

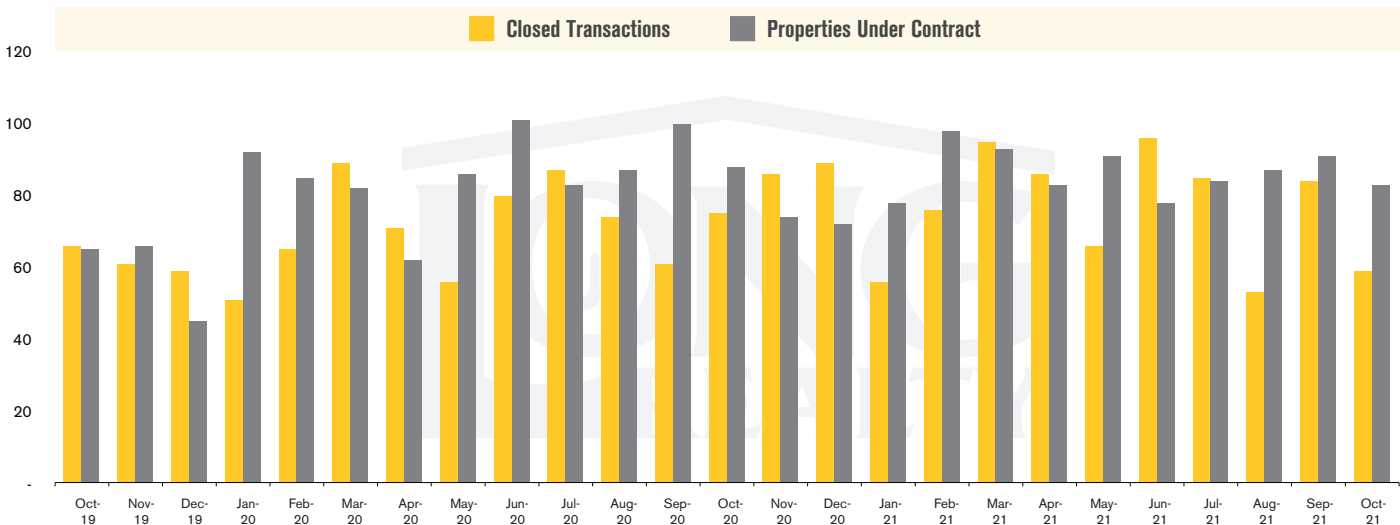
THE HOUSING REPORT

VAIL | NOVEMBER 2021

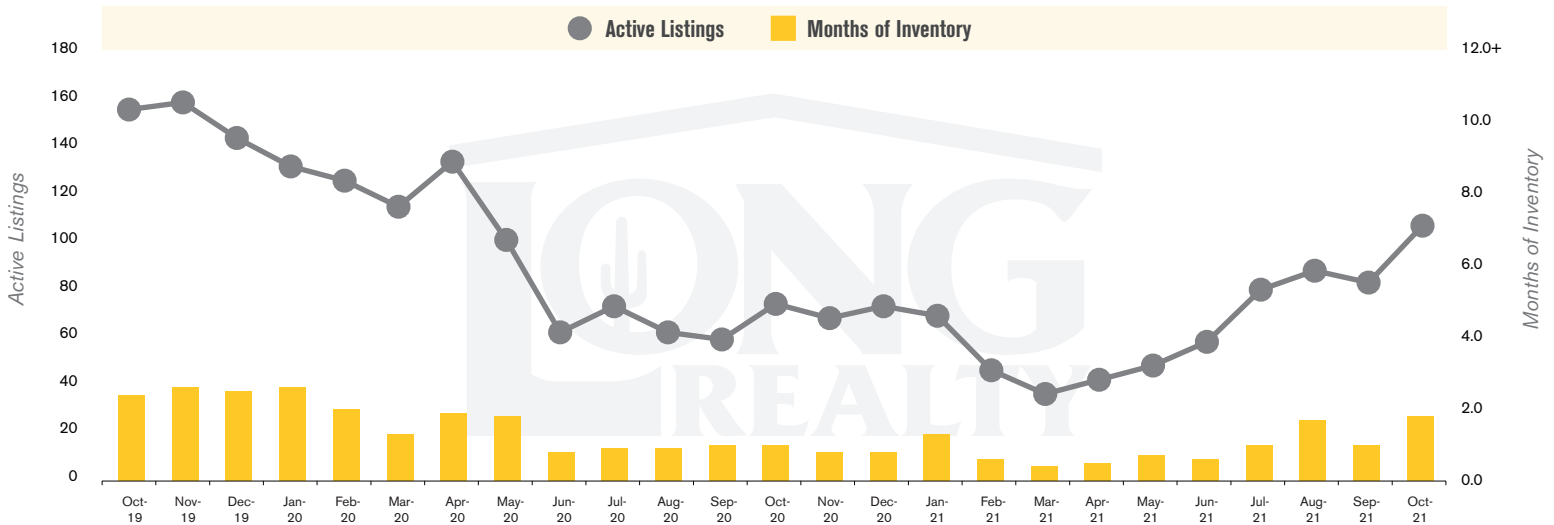


In the Vail area, October 2021 active inventory was 108, a 44% increase from October 2020. There were 59 closings in October 2021, a 21% decrease from October 2020. Year-to-date 2021 there were 756 closings, a 7% increase from year-to-date 2020. Months of Inventory was 1.8, up from 1.0 in October 2020. Median price of sold homes was \$365,000 for the month of October 2021, up 24% from October 2020. The Vail area had 83 new properties under contract in October 2021, down 6% from October 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 11/05/2021 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

VAIL | NOVEMBER 2021

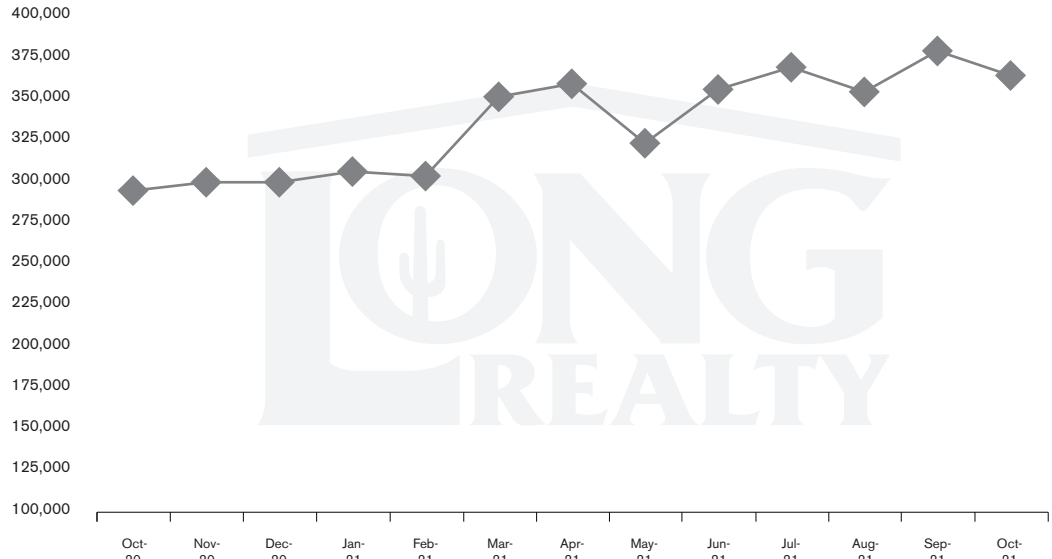


MEDIAN SOLD PRICE

VAIL

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

Oct 2020	Oct 2021
99.7%	96.7%

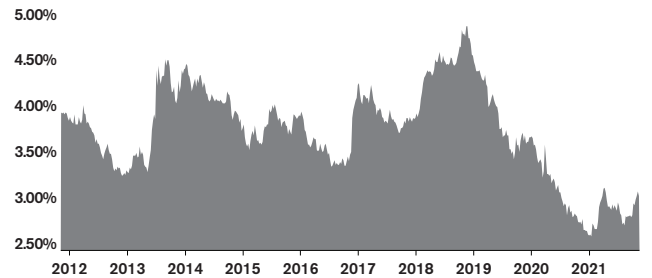


MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2020	\$294,900	2.830%	\$1,155.61
2021	\$365,000	3.070%	\$1,475.04

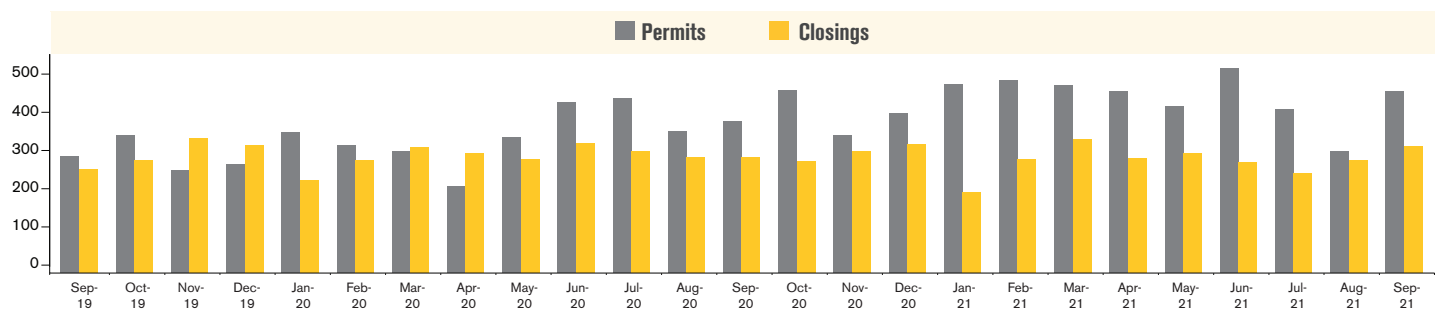
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For September 2021, new home permits were **up 19%** and new home closings were **up 10%** from September 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 11/05/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

VAIL | NOVEMBER 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
		May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-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	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	0	1	0	0	0	1	0.0	0.0	Seller
\$150,000 - 174,999	1	0	0	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	2	0	0	1	1	1	2	1.0	1.3	Seller
\$200,000 - 224,999	1	1	2	1	2	2	2	0.5	0.5	Seller
\$225,000 - 249,999	1	2	2	1	2	3	1	1.0	1.0	Seller
\$250,000 - 274,999	2	2	9	9	2	2	4	0.5	0.8	Seller
\$275,000 - 299,999	3	19	6	7	7	6	5	0.6	0.4	Seller
\$300,000 - 349,999	17	14	24	16	11	17	11	1.5	1.0	Seller
\$350,000 - 399,999	27	11	19	19	8	19	10	2.7	1.6	Seller
\$400,000 - 499,999	26	15	17	13	16	21	13	2.0	1.6	Seller
\$500,000 - 599,999	13	0	10	10	1	5	7	1.9	2.8	Seller
\$600,000 - 699,999	6	2	2	6	2	6	2	3.0	1.4	Seller
\$700,000 - 799,999	2	0	2	1	1	1	0	n/a	2.5	Seller
\$800,000 - 899,999	4	0	2	0	0	1	0	n/a	8.0	Slightly Buyer
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	1	1	0	0	1	0.0	2.0	Seller
TOTAL	108	66	97	86	53	84	59	1.8	1.4	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 11/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2021-10/31/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

VAIL | NOVEMBER 2021



MARKET SHARE VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 11/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2020 – 10/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

22.1%

Realty Executives Arizona Territory

12.2%

Keller Williams Southern Arizona

10.4%

Tierra Antigua Realty

9.9%

Coldwell Banker Residential Brokerage

5.1%

Exp Realty

4.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2020-OCT 2020 TO
AUG 2021-OCT 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

