

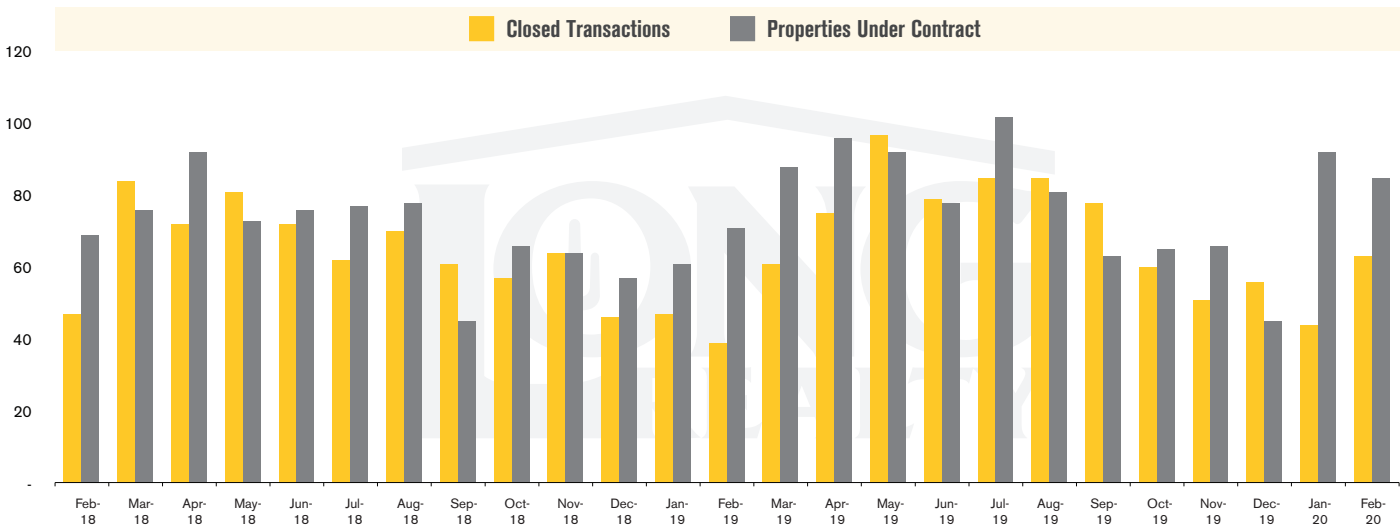
# THE HOUSING REPORT

VAIL | MARCH 2020

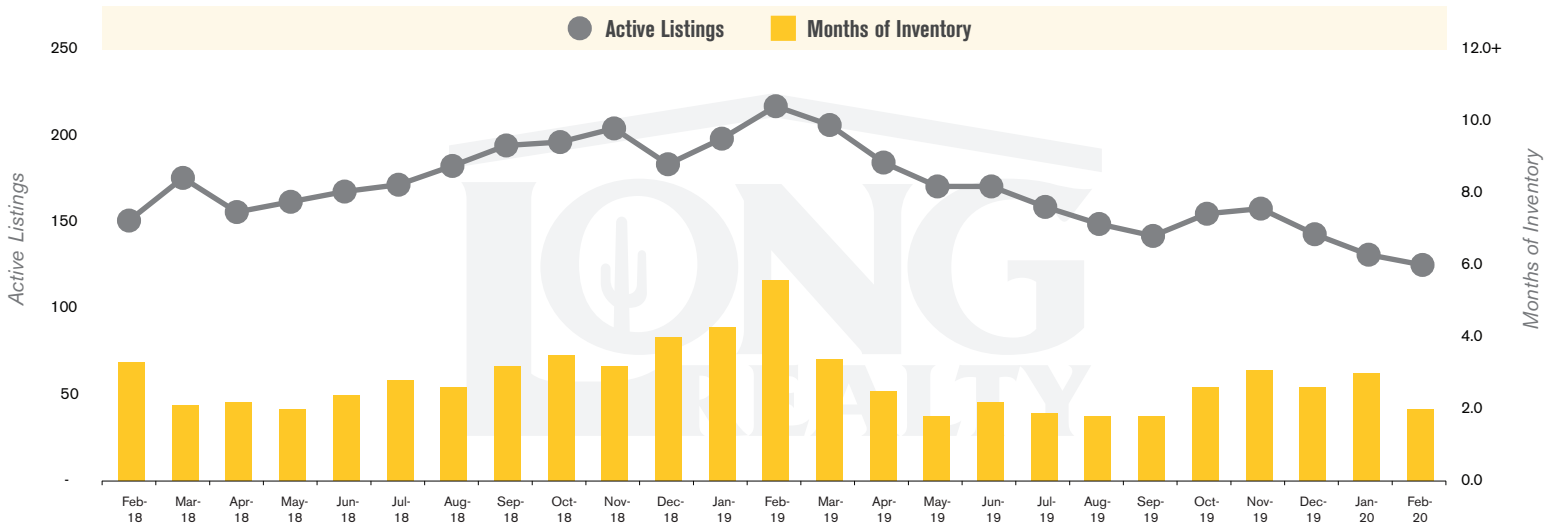


In the Vail area, February 2020 active inventory was 127, a 42% decrease from February 2019. There were 63 closings in February 2020, a 62% increase from February 2019. Year-to-date 2020 there were 114 closings, a 25% increase from year-to-date 2018. Months of Inventory was 2.0, down from 5.6 in February 2019. Median price of sold homes was \$267,000 for the month of February 2020, up 12% from February 2019. The Vail area had 85 new properties under contract in February 2020, up 20% from February 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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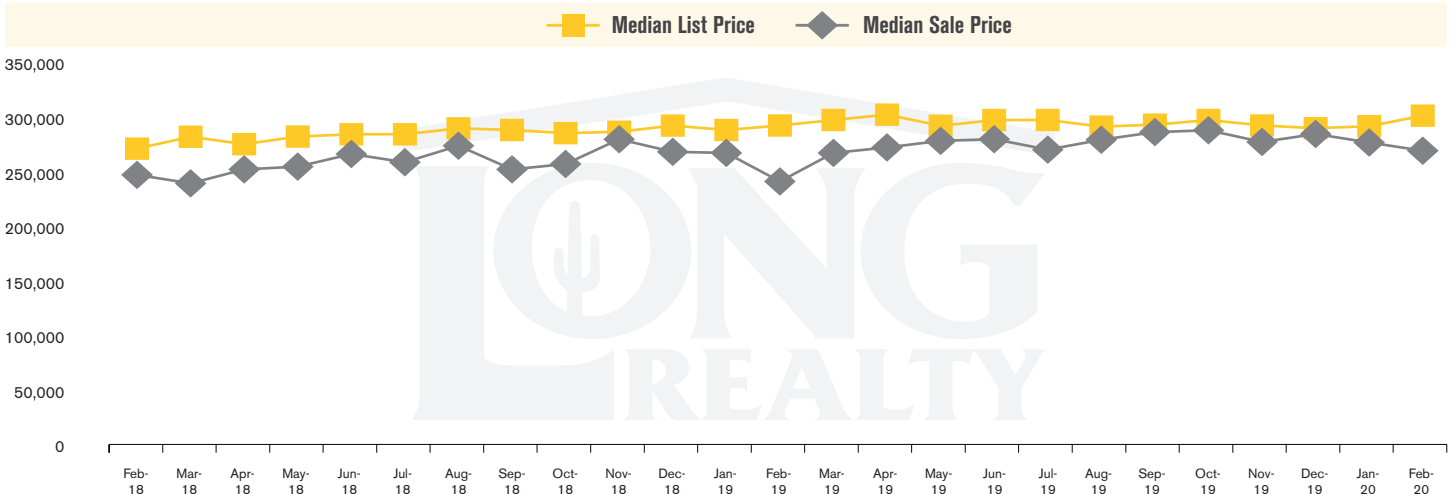
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

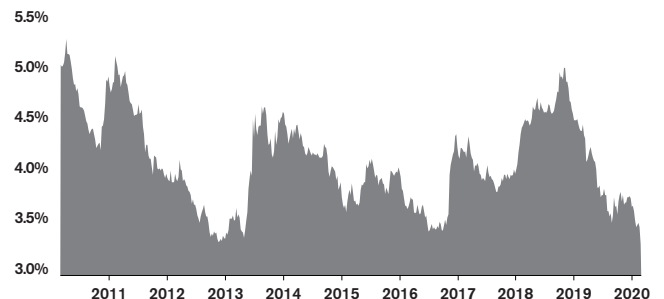


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2019	\$239,000	4.370%	\$1,132.96
2020	\$267,000	3.470%	\$1,134.76

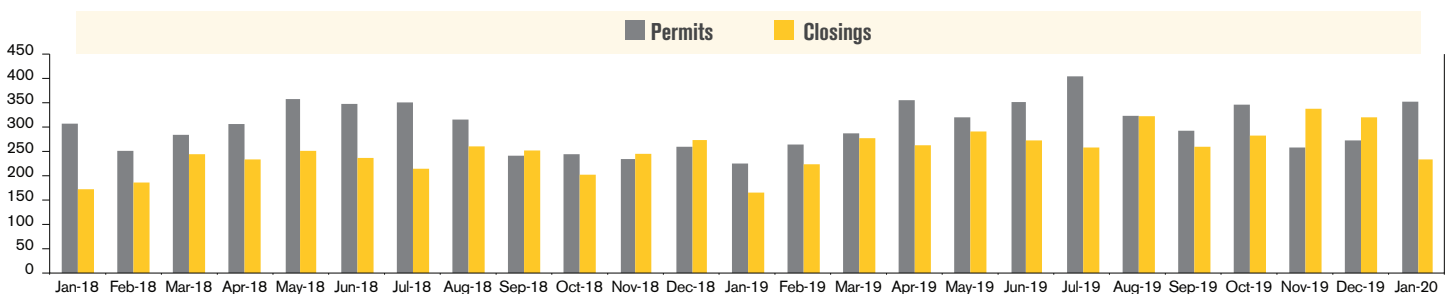
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For January 2020, new home permits were **up 56%** and new home closings were **up 41%** from January 2019.

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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
		Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	1	0.0	1.0	<b>Seller</b>
\$75,000 - 99,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	3	2	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	3	2	0	2	1	3	0.3	1.2	<b>Seller</b>
\$150,000 - 174,999	4	5	2	2	1	0	0	n/a	10.0	<b>Buyer</b>
\$175,000 - 199,999	2	4	5	4	1	5	2	1.0	1.4	<b>Seller</b>
\$200,000 - 224,999	5	3	3	7	7	4	6	0.8	1.0	<b>Seller</b>
\$225,000 - 249,999	7	8	4	11	10	8	10	0.7	1.2	<b>Seller</b>
\$250,000 - 274,999	18	11	9	4	7	5	16	1.1	2.0	<b>Seller</b>
\$275,000 - 299,999	16	11	12	9	10	4	11	1.5	2.4	<b>Seller</b>
\$300,000 - 349,999	23	12	11	12	8	10	5	4.6	2.7	<b>Seller</b>
\$350,000 - 399,999	16	7	5	4	5	3	3	5.3	4.2	<b>Slightly Seller</b>
\$400,000 - 499,999	15	8	8	4	5	4	4	3.8	3.4	<b>Seller</b>
\$500,000 - 599,999	9	4	3	3	2	4	1	9.0	3.7	<b>Seller</b>
\$600,000 - 699,999	4	2	0	1	0	1	0	n/a	10.0	<b>Buyer</b>
\$700,000 - 799,999	2	0	0	0	1	0	0	n/a	7.0	<b>Slightly Buyer</b>
\$800,000 - 899,999	1	0	0	0	0	1	1	1.0	2.5	<b>Seller</b>
\$900,000 - 999,999	1	0	0	0	0	1	0	n/a	3.0	<b>Seller</b>
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>127</b>	<b>82</b>	<b>66</b>	<b>61</b>	<b>59</b>	<b>51</b>	<b>63</b>	<b>2.0</b>	<b>2.3</b>	<b>Seller</b>



**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 03/04/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2019-02/29/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | MARCH 2020



## MARKET SHARE (VAIL)

**Long Realty leads the market in successful real estate sales.**

*Data Obtained 03/04/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2019 – 02/29/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

18.7%

Realty Executives Tucson Elite

12.5%

Tierra Antigua Realty

10.3%

Keller Williams Southern Arizona

8.9%

Coldwell Banker Residential Brokerage

6.1%

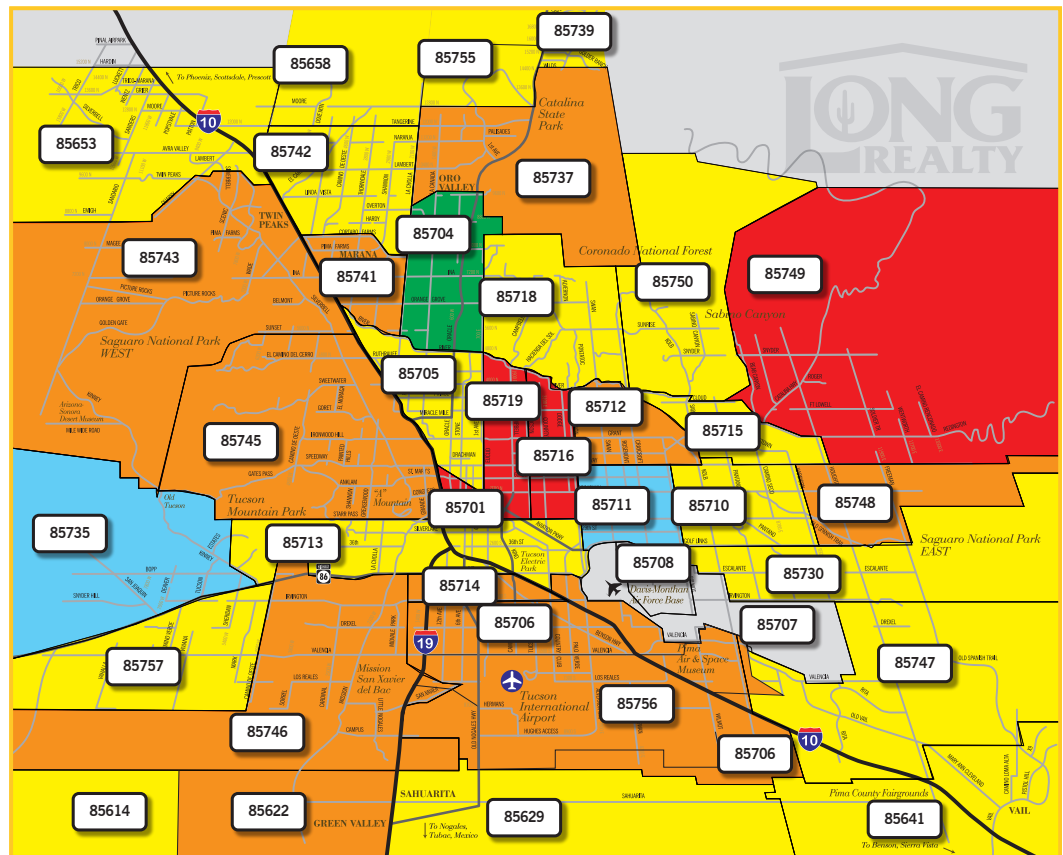
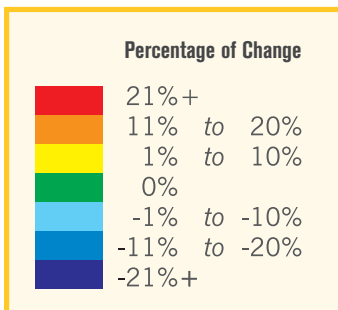
Drh Properties Inc.

2.9%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2018-FEB 2019 TO  
DEC 2019-FEB 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.**

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*This heat map represents the percentage of change in Tucson metro median sales prices from December 2018-February 2019 to December 2019-February 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/04/2020. Information is believed to be reliable, but not guaranteed.*