

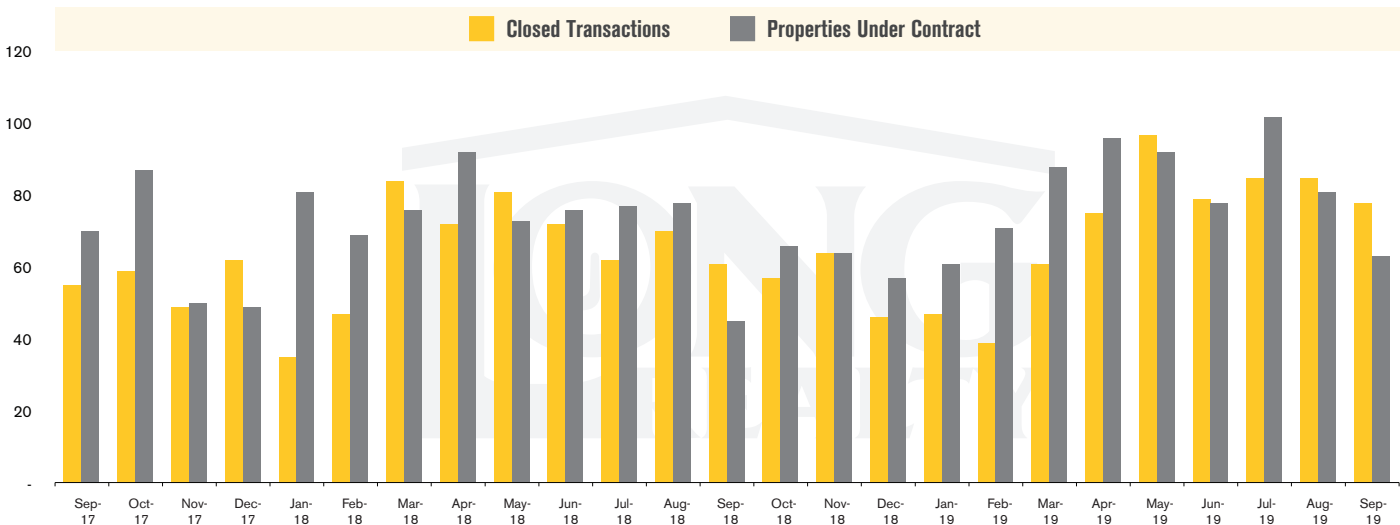
THE HOUSING REPORT

VAIL | OCTOBER 2019

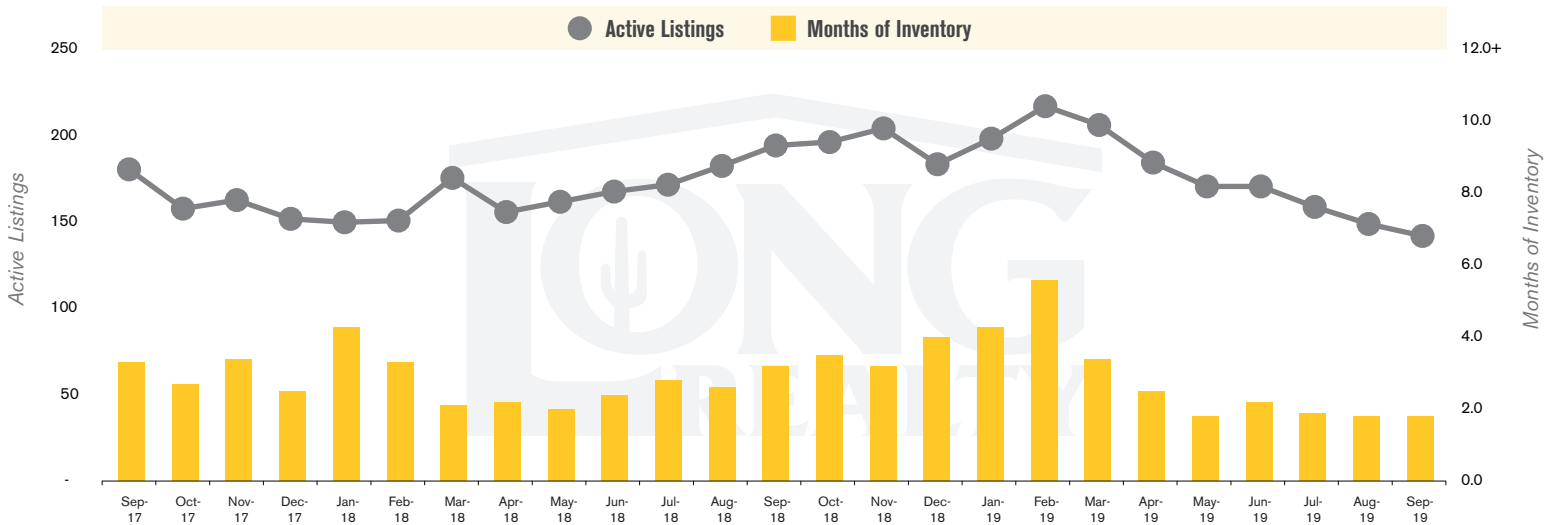


In the Vail area, September 2019 active inventory was 144, a 27% decrease from September 2018. There were 78 closings in September 2019, a 28% increase from September 2018. Year-to-date 2019 there were 657 closings, a 9% increase from year-to-date 2018. Months of Inventory was 1.8, down from 3.2 in September 2018. Median price of sold homes was \$284,000 for the month of September 2019, up 14% from September 2018. The Vail area had 63 new properties under contract in September 2019, up 40% from September 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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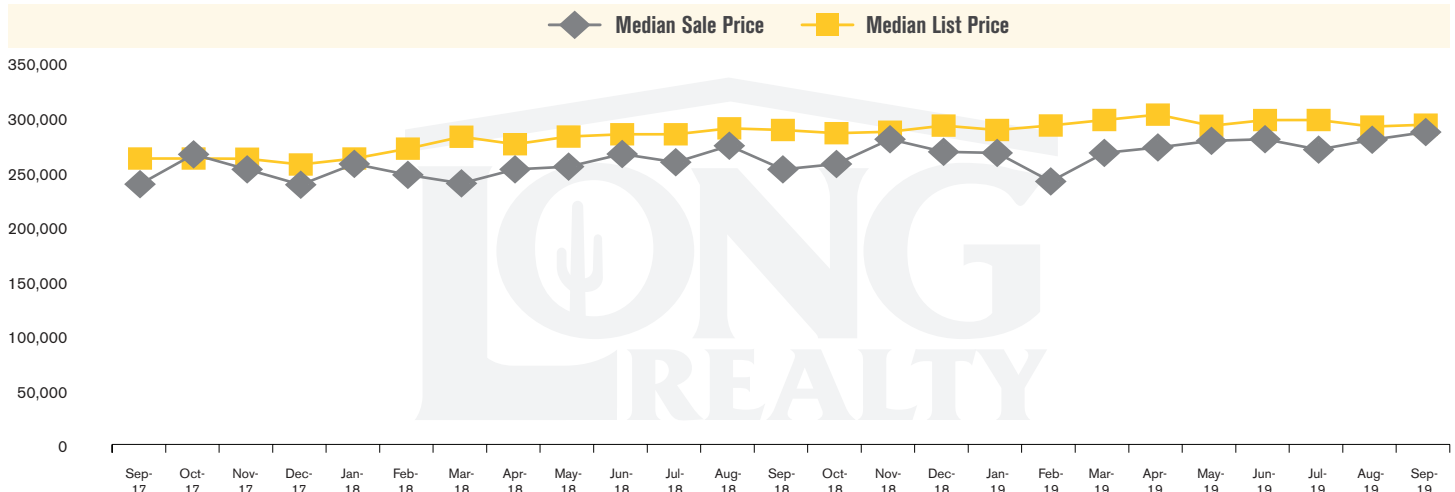
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

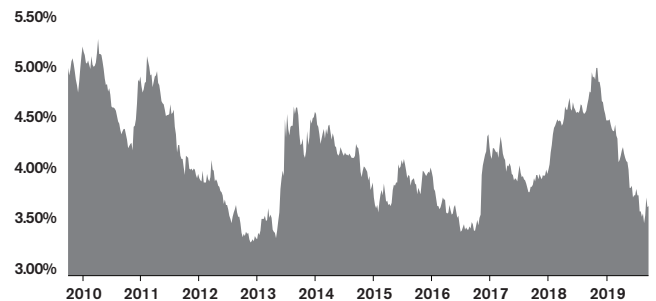


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2018	\$250,000	4.875%	\$1,256.87
2019	\$284,000	4.125%	\$1,307.58

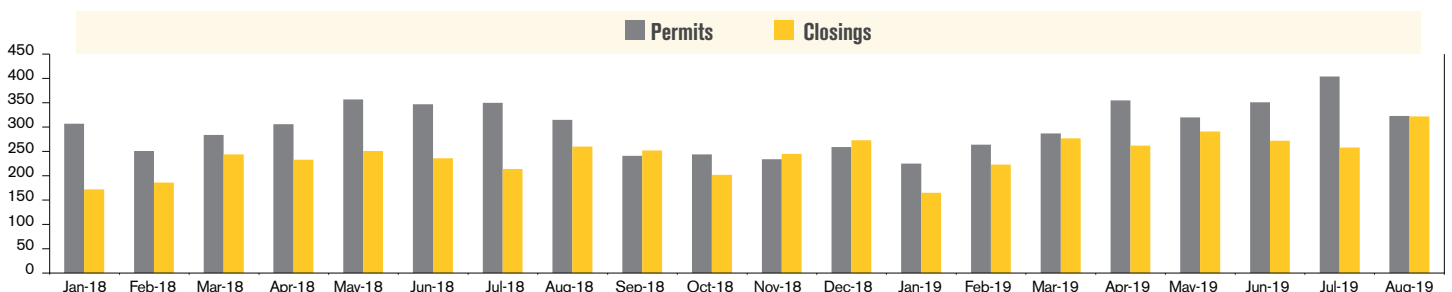
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 August 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 15%** 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
		Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19			
\$1 - 49,999	0	0	0	0	0	1	0	n/a	0.0	Seller
\$50,000 - 74,999	0	0	1	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	2	1	0.0	0.7	Seller
\$100,000 - 124,999	0	1	0	3	1	0	2	0.0	1.0	Seller
\$125,000 - 149,999	4	7	2	2	1	1	2	2.0	3.3	Seller
\$150,000 - 174,999	3	1	1	6	1	0	5	0.6	1.5	Seller
\$175,000 - 199,999	2	3	10	5	7	7	4	0.5	0.6	Seller
\$200,000 - 224,999	10	6	4	5	10	6	3	3.3	1.3	Seller
\$225,000 - 249,999	22	8	14	9	12	14	7	3.1	1.5	Seller
\$250,000 - 274,999	15	16	17	6	16	10	11	1.4	1.6	Seller
\$275,000 - 299,999	24	7	12	16	11	13	11	2.2	2.2	Seller
\$300,000 - 349,999	23	9	11	13	7	13	12	1.9	1.9	Seller
\$350,000 - 399,999	11	9	11	4	6	12	6	1.8	2.1	Seller
\$400,000 - 499,999	15	7	12	7	11	5	8	1.9	1.8	Seller
\$500,000 - 599,999	7	3	3	2	1	1	4	1.8	4.8	Slightly Seller
\$600,000 - 699,999	2	1	0	1	1	0	2	1.0	1.7	Seller
\$700,000 - 799,999	2	1	2	1	0	1	0	n/a	5.0	Balanced
\$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	1	0	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	144	79	100	81	86	86	78	1.8	1.8	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 10/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2019-09/30/2019. 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 10/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2018 – 09/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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17.8%

Realty Executives Tucson Elite

13.8%

Tierra Antigua Realty

11.3%

Keller Williams Southern Arizona

10.8%

Coldwell Banker Residential Brokerage

7.2%

Exp Realty

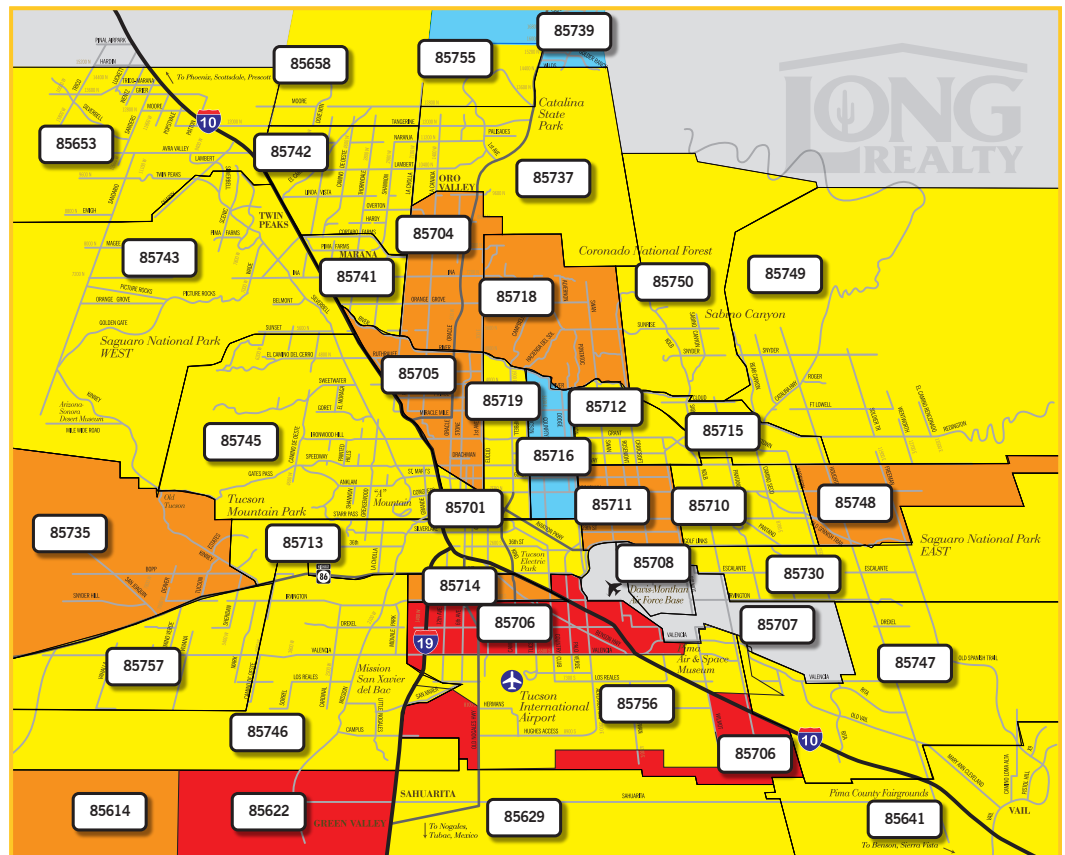
3.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2018-SEP 2018 TO JUL 2019-SEP 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 July 2018-September 2018 to July 2019-September 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/03/2019. Information is believed to be reliable, but not guaranteed.