

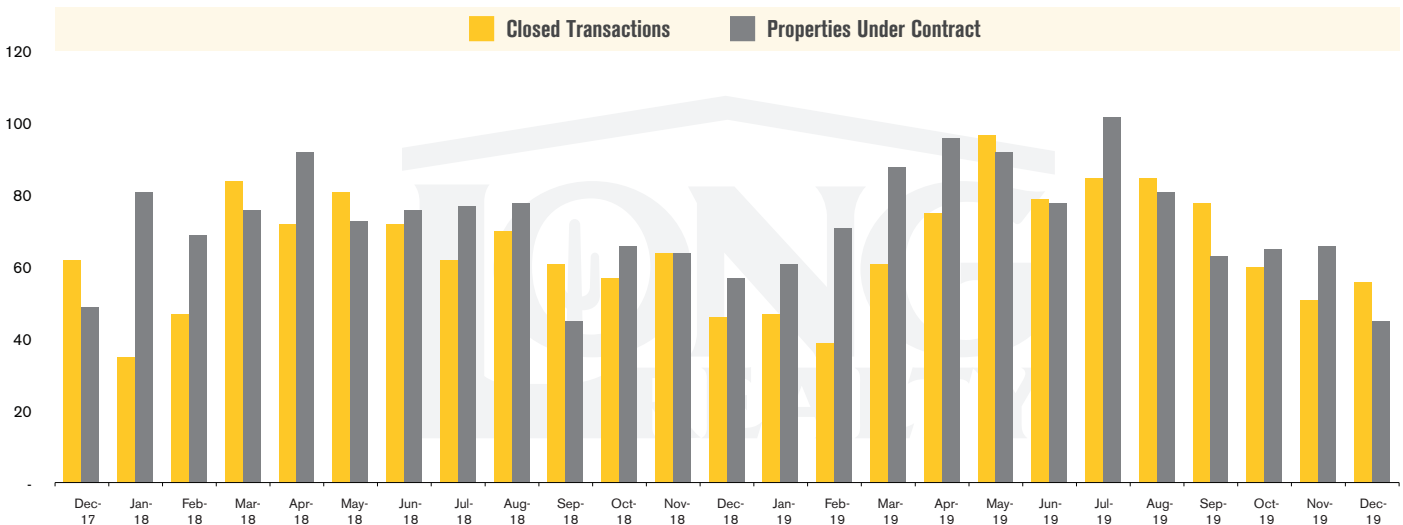
THE HOUSING REPORT

VAIL | JANUARY 2020

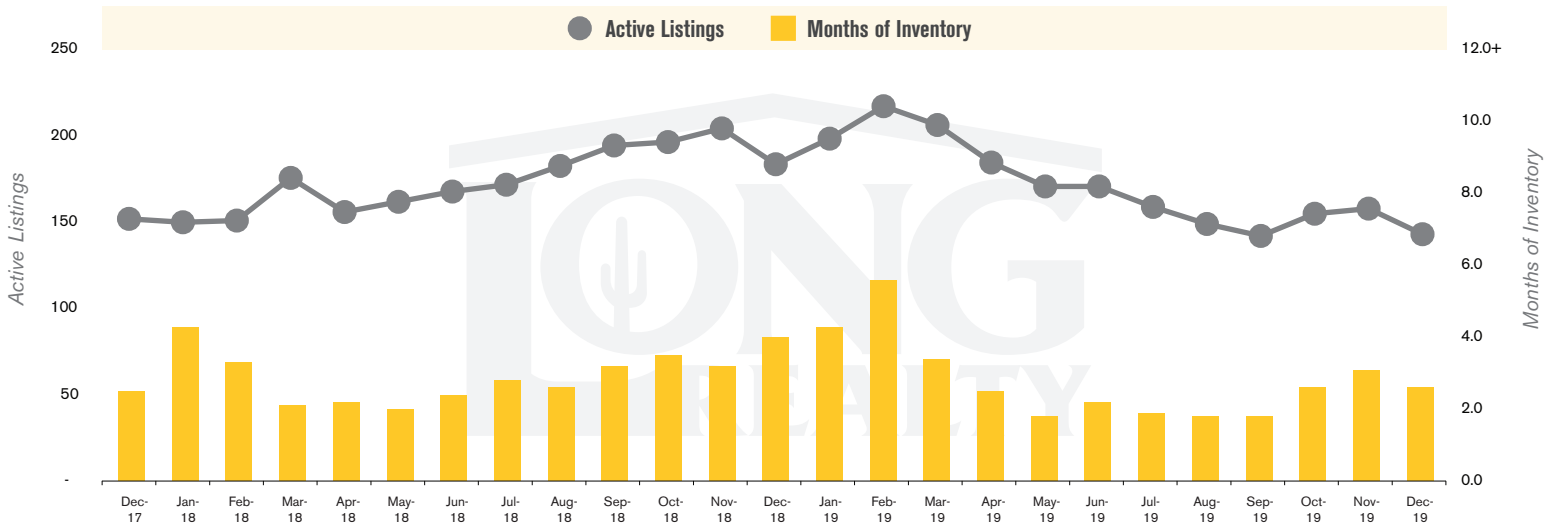


In the Vail area, December 2019 active inventory was 145, a 22% decrease from December 2018. There were 56 closings in December 2019, a 22% increase from December 2018. Year-to-date 2019 there were 844 closings, an 8% increase from year-to-date 2018. Months of Inventory was 2.6, down from 4.0 in December 2018. Median price of sold homes was \$282,250 for the month of December 2019, up 6% from December 2018. The Vail area had 45 new properties under contract in December 2019, down 21% from December 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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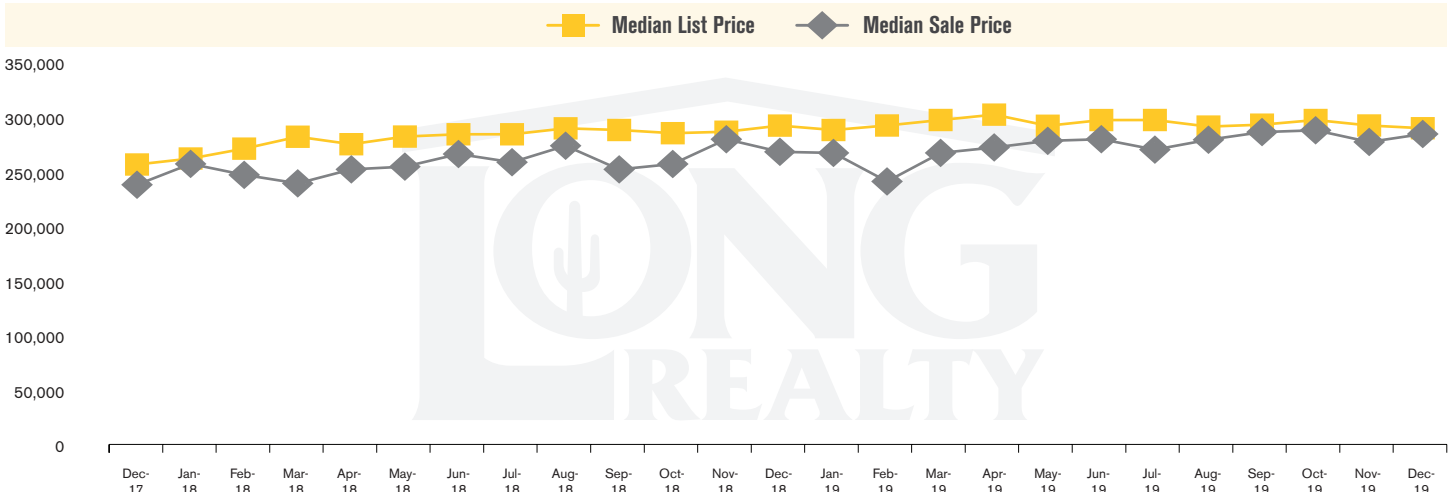
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

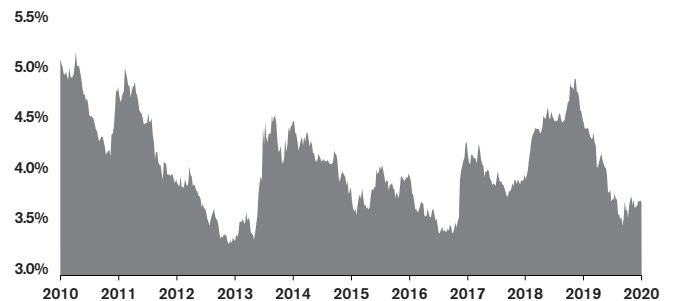


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

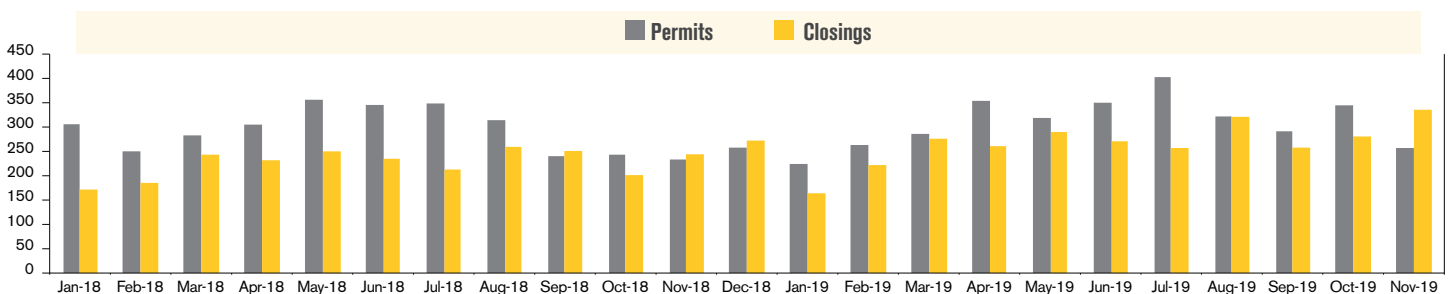
Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2018	\$266,000	4.640%	\$1,301.50
2019	\$282,250	3.840%	\$1,255.52

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)



For November 2019, new home permits were **up 6%** year-to-date from 2018 and new home closings were **up 18%** 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
		Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19			
\$1 - 49,999	0	0	1	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	2	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	1	0	3	2	0	0	n/a	0.0	Seller
\$125,000 - 149,999	3	1	1	3	2	0	2	1.5	3.5	Seller
\$150,000 - 174,999	3	1	0	5	2	2	1	3.0	1.6	Seller
\$175,000 - 199,999	4	7	7	4	4	4	1	4.0	1.1	Seller
\$200,000 - 224,999	8	10	6	3	3	7	6	1.3	1.8	Seller
\$225,000 - 249,999	14	12	14	8	4	11	10	1.4	2.4	Seller
\$250,000 - 274,999	21	16	10	11	9	4	6	3.5	2.9	Seller
\$275,000 - 299,999	23	11	13	11	12	9	10	2.3	2.5	Seller
\$300,000 - 349,999	17	7	13	12	11	12	8	2.1	1.9	Seller
\$350,000 - 399,999	17	6	12	7	5	4	5	3.4	3.3	Seller
\$400,000 - 499,999	16	11	5	8	8	4	4	4.0	2.8	Seller
\$500,000 - 599,999	9	1	1	4	3	3	2	4.5	3.6	Seller
\$600,000 - 699,999	3	1	0	2	0	1	0	n/a	6.0	Balanced
\$700,000 - 799,999	2	0	1	0	0	0	1	2.0	8.0	Slightly Buyer
\$800,000 - 899,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	1	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	2	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	145	86	86	82	65	61	56	2.6	2.5	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 01/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2019-12/31/2019. 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 01/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2019 – 12/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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18.9%

Realty Executives Tucson Elite

13.2%

Tierra Antigua Realty

10.5%

Keller Williams Southern Arizona

9.9%

Coldwell Banker Residential Brokerage

6.0%

Exp Realty

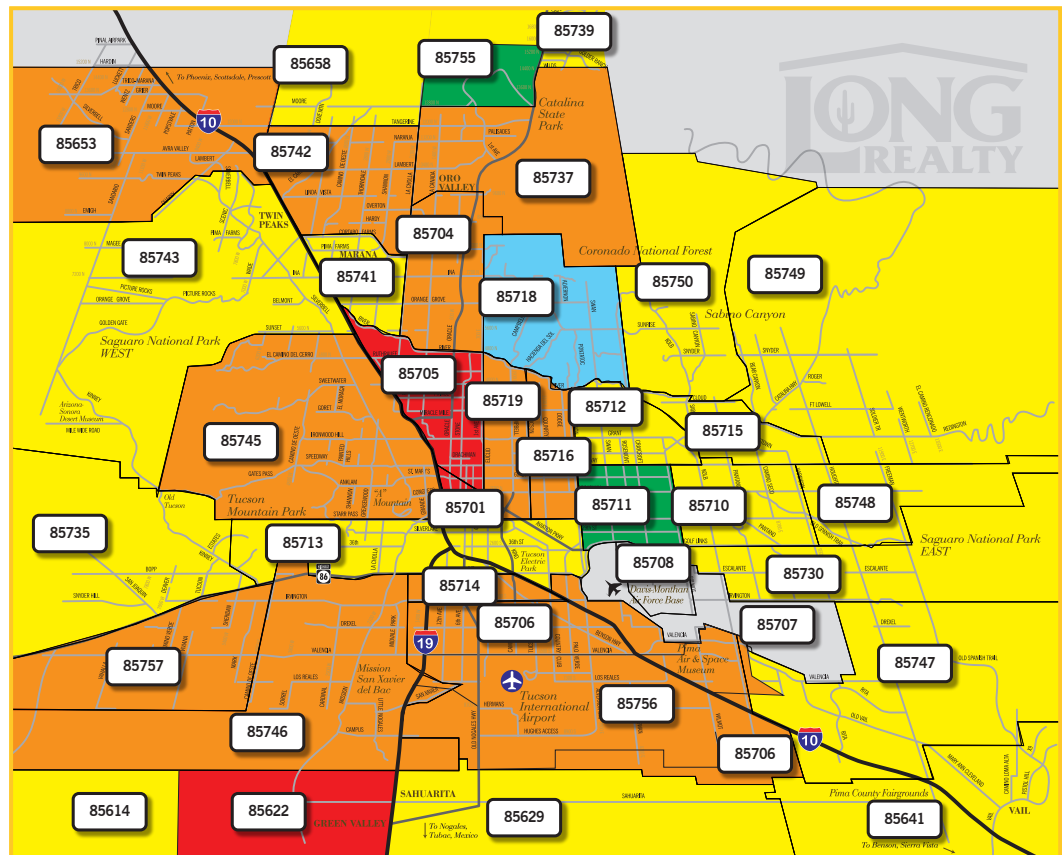
3.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(OCT 2018-DEC 2018 TO OCT 2019-DEC 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 October 2018-December 2018 to October 2019-December 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2020. Information is believed to be reliable, but not guaranteed.