

Monthly Indicators



January 2025

New Listings were up 53.3 percent for the Single Family-Duplex category and 25.5 percent for the Townhouse-Condo category. Pending Sales decreased 8.3 percent for Single Family-Duplex and 2.2 percent for Townhouse-Condo.

The Median Sales Price was up 17.6 percent to \$2,000,000 for the Single Family-Duplex category but decreased 21.7 percent to \$1,150,000 for the Townhouse-Condo category. Days on Market increased 72.6 percent for Single Family-Duplex homes and 80.0 percent for Townhouse-Condo properties.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Monthly Snapshot

- 3.0% **+ 18.7%** **- 5.6%**

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	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		30	46	+ 53.3%	30	46	+ 53.3%
Pending Sales		36	33	- 8.3%	36	33	- 8.3%
Closed Sales		29	27	- 6.9%	29	27	- 6.9%
Median Sales Price		\$1,700,000	\$2,000,000	+ 17.6%	\$1,700,000	\$2,000,000	+ 17.6%
Average Sales Price		\$2,060,474	\$3,671,006	+ 78.2%	\$2,060,474	\$3,671,006	+ 78.2%
Pct. of List Price Received		96.3%	93.9%	- 2.5%	96.3%	93.9%	- 2.5%
Days on Market Until Sale		84	145	+ 72.6%	84	145	+ 72.6%
Housing Affordability Index		25	20	- 20.0%	25	20	- 20.0%
Inventory of Active Listings		203	210	+ 3.4%	--	--	--
Months Supply of Inventory		5.3	5.8	+ 9.4%	--	--	--

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.

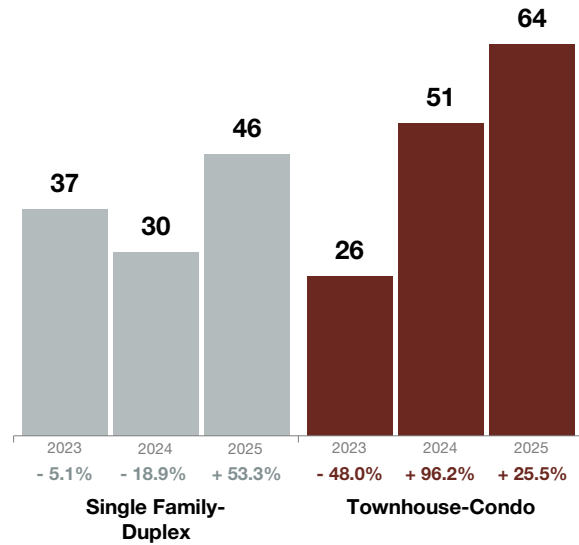


Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		51	64	+ 25.5%	51	64	+ 25.5%
Pending Sales		45	44	- 2.2%	45	44	- 2.2%
Closed Sales		37	37	0.0%	37	37	0.0%
Median Sales Price		\$1,468,000	\$1,150,000	- 21.7%	\$1,468,000	\$1,150,000	- 21.7%
Avg. Sales Price		\$2,215,095	\$1,612,977	- 27.2%	\$2,215,095	\$1,612,977	- 27.2%
Pct. of List Price Received		97.3%	97.2%	- 0.1%	97.3%	97.2%	- 0.1%
Days on Market Until Sale		40	72	+ 80.0%	40	72	+ 80.0%
Affordability Index		29	37	+ 27.6%	29	37	+ 27.6%
Active Listings		145	203	+ 40.0%	--	--	--
Months Supply		3.5	4.3	+ 22.9%	--	--	--

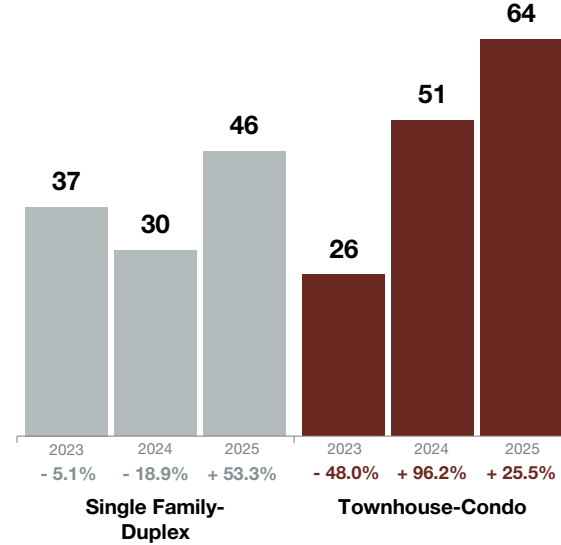
New Listings



January

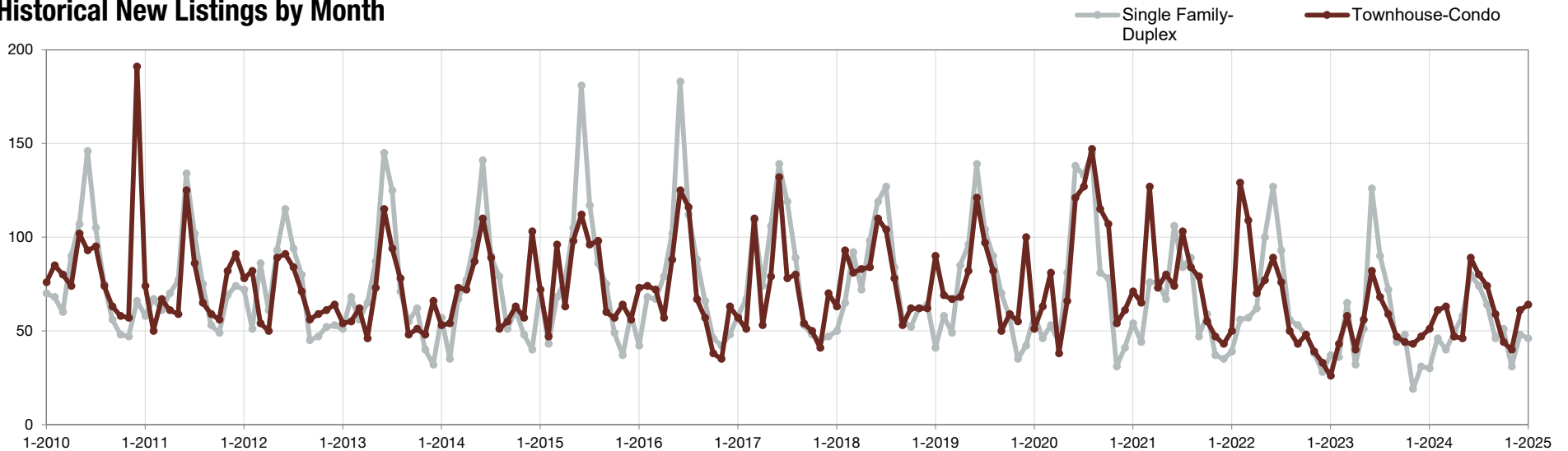


Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	46	+27.8%	61	+41.9%
Mar-2024	40	-38.5%	63	+8.6%
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%	64	+25.5%
12-Month Avg	53	-1.7%	61	+14.1%

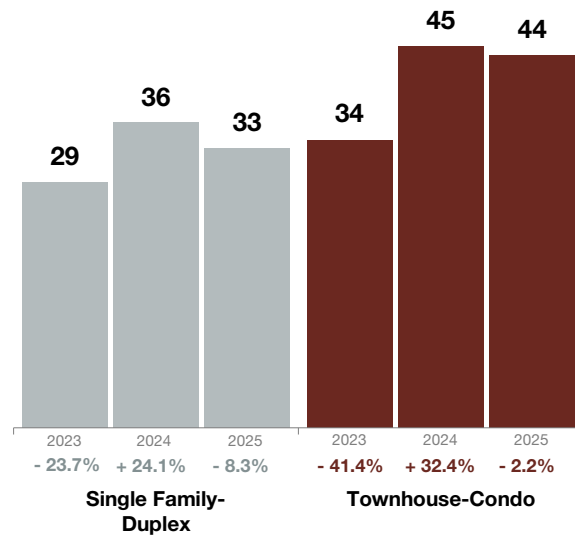
Historical New Listings by Month



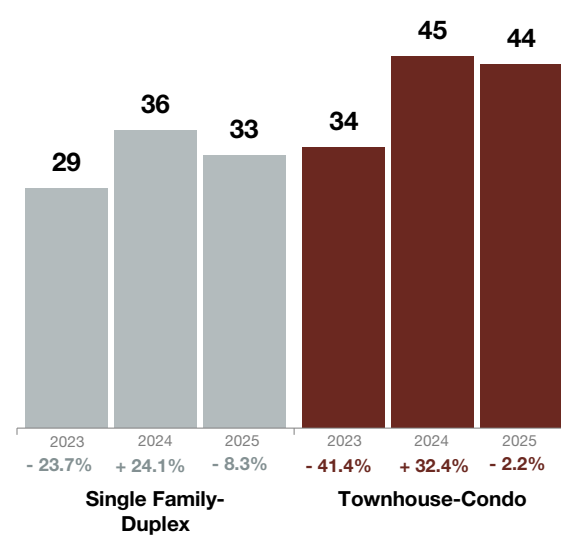
Pending Sales



January

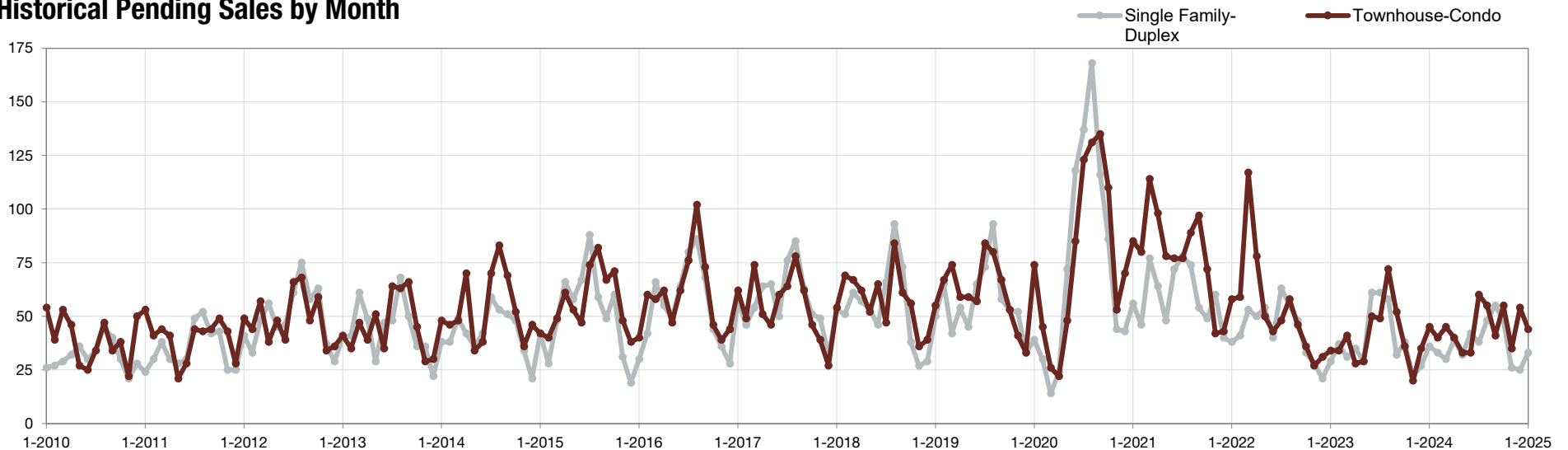


Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	33	-10.8%	40	+17.6%
Mar-2024	30	-3.2%	45	+9.8%
Apr-2024	39	+11.4%	40	+42.9%
May-2024	32	+10.3%	33	+13.8%
Jun-2024	42	-31.1%	33	-34.0%
Jul-2024	38	-37.7%	60	+22.4%
Aug-2024	48	-17.2%	55	-23.6%
Sep-2024	55	+71.9%	41	-21.2%
Oct-2024	48	+26.3%	55	+52.8%
Nov-2024	26	+18.2%	35	+75.0%
Dec-2024	25	-7.4%	54	+54.3%
Jan-2025	33	-8.3%	44	-2.2%
12-Month Avg	37	-3.9%	45	+9.0%

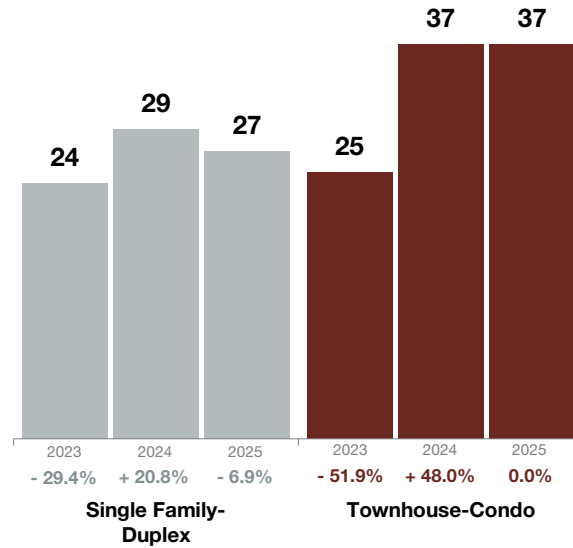
Historical Pending Sales by Month



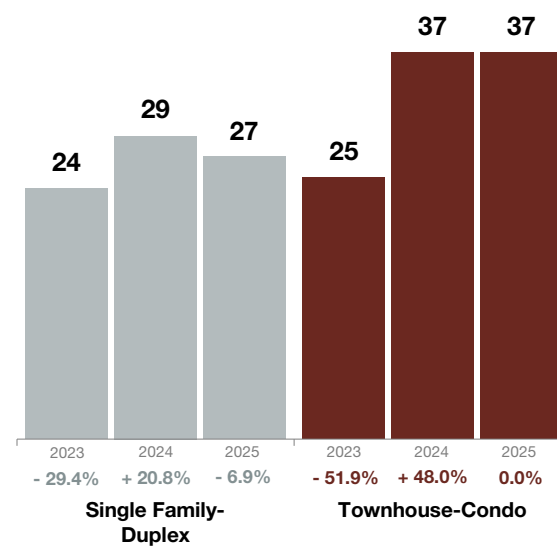
Closed Sales



January

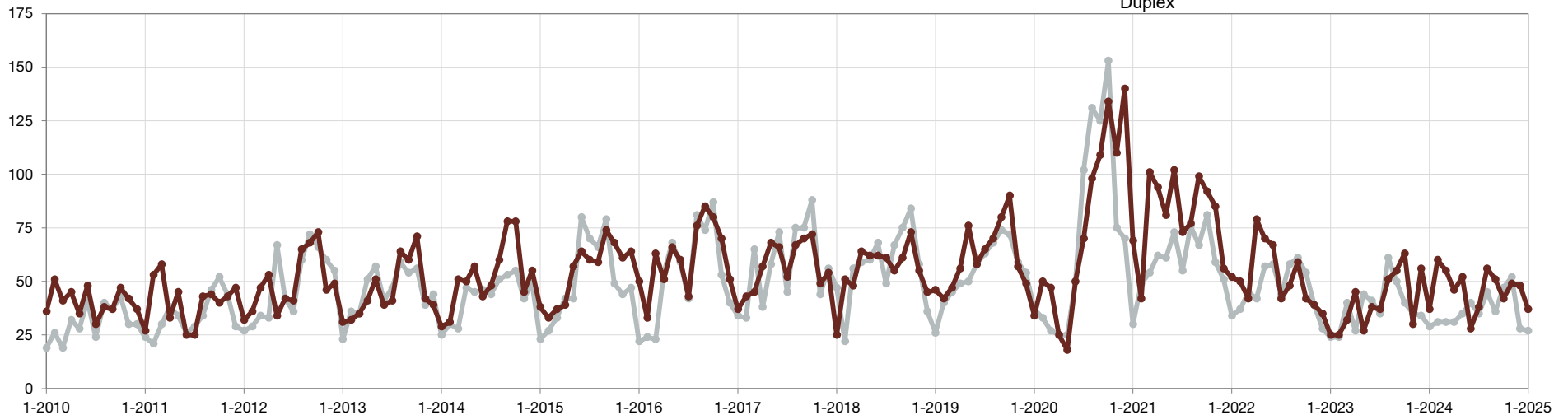


Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	31	+29.2%	60	+140.0%
Mar-2024	31	-22.5%	55	+71.9%
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%	37	0.0%
12-Month Avg	37	-4.8%	47	+13.3%

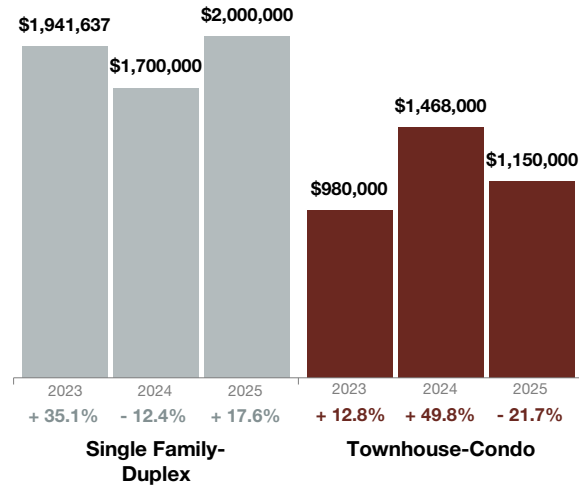
Historical Closed Sales by Month



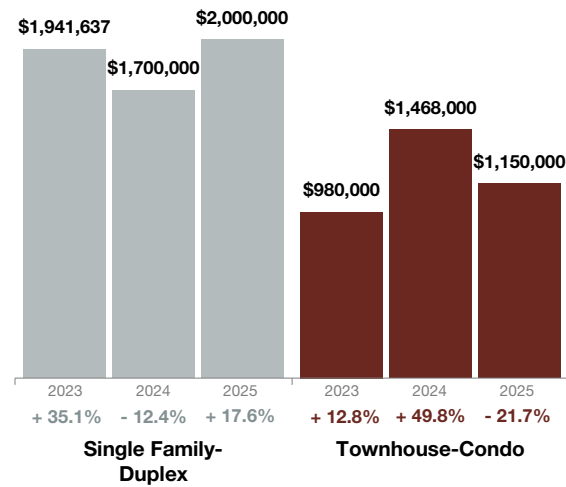
Median Sales Price



January



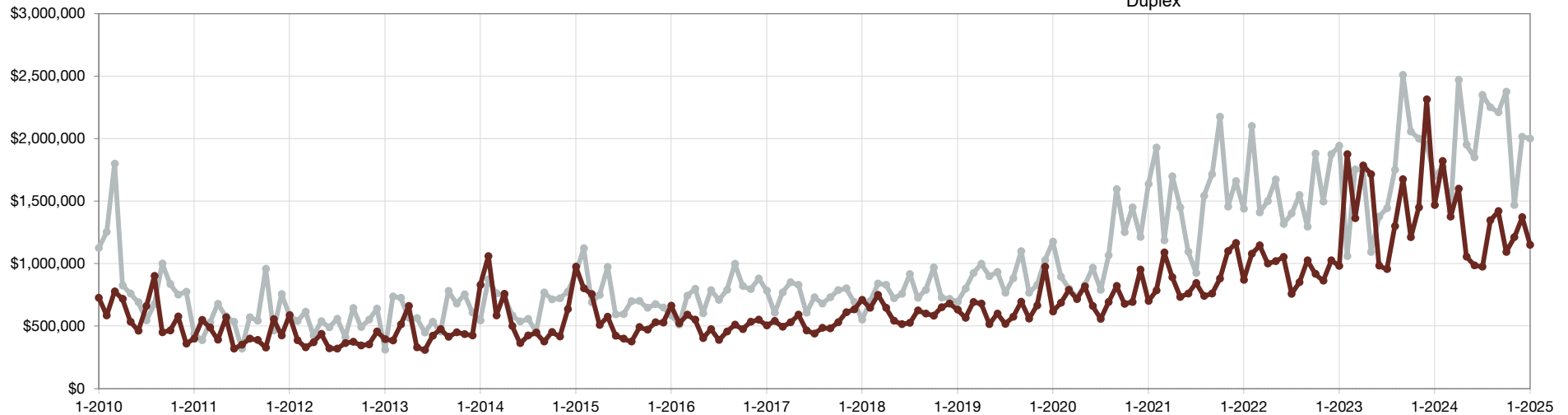
Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	\$1,775,000	+67.6%	\$1,820,000	-2.9%
Mar-2024	\$1,420,000	-19.0%	\$1,375,000	+0.9%
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%	\$1,150,000	-21.7%
12-Month Avg*	\$1,927,750	+10.2%	\$1,295,000	-9.1%

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

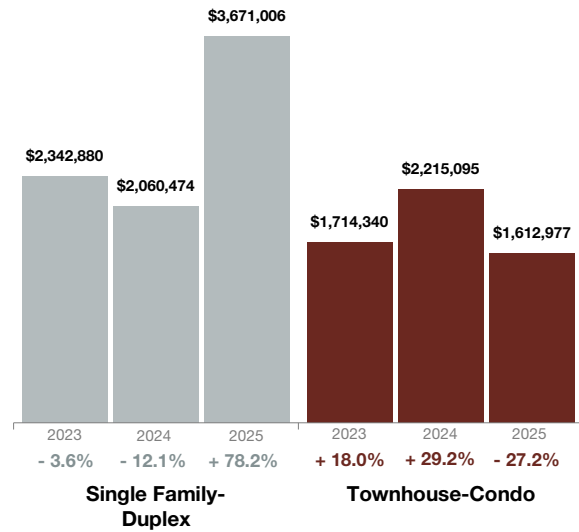
Historical Median Sales Price by Month



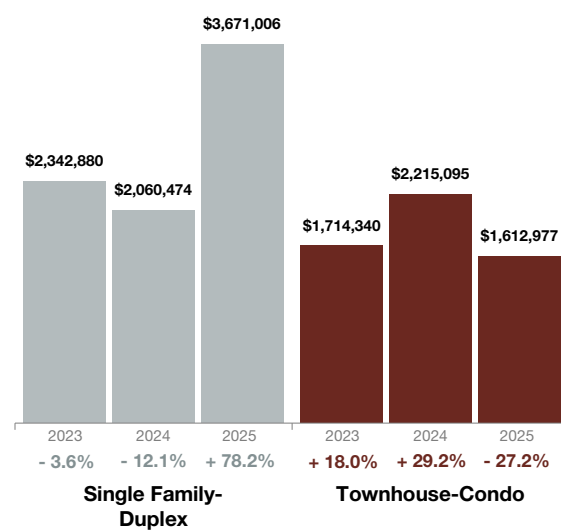
Average Sales Price



January



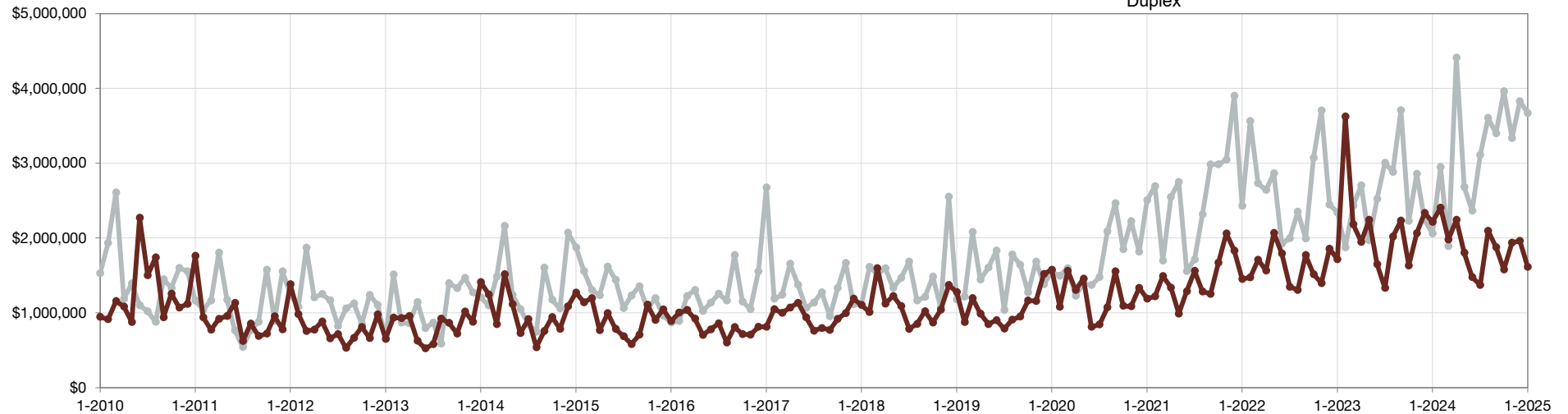
Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	\$2,948,375	+57.4%	\$2,404,340	-33.6%
Mar-2024	\$1,891,574	-22.2%	\$1,979,955	-9.3%
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%	\$1,612,977	-27.2%
12-Month Avg*	\$3,275,670	+25.9%	\$1,906,925	-7.6%

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

Historical Average Sales Price by Month

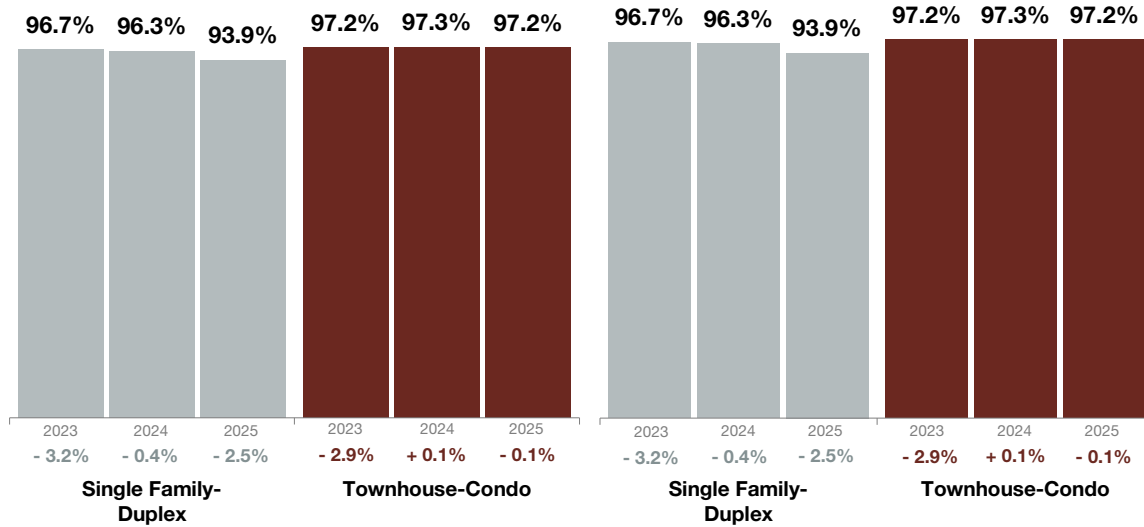


Percent of List Price Received



January

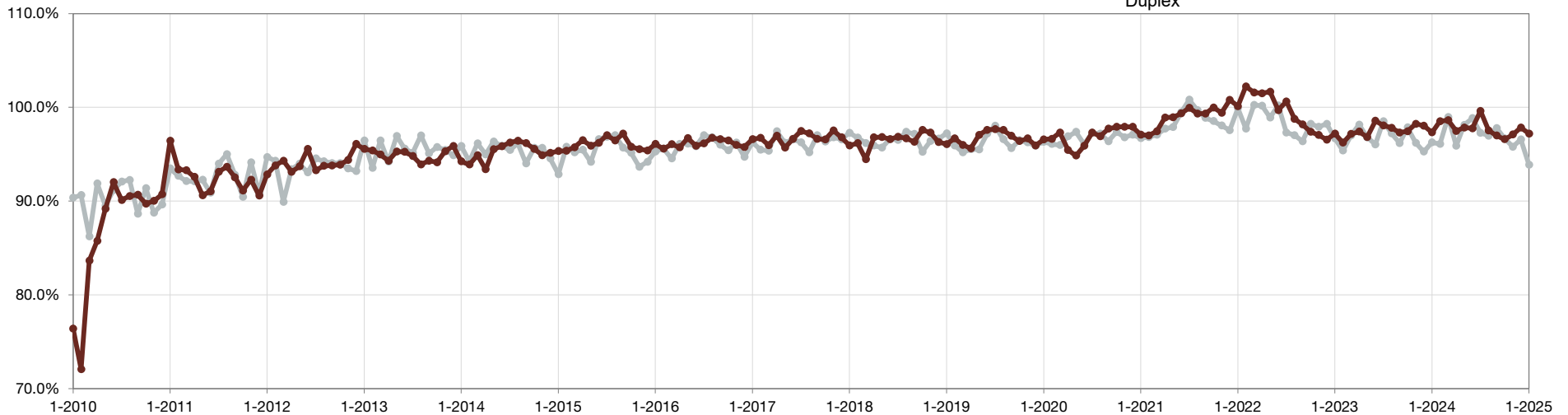
Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	96.1%	+0.7%	98.5%	+2.4%
Mar-2024	99.0%	+2.1%	98.6%	+1.4%
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%	97.2%	-0.1%
12-Month Avg*	96.9%	+0.2%	97.8%	+0.2%

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

Historical Percent of List Price Received by Month

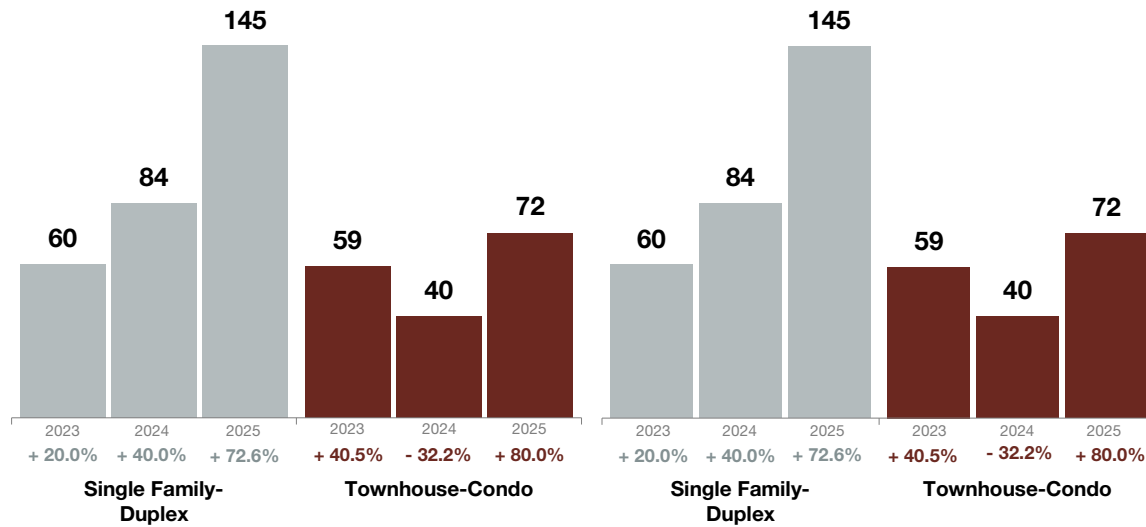


Days on Market Until Sale



January

Year to Date

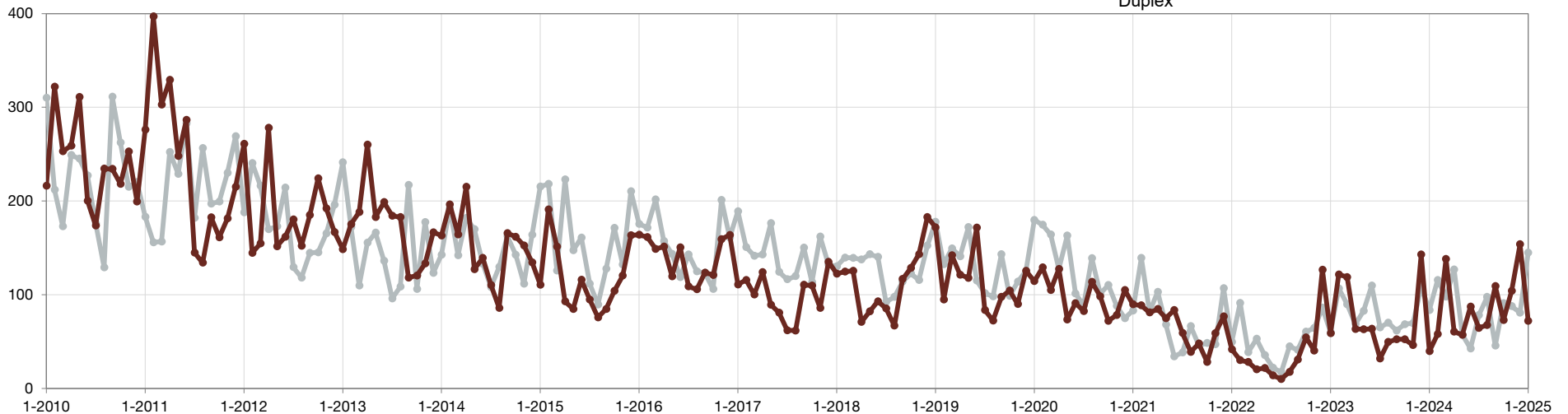


Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	116	+8.4%	58	-52.5%
Mar-2024	98	+8.9%	138	+16.0%
Apr-2024	127	+84.1%	60	-4.8%
May-2024	57	-31.3%	57	-9.5%
Jun-2024	43	-60.9%	87	+35.9%
Jul-2024	78	+20.0%	64	+100.0%
Aug-2024	98	+40.0%	68	+38.8%
Sep-2024	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%	72	+80.0%
12-Month Avg*	80	+7.9%	70	+25.1%

* Days on Market for all properties from February 2024 through January 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

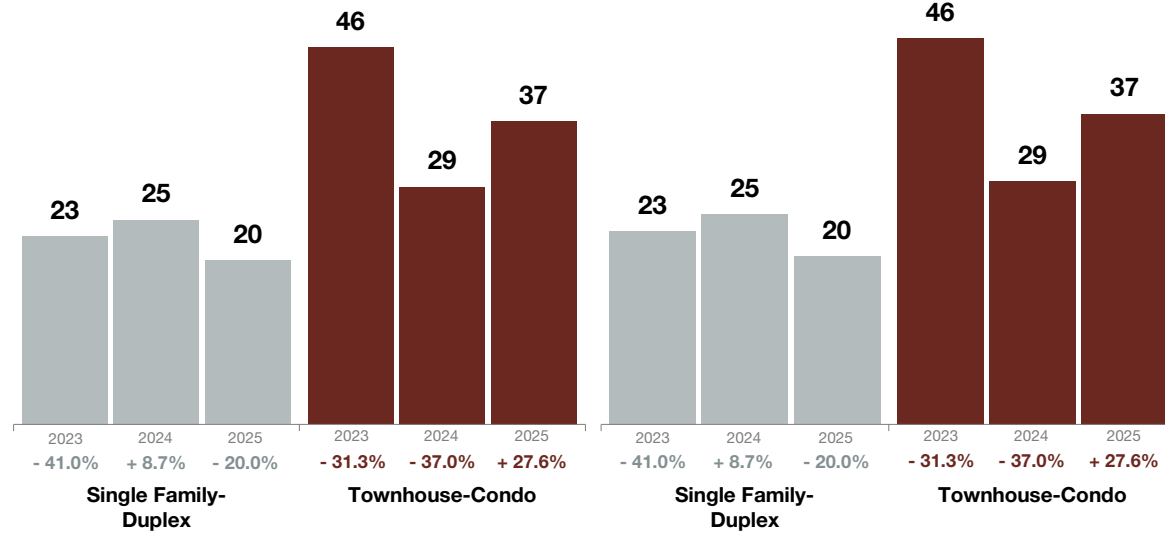


Housing Affordability Index



January

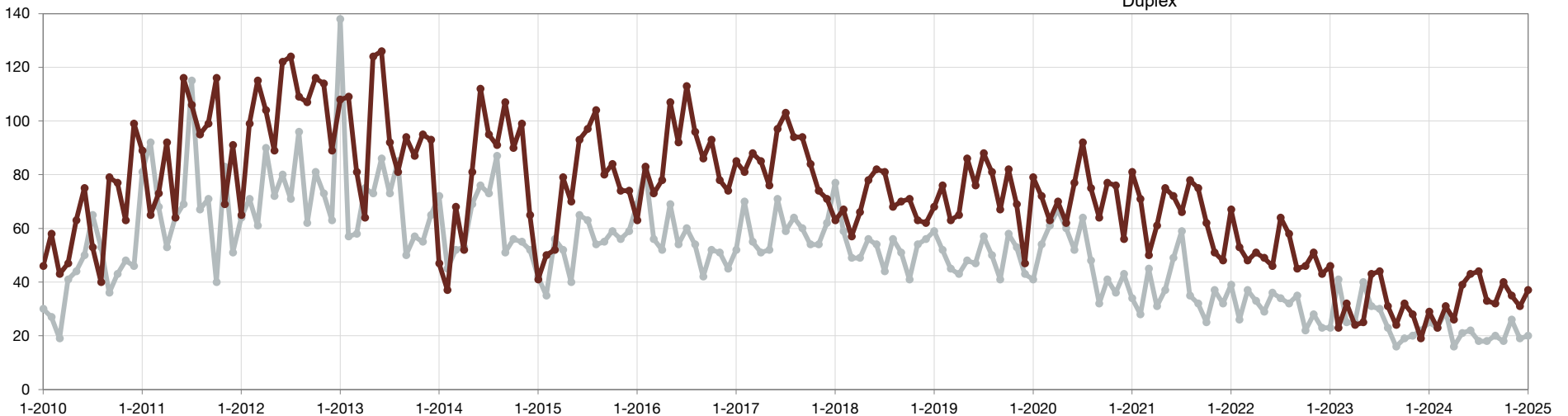
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	23	-43.9%	23	0.0%
Mar-2024	29	+16.0%	31	-3.1%
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%	37	+27.6%
12-Month Avg*	21	-12.5%	26	+10.0%

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

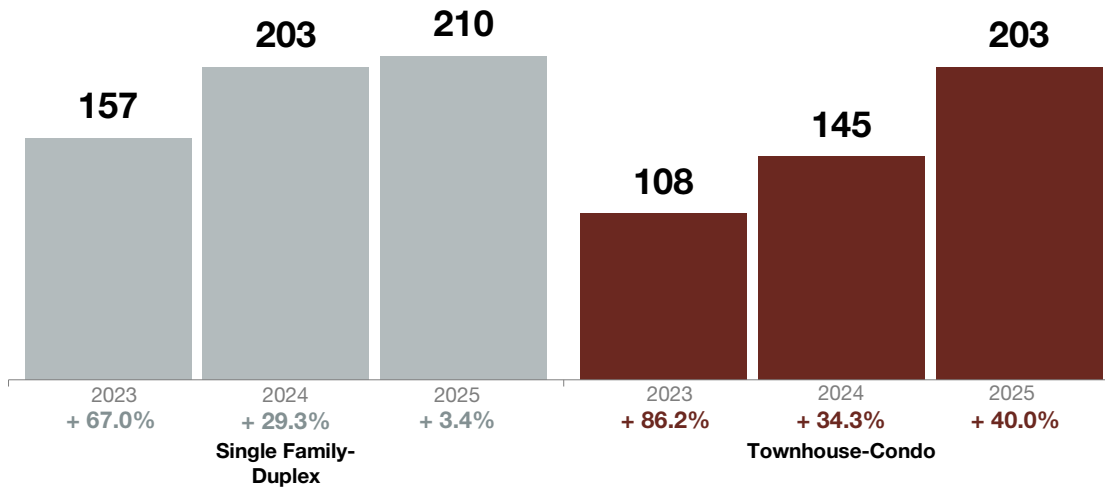
Historical Housing Affordability Index by Month



Inventory of Active Listings

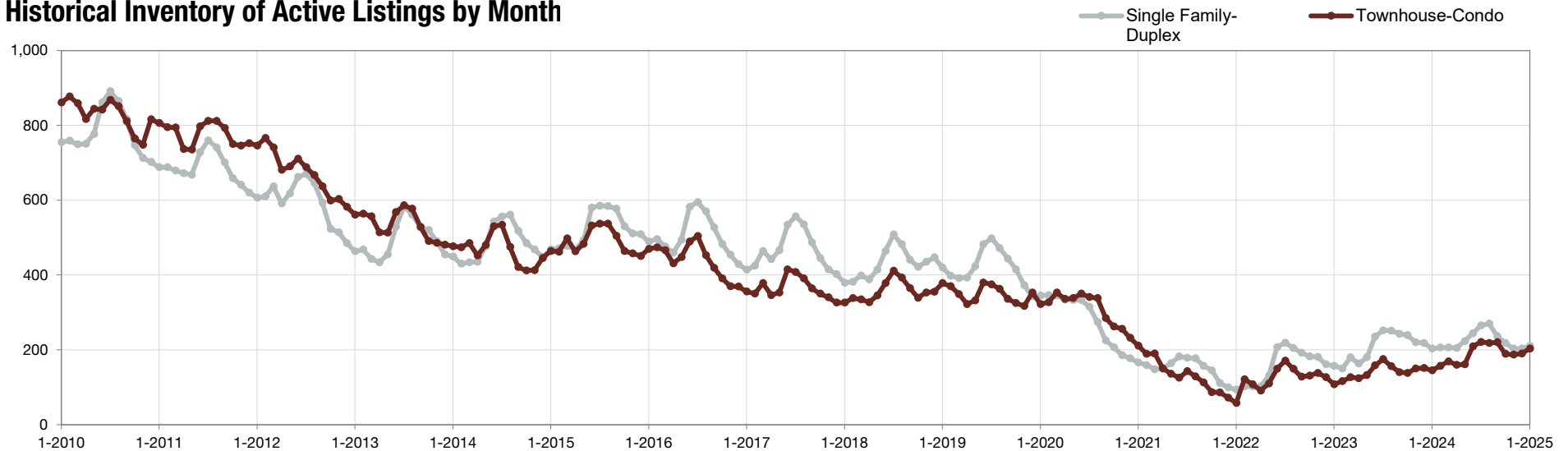


January



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	206	+37.3%	157	+35.3%
Mar-2024	206	+14.4%	169	+33.1%
Apr-2024	205	+25.8%	160	+29.0%
May-2024	223	+23.9%	161	+22.0%
Jun-2024	244	+3.8%	209	+32.3%
Jul-2024	265	+5.2%	221	+26.3%
Aug-2024	270	+7.6%	218	+39.7%
Sep-2024	236	-2.9%	220	+57.1%
Oct-2024	218	-8.8%	189	+37.0%
Nov-2024	203	-7.7%	187	+24.7%
Dec-2024	203	-6.9%	190	+25.8%
Jan-2025	210	+3.4%	203	+40.0%
12-Month Avg	224	+6.1%	190	+33.4%

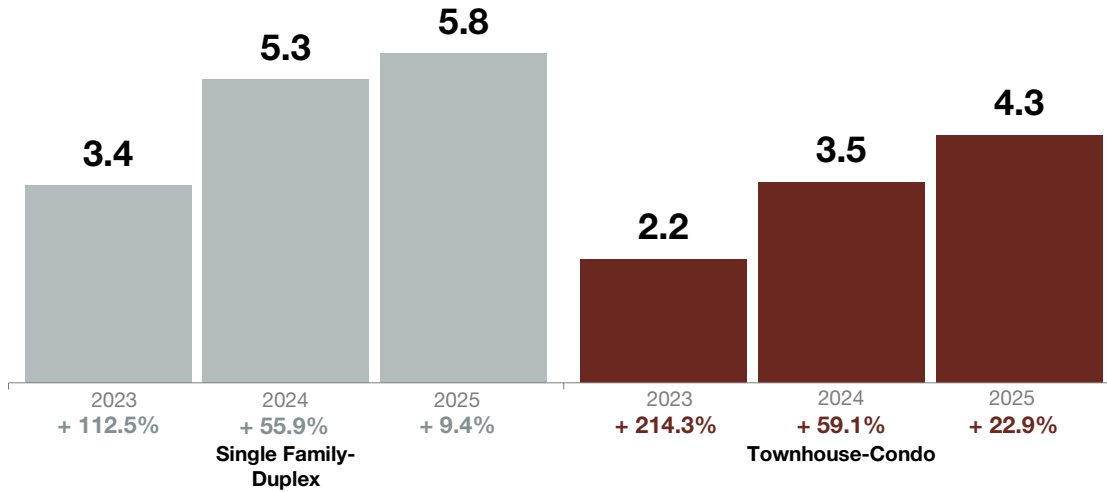
Historical Inventory of Active Listings by Month



Months Supply of Inventory



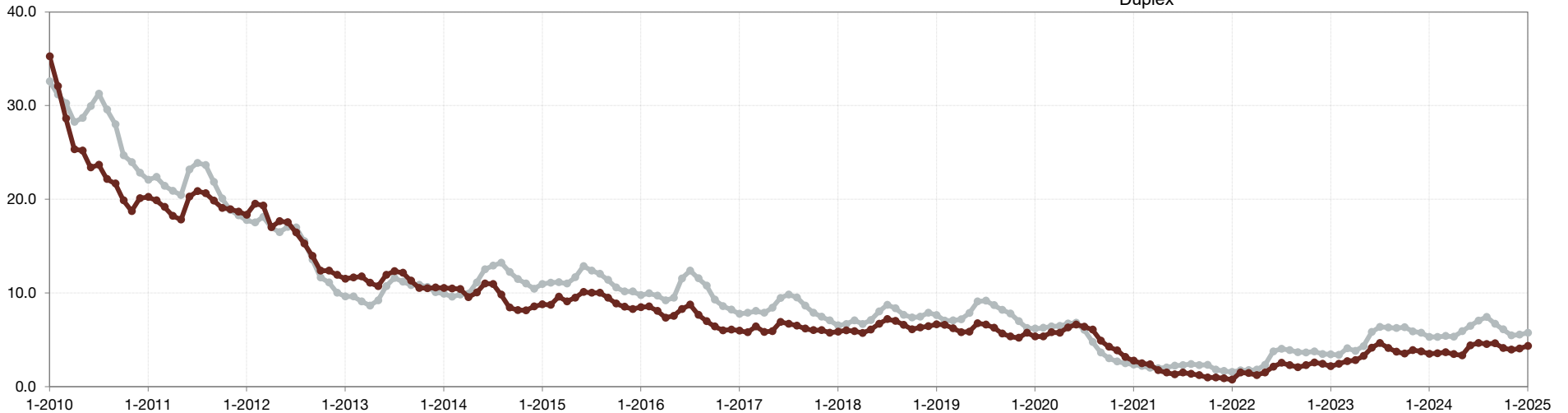
January



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	5.3	+55.9%	3.5	+45.8%
Mar-2024	5.4	+31.7%	3.7	+37.0%
Apr-2024	5.3	+39.5%	3.5	+25.0%
May-2024	5.9	+37.2%	3.3	0.0%
Jun-2024	6.5	+12.1%	4.4	+7.3%
Jul-2024	7.0	+9.4%	4.6	0.0%
Aug-2024	7.4	+17.5%	4.5	+9.8%
Sep-2024	6.7	+8.1%	4.6	+24.3%
Oct-2024	6.1	-3.2%	4.1	+17.1%
Nov-2024	5.5	-6.8%	3.9	0.0%
Dec-2024	5.5	-3.5%	4.1	+10.8%
Jan-2025	5.8	+9.4%	4.3	+22.9%
12-Month Avg	6.0	+13.9%	4.1	+14.5%

* Months Supply for all properties from February 2024 through January 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	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		81	110	+ 35.8%	81	110	+ 35.8%
Pending Sales		81	77	- 4.9%	81	77	- 4.9%
Closed Sales		66	64	- 3.0%	66	64	- 3.0%
Median Sales Price		\$1,550,000	\$1,462,500	- 5.6%	\$1,550,000	\$1,462,500	- 5.6%
Average Sales Price		\$2,147,155	\$2,481,208	+ 15.6%	\$2,147,155	\$2,481,208	+ 15.6%
Pct. of List Price Received		96.9%	95.8%	- 1.1%	96.9%	95.8%	- 1.1%
Days on Market Until Sale		59	103	+ 74.6%	59	103	+ 74.6%
Housing Affordability Index		28	27	- 3.6%	28	27	- 3.6%
Inventory of Active Listings		348	413	+ 18.7%	--	--	--
Months Supply of Inventory		4.4	4.9	+ 11.4%	--	--	--

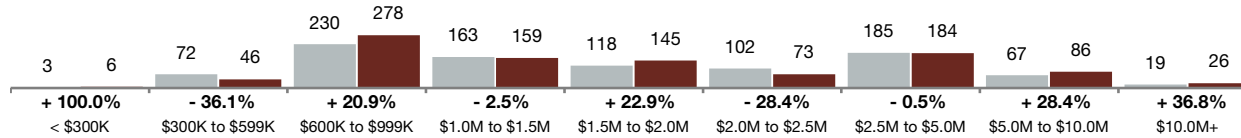
Closed Sales

Actual sales that have closed in a given month.



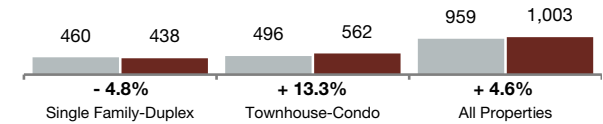
By Price Range – All Properties – Rolling 12 Months

■ 1-2024 ■ 1-2025



By Property Type

■ 1-2024 ■ 1-2025



Rolling 12 Months

Compared to Prior Month

Year to Date

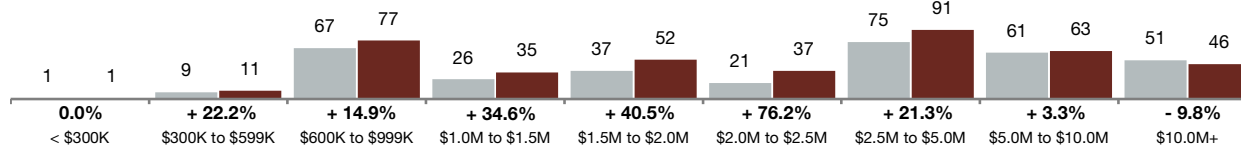
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	1-2024	1-2025	Change	1-2024	1-2025	Change	12-2024	1-2025	Change	12-2024	1-2025	Change	YTD 2024	YTD 2025	Change	YTD 2024	YTD 2025	Change
\$299,999 and Below	1	4	+300.0%	1	1	0.0%	0	0	--	0	1	--	0	0	--	0	1	--
\$300,000 to \$599,999	34	14	-58.8%	37	31	-16.2%	0	2	--	3	1	-66.7%	3	2	-33.3%	1	1	0.0%
\$600,000 to \$999,999	92	93	+1.1%	137	184	+34.3%	8	1	-87.5%	15	12	-20.0%	5	1	-80.0%	11	12	+9.1%
\$1,000,000 to \$1,499,999	77	55	-28.6%	86	104	+20.9%	2	5	+150.0%	7	10	+42.9%	5	5	0.0%	7	10	+42.9%
\$1,500,000 to \$1,999,999	56	68	+21.4%	62	77	+24.2%	4	5	+25.0%	3	6	+100.0%	6	5	-16.7%	6	6	0.0%
\$2,000,000 to \$2,499,999	56	37	-33.9%	46	36	-21.7%	3	4	+33.3%	6	2	-66.7%	2	4	+100.0%	4	2	-50.0%
\$2,500,000 to \$4,999,999	87	88	+1.1%	98	96	-2.0%	3	6	+100.0%	13	3	-76.9%	7	6	-14.3%	3	3	0.0%
\$5,000,000 to \$9,999,999	45	55	+22.2%	22	31	+40.9%	5	2	-60.0%	1	2	+100.0%	1	2	+100.0%	5	2	-60.0%
\$10,000,000 and Above	12	24	+100.0%	7	2	-71.4%	3	2	-33.3%	0	0	--	0	2	--	0	0	--
All Price Ranges	460	438	-4.8%	496	562	+13.3%	28	27	-3.6%	48	37	-22.9%	29	27	-6.9%	37	37	0.0%

Inventory of Active Listings

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

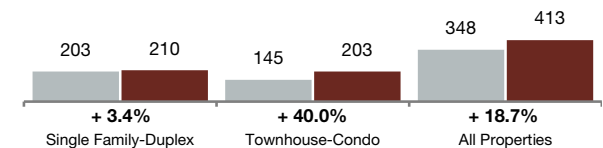
By Price Range – All Properties

■ 1-2024 ■ 1-2025



By Property Type

■ 1-2024 ■ 1-2025



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		
	1-2024	1-2025	Change	1-2024	1-2025	Change	12-2024	1-2025	Change	12-2024	1-2025	Change	YTD 2024	YTD 2025	Change	YTD 2024	YTD 2025	Change
\$299,999 and Below	0	1	--	1	0	-100.0%	0	1	--	0	0	--	0	0	--	0	0	--
\$300,000 to \$599,999	5	2	-60.0%	4	9	+125.0%	3	2	-33.3%	6	9	+50.0%	3	2	-33.3%	6	9	+50.0%
\$600,000 to \$999,999	42	37	-11.9%	25	40	+60.0%	38	37	-2.6%	49	40	-18.4%	10	12	+20.0%	23	23	0.0%
\$1,000,000 to \$1,499,999	7	12	+71.4%	19	23	+21.1%	10	12	+20.0%	23	23	0.0%	19	19	0.0%	27	33	+22.2%
\$1,500,000 to \$1,999,999	16	19	+18.8%	21	33	+57.1%	19	19	0.0%	27	33	+22.2%	14	16	+14.3%	18	21	+16.7%
\$2,000,000 to \$2,499,999	9	16	+77.8%	12	21	+75.0%	14	16	+14.3%	18	21	+16.7%	41	42	+2.4%	45	49	+8.9%
\$2,500,000 to \$4,999,999	40	42	+5.0%	35	49	+40.0%	45	42	-6.7%	16	21	+31.3%	45	42	-6.7%	16	21	+31.3%
\$5,000,000 to \$9,999,999	38	42	+10.5%	23	21	-8.7%	33	39	+18.2%	6	7	+16.7%	33	39	+18.2%	6	7	+16.7%
\$10,000,000 and Above	46	39	-15.2%	5	7	+40.0%	33	39	+18.2%	6	7	+16.7%	33	39	+18.2%	6	7	+16.7%
All Price Ranges	203	210	+3.4%	145	203	+40.0%	203	210	+3.4%	190	203	+6.8%	203	210	+3.4%	190	203	+6.8%

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.