

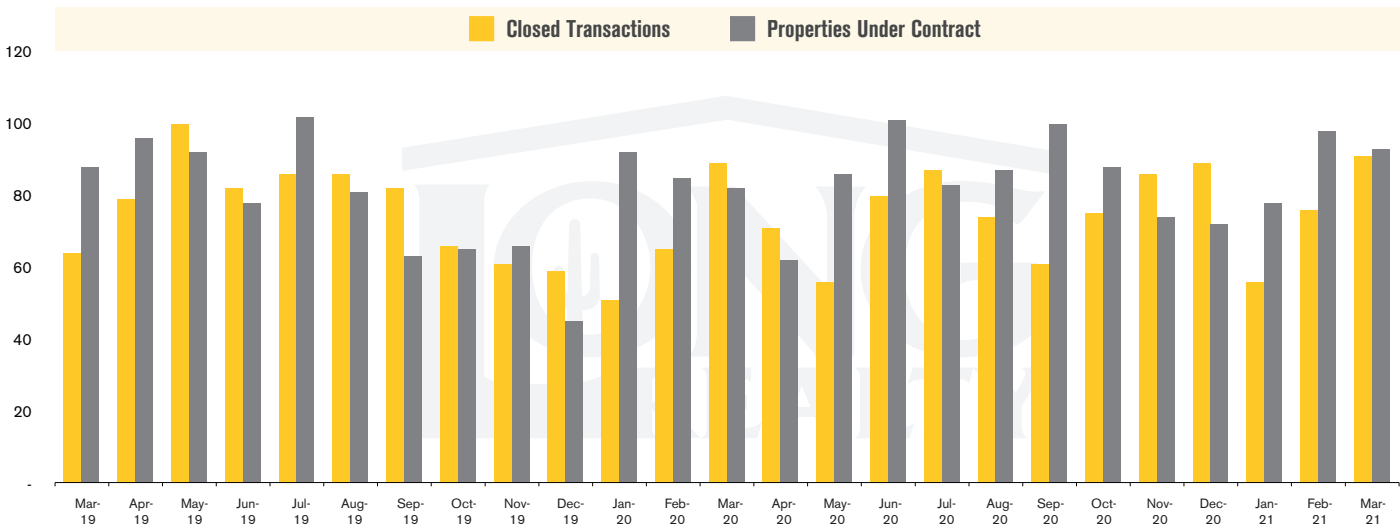
# THE HOUSING REPORT

VAIL | APRIL 2021

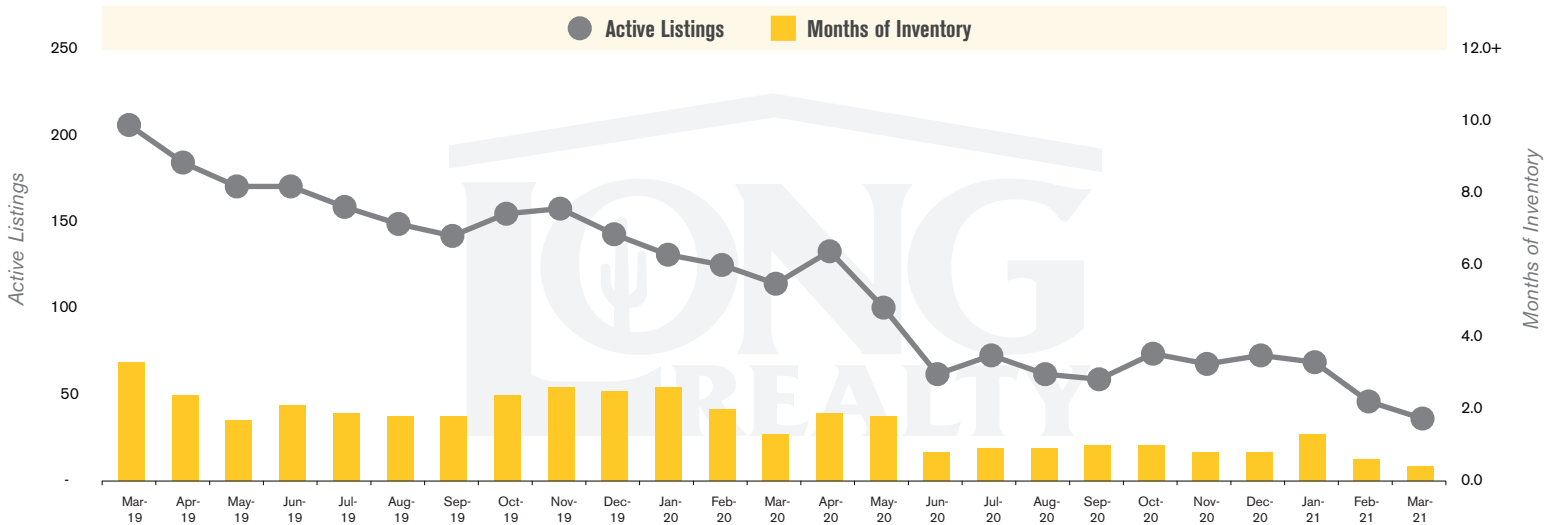


In the Vail area, March 2021 active inventory was 37, a 68% decrease from March 2020. There were 91 closings in March 2021, a 2% increase from March 2020. Year-to-date 2021 there were 223 closings, a 9% increase from year-to-date 2020. Months of Inventory was .4, down from 1.3 in March 2020. Median price of sold homes was \$352,020 for the month of March 2021, up 33% from March 2020. The Vail area had 93 new properties under contract in March 2021, up 13% from March 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 04/06/2021 is believed to be reliable, but not guaranteed.

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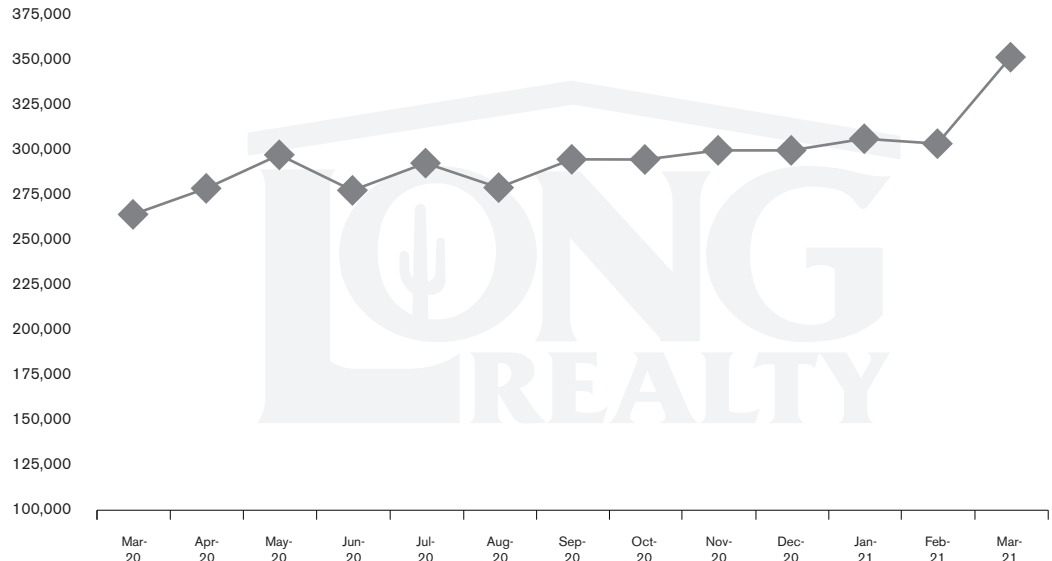


## MEDIAN SOLD PRICE

VAIL

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

Mar 2020	Mar 2021
<b>98.2%</b>	<b>99.4%</b>

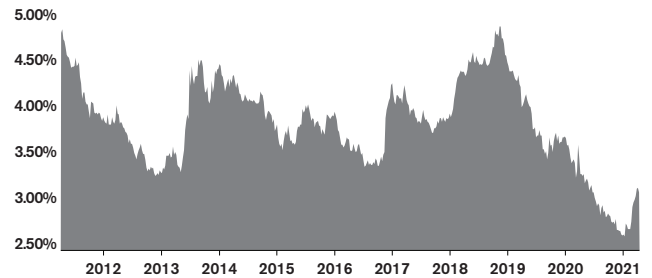


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2020	\$264,250	3.450%	\$1,120.28
2021	\$352,020	3.080%	\$1,424.39

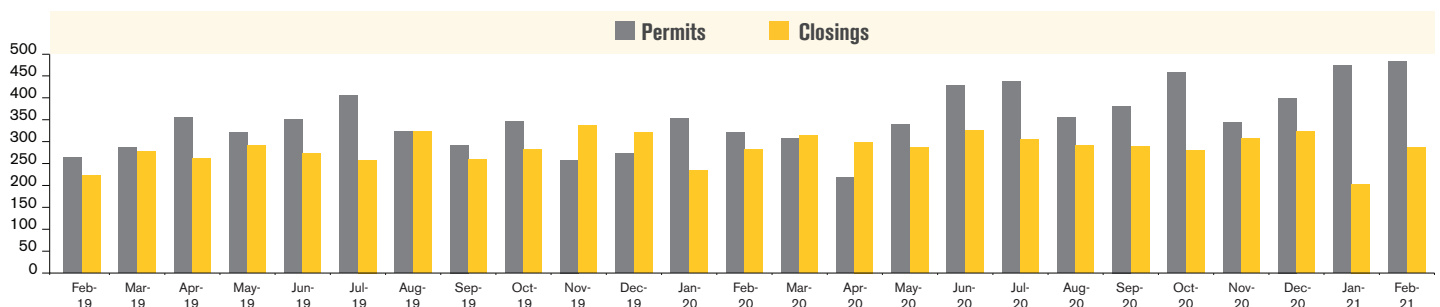
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For February 2021, new home permits were **up 50%** and new home closings were **up 1%** from February 2020.



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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
		Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	2	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	2	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	1	0	1	0	0	n/a	0.0	<b>Seller</b>
\$125,000 - 149,999	0	0	0	2	0	3	1	0.0	0.5	<b>Seller</b>
\$150,000 - 174,999	0	1	3	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	3	2	3	1	4	1	0.0	0.3	<b>Seller</b>
\$200,000 - 224,999	0	2	1	7	4	1	2	0.0	0.1	<b>Seller</b>
\$225,000 - 249,999	0	13	7	8	9	8	2	0.0	0.1	<b>Seller</b>
\$250,000 - 274,999	3	10	10	12	6	9	8	0.4	0.3	<b>Seller</b>
\$275,000 - 299,999	1	10	18	8	4	12	12	0.1	0.1	<b>Seller</b>
\$300,000 - 349,999	4	15	12	17	11	13	16	0.3	0.5	<b>Seller</b>
\$350,000 - 399,999	5	8	15	10	7	9	17	0.3	0.7	<b>Seller</b>
\$400,000 - 499,999	7	7	11	12	9	14	20	0.4	0.7	<b>Seller</b>
\$500,000 - 599,999	3	4	6	5	3	2	8	0.4	1.7	<b>Seller</b>
\$600,000 - 699,999	6	2	0	1	1	1	4	1.5	2.8	<b>Seller</b>
\$700,000 - 799,999	3	0	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	1	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>37</b>	<b>75</b>	<b>86</b>	<b>89</b>	<b>56</b>	<b>76</b>	<b>91</b>	<b>0.4</b>	<b>0.7</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 04/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2021-03/31/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | APRIL 2021



## MARKET SHARE VAIL

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

Data Obtained 04/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2020 – 03/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

21.2%

Realty Executives Arizona Territory

15.2%

Tierra Antigua Realty

9.8%

Keller Williams Southern Arizona

9.8%

Coldwell Banker Residential Brokerage

5.2%

Exp Realty

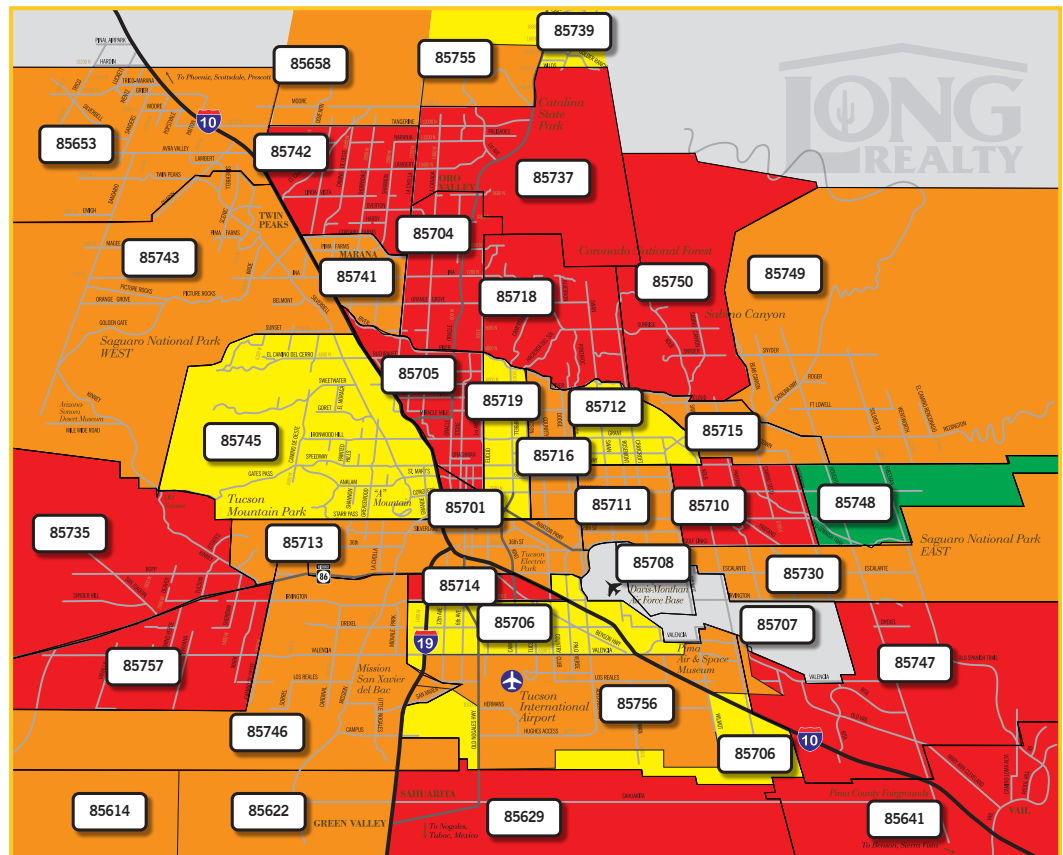
3.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2020-MAR 2020 TO  
JAN 2021-MAR 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 January 2020-March 2020 to January 2021-March 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/06/2021. Information is believed to be reliable, but not guaranteed.