

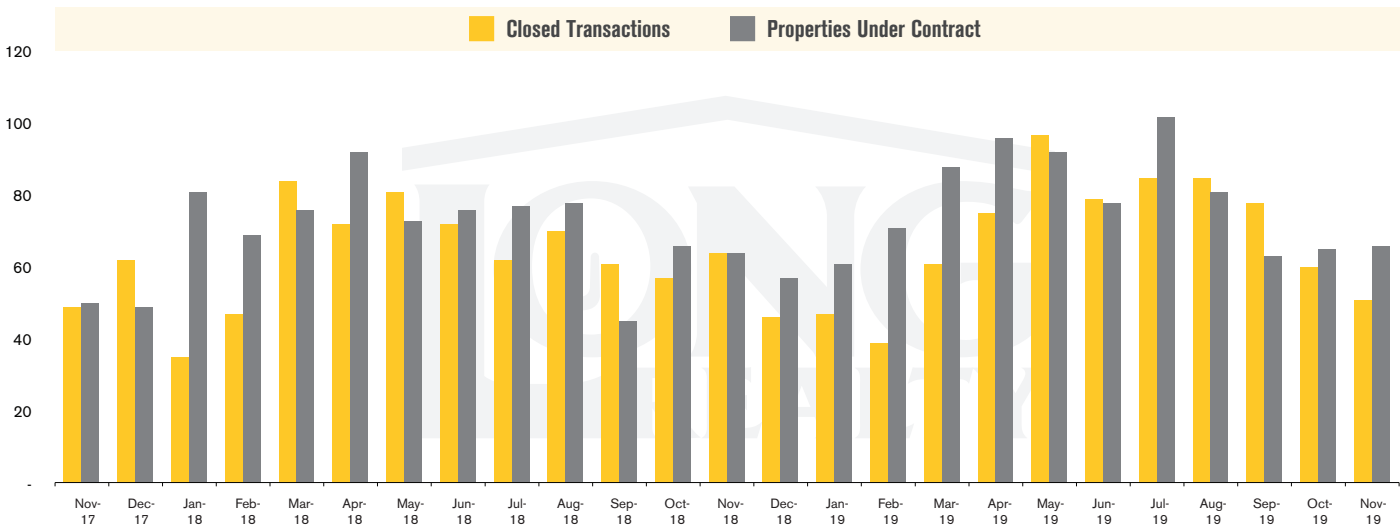
THE HOUSING REPORT

VAIL | DECEMBER 2019

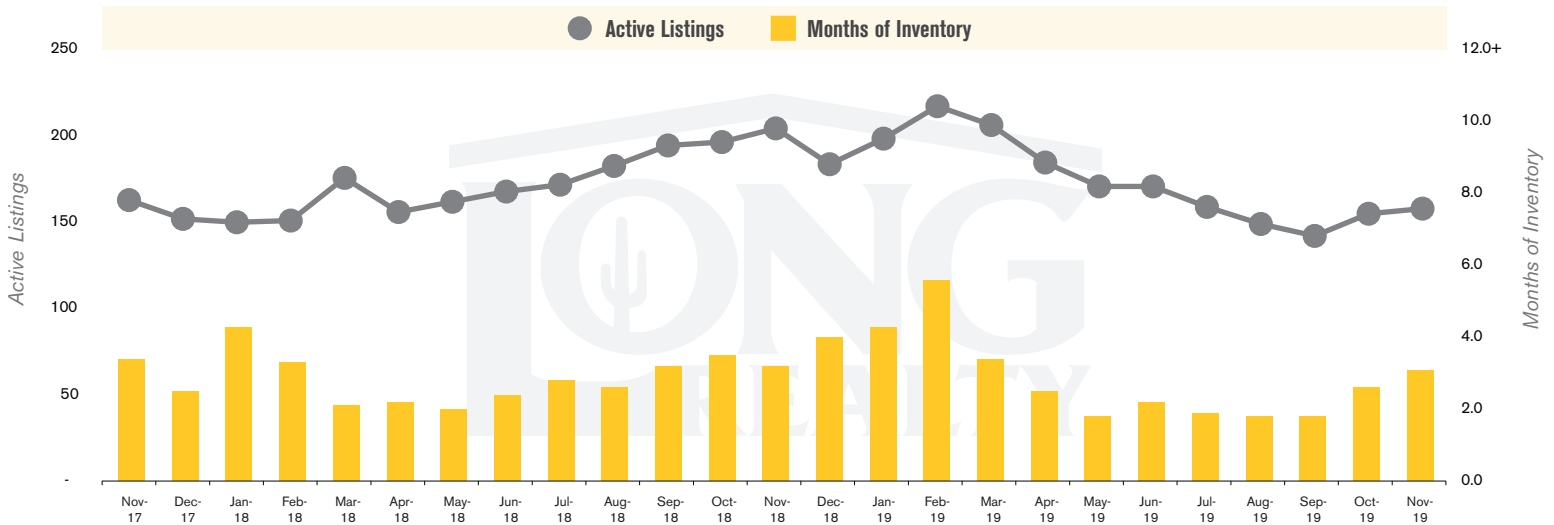


In the Vail area, November 2019 active inventory was 160, a 23% decrease from November 2018. There were 51 closings in November 2019, a 20% decrease from November 2018. Year-to-date 2019 there were 776 closings, a 6% increase from year-to-date 2018. Months of Inventory was 3.1, down from 3.2 in November 2018. Median price of sold homes was \$275,000 for the month of November 2019, a 1% decrease from November 2018. The Vail area had 66 new properties under contract in November 2019, up 3% from November 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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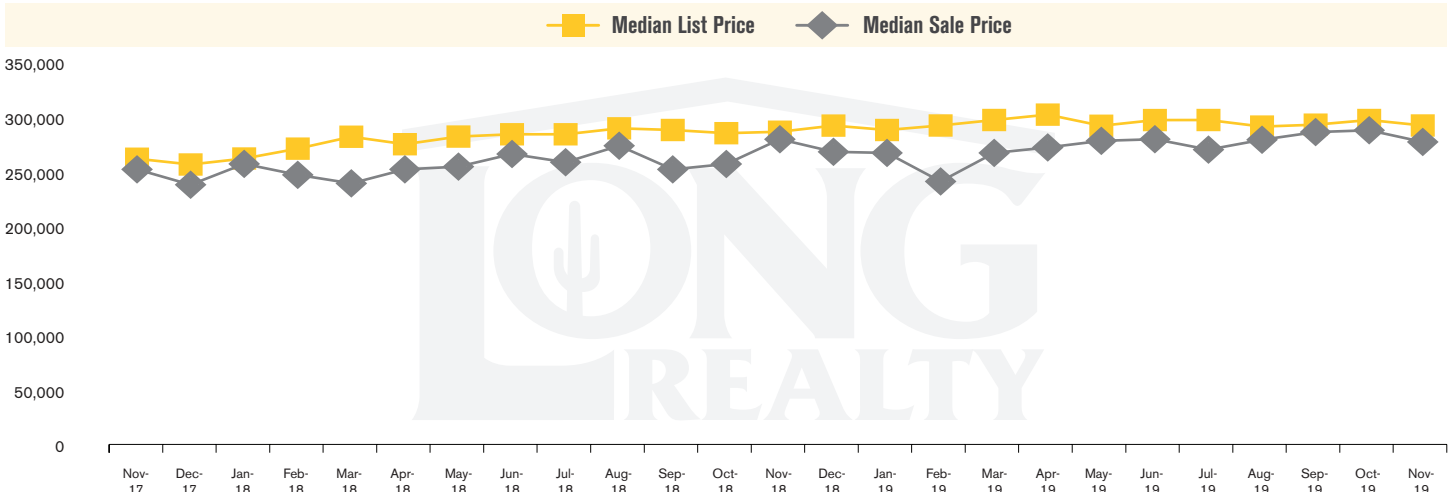
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

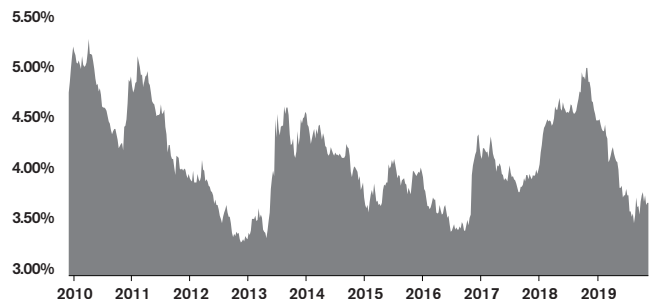


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

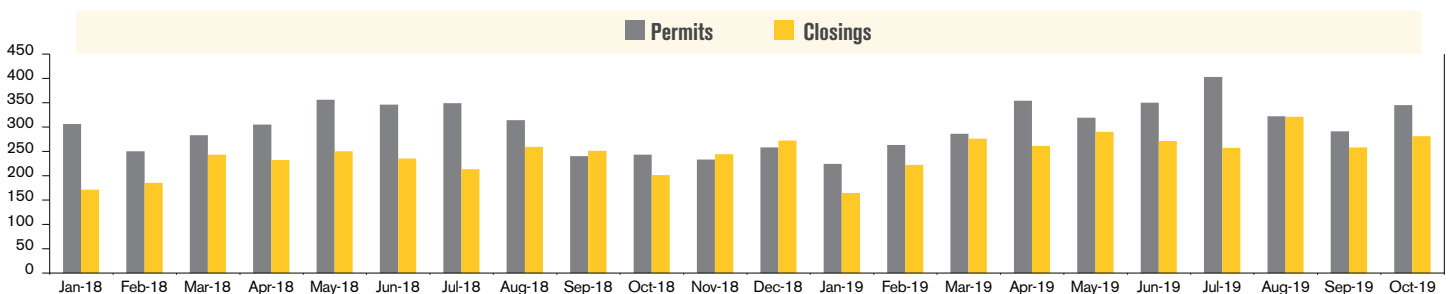
Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2018	\$277,450	4.870%	\$1,394.07
2019	\$275,000	3.700%	\$1,202.49

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For October 2019, new home permits were **up 5%** year-to-date from 2018 and new home closings were **up 16%** 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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19			
\$1 - 49,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	2	1	0	0	n/a	0.0	Seller
\$100,000 - 124,999	0	3	1	0	3	2	0	n/a	0.0	Seller
\$125,000 - 149,999	5	2	1	1	3	2	0	n/a	3.0	Seller
\$150,000 - 174,999	2	6	1	0	5	2	2	1.0	0.9	Seller
\$175,000 - 199,999	5	5	7	7	4	4	4	1.3	0.7	Seller
\$200,000 - 224,999	10	5	10	6	3	3	7	1.4	2.4	Seller
\$225,000 - 249,999	24	10	12	14	8	4	8	3.0	3.5	Seller
\$250,000 - 274,999	19	6	16	10	11	9	4	4.8	2.0	Seller
\$275,000 - 299,999	25	16	11	13	11	11	8	3.1	2.6	Seller
\$300,000 - 349,999	21	13	7	13	12	11	6	3.5	2.3	Seller
\$350,000 - 399,999	14	4	6	12	6	5	4	3.5	2.7	Seller
\$400,000 - 499,999	16	7	11	5	8	8	4	4.0	2.2	Seller
\$500,000 - 599,999	10	2	1	1	4	3	3	3.3	2.7	Seller
\$600,000 - 699,999	1	1	1	0	2	0	1	1.0	1.7	Seller
\$700,000 - 799,999	3	1	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	160	82	86	86	81	64	51	3.1	2.4	Seller



Seller's Market



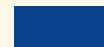
Slight Seller's Market



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 12/04/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2019-11/30/2019. 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 12/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2018 – 11/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

17.7%

Realty Executives Tucson Elite

13.6%

Tierra Antigua Realty

10.9%

Keller Williams Southern Arizona

10.3%

Coldwell Banker Residential Brokerage

6.5%

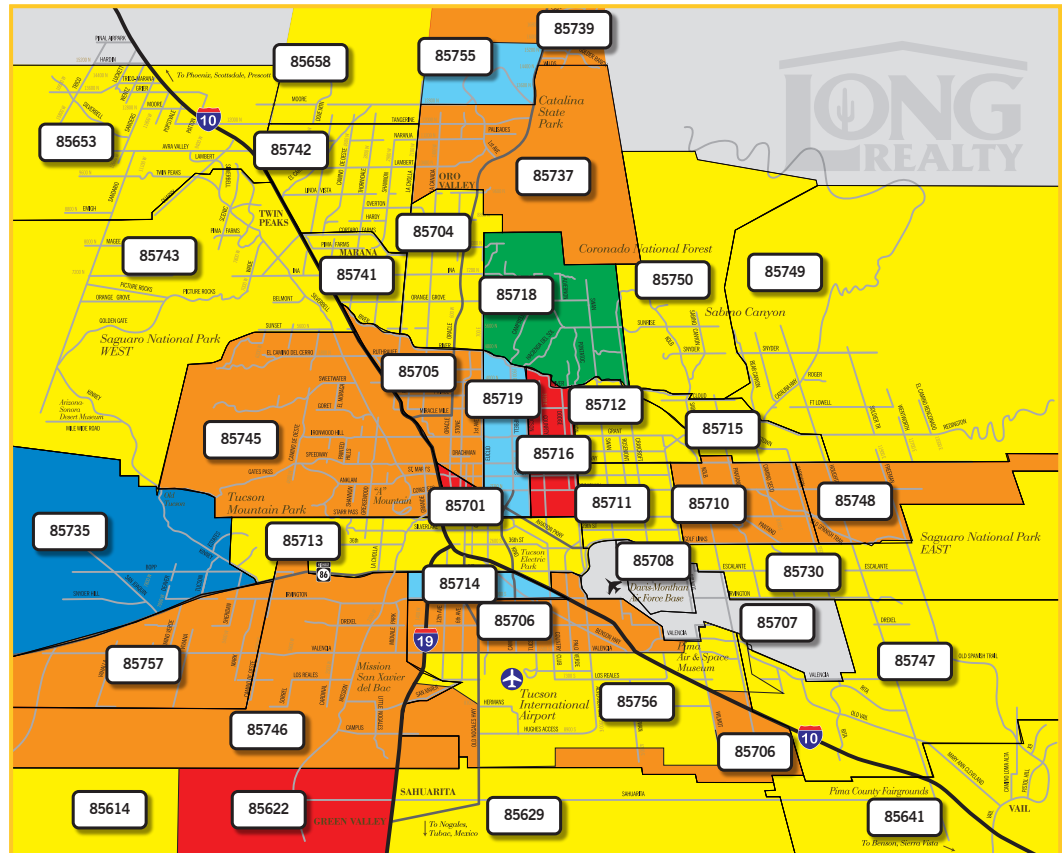
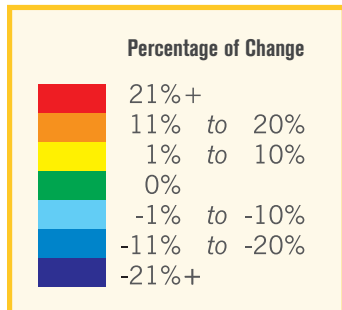
Exp Realty

3.0%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(SEP 2018-NOV 2018 TO SEP 2019-NOV 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 September 2018-November 2018 to September 2019-November 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/04/2019. Information is believed to be reliable, but not guaranteed.