

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MARCH
2024

VAIL --- COLORADO

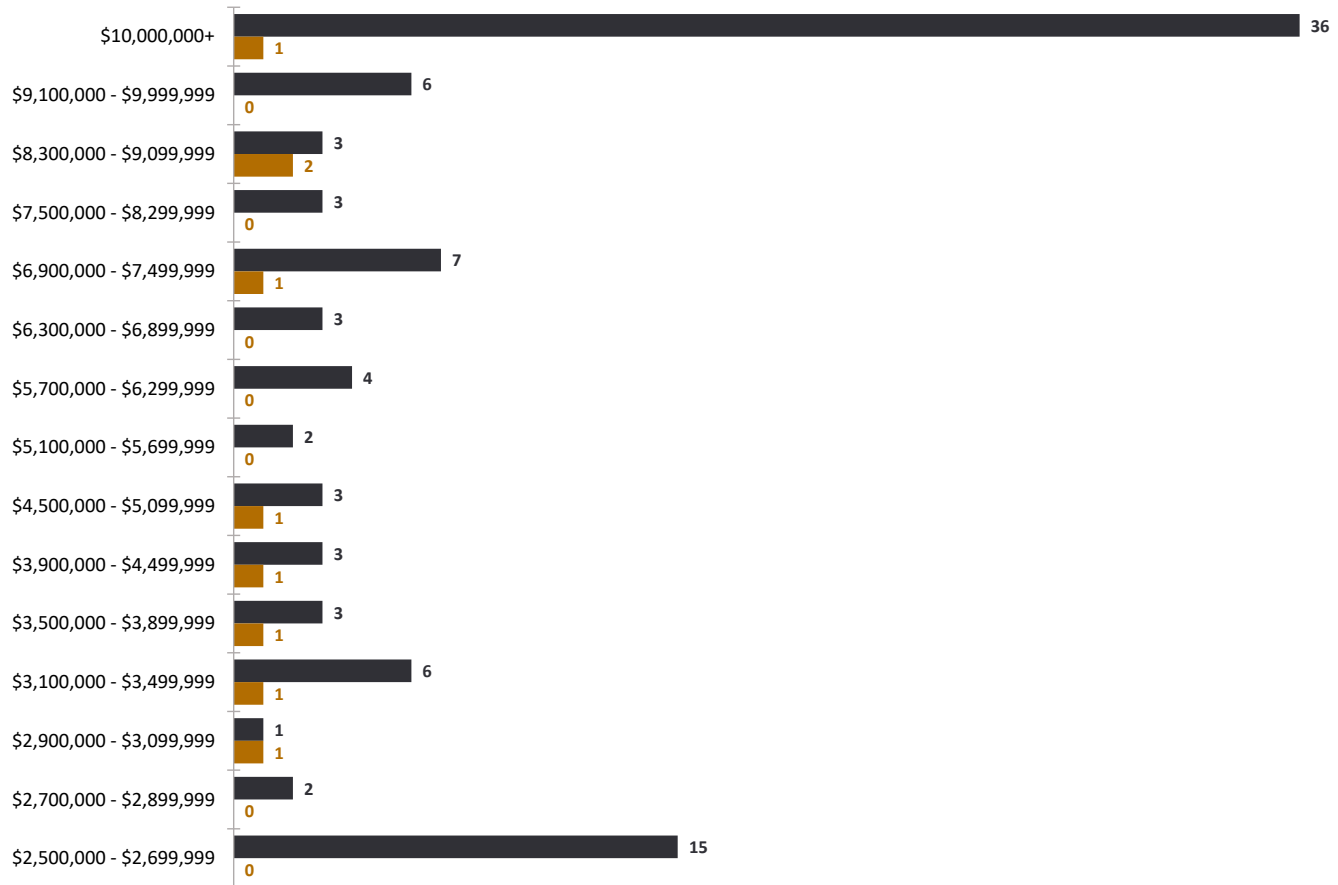
www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 2024

Total Inventory: **97**Total Sales: **9**Total Sales Ratio²: **9%**

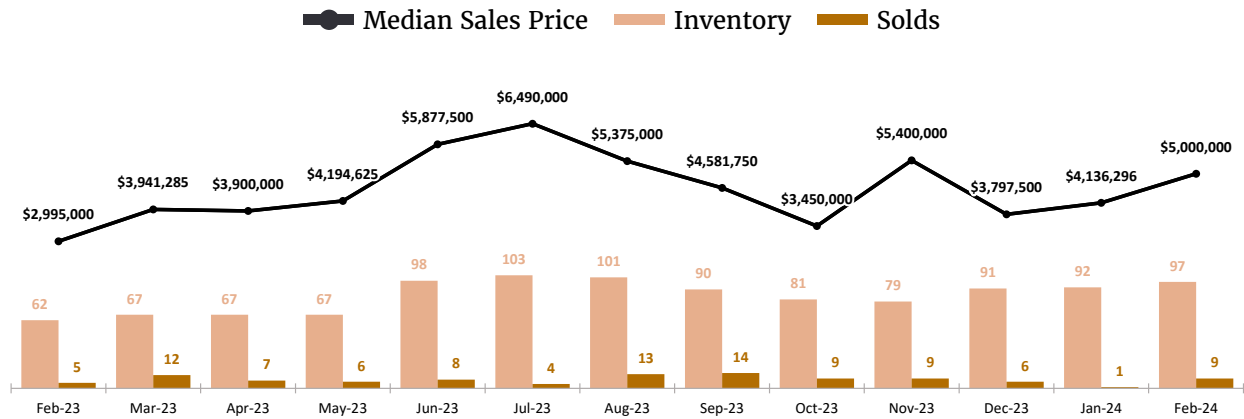
Buyer's Market

Inventory Sales



Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 3,999	\$3,400,000	5	5	2	17	12%
4,000 - 4,999	\$4,125,000	5	5	1	15	7%
5,000 - 5,999	\$8,811,071	5	6	3	14	21%
6,000 - 6,999	\$8,005,000	6	8	2	14	14%
7,000 - 7,999	\$5,000,000	6	7	1	11	9%
8,000+	NA	NA	NA	0	26	0%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴


MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2023 Feb. 2024

62 97

VARIANCE: **56%**

TOTAL SOLDs

Feb. 2023 Feb. 2024

5 9

VARIANCE: **80%**

SALES PRICE

Feb. 2023 Feb. 2024

\$3.00m \$5.00m

VARIANCE: **67%**

SALE PRICE PER SQFT.

Feb. 2023 Feb. 2024

\$821 \$1,123

VARIANCE: **37%**

SALE TO LIST PRICE RATIO

Feb. 2023 Feb. 2024

94.55% 92.33%

VARIANCE: **-2%**

DAYS ON MARKET

Feb. 2023 Feb. 2024

140 94

VARIANCE: **-33%**

VAIL MARKET SUMMARY | FEBRUARY 2024

- The single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **92.33% of list price** in February 2024.
- The most active price band is **\$2,900,000-\$3,099,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$5,000,000**.
- The median days on market for February 2024 was **94** days, down from **140** in February 2023.

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

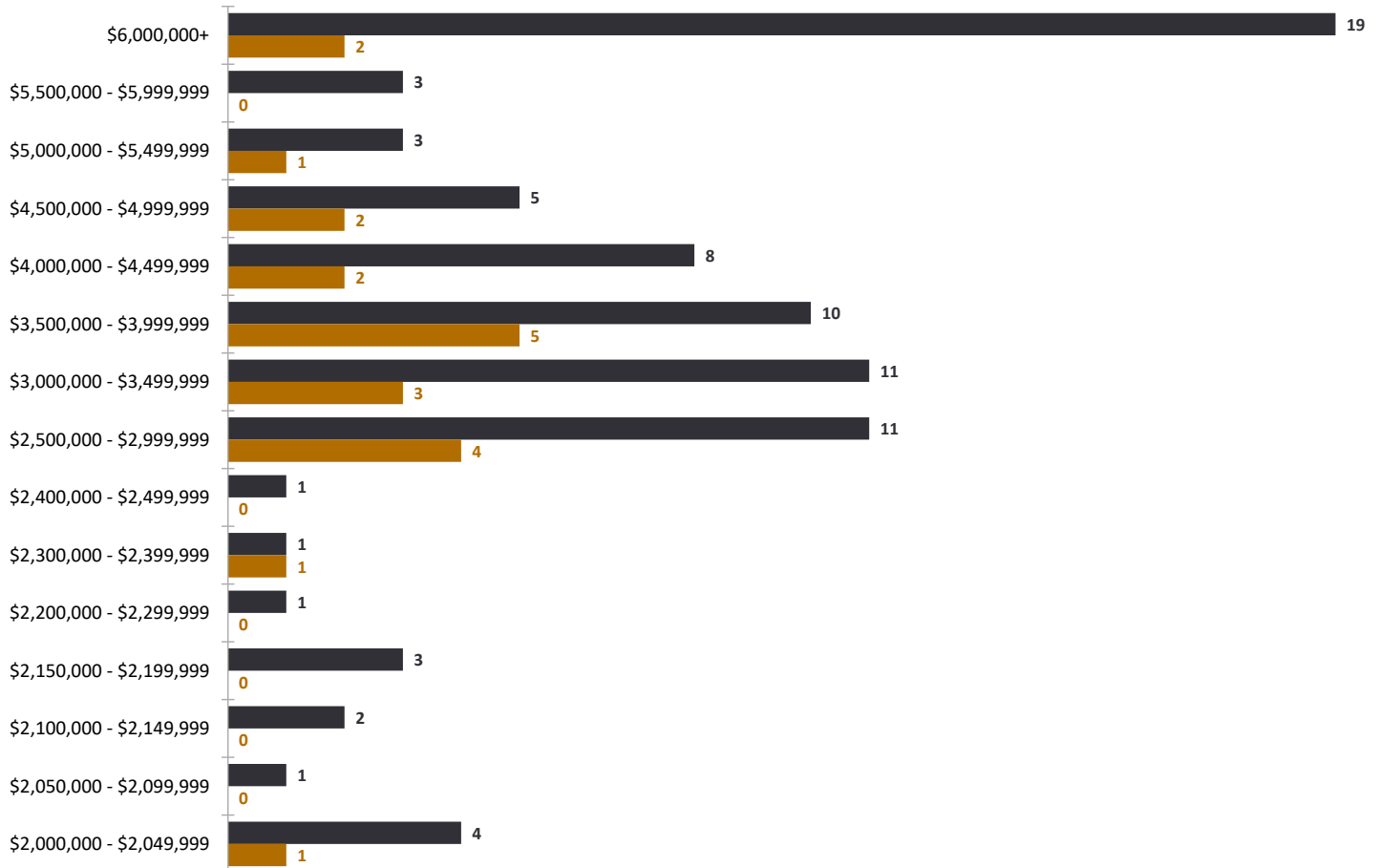
⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | FEBRUARY 2024

Total Inventory: **83**Total Sales: **21**Total Sales Ratio²: **25%**

Seller's Market

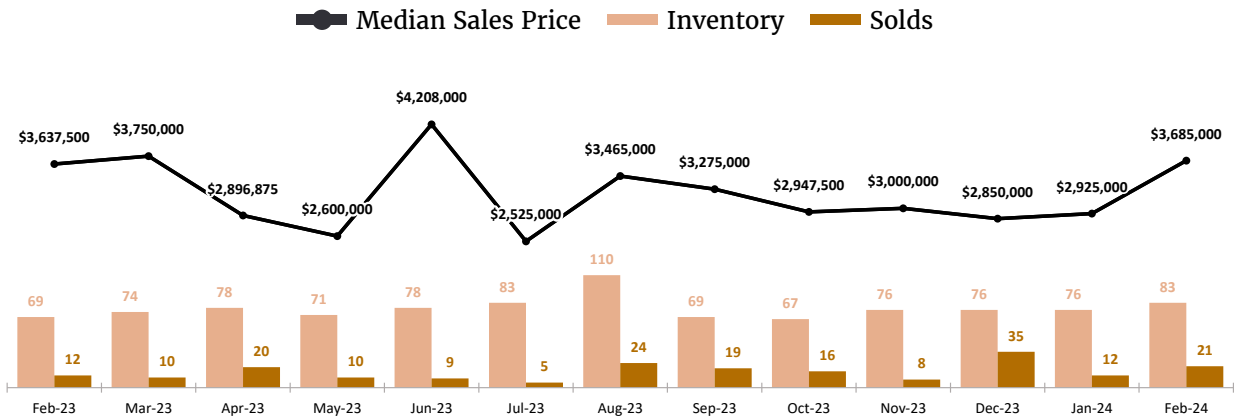
Inventory Sales



Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,499	\$2,995,000	2	3	3	15	20%
1,500 - 1,999	\$3,345,000	3	3	4	15	27%
2,000 - 2,499	\$3,740,000	3	4	9	21	43%
2,500 - 2,999	\$5,150,000	4	4	1	16	6%
3,000 - 3,499	\$4,395,000	4	5	2	10	20%
3,500+	\$10,600,000	5	6	2	6	33%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2023 Feb. 2024

69 83

VARIANCE: **20%**

TOTAL SOLDs

Feb. 2023 Feb. 2024

12 21

VARIANCE: **75%**

SALES PRICE

Feb. 2023 Feb. 2024

\$3.64m \$3.69m

VARIANCE: **1%**

SALE PRICE PER SQFT.

Feb. 2023 Feb. 2024

\$1,381 \$1,759

VARIANCE: **27%**

SALE TO LIST PRICE RATIO

Feb. 2023 Feb. 2024

96.67% 100.00%

VARIANCE: **3%**

DAYS ON MARKET

Feb. 2023 Feb. 2024

32 25

VARIANCE: **-22%**

VAIL MARKET SUMMARY | FEBRUARY 2024

- The attached luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in February 2024.
- The most active price band is **\$2,300,000-\$2,399,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$3,685,000**.
- The median days on market for February 2024 was **25** days, down from **32** in February 2023.

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.