

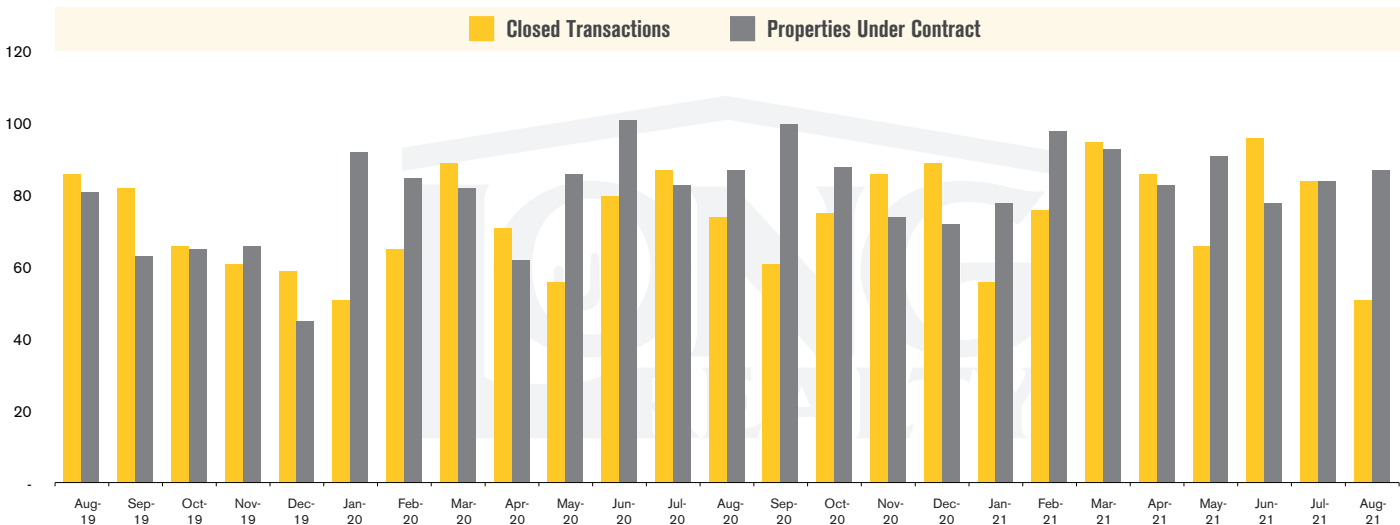
THE HOUSING REPORT

VAIL | SEPTEMBER 2021

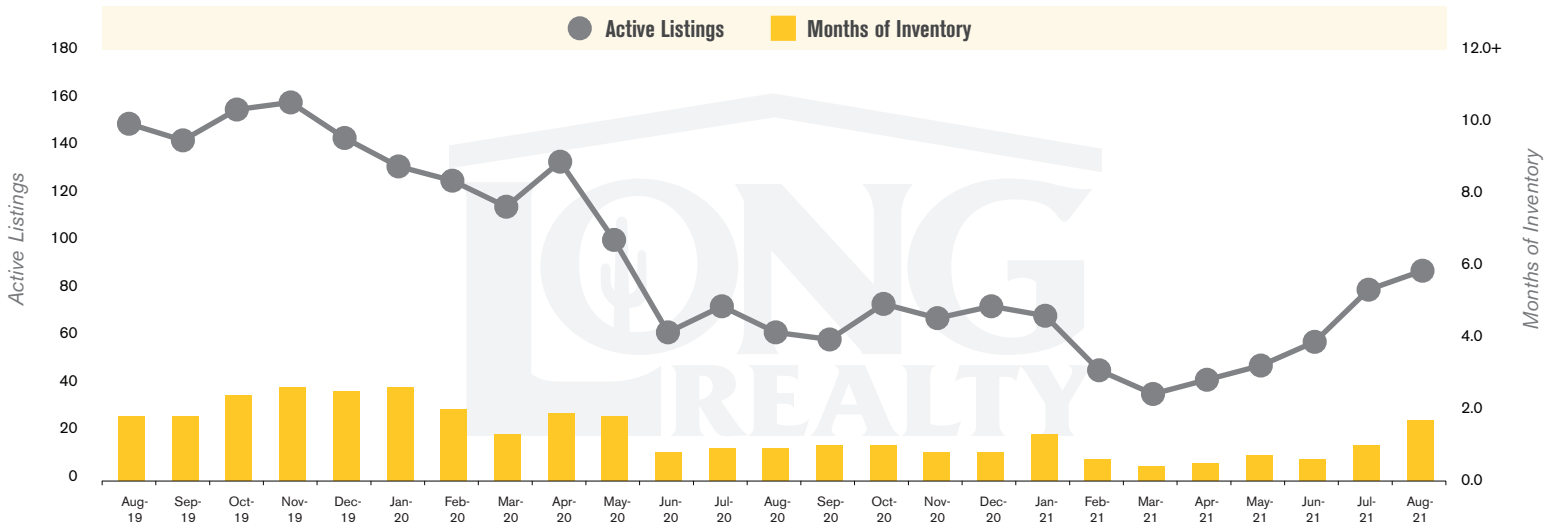


In the Vail area, August 2021 active inventory was 89, a 41% increase from August 2020. There were 51 closings in August 2021, a 31% decrease from August 2020. Year-to-date 2021 there were 610 closings, a 6% increase from year-to-date 2020. Months of Inventory was 1.7, up from 0.9 in August 2020. Median price of sold homes was \$355,000 for the month of August 2021, up 27% from August 2020. The Vail area had 87 new properties under contract in August 2021, unchanged from August 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

Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 09/08/2021 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

VAIL | SEPTEMBER 2021

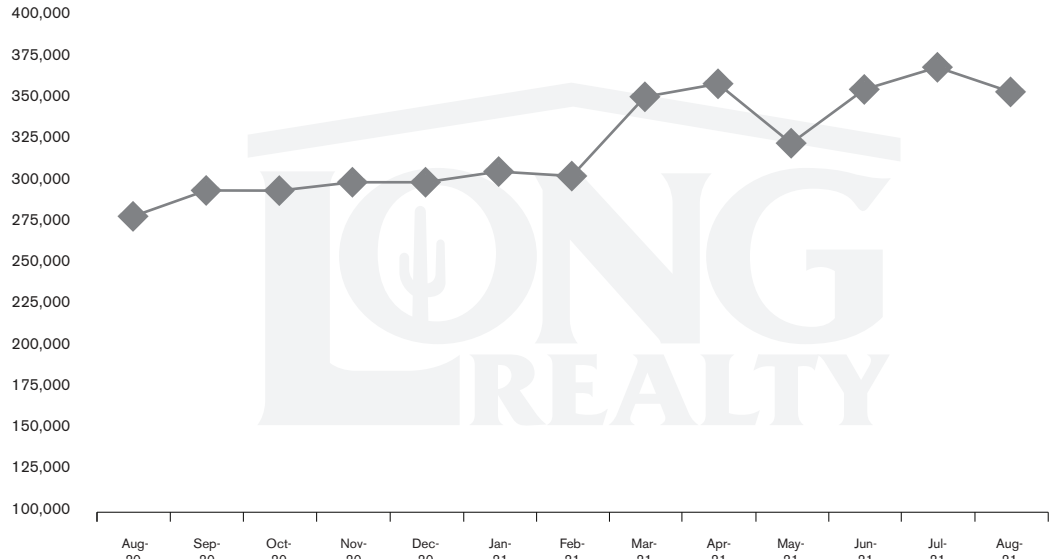


MEDIAN SOLD PRICE

VAIL

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

Aug 2020	Aug 2021
99.8%	102.0%

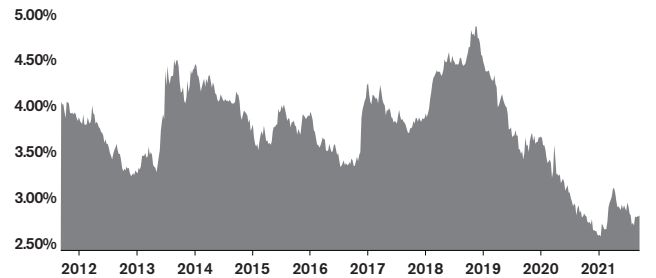


MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2020	\$279,222	2.940%	\$1,109.79
2021	\$355,000	2.840%	\$1,392.92

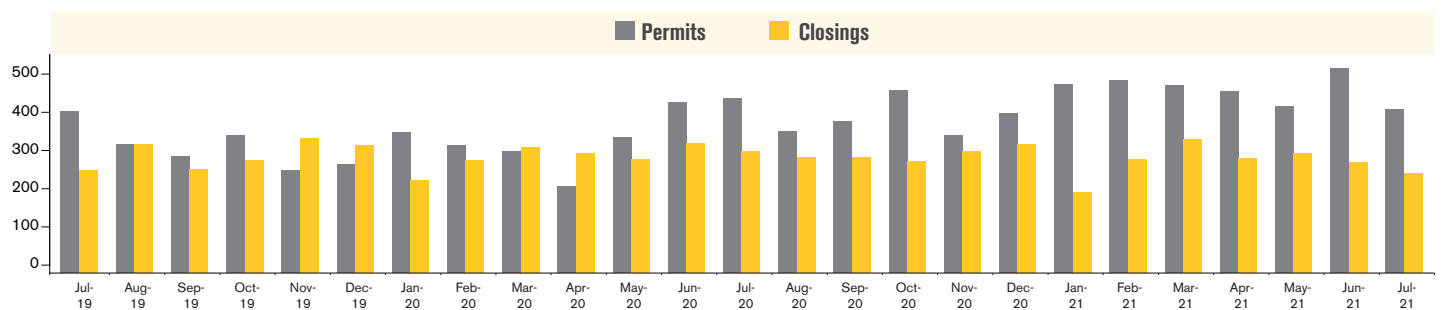
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For July 2021, new home permits were **down 18%** and new home closings were **down 6%** from July 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 09/08/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

VAIL | SEPTEMBER 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
		Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-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	1	0	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	0	1	0	0	1	0	0	n/a	2.0	Seller
\$150,000 - 174,999	1	0	0	0	0	1	0	n/a	4.0	Seller
\$175,000 - 199,999	2	1	2	0	0	1	1	2.0	1.5	Seller
\$200,000 - 224,999	1	3	3	1	2	1	2	0.5	0.2	Seller
\$225,000 - 249,999	3	2	4	2	2	1	2	1.5	1.4	Seller
\$250,000 - 274,999	1	9	9	2	9	9	2	0.5	0.3	Seller
\$275,000 - 299,999	3	13	8	19	6	7	7	0.4	0.4	Seller
\$300,000 - 349,999	13	16	12	14	24	15	11	1.2	0.5	Seller
\$350,000 - 399,999	15	18	17	11	19	19	7	2.1	1.0	Seller
\$400,000 - 499,999	25	20	14	15	17	13	15	1.7	1.2	Seller
\$500,000 - 599,999	15	9	12	0	9	9	1	15.0	1.7	Seller
\$600,000 - 699,999	3	4	4	2	2	6	2	1.5	1.7	Seller
\$700,000 - 799,999	3	0	0	0	2	1	1	3.0	3.3	Seller
\$800,000 - 899,999	2	0	0	0	2	0	0	n/a	2.0	Seller
\$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	1	1	0	n/a	1.0	Seller
TOTAL	89	96	86	66	96	84	51	1.7	1.0	Seller



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

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 09/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2021-08/31/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

VAIL | SEPTEMBER 2021



MARKET SHARE VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 09/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 09/01/2020 – 08/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

22.3%

Realty Executives Arizona Territory

13.2%

Keller Williams Southern Arizona

10.6%

Tierra Antigua Realty

9.6%

Coldwell Banker Residential Brokerage

4.9%

Exp Realty

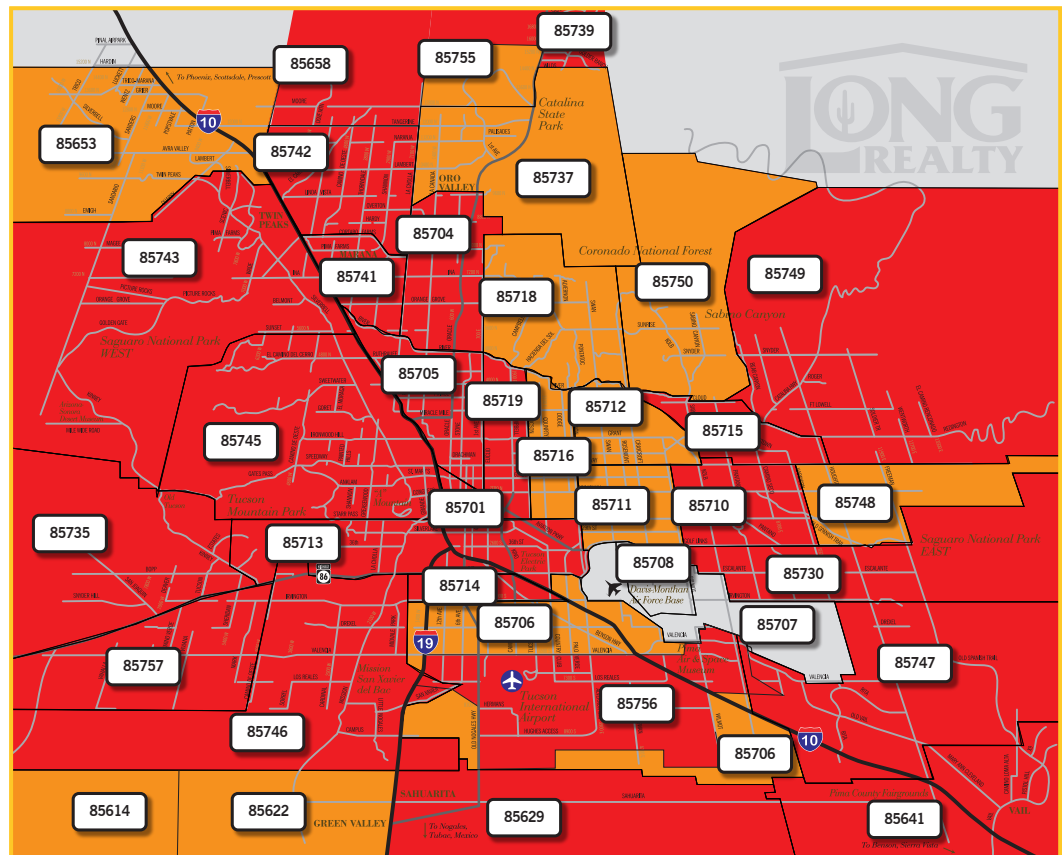
4.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2020-AUG 2020 TO
JUN 2021-AUG 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

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from June 2020-August 2020 to June 2021-August 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/08/2021. Information is believed to be reliable, but not guaranteed.