

Monthly Indicators



May 2020

New Listings were down 16.7 percent for the Single Family-Duplex category and 19.3 percent for the Townhouse-Condo category. Pending Sales increased 51.1 percent for Single Family-Duplex but decreased 15.0 percent for Townhouse-Condo.

The Median Sales Price was down 7.9 percent to \$827,428 for the Single Family-Duplex category but increased 133.8 percent to \$1,157,500 for the Townhouse-Condo category. Days on Market increased 1.3 percent for single family homes and 13.5 percent for townhouse-condo properties.

Buyers have been quicker to return to the housing market in force than sellers, who have been showing a bit more reluctance to list their homes than is typical for this time of year. But trends are improving and as states and localities continue to moderate their COVID-19 policies, real estate activity is expected to continue to improve in the coming weeks.

Monthly Snapshot

- 69.5%	- 17.3%	+ 50.2%
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	5-2019	5-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		96	80	- 16.7%	330	285	- 13.6%
Pending Sales		45	68	+ 51.1%	256	182	- 28.9%
Closed Sales		50	25	- 50.0%	211	150	- 28.9%
Median Sales Price		\$898,750	\$827,428	- 7.9%	\$870,000	\$881,250	+ 1.3%
Average Sales Price		\$1,603,889	\$1,392,532	- 13.2%	\$1,561,063	\$1,460,105	- 6.5%
Pct. of List Price Received		95.5%	97.4%	+ 2.0%	95.2%	96.5%	+ 1.4%
Days on Market Until Sale		155	157	+ 1.3%	153	155	+ 1.3%
Housing Affordability Index		39	46	+ 17.9%	40	43	+ 7.5%
Inventory of Active Listings		444	332	- 25.2%	--	--	--
Months Supply of Inventory		8.2	6.6	- 19.5%	--	--	--

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.

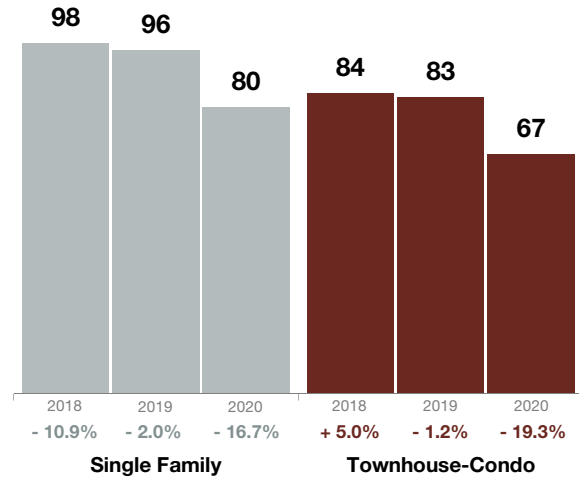


Key Metrics	Historical Sparkbars	5-2019	5-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		83	67	- 19.3%	378	302	- 20.1%
Pending Sales		60	51	- 15.0%	315	226	- 28.3%
Closed Sales		77	14	- 81.8%	268	169	- 36.9%
Median Sales Price		\$495,000	\$1,157,500	+ 133.8%	\$619,250	\$715,874	+ 15.6%
Avg. Sales Price		\$843,351	\$1,753,179	+ 107.9%	\$1,015,049	\$1,407,022	+ 38.6%
Pct. of List Price Received		97.0%	94.2%	- 2.9%	96.3%	96.4%	+ 0.1%
Days on Market Until Sale		111	126	+ 13.5%	113	132	+ 16.8%
Affordability Index		71	33	- 53.5%	57	53	- 7.0%
Active Listings		360	337	- 6.4%	--	--	--
Months Supply		6.3	6.3	0.0%	--	--	--

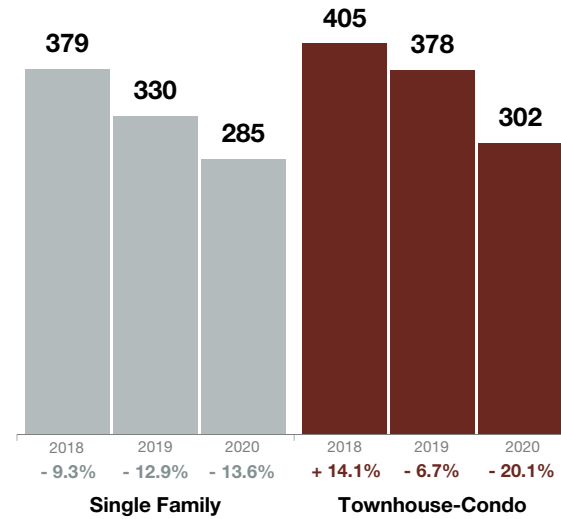
New Listings



May

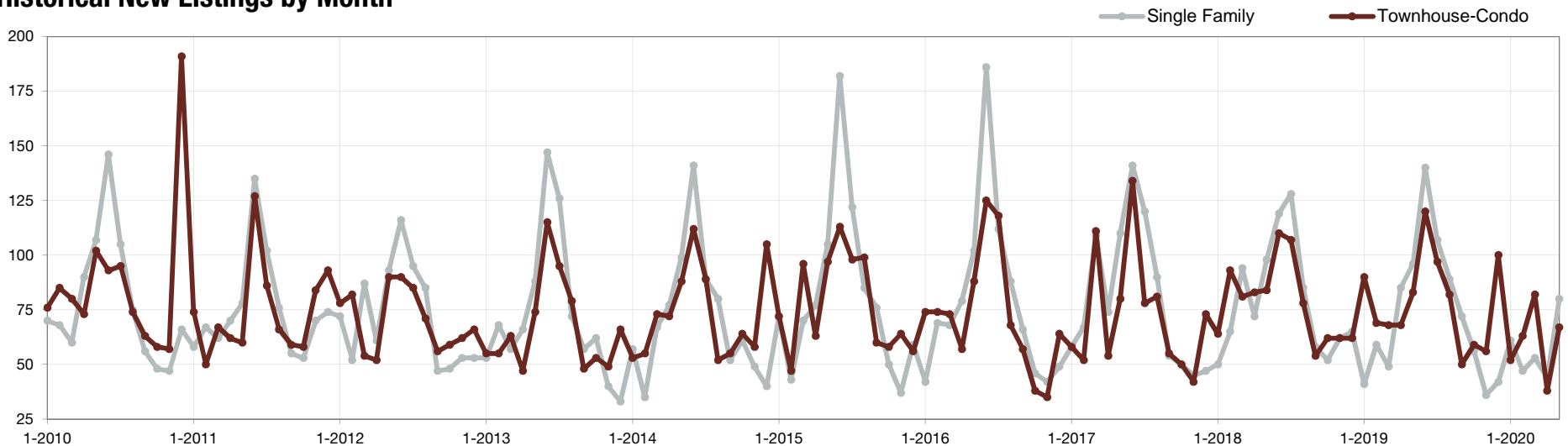


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2019	140	+17.6%	120	+9.1%
Jul-2019	107	-16.4%	97	-9.3%
Aug-2019	89	+4.7%	82	+5.1%
Sep-2019	72	+24.1%	50	-7.4%
Oct-2019	56	+7.7%	59	-4.8%
Nov-2019	36	-41.9%	56	-9.7%
Dec-2019	42	-35.4%	100	+61.3%
Jan-2020	61	+48.8%	52	-42.2%
Feb-2020	47	-20.3%	63	-8.7%
Mar-2020	53	+8.2%	82	+20.6%
Apr-2020	44	-48.2%	38	-44.1%
May-2020	80	-16.7%	67	-19.3%
12-Month Avg	69	-8.0%	72	-5.1%

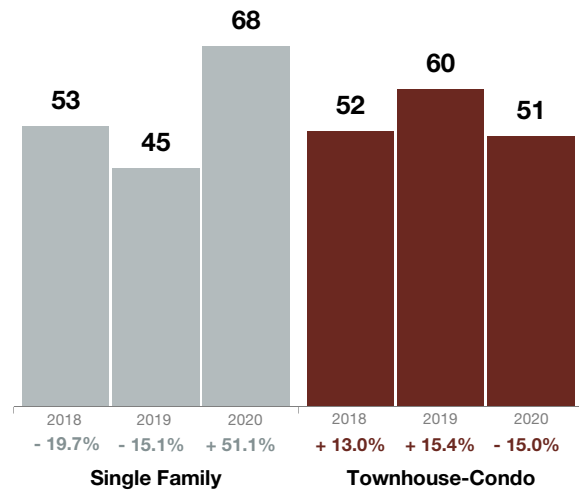
Historical New Listings by Month



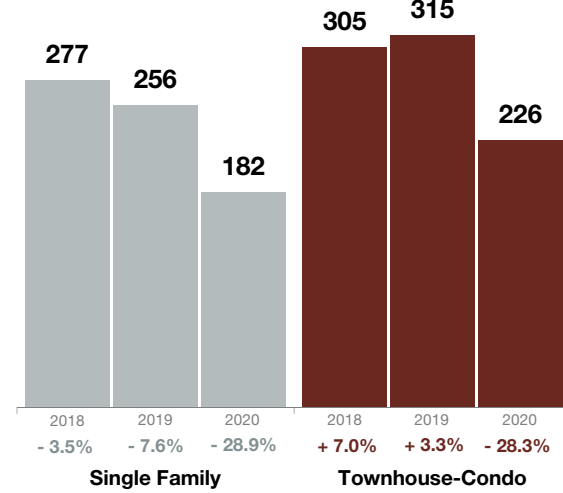
Pending Sales



May

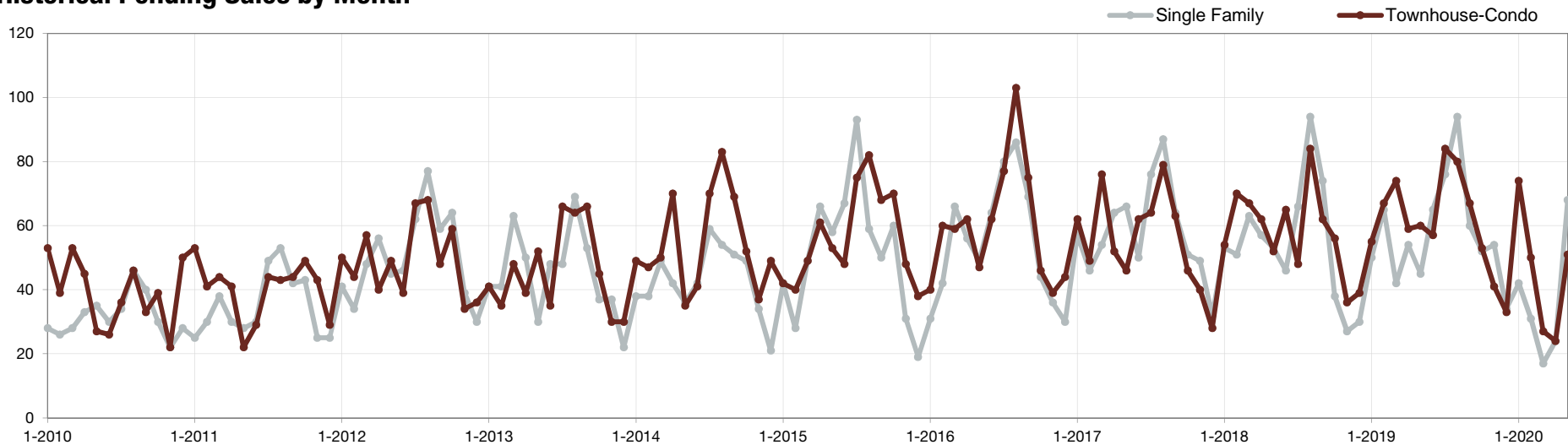


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2019	65	+41.3%	57	-12.3%
Jul-2019	76	+15.2%	84	+75.0%
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	42	-16.0%	74	+34.5%
Feb-2020	31	-52.3%	50	-25.4%
Mar-2020	17	-59.5%	27	-63.5%
Apr-2020	24	-55.6%	24	-59.3%
May-2020	68	+51.1%	51	-15.0%
12-Month Avg	51	-2.2%	53	-9.1%

Historical Pending Sales by Month

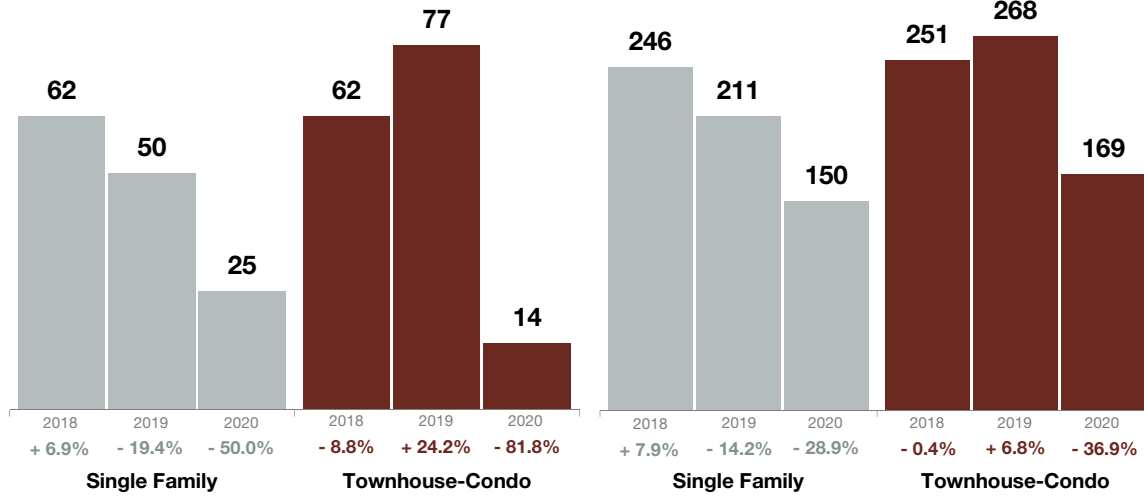


Closed Sales



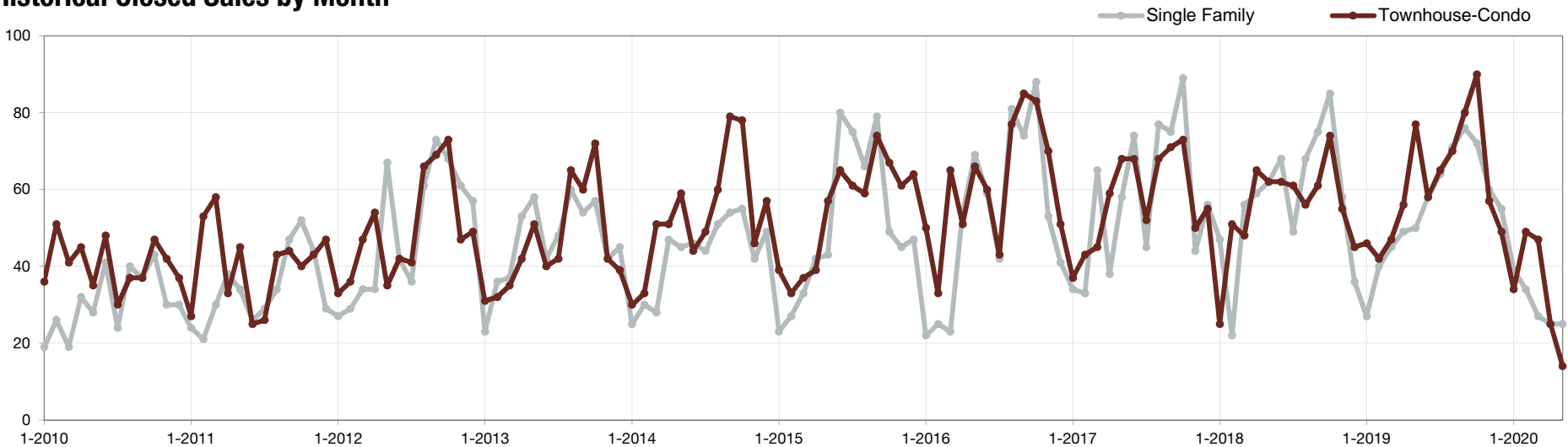
May

Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2019	58	-14.7%	58	-6.5%
Jul-2019	64	+30.6%	65	+6.6%
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%	14	-81.8%
12-Month Avg	51	-6.8%	53	-6.5%

Historical Closed Sales by Month

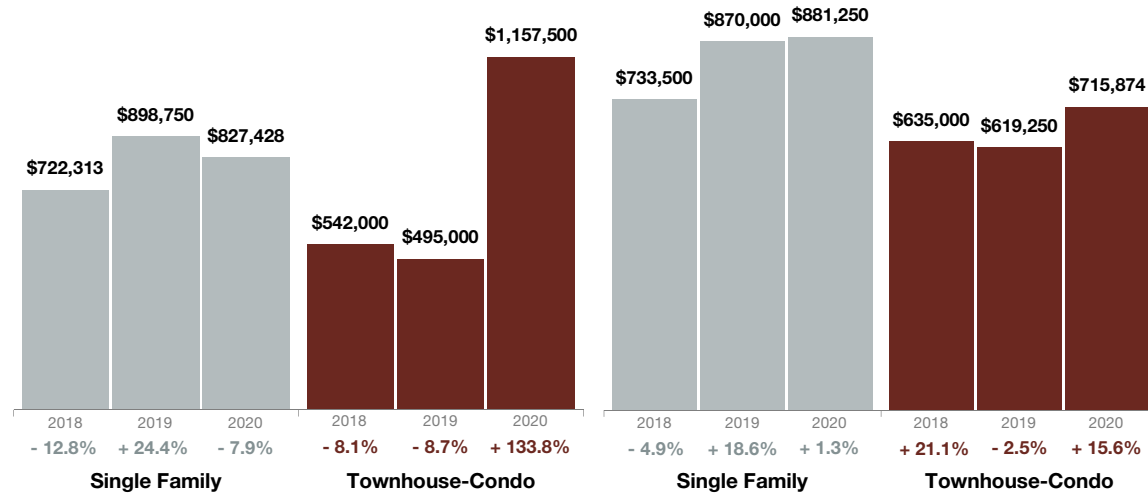


Median Sales Price



May

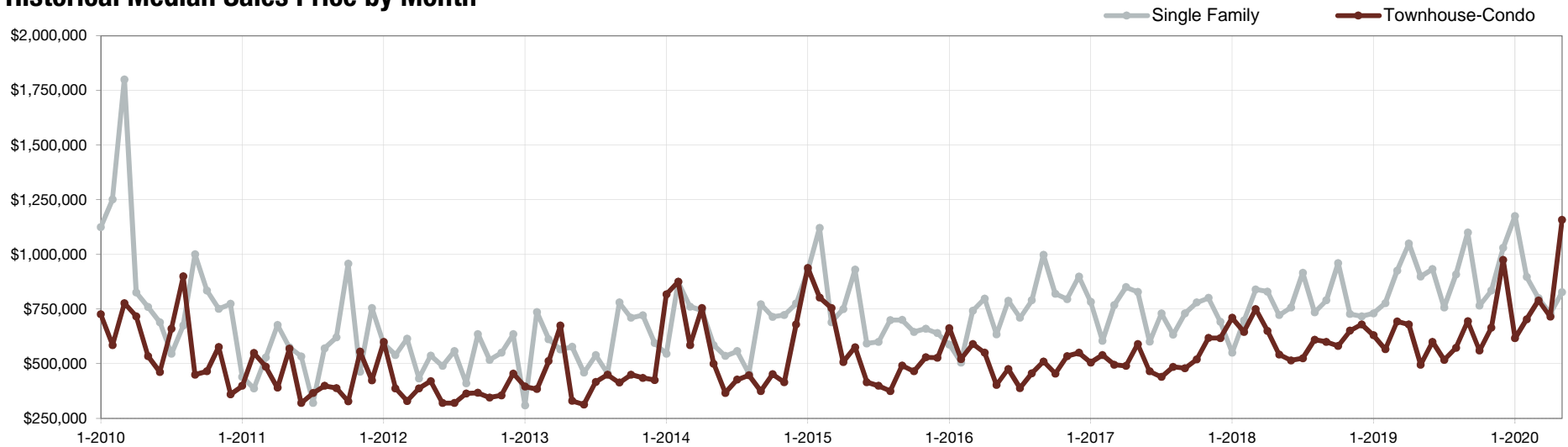
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2019	\$932,500	+23.2%	\$600,250	+16.6%
Jul-2019	\$757,225	-17.3%	\$517,812	-1.4%
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%	\$1,157,500	+133.8%
12-Month Avg*	\$867,750	+3.9%	\$650,000	+8.8%

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

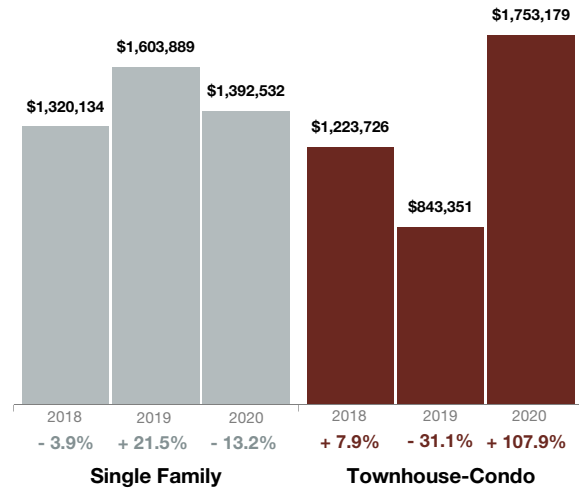
Historical Median Sales Price by Month



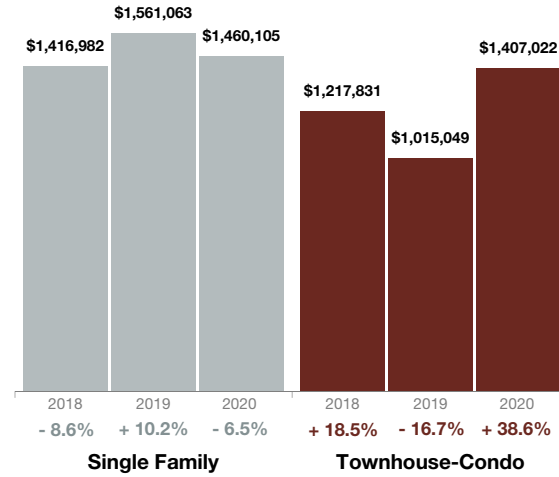
Average Sales Price



May



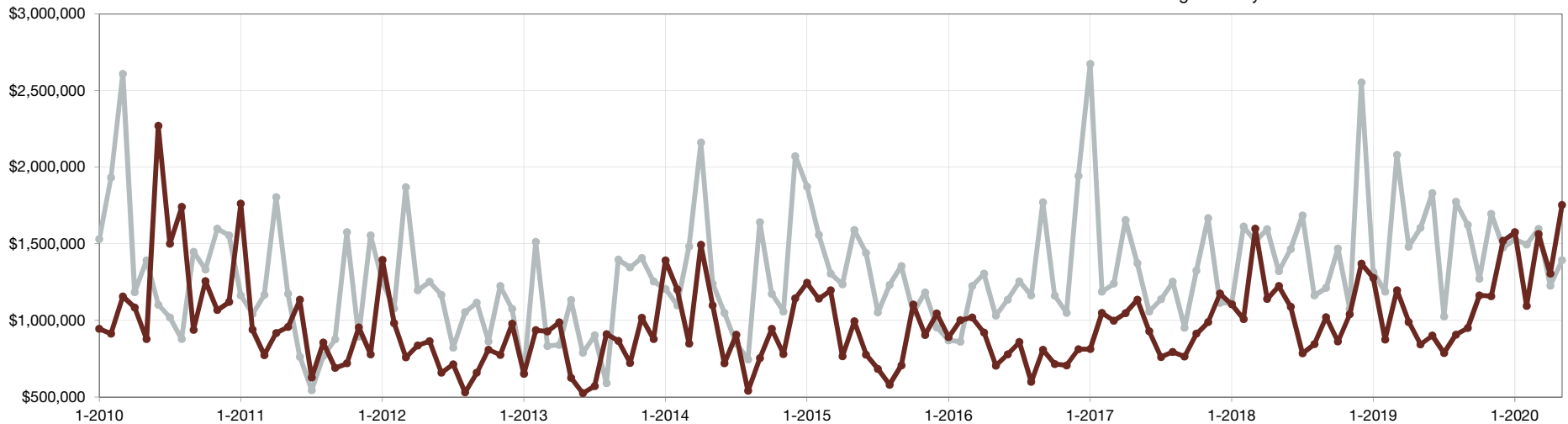
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2019	\$1,830,296	+24.9%	\$900,310	-17.3%
Jul-2019	\$1,025,886	-39.1%	\$787,076	+0.3%
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%	\$1,753,179	+107.9%
12-Month Avg*	\$1,509,208	+2.1%	\$1,137,372	+14.1%

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

Historical Average Sales Price by Month

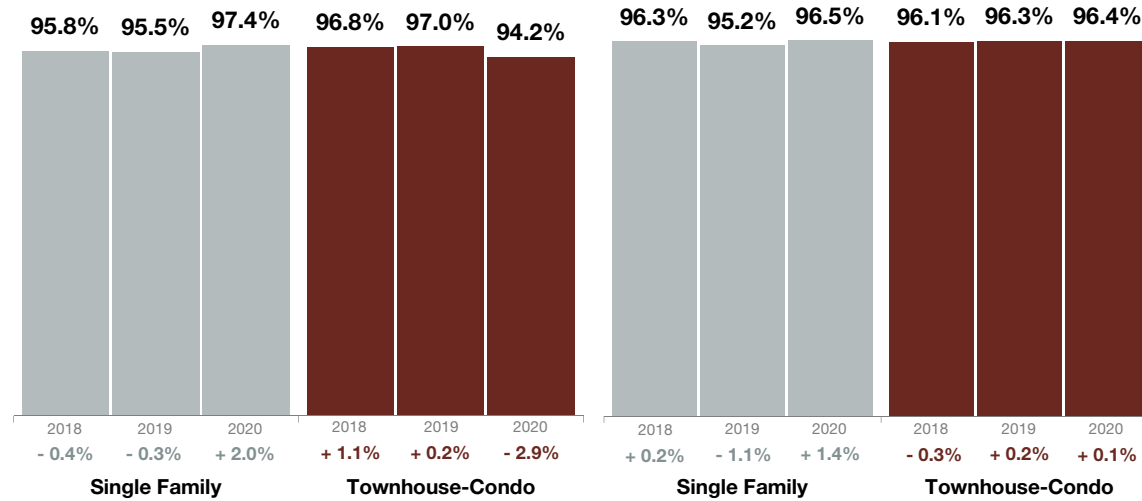


Percent of List Price Received



May

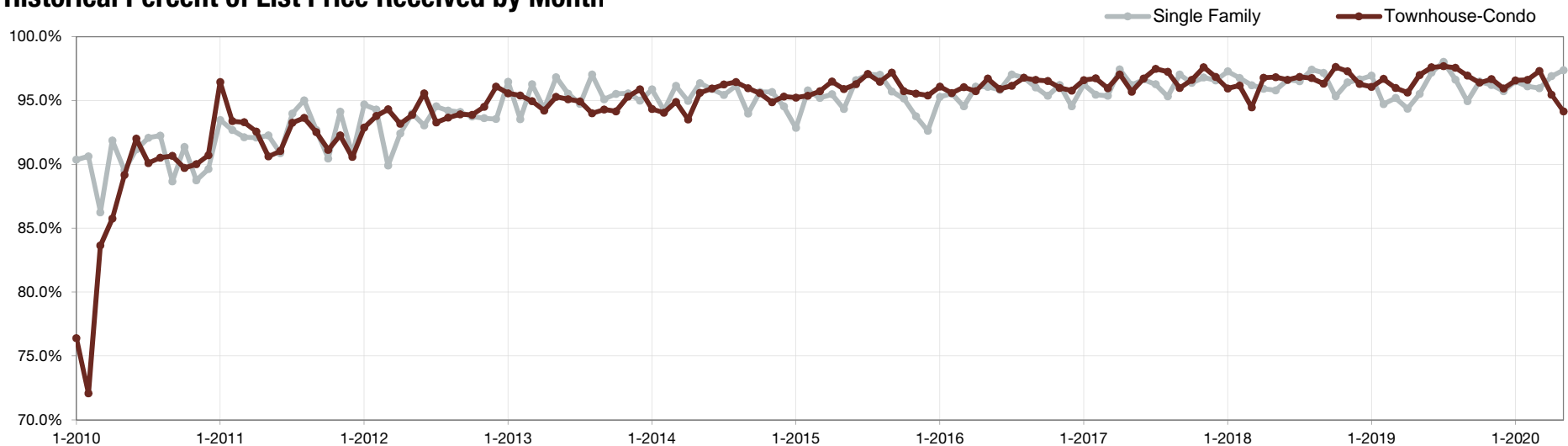
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2019	97.2%	+0.6%	97.6%	+1.0%
Jul-2019	98.0%	+1.6%	97.7%	+0.9%
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%	94.2%	-2.9%
12-Month Avg*	96.5%	+0.4%	96.8%	+0.2%

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

Historical Percent of List Price Received by Month

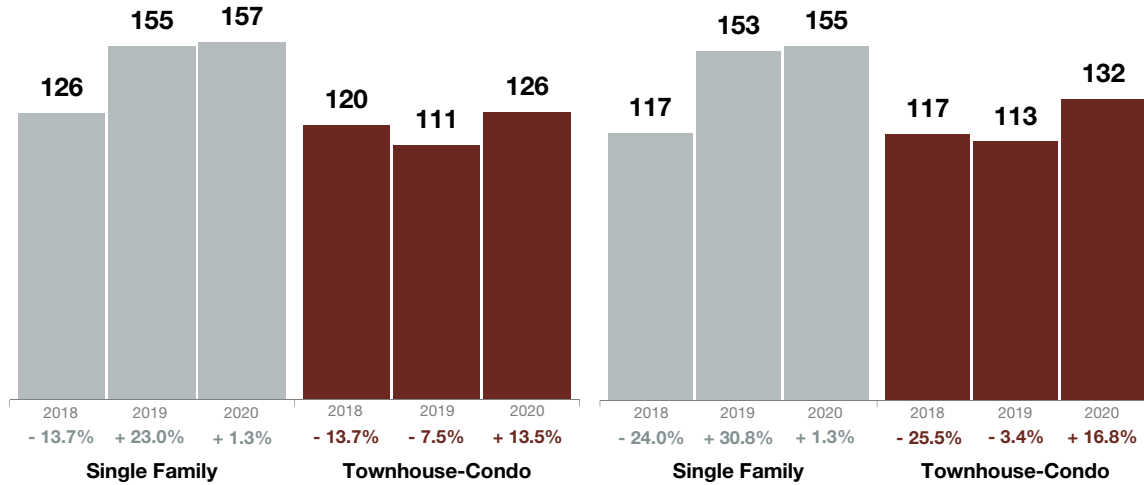


Days on Market Until Sale



May

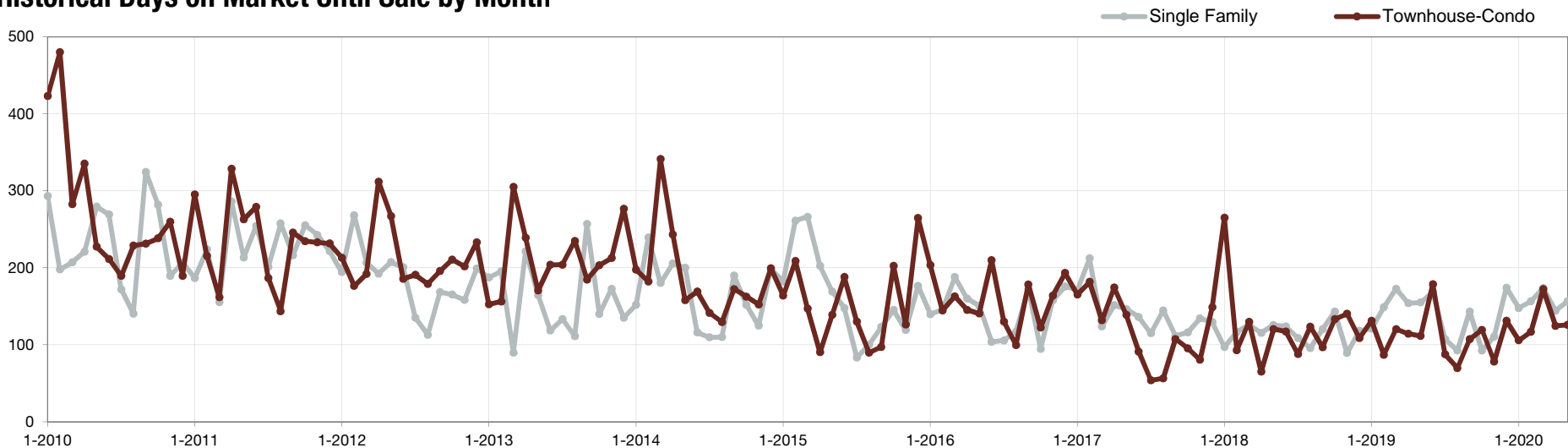
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2019	168	+35.5%	179	+53.0%
Jul-2019	107	-1.8%	87	-1.1%
Aug-2019	92	-4.2%	70	-43.1%
Sep-2019	143	+19.2%	107	+10.3%
Oct-2019	93	-35.0%	119	-10.5%
Nov-2019	110	+23.6%	78	-44.3%
Dec-2019	174	+47.5%	131	+20.2%
Jan-2020	148	+22.3%	106	-19.1%
Feb-2020	156	+4.7%	117	+34.5%
Mar-2020	174	+0.6%	172	+43.3%
Apr-2020	144	-6.5%	125	+9.6%
May-2020	157	+1.3%	126	+13.5%
12-Month Avg*	128	+3.5%	115	+0.3%

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

Historical Days on Market Until Sale by Month

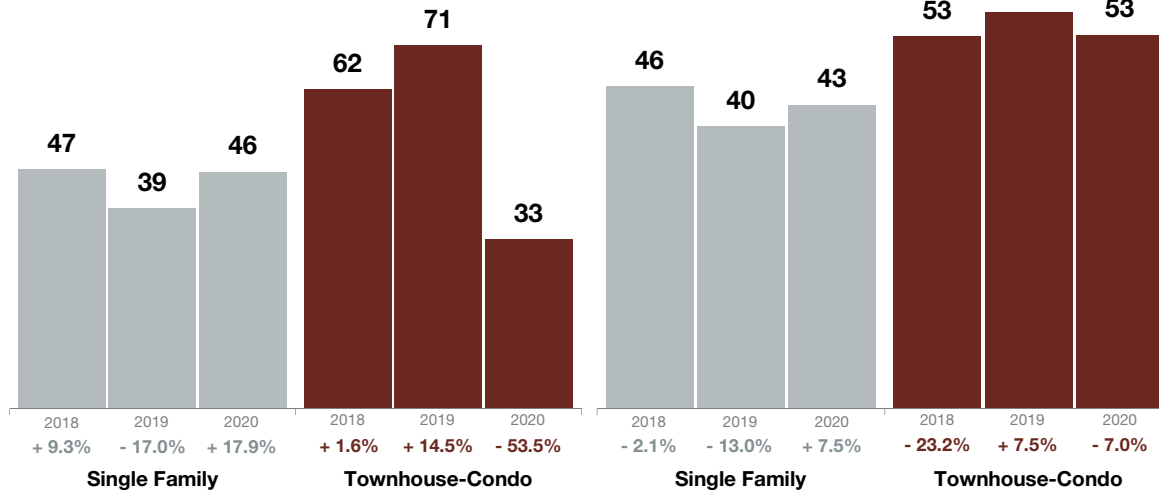


Housing Affordability Index



May

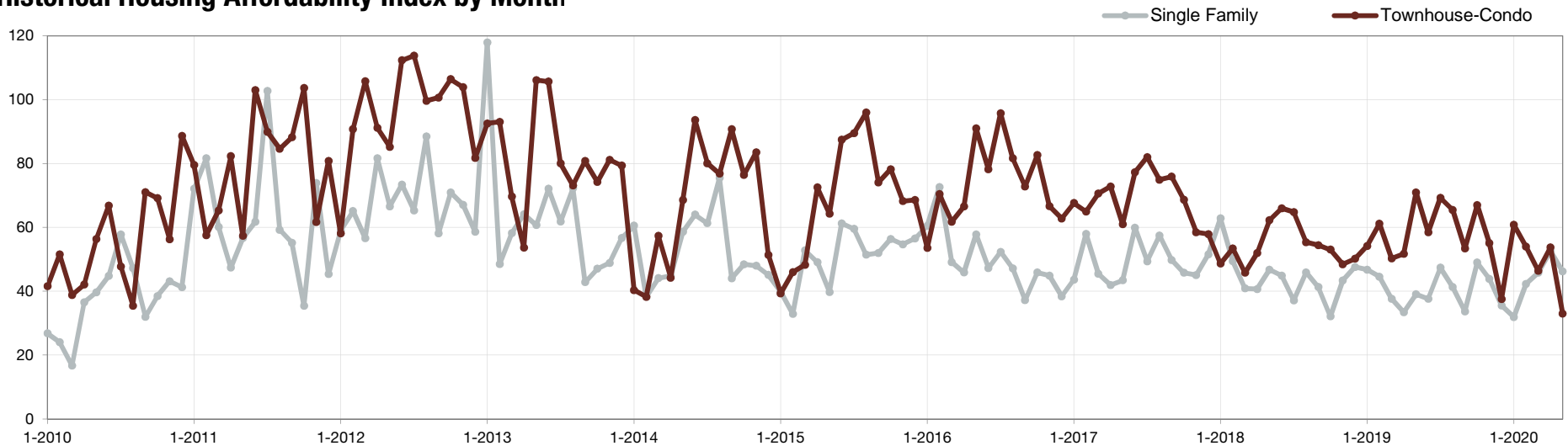
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2019	38	-15.6%	58	-12.1%
Jul-2019	47	+27.0%	69	+6.2%
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%	33	-53.5%
12-Month Avg*	42	+11.8%	41	-41.8%

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

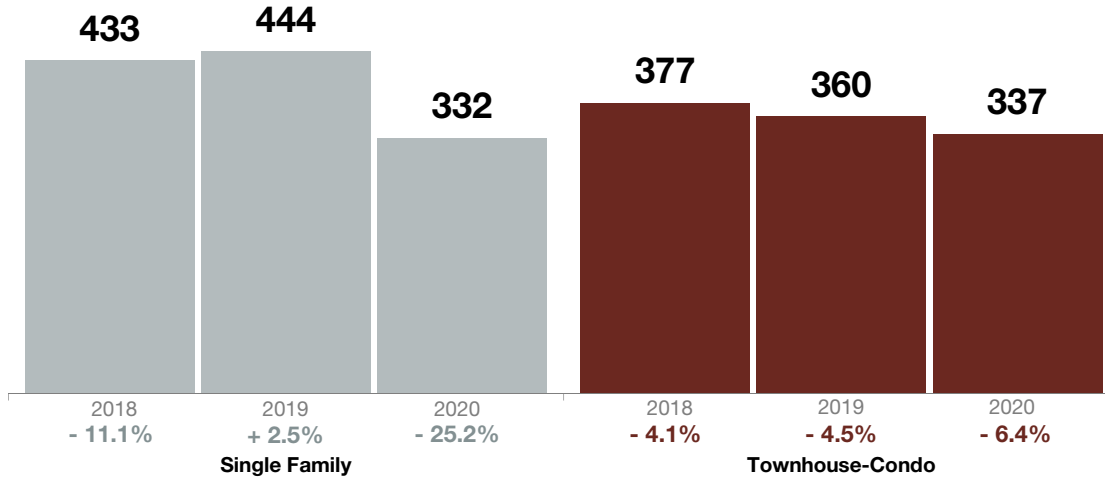
Historical Housing Affordability Index by Month



Inventory of Active Listings

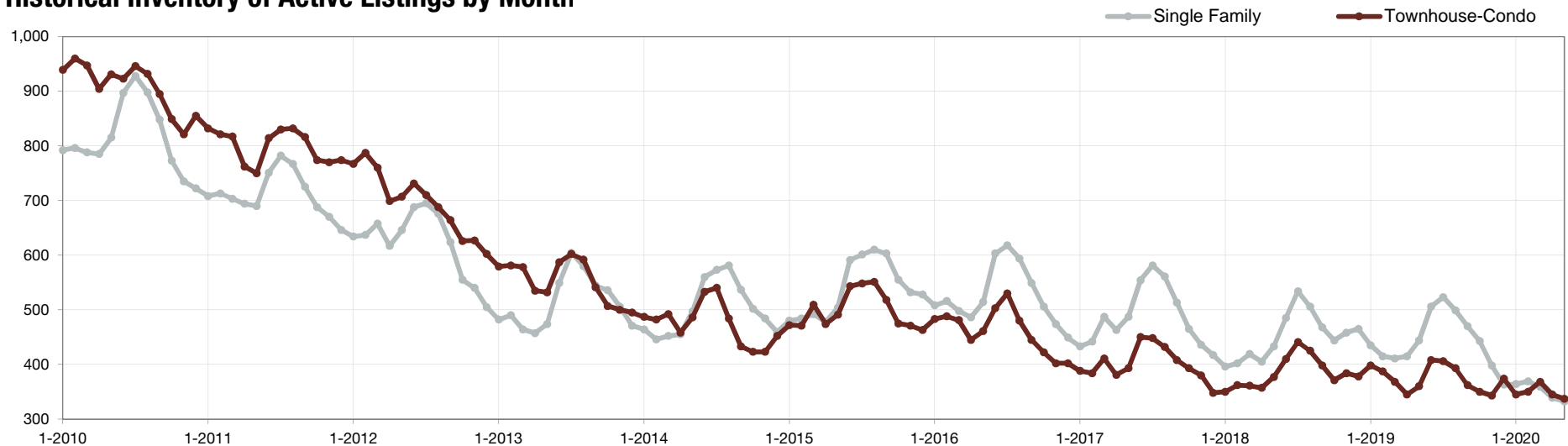


May



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2019	506	+4.3%	408	-0.5%
Jul-2019	523	-2.1%	406	-7.9%
Aug-2019	499	-1.4%	393	-7.5%
Sep-2019	470	+0.4%	362	-9.0%
Oct-2019	443	-0.2%	350	-5.7%
Nov-2019	398	-13.1%	343	-10.7%
Dec-2019	363	-21.9%	374	-1.1%
Jan-2020	364	-16.3%	345	-13.3%
Feb-2020	369	-11.1%	350	-9.6%
Mar-2020	359	-12.7%	368	0.0%
Apr-2020	339	-18.3%	345	0.0%
May-2020	332	-25.2%	337	-6.4%
12-Month Avg	414	-9.4%	365	-6.1%

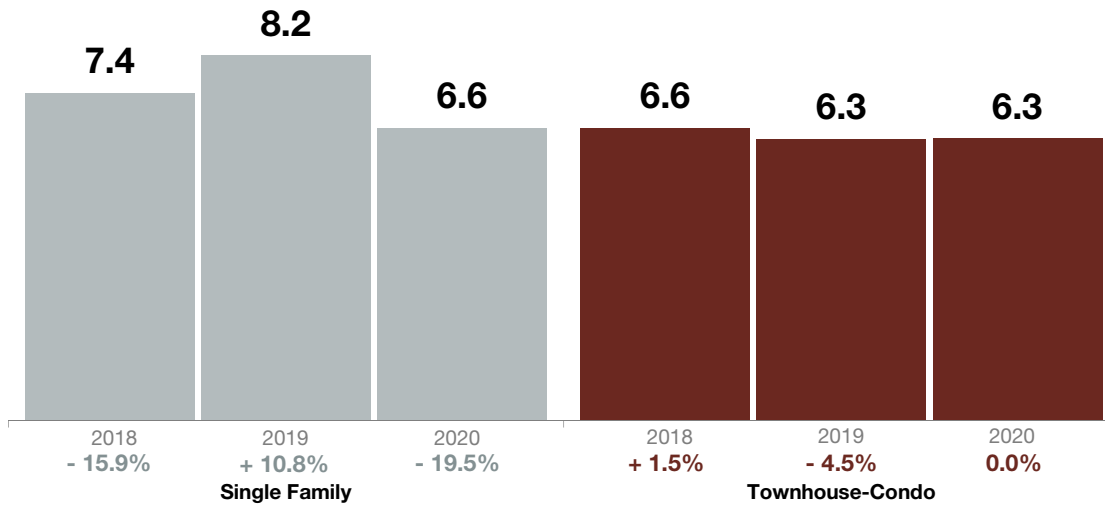
Historical Inventory of Active Listings by Month



Months Supply of Inventory



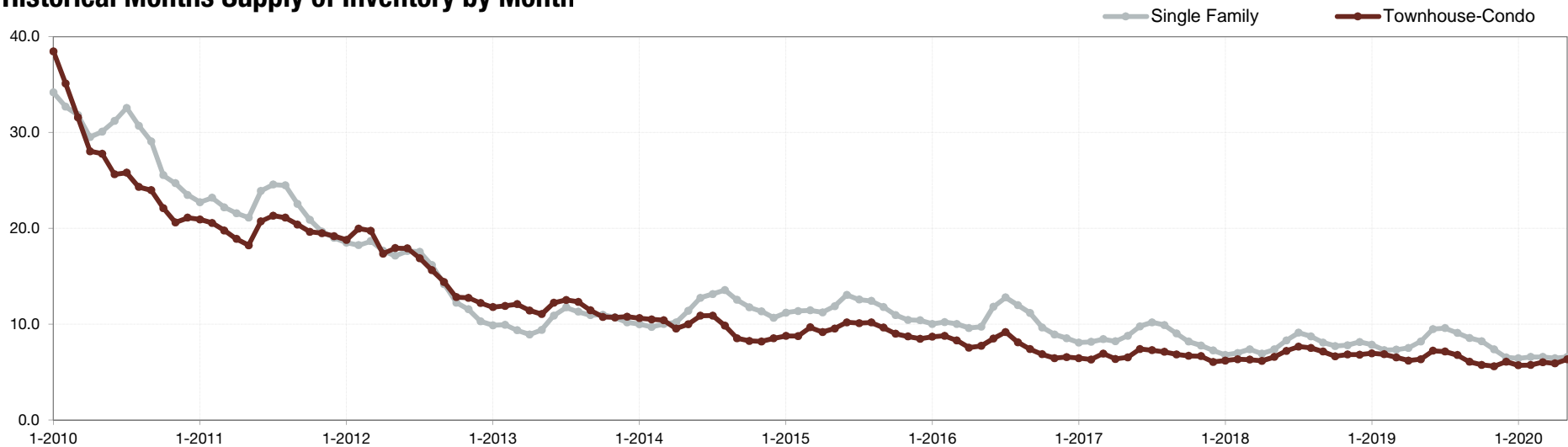
May



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2019	9.5	+14.5%	7.2	0.0%
Jul-2019	9.6	+5.5%	7.1	-7.8%
Aug-2019	9.1	+4.6%	6.8	-9.3%
Sep-2019	8.6	+6.2%	6.1	-14.1%
Oct-2019	8.2	+6.5%	5.7	-13.6%
Nov-2019	7.4	-5.1%	5.6	-17.6%
Dec-2019	6.5	-19.8%	6.1	-10.3%
Jan-2020	6.4	-17.9%	5.7	-18.6%
Feb-2020	6.6	-9.6%	5.7	-17.4%
Mar-2020	6.6	-9.6%	6.0	-7.7%
Apr-2020	6.4	-14.7%	5.9	-4.8%
May-2020	6.6	-19.5%	6.3	0.0%
12-Month Avg	7.6	-4.8%	6.2	-10.1%

* Months Supply for all properties from June 2019 through May 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	5-2019	5-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		180	148	- 17.8%	714	599	- 16.1%
Pending Sales		106	119	+ 12.3%	573	411	- 28.3%
Closed Sales		128	39	- 69.5%	482	323	- 33.0%
Median Sales Price		\$632,500	\$950,000	+ 50.2%	\$722,500	\$789,000	+ 9.2%
Average Sales Price		\$1,134,538	\$1,521,995	+ 34.2%	\$1,249,619	\$1,420,872	+ 13.7%
Pct. of List Price Received		96.4%	96.2%	- 0.2%	95.9%	96.4%	+ 0.5%
Days on Market Until Sale		128	146	+ 14.1%	130	142	+ 9.2%
Housing Affordability Index		56	40	- 27.5%	49	48	- 0.3%
Inventory of Active Listings		810	670	- 17.3%	--	--	--
Months Supply of Inventory		7.3	6.4	- 12.3%	--	--	--

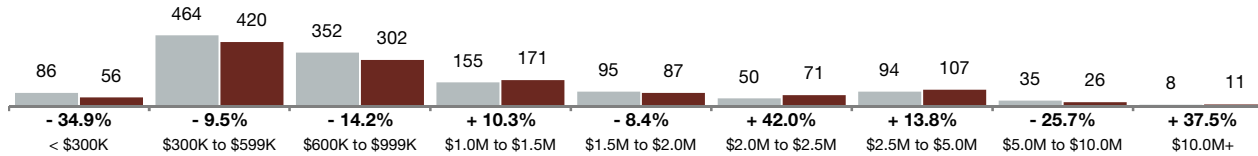
Closed Sales

Actual sales that have closed in a given month.



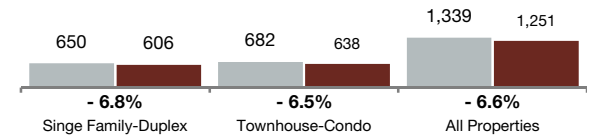
By Price Range – All Properties – Rolling 12 Months

■ 5-2019 ■ 5-2020



By Property Type

■ 5-2019 ■ 5-2020



Rolling 12 Months

Compared to Prior Month

Year to Date

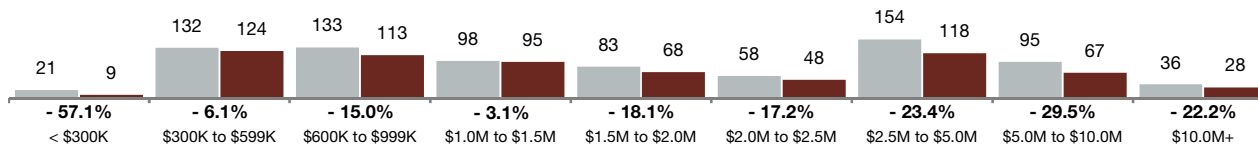
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	5-2019	5-2020	Change	5-2019	5-2020	Change	4-2020	5-2020	Change	4-2020	5-2020	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	33	26	-21.2%	47	27	-42.6%	0	1	--	1	0	-100.0%	10	6	-40.0%	16	5	-68.8%
\$300,000 to \$599,999	168	165	-1.8%	295	253	-14.2%	8	8	0.0%	10	3	-70.0%	52	35	-32.7%	113	59	-47.8%
\$600,000 to \$999,999	185	143	-22.7%	167	158	-5.4%	7	5	-28.6%	4	3	-25.0%	58	39	-32.8%	66	40	-39.4%
\$1,000,000 to \$1,499,999	89	99	+11.2%	66	71	+7.6%	4	4	0.0%	5	3	-40.0%	29	25	-13.8%	25	20	-20.0%
\$1,500,00 to \$1,999,999	54	45	-16.7%	41	42	+2.4%	0	3	--	0	0	--	16	13	-18.8%	21	10	-52.4%
\$2,000,000 to \$2,499,999	33	36	+9.1%	17	35	+105.9%	3	1	-66.7%	2	3	+50.0%	13	10	-23.1%	8	16	+100.0%
\$2,500,000 to \$4,999,999	63	69	+9.5%	31	38	+22.6%	2	2	0.0%	1	1	0.0%	23	15	-34.8%	12	13	+8.3%
\$5,000,000 to \$9,999,999	18	15	-16.7%	17	11	-35.3%	1	1	0.0%	2	1	-50.0%	8	6	-25.0%	6	4	-33.3%
\$10,000,000 and Above	7	8	+14.3%	1	3	+200.0%	0	0	--	0	0	--	2	1	-50.0%	1	2	+100.0%
All Price Ranges	650	606	-6.8%	682	638	-6.5%	25	25	0.0%	25	14	-44.0%	211	150	-28.9%	268	169	-36.9%

Inventory of Active Listings

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

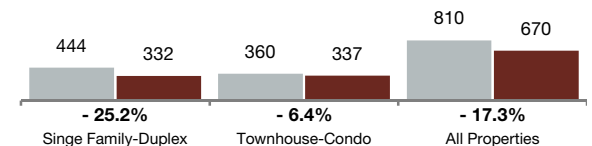
By Price Range – All Properties

■ 5-2019 ■ 5-2020



By Property Type

■ 5-2019 ■ 5-2020



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		
	5-2019	5-2020	Change	5-2019	5-2020	Change	4-2020	5-2020	Change	4-2020	5-2020	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	10	5	-50.0%	8	3	-62.5%	6	5	-16.7%	4	3	-25.0%	6	5	-16.7%	4	3	-25.0%
\$300,000 to \$599,999	50	45	-10.0%	79	79	0.0%	43	45	+4.7%	76	79	+3.9%	43	45	+4.7%	76	79	+3.9%
\$600,000 to \$999,999	63	31	-50.8%	70	82	+17.1%	38	31	-18.4%	78	82	+5.1%	38	31	-18.4%	78	82	+5.1%
\$1,000,000 to \$1,499,999	57	46	-19.3%	41	49	+19.5%	44	46	+4.5%	55	49	-10.9%	44	46	+4.5%	55	49	-10.9%
\$1,500,00 to \$1,999,999	47	39	-17.0%	36	29	-19.4%	40	39	-2.5%	30	29	-3.3%	40	39	-2.5%	30	29	-3.3%
\$2,000,000 to \$2,499,999	36	20	-44.4%	22	28	+27.3%	21	20	-4.8%	30	28	-6.7%	21	20	-4.8%	30	28	-6.7%
\$2,500,000 to \$4,999,999	103	82	-20.4%	51	36	-29.4%	80	82	+2.5%	40	36	-10.0%	80	82	+2.5%	40	36	-10.0%
\$5,000,000 to \$9,999,999	51	42	-17.6%	44	25	-43.2%	43	42	-2.3%	28	25	-10.7%	43	42	-2.3%	28	25	-10.7%
\$10,000,000 and Above	27	22	-18.5%	9	6	-33.3%	24	22	-8.3%	4	6	+50.0%	24	22	-8.3%	4	6	+50.0%
All Price Ranges	444	332	-25.2%	360	337	-6.4%	339	332	-2.1%	345	337	-2.3%						

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 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.