

Monthly Indicators



October 2018

New Listings were up 2.0 percent for the Single Family-Duplex category and 24.0 percent for the Townhouse-Condo category. Pending Sales decreased 19.6 percent for Single Family-Duplex but increased 34.8 percent for Townhouse-Condo.

The Median Sales Price was up 24.0 percent to \$967,500 for the Single Family-Duplex category and 12.0 percent to \$582,500 for the Townhouse-Condo category. Days on Market increased 25.0 percent for single family homes and 41.1 percent for townhouse-condo properties.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

Monthly Snapshot

- 3.7% **- 16.9%** **+ 6.1%**

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	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		50	51	+ 2.0%	873	819	- 6.2%
Pending Sales		51	41	- 19.6%	616	599	- 2.8%
Closed Sales		89	84	- 5.6%	588	590	+ 0.3%
Median Sales Price		\$780,000	\$967,500	+ 24.0%	\$728,500	\$790,000	+ 8.4%
Average Sales Price		\$1,324,369	\$1,482,267	+ 11.9%	\$1,306,826	\$1,398,643	+ 7.0%
Pct. of List Price Received		96.4%	95.3%	- 1.1%	96.2%	96.4%	+ 0.2%
Days on Market Until Sale		116	145	+ 25.0%	136	119	- 12.5%
Housing Affordability Index		46	32	- 30.4%	49	39	- 20.4%
Inventory of Active Listings		462	384	- 16.9%	--	--	--
Months Supply of Inventory		8.1	6.7	- 17.3%	--	--	--

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.

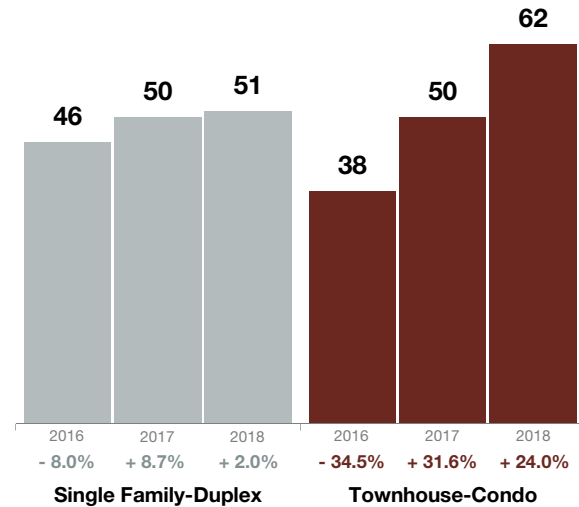


Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		50	62	+ 24.0%	753	816	+ 8.4%
Pending Sales		46	62	+ 34.8%	599	634	+ 5.8%
Closed Sales		73	73	0.0%	584	564	- 3.4%
Median Sales Price		\$520,000	\$582,500	+ 12.0%	\$497,000	\$587,500	+ 18.2%
Avg. Sales Price		\$912,727	\$866,381	- 5.1%	\$918,894	\$1,053,010	+ 14.6%
Pct. of List Price Received		96.6%	97.5%	+ 0.9%	96.6%	96.5%	- 0.1%
Days on Market Until Sale		95	134	+ 41.1%	115	114	- 0.9%
Affordability Index		69	53	- 23.2%	72	52	- 27.8%
Active Listings		374	309	- 17.4%	--	--	--
Months Supply		6.4	5.5	- 14.1%	--	--	--

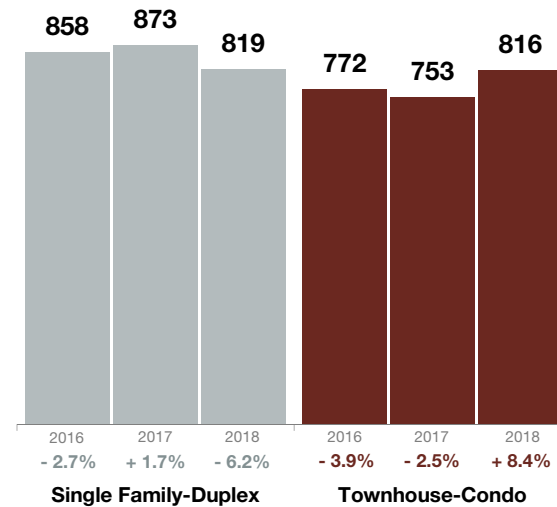
New Listings



October

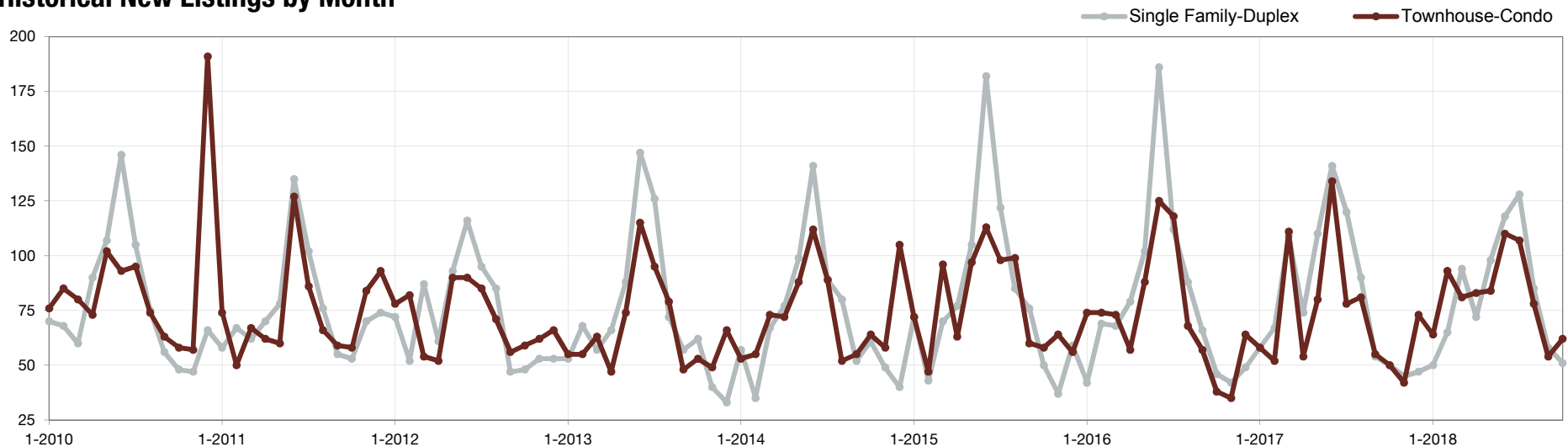


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	45	+7.1%	42	+20.0%
Dec-2017	47	-4.1%	73	+14.1%
Jan-2018	50	-13.8%	64	+10.3%
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	118	-16.3%	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	51	+2.0%	62	+24.0%
12-Month Avg	76	-5.5%	78	+9.3%

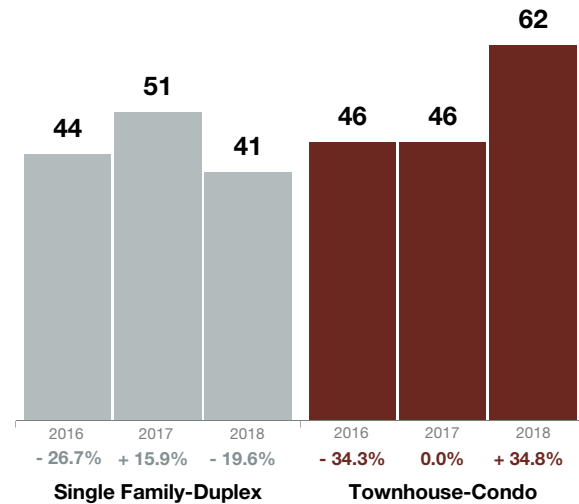
Historical New Listings by Month



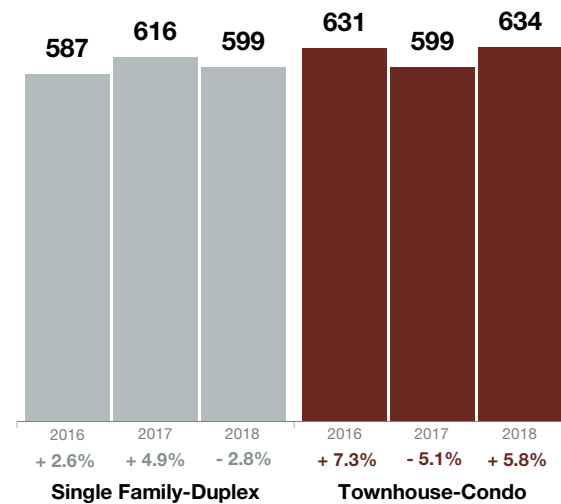
Pending Sales



October

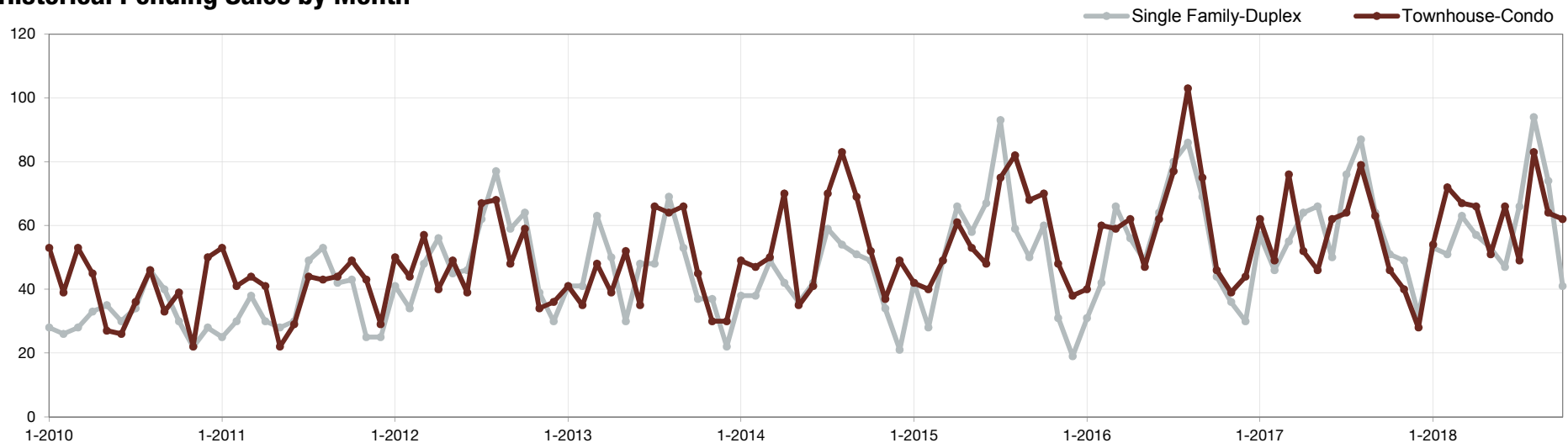


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	49	+36.1%	40	+2.6%
Dec-2017	32	+6.7%	28	-36.4%
Jan-2018	53	-7.0%	54	-12.9%
Feb-2018	51	+10.9%	72	+46.9%
Mar-2018	63	+14.5%	67	-11.8%
Apr-2018	57	-10.9%	66	+26.9%
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%	64	+1.6%
Oct-2018	41	-19.6%	62	+34.8%
12-Month Avg	57	-0.3%	59	+2.9%

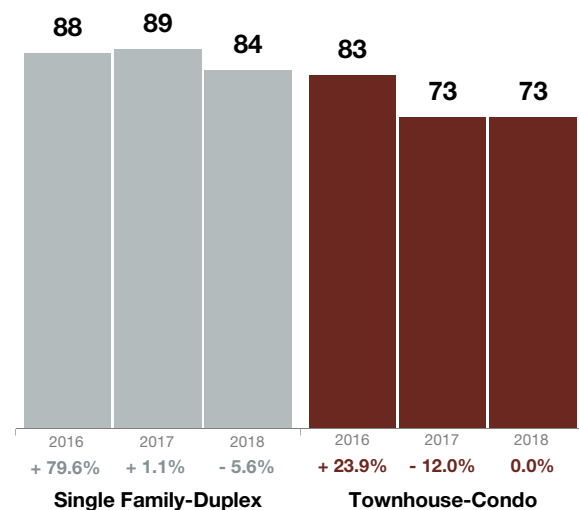
Historical Pending Sales by Month



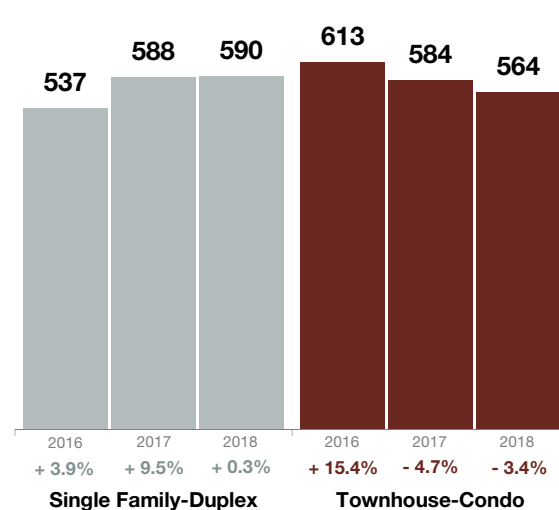
Closed Sales



October

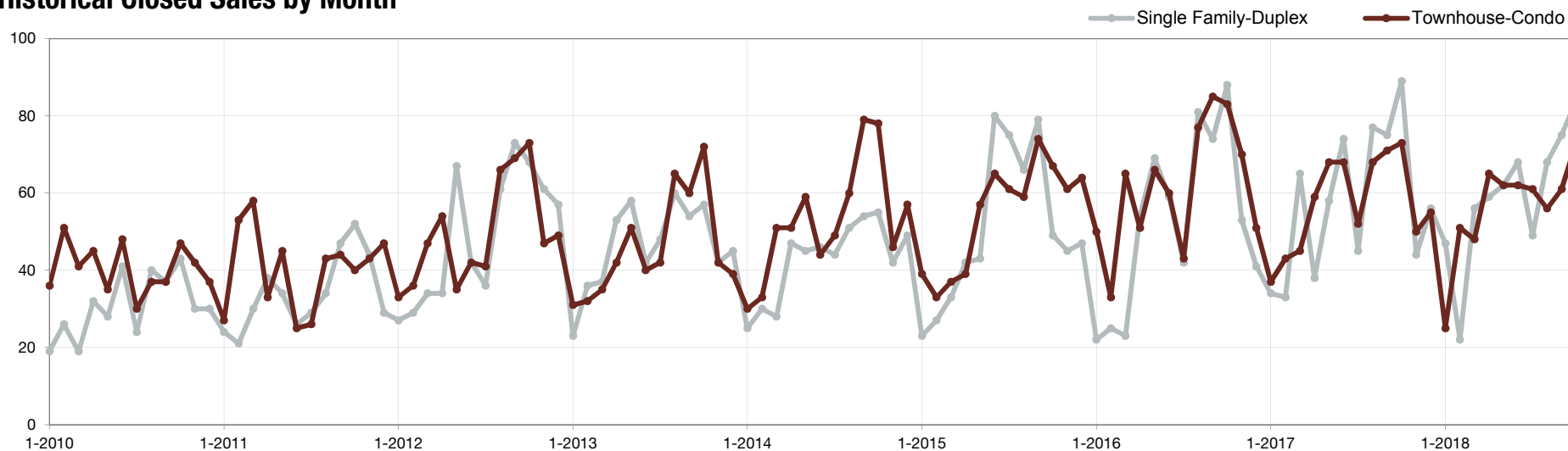


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	44	-17.0%	50	-28.6%
Dec-2017	56	+36.6%	55	+7.8%
Jan-2018	47	+38.2%	25	-32.4%
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	84	-5.6%	73	0.0%
12-Month Avg	58	+1.2%	56	-5.1%

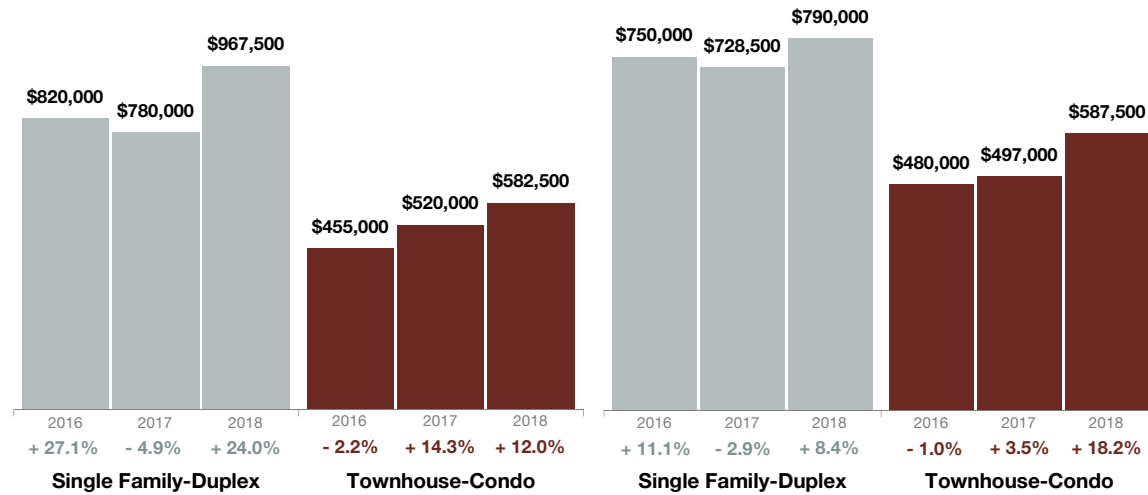
Historical Closed Sales by Month



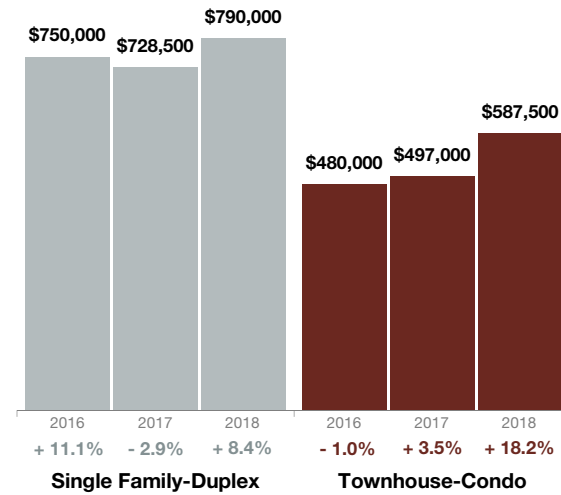
Median Sales Price



October



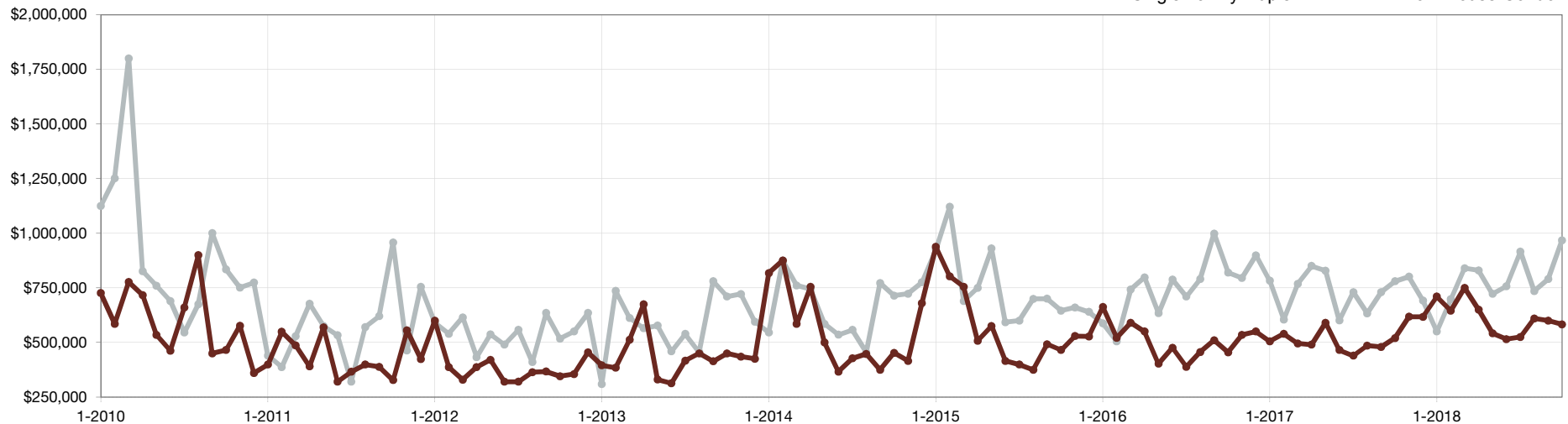
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	\$801,000	+0.8%	\$617,500	+15.4%
Dec-2017	\$692,450	-23.0%	\$617,000	+12.2%
Jan-2018	\$550,000	-29.7%	\$710,000	+40.6%
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	\$967,500	+24.0%	\$582,500	+12.0%
12-Month Avg*	\$779,000	+5.2%	\$594,000	+18.8%

* Median Sales Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

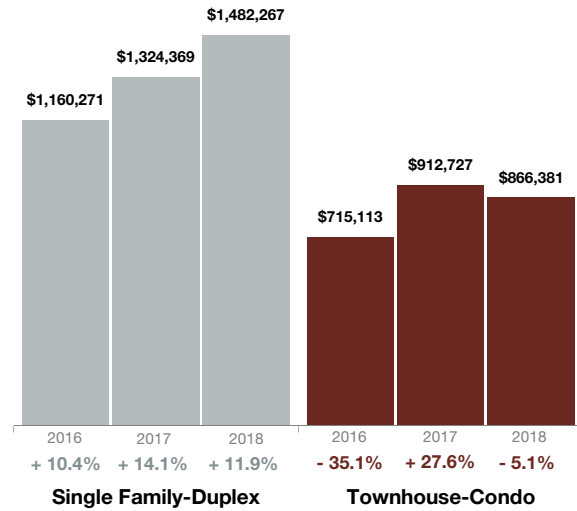
Historical Median Sales Price by Month



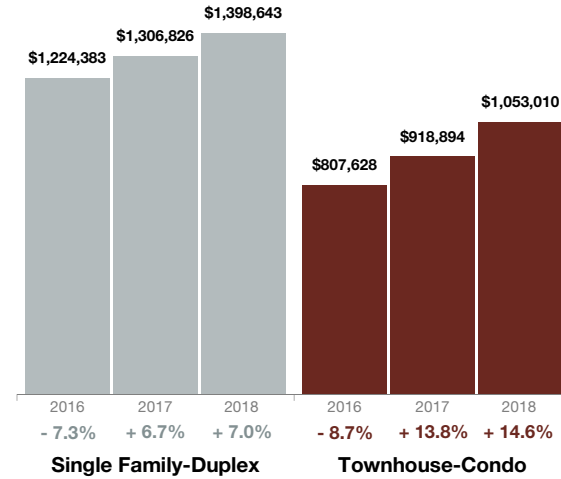
Average Sales Price



October



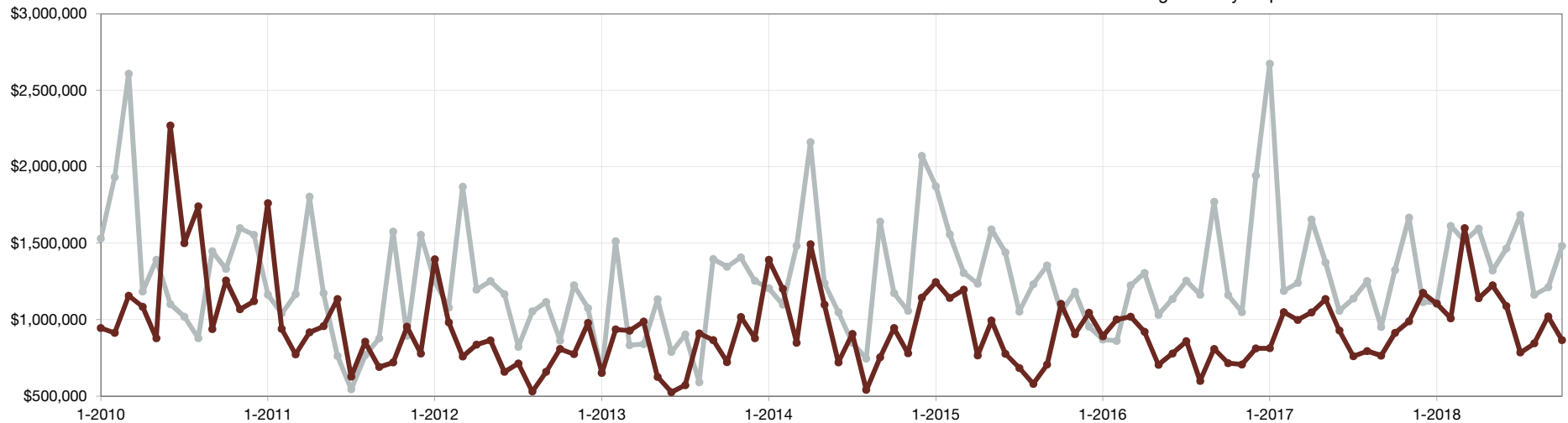
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	\$1,667,646	+59.1%	\$988,233	+39.8%
Dec-2017	\$1,113,960	-42.6%	\$1,174,399	+44.6%
Jan-2018	\$1,112,247	-58.4%	\$1,104,454	+35.9%
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	\$1,482,267	+11.9%	\$866,381	-5.1%
12-Month Avg*	\$1,392,692	+5.1%	\$1,058,148	+18.9%

* Avg. Sales Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month

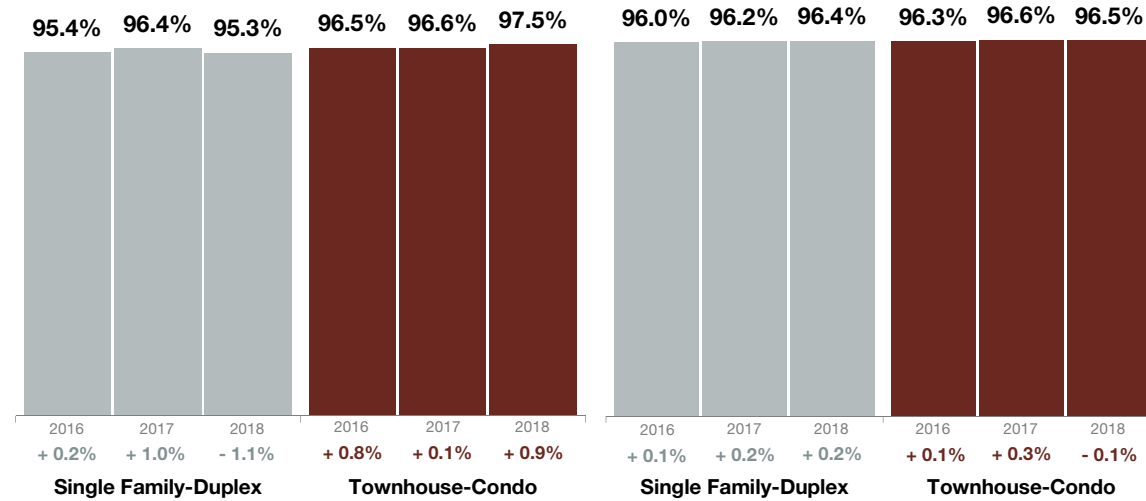


Percent of List Price Received



October

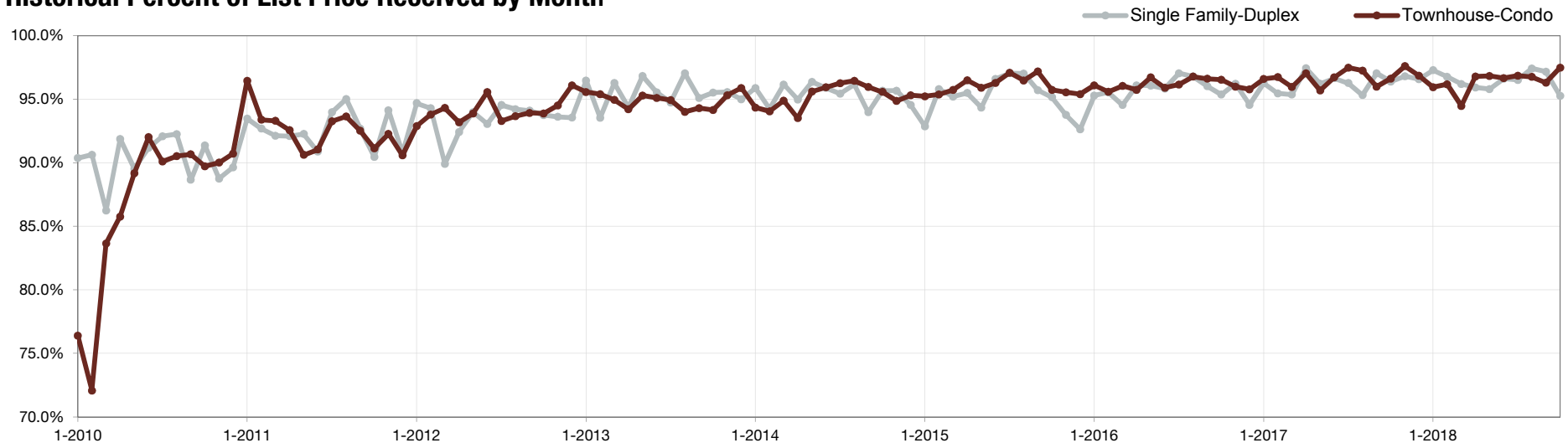
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	96.8%	+0.6%	97.6%	+1.7%
Dec-2017	96.6%	+2.1%	96.8%	+1.0%
Jan-2018	97.3%	+1.0%	95.9%	-0.7%
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%	97.5%	+0.9%
12-Month Avg*	96.5%	+0.4%	96.6%	+0.2%

* Pct. of List Price Received for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

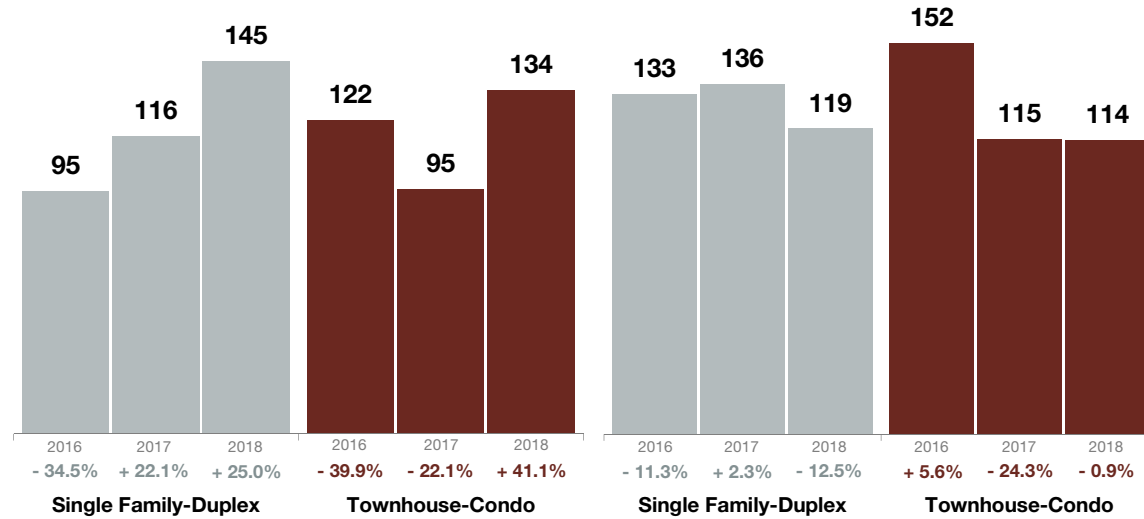


Days on Market Until Sale



October

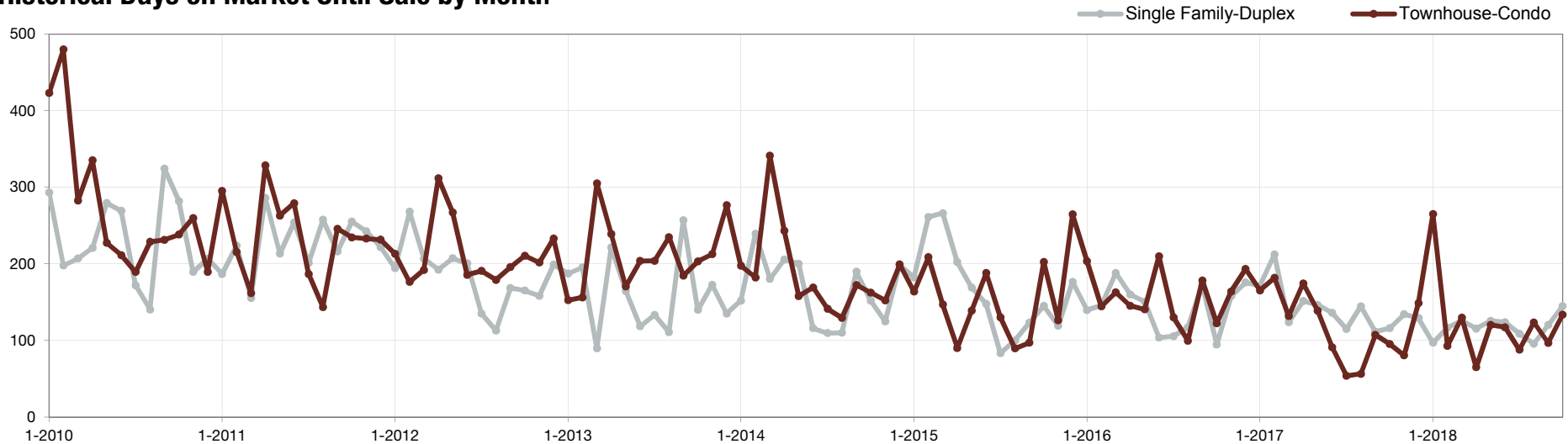
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	134	-15.2%	80	-51.2%
Dec-2017	129	-26.7%	149	-22.8%
Jan-2018	97	-43.3%	265	+60.6%
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	145	+25.0%	134	+41.1%
12-Month Avg*	140	-13.9%	125	-8.5%

* Days on Market for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

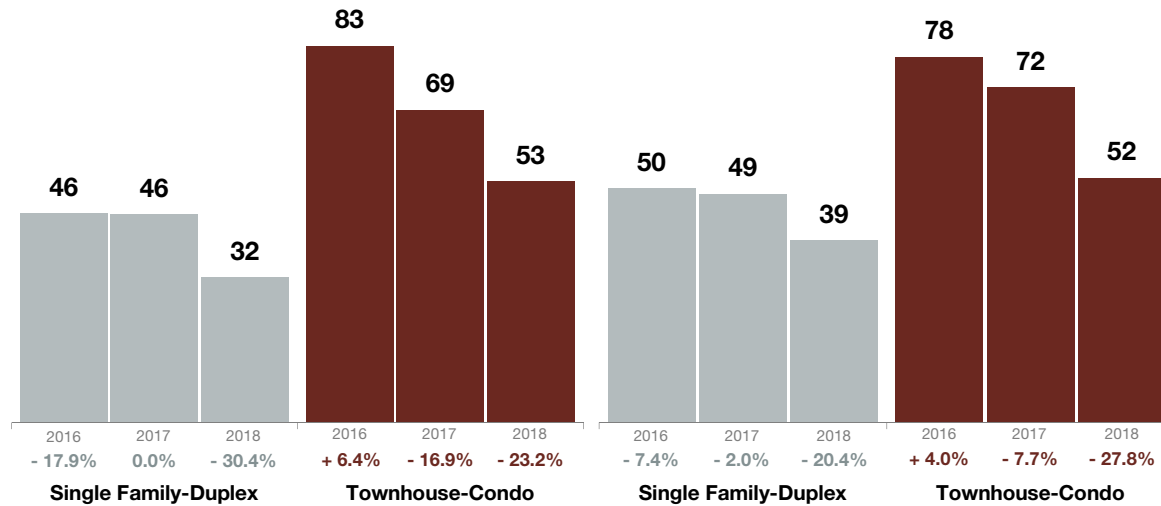


Housing Affordability Index



October

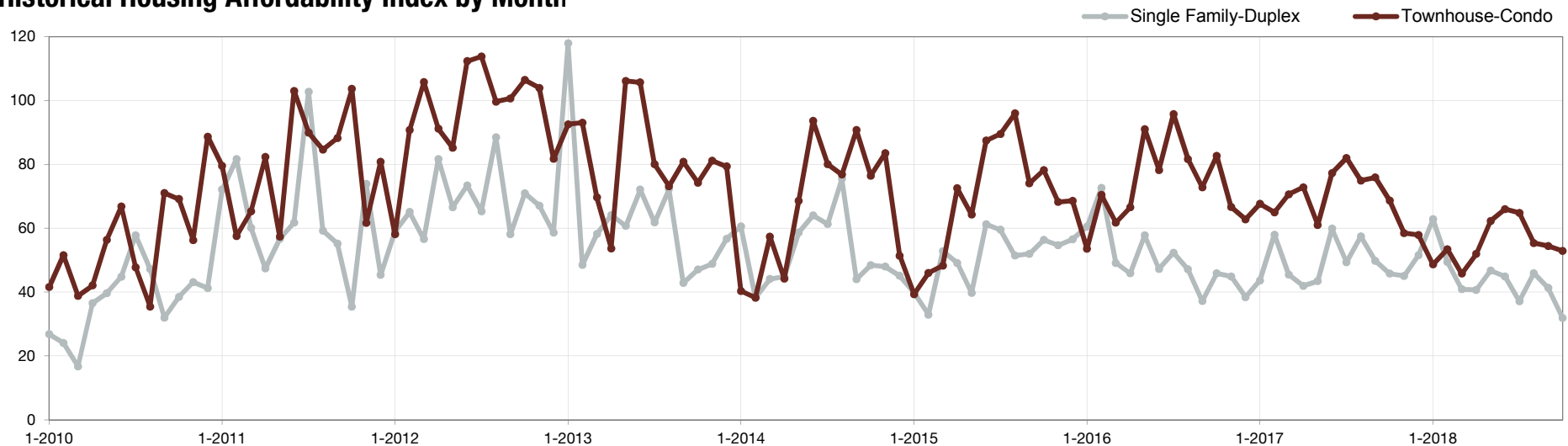
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	45	0.0%	58	-13.4%
Dec-2017	52	+36.8%	58	-7.9%
Jan-2018	63	+43.2%	49	-27.9%
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%
12-Month Avg*	45	-33.6%	48	-24.8%

* Affordability Index for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

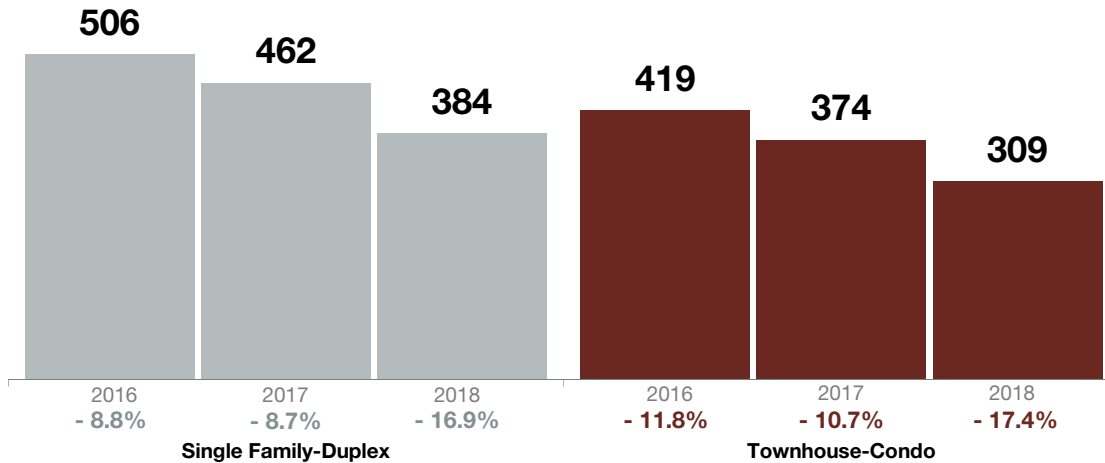
Historical Housing Affordability Index by Month



Inventory of Active Listings



October



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	433	-8.6%	361	-9.5%
Dec-2017	414	-7.8%	328	-15.0%
Jan-2018	393	-9.2%	329	-11.6%
Feb-2018	399	-9.7%	339	-7.9%
Mar-2018	416	-14.4%	336	-14.9%
Apr-2018	402	-13.0%	327	-10.4%
May-2018	429	-11.7%	348	-7.7%
Jun-2018	478	-13.6%	379	-12.7%
Jul-2018	524	-9.5%	405	-6.3%
Aug-2018	489	-12.5%	383	-7.3%
Sep-2018	433	-15.3%	349	-10.3%
Oct-2018	384	-16.9%	309	-17.4%
12-Month Avg	433	-11.9%	349	-10.9%

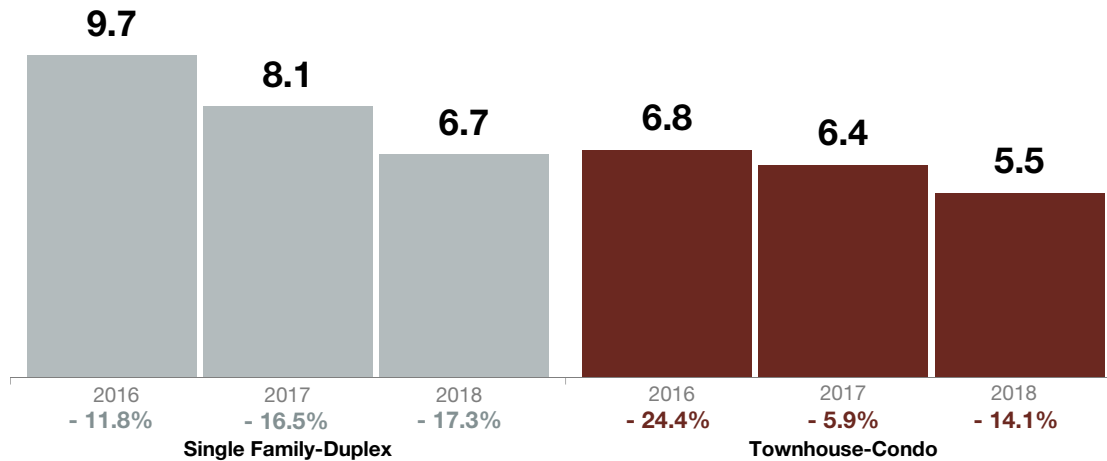
Historical Inventory of Active Listings by Month



Months Supply of Inventory



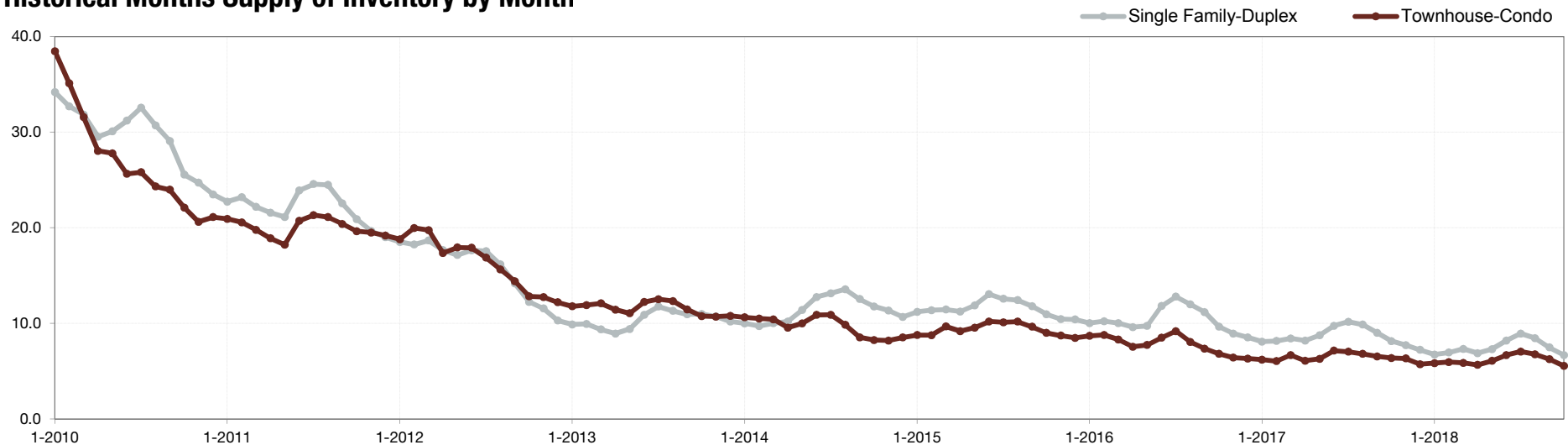
October



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2017	7.7	-13.5%	6.3	-1.6%
Dec-2017	7.2	-15.3%	5.7	-9.5%
Jan-2018	6.7	-17.3%	5.8	-6.5%
Feb-2018	6.9	-14.8%	5.9	-1.7%
Mar-2018	7.3	-13.1%	5.9	-11.9%
Apr-2018	6.9	-15.9%	5.7	-6.6%
May-2018	7.3	-17.0%	6.1	-3.2%
Jun-2018	8.2	-15.5%	6.7	-5.6%
Jul-2018	8.9	-12.7%	7.0	0.0%
Aug-2018	8.4	-15.2%	6.8	0.0%
Sep-2018	7.5	-16.7%	6.3	-3.1%
Oct-2018	6.7	-17.3%	5.5	-14.1%
12-Month Avg	7.5	-15.2%	6.1	-5.4%

* Months Supply for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

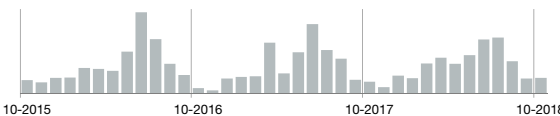
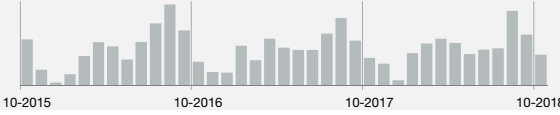
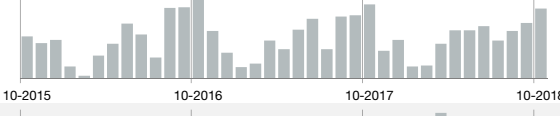
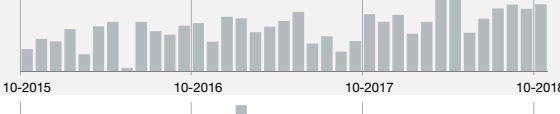

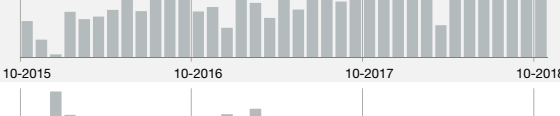

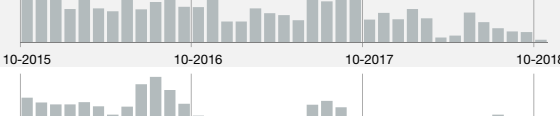
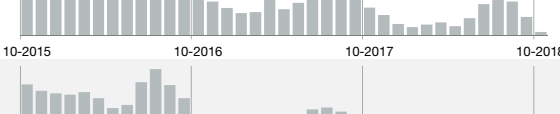
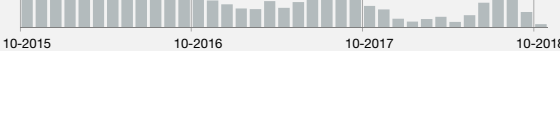
Historical Months Supply of Inventory by Month



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	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		103	115	+ 11.7%	1,632	1,643	+ 0.7%
Pending Sales		99	104	+ 5.1%	1,218	1,238	+ 1.6%
Closed Sales		163	157	- 3.7%	1,174	1,158	- 1.4%
Median Sales Price		\$677,650	\$719,000	+ 6.1%	\$595,000	\$679,500	+ 14.2%
Average Sales Price		\$1,133,055	\$1,195,900	+ 5.5%	\$1,111,806	\$1,226,308	+ 10.3%
Pct. of List Price Received		96.5%	96.3%	- 0.2%	96.4%	96.5%	+ 0.1%
Days on Market Until Sale		106	140	+ 32.1%	125	116	- 7.2%
Housing Affordability Index		53	43	- 18.6%	60	45	- 24.4%
Inventory of Active Listings		838	696	- 16.9%	--	--	--
Months Supply of Inventory		7.2	6.1	- 15.3%	--	--	--

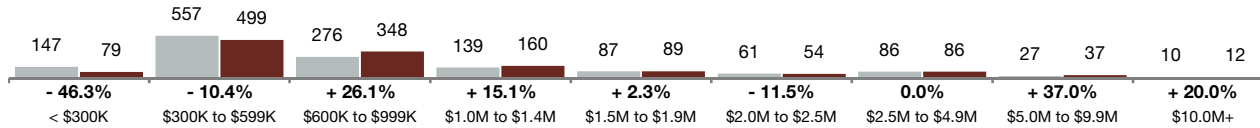
Closed Sales

Actual sales that have closed in a given month.



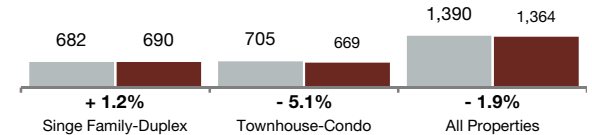
By Price Range – All Properties – Rolling 12 Months

■ 10-2017 ■ 10-2018



By Property Type

■ 10-2017 ■ 10-2018



Rolling 12 Months

By Price Range	Single Family-Duplex			Townhouse-Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$299,999 and Below	58	38	-34.5%	86	37	-57.0%
\$300,000 to \$599,999	225	196	-12.9%	332	302	-9.0%
\$600,000 to \$999,999	159	193	+21.4%	117	155	+32.5%
\$1,000,000 to \$1,499,999	75	99	+32.0%	64	61	-4.7%
\$1,500,000 to \$1,999,999	51	45	-11.8%	36	44	+22.2%
\$2,000,000 to \$2,499,999	35	34	-2.9%	26	20	-23.1%
\$2,500,000 to \$4,999,999	51	56	+9.8%	35	30	-14.3%
\$5,000,000 to \$9,999,999	19	22	+15.8%	8	15	+87.5%
\$10,000,000 and Above	9	7	-22.2%	1	5	+400.0%
All Price Ranges	682	690	+1.2%	705	669	-5.1%

Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
	5	4	-20.0%	3	7	+133.3%
	15	17	+13.3%	27	30	+11.1%
	25	22	-12.0%	13	21	+61.5%
	10	11	+10.0%	11	7	-36.4%
	8	9	+12.5%	1	4	+300.0%
	6	4	-33.3%	0	0	--
	5	15	+200.0%	4	3	-25.0%
	1	2	+100.0%	2	1	-50.0%
	0	0	--	0	0	--
	75	84	+12.0%	61	73	+19.7%

Year to Date

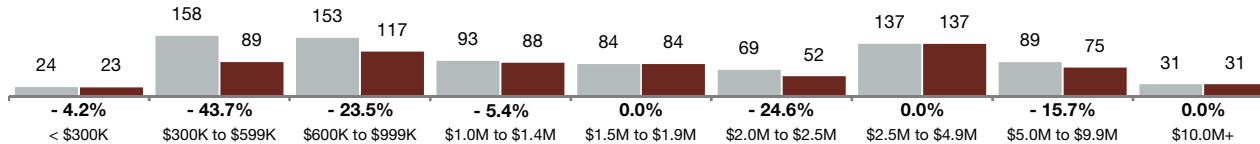
	Single Family-Duplex			Townhouse-Condo		
	YTD 2017	YTD 2018	Change	YTD 2017	YTD 2018	Change
	50	30	-40.0%	73	33	-54.8%
	195	167	-14.4%	272	255	-6.3%
	137	164	+19.7%	98	127	+29.6%
	65	88	+35.4%	47	51	+8.5%
	41	38	-7.3%	31	38	+22.6%
	32	31	-3.1%	23	18	-21.7%
	44	47	+6.8%	31	25	-19.4%
	17	18	+5.9%	8	14	+75.0%
	7	7	0.0%	1	3	+200.0%
	588	590	+0.3%	584	564	-3.4%

Inventory of Active Listings

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

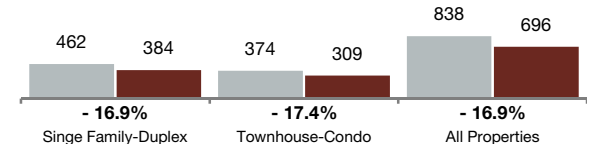
By Price Range – All Properties

■ 10-2017 ■ 10-2018



By Property Type

■ 10-2017 ■ 10-2018



Year over Year

By Price Range	Single Family-Duplex			Townhouse-Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$299,999 and Below	10	9	-10.0%	12	11	-8.3%
\$300,000 to \$599,999	52	27	-48.1%	106	62	-41.5%
\$600,000 to \$999,999	87	50	-42.5%	66	67	+1.5%
\$1,000,000 to \$1,499,999	57	46	-19.3%	36	42	+16.7%
\$1,500,000 to \$1,999,999	45	44	-2.2%	39	40	+2.6%
\$2,000,000 to \$2,499,999	36	33	-8.3%	33	19	-42.4%
\$2,500,000 to \$4,999,999	94	96	+2.1%	43	41	-4.7%
\$5,000,000 to \$9,999,999	57	53	-7.0%	32	22	-31.3%
\$10,000,000 and Above	24	26	+8.3%	7	5	-28.6%
All Price Ranges	462	384	-16.9%	374	309	-17.4%

Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
	10	9	-10.0%	11	11	0.0%
	39	27	-30.8%	82	62	-24.4%
	56	50	-10.7%	78	67	-14.1%
	50	46	-8.0%	45	42	-6.7%
	53	44	-17.0%	39	40	+2.6%
	36	33	-8.3%	22	19	-13.6%
	111	96	-13.5%	43	41	-4.7%
	55	53	-3.6%	23	22	-4.3%
	23	26	+13.0%	6	5	-16.7%
	433	384	-11.3%	349	309	-11.5%

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



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.