

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
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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
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.

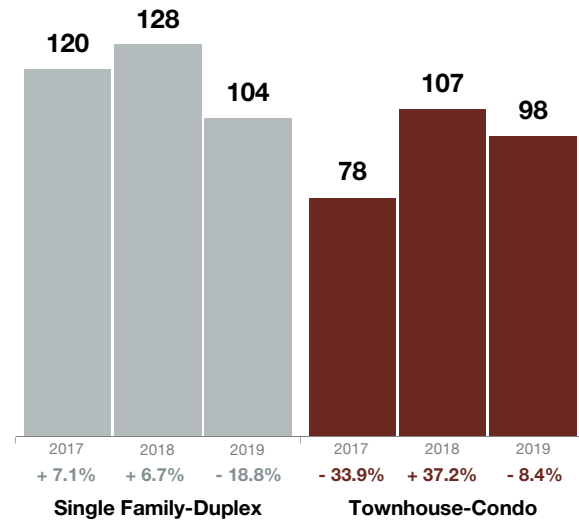


Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		107	98	- 8.4%	622	590	- 5.1%
Pending Sales		49	90	+ 83.7%	419	471	+ 12.4%
Closed Sales		61	63	+ 3.3%	374	389	+ 4.0%
Median Sales Price		\$525,000	\$517,812	- 1.4%	\$582,500	\$600,000	+ 3.0%
Avg. 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%	--	--	--

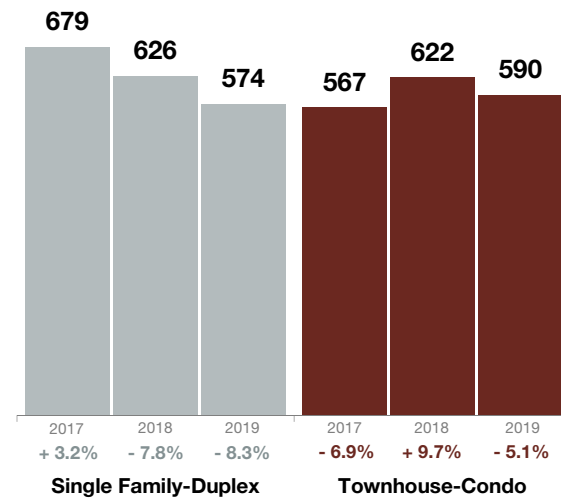
New Listings



July

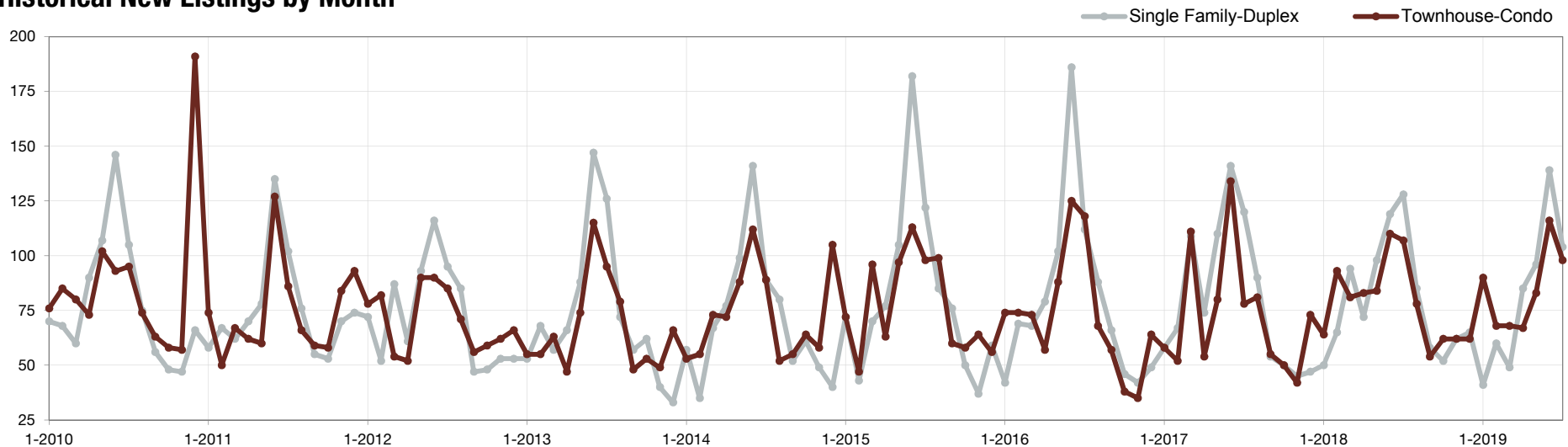


Year to Date



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%

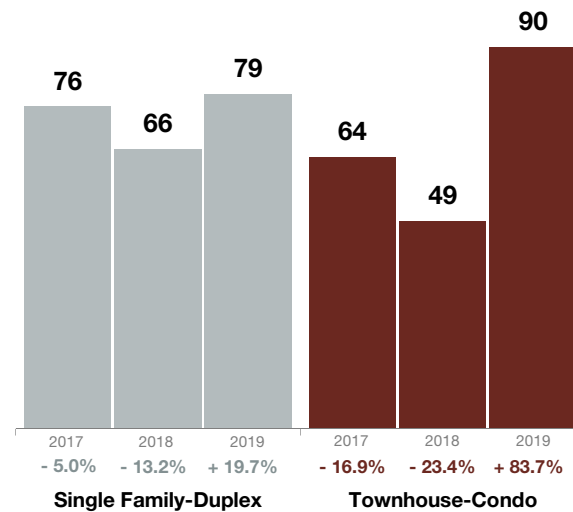
Historical New Listings by Month



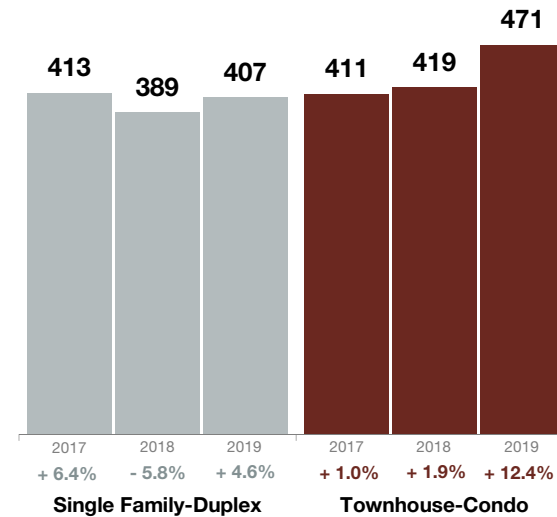
Pending Sales



July

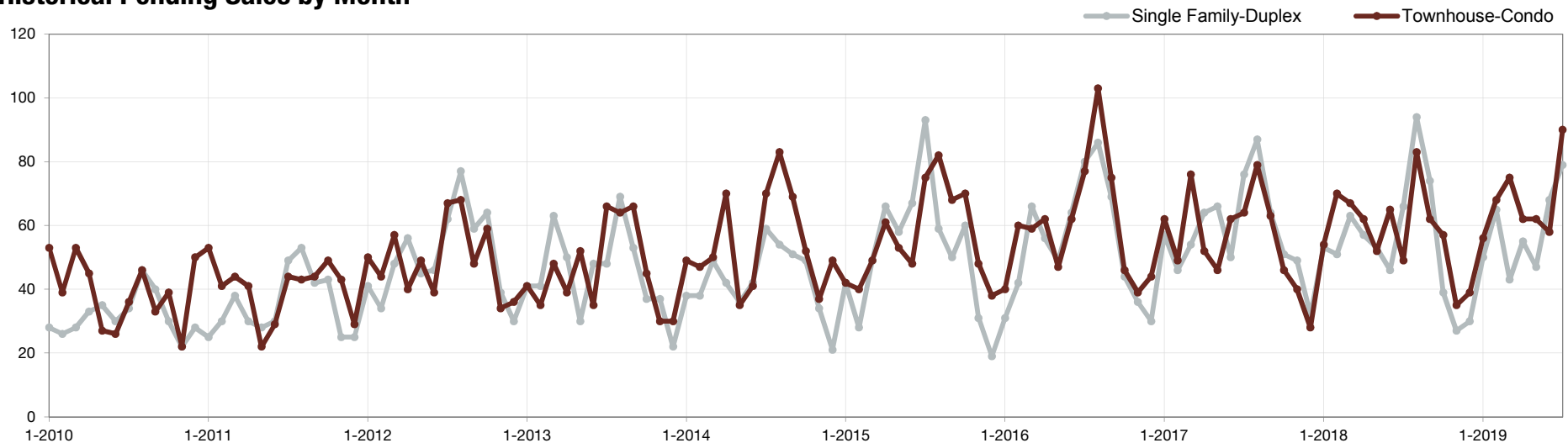


Year to Date



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%

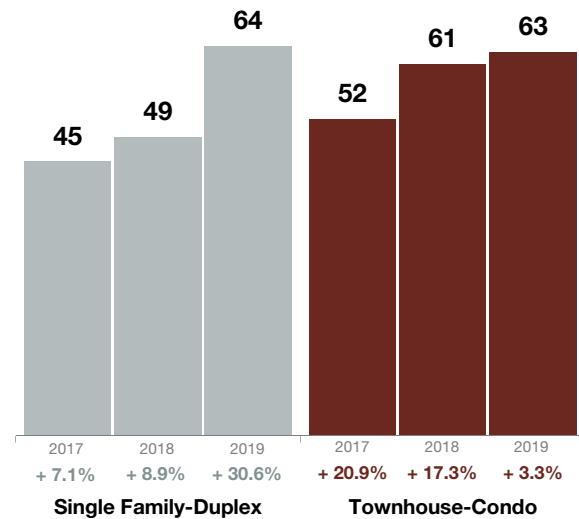
Historical Pending Sales by Month



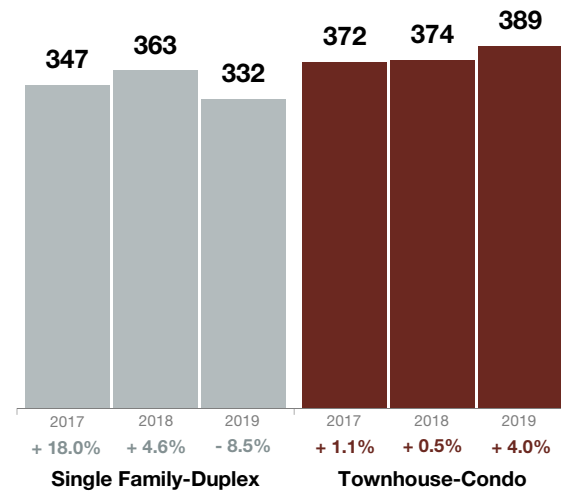
Closed Sales



July

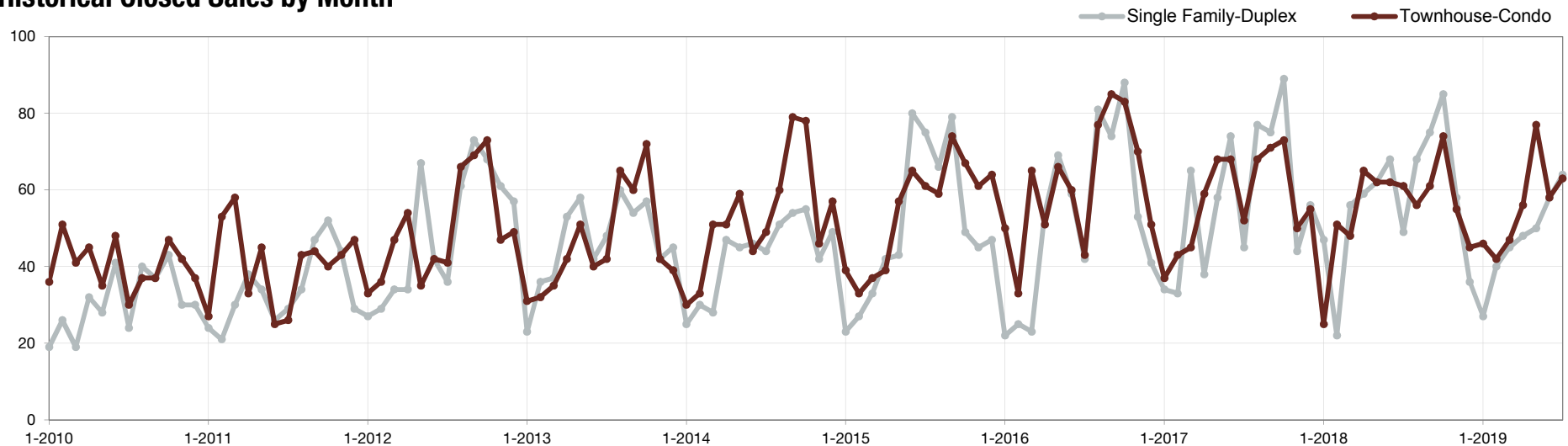


Year to Date



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%

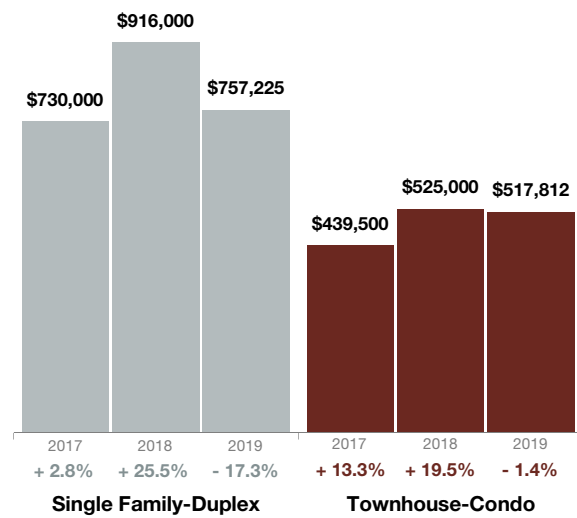
Historical Closed Sales by Month



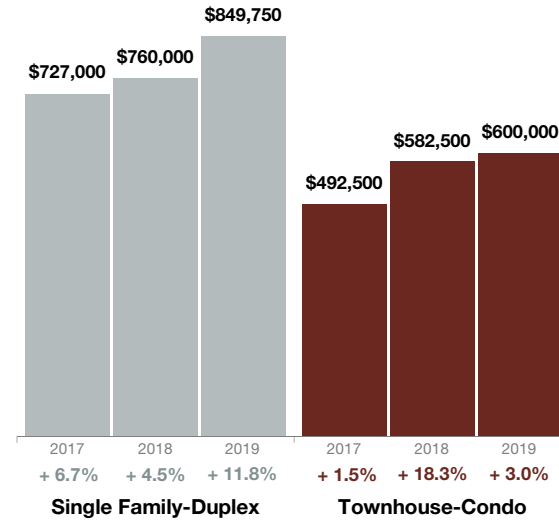
Median Sales Price



July



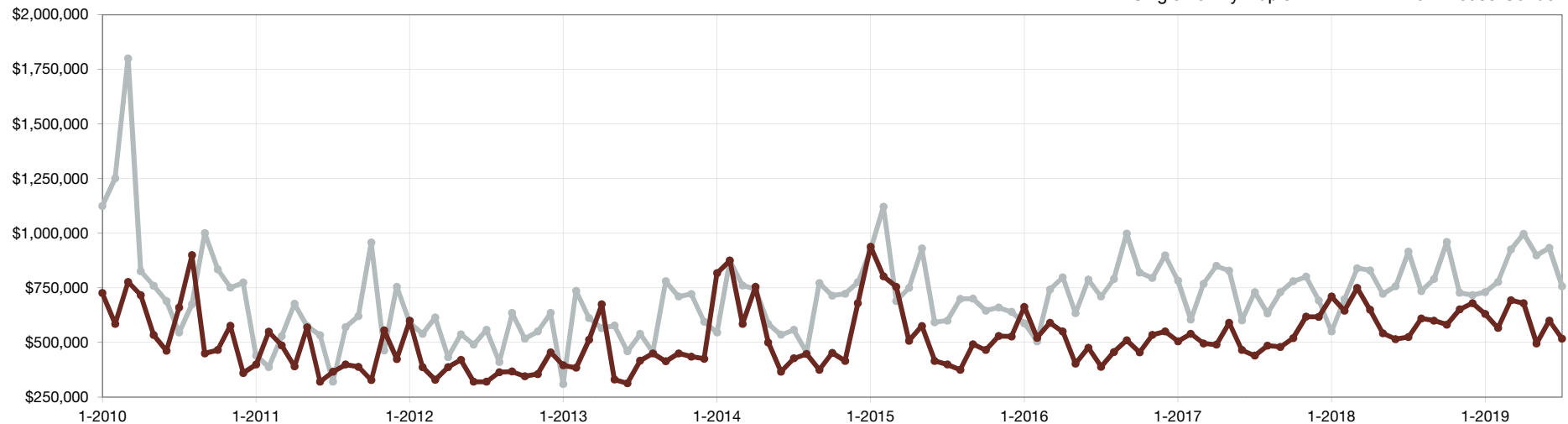
Year to Date



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	-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.

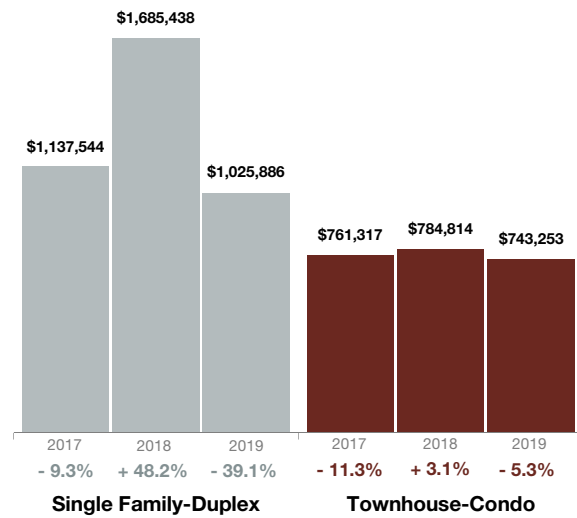
Historical Median Sales Price by Month



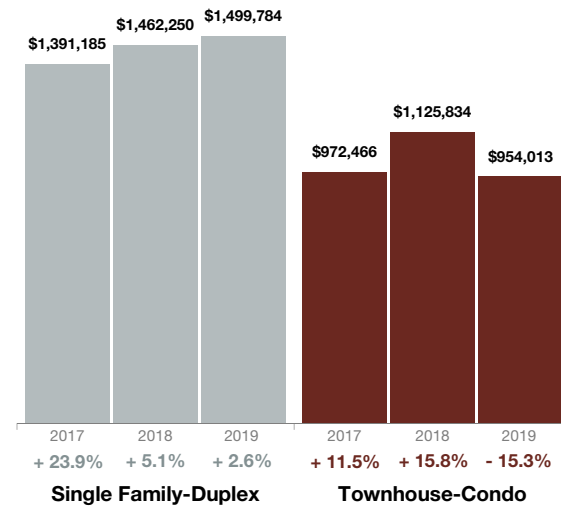
Average Sales Price



July



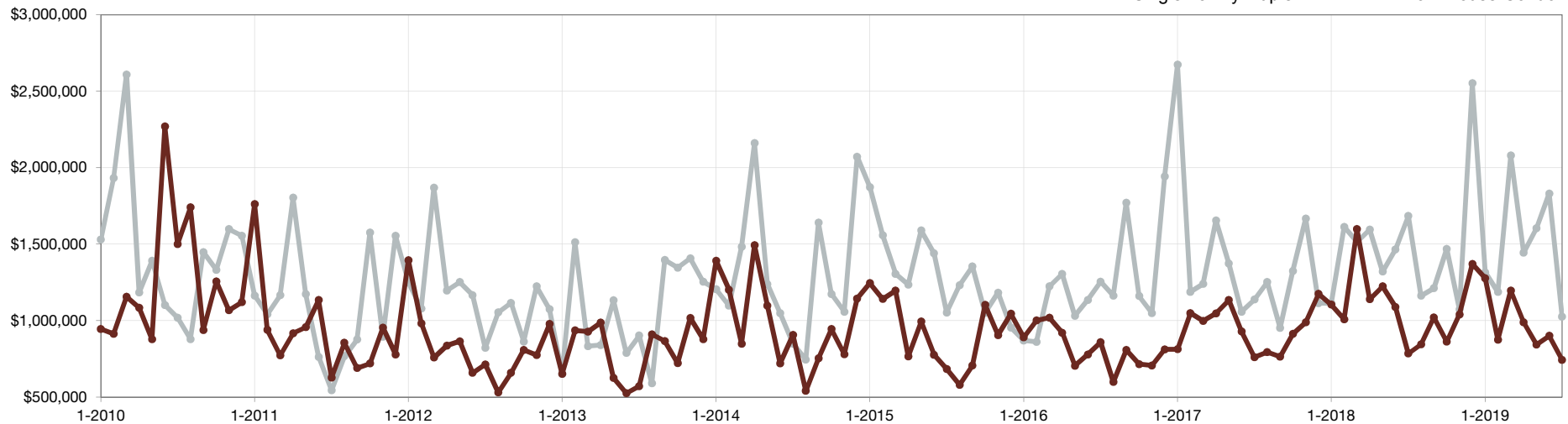
Year to Date



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

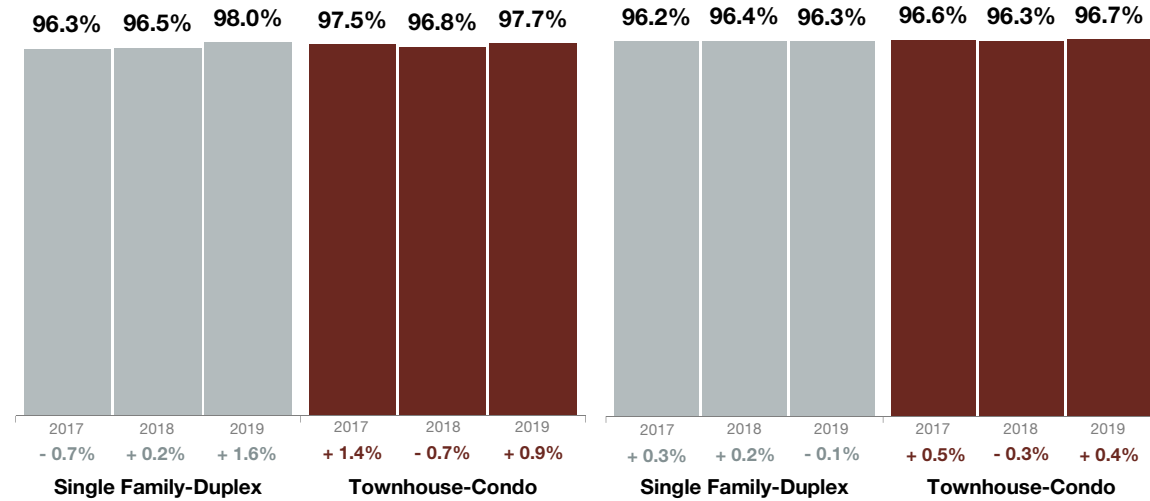


Percent of List Price Received



July

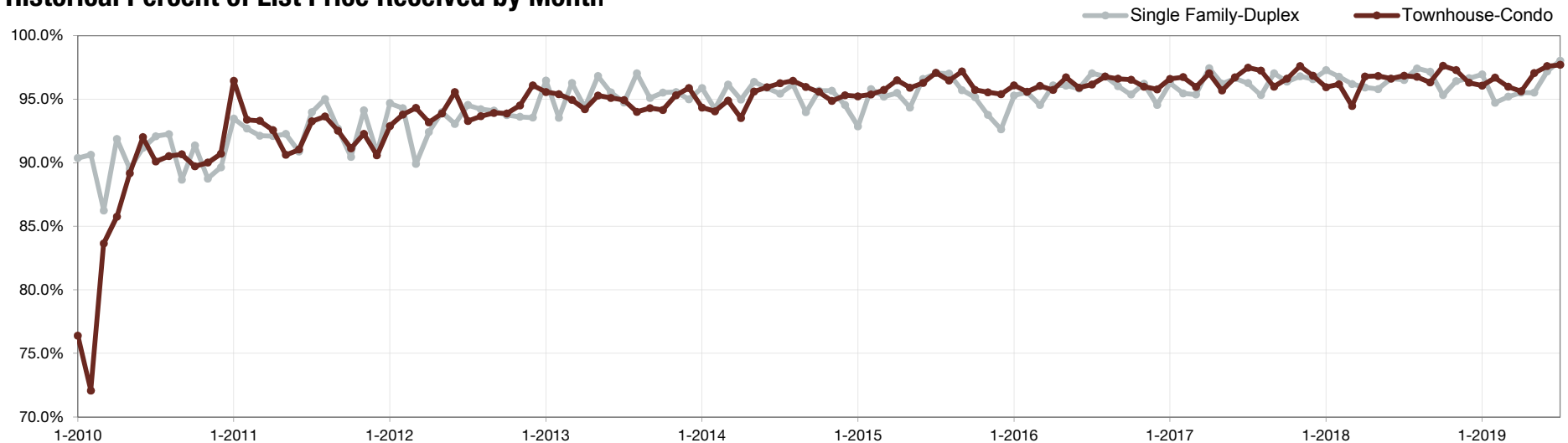
Year to Date



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.

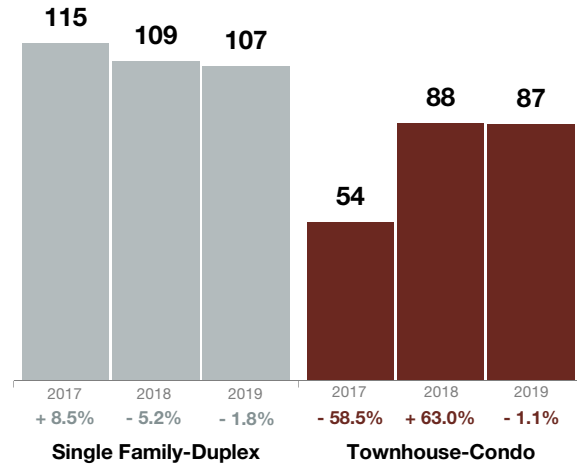
Historical Percent of List Price Received by Month



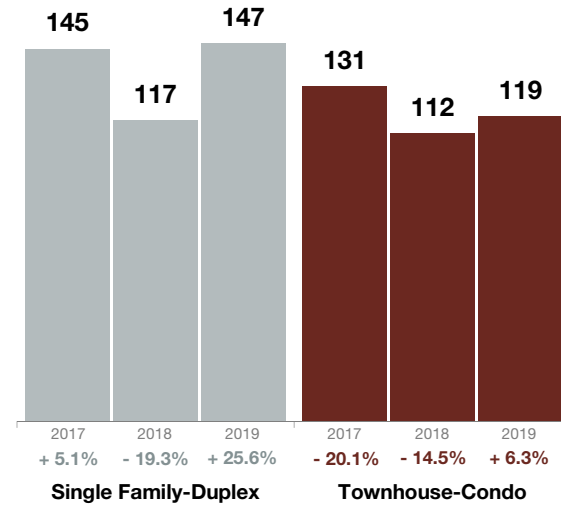
Days on Market Until Sale



July



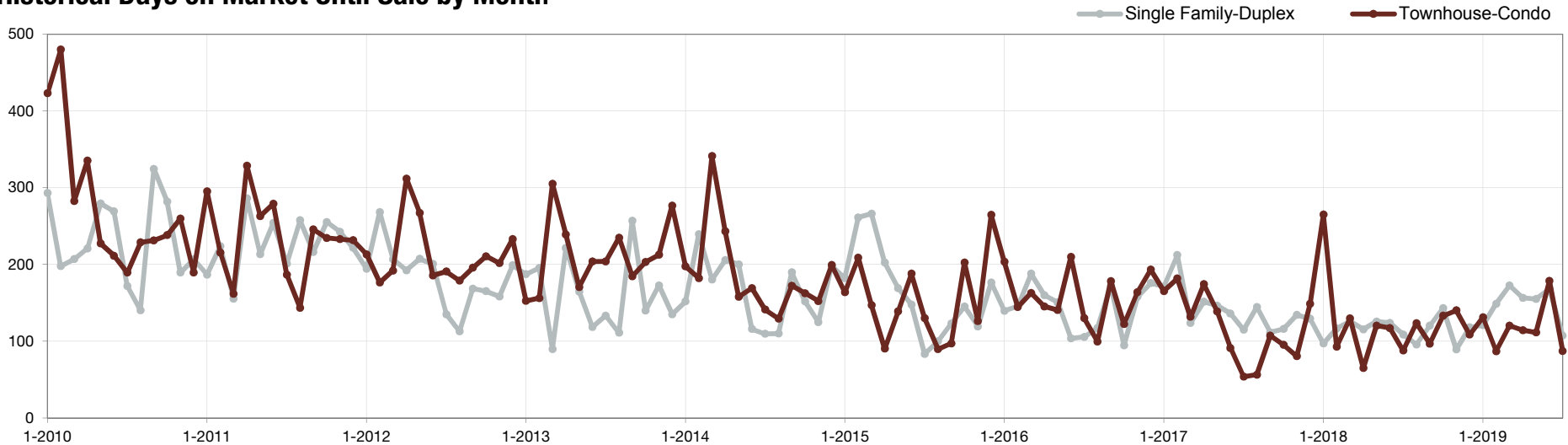
Year to Date



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

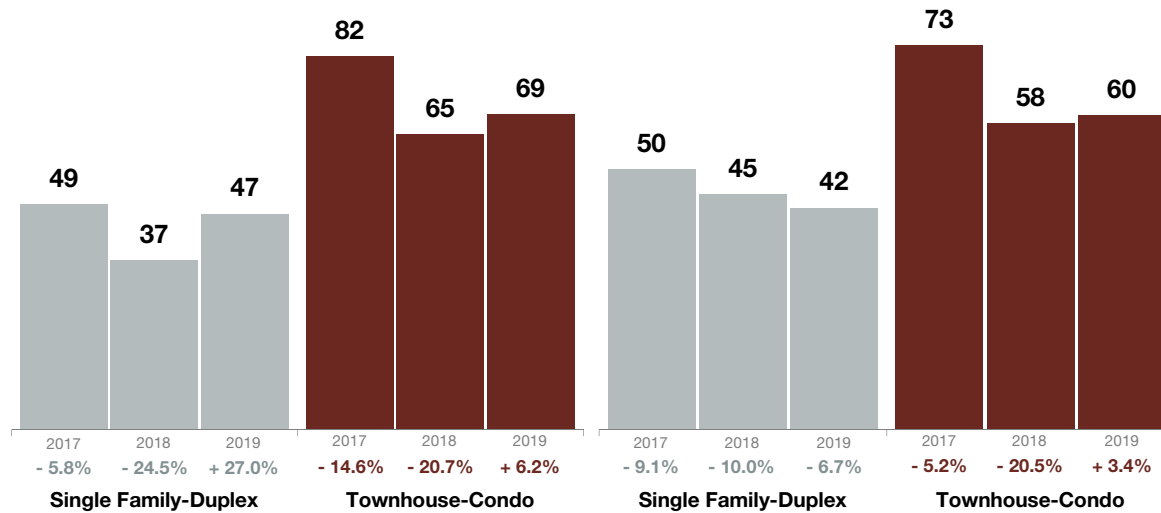


Housing Affordability Index



July

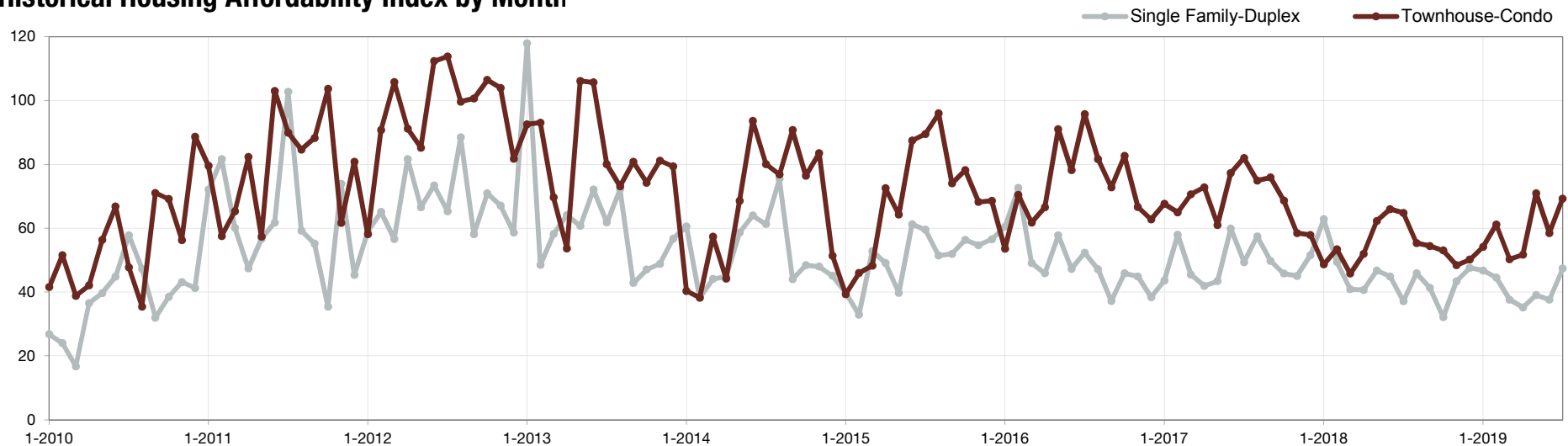
Year to Date



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.

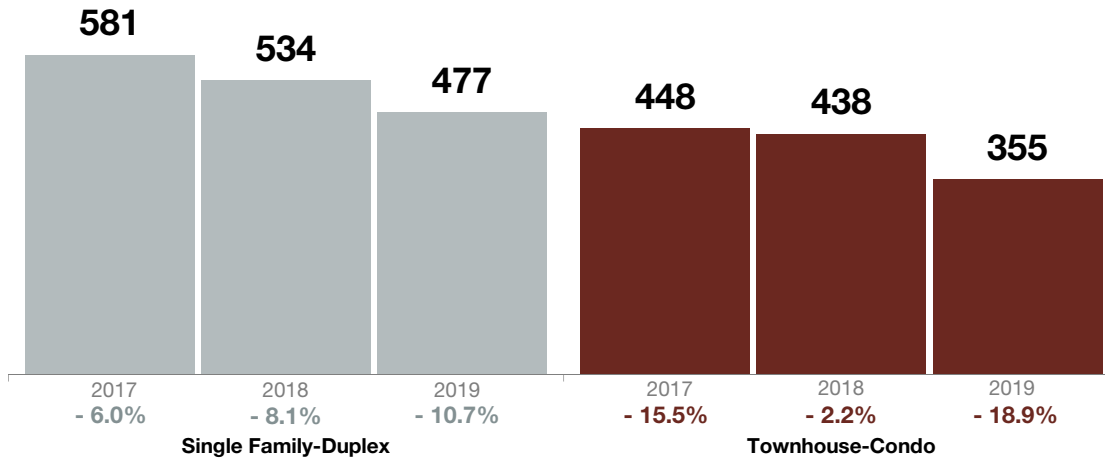
Historical Housing Affordability Index by Month



Inventory of Active Listings

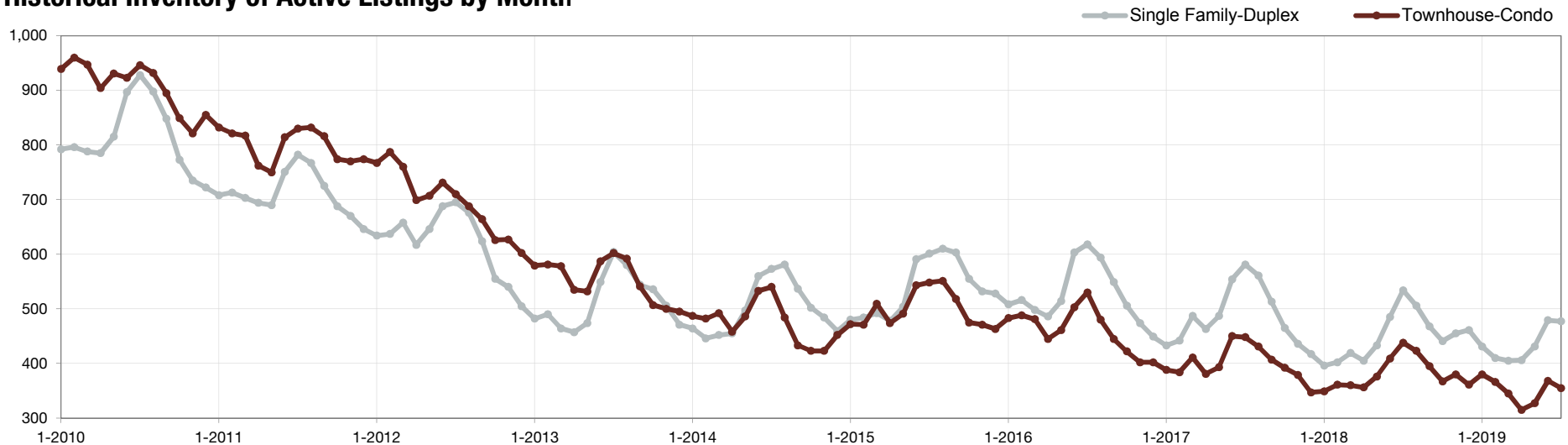


July



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%

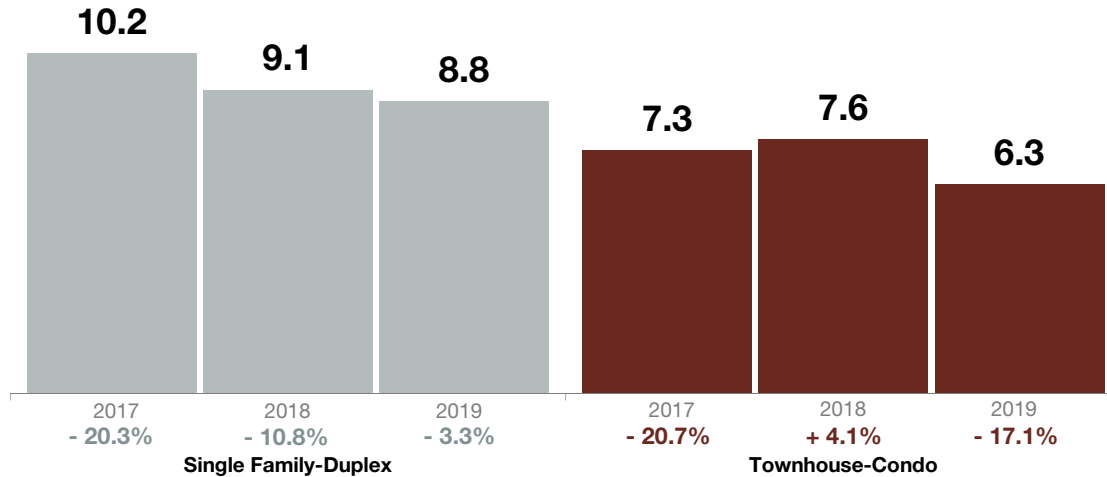
Historical Inventory of Active Listings by Month



Months Supply of Inventory



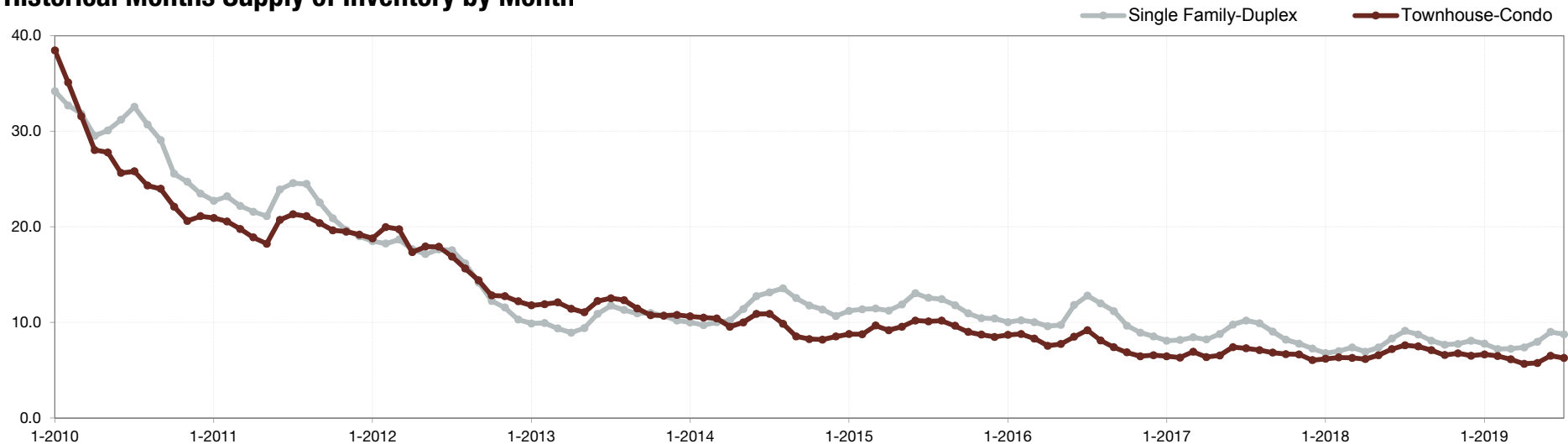
July



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
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%	--	--	--

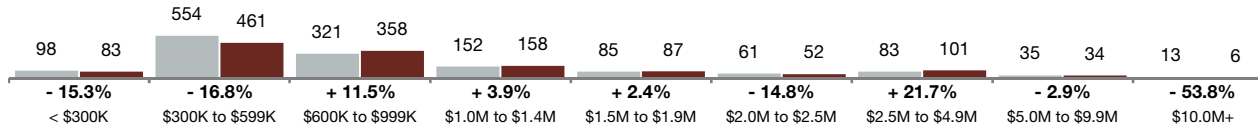
Closed Sales

Actual sales that have closed in a given month.



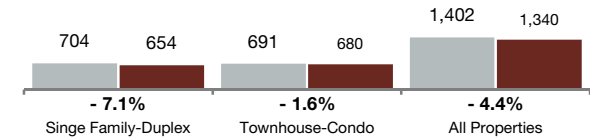
By Price Range – All Properties – Rolling 12 Months

7-2018 7-2019



By Property Type

7-2018 7-2019



Rolling 12 Months

Compared to Prior Month

Year to Date

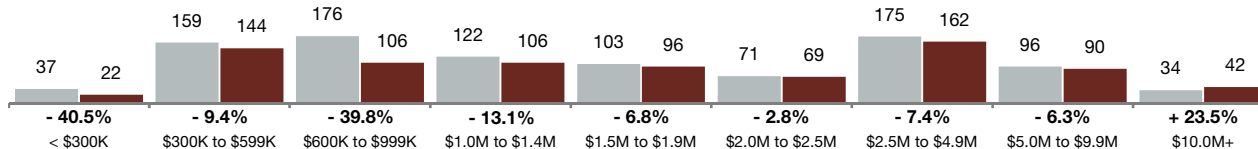
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change	6-2019	7-2019	Change	6-2019	7-2019	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	49	32	-34.7%	43	46	+7.0%	1	5	+400.0%	3	3	0.0%	18	16	-11.1%	18	22	+22.2%
\$300,000 to \$599,999	221	175	-20.8%	332	285	-14.2%	16	21	+31.3%	24	32	+33.3%	113	89	-21.2%	175	169	-3.4%
\$600,000 to \$999,999	183	179	-2.2%	138	179	+29.7%	14	16	+14.3%	17	19	+11.8%	100	88	-12.0%	78	102	+30.8%
\$1,000,000 to \$1,499,999	98	89	-9.2%	54	69	+27.8%	7	11	+57.1%	6	6	0.0%	57	47	-17.5%	28	37	+32.1%
\$1,500,00 to \$1,999,999	33	51	+54.5%	52	36	-30.8%	0	2	--	2	0	-100.0%	13	18	+38.5%	30	23	-23.3%
\$2,000,000 to \$2,499,999	39	34	-12.8%	22	18	-18.2%	4	5	+25.0%	2	1	-50.0%	19	22	+15.8%	14	11	-21.4%
\$2,500,000 to \$4,999,999	52	70	+34.6%	31	31	0.0%	13	3	-76.9%	4	1	-75.0%	23	38	+65.2%	17	17	0.0%
\$5,000,000 to \$9,999,999	21	19	-9.5%	14	15	+7.1%	2	1	-50.0%	0	1	--	13	11	-15.4%	11	7	-36.4%
\$10,000,000 and Above	8	5	-37.5%	5	1	-80.0%	1	0	-100.0%	0	0	--	7	3	-57.1%	3	1	-66.7%
All Price Ranges	704	654	-7.1%	691	680	-1.6%	58	64	+10.3%	58	63	+8.6%	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.

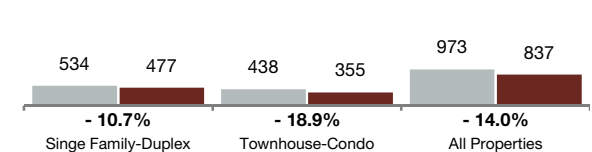
By Price Range – All Properties

7-2018 7-2019



By Property Type

7-2018 7-2019



Year over Year

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
	7-2018	7-2019	Change	7-2018	7-2019	Change	6-2019	7-2019	Change	6-2019	7-2019	Change		
\$299,999 and Below	16	9	- 43.8%	21	10	- 52.4%	7	9	+ 28.6%	9	10	+ 11.1%	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.	
\$300,000 to \$599,999	45	52	+ 15.6%	113	90	- 20.4%	52	52	0.0%	88	90	+ 2.3%		
\$600,000 to \$999,999	88	52	- 40.9%	88	54	- 38.6%	56	52	- 7.1%	61	54	- 11.5%		
\$1,000,000 to \$1,499,999	61	59	- 3.3%	61	47	- 23.0%	64	59	- 7.8%	44	47	+ 6.8%		
\$1,500,00 to \$1,999,999	64	63	- 1.6%	39	33	- 15.4%	62	63	+ 1.6%	39	33	- 15.4%		
\$2,000,000 to \$2,499,999	47	40	- 14.9%	24	29	+ 20.8%	40	40	0.0%	28	29	+ 3.6%		
\$2,500,000 to \$4,999,999	128	113	- 11.7%	47	49	+ 4.3%	111	113	+ 1.8%	53	49	- 7.5%		
\$5,000,000 to \$9,999,999	56	57	+ 1.8%	40	33	- 17.5%	57	57	0.0%	37	33	- 10.8%		
\$10,000,000 and Above	29	32	+ 10.3%	5	10	+ 100.0%	30	32	+ 6.7%	9	10	+ 11.1%		
All Price Ranges	534	477	- 10.7%	438	355	- 18.9%	479	477	- 0.4%	368	355	- 3.5%		

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.