

Monthly Indicators



April 2021

New Listings were up 70.5 percent for the Single Family-Duplex category and 92.1 percent for the Townhouse-Condo category. Pending Sales increased 170.8 percent for Single Family-Duplex and 373.9 percent for Townhouse-Condo.

The Median Sales Price was up 141.8 percent to \$1,765,000 for the Single Family-Duplex category and 22.9 percent to \$879,000 for the Townhouse-Condo category. Days on Market decreased 24.9 percent for single family homes and 38.7 percent for townhouse-condo properties.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

Monthly Snapshot

+ 194.2% **- 60.3%** **+ 67.3%**

One-Year Change in	One-Year Change in	One-Year Change in
Closed Sales	Active Listings	Median Sales Price
All Properties	All Properties	All Properties

Residential real estate activity in Vail Board of REALTORS® MLS composed of single-family homes, duplexes, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family-Duplex Activity Overview	2
Townhouse-Condo Activity Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
All Properties Activity Overview	14
Closed Sales and Inventory by Price Range	15
Glossary of Terms	16

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	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		44	75	+ 70.5%	205	248	+ 21.0%
Pending Sales		24	65	+ 170.8%	110	244	+ 121.8%
Closed Sales		25	60	+ 140.0%	125	194	+ 55.2%
Median Sales Price		\$730,000	\$1,765,000	+ 141.8%	\$895,000	\$1,533,500	+ 71.3%
Average Sales Price		\$1,226,802	\$2,587,123	+ 110.9%	\$1,473,620	\$2,409,845	+ 63.5%
Pct. of List Price Received		96.9%	97.4%	+ 0.5%	96.4%	97.1%	+ 0.7%
Days on Market Until Sale		217	163	- 24.9%	175	145	- 17.1%
Housing Affordability Index		53	22	- 58.5%	43	25	- 41.9%
Inventory of Active Listings		344	143	- 58.4%	--	--	--
Months Supply of Inventory		6.5	1.8	- 72.3%	--	--	--

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.

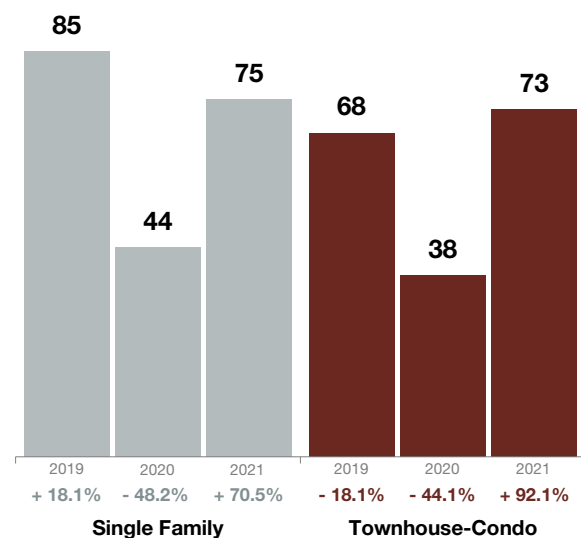


Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		38	73	+ 92.1%	235	338	+ 43.8%
Pending Sales		23	109	+ 373.9%	170	397	+ 133.5%
Closed Sales		25	93	+ 272.0%	156	306	+ 96.2%
Median Sales Price		\$715,000	\$879,000	+ 22.9%	\$712,500	\$873,000	+ 22.5%
Avg. Sales Price		\$1,304,640	\$1,333,036	+ 2.2%	\$1,369,629	\$1,334,097	- 2.6%
Pct. of List Price Received		95.4%	98.9%	+ 3.7%	96.6%	97.8%	+ 1.2%
Days on Market Until Sale		137	84	- 38.7%	148	95	- 35.8%
Affordability Index		54	44	- 18.5%	54	45	- 16.7%
Active Listings		351	133	- 62.1%	--	--	--
Months Supply		6.0	1.5	- 75.0%	--	--	--

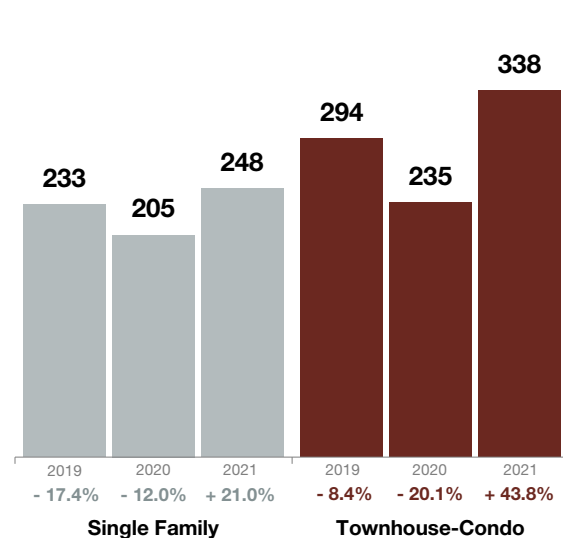
New Listings



April

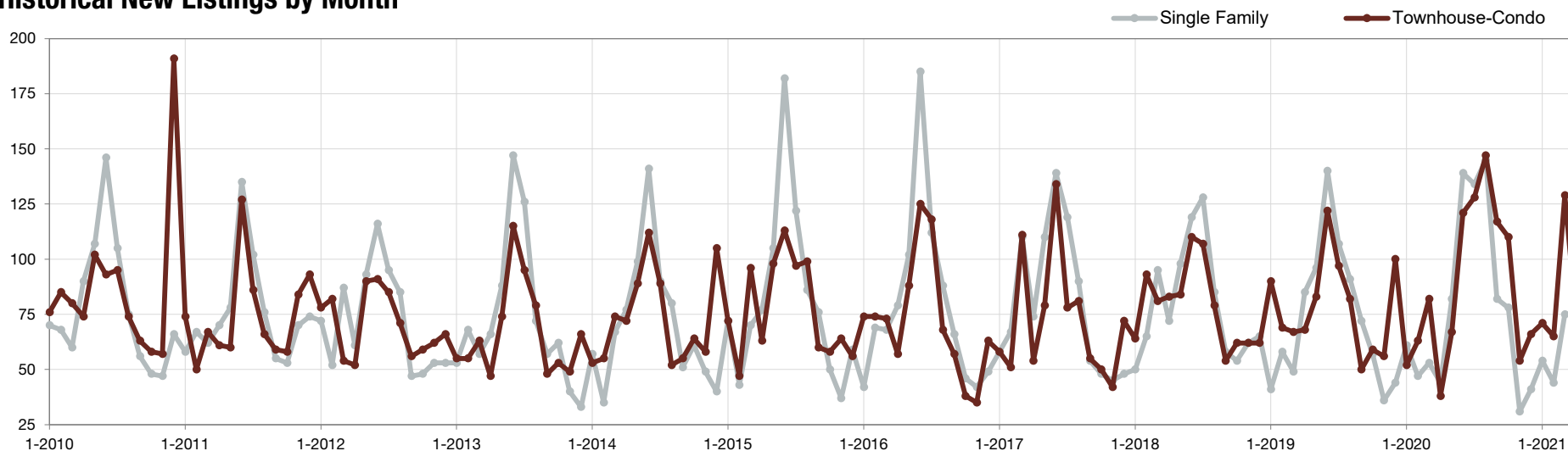


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2020	82	-14.6%	67	-19.3%
Jun-2020	139	-0.7%	121	-0.8%
Jul-2020	134	+25.2%	128	+32.0%
Aug-2020	145	+59.3%	147	+79.3%
Sep-2020	82	+13.9%	117	+134.0%
Oct-2020	78	+36.8%	110	+86.4%
Nov-2020	31	-13.9%	54	-3.6%
Dec-2020	41	-6.8%	66	-34.0%
Jan-2021	54	-11.5%	71	+36.5%
Feb-2021	44	-6.4%	65	+3.2%
Mar-2021	75	+41.5%	129	+57.3%
Apr-2021	75	+70.5%	73	+92.1%
12-Month Avg	82	+15.6%	96	+29.9%

Historical New Listings by Month

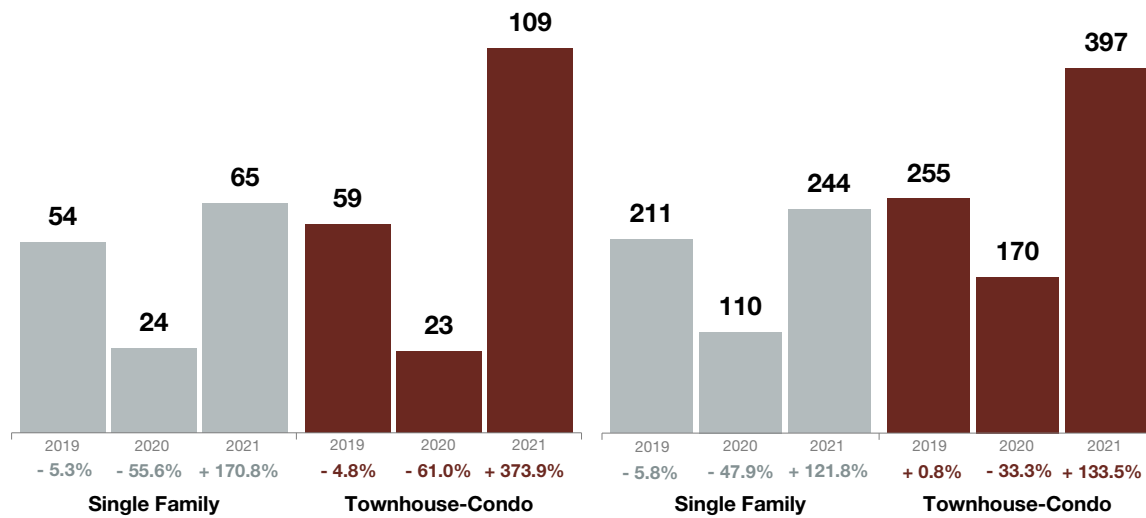


Pending Sales



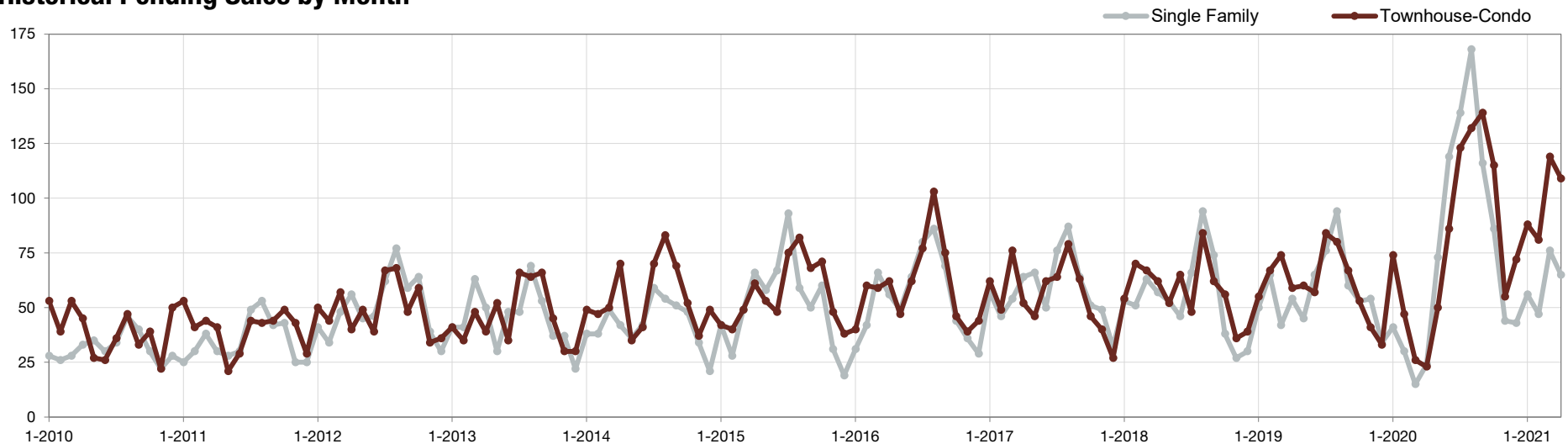
April

Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2020	73	+62.2%	50	-16.7%
Jun-2020	119	+83.1%	86	+50.9%
Jul-2020	139	+82.9%	123	+46.4%
Aug-2020	168	+78.7%	132	+65.0%
Sep-2020	116	+93.3%	139	+107.5%
Oct-2020	86	+62.3%	115	+117.0%
Nov-2020	44	-18.5%	55	+34.1%
Dec-2020	43	+26.5%	72	+118.2%
Jan-2021	56	+36.6%	88	+18.9%
Feb-2021	47	+56.7%	81	+72.3%
Mar-2021	76	+406.7%	119	+357.7%
Apr-2021	65	+170.8%	109	+373.9%
12-Month Avg	86	+74.6%	97	+81.2%

Historical Pending Sales by Month

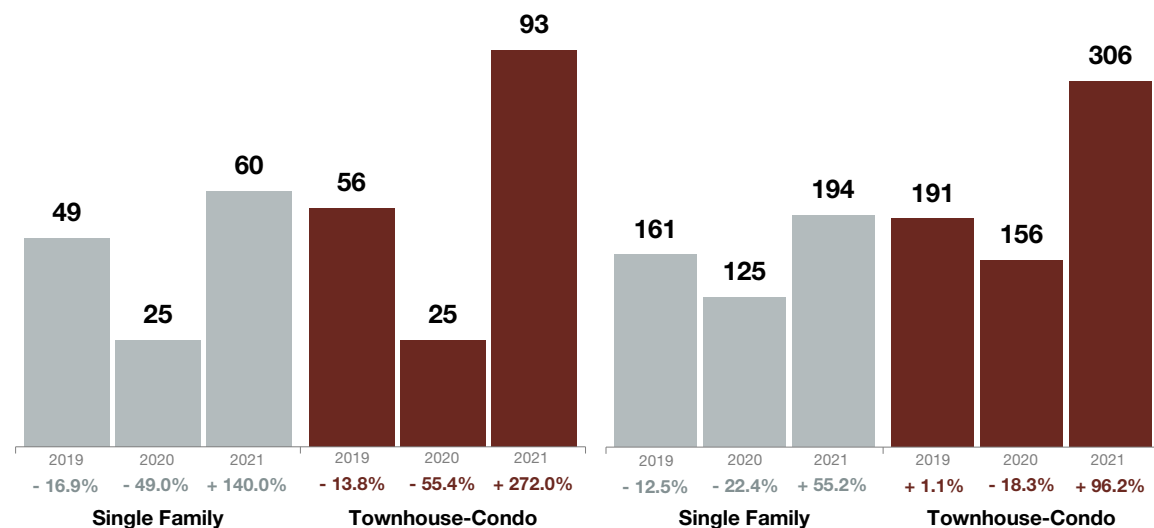


Closed Sales



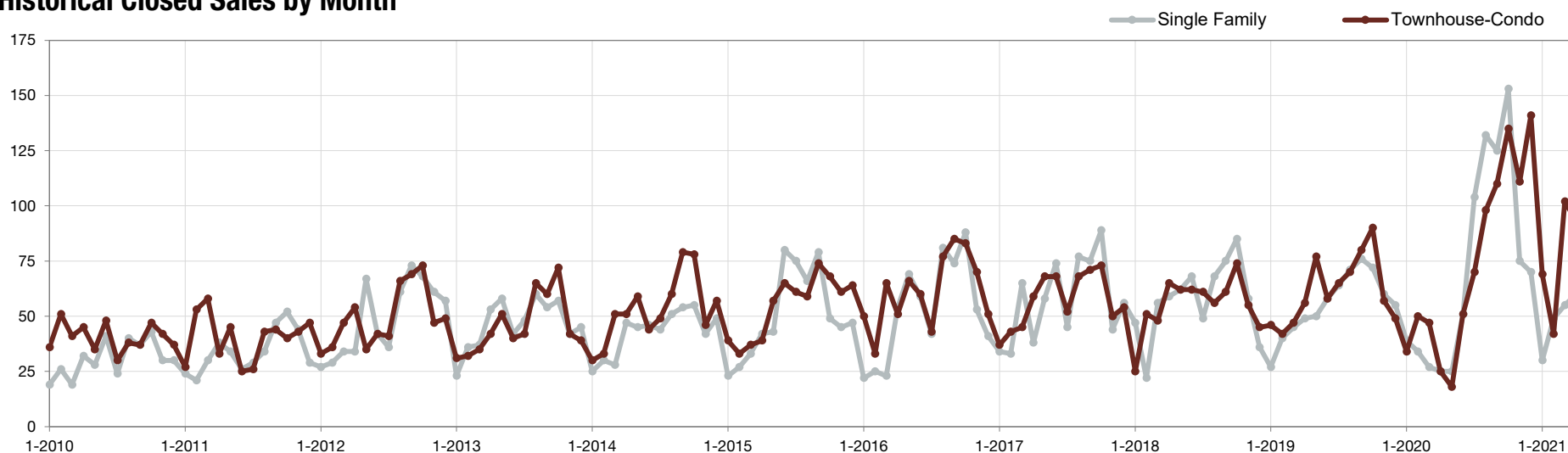
April

Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2020	25	-50.0%	18	-76.6%
Jun-2020	51	-12.1%	51	-12.1%
Jul-2020	104	+62.5%	70	+7.7%
Aug-2020	132	+85.9%	98	+40.0%
Sep-2020	125	+64.5%	110	+37.5%
Oct-2020	153	+112.5%	135	+50.0%
Nov-2020	75	+25.0%	111	+94.7%
Dec-2020	70	+27.3%	141	+187.8%
Jan-2021	30	-23.1%	69	+102.9%
Feb-2021	49	+44.1%	42	-16.0%
Mar-2021	55	+103.7%	102	+117.0%
Apr-2021	60	+140.0%	93	+272.0%
12-Month Avg	77	+47.2%	87	+48.1%

Historical Closed Sales by Month

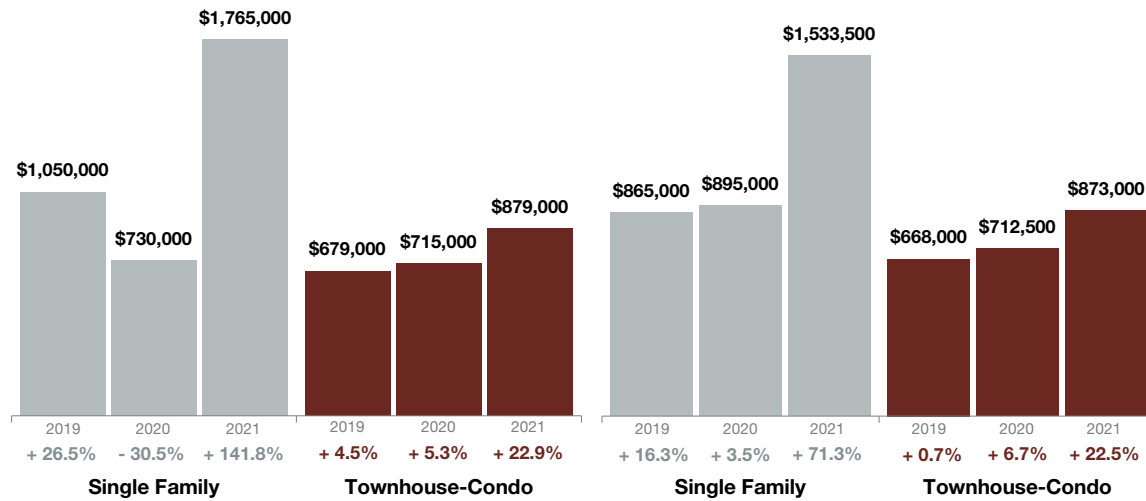


Median Sales Price



April

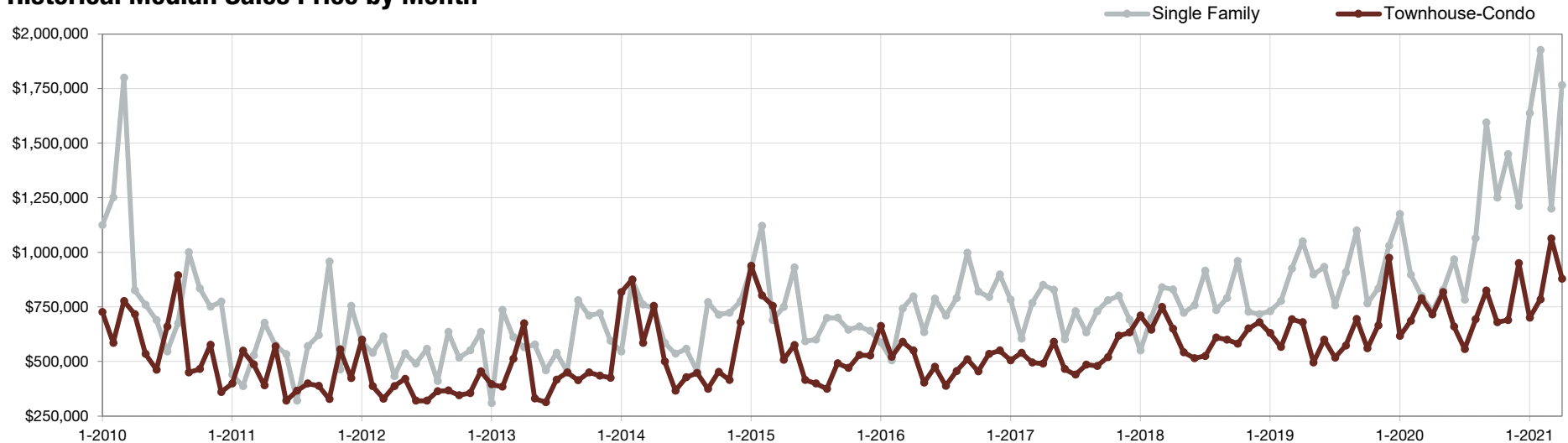
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2020	\$827,428	-7.9%	\$817,500	+65.2%
Jun-2020	\$967,000	+3.7%	\$660,000	+10.0%
Jul-2020	\$783,500	+3.5%	\$557,000	+7.6%
Aug-2020	\$1,065,000	+17.3%	\$692,500	+20.8%
Sep-2020	\$1,595,000	+45.0%	\$825,231	+18.9%
Oct-2020	\$1,250,000	+63.2%	\$679,750	+21.4%
Nov-2020	\$1,450,000	+73.7%	\$690,000	+3.7%
Dec-2020	\$1,212,500	+17.7%	\$950,000	-2.6%
Jan-2021	\$1,637,500	+39.4%	\$700,000	+13.6%
Feb-2021	\$1,927,000	+114.7%	\$784,500	+14.3%
Mar-2021	\$1,200,000	+50.0%	\$1,063,800	+34.8%
Apr-2021	\$1,765,000	+141.8%	\$879,000	+22.9%
12-Month Avg*	\$1,250,000	+40.4%	\$725,000	+14.2%

* Median Sales Price for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month

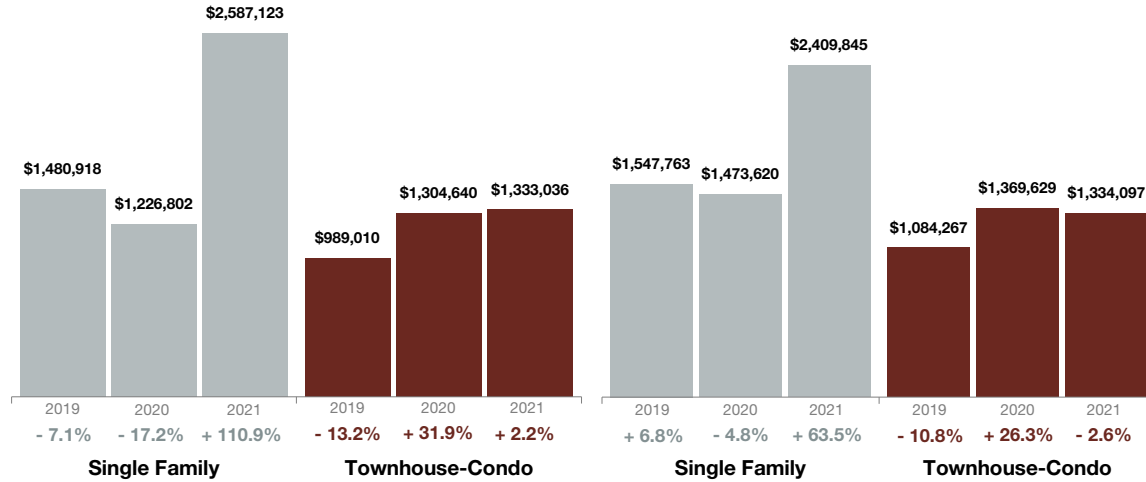


Average Sales Price



April

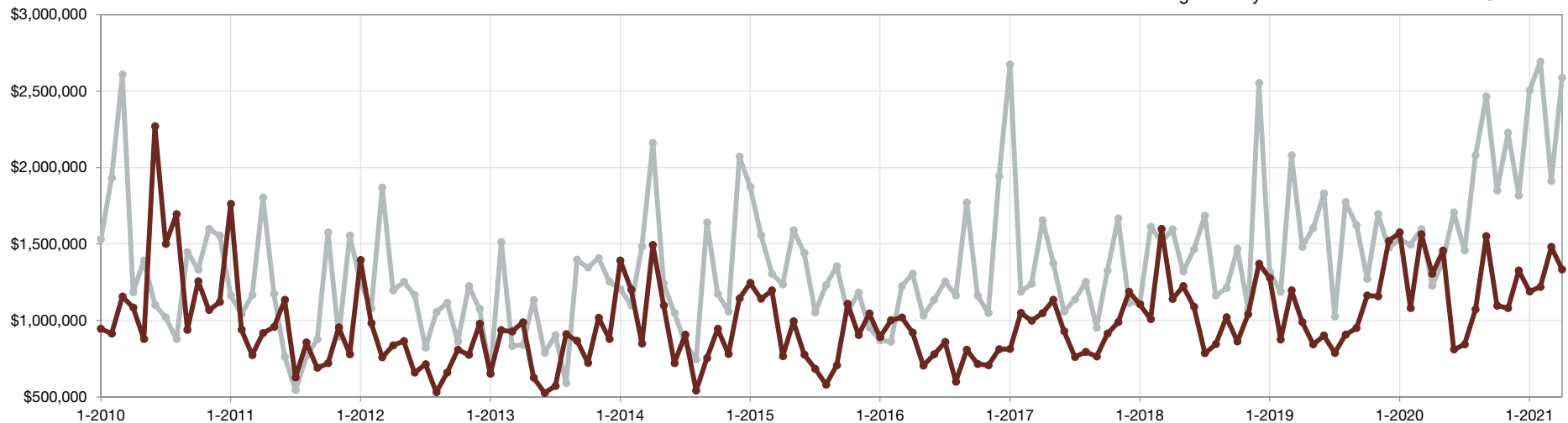
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2020	\$1,392,532	-13.2%	\$1,456,462	+72.7%
Jun-2020	\$1,705,807	-6.8%	\$808,987	-10.1%
Jul-2020	\$1,457,526	+42.1%	\$843,524	+7.2%
Aug-2020	\$2,080,060	+17.3%	\$1,071,824	+18.3%
Sep-2020	\$2,463,902	+51.8%	\$1,551,268	+63.4%
Oct-2020	\$1,849,630	+45.4%	\$1,095,949	-5.7%
Nov-2020	\$2,226,872	+31.4%	\$1,080,033	-6.7%
Dec-2020	\$1,816,755	+23.1%	\$1,327,025	-12.7%
Jan-2021	\$2,504,907	+63.9%	\$1,189,809	-24.5%
Feb-2021	\$2,693,252	+80.2%	\$1,219,107	+12.8%
Mar-2021	\$1,912,108	+19.7%	\$1,480,020	-5.3%
Apr-2021	\$2,587,123	+110.9%	\$1,333,036	+2.2%
12-Month Avg*	\$2,045,898	+34.5%	\$1,216,712	+11.4%

* Avg. Sales Price for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month

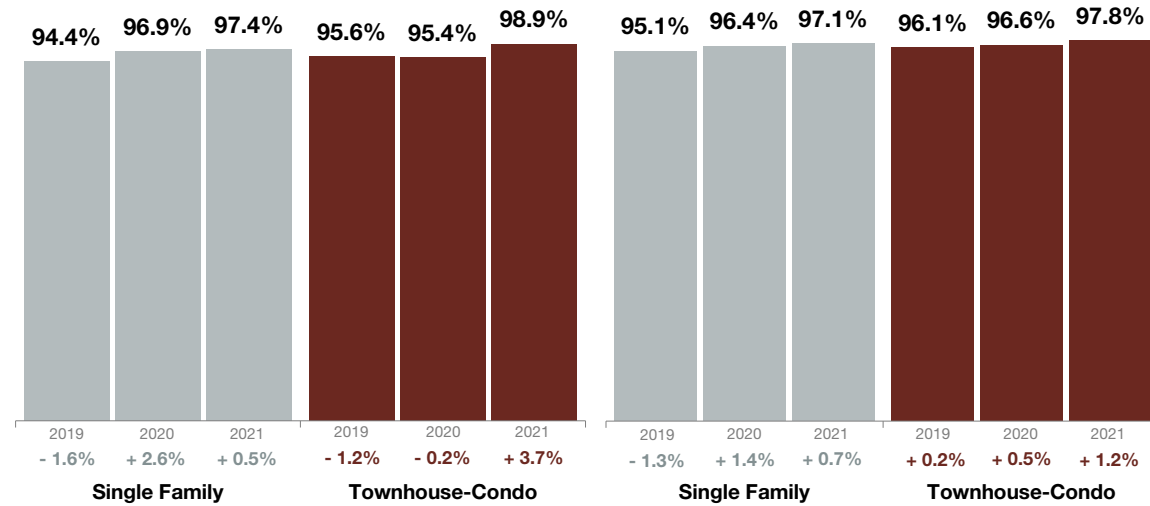


Percent of List Price Received



April

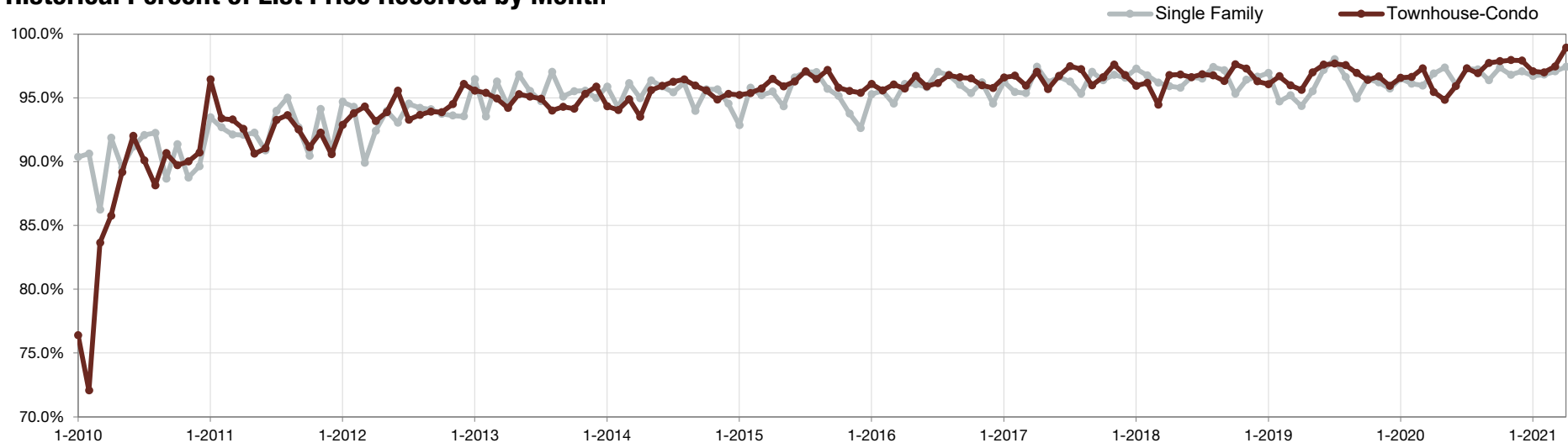
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2020	97.4%	+2.0%	94.8%	-2.3%
Jun-2020	96.0%	-1.2%	95.9%	-1.7%
Jul-2020	97.3%	-0.7%	97.3%	-0.4%
Aug-2020	97.2%	+0.6%	96.9%	-0.7%
Sep-2020	96.4%	+1.6%	97.7%	+0.7%
Oct-2020	97.4%	+0.9%	97.9%	+1.6%
Nov-2020	96.8%	+0.6%	98.0%	+1.3%
Dec-2020	97.1%	+1.5%	97.9%	+2.1%
Jan-2021	96.7%	+0.2%	97.1%	+0.5%
Feb-2021	96.8%	+0.7%	97.0%	+0.4%
Mar-2021	97.1%	+1.1%	97.5%	+0.2%
Apr-2021	97.4%	+0.5%	98.9%	+3.7%
12-Month Avg*	97.0%	+0.7%	97.6%	+0.7%

* Pct. of List Price Received for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

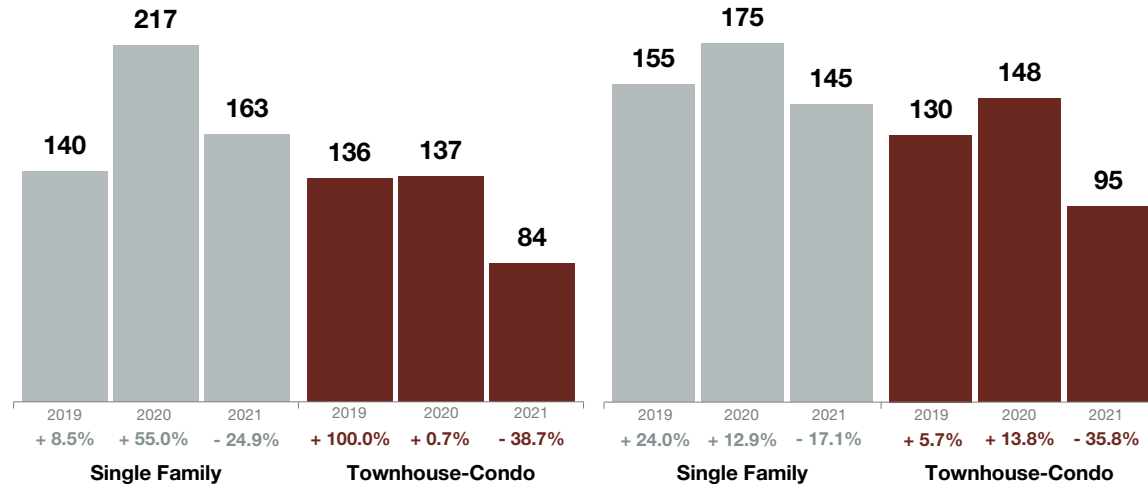


Days on Market Until Sale



April

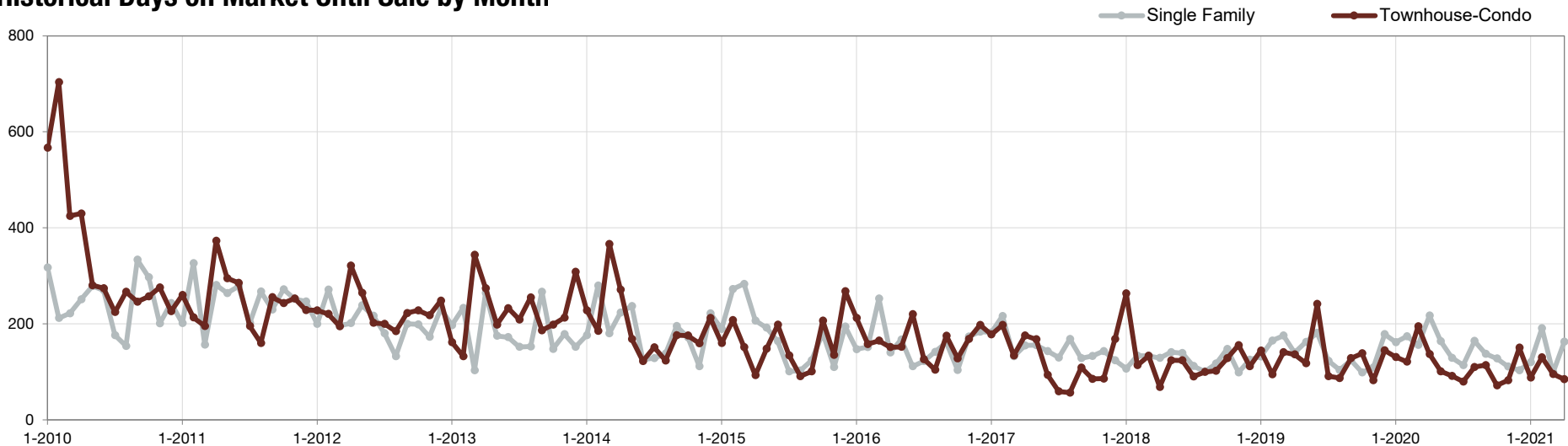
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2020	164	+1.2%	101	-14.4%
Jun-2020	129	-28.7%	91	-62.2%
Jul-2020	114	-7.3%	80	-12.1%
Aug-2020	164	+57.7%	110	+26.4%
Sep-2020	137	+10.5%	114	-10.9%
Oct-2020	128	+29.3%	72	-47.8%
Nov-2020	111	+1.8%	82	0.0%
Dec-2020	103	-42.1%	150	+3.4%
Jan-2021	120	-25.9%	88	-32.8%
Feb-2021	191	+9.8%	130	+7.4%
Mar-2021	98	-37.2%	95	-51.3%
Apr-2021	163	-24.9%	84	-38.7%
12-Month Avg*	140	-4.5%	132	-23.9%

* Days on Market for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

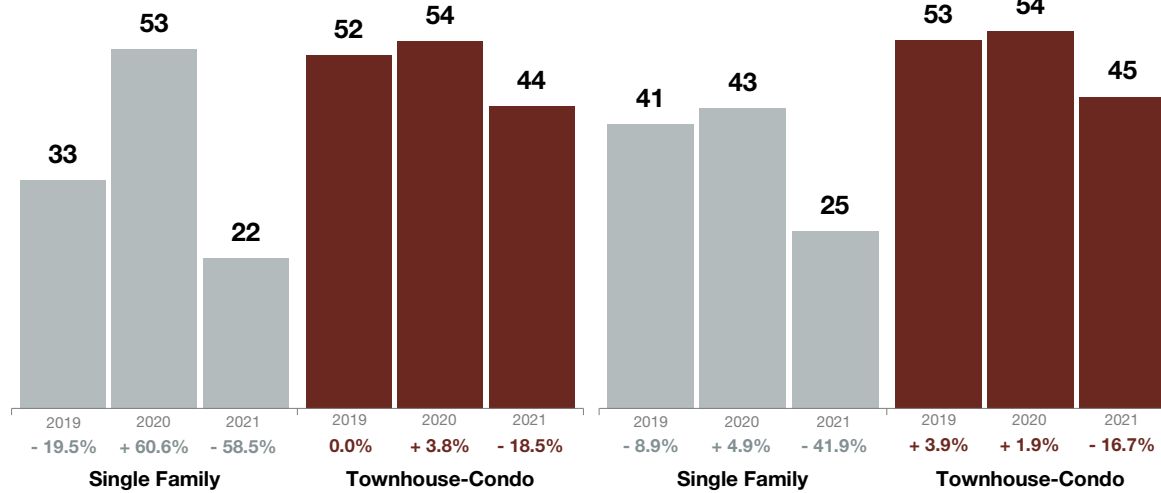


Housing Affordability Index



April

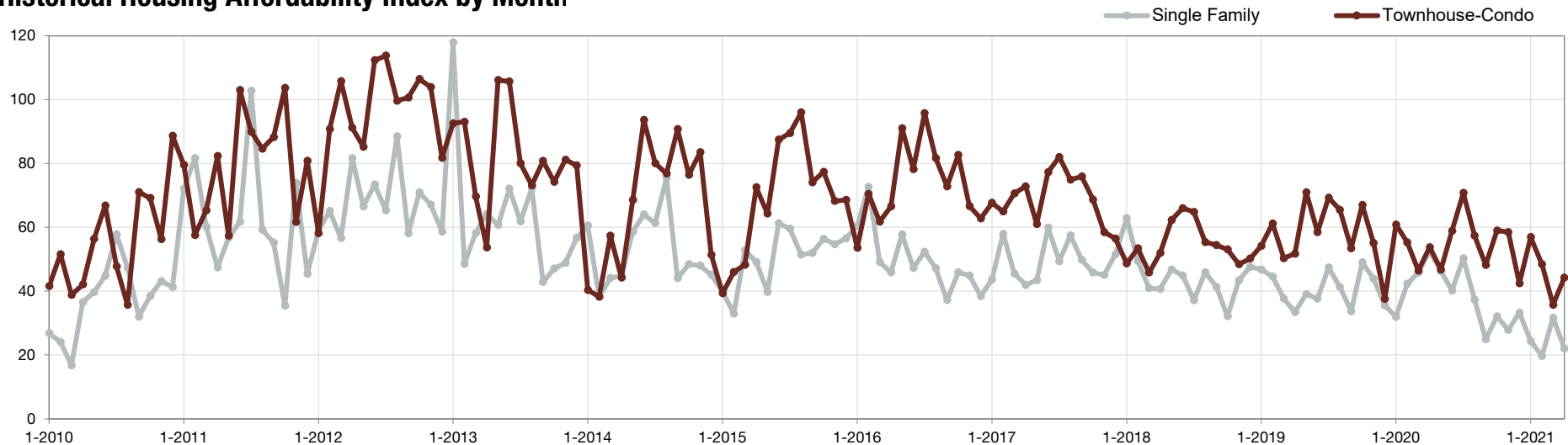
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2020	46	+17.9%	47	-33.8%
Jun-2020	40	+5.3%	59	+1.7%
Jul-2020	50	+6.4%	71	+2.9%
Aug-2020	37	-9.8%	57	-12.3%
Sep-2020	25	-26.5%	48	-9.4%
Oct-2020	32	-34.7%	59	-11.9%
Nov-2020	28	-36.4%	58	+5.5%
Dec-2020	33	-8.3%	42	+10.5%
Jan-2021	24	-25.0%	57	-6.6%
Feb-2021	20	-52.4%	48	-12.7%
Mar-2021	32	-30.4%	36	-21.7%
Apr-2021	22	-58.5%	44	-18.5%
12-Month Avg*	32	-47.2%	42	-23.9%

* Affordability Index for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

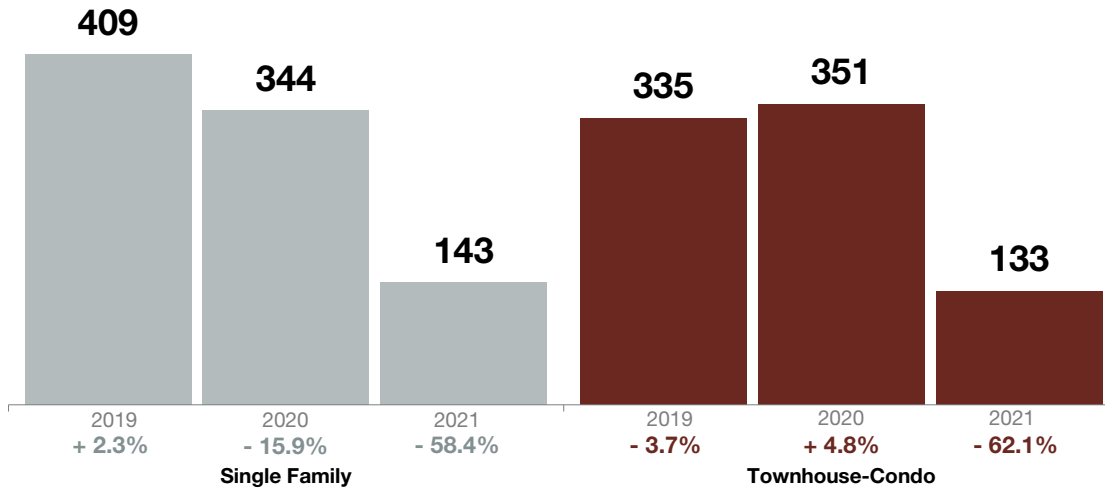
Historical Housing Affordability Index by Month



Inventory of Active Listings

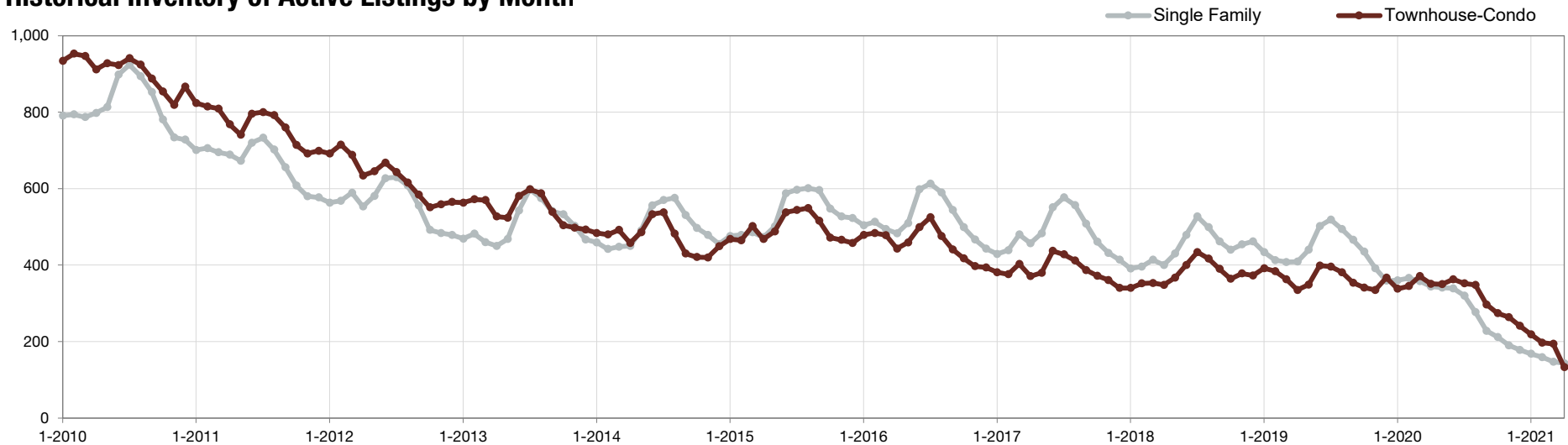


April



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2020	341	-22.5%	350	+0.3%
Jun-2020	339	-32.5%	363	-9.0%
Jul-2020	320	-38.3%	352	-11.1%
Aug-2020	277	-43.9%	348	-8.7%
Sep-2020	228	-51.1%	297	-16.1%
Oct-2020	212	-51.3%	274	-19.6%
Nov-2020	190	-51.5%	264	-21.2%
Dec-2020	178	-50.4%	241	-34.3%
Jan-2021	168	-53.3%	219	-35.2%
Feb-2021	159	-56.6%	197	-42.9%
Mar-2021	147	-58.9%	194	-47.7%
Apr-2021	143	-58.4%	133	-62.1%
12-Month Avg	225	-46.3%	269	-25.3%

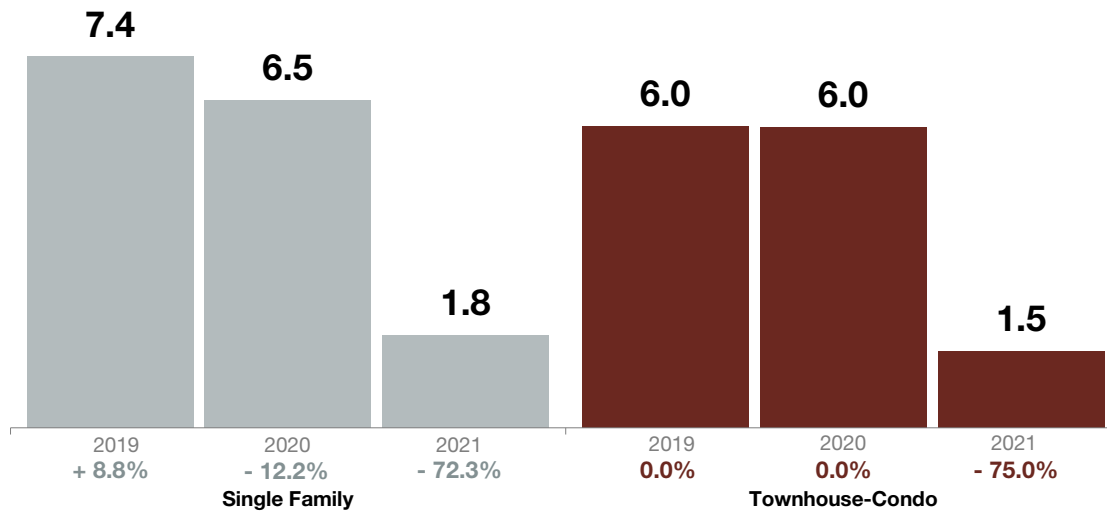
Historical Inventory of Active Listings by Month



Months Supply of Inventory



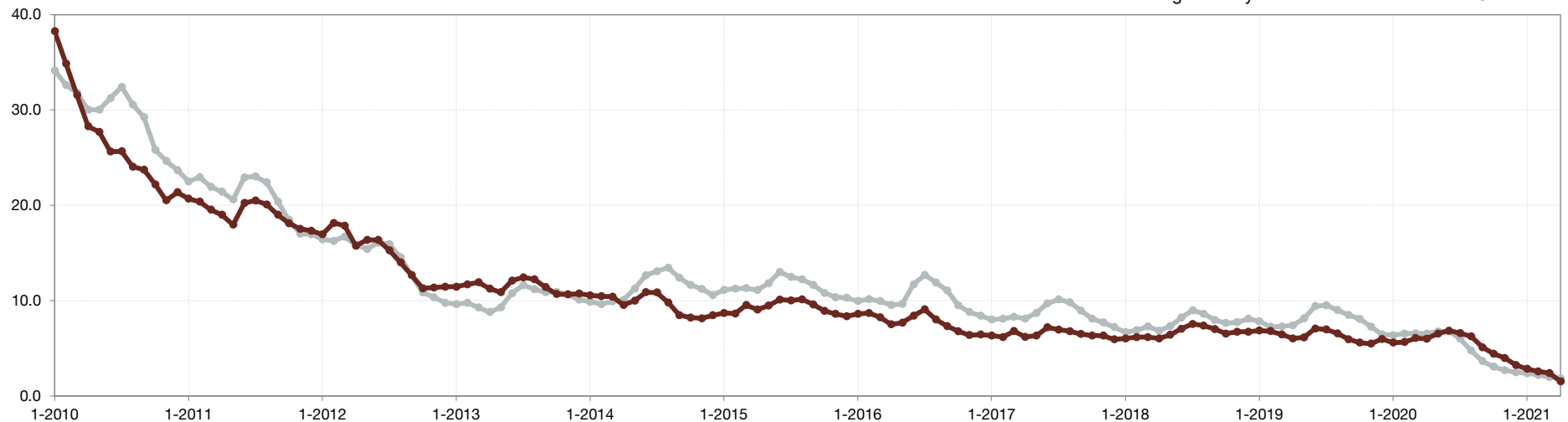
April



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2020	6.8	-16.0%	6.5	+6.6%
Jun-2020	6.8	-27.7%	6.8	-4.2%
Jul-2020	6.0	-36.8%	6.6	-5.7%
Aug-2020	4.7	-47.8%	6.2	-6.1%
Sep-2020	3.7	-56.5%	5.1	-13.6%
Oct-2020	3.1	-61.7%	4.4	-21.4%
Nov-2020	2.7	-63.0%	4.0	-27.3%
Dec-2020	2.5	-61.5%	3.2	-46.7%
Jan-2021	2.4	-62.5%	2.8	-50.0%
Feb-2021	2.2	-66.2%	2.6	-53.6%
Mar-2021	2.0	-69.7%	2.4	-60.7%
Apr-2021	1.8	-72.3%	1.5	-75.0%
12-Month Avg	3.7	-51.7%	4.4	-28.4%

* Months Supply for all properties from May 2020 through April 2021. 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	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		82	149	+ 81.7%	451	588	+ 30.4%
Pending Sales		47	174	+ 270.2%	283	642	+ 126.9%
Closed Sales		52	153	+ 194.2%	285	501	+ 75.8%
Median Sales Price		\$716,500	\$1,199,000	+ 67.3%	\$760,000	\$1,150,000	+ 51.3%
Average Sales Price		\$1,245,174	\$1,824,835	+ 46.6%	\$1,403,523	\$1,748,161	+ 24.6%
Pct. of List Price Received		96.1%	98.3%	+ 2.3%	96.4%	97.5%	+ 1.1%
Days on Market Until Sale		171	115	- 32.7%	158	114	- 27.8%
Housing Affordability Index		54	32	- 39.5%	51	34	- 33.1%
Inventory of Active Listings		703	279	- 60.3%	--	--	--
Months Supply of Inventory		6.3	1.7	- 73.0%	--	--	--

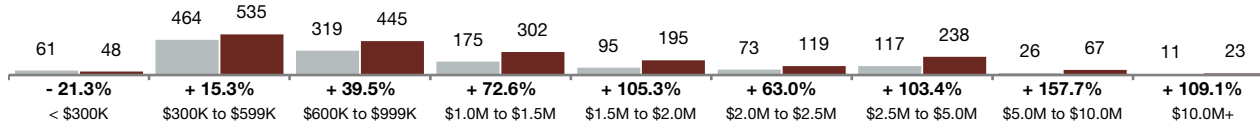
Closed Sales

Actual sales that have closed in a given month.



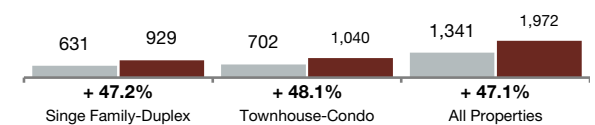
By Price Range – All Properties – Rolling 12 Months

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



Rolling 12 Months

By Price Range	Single Family-Duplex			Townhouse-Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$299,999 and Below	26	20	-23.1%	31	26	-16.1%
\$300,000 to \$599,999	171	178	+4.1%	291	357	+22.7%
\$600,000 to \$999,999	149	181	+21.5%	169	264	+56.2%
\$1,000,000 to \$1,499,999	101	154	+52.5%	73	148	+102.7%
\$1,500,000 to \$1,999,999	47	119	+153.2%	48	76	+58.3%
\$2,000,000 to \$2,499,999	38	66	+73.7%	35	52	+48.6%
\$2,500,000 to \$4,999,999	75	142	+89.3%	42	96	+128.6%
\$5,000,000 to \$9,999,999	16	49	+206.3%	10	18	+80.0%
\$10,000,000 and Above	8	20	+150.0%	3	3	0.0%
All Price Ranges	631	929	+47.2%	702	1,040	+48.1%

Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	3-2021	4-2021	Change	3-2021	4-2021	Change
	1	0	-100.0%	2	2	0.0%
	13	8	-38.5%	31	27	-12.9%
	10	7	-30.0%	17	21	+23.5%
	10	10	0.0%	15	20	+33.3%
	8	8	0.0%	9	3	-66.7%
	0	4	--	7	5	-28.6%
	9	16	+77.8%	19	15	-21.1%
	2	5	+150.0%	2	0	-100.0%
	2	2	0.0%	0	0	--
	55	60	+9.1%	102	93	-8.8%

Year to Date

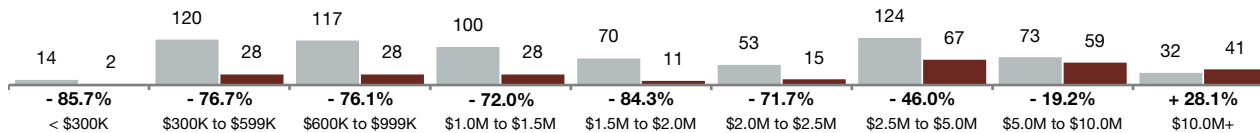
	Single Family-Duplex			Townhouse-Condo		
	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
	5	1	-80.0%	5	8	+60.0%
	27	37	+37.0%	57	92	+61.4%
	34	25	-26.5%	37	65	+75.7%
	21	30	+42.9%	17	48	+182.4%
	10	25	+150.0%	10	27	+170.0%
	9	9	0.0%	13	20	+53.8%
	13	44	+238.5%	12	44	+266.7%
	5	18	+260.0%	3	2	-33.3%
	1	5	+400.0%	2	0	-100.0%
	125	194	+55.2%	156	306	+96.2%

Inventory of Active Listings

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

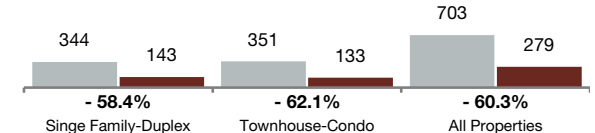
By Price Range – All Properties

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



Year over Year

By Price Range	Single Family-Duplex			Townhouse-Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$299,999 and Below	4	1	-75.0%	3	0	-100.0%
\$300,000 to \$599,999	44	4	-90.9%	75	23	-69.3%
\$600,000 to \$999,999	38	11	-71.1%	79	17	-78.5%
\$1,000,000 to \$1,499,999	45	19	-57.8%	55	9	-83.6%
\$1,500,000 to \$1,999,999	38	7	-81.6%	32	4	-87.5%
\$2,000,000 to \$2,499,999	22	7	-68.2%	31	8	-74.2%
\$2,500,000 to \$4,999,999	82	33	-59.8%	42	33	-21.4%
\$5,000,000 to \$9,999,999	44	25	-43.2%	29	34	+17.2%
\$10,000,000 and Above	27	36	+33.3%	5	5	0.0%
All Price Ranges	344	143	-58.4%	351	133	-62.1%

Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	3-2021	4-2021	Change	3-2021	4-2021	Change
	1	1	0.0%	1	0	-100.0%
	7	4	-42.9%	38	23	-39.5%
	4	11	+175.0%	20	17	-15.0%
	16	19	+18.8%	16	9	-43.8%
	9	7	-22.2%	11	4	-63.6%
	7	7	0.0%	13	8	-38.5%
	36	33	-8.3%	49	33	-32.7%
	28	25	-10.7%	38	34	-10.5%
	39	36	-7.7%	8	5	-37.5%
	147	143	-2.7%	194	133	-31.4%

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.