



COMPASS

Community
Market Report

Vail, Colorado

January 2022

Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for Vail, Colorado. The data in the Sold Listings table is based on homes sold within the month of December 2021.

	Dec 2021	Nov 2021	Dec 2020
Homes Sold	22	▼ 48%	▼ 45%
Median Sale Price	\$2,930,570	▼ 11%	▲ 138%
Median List Price	\$2,925,000	▼ 12%	▲ 128%
Sale to List Price Ratio	100%	▲ 2%	▲ 5%
Sales Volume	\$102,601,030	▼ 41%	▲ 18%
Median Days on Market	12 days	▼ 10 days	▼ 24 days
Homes Sold Year to Date	360	—	▲ 18%

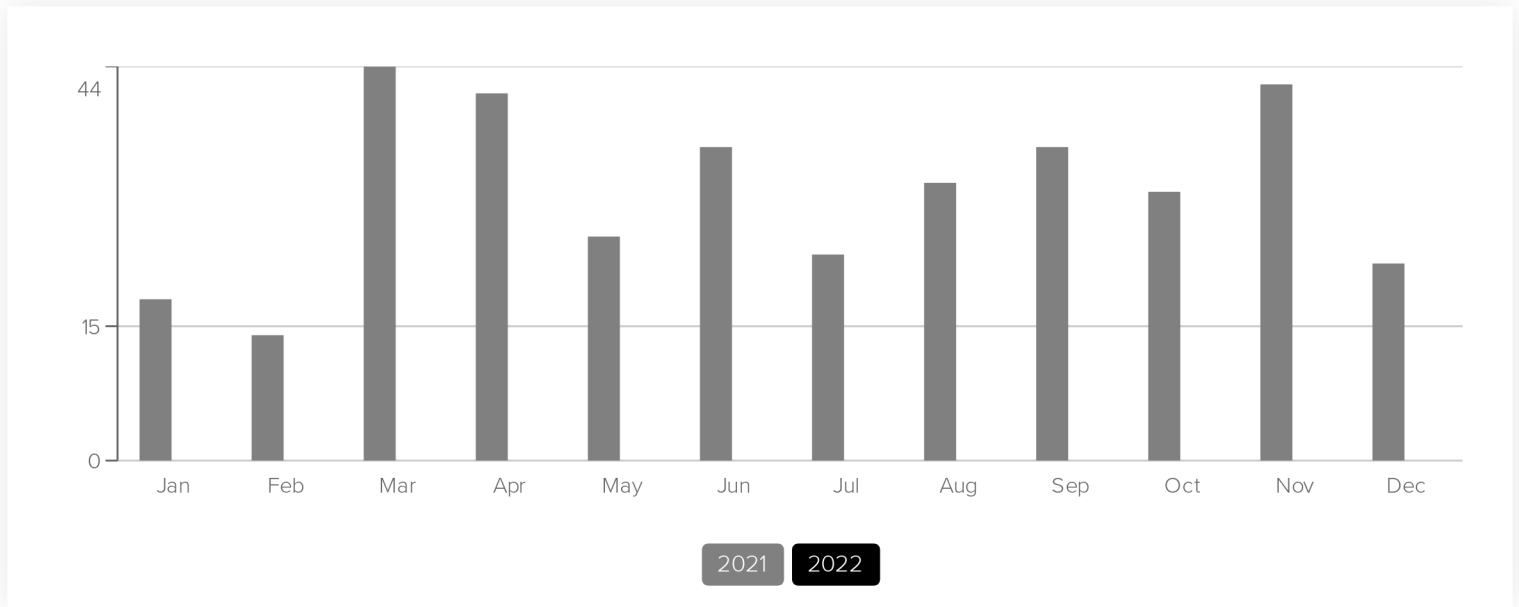
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of January 5, 2022. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

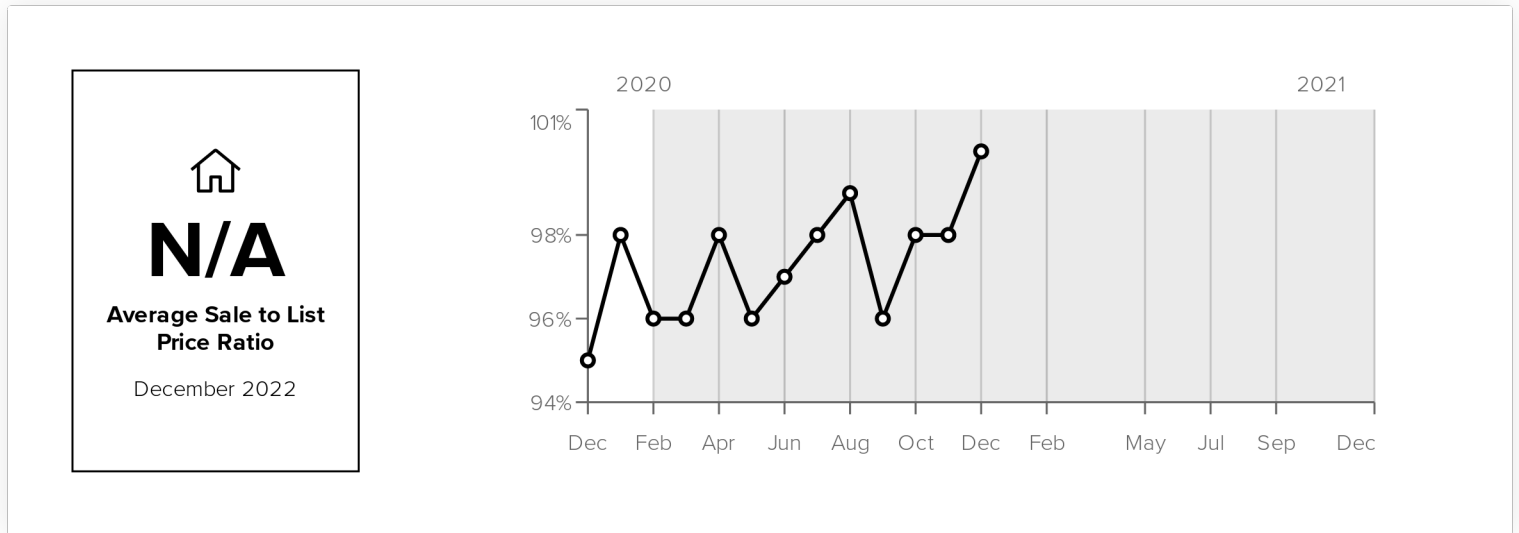
66 Homes for Sale	\$6,687,500 Median List Price	97 Median Days on Market
27 Homes Under Contract	\$45,000,000 High Price	\$920,000 Low Price

Values pulled on 1/5/2022

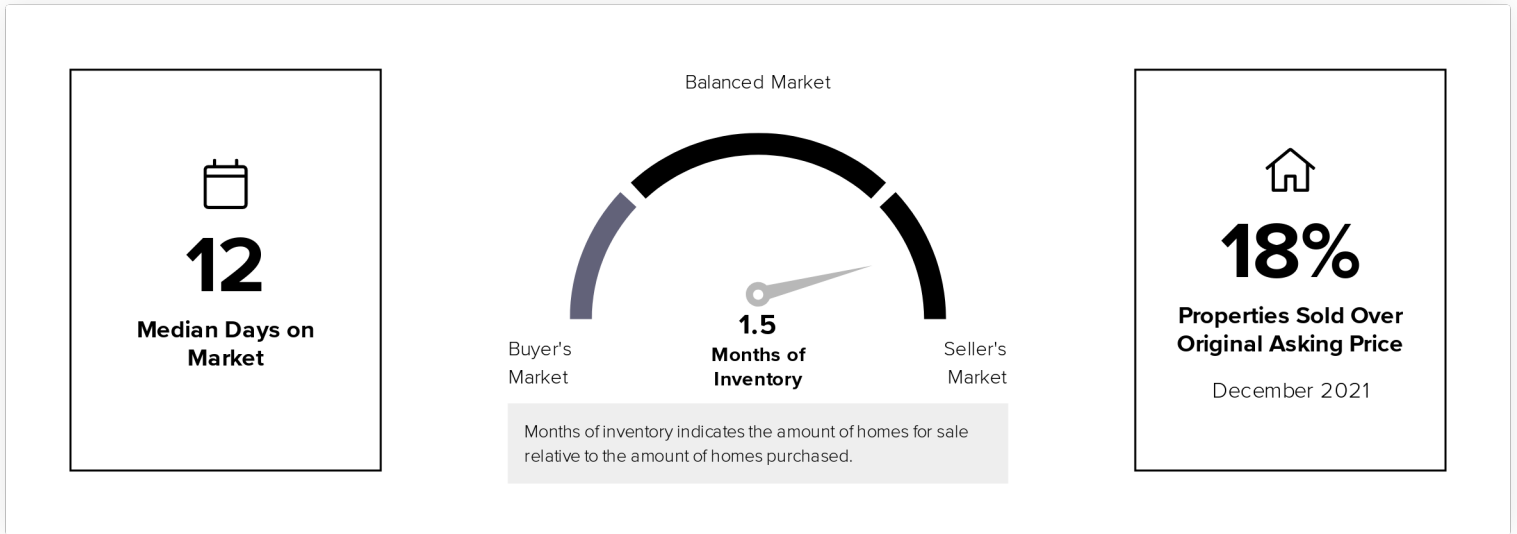
Homes Sold



Sale to List Price Ratio



Market Conditions



Buyer's vs. Seller's Market

This graphic explains the key similarities and differences between a buyer's and seller's market; and how these market factors impact each group.

How it
Impacts
Buyers

Buyer's Market
More people selling homes than buying

- More homes to choose from
- More negotiating power
- Could spend less than asking price
- Price restrictions
- Rarely competing offers

Seller's Market
More people buying homes than selling

- Fewer homes to choose from
- Less negotiating power
- Need to be able to close quickly
- Could spend more than asking price
- Competition from other buyers

How it
Impacts
Sellers

Buyer's Market
More people selling homes than buying

- Takes more time to sell
- Fewer offers received
- Could get lower than asking price
- May have to make repairs and/or concessions

Seller's Market
More people buying homes than selling

- Home sells quickly
- Multiple offers likely
- Could get more than asking price
- Buyers willing to overlook repairs

Market Conditions by Price Range

This table provides insight into key market indicators at specific price breakpoints. This information is valuable as the market conditions can vary by price category.

Price Range	Active Listings	Months of Inventory		Sales		Market Climate
		Current	3 Month Trend	Last Month	6 Month Avg	
< \$2,400,000	7	0.4	0.1	16	20	● Seller's
\$2,400,000 - \$3,600,000	10	1.0	0.5	10	4	● Seller's
\$3,600,000 - \$5,400,000	11	2.2	1.1	5	2	● Seller's
\$5,400,000 - \$7,100,000	9	1.8	1.0	5	2	● Seller's
\$7,100,000 - \$8,100,000	10	3.3	3.3	3	0	● Seller's
\$8,100,000 - \$10,100,000	9	4.5	1.8	2	0	● Seller's
\$10,100,000 - \$15,000,000	5	5.0	5.0	1	0	● Balanced
\$15,000,000 - \$17,900,000	2	—	—	0	0	—
\$17,900,000 - \$28,300,000	1	1.0	1.0	1	0	● Seller's
\$28,300,000 - \$33,100,000	1	—	1.0	0	0	—
> \$33,100,000	1	—	—	0	0	—
Total	66	1.5	0.6	43	33	Seller's

Buyer's Market
 More than 7 months of inventory
 Home prices will depreciate

Balanced Market
 Between 6-7 months of inventory
 Home prices will only appreciate with inflation

Seller's Market
 Less than 6 months of inventory
 Home prices will appreciate

Statistics

Days on Market by Price Range

The bar graph below indicates the median days on the market value for each price range breakpoint in Vail, Colorado. The values are based on closed transactions in December 2021.

