

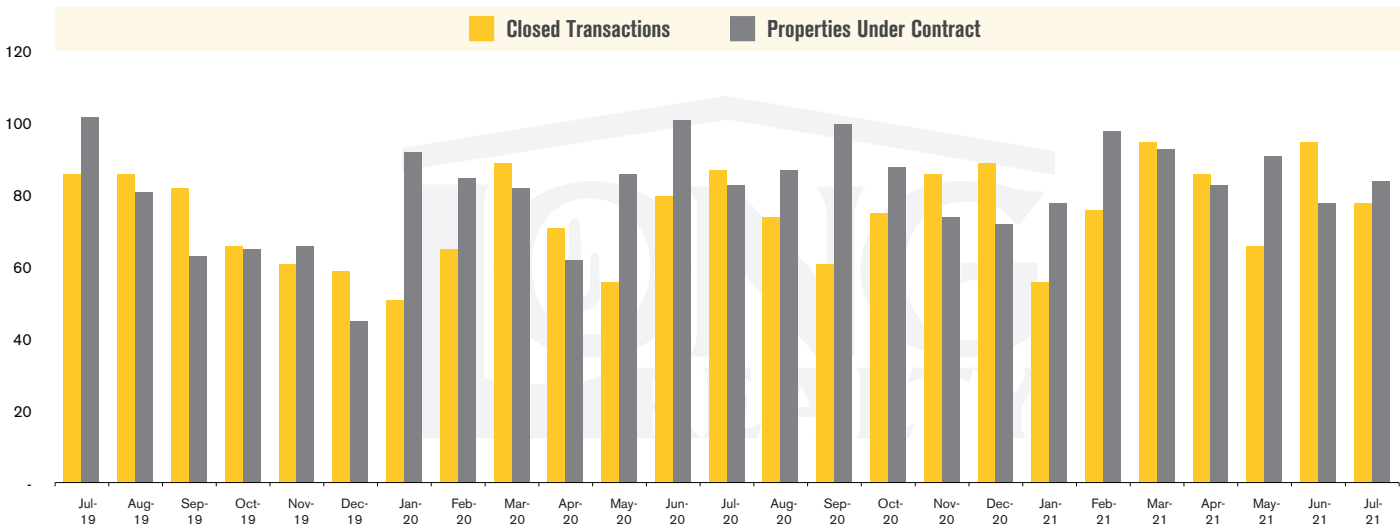
# THE HOUSING REPORT

VAIL | AUGUST 2021

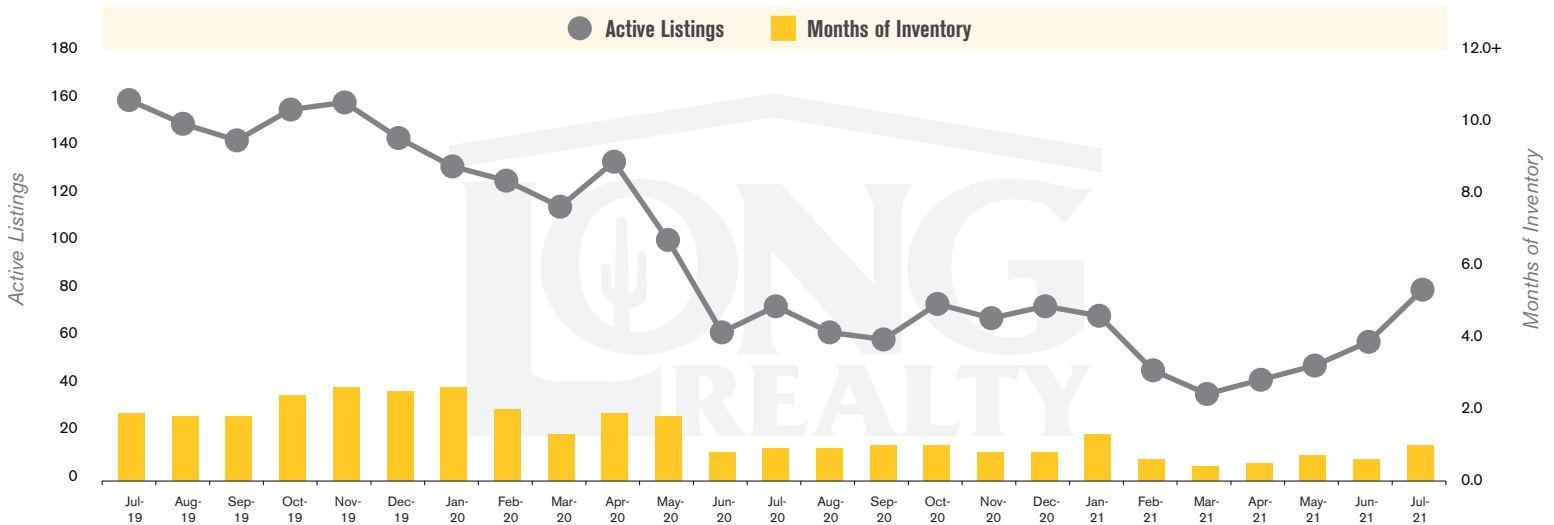


In the Vail area, July 2021 active inventory was 81, a 9% increase from July 2020. There were 78 closings in July 2021, a 10% decrease from July 2020. Year-to-date 2021 there were 552 closings, an 11% increase from year-to-date 2020. Months of Inventory was 1.0, up from 0.9 in July 2020. Median price of sold homes was \$372,450 for the month of July 2021, up 27% from July 2020. The Vail area had 84 new properties under contract in July 2021, up 1% from July 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 08/05/2021 is believed to be reliable, but not guaranteed.

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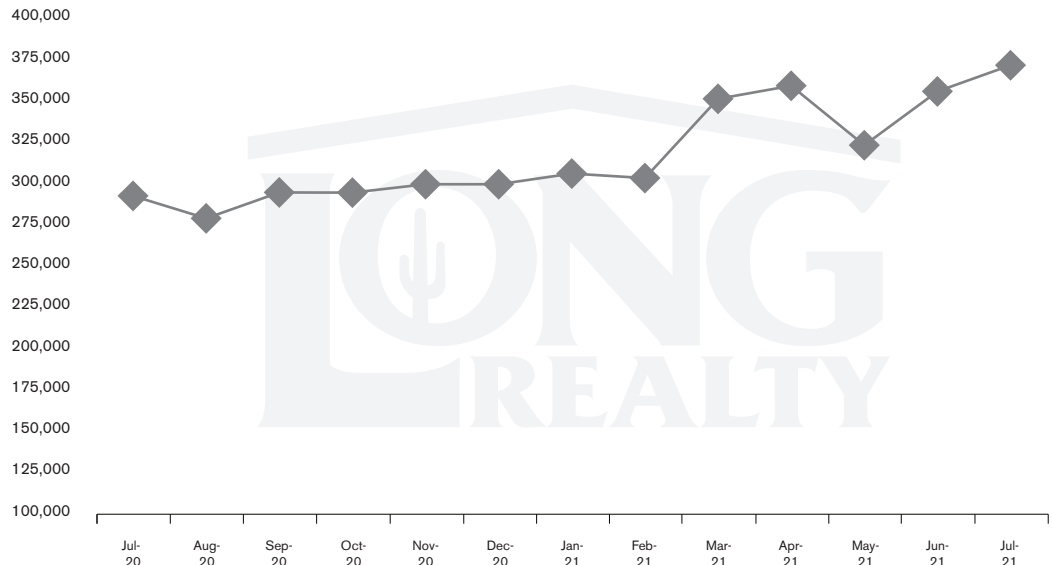


## MEDIAN SOLD PRICE

VAIL

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

Jul 2020	Jul 2021
<b>99.1%</b>	<b>102.1%</b>

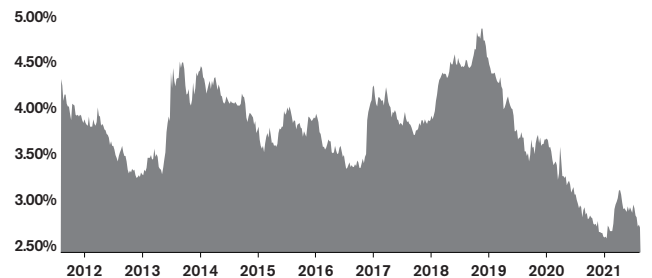


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2020	\$292,900	3.020%	\$1,176.14
2021	\$372,450	2.870%	\$1,467.06

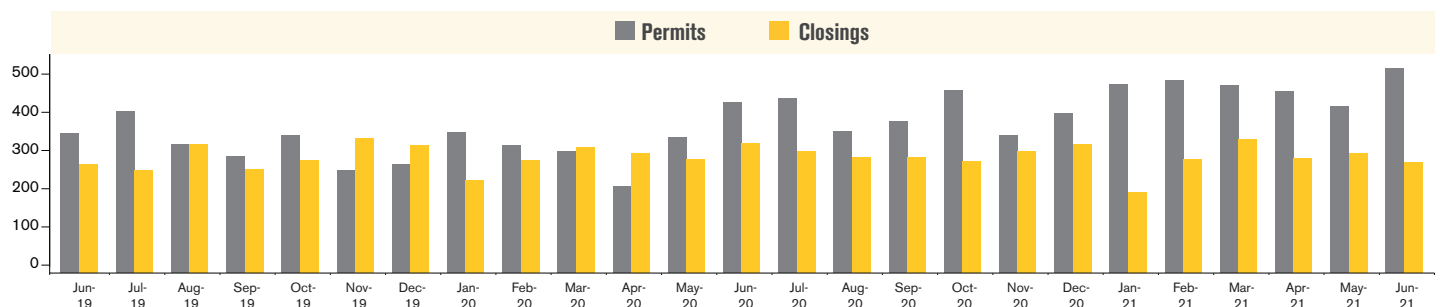
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For June 2021, new home permits were **up 20%** and new home closings were **down 14%** from June 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
		Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-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	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	3	1	0	0	1	0	n/a	3.0	<b>Seller</b>
\$150,000 - 174,999	1	0	0	0	0	0	1	1.0	4.0	<b>Seller</b>
\$175,000 - 199,999	1	4	1	2	0	0	1	1.0	2.0	<b>Seller</b>
\$200,000 - 224,999	0	1	3	3	1	2	1	0.0	0.0	<b>Seller</b>
\$225,000 - 249,999	2	8	2	4	2	2	1	2.0	1.2	<b>Seller</b>
\$250,000 - 274,999	2	9	9	9	2	8	9	0.2	0.3	<b>Seller</b>
\$275,000 - 299,999	1	12	13	8	19	6	6	0.2	0.3	<b>Seller</b>
\$300,000 - 349,999	9	13	16	12	14	24	14	0.6	0.4	<b>Seller</b>
\$350,000 - 399,999	19	9	18	17	11	19	17	1.1	0.7	<b>Seller</b>
\$400,000 - 499,999	17	14	20	14	15	17	11	1.5	0.9	<b>Seller</b>
\$500,000 - 599,999	10	2	9	12	0	9	9	1.1	1.4	<b>Seller</b>
\$600,000 - 699,999	9	1	4	4	2	2	6	1.5	2.0	<b>Seller</b>
\$700,000 - 799,999	4	0	0	0	0	2	1	4.0	5.0	<b>Balanced</b>
\$800,000 - 899,999	2	0	0	0	0	2	0	n/a	1.0	<b>Seller</b>
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	1	0	0	0	0	1	1	1.0	1.0	<b>Seller</b>
<b>TOTAL</b>	<b>81</b>	<b>76</b>	<b>96</b>	<b>86</b>	<b>66</b>	<b>95</b>	<b>78</b>	<b>1.0</b>	<b>0.8</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 08/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2021-07/31/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | AUGUST 2021



## MARKET SHARE VAIL

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

Data Obtained 08/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 08/01/2020 – 07/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

22.5%

Realty Executives Arizona Territory

13.2%

Keller Williams Southern Arizona

10.6%

Tierra Antigua Realty

9.8%

Coldwell Banker Residential Brokerage

4.8%

Exp Realty

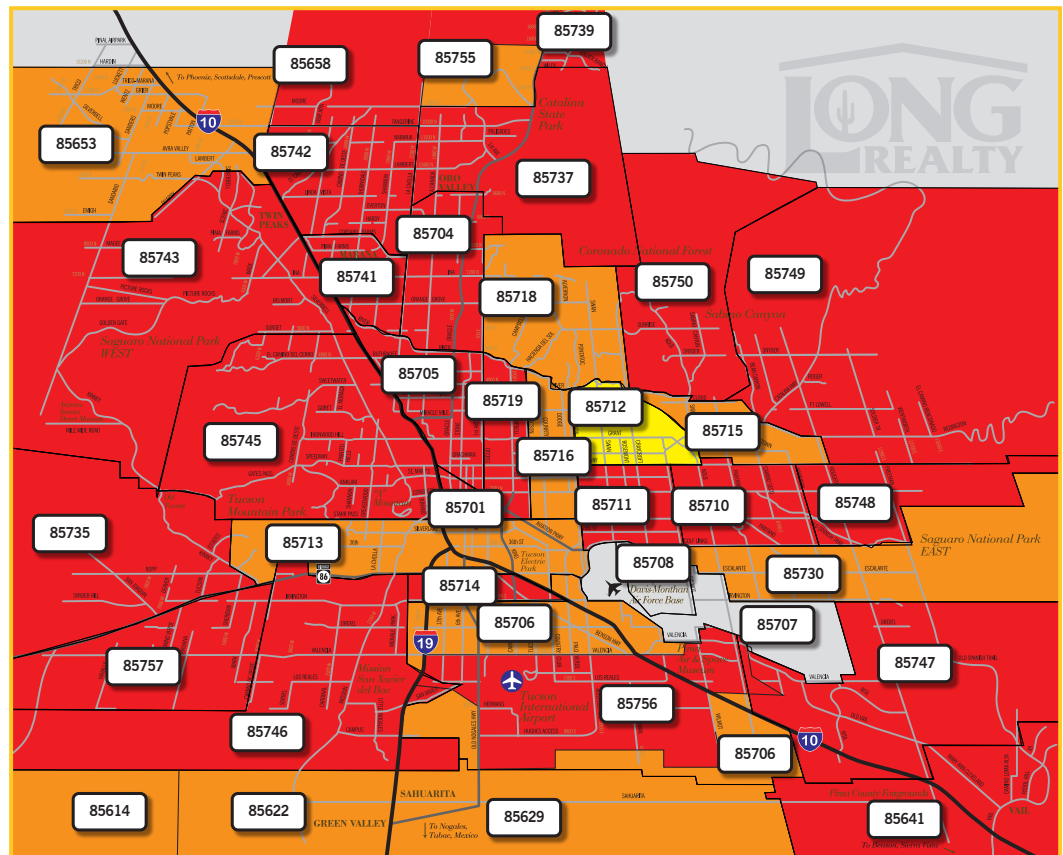
4.4%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2020-JUL 2020 TO  
MAY 2021-JUL 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 May 2020-July 2020 to May 2021-July 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2021. Information is believed to be reliable, but not guaranteed.