

Monthly Indicators



December 2025

New Listings were down 35.4 percent for the Single Family-Duplex category and 13.1 percent for the Townhouse-Condo category. Pending Sales increased 13.6 percent for Single Family-Duplex but decreased 34.0 percent for Townhouse-Condo.

The Median Sales Price was down 10.4 percent to \$1,805,000 for the Single Family-Duplex category and 34.3 percent to \$900,000 for the Townhouse-Condo category. Days on Market increased 27.2 percent for Single Family-Duplex homes but decreased 29.2 percent for Townhouse-Condo properties.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

Monthly Snapshot

+ 10.4% + 17.4% - 16.1%

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 composed of single-family homes, duplexes, townhomes and condominiums. Percent changes are calculated using rounded figures.

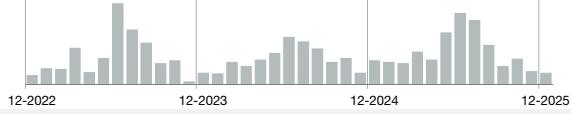
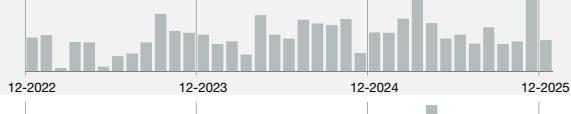
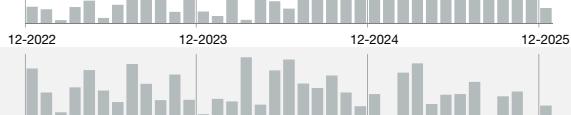
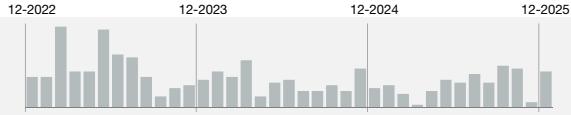
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Single Family-Duplex Activity Overview

Key metrics for Single Family and Duplex properties by report month and for year-to-date (YTD) starting from the first of the year.

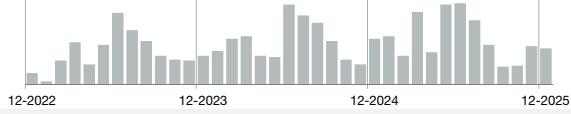
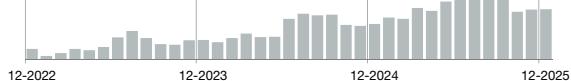


Key Metrics	Historical Sparkbars	12-2024		12-2025	Percent Change	YTD 2024		YTD 2025	Percent Change
		12-2024	12-2025	12-2025		YTD 2024	YTD 2025	YTD 2025	
New Listings		48	31	- 35.4%	617	724	724	+ 17.3%	
Pending Sales		22	25	+ 13.6%	437	478	478	+ 9.4%	
Closed Sales		28	38	+ 35.7%	440	458	458	+ 4.1%	
Median Sales Price		\$2,015,000	\$1,805,000	- 10.4%	\$1,885,510	\$1,950,000	\$1,950,000	+ 3.4%	
Average Sales Price		\$3,827,767	\$2,399,079	- 37.3%	\$3,171,318	\$3,250,352	\$3,250,352	+ 2.5%	
Pct. of List Price Received		96.6%	95.8%	- 0.8%	97.1%	96.2%	96.2%	- 0.9%	
Days on Market Until Sale		81	103	+ 27.2%	83	89	89	+ 7.2%	
Housing Affordability Index		19	25	+ 31.6%	21	23	23	+ 9.5%	
Inventory of Active Listings		226	260	+ 15.0%	--	--	--	--	
Months Supply of Inventory		6.2	6.8	+ 9.7%	--	--	--	--	

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.

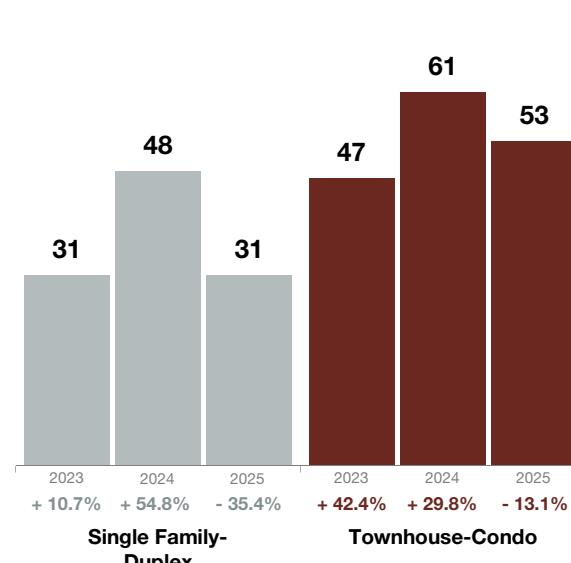


Key Metrics	Historical Sparkbars	12-2024		12-2025	Percent Change	YTD 2024		YTD 2025	Percent Change
		12-2024	12-2025	YTD 2024	YTD 2025				
New Listings		61	53	- 13.1%	715	739	+ 3.4%		
Pending Sales		47	31	- 34.0%	527	496	- 5.9%		
Closed Sales		48	47	- 2.1%	562	497	- 11.6%		
Median Sales Price		\$1,370,000	\$900,000	- 34.3%	\$1,300,000	\$1,140,000	- 12.3%		
Avg. Sales Price		\$1,960,749	\$1,682,309	- 14.2%	\$1,946,636	\$1,923,129	- 1.2%		
Pct. of List Price Received		97.8%	96.9%	- 0.9%	97.8%	96.8%	- 1.0%		
Days on Market Until Sale		154	109	- 29.2%	85	85	0.0%		
Affordability Index		31	50	+ 61.3%	33	39	+ 18.2%		
Active Listings		194	233	+ 20.1%	--	--	--		
Months Supply		4.1	5.6	+ 36.6%	--	--	--		

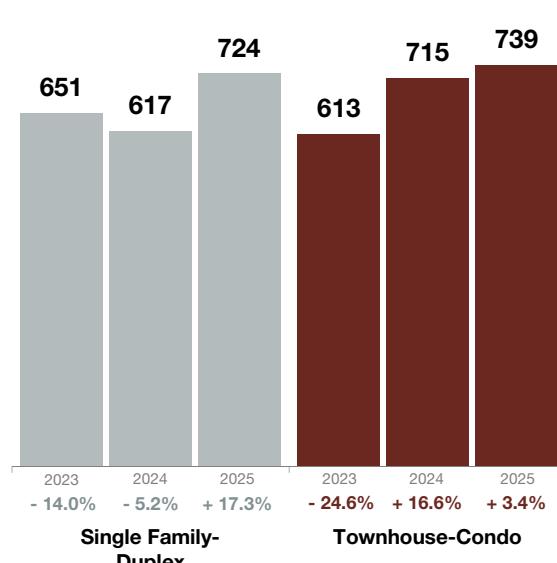
New Listings



December

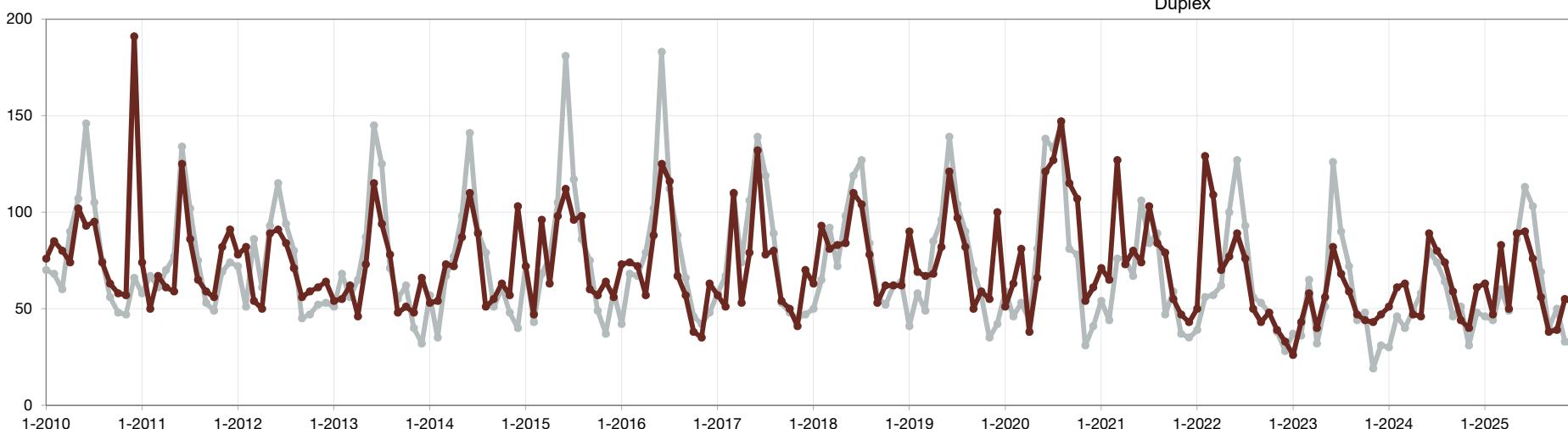


Year to Date



	New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	46		+53.3%	63	+23.5%
Feb-2025	44		-4.3%	47	-23.0%
Mar-2025	60		+50.0%	83	+31.7%
Apr-2025	49		0.0%	50	+6.4%
May-2025	86		+48.3%	89	+3.5%
Jun-2025	113		+41.3%	90	+1.1%
Jul-2025	103		+39.2%	76	-5.0%
Aug-2025	69		+7.8%	56	-24.3%
Sep-2025	40		-13.0%	38	-35.6%
Oct-2025	50		-2.0%	39	-11.4%
Nov-2025	33		+6.5%	55	+37.5%
Dec-2025	31		-35.4%	53	-13.1%
12-Month Avg	60		+17.3%	62	+3.4%

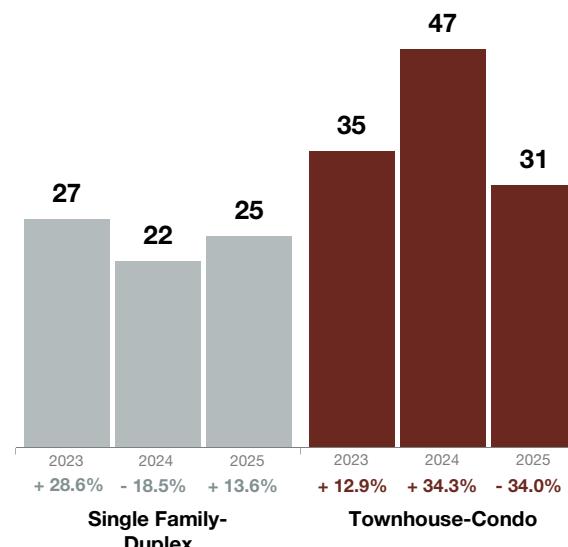
Historical New Listings by Month



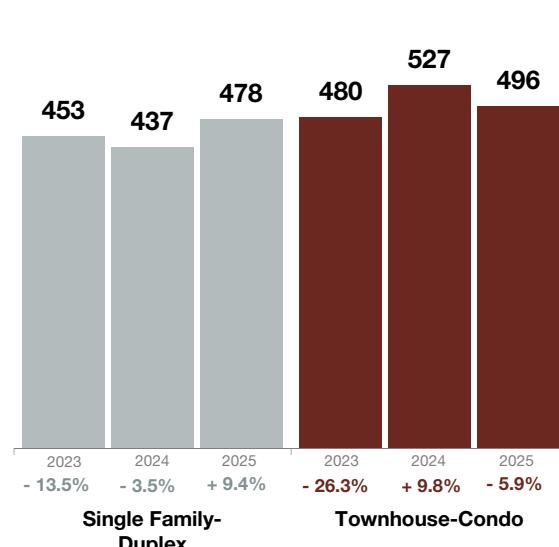
Pending Sales



December

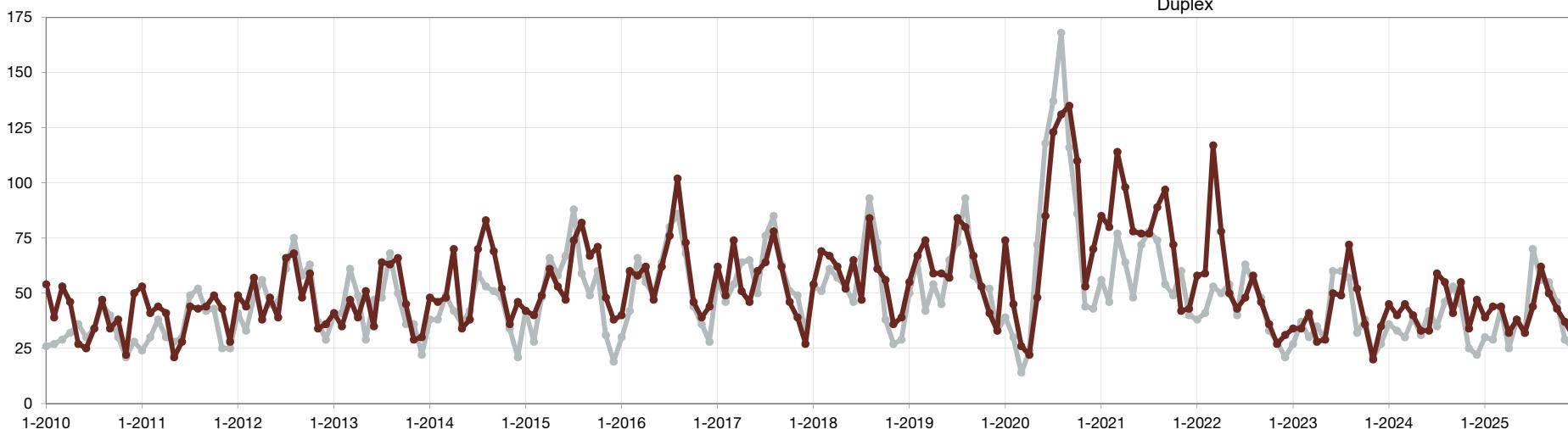


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	30	-16.7%	39	-13.3%
Feb-2025	29	-12.1%	44	+10.0%
Mar-2025	43	+43.3%	44	-2.2%
Apr-2025	25	-35.9%	32	-20.0%
May-2025	38	+22.6%	38	+15.2%
Jun-2025	32	-23.8%	32	-3.0%
Jul-2025	70	+100.0%	44	-25.4%
Aug-2025	56	+21.7%	62	+12.7%
Sep-2025	55	+3.8%	50	+22.0%
Oct-2025	46	+2.2%	43	-21.8%
Nov-2025	29	+16.0%	37	+8.8%
Dec-2025	25	+13.6%	31	-34.0%
12-Month Avg	40	+9.4%	41	-5.9%

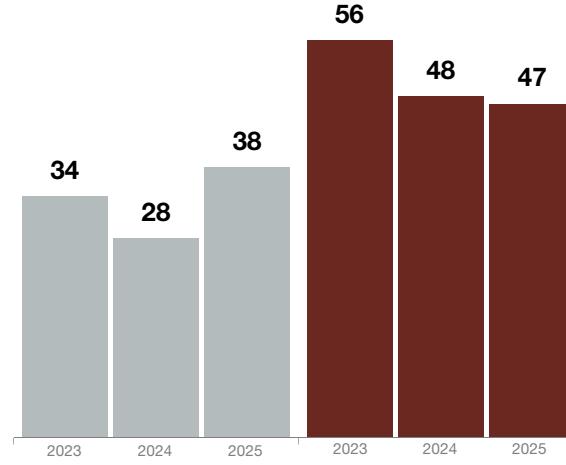
Historical Pending Sales by Month



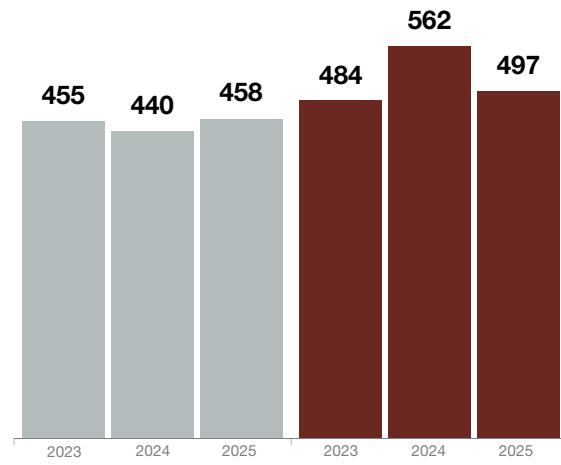
Closed Sales



December



Year to Date



	Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	27		-6.9%	36	-2.7%
Feb-2025	19		-38.7%	30	-50.0%
Mar-2025	23		-25.8%	49	-10.9%
Apr-2025	26		-16.1%	36	-21.7%
May-2025	33		-5.7%	36	-30.8%
Jun-2025	35		-12.5%	36	+28.6%
Jul-2025	42		+20.0%	34	-10.5%
Aug-2025	56		+24.4%	45	-19.6%
Sep-2025	51		+41.7%	51	0.0%
Oct-2025	64		+36.2%	60	+42.9%
Nov-2025	44		-15.4%	37	-24.5%
Dec-2025	38		+35.7%	47	-2.1%
12-Month Avg	38		+4.1%	41	-11.6%

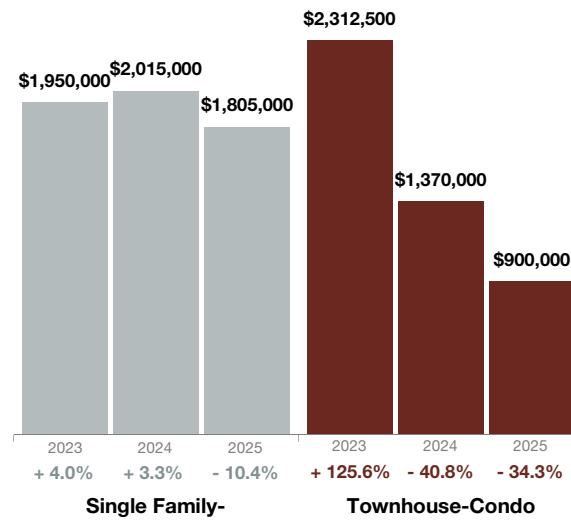
Historical Closed Sales by Month



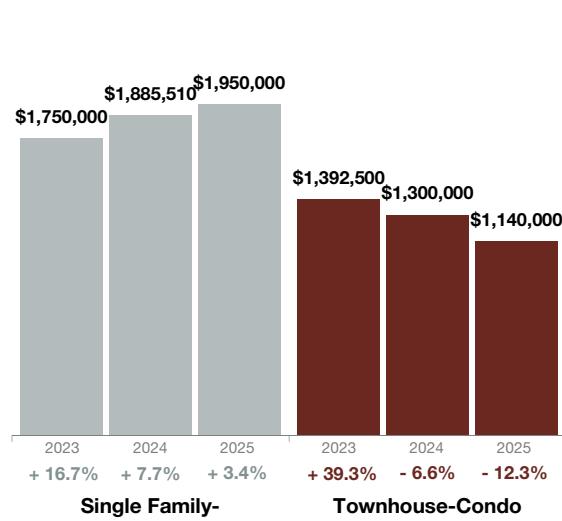
Median Sales Price



December



Year to Date



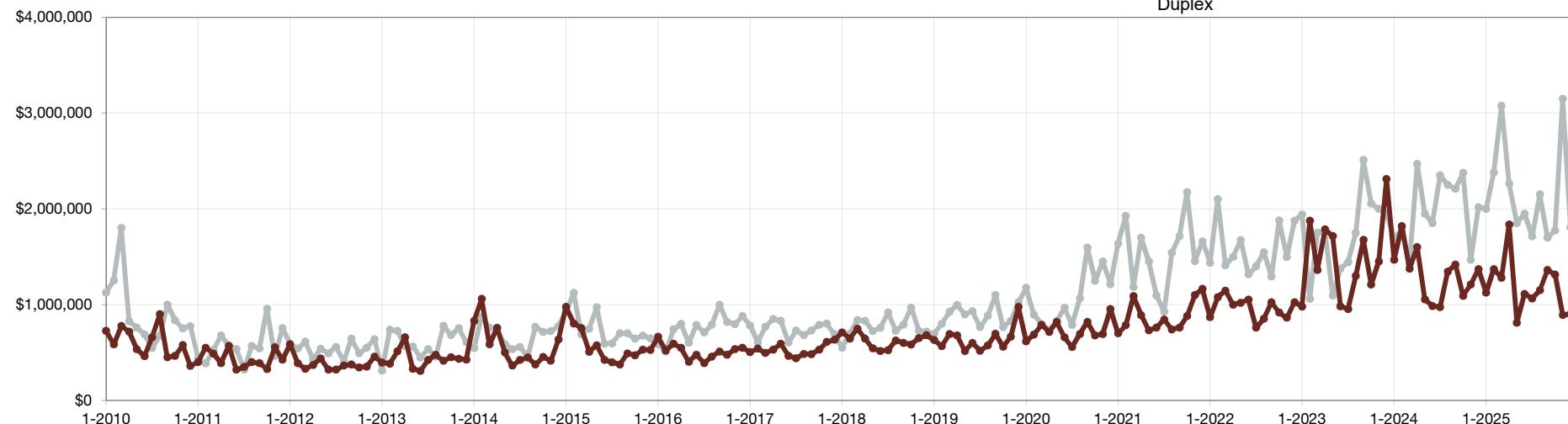
	Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	\$2,000,000		+17.6%	\$1,125,000	-23.4%
Feb-2025	\$2,380,000		+34.1%	\$1,370,000	-24.7%
Mar-2025	\$3,075,000		+116.5%	\$1,280,000	-6.9%
Apr-2025	\$2,262,500		-8.4%	\$1,837,500	+14.9%
May-2025	\$1,850,000		-5.1%	\$810,000	-23.2%
Jun-2025	\$1,950,000		+5.4%	\$1,112,500	+12.9%
Jul-2025	\$1,712,500		-27.1%	\$1,063,000	+9.1%
Aug-2025	\$2,150,000		-4.4%	\$1,150,000	-14.5%
Sep-2025	\$1,700,000		-23.1%	\$1,360,000	-4.2%
Oct-2025	\$1,775,000		-25.3%	\$1,315,000	+20.4%
Nov-2025	\$3,150,000		+114.7%	\$893,000	-26.2%
Dec-2025	\$1,805,000		-10.4%	\$900,000	-34.3%
12-Month Avg*		\$1,950,000	+3.4%	\$1,140,000	-12.3%

* Median Sales Price for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

— Single Family-Duplex

— Townhouse-Condo

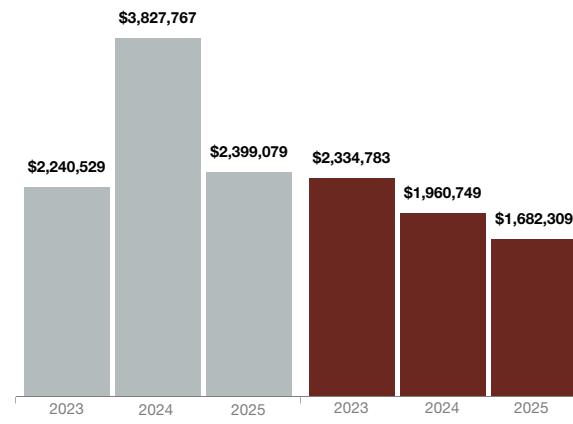
Historical Median Sales Price by Month



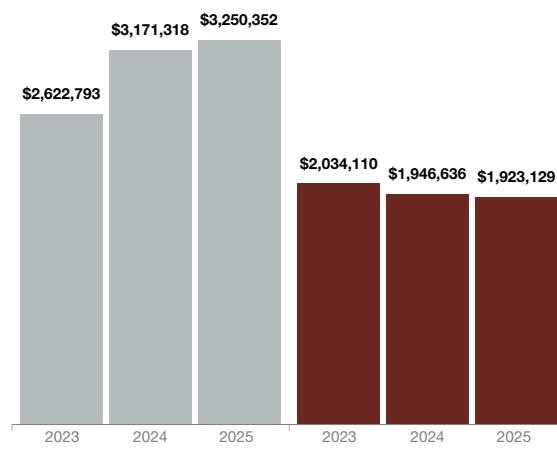
Average Sales Price



December



Year to Date



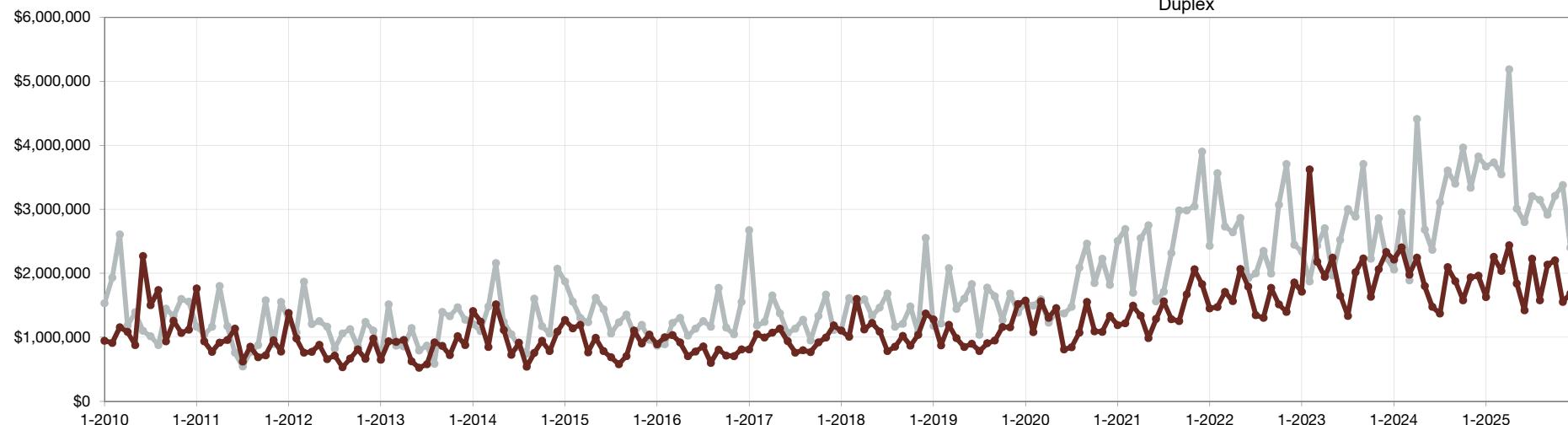
	Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	\$3,671,006		+78.2%	\$1,629,077	-26.5%
Feb-2025	\$3,733,894		+26.6%	\$2,255,483	-6.2%
Mar-2025	\$3,549,087		+87.6%	\$2,039,776	+3.0%
Apr-2025	\$5,187,308		+17.6%	\$2,440,144	+8.8%
May-2025	\$3,010,508		+12.2%	\$1,841,645	+2.2%
Jun-2025	\$2,802,590		+18.5%	\$1,422,612	-3.7%
Jul-2025	\$3,206,448		+3.1%	\$2,227,228	+62.5%
Aug-2025	\$3,147,869		-12.7%	\$1,578,050	-24.7%
Sep-2025	\$2,912,941		-14.3%	\$2,133,532	+13.6%
Oct-2025	\$3,209,271		-19.0%	\$2,201,593	+39.5%
Nov-2025	\$3,377,136		+1.3%	\$1,553,081	-19.9%
Dec-2025	\$2,399,079		-37.3%	\$1,682,309	-14.2%
12-Month Avg*		\$3,250,352	+2.5%	\$1,923,129	-1.2%

* Avg. Sales Price for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

— Single Family-Duplex

— Townhouse-Condo

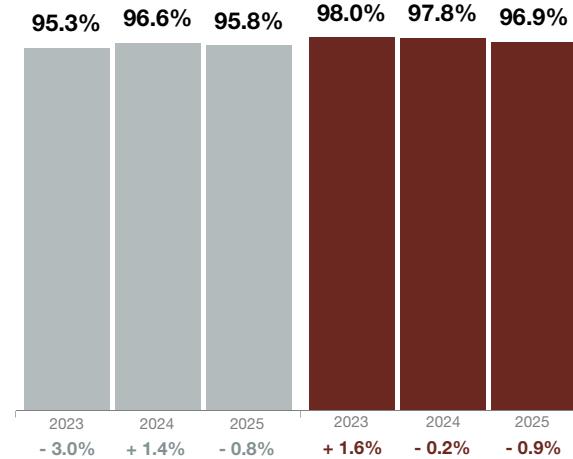
Historical Average Sales Price by Month



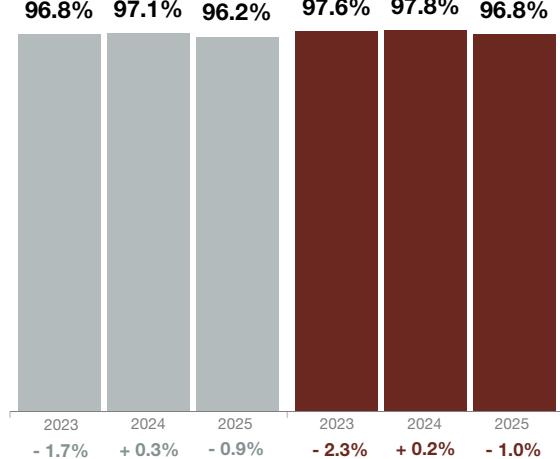
Percent of List Price Received



December



Year to Date



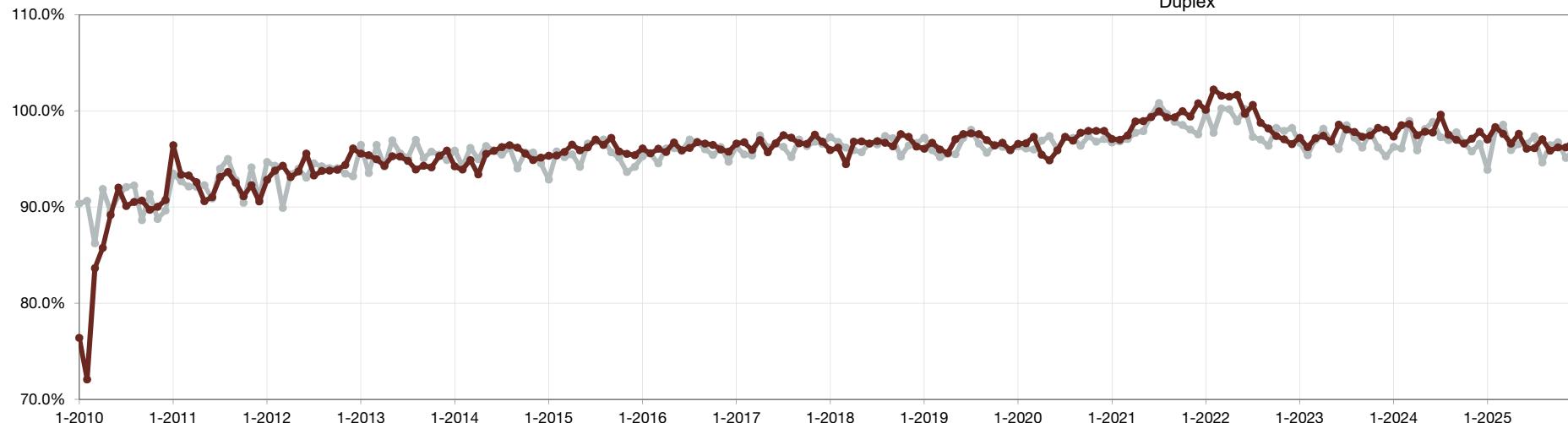
Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	93.9%	-2.5%	97.0%	-0.3%
Feb-2025	98.0%	+2.0%	98.3%	-0.2%
Mar-2025	98.6%	-0.4%	97.6%	-1.0%
Apr-2025	95.9%	0.0%	96.6%	-0.9%
May-2025	96.5%	-1.6%	97.6%	-0.2%
Jun-2025	96.6%	-2.2%	96.1%	-1.7%
Jul-2025	97.4%	+0.1%	96.1%	-3.5%
Aug-2025	94.6%	-2.5%	97.1%	-0.4%
Sep-2025	96.4%	-1.4%	95.9%	-1.1%
Oct-2025	96.7%	0.0%	96.2%	-0.4%
Nov-2025	95.1%	-0.7%	96.2%	-0.9%
Dec-2025	95.8%	-0.8%	96.9%	-0.9%
12-Month Avg*	96.2%	-0.9%	96.8%	-1.0%

* Pct. of List Price Received for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Single Family-Duplex

Townhouse-Condo

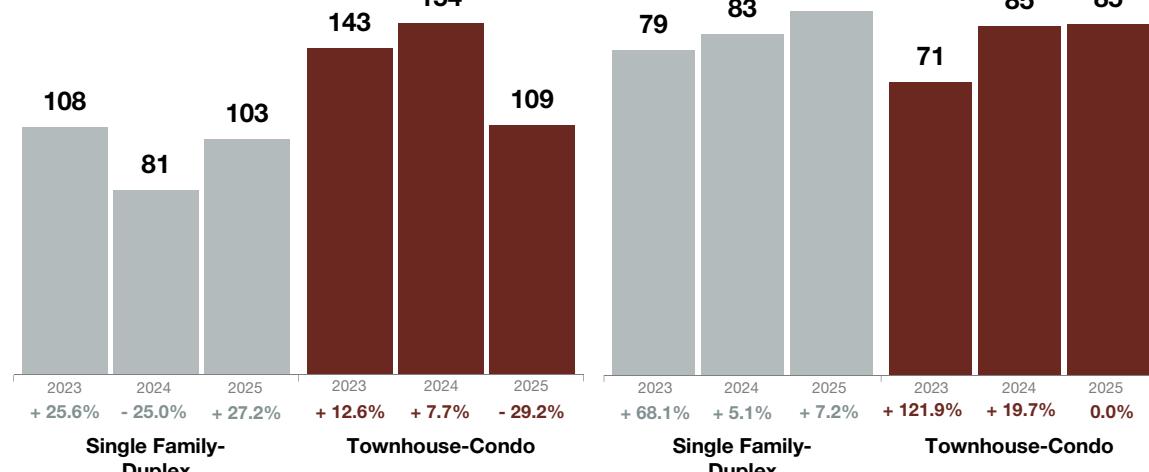
Historical Percent of List Price Received by Month



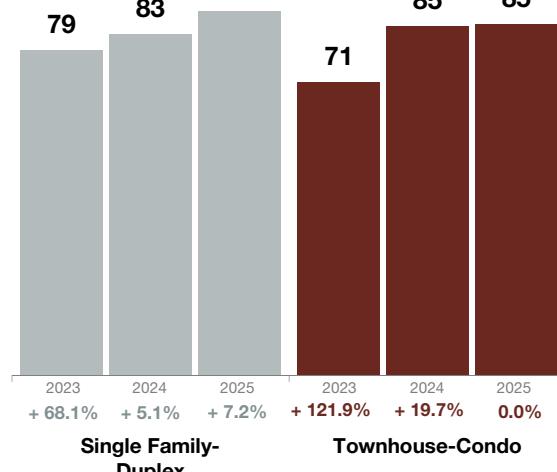
Days on Market Until Sale



December



Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	145	+72.6%	76	+90.0%
Feb-2025	110	-5.2%	60	+3.4%
Mar-2025	82	-16.3%	77	-44.2%
Apr-2025	130	+2.4%	77	+28.3%
May-2025	59	+3.5%	71	+24.6%
Jun-2025	76	+76.7%	94	+8.0%
Jul-2025	58	-25.6%	69	+7.8%
Aug-2025	84	-14.3%	54	-20.6%
Sep-2025	53	+15.2%	119	+9.2%
Oct-2025	84	-7.7%	99	+35.6%
Nov-2025	127	+44.3%	94	-9.6%
Dec-2025	103	+27.2%	109	-29.2%
12-Month Avg*	83	+6.7%	85	+0.6%

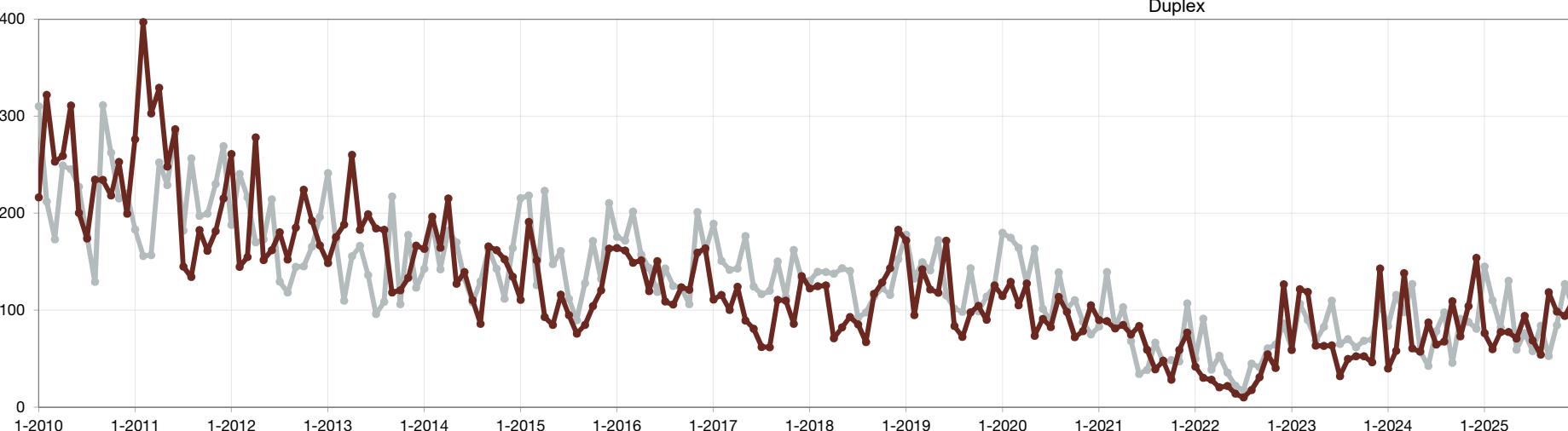
* Days on Market for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

** These monthly reports use Agent Days on Market data.

Single Family-Duplex

Townhouse-Condo

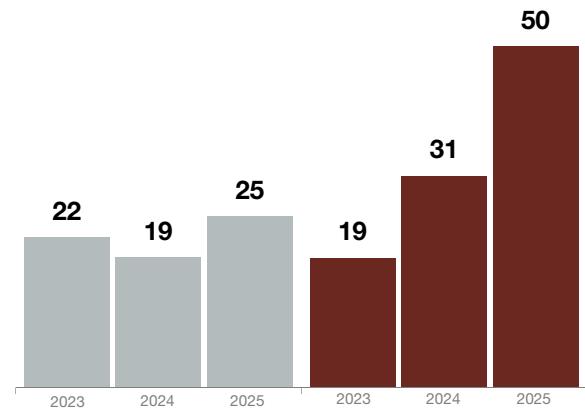
Historical Days on Market Until Sale by Month



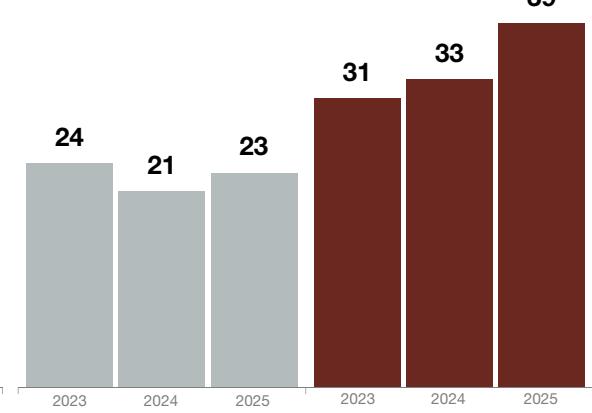
Housing Affordability Index



December



Year to Date



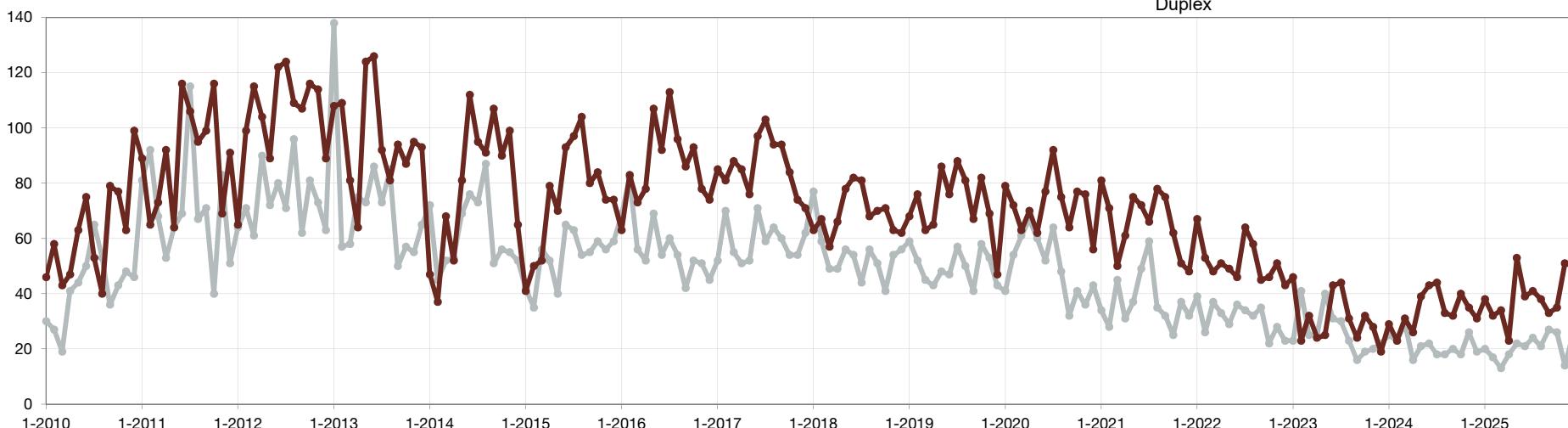
Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	20	-20.0%	38	+31.0%
Feb-2025	17	-26.1%	32	+39.1%
Mar-2025	13	-55.2%	34	+9.7%
Apr-2025	18	+12.5%	23	-11.5%
May-2025	22	+4.8%	53	+35.9%
Jun-2025	21	-4.5%	39	-9.3%
Jul-2025	24	+33.3%	41	-6.8%
Aug-2025	21	+16.7%	38	+15.2%
Sep-2025	27	+35.0%	33	+3.1%
Oct-2025	26	+44.4%	35	-12.5%
Nov-2025	14	-46.2%	51	+45.7%
Dec-2025	25	+31.6%	50	+61.3%
12-Month Avg*	21	+9.5%	21	+18.2%

* Affordability Index for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Single Family-Duplex

Townhouse-Condo

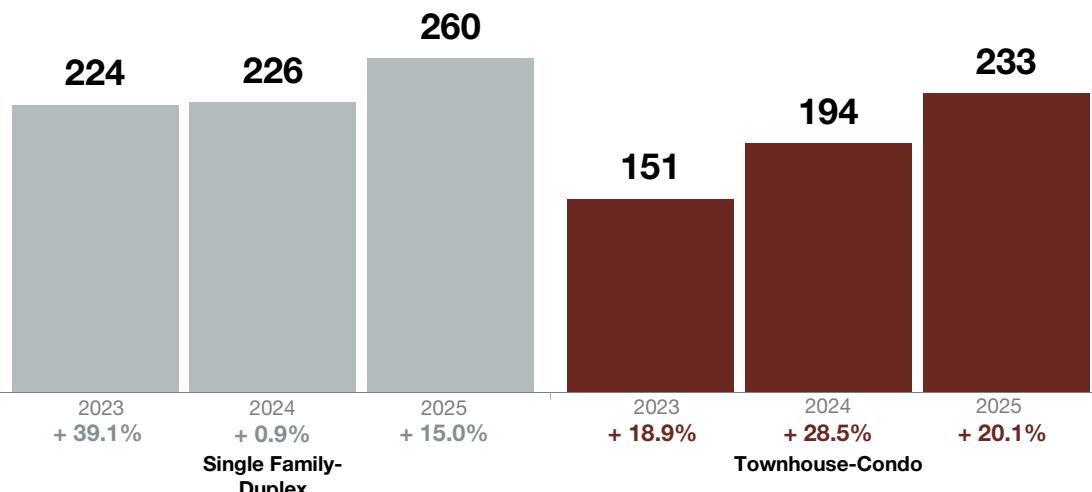
Historical Housing Affordability Index by Month



Inventory of Active Listings

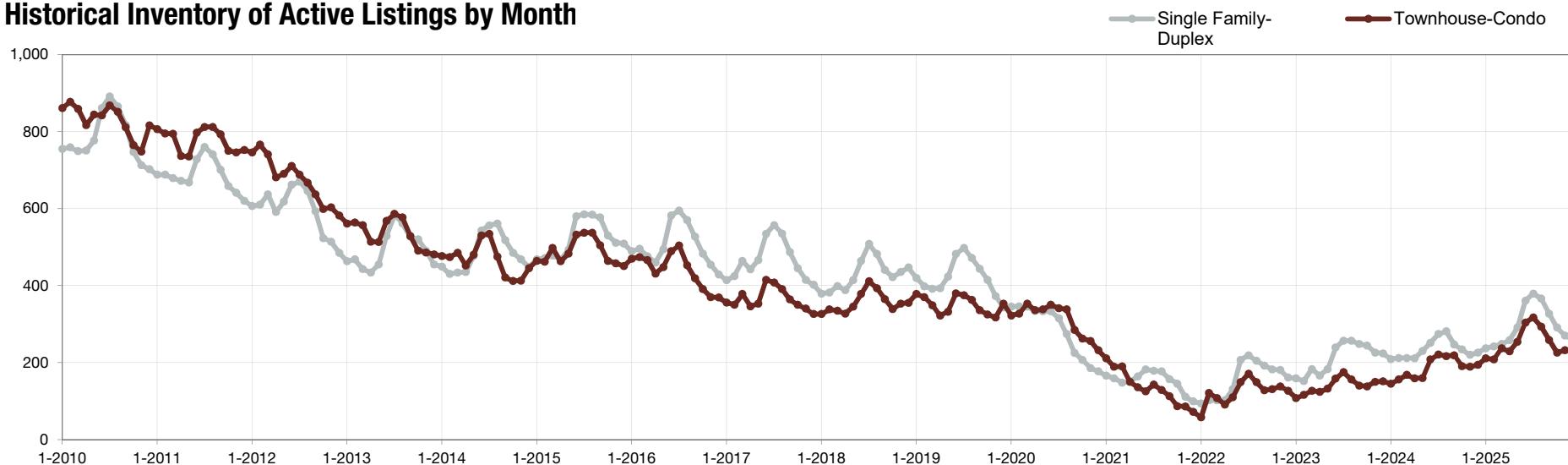


December



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	237	+13.4%	211	+45.5%
Feb-2025	242	+14.2%	208	+33.3%
Mar-2025	248	+17.0%	237	+41.1%
Apr-2025	258	+22.3%	229	+44.0%
May-2025	291	+26.5%	254	+58.8%
Jun-2025	361	+43.8%	304	+46.2%
Jul-2025	379	+38.3%	317	+43.4%
Aug-2025	366	+30.2%	293	+35.0%
Sep-2025	327	+32.4%	259	+18.3%
Oct-2025	291	+24.4%	226	+18.3%
Nov-2025	270	+22.7%	232	+22.8%
Dec-2025	260	+15.0%	233	+20.1%
12-Month Avg	294	+25.8%	250	+34.8%

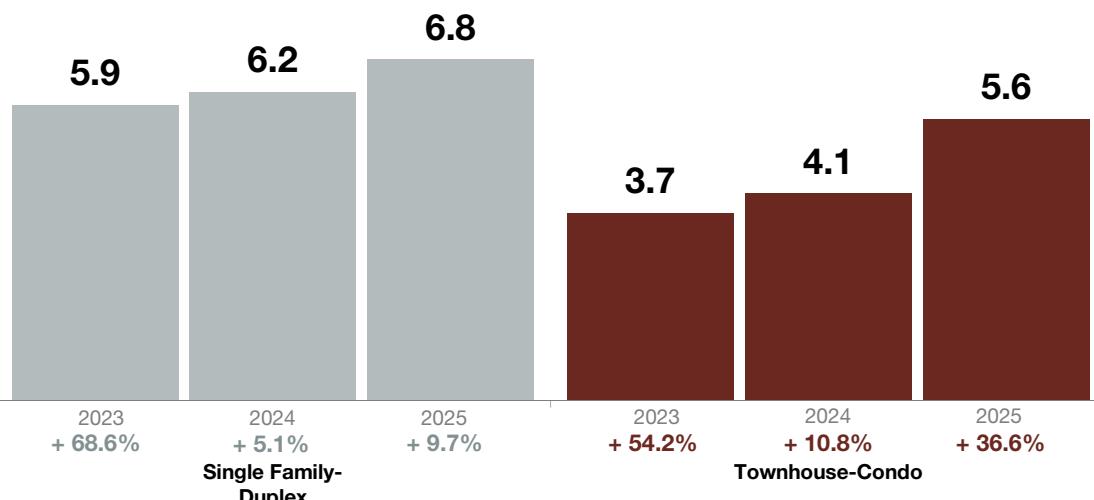
Historical Inventory of Active Listings by Month



Months Supply of Inventory



December



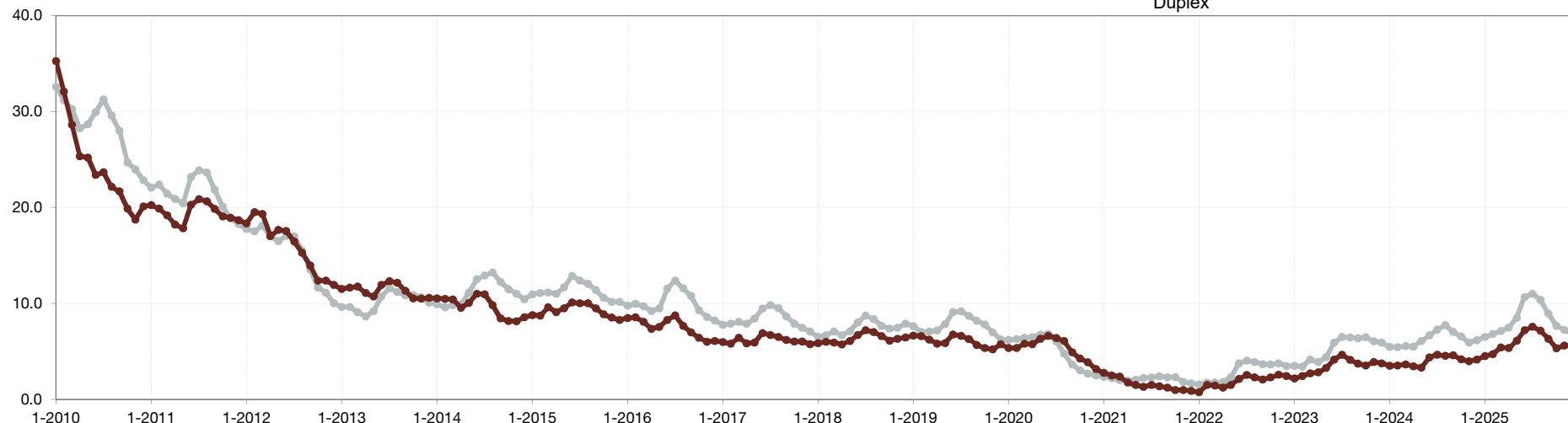
Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2025	6.5	+18.2%	4.5	+28.6%
Feb-2025	6.8	+25.9%	4.7	+34.3%
Mar-2025	7.1	+26.8%	5.4	+50.0%
Apr-2025	7.5	+36.4%	5.3	+55.9%
May-2025	8.5	+39.3%	6.1	+84.8%
Jun-2025	10.7	+59.7%	7.2	+63.6%
Jul-2025	11.0	+50.7%	7.6	+65.2%
Aug-2025	10.4	+35.1%	7.1	+57.8%
Sep-2025	8.9	+27.1%	6.3	+37.0%
Oct-2025	7.7	+18.5%	5.3	+26.2%
Nov-2025	7.2	+22.0%	5.6	+40.0%
Dec-2025	6.8	+9.7%	5.6	+36.6%
12-Month Avg	8.3	+31.5%	5.9	+48.1%

* Months Supply for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Single Family-Duplex

Townhouse-Condo

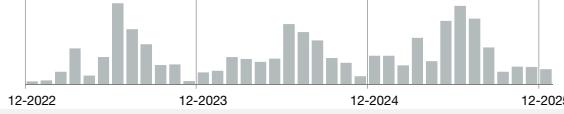
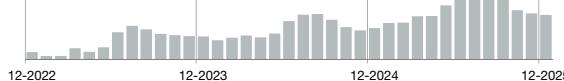
Historical Months Supply of Inventory by Month



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.



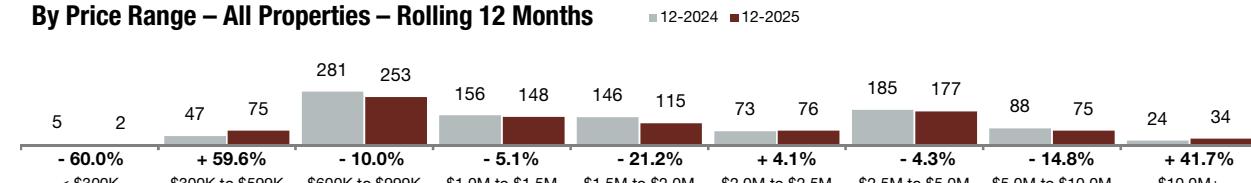
Key Metrics	Historical Sparkbars	12-2024		12-2025	Percent Change	YTD 2024		YTD 2025	Percent Change
		12-2024	12-2025	YTD 2024	YTD 2025				
New Listings		109	84	- 22.9%	1,335	1,464	+ 9.7%		
Pending Sales		69	56	- 18.8%	967	975	+ 0.8%		
Closed Sales		77	85	+ 10.4%	1,005	955	- 5.0%		
Median Sales Price		\$1,550,000	\$1,300,000	- 16.1%	\$1,520,000	\$1,495,000	- 1.6%		
Average Sales Price		\$2,621,343	\$2,002,747	- 23.6%	\$2,478,935	\$2,559,640	+ 3.3%		
Pct. of List Price Received		97.5%	96.4%	- 1.1%	97.5%	96.5%	- 1.0%		
Days on Market Until Sale		124	106	- 14.5%	84	87	+ 3.6%		
Housing Affordability Index		26	35	+ 34.6%	26	30	+ 15.4%		
Inventory of Active Listings		420	493	+ 17.4%	--	--	--		
Months Supply of Inventory		5.0	6.2	+ 24.0%	--	--	--		

Closed Sales

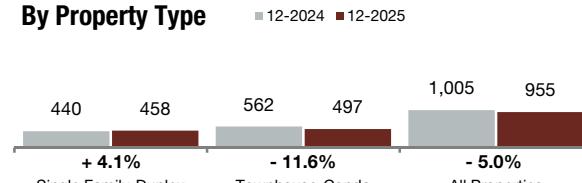
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family-Duplex			Townhouse-Condo		
	12-2024	12-2025	Change	12-2024	12-2025	Change
\$299,999 and Below	4	1	- 75.0%	0	1	--
\$300,000 to \$599,999	15	17	+ 13.3%	31	58	+ 87.1%
\$600,000 to \$999,999	97	96	- 1.0%	183	157	- 14.2%
\$1,000,000 to \$1,499,999	55	58	+ 5.5%	101	90	- 10.9%
\$1,500,000 to \$1,999,999	69	63	- 8.7%	77	52	- 32.5%
\$2,000,000 to \$2,499,999	35	44	+ 25.7%	38	32	- 15.8%
\$2,500,000 to \$4,999,999	89	104	+ 16.9%	96	73	- 24.0%
\$5,000,000 to \$9,999,999	54	48	- 11.1%	34	27	- 20.6%
\$10,000,000 and Above	22	27	+ 22.7%	2	7	+ 250.0%
All Price Ranges	440	458	+ 4.1%	562	497	- 11.6%

Compared to Prior Month

By Price Range	Single Family-Duplex			Townhouse-Condo		
	11-2025	12-2025	Change	11-2025	12-2025	Change
\$299,999 and Below	0	0	--	0	0	--
\$300,000 to \$599,999	1	0	- 100.0%	5	16	+ 220.0%
\$600,000 to \$999,999	10	10	0.0%	15	8	- 46.7%
\$1,000,000 to \$1,499,999	2	5	+ 150.0%	8	7	- 12.5%
\$1,500,000 to \$1,999,999	4	6	+ 50.0%	2	2	0.0%
\$2,000,000 to \$2,499,999	4	4	0.0%	1	4	+ 300.0%
\$2,500,000 to \$4,999,999	14	9	- 35.7%	5	7	+ 40.0%
\$5,000,000 to \$9,999,999	8	3	- 62.5%	0	3	--
\$10,000,000 and Above	1	1	0.0%	1	0	- 100.0%
All Price Ranges	44	38	- 13.6%	37	47	+ 27.0%

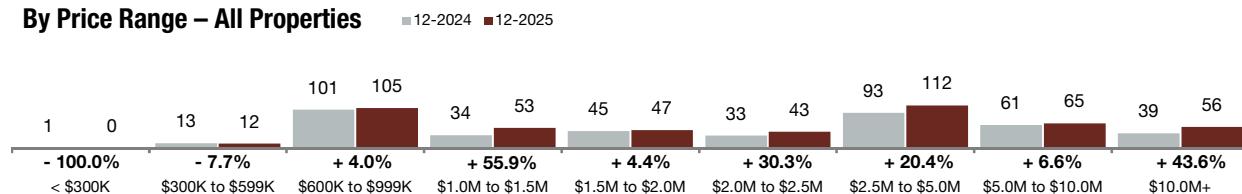
Year to Date

By Price Range	Single Family-Duplex			Townhouse-Condo		
	YTD 2024	YTD 2025	Change	YTD 2024	YTD 2025	Change
\$299,999 and Below	4	1	- 75.0%	0	1	--
\$300,000 to \$599,999	15	17	+ 13.3%	31	58	+ 87.1%
\$600,000 to \$999,999	97	96	- 1.0%	183	157	- 14.2%
\$1,000,000 to \$1,499,999	55	58	+ 5.5%	101	90	- 10.9%
\$1,500,000 to \$1,999,999	69	63	- 8.7%	77	52	- 32.5%
\$2,000,000 to \$2,499,999	35	44	+ 25.7%	38	32	- 15.8%
\$2,500,000 to \$4,999,999	89	104	+ 16.9%	96	73	- 24.0%
\$5,000,000 to \$9,999,999	54	48	- 11.1%	34	27	- 20.6%
\$10,000,000 and Above	22	27	+ 22.7%	2	7	+ 250.0%
All Price Ranges	440	458	+ 4.1%	562	497	- 11.6%

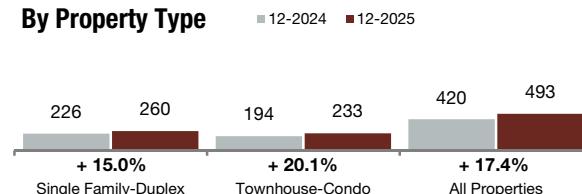
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family-Duplex			Townhouse-Condo		
	12-2024	12-2025	Change	12-2024	12-2025	Change
\$299,999 and Below	1	0	- 100.0%	0	0	--
\$300,000 to \$599,999	3	3	0.0%	10	9	- 10.0%
\$600,000 to \$999,999	55	46	- 16.4%	46	59	+ 28.3%
\$1,000,000 to \$1,499,999	11	16	+ 45.5%	23	37	+ 60.9%
\$1,500,000 to \$1,999,999	19	22	+ 15.8%	26	25	- 3.8%
\$2,000,000 to \$2,499,999	15	27	+ 80.0%	18	16	- 11.1%
\$2,500,000 to \$4,999,999	43	55	+ 27.9%	50	57	+ 14.0%
\$5,000,000 to \$9,999,999	46	46	0.0%	15	19	+ 26.7%
\$10,000,000 and Above	33	45	+ 36.4%	6	11	+ 83.3%
All Price Ranges	226	260	+ 15.0%	194	233	+ 20.1%

Compared to Prior Month

By Price Range	Single Family-Duplex			Townhouse-Condo		
	11-2025	12-2025	Change	11-2025	12-2025	Change
\$299,999 and Below	0	0	--	0	0	--
\$300,000 to \$599,999	3	3	0.0%	16	9	- 43.8%
\$600,000 to \$999,999	49	46	- 6.1%	66	59	- 10.6%
\$1,000,000 to \$1,499,999	19	16	- 15.8%	35	37	+ 5.7%
\$1,500,000 to \$1,999,999	24	22	- 8.3%	22	25	+ 13.6%
\$2,000,000 to \$2,499,999	31	27	- 12.9%	15	16	+ 6.7%
\$2,500,000 to \$4,999,999	59	55	- 6.8%	51	57	+ 11.8%
\$5,000,000 to \$9,999,999	46	46	0.0%	17	19	+ 11.8%
\$10,000,000 and Above	39	45	+ 15.4%	10	11	+ 10.0%
All Price Ranges	270	260	- 3.7%	232	233	+ 0.4%

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.