Historical Sparkbars	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		78	81	+ 3.8%	700	673	- 3.9%
Pending Sales		84	86	+ 2.4%	502	551	+ 9.8%
Closed Sales		56	66	+ 17.9%	430	457	+ 6.3%
Median Sales Price		\$609,500	\$570,621	- 6.4%	\$587,500	\$600,000	+ 2.1%
Avg. Sales Price		\$844,454	\$897,811	+ 6.3%	\$1,089,189	\$951,130	- 12.7%
Pct. of List Price Received		96.8%	97.7%	+ 0.9%	96.4%	96.9%	+ 0.5%
Days on Market Until Sale		123	71	- 42.3%	114	112	- 1.8%
Affordability Index		55	66	+ 20.0%	57	63	+ 10.5%
Active Listings		423	342	- 19.1%	--	--	--
Months Supply		7.5	5.9	- 21.3%	--	--	--

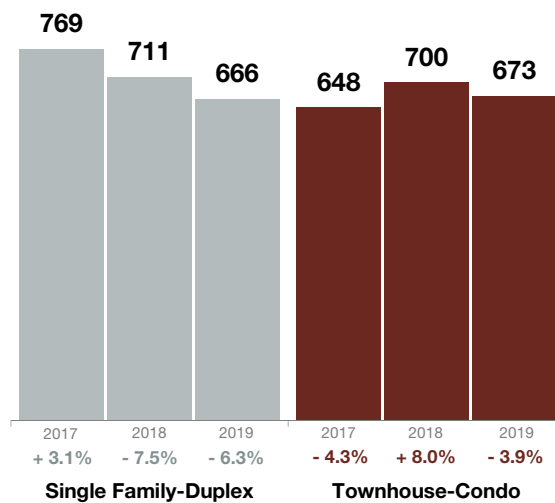
New Listings



August

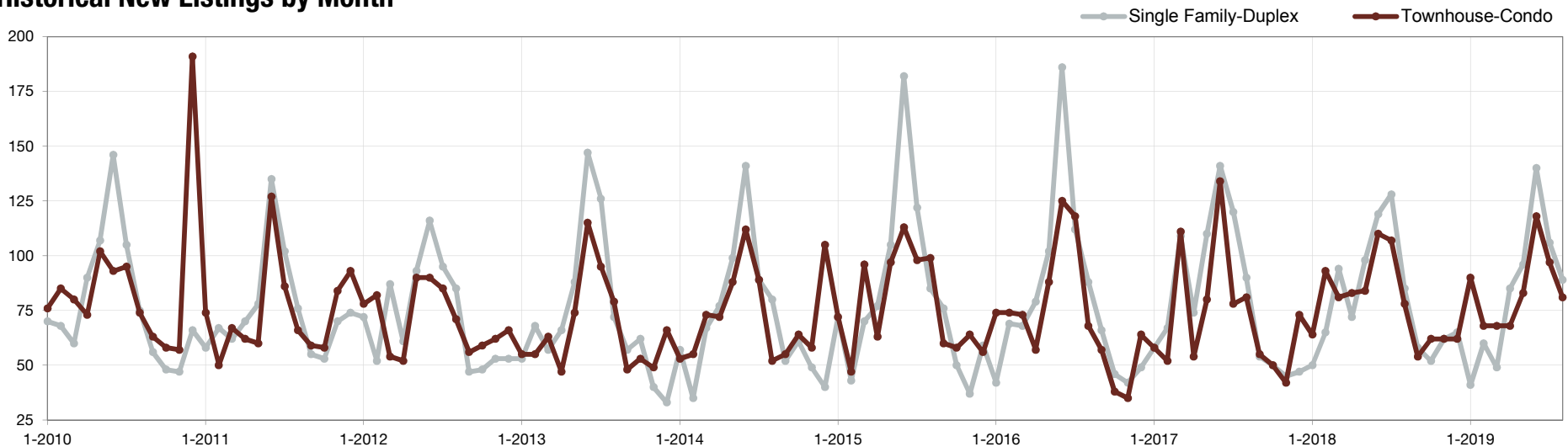


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2018	58	+7.4%	54	-1.8%
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%
12-Month Avg	75	-0.4%	76	-0.8%

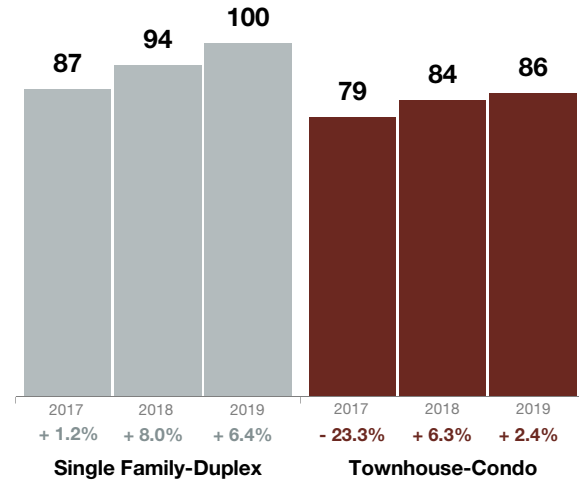
Historical New Listings by Month



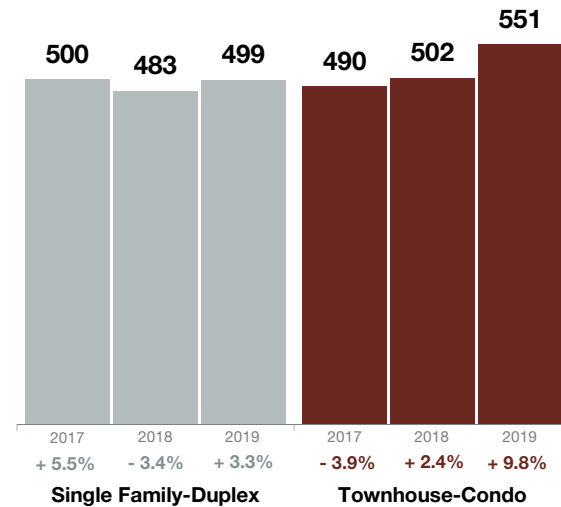
Pending Sales



August

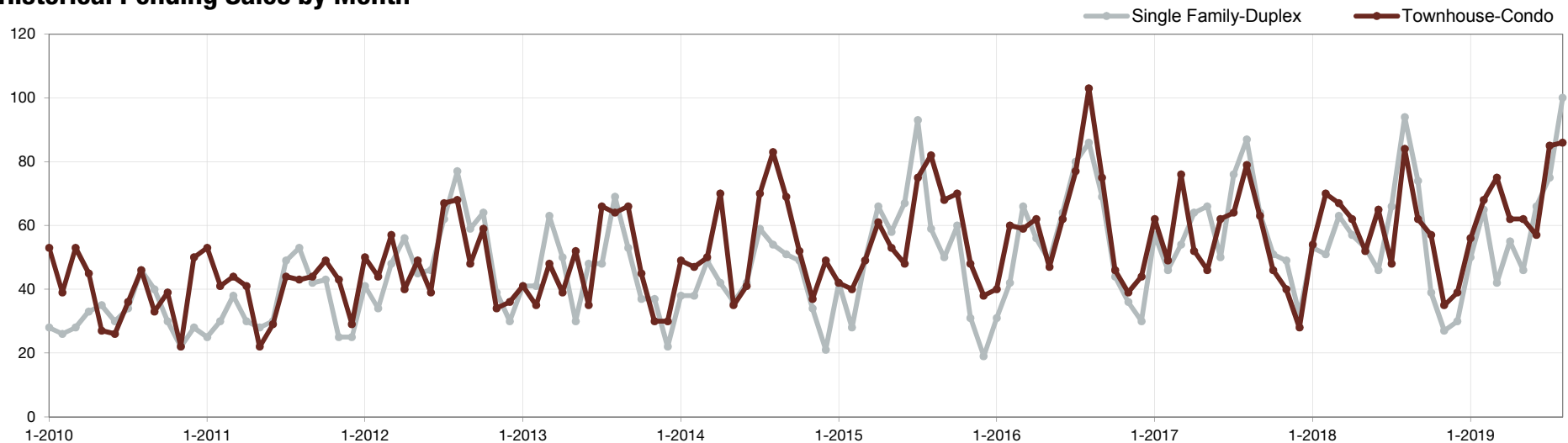


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2018	74	+15.6%	62	-1.6%
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%	56	+3.7%
Feb-2019	65	+27.5%	68	-2.9%
Mar-2019	42	-33.3%	75	+11.9%
Apr-2019	55	-3.5%	62	0.0%
May-2019	46	-13.2%	62	+19.2%
Jun-2019	66	+43.5%	57	-12.3%
Jul-2019	75	+13.6%	85	+77.1%
Aug-2019	100	+6.4%	86	+2.4%
12-Month Avg	56	-1.5%	62	+9.6%

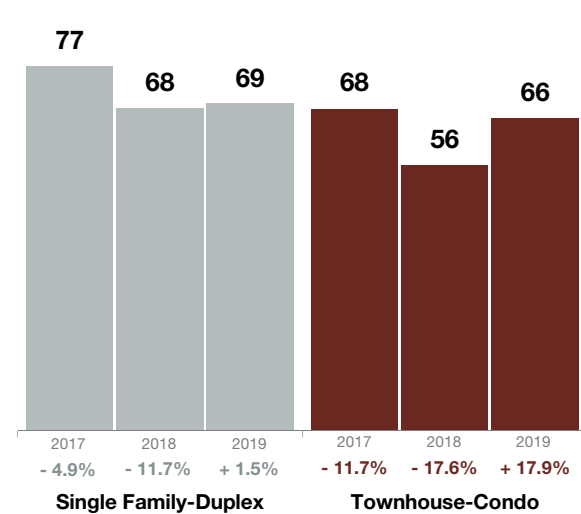
Historical Pending Sales by Month



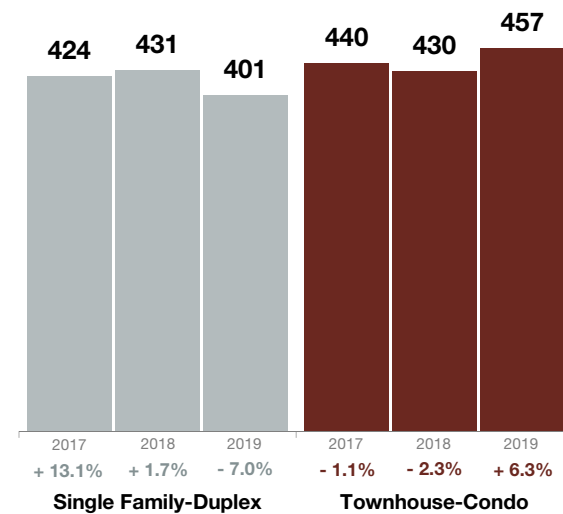
Closed Sales



August

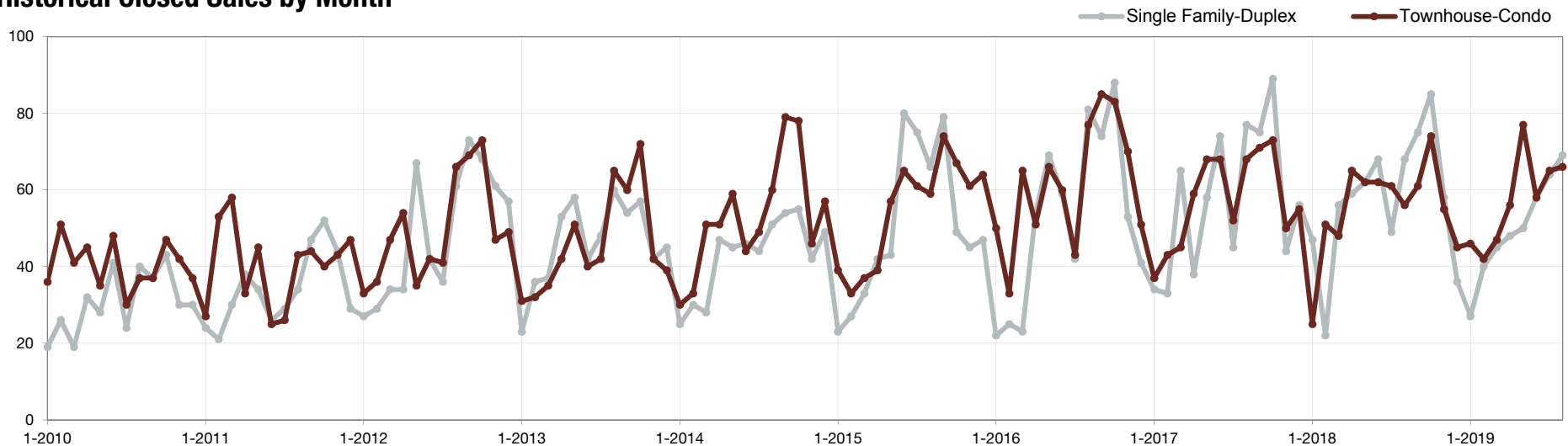


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2018	75	0.0%	61	-14.1%
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	69	+1.5%	66	+17.9%
12-Month Avg	55	-5.8%	58	+1.9%

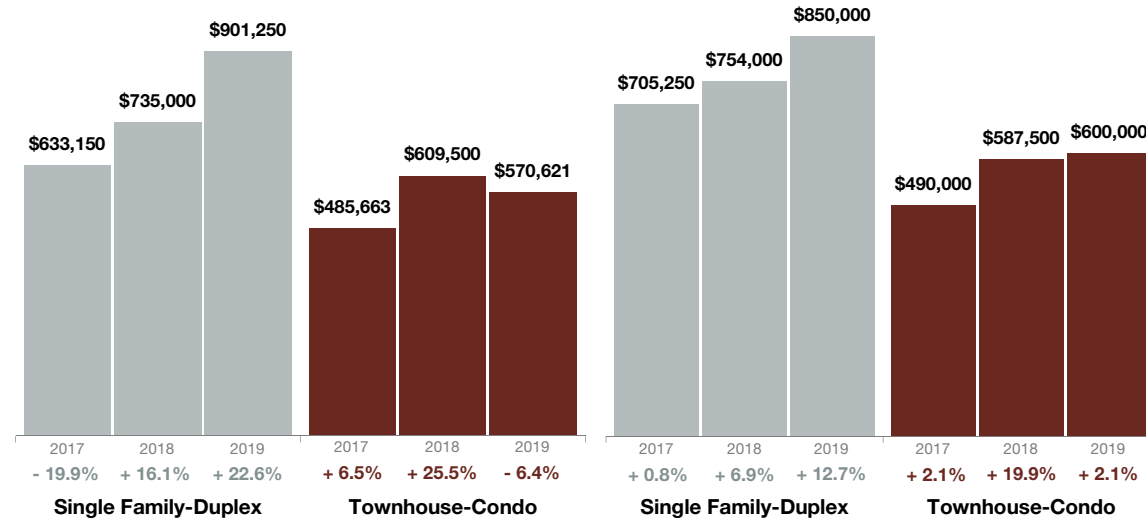
Historical Closed Sales by Month



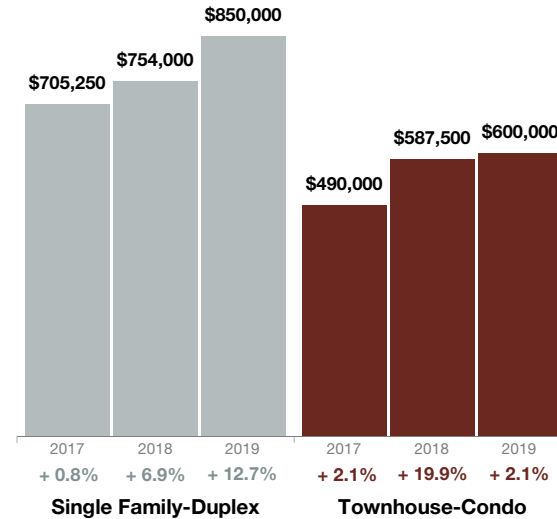
Median Sales Price



August



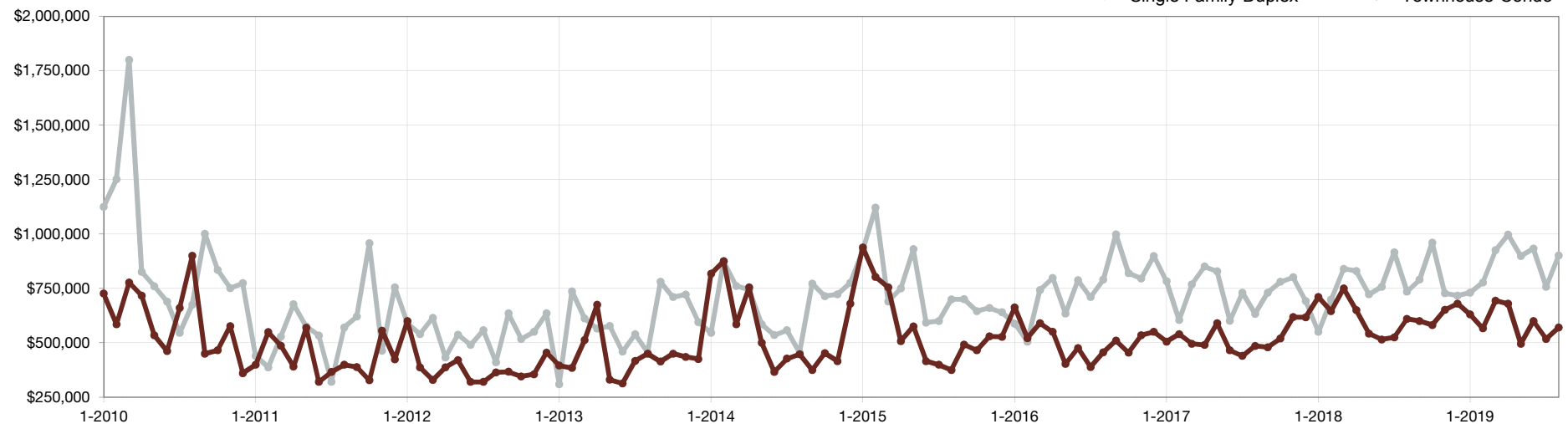
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2018	\$790,000	+8.2%	\$600,000	+25.3%
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	\$901,250	+22.6%	\$570,621	-6.4%
12-Month Avg*	\$845,000	+11.2%	\$600,250	+4.4%

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

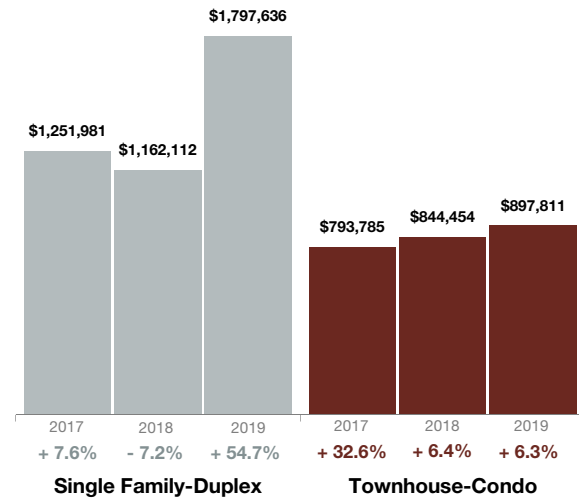
Historical Median Sales Price by Month



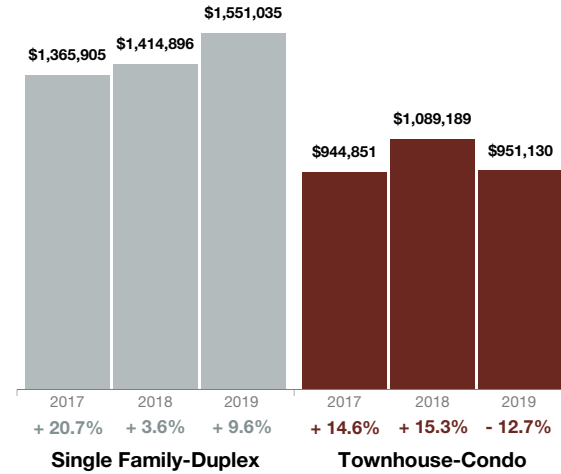
Average Sales Price



August



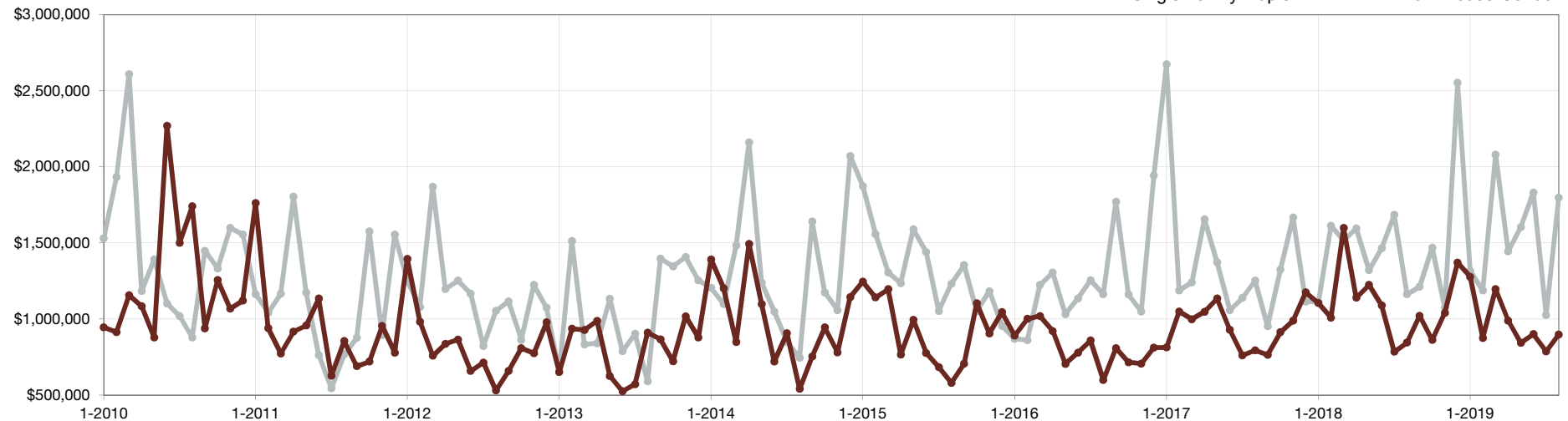
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2018	\$1,211,583	+27.3%	\$1,021,188	+33.6%
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	\$1,797,636	+54.7%	\$897,811	+6.3%
12-Month Avg*	\$1,514,258	+12.6%	\$982,113	-5.2%

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

Historical Average Sales Price by Month

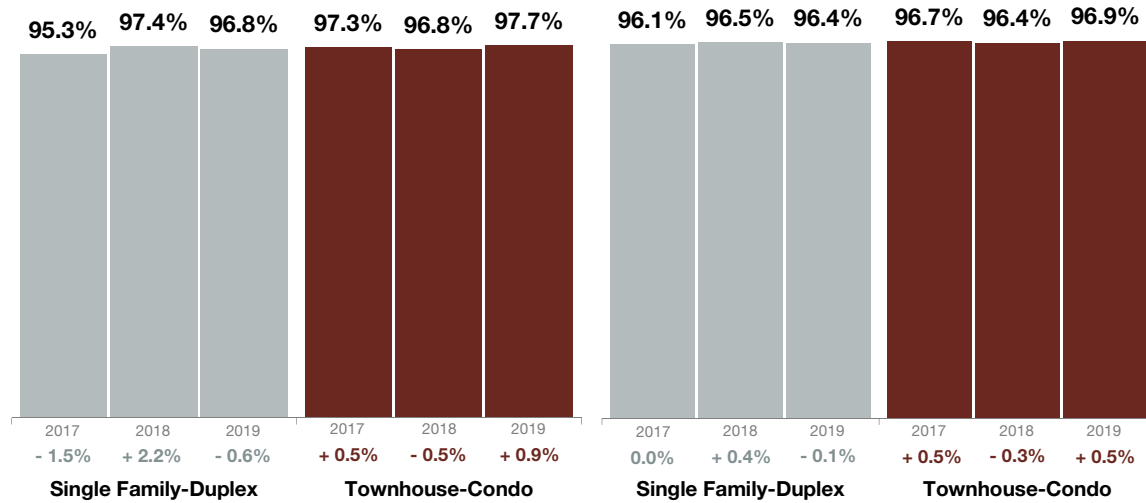


Percent of List Price Received



August

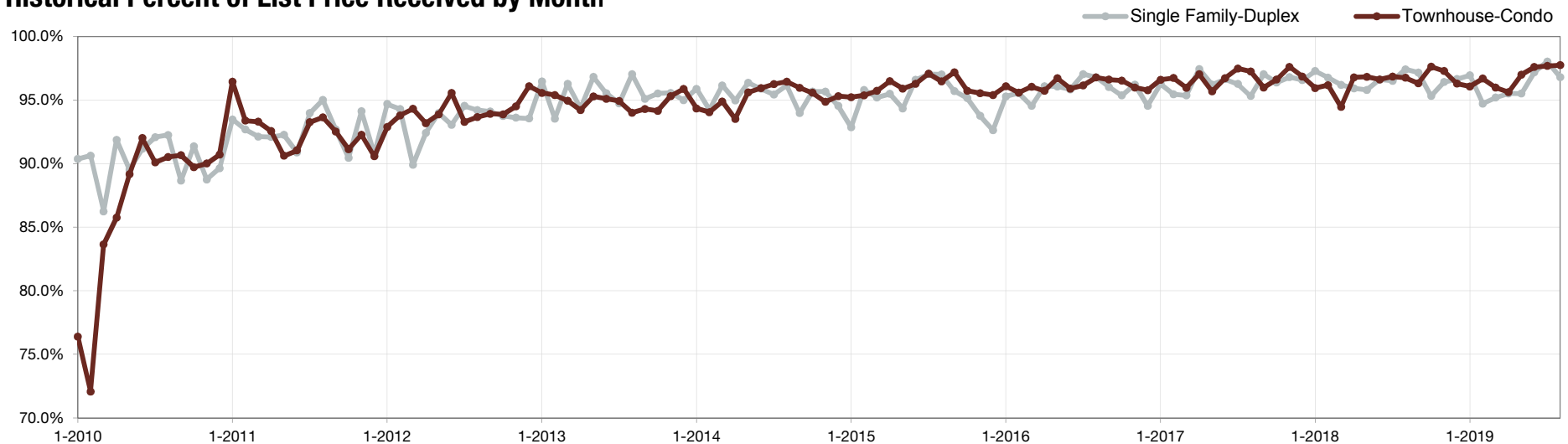
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	96.1%	+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	96.8%	-0.6%	97.7%	+0.9%
12-Month Avg*	96.3%	-0.3%	96.9%	+0.4%

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

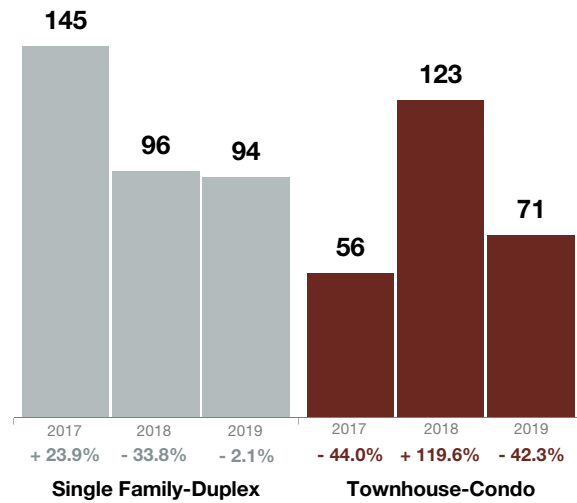
Historical Percent of List Price Received by Month



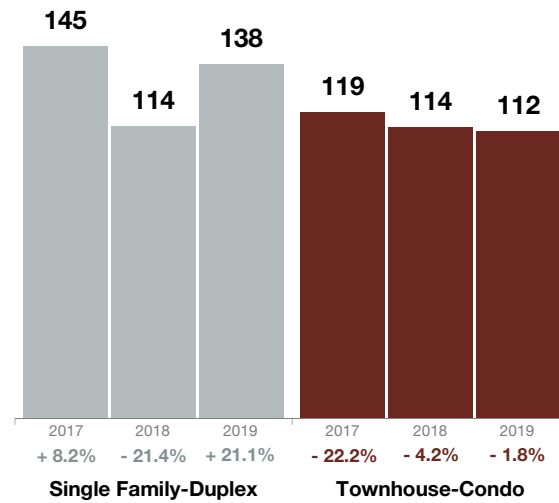
Days on Market Until Sale



August



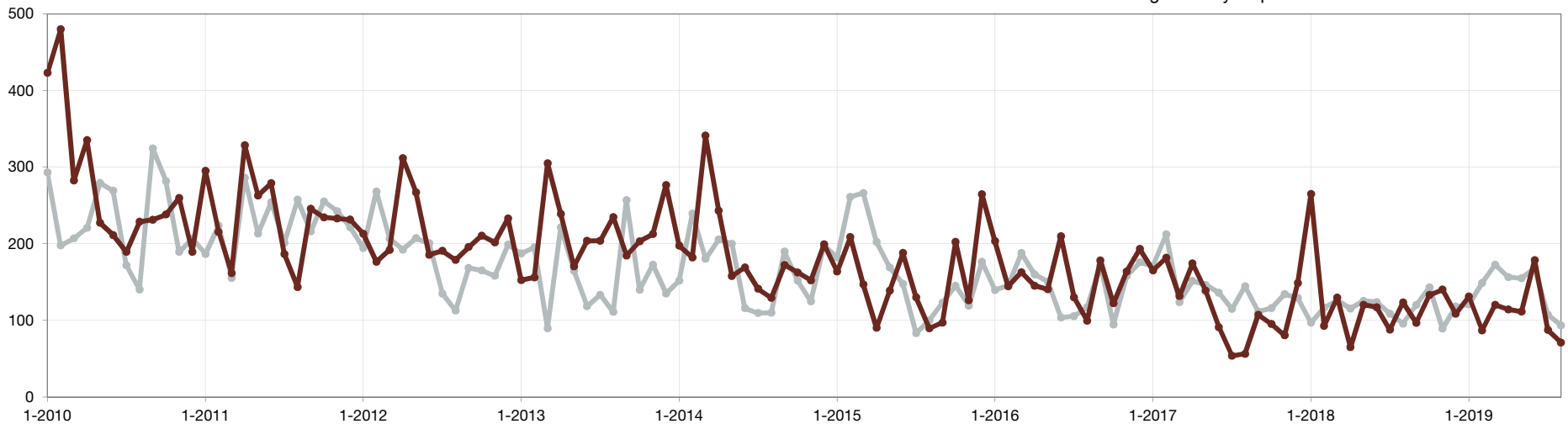
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2018	120	+8.1%	97	-9.3%
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	94	-2.1%	71	-42.3%
12-Month Avg*	116	+12.8%	111	+3.1%

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

Historical Days on Market Until Sale by Month

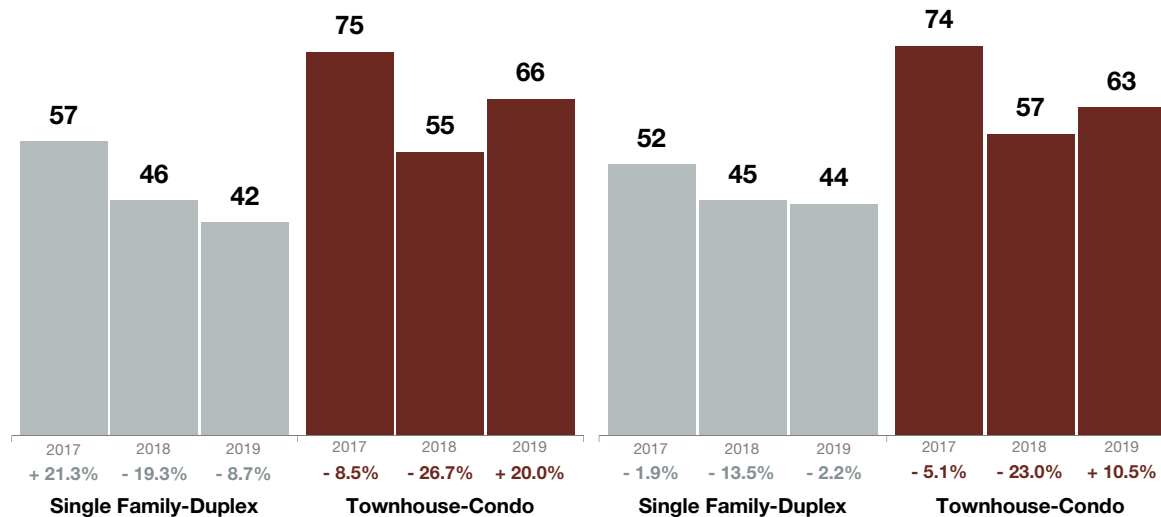


Housing Affordability Index



August

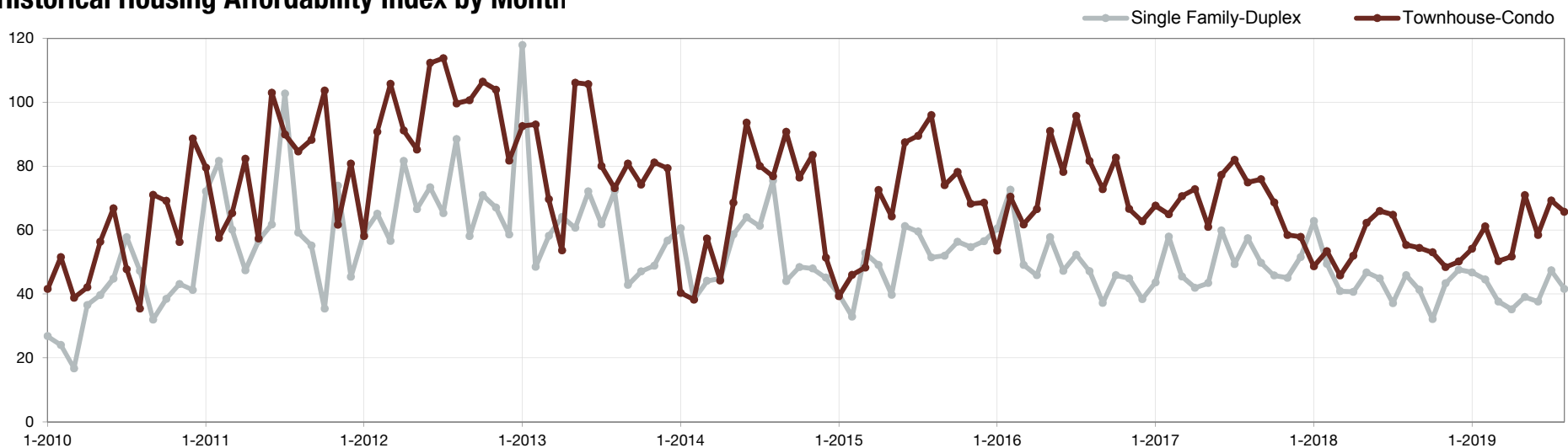
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2018	41	-18.0%	54	-28.9%
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	42	-8.7%	66	+20.0%
12-Month Avg*	41	-10.1%	47	+11.7%

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

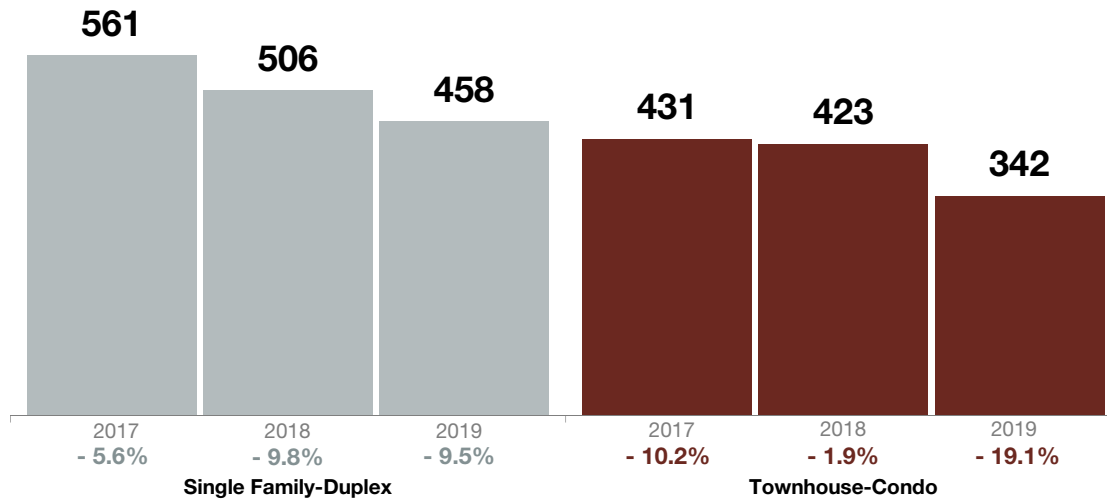
Historical Housing Affordability Index by Month



Inventory of Active Listings

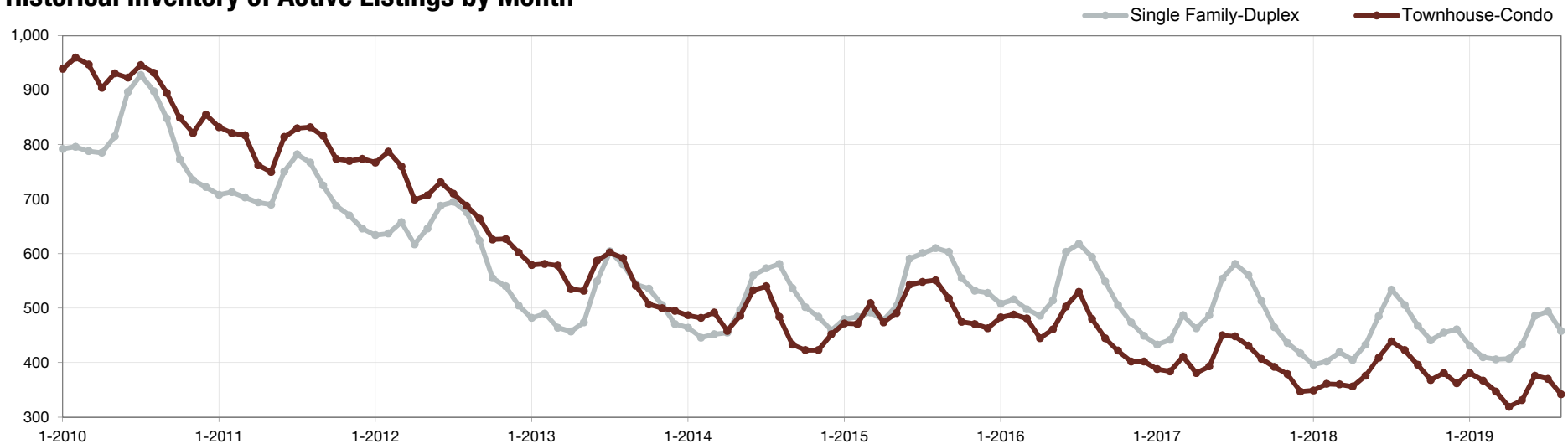


August



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2018	468	-8.8%	396	-2.7%
Oct-2018	441	-5.2%	368	-6.1%
Nov-2018	455	+4.4%	381	+0.5%
Dec-2018	461	+10.6%	362	+4.3%
Jan-2019	431	+8.8%	381	+9.2%
Feb-2019	410	+2.0%	367	+1.7%
Mar-2019	406	-3.1%	347	-3.6%
Apr-2019	407	+0.5%	319	-10.4%
May-2019	433	0.0%	331	-12.0%
Jun-2019	486	+0.2%	376	-8.1%
Jul-2019	494	-7.5%	370	-15.7%
Aug-2019	458	-9.5%	342	-19.1%
12-Month Avg	446	-1.1%	362	-5.6%

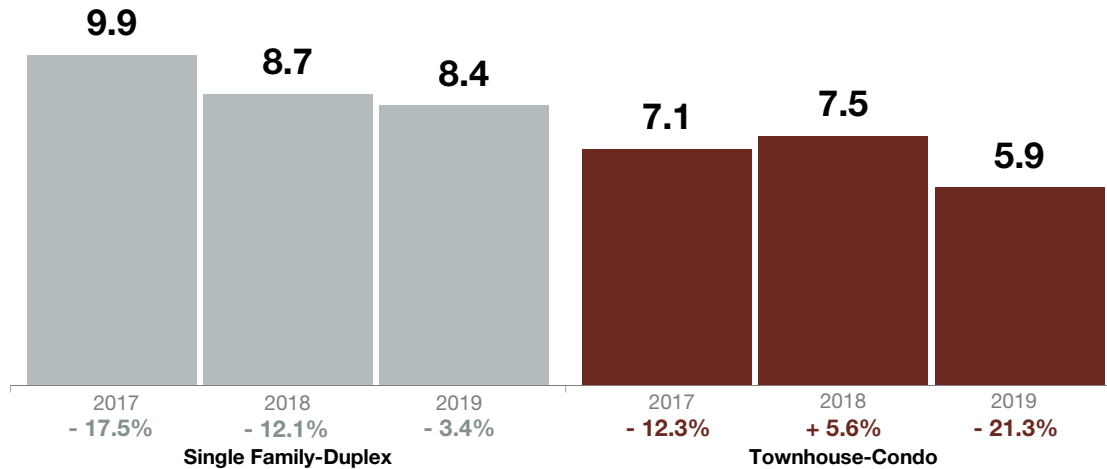
Historical Inventory of Active Listings by Month



Months Supply of Inventory



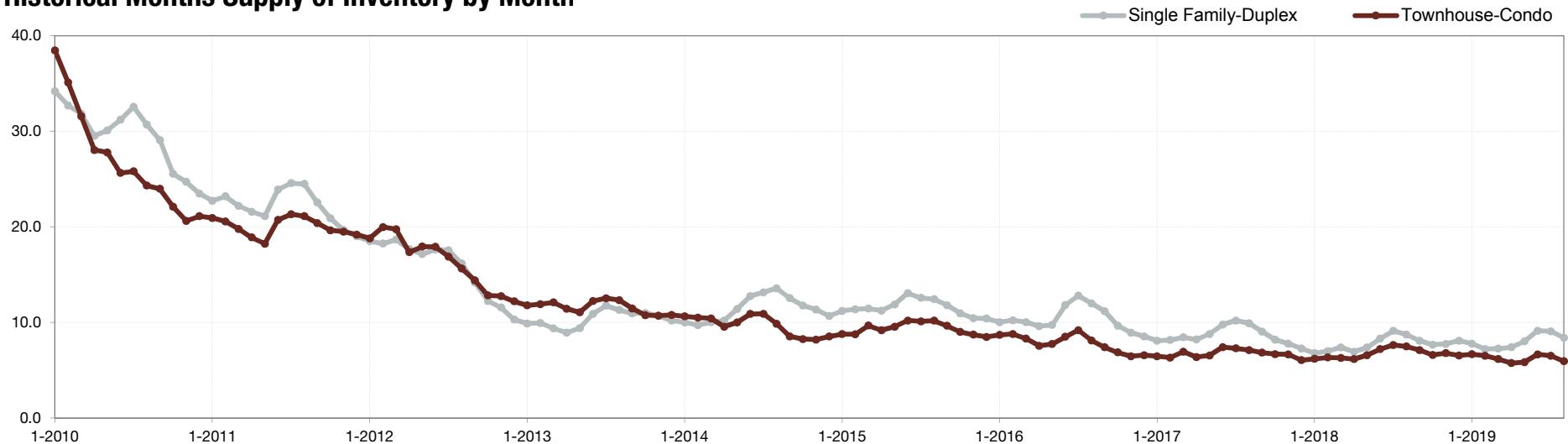
August



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2018	8.1	-10.0%	7.1	+4.4%
Oct-2018	7.7	-6.1%	6.6	-1.5%
Nov-2018	7.7	-1.3%	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	7.2	+2.9%	6.5	+3.2%
Mar-2019	7.3	-1.4%	6.2	-1.6%
Apr-2019	7.4	+7.2%	5.7	-8.1%
May-2019	8.0	+8.1%	5.8	-12.1%
Jun-2019	9.1	+9.6%	6.7	-6.9%
Jul-2019	9.1	0.0%	6.5	-14.5%
Aug-2019	8.4	-3.4%	5.9	-21.3%
12-Month Avg	8.0	+2.0%	6.4	-3.7%

* Months Supply for all properties from September 2018 through August 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	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		164	172	+ 4.9%	1,415	1,348	- 4.7%
Pending Sales		179	187	+ 4.5%	989	1,053	+ 6.5%
Closed Sales		124	135	+ 8.9%	865	861	- 0.5%
Median Sales Price		\$717,500	\$695,000	- 3.1%	\$663,500	\$693,000	+ 4.4%
Average Sales Price		\$1,018,654	\$1,357,722	+ 33.3%	\$1,247,560	\$1,228,258	- 1.5%
Pct. of List Price Received		97.1%	97.3%	+ 0.2%	96.5%	96.7%	+ 0.2%
Days on Market Until Sale		108	83	- 23.1%	113	124	+ 9.7%
Housing Affordability Index		47	54	+ 14.7%	51	54	+ 6.4%
Inventory of Active Listings		930	807	- 13.2%	--	--	--
Months Supply of Inventory		8.1	7.2	- 11.1%	--	--	--

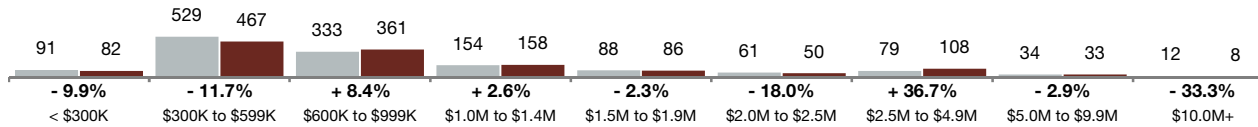
Closed Sales

Actual sales that have closed in a given month.



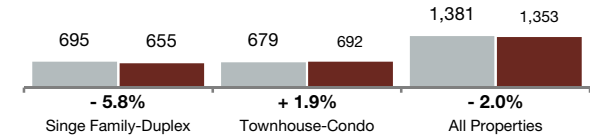
By Price Range – All Properties – Rolling 12 Months

■ 8-2018 ■ 8-2019



By Property Type

■ 8-2018 ■ 8-2019



Rolling 12 Months

Compared to Prior Month

Year to Date

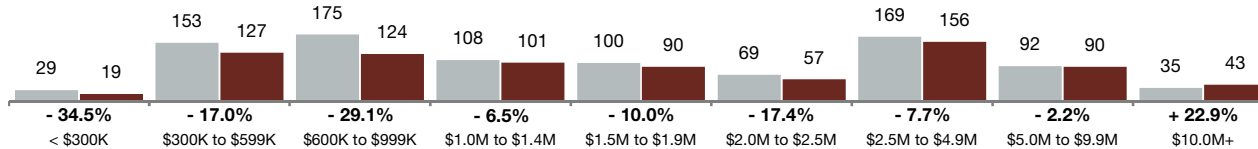
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change	7-2019	8-2019	Change	7-2019	8-2019	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	43	31	-27.9%	42	46	+9.5%	5	2	-60.0%	3	5	+66.7%	21	18	-14.3%	23	27	+17.4%
\$300,000 to \$599,999	215	173	-19.5%	313	293	-6.4%	21	20	-4.8%	33	30	-9.1%	135	109	-19.3%	198	200	+1.0%
\$600,000 to \$999,999	186	179	-3.8%	147	182	+23.8%	16	17	+6.3%	19	18	-5.3%	117	105	-10.3%	93	120	+29.0%
\$1,000,000 to \$1,499,999	99	91	-8.1%	55	67	+21.8%	11	12	+9.1%	6	3	-50.0%	67	59	-11.9%	33	40	+21.2%
\$1,500,000 to \$1,999,999	38	48	+26.3%	50	38	-24.0%	2	5	+150.0%	0	5	--	21	23	+9.5%	33	28	-15.2%
\$2,000,000 to \$2,499,999	37	34	-8.1%	24	16	-33.3%	5	2	-60.0%	1	2	+100.0%	21	24	+14.3%	18	13	-27.8%
\$2,500,000 to \$4,999,999	49	75	+53.1%	30	33	+10.0%	3	9	+200.0%	2	2	0.0%	27	47	+74.1%	18	20	+11.1%
\$5,000,000 to \$9,999,999	21	17	-19.0%	13	16	+23.1%	1	0	-100.0%	1	1	0.0%	15	11	-26.7%	11	8	-27.3%
\$10,000,000 and Above	7	7	0.0%	5	1	-80.0%	0	2	--	0	0	--	7	5	-28.6%	3	1	-66.7%
All Price Ranges	695	655	-5.8%	679	692	+1.9%	64	69	+7.8%	65	66	+1.5%	431	401	-7.0%	430	457	+6.3%

Inventory of Active Listings

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

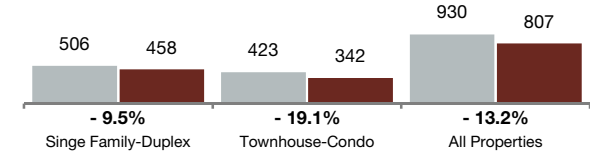
By Price Range – All Properties

■ 8-2018 ■ 8-2019



By Property Type

■ 8-2018 ■ 8-2019



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		
	8-2018	8-2019	Change	8-2018	8-2019	Change	7-2019	8-2019	Change	7-2019	8-2019	Change					
\$299,999 and Below	12	7	-41.7%	17	8	-52.9%	10	7	-30.0%	12	8	-33.3%					
\$300,000 to \$599,999	50	45	-10.0%	102	80	-21.6%	58	45	-22.4%	95	80	-15.8%					
\$600,000 to \$999,999	83	60	-27.7%	92	64	-30.4%	54	60	+11.1%	60	64	+6.7%					
\$1,000,000 to \$1,499,999	55	53	-3.6%	53	47	-11.3%	61	53	-13.1%	49	47	-4.1%					
\$1,500,000 to \$1,999,999	60	58	-3.3%	40	32	-20.0%	65	58	-10.8%	33	32	-3.0%					
\$2,000,000 to \$2,499,999	42	32	-23.8%	27	25	-7.4%	40	32	-20.0%	29	25	-13.8%					
\$2,500,000 to \$4,999,999	120	112	-6.7%	49	44	-10.2%	115	112	-2.6%	49	44	-10.2%					
\$5,000,000 to \$9,999,999	55	58	+5.5%	37	32	-13.5%	58	58	0.0%	33	32	-3.0%					
\$10,000,000 and Above	29	33	+13.8%	6	10	+66.7%	33	33	0.0%	10	10	0.0%					
All Price Ranges	506	458	-9.5%	423	342	-19.1%	494	458	-7.3%	370	342	-7.6%					

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.