

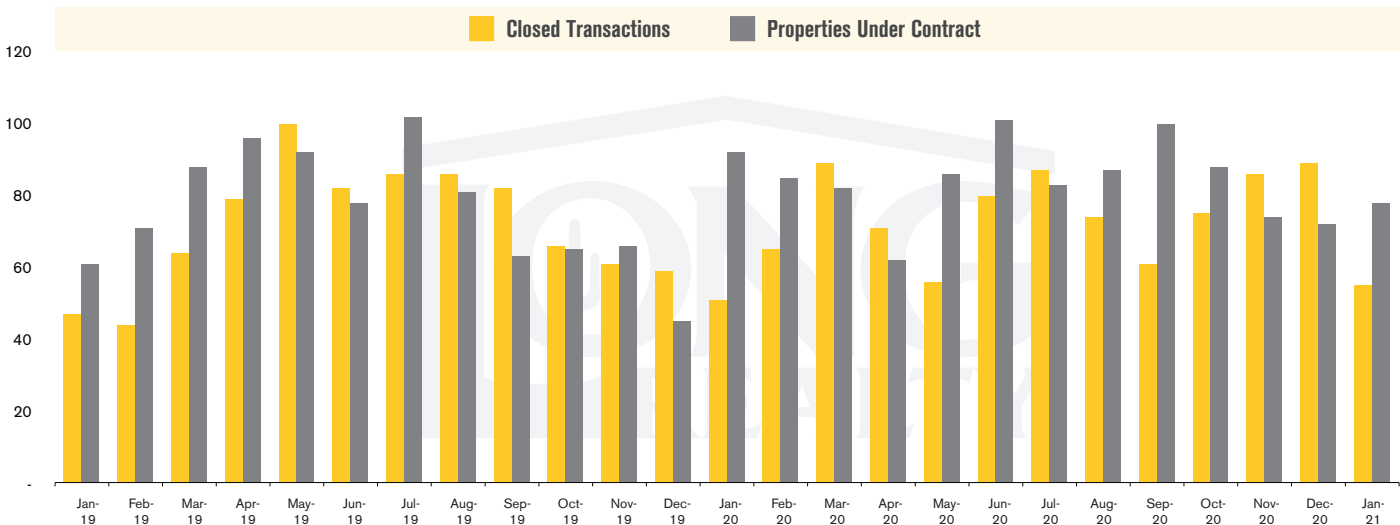
# THE HOUSING REPORT

VAIL | FEBRUARY 2021

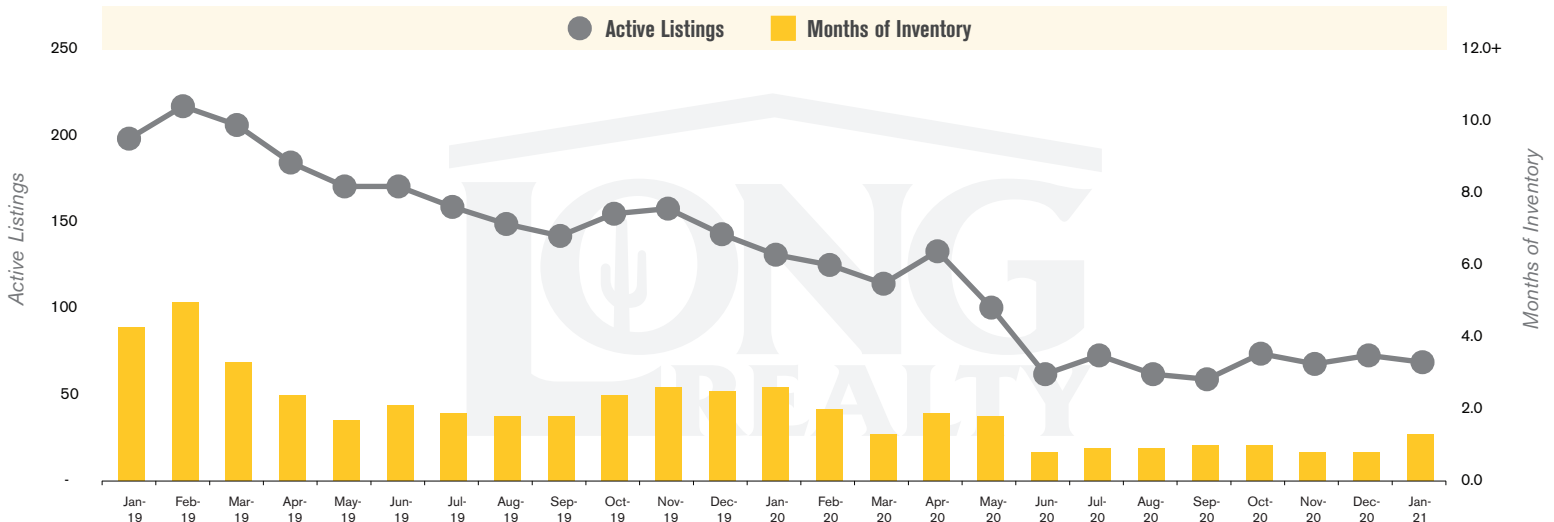


In the Vail area, January 2021 active inventory was 70, a 47% decrease from January 2020. There were 55 closings in January 2021, an 8% increase from January 2020. Months of Inventory was 1.3, down from 2.6 in January 2020. Median price of sold homes was \$306,500 for the month of January 2021, up 8% from January 2020. The Vail area had 78 new properties under contract in January 2021, down 15% from January 2020.

## 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 02/05/2021 is believed to be reliable, but not guaranteed.

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VAIL | FEBRUARY 2021

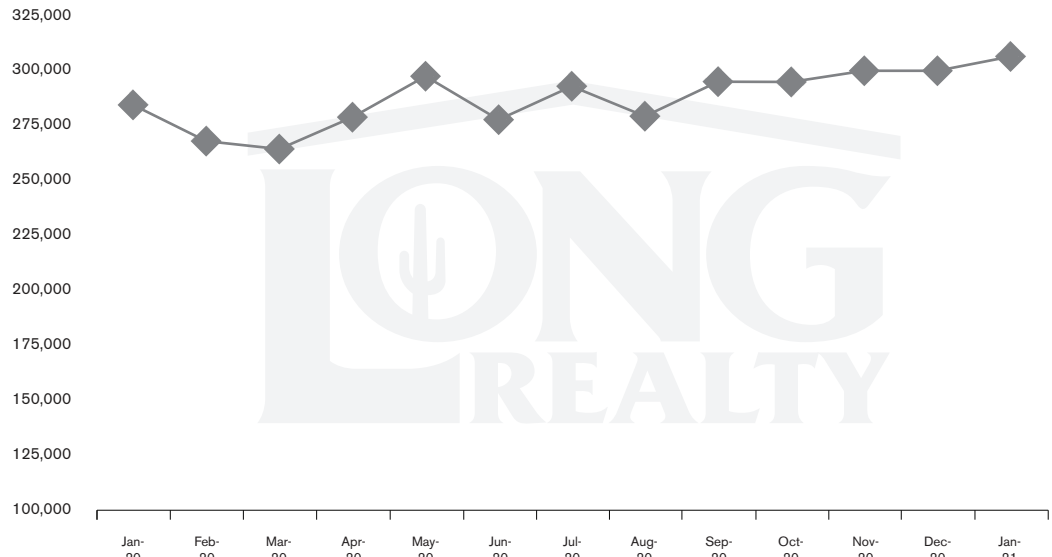


## MEDIAN SOLD PRICE

VAIL

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

Jan 2020	Jan 2021
<b>95.9%</b>	<b>100.2%</b>

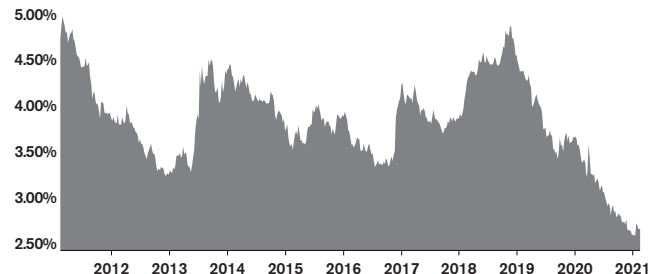


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2020	\$284,400	3.620%	\$1,231.40
2021	\$306,500	2.740%	\$1,187.15

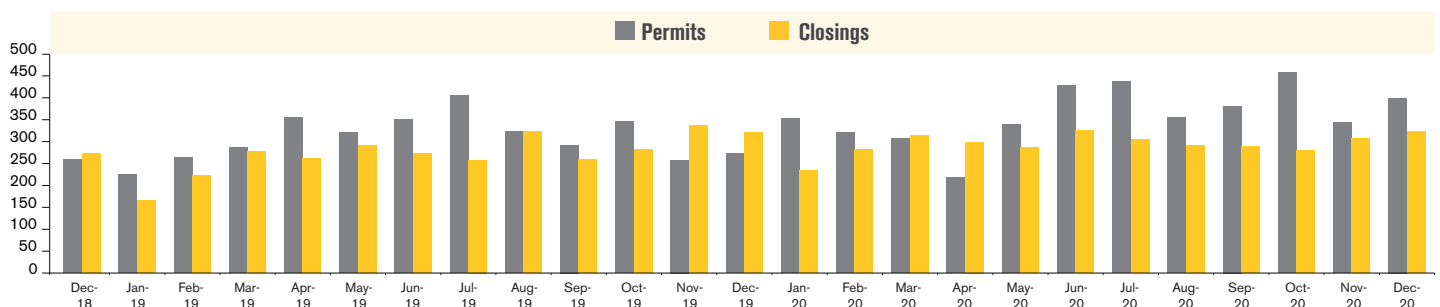
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For December 2020, new home permits were **up 47%** and new home closings were **up 1%** from December 2019.



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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
		Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	0	0	0	2	0	n/a	0.5	Seller
\$75,000 - 99,999	0	0	0	0	0	2	0	n/a	0.0	Seller
\$100,000 - 124,999	0	1	0	0	1	0	1	0.0	0.5	Seller
\$125,000 - 149,999	1	1	1	0	0	2	0	n/a	2.5	Seller
\$150,000 - 174,999	0	3	2	1	3	0	0	n/a	0.0	Seller
\$175,000 - 199,999	1	2	1	3	2	3	1	1.0	0.5	Seller
\$200,000 - 224,999	1	6	2	2	1	7	4	0.3	0.1	Seller
\$225,000 - 249,999	1	10	3	13	7	8	9	0.1	0.3	Seller
\$250,000 - 274,999	1	10	16	10	10	12	6	0.2	0.1	Seller
\$275,000 - 299,999	1	11	8	10	18	8	4	0.3	0.7	Seller
\$300,000 - 349,999	10	8	12	15	12	17	11	0.9	0.7	Seller
\$350,000 - 399,999	12	8	5	8	15	10	6	2.0	1.1	Seller
\$400,000 - 499,999	16	9	5	7	11	12	9	1.8	1.3	Seller
\$500,000 - 599,999	11	2	3	4	6	5	3	3.7	2.1	Seller
\$600,000 - 699,999	7	1	2	2	0	1	1	7.0	8.5	Buyer
\$700,000 - 799,999	2	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	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>70</b>	<b>74</b>	<b>61</b>	<b>75</b>	<b>86</b>	<b>89</b>	<b>55</b>	<b>1.3</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 02/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2020-01/31/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | FEBRUARY 2021



## MARKET SHARE VAIL

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

Data Obtained 02/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 02/01/2020 – 01/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

20.4%

Realty Executives Arizona Territory

15.6%

Tierra Antigua Realty

9.9%

Keller Williams Southern Arizona

9.2%

Coldwell Banker Residential Brokerage

5.4%

Exp Realty

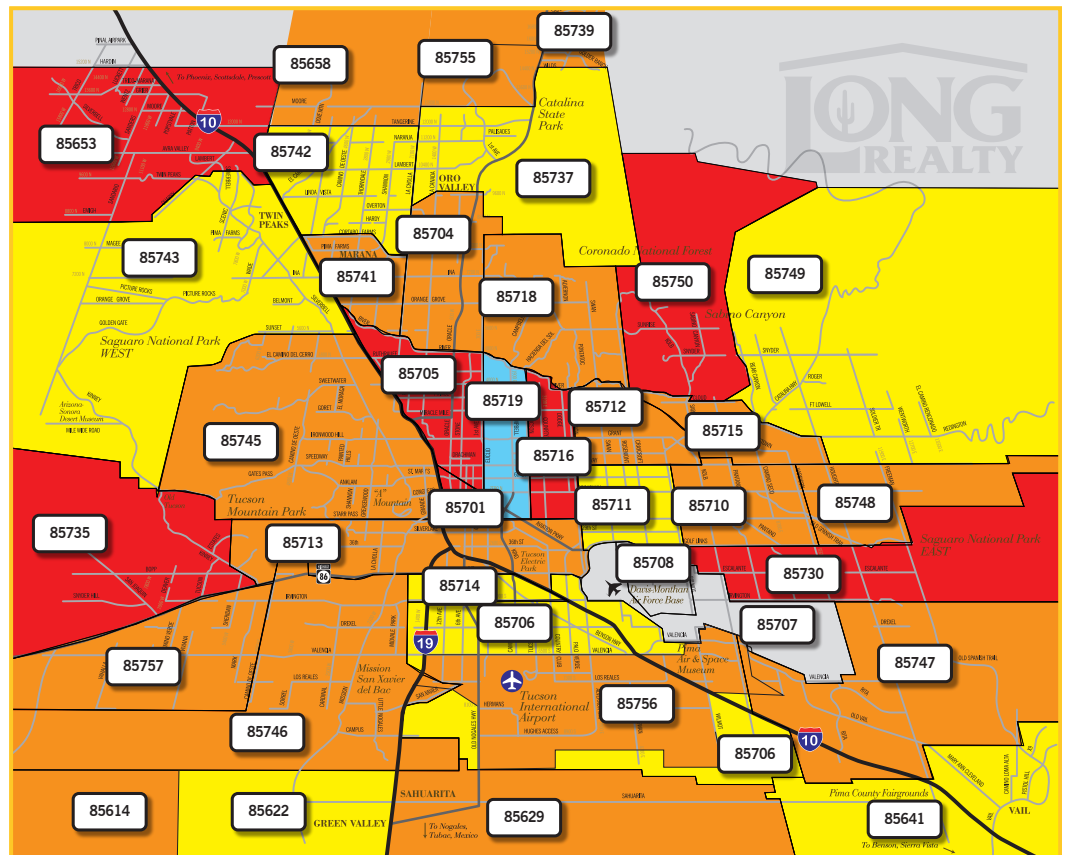
3.4%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2019-JAN 2020 TO  
NOV 2020-JAN 2021

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 November 2019-January 2020 to November 2020-January 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2021. Information is believed to be reliable, but not guaranteed.