

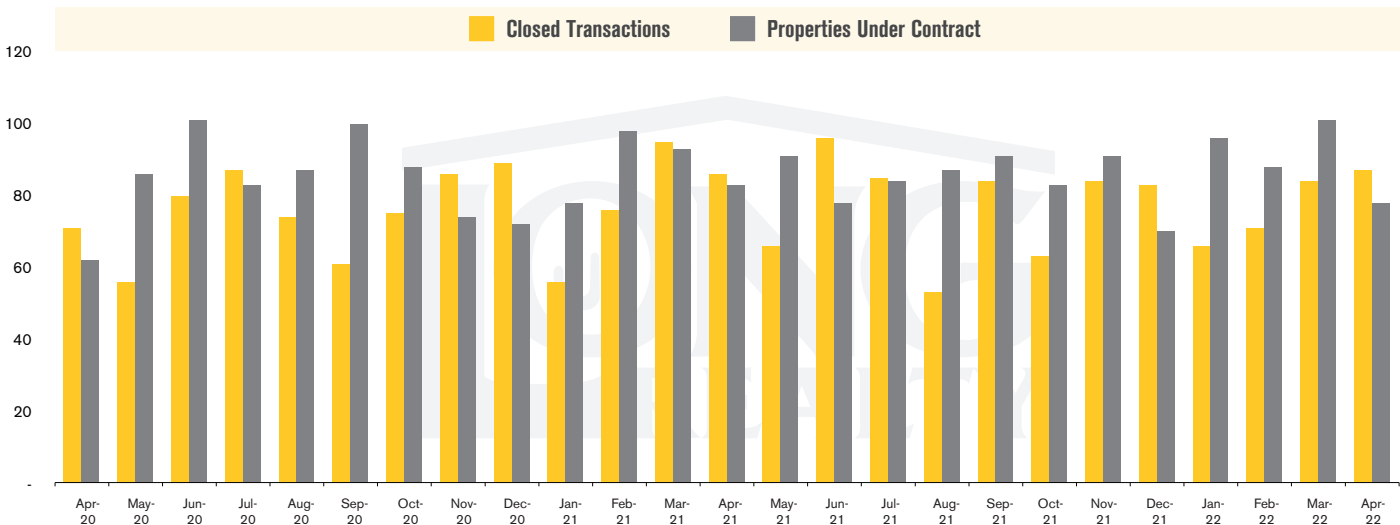
THE HOUSING REPORT

VAIL | MAY 2022

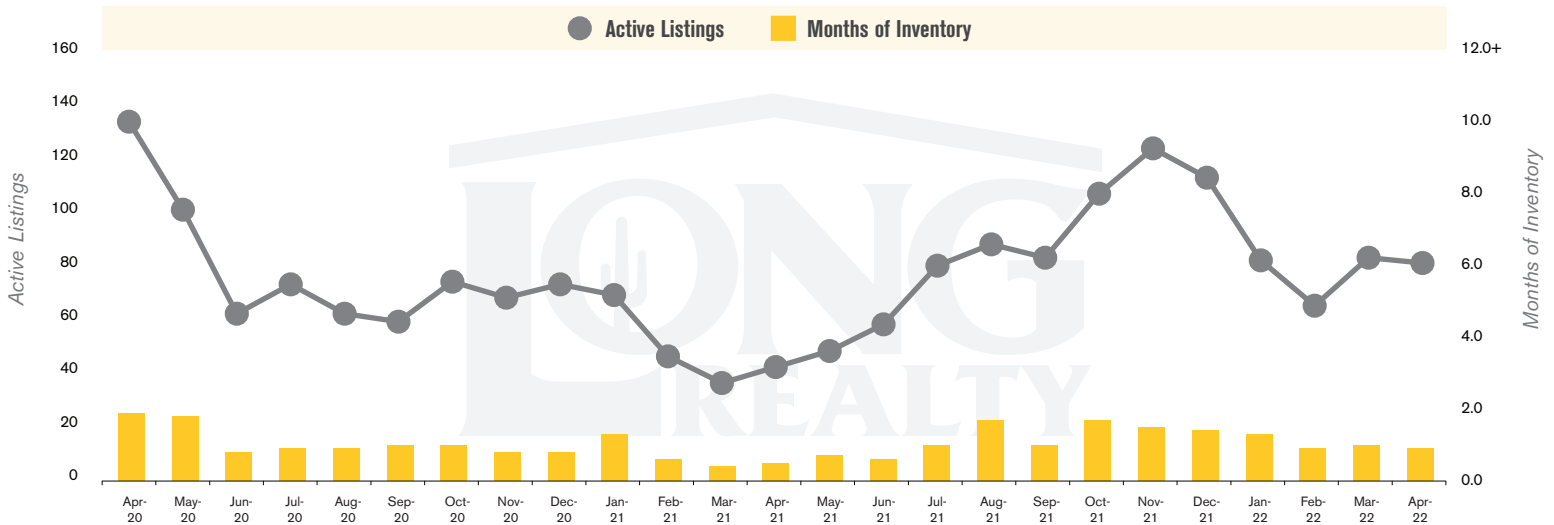


In the Vail area, April 2022 active inventory was 82, a 91% increase from April 2021. There were 87 closings in April 2022, a 1% increase from April 2021. Year-to-date 2022 there were 308 closings, a 2% decrease from year-to-date 2021. Months of Inventory was 0.9, up from 0.5 in April 2021. Median price of sold homes was \$395,000 for the month of April 2022, up 10% from April 2021. The Vail area had 78 new properties under contract in April 2022, down 6% from April 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 05/05/2022 is believed to be reliable, but not guaranteed.

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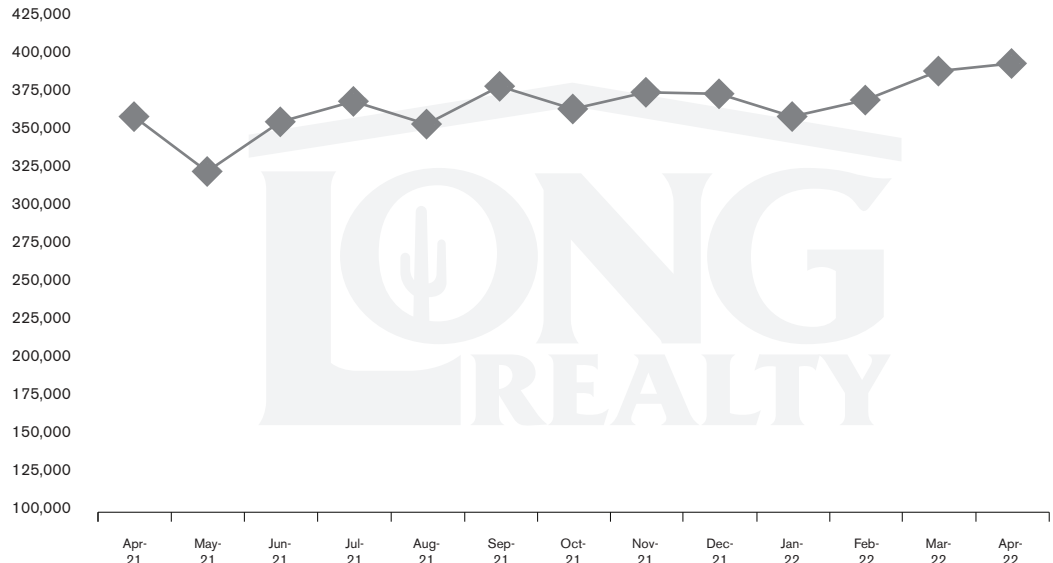


MEDIAN SOLD PRICE

VAIL

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

Apr 2021	Apr 2022
101.4%	100.3%

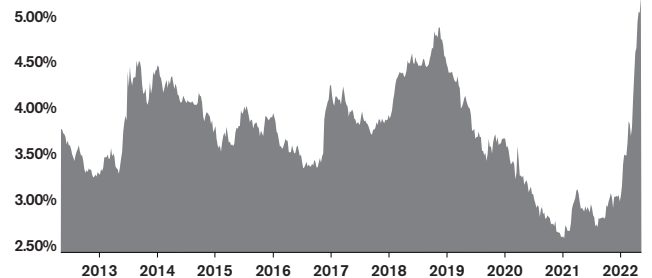


MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2021	\$359,950	3.060%	\$1,452.77
2022	\$395,000	4.980%	\$2,009.84

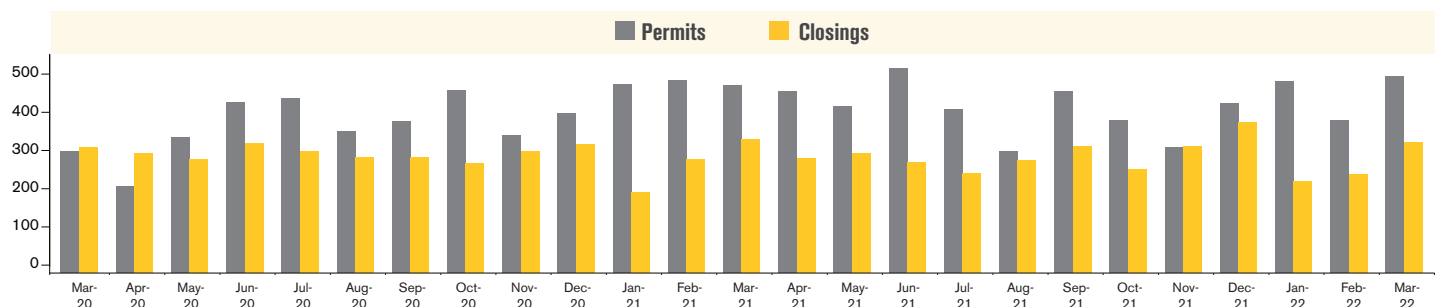
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For March 2022, new home permits were **up 5%** and new home closings were **down 2%** from March 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
		Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-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	1	0	n/a	0.0	Seller
\$125,000 - 149,999	0	0	0	1	0	1	0	n/a	0.0	Seller
\$150,000 - 174,999	0	1	0	0	0	0	1	0.0	0.0	Seller
\$175,000 - 199,999	0	2	1	0	1	0	2	0.0	0.0	Seller
\$200,000 - 224,999	0	2	2	1	0	0	1	0.0	0.0	Seller
\$225,000 - 249,999	0	3	1	1	0	2	1	0.0	0.0	Seller
\$250,000 - 274,999	0	12	3	8	1	2	0	n/a	0.3	Seller
\$275,000 - 299,999	1	5	5	5	5	5	9	0.1	0.3	Seller
\$300,000 - 349,999	10	12	20	13	19	13	12	0.8	0.8	Seller
\$350,000 - 399,999	8	17	24	15	20	20	19	0.4	0.6	Seller
\$400,000 - 499,999	36	16	14	12	12	21	20	1.8	1.8	Seller
\$500,000 - 599,999	12	7	4	7	5	9	11	1.1	1.1	Seller
\$600,000 - 699,999	5	4	6	1	5	5	7	0.7	1.1	Seller
\$700,000 - 799,999	8	2	1	2	2	1	2	4.0	2.6	Seller
\$800,000 - 899,999	0	1	1	0	0	1	1	0.0	1.0	Seller
\$900,000 - 999,999	1	0	1	0	1	0	0	n/a	1.0	Seller
\$1,000,000 - and over	1	0	0	0	0	3	1	1.0	0.3	Seller
TOTAL	82	84	83	66	71	84	87	0.9	1.0	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 05/05/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2022-04/30/2022. 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 05/05/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 05/01/2021 – 04/30/2022 rounded to the nearest tenth of one percent and deemed to be correct.

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19.4%

Realty Executives Arizona Territory

10.5%

Tierra Antigua Realty

10.4%

Keller Williams Southern Arizona

10.3%

Coldwell Banker Residential Brokerage

5.2%

Exp Realty

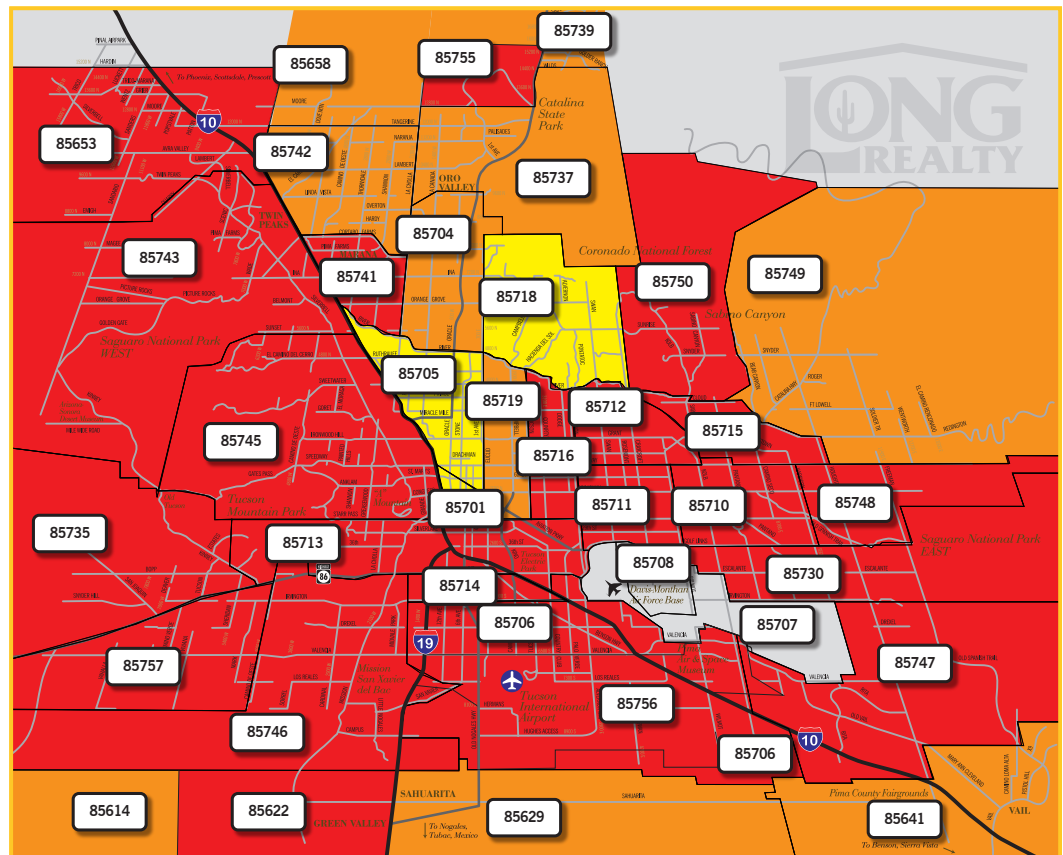
4.7%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2021-APR 2021 TO
FEB 2022-APR 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 February 2021-April 2021 to February 2022-April 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/05/2022. Information is believed to be reliable, but not guaranteed.