

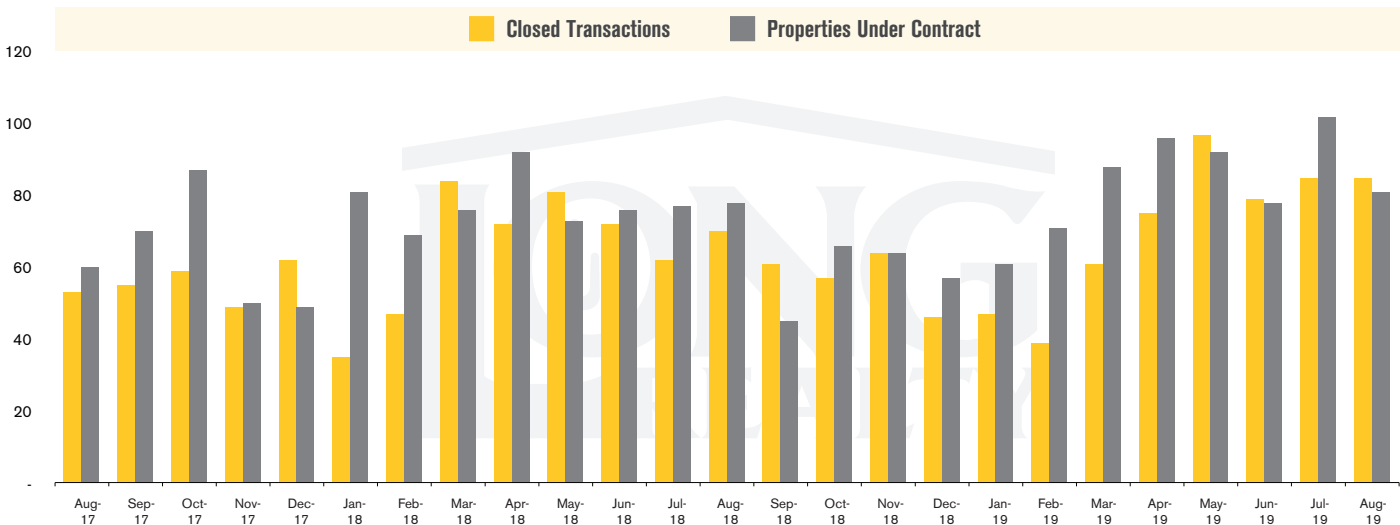
THE HOUSING REPORT

VAIL | SEPTEMBER 2019

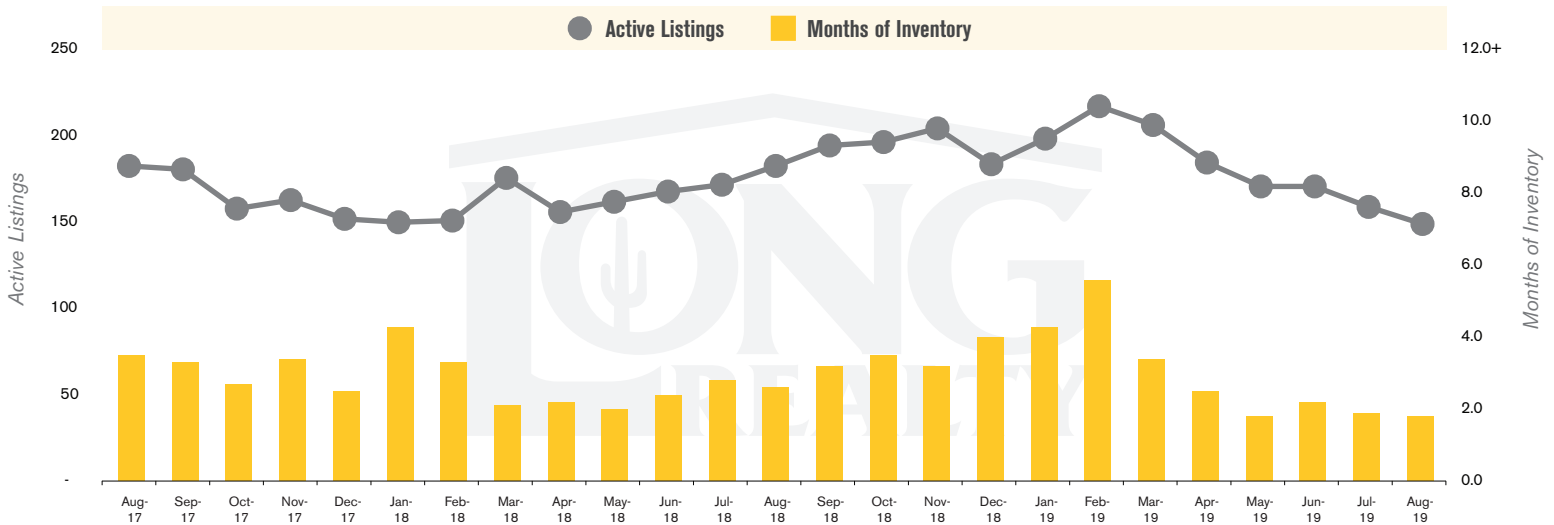


In the Vail area, August 2019 active inventory was 151, an 18% decrease from August 2018. There were 85 closings in August 2019, a 21% increase from August 2018. Year-to-date 2019 there were 579 closings, a 7% increase from year-to-date 2018. Months of Inventory was 1.8, down from 2.6 in August 2018. Median price of sold homes was \$277,000 for the month of August 2019, up 2% from August 2018. The Vail area had 81 new properties under contract in August 2019, up 4% from August 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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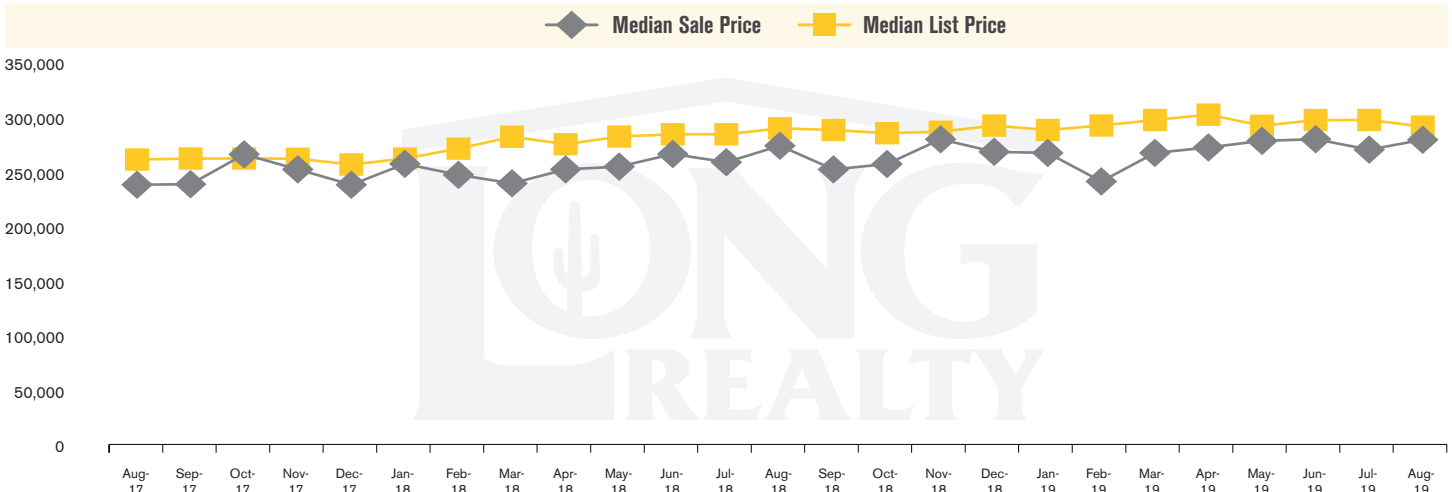
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

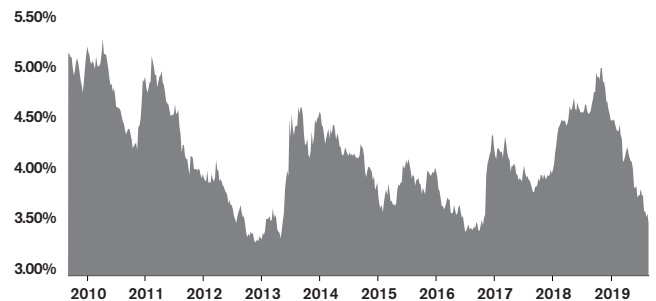


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2018	\$271,535	4.879%	\$1,365.68
2019	\$277,000	3.625%	\$1,200.10

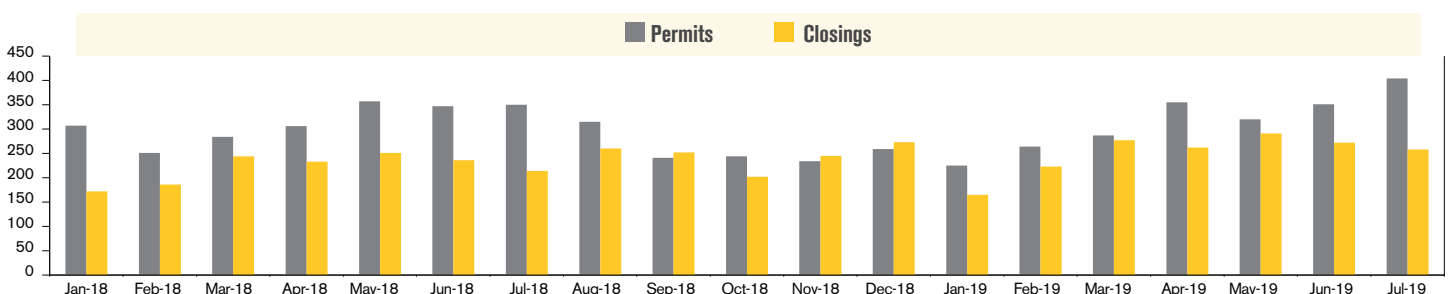
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 July 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 14%** year to date from 2018.

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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
		Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19			
\$1 - 49,999	0	0	0	0	0	0	1	0.0	0.0	Seller
\$50,000 - 74,999	0	0	0	1	1	0	0	n/a	0.0	Seller
\$75,000 - 99,999	1	0	0	0	0	0	2	0.5	1.5	Seller
\$100,000 - 124,999	0	2	1	0	3	1	0	n/a	1.0	Seller
\$125,000 - 149,999	5	0	7	2	2	1	1	5.0	2.8	Seller
\$150,000 - 174,999	4	1	1	1	6	1	0	n/a	1.1	Seller
\$175,000 - 199,999	3	3	3	10	5	7	7	0.4	0.7	Seller
\$200,000 - 224,999	9	8	6	4	5	10	6	1.5	1.1	Seller
\$225,000 - 249,999	17	12	8	14	9	12	14	1.2	1.3	Seller
\$250,000 - 274,999	19	9	16	17	6	16	10	1.9	2.0	Seller
\$275,000 - 299,999	29	7	7	12	16	11	13	2.2	2.0	Seller
\$300,000 - 349,999	15	12	9	11	13	7	13	1.2	1.8	Seller
\$350,000 - 399,999	20	4	9	11	4	6	11	1.8	3.2	Seller
\$400,000 - 499,999	13	6	7	12	7	11	5	2.6	2.1	Seller
\$500,000 - 599,999	9	0	3	3	2	1	1	9.0	9.0	Buyer
\$600,000 - 699,999	1	0	1	0	1	1	0	n/a	4.0	Seller
\$700,000 - 799,999	2	0	1	2	1	0	1	2.0	2.0	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	1	0	n/a	3.0	Seller
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	151	64	79	100	81	86	85	1.8	1.9	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 Brokermetrics software on 09/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2019-08/31/2019. 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 09/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2018 – 08/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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17.6%

Realty Executives Tucson Elite

14.1%

Keller Williams Southern Arizona

11.1%

Tierra Antigua Realty

10.7%

Coldwell Banker Residential Brokerage

6.9%

Exp Realty

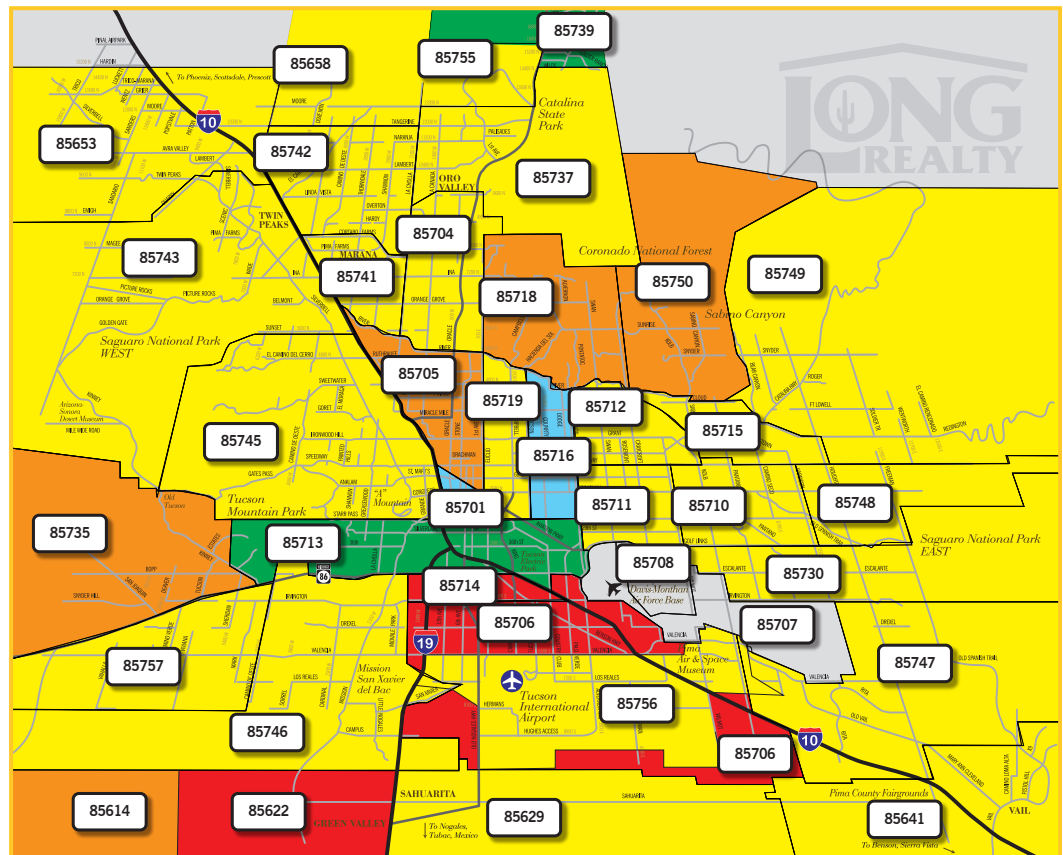
3.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN2018-AUG 2018 TO JUN 2019-AUG 2019)

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 June 2018-August 2018 to June 2019-August 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/05/2019. Information is believed to be reliable, but not guaranteed.