

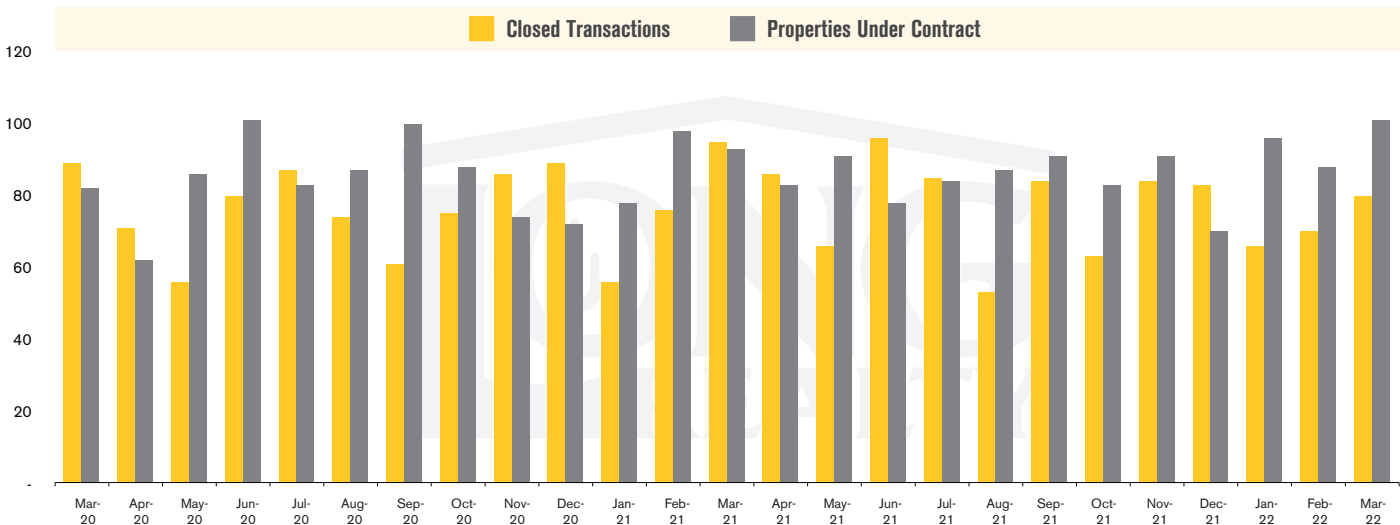
THE HOUSING REPORT

VAIL | APRIL 2022

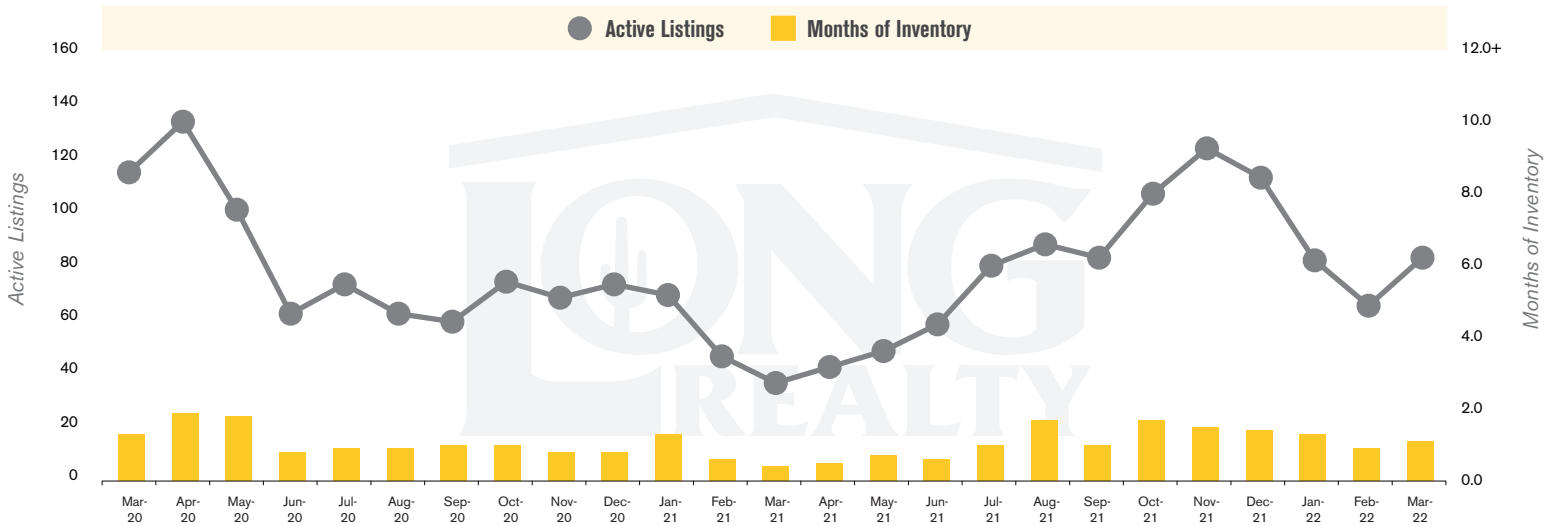


In the Vail area, March 2022 active inventory was 84, a 127% increase from March 2021. There were 80 closings in March 2022, a 16% decrease from March 2021. Year-to-date 2022 there were 216 closings, a 5% decrease from year-to-date 2021. Months of Inventory was 1.1, up from 0.4 in March 2021. Median price of sold homes was \$392,500 for the month of March 2022, up 12% from March 2021. The Vail area had 101 new properties under contract in March 2022, up 9% from March 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 04/07/2022 is believed to be reliable, but not guaranteed.

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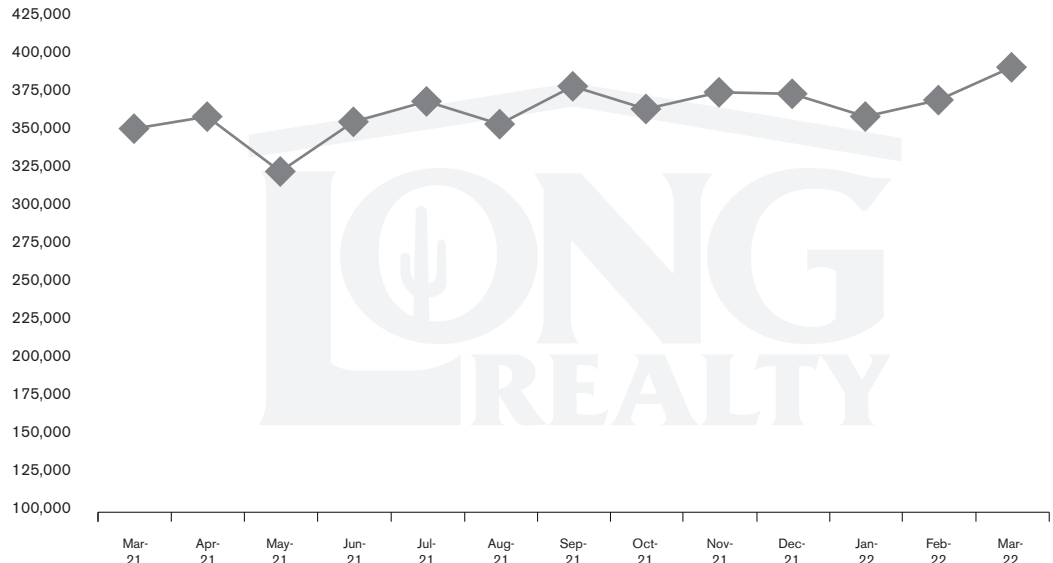


MEDIAN SOLD PRICE

VAIL

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

Mar 2021	Mar 2022
99.5%	99.7%

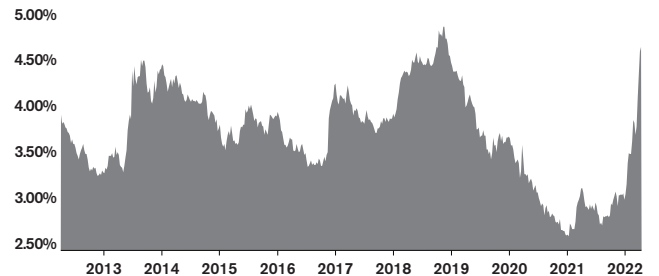


MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2021	\$352,020	3.080%	\$1,424.39
2022	\$392,500	4.170%	\$1,816.90

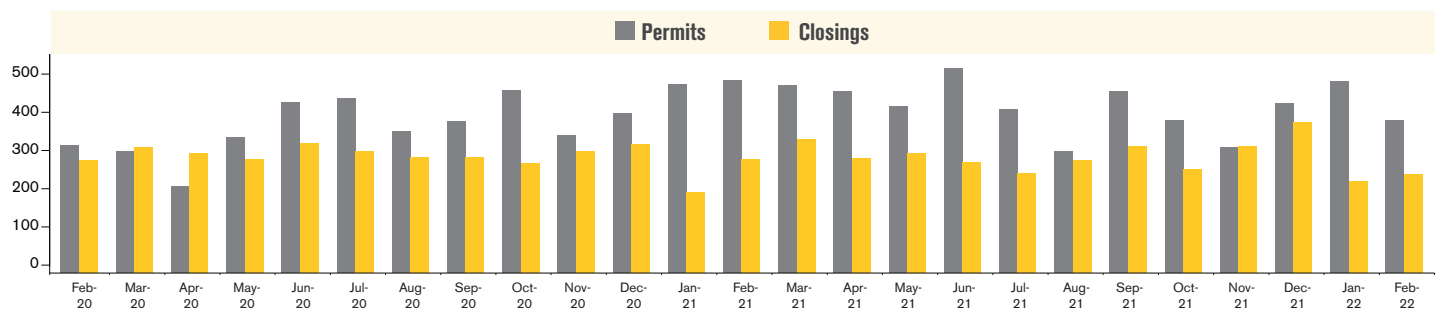
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For February 2022, new home permits were **down 21%** and new home closings were **down 14%** from February 2021.

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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
		Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-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	1	0.0	0.0	Seller
\$125,000 - 149,999	0	1	0	0	1	0	1	0.0	0.0	Seller
\$150,000 - 174,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	2	2	1	0	1	0	n/a	0.0	Seller
\$200,000 - 224,999	0	2	2	2	1	0	0	n/a	0.0	Seller
\$225,000 - 249,999	0	2	3	1	1	0	2	0.0	0.0	Seller
\$250,000 - 274,999	1	4	12	3	8	1	1	1.0	0.2	Seller
\$275,000 - 299,999	0	5	5	5	5	5	5	0.0	0.5	Seller
\$300,000 - 349,999	10	12	12	20	13	19	13	0.8	0.9	Seller
\$350,000 - 399,999	16	11	17	24	15	20	18	0.9	1.0	Seller
\$400,000 - 499,999	38	13	16	14	12	12	20	1.9	1.7	Seller
\$500,000 - 599,999	8	7	7	4	7	5	9	0.9	1.0	Seller
\$600,000 - 699,999	5	3	4	6	1	5	5	1.0	2.0	Seller
\$700,000 - 799,999	5	0	2	1	2	1	1	5.0	2.0	Seller
\$800,000 - 899,999	1	0	1	1	0	0	1	1.0	3.0	Seller
\$900,000 - 999,999	0	0	0	1	0	1	0	n/a	0.0	Seller
\$1,000,000 - and over	0	1	0	0	0	0	3	0.0	0.3	Seller
TOTAL	84	63	84	83	66	70	80	1.1	1.1	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 04/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2022-03/31/2022. 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 04/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2021 – 03/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

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19.6%

Realty Executives Arizona Territory

11.0%

Keller Williams Southern Arizona

10.7%

Tierra Antigua Realty

10.5%

Coldwell Banker Residential Brokerage

5.1%

Exp Realty

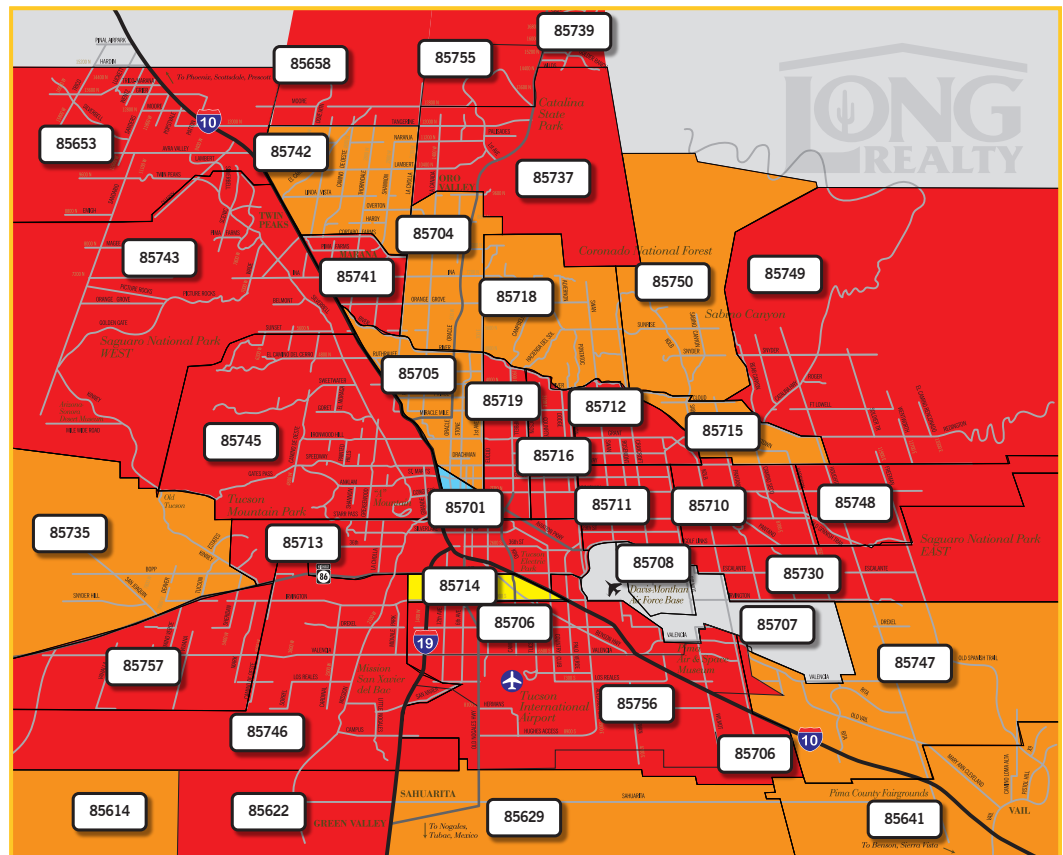
4.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2021-MAR 2021 TO
JAN 2022-MAR 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 January 2021-March 2021 to January 2022-March 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/07/2022. Information is believed to be reliable, but not guaranteed.