



Community Market Report



Stephen Woodall - Team Woodall
(520) 818-4504
Stephen@TeamWoodall.com
<http://TeamWoodall.com>

Vail, Arizona

January 2023



Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for Vail, Arizona. The data in the Sold Listings table is based on homes sold within the month of December 2022.

	Current Period Dec 2022	Last Month Nov 2022	Change From Last Month	Last Year Dec 2021	Change From Last Year
Homes Sold	48	52	▼ 8%	76	▼ 37%
Median Sale Price	\$387,900	\$365,215	▲ 6%	\$381,005	▲ 2%
Median List Price	\$397,155	\$377,570	▲ 5%	\$379,950	▲ 5%
Sale to List Price Ratio	99%	99%	0%	100%	▼ 1%
Sales Volume	\$20,153,174	\$19,712,719	▲ 2%	\$30,787,745	▼ 35%
Average Days on Market	57 days	49 days	▲ 8 days	29 days	▲ 28 days
Homes Sold Year to Date	734	—	—	758	▼ 3%
For Sale at Month's End	—	192	▼ 100%	—	—

Current Market

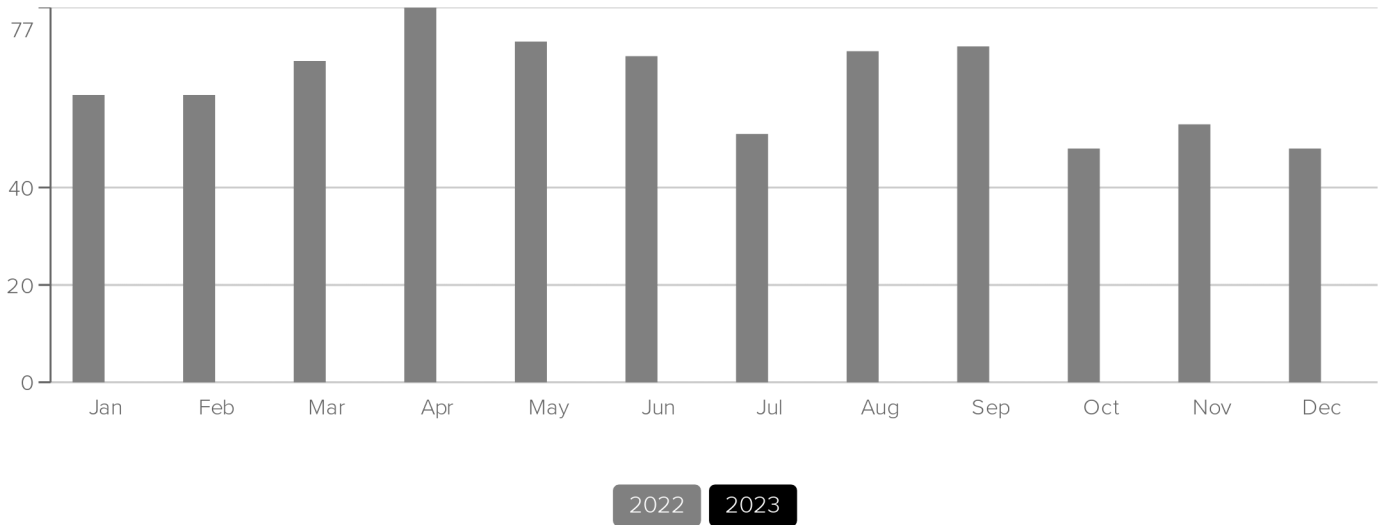
The statistics below provide an up-to-date snapshot of the listed inventory as of January 7, 2023. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

193 Homes for Sale	80 Homes Under Contract	\$5,950,000 High Price
\$219,900 Low Price	\$449,990 Median List Price	



Stephen Woodall - Team Woodall
(520) 818-4504
Stephen@TeamWoodall.com
<http://TeamWoodall.com>

Homes Sold

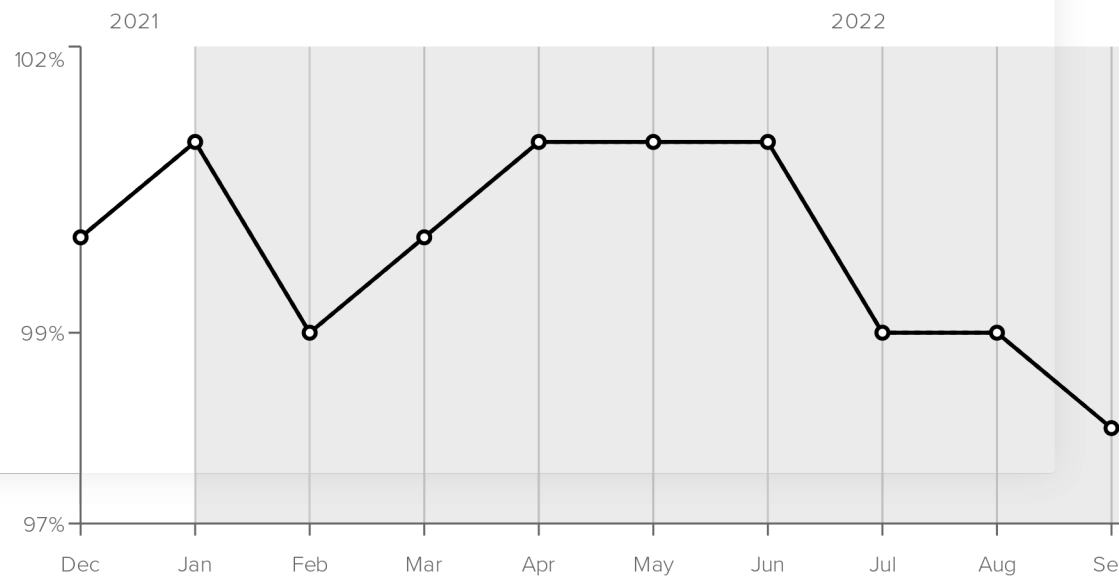


Sale to List Price Ratio

99%

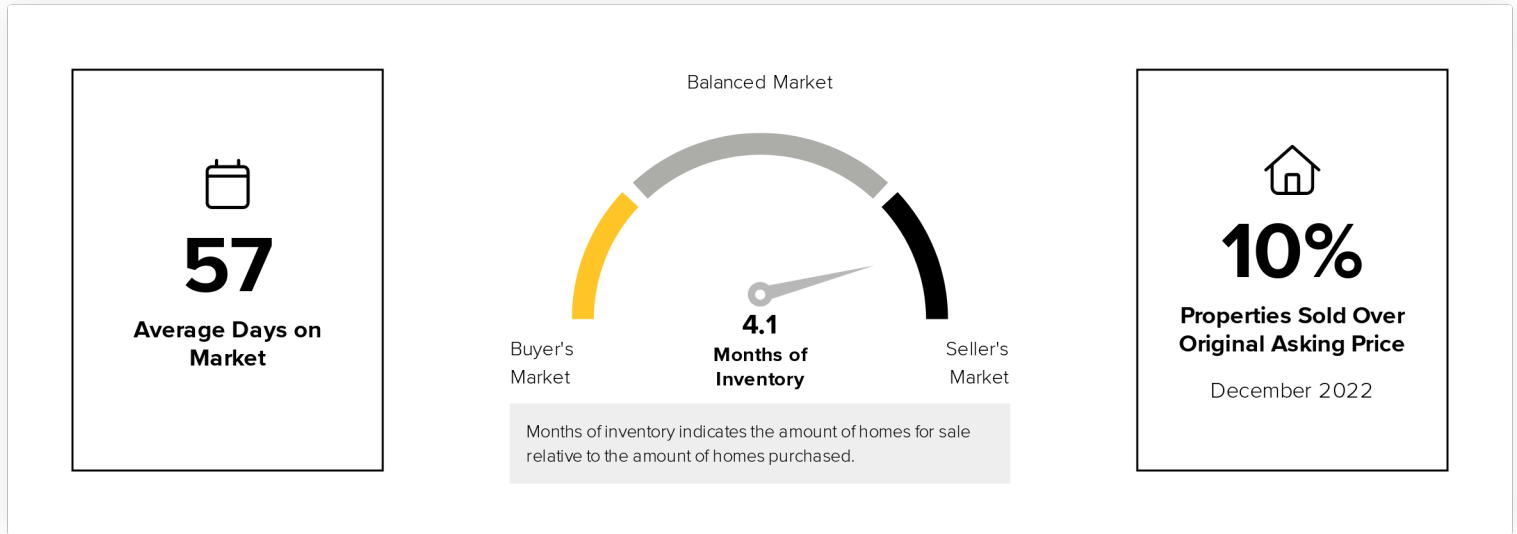
Average Sale to List Price Ratio

December 2022





Market Conditions



Buyer's vs. Seller's Market

This graphic explains the key similarities and differences between a buyer's and seller's market; and how these market factors impact each group.

How it
Impacts
Buyers

Buyer's Market
More people selling homes than buying

- More homes to choose from**
- More negotiating power**
- Could spend less than asking price**
- Price restrictions**
- Rarely competing offers**

Seller's Market
More people buying homes than selling

- Fewer homes to choose from**
- Less negotiating power**
- Need to be able to close quickly**
- Could spend more than asking price**
- Competition from other buyers**

How it
Impacts
Sellers

Buyer's Market
More people selling homes than buying

- Takes more time to sell**
- Fewer offers received**
- Could get lower than asking price**
- May have to make repairs and/or concessions**

Seller's Market
More people buying homes than selling

- Home sells quickly**
- Multiple offers likely**
- Could get more than asking price**
- Buyers willing to overlook repairs**



Market Conditions by Price Range

This table provides insight into key market indicators at specific price breakpoints. This information is valuable as the market conditions can vary by price category.

Price Range	Active Listings	Months of Inventory			Sales		Market Climate
		As of 1/7/23	Current Period Dec 2022	3 Month Trend	Current Period Dec 2022	6 Month Avg	
< \$100,000	0	—	—	0	0	—	
\$100,000 - \$150,000	0	—	0.0	0	0	—	
\$150,000 - \$200,000	0	—	—	0	0	—	
\$200,000 - \$250,000	1	1.0	1.0	1	0	● Seller's	
\$250,000 - \$300,000	3	3.0	0.8	1	1	● Seller's	
\$300,000 - \$350,000	13	1.3	0.4	10	9	● Seller's	
\$350,000 - \$400,000	33	2.4	1.0	14	14	● Seller's	
\$400,000 - \$450,000	43	14.3	2.4	3	9	● Buyer's	
\$450,000 - \$500,000	30	3.0	1.5	10	5	● Seller's	
\$500,000 - \$550,000	15	15.0	2.1	1	2	● Buyer's	
> \$550,000	49	8.2	2.5	6	8	● Buyer's	
All Properties	187	4.1	1.4	46	52	Seller's	

Buyer's Market

More than 7 months of inventory
Home prices will depreciate

Balanced Market

Between 6-7 months of inventory
Home prices will only appreciate with inflation

Seller's Market

Less than 6 months of inventory
Home prices will appreciate



Statistics

Days on Market by Price Range

The bar graph below indicates the median days on the market value for each price range breakpoint in Vail, Arizona. The values are based on closed transactions in December 2022.

