

# Monthly Indicators



## December 2020

New Listings were down 9.1 percent for the Single Family-Duplex category and 34.0 percent for the Townhouse-Condo category. Pending Sales increased 38.2 percent for Single Family-Duplex and 142.4 percent for Townhouse-Condo.

The Median Sales Price was up 20.1 percent to \$1,237,500 for the Single Family-Duplex category but decreased 2.3 percent to \$952,500 for the Townhouse-Condo category. Days on Market decreased 41.0 percent for single family homes but increased 5.5 percent for townhouse-condo properties.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

## Monthly Snapshot

**+ 100.0%**   **- 46.8%**   **+ 2.4%**

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 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	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		44	40	- 9.1%	876	936	+ 6.8%
Pending Sales		34	47	+ 38.2%	692	903	+ 30.5%
Closed Sales		55	68	+ 23.6%	667	856	+ 28.3%
Median Sales Price		\$1,030,000	\$1,237,500	+ 20.1%	\$867,200	\$1,161,582	+ 33.9%
Average Sales Price		\$1,475,773	\$1,853,381	+ 25.6%	\$1,536,655	\$1,886,988	+ 22.8%
Pct. of List Price Received		95.7%	97.0%	+ 1.4%	96.0%	96.9%	+ 0.9%
Days on Market Until Sale		178	105	- 41.0%	137	138	+ 0.7%
Housing Affordability Index		36	33	- 8.3%	42	35	- 16.7%
Inventory of Active Listings		358	161	- 55.0%	--	--	--
Months Supply of Inventory		6.4	2.3	- 64.1%	--	--	--

# 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.

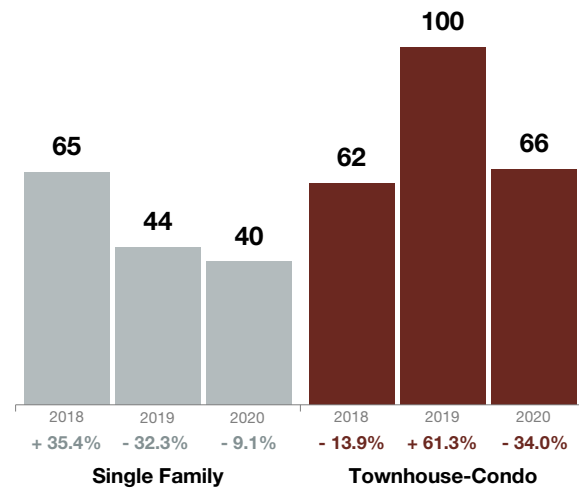


Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		100	66	- 34.0%	943	1,045	+ 10.8%
Pending Sales		33	80	+ 142.4%	730	950	+ 30.1%
Closed Sales		49	140	+ 185.7%	737	887	+ 20.4%
Median Sales Price		\$975,000	\$952,500	- 2.3%	\$627,500	\$700,000	+ 11.6%
Avg. Sales Price		\$1,519,251	\$1,332,575	- 12.3%	\$1,031,058	\$1,205,299	+ 16.9%
Pct. of List Price Received		95.9%	97.9%	+ 2.1%	96.7%	97.3%	+ 0.6%
Days on Market Until Sale		145	153	+ 5.5%	129	112	- 13.2%
Affordability Index		38	42	+ 10.5%	58	58	0.0%
Active Listings		367	225	- 38.7%	--	--	--
Months Supply		6.0	3.0	- 50.0%	--	--	--

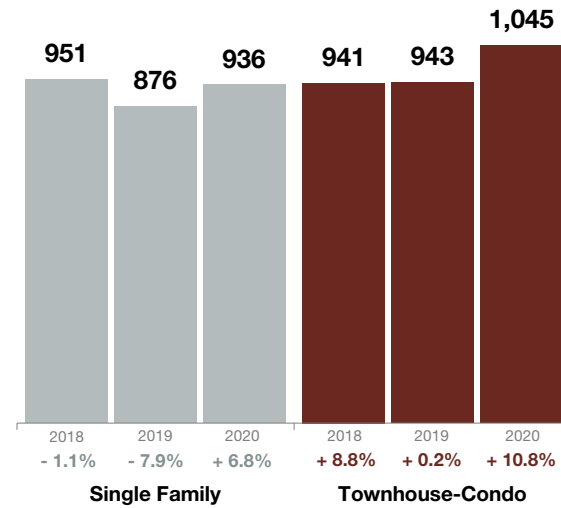
# New Listings



## December

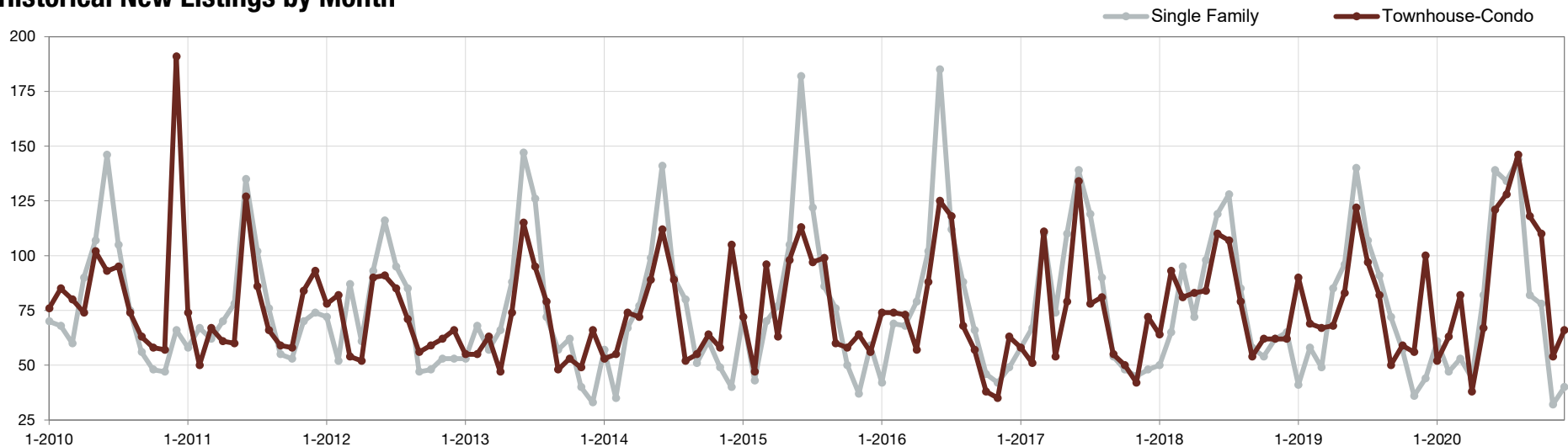


## Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2020	61	+48.8%	52	-42.2%
Feb-2020	47	-19.0%	63	-8.7%
Mar-2020	53	+8.2%	82	+22.4%
Apr-2020	44	-48.2%	38	-44.1%
May-2020	82	-14.6%	67	-19.3%
Jun-2020	139	-0.7%	121	-0.8%
Jul-2020	134	+25.2%	128	+32.0%
Aug-2020	144	+58.2%	146	+78.0%
Sep-2020	82	+13.9%	118	+136.0%
Oct-2020	78	+36.8%	110	+86.4%
Nov-2020	32	-11.1%	54	-3.6%
<b>Dec-2020</b>	<b>40</b>	<b>-9.1%</b>	<b>66</b>	<b>-34.0%</b>
12-Month Avg	78	+6.8%	87	+10.8%

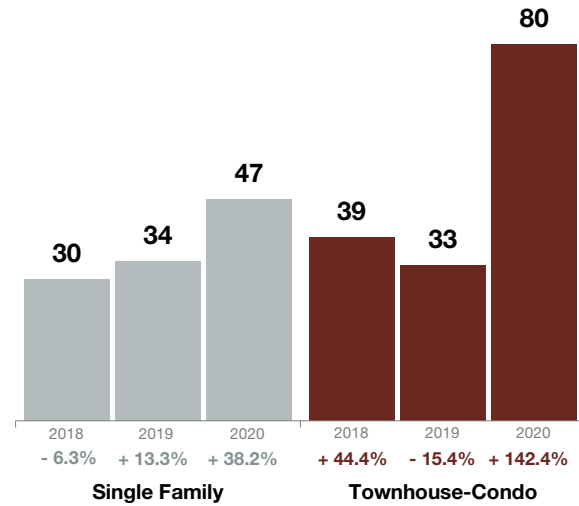
## Historical New Listings by Month



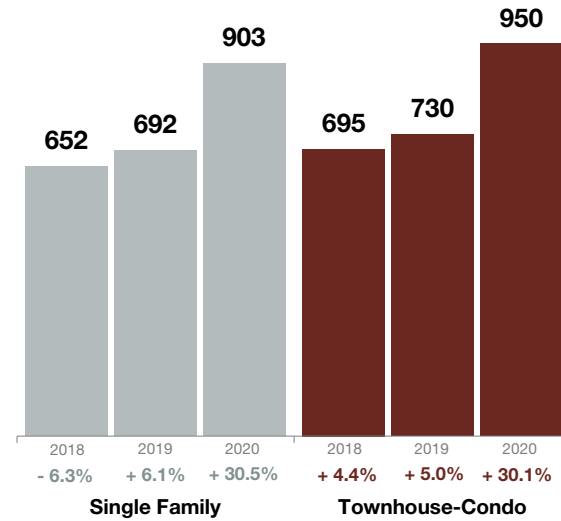
# Pending Sales



## December

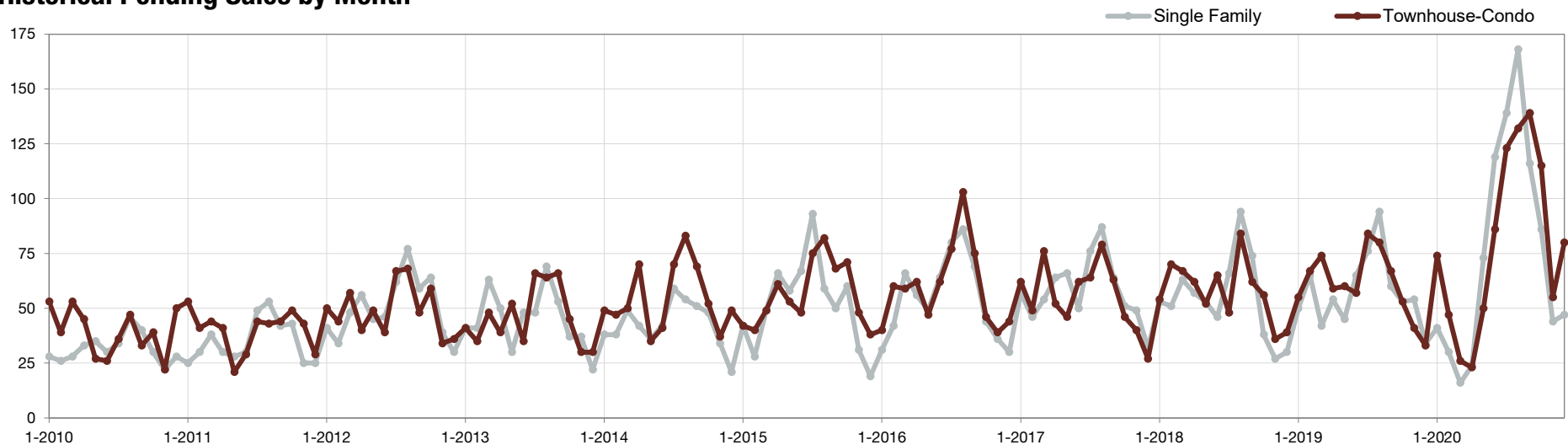


## Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2020	41	-18.0%	74	+34.5%
Feb-2020	30	-53.8%	47	-29.9%
Mar-2020	16	-61.9%	26	-64.9%
Apr-2020	24	-55.6%	23	-61.0%
May-2020	73	+62.2%	50	-16.7%
Jun-2020	119	+83.1%	86	+50.9%
Jul-2020	139	+82.9%	123	+46.4%
Aug-2020	168	+78.7%	132	+65.0%
Sep-2020	116	+93.3%	139	+107.5%
Oct-2020	86	+62.3%	115	+117.0%
Nov-2020	44	-18.5%	55	+34.1%
<b>Dec-2020</b>	<b>47</b>	<b>+38.2%</b>	<b>80</b>	<b>+142.4%</b>
12-Month Avg	75	+30.5%	79	+30.1%

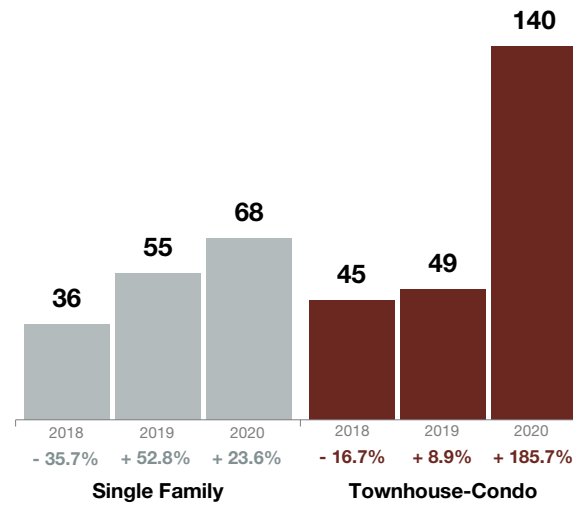
## Historical Pending Sales by Month



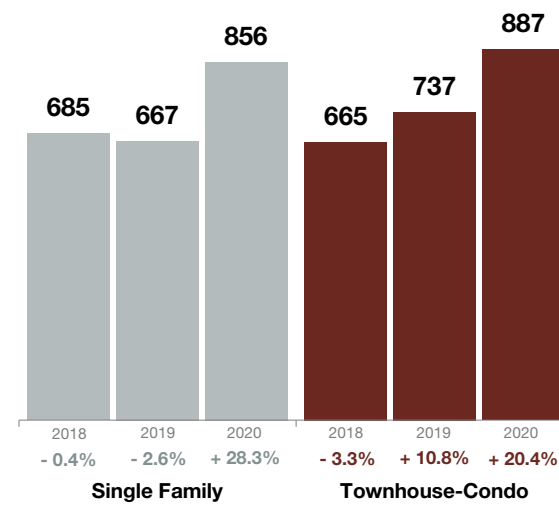
# Closed Sales



## December

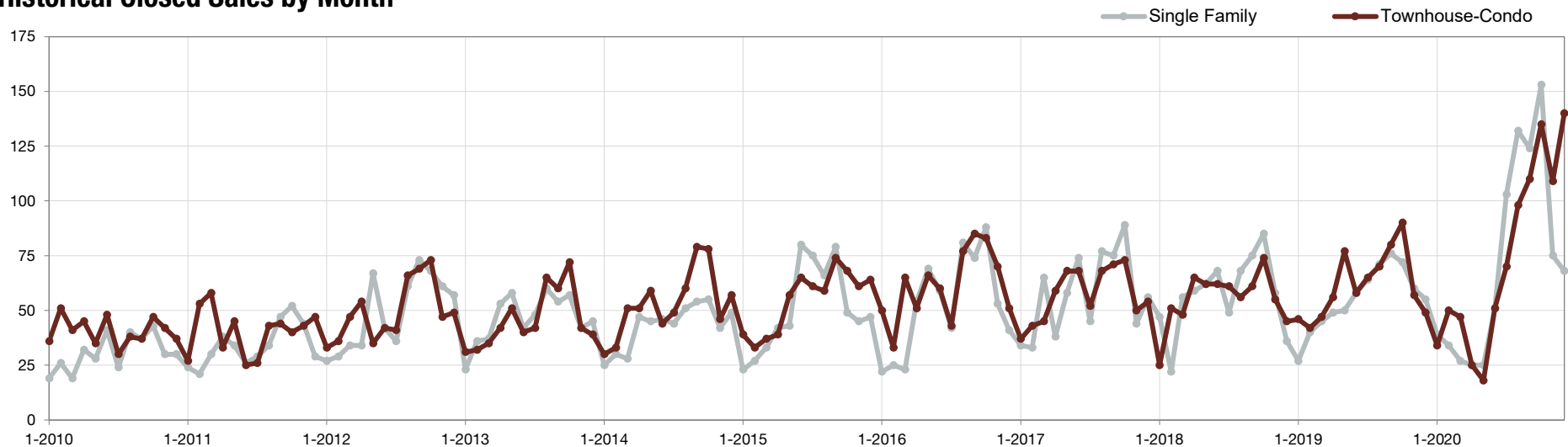


## Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2020	39	+44.4%	34	-26.1%
Feb-2020	34	-15.0%	50	+19.0%
Mar-2020	27	-40.0%	47	0.0%
Apr-2020	25	-49.0%	25	-55.4%
May-2020	25	-50.0%	18	-76.6%
Jun-2020	51	-12.1%	51	-12.1%
Jul-2020	103	+60.9%	70	+7.7%
Aug-2020	132	+85.9%	98	+40.0%
Sep-2020	124	+63.2%	110	+37.5%
Oct-2020	153	+112.5%	135	+50.0%
Nov-2020	75	+25.0%	109	+91.2%
<b>Dec-2020</b>	<b>68</b>	<b>+23.6%</b>	<b>140</b>	<b>+185.7%</b>
12-Month Avg	71	+28.3%	74	+20.4%

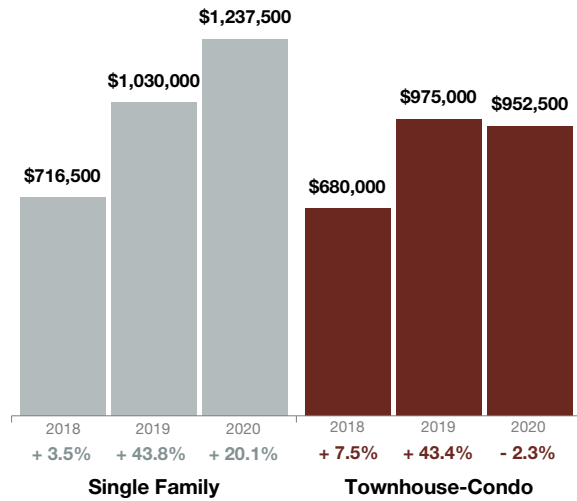
## Historical Closed Sales by Month



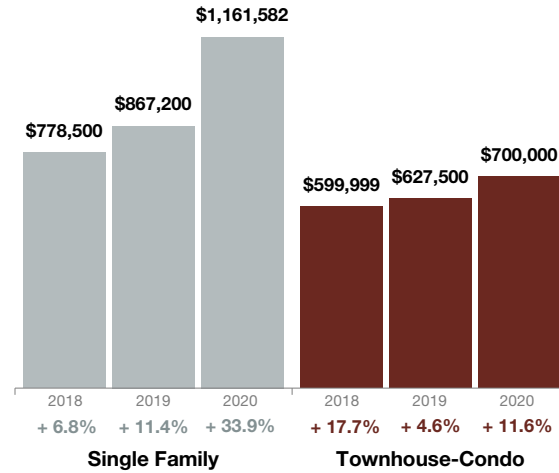
# Median Sales Price



## December



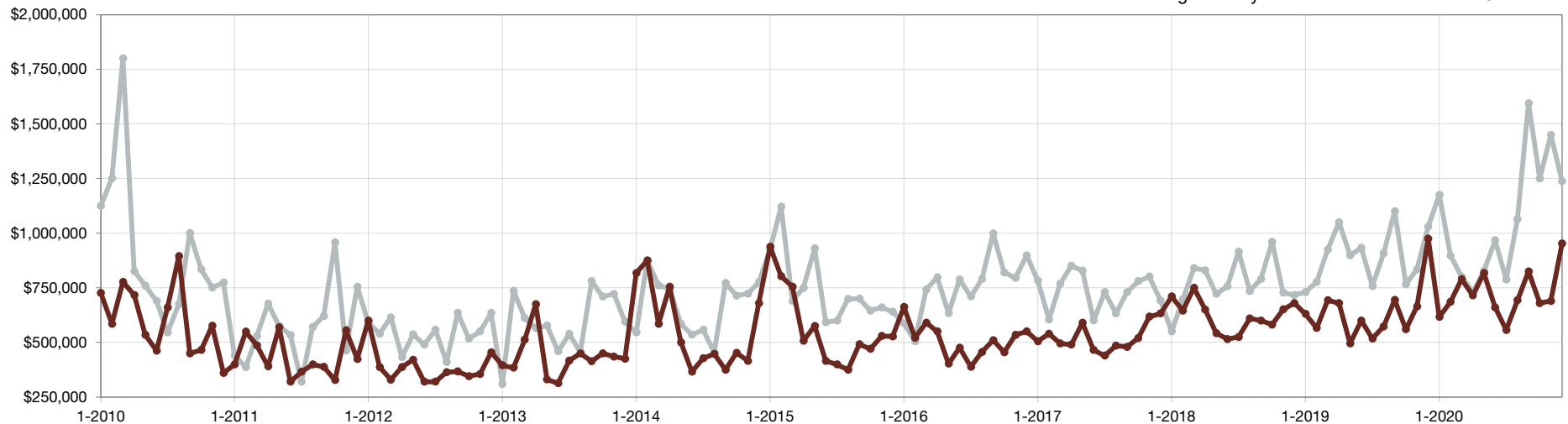
## Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2020	\$1,175,000	+61.0%	\$616,330	-2.2%
Feb-2020	\$897,500	+15.6%	\$686,250	+21.2%
Mar-2020	\$800,000	-13.5%	\$789,000	+13.9%
Apr-2020	\$730,000	-30.5%	\$715,000	+5.3%
May-2020	\$827,428	-7.9%	\$817,500	+65.2%
Jun-2020	\$967,000	+3.7%	\$660,000	+10.0%
Jul-2020	\$788,000	+4.1%	\$557,000	+7.6%
Aug-2020	\$1,065,000	+17.3%	\$692,500	+20.8%
Sep-2020	\$1,595,000	+45.0%	\$825,231	+18.9%
Oct-2020	\$1,250,000	+63.2%	\$679,750	+21.4%
Nov-2020	\$1,450,000	+73.7%	\$690,000	+3.7%
<b>Dec-2020</b>	<b>\$1,237,500</b>	<b>+20.1%</b>	<b>\$952,500</b>	<b>-2.3%</b>
12-Month Avg*	\$1,161,582	+33.9%	\$700,000	+11.6%

\* Median Sales Price for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

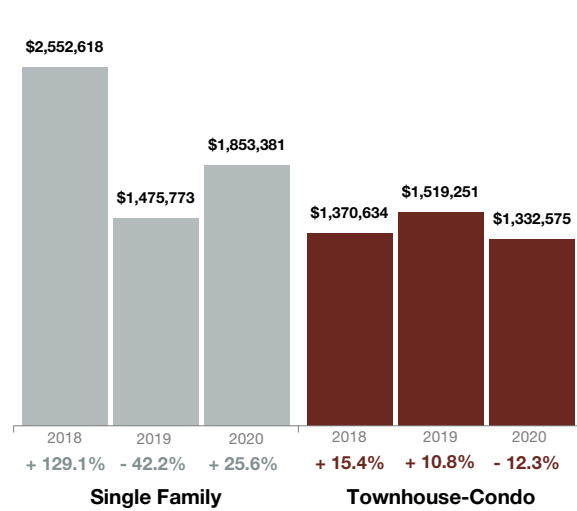
## Historical Median Sales Price by Month



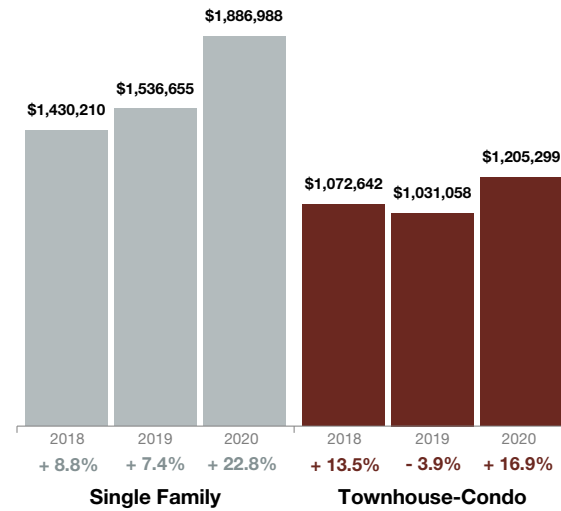
# Average Sales Price



## December



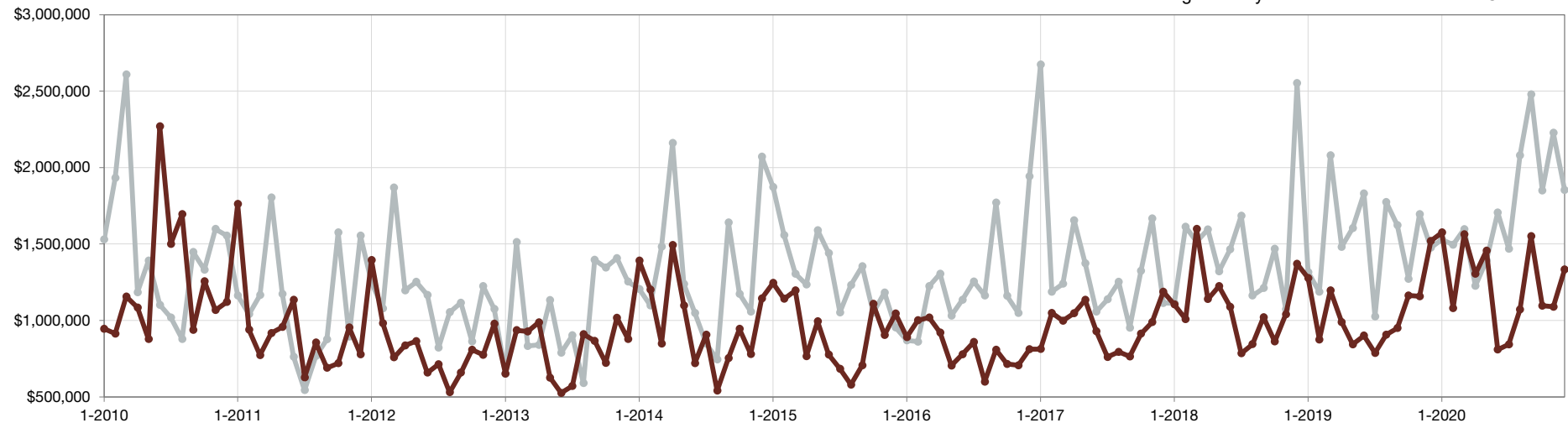
## Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2020	\$1,528,020	+16.1%	\$1,575,377	+23.4%
Feb-2020	\$1,494,691	+25.9%	\$1,080,733	+23.5%
Mar-2020	\$1,597,044	-23.2%	\$1,562,696	+30.6%
Apr-2020	\$1,226,802	-17.2%	\$1,304,640	+31.9%
May-2020	\$1,392,532	-13.2%	\$1,456,462	+72.7%
Jun-2020	\$1,705,807	-6.8%	\$808,987	-10.1%
Jul-2020	\$1,468,939	+43.2%	\$843,524	+7.2%
Aug-2020	\$2,080,060	+17.3%	\$1,071,824	+18.3%
Sep-2020	\$2,478,571	+52.7%	\$1,551,268	+63.4%
Oct-2020	\$1,849,630	+45.4%	\$1,095,949	-5.7%
Nov-2020	\$2,226,872	+31.4%	\$1,089,218	-5.9%
<b>Dec-2020</b>	<b>\$1,853,381</b>	<b>+25.6%</b>	<b>\$1,332,575</b>	<b>-12.3%</b>
12-Month Avg*	\$1,886,988	+22.8%	\$1,205,299	+16.9%

\* Avg. Sales Price for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



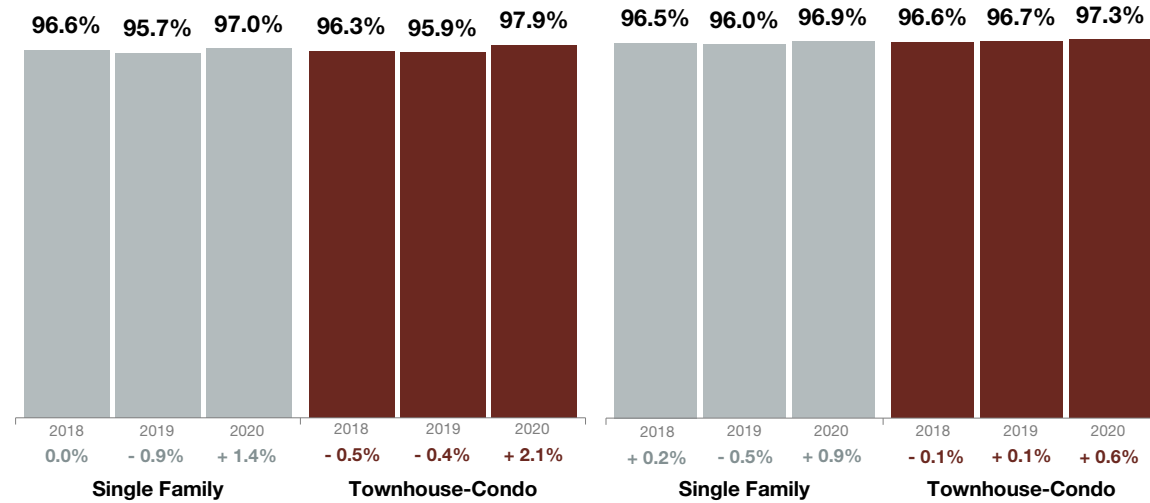


# Percent of List Price Received



## December

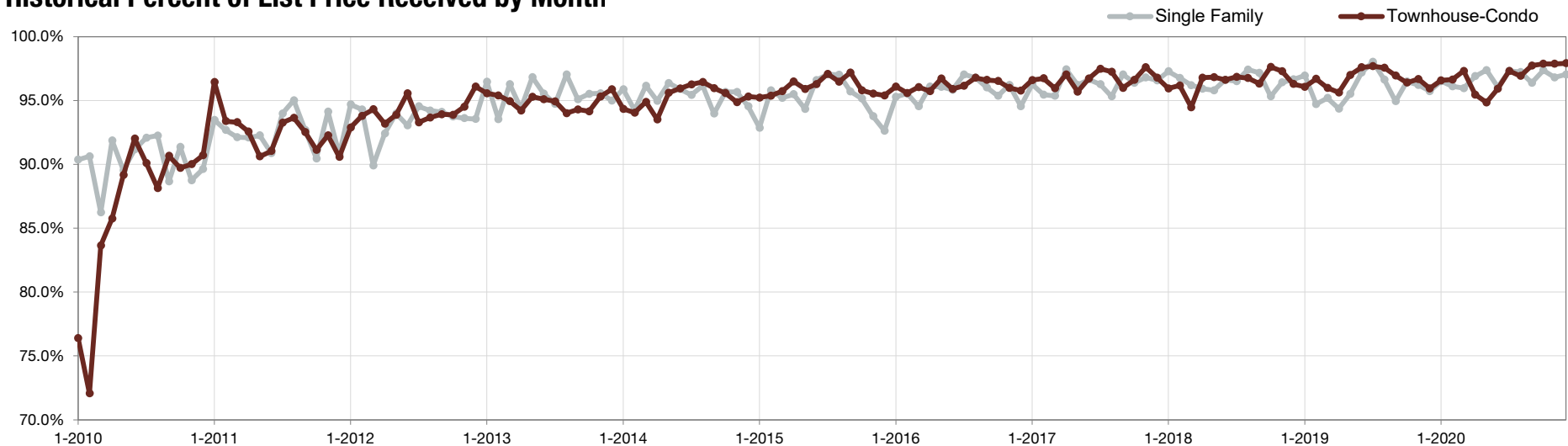
## Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2020	96.5%	-0.4%	96.6%	+0.5%
Feb-2020	96.1%	+1.5%	96.6%	-0.1%
Mar-2020	96.0%	+0.8%	97.3%	+1.4%
Apr-2020	96.9%	+2.6%	95.4%	-0.2%
May-2020	97.4%	+2.0%	94.8%	-2.3%
Jun-2020	96.0%	-1.2%	95.9%	-1.7%
Jul-2020	97.3%	-0.7%	97.3%	-0.4%
Aug-2020	97.2%	+0.6%	96.9%	-0.7%
Sep-2020	96.4%	+1.6%	97.7%	+0.7%
Oct-2020	97.4%	+0.9%	97.9%	+1.6%
Nov-2020	96.8%	+0.6%	97.9%	+1.2%
<b>Dec-2020</b>	<b>97.0%</b>	<b>+1.4%</b>	<b>97.9%</b>	<b>+2.1%</b>
12-Month Avg*	96.9%	+0.9%	97.3%	+0.6%

\* Pct. of List Price Received for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

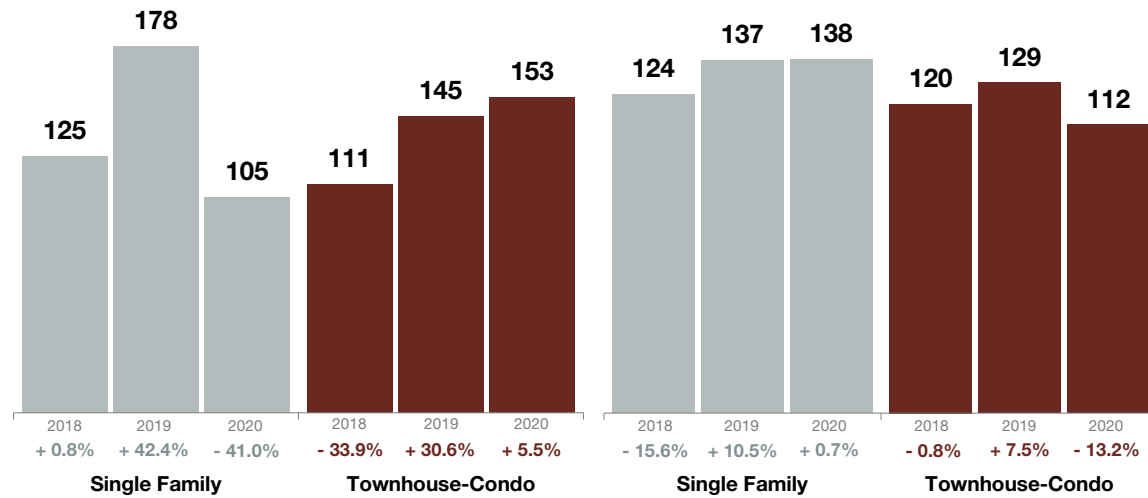


# Days on Market Until Sale



## December

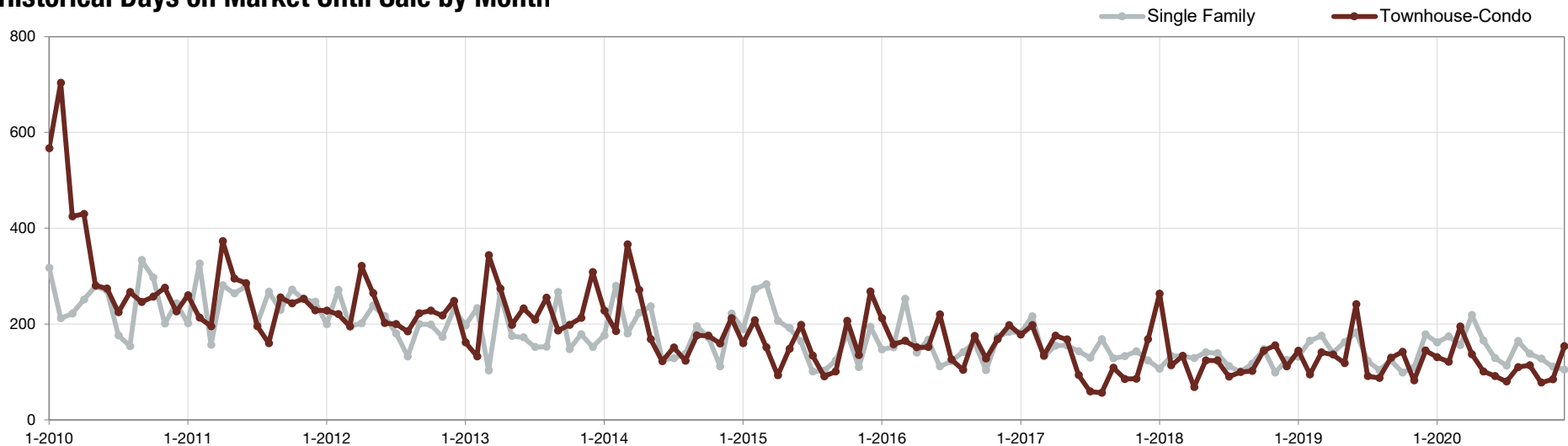
## Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2020	162	+22.7%	131	-9.0%
Feb-2020	174	+5.5%	121	+27.4%
Mar-2020	156	-10.9%	195	+38.3%
Apr-2020	219	+56.4%	137	+0.7%
May-2020	165	+1.9%	101	-14.4%
Jun-2020	129	-29.1%	91	-62.2%
Jul-2020	113	-8.1%	80	-12.1%
Aug-2020	164	+57.7%	110	+25.0%
Sep-2020	138	+11.3%	114	-11.6%
Oct-2020	128	+29.3%	78	-45.1%
Nov-2020	111	+1.8%	84	+2.4%
<b>Dec-2020</b>	<b>105</b>	<b>-41.0%</b>	<b>153</b>	<b>+5.5%</b>
12-Month Avg*	137	+0.3%	129	-12.8%

\* Days on Market for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

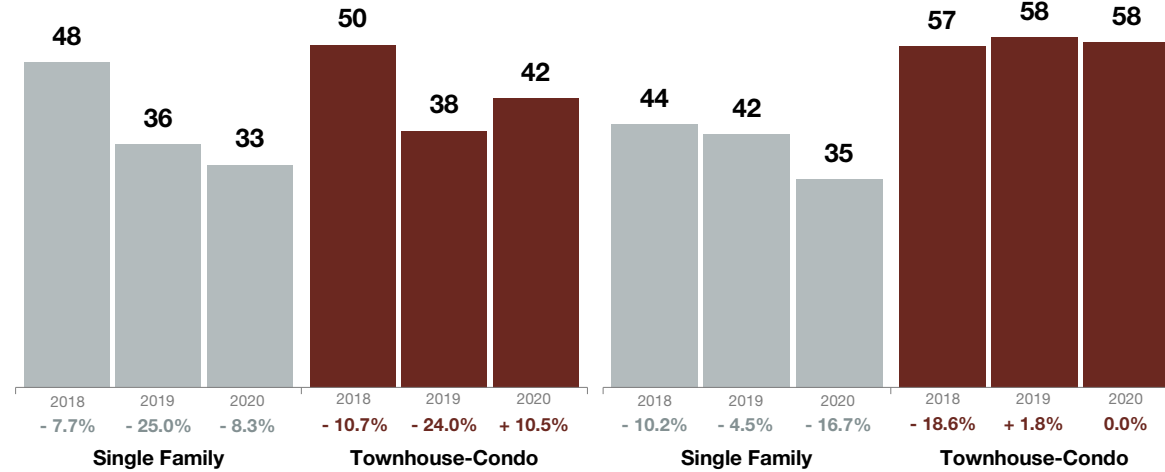


# Housing Affordability Index



## December

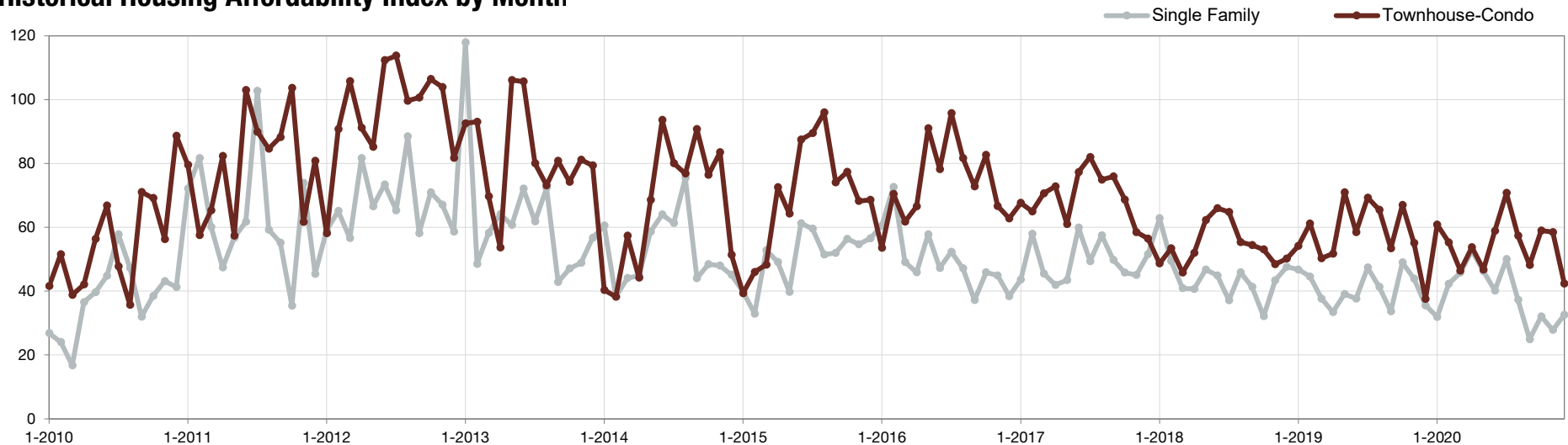
## Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2020	32	-31.9%	61	+13.0%
Feb-2020	42	-6.7%	55	-9.8%
Mar-2020	46	+21.1%	46	-8.0%
Apr-2020	53	+60.6%	54	+3.8%
May-2020	46	+17.9%	47	-33.8%
Jun-2020	40	+5.3%	59	+1.7%
Jul-2020	50	+6.4%	71	+2.9%
Aug-2020	37	-9.8%	57	-12.3%
Sep-2020	25	-26.5%	48	-9.4%
Oct-2020	32	-34.7%	59	-11.9%
Nov-2020	28	-36.4%	58	+5.5%
<b>Dec-2020</b>	<b>33</b>	<b>-8.3%</b>	<b>42</b>	<b>+10.5%</b>
12-Month Avg*	39	-19.2%	41	-27.4%

\* Affordability Index for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

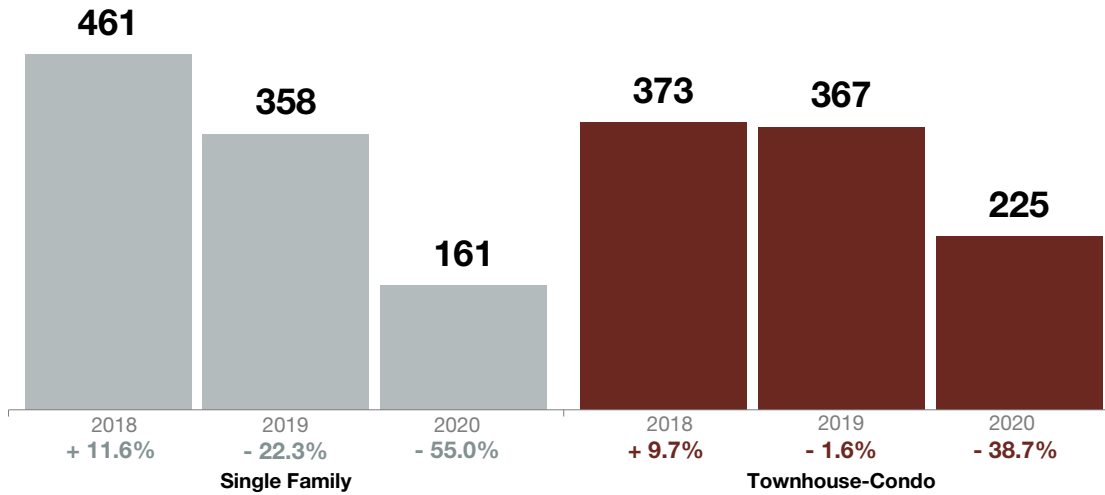
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

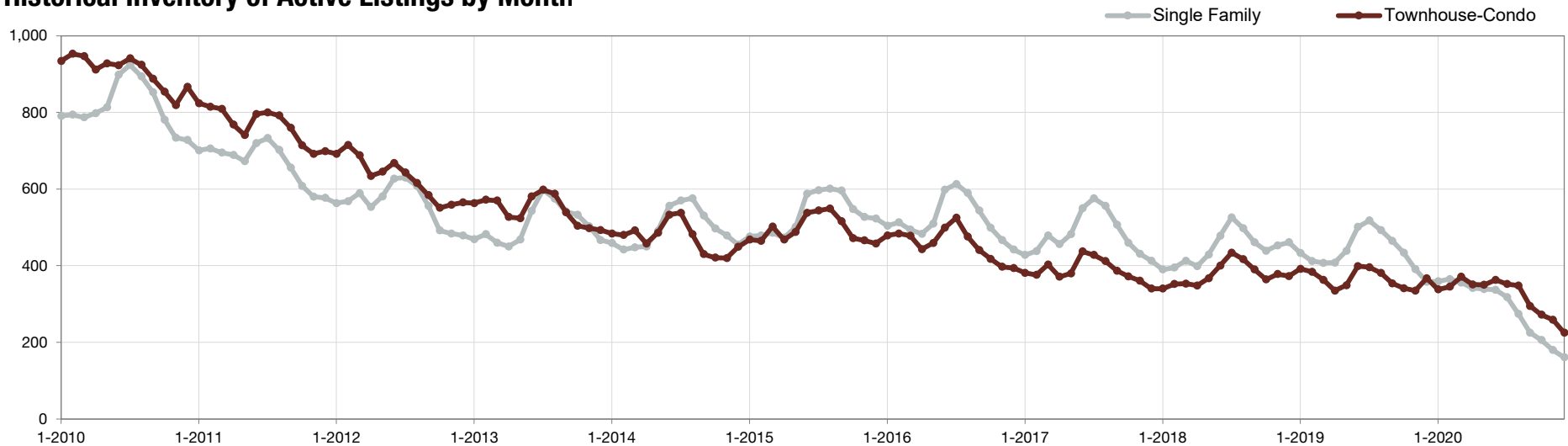


## December



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2020	359	-17.1%	338	-13.8%
Feb-2020	365	-11.4%	345	-10.2%
Mar-2020	356	-12.5%	371	+2.2%
Apr-2020	342	-16.2%	351	+4.8%
May-2020	339	-22.8%	350	+0.3%
Jun-2020	337	-32.7%	363	-9.0%
Jul-2020	318	-38.6%	352	-11.1%
Aug-2020	274	-44.4%	348	-8.7%
Sep-2020	225	-51.6%	295	-16.7%
Oct-2020	206	-52.5%	272	-20.2%
Nov-2020	180	-54.0%	259	-22.7%
<b>Dec-2020</b>	<b>161</b>	<b>-55.0%</b>	<b>225</b>	<b>-38.7%</b>
12-Month Avg	289	-34.2%	322	-12.0%

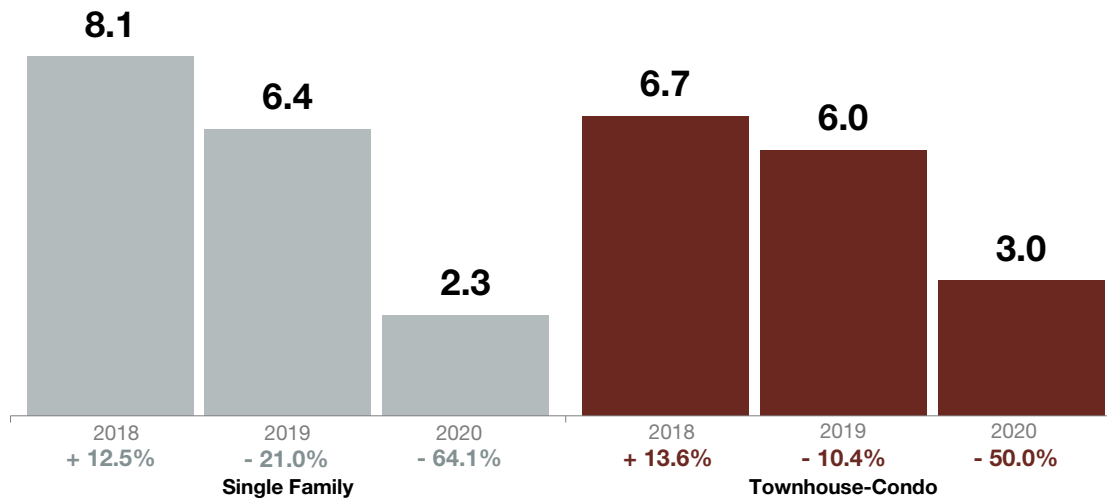
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory



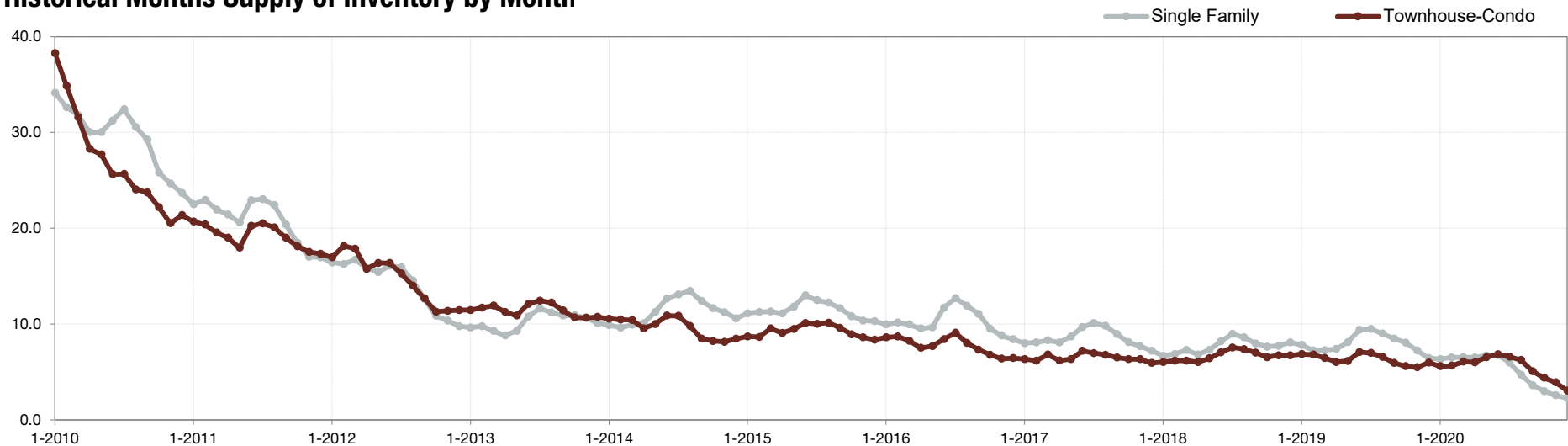
## December



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2020	6.3	-19.2%	5.6	-18.8%
Feb-2020	6.5	-9.7%	5.6	-17.6%
Mar-2020	6.5	-11.0%	6.1	-4.7%
Apr-2020	6.5	-12.2%	6.0	0.0%
May-2020	6.7	-17.3%	6.5	+6.6%
Jun-2020	6.8	-27.7%	6.8	-4.2%
Jul-2020	6.0	-36.8%	6.6	-5.7%
Aug-2020	4.7	-47.8%	6.2	-6.1%
Sep-2020	3.6	-57.6%	5.1	-13.6%
Oct-2020	3.0	-63.0%	4.4	-21.4%
Nov-2020	2.6	-63.9%	3.9	-29.1%
<b>Dec-2020</b>	<b>2.3</b>	<b>-64.1%</b>	<b>3.0</b>	<b>-50.0%</b>
12-Month Avg	5.1	-35.9%	5.5	-13.1%

\* Months Supply for all properties from January 2020 through December 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	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		144	107	- 25.7%	1,836	1,997	+ 8.8%
Pending Sales		69	129	+ 87.0%	1,429	1,859	+ 30.1%
Closed Sales		104	208	+ 100.0%	1,410	1,748	+ 24.0%
Median Sales Price		\$1,007,500	\$1,032,000	+ 2.4%	\$718,250	\$895,000	+ 24.6%
Average Sales Price		\$1,496,258	\$1,502,839	+ 0.4%	\$1,267,017	\$1,538,159	+ 21.4%
Pct. of List Price Received		95.8%	97.6%	+ 1.9%	96.4%	97.1%	+ 0.7%
Days on Market Until Sale		162	138	- 14.8%	133	125	- 6.0%
Housing Affordability Index		36	39	+ 7.5%	51	45	- 11.6%
Inventory of Active Listings		727	387	- 46.8%	--	--	--
Months Supply of Inventory		6.2	2.7	- 56.5%	--	--	--

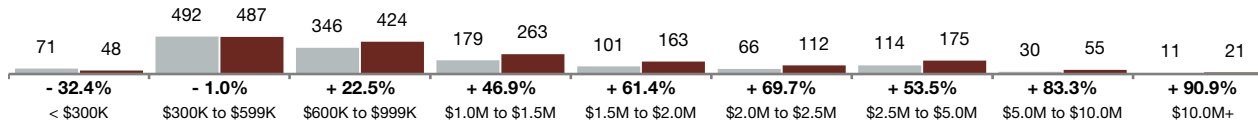
# Closed Sales

Actual sales that have closed in a given month.



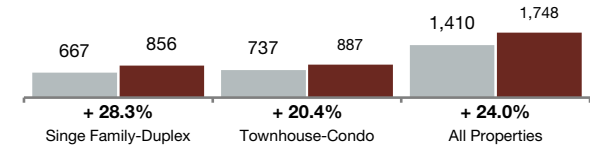
## By Price Range – All Properties – Rolling 12 Months

■ 12-2019 ■ 12-2020



## By Property Type

■ 12-2019 ■ 12-2020



### Rolling 12 Months

By Price Range	Single Family-Duplex			Townhouse-Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$299,999 and Below	30	23	-23.3%	38	23	-39.5%
\$300,000 to \$599,999	182	167	-8.2%	307	320	+4.2%
\$600,000 to \$999,999	162	188	+16.0%	184	235	+27.7%
\$1,000,000 to \$1,499,999	103	145	+40.8%	76	117	+53.9%
\$1,500,000 to \$1,999,999	48	104	+116.7%	53	59	+11.3%
\$2,000,000 to \$2,499,999	39	66	+69.2%	27	45	+66.7%
\$2,500,000 to \$4,999,999	77	111	+44.2%	37	64	+73.0%
\$5,000,000 to \$9,999,999	17	36	+111.8%	13	19	+46.2%
\$10,000,000 and Above	9	16	+77.8%	2	5	+150.0%
All Price Ranges	667	856	+28.3%	737	887	+20.4%

### Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	11-2020	12-2020	Change	11-2020	12-2020	Change
	1	0	-100.0%	0	1	--
	11	9	-18.2%	43	42	-2.3%
	12	19	+58.3%	32	31	-3.1%
	15	9	-40.0%	17	28	+64.7%
	8	13	+62.5%	5	14	+180.0%
	6	5	-16.7%	3	6	+100.0%
	16	7	-56.3%	7	12	+71.4%
	4	6	+50.0%	1	6	+500.0%
	2	0	-100.0%	1	0	-100.0%
	75	68	-9.3%	109	140	+28.4%

### Year to Date

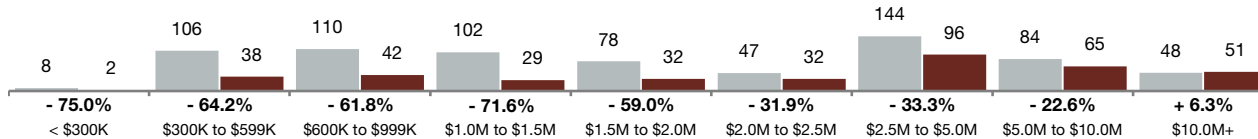
	Single Family-Duplex			Townhouse-Condo		
	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
	30	23	-23.3%	38	23	-39.5%
	182	167	-8.2%	307	320	+4.2%
	162	188	+16.0%	184	235	+27.7%
	103	145	+40.8%	76	117	+53.9%
	48	104	+116.7%	53	59	+11.3%
	39	66	+69.2%	27	45	+66.7%
	77	111	+44.2%	37	64	+73.0%
	17	36	+111.8%	13	19	+46.2%
	9	16	+77.8%	2	5	+150.0%
	667	856	+28.3%	737	887	+20.4%

# Inventory of Active Listings

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

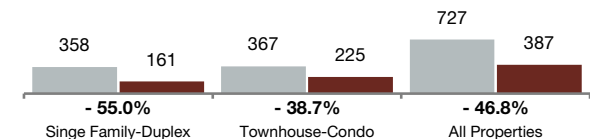
## By Price Range – All Properties

■ 12-2019 ■ 12-2020



## By Property Type

■ 12-2019 ■ 12-2020



### Year over Year

By Price Range	Single Family-Duplex			Townhouse-Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$299,999 and Below	3	1	-66.7%	4	0	-100.0%
\$300,000 to \$599,999	37	7	-81.1%	68	31	-54.4%
\$600,000 to \$999,999	39	7	-82.1%	71	35	-50.7%
\$1,000,000 to \$1,499,999	41	9	-78.0%	61	20	-67.2%
\$1,500,000 to \$1,999,999	41	8	-80.5%	37	24	-35.1%
\$2,000,000 to \$2,499,999	21	3	-85.7%	26	29	+11.5%
\$2,500,000 to \$4,999,999	90	50	-44.4%	54	46	-14.8%
\$5,000,000 to \$9,999,999	49	34	-30.6%	35	31	-11.4%
\$10,000,000 and Above	37	42	+13.5%	11	9	-18.2%
All Price Ranges	358	161	-55.0%	367	225	-38.7%

### Compared to Prior Month

	Single Family-Duplex			Townhouse-Condo		
	11-2020	12-2020	Change	11-2020	12-2020	Change
	1	1	0.0%	1	0	-100.0%
	12	7	-41.7%	42	31	-26.2%
	8	7	-12.5%	44	35	-20.5%
	9	9	0.0%	25	20	-20.0%
	18	8	-55.6%	26	24	-7.7%
	4	3	-25.0%	29	29	0.0%
	55	50	-9.1%	54	46	-14.8%
	32	34	+6.3%	31	31	0.0%
	41	42	+2.4%	7	9	+28.6%
	180	161	-10.6%	259	225	-13.1%

### Year to Date

Single Family-Duplex	Townhouse-Condo
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



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Closed Sales</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.