



Community Market Report



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Vail, Arizona

February 2023



Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for Vail, Arizona. The data in the Sold Listings table is based on homes sold within the month of January 2023.

	Current Period Jan 2023	Last Month Dec 2022	Change From Last Month	Last Year Jan 2022	Change From Last Year
Homes Sold	37	53	▼ 30%	59	▼ 37%
Median Sale Price	\$390,000	\$390,000	0%	\$374,900	▲ 4%
Median List Price	\$399,900	\$397,590	▲ 1%	\$374,900	▲ 7%
Sale to List Price Ratio	98%	99%	▼ 1%	101%	▼ 3%
Sales Volume	\$15,326,015	\$22,358,344	▼ 31%	\$22,714,755	▼ 33%
Average Days on Market	70 days	55 days	▲ 15 days	25 days	▲ 45 days
Homes Sold Year to Date	37	—	—	59	▼ 37%
For Sale at Month's End	196	192	▲ 2%	—	—

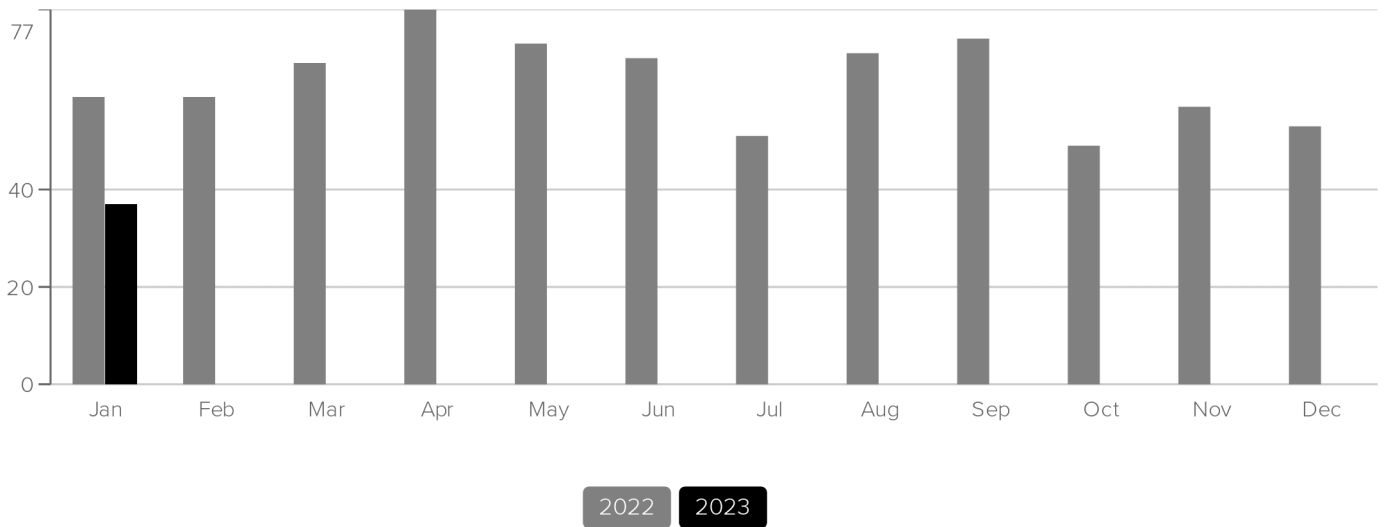
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of February 9, 2023. 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.


188 Homes for Sale	99 Homes Under Contract	\$5,950,000 High Price
\$232,000 Low Price	\$462,092 Median List Price	



Homes Sold



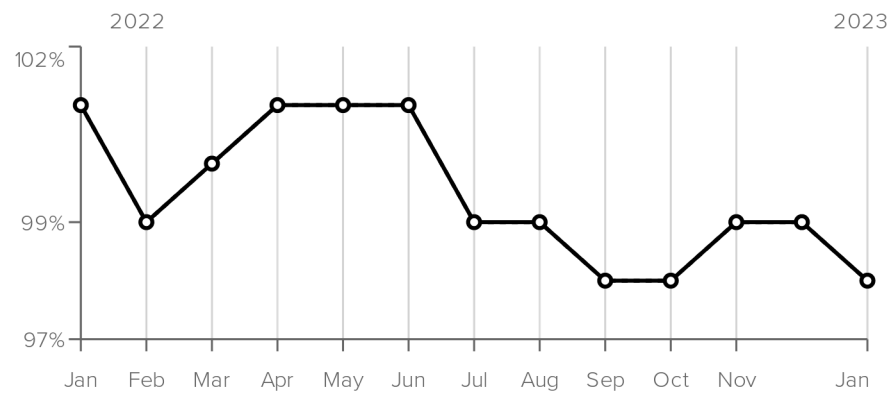
Sale to List Price Ratio



98%

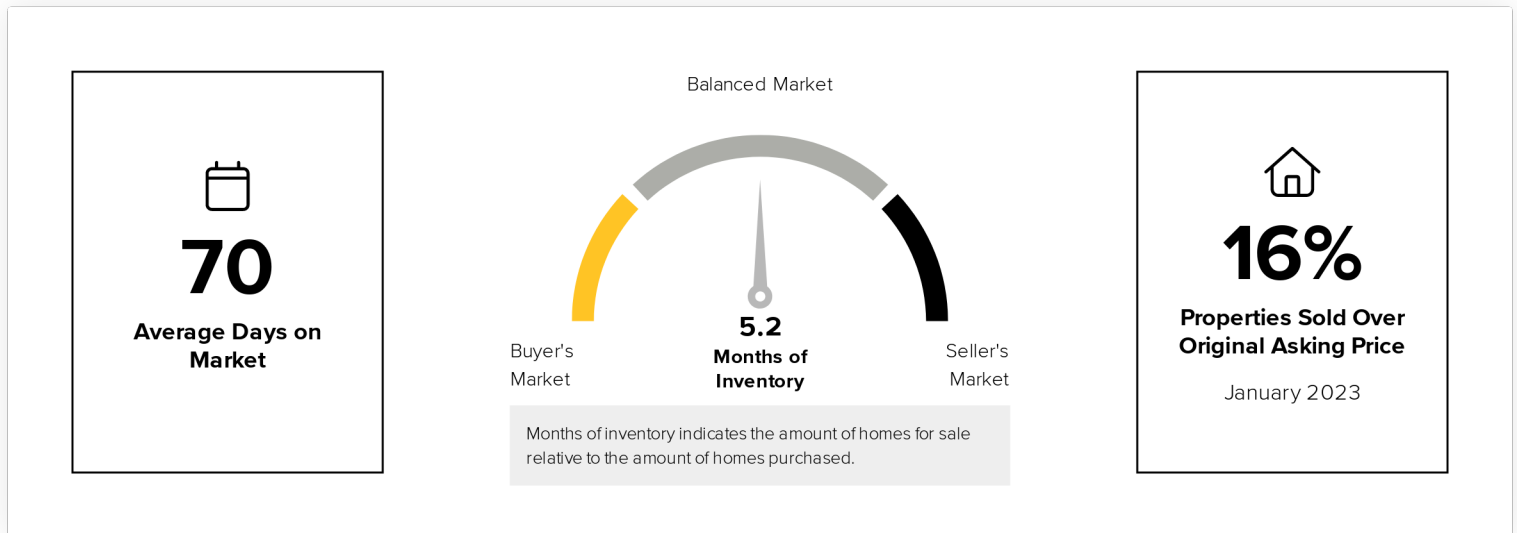
Average Sale to List Price Ratio

January 2023





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
	As of 1/31/23	Current Period Jan 2023	3 Month Trend	Current Period Jan 2023	6 Month Avg	
< \$100,000	0	—	—	0	0	—
\$100,000 - \$150,000	0	—	—	0	0	—
\$150,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$250,000	0	—	0.0	0	0	—
\$250,000 - \$300,000	5	5.0	1.7	1	1	● Balanced
\$300,000 - \$350,000	15	2.5	0.4	6	9	● Seller's
\$350,000 - \$400,000	27	1.9	0.6	14	14	● Seller's
\$400,000 - \$450,000	42	6.0	2.3	7	9	● Balanced
\$450,000 - \$500,000	30	10.0	1.5	3	6	● Buyer's
\$500,000 - \$550,000	18	6.0	3.0	3	3	● Balanced
> \$550,000	51	25.5	4.3	2	7	● Buyer's
All Properties	188	5.2	1.4	36	52	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



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, Arizona. The values are based on closed transactions in January 2023.

