

Monthly Indicators



March 2025

New Listings were up 50.0 percent for the Single Family-Duplex category and 33.3 percent for the Townhouse-Condo category. Pending Sales increased 66.7 percent for Single Family-Duplex and 2.2 percent for Townhouse-Condo.

The Median Sales Price was up 116.5 percent to \$3,075,000 for the Single Family-Duplex category but decreased 6.9 percent to \$1,280,000 for the Townhouse-Condo category. Days on Market decreased 16.3 percent for Single Family-Duplex homes and 44.2 percent for Townhouse-Condo properties.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Monthly Snapshot

- 16.3% **+ 23.5%** **+ 20.7%**

One-Year Change in	One-Year Change in	One-Year Change in
Closed Sales	Active Listings	Median Sales Price
All Properties	All Properties	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	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		40	60	+ 50.0%	116	150	+ 29.3%
Pending Sales		30	50	+ 66.7%	99	110	+ 11.1%
Closed Sales		31	23	- 25.8%	91	69	- 24.2%
Median Sales Price		\$1,420,000	\$3,075,000	+ 116.5%	\$1,585,000	\$2,343,800	+ 47.9%
Average Sales Price		\$1,891,574	\$3,549,087	+ 87.6%	\$2,305,408	\$3,647,683	+ 58.2%
Pct. of List Price Received		99.0%	98.6%	- 0.4%	97.1%	96.6%	- 0.5%
Days on Market Until Sale		98	82	- 16.3%	99	114	+ 15.2%
Housing Affordability Index		29	13	- 55.2%	26	17	- 34.6%
Inventory of Active Listings		209	234	+ 12.0%	--	--	--
Months Supply of Inventory		5.5	6.7	+ 21.8%	--	--	--

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.

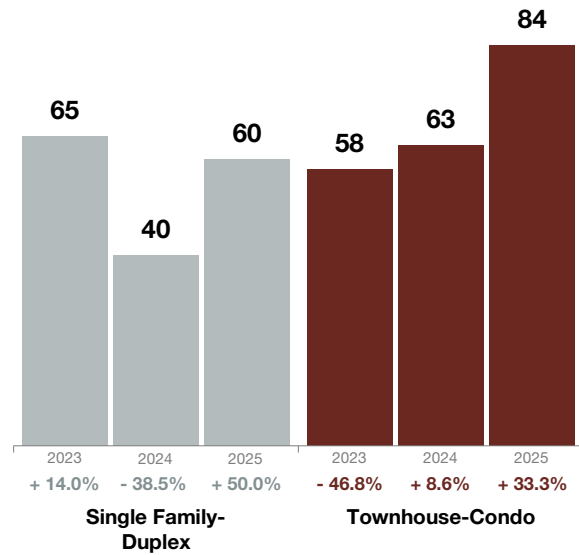


Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		63	84	+ 33.3%	175	194	+ 10.9%
Pending Sales		45	46	+ 2.2%	130	131	+ 0.8%
Closed Sales		55	49	- 10.9%	152	115	- 24.3%
Median Sales Price		\$1,375,000	\$1,280,000	- 6.9%	\$1,597,500	\$1,250,000	- 21.8%
Avg. Sales Price		\$1,979,955	\$2,039,776	+ 3.0%	\$2,204,713	\$1,967,480	- 10.8%
Pct. of List Price Received		98.6%	97.6%	- 1.0%	98.3%	97.6%	- 0.7%
Days on Market Until Sale		138	77	- 44.2%	82	72	- 12.2%
Affordability Index		31	34	+ 9.7%	27	35	+ 29.6%
Active Listings		169	233	+ 37.9%	--	--	--
Months Supply		3.7	5.3	+ 43.2%	--	--	--

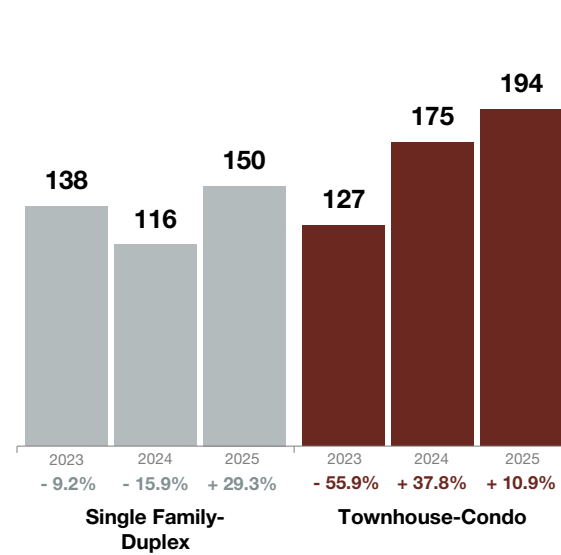
New Listings



March

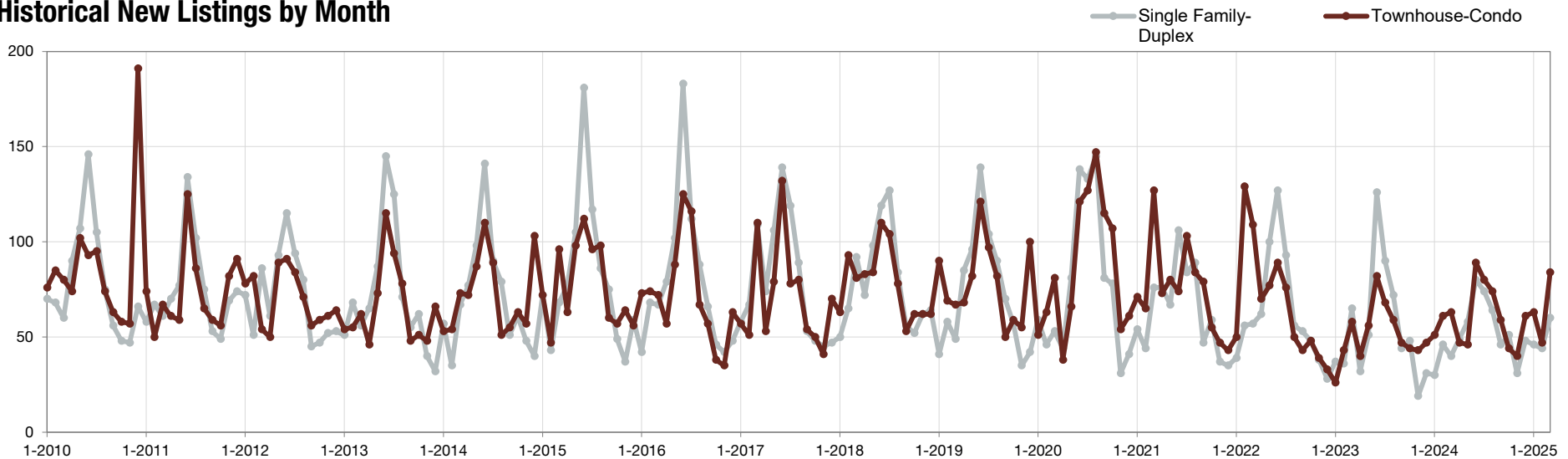


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	49	+53.1%	47	+17.5%
May-2024	58	+13.7%	46	-17.9%
Jun-2024	80	-36.5%	89	+8.5%
Jul-2024	74	-17.8%	80	+17.6%
Aug-2024	64	-11.1%	74	+25.4%
Sep-2024	46	+4.5%	59	+25.5%
Oct-2024	51	+6.3%	44	0.0%
Nov-2024	31	+63.2%	40	-7.0%
Dec-2024	48	+54.8%	61	+29.8%
Jan-2025	46	+53.3%	63	+23.5%
Feb-2025	44	-4.3%	47	-23.0%
Mar-2025	60	+50.0%	84	+33.3%
12-Month Avg	54	+3.5%	61	+11.0%

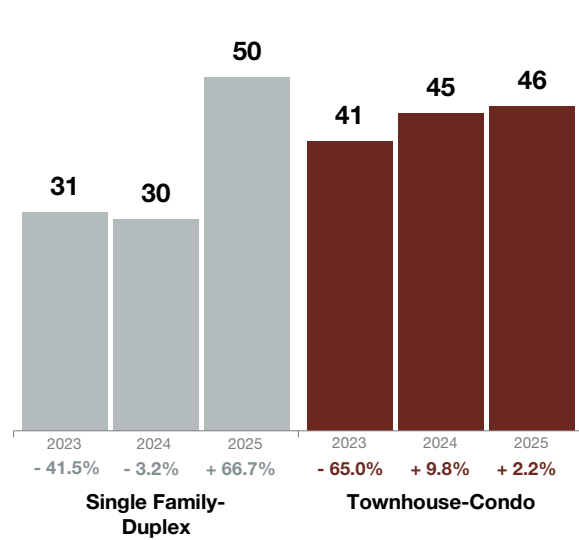
Historical New Listings by Month



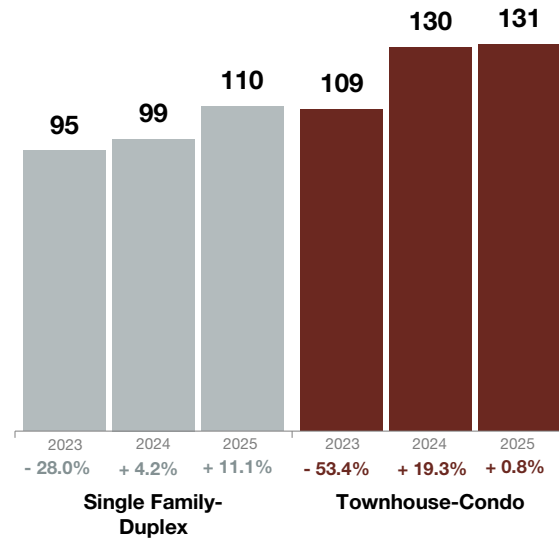
Pending Sales



March

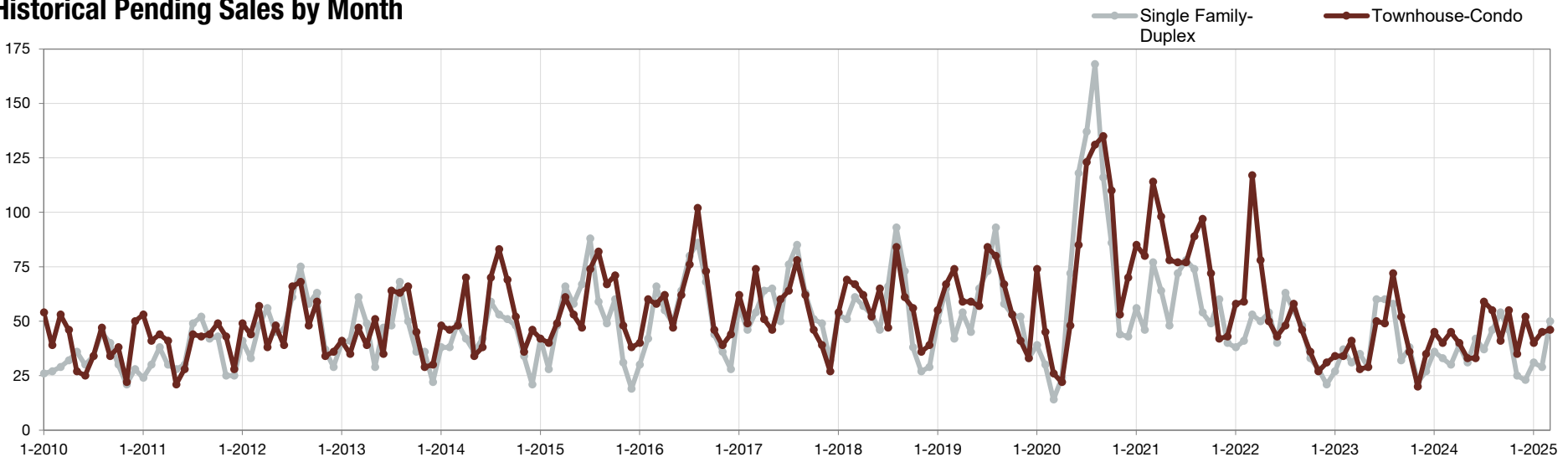


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	39	+11.4%	40	+42.9%
May-2024	31	+6.9%	33	+13.8%
Jun-2024	42	-30.0%	33	-34.0%
Jul-2024	37	-38.3%	59	+20.4%
Aug-2024	46	-20.7%	55	-23.6%
Sep-2024	54	+68.8%	41	-21.2%
Oct-2024	46	+21.1%	55	+52.8%
Nov-2024	25	+13.6%	35	+75.0%
Dec-2024	23	-14.8%	52	+48.6%
Jan-2025	31	-13.9%	40	-11.1%
Feb-2025	29	-12.1%	45	+12.5%
Mar-2025	50	+66.7%	46	+2.2%
12-Month Avg	38	-1.5%	45	+6.6%

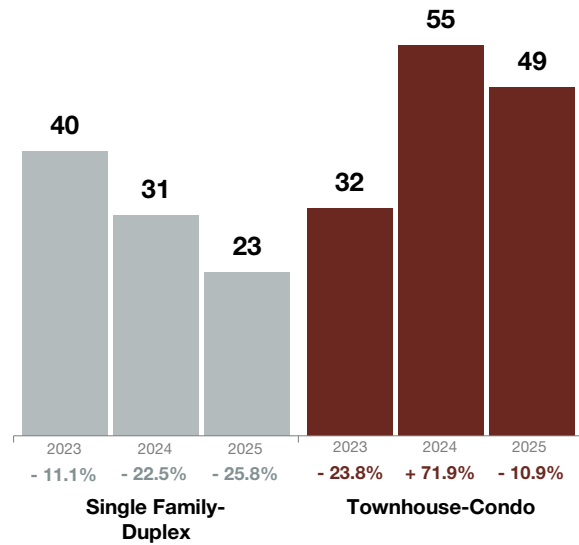
Historical Pending Sales by Month



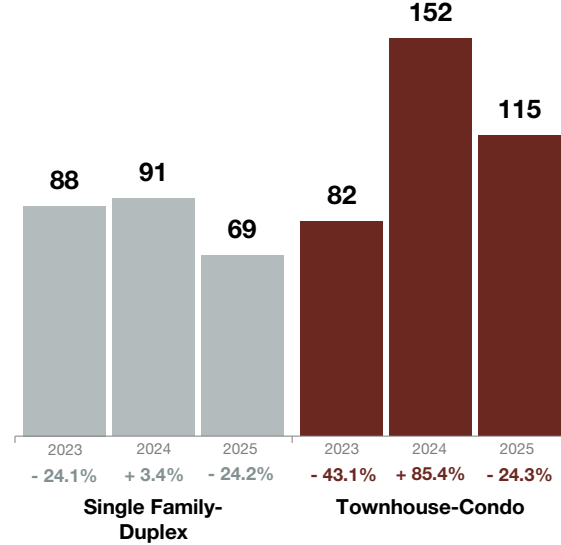
Closed Sales



March

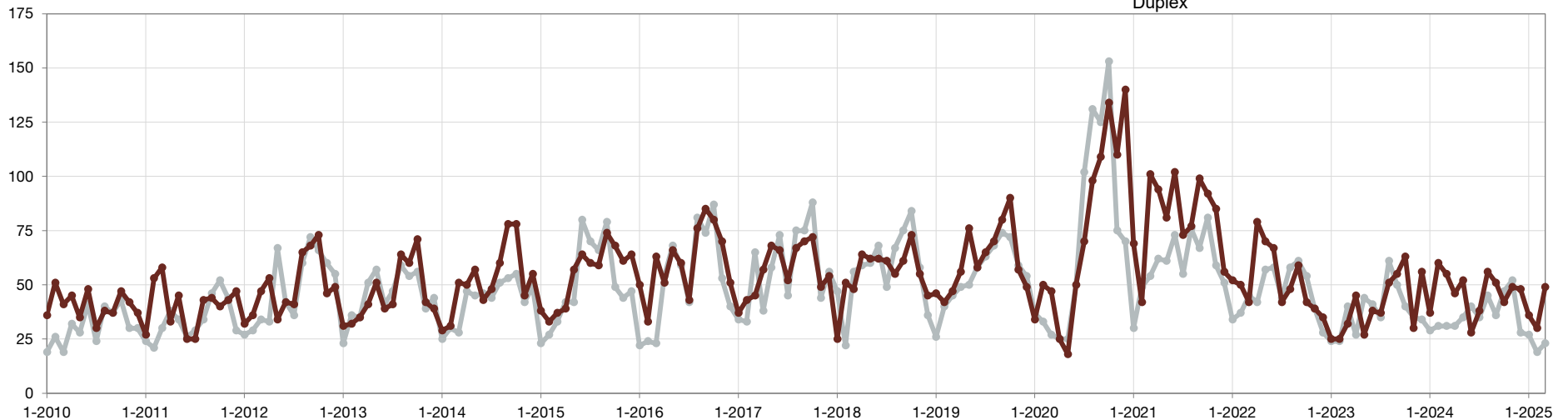


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	31	+14.8%	46	+2.2%
May-2024	35	-20.5%	52	+92.6%
Jun-2024	40	-2.4%	28	-26.3%
Jul-2024	35	0.0%	38	+2.7%
Aug-2024	45	-26.2%	56	+9.8%
Sep-2024	36	-28.0%	51	-7.3%
Oct-2024	47	+17.5%	42	-33.3%
Nov-2024	52	+48.6%	49	+63.3%
Dec-2024	28	-17.6%	48	-14.3%
Jan-2025	27	-6.9%	36	-2.7%
Feb-2025	19	-38.7%	30	-50.0%
Mar-2025	23	-25.8%	49	-10.9%
12-Month Avg	35	-8.7%	44	-5.2%

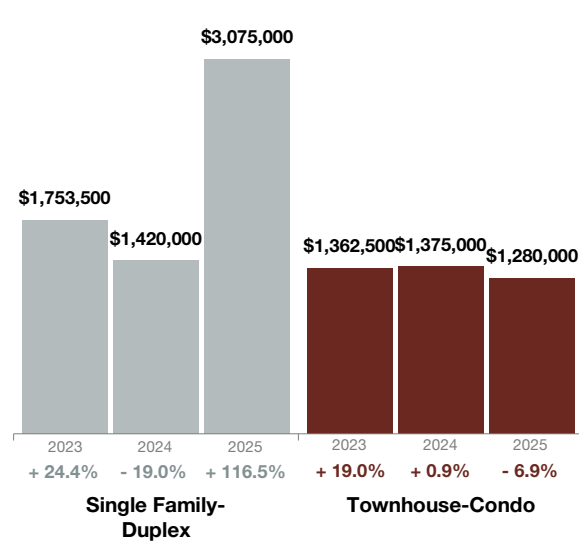
Historical Closed Sales by Month



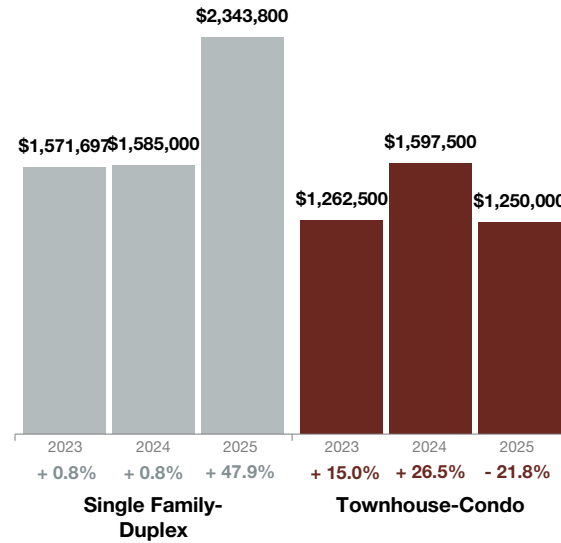
Median Sales Price



March



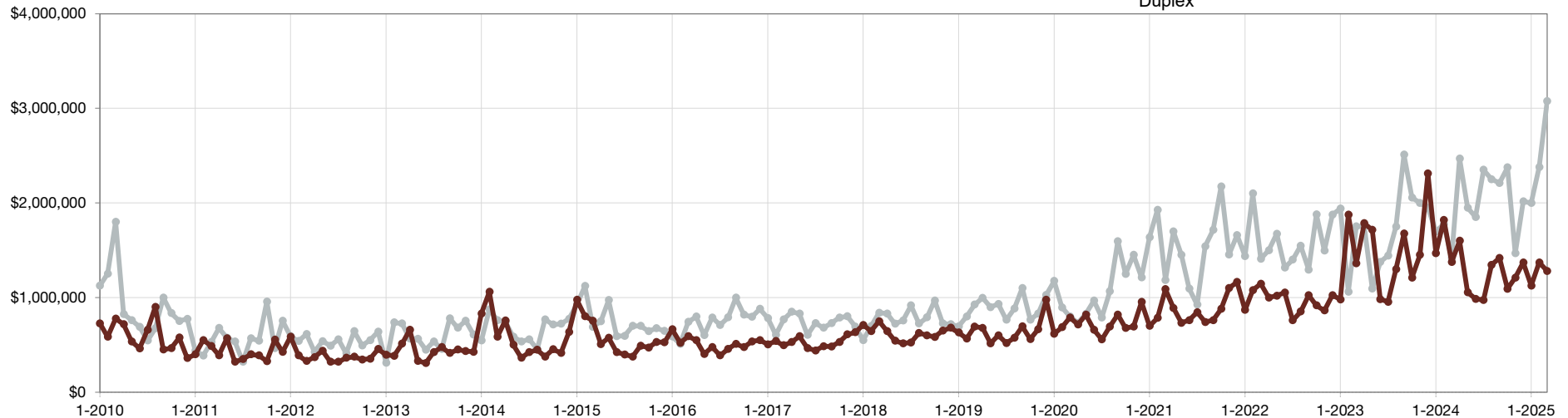
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	\$2,470,000	+41.1%	\$1,599,500	-10.4%
May-2024	\$1,950,000	+78.3%	\$1,054,525	-38.5%
Jun-2024	\$1,850,000	+34.5%	\$985,000	+0.3%
Jul-2024	\$2,350,000	+62.9%	\$974,000	+2.0%
Aug-2024	\$2,250,000	+28.6%	\$1,345,000	+3.5%
Sep-2024	\$2,210,000	-12.0%	\$1,419,000	-15.3%
Oct-2024	\$2,375,000	+15.5%	\$1,092,500	-9.7%
Nov-2024	\$1,467,500	-26.6%	\$1,210,000	-16.6%
Dec-2024	\$2,015,000	+3.3%	\$1,370,000	-40.8%
Jan-2025	\$2,000,000	+17.6%	\$1,125,000	-23.4%
Feb-2025	\$2,380,000	+34.1%	\$1,370,000	-24.7%
Mar-2025	\$3,075,000	+116.5%	\$1,280,000	-6.9%
12-Month Avg*	\$1,977,500	+11.4%	\$1,222,500	-15.7%

* Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

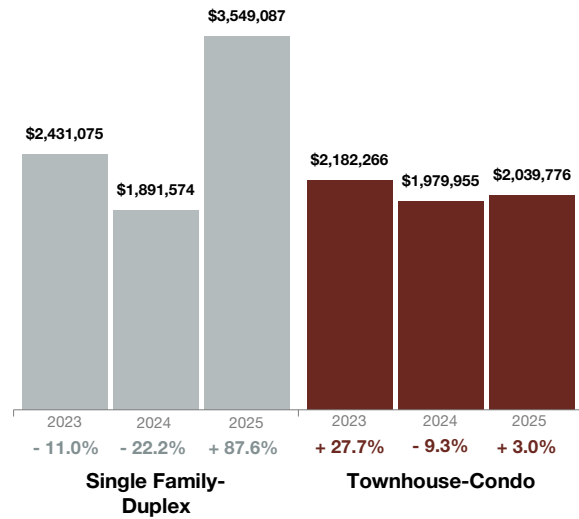
Historical Median Sales Price by Month



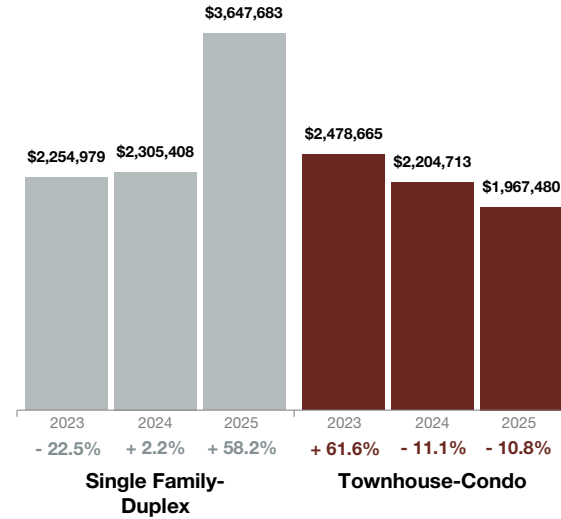
Average Sales Price



March



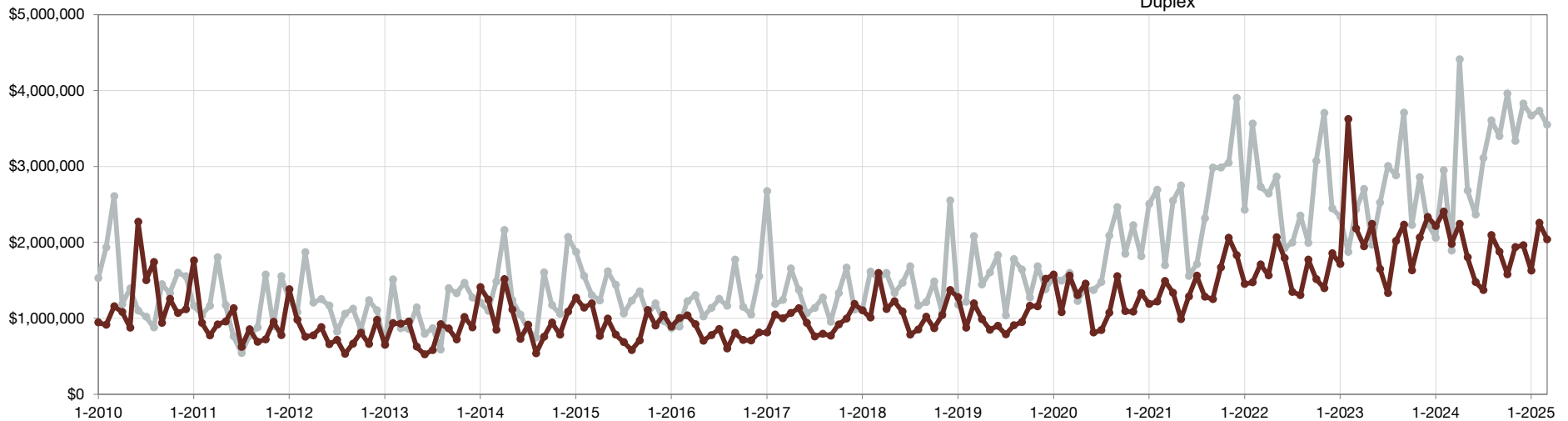
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	\$4,412,419	+63.2%	\$2,243,313	+15.2%
May-2024	\$2,683,703	+36.4%	\$1,802,539	-19.7%
Jun-2024	\$2,365,057	-6.3%	\$1,476,723	-10.5%
Jul-2024	\$3,109,505	+3.5%	\$1,370,487	+2.9%
Aug-2024	\$3,605,235	+25.0%	\$2,094,980	+3.9%
Sep-2024	\$3,398,964	-8.4%	\$1,878,334	-15.9%
Oct-2024	\$3,962,729	+77.9%	\$1,577,895	-3.3%
Nov-2024	\$3,334,889	+16.7%	\$1,938,210	-6.0%
Dec-2024	\$3,827,767	+70.8%	\$1,960,749	-16.0%
Jan-2025	\$3,671,006	+78.2%	\$1,629,077	-26.5%
Feb-2025	\$3,733,894	+26.6%	\$2,255,483	-6.2%
Mar-2025	\$3,549,087	+87.6%	\$2,039,776	+3.0%
12-Month Avg*	\$3,438,464	+30.7%	\$1,876,349	-6.9%

* Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

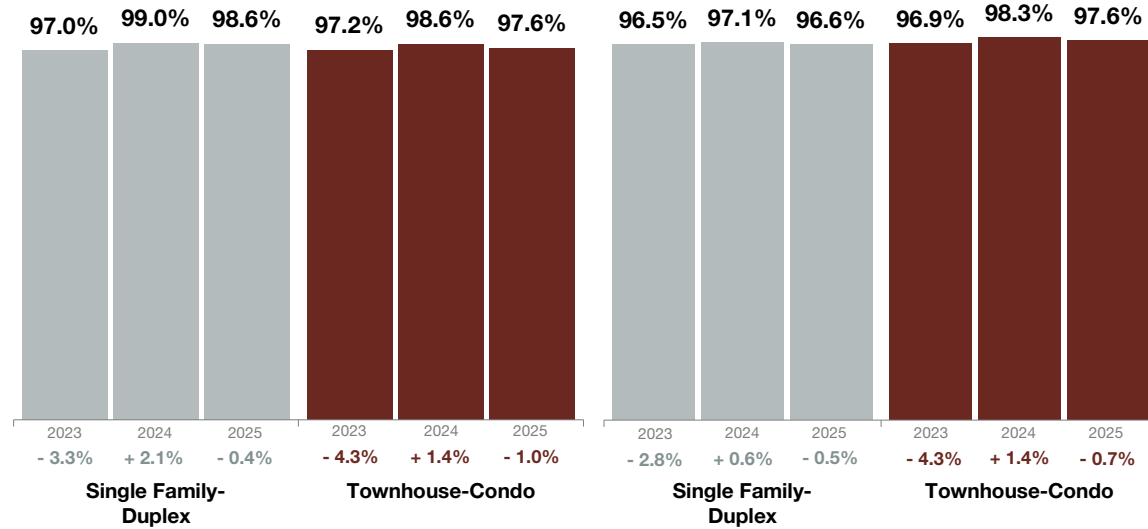


Percent of List Price Received



March

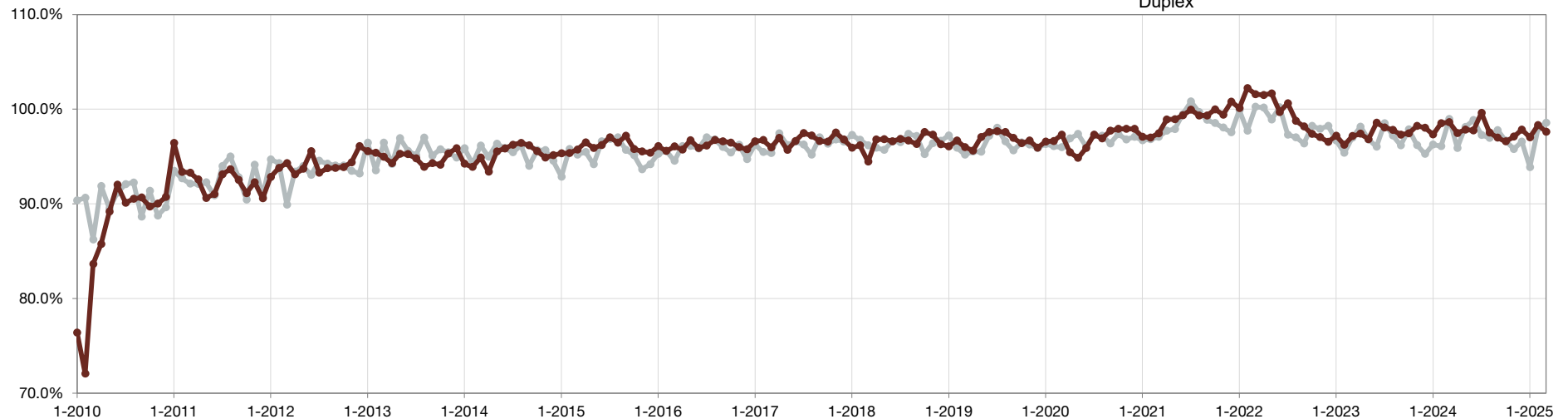
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	95.9%	-2.2%	97.5%	+0.1%
May-2024	98.1%	+1.3%	97.8%	+1.0%
Jun-2024	98.8%	+2.9%	97.8%	-0.8%
Jul-2024	97.3%	-1.2%	99.6%	+1.5%
Aug-2024	97.0%	-0.2%	97.5%	-0.3%
Sep-2024	97.8%	+1.7%	97.0%	-0.3%
Oct-2024	96.7%	-1.2%	96.6%	-0.9%
Nov-2024	95.8%	-0.4%	97.1%	-1.1%
Dec-2024	96.6%	+1.4%	97.8%	-0.2%
Jan-2025	93.9%	-2.5%	97.0%	-0.3%
Feb-2025	98.0%	+2.0%	98.3%	-0.2%
Mar-2025	98.6%	-0.4%	97.6%	-1.0%
12-Month Avg*	97.0%	+0.1%	97.6%	-0.3%

* Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

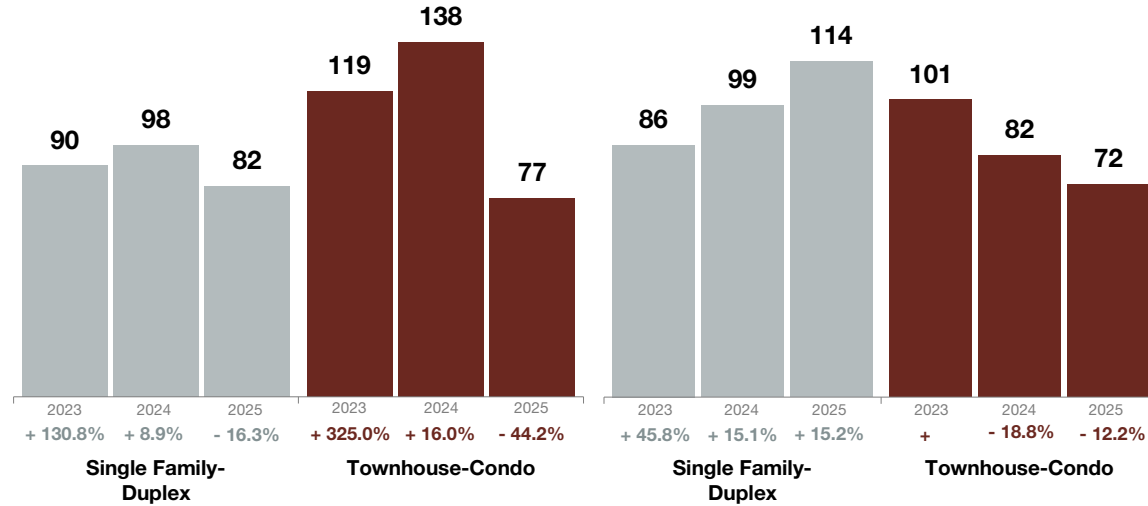


Days on Market Until Sale



March

Year to Date

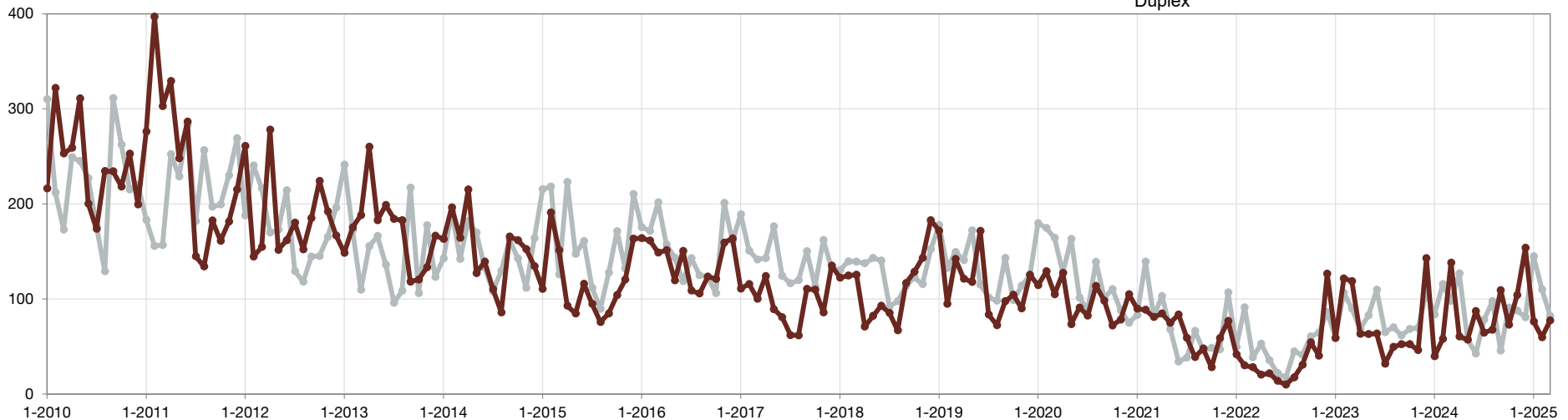


Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	127	+84.1%	60	-4.8%
May-2024	57	-31.3%	57	-9.5%
Jun-2024	43	-60.9%	87	+35.9%
Jul-2024	78	+20.0%	64	+100.0%
Aug-2024	98	+40.0%	68	+38.8%
Sep-2024	46	-25.8%	109	+105.7%
Oct-2024	91	+33.8%	73	+40.4%
Nov-2024	88	+25.7%	104	+126.1%
Dec-2024	81	-25.0%	154	+7.7%
Jan-2025	145	+72.6%	76	+90.0%
Feb-2025	110	-5.2%	60	+3.4%
Mar-2025	82	-16.3%	77	-44.2%
12-Month Avg*	82	+3.4%	70	+18.5%

* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

** These monthly reports use Agent Days on Market data.

Historical Days on Market Until Sale by Month

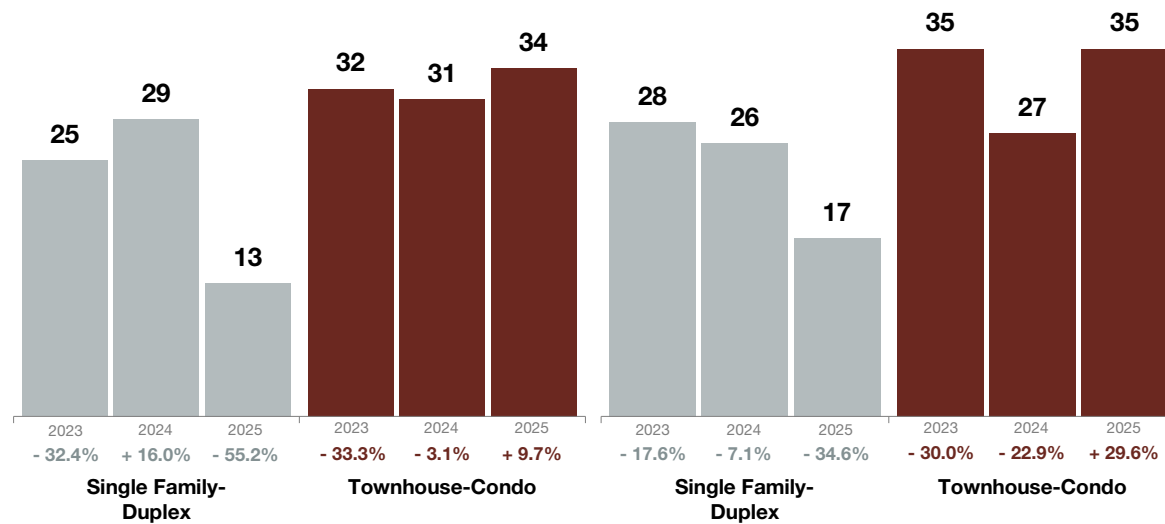


Housing Affordability Index



March

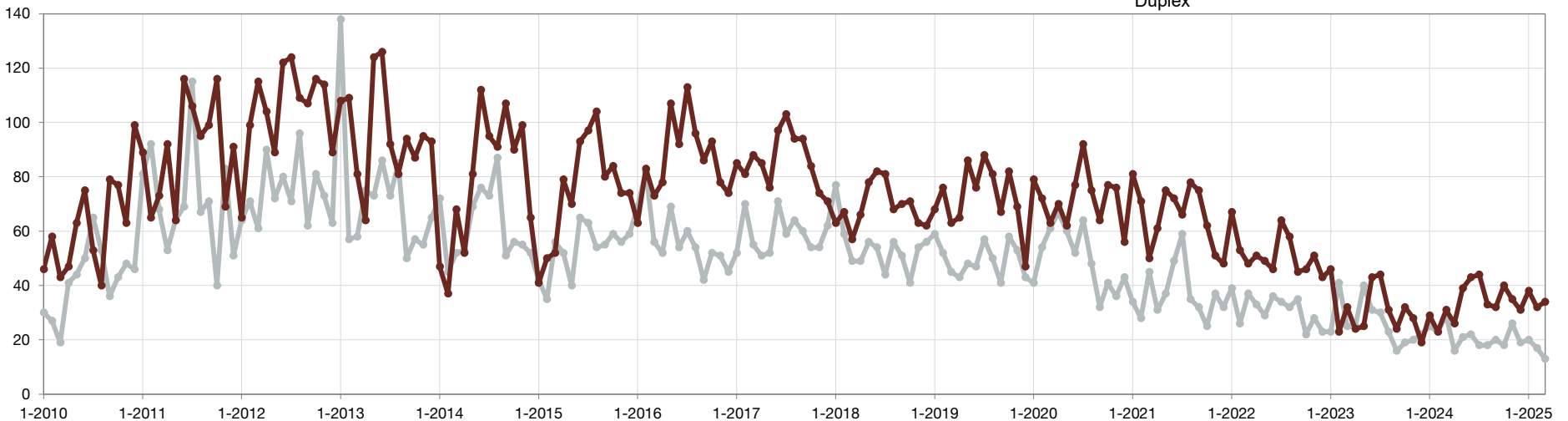
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	16	-36.0%	26	+8.3%
May-2024	21	-47.5%	39	+56.0%
Jun-2024	22	-29.0%	43	0.0%
Jul-2024	18	-40.0%	44	0.0%
Aug-2024	18	-21.7%	33	+6.5%
Sep-2024	20	+25.0%	32	+33.3%
Oct-2024	18	-5.3%	40	+25.0%
Nov-2024	26	+30.0%	35	+25.0%
Dec-2024	19	-13.6%	31	+63.2%
Jan-2025	20	-20.0%	38	+31.0%
Feb-2025	17	-26.1%	32	+39.1%
Mar-2025	13	-55.2%	34	+9.7%
12-Month Avg*	19	-8.7%	25	+24.1%

* Affordability Index for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

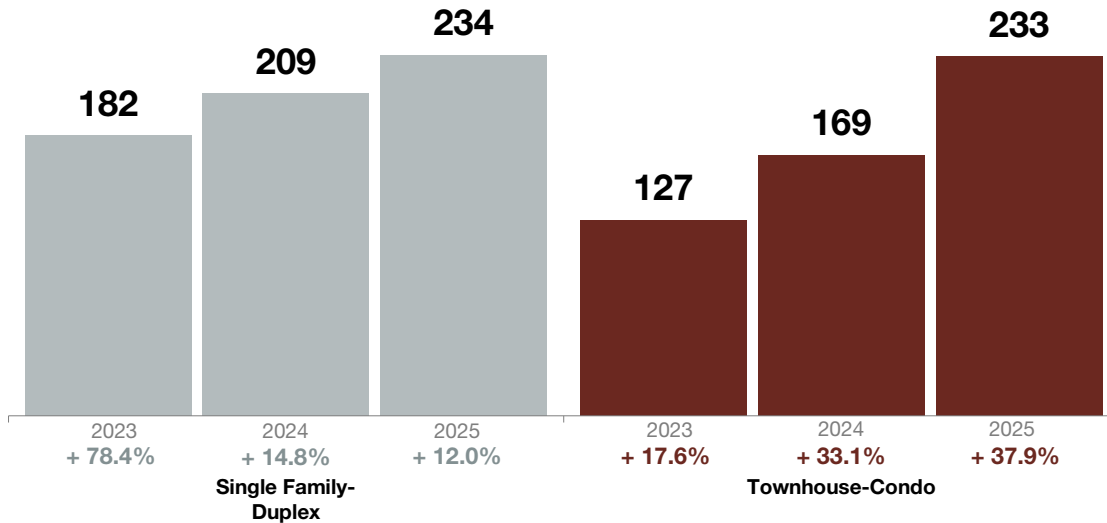
Historical Housing Affordability Index by Month



Inventory of Active Listings

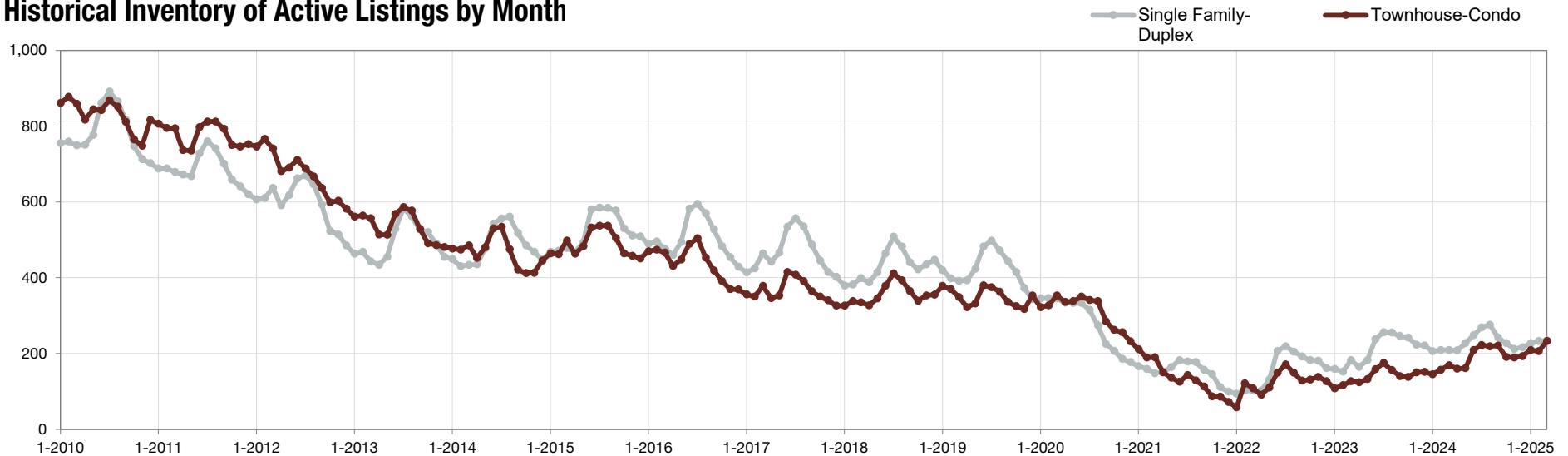


March



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	208	+26.1%	160	+29.0%
May-2024	227	+24.7%	161	+22.0%
Jun-2024	248	+4.2%	209	+32.3%
Jul-2024	269	+5.1%	222	+26.9%
Aug-2024	276	+8.2%	219	+40.4%
Sep-2024	242	-1.6%	221	+57.9%
Oct-2024	227	-6.2%	191	+38.4%
Nov-2024	212	-4.9%	189	+26.0%
Dec-2024	216	-2.3%	193	+27.8%
Jan-2025	227	+10.2%	209	+44.1%
Feb-2025	233	+11.5%	206	+31.2%
Mar-2025	234	+12.0%	233	+37.9%
12-Month Avg	235	+6.3%	201	+34.4%

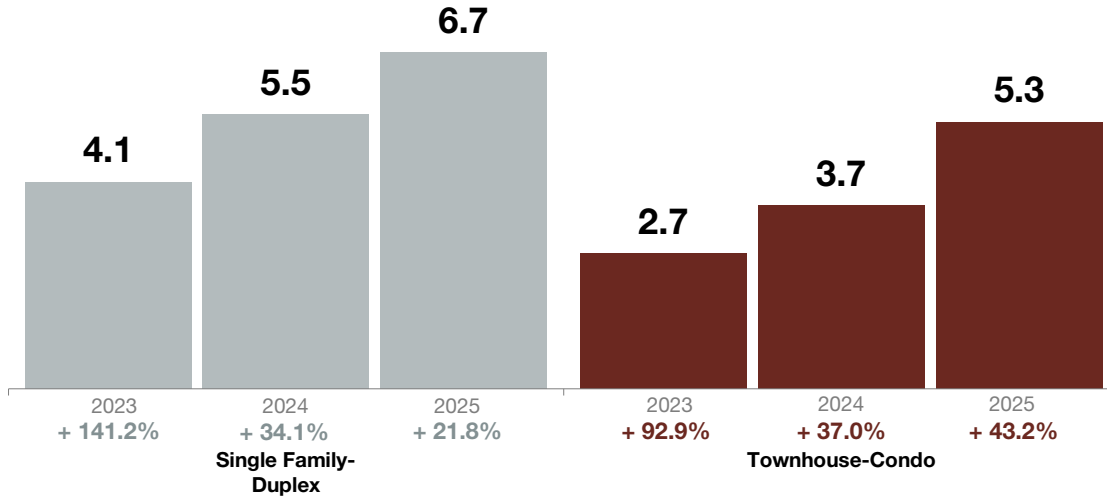
Historical Inventory of Active Listings by Month



Months Supply of Inventory



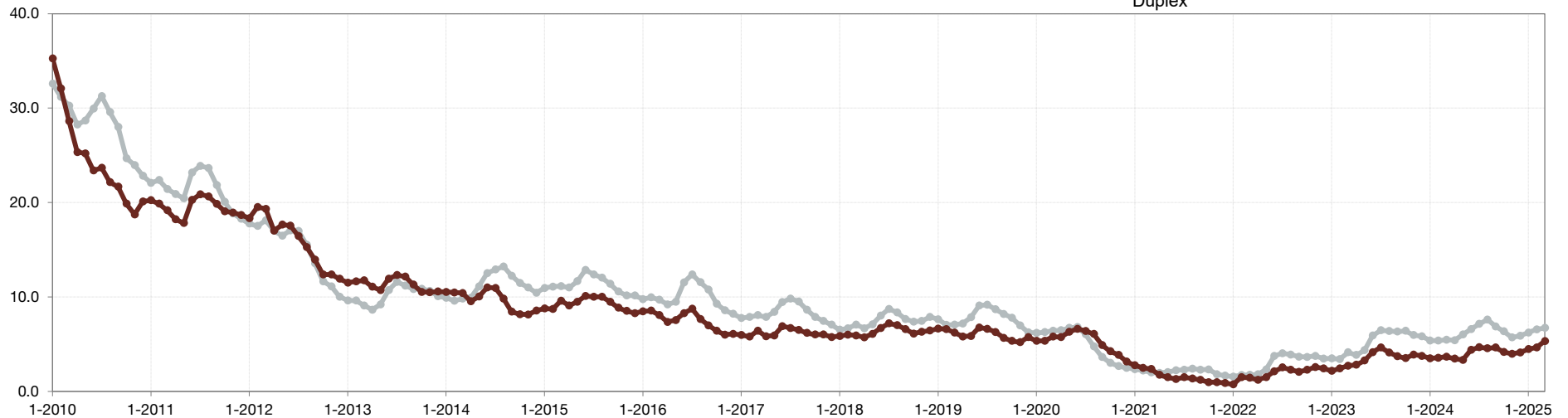
March



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	5.4	+38.5%	3.5	+25.0%
May-2024	6.0	+36.4%	3.3	0.0%
Jun-2024	6.6	+11.9%	4.4	+7.3%
Jul-2024	7.1	+9.2%	4.7	+2.2%
Aug-2024	7.6	+18.8%	4.6	+12.2%
Sep-2024	6.9	+9.5%	4.6	+24.3%
Oct-2024	6.3	-1.6%	4.2	+20.0%
Nov-2024	5.7	-5.0%	4.0	+2.6%
Dec-2024	5.9	+1.7%	4.1	+10.8%
Jan-2025	6.2	+14.8%	4.5	+28.6%
Feb-2025	6.6	+22.2%	4.7	+34.3%
Mar-2025	6.7	+21.8%	5.3	+43.2%
12-Month Avg	6.4	+13.8%	4.3	+16.2%

* Months Supply for all properties from April 2024 through March 2025. 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	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		103	144	+ 39.8%	291	344	+ 18.2%
Pending Sales		75	96	+ 28.0%	229	241	+ 5.2%
Closed Sales		86	72	- 16.3%	243	184	- 24.3%
Median Sales Price		\$1,387,500	\$1,675,000	+ 20.7%	\$1,595,000	\$1,508,500	- 5.4%
Average Sales Price		\$1,948,097	\$2,521,917	+ 29.5%	\$2,242,422	\$2,597,557	+ 15.8%
Pct. of List Price Received		98.7%	97.9%	- 0.8%	97.8%	97.2%	- 0.6%
Days on Market Until Sale		124	79	- 36.3%	89	88	- 1.1%
Housing Affordability Index		31	24	- 22.6%	27	27	0.0%
Inventory of Active Listings		378	467	+ 23.5%	--	--	--
Months Supply of Inventory		4.5	5.9	+ 31.1%	--	--	--

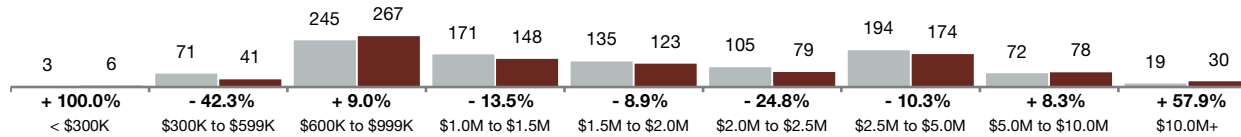
Closed Sales

Actual sales that have closed in a given month.



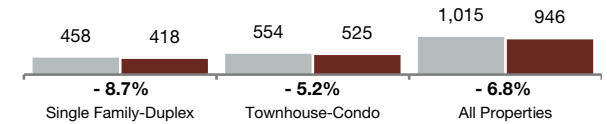
By Price Range – All Properties – Rolling 12 Months

■ 3-2024 ■ 3-2025



By Property Type

■ 3-2024 ■ 3-2025



Rolling 12 Months

Compared to Prior Month

Year to Date

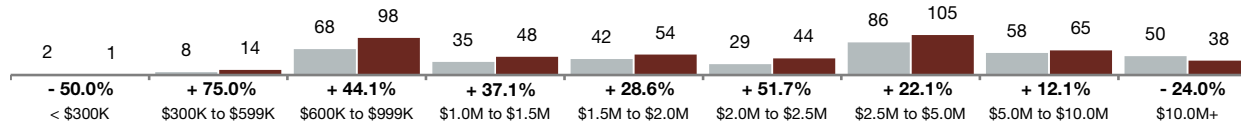
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	3-2024	3-2025	Change	3-2024	3-2025	Change	2-2025	3-2025	Change	2-2025	3-2025	Change	YTD 2024	YTD 2025	Change	YTD 2024	YTD 2025	Change
\$299,999 and Below	1	4	+300.0%	1	1	0.0%	0	0	--	0	0	--	0	0	--	0	1	--
\$300,000 to \$599,999	33	10	-69.7%	37	30	-18.9%	1	0	-100.0%	0	6	--	8	3	-62.5%	7	6	-14.3%
\$600,000 to \$999,999	92	85	-7.6%	152	181	+19.1%	4	4	0.0%	12	15	+25.0%	21	9	-57.1%	42	40	-4.8%
\$1,000,000 to \$1,499,999	75	51	-32.0%	96	97	+1.0%	1	4	+300.0%	6	4	-33.3%	14	10	-28.6%	24	20	-16.7%
\$1,500,000 to \$1,999,999	57	61	+7.0%	78	62	-20.5%	2	1	-50.0%	4	4	0.0%	16	8	-50.0%	28	13	-53.6%
\$2,000,000 to \$2,499,999	57	38	-33.3%	48	41	-14.6%	3	1	-66.7%	2	7	+250.0%	5	8	+60.0%	8	11	+37.5%
\$2,500,000 to \$4,999,999	83	90	+8.4%	111	84	-24.3%	4	9	+125.0%	4	11	+175.0%	18	19	+5.6%	30	18	-40.0%
\$5,000,000 to \$9,999,999	47	52	+10.6%	25	26	+4.0%	2	2	0.0%	1	1	0.0%	8	6	-25.0%	12	4	-66.7%
\$10,000,000 and Above	13	27	+107.7%	6	3	-50.0%	2	2	0.0%	1	1	0.0%	1	6	+500.0%	1	2	+100.0%
All Price Ranges	458	418	-8.7%	554	525	-5.2%	19	23	+21.1%	30	49	+63.3%	91	69	-24.2%	152	115	-24.3%

Inventory of Active Listings

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

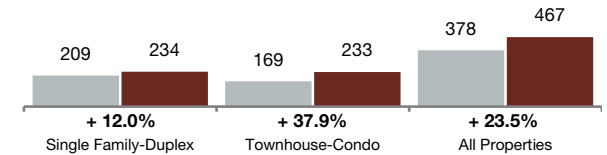
By Price Range – All Properties

■ 3-2024 ■ 3-2025



By Property Type

■ 3-2024 ■ 3-2025



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		
	3-2024	3-2025	Change	3-2024	3-2025	Change	2-2025	3-2025	Change	2-2025	3-2025	Change	YTD 2024	YTD 2025	Change	YTD 2024	YTD 2025	Change
\$299,999 and Below	2	1	-50.0%	0	0	--	1	1	0.0%	0	0	--						
\$300,000 to \$599,999	3	3	0.0%	5	11	+120.0%	2	3	+50.0%	12	11	-8.3%						
\$600,000 to \$999,999	43	50	+16.3%	25	48	+92.0%	47	50	+6.4%	39	48	+23.1%						
\$1,000,000 to \$1,499,999	9	17	+88.9%	26	31	+19.2%	19	17	-10.5%	24	31	+29.2%						
\$1,500,000 to \$1,999,999	18	19	+5.6%	24	35	+45.8%	21	19	-9.5%	34	35	+2.9%						
\$2,000,000 to \$2,499,999	15	22	+46.7%	14	22	+57.1%	19	22	+15.8%	19	22	+15.8%						
\$2,500,000 to \$4,999,999	37	50	+35.1%	49	55	+12.2%	49	50	+2.0%	49	55	+12.2%						
\$5,000,000 to \$9,999,999	37	42	+13.5%	21	23	+9.5%	41	42	+2.4%	24	23	-4.2%						
\$10,000,000 and Above	45	30	-33.3%	5	8	+60.0%	34	30	-11.8%	5	8	+60.0%						
All Price Ranges	209	234	+12.0%	169	233	+37.9%	233	234	+0.4%	206	233	+13.1%						

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.

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.