

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

APRIL
2023

VAIL

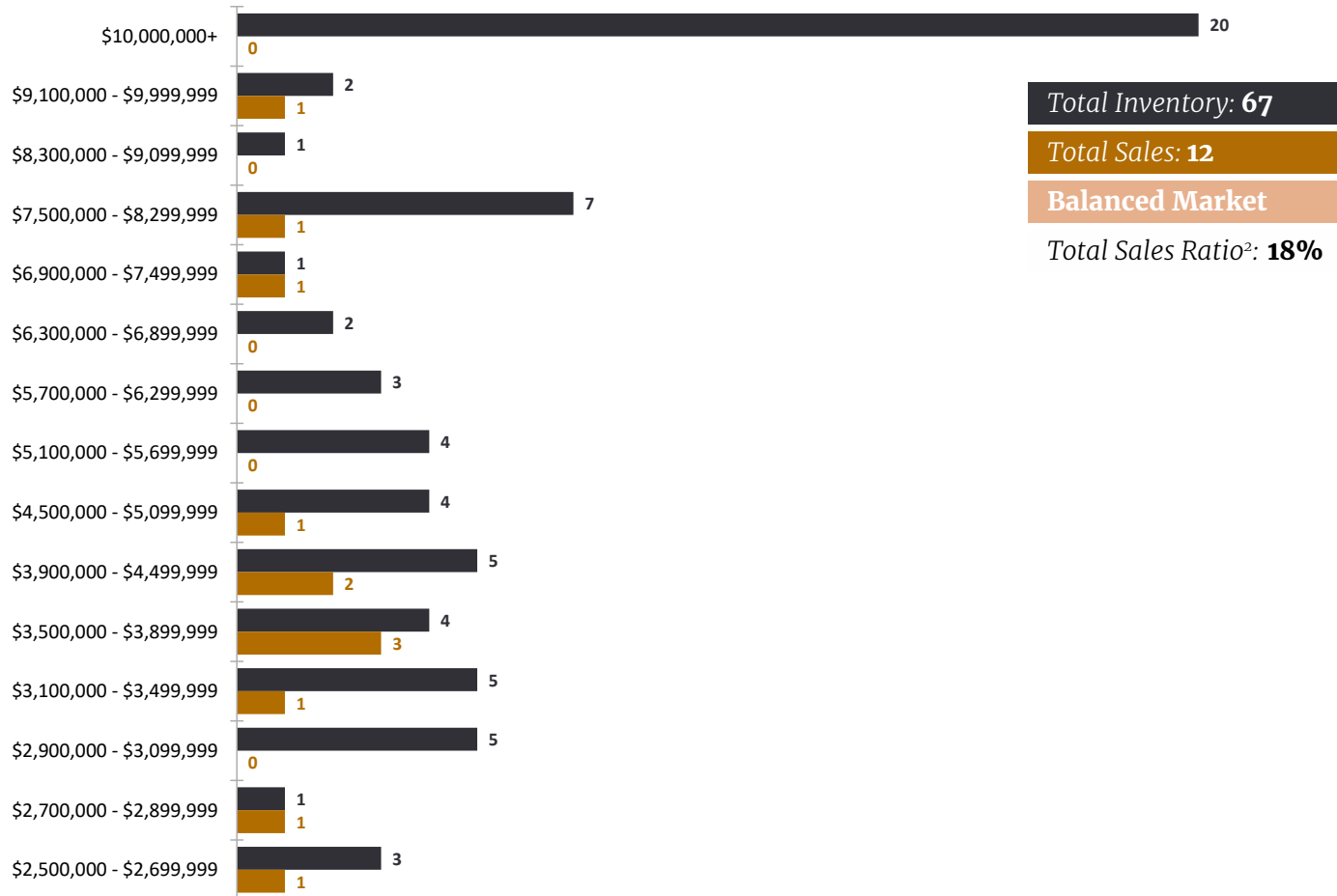
COLORADO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MARCH 2023

Inventory Sales

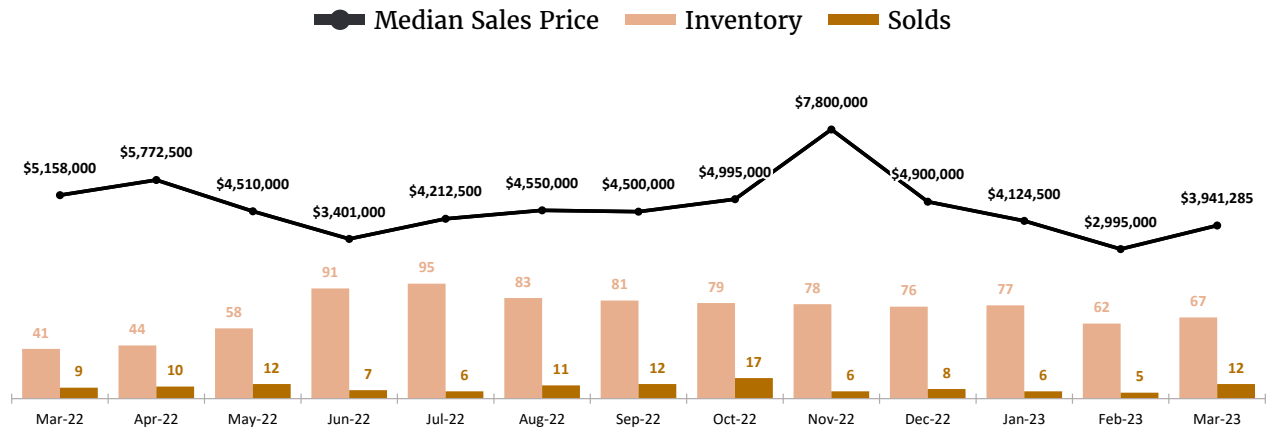
Luxury Benchmark Price¹: **\$2,500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,999	\$4,150,000	5	5	1	12	8%
4,000 - 4,999	\$3,732,569	5	5	5	14	36%
5,000 - 5,999	\$3,550,000	4	5	3	12	25%
6,000 - 6,999	\$7,622,500	6	8	2	11	18%
7,000 - 7,999	\$9,100,000	5	7	1	6	17%
8,000+	NA	NA	NA	0	12	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2022 Mar. 2023

41 67

VARIANCE: **63%**

TOTAL SOLDS

Mar. 2022 Mar. 2023

9 12

VARIANCE: **33%**

SALES PRICE

Mar. 2022 Mar. 2023

\$5.16m \$3.94m

VARIANCE: **-24%**

SALE PRICE PER SQFT.

Mar. 2022 Mar. 2023

\$956 \$865

VARIANCE: **-10%**

SALE TO LIST PRICE RATIO

Mar. 2022 Mar. 2023

97.22% 95.82%

VARIANCE: **-1%**

DAYS ON MARKET

Mar. 2022 Mar. 2023

18 92

VARIANCE: **411%**

VAIL MARKET SUMMARY | MARCH 2023

- The Vail single-family luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **95.82% of list price** in March 2023.
- The most active price bands are **\$2,700,000-\$2,899,999** and **\$6,900,000-\$7,499,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$3,941,285**.
- The median days on market for March 2023 was **92** days, up from **18** in March 2022.

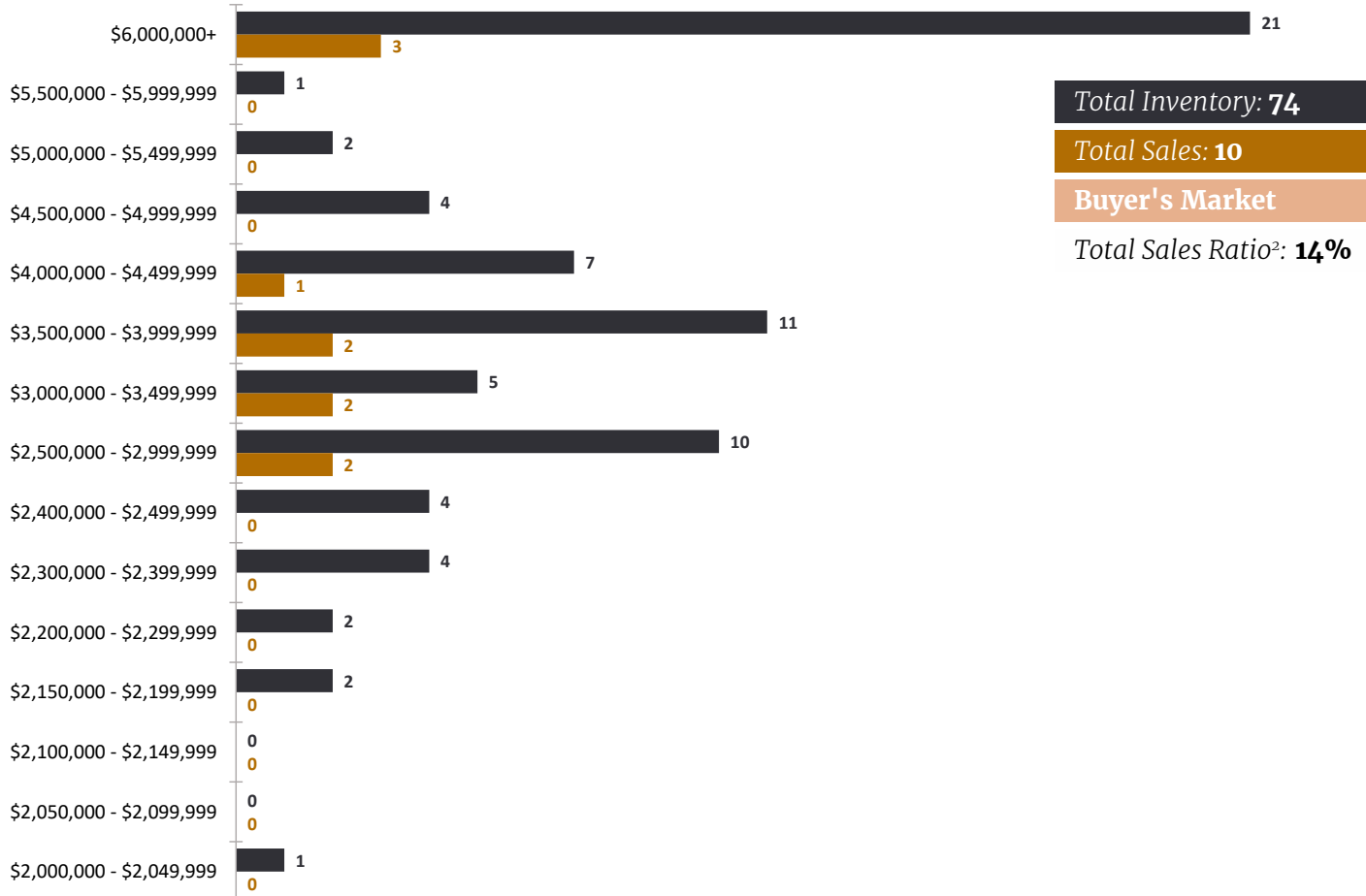
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | MARCH 2023

Inventory Sales

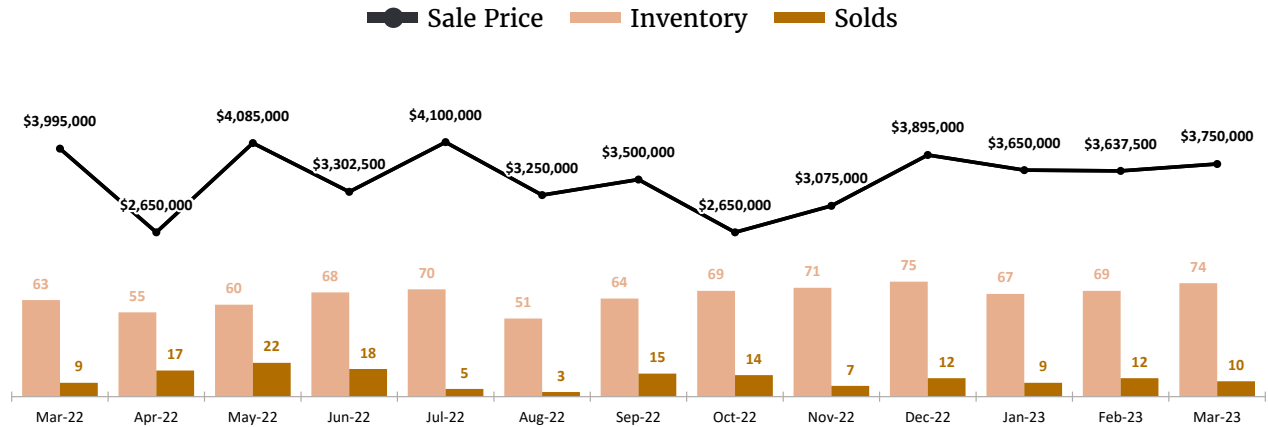
Luxury Benchmark Price¹: **\$2,000,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$4,000,000	3	3	1	8	13%
1,500 - 1,999	\$5,100,000	3	3	2	15	13%
2,000 - 2,499	\$3,097,500	4	4	4	17	24%
2,500 - 2,999	\$8,150,000	4	5	3	14	21%
3,000 - 3,499	NA	NA	NA	0	16	0%
3,500+	NA	NA	NA	0	4	0%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2022 Mar. 2023

63 74

VARIANCE: **17%**

TOTAL SOLDS

Mar. 2022 Mar. 2023

9 10

VARIANCE: **11%**

SALES PRICE

Mar. 2022 Mar. 2023

\$4.00m \$3.75m

VARIANCE: **-6%**

SALE PRICE PER SQFT.

Mar. 2022 Mar. 2023

\$1,500 \$2,003

VARIANCE: **34%**

SALE TO LIST PRICE RATIO

Mar. 2022 Mar. 2023

100.00% 96.28%

VARIANCE: **-4%**

DAYS ON MARKET

Mar. 2022 Mar. 2023

9 58

VARIANCE: **544%**

VAIL MARKET SUMMARY | MARCH 2023

- The Vail attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **96.28% of list price** in March 2023.
- The most active price band is **\$3,000,000-\$3,499,999**, where the sales ratio is **40%**.
- The median luxury sales price for attached homes is **\$3,750,000**.
- The median days on market for March 2023 was **58** days, up from **9** in March 2022.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.