

Monthly Indicators



July 2020

New Listings were up 23.4 percent for the Single Family-Duplex category and 30.9 percent for the Townhouse-Condo category. Pending Sales increased 88.2 percent for Single Family-Duplex and 51.2 percent for Townhouse-Condo.

The Median Sales Price was up 4.1 percent to \$788,000 for the Single Family-Duplex category and 11.0 percent to \$575,000 for the Townhouse-Condo category. Days on Market decreased 8.1 percent for single family homes and 12.1 percent for townhouse-condo properties.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall market.

Monthly Snapshot

+ 31.8%	- 29.7%	+ 13.0%
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	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		107	132	+ 23.4%	576	557	- 3.3%
Pending Sales		76	143	+ 88.2%	397	446	+ 12.3%
Closed Sales		64	101	+ 57.8%	333	301	- 9.6%
Median Sales Price		\$757,225	\$788,000	+ 4.1%	\$850,000	\$850,000	0.0%
Average Sales Price		\$1,025,886	\$1,473,442	+ 43.6%	\$1,505,100	\$1,505,431	+ 0.0%
Pct. of List Price Received		98.0%	97.3%	- 0.7%	96.1%	96.7%	+ 0.6%
Days on Market Until Sale		124	114	- 8.1%	155	147	- 5.2%
Housing Affordability Index		47	50	+ 6.4%	42	46	+ 9.5%
Inventory of Active Listings		518	305	- 41.1%	--	--	--
Months Supply of Inventory		9.5	5.8	- 38.9%	--	--	--

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.

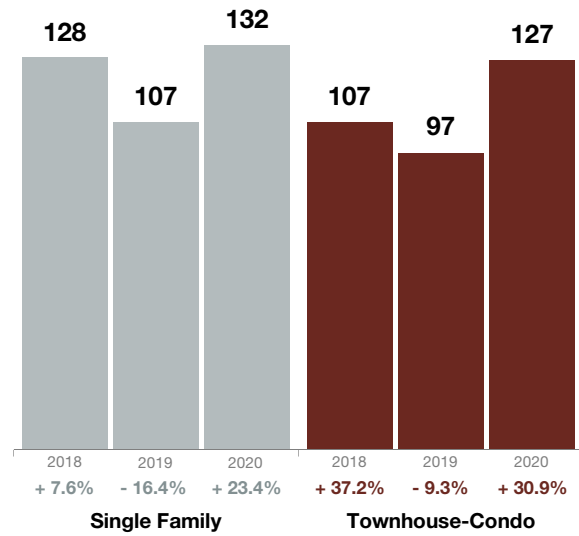


Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		97	127	+ 30.9%	596	550	- 7.7%
Pending Sales		84	127	+ 51.2%	456	436	- 4.4%
Closed Sales		65	69	+ 6.2%	391	293	- 25.1%
Median Sales Price		\$517,812	\$575,000	+ 11.0%	\$600,000	\$675,000	+ 12.5%
Avg. Sales Price		\$787,076	\$849,459	+ 7.9%	\$960,130	\$1,158,087	+ 20.6%
Pct. of List Price Received		97.7%	97.3%	- 0.4%	96.7%	96.5%	- 0.2%
Days on Market Until Sale		91	80	- 12.1%	138	119	- 13.8%
Affordability Index		69	69	0.0%	60	58	- 3.3%
Active Listings		396	340	- 14.1%	--	--	--
Months Supply		7.0	6.4	- 8.6%	--	--	--

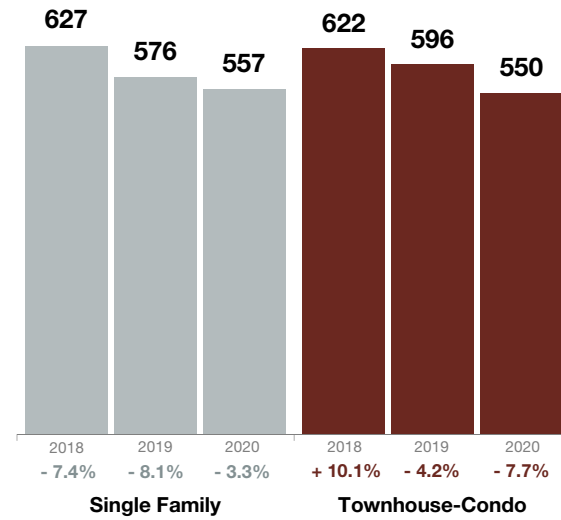
New Listings



July

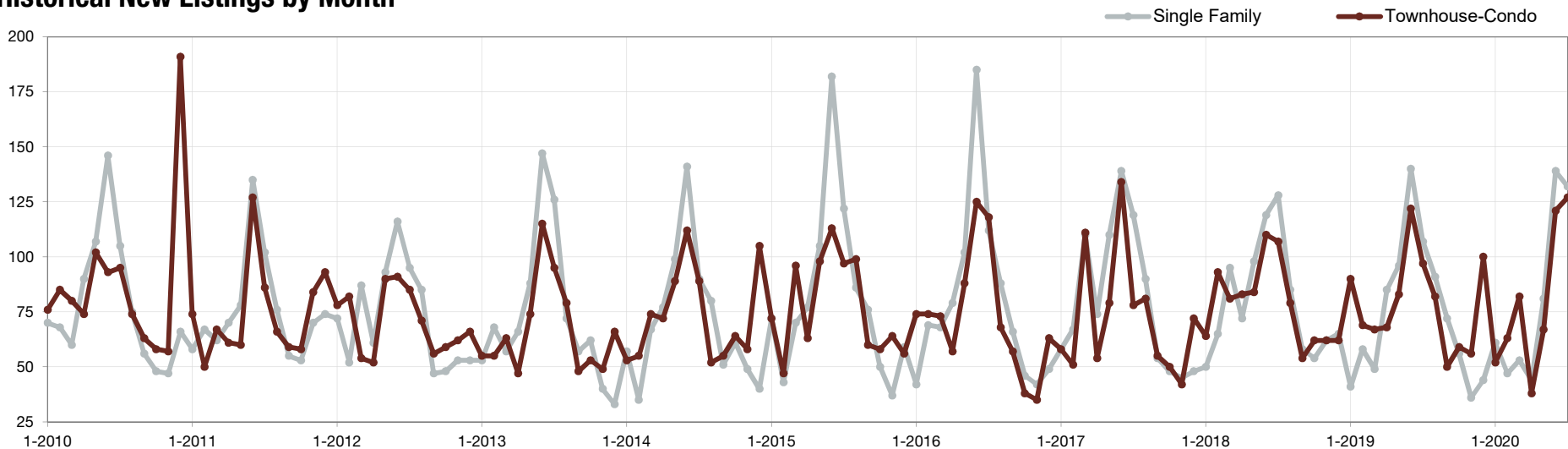


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2019	91	+7.1%	82	+3.8%
Sep-2019	72	+24.1%	50	-7.4%
Oct-2019	56	+3.7%	59	-4.8%
Nov-2019	36	-41.9%	56	-9.7%
Dec-2019	44	-32.3%	100	+61.3%
Jan-2020	61	+48.8%	52	-42.2%
Feb-2020	47	-19.0%	63	-8.7%
Mar-2020	53	+8.2%	82	+22.4%
Apr-2020	44	-48.2%	38	-44.1%
May-2020	81	-15.6%	67	-19.3%
Jun-2020	139	-0.7%	121	-0.8%
Jul-2020	132	+23.4%	127	+30.9%
12-Month Avg	71	-4.9%	75	-2.0%

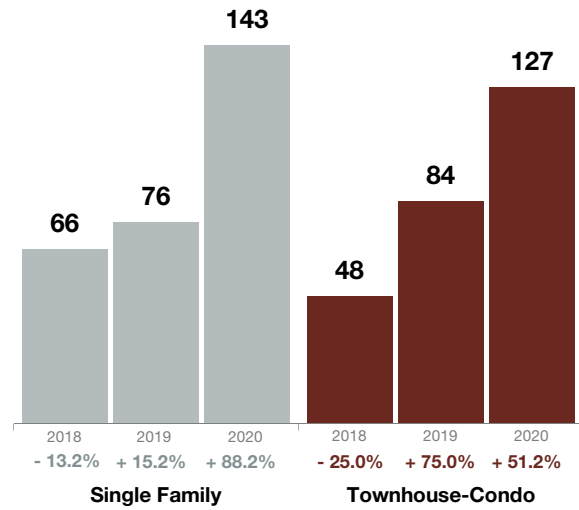
Historical New Listings by Month



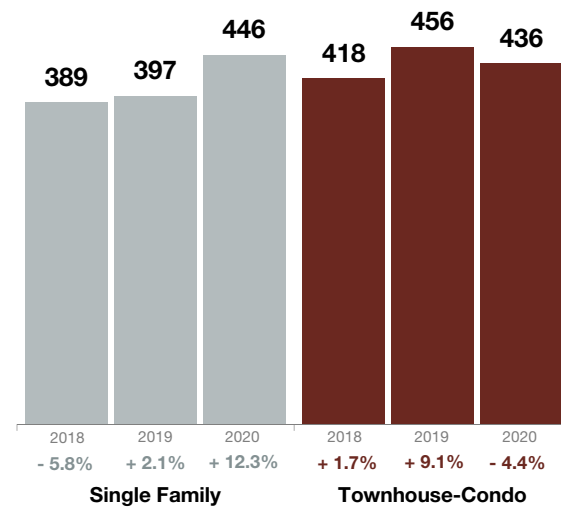
Pending Sales



July

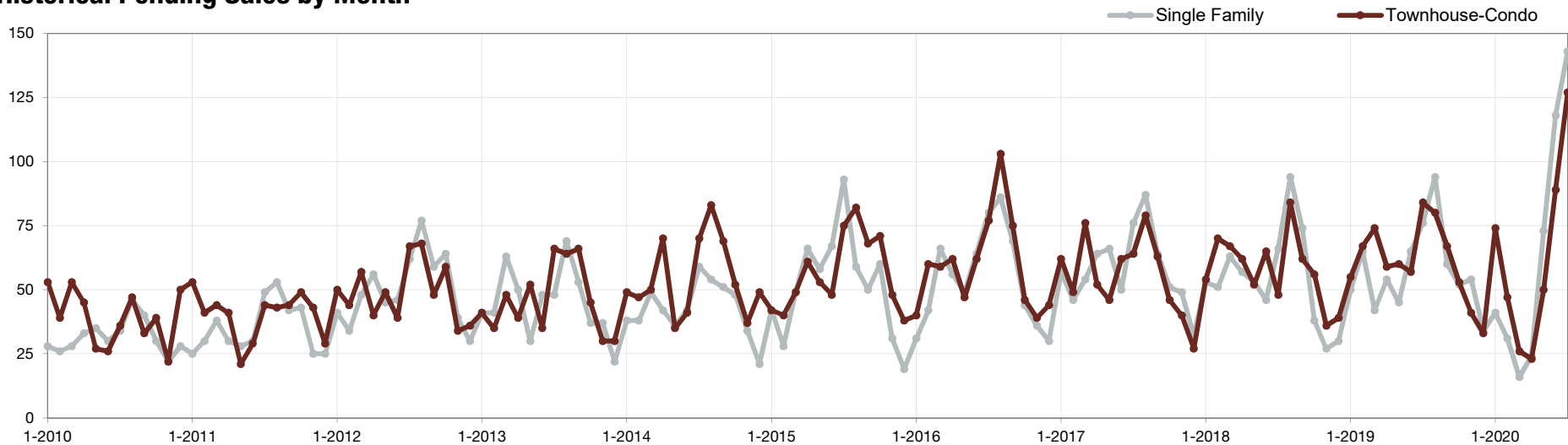


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2019	94	0.0%	80	-4.8%
Sep-2019	60	-18.9%	67	+8.1%
Oct-2019	52	+36.8%	53	-5.4%
Nov-2019	54	+100.0%	41	+13.9%
Dec-2019	34	+13.3%	33	-15.4%
Jan-2020	41	-18.0%	74	+34.5%
Feb-2020	31	-52.3%	47	-29.9%
Mar-2020	16	-61.9%	26	-64.9%
Apr-2020	24	-55.6%	23	-61.0%
May-2020	73	+62.2%	50	-16.7%
Jun-2020	118	+81.5%	89	+56.1%
Jul-2020	143	+88.2%	127	+51.2%
12-Month Avg	62	+12.1%	59	-3.1%

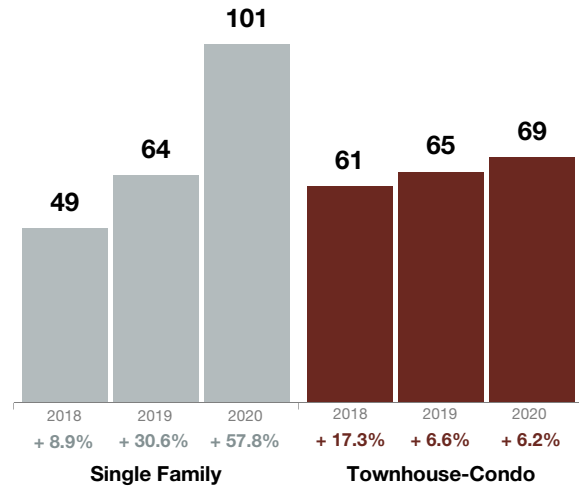
Historical Pending Sales by Month



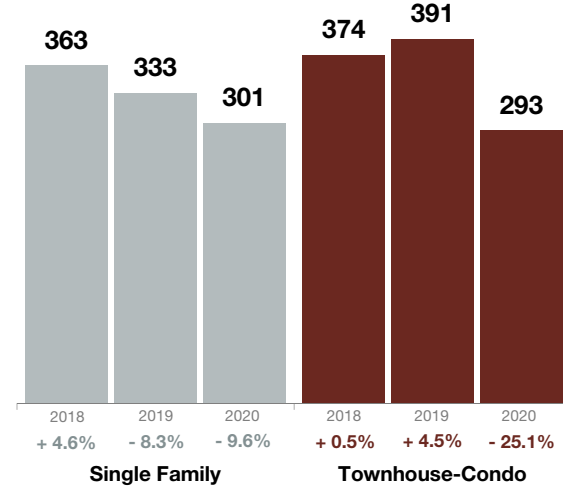
Closed Sales



July

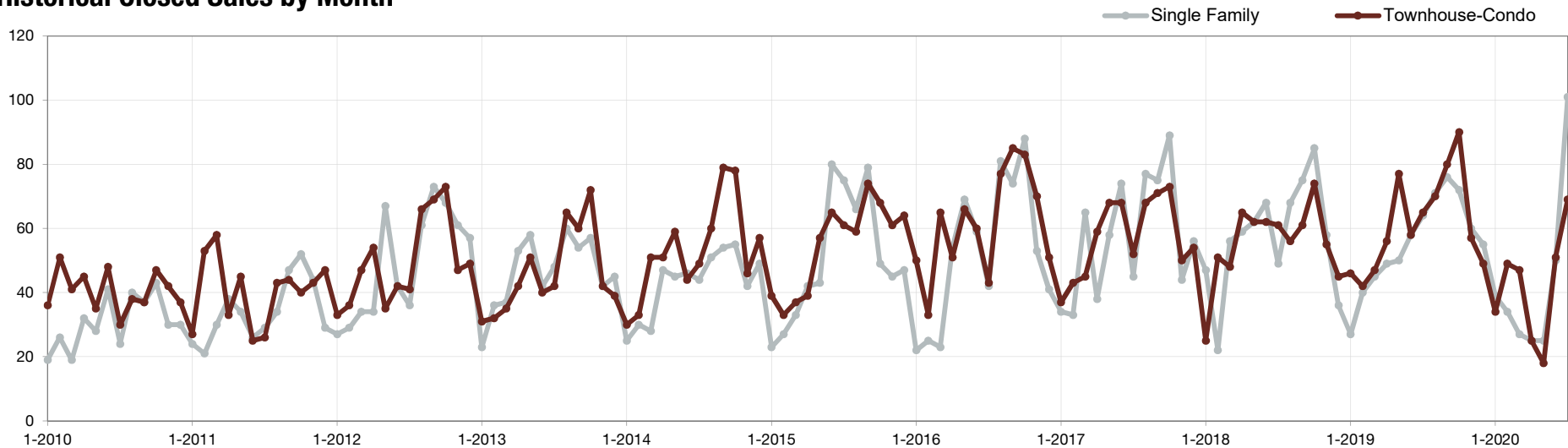


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2019	71	+4.4%	70	+25.0%
Sep-2019	76	+1.3%	80	+31.1%
Oct-2019	72	-15.3%	90	+21.6%
Nov-2019	60	+3.4%	57	+3.6%
Dec-2019	55	+52.8%	49	+8.9%
Jan-2020	39	+44.4%	34	-26.1%
Feb-2020	34	-15.0%	49	+16.7%
Mar-2020	27	-40.0%	47	0.0%
Apr-2020	25	-49.0%	25	-55.4%
May-2020	25	-50.0%	18	-76.6%
Jun-2020	50	-13.8%	51	-12.1%
Jul-2020	101	+57.8%	69	+6.2%
12-Month Avg	53	-3.1%	53	-6.3%

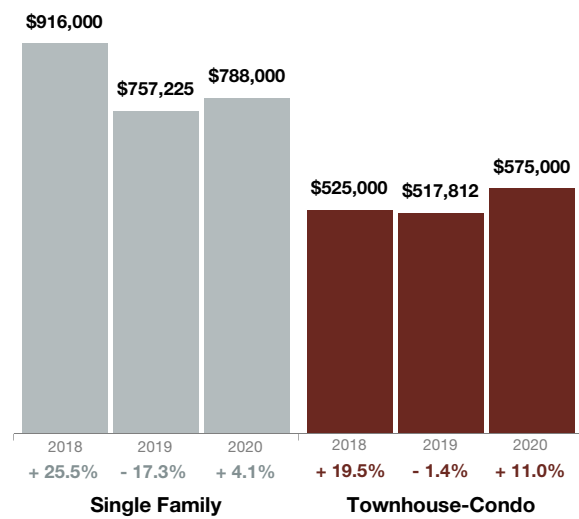
Historical Closed Sales by Month



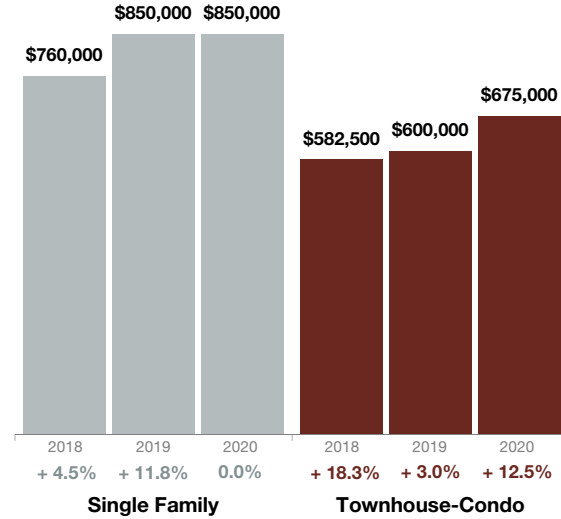
Median Sales Price



July



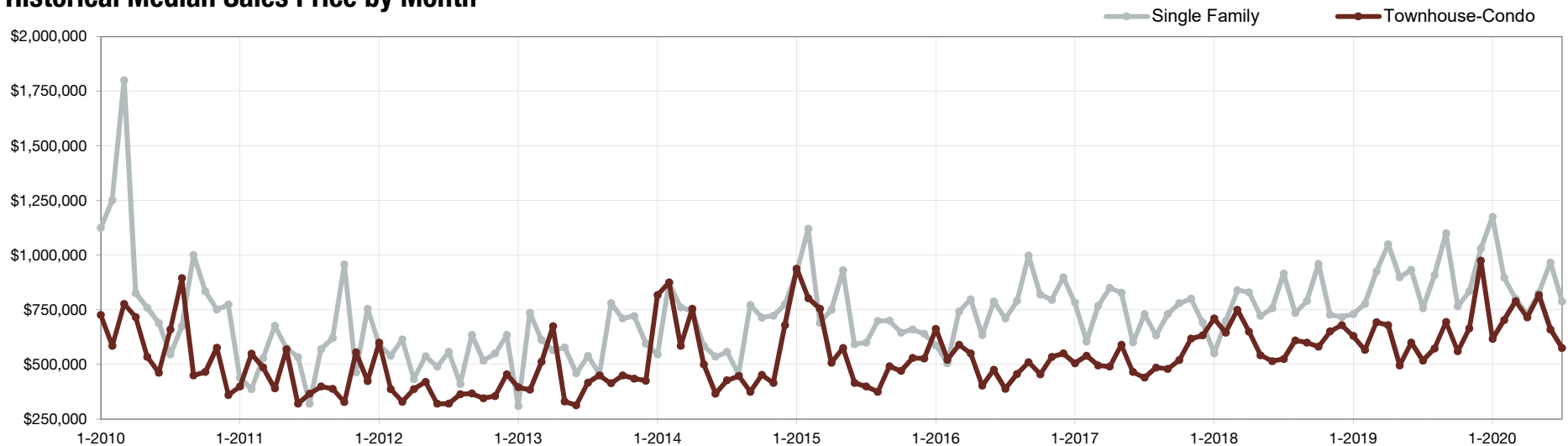
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2019	\$907,900	+23.5%	\$573,121	-6.0%
Sep-2019	\$1,100,000	+39.2%	\$694,228	+15.7%
Oct-2019	\$765,750	-20.2%	\$560,000	-3.7%
Nov-2019	\$835,000	+14.8%	\$665,431	+2.3%
Dec-2019	\$1,030,000	+43.8%	\$975,000	+43.4%
Jan-2020	\$1,175,000	+61.0%	\$616,330	-2.2%
Feb-2020	\$897,500	+15.6%	\$703,000	+24.2%
Mar-2020	\$800,000	-13.5%	\$789,000	+13.9%
Apr-2020	\$730,000	-30.5%	\$715,000	+5.3%
May-2020	\$827,428	-7.9%	\$817,500	+65.2%
Jun-2020	\$966,500	+3.6%	\$660,000	+10.0%
Jul-2020	\$788,000	+4.1%	\$575,000	+11.0%
12-Month Avg*	\$875,000	+4.2%	\$659,000	+8.0%

* Median Sales Price for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

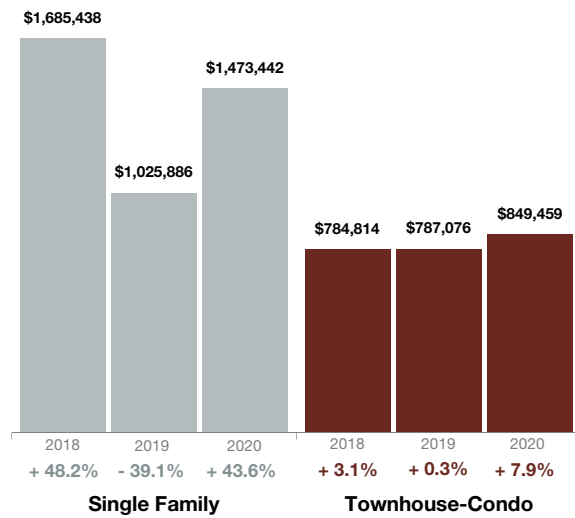
Historical Median Sales Price by Month



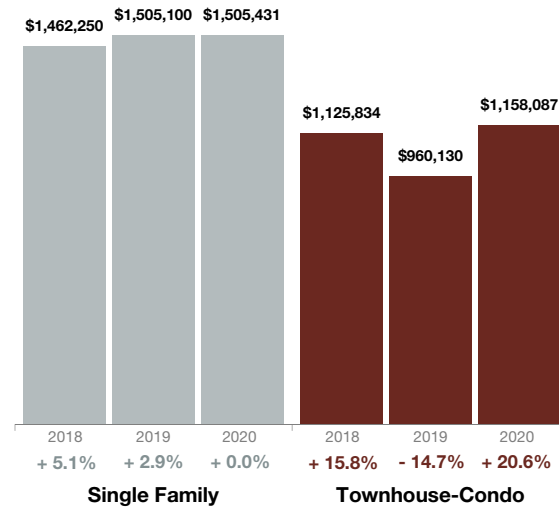
Average Sales Price



July



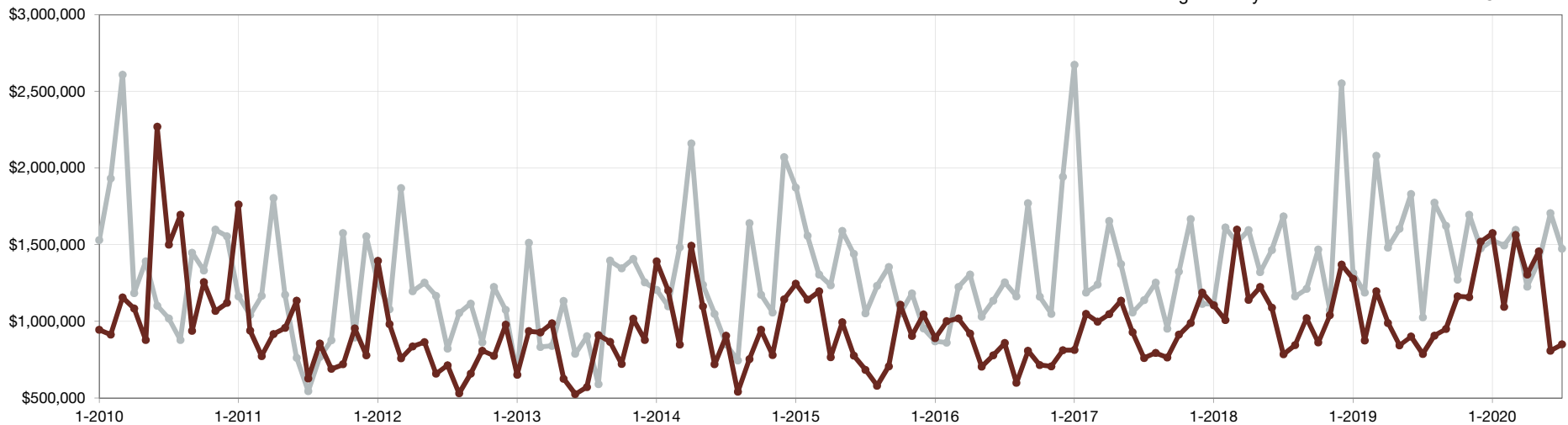
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2019	\$1,773,719	+52.6%	\$906,343	+7.3%
Sep-2019	\$1,623,433	+34.0%	\$949,437	-7.0%
Oct-2019	\$1,271,849	-13.4%	\$1,162,696	+34.9%
Nov-2019	\$1,694,917	+57.8%	\$1,157,786	+11.3%
Dec-2019	\$1,475,773	-42.2%	\$1,519,251	+10.8%
Jan-2020	\$1,528,020	+16.1%	\$1,575,377	+23.4%
Feb-2020	\$1,494,691	+25.9%	\$1,094,217	+25.1%
Mar-2020	\$1,597,044	-23.2%	\$1,562,696	+30.6%
Apr-2020	\$1,226,802	-17.2%	\$1,304,640	+31.9%
May-2020	\$1,392,532	-13.2%	\$1,456,462	+72.7%
Jun-2020	\$1,706,023	-6.8%	\$808,791	-10.2%
Jul-2020	\$1,473,442	+43.6%	\$849,459	+7.9%
12-Month Avg*	\$1,538,402	+6.1%	\$1,132,704	+15.7%

* Avg. Sales Price for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

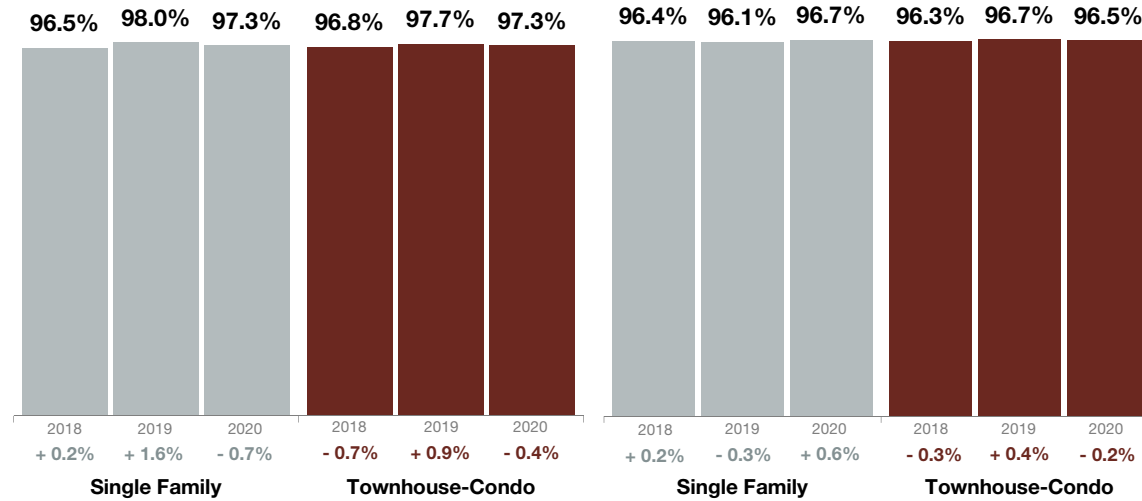


Percent of List Price Received



July

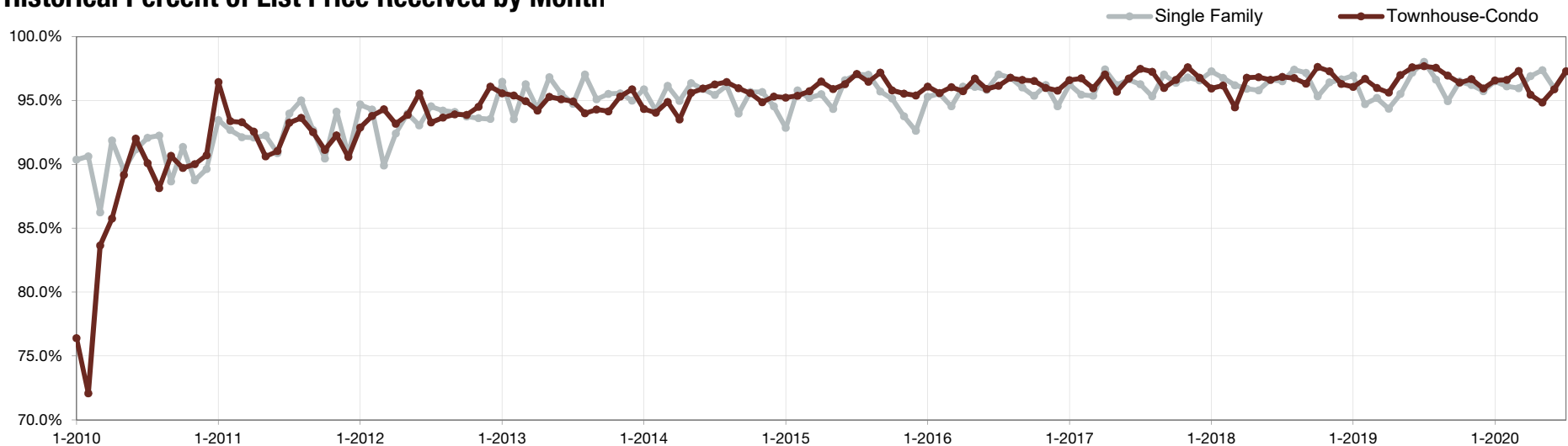
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2019	96.6%	-0.8%	97.6%	+0.8%
Sep-2019	94.9%	-2.4%	97.0%	+0.7%
Oct-2019	96.5%	+1.3%	96.4%	-1.2%
Nov-2019	96.2%	-0.2%	96.7%	-0.6%
Dec-2019	95.7%	-0.9%	95.9%	-0.4%
Jan-2020	96.5%	-0.4%	96.6%	+0.5%
Feb-2020	96.1%	+1.5%	96.6%	-0.1%
Mar-2020	96.0%	+0.8%	97.3%	+1.4%
Apr-2020	96.9%	+2.6%	95.4%	-0.2%
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%
12-Month Avg*	96.3%	+0.0%	96.7%	-0.2%

* Pct. of List Price Received for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

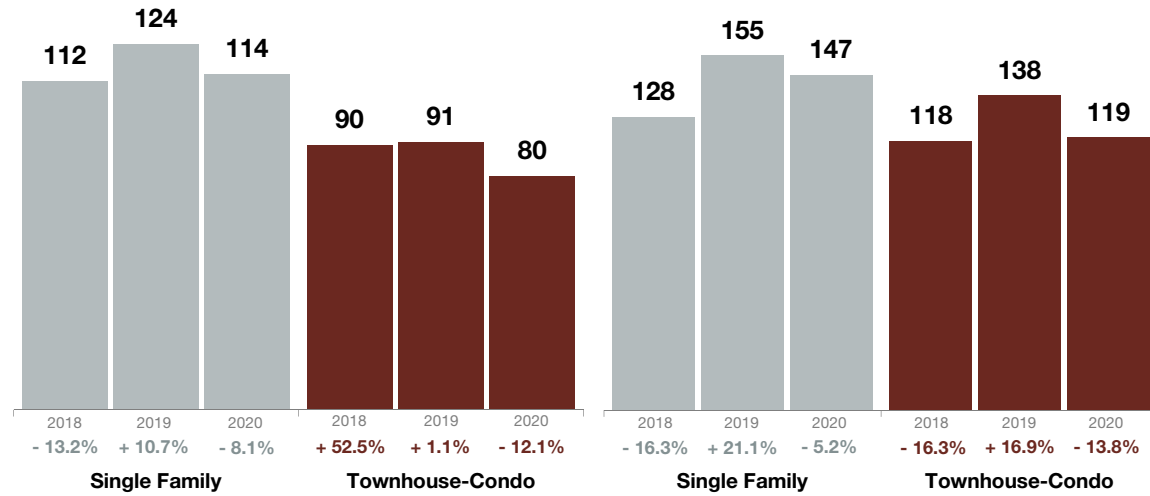
Historical Percent of List Price Received by Month



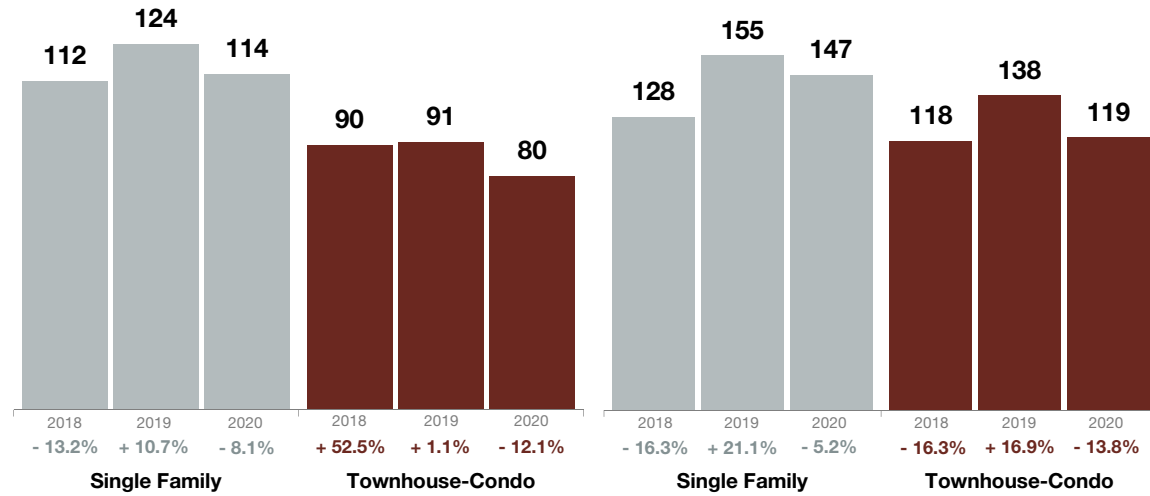
Days on Market Until Sale



July



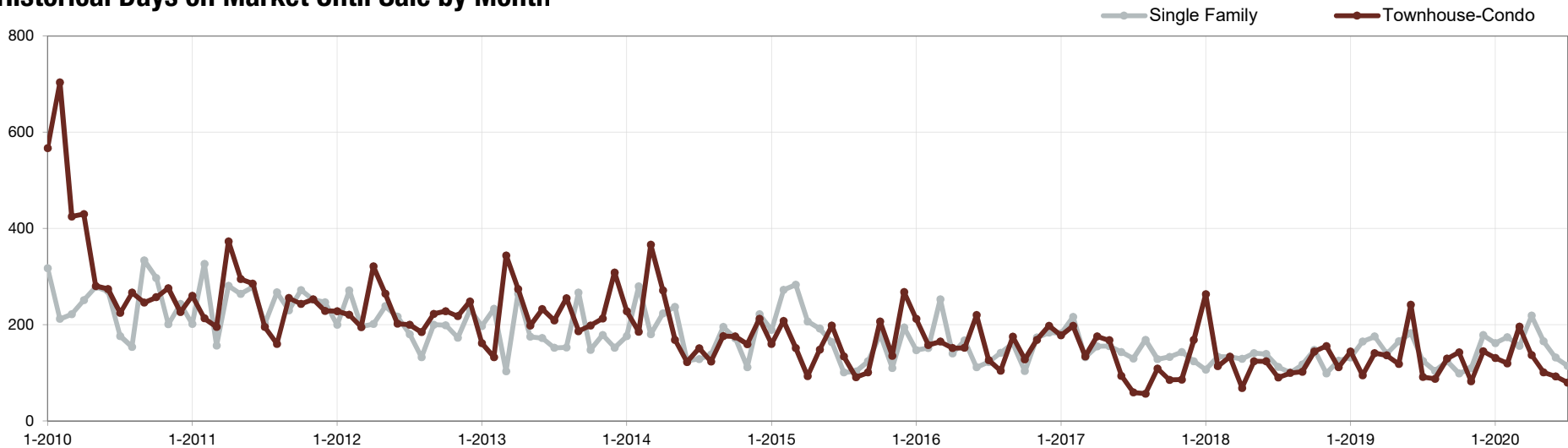
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2019	104	+3.0%	88	-12.0%
Sep-2019	124	+6.0%	129	+26.5%
Oct-2019	99	-33.1%	142	-1.4%
Nov-2019	109	+10.1%	82	-47.1%
Dec-2019	178	+42.4%	145	+30.6%
Jan-2020	162	+22.7%	131	-9.0%
Feb-2020	174	+5.5%	120	+26.3%
Mar-2020	156	-10.9%	196	+39.0%
Apr-2020	219	+56.4%	137	+0.7%
May-2020	165	0.0%	101	-14.4%
Jun-2020	131	-28.0%	93	-61.4%
Jul-2020	114	-8.1%	80	-12.1%
12-Month Avg*	138	-3.4%	132	-9.8%

* Days on Market for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

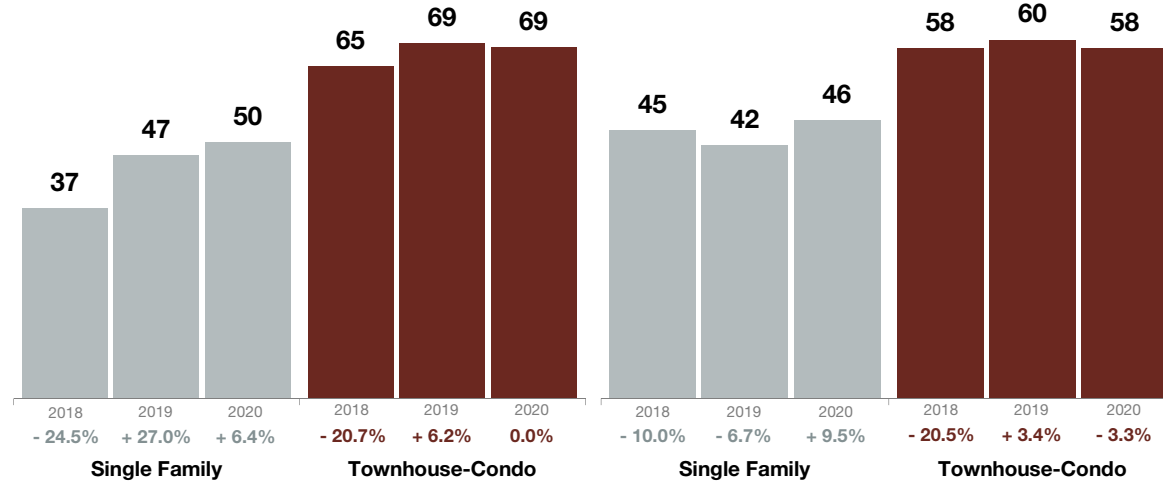


Housing Affordability Index



July

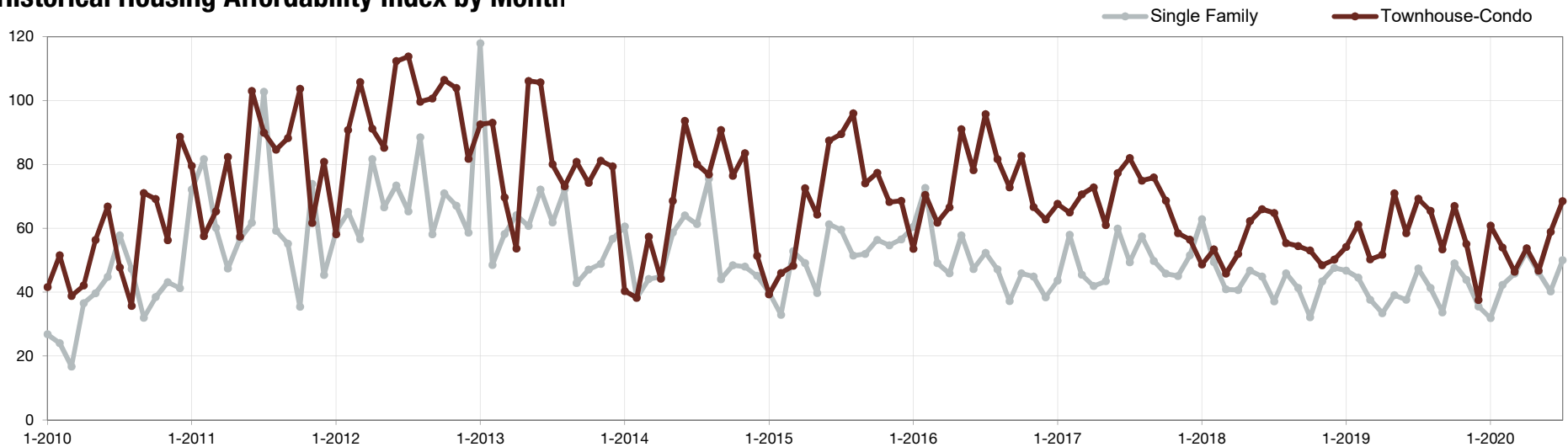
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2019	41	-10.9%	65	+18.2%
Sep-2019	34	-17.1%	53	-1.9%
Oct-2019	49	+53.1%	67	+26.4%
Nov-2019	44	+2.3%	55	+14.6%
Dec-2019	36	-25.0%	38	-24.0%
Jan-2020	32	-31.9%	61	+13.0%
Feb-2020	42	-6.7%	54	-11.5%
Mar-2020	46	+21.1%	46	-8.0%
Apr-2020	53	+60.6%	54	+3.8%
May-2020	46	+17.9%	47	-33.8%
Jun-2020	40	+5.3%	59	+1.7%
Jul-2020	50	+6.4%	69	0.0%
12-Month Avg*	43	+20.7%	41	+22.2%

* Affordability Index for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

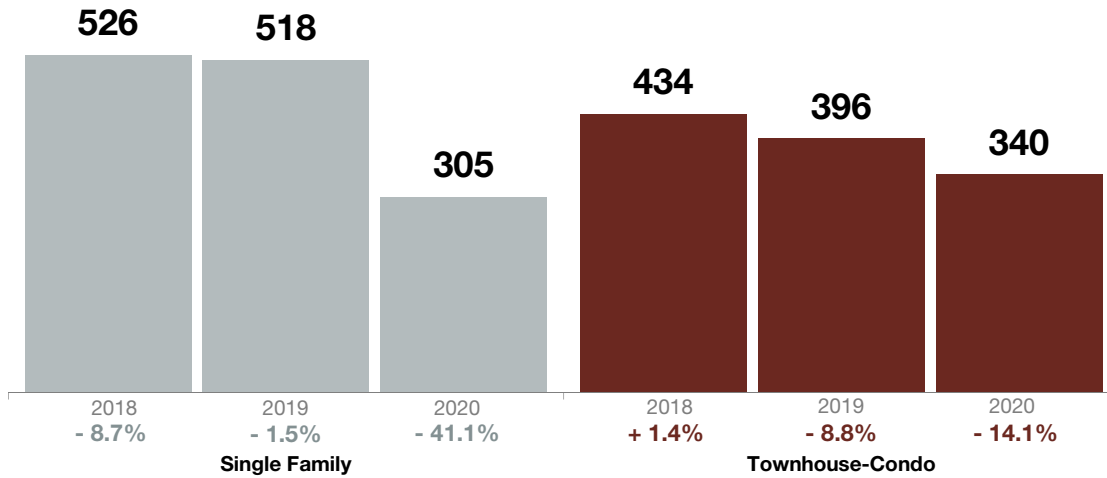
Historical Housing Affordability Index by Month



Inventory of Active Listings

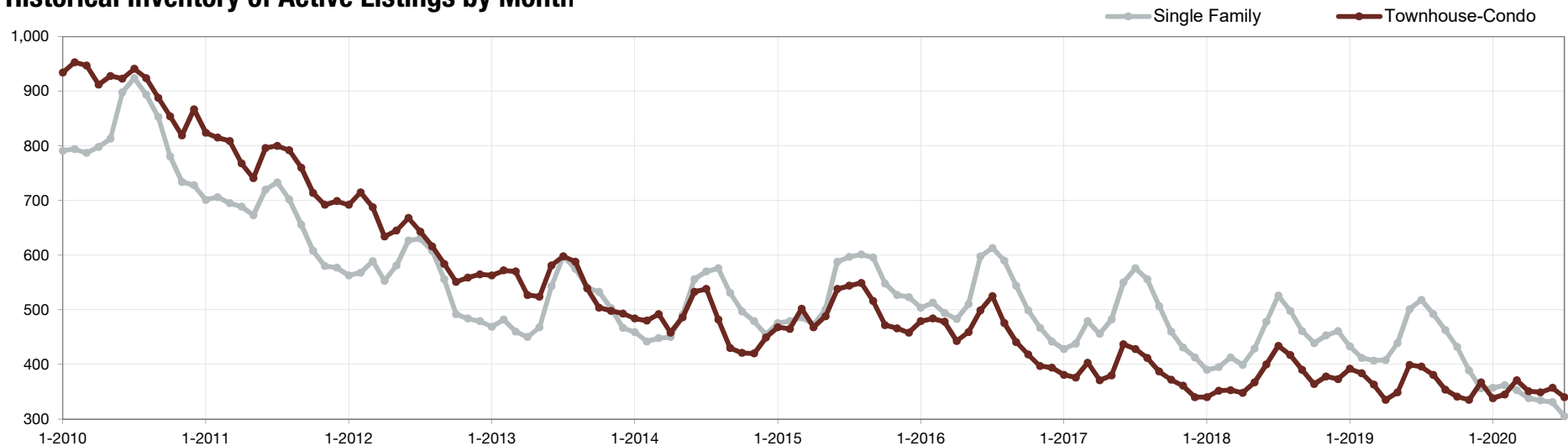


July



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2019	492	-1.2%	381	-8.6%
Sep-2019	463	+0.4%	354	-9.2%
Oct-2019	432	-1.6%	341	-6.3%
Nov-2019	389	-14.1%	335	-11.4%
Dec-2019	356	-22.8%	367	-1.6%
Jan-2020	357	-17.6%	338	-13.8%
Feb-2020	362	-12.1%	345	-10.2%
Mar-2020	353	-13.3%	371	+2.2%
Apr-2020	338	-17.2%	351	+4.8%
May-2020	334	-23.9%	349	0.0%
Jun-2020	331	-33.9%	357	-10.5%
Jul-2020	305	-41.1%	340	-14.1%
12-Month Avg	376	-16.9%	352	-6.9%

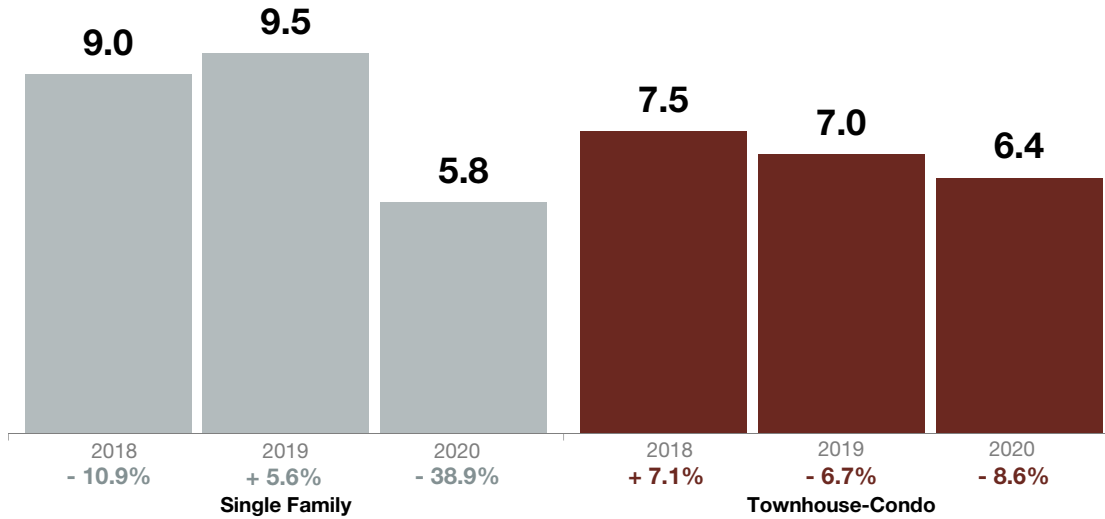
Historical Inventory of Active Listings by Month



Months Supply of Inventory



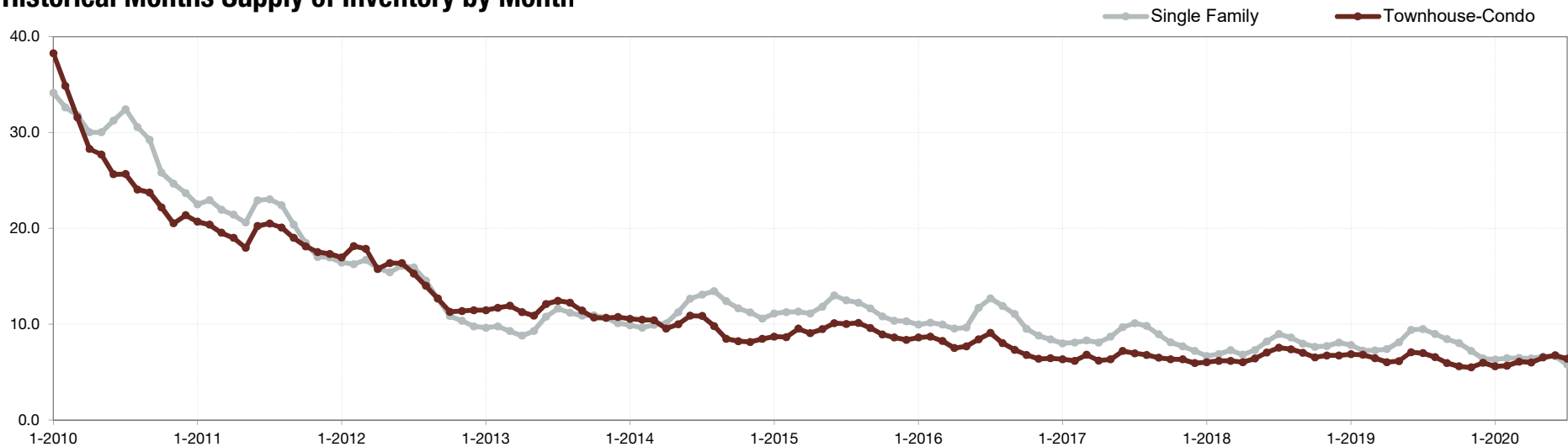
July



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2019	9.0	+4.7%	6.6	-10.8%
Sep-2019	8.4	+5.0%	5.9	-15.7%
Oct-2019	8.0	+5.3%	5.6	-13.8%
Nov-2019	7.2	-6.5%	5.5	-17.9%
Dec-2019	6.4	-21.0%	6.0	-10.4%
Jan-2020	6.3	-19.2%	5.6	-18.8%
Feb-2020	6.5	-9.7%	5.7	-16.2%
Mar-2020	6.5	-11.0%	6.1	-4.7%
Apr-2020	6.4	-13.5%	6.0	0.0%
May-2020	6.6	-18.5%	6.5	+6.6%
Jun-2020	6.6	-29.8%	6.7	-5.6%
Jul-2020	5.8	-38.9%	6.4	-8.6%
12-Month Avg	7.0	-13.4%	6.0	-10.1%

* Months Supply for all properties from August 2019 through July 2020. 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	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		205	261	+ 27.3%	1,180	1,121	- 5.0%
Pending Sales		160	270	+ 68.8%	855	885	+ 3.5%
Closed Sales		129	170	+ 31.8%	727	599	- 17.6%
Median Sales Price		\$625,000	\$706,000	+ 13.0%	\$693,000	\$749,000	+ 8.1%
Average Sales Price		\$905,556	\$1,220,179	+ 34.7%	\$1,207,026	\$1,330,206	+ 10.2%
Pct. of List Price Received		97.9%	97.3%	- 0.6%	96.5%	96.6%	+ 0.1%
Days on Market Until Sale		108	100	- 7.4%	145	132	- 9.0%
Housing Affordability Index		57	56	- 2.8%	52	53	+ 1.6%
Inventory of Active Listings		922	648	- 29.7%	--	--	--
Months Supply of Inventory		8.2	6.1	- 25.6%	--	--	--

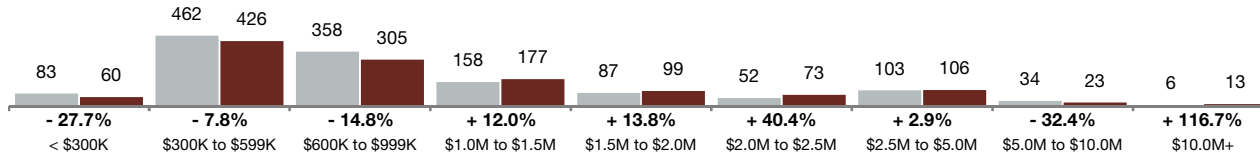
Closed Sales

Actual sales that have closed in a given month.



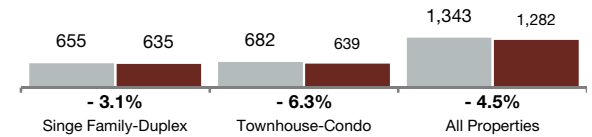
By Price Range – All Properties – Rolling 12 Months

7-2019 7-2020



By Property Type

7-2019 7-2020



Rolling 12 Months

Compared to Prior Month

Year to Date

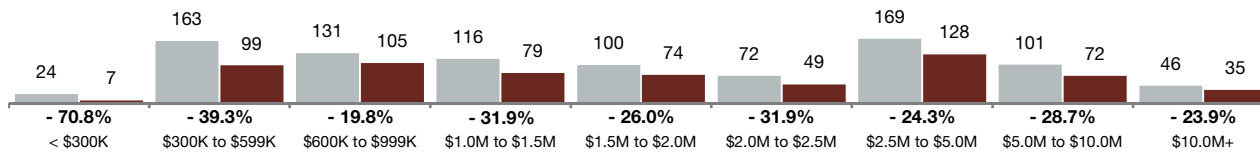
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change	6-2020	7-2020	Change	6-2020	7-2020	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	32	27	-15.6%	46	30	-34.8%	4	3	-25.0%	2	6	+200.0%	16	13	-18.8%	22	14	-36.4%
\$300,000 to \$599,999	175	174	-0.6%	286	250	-12.6%	12	34	+183.3%	19	32	+68.4%	89	81	-9.0%	170	113	-33.5%
\$600,000 to \$999,999	179	149	-16.8%	179	155	-13.4%	11	25	+127.3%	19	14	-26.3%	88	75	-14.8%	102	73	-28.4%
\$1,000,000 to \$1,499,999	89	104	+16.9%	69	72	+4.3%	9	14	+55.6%	6	7	+16.7%	47	48	+2.1%	37	33	-10.8%
\$1,500,00 to \$1,999,999	51	54	+5.9%	36	45	+25.0%	3	8	+166.7%	1	4	+300.0%	18	24	+33.3%	23	15	-34.8%
\$2,000,000 to \$2,499,999	34	36	+5.9%	18	36	+100.0%	4	5	+25.0%	3	1	-66.7%	22	19	-13.6%	11	20	+81.8%
\$2,500,000 to \$4,999,999	71	68	-4.2%	32	38	+18.8%	5	10	+100.0%	1	5	+400.0%	39	30	-23.1%	18	19	+5.6%
\$5,000,000 to \$9,999,999	19	13	-31.6%	15	10	-33.3%	1	0	-100.0%	0	0	--	11	7	-36.4%	7	4	-42.9%
\$10,000,000 and Above	5	10	+100.0%	1	3	+200.0%	1	2	+100.0%	0	0	--	3	4	+33.3%	1	2	+100.0%
All Price Ranges	655	635	-3.1%	682	639	-6.3%	50	101	+102.0%	51	69	+35.3%	333	301	-9.6%	391	293	-25.1%

Inventory of Active Listings

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

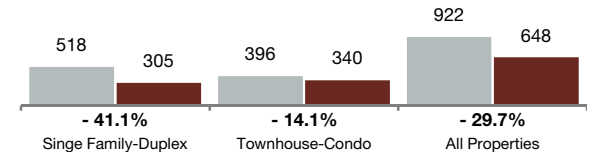
By Price Range – All Properties

7-2019 7-2020



By Property Type

7-2019 7-2020



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	
	7-2019	7-2020	Change	7-2019	7-2020	Change	6-2020	7-2020	Change	6-2020	7-2020	Change				
\$299,999 and Below	10	3	-70.0%	11	2	-81.8%	5	3	-40.0%	2	2	0.0%				
\$300,000 to \$599,999	59	19	-67.8%	100	79	-21.0%	25	19	-24.0%	77	79	+2.6%				
\$600,000 to \$999,999	65	26	-60.0%	66	79	+19.7%	28	26	-7.1%	88	79	-10.2%				
\$1,000,000 to \$1,499,999	65	39	-40.0%	50	40	-20.0%	46	39	-15.2%	57	40	-29.8%				
\$1,500,00 to \$1,999,999	66	45	-31.8%	34	29	-14.7%	45	45	0.0%	27	29	+7.4%				
\$2,000,000 to \$2,499,999	42	20	-52.4%	30	29	-3.3%	20	20	0.0%	34	29	-14.7%				
\$2,500,000 to \$4,999,999	118	79	-33.1%	51	49	-3.9%	88	79	-10.2%	40	49	+22.5%				
\$5,000,000 to \$9,999,999	59	46	-22.0%	42	26	-38.1%	47	46	-2.1%	25	26	+4.0%				
\$10,000,000 and Above	34	28	-17.6%	12	7	-41.7%	27	28	+3.7%	7	7	0.0%				
All Price Ranges	518	305	-41.1%	396	340	-14.1%	331	305	-7.9%	357	340	-4.8%				

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.