

# Monthly Indicators



## June 2016

New Listings were up 3.3 percent for single family/duplex homes and 8.9 percent for townhouse-condo properties. Pending Sales increased 1.5 percent for single family/duplex homes and 51.1 percent for townhouse-condo properties.

The Median Sales Price was up 33.0 percent to \$788,000 for single family/duplex homes and 10.1 percent to \$465,000 for townhouse-condo properties. Days on Market decreased 29.7 percent for single family/duplex homes and increased 11.0 percent for condo properties.

The national unemployment rate recently dropped 0.3 percent to 4.7 percent, but some states felt more of a pinch in their own figures. Similarly, the low inventory situation is showing signs of strain in markets where there are few homes for purchase. With an interest rate increase still in the cards this year, combined with the American political landscape and global economic events, a cooldown could occur by winter. Presently, however, summery growth prevails as many locales are reaching near-record prices not seen in more than a decade.

## Monthly Snapshot

**- 19.2%**    **- 11.4%**    **+ 27.2%**

One-Year Change in Closed Sales All Properties	One-Year Change in Active Listings All Properties	One-Year Change in Median Sales Price All Properties
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Residential real estate activity in Vail Board of REALTORS® MLS, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family/Duplex Activity Overview

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



Key Metrics	Historical Sparkbars	6-2015	6-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		181	187	+ 3.3%	547	546	- 0.2%
Pending Sales		67	68	+ 1.5%	309	320	+ 3.6%
Closed Sales		80	59	- 26.3%	247	248	+ 0.4%
Median Sales Price		\$592,500	\$788,000	+ 33.0%	\$680,000	\$681,188	+ 0.2%
Avg. Sales Price		\$1,440,288	\$1,135,436	- 21.2%	\$1,470,868	\$1,113,467	- 24.3%
Pct. of List Price Received		96.6%	95.9%	- 0.7%	95.4%	95.8%	+ 0.4%
Days on Market		148	104	- 29.7%	193	145	- 24.9%
Affordability Index		61	47	- 23.0%	53	55	+ 3.8%
Active Listings		586	538	- 8.2%	--	--	--
Months Supply		13.0	10.7	- 17.7%	--	--	--

# Townhouse-Condo Activity Overview

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

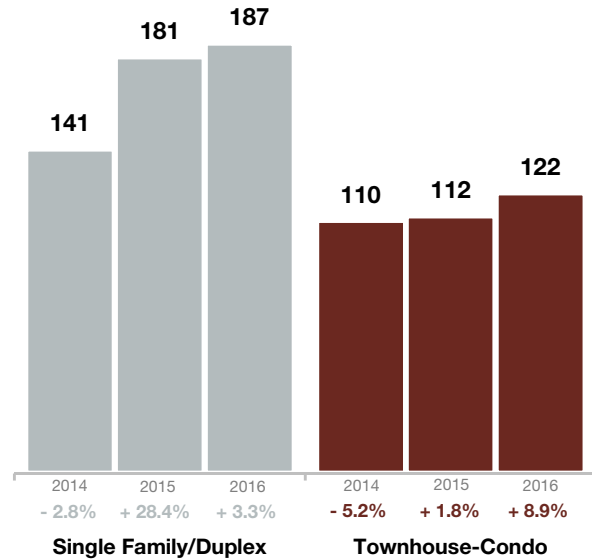


Key Metrics	Historical Sparkbars	6-2015	6-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		112	122	+ 8.9%	487	486	- 0.2%
Pending Sales		47	71	+ 51.1%	293	340	+ 16.0%
Closed Sales		64	59	- 7.8%	268	320	+ 19.4%
Median Sales Price		\$422,500	\$465,000	+ 10.1%	\$602,500	\$499,900	- 17.0%
Avg. Sales Price		\$783,961	\$779,953	- 0.5%	\$995,663	\$880,288	- 11.6%
Pct. of List Price Received		96.2%	95.9%	- 0.3%	95.9%	96.0%	+ 0.1%
Days on Market		191	212	+ 11.0%	158	170	+ 7.6%
Affordability Index		86	80	- 7.0%	60	74	+ 23.3%
Active Listings		541	456	- 15.7%	--	--	--
Months Supply		10.3	7.8	- 24.3%	--	--	--

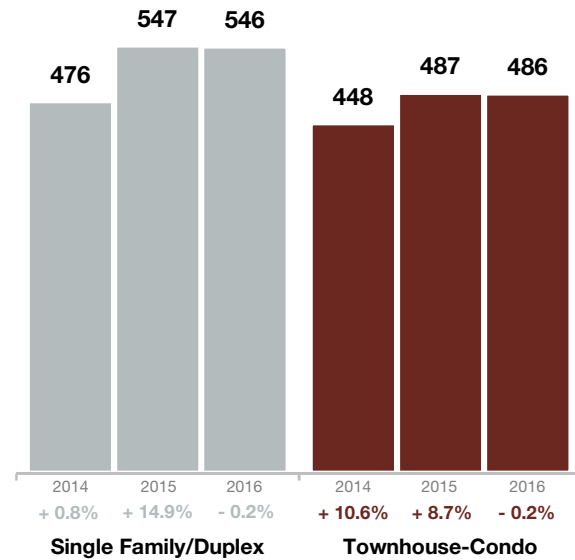
# New Listings



## June

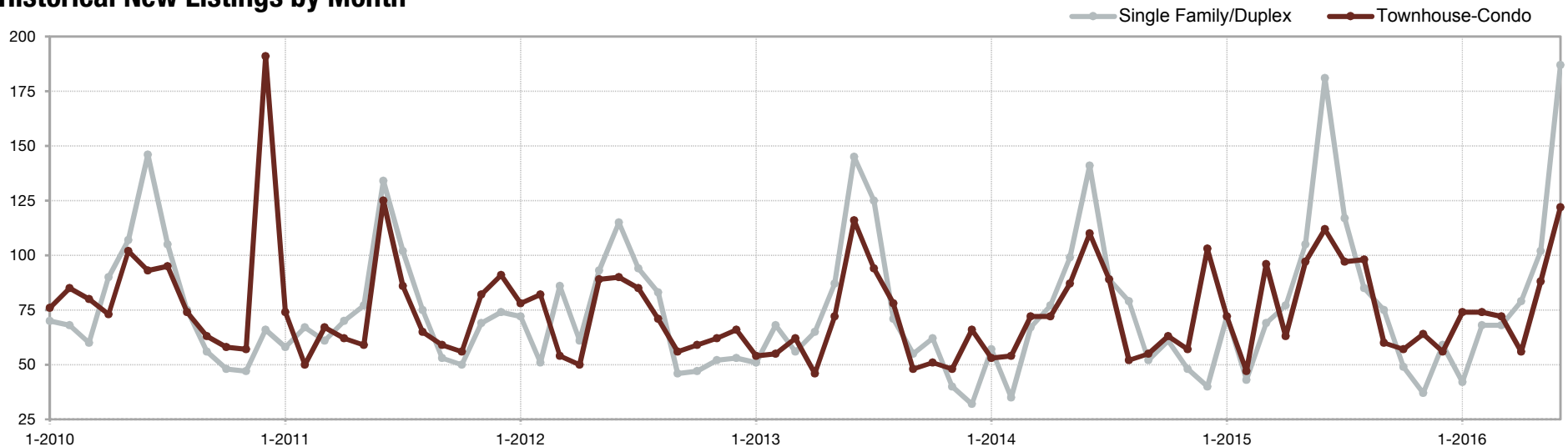


## Year to Date



New Listings	Single Family/Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2015	117	+31.5%	97	+9.0%
Aug-2015	85	+7.6%	98	+88.5%
Sep-2015	75	+44.2%	60	+9.1%
Oct-2015	49	-19.7%	57	-9.5%
Nov-2015	37	-22.9%	64	+12.3%
Dec-2015	59	+47.5%	56	-45.6%
Jan-2016	42	-41.7%	74	+2.8%
Feb-2016	68	+58.1%	74	+57.4%
Mar-2016	68	-1.4%	72	-25.0%
Apr-2016	79	+2.6%	56	-11.1%
May-2016	102	-2.9%	88	-9.3%
<b>Jun-2016</b>	<b>187</b>	<b>+3.3%</b>	<b>122</b>	<b>+8.9%</b>
12-Month Avg	81	+5.7%	77	+1.3%

## Historical New Listings by Month

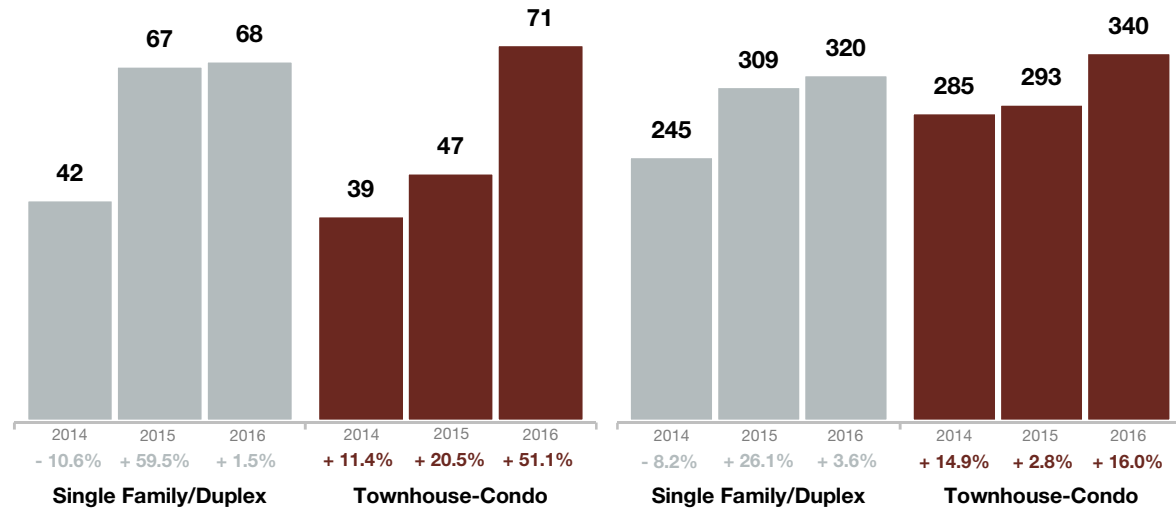


# Pending Sales



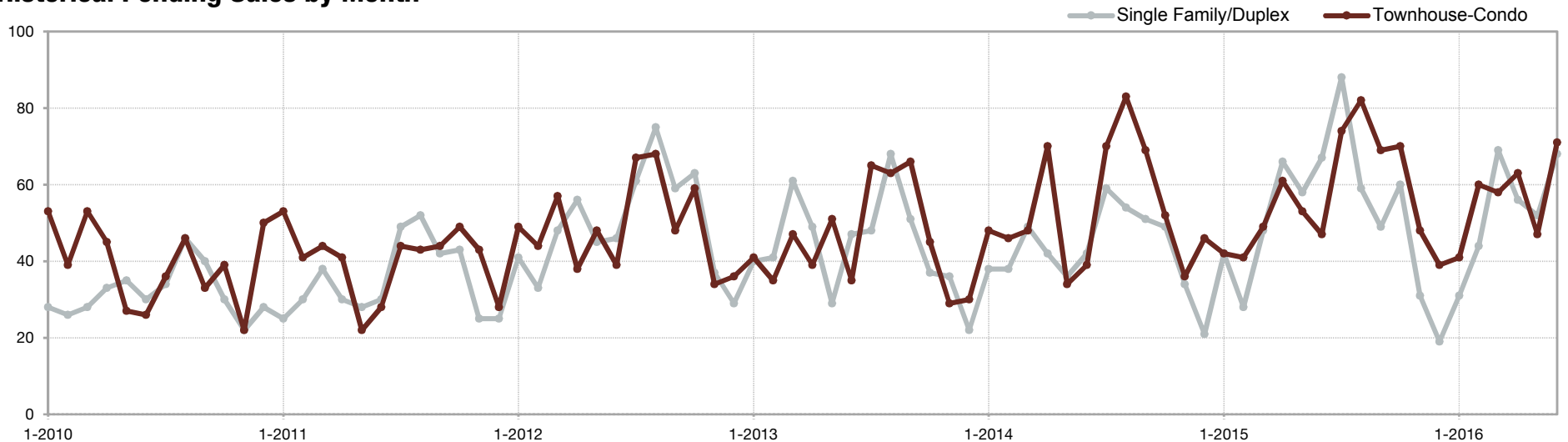
## June

## Year to Date



Pending Sales	Single Family/Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2015	88	+49.2%	74	+5.7%
Aug-2015	59	+9.3%	82	-1.2%
Sep-2015	49	-3.9%	69	0.0%
Oct-2015	60	+22.4%	70	+34.6%
Nov-2015	31	-8.8%	48	+33.3%
Dec-2015	19	-9.5%	39	-15.2%
Jan-2016	31	-26.2%	41	-2.4%
Feb-2016	44	+57.1%	60	+46.3%
Mar-2016	69	+43.8%	58	+18.4%
Apr-2016	56	-15.2%	63	+3.3%
May-2016	52	-10.3%	47	-11.3%
<b>Jun-2016</b>	<b>68</b>	<b>+1.5%</b>	<b>71</b>	<b>+51.1%</b>
12-Month Avg	52	+8.5%	60	+11.2%

## Historical Pending Sales by Month

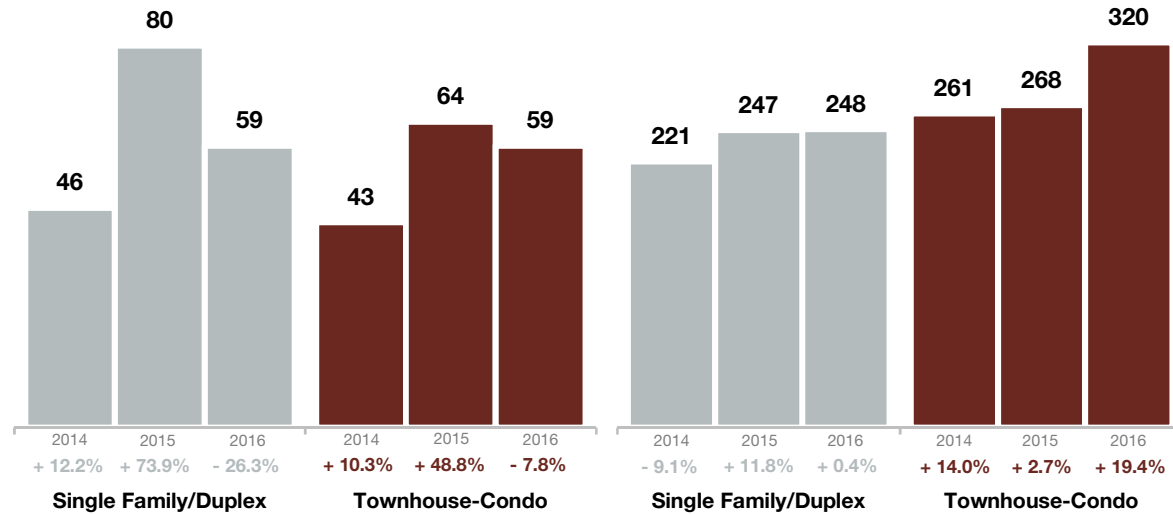


# Closed Sales



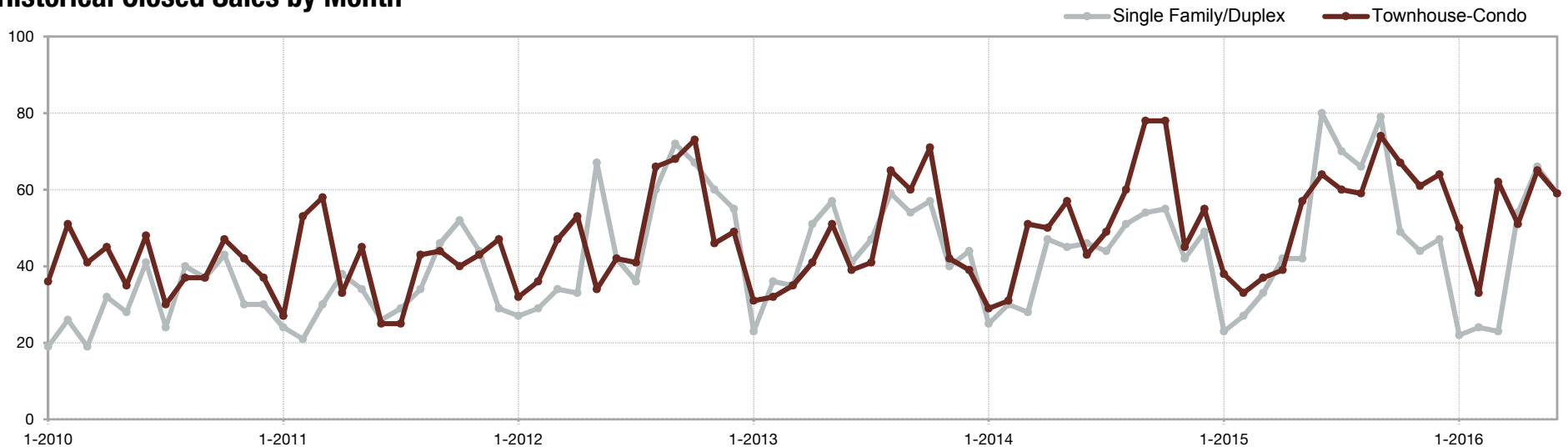
## June

## Year to Date



Closed Sales	Single Family/Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2015	70	+59.1%	60	+22.4%
Aug-2015	66	+29.4%	59	-1.7%
Sep-2015	79	+46.3%	74	-5.1%
Oct-2015	49	-10.9%	67	-14.1%
Nov-2015	44	+4.8%	61	+35.6%
Dec-2015	47	-4.1%	64	+16.4%
Jan-2016	22	-4.3%	50	+31.6%
Feb-2016	24	-11.1%	33	0.0%
Mar-2016	23	-30.3%	62	+67.6%
Apr-2016	54	+28.6%	51	+30.8%
May-2016	66	+57.1%	65	+14.0%
<b>Jun-2016</b>	<b>59</b>	<b>-26.3%</b>	<b>59</b>	<b>-7.8%</b>
12-Month Avg	50	+11.3%	59	+11.4%

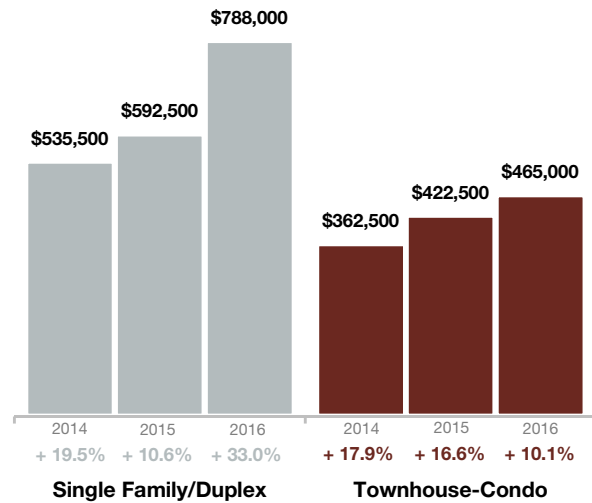
## Historical Closed Sales by Month



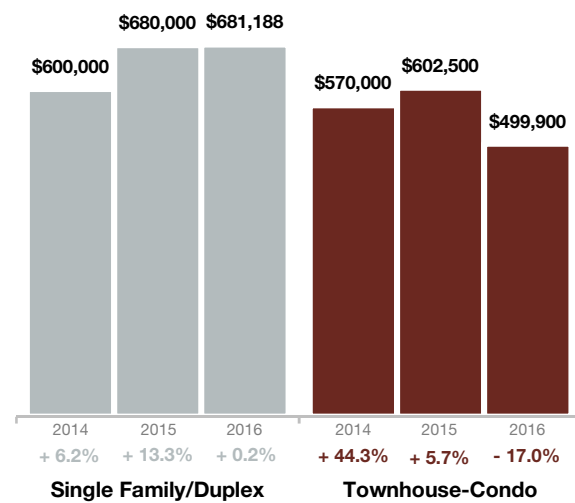
# Median Sales Price



## June



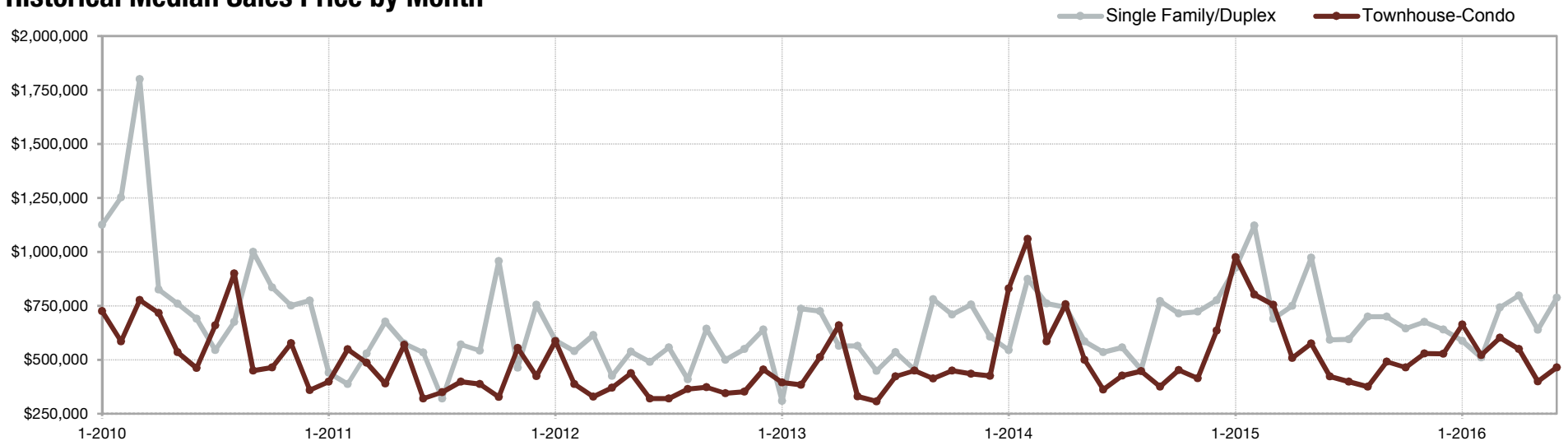
## Year to Date



Median Sales Price	Single Family/Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2015	\$595,000	+6.7%	\$398,500	-6.7%
Aug-2015	\$699,500	+53.7%	\$375,000	-16.1%
Sep-2015	\$700,000	-9.3%	\$491,250	+31.0%
Oct-2015	\$645,000	-9.6%	\$465,000	+2.8%
Nov-2015	\$675,000	-6.6%	\$529,000	+27.5%
Dec-2015	\$640,000	-17.4%	\$527,500	-16.9%
Jan-2016	\$587,500	-36.6%	\$662,949	-32.0%
Feb-2016	\$510,250	-54.5%	\$521,250	-35.0%
Mar-2016	\$742,500	+7.6%	\$602,500	-20.2%
Apr-2016	\$797,900	+6.4%	\$550,000	+8.3%
May-2016	\$639,250	-34.3%	\$400,000	-30.4%
<b>Jun-2016</b>	<b>\$788,000</b>	<b>+33.0%</b>	<b>\$465,000</b>	<b>+10.1%</b>
12-Month Avg*	\$675,000	-0.7%	\$470,000	-6.0%

\* Median Sales Price for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

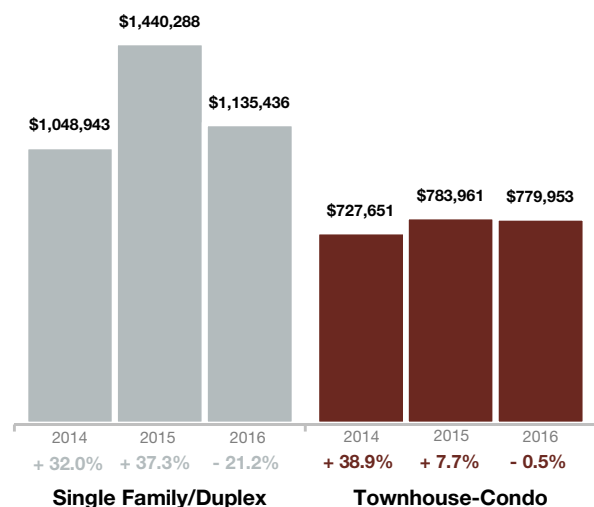
## Historical Median Sales Price by Month



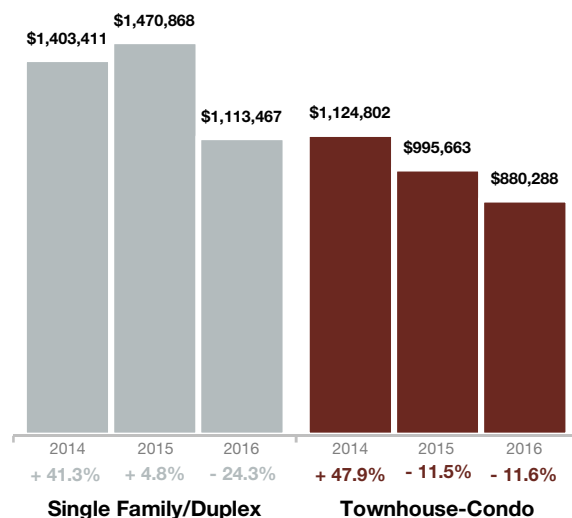
# Average Sales Price



## June



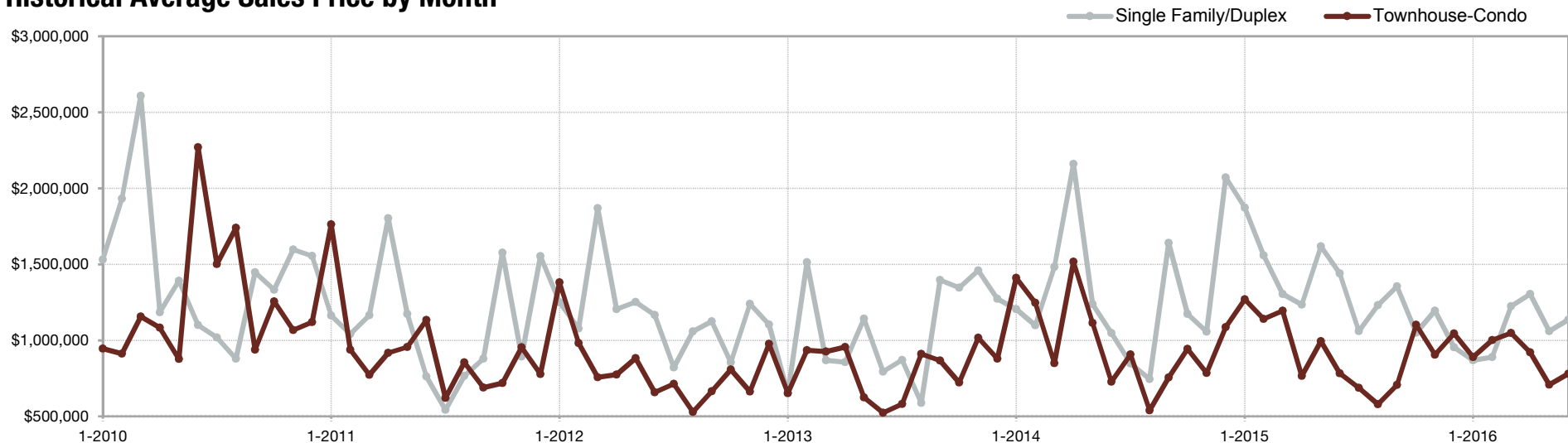
## Year to Date



Avg. Sales Price	Single Family/Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2015	\$1,060,670	+25.0%	\$687,532	-24.2%
Aug-2015	\$1,232,124	+65.3%	\$580,417	+7.5%
Sep-2015	\$1,354,503	-17.4%	\$706,967	-6.5%
Oct-2015	\$1,050,771	-10.4%	\$1,102,309	+16.7%
Nov-2015	\$1,194,902	+13.0%	\$904,931	+15.2%
Dec-2015	\$954,650	-53.9%	\$1,044,734	-3.9%
Jan-2016	\$869,364	-53.6%	\$890,844	-29.8%
Feb-2016	\$890,802	-42.8%	\$1,000,788	-12.3%
Mar-2016	\$1,223,913	-6.2%	\$1,048,645	-12.3%
Apr-2016	\$1,305,353	+5.7%	\$921,096	+20.2%
May-2016	\$1,060,677	-34.4%	\$709,458	-28.6%
<b>Jun-2016</b>	<b>\$1,135,436</b>	<b>-21.2%</b>	<b>\$779,953</b>	<b>-0.5%</b>
12-Month Avg*	\$1,140,373	-16.2%	\$858,756	-4.9%

\* Avg. Sales Price for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



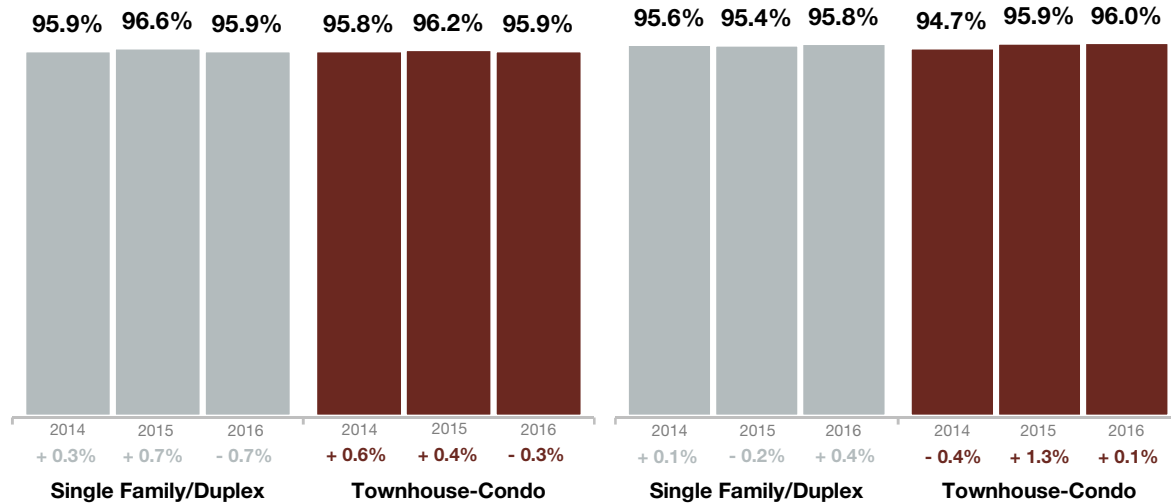


# Percent of List Price Received



## June

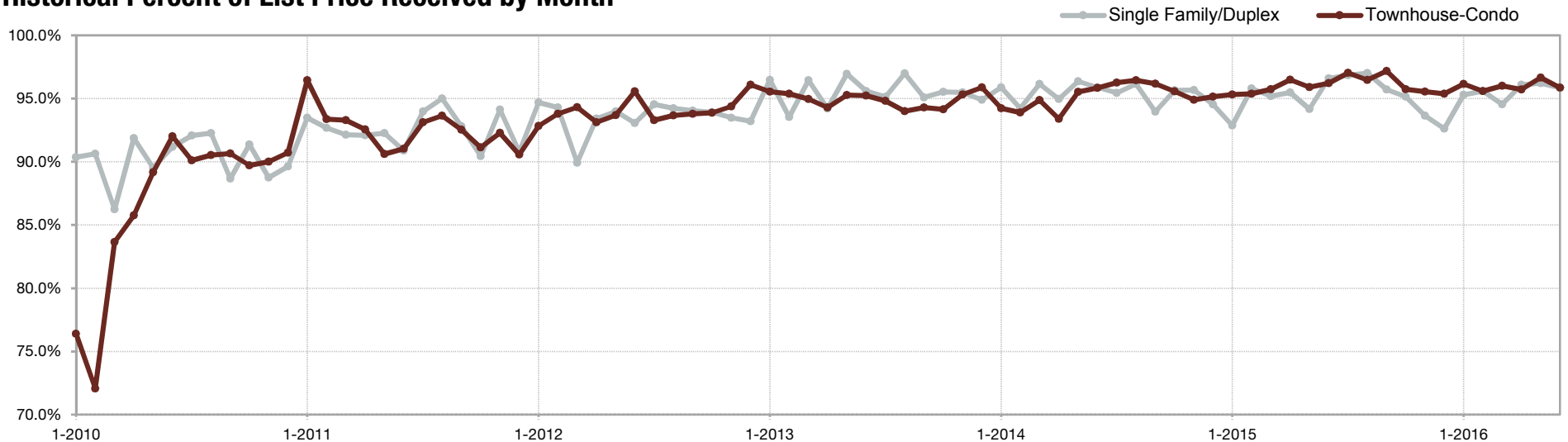
## Year to Date



Pct. of List Price Received	Single Family/Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2015	96.8%	+1.5%	97.0%	+0.7%
Aug-2015	97.0%	+0.8%	96.5%	+0.1%
Sep-2015	95.7%	+1.8%	97.2%	+1.0%
Oct-2015	95.2%	-0.5%	95.7%	+0.1%
Nov-2015	93.7%	-2.1%	95.5%	+0.6%
Dec-2015	92.6%	-2.0%	95.4%	+0.3%
Jan-2016	95.3%	+2.6%	96.1%	+0.8%
Feb-2016	95.6%	-0.2%	95.6%	+0.2%
Mar-2016	94.5%	-0.7%	96.0%	+0.3%
Apr-2016	96.1%	+0.6%	95.7%	-0.8%
May-2016	96.2%	+2.1%	96.7%	+0.8%
<b>Jun-2016</b>	<b>95.9%</b>	<b>-0.7%</b>	<b>95.9%</b>	<b>-0.3%</b>
12-Month Avg*	95.6%	+0.3%	96.1%	+0.3%

\* Pct. of List Price Received for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

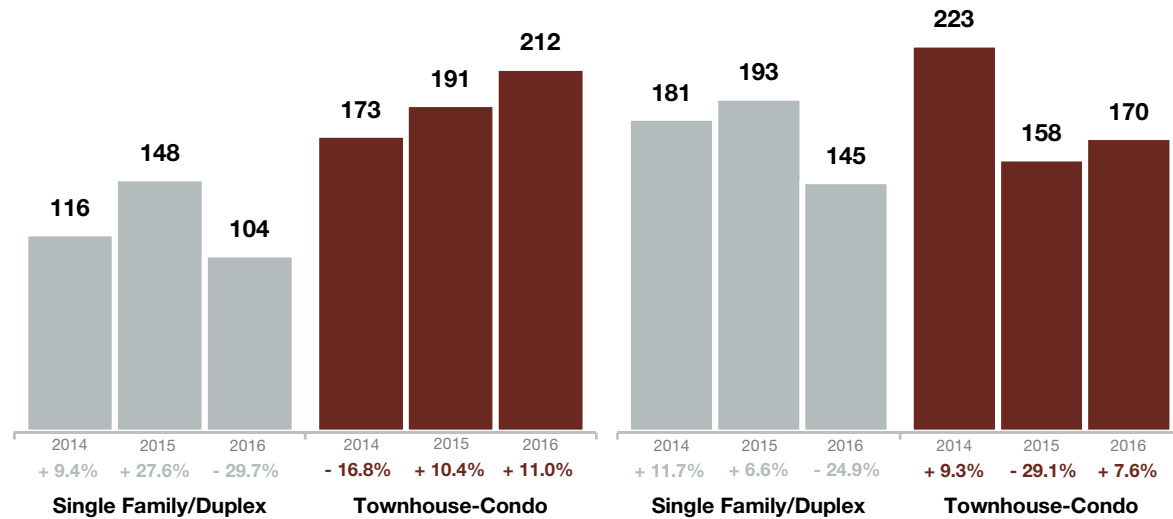


# Days on Market Until Sale



## June

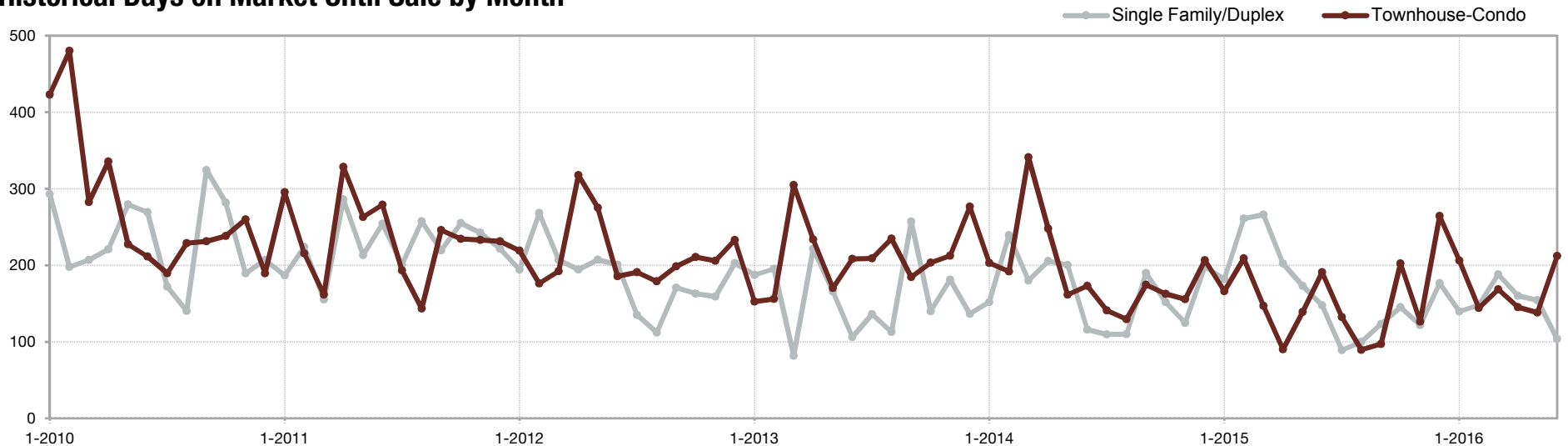
## Year to Date



Days on Market	Single Family/Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2015	89	-19.1%	132	-6.4%
Aug-2015	100	-9.1%	90	-30.2%
Sep-2015	123	-35.3%	97	-44.3%
Oct-2015	145	-4.6%	203	+24.5%
Nov-2015	122	-2.4%	126	-19.2%
Dec-2015	177	-10.6%	265	+28.0%
Jan-2016	140	-23.1%	206	+24.1%
Feb-2016	148	-43.3%	144	-31.1%
Mar-2016	188	-29.3%	169	+15.0%
Apr-2016	160	-20.8%	145	+61.1%
May-2016	154	-11.0%	138	-0.7%
<b>Jun-2016</b>	<b>104</b>	<b>-29.7%</b>	<b>212</b>	<b>+11.0%</b>
12-Month Avg*	169	-22.2%	161	-0.1%

\* Days on Market for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

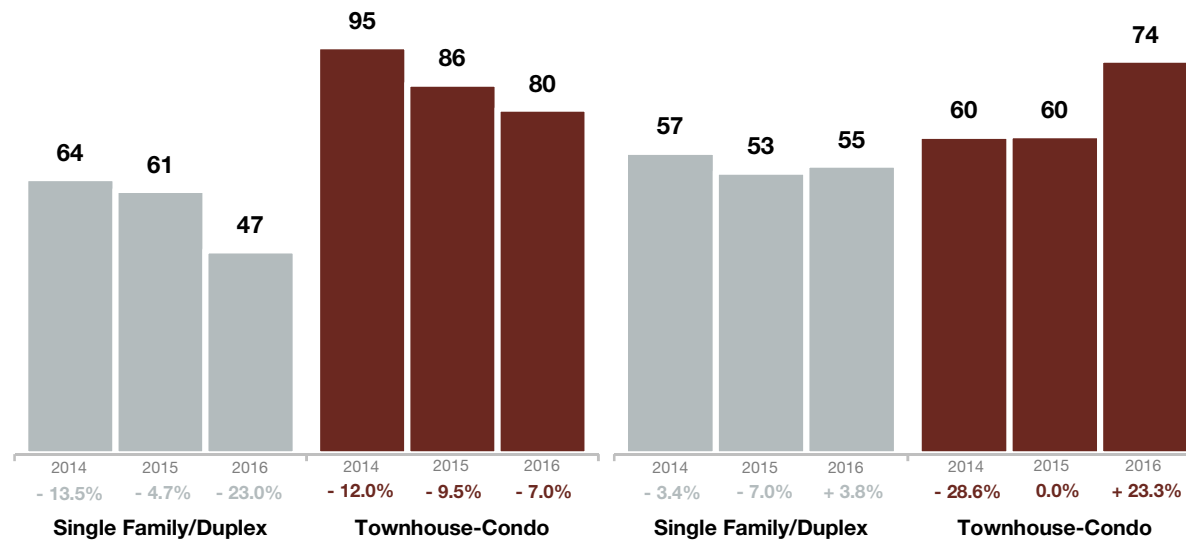


# Housing Affordability Index



June

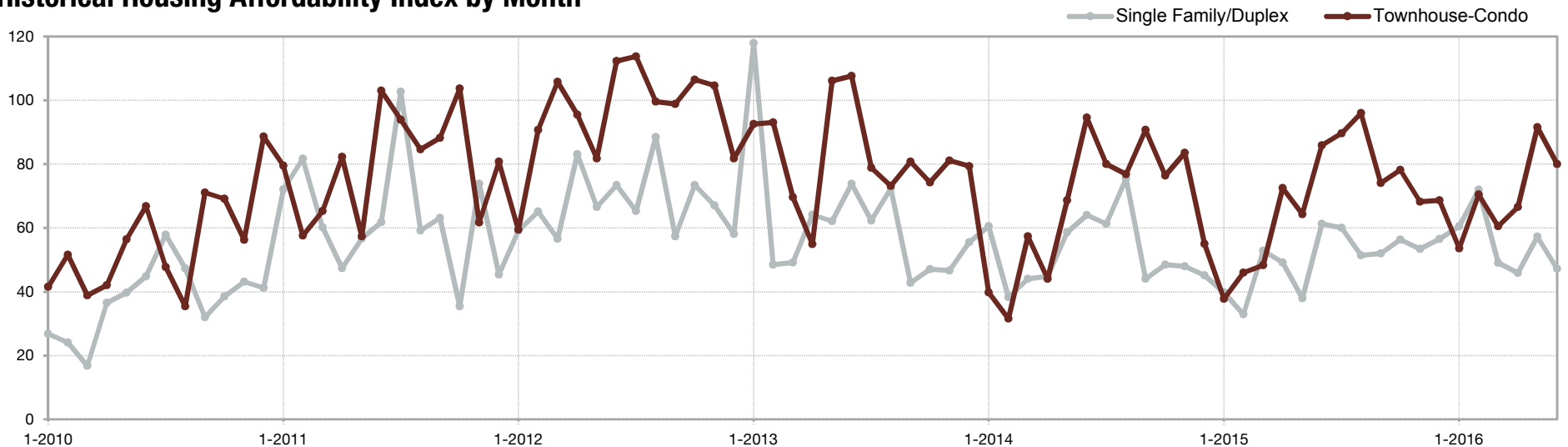
Year to Date



Affordability Index	Single Family/Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2015	60	-1.6%	90	+12.5%
Aug-2015	51	-32.0%	96	+24.7%
Sep-2015	52	+18.2%	74	-18.7%
Oct-2015	56	+16.7%	78	+2.6%
Nov-2015	53	+10.4%	68	-19.0%
Dec-2015	57	+26.7%	69	+25.5%
Jan-2016	61	+52.5%	54	+42.1%
Feb-2016	72	+118.2%	70	+52.2%
Mar-2016	49	-7.5%	61	+27.1%
Apr-2016	46	-6.1%	67	-8.2%
May-2016	57	+50.0%	92	+43.8%
<b>Jun-2016</b>	<b>47</b>	<b>-23.0%</b>	<b>80</b>	<b>-7.0%</b>
12-Month Avg*	55	-5.4%	50	+17.4%

\* Affordability Index for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

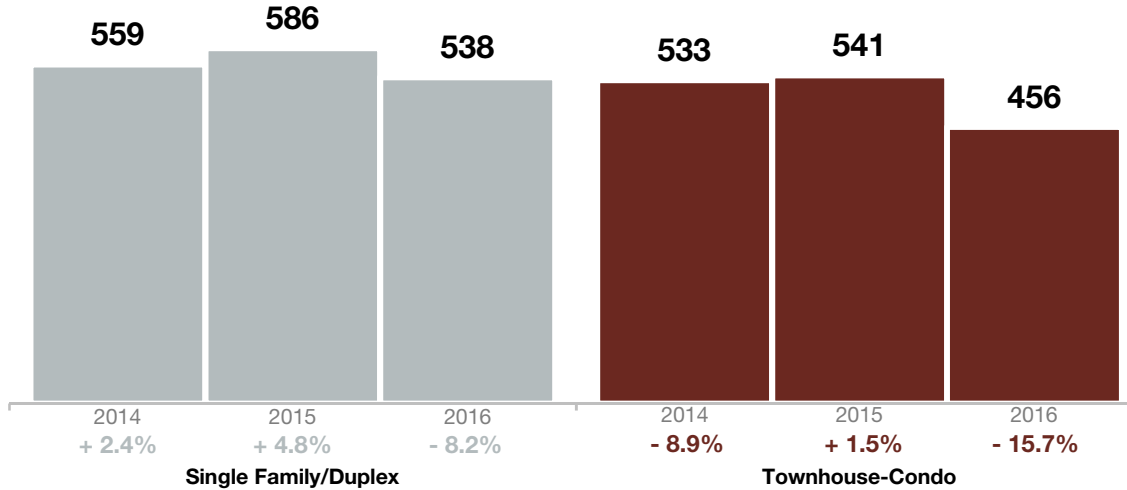
## Historical Housing Affordability Index by Month



# Inventory of Active Listings



June



Active Listings	Single Family/Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2015	595	+4.0%	546	+1.1%
Aug-2015	600	+3.6%	548	+13.2%
Sep-2015	593	+10.8%	510	+17.8%
Oct-2015	543	+8.6%	466	+10.4%
Nov-2015	519	+7.9%	460	+9.0%
Dec-2015	511	+12.1%	449	-0.7%
Jan-2016	487	+2.1%	466	-1.3%
Feb-2016	488	+1.9%	470	0.0%
Mar-2016	467	-4.3%	464	-8.7%
Apr-2016	449	-5.3%	422	-10.8%
May-2016	470	-6.0%	432	-11.8%
<b>Jun-2016</b>	<b>538</b>	<b>-8.2%</b>	<b>456</b>	<b>-15.7%</b>
12-Month Avg	522	+2.2%	474	-0.3%

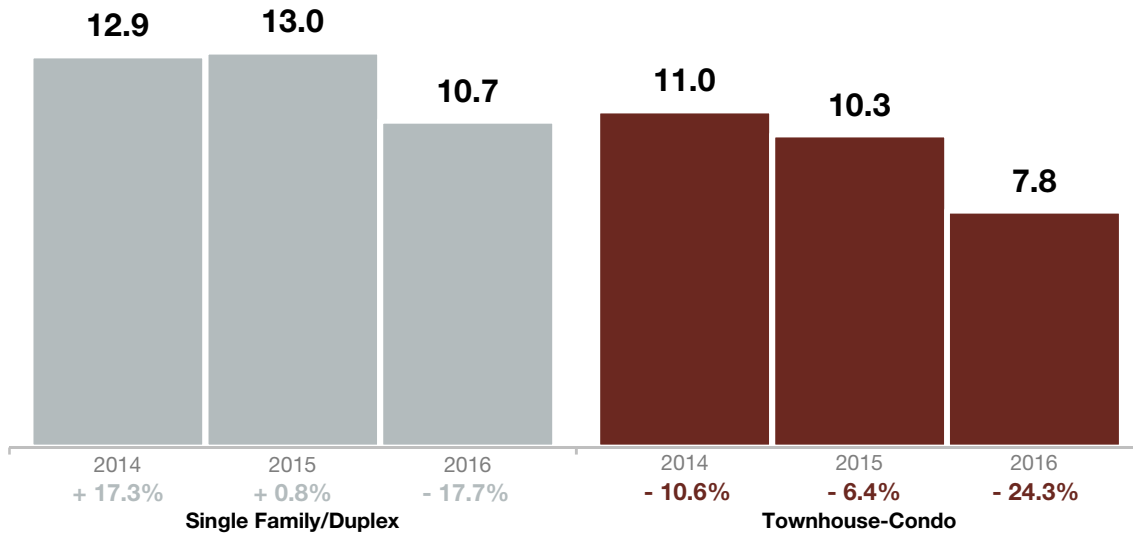
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory



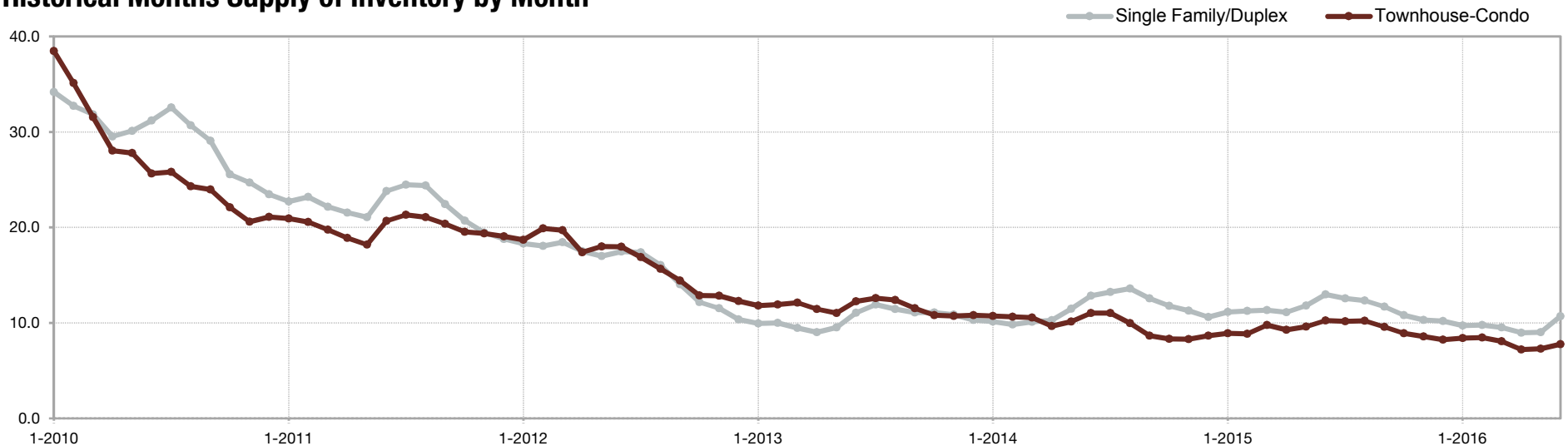
June



Months Supply	Single Family/Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2015	12.6	-4.5%	10.2	-7.3%
Aug-2015	12.3	-9.6%	10.2	+2.0%
Sep-2015	11.7	-7.1%	9.6	+10.3%
Oct-2015	10.8	-8.5%	8.9	+7.2%
Nov-2015	10.3	-8.8%	8.6	+3.6%
Dec-2015	10.2	-3.8%	8.3	-4.6%
Jan-2016	9.7	-12.6%	8.4	-5.6%
Feb-2016	9.8	-12.5%	8.5	-4.5%
Mar-2016	9.5	-15.9%	8.1	-17.3%
Apr-2016	9.0	-18.9%	7.2	-22.6%
May-2016	9.0	-23.7%	7.3	-24.0%
<b>Jun-2016</b>	<b>10.7</b>	<b>-17.7%</b>	<b>7.8</b>	<b>-24.3%</b>
12-Month Avg	10.5	-11.9%	8.6	-7.8%

\* Months Supply for all properties from July 2015 through June 2016. 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	6-2015	6-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		294	309	+ 5.1%	1,037	1,036	- 0.1%
Pending Sales		115	139	+ 20.9%	605	660	+ 9.1%
Closed Sales		146	118	- 19.2%	517	568	+ 9.9%
Median Sales Price		\$502,500	\$639,000	+ 27.2%	\$630,000	\$590,000	- 6.3%
Avg. Sales Price		\$1,136,517	\$957,695	- 15.7%	\$1,219,878	\$982,098	- 19.5%
Pct. of List Price Received		96.7%	95.9%	- 0.8%	95.7%	95.9%	+ 0.2%
Days on Market		165	158	- 4.2%	174	159	- 8.6%
Affordability Index		72	58	- 19.3%	58	63	+ 9.5%
Active Listings		1,127	998	- 11.4%	--	--	--
Months Supply		11.5	9.1	- 20.9%	--	--	--

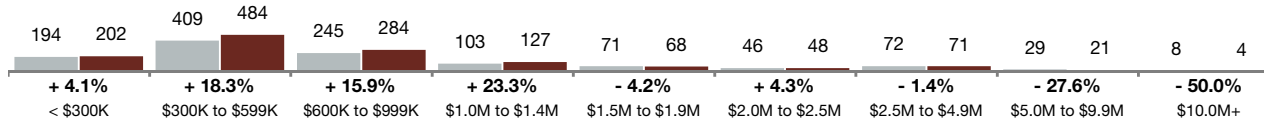
# Closed Sales

Actual sales that have closed in a given month.



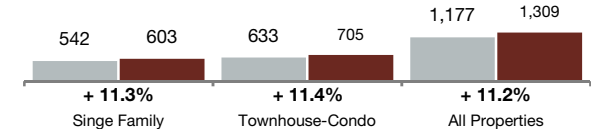
## By Price Range – All Properties – Rolling 12 Months

■ 6-2015 ■ 6-2016



## By Property Type

■ 6-2015 ■ 6-2016



### Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2015	6-2016	Change	6-2015	6-2016	Change
\$299,999 and Below	56	64	+ 14.3%	136	137	+ 0.7%
\$300,000 to \$599,999	182	194	+ 6.6%	227	290	+ 27.8%
\$600,000 to \$999,999	125	157	+ 25.6%	120	127	+ 5.8%
\$1,000,000 to \$1,499,999	50	69	+ 38.0%	53	58	+ 9.4%
\$1,500,00 to \$1,999,999	41	37	- 9.8%	30	31	+ 3.3%
\$2,000,000 to \$2,499,999	22	25	+ 13.6%	24	23	- 4.2%
\$2,500,000 to \$4,999,999	40	43	+ 7.5%	32	28	- 12.5%
\$5,000,000 to \$9,999,999	18	12	- 33.3%	11	9	- 18.2%
\$10,000,000 and Above	8	2	- 75.0%	0	2	--
<b>All Price Ranges</b>	<b>542</b>	<b>603</b>	<b>+ 11.3%</b>	<b>633</b>	<b>705</b>	<b>+ 11.4%</b>

### Compared to Prior Month

	Single Family			Condo		
	5-2016	6-2016	Change	5-2016	6-2016	Change
	7	5	- 28.6%	16	13	- 18.8%
	25	12	- 52.0%	31	25	- 19.4%
	16	24	+ 50.0%	9	7	- 22.2%
	9	10	+ 11.1%	4	6	+ 50.0%
	2	5	+ 150.0%	0	4	--
	1	1	0.0%	1	2	+ 100.0%
	4	1	- 75.0%	4	2	- 50.0%
	2	0	- 100.0%	0	0	--
	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>66</b>	<b>59</b>	<b>- 10.6%</b>	<b>65</b>	<b>59</b>	<b>- 9.2%</b>

### Year to Date

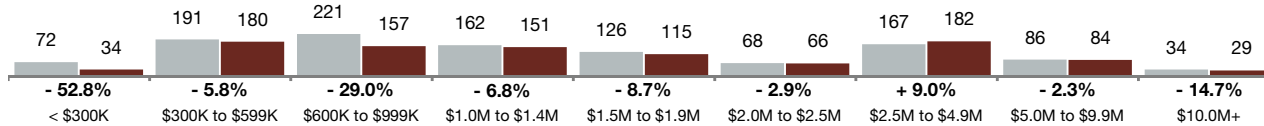
	Single Family			Condo		
	YTD 2015	YTD 2016	Change	YTD 2015	YTD 2016	Change
	26	30	+ 15.4%	43	57	+ 32.6%
	84	76	- 9.5%	90	125	+ 38.9%
	50	65	+ 30.0%	59	59	0.0%
	22	30	+ 36.4%	26	31	+ 19.2%
	22	19	- 13.6%	19	18	- 5.3%
	10	8	- 20.0%	12	10	- 16.7%
	17	15	- 11.8%	14	16	+ 14.3%
	11	4	- 63.6%	5	4	- 20.0%
	5	1	- 80.0%	0	0	--
<b>All Price Ranges</b>	<b>247</b>	<b>248</b>	<b>+ 0.4%</b>	<b>268</b>	<b>320</b>	<b>+ 19.4%</b>

# Inventory of Active Listings

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

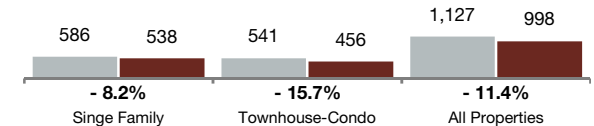
## By Price Range – All Properties

■ 6-2015 ■ 6-2016



## By Property Type

■ 6-2015 ■ 6-2016



### Year over Year

By Price Range	Single Family			Condo		
	6-2015	6-2016	Change	6-2015	6-2016	Change
\$299,999 and Below	25	12	- 52.0%	47	19	- 59.6%
\$300,000 to \$599,999	56	55	- 1.8%	135	125	- 7.4%
\$600,000 to \$999,999	105	79	- 24.8%	116	78	- 32.8%
\$1,000,000 to \$1,499,999	95	94	- 1.1%	67	57	- 14.9%
\$1,500,00 to \$1,999,999	70	59	- 15.7%	56	56	0.0%
\$2,000,000 to \$2,499,999	44	39	- 11.4%	24	27	+ 12.5%
\$2,500,000 to \$4,999,999	121	121	0.0%	46	61	+ 32.6%
\$5,000,000 to \$9,999,999	46	58	+ 26.1%	40	26	- 35.0%
\$10,000,000 and Above	24	21	- 12.5%	10	7	- 30.0%
<b>All Price Ranges</b>	<b>586</b>	<b>538</b>	<b>- 8.2%</b>	<b>541</b>	<b>456</b>	<b>- 15.7%</b>

### Compared to Prior Month

	Single Family			Condo		
	5-2016	6-2016	Change	5-2016	6-2016	Change
	14	12	- 14.3%	21	19	- 9.5%
	47	55	+ 17.0%	111	125	+ 12.6%
	65	79	+ 21.5%	78	78	0.0%
	74	94	+ 27.0%	52	57	+ 9.6%
	58	59	+ 1.7%	52	56	+ 7.7%
	39	39	0.0%	23	27	+ 17.4%
	101	121	+ 19.8%	59	61	+ 3.4%
	49	58	+ 18.4%	30	26	- 13.3%
	23	21	- 8.7%	6	7	+ 16.7%
<b>All Price Ranges</b>	<b>470</b>	<b>538</b>	<b>+ 14.5%</b>	<b>432</b>	<b>456</b>	<b>+ 5.6%</b>

### Year to Date

Single Family	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



<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 average 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.