

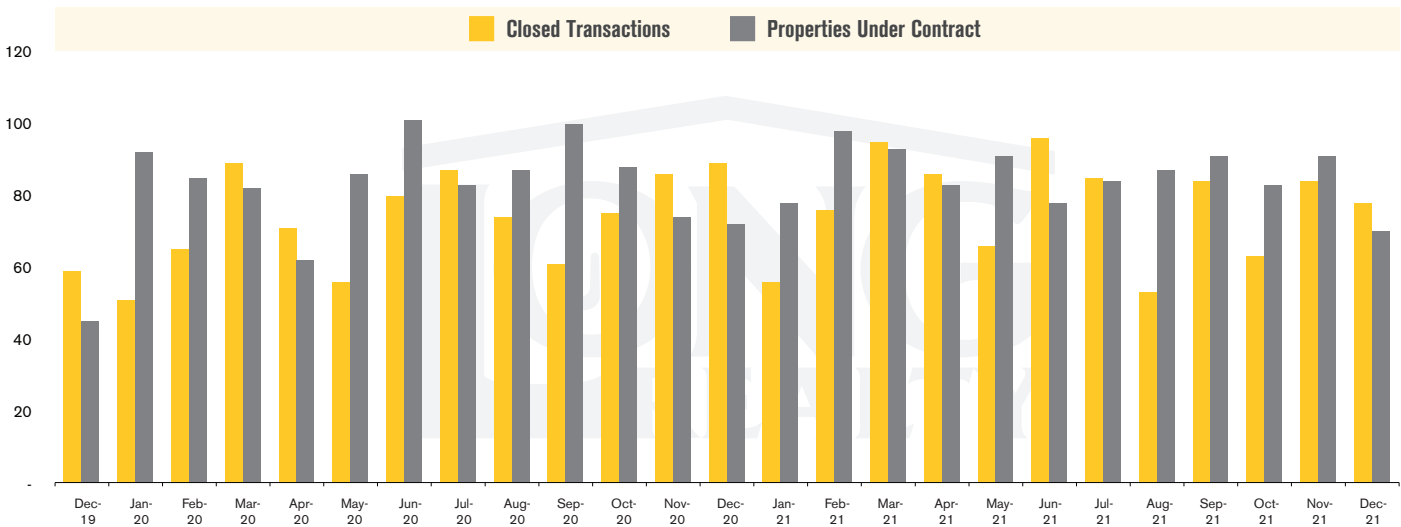
# THE HOUSING REPORT



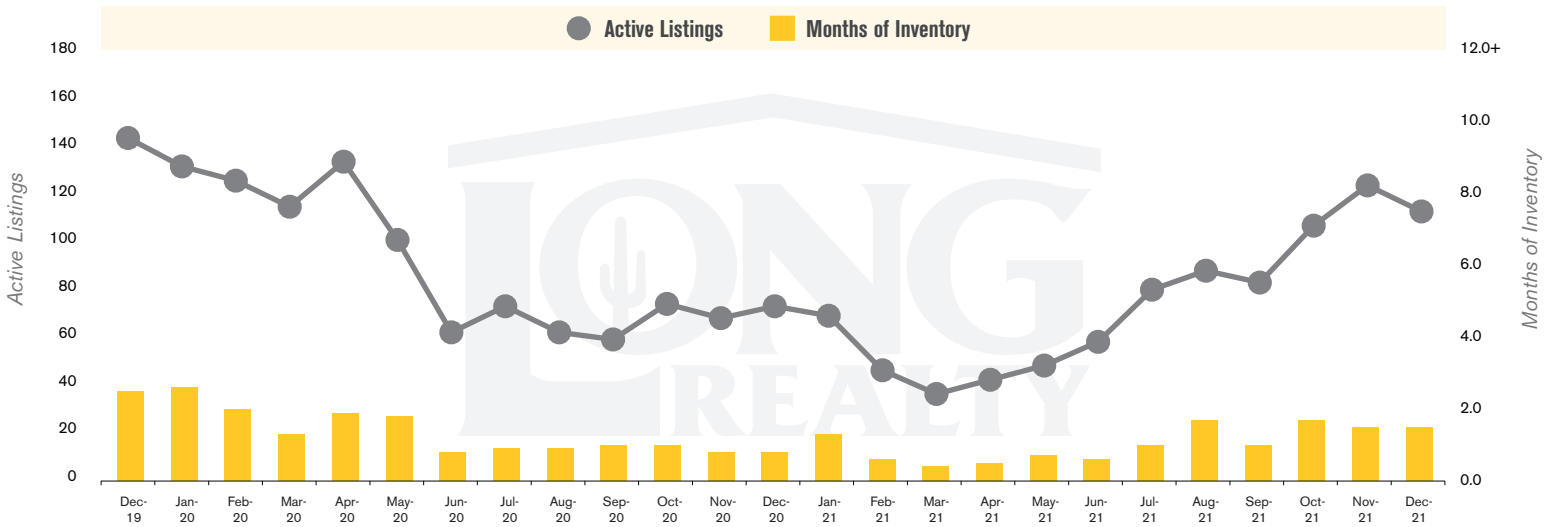
VAIL | JANUARY 2022

In the Vail area, December 2021 active inventory was 114, a 54% increase from December 2020. There were 78 closings in December 2021, a 12% decrease from December 2020. Year-to-date 2021 there were 922 closings, a 4% increase from year-to-date 2020. Months of Inventory was 1.5, up from 0.8 in December 2020. Median price of sold homes was \$379,450 for the month of December 2021, up 27% from December 2020. The Vail area had 70 new properties under contract in December 2021, down 3% from December 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT VAIL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY VAIL



[LongRealty.com](https://www.LongRealty.com) | 1-800-354-5664

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software. All data obtained 01/06/2022 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT



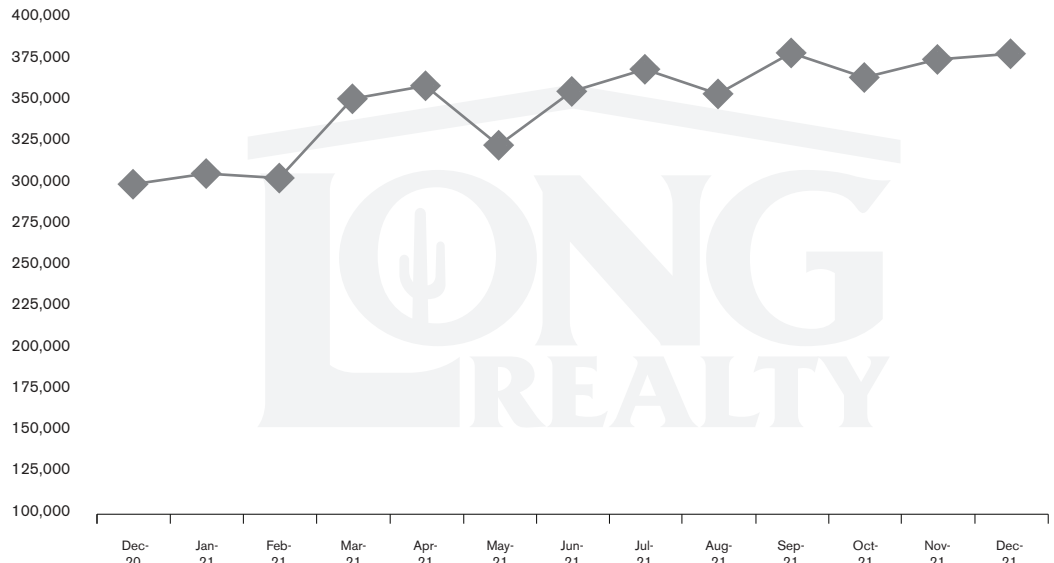
VAIL | JANUARY 2022

## MEDIAN SOLD PRICE

VAIL

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

Dec 2020	Dec 2021
<b>98.8%</b>	<b>98.6%</b>

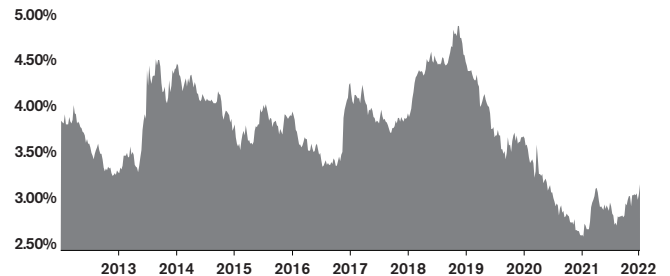


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2020	\$300,000	2.680%	\$1,152.95
2021	\$379,450	3.100%	\$1,539.30

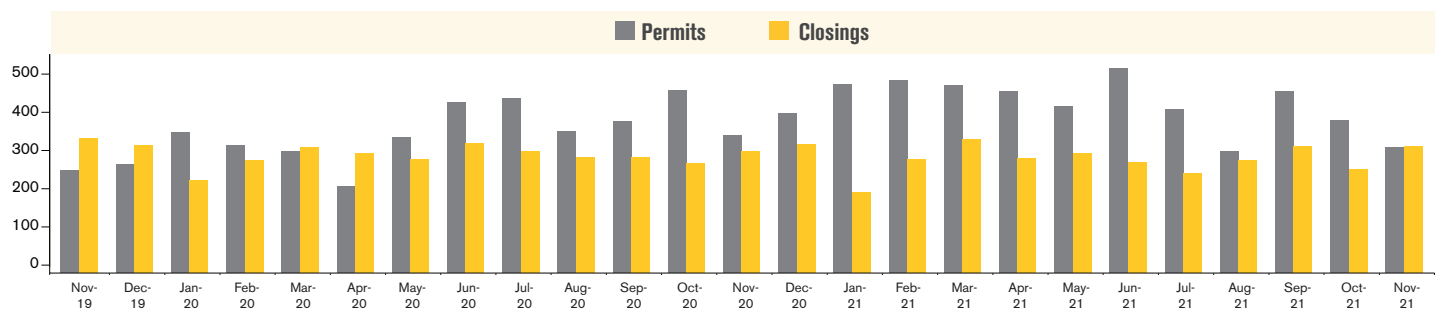
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For November 2021, new home permits were **down 9%** and new home closings were **up 4%** from November 2020.

[LongRealty.com](http://LongRealty.com) | 1-800-354-5664

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 01/06/2022. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | JANUARY 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
		Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21			
\$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	0	0	1	0	0	n/a	0.0	<b>Seller</b>
\$150,000 - 174,999	0	1	0	0	0	1	0	n/a	2.0	<b>Seller</b>
\$175,000 - 199,999	0	1	1	1	2	2	0	n/a	0.8	<b>Seller</b>
\$200,000 - 224,999	1	1	2	2	2	2	1	1.0	0.8	<b>Seller</b>
\$225,000 - 249,999	1	1	2	3	2	3	1	1.0	0.8	<b>Seller</b>
\$250,000 - 274,999	2	9	2	2	4	12	2	1.0	0.4	<b>Seller</b>
\$275,000 - 299,999	3	7	7	6	5	5	5	0.6	0.5	<b>Seller</b>
\$300,000 - 349,999	28	16	11	17	12	12	19	1.5	1.6	<b>Seller</b>
\$350,000 - 399,999	37	19	8	19	11	17	24	1.5	2.0	<b>Seller</b>
\$400,000 - 499,999	21	13	16	21	13	16	13	1.6	1.8	<b>Seller</b>
\$500,000 - 599,999	10	10	1	5	7	7	4	2.5	1.9	<b>Seller</b>
\$600,000 - 699,999	5	6	2	6	3	4	6	0.8	1.4	<b>Seller</b>
\$700,000 - 799,999	2	1	1	1	0	2	1	2.0	2.0	<b>Seller</b>
\$800,000 - 899,999	3	0	0	1	0	1	1	3.0	5.0	<b>Balanced</b>
\$900,000 - 999,999	0	0	0	0	0	0	1	0.0	3.0	<b>Seller</b>
\$1,000,000 - and over	1	1	0	0	1	0	0	n/a	1.0	<b>Seller</b>
<b>TOTAL</b>	<b>114</b>	<b>86</b>	<b>53</b>	<b>84</b>	<b>63</b>	<b>84</b>	<b>78</b>	<b>1.5</b>	<b>1.5</b>	<b>Seller</b>



[LongRealty.com](https://www.LongRealty.com) | 1-800-354-5664

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 01/06/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2021-12/31/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

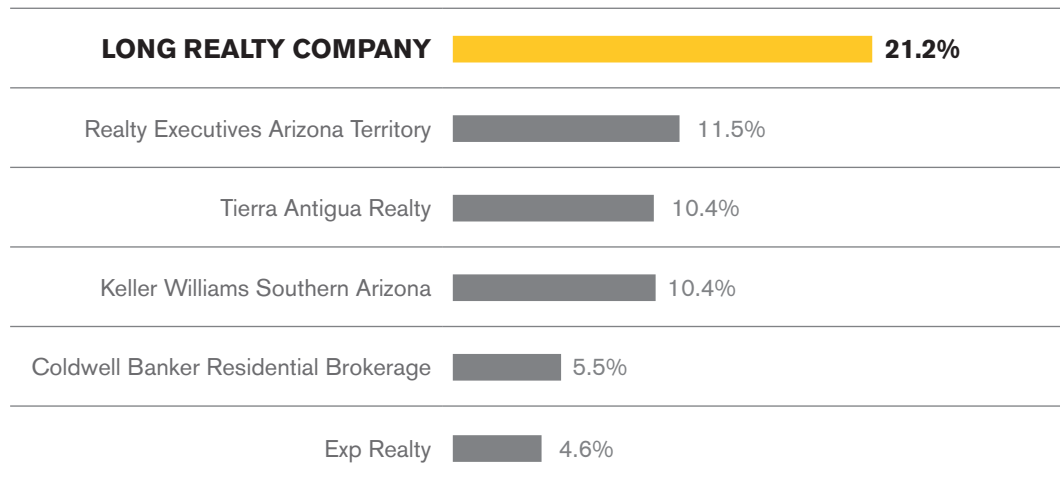


VAIL | JANUARY 2022

## MARKET SHARE VAIL

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

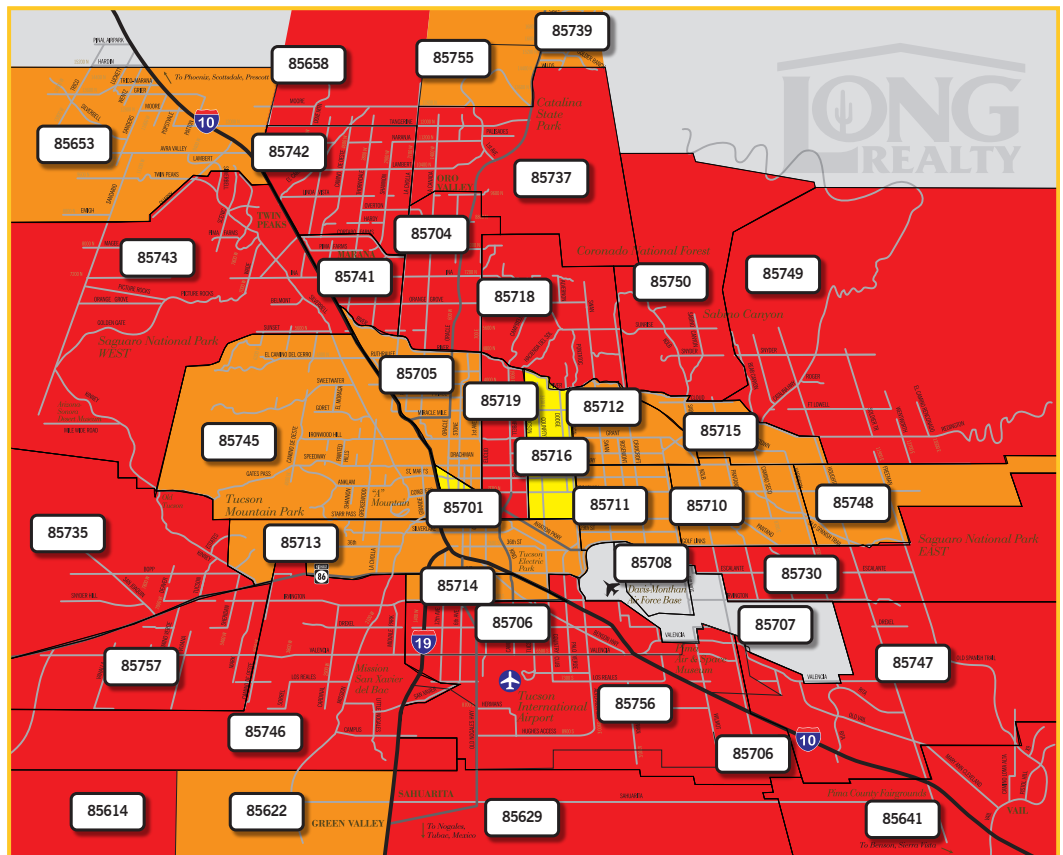
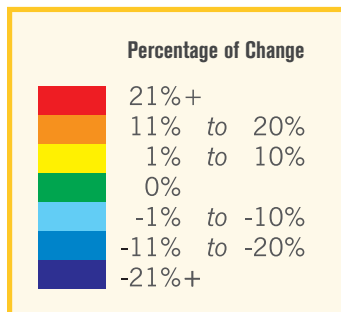
*Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.*



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2020-DEC 2020 TO OCT 2021-DEC 2021

*Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.*



**PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.**

[LongRealty.com](https://www.LongRealty.com) | 1-800-354-5664

*This heat map represents the percentage of change in Tucson metro median sales prices from October 2020-December 2020 to October 2021-December 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2022. Information is believed to be reliable, but not guaranteed.*