

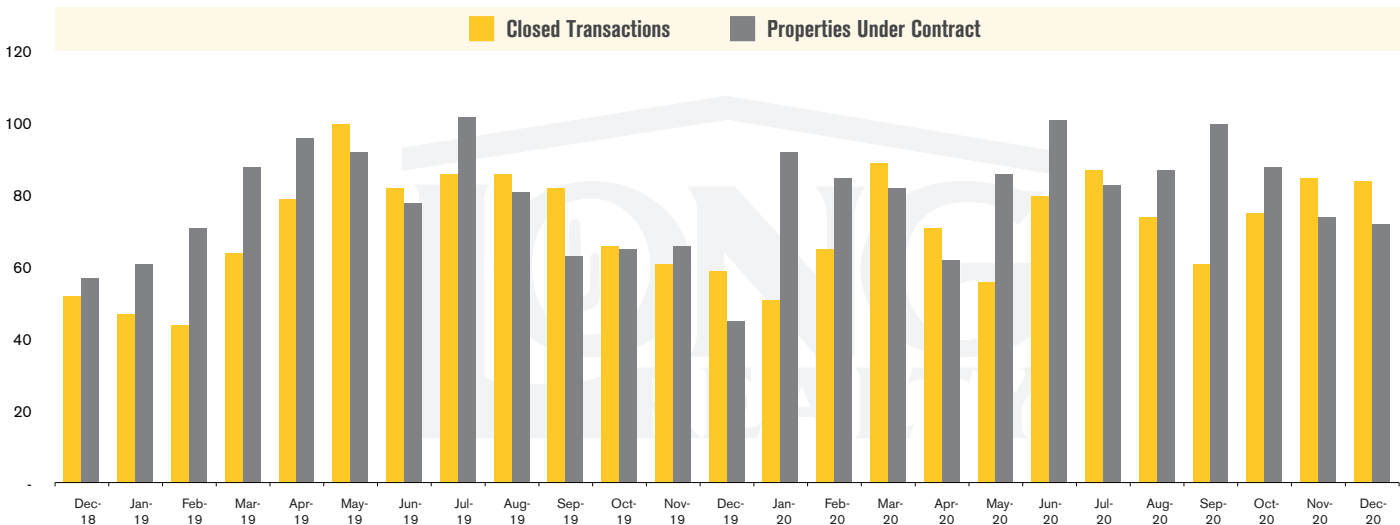
# THE HOUSING REPORT

VAIL | JANUARY 2021

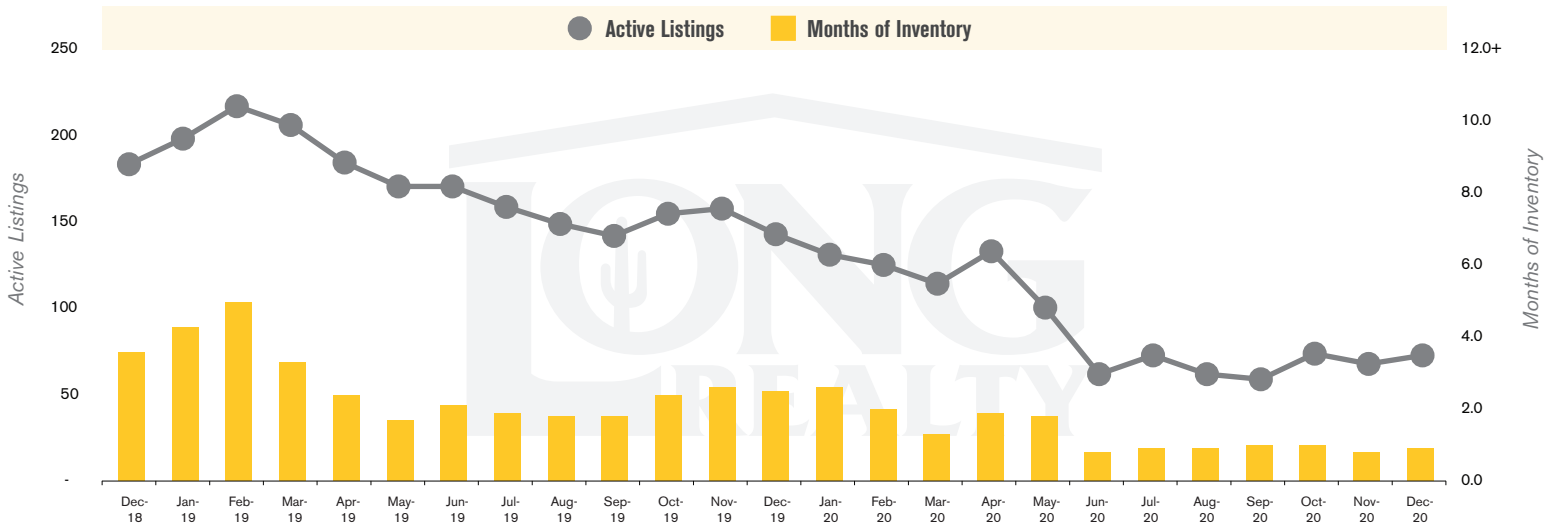


In the Vail area, December 2020 active inventory was 74, a 49% decrease from December 2019. There were 84 closings in December 2020, a 42% increase from December 2019. Year-to-date 2020 there were 878 closings, a 3% increase from year-to-date 2019. Months of Inventory was .9, down from 2.5 in December 2019. Median price of sold homes was \$300,000 for the month of December 2020, up 6% from December 2019. The Vail area had 72 new properties under contract in December 2020, up 60% from December 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT VAIL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY VAIL



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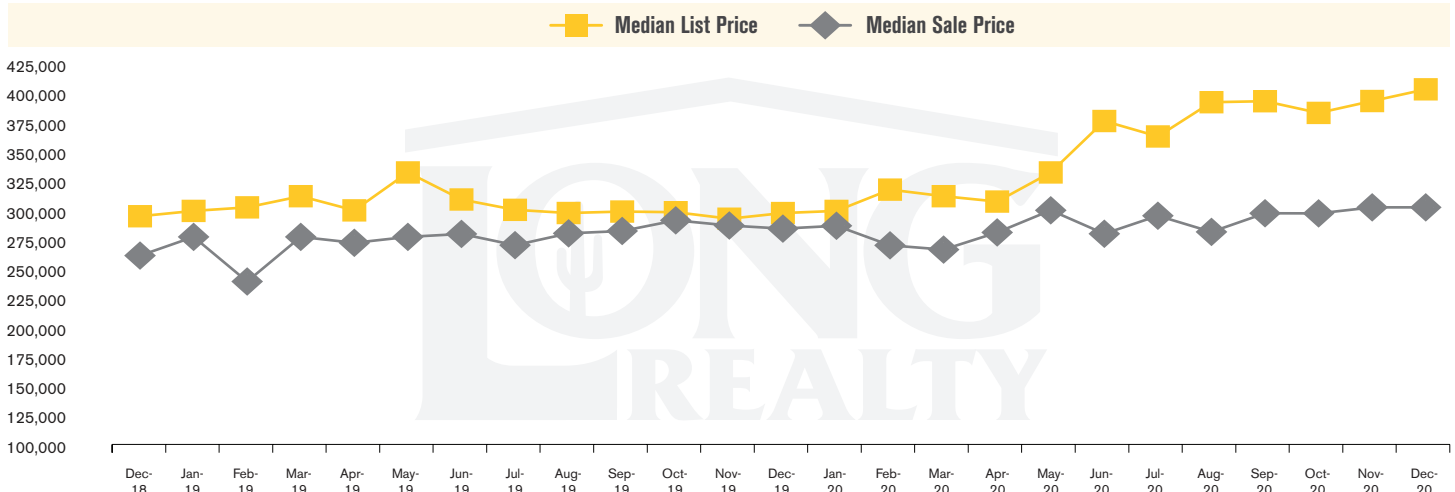
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE VAIL

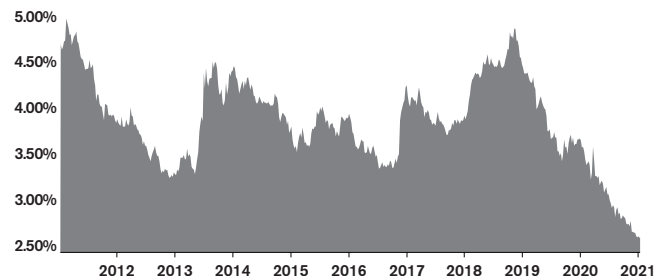


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

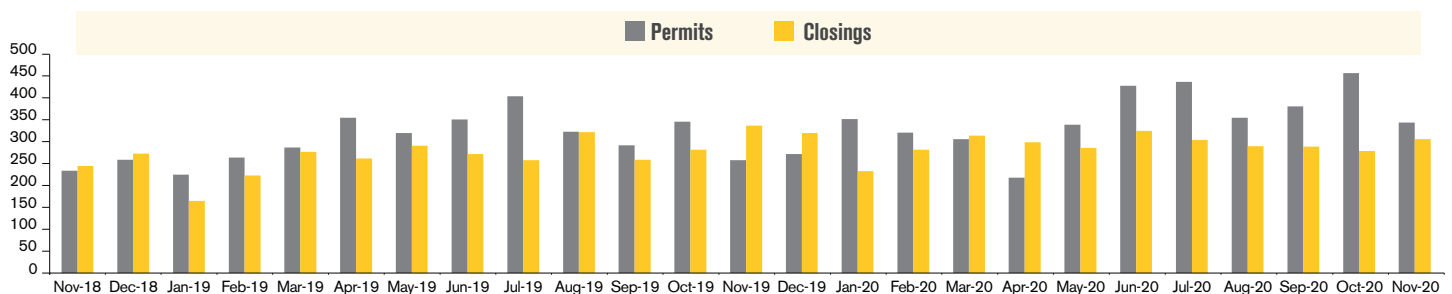
Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2019	\$282,000	3.720%	\$1,236.13
2020	\$300,000	2.680%	\$1,152.95

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

## 30 YEAR FIXED MORTGAGE RATE



## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For November 2020, new home permits were **up 33%** and new home closings were **down 9%** from November 2019.

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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
		Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	0	0	0	2	0.0	0.5	Seller
\$75,000 - 99,999	0	0	0	0	0	0	2	0.0	0.0	Seller
\$100,000 - 124,999	0	1	1	0	0	1	0	n/a	2.0	Seller
\$125,000 - 149,999	1	1	1	1	0	0	2	0.5	3.5	Seller
\$150,000 - 174,999	0	3	3	2	1	3	0	n/a	0.0	Seller
\$175,000 - 199,999	1	1	2	1	3	2	3	0.3	0.4	Seller
\$200,000 - 224,999	0	6	6	2	2	1	7	0.0	0.2	Seller
\$225,000 - 249,999	2	14	10	3	13	6	6	0.3	0.5	Seller
\$250,000 - 274,999	1	7	10	16	10	10	10	0.1	0.2	Seller
\$275,000 - 299,999	11	14	11	8	10	18	8	1.4	0.7	Seller
\$300,000 - 349,999	10	13	8	12	15	12	16	0.6	0.7	Seller
\$350,000 - 399,999	12	9	8	5	8	15	10	1.2	0.9	Seller
\$400,000 - 499,999	14	12	9	5	7	11	12	1.2	1.3	Seller
\$500,000 - 599,999	10	2	2	3	4	6	5	2.0	1.7	Seller
\$600,000 - 699,999	5	0	1	2	2	0	1	5.0	4.3	Slightly Seller
\$700,000 - 799,999	2	4	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>74</b>	<b>87</b>	<b>74</b>	<b>61</b>	<b>75</b>	<b>85</b>	<b>84</b>	<b>0.9</b>	<b>0.9</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 01/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2020-12/31/2020. 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 01/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2020 – 12/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

20.1%

Realty Executives Arizona Territory

14.9%

Tierra Antigua Realty

9.8%

Keller Williams Southern Arizona

9.0%

Coldwell Banker Residential Brokerage

5.0%

Exp Realty

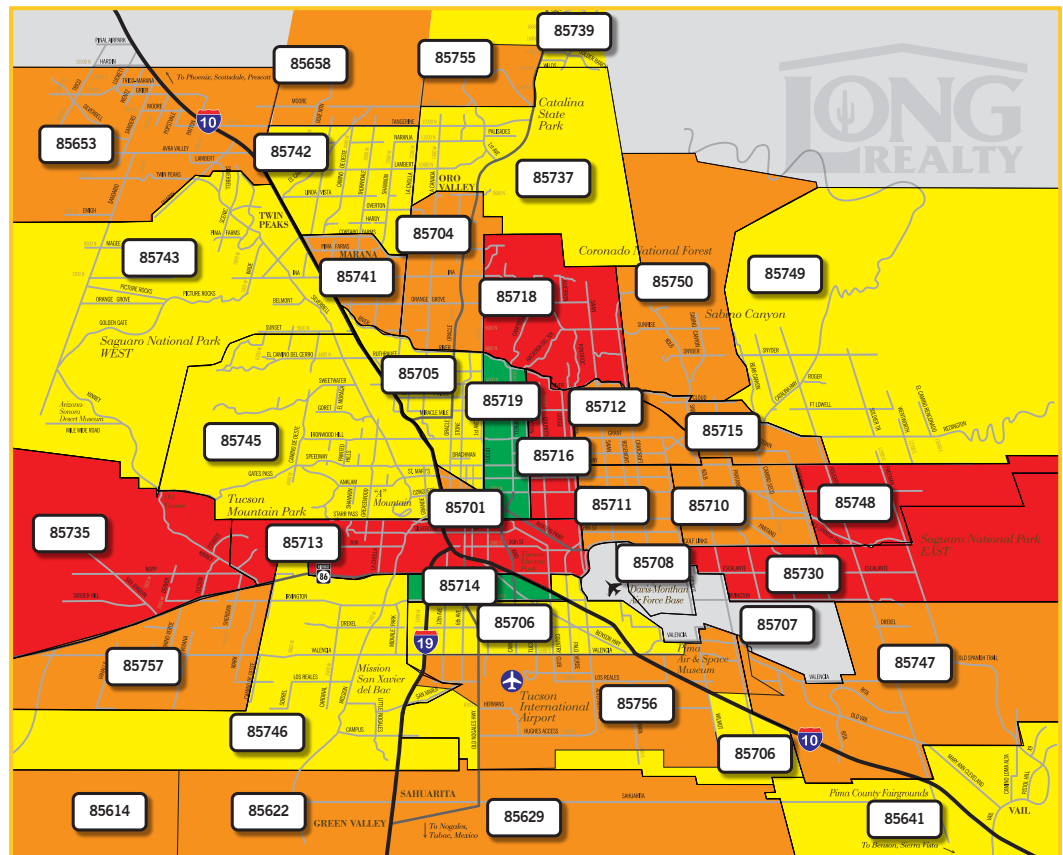
3.2%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2019-DEC 2019 TO  
OCT 2020-DEC 2020

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 October 2019-December 2019 to October 2020-December 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/08/2021. Information is believed to be reliable, but not guaranteed.