

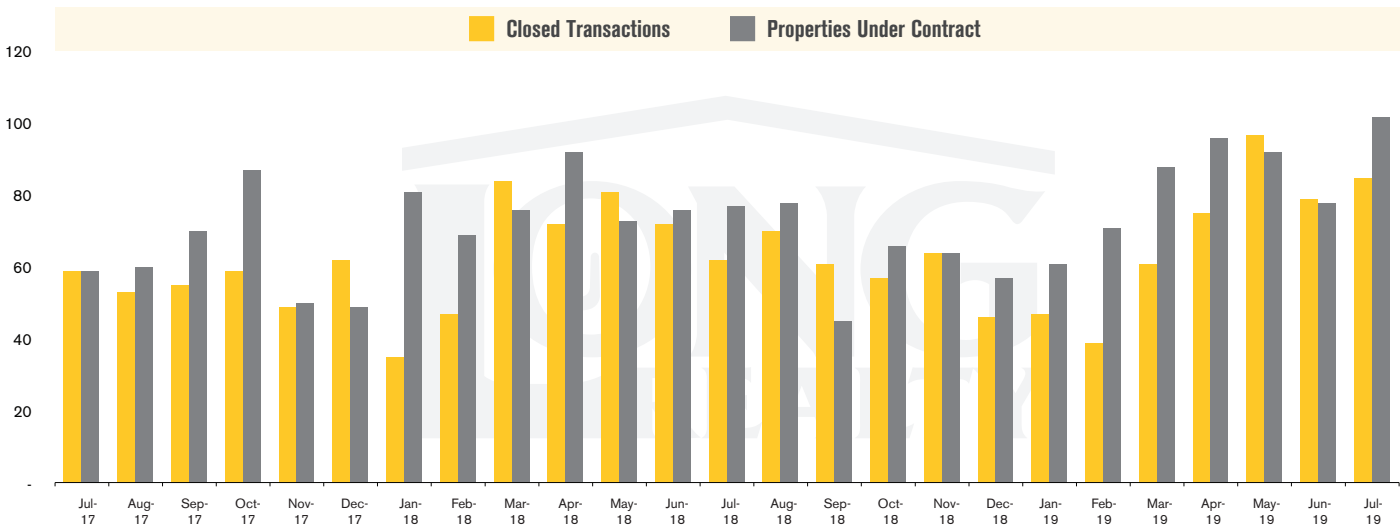
# THE HOUSING REPORT

VAIL | AUGUST 2019

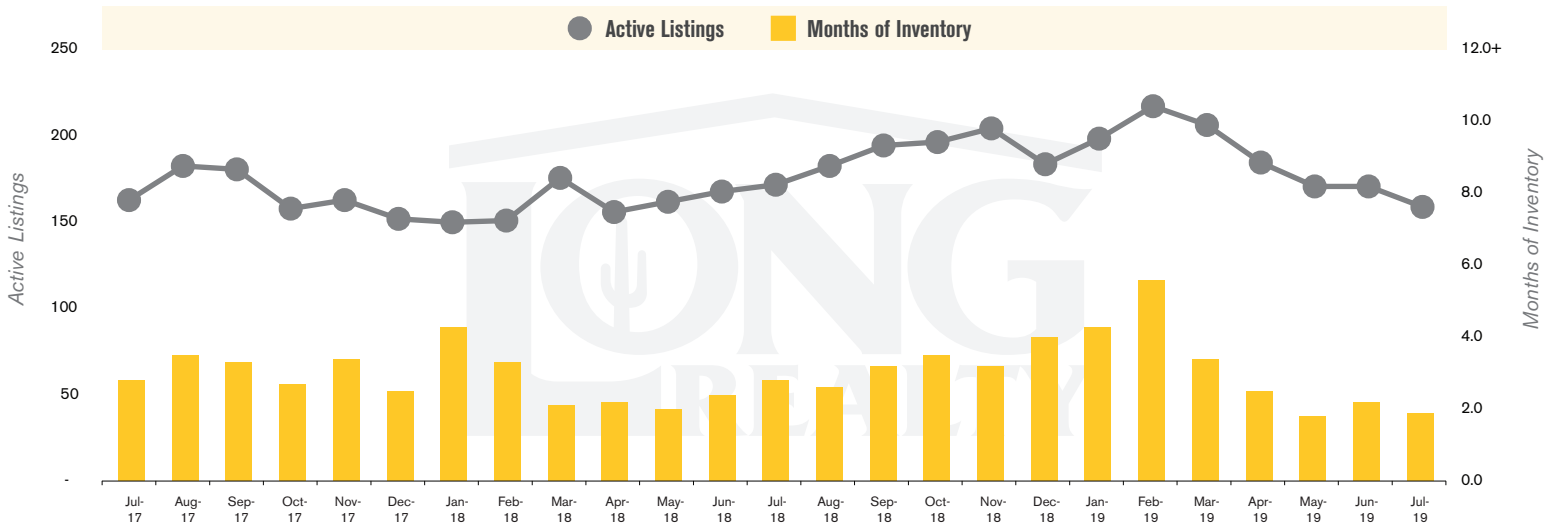


In the Vail area, July 2019 active inventory was 161, a 7% decrease from July 2018. There were 85 closings in July 2019, a 37% increase from July 2018. Year-to-date 2019 there were 496 closings, a 7% increase from year-to-date 2018. Months of Inventory was 1.9, down from 2.8 in July 2018. Median price of sold homes was \$268,000 for the month of July 2019, up 5% from July 2018. The Vail area had 102 new properties under contract in July 2019, up 32% from July 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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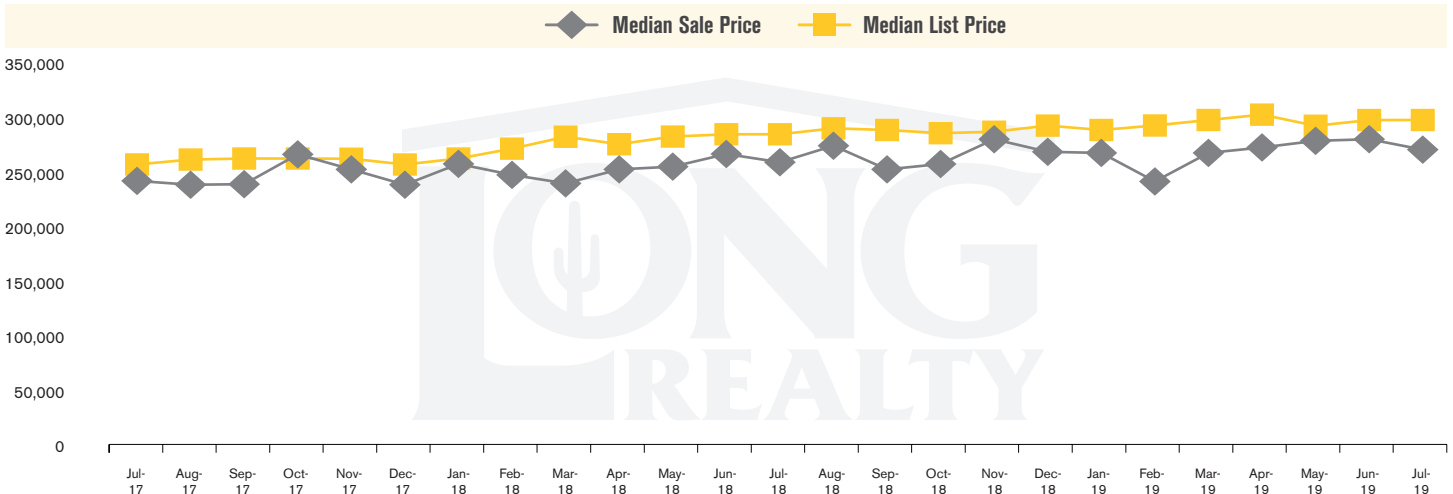
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

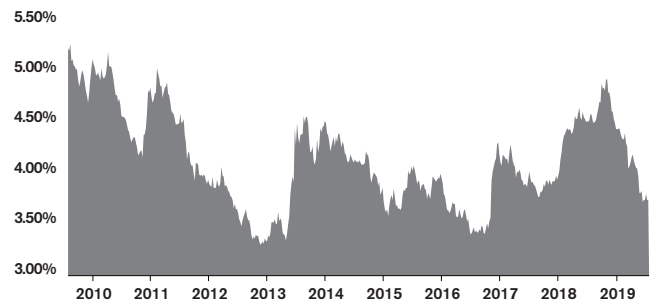


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2018	\$256,515	4.530%	\$1,239.09
2019	\$268,000	3.770%	\$1,181.98

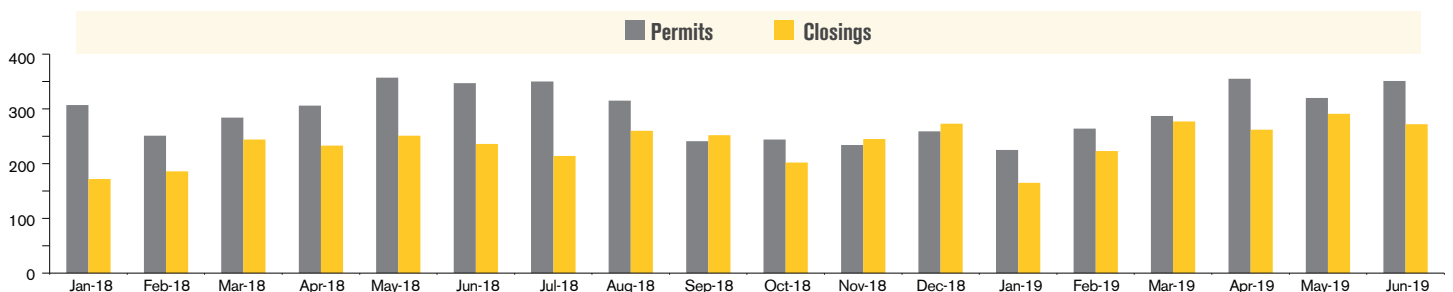
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



For June 2019, new home permits were **down 3%** year-to-date from 2018 and new home closings were **up 13%** year to date from 2018.

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# THE HOUSING REPORT

VAIL | AUGUST 2019



## 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-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	1	1	0	n/a	0.0	Seller
\$75,000 - 99,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	3	0	2	1	0	3	1	3.0	2.5	Seller
\$125,000 - 149,999	4	2	0	7	2	2	1	4.0	1.6	Seller
\$150,000 - 174,999	2	1	1	1	1	6	1	2.0	0.8	Seller
\$175,000 - 199,999	6	8	3	3	10	5	7	0.9	0.7	Seller
\$200,000 - 224,999	6	8	8	6	4	5	10	0.6	1.2	Seller
\$225,000 - 249,999	12	5	12	8	14	9	12	1.0	1.2	Seller
\$250,000 - 274,999	24	5	9	16	17	6	15	1.6	1.8	Seller
\$275,000 - 299,999	25	1	7	7	12	16	11	2.3	1.9	Seller
\$300,000 - 349,999	23	4	12	9	11	13	7	3.3	2.1	Seller
\$350,000 - 399,999	20	2	4	9	11	4	6	3.3	3.0	Seller
\$400,000 - 499,999	16	8	6	7	12	7	11	1.5	2.1	Seller
\$500,000 - 599,999	13	0	0	3	3	2	1	13.0	7.0	Slightly Buyer
\$600,000 - 699,999	2	0	0	1	0	1	1	2.0	6.0	Balanced
\$700,000 - 799,999	1	0	0	1	2	1	0	n/a	1.3	Seller
\$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	1	1.0	2.0	Seller
\$1,000,000 - and over	2	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>161</b>	<b>44</b>	<b>64</b>	<b>79</b>	<b>100</b>	<b>81</b>	<b>85</b>	<b>1.9</b>	<b>1.9</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 Brokermetrics software on 08/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2019-07/31/2019. Information is believed to be reliable, but not guaranteed.

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VAIL | AUGUST 2019



## MARKET SHARE (VAIL)

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

*Data Obtained 08/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2018 – 07/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

17.2%

Realty Executives Tucson Elite

13.9%

Keller Williams Southern Arizona

10.8%

Tierra Antigua Realty

10.6%

Coldwell Banker Residential Brokerage

6.8%

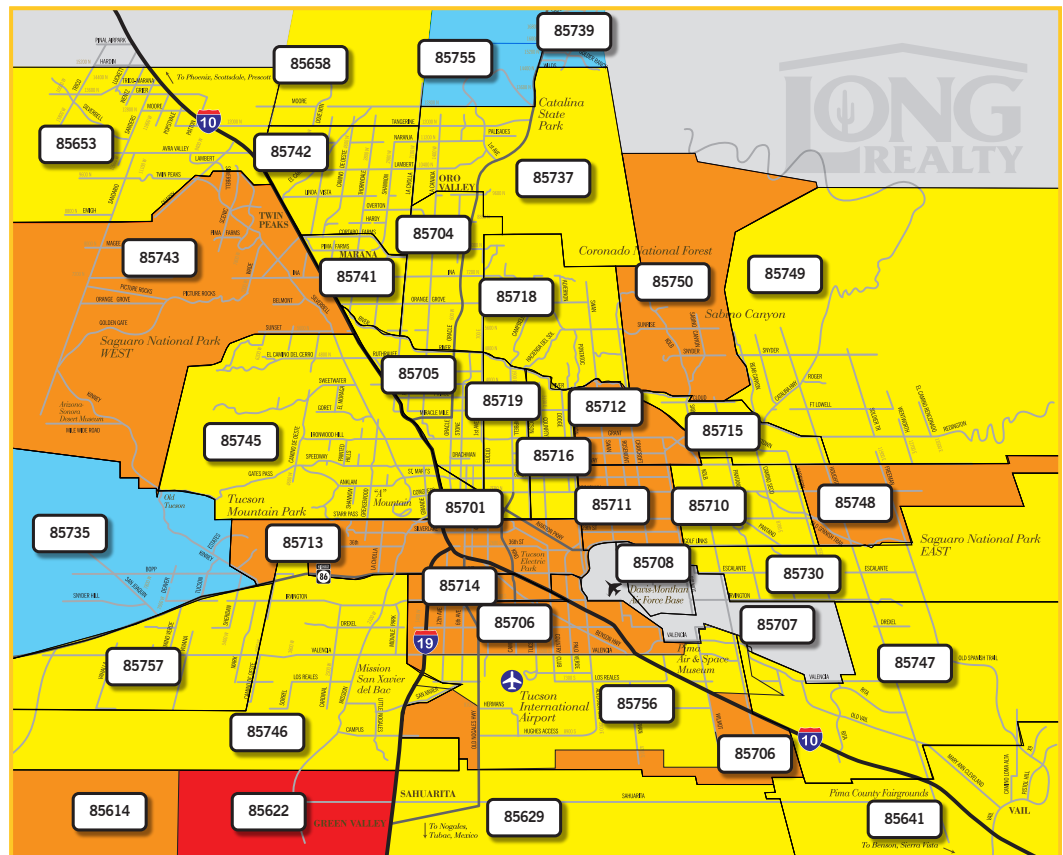
Exp Realty

4.0%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2018-JUL 2018 TO MAY 2019-JUL 2019)

*Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.*



**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 2018-July 2018 to May 2019-July 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2019. Information is believed to be reliable, but not guaranteed.*