

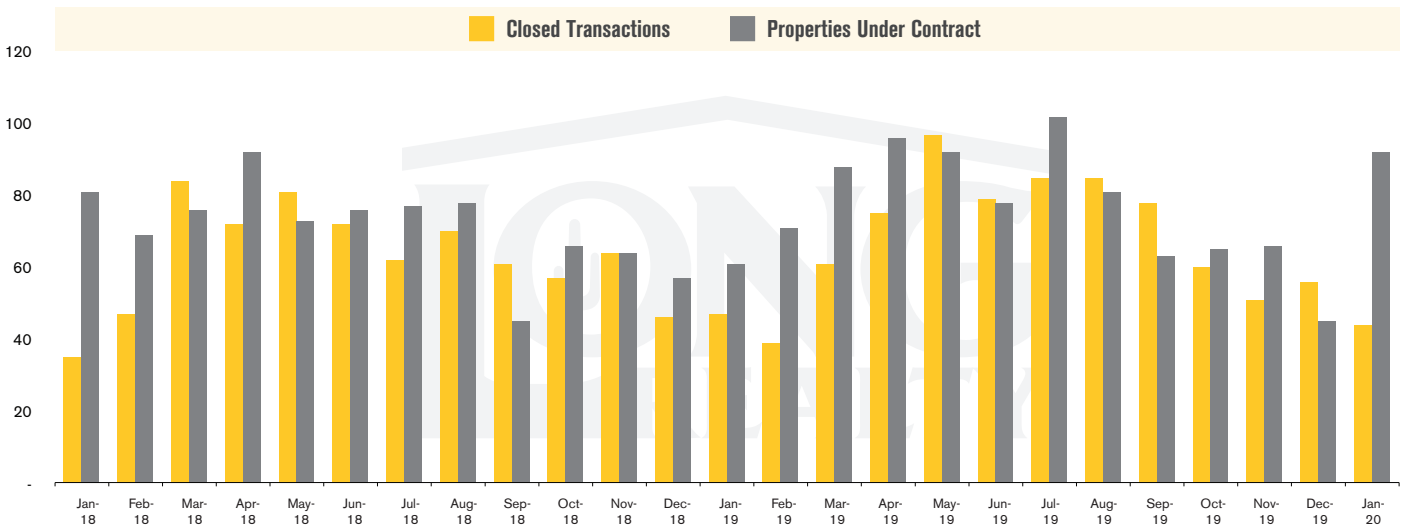
THE HOUSING REPORT

VAIL | FEBRUARY 2020

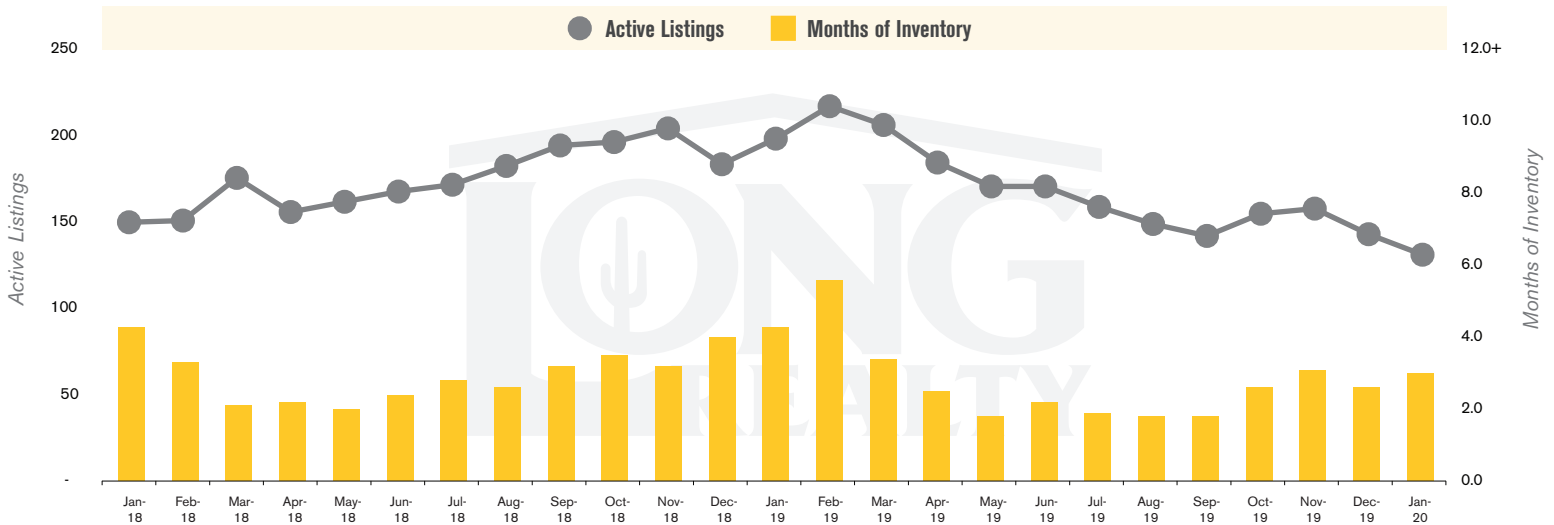


In the Vail area, January 2020 active inventory was 133, a 34% decrease from January 2019. There were 44 closings in January 2020, a 6% decrease from January 2019. Year-to-date 2020 there were 44 closings, a 6% decrease from year-to-date 2018. Months of Inventory was 3.0, down from 4.3 in January 2019. Median price of sold homes was \$274,500 for the month of January 2020, up 4% from January 2019. The Vail area had 92 new properties under contract in January 2020, up 51% from January 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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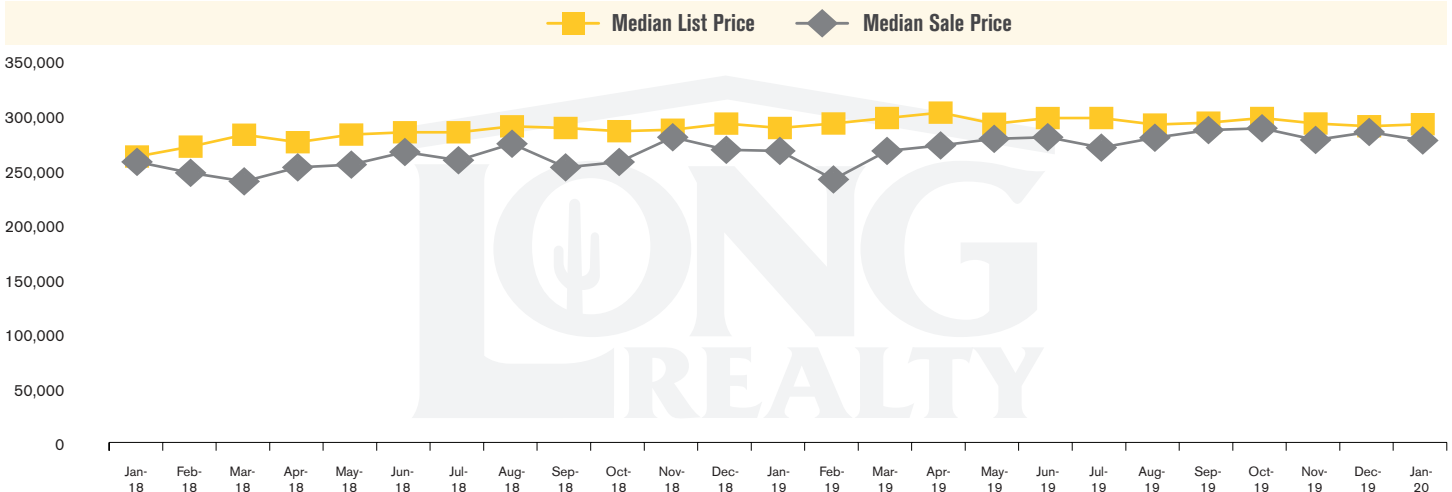
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

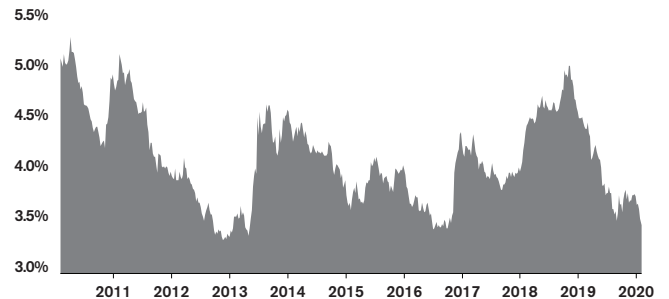


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2019	\$265,000	4.460%	\$1,269.60
2020	\$274,500	3.680%	\$1,197.35

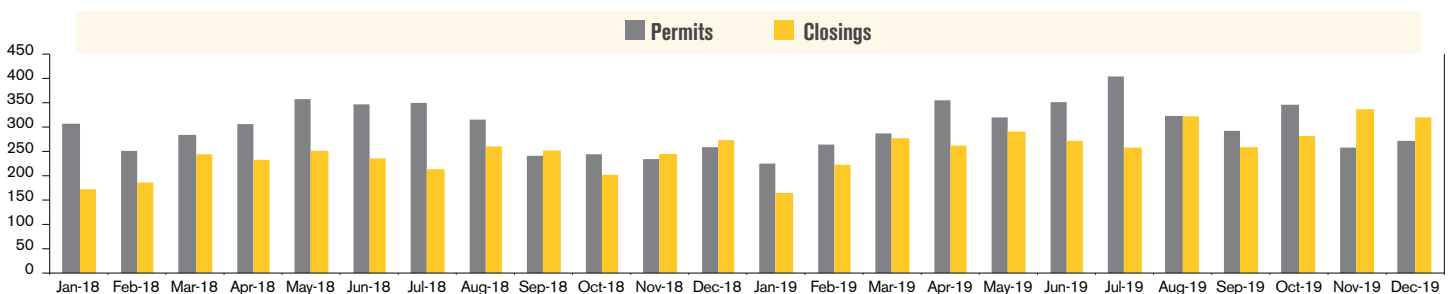
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For December 2019, new home permits were **down 1%** and new home closings were **up 18%** from December 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
		Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20			
\$1 - 49,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	2	1	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	0	3	2	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	3	1	3	2	0	2	1	3.0	3.7	Seller
\$150,000 - 174,999	3	0	5	2	2	1	0	n/a	2.7	Seller
\$175,000 - 199,999	5	7	4	5	4	1	5	1.0	1.4	Seller
\$200,000 - 224,999	4	6	3	3	7	7	4	1.0	1.2	Seller
\$225,000 - 249,999	12	14	8	4	11	10	8	1.5	1.7	Seller
\$250,000 - 274,999	16	10	11	9	4	7	4	4.0	3.7	Seller
\$275,000 - 299,999	21	13	11	12	9	10	3	7.0	3.1	Seller
\$300,000 - 349,999	21	13	12	11	12	8	7	3.0	2.2	Seller
\$350,000 - 399,999	13	12	7	5	4	5	3	4.3	3.7	Seller
\$400,000 - 499,999	13	5	8	8	4	5	4	3.3	3.5	Seller
\$500,000 - 599,999	8	1	4	3	3	2	2	4.0	3.9	Seller
\$600,000 - 699,999	3	0	2	0	1	0	1	3.0	3.5	Seller
\$700,000 - 799,999	3	1	0	0	0	1	0	n/a	8.0	Slightly Buyer
\$800,000 - 899,999	2	0	0	0	0	0	1	2.0	6.0	Balanced
\$900,000 - 999,999	1	0	0	0	0	0	1	1.0	2.0	Seller
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	133	86	82	66	61	59	44	3.0	2.7	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 02/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2019-01/31/2020. 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 02/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2019 – 01/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

18.8%

Realty Executives Tucson Elite

12.9%

Tierra Antigua Realty

10.7%

Keller Williams Southern Arizona

9.2%

Coldwell Banker Residential Brokerage

6.2%

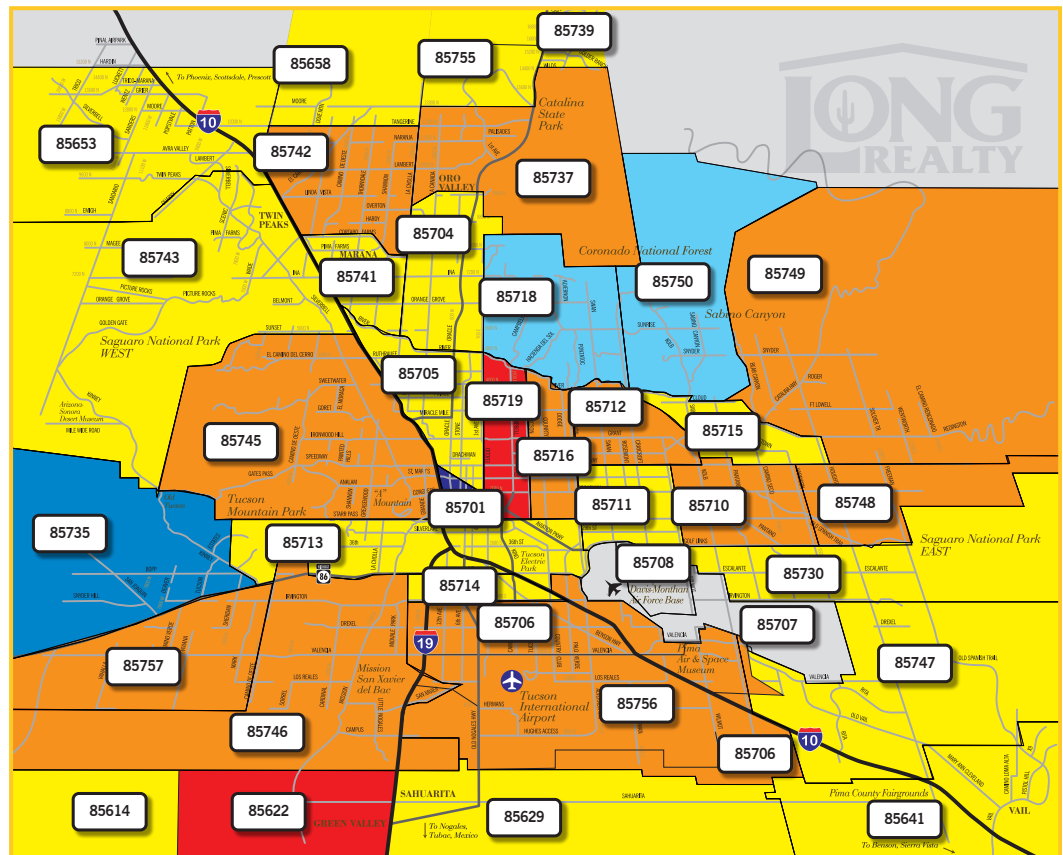
Exp Realty

2.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2018-JAN 2019 TO NOV 2019-JAN 2020)

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.

Stephen Woodall
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This heat map represents the percentage of change in Tucson metro median sales prices from November 2018-January 2019 to November 2019-January 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2020. Information is believed to be reliable, but not guaranteed.