An aerial photograph of a mountain town, likely Vail, Colorado, during a sunset or sunrise. The town is nestled in a valley, surrounded by dense evergreen forests. The snow-covered roofs of the buildings and the surrounding landscape are illuminated by the warm, golden light of the low sun. The sky is filled with soft, orange and yellow clouds. The overall scene is peaceful and scenic.

COMPASS

Neighborhood
Market Report

East Vail

Vail, Colorado

January 2022

Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for East Vail. 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	4	▼ 20%	▲ 100%
Median Sale Price	\$1,215,875	▲ 41%	▲ 39%
Median List Price	\$1,270,000	▲ 50%	▲ 48%
Sale to List Price Ratio	97%	▼ 2%	▼ 5%
Sales Volume	\$4,736,750	▲ 2%	▲ 171%
Median Days on Market	27 days	▲ 5 days	▲ 5 days
Homes Sold Year to Date	73	—	▼ 9%

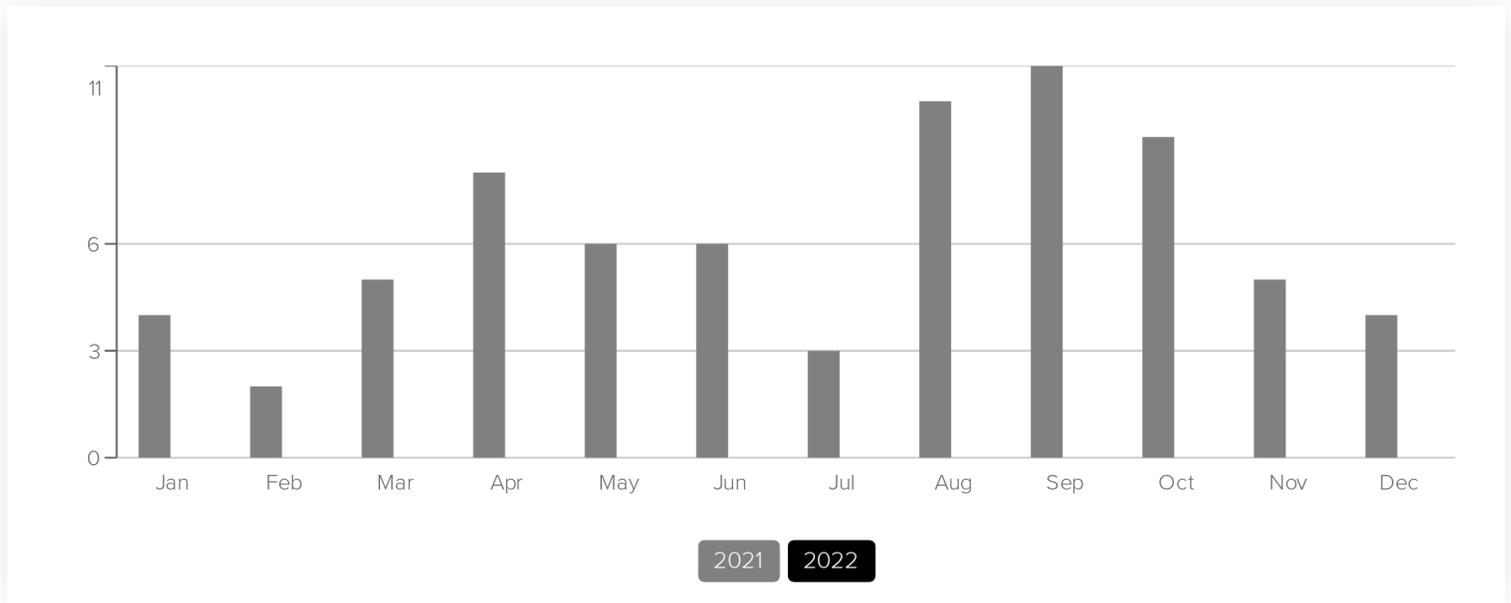
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of January 7, 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.

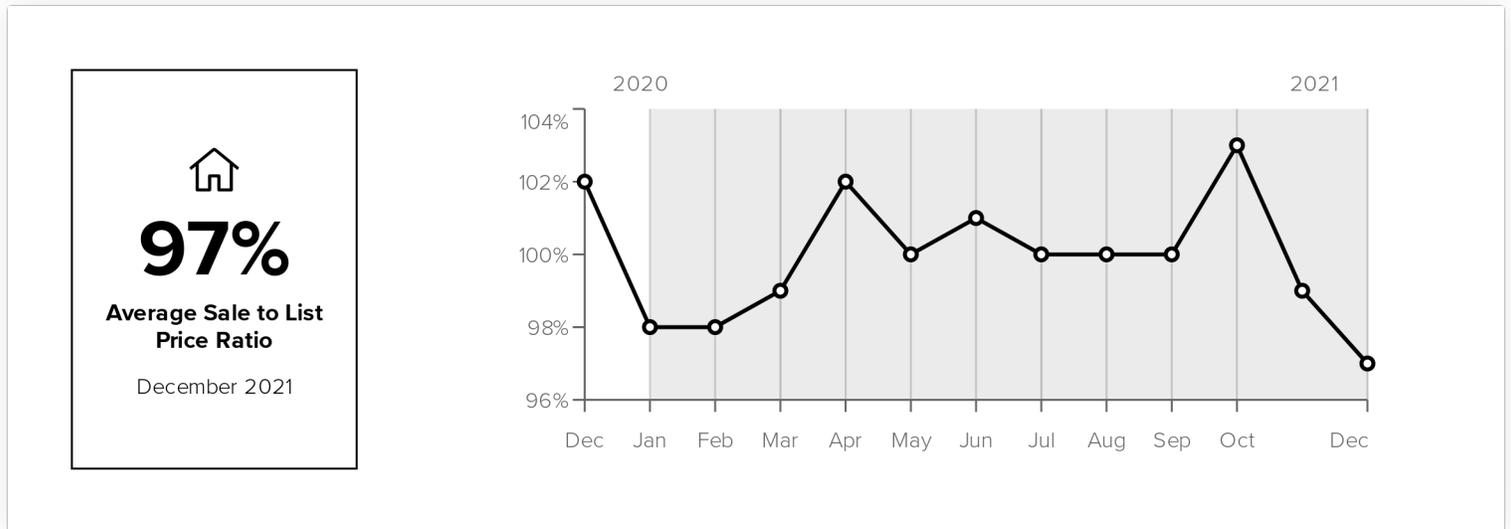
1 Homes for Sale	\$485,000 Median List Price	228 Median Days on Market
0 Homes Under Contract	\$485,000 High Price	\$485,000 Low Price

Values pulled on 1/7/2022

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	
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$300,000	0	—	—	0	0	—
\$300,000 - \$400,000	0	—	0.0	0	0	—
\$400,000 - \$500,000	1	—	0.5	0	0	—
\$500,000 - \$600,000	0	0.0	0.0	1	1	● Seller's
\$600,000 - \$700,000	0	0.0	0.0	1	0	● Seller's
\$700,000 - \$800,000	0	—	0.0	0	0	—
\$800,000 - \$900,000	0	0.0	0.0	2	1	● Seller's
\$900,000 - \$1,000,000	0	—	0.0	0	0	—
> \$1,000,000	0	0.0	0.0	1	1	● Seller's
Total	1	0.2	0.0	5	7	Seller's

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

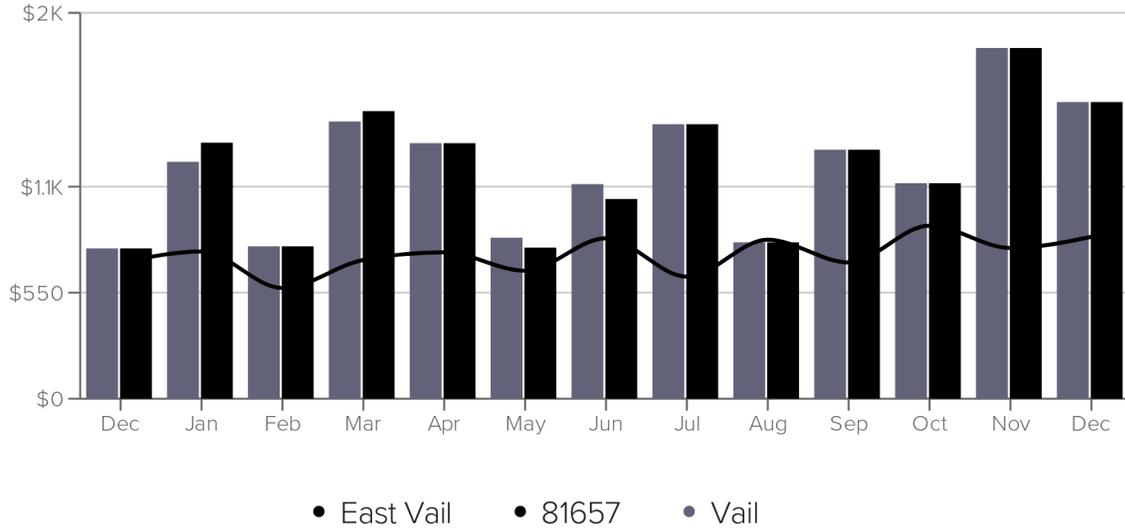
Balanced Market
 Between 6-7 months of inventory
 Home prices will only appreciate with inflation

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

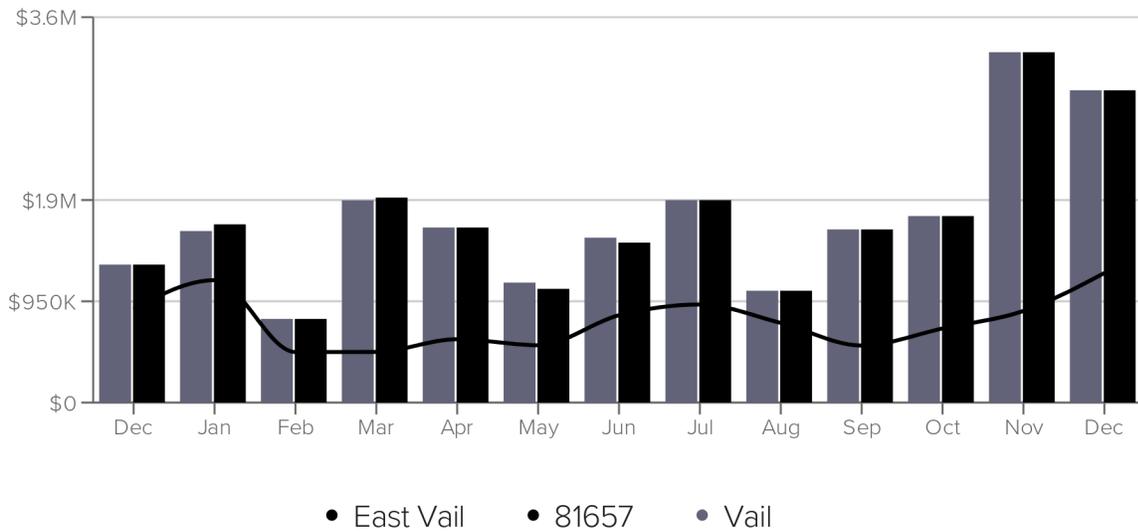
Compare East Vail to Zip Code and City

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 East Vail. The values are based on closed transactions in December 2021.

