

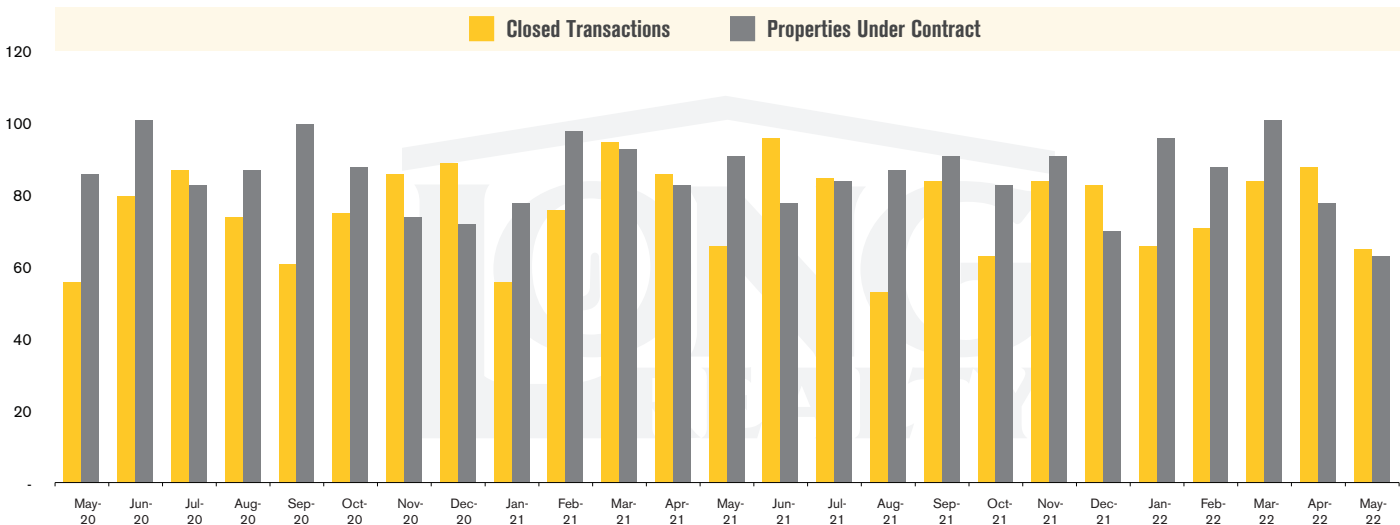
# THE HOUSING REPORT

VAIL | JUNE 2022

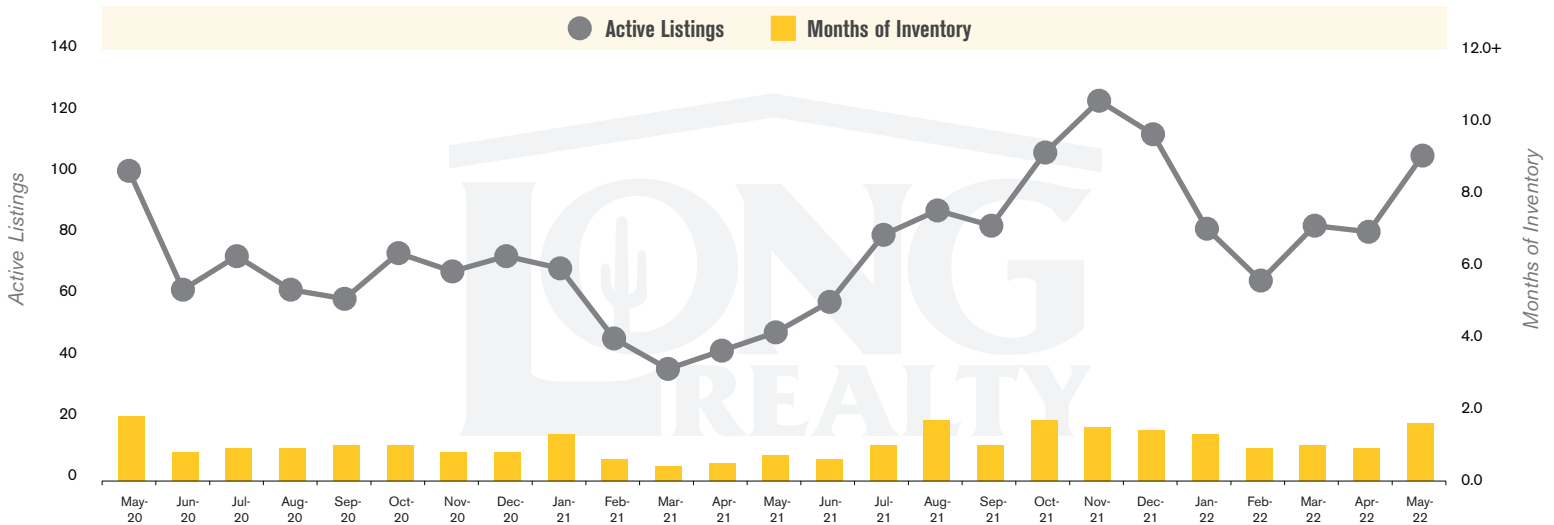


In the Vail area, May 2022 active inventory was 107, a 118% increase from May 2021. There were 65 closings in May 2022, a 2% decrease from May 2021. Year-to-date 2022 there were 374 closings, a 1% decrease from year-to-date 2021. Months of Inventory was 1.6, up from 0.7 in May 2021. Median price of sold homes was \$435,000 for the month of May 2022, up 34% from May 2021. The Vail area had 63 new properties under contract in May 2022, down 31% from May 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 06/07/2022 is believed to be reliable, but not guaranteed.

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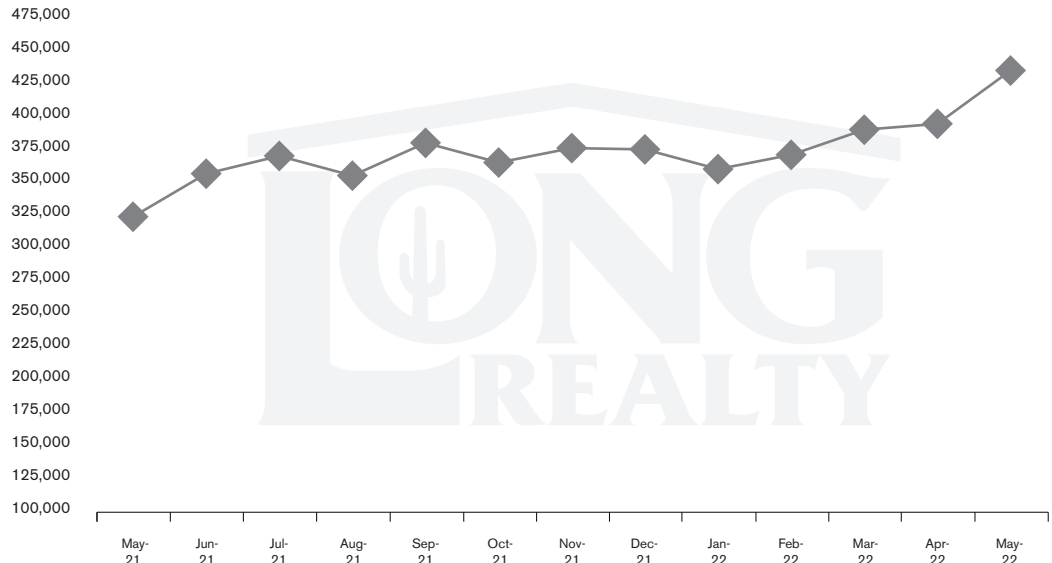


## MEDIAN SOLD PRICE

VAIL

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

May 2021	May 2022
<b>102.2%</b>	<b>103.2%</b>

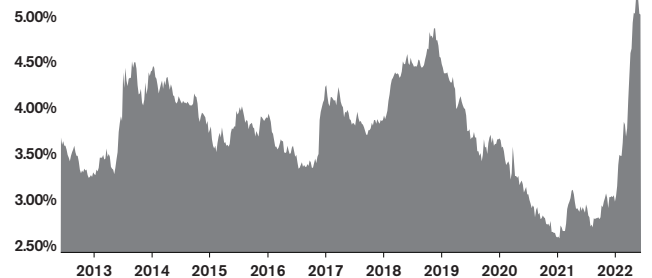


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2021	\$323,750	2.960%	\$1,290.07
2022	\$435,000	5.230%	\$2,276.87

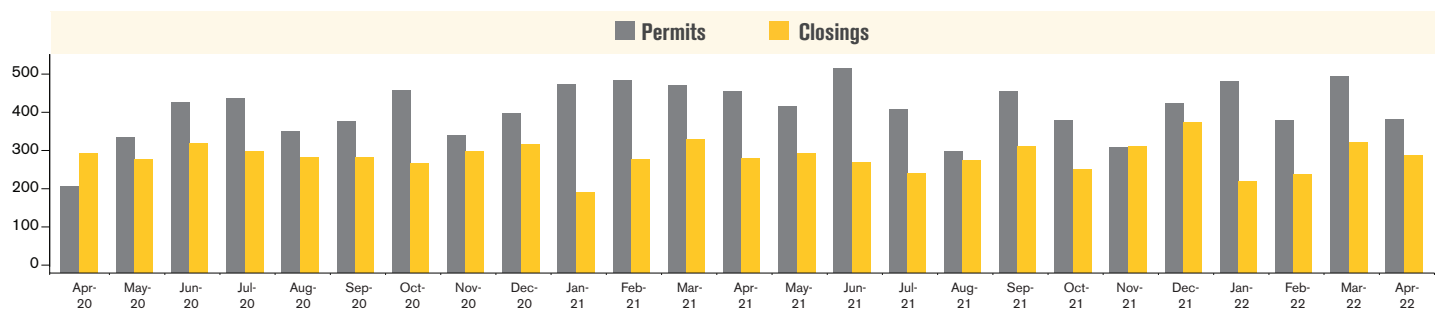
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For April 2022, new home permits were **down 16%** and new home closings were **up 3%** from April 2021.

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# THE HOUSING REPORT

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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
		Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-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	1	0	0	n/a	0.0	<b>Seller</b>
\$125,000 - 149,999	0	0	1	0	1	0	0	n/a	0.0	<b>Seller</b>
\$150,000 - 174,999	0	0	0	0	0	1	0	n/a	0.0	<b>Seller</b>
\$175,000 - 199,999	2	1	0	1	0	2	0	n/a	1.0	<b>Seller</b>
\$200,000 - 224,999	0	2	1	0	0	1	0	n/a	0.0	<b>Seller</b>
\$225,000 - 249,999	1	1	1	0	2	1	2	0.5	0.2	<b>Seller</b>
\$250,000 - 274,999	1	3	8	1	2	1	2	0.5	0.4	<b>Seller</b>
\$275,000 - 299,999	1	5	5	5	5	9	1	1.0	0.1	<b>Seller</b>
\$300,000 - 349,999	10	20	13	19	13	12	9	1.1	0.9	<b>Seller</b>
\$350,000 - 399,999	13	24	15	20	20	19	11	1.2	0.7	<b>Seller</b>
\$400,000 - 499,999	51	14	12	12	21	20	19	2.7	2.1	<b>Seller</b>
\$500,000 - 599,999	12	4	7	5	9	11	9	1.3	1.1	<b>Seller</b>
\$600,000 - 699,999	5	6	1	5	5	7	6	0.8	0.8	<b>Seller</b>
\$700,000 - 799,999	6	1	2	2	1	2	2	3.0	3.8	<b>Seller</b>
\$800,000 - 899,999	2	1	0	0	1	1	2	1.0	0.8	<b>Seller</b>
\$900,000 - 999,999	1	1	0	1	0	0	2	0.5	1.0	<b>Seller</b>
\$1,000,000 - and over	2	0	0	0	3	1	0	n/a	0.8	<b>Seller</b>
<b>TOTAL</b>	<b>107</b>	<b>83</b>	<b>66</b>	<b>71</b>	<b>84</b>	<b>88</b>	<b>65</b>	<b>1.6</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 06/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2022-05/31/2022. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | JUNE 2022



## MARKET SHARE VAIL

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

Data Obtained 06/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2021 – 05/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

19.3%

Realty Executives Arizona Territory

10.8%

Tierra Antigua Realty

10.3%

Keller Williams Southern Arizona

9.7%

Coldwell Banker Residential Brokerage

5.3%

Exp Realty

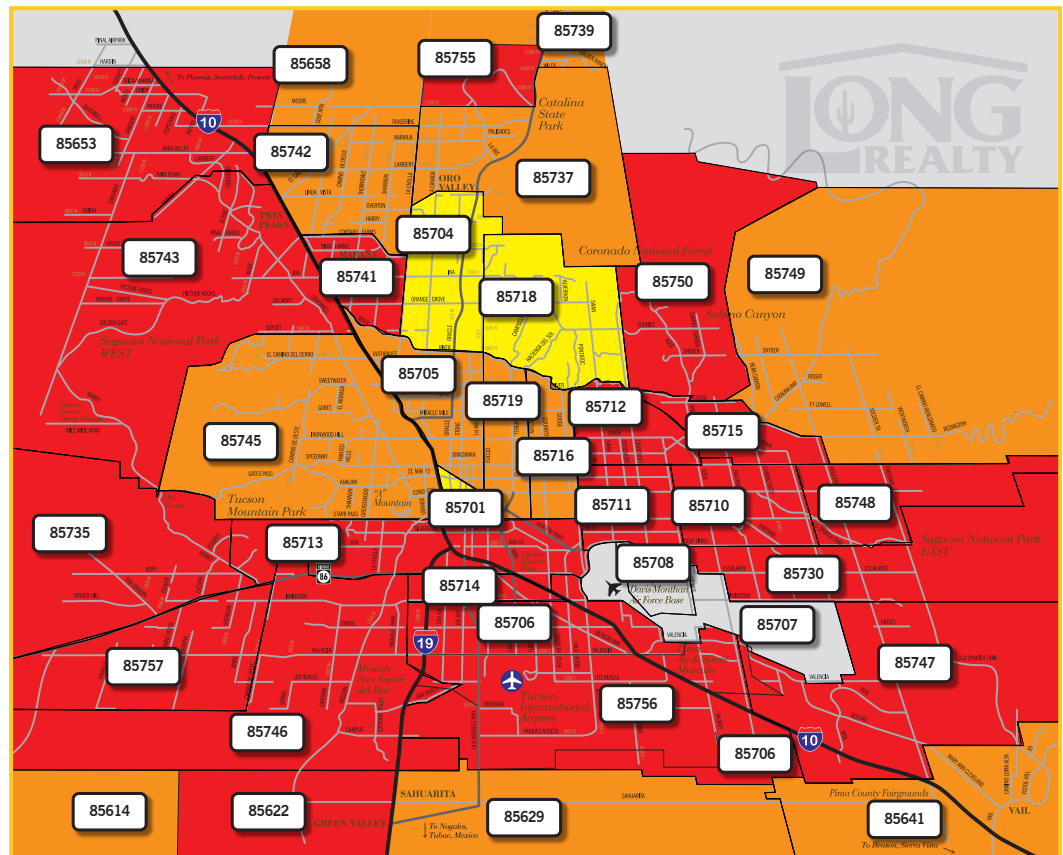
4.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2021-MAY 2021 TO  
MAR 2022-MAY 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 March 2021-May 2021 to March 2022-May 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/07/2022. Information is believed to be reliable, but not guaranteed.