

Monthly Indicators



April 2017

New Listings were down 8.9 percent for the Single Family-Duplex category and 3.5 percent for the Townhouse-Condo category. Pending Sales increased 26.8 percent for Single Family-Duplex but decreased 9.7 percent for Townhouse-Condo.

The Median Sales Price was up 6.5 percent to \$850,000 for the Single Family-Duplex category but decreased 10.9 percent to \$490,000 for the Townhouse-Condo category. Days on Market decreased 5.6 percent for Single Family-Duplex but increased 24.1 percent for Townhouse-Condo.

Although there is a mounting amount of buyer competition during the annual spring market cycle, buyer demand has not abated, nor is it expected to in the immediate future unless something unpredictable occurs. While strong demand is generally considered a good problem to have, it creates an affordability issue for some buyers, especially first-time buyers. And yet, prices will continue to rise amidst strong demand.

Monthly Snapshot

- 9.5% **- 22.1%** **+ 3.1%**

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
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Residential real estate activity in Vail Board of REALTORS® MLS, comprised 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	4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		79	72	- 8.9%	258	305	+ 18.2%
Pending Sales		56	71	+ 26.8%	195	235	+ 20.5%
Closed Sales		54	38	- 29.6%	124	170	+ 37.1%
Median Sales Price		\$797,900	\$850,000	+ 6.5%	\$626,500	\$762,500	+ 21.7%
Avg. Sales Price		\$1,305,353	\$1,654,329	+ 26.7%	\$1,123,340	\$1,609,303	+ 43.3%
Pct. of List Price Received		96.1%	97.4%	+ 1.4%	95.5%	96.0%	+ 0.5%
Days on Market		160	151	- 5.6%	159	157	- 1.3%
Affordability Index		46	42	- 8.7%	58	47	- 19.0%
Active Listings		485	402	- 17.1%	--	--	--
Months Supply		9.6	7.1	- 26.0%	--	--	--

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.

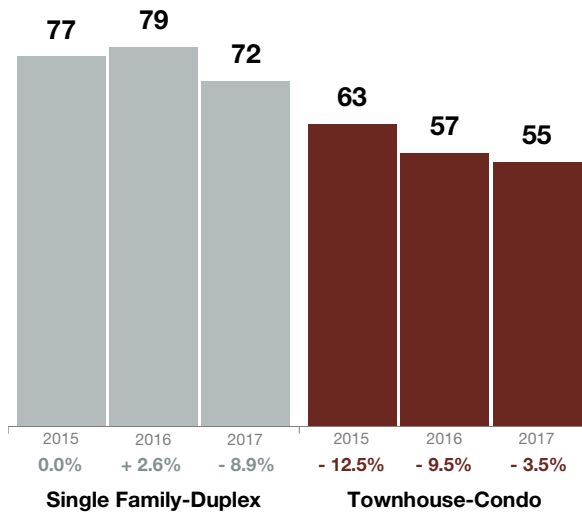


Key Metrics	Historical Sparkbars	4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		57	55	- 3.5%	278	276	- 0.7%
Pending Sales		62	56	- 9.7%	221	245	+ 10.9%
Closed Sales		51	57	+ 11.8%	199	182	- 8.5%
Median Sales Price		\$550,000	\$490,000	- 10.9%	\$590,000	\$502,500	- 14.8%
Avg. Sales Price		\$921,096	\$1,070,334	+ 16.2%	\$958,700	\$995,230	+ 3.8%
Pct. of List Price Received		95.7%	96.9%	+ 1.3%	95.9%	96.6%	+ 0.7%
Days on Market		145	180	+ 24.1%	166	165	- 0.6%
Affordability Index		67	73	+ 9.0%	62	71	+ 14.5%
Active Listings		445	321	- 27.9%	--	--	--
Months Supply		7.6	5.4	- 28.9%	--	--	--

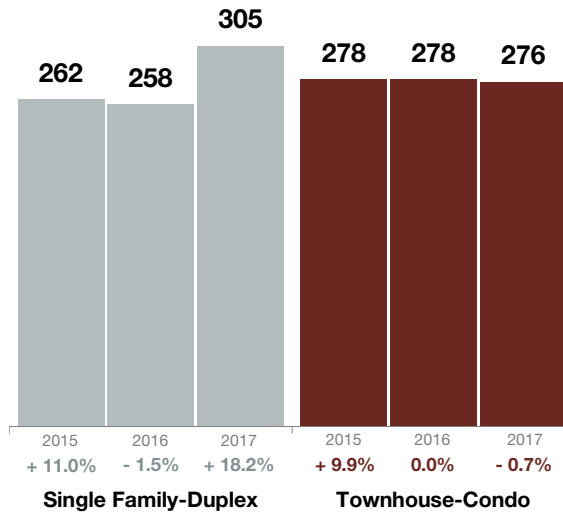
New Listings



April

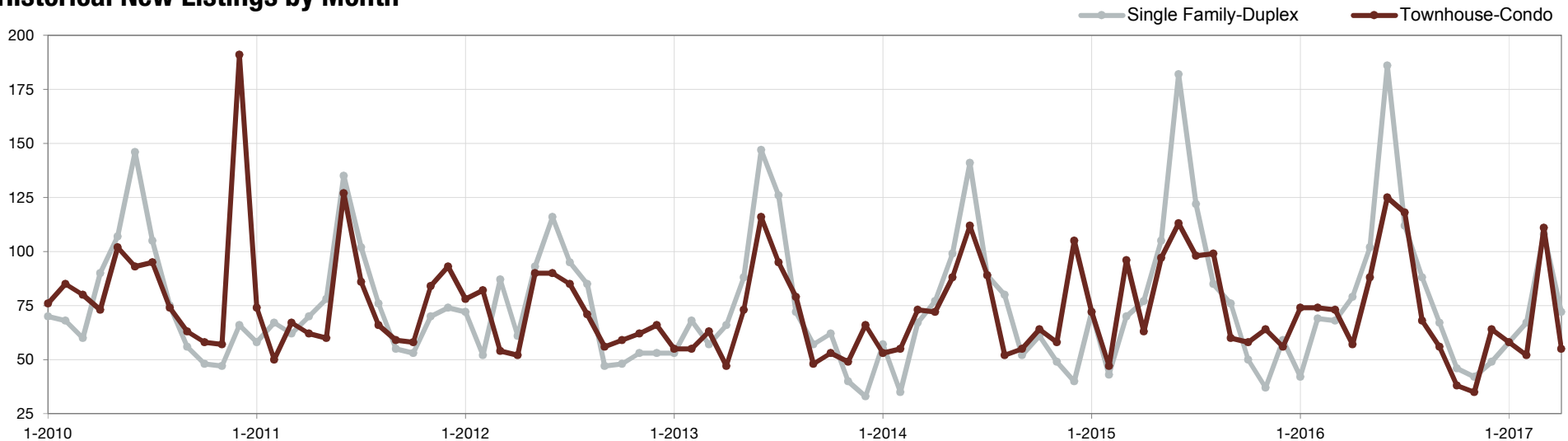


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2016	102	-2.9%	88	-9.3%
Jun-2016	186	+2.2%	125	+10.6%
Jul-2016	112	-8.2%	118	+20.4%
Aug-2016	88	+3.5%	68	-31.3%
Sep-2016	67	-11.8%	56	-6.7%
Oct-2016	46	-8.0%	38	-34.5%
Nov-2016	42	+13.5%	35	-45.3%
Dec-2016	49	-16.9%	64	+14.3%
Jan-2017	58	+38.1%	58	-21.6%
Feb-2017	67	-2.9%	52	-29.7%
Mar-2017	108	+58.8%	111	+52.1%
Apr-2017	72	-8.9%	55	-3.5%
12-Month Avg	83	+2.4%	72	-6.0%

Historical New Listings by Month

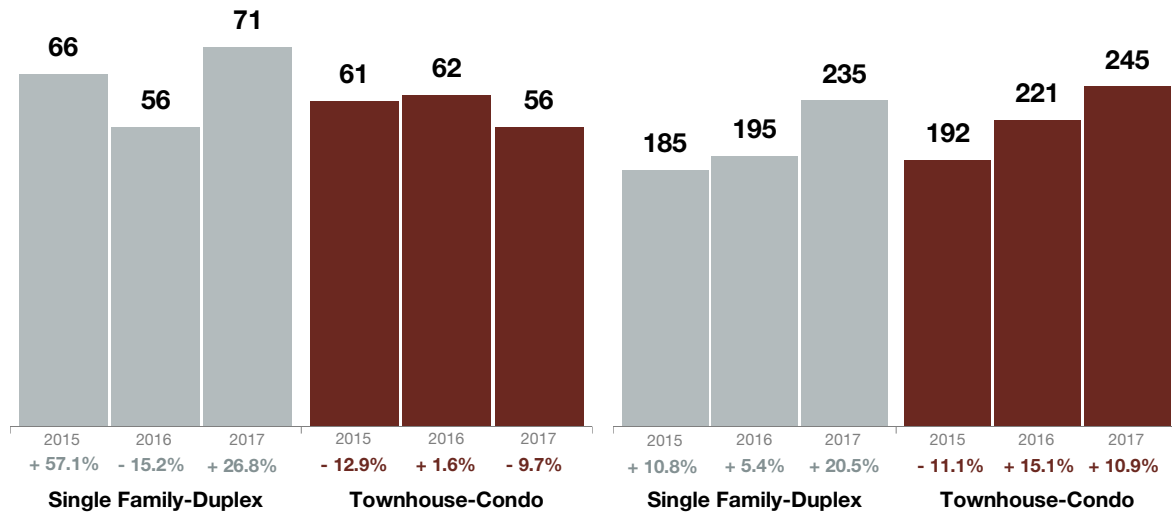


Pending Sales



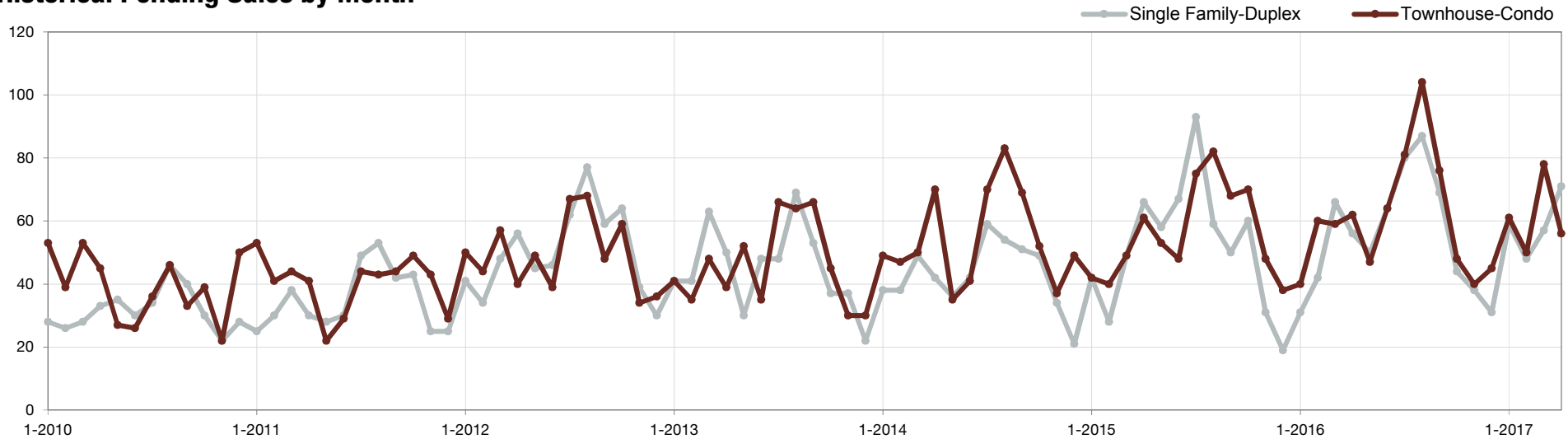
April

Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2016	50	-13.8%	47	-11.3%
Jun-2016	64	-4.5%	64	+33.3%
Jul-2016	80	-14.0%	81	+8.0%
Aug-2016	87	+47.5%	104	+26.8%
Sep-2016	69	+38.0%	76	+11.8%
Oct-2016	44	-26.7%	48	-31.4%
Nov-2016	38	+22.6%	40	-16.7%
Dec-2016	31	+63.2%	45	+18.4%
Jan-2017	59	+90.3%	61	+52.5%
Feb-2017	48	+14.3%	50	-16.7%
Mar-2017	57	-13.6%	78	+32.2%
Apr-2017	71	+26.8%	56	-9.7%
12-Month Avg	58	+10.4%	63	+6.7%

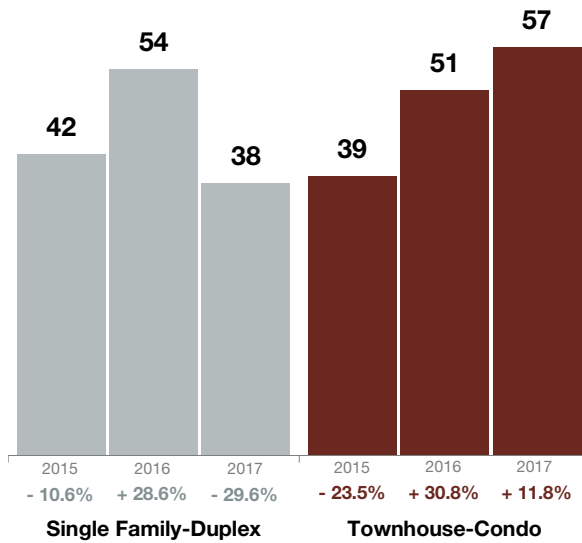
Historical Pending Sales by Month



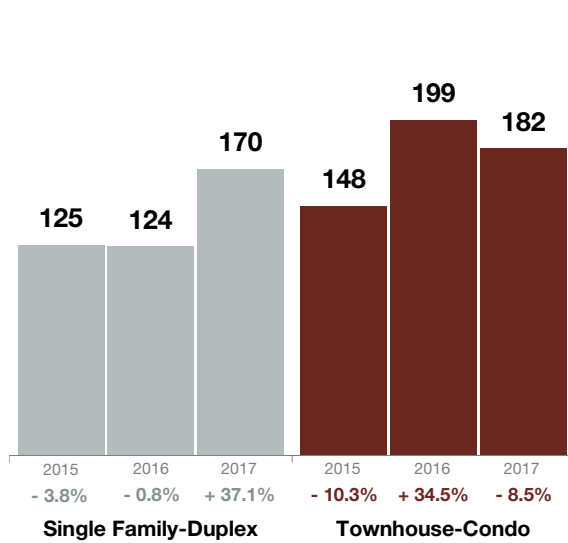
Closed Sales



April

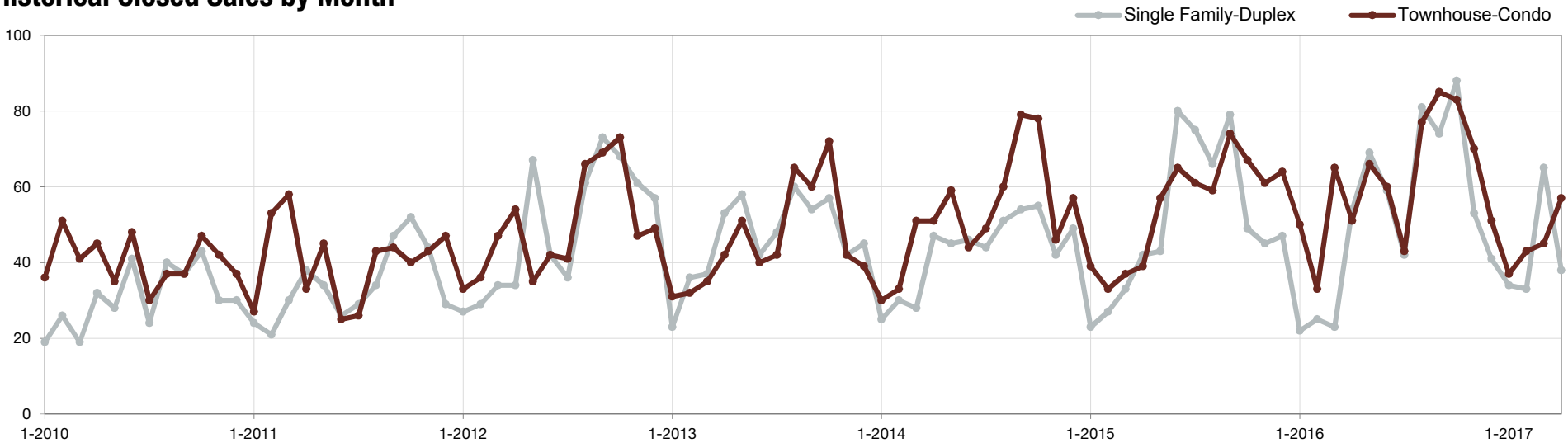


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2016	69	+60.5%	66	+15.8%
Jun-2016	59	-26.3%	60	-7.7%
Jul-2016	42	-44.0%	43	-29.5%
Aug-2016	81	+22.7%	77	+30.5%
Sep-2016	74	-6.3%	85	+14.9%
Oct-2016	88	+79.6%	83	+23.9%
Nov-2016	53	+17.8%	70	+14.8%
Dec-2016	41	-12.8%	51	-20.3%
Jan-2017	34	+54.5%	37	-26.0%
Feb-2017	33	+32.0%	43	+30.3%
Mar-2017	65	+182.6%	45	-30.8%
Apr-2017	38	-29.6%	57	+11.8%
12-Month Avg	56	+11.3%	60	+1.4%

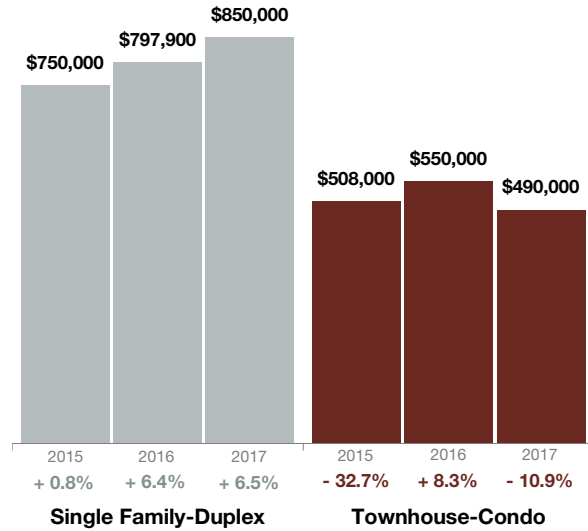
Historical Closed Sales by Month



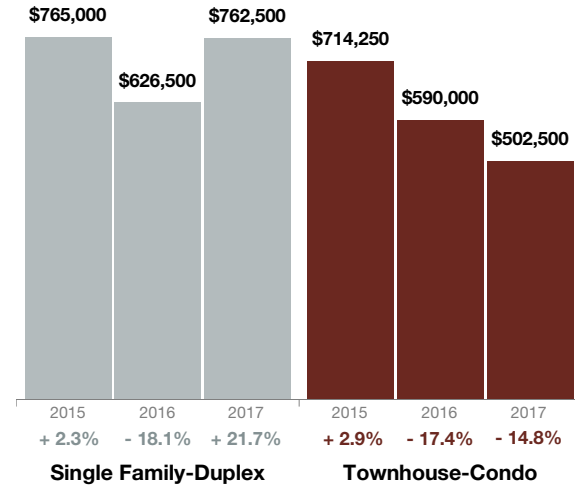
Median Sales Price



April



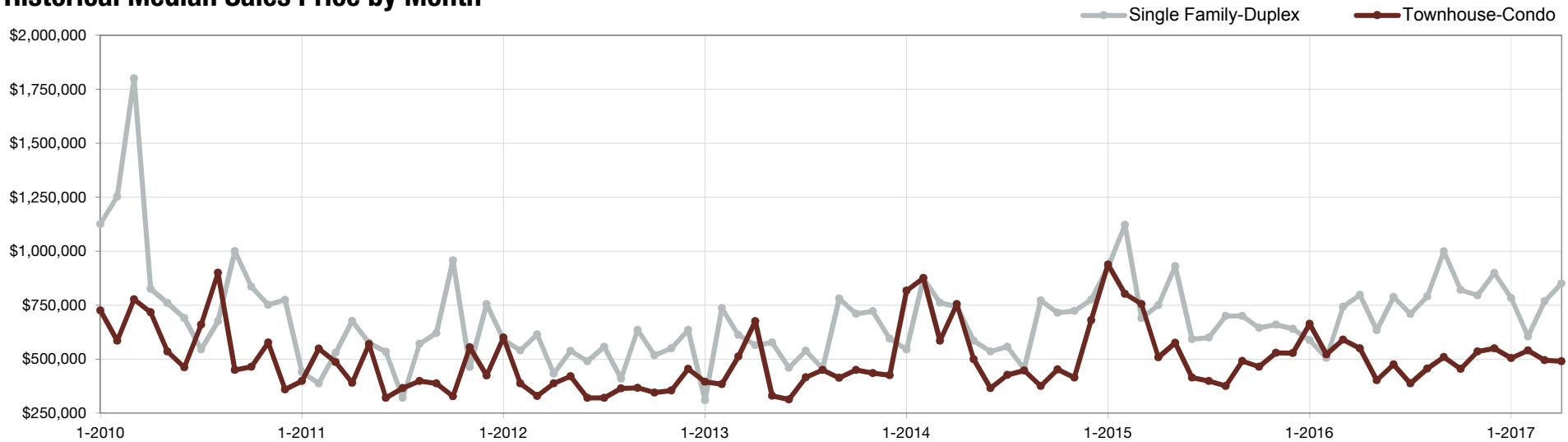
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2016	\$633,500	-31.9%	\$402,500	-30.0%
Jun-2016	\$788,000	+33.0%	\$476,000	+14.7%
Jul-2016	\$710,000	+18.3%	\$388,000	-2.8%
Aug-2016	\$790,000	+12.9%	\$456,000	+21.6%
Sep-2016	\$998,293	+42.6%	\$509,900	+3.8%
Oct-2016	\$820,000	+27.1%	\$455,000	-2.2%
Nov-2016	\$795,000	+20.5%	\$535,000	+1.1%
Dec-2016	\$899,000	+40.5%	\$550,000	+4.3%
Jan-2017	\$782,500	+33.2%	\$505,000	-23.8%
Feb-2017	\$605,000	+19.7%	\$540,000	+3.6%
Mar-2017	\$768,000	+3.4%	\$495,000	-16.1%
Apr-2017	\$850,000	+6.5%	\$490,000	-10.9%
12-Month Avg*	\$790,000	+21.5%	\$475,000	-2.0%

* Median Sales Price for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

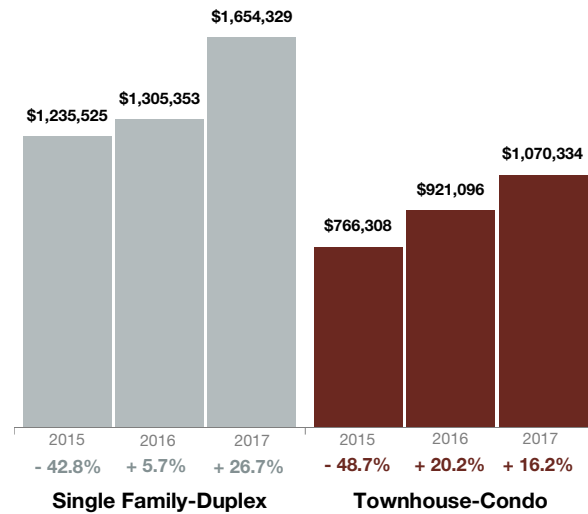
Historical Median Sales Price by Month



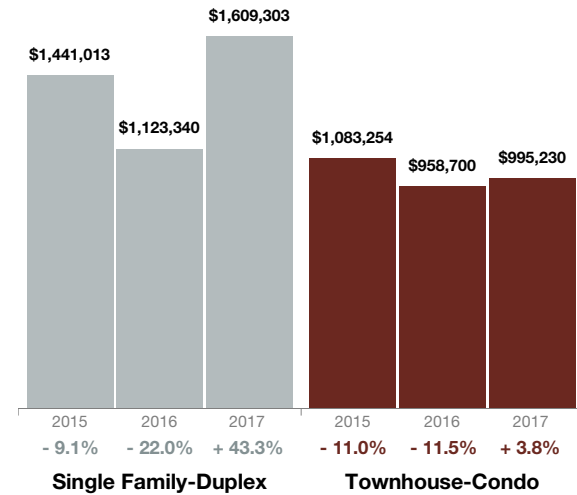
Average Sales Price



April



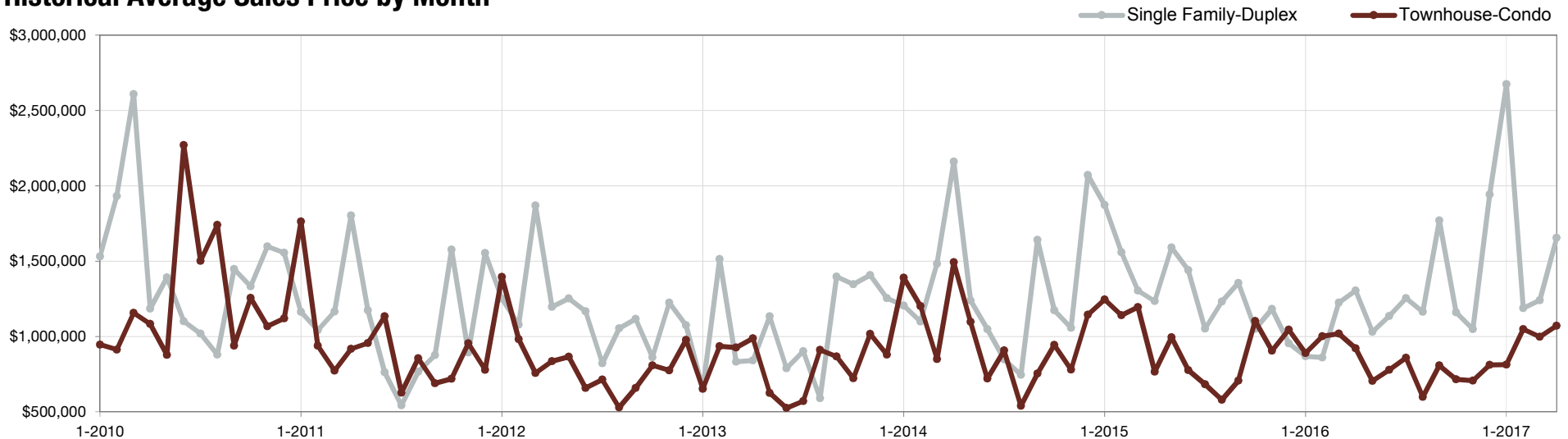
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2016	\$1,031,685	-35.1%	\$705,209	-29.0%
Jun-2016	\$1,135,267	-21.2%	\$778,163	+0.1%
Jul-2016	\$1,254,171	+19.2%	\$858,484	+25.6%
Aug-2016	\$1,163,455	-5.6%	\$598,711	+3.2%
Sep-2016	\$1,770,456	+30.7%	\$808,131	+14.3%
Oct-2016	\$1,160,271	+10.4%	\$715,113	-35.1%
Nov-2016	\$1,048,411	-11.3%	\$706,751	-21.9%
Dec-2016	\$1,942,058	+103.4%	\$811,996	-22.3%
Jan-2017	\$2,674,251	+207.6%	\$812,851	-8.7%
Feb-2017	\$1,188,117	+38.0%	\$1,049,403	+4.9%
Mar-2017	\$1,239,762	+1.3%	\$998,289	-2.1%
Apr-2017	\$1,654,329	+26.7%	\$1,070,334	+16.2%
12-Month Avg*	\$1,369,234	+12.5%	\$803,781	-8.7%

* Avg. Sales Price for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

Historical Average Sales Price by Month

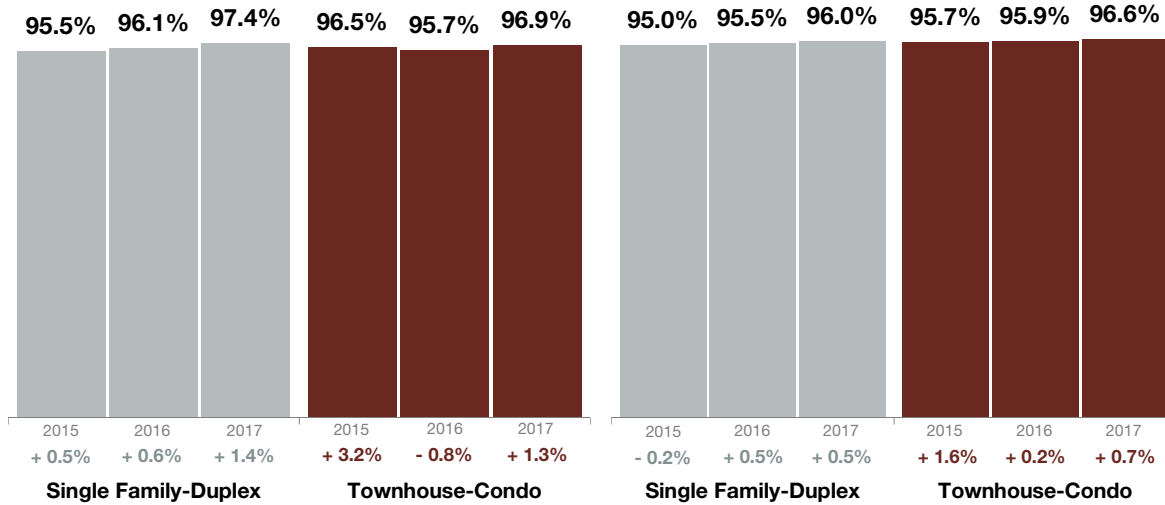


Percent of List Price Received



April

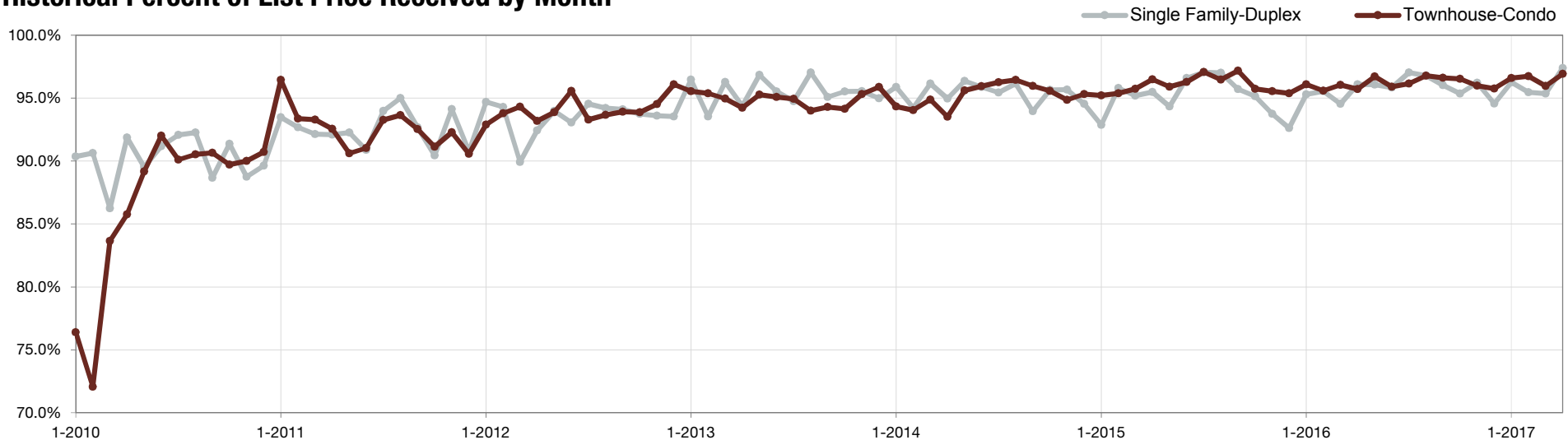
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2016	96.1%	+1.9%	96.7%	+0.8%
Jun-2016	95.8%	-0.8%	95.9%	-0.4%
Jul-2016	97.0%	0.0%	96.2%	-0.9%
Aug-2016	96.8%	-0.2%	96.8%	+0.3%
Sep-2016	96.0%	+0.3%	96.6%	-0.6%
Oct-2016	95.4%	+0.2%	96.5%	+0.8%
Nov-2016	96.2%	+2.6%	96.0%	+0.5%
Dec-2016	94.6%	+2.2%	95.8%	+0.4%
Jan-2017	96.3%	+1.0%	96.6%	+0.5%
Feb-2017	95.5%	0.0%	96.7%	+1.2%
Mar-2017	95.4%	+1.0%	96.0%	-0.1%
Apr-2017	97.4%	+1.4%	96.9%	+1.3%
12-Month Avg*	96.0%	+0.4%	96.4%	+0.3%

* Pct. of List Price Received for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

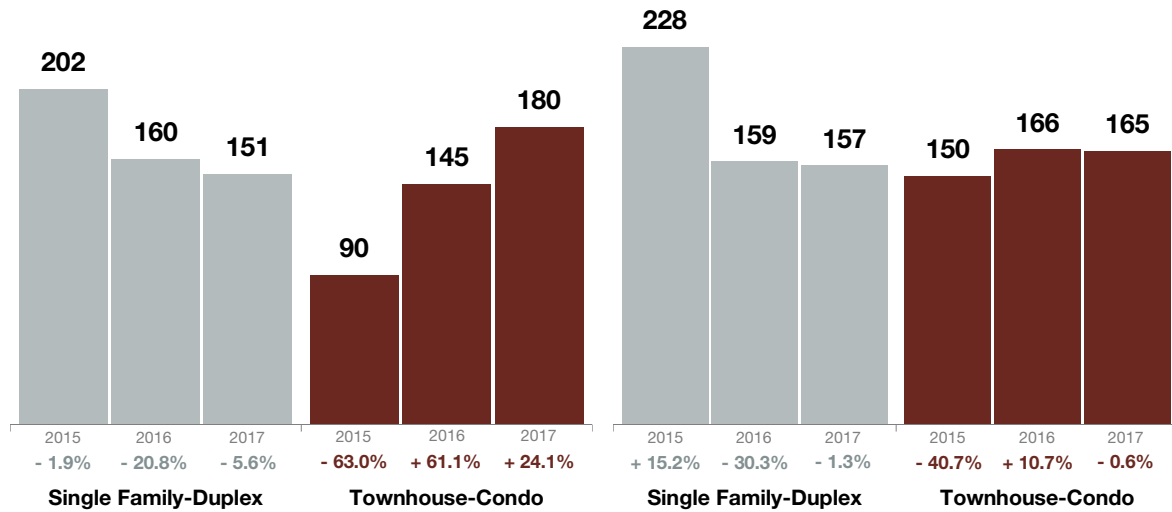


Days on Market Until Sale



April

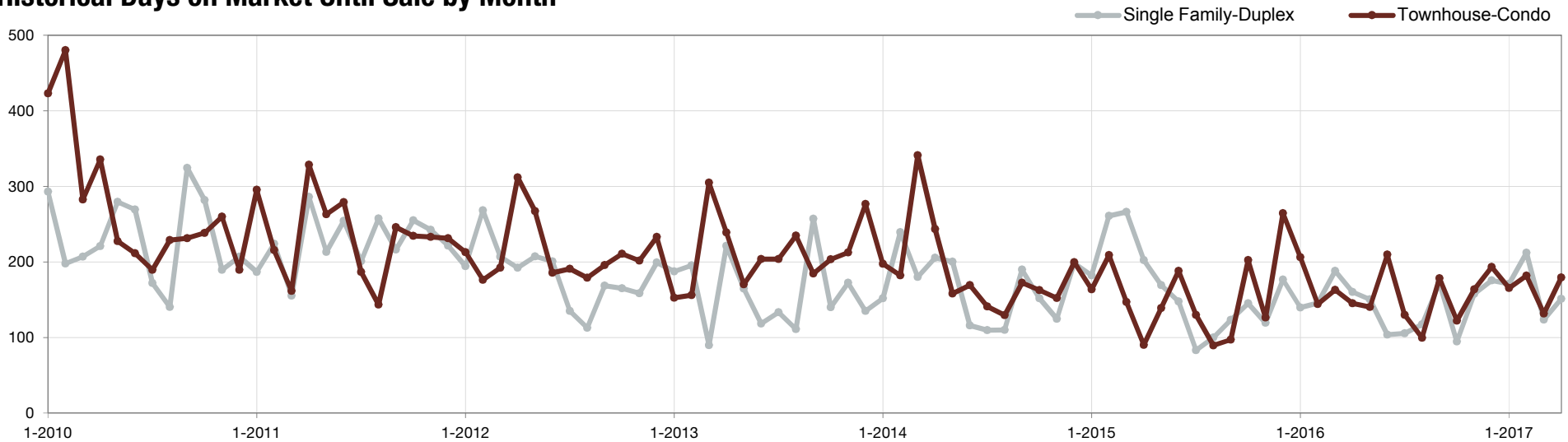
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2016	151	-10.7%	141	+1.4%
Jun-2016	104	-29.7%	210	+11.7%
Jul-2016	106	+27.7%	130	0.0%
Aug-2016	117	+17.0%	100	+11.1%
Sep-2016	172	+39.8%	178	+83.5%
Oct-2016	95	-34.5%	122	-39.9%
Nov-2016	158	+32.8%	164	+30.2%
Dec-2016	176	-0.6%	193	-27.2%
Jan-2017	171	+22.1%	165	-19.9%
Feb-2017	212	+45.2%	182	+26.4%
Mar-2017	124	-34.0%	132	-19.0%
Apr-2017	151	-5.6%	180	+24.1%
12-Month Avg*	135	+2.4%	158	-1.4%

* Days on Market for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

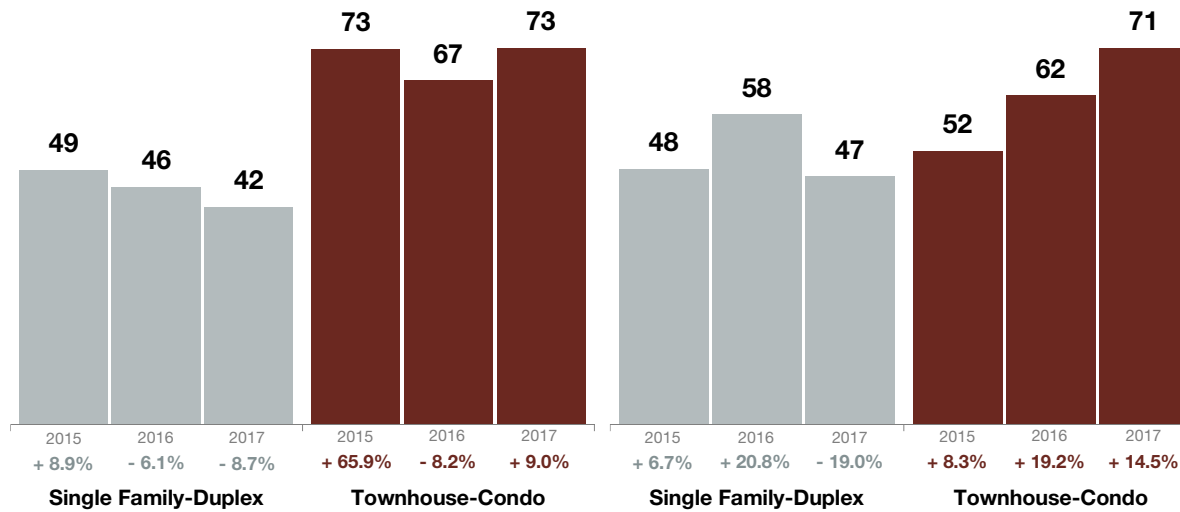


Housing Affordability Index



April

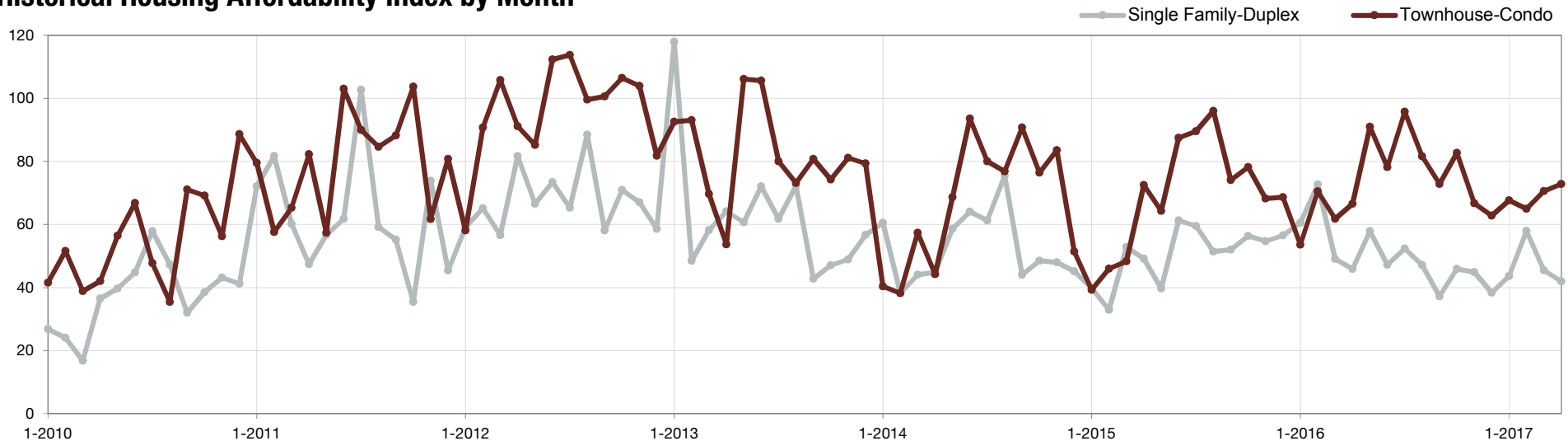
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2016	58	+45.0%	91	+42.2%
Jun-2016	47	-23.0%	78	-10.3%
Jul-2016	52	-13.3%	96	+6.7%
Aug-2016	47	-7.8%	82	-14.6%
Sep-2016	37	-28.8%	73	-1.4%
Oct-2016	46	-17.9%	83	+6.4%
Nov-2016	45	-18.2%	67	-1.5%
Dec-2016	38	-33.3%	63	-8.7%
Jan-2017	44	-27.9%	68	+25.9%
Feb-2017	58	-20.5%	65	-7.1%
Mar-2017	46	-6.1%	71	+14.5%
Apr-2017	42	-8.7%	73	+9.0%
12-Month Avg*	47	-23.6%	55	-0.3%

* Affordability Index for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

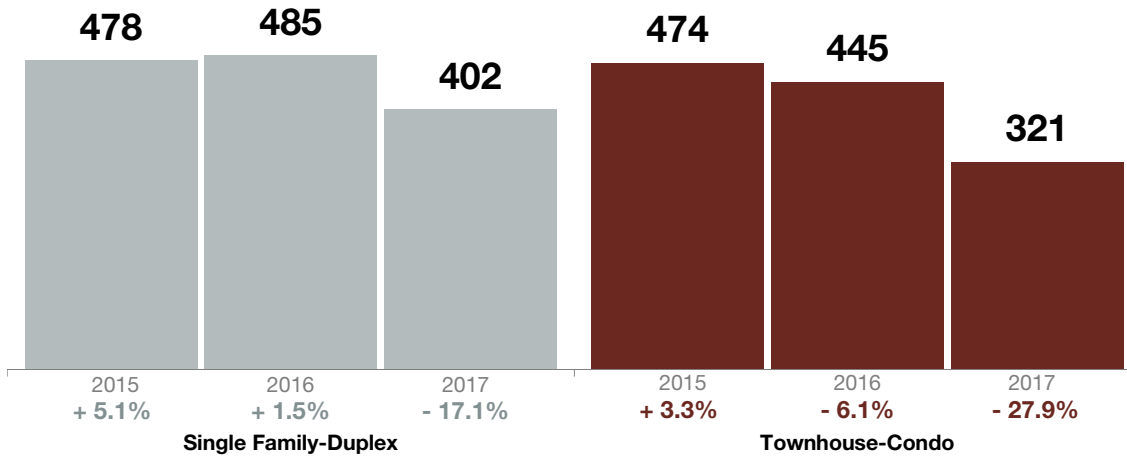
Historical Housing Affordability Index by Month



Inventory of Active Listings

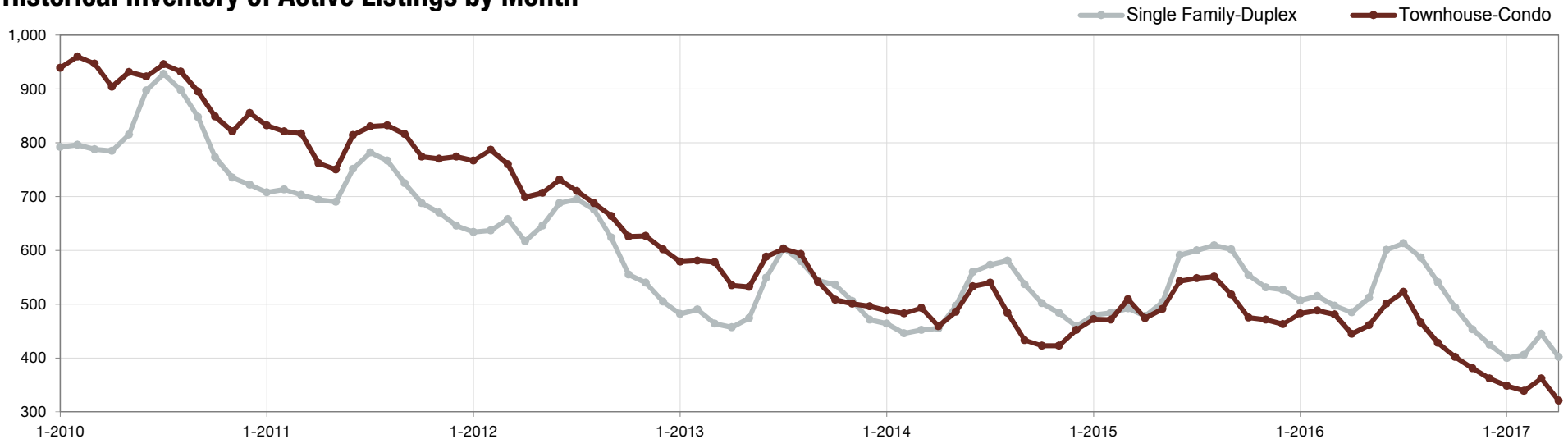


April



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2016	512	+1.6%	461	-6.1%
Jun-2016	601	+1.7%	501	-7.7%
Jul-2016	613	+2.2%	523	-4.6%
Aug-2016	587	-3.6%	466	-15.4%
Sep-2016	541	-10.1%	428	-17.4%
Oct-2016	494	-10.8%	402	-15.4%
Nov-2016	453	-14.7%	381	-19.1%
Dec-2016	425	-19.4%	362	-21.8%
Jan-2017	400	-21.1%	348	-28.0%
Feb-2017	406	-21.2%	339	-30.5%
Mar-2017	445	-10.5%	362	-24.7%
Apr-2017	402	-17.1%	321	-27.9%
12-Month Avg	490	-9.9%	408	-17.8%

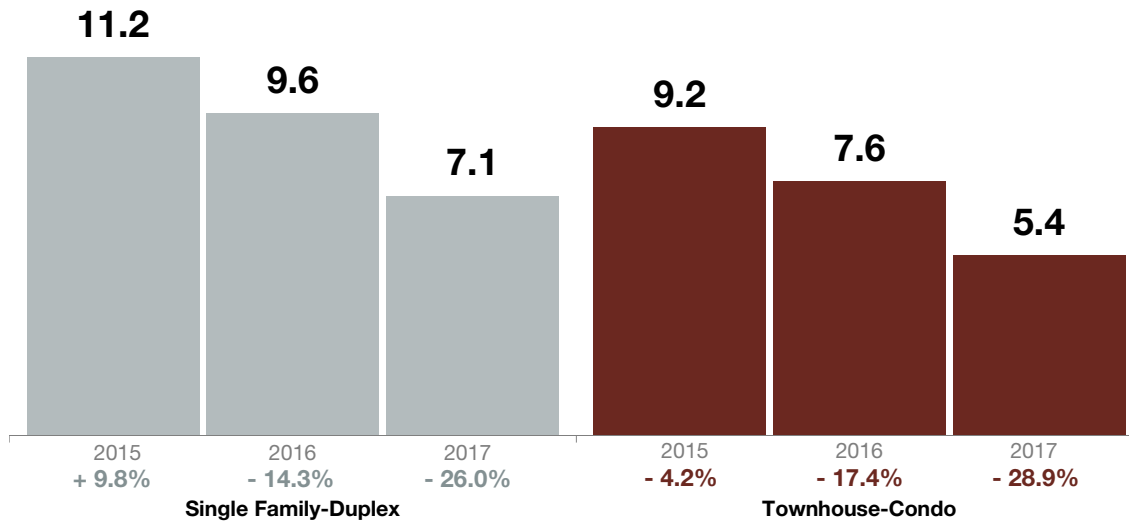
Historical Inventory of Active Listings by Month



Months Supply of Inventory



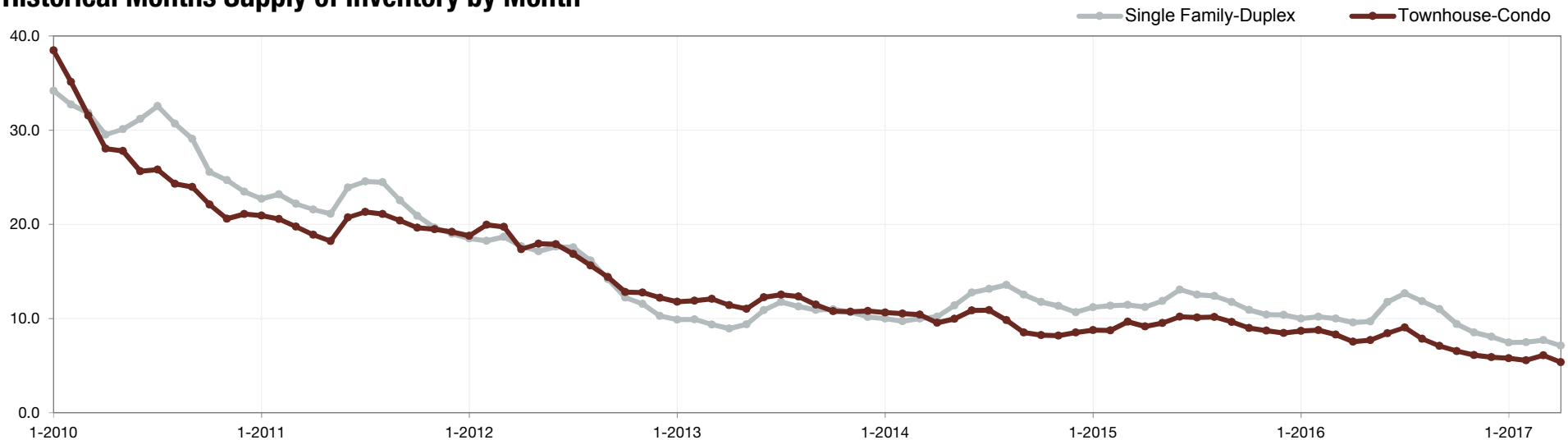
April



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2016	9.7	-18.5%	7.7	-18.9%
Jun-2016	11.8	-9.9%	8.5	-16.7%
Jul-2016	12.7	+1.6%	9.1	-9.9%
Aug-2016	11.8	-4.8%	7.9	-22.5%
Sep-2016	11.0	-6.8%	7.1	-26.0%
Oct-2016	9.4	-13.8%	6.5	-27.8%
Nov-2016	8.5	-18.3%	6.1	-29.9%
Dec-2016	8.1	-22.1%	5.9	-30.6%
Jan-2017	7.5	-25.0%	5.8	-33.3%
Feb-2017	7.5	-26.5%	5.6	-36.4%
Mar-2017	7.7	-23.0%	6.1	-26.5%
Apr-2017	7.1	-26.0%	5.4	-28.9%
12-Month Avg	9.4	-15.3%	6.8	-25.2%

* Months Supply for all properties from May 2016 through April 2017. 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	4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		136	128	- 5.9%	537	583	+ 8.6%
Pending Sales		118	128	+ 8.5%	416	481	+ 15.6%
Closed Sales		105	95	- 9.5%	323	352	+ 9.0%
Median Sales Price		\$645,000	\$665,000	+ 3.1%	\$600,000	\$625,000	+ 4.2%
Average Sales Price		\$1,118,714	\$1,303,932	+ 16.6%	\$1,021,906	\$1,291,799	+ 26.4%
Pct. of List Price Received		95.9%	97.1%	+ 1.3%	95.8%	96.3%	+ 0.5%
Days on Market Until Sale		153	168	+ 9.8%	163	161	- 1.2%
Housing Affordability Index		57	54	- 5.4%	61	57	- 6.4%
Inventory of Active Listings		931	725	- 22.1%	--	--	--
Months Supply of Inventory		8.5	6.2	- 27.1%	--	--	--

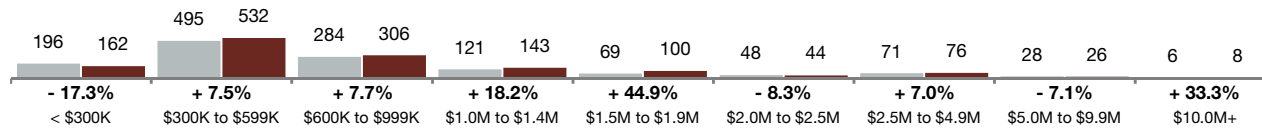
Closed Sales

Actual sales that have closed in a given month.



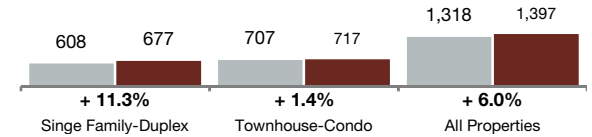
By Price Range – All Properties – Rolling 12 Months

■ 4-2016 ■ 4-2017



By Property Type

■ 4-2016 ■ 4-2017



Rolling 12 Months

Compared to Prior Month

Year to Date

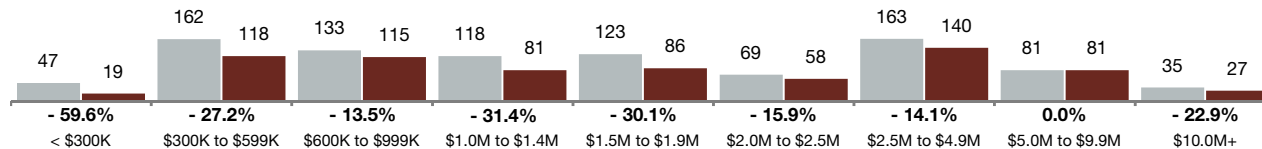
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	4-2016	4-2017	Change	4-2016	4-2017	Change	3-2017	4-2017	Change	3-2017	4-2017	Change	YTD 2015	YTD 2016	Change	YTD 2015	YTD 2016	Change
\$299,999 and Below	64	59	-7.8%	129	100	-22.5%	8	1	-87.5%	6	4	-33.3%	19	12	-36.8%	29	26	-10.3%
\$300,000 to \$599,999	206	181	-12.1%	289	351	+21.5%	20	10	-50.0%	20	27	+35.0%	39	55	+41.0%	71	73	+2.8%
\$600,000 to \$999,999	146	192	+31.5%	138	114	-17.4%	11	10	-9.1%	9	8	-11.1%	25	37	+48.0%	43	36	-16.3%
\$1,000,000 to \$1,499,999	63	83	+31.7%	58	60	+3.4%	6	5	-16.7%	3	5	+66.7%	11	15	+36.4%	21	12	-42.9%
\$1,500,000 to \$1,999,999	40	68	+70.0%	29	32	+10.3%	9	3	-66.7%	3	2	-33.3%	12	18	+50.0%	14	7	-50.0%
\$2,000,000 to \$2,499,999	25	20	-20.0%	23	24	+4.3%	2	4	+100.0%	2	8	+300.0%	6	9	+50.0%	7	13	+85.7%
\$2,500,000 to \$4,999,999	44	44	0.0%	27	32	+18.5%	7	2	-71.4%	0	2	--	10	13	+30.0%	10	12	+20.0%
\$5,000,000 to \$9,999,999	16	22	+37.5%	12	4	-66.7%	2	2	0.0%	2	1	-50.0%	2	7	+250.0%	4	3	-25.0%
\$10,000,000 and Above	4	8	+100.0%	2	0	-100.0%	0	1	--	0	0	--	0	4	--	0	0	--
All Price Ranges	608	677	+11.3%	707	717	+1.4%	65	38	-41.5%	45	57	+26.7%	124	170	+37.1%	199	182	-8.5%

Inventory of Active Listings

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

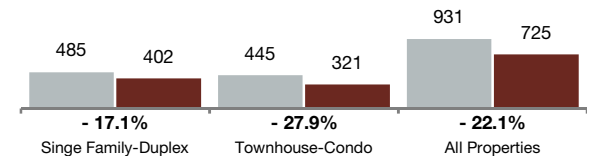
By Price Range – All Properties

■ 4-2016 ■ 4-2017



By Property Type

■ 4-2016 ■ 4-2017



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			
	4-2016	4-2017	Change	4-2016	4-2017	Change	3-2017	4-2017	Change	3-2017	4-2017	Change	YTD 2015	YTD 2016	Change	YTD 2015	YTD 2016	Change
\$299,999 and Below	24	10	-58.3%	23	7	-69.6%	12	10	-16.7%	8	7	-12.5%						
\$300,000 to \$599,999	44	43	-2.3%	118	75	-36.4%	49	43	-12.2%	70	75	+7.1%						
\$600,000 to \$999,999	69	63	-8.7%	64	52	-18.8%	70	63	-10.0%	61	52	-14.8%						
\$1,000,000 to \$1,499,999	65	48	-26.2%	53	33	-37.7%	56	48	-14.3%	43	33	-23.3%						
\$1,500,000 to \$1,999,999	67	43	-35.8%	56	43	-23.2%	41	43	+4.9%	49	43	-12.2%						
\$2,000,000 to \$2,499,999	39	31	-20.5%	30	27	-10.0%	37	31	-16.2%	33	27	-18.2%						
\$2,500,000 to \$4,999,999	103	94	-8.7%	60	46	-23.3%	101	94	-6.9%	54	46	-14.8%						
\$5,000,000 to \$9,999,999	49	48	-2.0%	32	33	+3.1%	55	48	-12.7%	36	33	-8.3%						
\$10,000,000 and Above	25	22	-12.0%	9	5	-44.4%	24	22	-8.3%	8	5	-37.5%						
All Price Ranges	485	402	-17.1%	445	321	-27.9%	445	402	-9.7%	362	321	-11.3%						

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 average 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.