

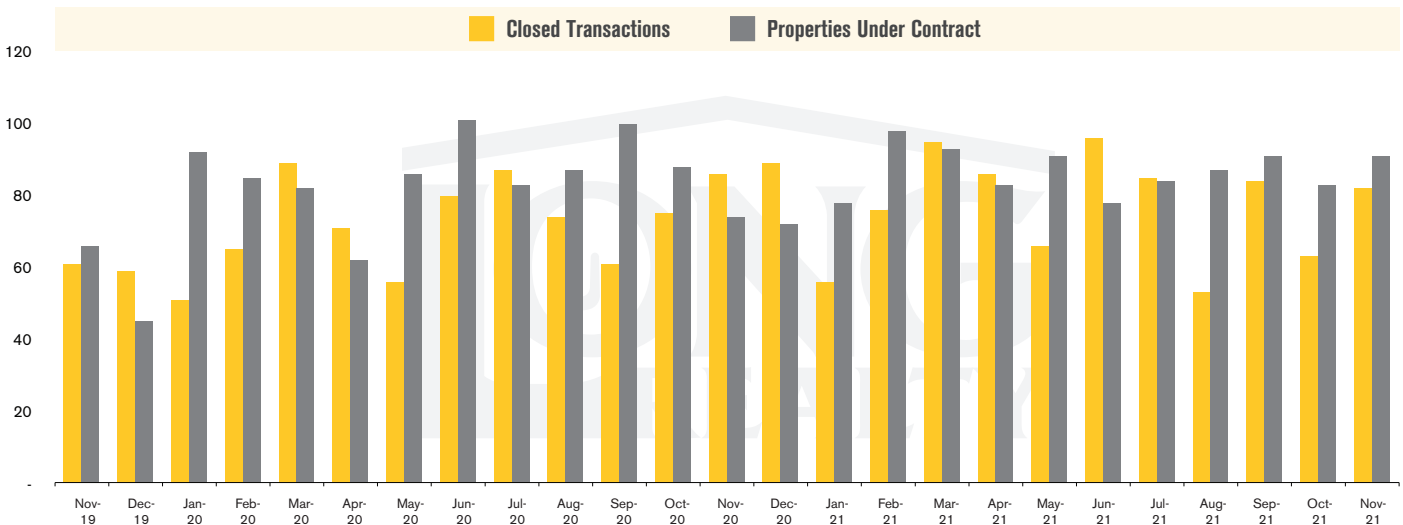
THE HOUSING REPORT

VAIL | DECEMBER 2021

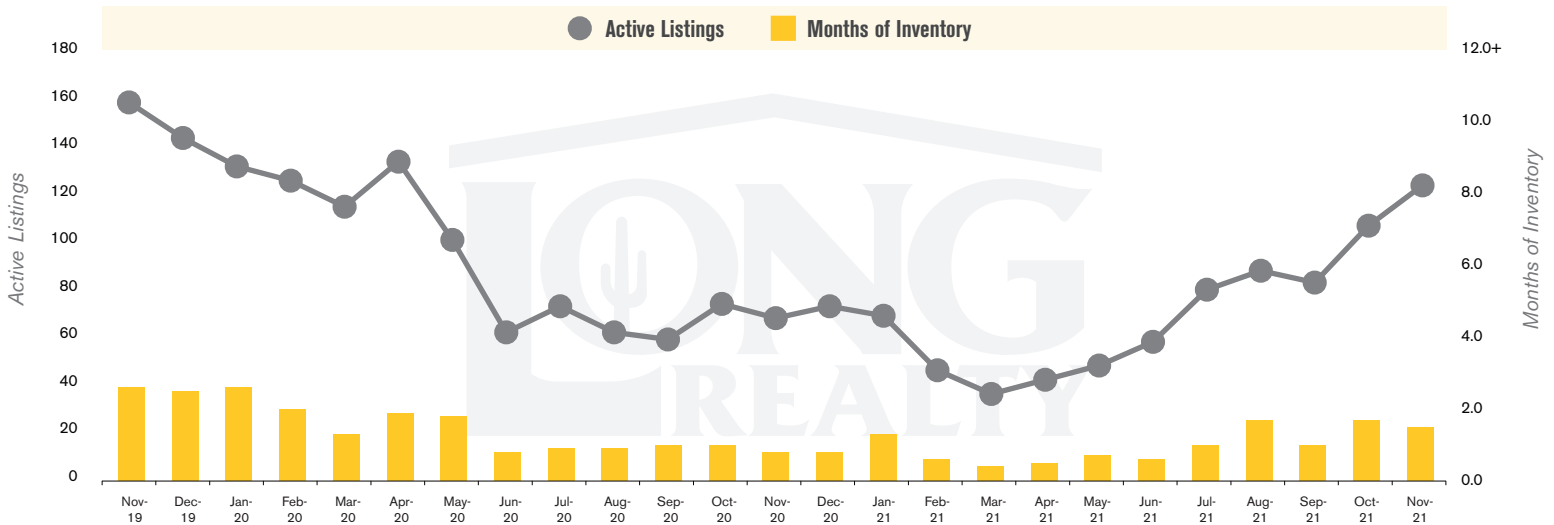


In the Vail area, November 2021 active inventory was 125, an 81% increase from November 2020. There were 82 closings in November 2021, a 5% decrease from November 2020. Year-to-date 2021 there were 842 closings, a 6% increase from year-to-date 2020. Months of Inventory was 1.5, up from 0.8 in November 2020. Median price of sold homes was \$376,000 for the month of November 2021, up 25% from November 2020. The Vail area had 91 new properties under contract in November 2021, up 23% from November 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY VAIL



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Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 12/07/2021 is believed to be reliable, but not guaranteed.

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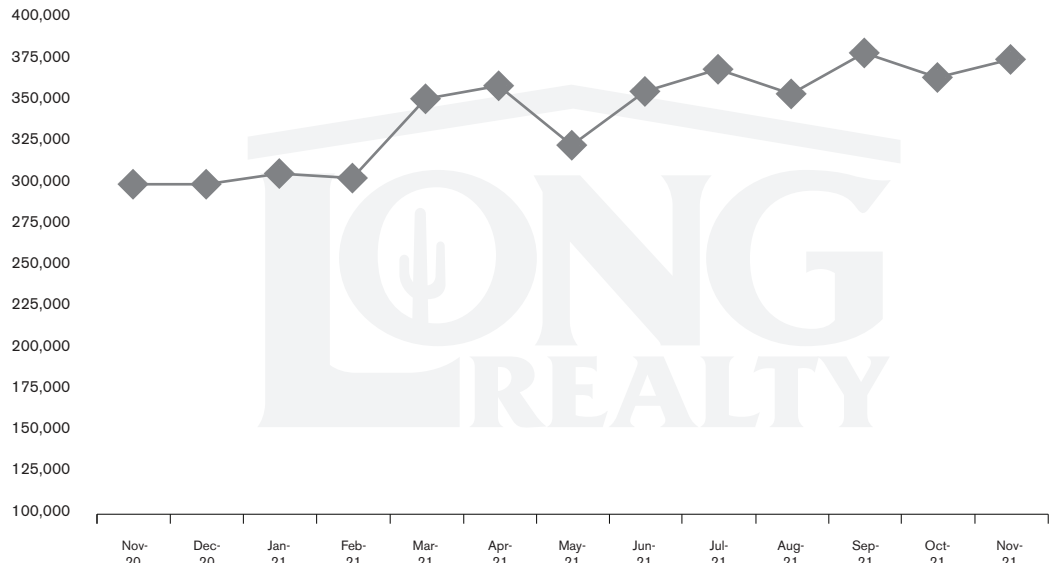


MEDIAN SOLD PRICE

VAIL

On average, homes sold this % of original list price.

Nov 2020	Nov 2021
100.1%	98.4%

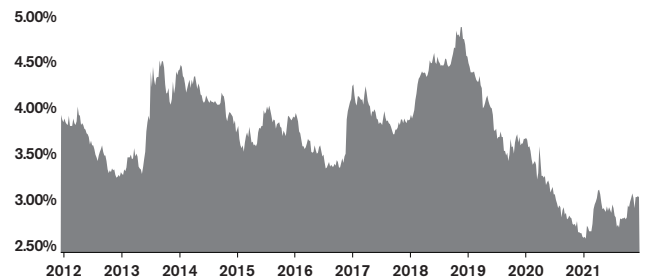


MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2020	\$300,000	2.770%	\$1,166.51
2021	\$376,000	3.070%	\$1,519.49

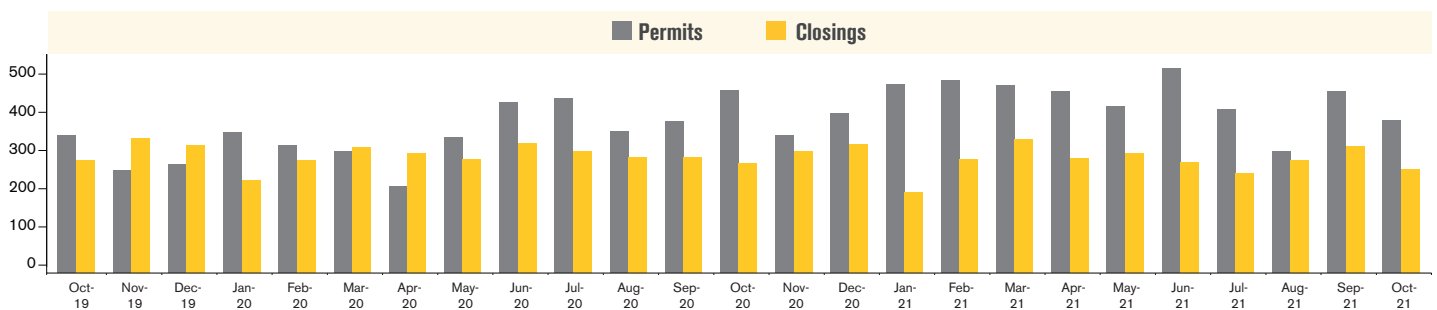
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For October 2021, new home permits were **down 16%** and new home closings were **down 6%** from October 2020.

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MARKET CONDITIONS BY PRICE BAND VAIL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	1	0	0	0	1	0	n/a	0.0	Seller
\$150,000 - 174,999	1	0	1	0	0	0	1	1.0	3.0	Seller
\$175,000 - 199,999	1	0	1	1	1	2	2	0.5	0.8	Seller
\$200,000 - 224,999	2	2	1	2	2	2	1	2.0	0.8	Seller
\$225,000 - 249,999	3	2	1	2	3	2	3	1.0	0.8	Seller
\$250,000 - 274,999	3	9	9	2	2	4	12	0.3	0.4	Seller
\$275,000 - 299,999	1	6	7	7	6	5	5	0.2	0.3	Seller
\$300,000 - 349,999	25	24	16	11	17	12	12	2.1	1.2	Seller
\$350,000 - 399,999	38	19	19	8	19	11	16	2.4	1.8	Seller
\$400,000 - 499,999	27	17	13	16	21	13	16	1.7	1.6	Seller
\$500,000 - 599,999	12	10	10	1	5	7	7	1.7	1.8	Seller
\$600,000 - 699,999	7	2	6	2	6	3	4	1.8	1.4	Seller
\$700,000 - 799,999	2	2	1	1	1	0	2	1.0	1.3	Seller
\$800,000 - 899,999	3	2	0	0	1	0	1	3.0	4.5	Slightly Seller
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	1	1	0	0	1	0	n/a	1.0	Seller
TOTAL	125	97	86	53	84	63	82	1.5	1.4	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 12/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2021-11/30/2021. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 12/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2020 – 11/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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21.3%

Realty Executives Arizona Territory

11.8%

Tierra Antigua Realty

10.6%

Keller Williams Southern Arizona

10.4%

Coldwell Banker Residential Brokerage

5.4%

Exp Realty

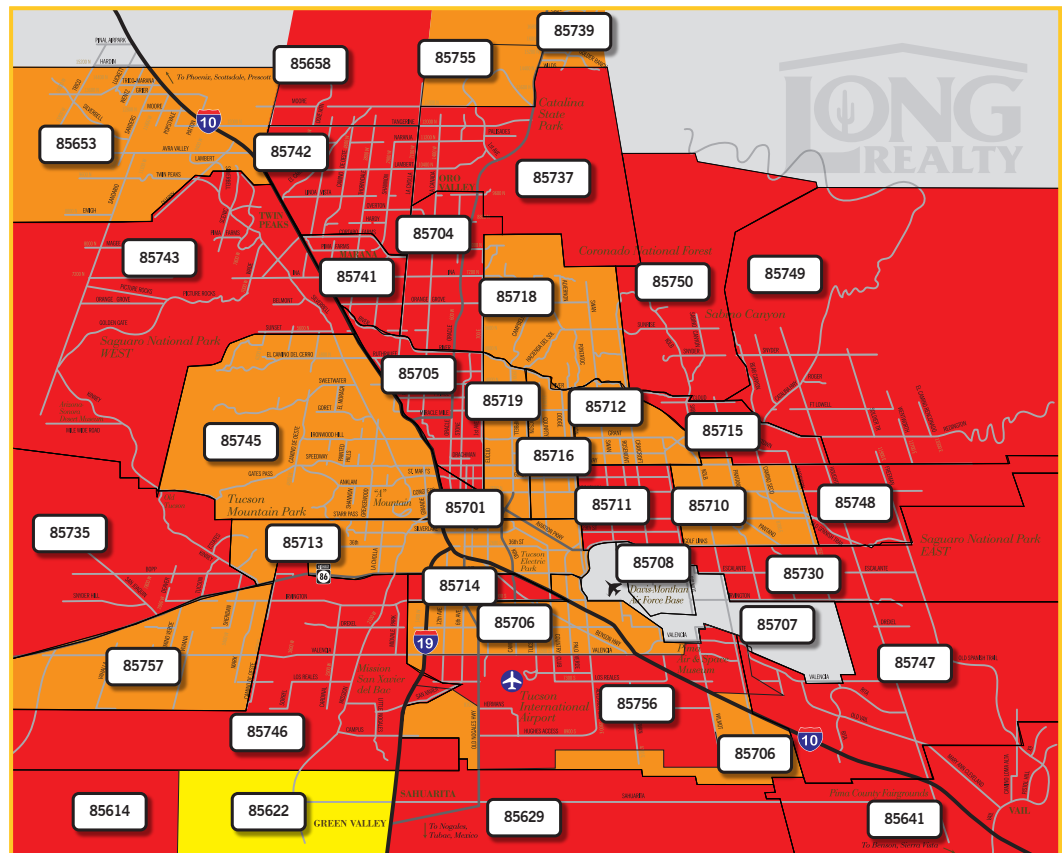
4.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2020-NOV 2020 TO
SEP 2021-NOV 2021

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

Percentage of Change



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.

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This heat map represents the percentage of change in Tucson metro median sales prices from September 2020-November 2020 to September 2021-November 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/07/2021. Information is believed to be reliable, but not guaranteed.