

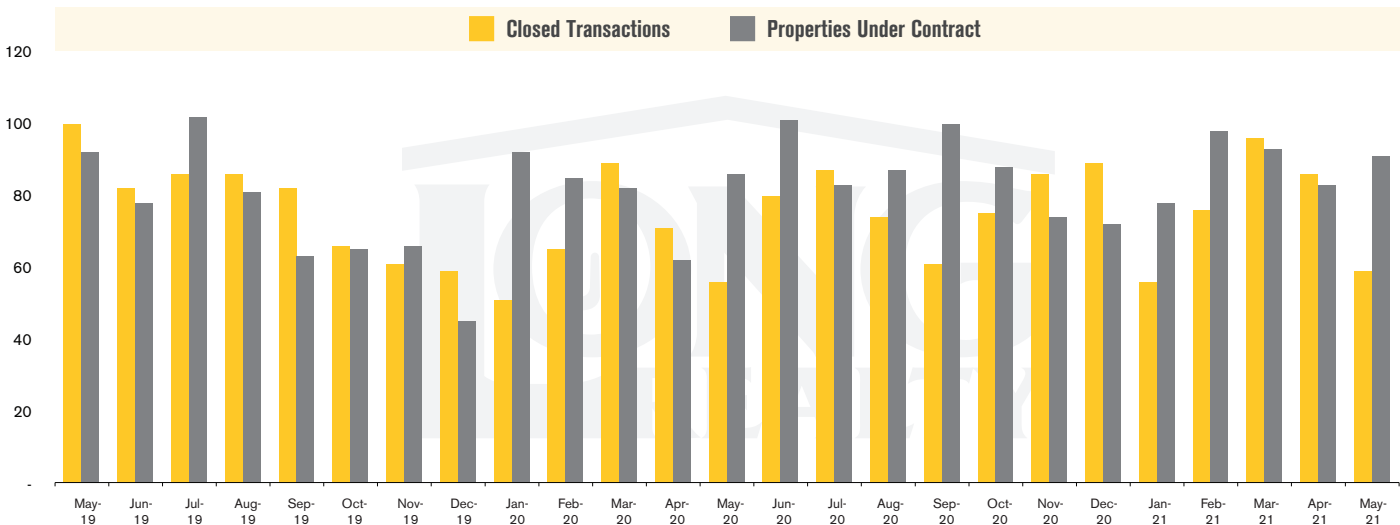
# THE HOUSING REPORT

VAIL | JUNE 2021

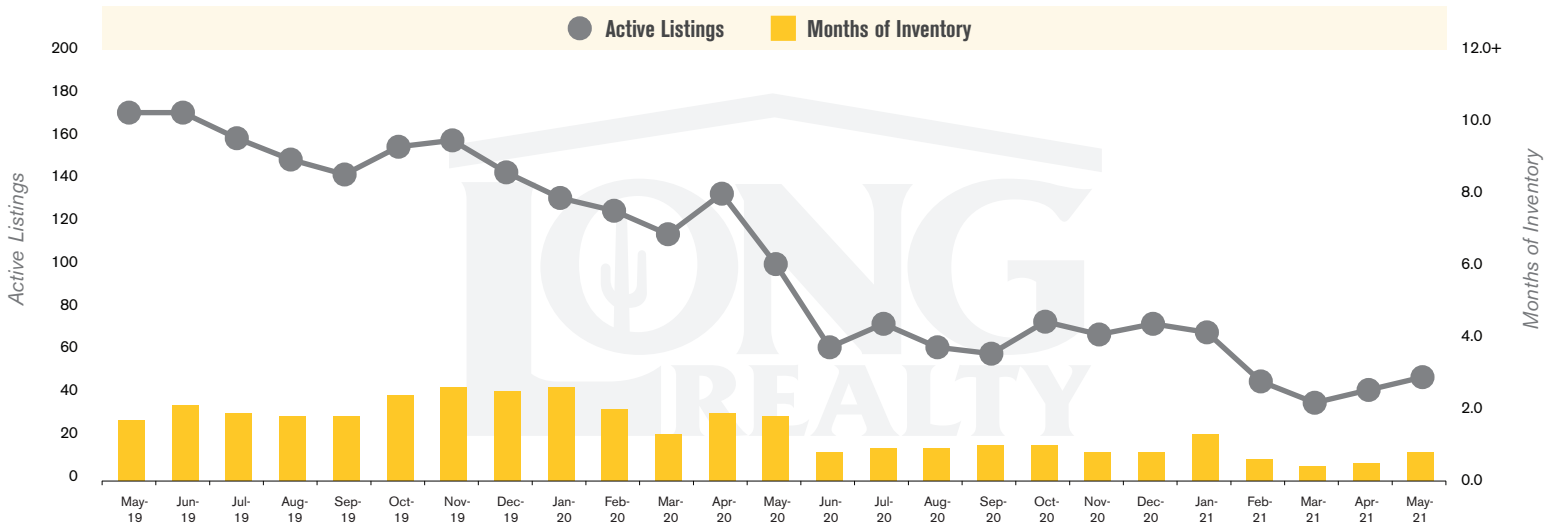


In the Vail area, May 2021 active inventory was 49, a 52% decrease from May 2020. There were 59 closings in May 2021, a 5% increase from May 2020. Year-to-date 2021 there were 373 closings, a 12% increase from year-to-date 2020. Months of Inventory was .8, down from 1.8 in May 2020. Median price of sold homes was \$322,500 for the month of May 2021, up 8% from May 2020. The Vail area had 91 new properties under contract in May 2021, up 6% from May 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT VAIL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY VAIL



Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 06/07/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | JUNE 2021

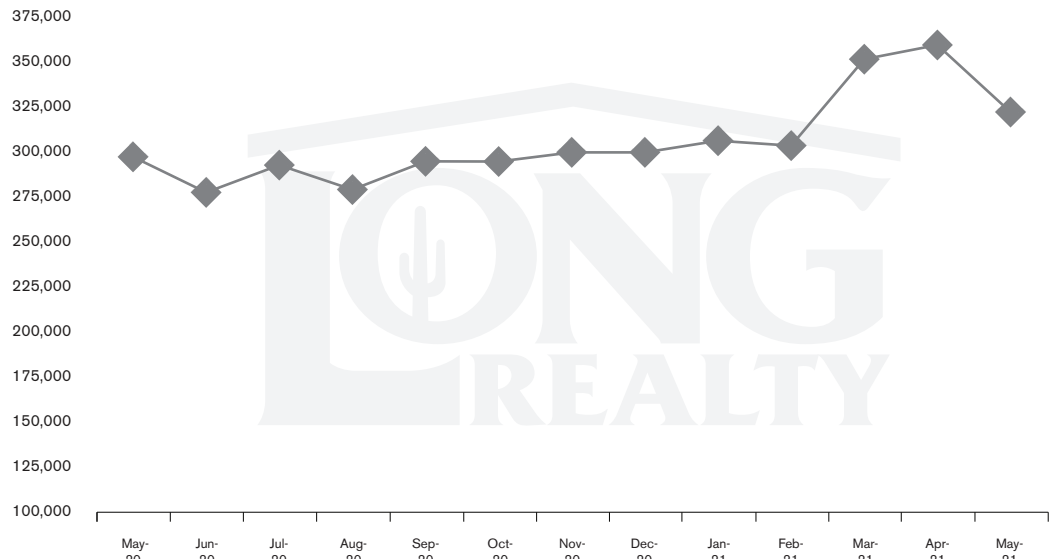


## MEDIAN SOLD PRICE

VAIL

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

May 2020	May 2021
<b>97.8%</b>	<b>102.1%</b>

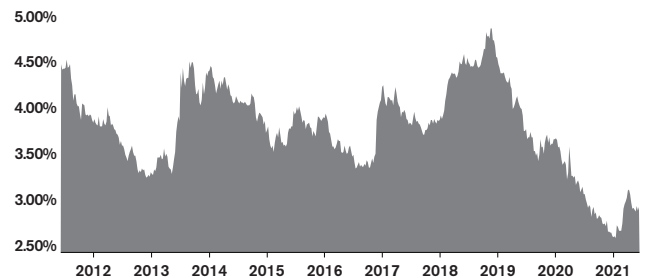


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2020	\$297,500	3.230%	\$1,226.90
2021	\$322,500	2.960%	\$1,285.09

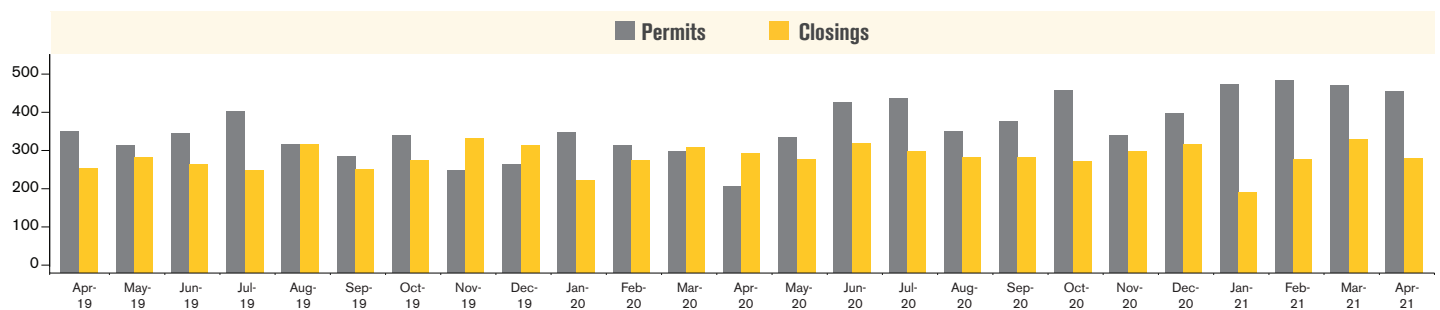
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For April 2021, new home permits were **up 100%** and new home closings were **down 4%** from April 2020.

Stephen Woodall - Team Woodall  
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 06/07/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | JUNE 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
		Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	2	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	2	0	0	0	1	0	n/a	0.0	<b>Seller</b>
\$100,000 - 124,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	2	0	3	1	0	0	n/a	1.0	<b>Seller</b>
\$150,000 - 174,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	1	3	1	4	1	2	0	n/a	0.3	<b>Seller</b>
\$200,000 - 224,999	0	7	4	1	3	3	1	0.0	0.0	<b>Seller</b>
\$225,000 - 249,999	2	8	9	8	2	4	1	2.0	0.3	<b>Seller</b>
\$250,000 - 274,999	1	12	6	9	9	9	2	0.5	0.3	<b>Seller</b>
\$275,000 - 299,999	4	8	4	12	13	8	19	0.2	0.1	<b>Seller</b>
\$300,000 - 349,999	5	17	11	13	16	12	12	0.4	0.3	<b>Seller</b>
\$350,000 - 399,999	4	10	7	9	18	17	10	0.4	0.3	<b>Seller</b>
\$400,000 - 499,999	9	12	9	14	20	14	12	0.8	0.6	<b>Seller</b>
\$500,000 - 599,999	8	5	3	2	9	12	0	n/a	0.9	<b>Seller</b>
\$600,000 - 699,999	6	1	1	1	4	4	2	3.0	1.8	<b>Seller</b>
\$700,000 - 799,999	5	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	1	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>49</b>	<b>89</b>	<b>56</b>	<b>76</b>	<b>96</b>	<b>86</b>	<b>59</b>	<b>0.8</b>	<b>0.5</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

**Long Realty Company**

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 06/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2021-05/31/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | JUNE 2021



## MARKET SHARE VAIL

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

Data Obtained 06/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 06/01/2020 – 05/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

21.9%

Realty Executives Arizona Territory

13.9%

Tierra Antigua Realty

10.5%

Keller Williams Southern Arizona

10.3%

Coldwell Banker Residential Brokerage

5.1%

Exp Realty

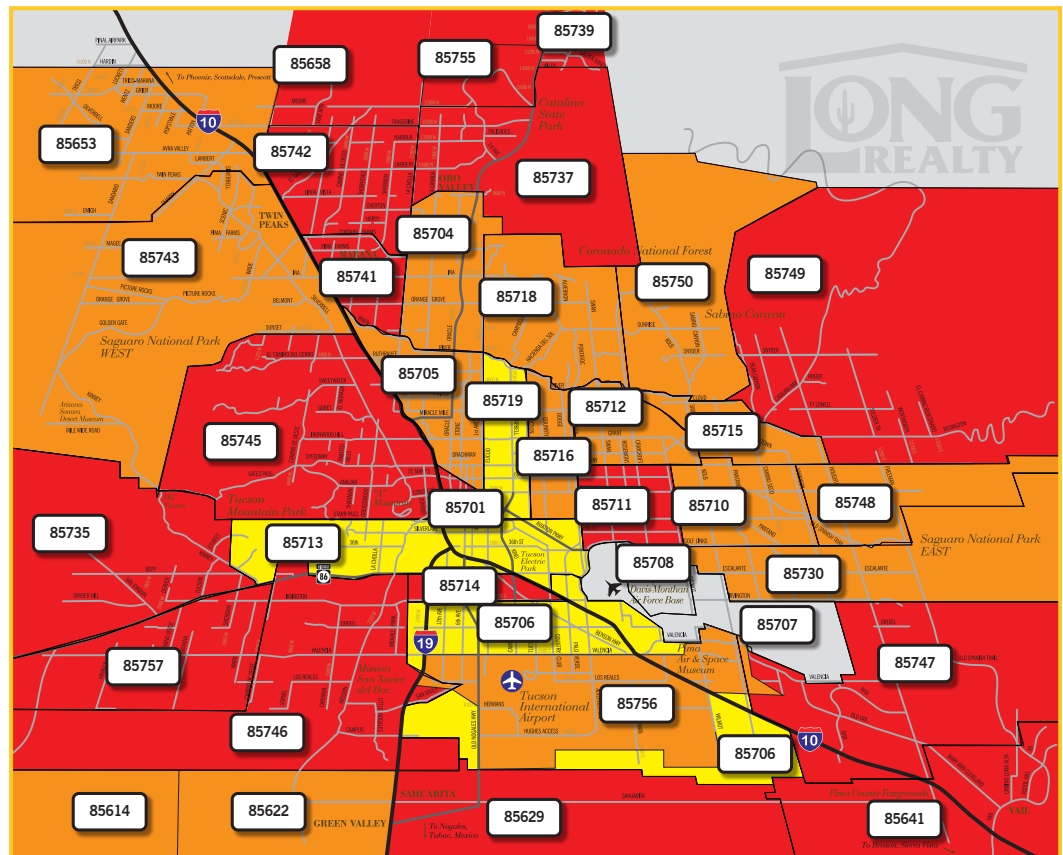
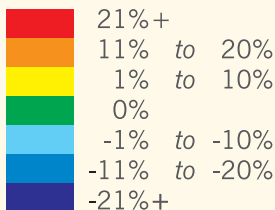
3.9%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2020-MAY 2020 TO  
MAR 2021-MAY 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.**

Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from March 2020-May 2020 to March 2021-May 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/07/2021. Information is believed to be reliable, but not guaranteed.