

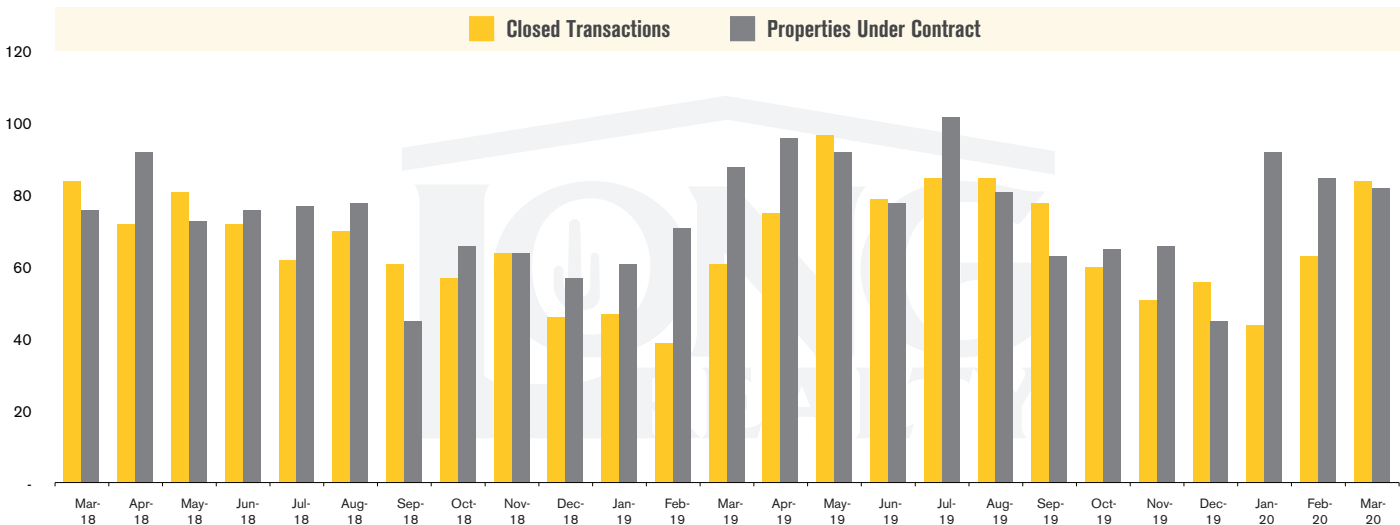
# THE HOUSING REPORT

VAIL | APRIL 2020

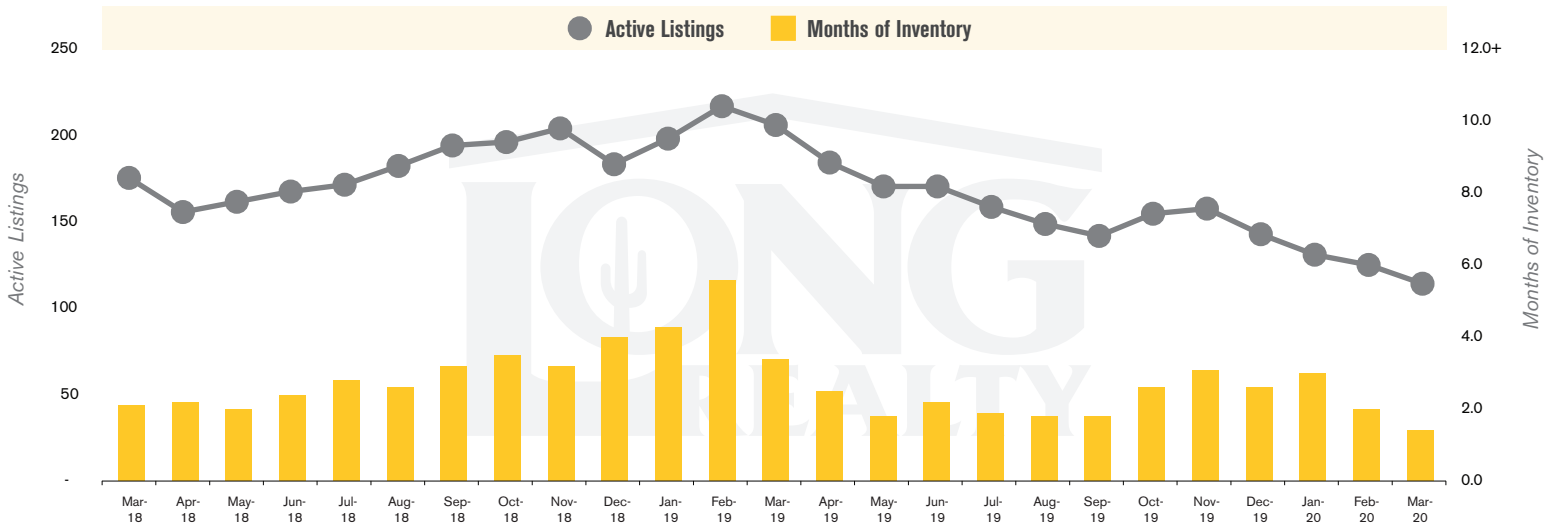


In the Vail area, March 2020 active inventory was 116, a 44% decrease from March 2019. There were 84 closings in March 2020, a 38% increase from March 2019. Year-to-date 2020 there were 200 closings, a 30% increase from year-to-date 2019. Months of Inventory was 1.4, down from 3.4 in March 2019. Median price of sold homes was \$266,475 for the month of March 2020, up 1% from March 2019. The Vail area had 82 new properties under contract in March 2020, down 7% from March 2019.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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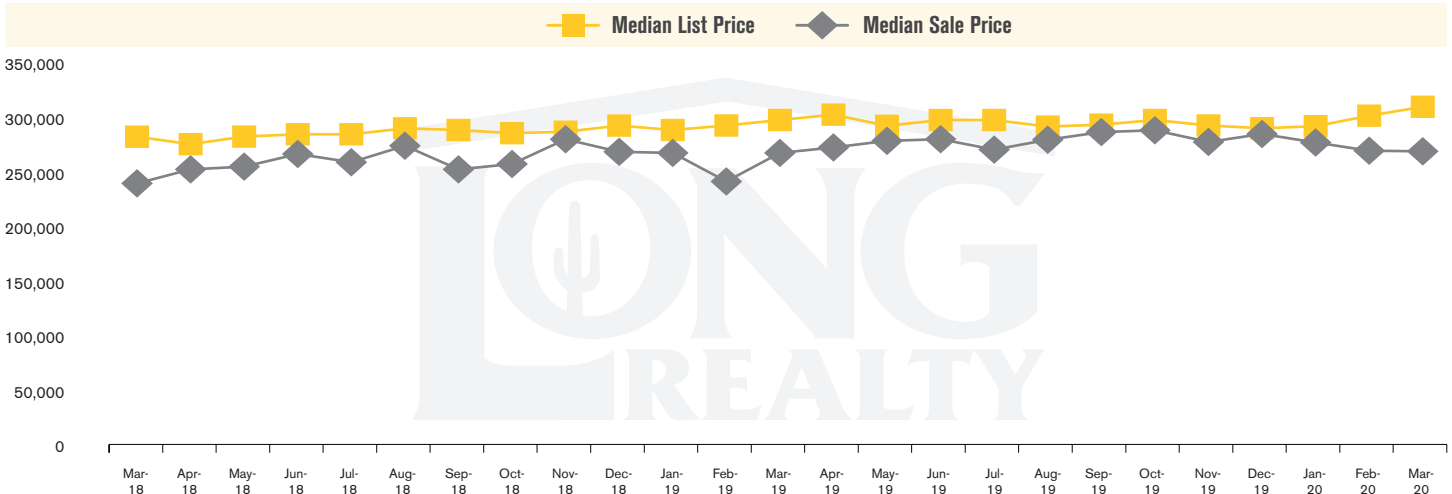
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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

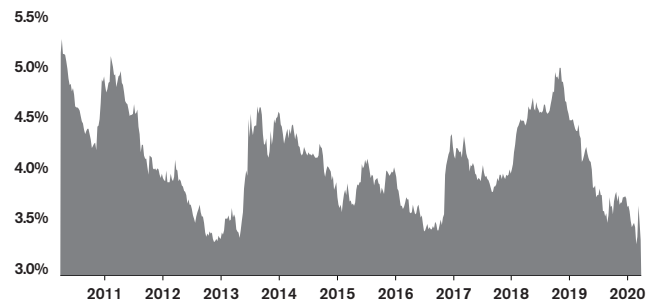


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2019	\$265,000	4.375%	\$1,256.95
2020	\$266,475	3.450%	\$1,129.71

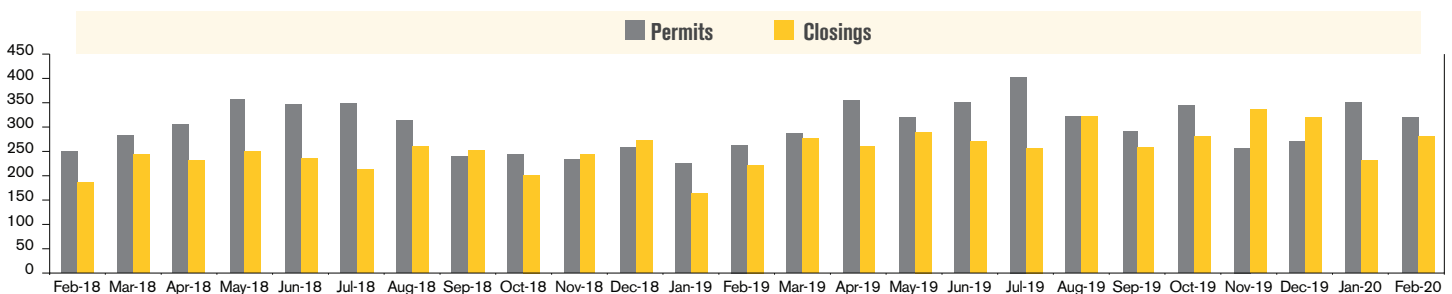
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For February 2020, new home permits were **up 22%** and new home closings were **up 26%** from February 2019.

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# THE HOUSING REPORT

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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
		Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-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	1	0	n/a	1.0	Seller
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	2	0	0	0	0	1	1.0	2.0	Seller
\$125,000 - 149,999	1	2	0	2	1	3	1	1.0	1.0	Seller
\$150,000 - 174,999	3	2	2	1	0	0	6	0.5	1.7	Seller
\$175,000 - 199,999	2	5	4	1	5	2	5	0.4	0.8	Seller
\$200,000 - 224,999	5	3	7	7	4	6	9	0.6	0.7	Seller
\$225,000 - 249,999	7	4	11	10	8	10	12	0.6	0.9	Seller
\$250,000 - 274,999	15	9	4	7	5	16	12	1.3	1.5	Seller
\$275,000 - 299,999	16	12	9	10	4	11	11	1.5	2.0	Seller
\$300,000 - 349,999	21	11	12	8	10	5	10	2.1	2.6	Seller
\$350,000 - 399,999	13	5	4	5	3	3	4	3.3	4.2	Slightly Seller
\$400,000 - 499,999	12	8	4	5	4	4	8	1.5	2.5	Seller
\$500,000 - 599,999	8	3	3	2	4	1	4	2.0	2.8	Seller
\$600,000 - 699,999	3	0	1	0	1	0	0	n/a	10.0	Buyer
\$700,000 - 799,999	3	0	0	1	0	0	1	3.0	8.0	Slightly Buyer
\$800,000 - 899,999	2	0	0	0	1	1	0	n/a	2.5	Seller
\$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
<b>TOTAL</b>	<b>116</b>	<b>66</b>	<b>61</b>	<b>59</b>	<b>51</b>	<b>63</b>	<b>84</b>	<b>1.4</b>	<b>1.9</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 04/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2020-03/31/2020. 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 04/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2019 – 03/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

19.0%

Realty Executives Tucson Elite

12.5%

Tierra Antigua Realty

10.5%

Keller Williams Southern Arizona

8.6%

Coldwell Banker Residential Brokerage

6.5%

Exp Realty

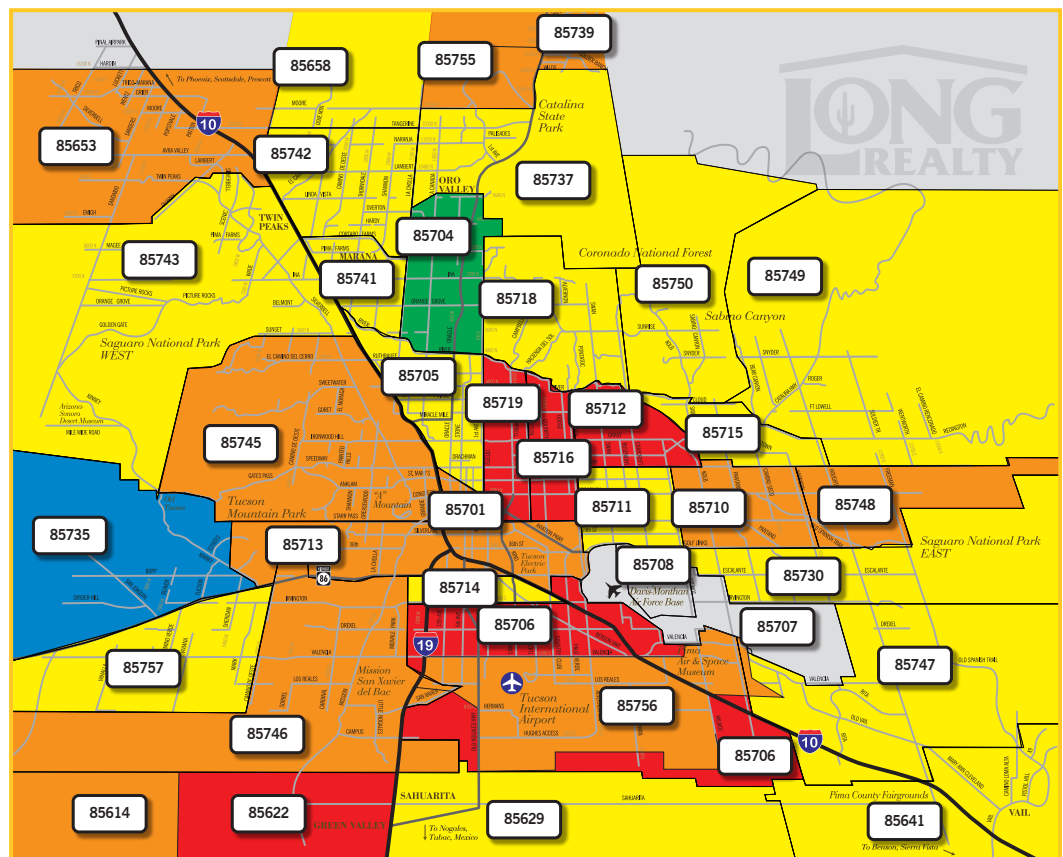
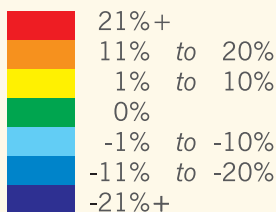
3.0%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2019-MAR 2019 TO  
JAN 2020-MAR 2020)

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 January 2019-March 2019 to January 2020-March 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2020. Information is believed to be reliable, but not guaranteed.