

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MAY  
2024

# VAIL --- COLORADO

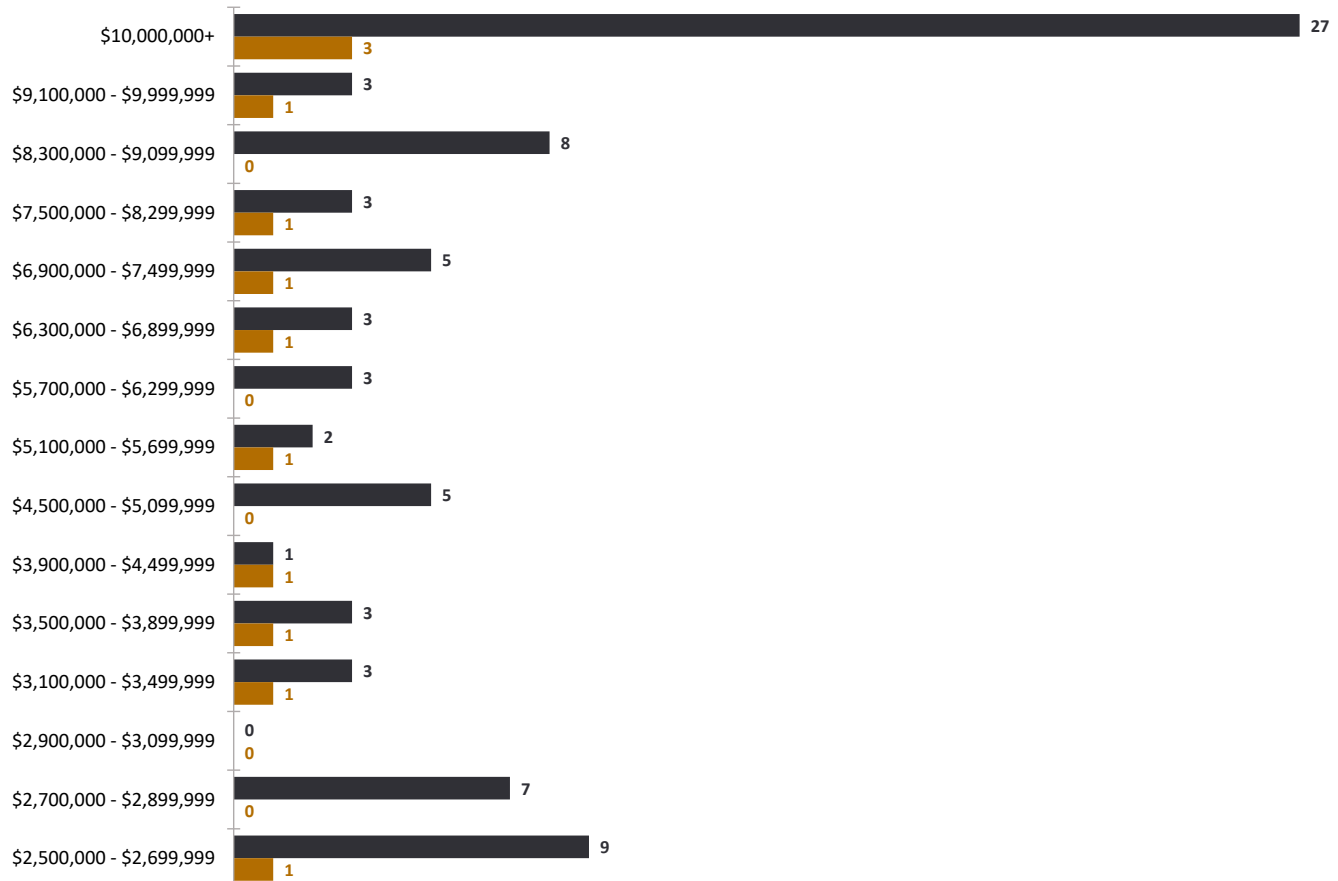
[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

## LUXURY INVENTORY VS. SALES | APRIL 2024

Total Inventory: **82**Total Sales: **12**Total Sales Ratio<sup>2</sup>: **15%**

Balanced Market

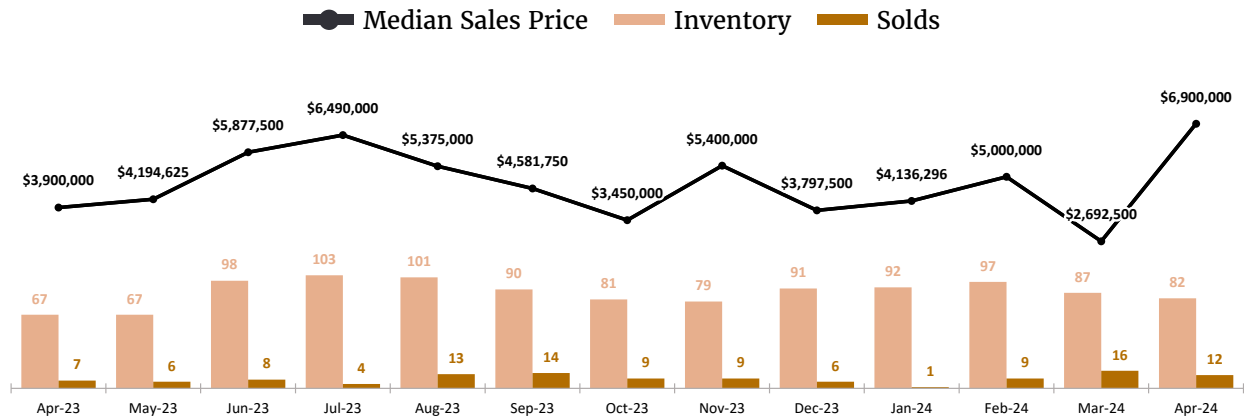
Inventory Sales



| Square Feet <sup>3</sup> | Price         | Beds          | Baths         | Sold    | Inventory | Sales Ratio      |
|--------------------------|---------------|---------------|---------------|---------|-----------|------------------|
| -Range-                  | -Median Sold- | -Median Sold- | -Median Sold- | -Total- | -Total-   | -Sold/Inventory- |
| 0 - 3,999                | \$10,930,000  | 4             | 4             | 2       | 15        | 13%              |
| 4,000 - 4,999            | \$3,300,000   | 4             | 5             | 3       | 14        | 21%              |
| 5,000 - 5,999            | \$8,350,000   | 5             | 6             | 2       | 13        | 15%              |
| 6,000 - 6,999            | \$6,800,000   | 5             | 6             | 3       | 11        | 27%              |
| 7,000 - 7,999            | NA            | NA            | NA            | 0       | 7         | 0%               |
| 8,000+                   | \$15,200,000  | 9             | 16            | 2       | 22        | 9%               |

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

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | APRIL

#### TOTAL INVENTORY

Apr. 2023 Apr. 2024

**67** **82**

**VARIANCE: 22%**

#### TOTAL SOLD

Apr. 2023 Apr. 2024

**7** **12**

**VARIANCE: 71%**

#### SALES PRICE

Apr. 2023 Apr. 2024

**\$3.90m** **\$6.90m**

**VARIANCE: 77%**

#### SALE PRICE PER SQFT.

Apr. 2023 Apr. 2024

**\$860** **\$1,030**

**VARIANCE: 20%**

#### SALE TO LIST PRICE RATIO

Apr. 2023 Apr. 2024

**100.00%** **95.79%**

**VARIANCE: -4%**

#### DAYS ON MARKET

Apr. 2023 Apr. 2024

**3** **185**

**VARIANCE: 6067%**

### VAIL MARKET SUMMARY | APRIL 2024

- The single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **95.79% of list price** in April 2024.
- The most active price band is **\$3,900,000-\$4,499,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$6,900,000**.
- The median days on market for April 2024 was **185** days, up from **3** in April 2023.

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

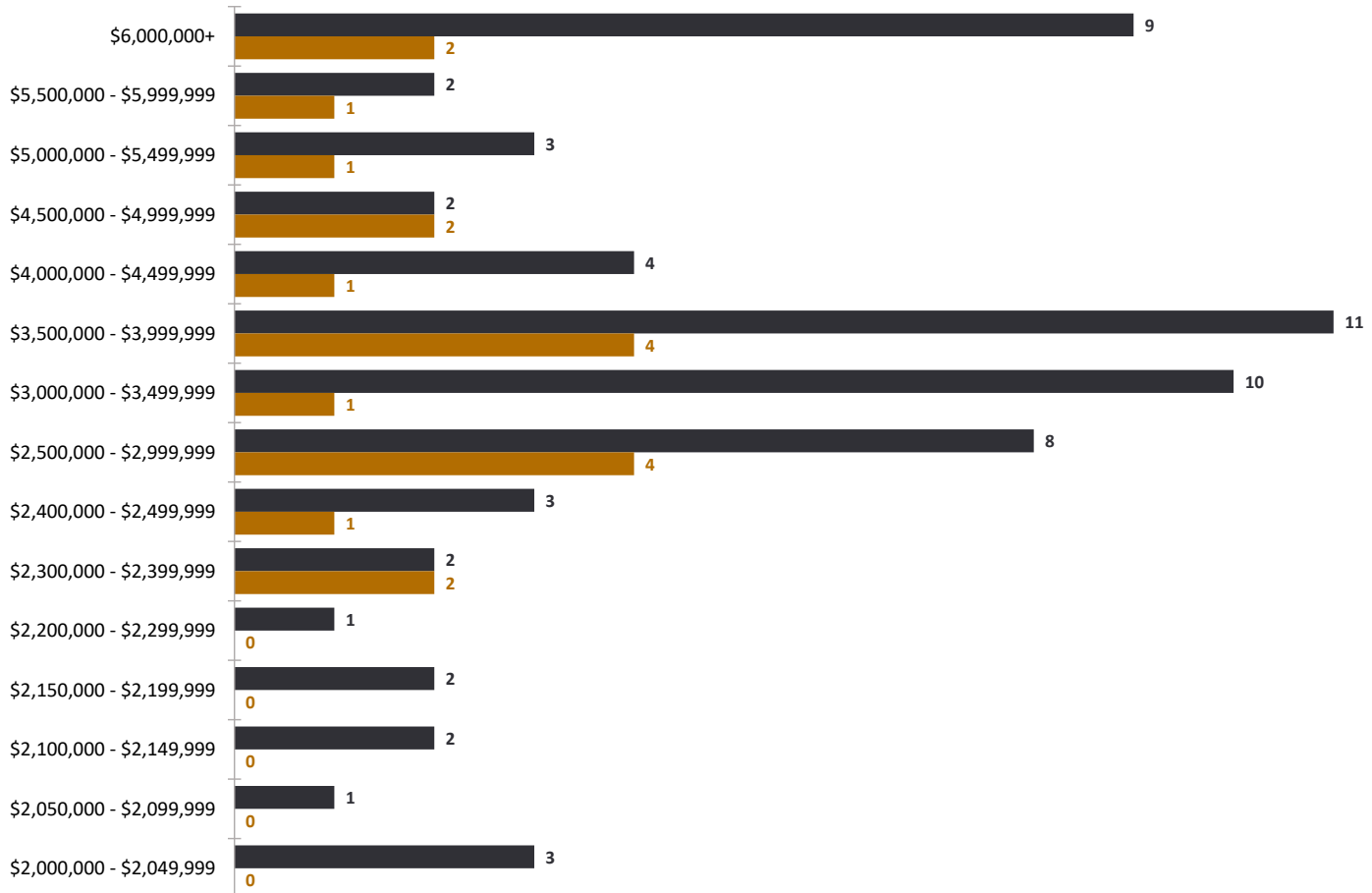
<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

## LUXURY INVENTORY VS. SALES | APRIL 2024

Total Inventory: **63**Total Sales: **19**Total Sales Ratio<sup>2</sup>: **30%**

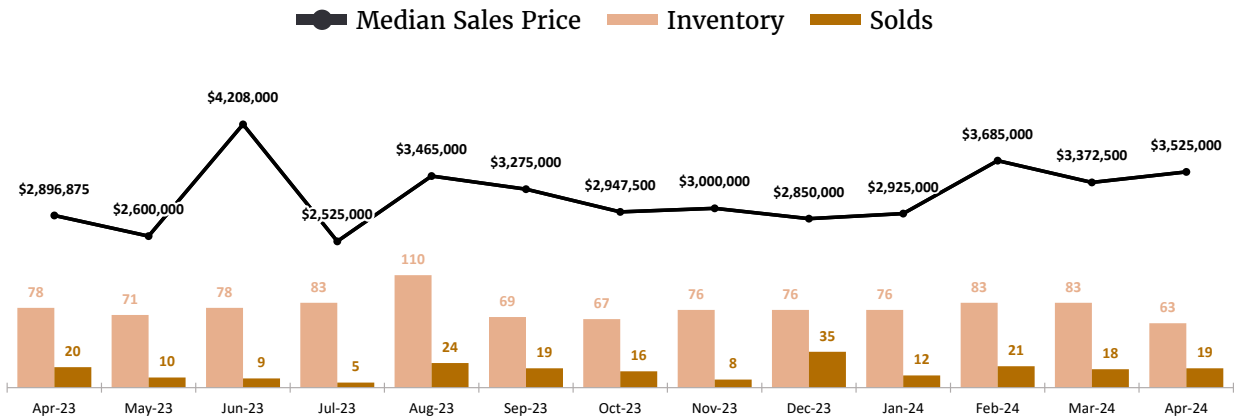
Seller's Market

Inventory Sales



| Square Feet <sup>3</sup> | Price         | Beds          | Baths         | Sold    | Inventory | Sales Ratio      |
|--------------------------|---------------|---------------|---------------|---------|-----------|------------------|
| -Range-                  | -Median Sold- | -Median Sold- | -Median Sold- | -Total- | -Total-   | -Sold/Inventory- |
| 0 - 1,499                | \$2,800,000   | 2             | 3             | 5       | 12        | 42%              |
| 1,500 - 1,999            | \$4,500,000   | 3             | 3             | 5       | 14        | 36%              |
| 2,000 - 2,499            | \$3,325,000   | 3             | 4             | 3       | 16        | 19%              |
| 2,500 - 2,999            | \$4,862,500   | 4             | 5             | 4       | 9         | 44%              |
| 3,000 - 3,499            | \$4,062,500   | 4             | 5             | 2       | 9         | 22%              |
| 3,500+                   | NA            | NA            | NA            | 0       | 3         | 0%               |

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

13-MONTH LUXURY MARKET TREND<sup>4</sup>


## MEDIAN DATA REVIEW | APRIL

## TOTAL INVENTORY

Apr. 2023 Apr. 2024

78 63

VARIANCE: -19%

## TOTAL SOLDs

Apr. 2023 Apr. 2024

20 19

VARIANCE: -5%

## SALES PRICE

Apr. 2023 Apr. 2024

\$2.90m \$3.53m

VARIANCE: 22%

## SALE PRICE PER SQFT.

Apr. 2023 Apr. 2024

\$1,694 \$1,936

VARIANCE: 14%

## SALE TO LIST PRICE RATIO

Apr. 2023 Apr. 2024

97.82% 98.71%

VARIANCE: 1%

## DAYS ON MARKET

Apr. 2023 Apr. 2024

14 18

VARIANCE: 29%

## VAIL MARKET SUMMARY | APRIL 2024

- The attached luxury market is a **Seller's Market** with a **30% Sales Ratio**.
- Homes sold for a median of **98.71% of list price** in April 2024.
- The most active price bands are **\$2,300,000-\$2,399,999** and **\$4,500,000-\$4,999,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$3,525,000**.
- The median days on market for April 2024 was **18** days, up from **14** in April 2023.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.