

Monthly Indicators



March 2024

New Listings were down 38.5 percent for the Single Family-Duplex category but increased 8.6 percent for the Townhouse-Condo category. Pending Sales increased 24.2 percent for Single Family-Duplex and 19.5 percent for Townhouse-Condo.

The Median Sales Price was up 10.7 percent to \$1,941,741 for the Single Family-Duplex category and 0.9 percent to \$1,375,000 for the Townhouse-Condo category. Days on Market decreased 5.6 percent for Single Family-Duplex homes but increased 60.9 percent for Townhouse-Condo properties.

The recent surge in home sales was likely due to a dip in mortgage rates in December and an increase in housing supply nationwide. According to NAR, total inventory grew 5.9% month-over-month and 10.3% year-over-year to 1.07 million units, for a 2.9 months' supply at the current sales pace. Buyer demand remains robust, and the limited supply of inventory helped push the median existing-home sales price up 5.7% year-over-year to \$384,500, the eighth consecutive month of annual price increases.

Monthly Snapshot

+ 43.1%	+ 0.3%	+ 16.3%
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	3-2023	3-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		65	40	- 38.5%	139	116	- 16.5%
Pending Sales		33	41	+ 24.2%	99	119	+ 20.2%
Closed Sales		40	48	+ 20.0%	88	108	+ 22.7%
Median Sales Price		\$1,753,500	\$1,941,741	+ 10.7%	\$1,571,697	\$1,848,010	+ 17.6%
Average Sales Price		\$2,431,075	\$2,083,933	- 14.3%	\$2,254,979	\$2,325,761	+ 3.1%
Pct. of List Price Received		97.0%	99.3%	+ 2.4%	96.5%	97.6%	+ 1.1%
Days on Market Until Sale		90	85	- 5.6%	93	92	- 1.1%
Housing Affordability Index		17	14	- 17.6%	18	15	- 16.7%
Inventory of Active Listings		191	180	- 5.8%	--	--	--
Months Supply of Inventory		4.3	4.5	+ 4.7%	--	--	--

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.



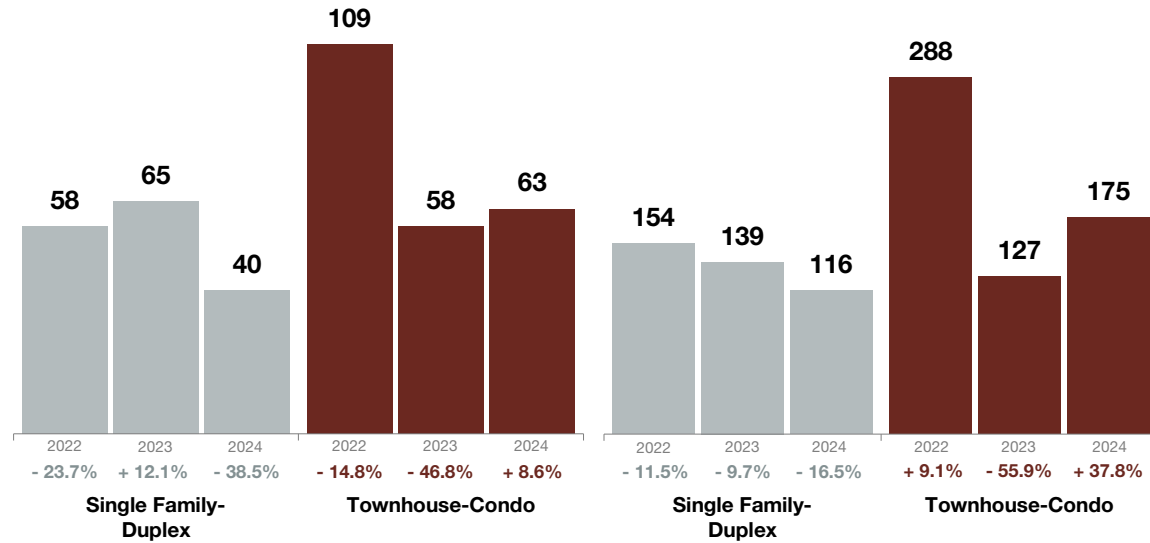
Key Metrics	Historical Sparkbars	3-2023	3-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		58	63	+ 8.6%	127	175	+ 37.8%
Pending Sales		41	49	+ 19.5%	109	137	+ 25.7%
Closed Sales		32	55	+ 71.9%	82	152	+ 85.4%
Median Sales Price		\$1,362,500	\$1,375,000	+ 0.9%	\$1,262,500	\$1,597,500	+ 26.5%
Avg. Sales Price		\$2,182,266	\$1,979,955	- 9.3%	\$2,478,665	\$2,204,713	- 11.1%
Pct. of List Price Received		97.2%	98.6%	+ 1.4%	96.9%	98.3%	+ 1.4%
Days on Market Until Sale		64	103	+ 60.9%	57	70	+ 22.8%
Affordability Index		21	20	- 4.8%	23	17	- 26.1%
Active Listings		142	154	+ 8.5%	--	--	--
Months Supply		3.0	3.3	+ 10.0%	--	--	--

New Listings



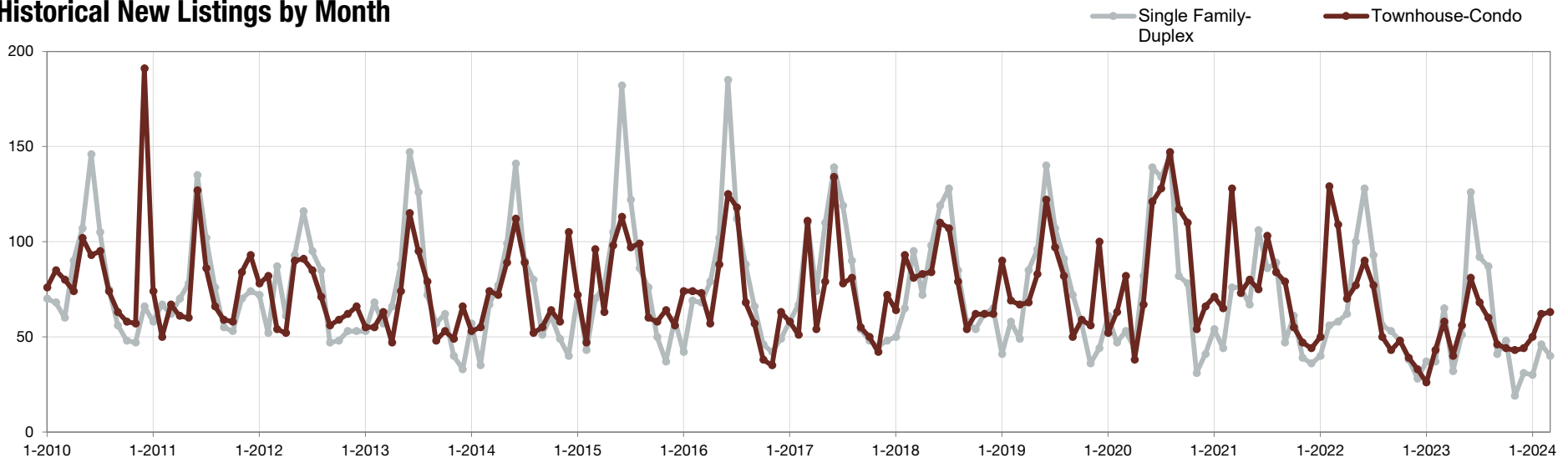
March

Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	32	-48.4%	40	-42.9%
May-2023	51	-49.0%	56	-27.3%
Jun-2023	126	-1.6%	81	-10.0%
Jul-2023	92	-1.1%	68	-11.7%
Aug-2023	87	+55.4%	60	+20.0%
Sep-2023	41	-22.6%	46	+7.0%
Oct-2023	48	0.0%	44	-8.3%
Nov-2023	19	-50.0%	43	+10.3%
Dec-2023	31	+10.7%	44	+33.3%
Jan-2024	30	-18.9%	50	+92.3%
Feb-2024	46	+24.3%	62	+44.2%
Mar-2024	40	-38.5%	63	+8.6%
12-Month Avg	54	-13.7%	55	+0.5%

Historical New Listings by Month

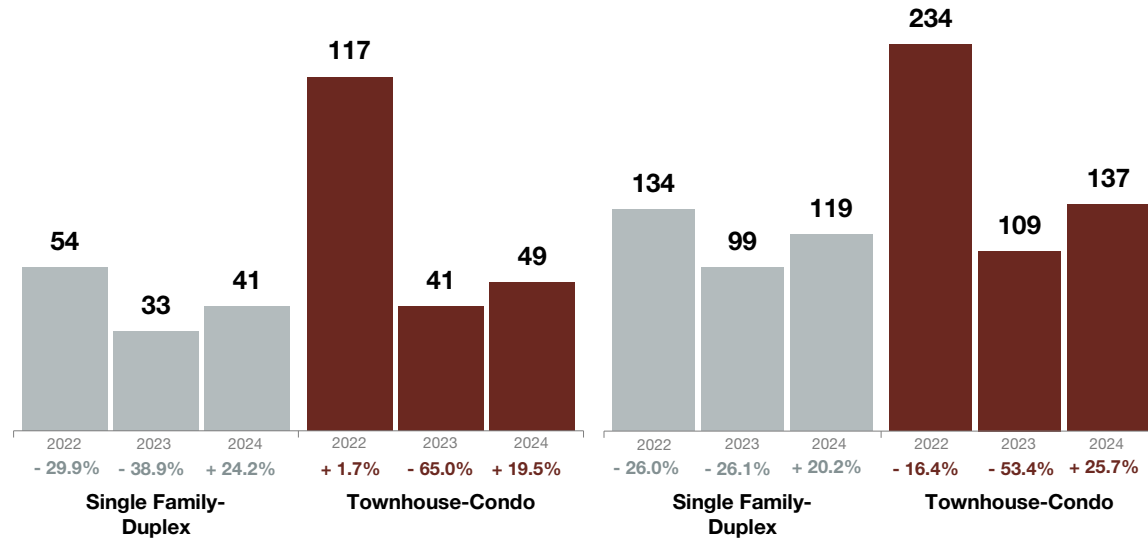


Pending Sales



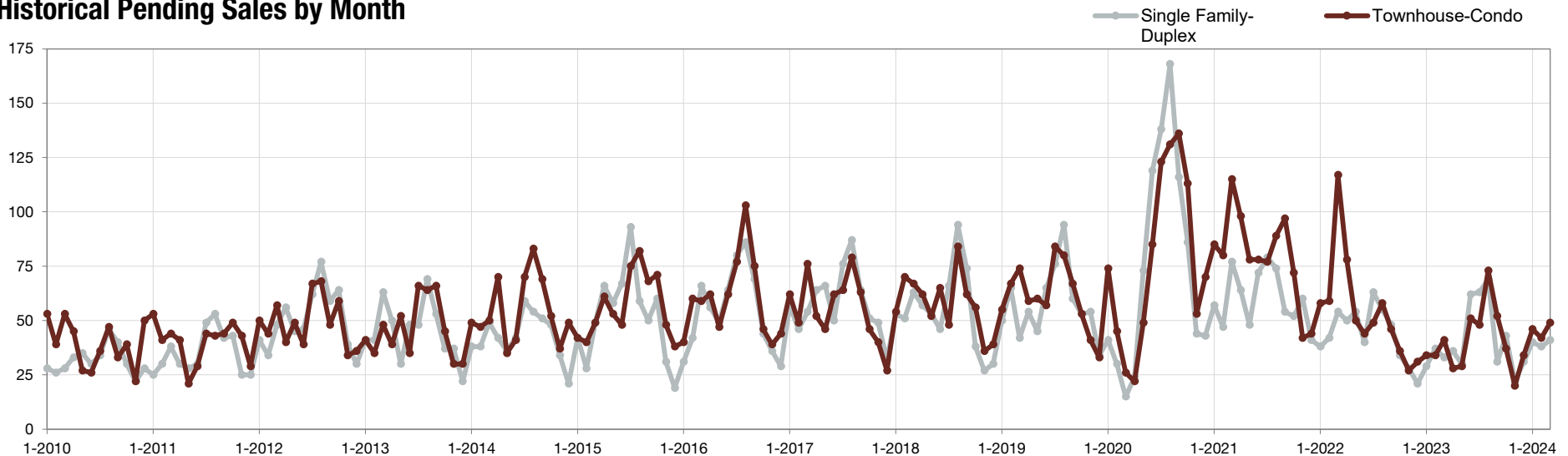
March

Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	36	-28.0%	28	-64.1%
May-2023	30	-44.4%	29	-42.0%
Jun-2023	62	+55.0%	51	+15.9%
Jul-2023	63	0.0%	48	-2.0%
Aug-2023	69	+25.5%	73	+25.9%
Sep-2023	31	-35.4%	52	+13.0%
Oct-2023	43	+26.5%	37	+2.8%
Nov-2023	22	-21.4%	20	-25.9%
Dec-2023	31	+47.6%	34	+9.7%
Jan-2024	40	+37.9%	46	+35.3%
Feb-2024	38	+2.7%	42	+23.5%
Mar-2024	41	+24.2%	49	+19.5%
12-Month Avg	42	+2.8%	42	-3.6%

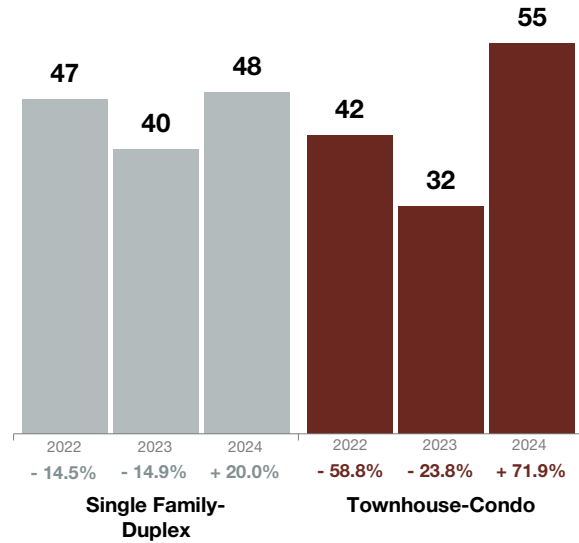
Historical Pending Sales by Month



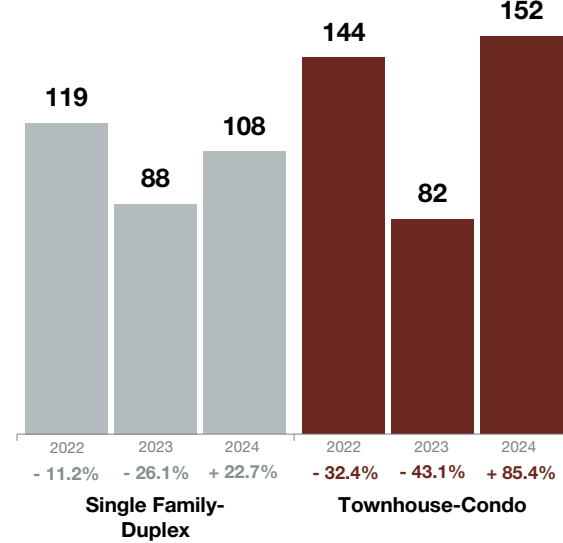
Closed Sales



March

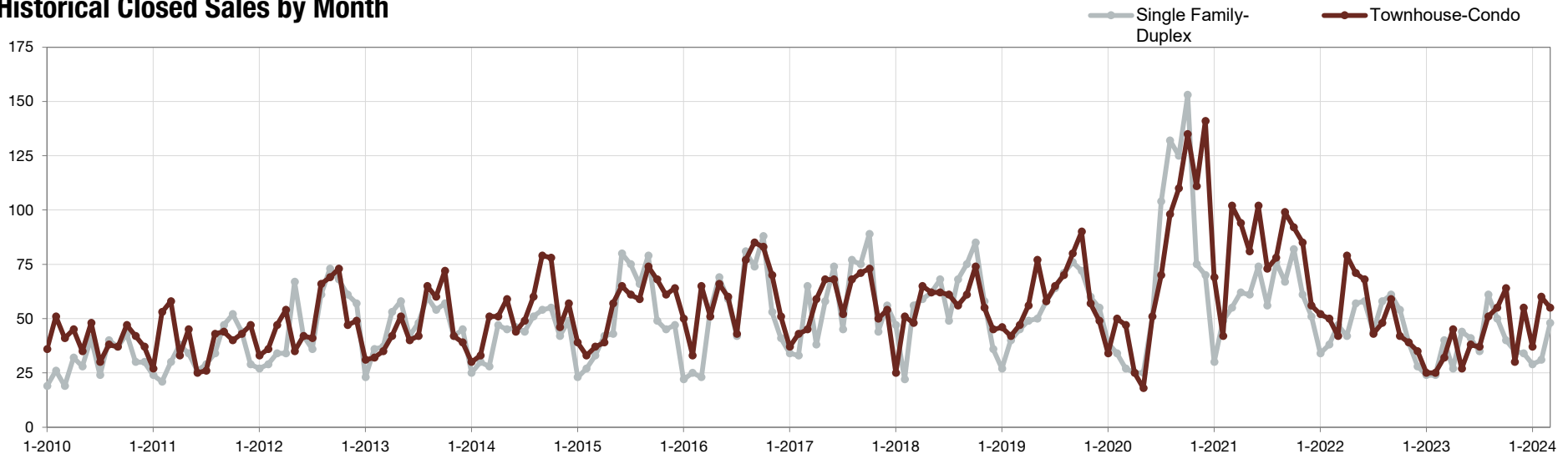


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	27	-35.7%	45	-43.0%
May-2023	44	-22.8%	27	-62.0%
Jun-2023	41	-29.3%	38	-44.1%
Jul-2023	35	-20.5%	37	-14.0%
Aug-2023	61	+5.2%	51	+6.3%
Sep-2023	50	-18.0%	55	-6.8%
Oct-2023	40	-25.9%	64	+52.4%
Nov-2023	35	-10.3%	30	-23.1%
Dec-2023	34	+21.4%	55	+57.1%
Jan-2024	29	+20.8%	37	+48.0%
Feb-2024	31	+29.2%	60	+140.0%
Mar-2024	48	+20.0%	55	+71.9%
12-Month Avg	40	-10.2%	46	-2.1%

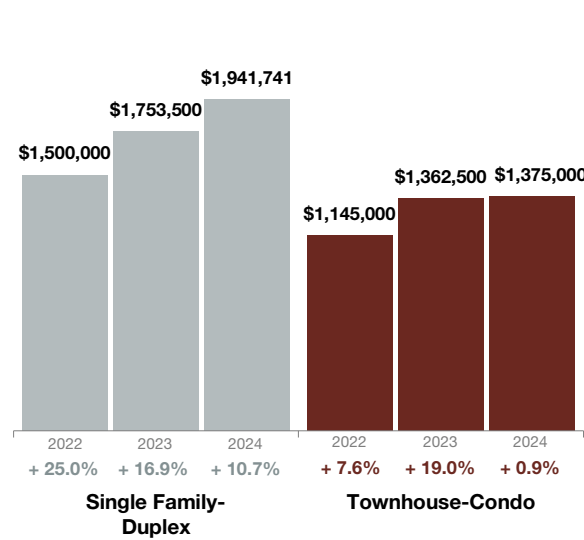
Historical Closed Sales by Month



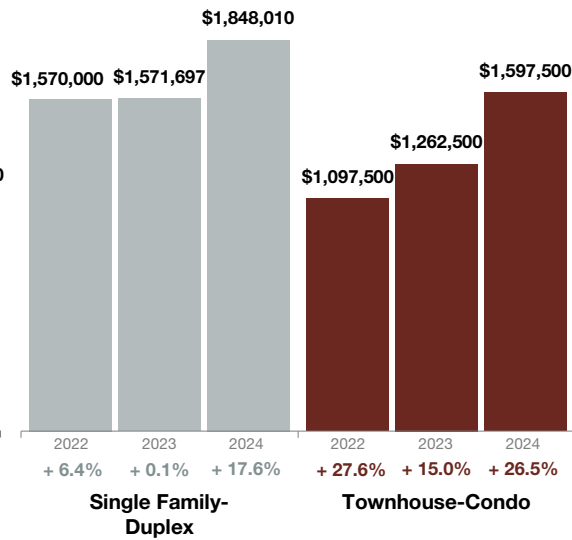
Median Sales Price



March



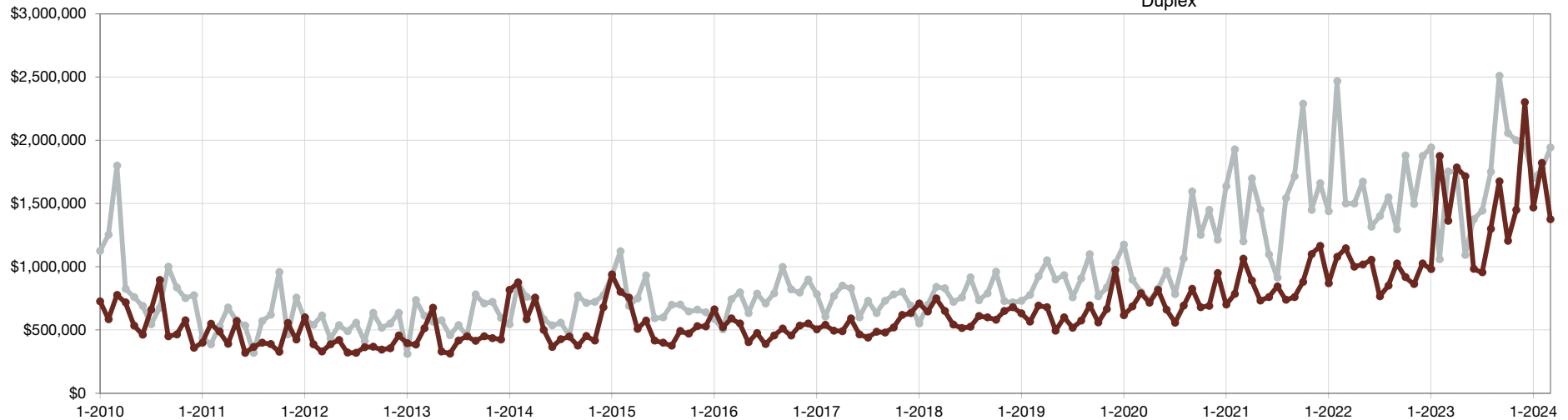
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	\$1,750,000	+16.7%	\$1,785,000	+78.5%
May-2023	\$1,093,500	-34.6%	\$1,715,000	+68.6%
Jun-2023	\$1,375,000	+4.4%	\$982,500	-6.8%
Jul-2023	\$1,443,000	+3.1%	\$955,000	+24.8%
Aug-2023	\$1,750,000	+13.1%	\$1,300,000	+52.7%
Sep-2023	\$2,510,000	+93.8%	\$1,675,000	+63.4%
Oct-2023	\$2,056,250	+9.4%	\$1,205,000	+31.4%
Nov-2023	\$2,000,000	+33.8%	\$1,450,000	+68.1%
Dec-2023	\$1,950,000	+4.0%	\$2,300,000	+124.4%
Jan-2024	\$1,700,000	-12.4%	\$1,468,000	+49.8%
Feb-2024	\$1,775,000	+67.6%	\$1,820,000	-2.9%
Mar-2024	\$1,941,741	+10.7%	\$1,375,000	+0.9%
12-Month Avg*	\$1,800,000	+20.0%	\$1,450,000	+45.0%

* Median Sales Price for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

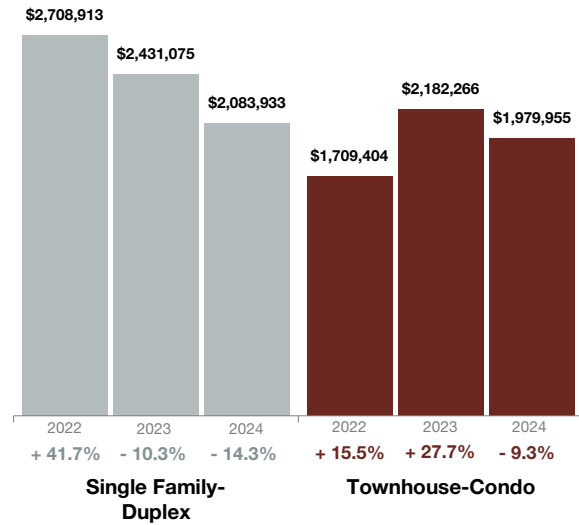
Historical Median Sales Price by Month



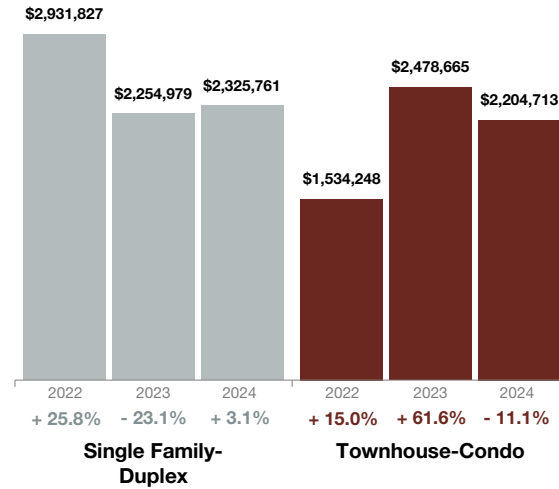
Average Sales Price



March



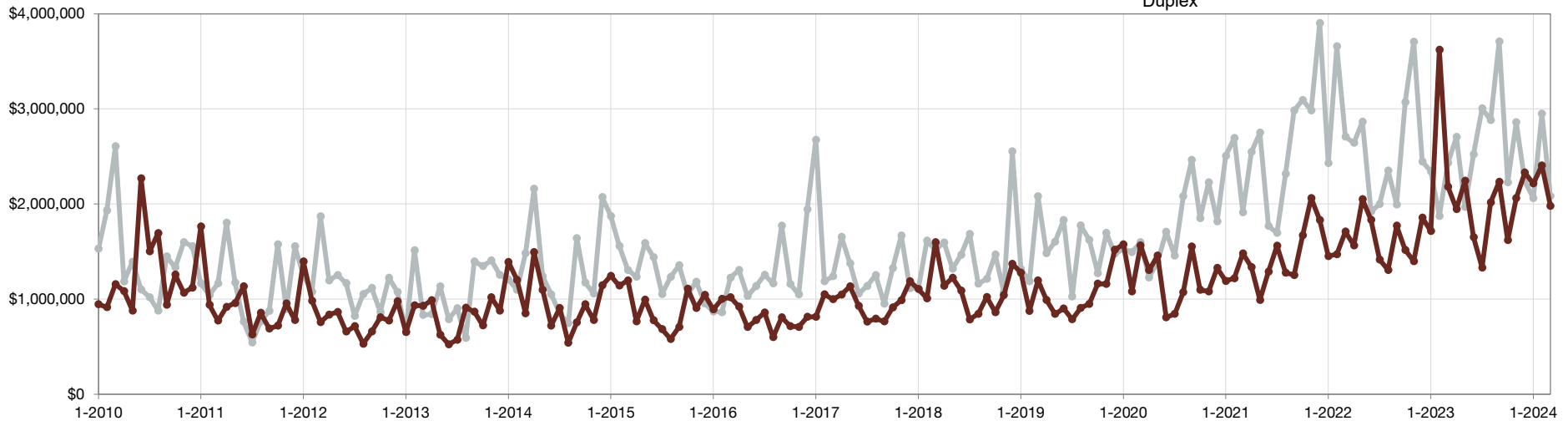
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	\$2,704,415	+2.3%	\$1,947,192	+24.4%
May-2023	\$1,967,999	-31.3%	\$2,244,611	+9.5%
Jun-2023	\$2,523,049	+31.3%	\$1,650,081	-10.0%
Jul-2023	\$3,004,900	+50.4%	\$1,331,851	-5.9%
Aug-2023	\$2,883,493	+22.6%	\$2,016,420	+54.4%
Sep-2023	\$3,709,337	+86.0%	\$2,233,227	+26.1%
Oct-2023	\$2,227,790	-27.4%	\$1,619,358	+6.8%
Nov-2023	\$2,858,729	-22.9%	\$2,062,073	+47.5%
Dec-2023	\$2,240,529	-8.4%	\$2,329,961	+25.5%
Jan-2024	\$2,060,474	-12.1%	\$2,215,095	+29.2%
Feb-2024	\$2,948,375	+57.4%	\$2,404,340	-33.6%
Mar-2024	\$2,083,933	-14.3%	\$1,979,955	-9.3%
12-Month Avg*	\$2,623,400	+6.0%	\$2,011,986	+12.9%

* Avg. Sales Price for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

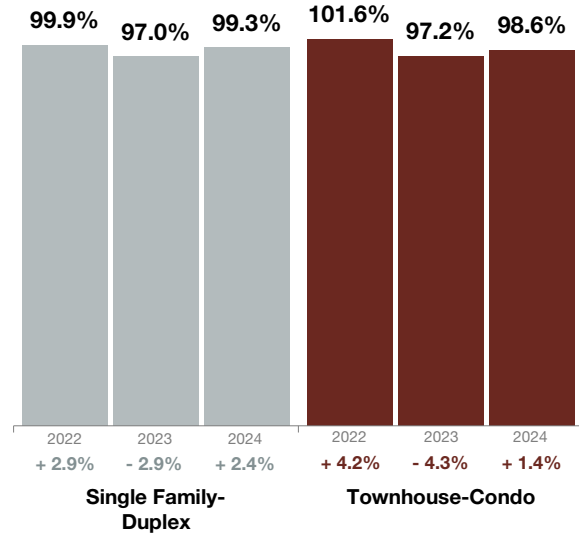
Historical Average Sales Price by Month



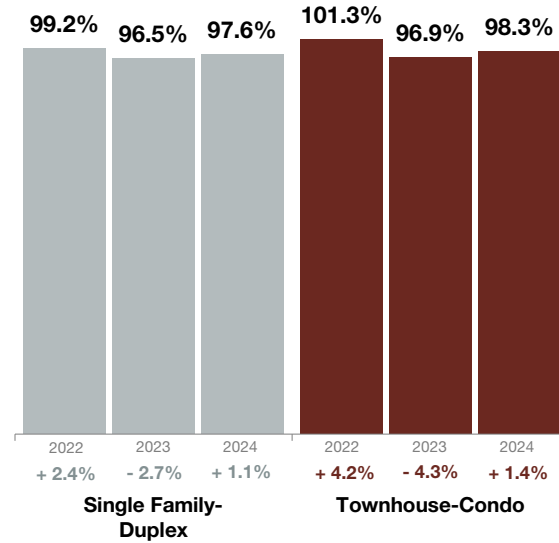
Percent of List Price Received



March



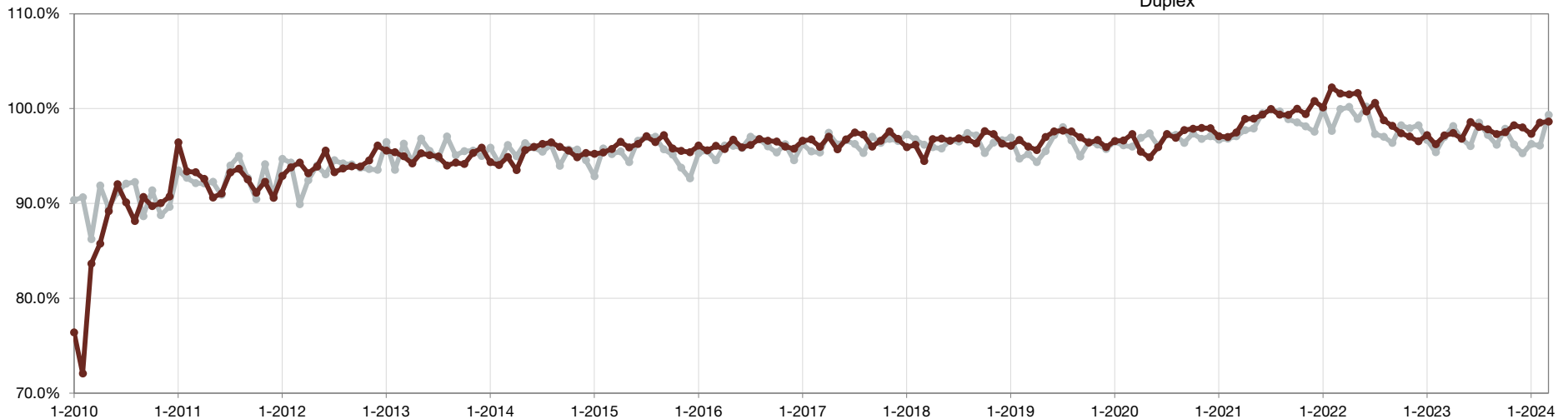
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	98.1%	-2.1%	97.4%	-4.0%
May-2023	96.8%	-2.1%	96.8%	-4.7%
Jun-2023	96.0%	-4.2%	98.6%	-1.1%
Jul-2023	98.5%	+1.2%	98.1%	-2.5%
Aug-2023	97.2%	+0.2%	97.8%	-1.0%
Sep-2023	96.2%	-0.2%	97.3%	-0.9%
Oct-2023	97.9%	-0.3%	97.5%	+0.1%
Nov-2023	96.2%	-1.7%	98.2%	+1.2%
Dec-2023	95.3%	-3.0%	98.0%	+1.6%
Jan-2024	96.3%	-0.4%	97.3%	+0.1%
Feb-2024	96.1%	+0.7%	98.5%	+2.4%
Mar-2024	99.3%	+2.4%	98.6%	+1.4%
12-Month Avg*	97.0%	-0.9%	97.9%	-1.2%

* Pct. of List Price Received for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

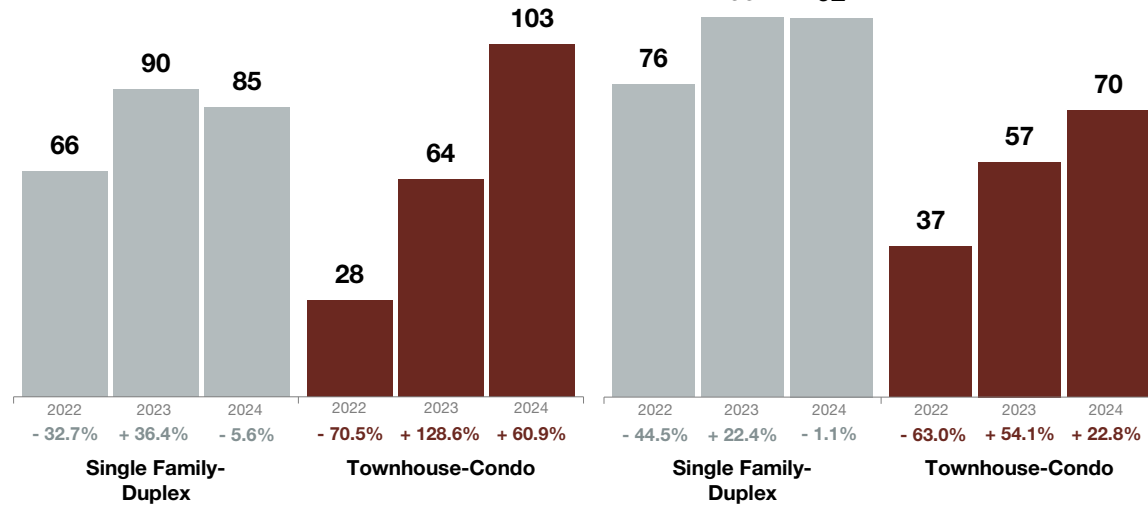


Days on Market Until Sale



March

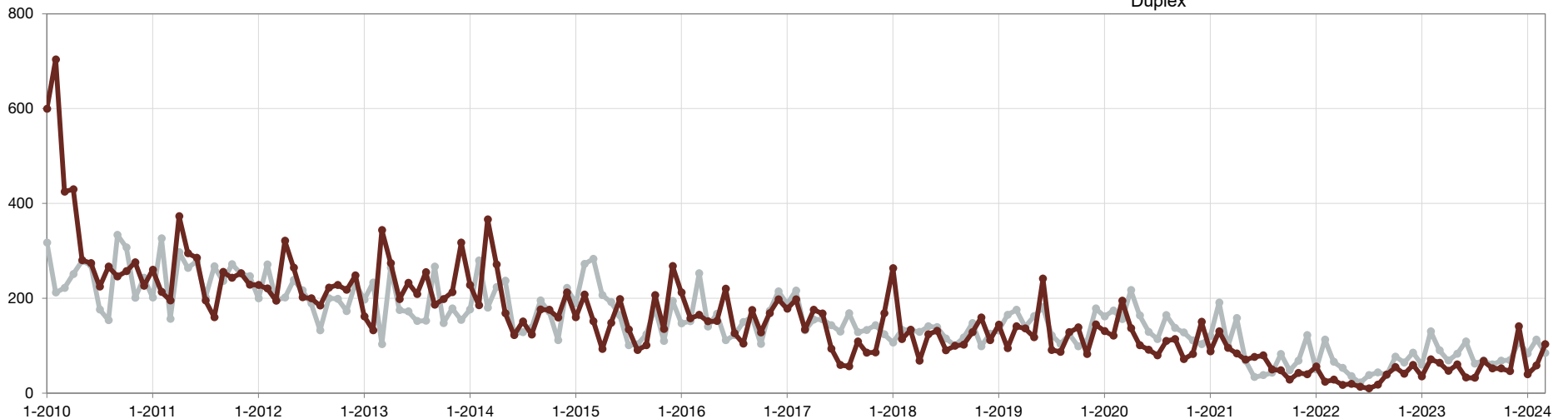
Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	69	+30.2%	47	+176.5%
May-2023	83	+137.1%	60	+215.8%
Jun-2023	109	+395.5%	33	+153.8%
Jul-2023	62	+63.2%	32	+220.0%
Aug-2023	68	+54.5%	67	+272.2%
Sep-2023	60	+57.9%	52	+33.3%
Oct-2023	68	-11.7%	52	-3.7%
Nov-2023	70	+9.4%	46	+15.0%
Dec-2023	108	+27.1%	141	+139.0%
Jan-2024	84	+40.0%	40	+14.3%
Feb-2024	113	-13.1%	58	-18.3%
Mar-2024	85	-5.6%	103	+60.9%
12-Month Avg*	55	+45.5%	31	+103.5%

* Days on Market for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

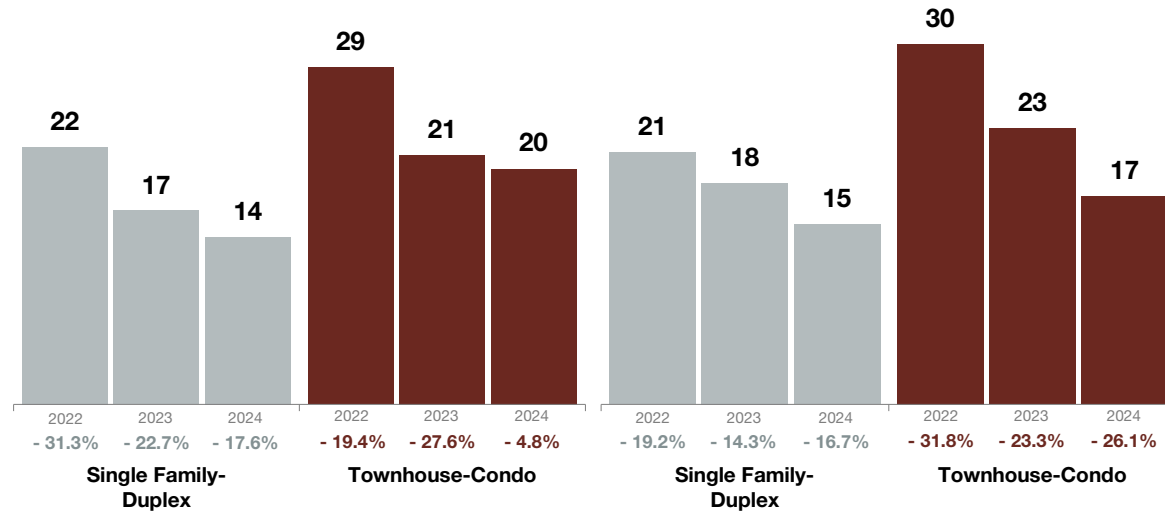


Housing Affordability Index



March

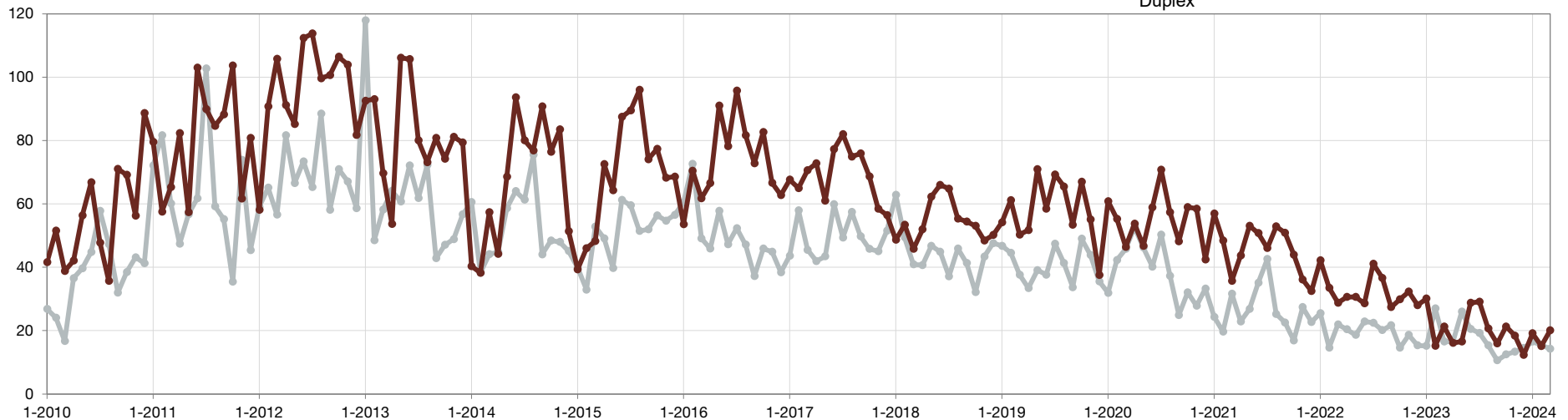
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	16	-20.0%	16	-48.4%
May-2023	26	+36.8%	17	-45.2%
Jun-2023	21	-8.7%	29	0.0%
Jul-2023	19	-13.6%	29	-29.3%
Aug-2023	15	-25.0%	21	-43.2%
Sep-2023	11	-50.0%	16	-40.7%
Oct-2023	12	-20.0%	21	-30.0%
Nov-2023	13	-31.6%	18	-43.8%
Dec-2023	15	0.0%	12	-57.1%
Jan-2024	17	+13.3%	19	-36.7%
Feb-2024	16	-40.7%	15	0.0%
Mar-2024	14	-17.6%	20	-4.8%
12-Month Avg*	16	-28.0%	19	-31.8%

* Affordability Index for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

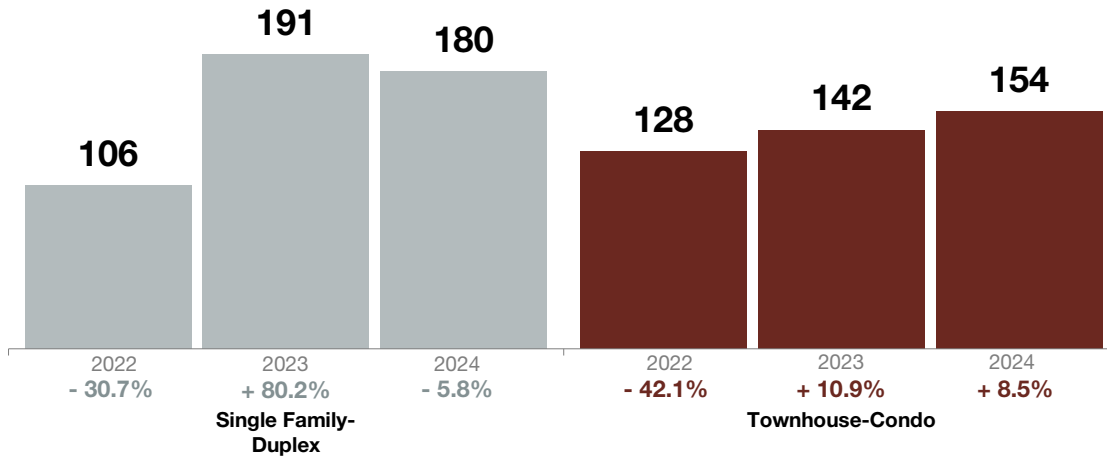
Historical Housing Affordability Index by Month



Inventory of Active Listings

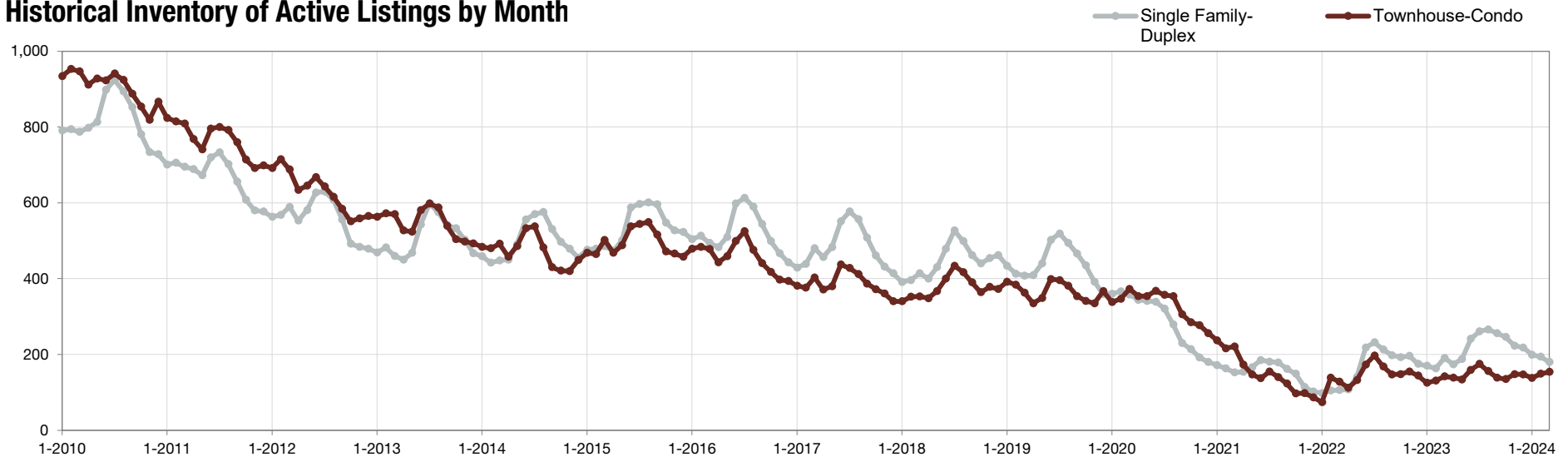


March



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	174	+61.1%	139	+24.1%
May-2023	188	+33.3%	134	+1.5%
Jun-2023	241	+10.6%	159	-8.1%
Jul-2023	261	+12.5%	175	-11.2%
Aug-2023	266	+24.9%	156	-7.1%
Sep-2023	256	+29.3%	139	-5.4%
Oct-2023	246	+27.5%	135	-8.8%
Nov-2023	223	+13.8%	148	-4.5%
Dec-2023	218	+24.6%	147	+2.1%
Jan-2024	199	+17.1%	138	+10.4%
Feb-2024	194	+19.0%	149	+13.7%
Mar-2024	180	-5.8%	154	+8.5%
12-Month Avg	221	+20.4%	148	-0.1%

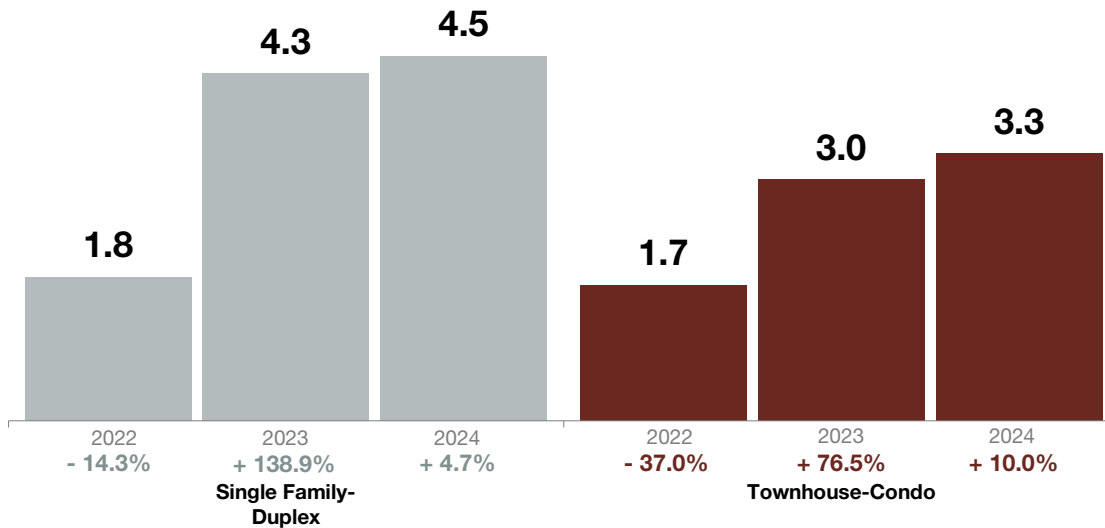
Historical Inventory of Active Listings by Month



Months Supply of Inventory



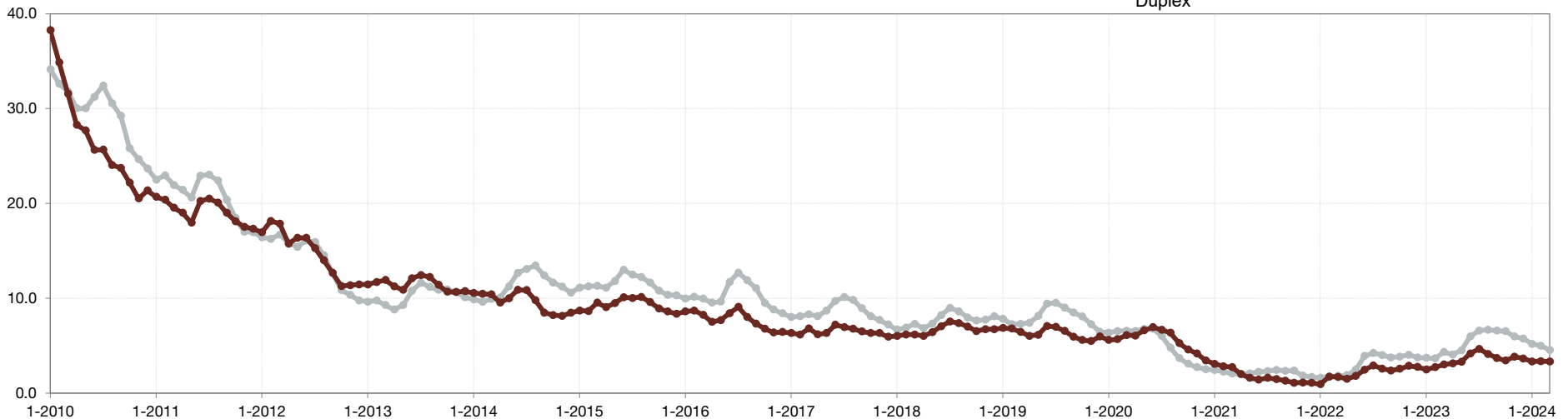
March



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2023	4.1	+115.8%	3.1	+106.7%
May-2023	4.5	+80.0%	3.3	+83.3%
Jun-2023	6.0	+53.8%	4.2	+68.0%
Jul-2023	6.6	+57.1%	4.6	+58.6%
Aug-2023	6.7	+67.5%	4.1	+57.7%
Sep-2023	6.6	+73.7%	3.7	+54.2%
Oct-2023	6.5	+71.1%	3.4	+30.8%
Nov-2023	6.0	+50.0%	3.8	+31.0%
Dec-2023	5.7	+50.0%	3.6	+28.6%
Jan-2024	5.2	+40.5%	3.3	+32.0%
Feb-2024	5.0	+38.9%	3.4	+25.9%
Mar-2024	4.5	+4.7%	3.3	+10.0%
12-Month Avg	5.6	+54.6%	3.7	+46.6%

* Months Supply for all properties from April 2023 through March 2024. 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.



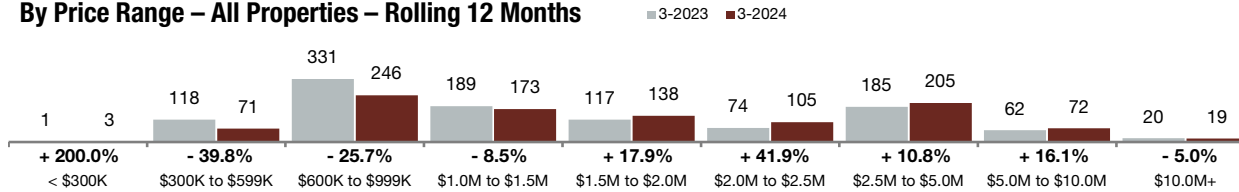
Key Metrics	Historical Sparkbars	3-2023	3-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		123	103	- 16.3%	266	291	+ 9.4%
Pending Sales		74	90	+ 21.6%	208	256	+ 23.1%
Closed Sales		72	103	+ 43.1%	170	260	+ 52.9%
Median Sales Price		\$1,505,000	\$1,750,000	+ 16.3%	\$1,439,531	\$1,750,000	+ 21.6%
Average Sales Price		\$2,320,493	\$2,028,411	- 12.6%	\$2,362,874	\$2,254,995	- 4.6%
Pct. of List Price Received		97.1%	99.0%	+ 2.0%	96.7%	98.0%	+ 1.3%
Days on Market Until Sale Agent DOM		78	94	+ 20.5%	76	79	+ 3.9%
Housing Affordability Index		19	16	- 17.9%	20	16	- 21.5%
Inventory of Active Listings		333	334	+ 0.3%	--	--	--
Months Supply of Inventory		3.6	3.9	+ 8.3%	--	--	--

Closed Sales

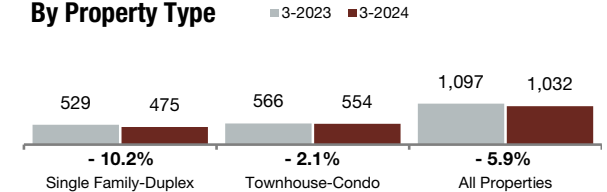
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

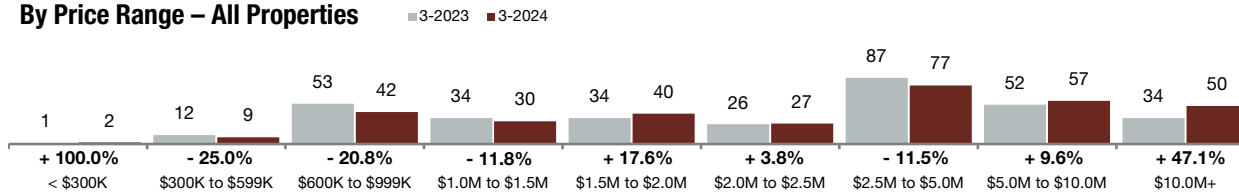
Year to Date

By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	3-2023	3-2024	Change	3-2023	3-2024	Change	2-2024	3-2024	Change	2-2024	3-2024	Change	YTD 2023	YTD 2024	Change	YTD 2023	YTD 2024	Change
\$299,999 and Below	0	1	--	1	1	0.0%	0	0	--	0	0	--	0	0	--	0	0	--
\$300,000 to \$599,999	36	33	-8.3%	80	37	-53.8%	2	3	+50.0%	3	3	0.0%	6	8	+33.3%	10	7	-30.0%
\$600,000 to \$999,999	131	92	-29.8%	200	153	-23.5%	9	7	-22.2%	11	20	+81.8%	22	21	-4.5%	25	42	+68.0%
\$1,000,000 to \$1,499,999	92	77	-16.3%	97	96	-1.0%	3	8	+166.7%	9	8	-11.1%	14	16	+14.3%	10	24	+140.0%
\$1,500,000 to \$1,999,999	80	60	-25.0%	37	78	+110.8%	3	10	+233.3%	16	6	-62.5%	12	19	+58.3%	6	28	+366.7%
\$2,000,000 to \$2,499,999	43	57	+32.6%	31	48	+54.8%	1	2	+100.0%	2	2	0.0%	6	5	-16.7%	4	8	+100.0%
\$2,500,000 to \$4,999,999	92	95	+3.3%	93	110	+18.3%	7	16	+128.6%	16	11	-31.3%	22	30	+36.4%	21	30	+42.9%
\$5,000,000 to \$9,999,999	40	47	+17.5%	22	25	+13.6%	5	2	-60.0%	2	5	+150.0%	6	8	+33.3%	4	12	+200.0%
\$10,000,000 and Above	15	13	-13.3%	5	6	+20.0%	1	0	-100.0%	1	0	-100.0%	0	1	--	2	1	-50.0%
All Price Ranges	529	475	-10.2%	566	554	-2.1%	31	48	+54.8%	60	55	-8.3%	88	108	+22.7%	82	152	+85.4%

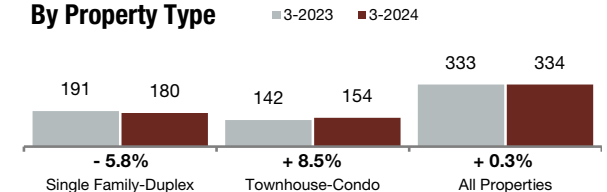
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



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		
	3-2023	3-2024	Change	3-2023	3-2024	Change	2-2024	3-2024	Change	2-2024	3-2024	Change	YTD 2023	YTD 2024	Change	YTD 2023	YTD 2024	Change
\$299,999 and Below	1	2	+100.0%	0	0	--	2	2	0.0%	0	0	--	0	0	--	0	0	--
\$300,000 to \$599,999	12	3	-75.0%	0	6	--	3	3	0.0%	4	6	+50.0%	3	3	0.0%	4	6	+50.0%
\$600,000 to \$999,999	41	23	-43.9%	12	19	+58.3%	26	23	-11.5%	20	19	-5.0%	26	23	-11.5%	20	19	-5.0%
\$1,000,000 to \$1,499,999	16	8	-50.0%	18	22	+22.2%	6	8	+33.3%	17	22	+29.4%	6	8	+33.3%	17	22	+29.4%
\$1,500,000 to \$1,999,999	12	17	+41.7%	22	23	+4.5%	15	17	+13.3%	23	23	0.0%	15	17	+13.3%	23	23	0.0%
\$2,000,000 to \$2,499,999	12	13	+8.3%	14	14	0.0%	10	13	+30.0%	12	14	+16.7%	10	13	+30.0%	12	14	+16.7%
\$2,500,000 to \$4,999,999	40	32	-20.0%	47	45	-4.3%	43	32	-25.6%	46	45	-2.2%	43	32	-25.6%	46	45	-2.2%
\$5,000,000 to \$9,999,999	29	37	+27.6%	23	20	-13.0%	39	37	-5.1%	22	20	-9.1%	39	37	-5.1%	22	20	-9.1%
\$10,000,000 and Above	28	45	+60.7%	6	5	-16.7%	50	45	-10.0%	5	5	0.0%	50	45	-10.0%	5	5	0.0%
All Price Ranges	191	180	-5.8%	142	154	+8.5%	194	180	-7.2%	149	154	+3.4%	194	180	-7.2%	149	154	+3.4%

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.