

An aerial photograph of a mountain resort town in winter. The foreground shows a dense cluster of multi-story buildings with snow-covered roofs. The middle ground features a mix of evergreen trees and snow-covered slopes. In the background, there are large, snow-dusted mountains under a clear blue sky with a few wispy clouds. Ski lifts and runs are visible on the slopes.

COMPASS

Neighborhood
Market Report

Lionshead

Vail, Colorado

January 2022

Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for Lionshead. 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	1	▼ 80%	▼ 86%
Median Sale Price	\$7,670,000	▲ 184%	▲ 380%
Median List Price	\$7,670,000	▲ 184%	▲ 353%
Sale to List Price Ratio	100%	▲ 2%	▲ 3%
Sales Volume	\$7,670,000	▼ 52%	▼ 50%
Median Days on Market	0 days	—	—
Homes Sold Year to Date	60	—	▲ 25%

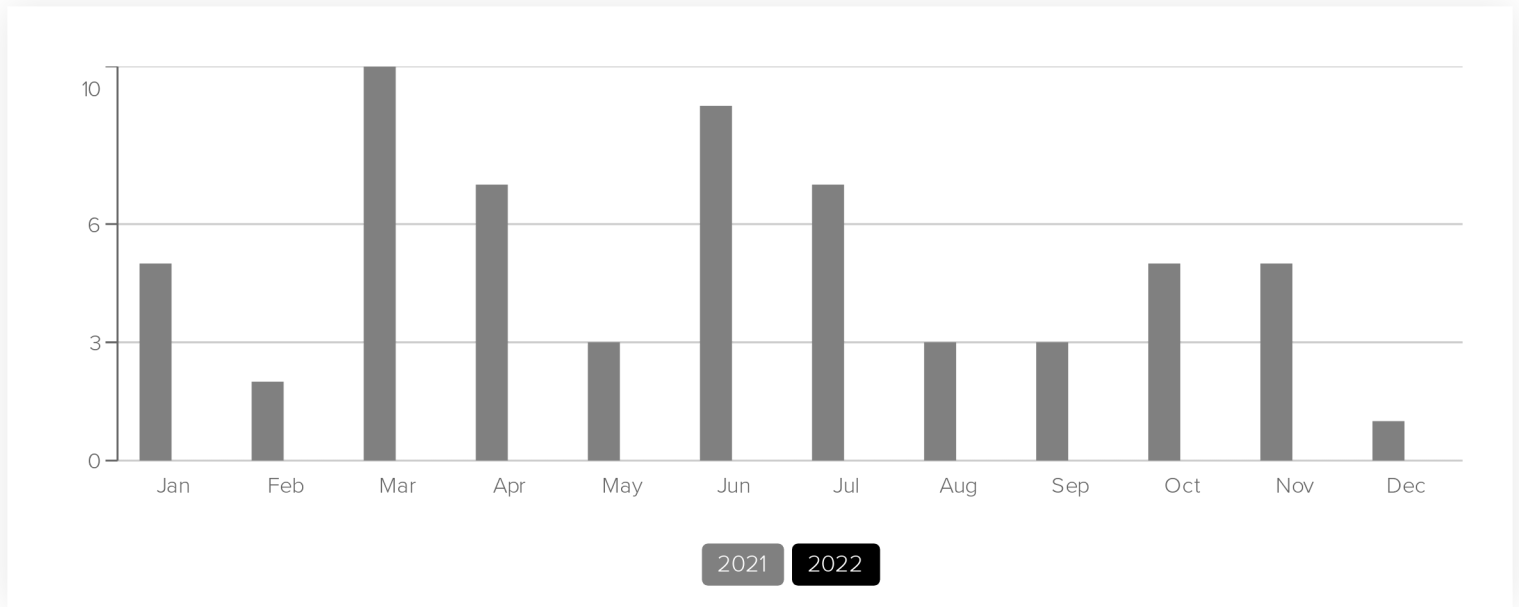
Current Market

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.

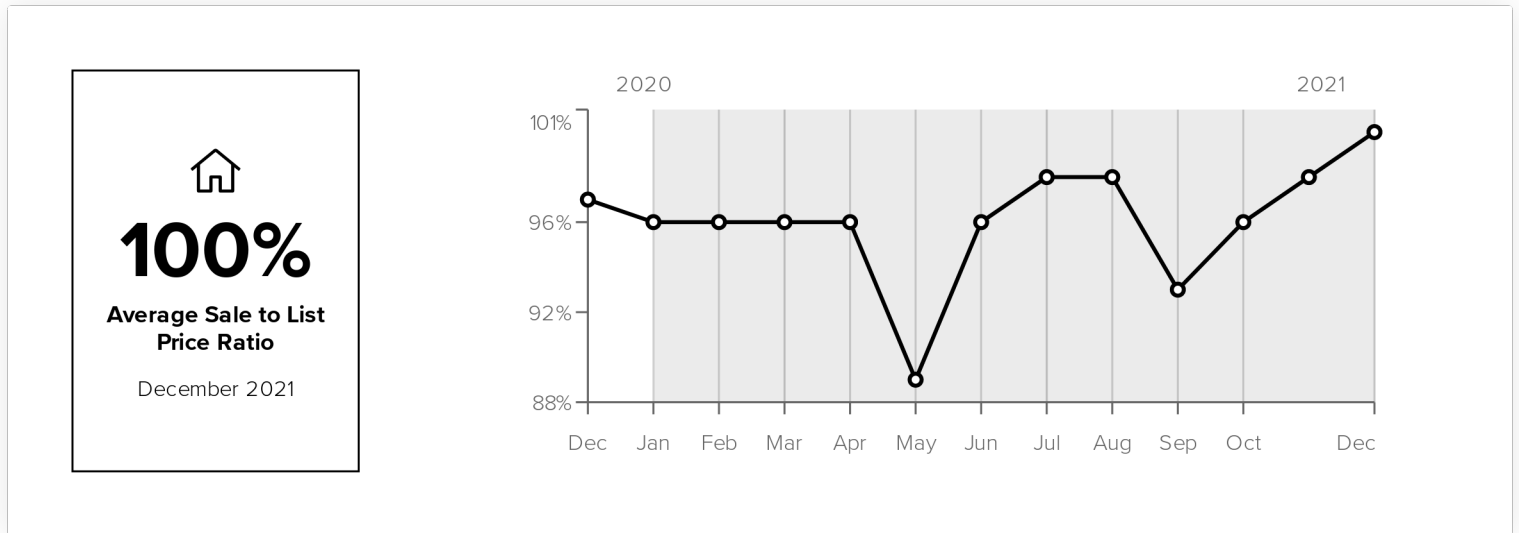
25 Homes for Sale	\$6,995,000 Median List Price	282 Median Days on Market
13 Homes Under Contract	\$32,950,000 High Price	\$1,549,000 Low Price

Values pulled on 1/5/2022

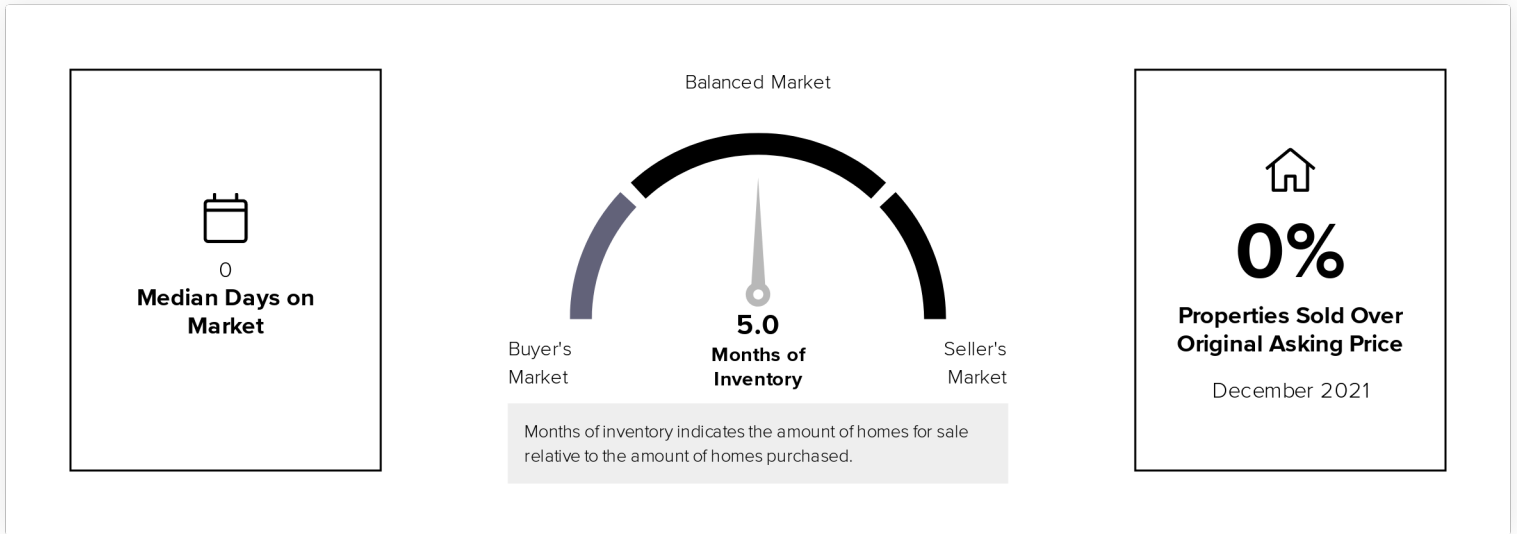
Homes Sold



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	
< \$1,600,000	1	1.0	1.0	1	1	● Seller's
\$1,600,000 - \$2,100,000	1	—	0.5	0	0	—
\$2,100,000 - \$3,600,000	2	0.7	0.3	3	1	● Seller's
\$3,600,000 - \$4,900,000	3	—	3.0	0	0	—
\$4,900,000 - \$6,100,000	4	4.0	4.0	1	0	● Seller's
\$6,100,000 - \$7,700,000	4	—	4.0	0	0	—
\$7,700,000 - \$8,900,000	4	—	4.0	0	0	—
\$8,900,000 - \$9,600,000	1	—	—	0	0	—
\$9,600,000 - \$13,400,000	3	—	—	0	0	—
\$13,400,000 - \$15,000,000	1	—	—	0	0	—
> \$15,000,000	1	—	—	0	0	—
Total	25	5.0	19	5	5	Balanced

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

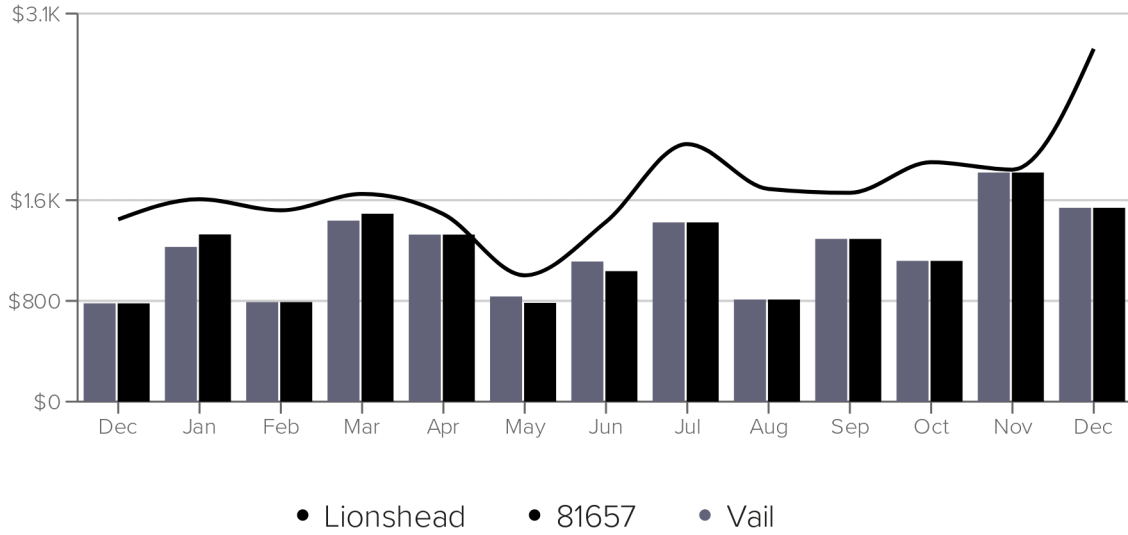
Balanced Market
 Between 6-7 months of inventory
 Home prices will only appreciate with inflation

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

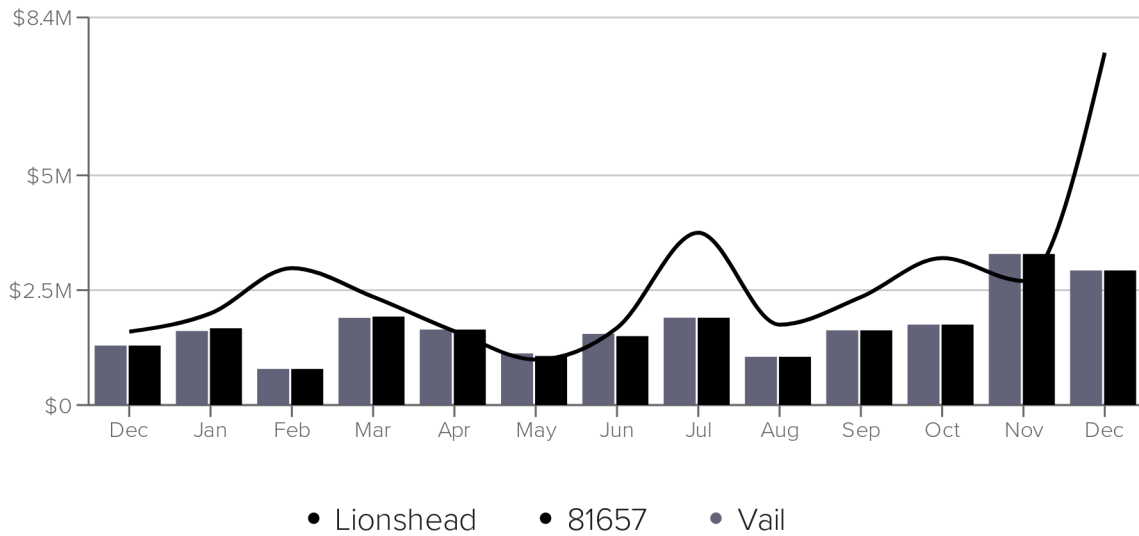
Compare Lionshead to Zip Code and City

The charts below compare the average price per square foot and median sale price indicators of the neighborhood to its parent zip code and city.

Average Price per Square Foot



Median Sale Price



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 Lionshead. The values are based on closed transactions in December 2021.

