

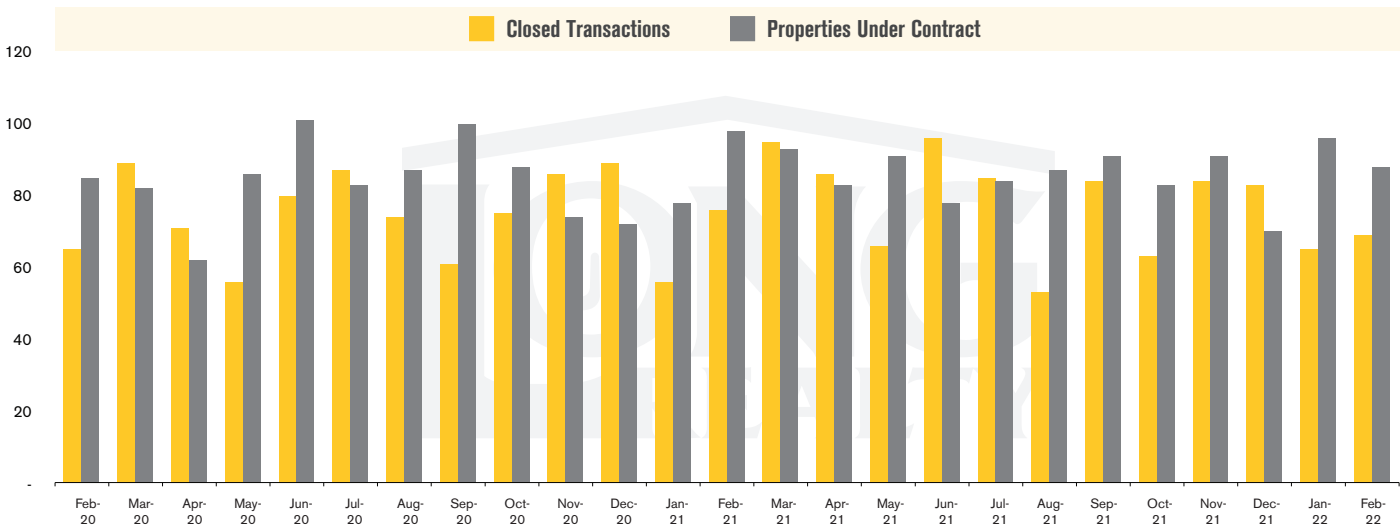
# THE HOUSING REPORT

VAIL | MARCH 2022

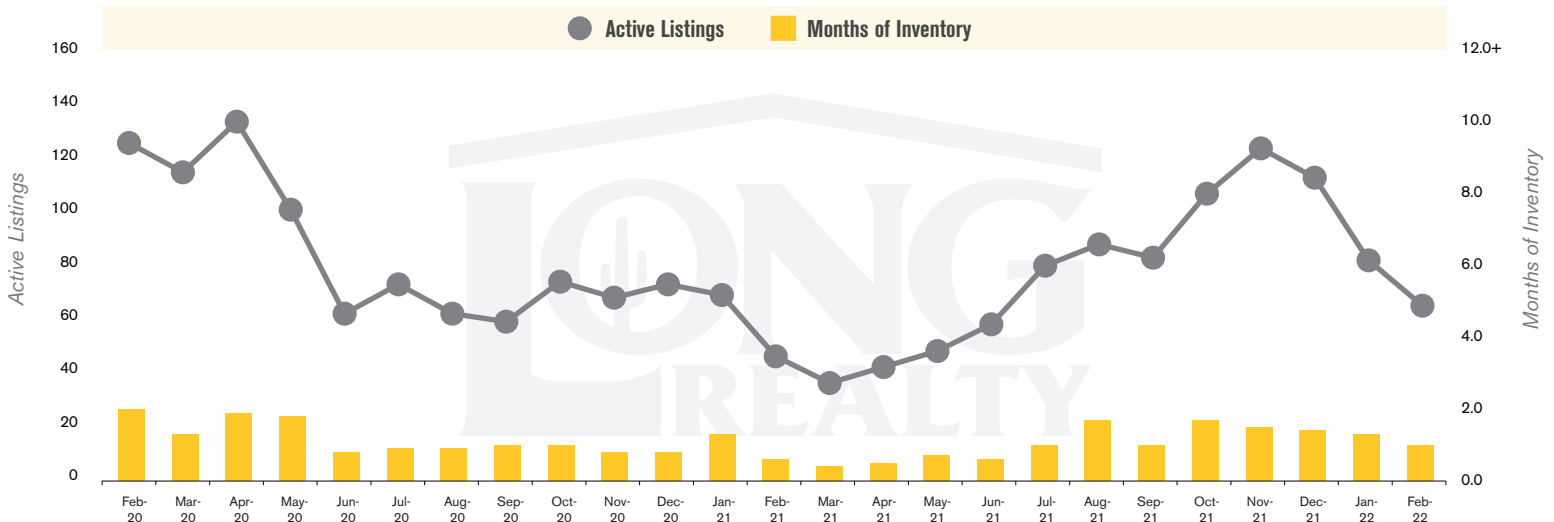


In the Vail area, February 2022 active inventory was 66, a 40% increase from February 2021. There were 69 closings in February 2022, a 9% decrease from February 2021. Year-to-date 2022 there were 134 closings, a 2% increase from year-to-date 2021. Months of Inventory was 1.0, up from 0.6 in February 2021. Median price of sold homes was \$370,000 for the month of February 2022, up 22% from February 2021. The Vail area had 88 new properties under contract in February 2022, down 10% from February 2021.

## 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 03/07/2022 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | MARCH 2022

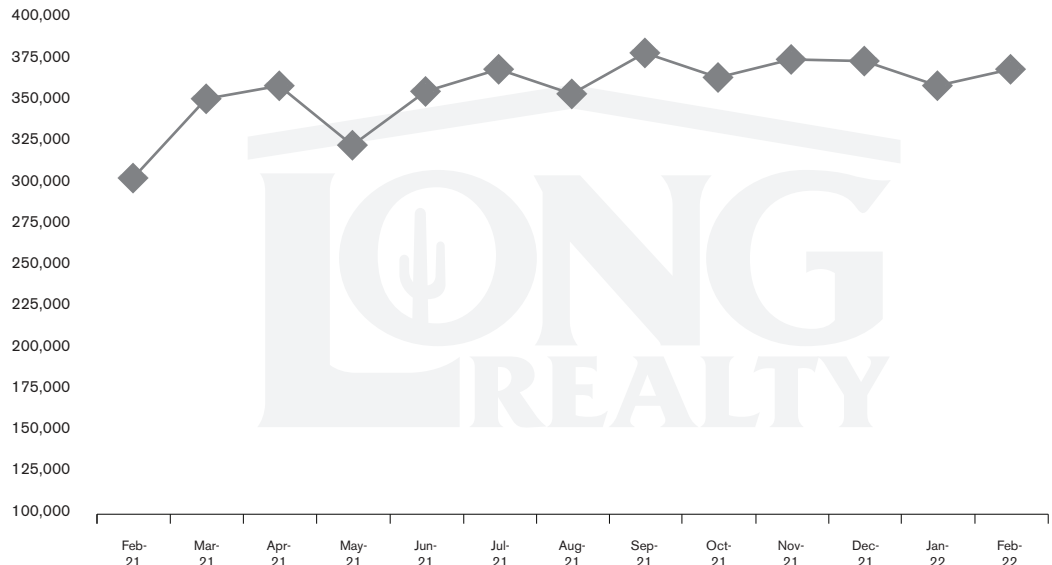


## MEDIAN SOLD PRICE

VAIL

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

Feb 2021	Feb 2022
<b>99.2%</b>	<b>98.6%</b>

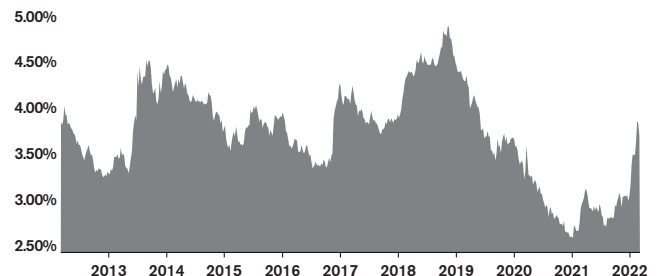


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
<b>2006</b>	\$255,000	6.140%	\$1,474.29
<b>2021</b>	\$303,750	2.810%	\$1,187.22
<b>2022</b>	\$370,000	3.760%	\$1,629.85

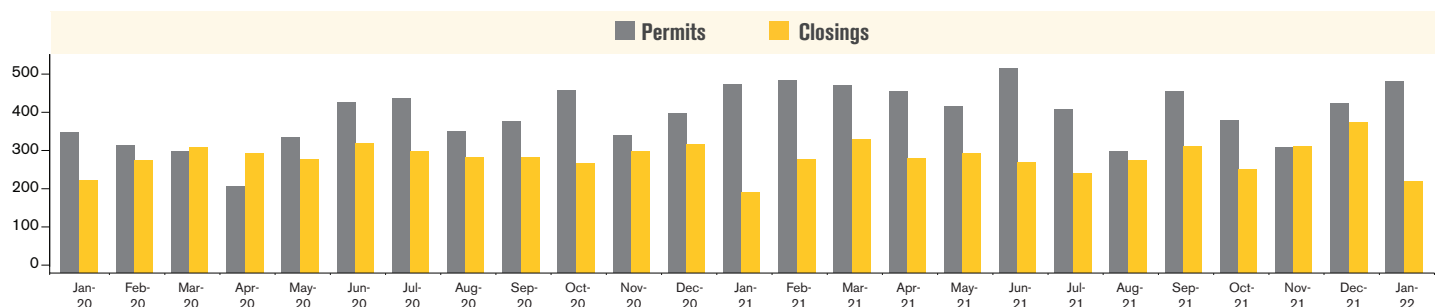
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For January 2022, new home permits were **up 1%** and new home closings were **up 13%** from January 2021.

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# THE HOUSING REPORT

VAIL | MARCH 2022



## 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
		Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22			
\$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	0	1	0	0	1	0	n/a	0.0	<b>Seller</b>
\$150,000 - 174,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	1	2	2	1	0	1	0.0	0.0	<b>Seller</b>
\$200,000 - 224,999	0	2	2	2	2	1	0	n/a	0.3	<b>Seller</b>
\$225,000 - 249,999	0	3	2	3	1	1	0	n/a	0.5	<b>Seller</b>
\$250,000 - 274,999	0	2	4	12	3	8	1	0.0	0.3	<b>Seller</b>
\$275,000 - 299,999	4	6	5	5	5	5	5	0.8	0.7	<b>Seller</b>
\$300,000 - 349,999	13	17	12	12	20	13	19	0.7	1.2	<b>Seller</b>
\$350,000 - 399,999	13	19	11	17	24	15	20	0.7	1.2	<b>Seller</b>
\$400,000 - 499,999	19	21	13	16	14	11	11	1.7	1.6	<b>Seller</b>
\$500,000 - 599,999	7	5	7	7	4	7	5	1.4	1.5	<b>Seller</b>
\$600,000 - 699,999	9	6	3	4	6	1	5	1.8	1.8	<b>Seller</b>
\$700,000 - 799,999	0	1	0	2	1	2	1	0.0	1.3	<b>Seller</b>
\$800,000 - 899,999	1	1	0	1	1	0	0	n/a	5.0	<b>Balanced</b>
\$900,000 - 999,999	0	0	0	0	1	0	1	0.0	0.0	<b>Seller</b>
\$1,000,000 - and over	0	0	1	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>66</b>	<b>84</b>	<b>63</b>	<b>84</b>	<b>83</b>	<b>65</b>	<b>69</b>	<b>1.0</b>	<b>1.2</b>	<b>Seller</b>



**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 03/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2021-02/28/2022. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | MARCH 2022



## MARKET SHARE VAIL

**Long Realty leads the market in successful real estate sales.**

Data Obtained 03/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2021 – 02/28/2022 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

20.1%

Realty Executives Arizona Territory

11.1%

Keller Williams Southern Arizona

10.7%

Tierra Antigua Realty

10.3%

Coldwell Banker Residential Brokerage

5.1%

Exp Realty

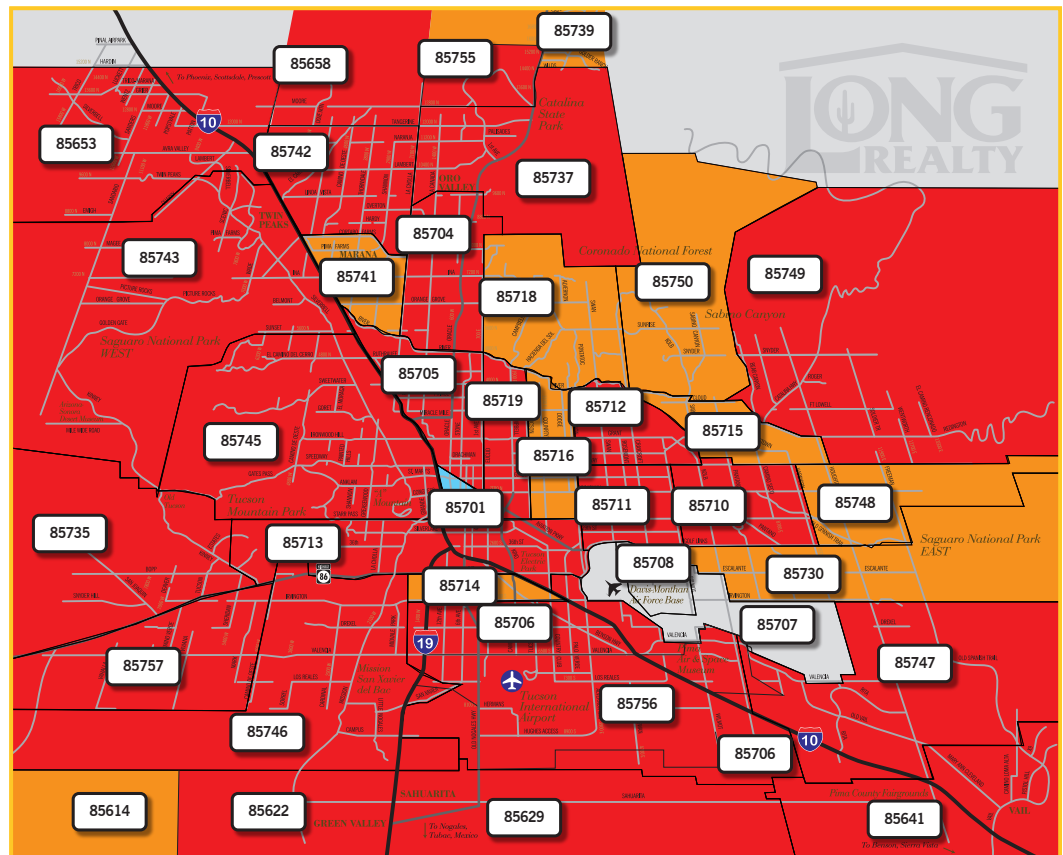
4.8%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2020-FEB 2021 TO  
DEC 2021-FEB 2022

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 December 2020-February 2021 to December 2021-February 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/07/2022. Information is believed to be reliable, but not guaranteed.