

Monthly Indicators



July 2019

New Listings were down 18.8 percent for the Single Family-Duplex category and 8.4 percent for the Townhouse-Condo category. Pending Sales increased 19.7 percent for Single Family-Duplex and 83.7 percent for Townhouse-Condo.

The Median Sales Price was down 17.3 percent to \$757,225 for the Single Family-Duplex category and 1.4 percent to \$517,812 for the Townhouse-Condo category. Days on Market decreased 1.8 percent for single family homes and 1.1 percent for townhouse-condo properties.

During the record-setting 121-month economic expansion, the unemployment rate has dropped from 10.0 percent in 2009 to 3.7 percent, yet many consumers continue to struggle financially. Low mortgage interest rates have helped offset low housing affordability, but high home prices are outpacing median household income growth. In a move to stoke continued economic prosperity, the Federal Reserve reduced the benchmark interest rate by a quarter point to about 2.25 percent, marking the first reduction in more than a decade.

Monthly Snapshot

+ 15.5% - 14.0% - 10.9%

| 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 | 7-2018 | | 7-2019 | Percent Change | YTD 2018 | | YTD 2019 | Percent Change |
|-------------------------------------|----------------------|-------------|--------------------|----------|----------------|--------------------|----------|----------|----------------|
| | | 7-2018 | 7-2019 | YTD 2018 | | YTD 2018 | YTD 2019 | YTD 2019 | |
| New Listings | | 128 | 104 | - 18.8% | 626 | 574 | - 8.3% | | |
| Pending Sales | | 66 | 79 | + 19.7% | 389 | 407 | + 4.6% | | |
| Closed Sales | | 49 | 64 | + 30.6% | 363 | 332 | - 8.5% | | |
| Median Sales Price | | \$916,000 | \$757,225 | - 17.3% | \$760,000 | \$849,750 | + 11.8% | | |
| Average Sales Price | | \$1,685,438 | \$1,025,886 | - 39.1% | \$1,462,250 | \$1,499,784 | + 2.6% | | |
| Pct. of List Price Received | | 96.5% | 98.0% | + 1.6% | 96.4% | 96.3% | - 0.1% | | |
| Days on Market Until Sale | | 109 | 107 | - 1.8% | 117 | 147 | + 25.6% | | |
| Housing Affordability Index | | 37 | 47 | + 27.0% | 45 | 42 | - 6.7% | | |
| Inventory of Active Listings | | 534 | 477 | - 10.7% | -- | -- | -- | | |
| Months Supply of Inventory | | 9.1 | 8.8 | - 3.3% | -- | -- | -- | | |

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.

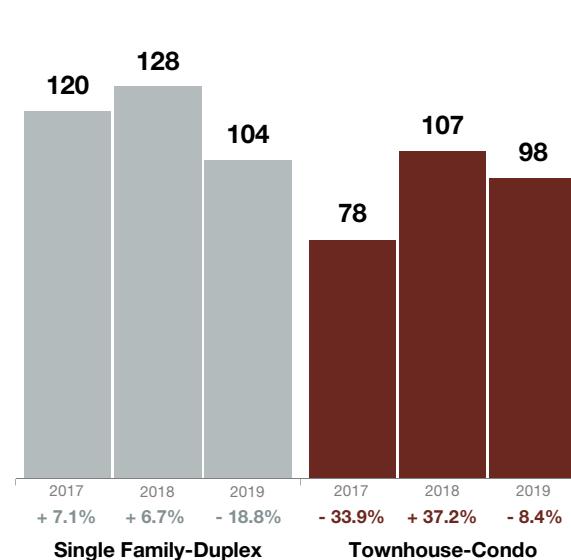


| Key Metrics | Historical Sparkbars | 7-2018 | | 7-2019 | Percent Change | YTD 2018 | | YTD 2019 | | Percent Change |
|------------------------------------|----------------------|-----------|-----------|---------|----------------|-----------|----------|----------|----------|----------------|
| | | 7-2018 | 7-2019 | 7-2019 | | YTD 2018 | YTD 2019 | YTD 2018 | YTD 2019 | |
| New Listings | | 107 | 98 | - 8.4% | 622 | 590 | - 5.1% | | | |
| Pending Sales | | 49 | 90 | + 83.7% | 419 | 471 | + 12.4% | | | |
| Closed Sales | | 61 | 63 | + 3.3% | 374 | 389 | + 4.0% | | | |
| Median Sales Price | | \$525,000 | \$517,812 | - 1.4% | \$582,500 | \$600,000 | + 3.0% | | | |
| Avg. Sales Price | | \$784,814 | \$743,253 | - 5.3% | \$1,125,834 | \$954,013 | - 15.3% | | | |
| Pct. of List Price Received | | 96.8% | 97.7% | + 0.9% | 96.3% | 96.7% | + 0.4% | | | |
| Days on Market Until Sale | | 88 | 87 | - 1.1% | 112 | 119 | + 6.3% | | | |
| Affordability Index | | 65 | 69 | + 6.2% | 58 | 60 | + 3.4% | | | |
| Active Listings | | 438 | 355 | - 18.9% | -- | -- | -- | | | |
| Months Supply | | 7.6 | 6.3 | - 17.1% | -- | -- | -- | | | |

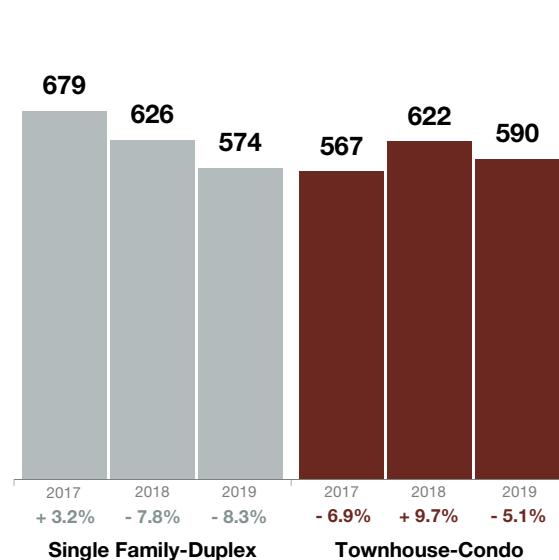
New Listings



July

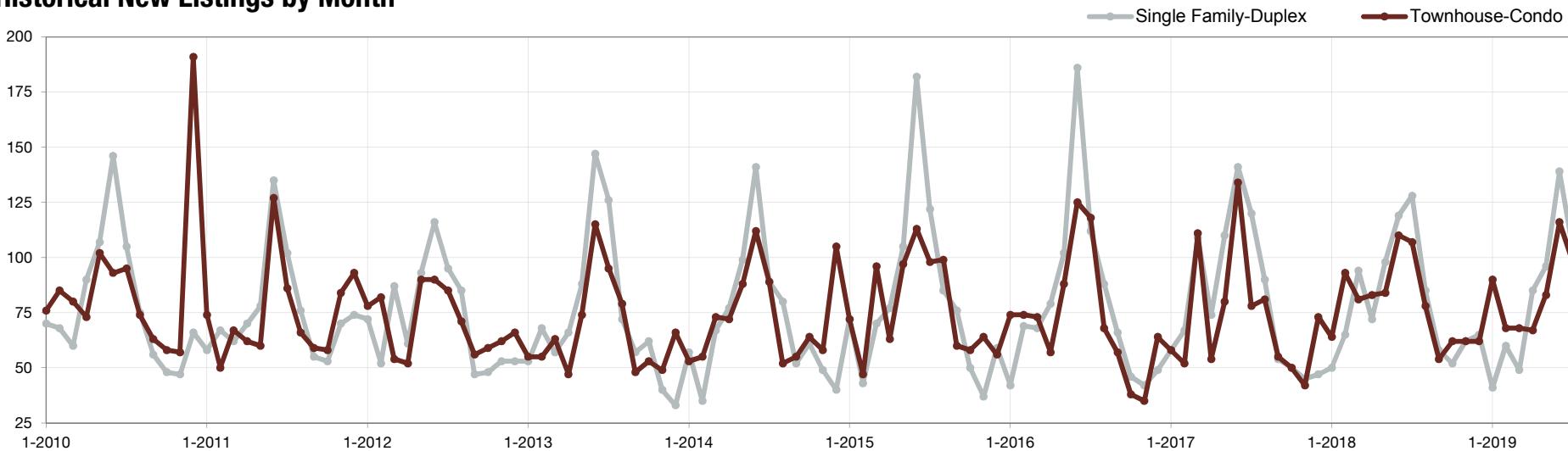


Year to Date



| | New Listings | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|--------------|----------------------|-----------------------|-----------------|-----------------------|
| Aug-2018 | 85 | | -5.6% | 78 | -3.7% |
| Sep-2018 | 58 | | +7.4% | 54 | -1.8% |
| Oct-2018 | 52 | | +4.0% | 62 | +24.0% |
| Nov-2018 | 62 | | +37.8% | 62 | +47.6% |
| Dec-2018 | 65 | | +38.3% | 62 | -15.1% |
| Jan-2019 | 41 | | -18.0% | 90 | +40.6% |
| Feb-2019 | 60 | | -7.7% | 68 | -26.9% |
| Mar-2019 | 49 | | -47.9% | 68 | -16.0% |
| Apr-2019 | 85 | | +18.1% | 67 | -19.3% |
| May-2019 | 96 | | -2.0% | 83 | -1.2% |
| Jun-2019 | 139 | | +16.8% | 116 | +5.5% |
| Jul-2019 | 104 | | -18.8% | 98 | -8.4% |
| 12-Month Avg | | 75 | -1.8% | 76 | -1.6% |

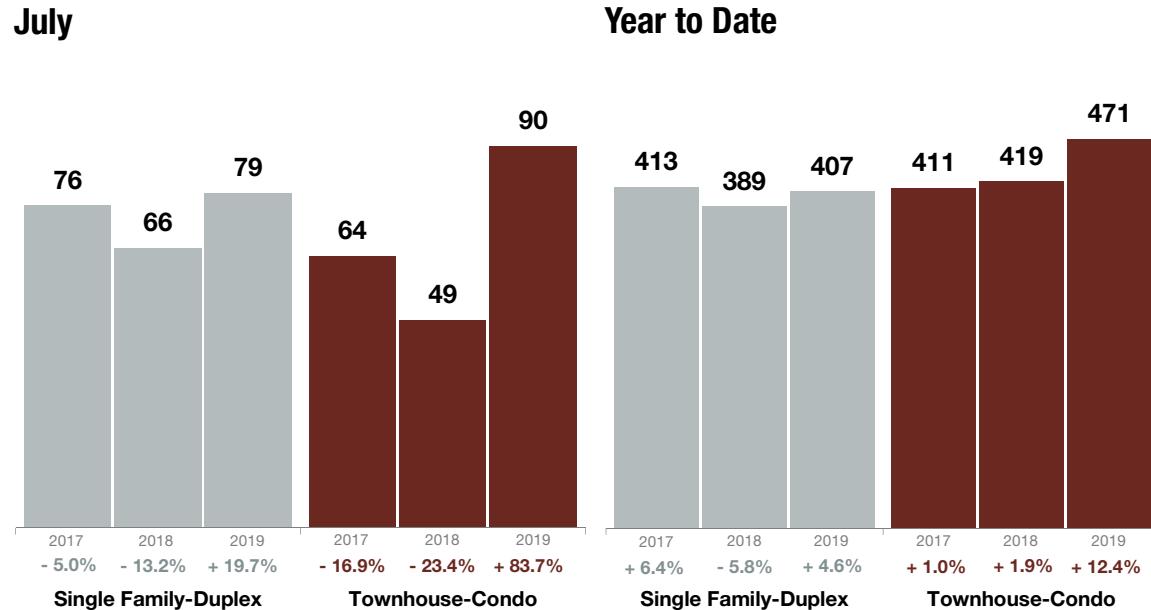
Historical New Listings by Month



Pending Sales

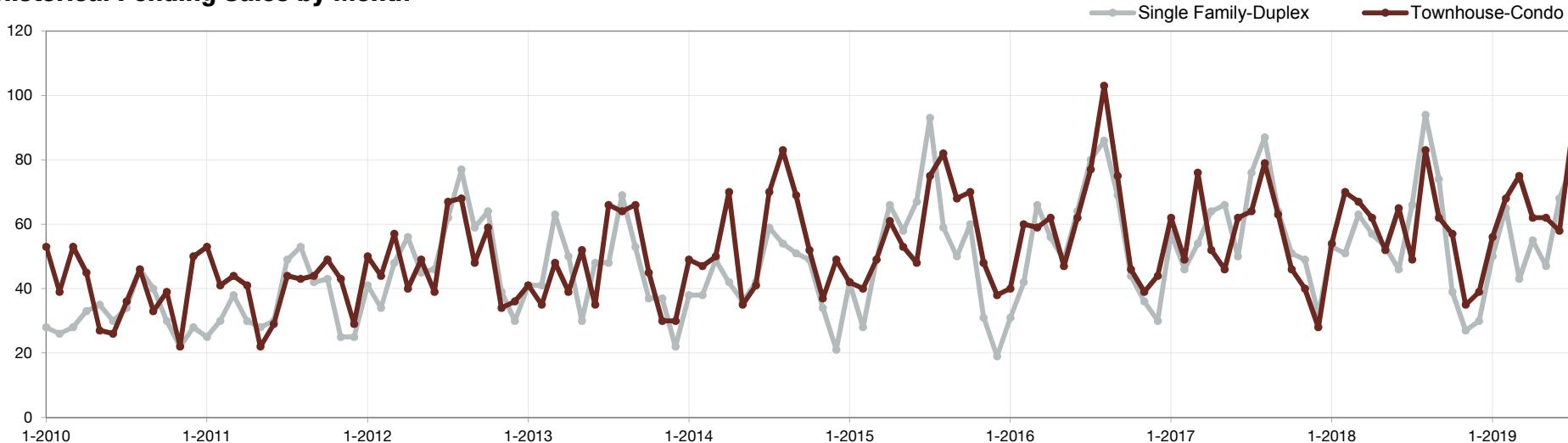


July



| Pending Sales | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|----------------------|-----------------------|-----------------|-----------------------|
| Aug-2018 | 94 | +8.0% | 83 | +5.1% |
| Sep-2018 | 74 | +15.6% | 62 | -1.6% |
| Oct-2018 | 39 | -23.5% | 57 | +23.9% |
| Nov-2018 | 27 | -44.9% | 35 | -12.5% |
| Dec-2018 | 30 | -6.3% | 39 | +39.3% |
| Jan-2019 | 50 | -5.7% | 56 | +3.7% |
| Feb-2019 | 65 | +27.5% | 68 | -2.9% |
| Mar-2019 | 43 | -31.7% | 75 | +11.9% |
| Apr-2019 | 55 | -3.5% | 62 | 0.0% |
| May-2019 | 47 | -11.3% | 62 | +19.2% |
| Jun-2019 | 68 | +47.8% | 58 | -10.8% |
| Jul-2019 | 79 | +19.7% | 90 | +83.7% |
| 12-Month Avg | 56 | -0.1% | 62 | +10.7% |

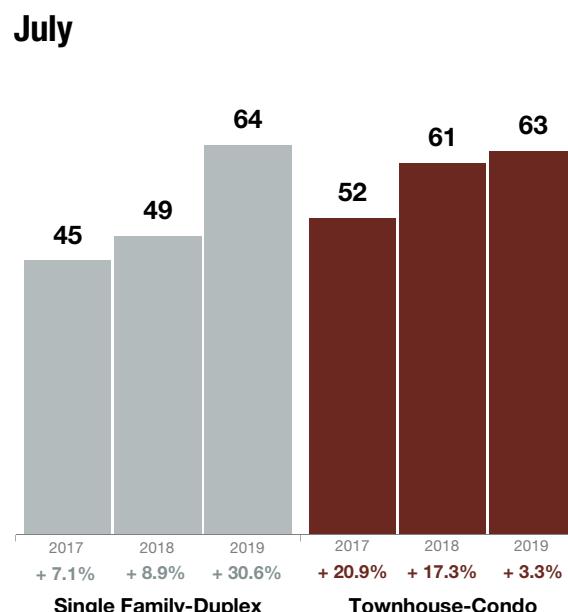
Historical Pending Sales by Month



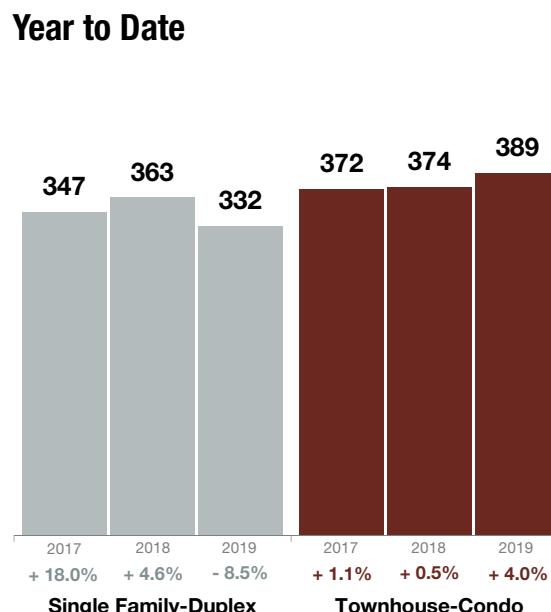
Closed Sales



July

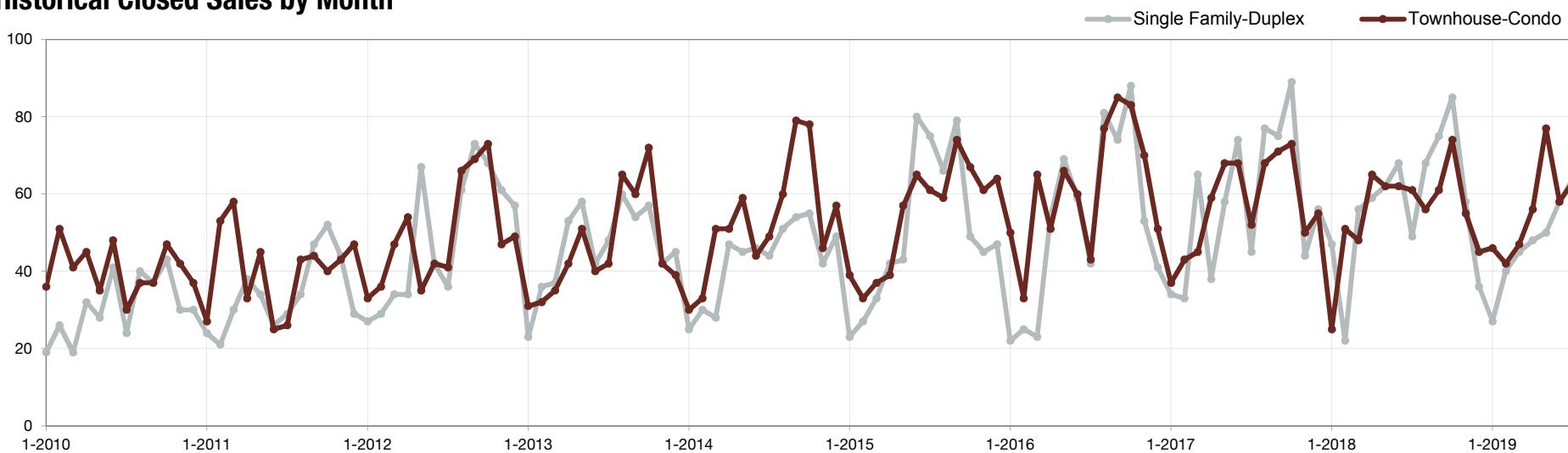


Year to Date



| Closed Sales | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|----------------------|-----------------------|-----------------|-----------------------|
| Aug-2018 | 68 | -11.7% | 56 | -17.6% |
| Sep-2018 | 75 | 0.0% | 61 | -14.1% |
| Oct-2018 | 85 | -4.5% | 74 | +1.4% |
| Nov-2018 | 58 | +31.8% | 55 | +10.0% |
| Dec-2018 | 36 | -35.7% | 45 | -18.2% |
| Jan-2019 | 27 | -42.6% | 46 | +84.0% |
| Feb-2019 | 40 | +81.8% | 42 | -17.6% |
| Mar-2019 | 45 | -19.6% | 47 | -2.1% |
| Apr-2019 | 48 | -18.6% | 56 | -13.8% |
| May-2019 | 50 | -19.4% | 77 | +24.2% |
| Jun-2019 | 58 | -14.7% | 58 | -6.5% |
| Jul-2019 | 64 | +30.6% | 63 | +3.3% |
| 12-Month Avg | 55 | -7.1% | 57 | -1.6% |

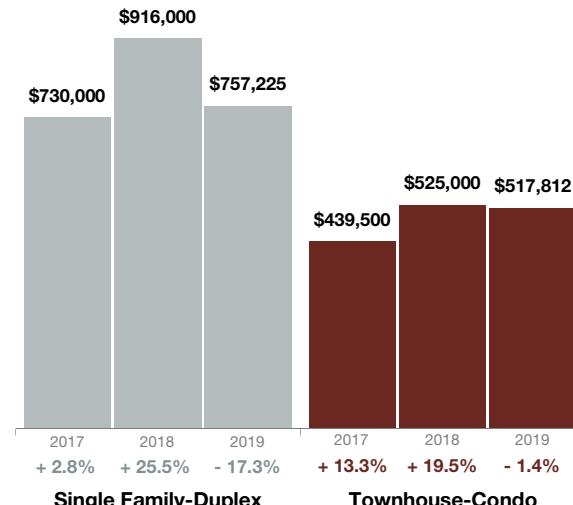
Historical Closed Sales by Month



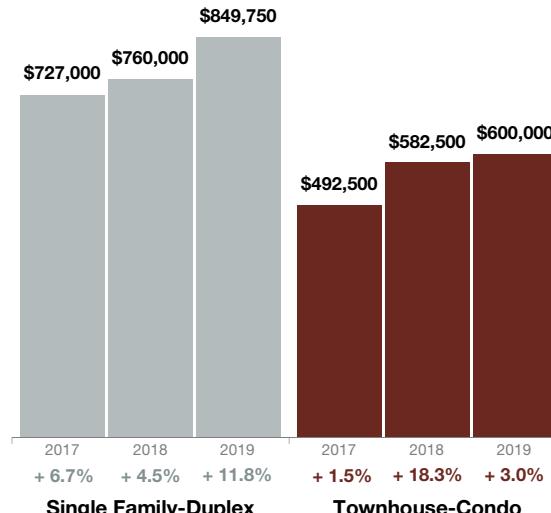
Median Sales Price



July



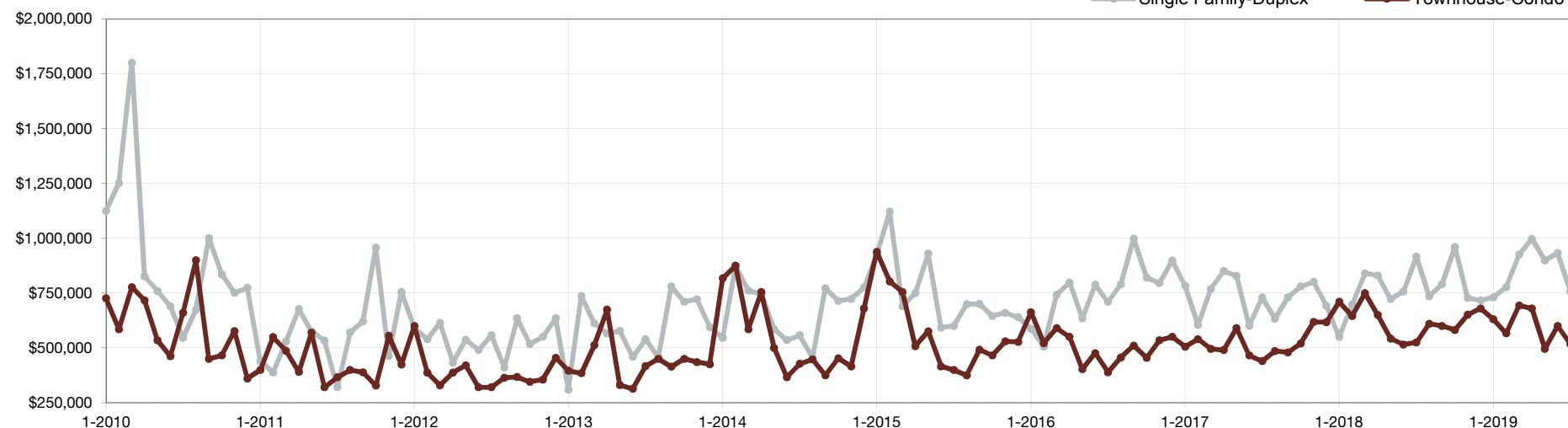
Year to Date



| | Median Sales Price | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|--------------------|----------------------|-----------------------|------------------|-----------------------|
| Aug-2018 | \$735,000 | | +16.1% | \$609,500 | +25.5% |
| Sep-2018 | | \$790,000 | +8.2% | \$600,000 | +25.3% |
| Oct-2018 | | \$960,000 | +23.1% | \$581,250 | +11.8% |
| Nov-2018 | | \$727,222 | -9.2% | \$650,750 | +5.4% |
| Dec-2018 | | \$716,500 | +3.5% | \$680,000 | +10.2% |
| Jan-2019 | | \$730,000 | +32.7% | \$630,000 | -11.3% |
| Feb-2019 | | \$776,631 | +11.3% | \$566,225 | -12.2% |
| Mar-2019 | | \$925,000 | +10.2% | \$693,000 | -7.6% |
| Apr-2019 | | \$997,000 | +20.1% | \$679,000 | +4.5% |
| May-2019 | | \$898,750 | +24.4% | \$495,000 | -8.7% |
| Jun-2019 | | \$932,500 | +23.2% | \$600,250 | +16.6% |
| Jul-2019 | \$757,225 | \$757,225 | -17.3% | \$517,812 | -1.4% |
| 12-Month Avg* | | \$837,450 | +11.4% | \$610,000 | +9.9% |

* Median Sales Price for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

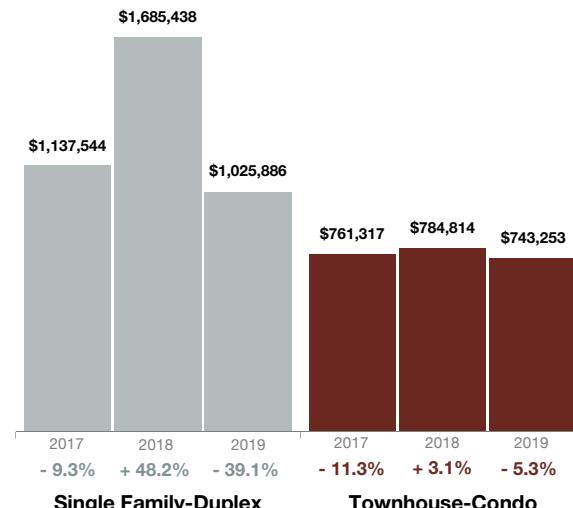
Historical Median Sales Price by Month



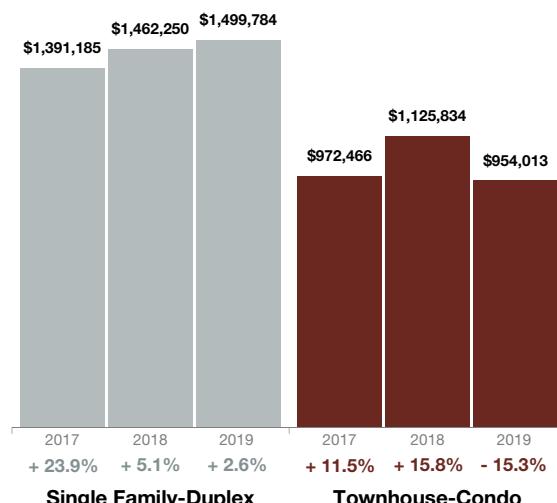
Average Sales Price



July



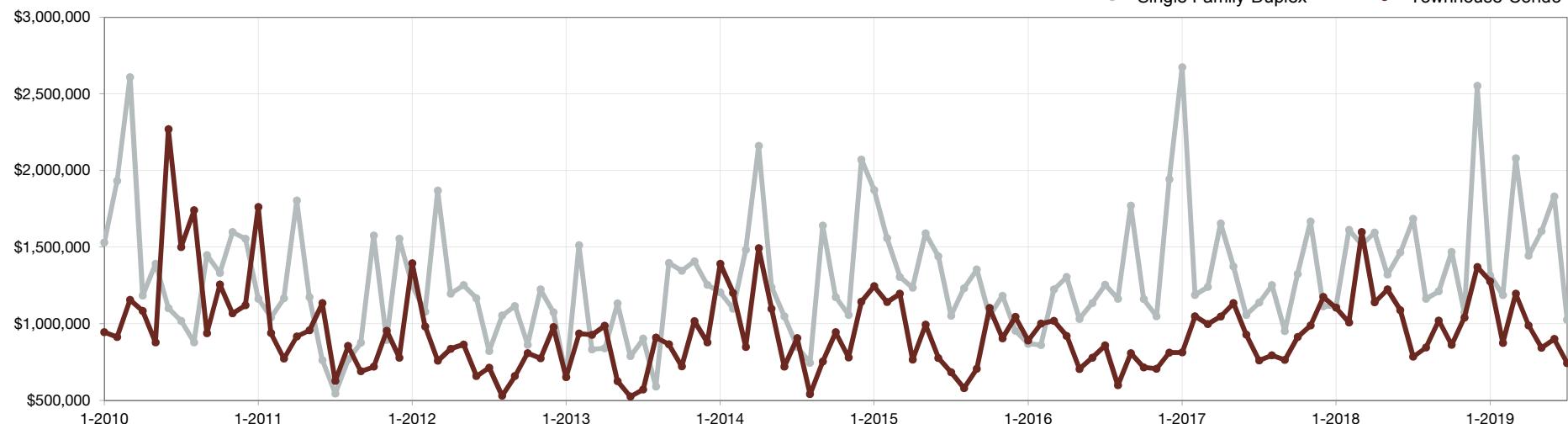
Year to Date



| | Avg. Sales Price | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|--------------------|----------------------|-----------------------|------------------|-----------------------|
| Aug-2018 | \$1,162,112 | | -7.2% | \$844,454 | +6.4% |
| Sep-2018 | \$1,211,583 | | +27.3% | \$1,021,188 | +33.6% |
| Oct-2018 | \$1,468,476 | | +10.9% | \$861,761 | -5.6% |
| Nov-2018 | \$1,073,973 | | -35.6% | \$1,040,265 | +5.3% |
| Dec-2018 | \$2,552,618 | | +129.1% | \$1,370,634 | +16.7% |
| Jan-2019 | \$1,315,703 | | +18.3% | \$1,276,918 | +15.6% |
| Feb-2019 | \$1,187,157 | | -26.4% | \$874,888 | -13.2% |
| Mar-2019 | \$2,080,326 | | +37.3% | \$1,196,318 | -25.1% |
| Apr-2019 | \$1,443,646 | | -9.5% | \$989,010 | -13.2% |
| May-2019 | \$1,603,889 | | +21.5% | \$843,806 | -31.0% |
| Jun-2019 | \$1,830,296 | | +24.9% | \$900,310 | -17.3% |
| Jul-2019 | \$1,025,886 | | -39.1% | \$743,253 | -5.3% |
| 12-Month Avg* | \$1,447,746 | | +7.0% | \$975,524 | -5.1% |

* Avg. Sales Price for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

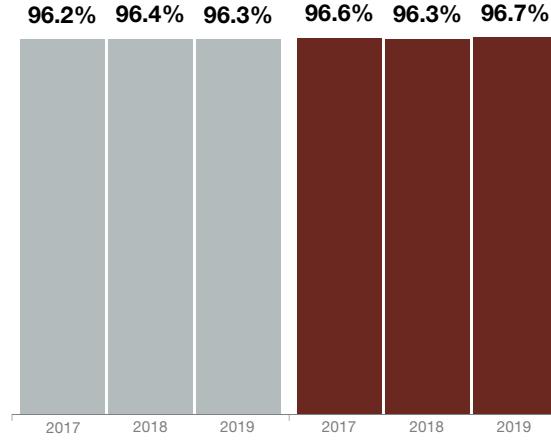
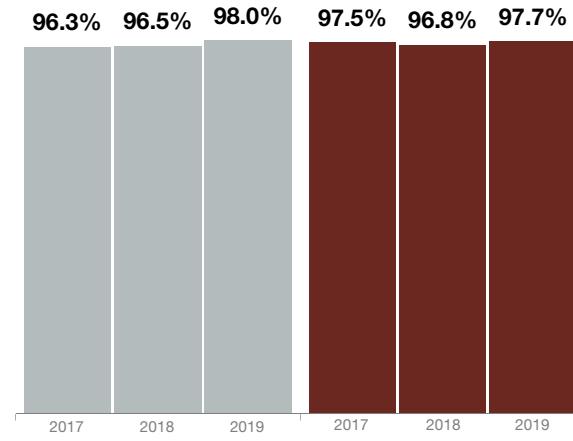


Percent of List Price Received



July

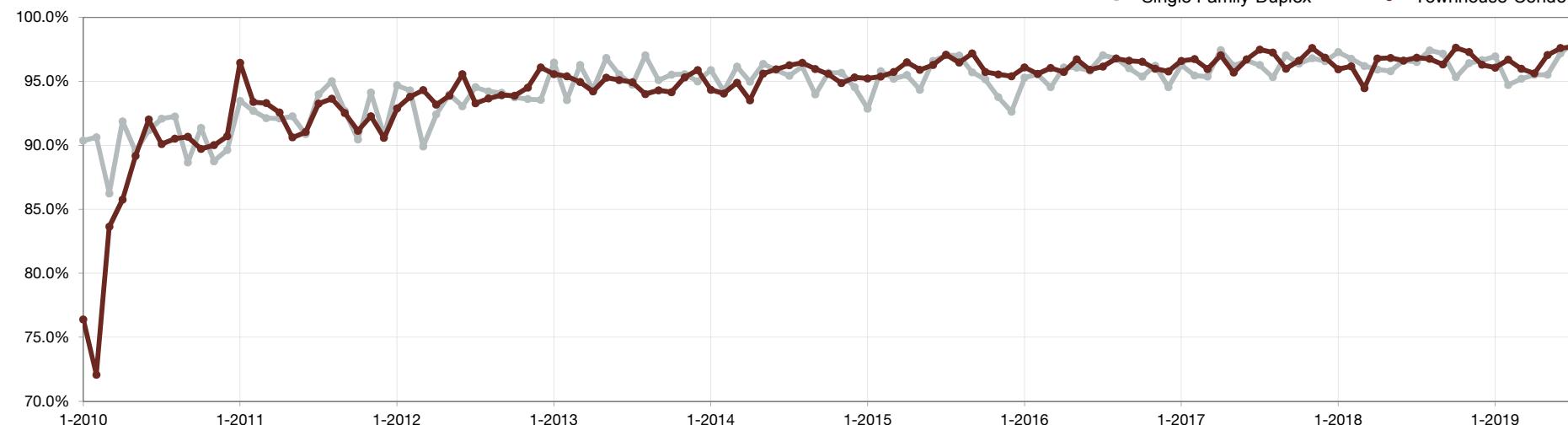
Year to Date



| Pct. of List Price Received | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------------------|----------------------|-----------------------|-----------------|-----------------------|
| Aug-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% | 97.6% | +1.0% |
| Nov-2018 | 96.4% | -0.4% | 97.3% | -0.3% |
| Dec-2018 | 96.6% | 0.0% | 96.3% | -0.5% |
| Jan-2019 | 96.9% | -0.4% | 96.1% | +0.2% |
| Feb-2019 | 94.7% | -2.2% | 96.7% | +0.5% |
| Mar-2019 | 95.2% | -1.0% | 96.0% | +1.6% |
| Apr-2019 | 95.5% | -0.4% | 95.6% | -1.2% |
| May-2019 | 95.5% | -0.3% | 97.0% | +0.2% |
| Jun-2019 | 97.2% | +0.6% | 97.6% | +1.0% |
| Jul-2019 | 98.0% | +1.6% | 97.7% | +0.9% |
| 12-Month Avg* | 96.4% | +0.0% | 96.8% | +0.3% |

* Pct. of List Price Received for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

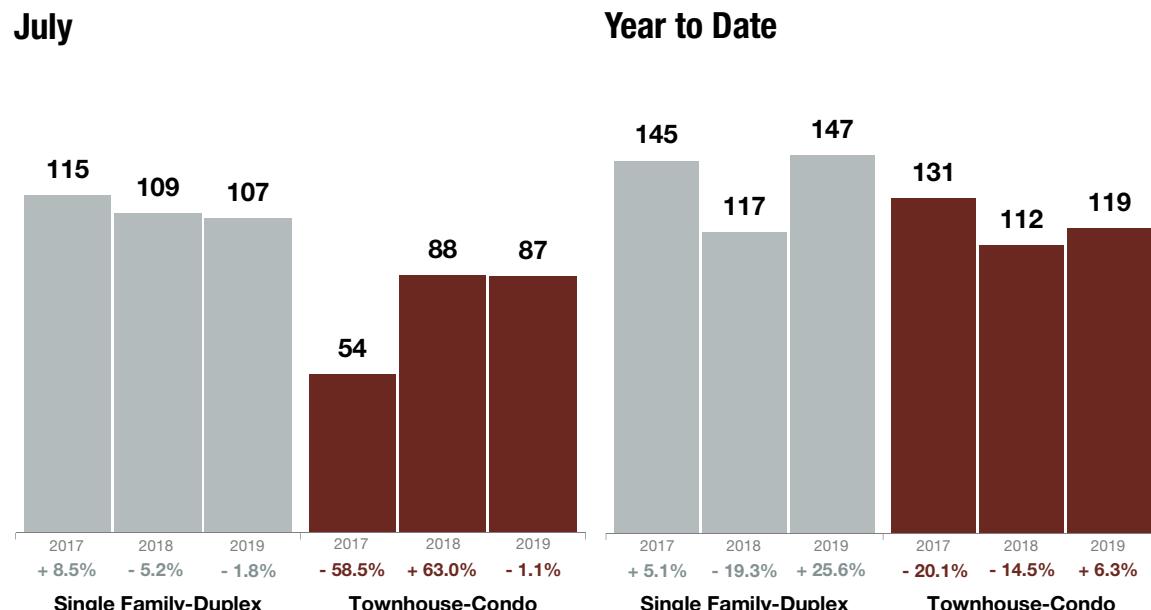
Historical Percent of List Price Received by Month



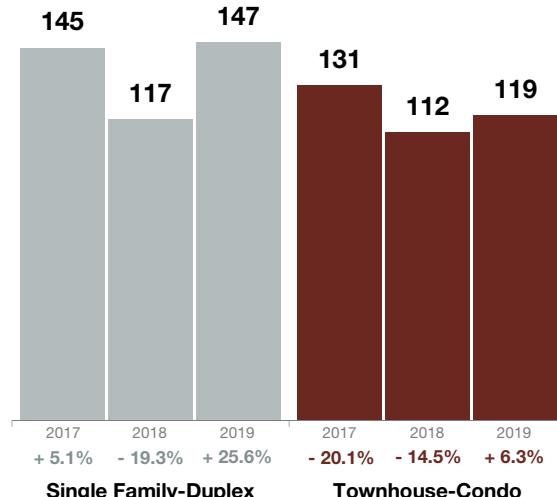
Days on Market Until Sale



July



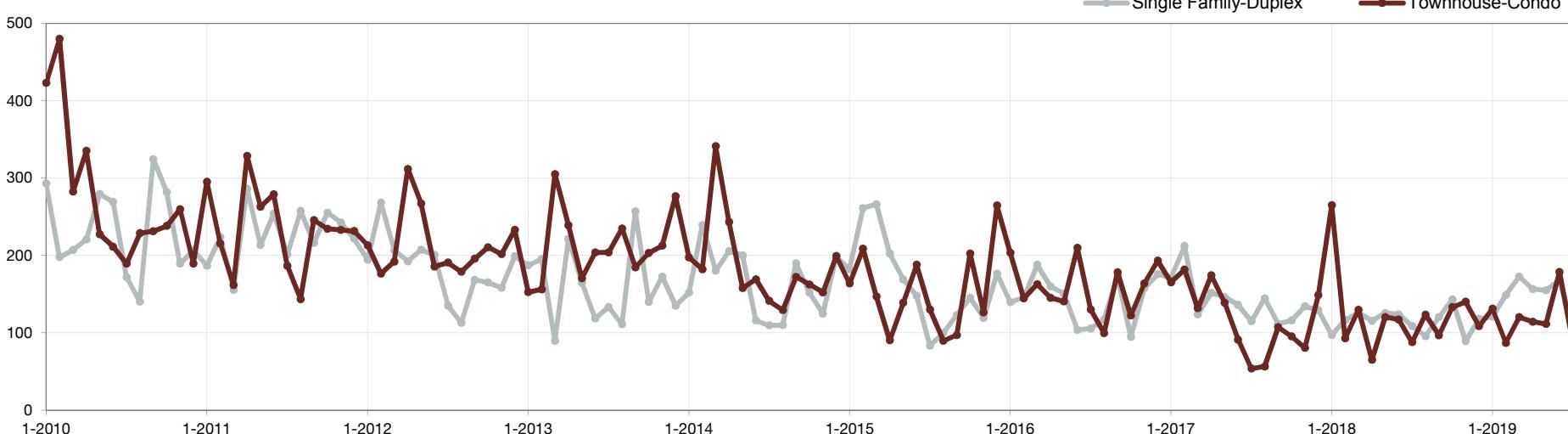
Year to Date



| Days on Market | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|----------------------|-----------------------|-----------------|-----------------------|
| Aug-2018 | 96 | -33.8% | 123 | +119.6% |
| Sep-2018 | 120 | +8.1% | 97 | -9.3% |
| Oct-2018 | 143 | +23.3% | 133 | +40.0% |
| Nov-2018 | 89 | -33.6% | 140 | +75.0% |
| Dec-2018 | 118 | -8.5% | 109 | -26.8% |
| Jan-2019 | 121 | +24.7% | 131 | -50.6% |
| Feb-2019 | 149 | +27.4% | 87 | -6.5% |
| Mar-2019 | 173 | +37.3% | 120 | -7.7% |
| Apr-2019 | 156 | +35.7% | 114 | +75.4% |
| May-2019 | 155 | +23.0% | 111 | -7.5% |
| Jun-2019 | 168 | +35.5% | 179 | +53.0% |
| Jul-2019 | 107 | -1.8% | 87 | -1.1% |
| 12-Month Avg* | 121 | +8.3% | 105 | +14.1% |

* Days on Market for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

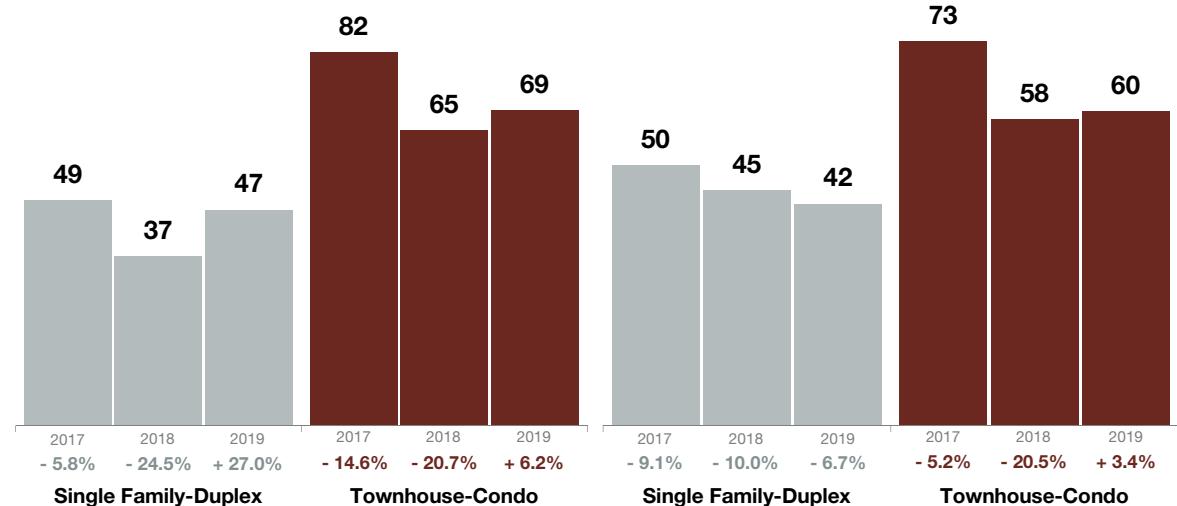


Housing Affordability Index



July

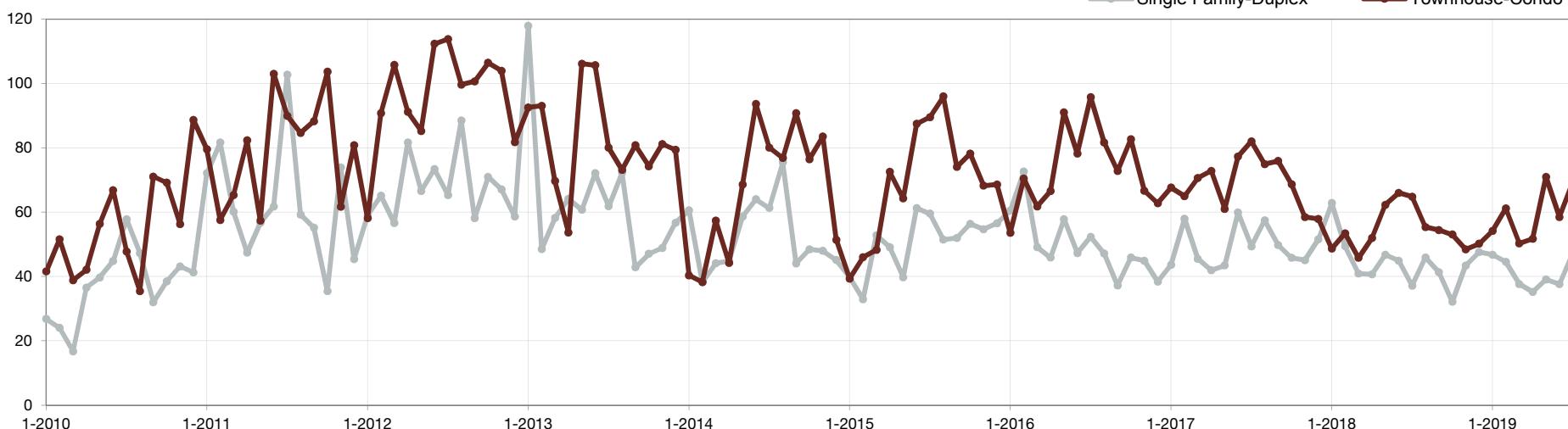
Year to Date



| Affordability Index | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|---------------------|----------------------|-----------------------|-----------------|-----------------------|
| Aug-2018 | 46 | -19.3% | 55 | -26.7% |
| Sep-2018 | 41 | -18.0% | 54 | -28.9% |
| Oct-2018 | 32 | -30.4% | 53 | -23.2% |
| Nov-2018 | 43 | -4.4% | 48 | -17.2% |
| Dec-2018 | 48 | -7.7% | 50 | -13.8% |
| Jan-2019 | 47 | -25.4% | 54 | +10.2% |
| Feb-2019 | 45 | -8.2% | 61 | +15.1% |
| Mar-2019 | 38 | -7.3% | 50 | +8.7% |
| Apr-2019 | 35 | -14.6% | 52 | 0.0% |
| May-2019 | 39 | -17.0% | 71 | +14.5% |
| Jun-2019 | 38 | -15.6% | 58 | -12.1% |
| Jul-2019 | 47 | +27.0% | 69 | +6.2% |
| 12-Month Avg* | 42 | -1.4% | 48 | +13.6% |

* Affordability Index for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

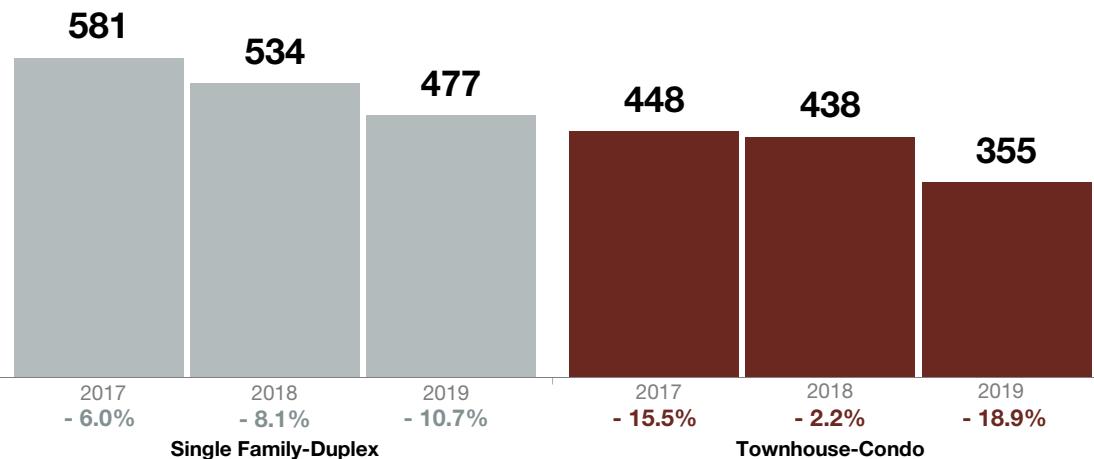
Historical Housing Affordability Index by Month



Inventory of Active Listings



July



| Active Listings | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|----------------------|-----------------------|-----------------|-----------------------|
| Aug-2018 | 506 | -9.8% | 423 | -1.9% |
| Sep-2018 | 468 | -8.8% | 395 | -2.9% |
| Oct-2018 | 441 | -5.2% | 367 | -6.4% |
| Nov-2018 | 455 | +4.4% | 380 | +0.3% |
| Dec-2018 | 461 | +10.6% | 361 | +4.0% |
| Jan-2019 | 431 | +8.8% | 380 | +8.9% |
| Feb-2019 | 410 | +2.0% | 366 | +1.4% |
| Mar-2019 | 405 | -3.3% | 345 | -4.2% |
| Apr-2019 | 406 | +0.2% | 315 | -11.5% |
| May-2019 | 431 | -0.5% | 327 | -13.0% |
| Jun-2019 | 479 | -1.2% | 368 | -10.0% |
| Jul-2019 | 477 | -10.7% | 355 | -18.9% |
| 12-Month Avg | 448 | -1.8% | 365 | -4.8% |

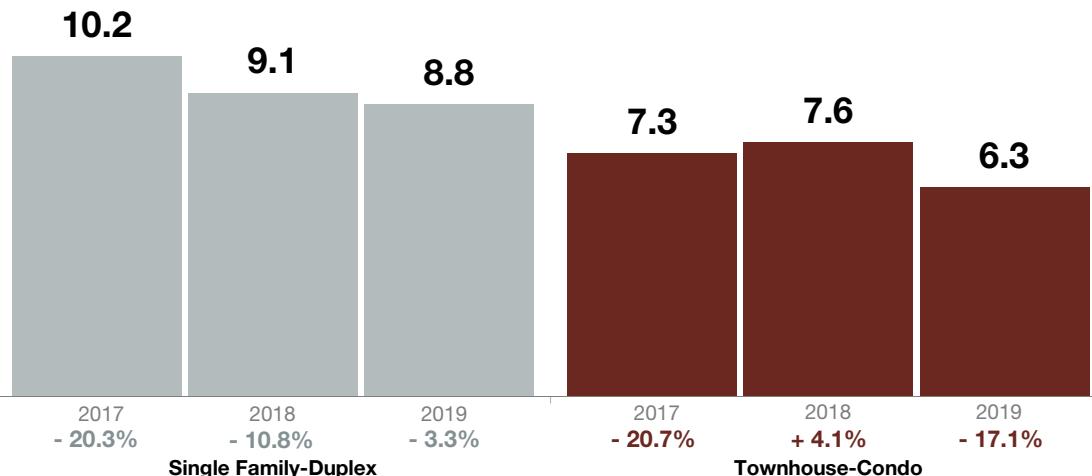
Historical Inventory of Active Listings by Month



Months Supply of Inventory



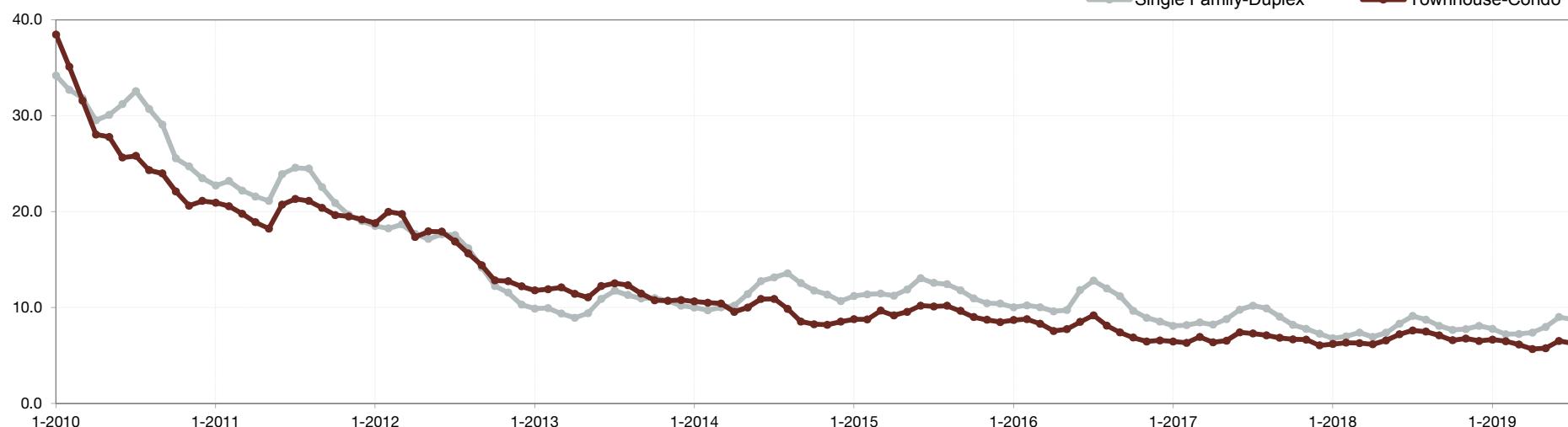
July



| Months Supply | Single Family-Duplex | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|----------------------|-----------------------|-----------------|-----------------------|
| Aug-2018 | 8.7 | -12.1% | 7.5 | +5.6% |
| Sep-2018 | 8.1 | -10.0% | 7.1 | +4.4% |
| Oct-2018 | 7.7 | -6.1% | 6.6 | -1.5% |
| Nov-2018 | 7.7 | -1.3% | 6.8 | +3.0% |
| Dec-2018 | 8.1 | +11.0% | 6.5 | +8.3% |
| Jan-2019 | 7.8 | +14.7% | 6.6 | +6.5% |
| Feb-2019 | 7.2 | +2.9% | 6.5 | +3.2% |
| Mar-2019 | 7.2 | -2.7% | 6.1 | -3.2% |
| Apr-2019 | 7.4 | +7.2% | 5.7 | -8.1% |
| May-2019 | 8.0 | +8.1% | 5.8 | -12.1% |
| Jun-2019 | 9.0 | +8.4% | 6.5 | -9.7% |
| Jul-2019 | 8.8 | -3.3% | 6.3 | -17.1% |
| 12-Month Avg | 8.0 | +0.6% | 6.5 | -2.2% |

* Months Supply for all properties from August 2018 through July 2019. 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 | 7-2018 | | 7-2019 | Percent Change | YTD 2018 | | YTD 2019 | | Percent Change |
|-------------------------------------|----------------------|-------------|------------------|---------|----------------|--------------------|----------|----------|----------|----------------|
| | | 7-2018 | 7-2019 | 7-2019 | | YTD 2018 | YTD 2019 | YTD 2018 | YTD 2019 | |
| New Listings | | 235 | 202 | - 14.0% | 1,251 | 1,171 | - 6.4% | | | |
| Pending Sales | | 115 | 169 | + 47.0% | 811 | 881 | + 8.6% | | | |
| Closed Sales | | 110 | 127 | + 15.5% | 741 | 724 | - 2.3% | | | |
| Median Sales Price | | \$701,610 | \$625,000 | - 10.9% | \$659,463 | \$692,048 | + 4.9% | | | |
| Average Sales Price | | \$1,186,001 | \$885,683 | - 25.3% | \$1,285,866 | \$1,201,572 | - 6.6% | | | |
| Pct. of List Price Received | | 96.7% | 97.9% | + 1.2% | 96.3% | 96.6% | + 0.3% | | | |
| Days on Market Until Sale | | 97 | 97 | 0.0% | 114 | 131 | + 14.9% | | | |
| Housing Affordability Index | | 48 | 57 | + 18.4% | 52 | 52 | + 0.5% | | | |
| Inventory of Active Listings | | 973 | 837 | - 14.0% | -- | -- | -- | | | |
| Months Supply of Inventory | | 8.3 | 7.5 | - 9.6% | -- | -- | -- | | | |

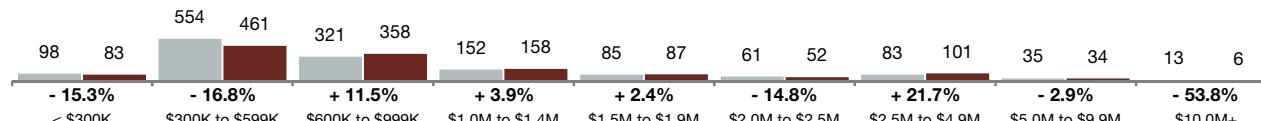
Closed Sales

Actual sales that have closed in a given month.



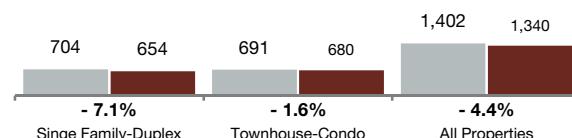
By Price Range – All Properties – Rolling 12 Months

■ 7-2018 ■ 7-2019



By Property Type

■ 7-2018 ■ 7-2019



Rolling 12 Months

| By Price Range | Single Family-Duplex | | | Townhouse-Condo | | |
|----------------------------|----------------------|--------|--------|-----------------|--------|--------|
| | 7-2018 | 7-2019 | Change | 7-2018 | 7-2019 | Change |
| \$299,999 and Below | 49 | 32 | -34.7% | 43 | 46 | +7.0% |
| \$300,000 to \$599,999 | 221 | 175 | -20.8% | 332 | 285 | -14.2% |
| \$600,000 to \$999,999 | 183 | 179 | -2.2% | 138 | 179 | +29.7% |
| \$1,000,000 to \$1,499,999 | 98 | 89 | -9.2% | 54 | 69 | +27.8% |
| \$1,500,000 to \$1,999,999 | 33 | 51 | +54.5% | 52 | 36 | -30.8% |
| \$2,000,000 to \$2,499,999 | 39 | 34 | -12.8% | 22 | 18 | -18.2% |
| \$2,500,000 to \$4,999,999 | 52 | 70 | +34.6% | 31 | 31 | 0.0% |
| \$5,000,000 to \$9,999,999 | 21 | 19 | -9.5% | 14 | 15 | +7.1% |
| \$10,000,000 and Above | 8 | 5 | -37.5% | 5 | 1 | -80.0% |
| All Price Ranges | 704 | 654 | -7.1% | 691 | 680 | -1.6% |

Compared to Prior Month

| 6-2019 | 7-2019 | Change | Single Family-Duplex | | | Townhouse-Condo | | |
|--------|--------|---------|----------------------|--------|---------|-----------------|--------|--------|
| | | | 6-2019 | 7-2019 | Change | 6-2019 | 7-2019 | Change |
| 1 | 5 | +400.0% | 3 | 3 | 0.0% | | | |
| 16 | 21 | +31.3% | 24 | 32 | +33.3% | | | |
| 14 | 16 | +14.3% | 17 | 19 | +11.8% | | | |
| 7 | 11 | +57.1% | 6 | 6 | 0.0% | | | |
| 0 | 2 | -- | 2 | 0 | -100.0% | | | |
| 4 | 5 | +25.0% | 2 | 1 | -50.0% | | | |
| 13 | 3 | -76.9% | 4 | 1 | -75.0% | | | |
| 2 | 1 | -50.0% | 0 | 1 | -- | | | |
| 1 | 0 | -100.0% | 0 | 0 | -- | | | |
| 58 | 64 | +10.3% | 58 | 63 | +8.6% | | | |

Year to Date

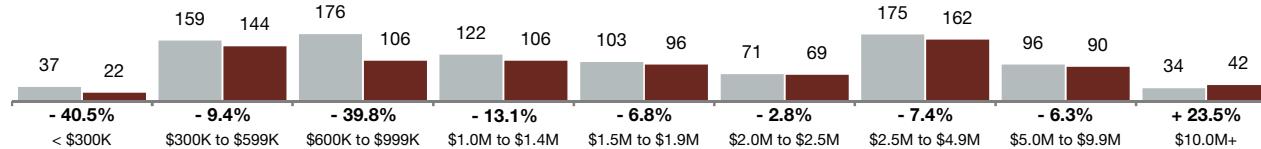
| YTD 2018 | YTD 2019 | Change | Single Family-Duplex | | | Townhouse-Condo | | |
|----------|----------|--------|----------------------|----------|--------|-----------------|----------|--------|
| | | | YTD 2018 | YTD 2019 | Change | YTD 2018 | YTD 2019 | Change |
| 18 | 16 | -11.1% | 18 | 22 | +22.2% | | | |
| 113 | 89 | -21.2% | 175 | 169 | -3.4% | | | |
| 100 | 88 | -12.0% | 78 | 102 | +30.8% | | | |
| 57 | 47 | -17.5% | 28 | 37 | +32.1% | | | |
| 13 | 18 | +38.5% | 30 | 23 | -23.3% | | | |
| 19 | 22 | +15.8% | 14 | 11 | -21.4% | | | |
| 23 | 38 | +65.2% | 17 | 17 | 0.0% | | | |
| 13 | 11 | -15.4% | 11 | 7 | -36.4% | | | |
| 7 | 3 | -57.1% | 3 | 1 | -66.7% | | | |
| 363 | 332 | -8.5% | 374 | 389 | +4.0% | | | |

Inventory of Active Listings

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

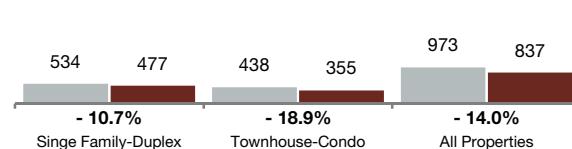
By Price Range – All Properties

■ 7-2018 ■ 7-2019



By Property Type

■ 7-2018 ■ 7-2019



Year over Year

| By Price Range | Single Family-Duplex | | | Townhouse-Condo | | |
|----------------------------|----------------------|--------|--------|-----------------|--------|---------|
| | 7-2018 | 7-2019 | Change | 7-2018 | 7-2019 | Change |
| \$299,999 and Below | 16 | 9 | -43.8% | 21 | 10 | -52.4% |
| \$300,000 to \$599,999 | 45 | 52 | +15.6% | 113 | 90 | -20.4% |
| \$600,000 to \$999,999 | 88 | 52 | -40.9% | 88 | 54 | -38.6% |
| \$1,000,000 to \$1,499,999 | 61 | 59 | -3.3% | 61 | 47 | -23.0% |
| \$1,500,000 to \$1,999,999 | 64 | 63 | -1.6% | 39 | 33 | -15.4% |
| \$2,000,000 to \$2,499,999 | 47 | 40 | -14.9% | 24 | 29 | +20.8% |
| \$2,500,000 to \$4,999,999 | 128 | 113 | -11.7% | 47 | 49 | +4.3% |
| \$5,000,000 to \$9,999,999 | 56 | 57 | +1.8% | 40 | 33 | -17.5% |
| \$10,000,000 and Above | 29 | 32 | +10.3% | 5 | 10 | +100.0% |
| All Price Ranges | 534 | 477 | -10.7% | 438 | 355 | -18.9% |

Compared to Prior Month

| 6-2019 | 7-2019 | Change | Single Family-Duplex | | | Townhouse-Condo | | |
|--------|--------|--------|----------------------|--------|--------|-----------------|--------|--------|
| | | | 6-2019 | 7-2019 | Change | 6-2019 | 7-2019 | Change |
| 7 | 9 | +28.6% | 9 | 10 | +11.1% | | | |
| 52 | 52 | 0.0% | 88 | 90 | +2.3% | | | |
| 56 | 52 | -7.1% | 61 | 54 | -11.5% | | | |
| 64 | 59 | -7.8% | 44 | 47 | +6.8% | | | |
| 62 | 63 | +1.6% | 39 | 33 | -15.4% | | | |
| 40 | 40 | 0.0% | 28 | 29 | +3.6% | | | |
| 111 | 113 | +1.8% | 53 | 49 | -7.5% | | | |
| 57 | 57 | 0.0% | 37 | 33 | -10.8% | | | |
| 30 | 32 | +6.7% | 9 | 10 | +11.1% | | | |
| 479 | 477 | -0.4% | 368 | 355 | -3.5% | | | |

Year to Date

| Single Family-Duplex | Townhouse-Condo | Change | | | |
|----------------------|-----------------|--------|----------|----------|--------|
| | | | YTD 2018 | YTD 2019 | Change |
| 534 | 477 | -10.7% | | | |
| 438 | 355 | -18.9% | | | |
| 973 | 837 | -14.0% | | | |

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. |