

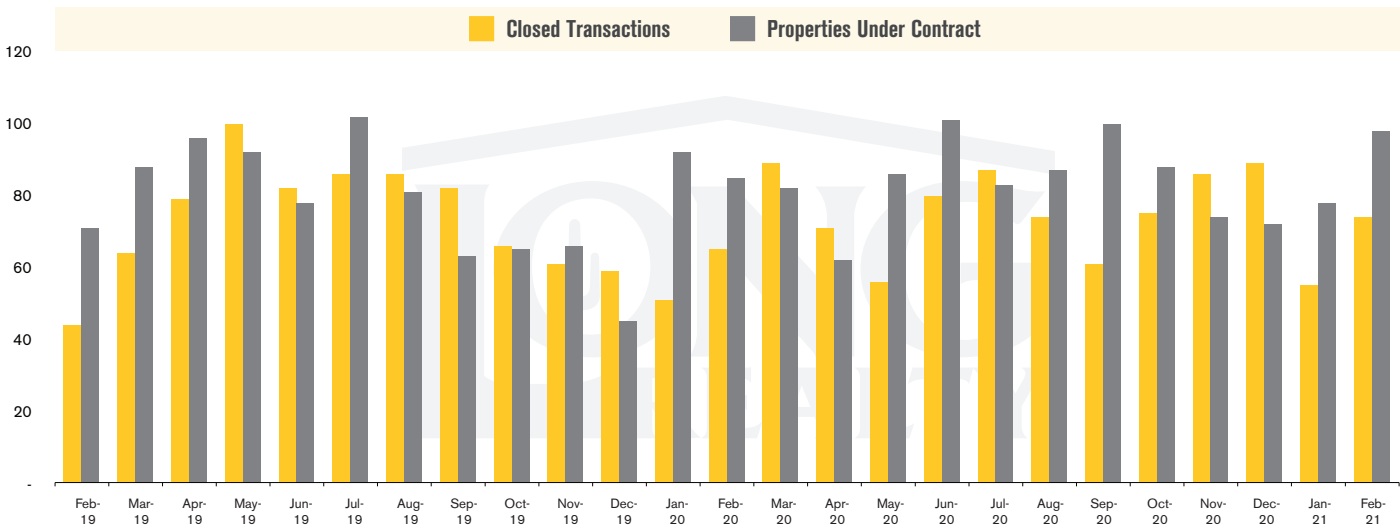
# THE HOUSING REPORT

VAIL | MARCH 2021

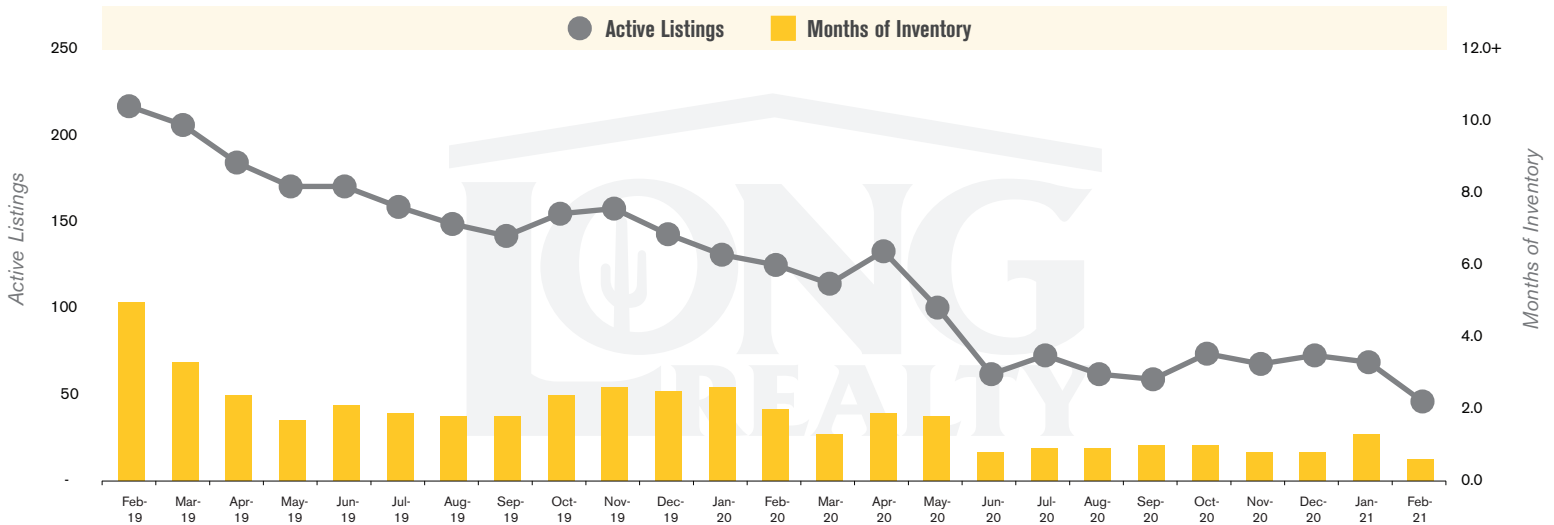


In the Vail area, February 2021 active inventory was 47, a 63% decrease from February 2020. There were 74 closings in February 2021, a 14% increase from February 2020. Year-to-date 2021 there were 129 closings, an 11% increase from year-to-date 2020. Months of Inventory was .6, down from 2.0 in February 2020. Median price of sold homes was \$303,750 for the month of February 2021, up 13% from February 2020. The Vail area had 98 new properties under contract in February 2021, up 15% from February 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT VAIL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY VAIL



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Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 03/05/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT



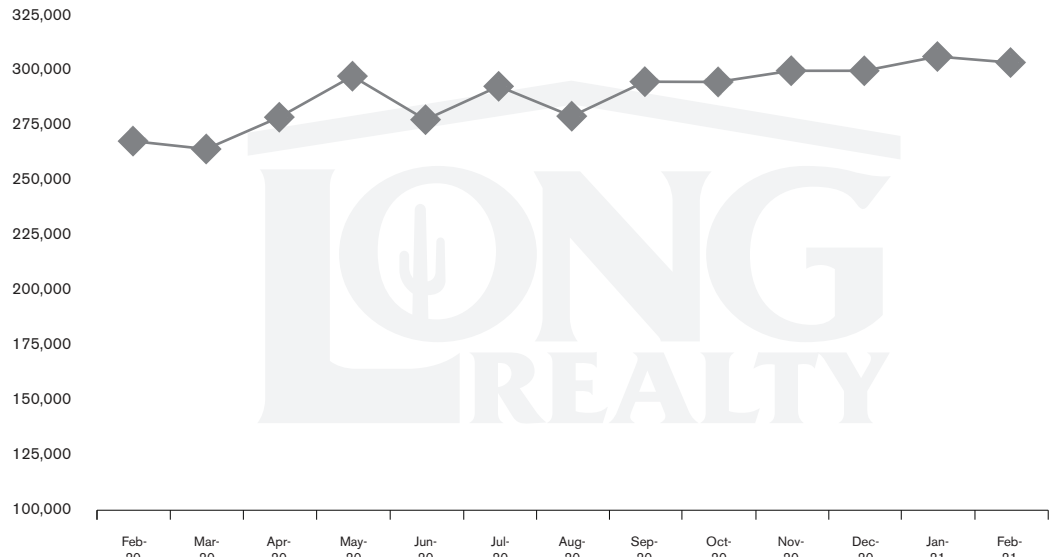
VAIL | MARCH 2021

## MEDIAN SOLD PRICE

VAIL

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

Feb 2020	Feb 2021
<b>97.9%</b>	<b>99.2%</b>

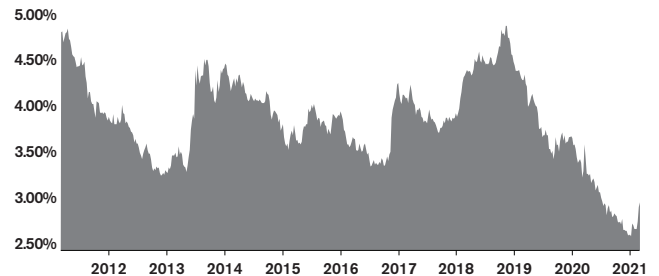


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2020	\$267,855	3.470%	\$1,138.39
2021	\$303,750	2.810%	\$1,187.22

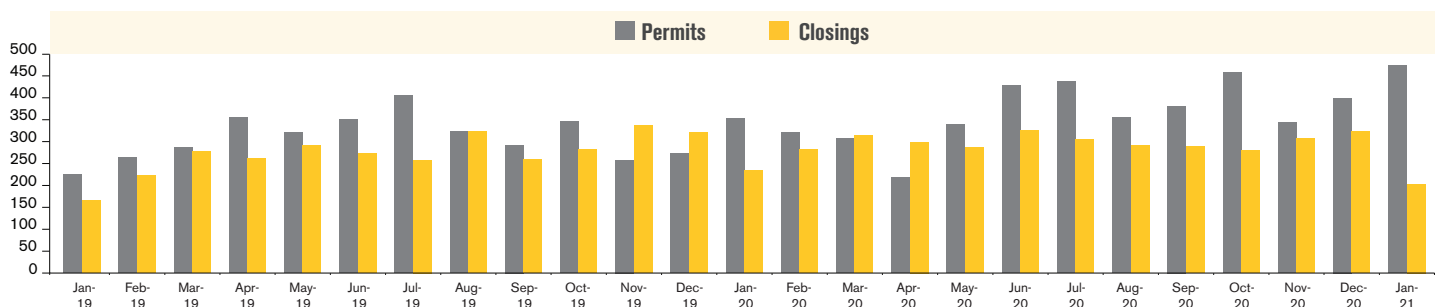
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For January 2021, new home permits were **up 35%** and new home closings were **down 13%** from January 2020.



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VAIL | MARCH 2021



## 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
		Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-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	2	0	0	n/a	0.0	<b>Seller</b>
\$75,000 - 99,999	0	0	0	0	2	0	0	n/a	0.0	<b>Seller</b>
\$100,000 - 124,999	0	0	0	1	0	1	0	n/a	0.0	<b>Seller</b>
\$125,000 - 149,999	1	1	0	0	2	0	3	0.3	0.6	<b>Seller</b>
\$150,000 - 174,999	0	2	1	3	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	1	1	3	2	3	1	4	0.3	0.4	<b>Seller</b>
\$200,000 - 224,999	0	2	2	1	7	4	1	0.0	0.1	<b>Seller</b>
\$225,000 - 249,999	1	3	13	7	8	9	7	0.1	0.2	<b>Seller</b>
\$250,000 - 274,999	3	16	10	10	12	6	9	0.3	0.2	<b>Seller</b>
\$275,000 - 299,999	2	8	10	18	8	4	12	0.2	0.6	<b>Seller</b>
\$300,000 - 349,999	7	12	15	12	17	11	13	0.5	0.7	<b>Seller</b>
\$350,000 - 399,999	5	5	8	15	10	6	9	0.6	1.2	<b>Seller</b>
\$400,000 - 499,999	7	5	7	11	12	9	13	0.5	1.1	<b>Seller</b>
\$500,000 - 599,999	8	3	4	6	5	3	2	4.0	2.9	<b>Seller</b>
\$600,000 - 699,999	4	2	2	0	1	1	1	4.0	5.3	<b>Balanced</b>
\$700,000 - 799,999	2	1	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	0	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>47</b>	<b>61</b>	<b>75</b>	<b>86</b>	<b>89</b>	<b>55</b>	<b>74</b>	<b>0.6</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 03/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2020-02/28/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | MARCH 2021



## MARKET SHARE VAIL

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

Data Obtained 03/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2020 – 02/28/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

20.9%

Realty Executives Arizona Territory

15.8%

Tierra Antigua Realty

10.3%

Keller Williams Southern Arizona

9.4%

Coldwell Banker Residential Brokerage

5.4%

Exp Realty

3.4%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2019-FEB 2020 TO  
DEC 2020-FEB 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

