

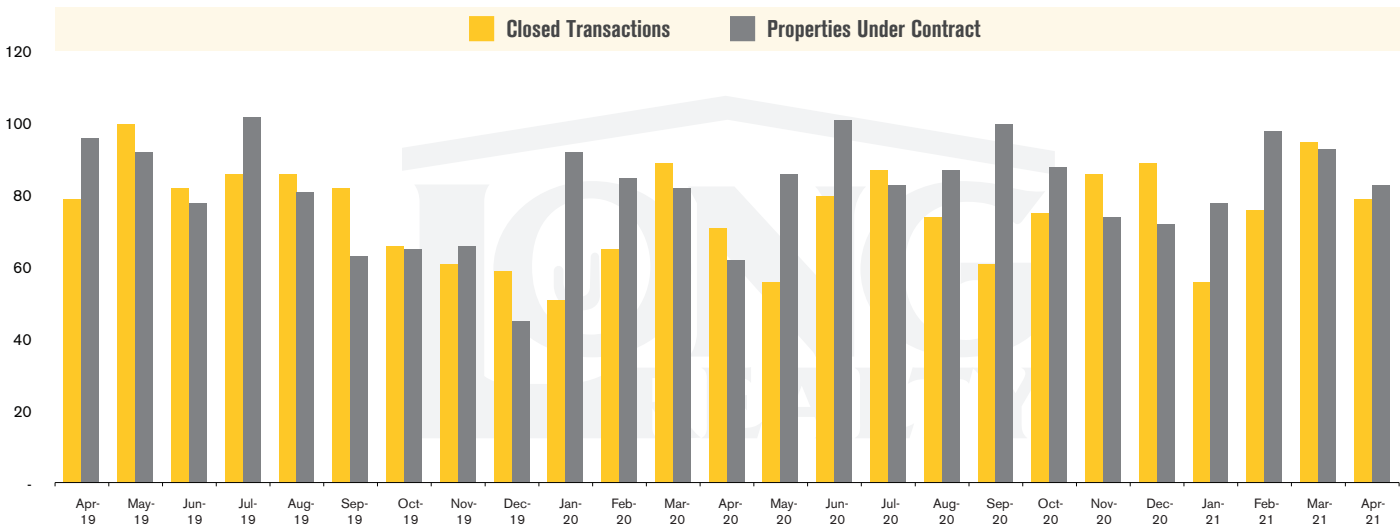
THE HOUSING REPORT

VAIL | MAY 2021

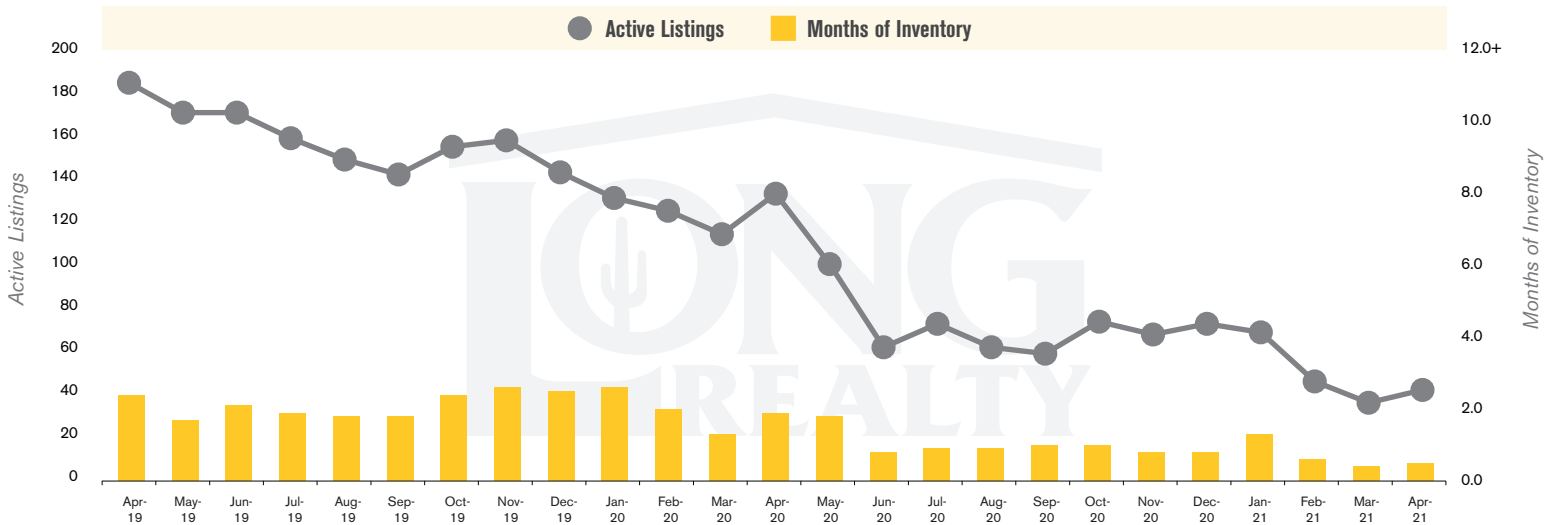


In the Vail area, April 2021 active inventory was 43, a 68% decrease from April 2020. There were 79 closings in April 2021, a 11% increase from April 2020. Year-to-date 2021 there were 306 closings, an 11% increase from year-to-date 2020. Months of Inventory was .5, down from 1.9 in April 2020. Median price of sold homes was \$360,000 for the month of April 2021, up 29% from April 2020. The Vail area had 83 new properties under contract in April 2021, up 34% from April 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 05/06/2021 is believed to be reliable, but not guaranteed.

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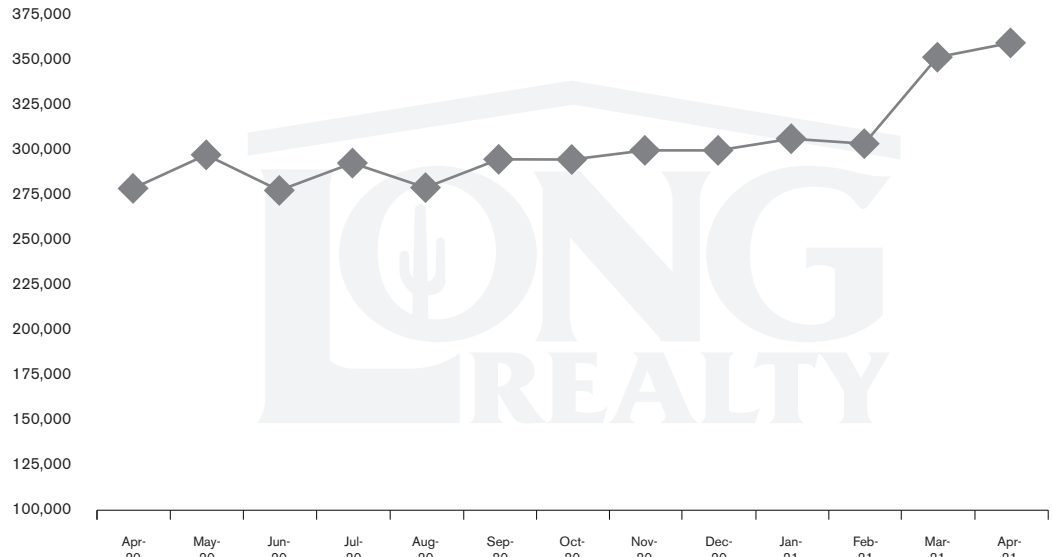


MEDIAN SOLD PRICE

VAIL

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

Apr 2020	Apr 2021
97.9%	101.2%

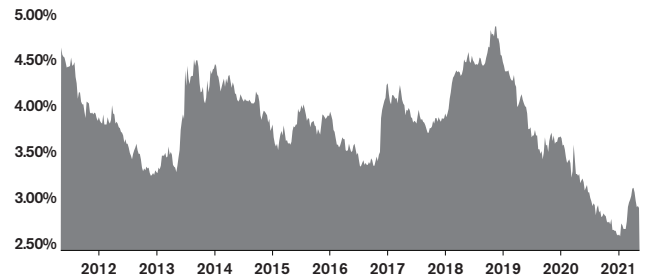


MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2020	\$278,777	3.310%	\$1,161.33
2021	\$360,000	3.060%	\$1,452.98

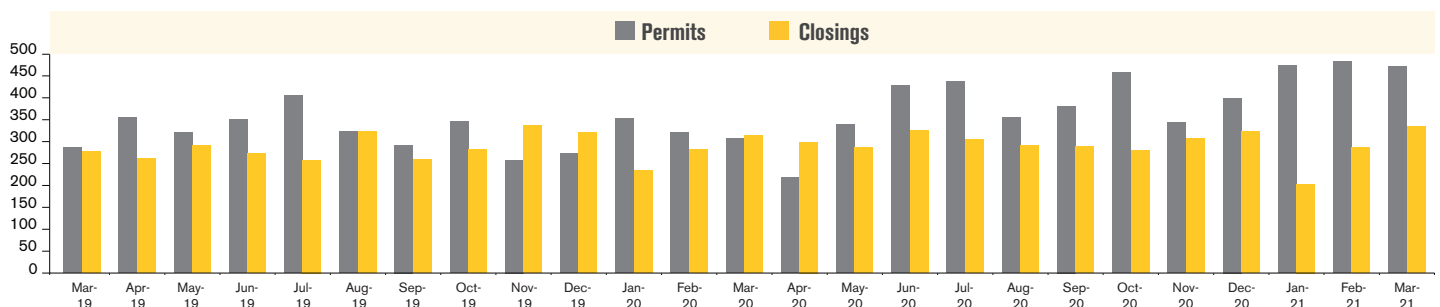
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For March 2021, new home permits were **up 54%** and new home closings were **up 6%** from March 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
		Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	2	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	2	0	0	0	1	0.0	0.0	Seller
\$100,000 - 124,999	0	1	0	1	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	2	0	3	1	0	n/a	0.3	Seller
\$150,000 - 174,999	1	3	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	2	3	1	4	1	1	0.0	0.2	Seller
\$200,000 - 224,999	0	1	7	4	1	2	3	0.0	0.0	Seller
\$225,000 - 249,999	0	7	8	9	8	2	4	0.0	0.1	Seller
\$250,000 - 274,999	2	10	12	6	9	9	9	0.2	0.3	Seller
\$275,000 - 299,999	0	18	8	4	12	13	7	0.0	0.1	Seller
\$300,000 - 349,999	4	12	17	11	13	16	10	0.4	0.4	Seller
\$350,000 - 399,999	3	15	10	7	9	18	16	0.2	0.3	Seller
\$400,000 - 499,999	12	11	12	9	14	20	14	0.9	0.5	Seller
\$500,000 - 599,999	7	6	5	3	2	9	10	0.7	0.9	Seller
\$600,000 - 699,999	6	0	1	1	1	4	4	1.5	1.8	Seller
\$700,000 - 799,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	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
TOTAL	43	86	89	56	76	95	79	0.5	0.5	Seller



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 05/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2021-04/30/2021. 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 05/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 05/01/2020 – 04/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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21.6%

Realty Executives Arizona Territory

14.6%

Tierra Antigua Realty

10.1%

Keller Williams Southern Arizona

10.0%

Coldwell Banker Residential Brokerage

5.2%

Exp Realty

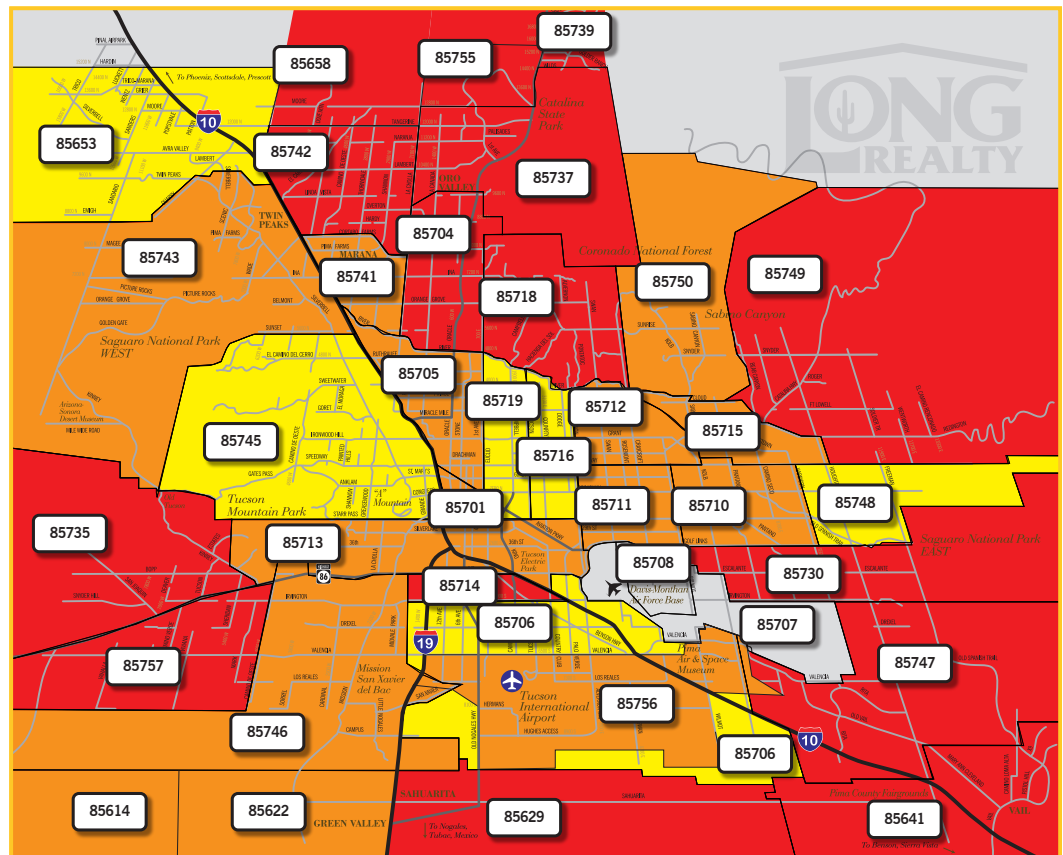
3.9%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2020-APR 2020 TO
FEB 2021-APR 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 February 2020-April 2020 to February 2021-April 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/06/2021. Information is believed to be reliable, but not guaranteed.