

Monthly Indicators



June 2019

New Listings were up 16.8 percent for the Single Family-Duplex category and 5.5 percent for the Townhouse-Condo category. Pending Sales increased 60.9 percent for Single Family-Duplex but decreased 3.1 percent for Townhouse-Condo.

The Median Sales Price was up 23.2 percent to \$932,500 for the Single Family-Duplex category and 16.6 percent to \$600,500 for the Townhouse-Condo category. Days on Market increased 35.5 percent for single family homes and 55.6 percent for townhouse-condo properties.

In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.

Monthly Snapshot

- 12.2%	- 7.6%	+ 5.5%
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	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		119	139	+ 16.8%	498	471	- 5.4%
Pending Sales		46	74	+ 60.9%	323	339	+ 5.0%
Closed Sales		68	58	- 14.7%	314	268	- 14.6%
Median Sales Price		\$757,000	\$932,500	+ 23.2%	\$737,500	\$872,500	+ 18.3%
Average Sales Price		\$1,465,184	\$1,830,296	+ 24.9%	\$1,427,421	\$1,612,954	+ 13.0%
Pct. of List Price Received		96.6%	97.2%	+ 0.6%	96.4%	95.8%	- 0.6%
Days on Market Until Sale		124	168	+ 35.5%	118	157	+ 33.1%
Housing Affordability Index		45	38	- 15.6%	46	40	- 13.0%
Inventory of Active Listings		485	466	- 3.9%	--	--	--
Months Supply of Inventory		8.3	8.8	+ 6.0%	--	--	--

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.

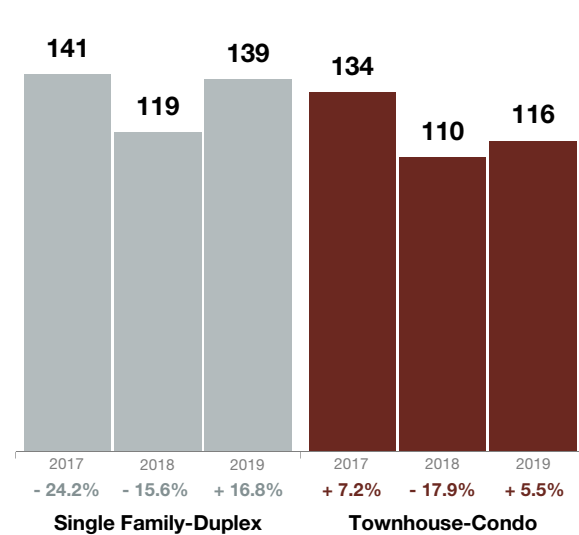


Key Metrics	Historical Sparkbars	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		110	116	+ 5.5%	515	491	- 4.7%
Pending Sales		65	63	- 3.1%	370	390	+ 5.4%
Closed Sales		62	57	- 8.1%	313	325	+ 3.8%
Median Sales Price		\$515,000	\$600,500	+ 16.6%	\$599,999	\$618,500	+ 3.1%
Avg. Sales Price		\$1,088,913	\$906,368	- 16.8%	\$1,192,294	\$996,095	- 16.5%
Pct. of List Price Received		96.6%	97.4%	+ 0.8%	96.2%	96.5%	+ 0.3%
Days on Market Until Sale		117	182	+ 55.6%	117	125	+ 6.8%
Affordability Index		66	58	- 12.1%	57	57	0.0%
Active Listings		409	355	- 13.2%	--	--	--
Months Supply		7.2	6.3	- 12.5%	--	--	--

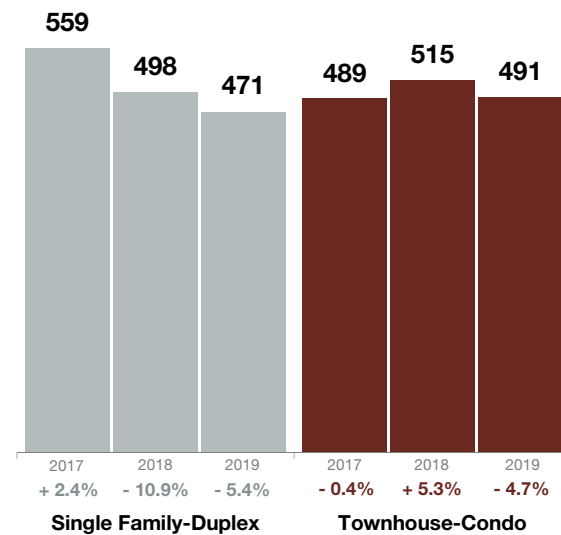
New Listings



June

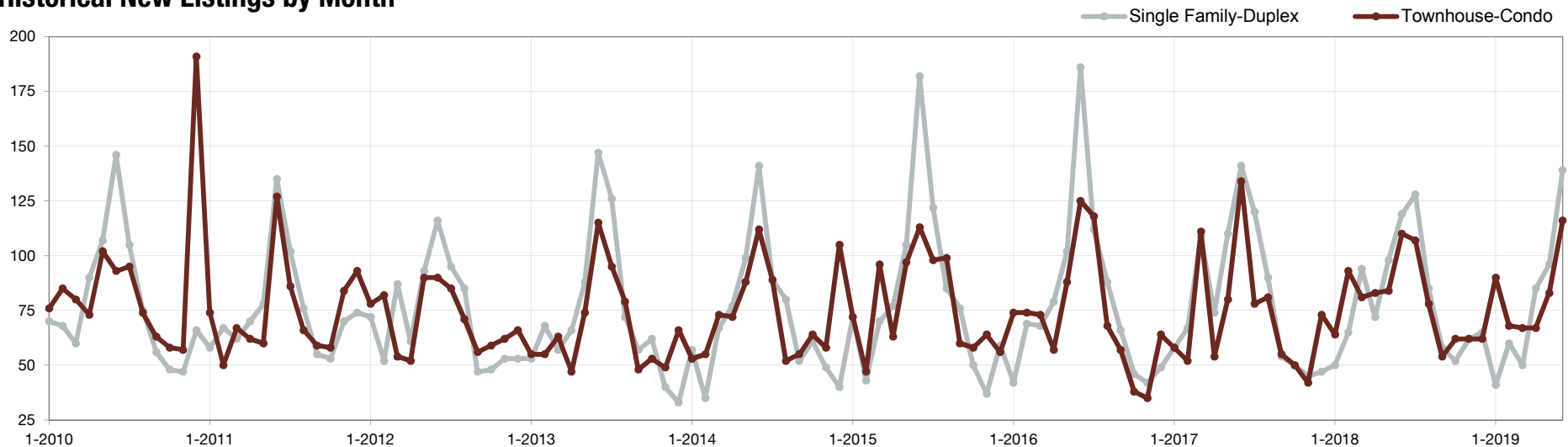


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	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	50	-46.8%	67	-17.3%
Apr-2019	85	+18.1%	67	-19.3%
May-2019	96	-2.0%	83	-1.2%
Jun-2019	139	+16.8%	116	+5.5%
12-Month Avg	77	+1.9%	76	+2.5%

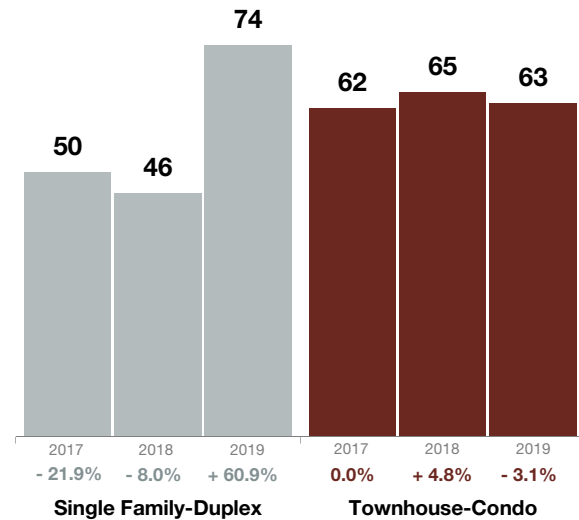
Historical New Listings by Month



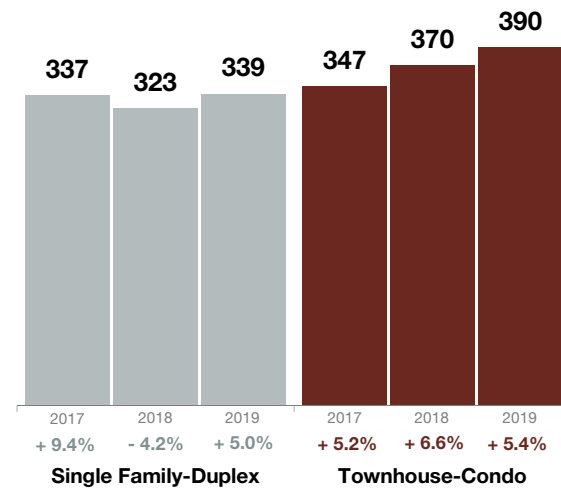
Pending Sales



June

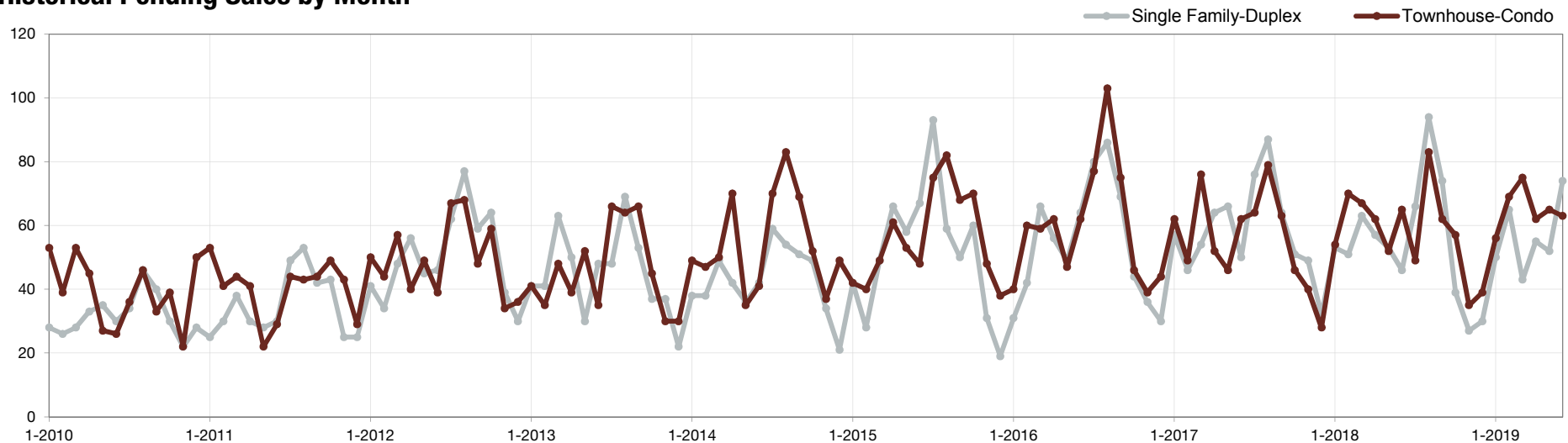


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	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%	69	-1.4%
Mar-2019	43	-31.7%	75	+11.9%
Apr-2019	55	-3.5%	62	0.0%
May-2019	52	-1.9%	65	+25.0%
Jun-2019	74	+60.9%	63	-3.1%
12-Month Avg	56	-1.9%	60	+3.6%

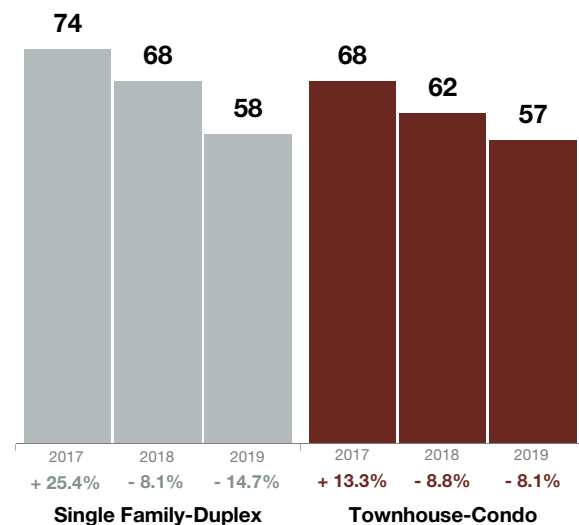
Historical Pending Sales by Month



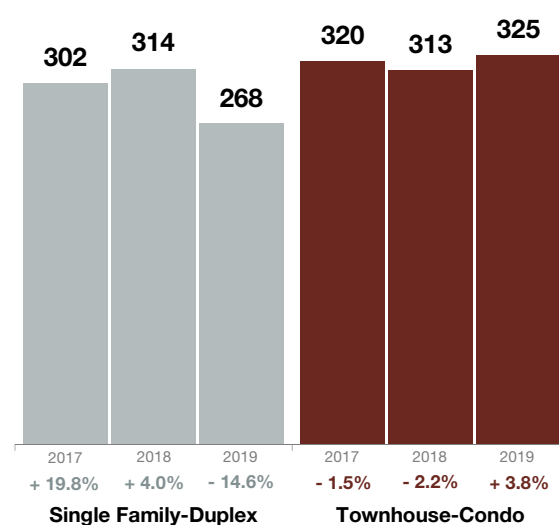
Closed Sales



June

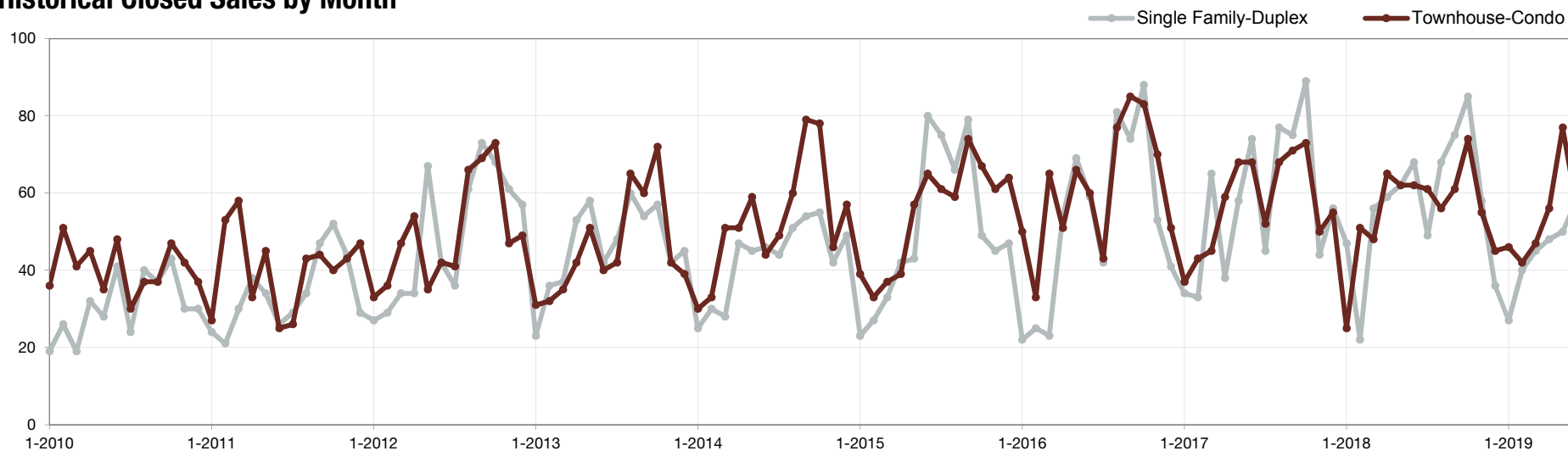


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	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%	57	-8.1%
12-Month Avg	53	-8.7%	56	-0.7%

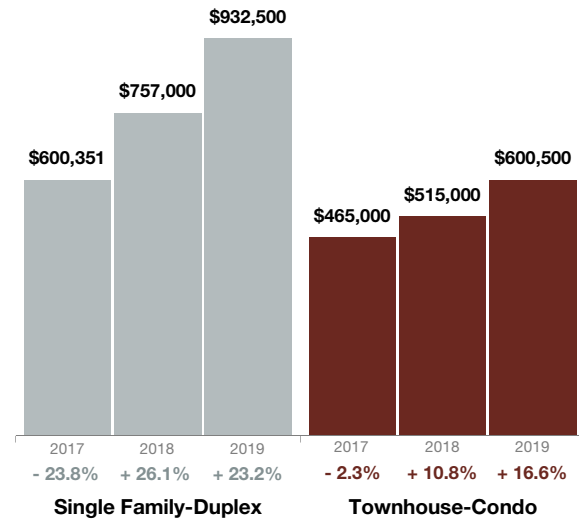
Historical Closed Sales by Month



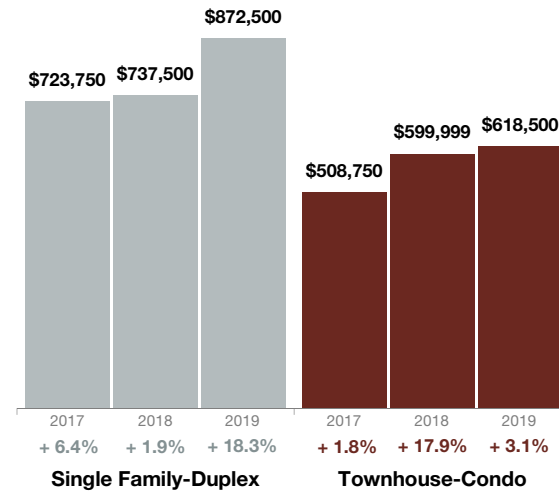
Median Sales Price



June



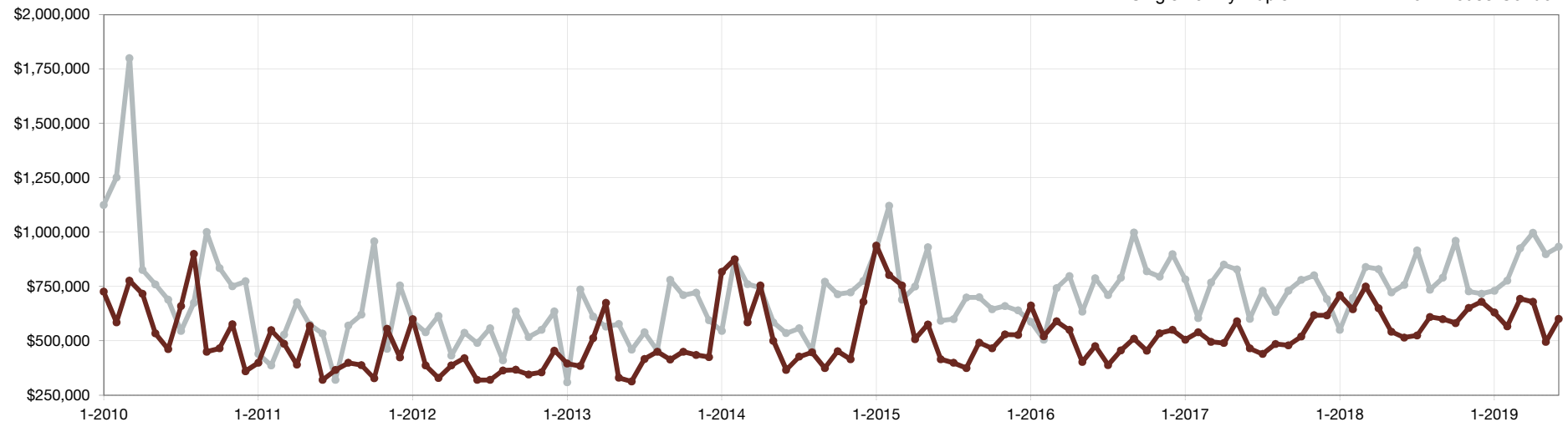
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$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%	\$600,500	+16.6%
12-Month Avg*	\$850,000	+15.9%	\$610,000	+11.0%

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

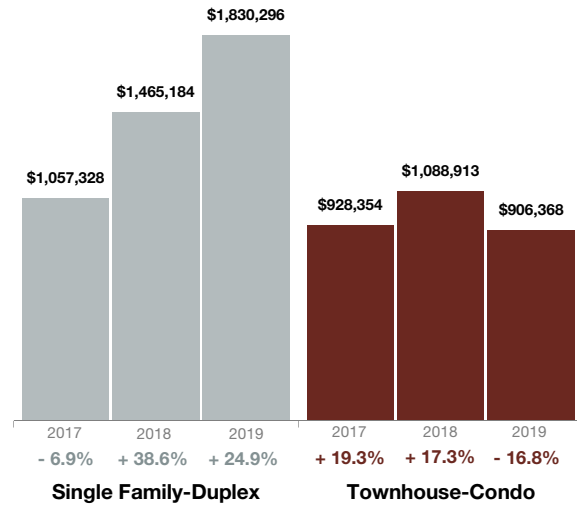
Historical Median Sales Price by Month



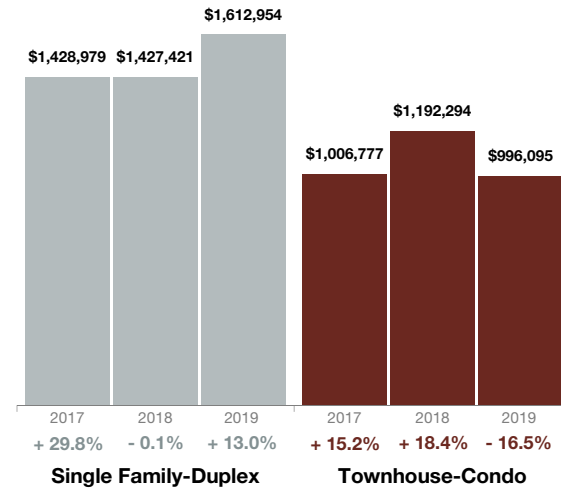
Average Sales Price



June



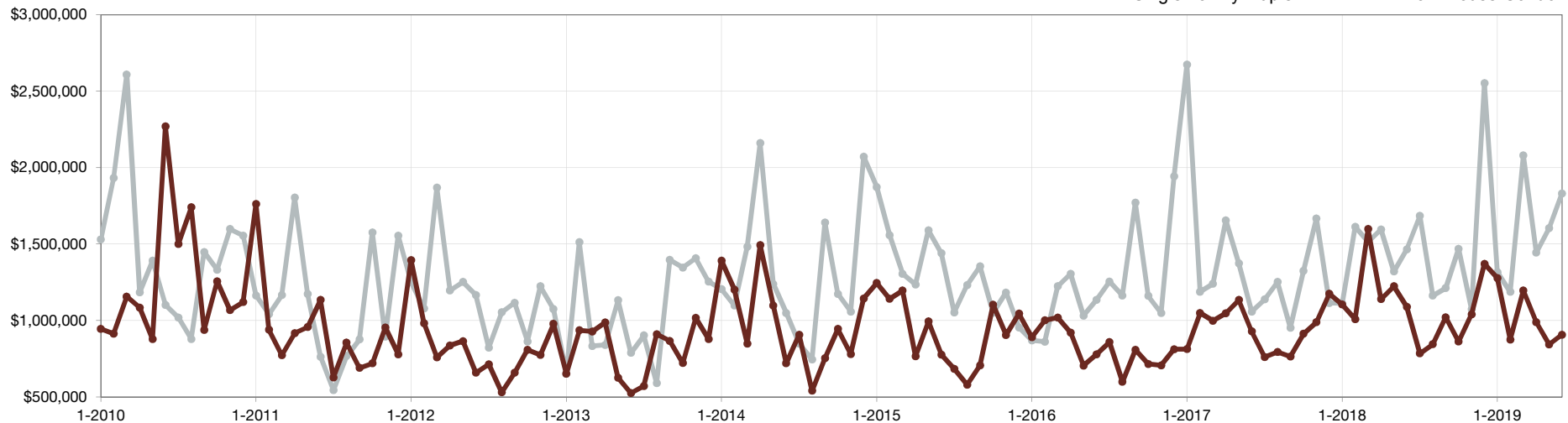
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$1,021,188	+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%	\$843,806	-31.0%
Jun-2019	\$1,830,296	+24.9%	\$906,368	-16.8%
12-Month Avg*	\$1,508,225	+14.7%	\$980,576	-4.7%

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

Historical Average Sales Price by Month

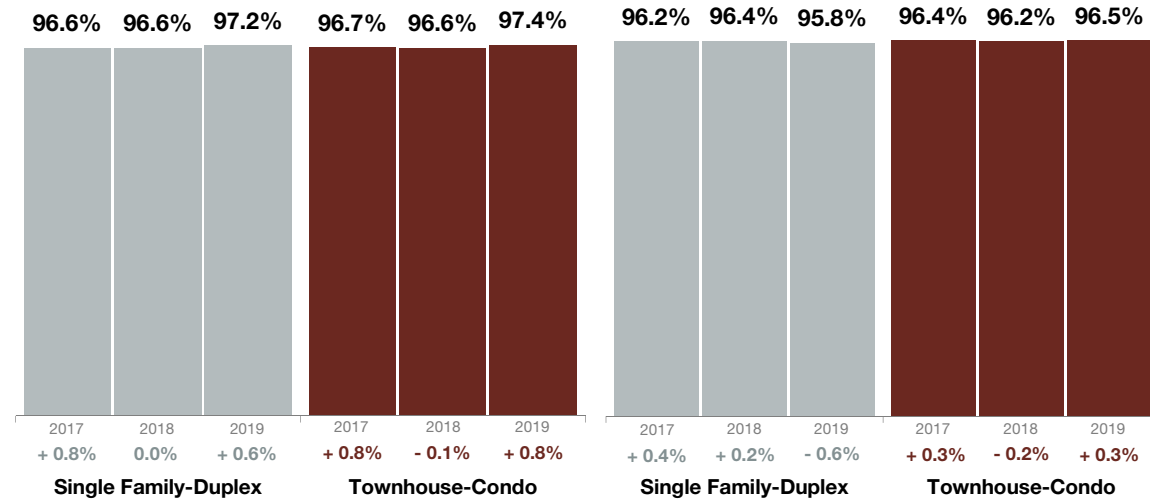


Percent of List Price Received



June

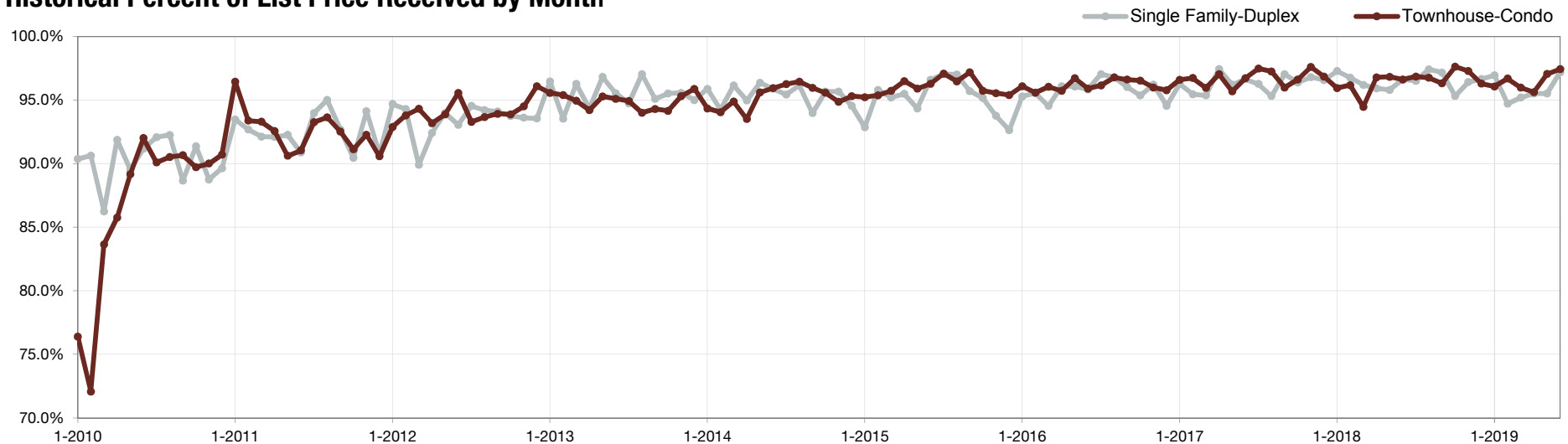
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	96.1%	+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%	97.4%	+0.8%
12-Month Avg*	96.2%	-0.1%	96.7%	+0.1%

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

Historical Percent of List Price Received by Month

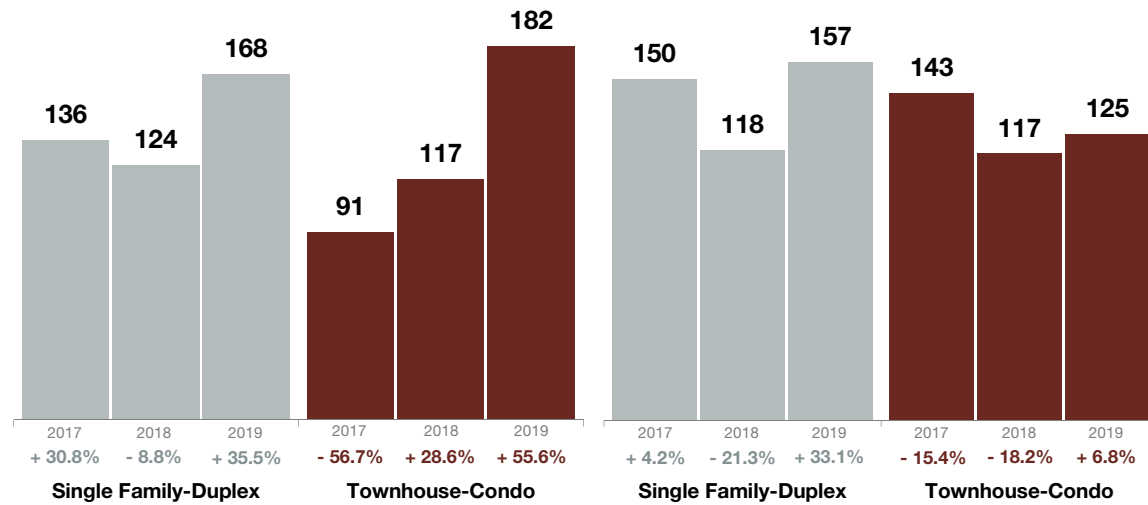


Days on Market Until Sale



June

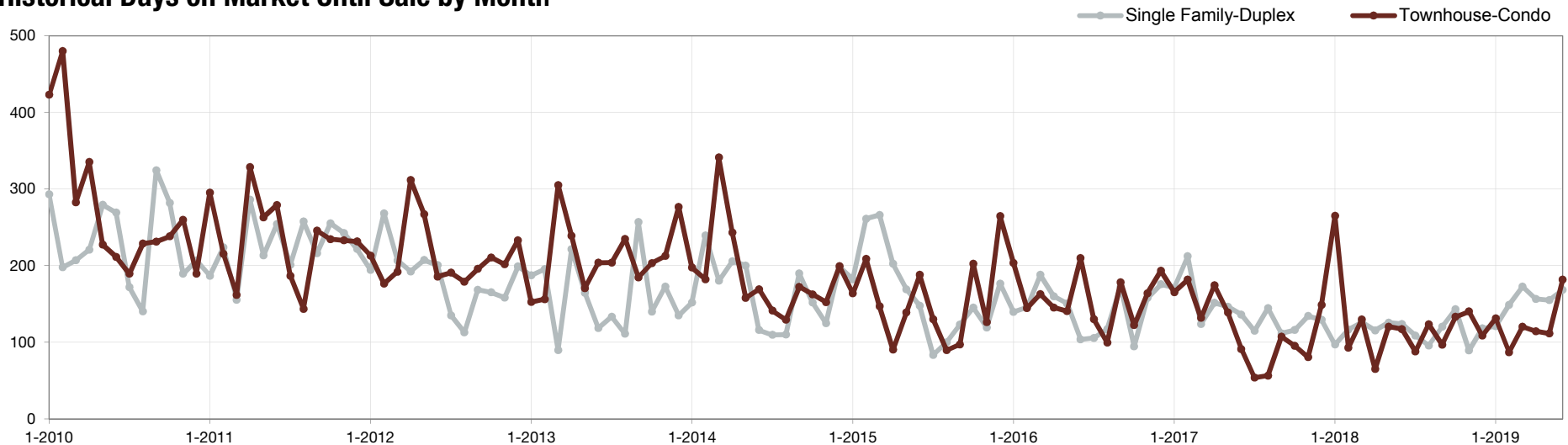
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	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%	182	+55.6%
12-Month Avg*	122	+8.4%	103	+17.1%

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

Historical Days on Market Until Sale by Month

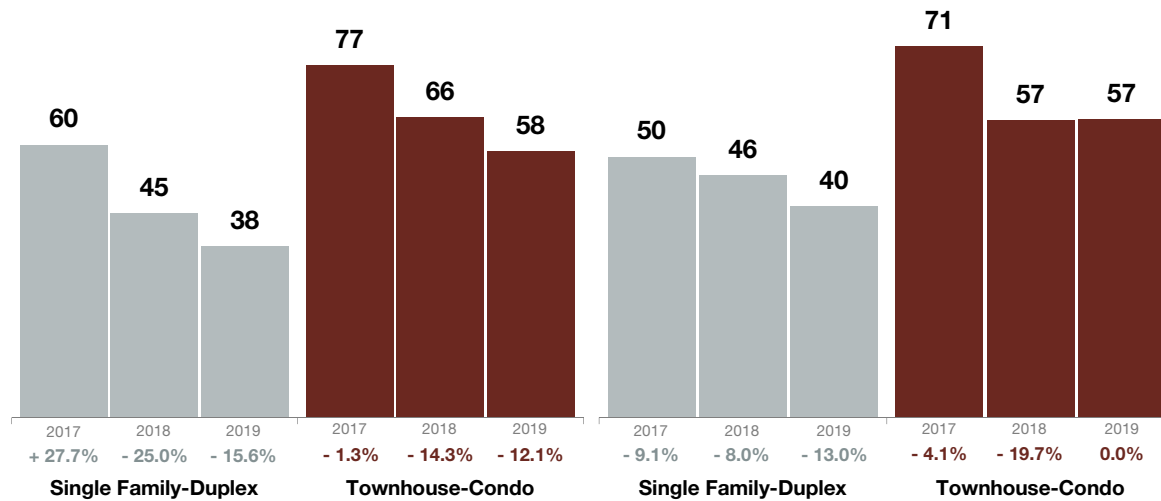


Housing Affordability Index



June

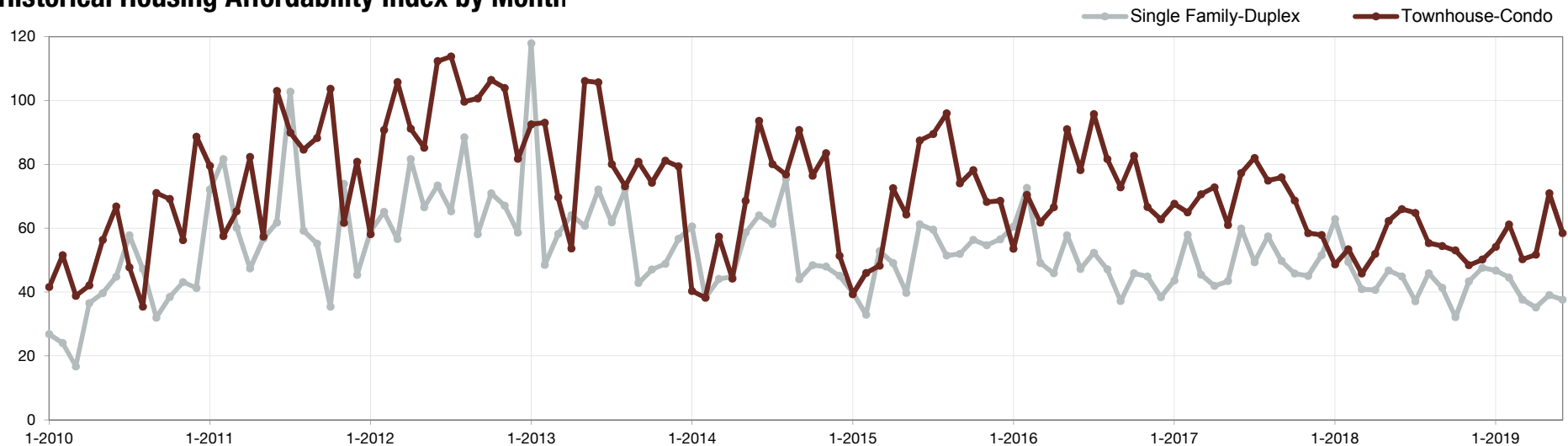
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	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%
12-Month Avg*	41	-22.0%	49	-6.7%

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

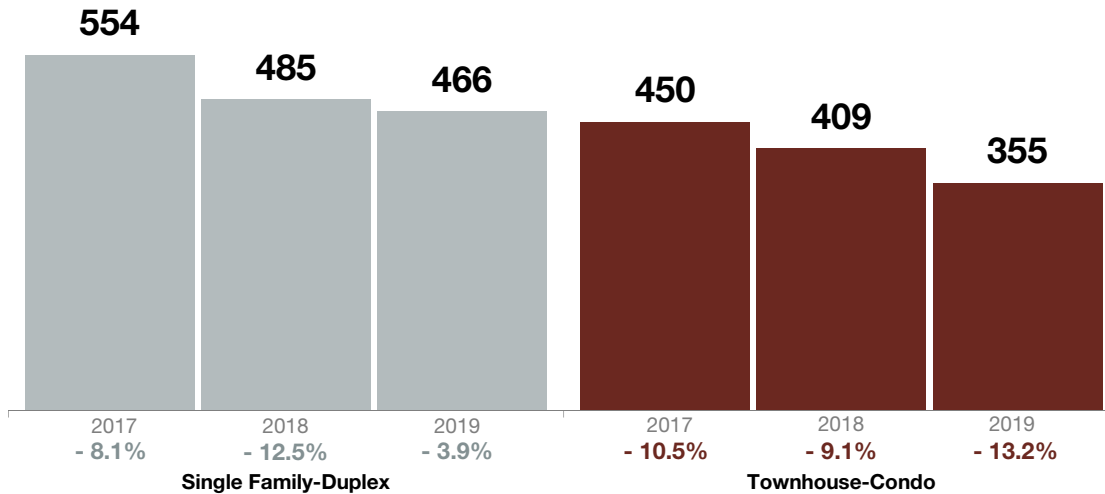
Historical Housing Affordability Index by Month



Inventory of Active Listings

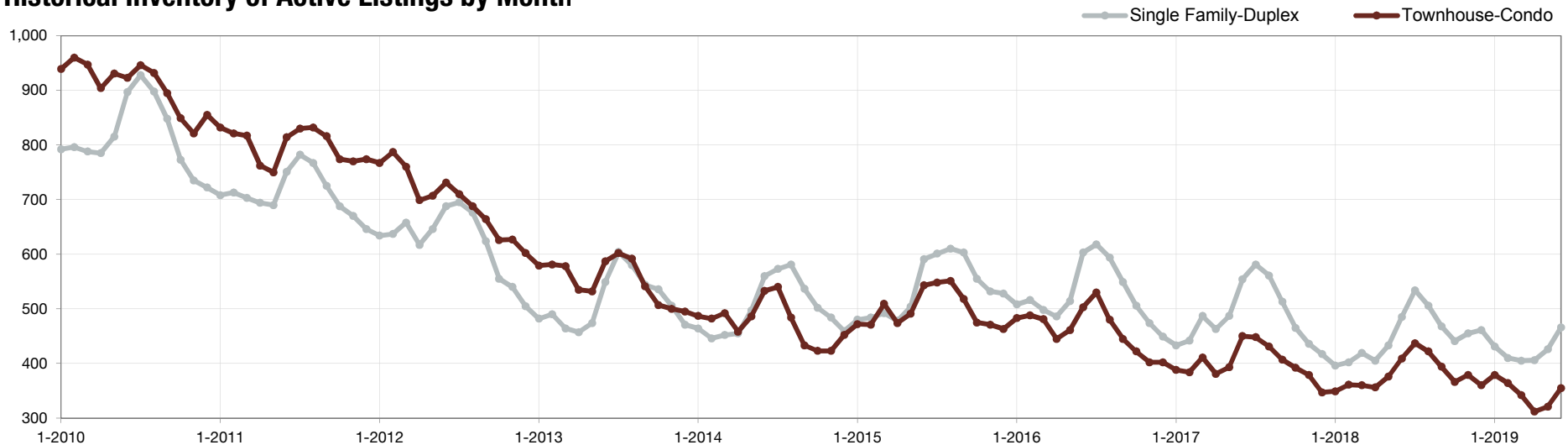


June



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	534	-8.1%	437	-2.5%
Aug-2018	506	-9.8%	422	-2.1%
Sep-2018	468	-8.8%	394	-3.2%
Oct-2018	441	-5.2%	366	-6.6%
Nov-2018	455	+4.4%	379	0.0%
Dec-2018	461	+10.6%	360	+3.7%
Jan-2019	431	+8.8%	379	+8.6%
Feb-2019	410	+2.0%	364	+0.8%
Mar-2019	405	-3.3%	342	-5.0%
Apr-2019	406	+0.2%	312	-12.4%
May-2019	426	-1.6%	321	-14.6%
Jun-2019	466	-3.9%	355	-13.2%
12-Month Avg	451	-1.9%	369	-4.0%

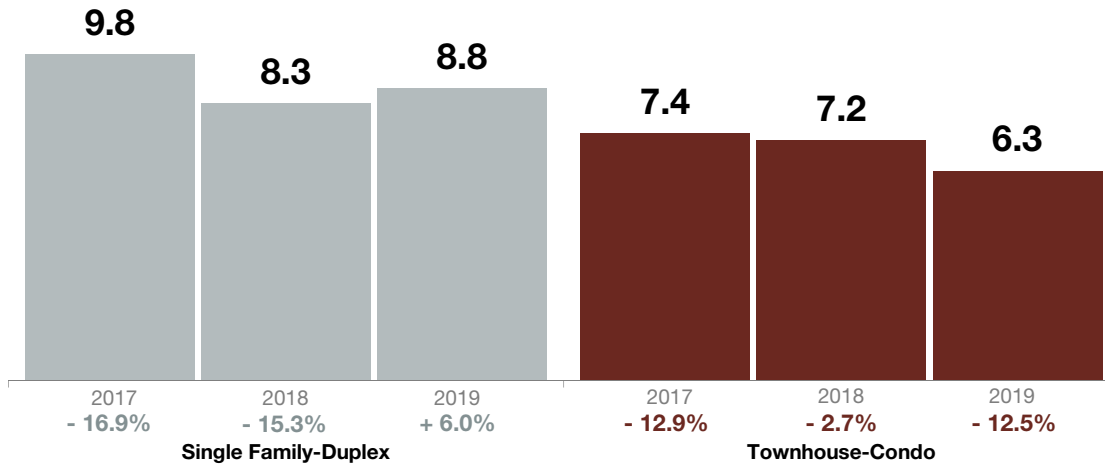
Historical Inventory of Active Listings by Month



Months Supply of Inventory



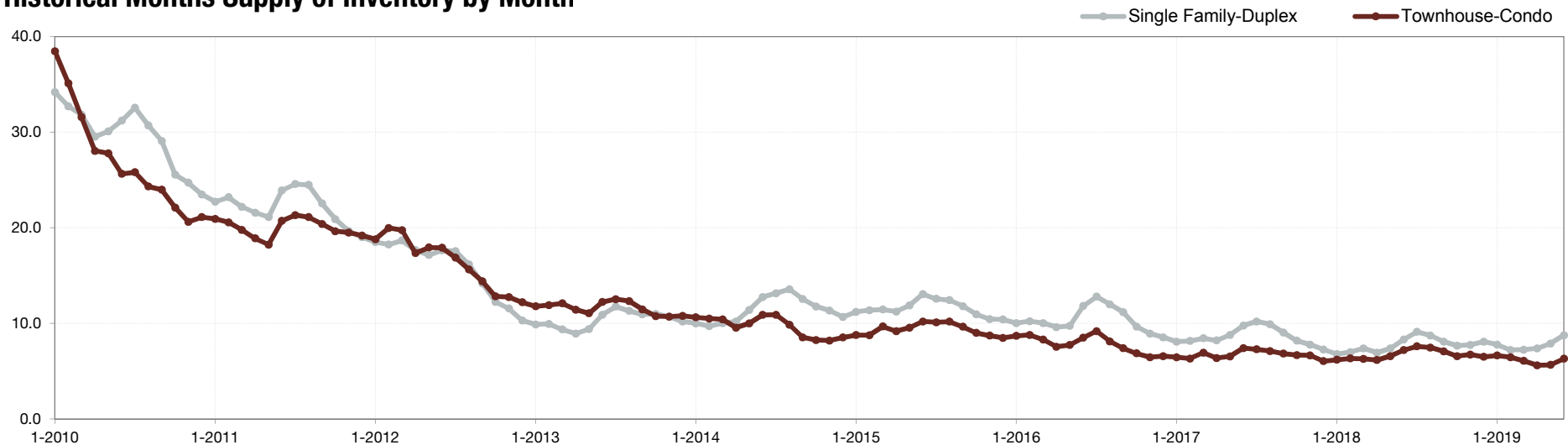
June



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	9.1	-10.8%	7.6	+4.1%
Aug-2018	8.7	-12.1%	7.5	+5.6%
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%	6.7	+1.5%
Dec-2018	8.1	+11.0%	6.5	+8.3%
Jan-2019	7.8	+14.7%	6.6	+6.5%
Feb-2019	7.2	+2.9%	6.5	+3.2%
Mar-2019	7.2	-2.7%	6.1	-3.2%
Apr-2019	7.4	+7.2%	5.6	-9.7%
May-2019	7.9	+6.8%	5.6	-15.2%
Jun-2019	8.8	+6.0%	6.3	-12.5%
12-Month Avg	8.0	-0.5%	6.6	-0.8%

* Months Supply for all properties from July 2018 through June 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	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		229	256	+ 11.8%	1,016	969	- 4.6%
Pending Sales		111	138	+ 24.3%	696	732	+ 5.2%
Closed Sales		131	115	- 12.2%	631	596	- 5.5%
Median Sales Price		\$659,000	\$695,000	+ 5.5%	\$652,500	\$718,750	+ 10.2%
Average Sales Price		\$1,276,985	\$1,372,349	+ 7.5%	\$1,303,275	\$1,269,969	- 2.6%
Pct. of List Price Received		96.6%	97.3%	+ 0.7%	96.3%	96.3%	0.0%
Days on Market Until Sale		120	175	+ 45.8%	117	139	+ 18.8%
Housing Affordability Index		52	51	- 2.0%	52	49	- 6.2%
Inventory of Active Listings		895	827	- 7.6%	--	--	--
Months Supply of Inventory		7.7	7.5	- 2.6%	--	--	--

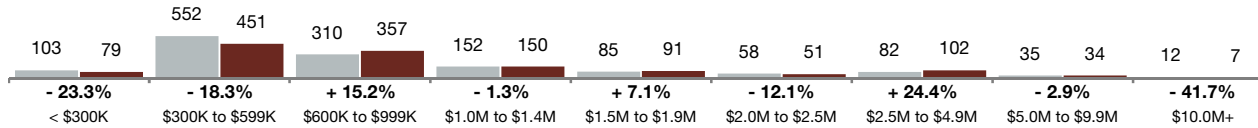
Closed Sales

Actual sales that have closed in a given month.



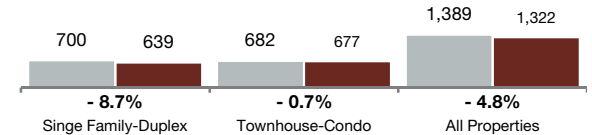
By Price Range – All Properties – Rolling 12 Months

■ 6-2018 ■ 6-2019



By Property Type

■ 6-2018 ■ 6-2019



Rolling 12 Months

By Price Range	Single Family-Duplex			Townhouse-Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$299,999 and Below	48	29	-39.6%	49	45	-8.2%
\$300,000 to \$599,999	226	164	-27.4%	325	286	-12.0%
\$600,000 to \$999,999	180	181	+0.6%	130	176	+35.4%
\$1,000,000 to \$1,499,999	99	83	-16.2%	53	67	+26.4%
\$1,500,000 to \$1,999,999	32	53	+65.6%	53	38	-28.3%
\$2,000,000 to \$2,499,999	36	33	-8.3%	22	18	-18.2%
\$2,500,000 to \$4,999,999	50	71	+42.0%	32	31	-3.1%
\$5,000,000 to \$9,999,999	22	19	-13.6%	13	15	+15.4%
\$10,000,000 and Above	7	6	-14.3%	5	1	-80.0%
All Price Ranges	700	639	-8.7%	682	677	-0.7%

Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	5-2019	6-2019	Change	5-2019	6-2019	Change
1	1	1	0.0%	4	3	-25.0%
14	16	16	+14.3%	40	23	-42.5%
11	14	14	+27.3%	14	17	+21.4%
6	7	7	+16.7%	5	6	+20.0%
5	0	0	-100.0%	6	2	-66.7%
3	4	4	+33.3%	3	2	-33.3%
8	13	13	+62.5%	5	4	-20.0%
2	2	2	0.0%	0	0	--
0	1	1	--	0	0	--
	50	58	+16.0%	77	57	-26.0%

Year to Date

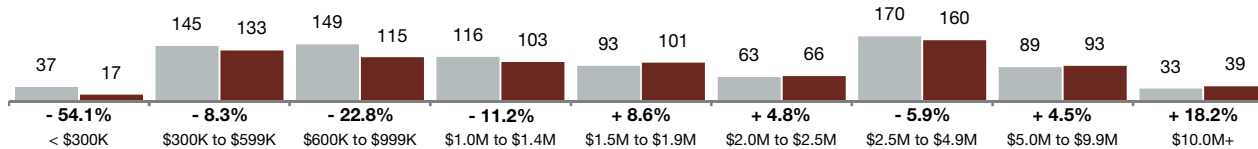
	Single Family-Duplex			Townhouse-Condo		
	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
16	11	11	-31.3%	16	19	+18.8%
103	68	68	-34.0%	141	136	-3.5%
82	72	72	-12.2%	62	83	+33.9%
52	36	36	-30.8%	24	31	+29.2%
9	16	16	+77.8%	28	23	-17.9%
15	17	17	+13.3%	13	10	-23.1%
19	35	35	+84.2%	16	16	0.0%
12	10	10	-16.7%	10	6	-40.0%
6	3	3	-50.0%	3	1	-66.7%
	314	268	-14.6%	313	325	+3.8%

Inventory of Active Listings

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

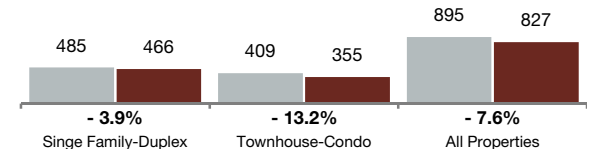
By Price Range – All Properties

■ 6-2018 ■ 6-2019



By Property Type

■ 6-2018 ■ 6-2019



Year over Year

By Price Range	Single Family-Duplex			Townhouse-Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$299,999 and Below	14	7	-50.0%	23	7	-69.6%
\$300,000 to \$599,999	40	49	+22.5%	104	81	-22.1%
\$600,000 to \$999,999	73	54	-26.0%	76	61	-19.7%
\$1,000,000 to \$1,499,999	62	60	-3.2%	54	43	-20.4%
\$1,500,000 to \$1,999,999	53	62	+17.0%	40	39	-2.5%
\$2,000,000 to \$2,499,999	40	40	0.0%	23	26	+13.0%
\$2,500,000 to \$4,999,999	123	108	-12.2%	47	52	+10.6%
\$5,000,000 to \$9,999,999	53	56	+5.7%	36	37	+2.8%
\$10,000,000 and Above	27	30	+11.1%	6	9	+50.0%
All Price Ranges	485	466	-3.9%	409	355	-13.2%

Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	5-2019	6-2019	Change	5-2019	6-2019	Change
10	7	7	-30.0%	6	7	+16.7%
46	49	49	+6.5%	63	81	+28.6%
56	54	54	-3.6%	65	61	-6.2%
55	60	60	+9.1%	40	43	+7.5%
46	62	62	+34.8%	35	39	+11.4%
36	40	40	+11.1%	21	26	+23.8%
100	108	108	+8.0%	48	52	+8.3%
51	56	56	+9.8%	35	37	+5.7%
26	30	30	+15.4%	8	9	+12.5%
	426	466	+9.4%	321	355	+10.6%

Year to Date

Single Family-Duplex	Townhouse-Condo
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.