

Monthly Indicators



June 2018

New Listings were down 17.0 percent for the Single Family-Duplex category and 20.1 percent for the Townhouse-Condo category. Pending Sales increased 12.0 percent for Single Family-Duplex and 14.5 percent for Townhouse-Condo.

The Median Sales Price was up 19.8 percent to \$719,500 for the Single Family-Duplex category and 10.8 percent to \$515,000 for the Townhouse-Condo category. Days on Market decreased 17.6 percent for single family homes and increased 28.6 percent for townhouse-condo properties.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

Monthly Snapshot

- 9.2% **- 19.4%** **+ 14.4%**

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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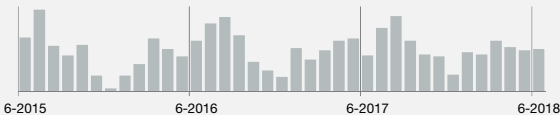
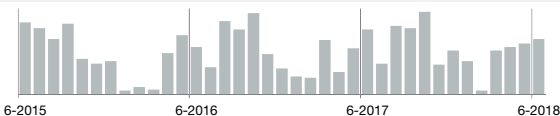
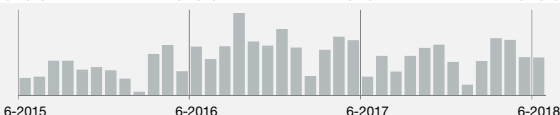

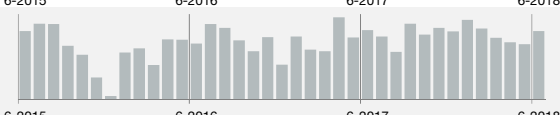
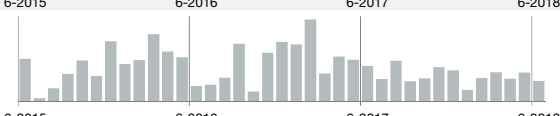
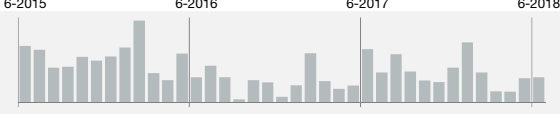
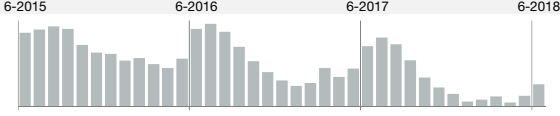
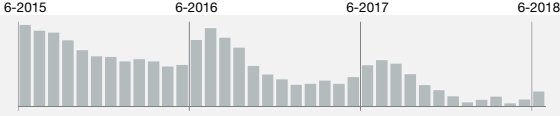
Residential real estate activity in Vail Board of REALTORS® MLS, comprised of single-family homes, duplexes, townhomes and condominiums. Percent changes are calculated using rounded figures.

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

Single Family-Duplex Activity Overview

Key metrics for Single Family and Duplex properties by report month and for year-to-date (YTD) starting from the first of the year.

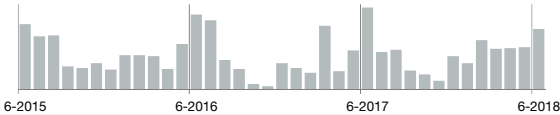
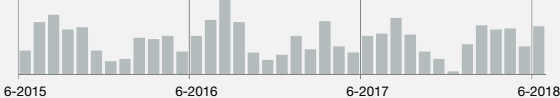
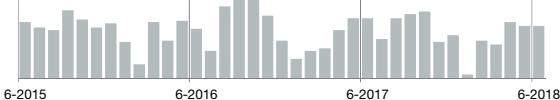

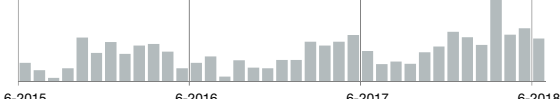
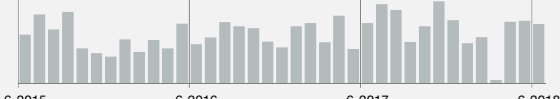

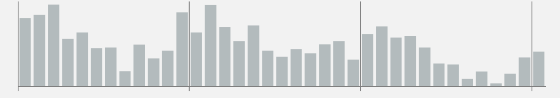
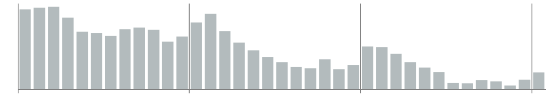
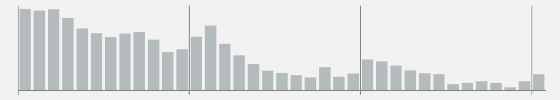


Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		141	117	- 17.0%	559	495	- 11.4%
Pending Sales		50	56	+ 12.0%	338	337	- 0.3%
Closed Sales		74	66	- 10.8%	302	312	+ 3.3%
Median Sales Price		\$600,351	\$719,500	+ 19.8%	\$723,750	\$733,500	+ 1.3%
Average Sales Price		\$1,057,328	\$1,468,296	+ 38.9%	\$1,428,979	\$1,427,837	- 0.1%
Pct. of List Price Received		96.6%	96.6%	0.0%	96.2%	96.3%	+ 0.1%
Days on Market Until Sale		136	112	- 17.6%	150	116	- 22.7%
Housing Affordability Index		60	47	- 21.7%	50	46	- 8.0%
Inventory of Active Listings		551	438	- 20.5%	--	--	--
Months Supply of Inventory		9.7	7.5	- 22.7%	--	--	--

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.

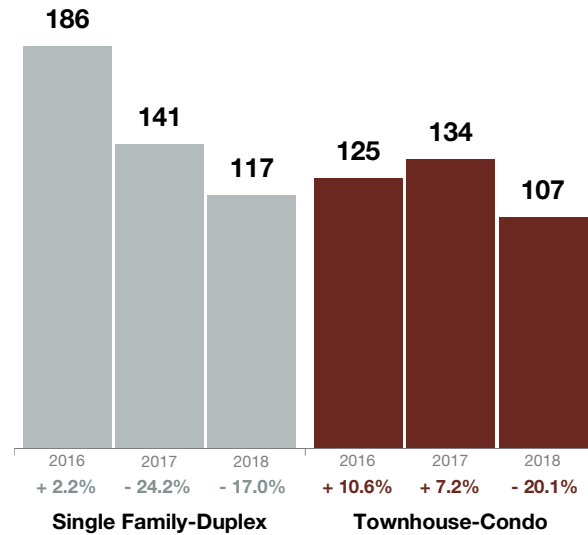


Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		134	107	- 20.1%	489	513	+ 4.9%
Pending Sales		62	71	+ 14.5%	347	386	+ 11.2%
Closed Sales		68	62	- 8.8%	320	313	- 2.2%
Median Sales Price		\$465,000	\$515,000	+ 10.8%	\$508,750	\$599,999	+ 17.9%
Avg. Sales Price		\$928,354	\$1,089,268	+ 17.3%	\$1,006,777	\$1,192,365	+ 18.4%
Pct. of List Price Received		96.7%	96.7%	0.0%	96.4%	96.2%	- 0.2%
Days on Market Until Sale		91	117	+ 28.6%	143	117	- 18.2%
Affordability Index		77	66	- 14.3%	71	57	- 19.7%
Active Listings		431	352	- 18.3%	--	--	--
Months Supply		7.1	6.2	- 12.7%	--	--	--

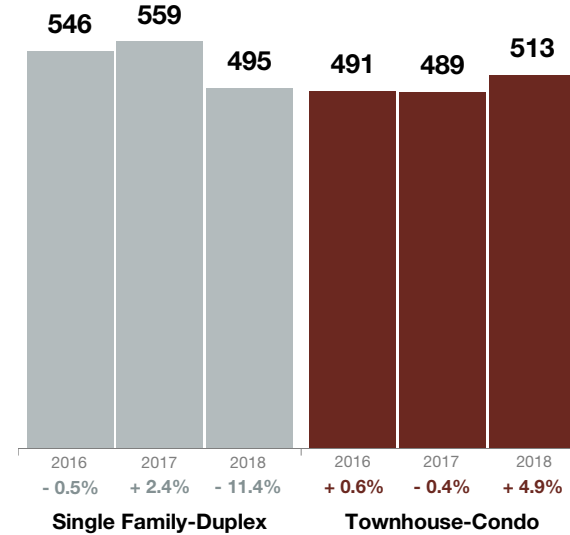
New Listings



June

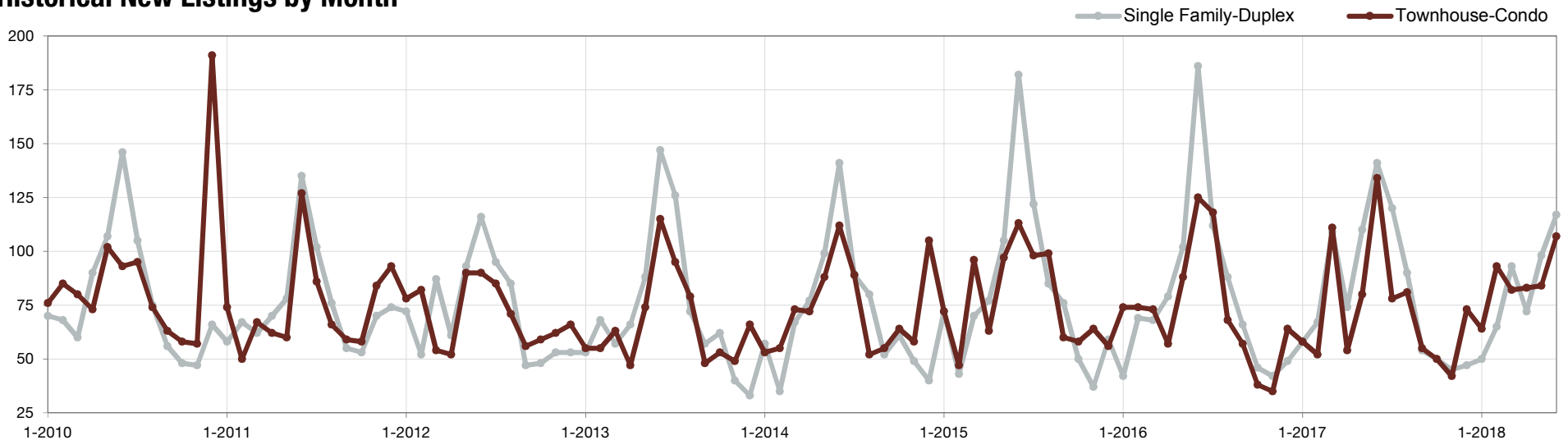


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	120	+7.1%	78	-33.9%
Aug-2017	90	+2.3%	81	+19.1%
Sep-2017	54	-18.2%	55	-3.5%
Oct-2017	50	+8.7%	50	+31.6%
Nov-2017	45	+7.1%	42	+20.0%
Dec-2017	47	-4.1%	73	+14.1%
Jan-2018	50	-13.8%	64	+10.3%
Feb-2018	65	-3.0%	93	+78.8%
Mar-2018	93	-14.7%	82	-26.1%
Apr-2018	72	-2.7%	83	+53.7%
May-2018	98	-10.9%	84	+5.0%
Jun-2018	117	-17.0%	107	-20.1%
12-Month Avg	75	-6.3%	74	+2.6%

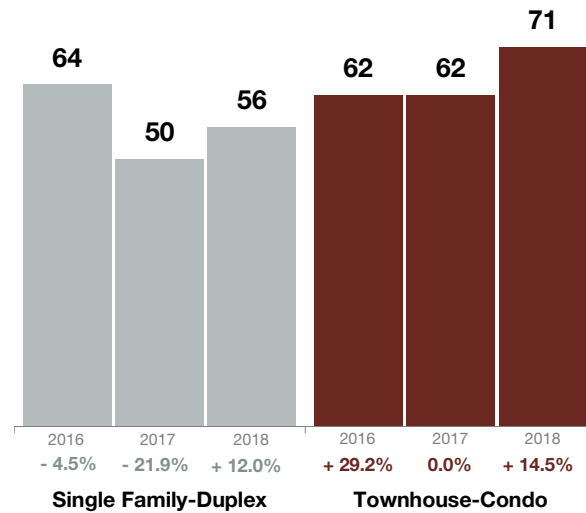
Historical New Listings by Month



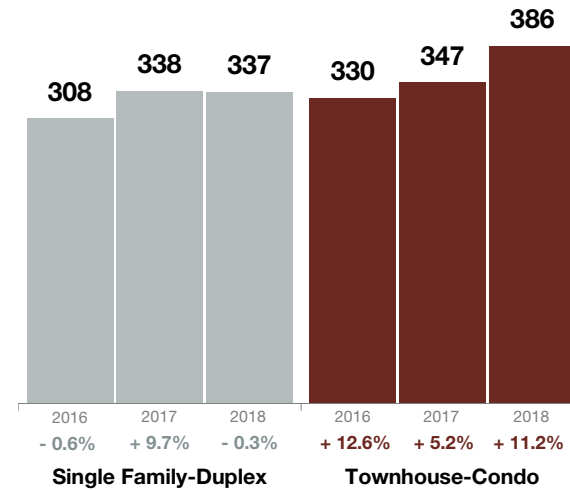
Pending Sales



June

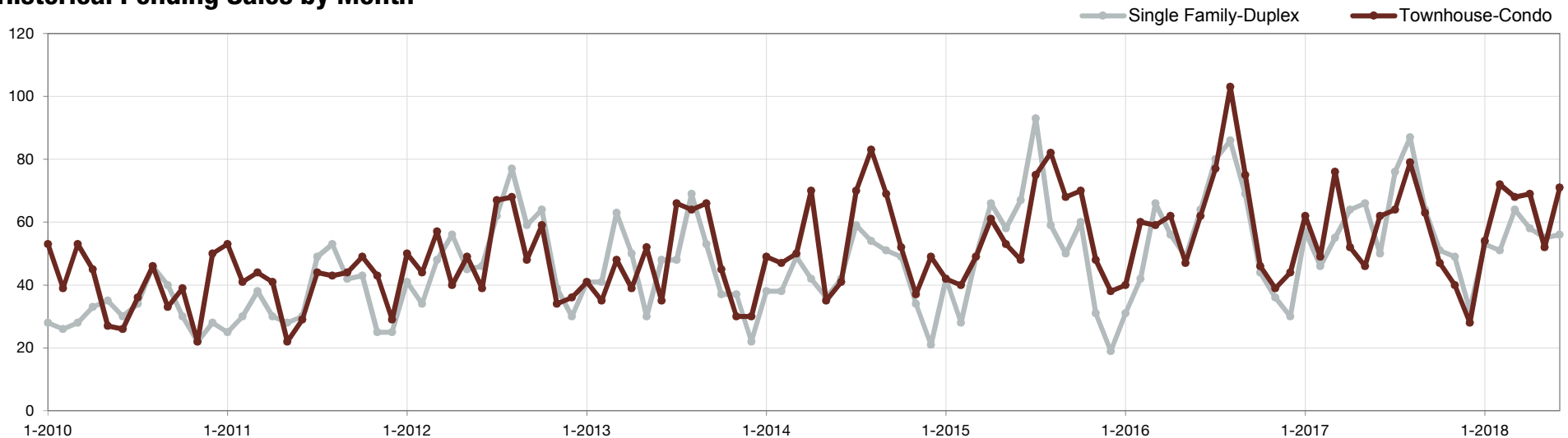


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	76	-5.0%	64	-16.9%
Aug-2017	87	+1.2%	79	-23.3%
Sep-2017	64	-7.2%	63	-16.0%
Oct-2017	51	+15.9%	47	+2.2%
Nov-2017	49	+36.1%	40	+2.6%
Dec-2017	32	+6.7%	28	-36.4%
Jan-2018	53	-7.0%	54	-12.9%
Feb-2018	51	+10.9%	72	+46.9%
Mar-2018	64	+16.4%	68	-10.5%
Apr-2018	58	-9.4%	69	+32.7%
May-2018	55	-16.7%	52	+13.0%
Jun-2018	56	+12.0%	71	+14.5%
12-Month Avg	58	+1.9%	59	-3.3%

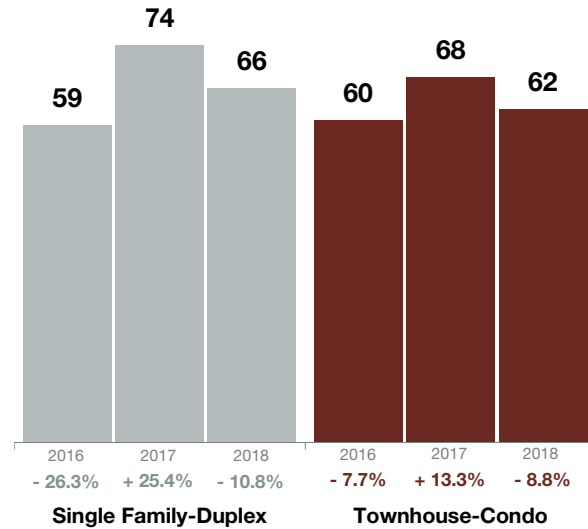
Historical Pending Sales by Month



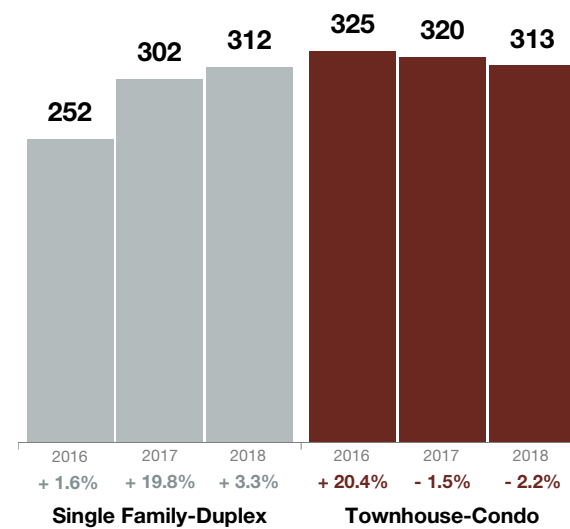
Closed Sales



June

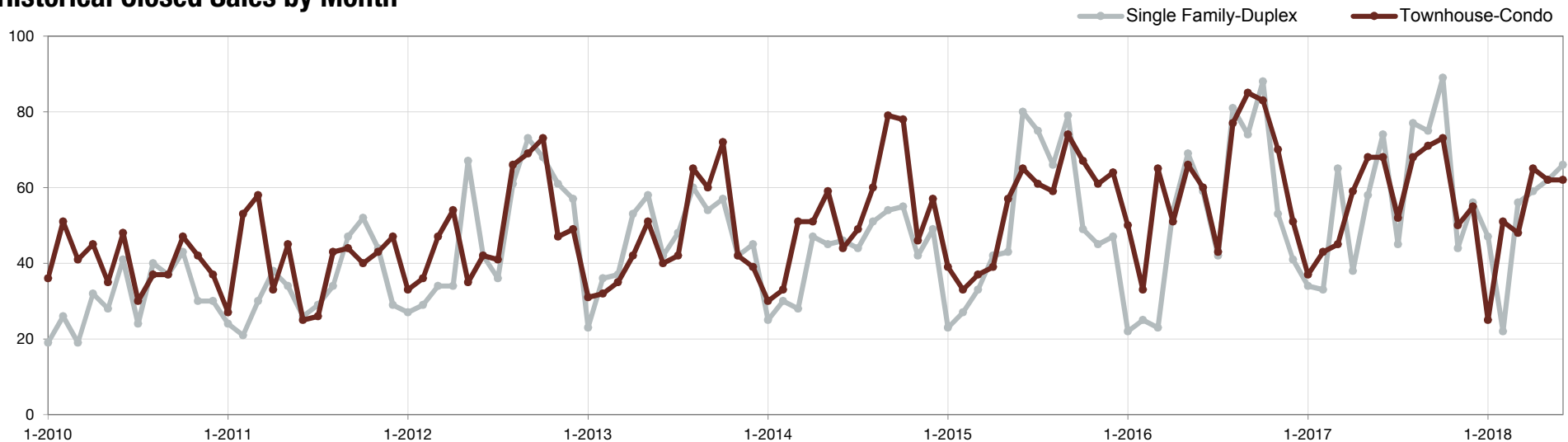


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	45	+7.1%	52	+20.9%
Aug-2017	77	-4.9%	68	-11.7%
Sep-2017	75	+1.4%	71	-16.5%
Oct-2017	89	+1.1%	73	-12.0%
Nov-2017	44	-17.0%	50	-28.6%
Dec-2017	56	+36.6%	55	+7.8%
Jan-2018	47	+38.2%	25	-32.4%
Feb-2018	22	-33.3%	51	+18.6%
Mar-2018	56	-13.8%	48	+6.7%
Apr-2018	59	+55.3%	65	+10.2%
May-2018	62	+6.9%	62	-8.8%
Jun-2018	66	-10.8%	62	-8.8%
12-Month Avg	58	+2.5%	57	-6.4%

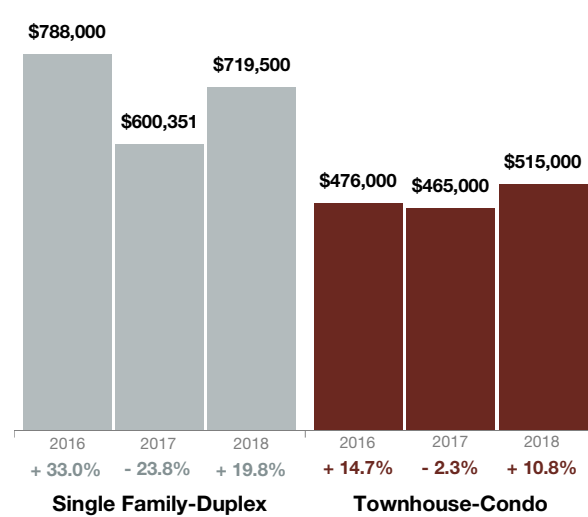
Historical Closed Sales by Month



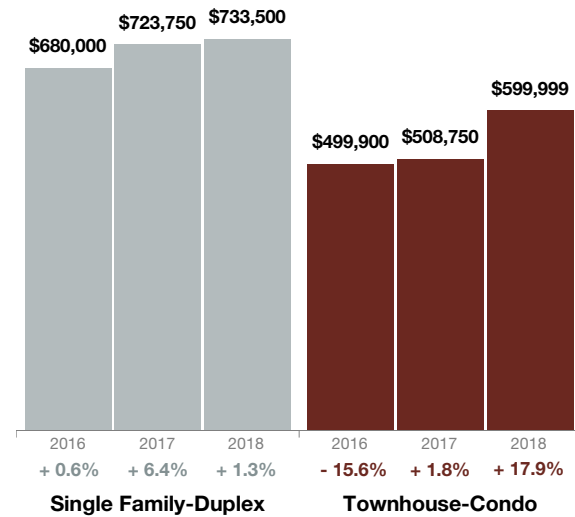
Median Sales Price



June



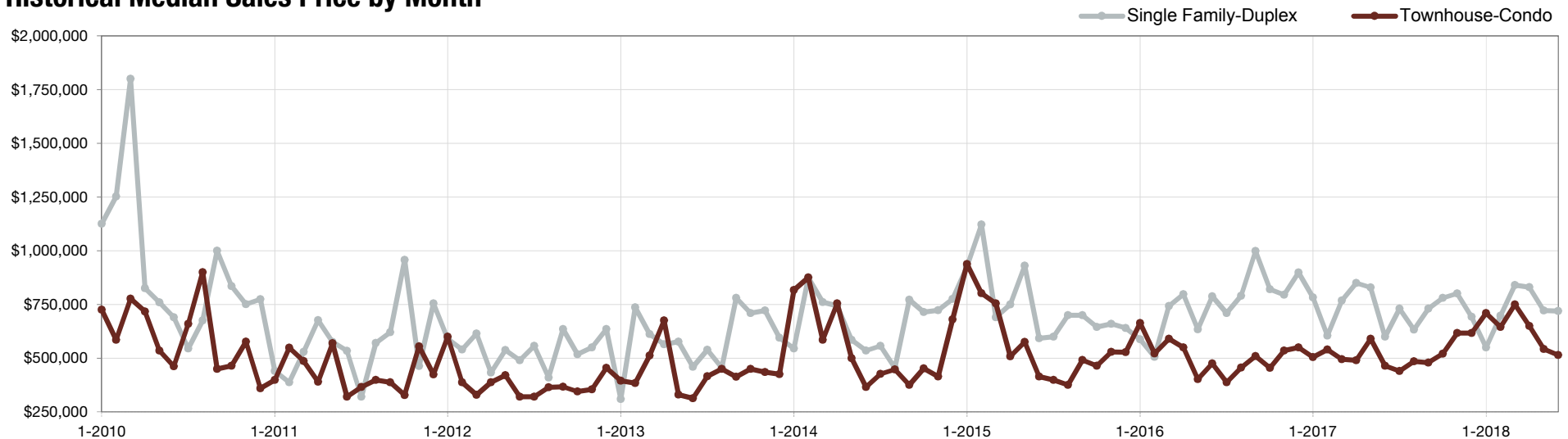
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	\$730,000	+2.8%	\$439,500	+13.3%
Aug-2017	\$633,150	-19.9%	\$485,663	+6.5%
Sep-2017	\$730,000	-26.9%	\$479,000	-6.1%
Oct-2017	\$780,000	-4.9%	\$520,000	+14.3%
Nov-2017	\$801,000	+0.8%	\$617,500	+15.4%
Dec-2017	\$692,450	-23.0%	\$617,000	+12.2%
Jan-2018	\$550,000	-29.7%	\$710,000	+40.6%
Feb-2018	\$697,500	+15.3%	\$645,000	+19.4%
Mar-2018	\$839,500	+9.3%	\$750,000	+51.5%
Apr-2018	\$830,000	-2.4%	\$650,000	+32.7%
May-2018	\$722,313	-12.8%	\$542,000	-8.1%
Jun-2018	\$719,500	+19.8%	\$515,000	+10.8%
12-Month Avg*	\$731,000	-6.9%	\$549,500	+12.1%

* Median Sales Price for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

Historical Median Sales Price by Month

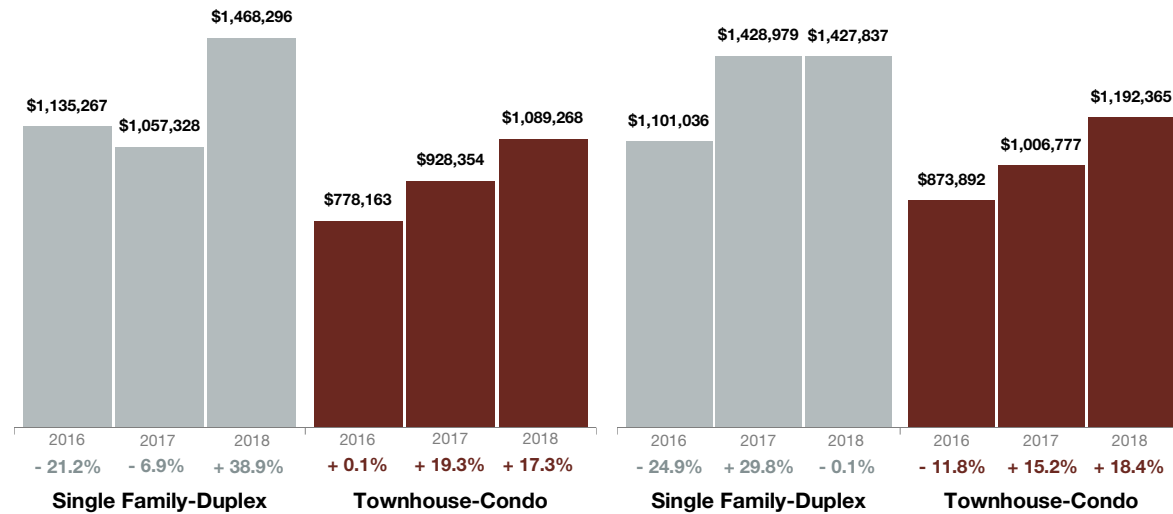


Average Sales Price



June

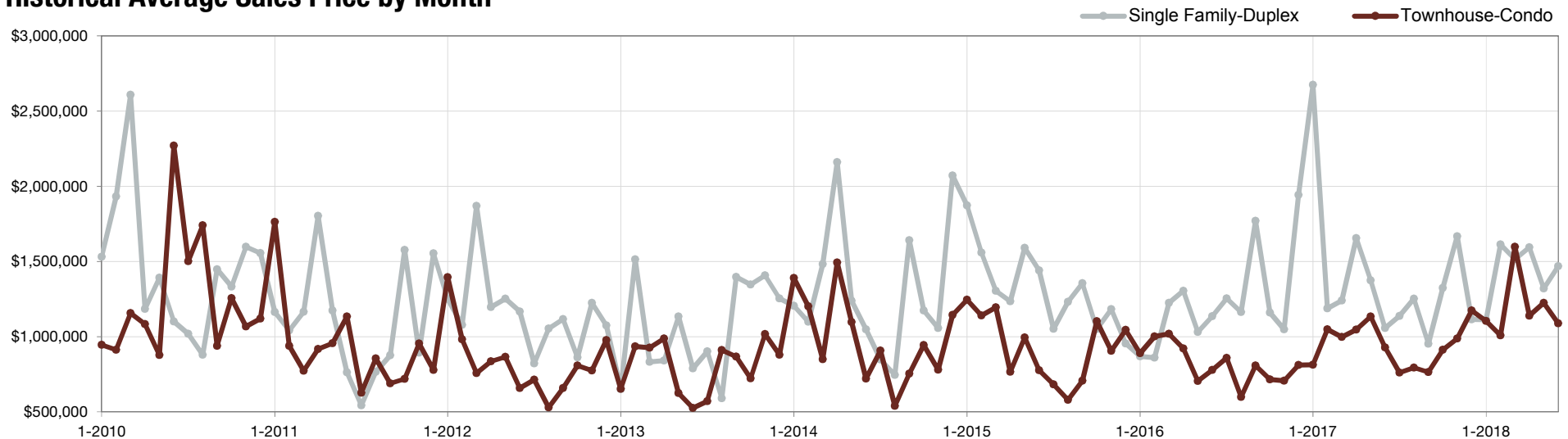
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	\$1,137,544	-9.3%	\$761,317	-11.3%
Aug-2017	\$1,251,981	+7.6%	\$793,785	+32.6%
Sep-2017	\$952,011	-46.2%	\$764,376	-5.4%
Oct-2017	\$1,324,369	+14.1%	\$912,727	+27.6%
Nov-2017	\$1,667,646	+59.1%	\$988,233	+39.8%
Dec-2017	\$1,113,960	-42.6%	\$1,174,399	+44.6%
Jan-2018	\$1,112,247	-58.4%	\$1,104,454	+35.9%
Feb-2018	\$1,613,021	+35.8%	\$1,008,289	-3.9%
Mar-2018	\$1,515,629	+22.3%	\$1,597,736	+60.0%
Apr-2018	\$1,594,780	-3.6%	\$1,139,678	+8.8%
May-2018	\$1,320,134	-3.9%	\$1,223,726	+7.9%
Jun-2018	\$1,468,296	+38.9%	\$1,089,268	+17.3%
12-Month Avg*	\$1,315,337	-5.4%	\$1,028,855	+20.2%

* Avg. Sales Price for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month

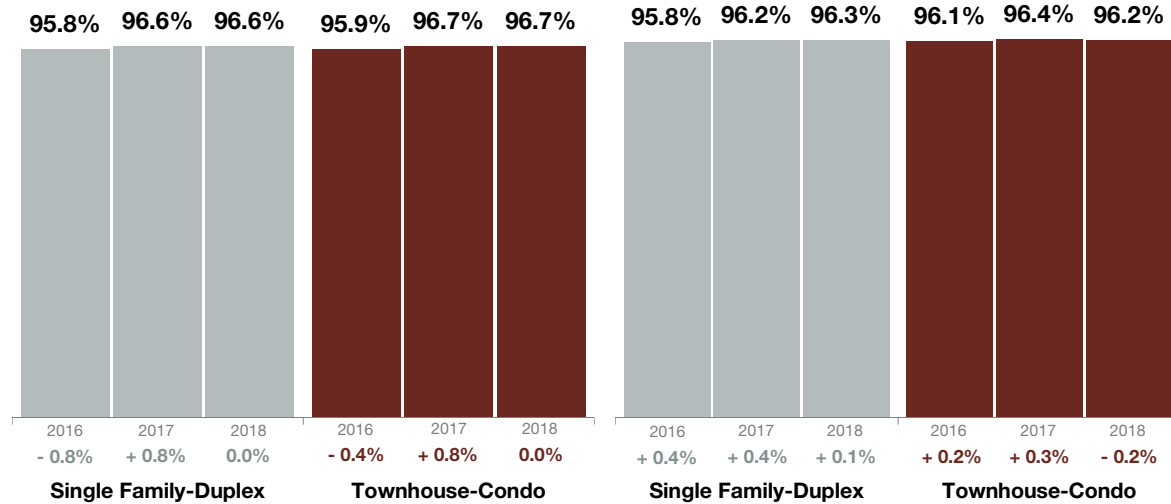


Percent of List Price Received



June

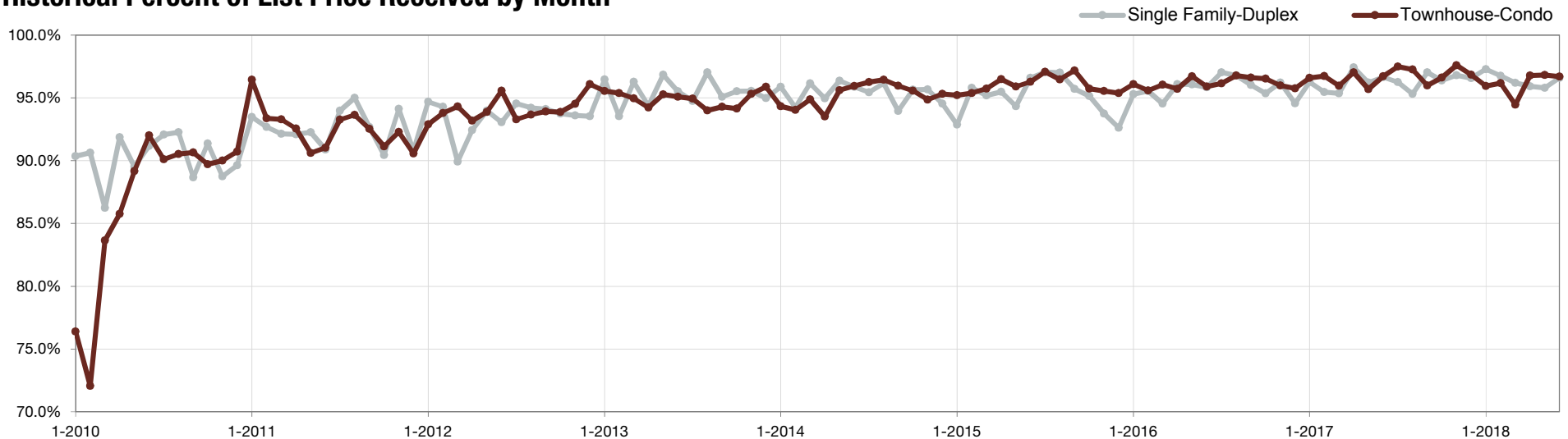
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	96.3%	-0.7%	97.5%	+1.4%
Aug-2017	95.3%	-1.5%	97.3%	+0.5%
Sep-2017	97.0%	+1.0%	96.0%	-0.6%
Oct-2017	96.4%	+1.0%	96.6%	+0.1%
Nov-2017	96.8%	+0.6%	97.6%	+1.7%
Dec-2017	96.6%	+2.1%	96.8%	+1.0%
Jan-2018	97.3%	+1.0%	95.9%	-0.7%
Feb-2018	96.8%	+1.4%	96.2%	-0.5%
Mar-2018	96.2%	+0.8%	94.5%	-1.6%
Apr-2018	95.9%	-1.5%	96.8%	-0.2%
May-2018	95.8%	-0.4%	96.8%	+1.1%
Jun-2018	96.6%	-0.1%	96.7%	-0.0%
12-Month Avg*	96.4%	+0.3%	96.6%	+0.2%

* Pct. of List Price Received for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

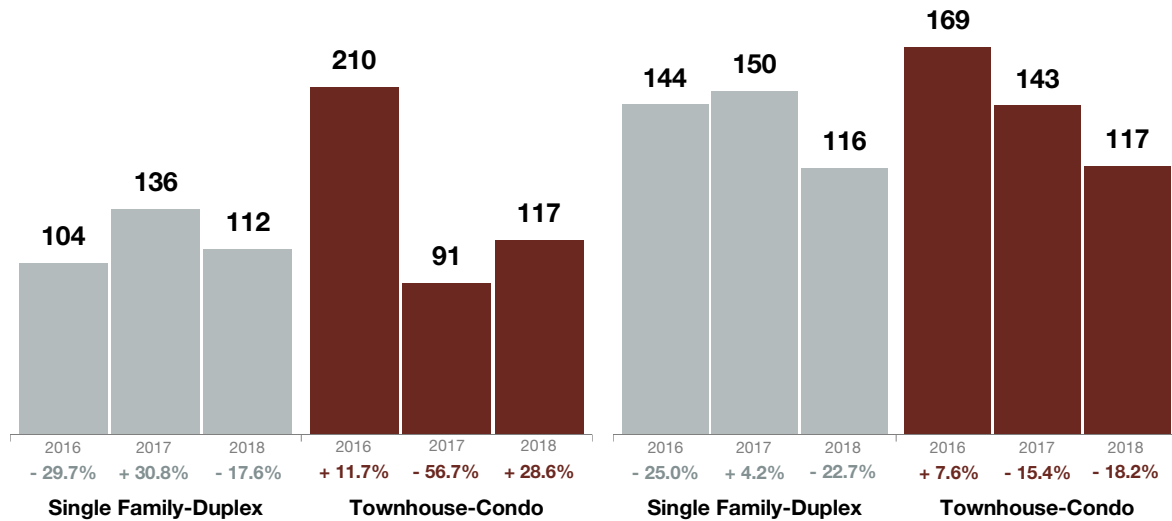


Days on Market Until Sale



June

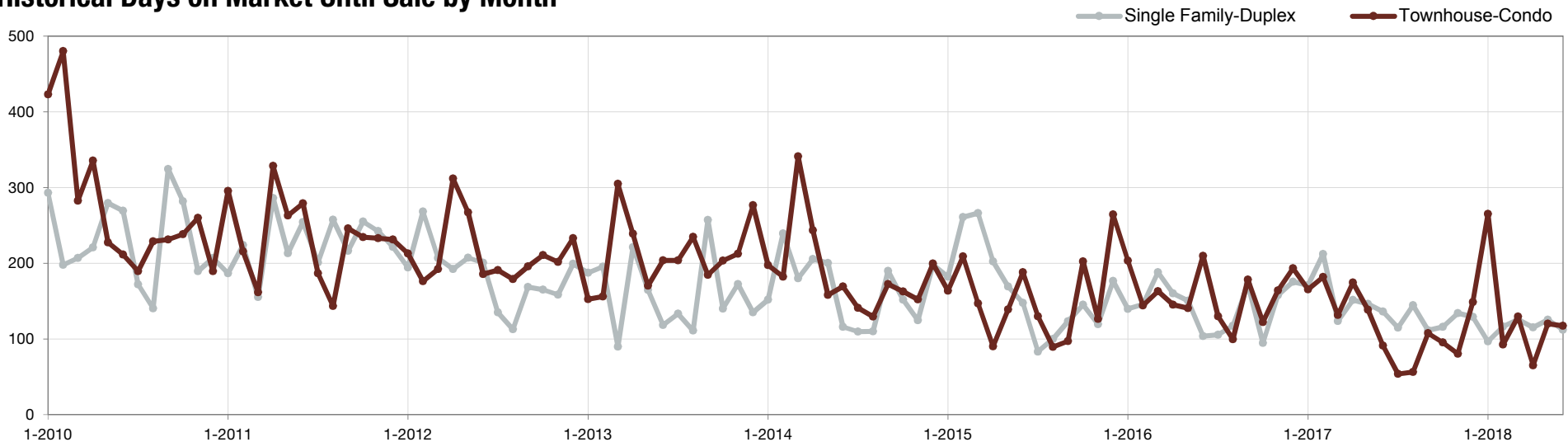
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	115	+8.5%	54	-58.5%
Aug-2017	145	+23.9%	56	-44.0%
Sep-2017	111	-35.5%	107	-39.9%
Oct-2017	116	+22.1%	95	-22.1%
Nov-2017	134	-15.2%	80	-51.2%
Dec-2017	129	-26.7%	149	-22.8%
Jan-2018	97	-43.3%	265	+60.6%
Feb-2018	117	-44.8%	93	-48.9%
Mar-2018	126	+1.6%	130	-1.5%
Apr-2018	115	-23.8%	65	-62.6%
May-2018	126	-13.7%	120	-13.7%
Jun-2018	112	-17.6%	117	+28.6%
12-Month Avg*	141	-14.1%	145	-29.2%

* Days on Market for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

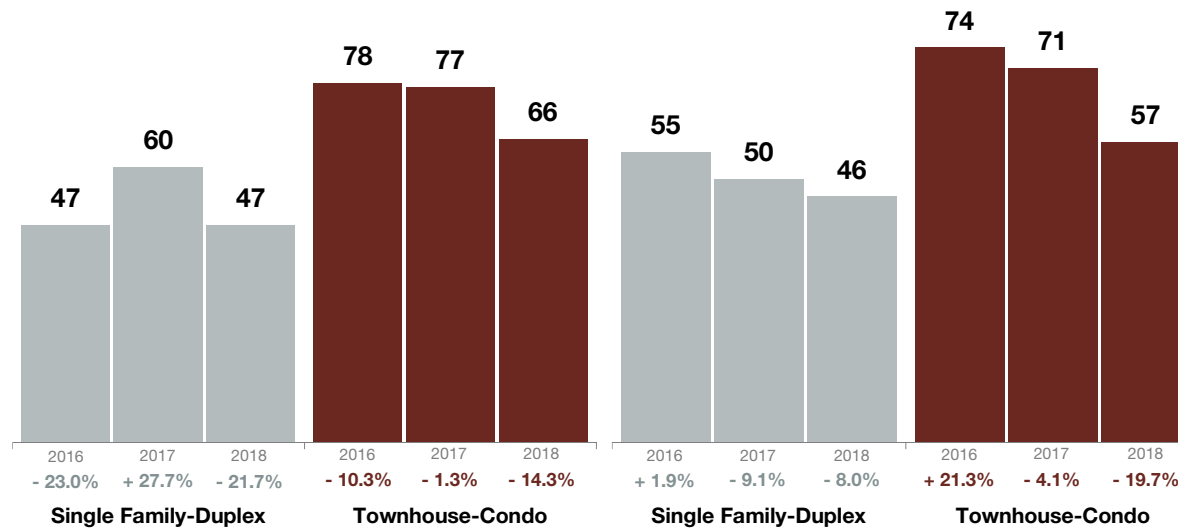


Housing Affordability Index



June

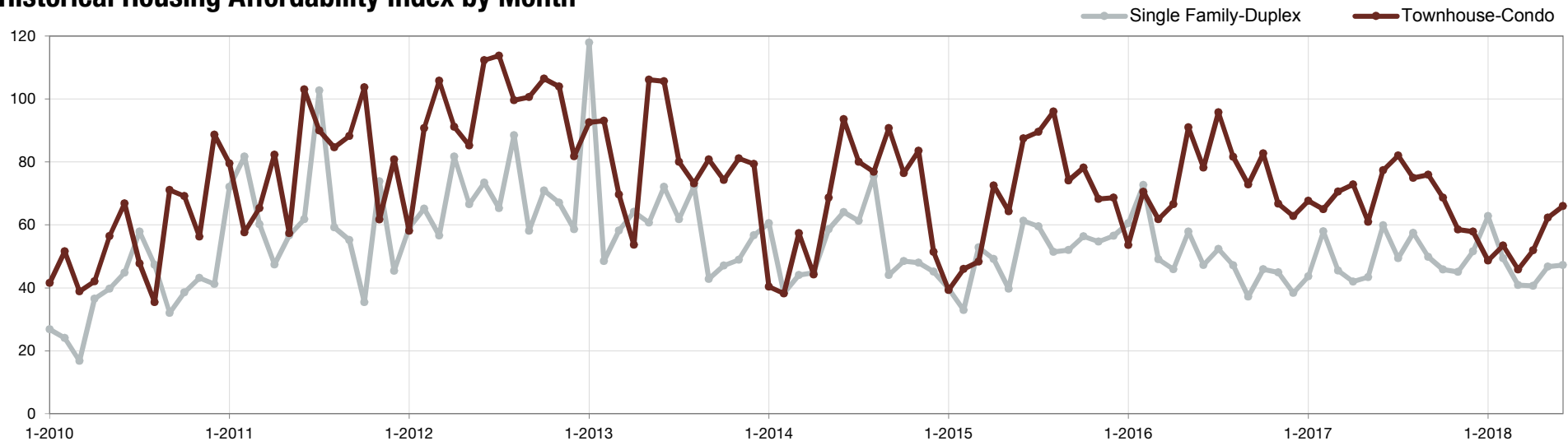
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	49	-5.8%	82	-14.6%
Aug-2017	57	+21.3%	75	-8.5%
Sep-2017	50	+35.1%	76	+4.1%
Oct-2017	46	0.0%	69	-16.9%
Nov-2017	45	0.0%	58	-13.4%
Dec-2017	52	+36.8%	58	-7.9%
Jan-2018	63	+43.2%	49	-27.9%
Feb-2018	49	-15.5%	53	-18.5%
Mar-2018	41	-10.9%	46	-35.2%
Apr-2018	41	-2.4%	52	-28.8%
May-2018	47	+9.3%	62	+1.6%
Jun-2018	47	-21.7%	66	-14.3%
12-Month Avg*	49	+1.0%	47	-9.7%

* Affordability Index for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

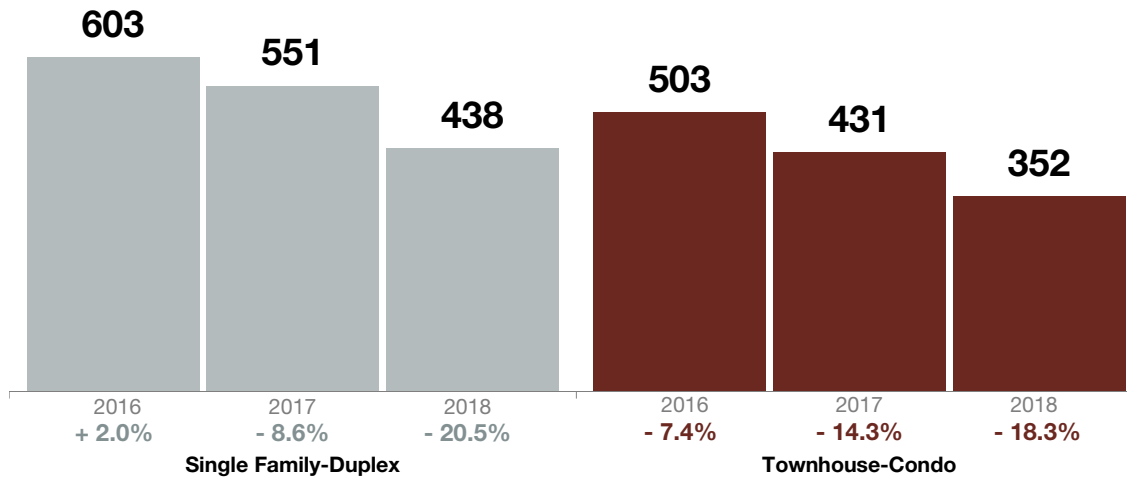
Historical Housing Affordability Index by Month



Inventory of Active Listings

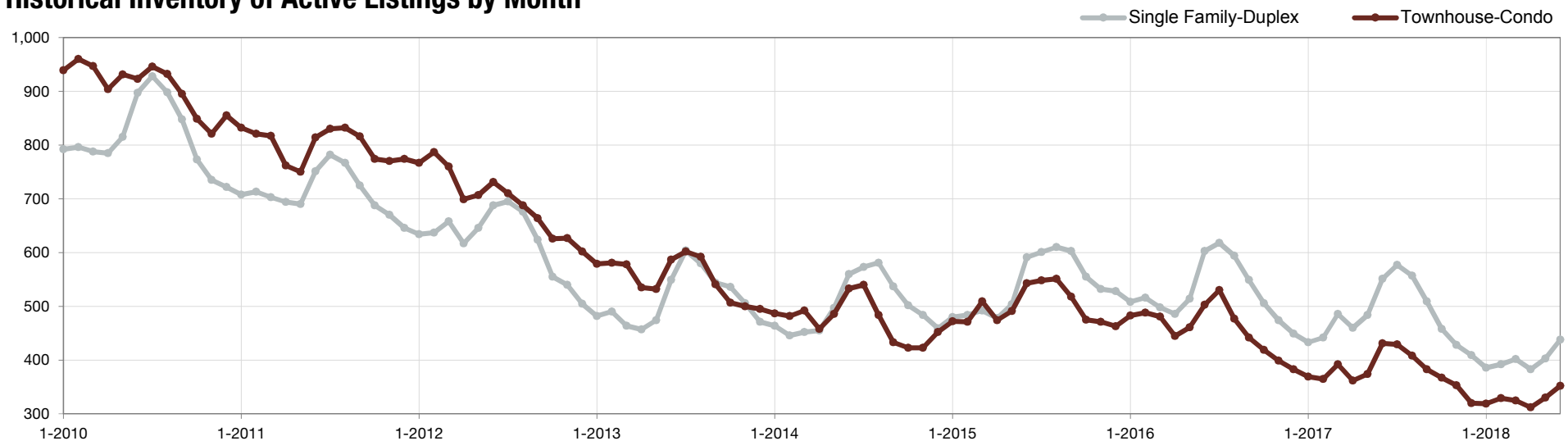


June



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	577	-6.6%	429	-19.1%
Aug-2017	557	-6.2%	408	-14.5%
Sep-2017	509	-7.3%	383	-13.3%
Oct-2017	458	-9.5%	367	-12.4%
Nov-2017	428	-9.7%	353	-11.5%
Dec-2017	409	-8.9%	320	-16.4%
Jan-2018	386	-10.9%	319	-13.6%
Feb-2018	392	-11.3%	329	-9.9%
Mar-2018	402	-17.3%	325	-17.1%
Apr-2018	383	-16.7%	312	-13.8%
May-2018	403	-16.7%	330	-11.8%
Jun-2018	438	-20.5%	352	-18.3%
12-Month Avg	445	-11.6%	352	-14.5%

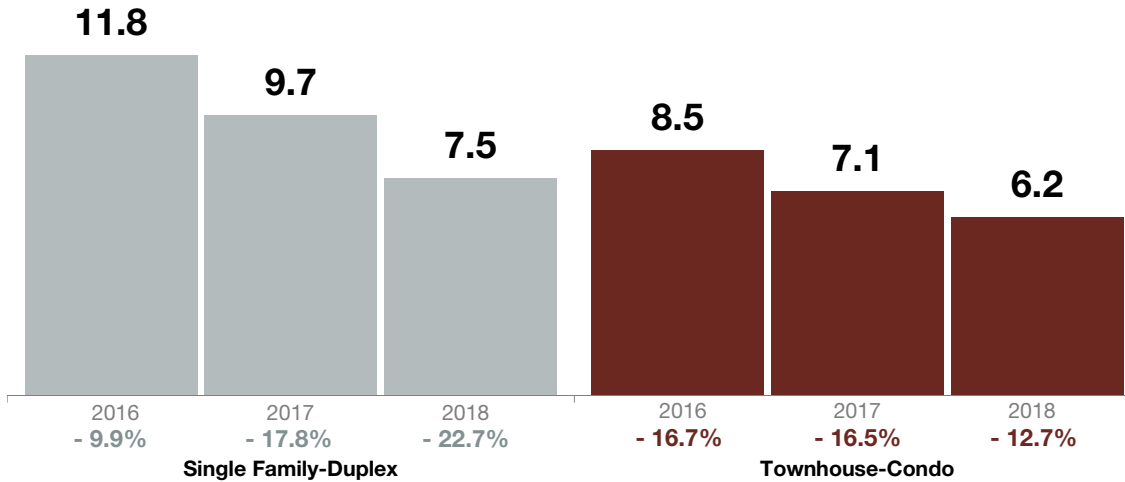
Historical Inventory of Active Listings by Month



Months Supply of Inventory



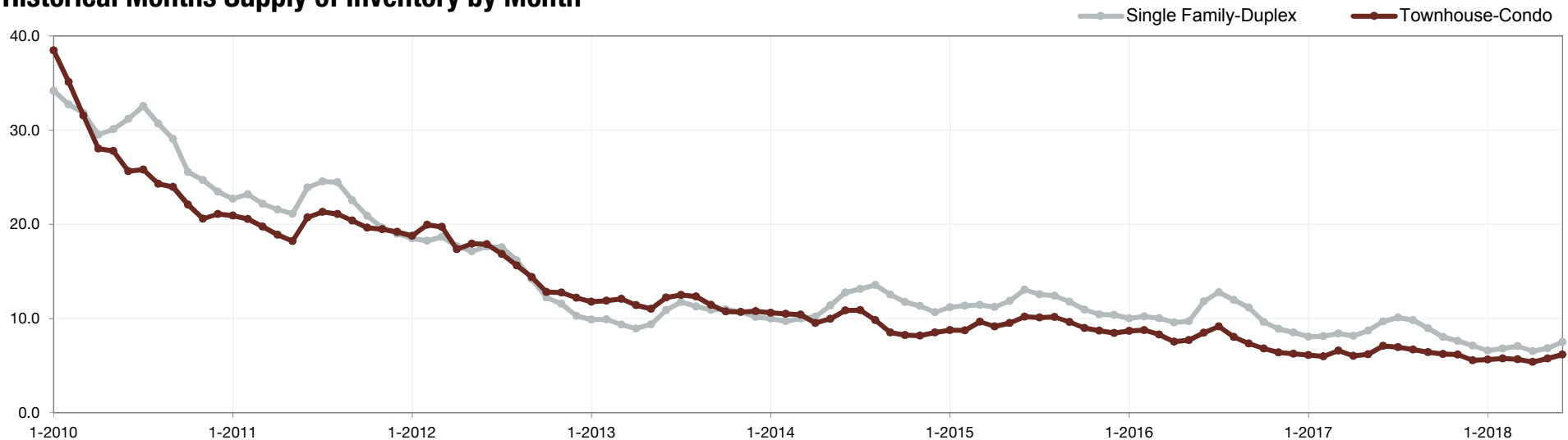
June



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2017	10.1	-21.1%	7.0	-23.9%
Aug-2017	9.8	-18.3%	6.7	-17.3%
Sep-2017	9.0	-19.6%	6.4	-12.3%
Oct-2017	8.1	-16.5%	6.2	-8.8%
Nov-2017	7.6	-14.6%	6.2	-3.1%
Dec-2017	7.1	-16.5%	5.6	-11.1%
Jan-2018	6.6	-18.5%	5.7	-6.6%
Feb-2018	6.8	-16.0%	5.8	-3.3%
Mar-2018	7.1	-15.5%	5.7	-13.6%
Apr-2018	6.5	-20.7%	5.4	-10.0%
May-2018	6.8	-21.8%	5.8	-6.5%
Jun-2018	7.5	-22.7%	6.2	-12.7%
12-Month Avg	7.8	-18.5%	6.0	-11.7%

* Months Supply for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

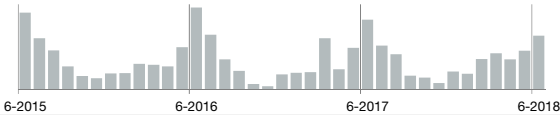
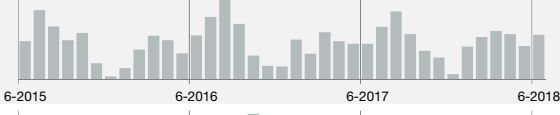
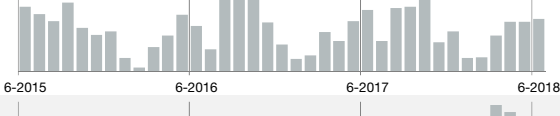
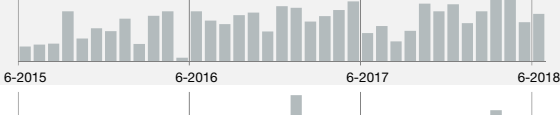

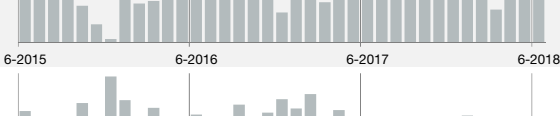
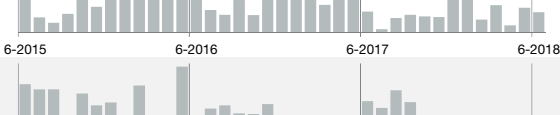
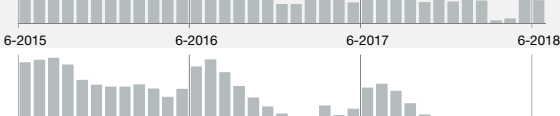
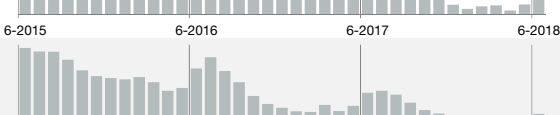

Historical Months Supply of Inventory by Month



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	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		275	227	- 17.5%	1,050	1,014	- 3.4%
Pending Sales		112	127	+ 13.4%	685	726	+ 6.0%
Closed Sales		142	129	- 9.2%	622	629	+ 1.1%
Median Sales Price		\$555,000	\$635,000	+ 14.4%	\$607,000	\$650,000	+ 7.1%
Average Sales Price		\$995,566	\$1,275,830	+ 28.2%	\$1,211,769	\$1,303,122	+ 7.5%
Pct. of List Price Received		96.7%	96.7%	0.0%	96.3%	96.3%	0.0%
Days on Market Until Sale		115	114	- 0.9%	146	116	- 20.5%
Housing Affordability Index		65	54	- 17.4%	59	52	- 11.7%
Inventory of Active Listings		985	794	- 19.4%	--	--	--
Months Supply of Inventory		8.4	6.9	- 17.9%	--	--	--

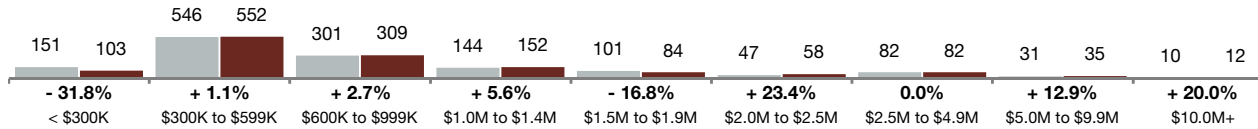
Closed Sales

Actual sales that have closed in a given month.



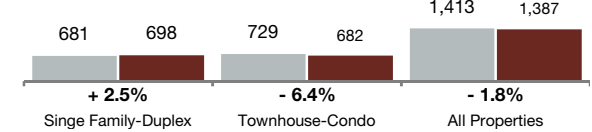
By Price Range – All Properties – Rolling 12 Months

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



Rolling 12 Months

By Price Range	Single Family-Duplex			Townhouse-Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$299,999 and Below	59	48	-18.6%	89	49	-44.9%
\$300,000 to \$599,999	190	226	+18.9%	356	325	-8.7%
\$600,000 to \$999,999	182	179	-1.6%	119	130	+9.2%
\$1,000,000 to \$1,499,999	78	99	+26.9%	66	53	-19.7%
\$1,500,000 to \$1,999,999	68	31	-54.4%	33	53	+60.6%
\$2,000,000 to \$2,499,999	23	36	+56.5%	24	22	-8.3%
\$2,500,000 to \$4,999,999	48	50	+4.2%	34	32	-5.9%
\$5,000,000 to \$9,999,999	24	22	-8.3%	7	13	+85.7%
\$10,000,000 and Above	9	7	-22.2%	1	5	+400.0%
All Price Ranges	681	698	+2.5%	729	682	-6.4%

Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
	3	5	+66.7%	4	5	+25.0%
	20	20	0.0%	33	32	-3.0%
	17	17	0.0%	10	8	-20.0%
	13	13	0.0%	5	5	0.0%
	1	0	-100.0%	4	5	+25.0%
	3	4	+33.3%	1	1	0.0%
	3	4	+33.3%	2	4	+100.0%
	1	1	0.0%	1	2	+100.0%
	1	2	+100.0%	2	0	-100.0%
All Price Ranges	62	66	+6.5%	62	62	0.0%

Year to Date

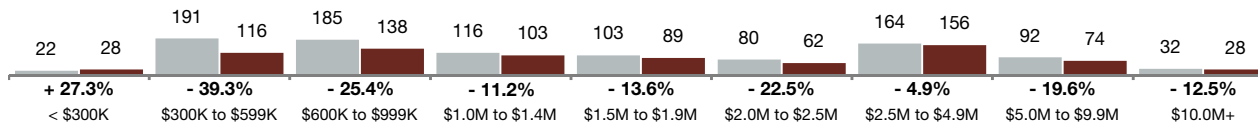
	Single Family-Duplex			Townhouse-Condo		
	YTD 2017	YTD 2018	Change	YTD 2017	YTD 2018	Change
	26	16	-38.5%	44	16	-63.6%
	101	103	+2.0%	135	141	+4.4%
	68	81	+19.1%	58	62	+6.9%
	29	52	+79.3%	28	24	-14.3%
	25	8	-68.0%	12	28	+133.3%
	14	15	+7.1%	16	13	-18.8%
	22	19	-13.6%	20	16	-20.0%
	11	12	+9.1%	6	10	+66.7%
	6	6	0.0%	1	3	+200.0%
All Price Ranges	302	312	+3.3%	320	313	-2.2%

Inventory of Active Listings

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

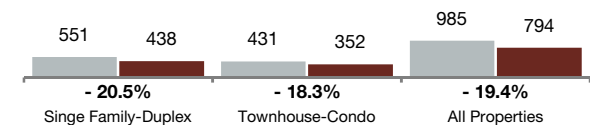
By Price Range – All Properties

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



Year over Year

By Price Range	Single Family-Duplex			Townhouse-Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$299,999 and Below	7	10	+42.9%	12	16	+33.3%
\$300,000 to \$599,999	63	27	-57.1%	128	87	-32.0%
\$600,000 to \$999,999	107	67	-37.4%	78	71	-9.0%
\$1,000,000 to \$1,499,999	78	54	-30.8%	38	49	+28.9%
\$1,500,000 to \$1,999,999	52	50	-3.8%	51	39	-23.5%
\$2,000,000 to \$2,499,999	48	39	-18.8%	32	23	-28.1%
\$2,500,000 to \$4,999,999	113	115	+1.8%	51	41	-19.6%
\$5,000,000 to \$9,999,999	57	52	-8.8%	35	22	-37.1%
\$10,000,000 and Above	26	24	-7.7%	6	4	-33.3%
All Price Ranges	551	438	-20.5%	431	352	-18.3%

Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
	8	10	+25.0%	17	16	-5.9%
	29	27	-6.9%	77	87	+13.0%
	59	67	+13.6%	71	71	0.0%
	51	54	+5.9%	45	49	+8.9%
	42	50	+19.0%	38	39	+2.6%
	35	39	+11.4%	26	23	-11.5%
	107	115	+7.5%	34	41	+20.6%
	48	52	+8.3%	18	22	+22.2%
	24	24	0.0%	4	4	0.0%
All Price Ranges	403	438	+8.7%	330	352	+6.7%

Year to Date

Single Family-Duplex	Townhouse-Condo
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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.