

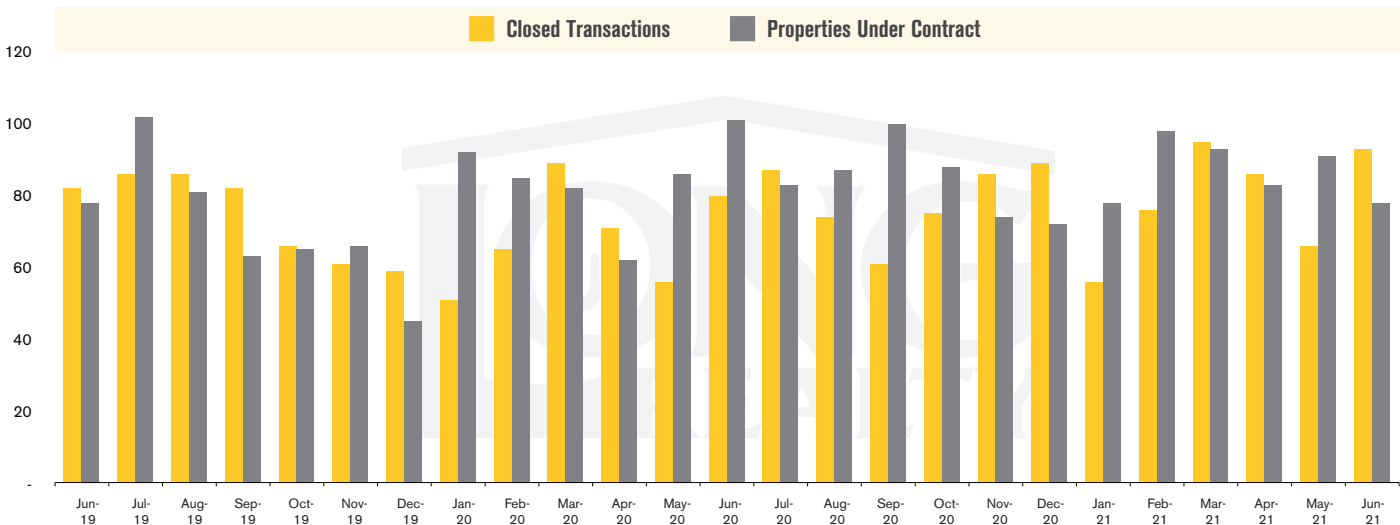
THE HOUSING REPORT

VAIL | JULY 2021

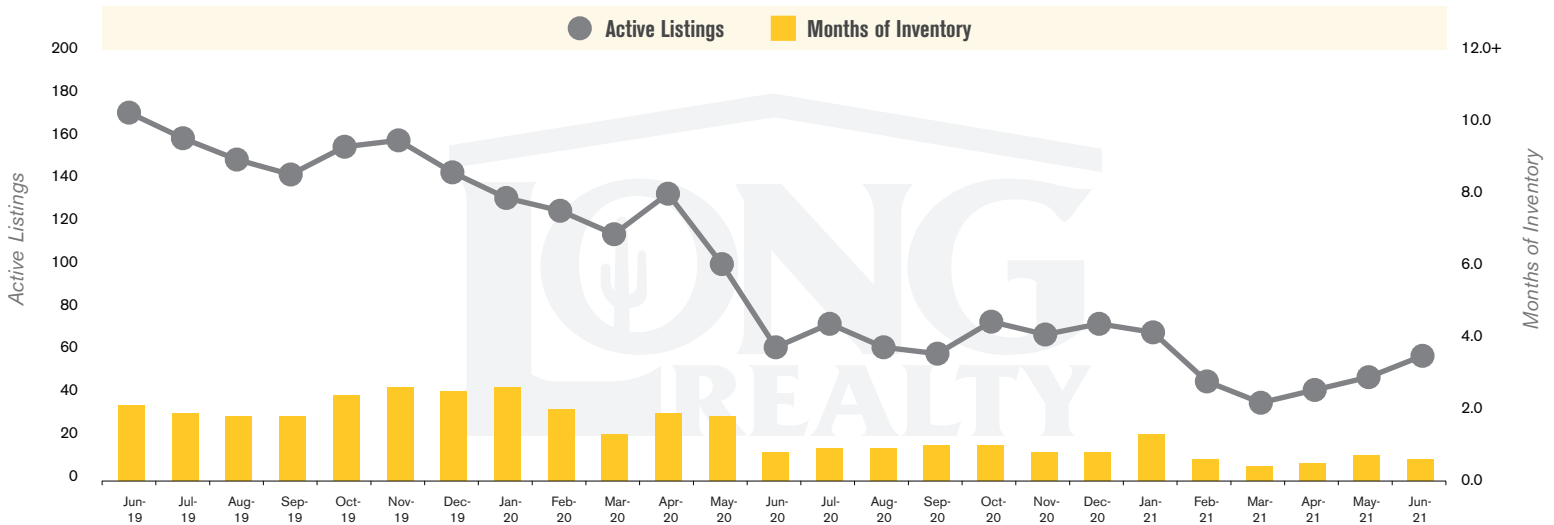


In the Vail area, June 2021 active inventory was 59, a 6% decrease from June 2020. There were 93 closings in June 2021, a 16% increase from June 2020. Year-to-date 2021 there were 472 closings, a 15% increase from year-to-date 2020. Months of Inventory was 0.6, down from 0.8 in June 2020. Median price of sold homes was \$356,512 for the month of June 2021, up 28% from June 2020. The Vail area had 78 new properties under contract in June 2021, down 23% from June 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 07/07/2021 is believed to be reliable, but not guaranteed.

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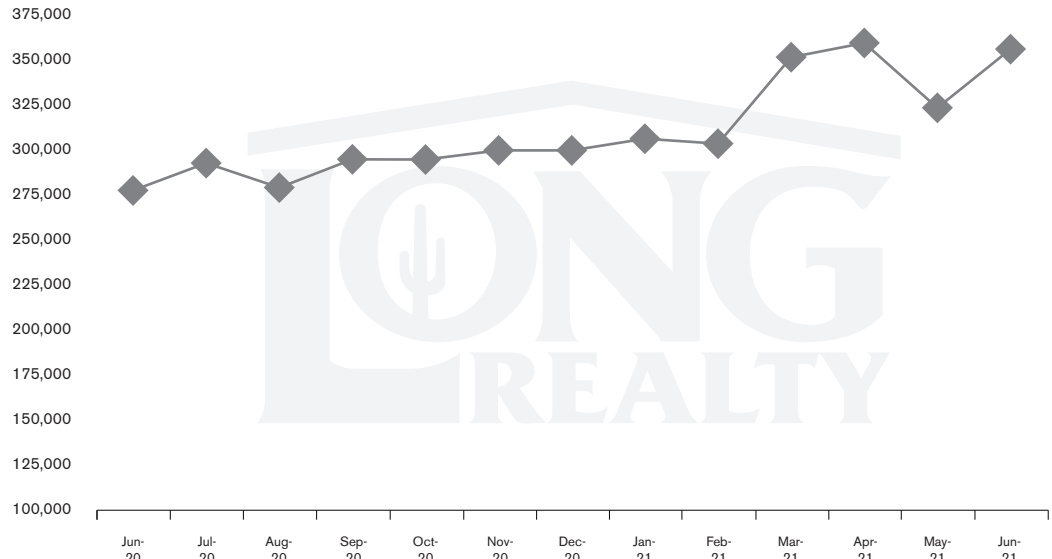


MEDIAN SOLD PRICE

VAIL

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

Jun 2020	Jun 2021
98.4%	101.7%

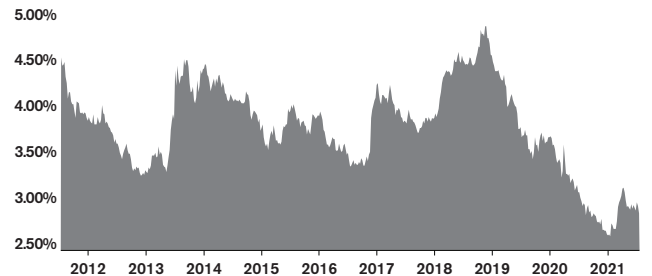


MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2020	\$277,650	3.160%	\$1,134.94
2021	\$356,512	2.980%	\$1,424.26

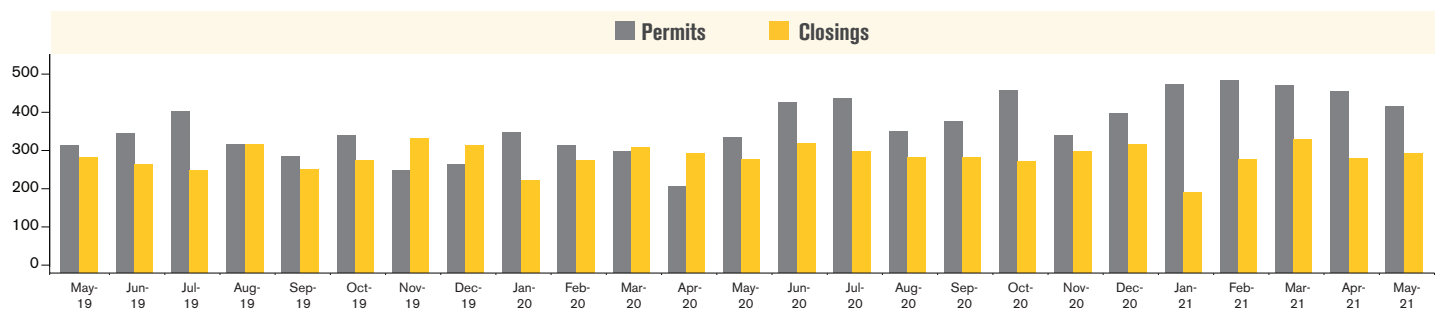
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For May 2021, new home permits were **up 23%** and new home closings were **up 5%** from May 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
		Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-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	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	1	0	0	n/a	0.0	Seller
\$100,000 - 124,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	0	3	1	0	0	1	1.0	2.0	Seller
\$150,000 - 174,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	1	4	1	2	0	0	n/a	0.5	Seller
\$200,000 - 224,999	0	4	1	3	3	1	2	0.0	0.0	Seller
\$225,000 - 249,999	2	9	8	2	4	2	2	1.0	0.5	Seller
\$250,000 - 274,999	2	6	9	9	9	2	8	0.3	0.3	Seller
\$275,000 - 299,999	3	4	12	13	8	19	5	0.6	0.2	Seller
\$300,000 - 349,999	5	11	13	16	12	14	24	0.2	0.3	Seller
\$350,000 - 399,999	10	7	9	18	17	11	19	0.5	0.4	Seller
\$400,000 - 499,999	13	9	14	20	14	15	16	0.8	0.8	Seller
\$500,000 - 599,999	8	3	2	9	12	0	9	0.9	1.1	Seller
\$600,000 - 699,999	5	1	1	4	4	2	2	2.5	2.1	Seller
\$700,000 - 799,999	6	0	0	0	0	0	2	3.0	7.5	Slightly Buyer
\$800,000 - 899,999	0	0	0	0	0	0	2	0.0	0.0	Seller
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	1	0.0	4.0	Seller
TOTAL	59	56	76	96	86	66	93	0.6	0.6	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 07/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2021-06/30/2021. 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 07/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 07/01/2020 – 06/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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22.2%

Realty Executives Arizona Territory

13.7%

Keller Williams Southern Arizona

10.5%

Tierra Antigua Realty

10.0%

Coldwell Banker Residential Brokerage

5.0%

Exp Realty

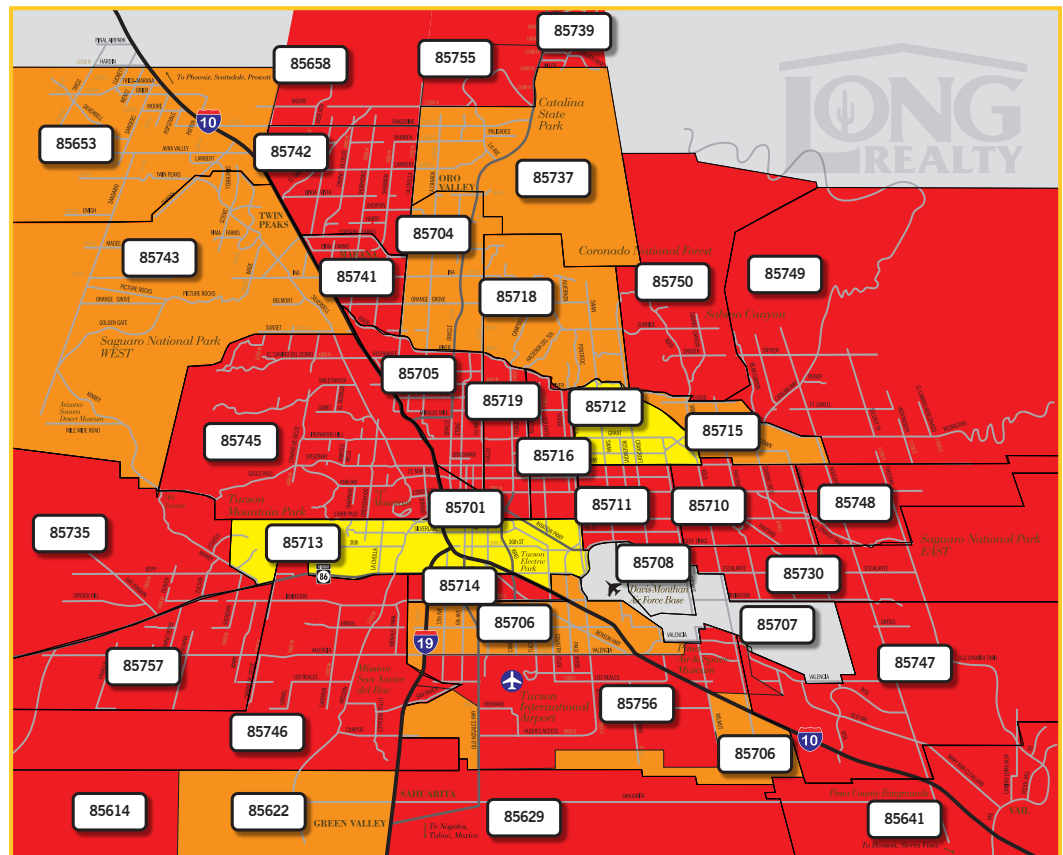
4.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2020-JUN 2020 TO
APR 2021-JUN 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 April 2020-June 2020 to April 2021-June 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/07/2021. Information is believed to be reliable, but not guaranteed.