

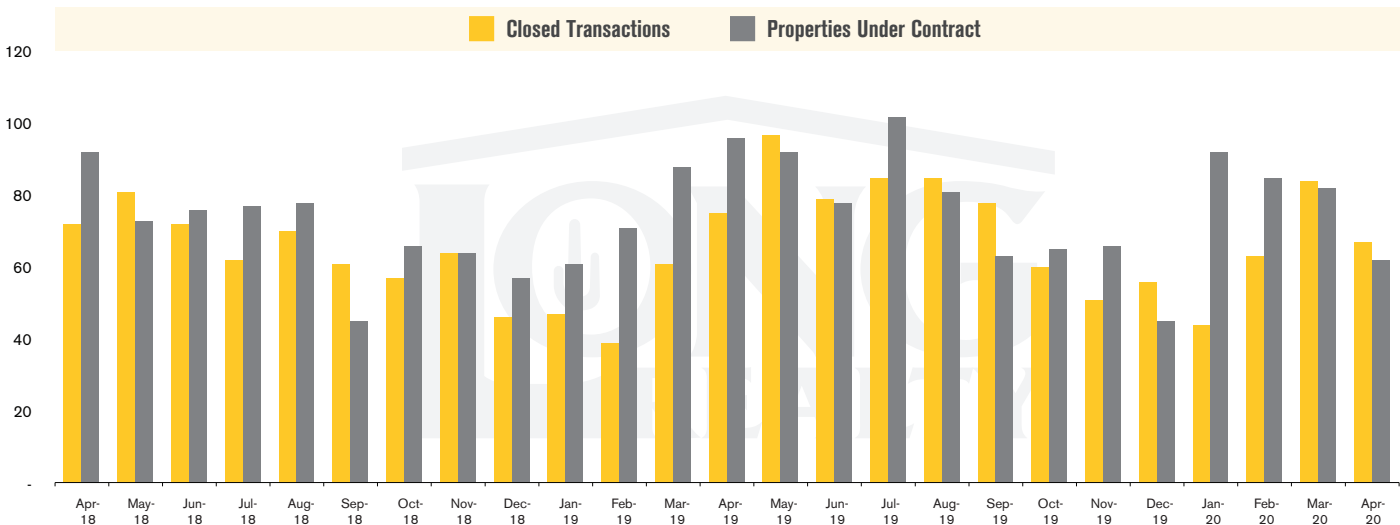
THE HOUSING REPORT

VAIL | MAY 2020

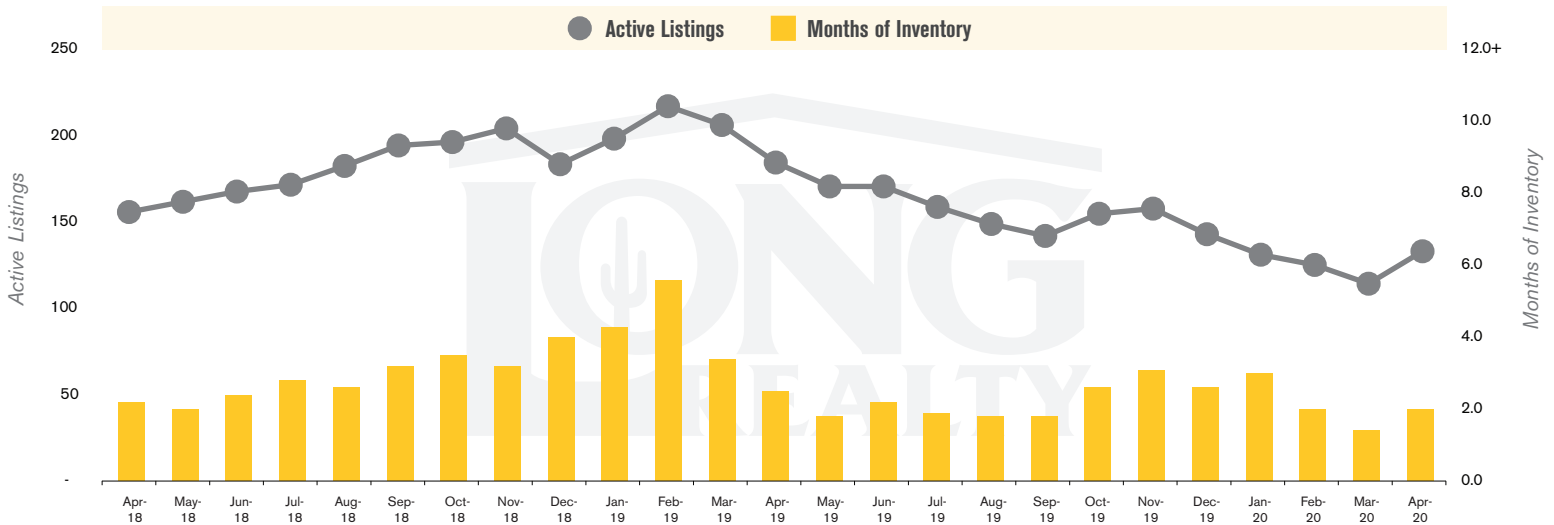


In the Vail area, April 2020 active inventory was 135, a 28% decrease from April 2019. There were 67 closings in April 2020, a 11% decrease from April 2019. Year-to-date 2020 there were 271 closings, a 17% increase from year-to-date 2019. Months of Inventory was 2.0, down from 2.5 in April 2019. Median price of sold homes was \$275,000 for the month of April 2020, up 2% from April 2019. The Vail area had 62 new properties under contract in April 2020, down 35% from April 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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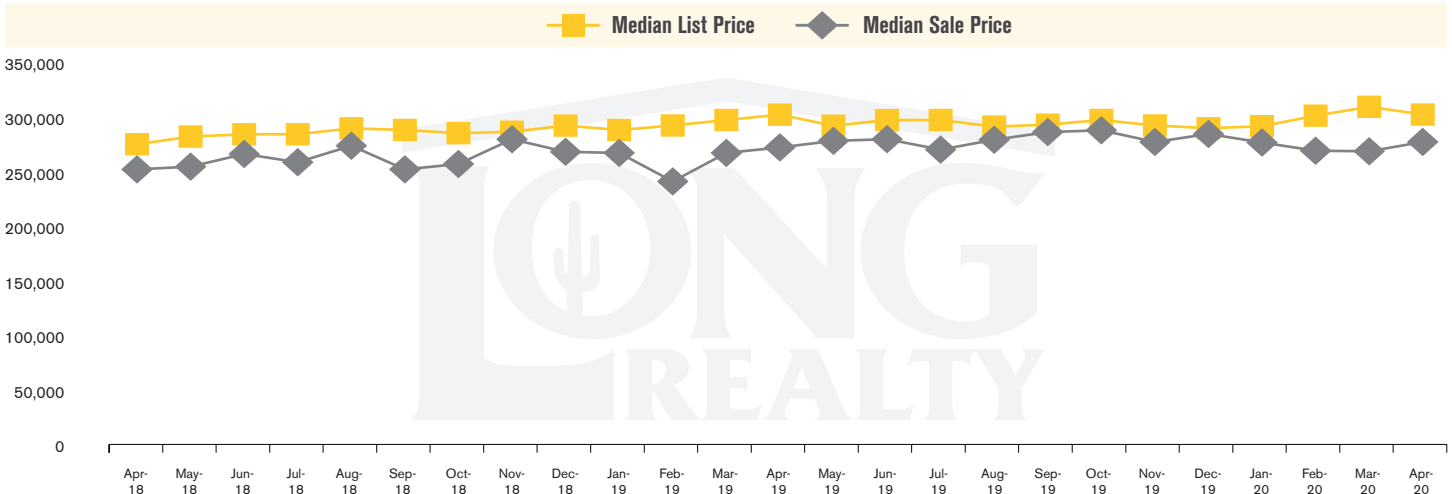
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

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VAIL | MAY 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

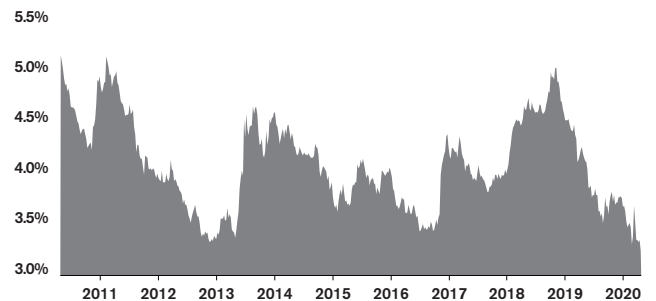


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$255,000 | 6.140% | \$1,474.29 |
| 2019 | \$270,000 | 4.140% | \$1,245.36 |
| 2020 | \$275,000 | 3.310% | \$1,145.60 |

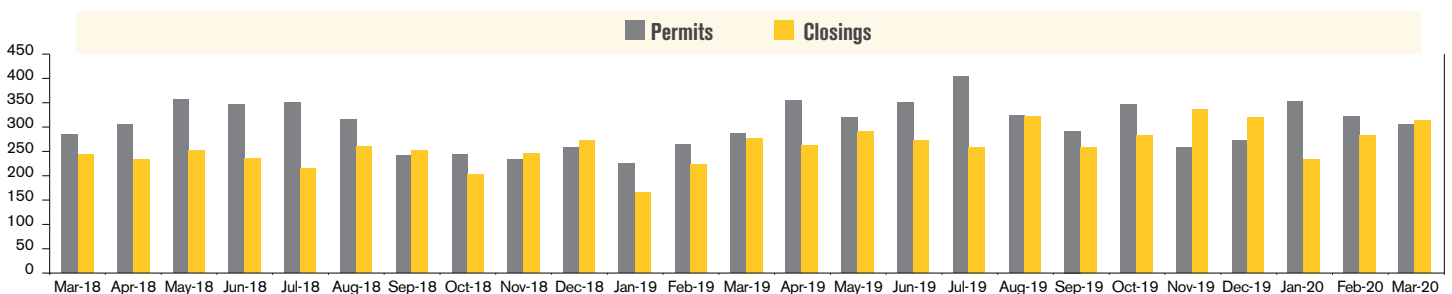
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For March 2020, new home permits were **up 7%** and new home closings were **up 13%** from March 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|----------------------------------------|-------------------|
| | | Nov-19 | Dec-19 | Jan-20 | Feb-20 | Mar-20 | Apr-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 | 1 | 0 | 0 | n/a | 0.0 | Seller |
| \$75,000 - 99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$100,000 - 124,999 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | n/a | 2.0 | Seller |
| \$125,000 - 149,999 | 1 | 0 | 2 | 1 | 3 | 1 | 1 | 1.0 | 0.6 | Seller |
| \$150,000 - 174,999 | 4 | 2 | 1 | 0 | 0 | 6 | 2 | 2.0 | 1.4 | Seller |
| \$175,000 - 199,999 | 1 | 4 | 1 | 5 | 2 | 9 | 5 | 0.2 | 0.3 | Seller |
| \$200,000 - 224,999 | 8 | 7 | 7 | 4 | 6 | 7 | 3 | 2.7 | 1.1 | Seller |
| \$225,000 - 249,999 | 14 | 11 | 10 | 8 | 10 | 13 | 7 | 2.0 | 0.9 | Seller |
| \$250,000 - 274,999 | 16 | 4 | 7 | 5 | 16 | 12 | 14 | 1.1 | 1.2 | Seller |
| \$275,000 - 299,999 | 18 | 9 | 10 | 4 | 11 | 12 | 9 | 2.0 | 1.6 | Seller |
| \$300,000 - 349,999 | 21 | 12 | 8 | 10 | 6 | 10 | 10 | 2.1 | 2.5 | Seller |
| \$350,000 - 399,999 | 14 | 4 | 5 | 3 | 3 | 4 | 7 | 2.0 | 3.1 | Seller |
| \$400,000 - 499,999 | 17 | 4 | 5 | 4 | 4 | 9 | 6 | 2.8 | 2.3 | Seller |
| \$500,000 - 599,999 | 8 | 3 | 2 | 4 | 1 | 4 | 2 | 4.0 | 3.6 | Seller |
| \$600,000 - 699,999 | 3 | 1 | 0 | 1 | 0 | 0 | 1 | 3.0 | 10.0 | Buyer |
| \$700,000 - 799,999 | 3 | 0 | 1 | 0 | 0 | 1 | 0 | n/a | 8.0 | Slightly Buyer |
| \$800,000 - 899,999 | 2 | 0 | 0 | 1 | 1 | 0 | 0 | n/a | 5.0 | Balanced |
| \$900,000 - 999,999 | 1 | 0 | 0 | 1 | 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 | 135 | 61 | 59 | 51 | 64 | 89 | 67 | 2.0 | 1.7 | 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 05/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2020-04/30/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

VAIL | MAY 2020



MARKET SHARE (VAIL)

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2019 – 04/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

18.5%

Realty Executives Tucson Elite

12.5%

Tierra Antigua Realty

10.5%

Keller Williams Southern Arizona

8.8%

Coldwell Banker Residential Brokerage

5.9%

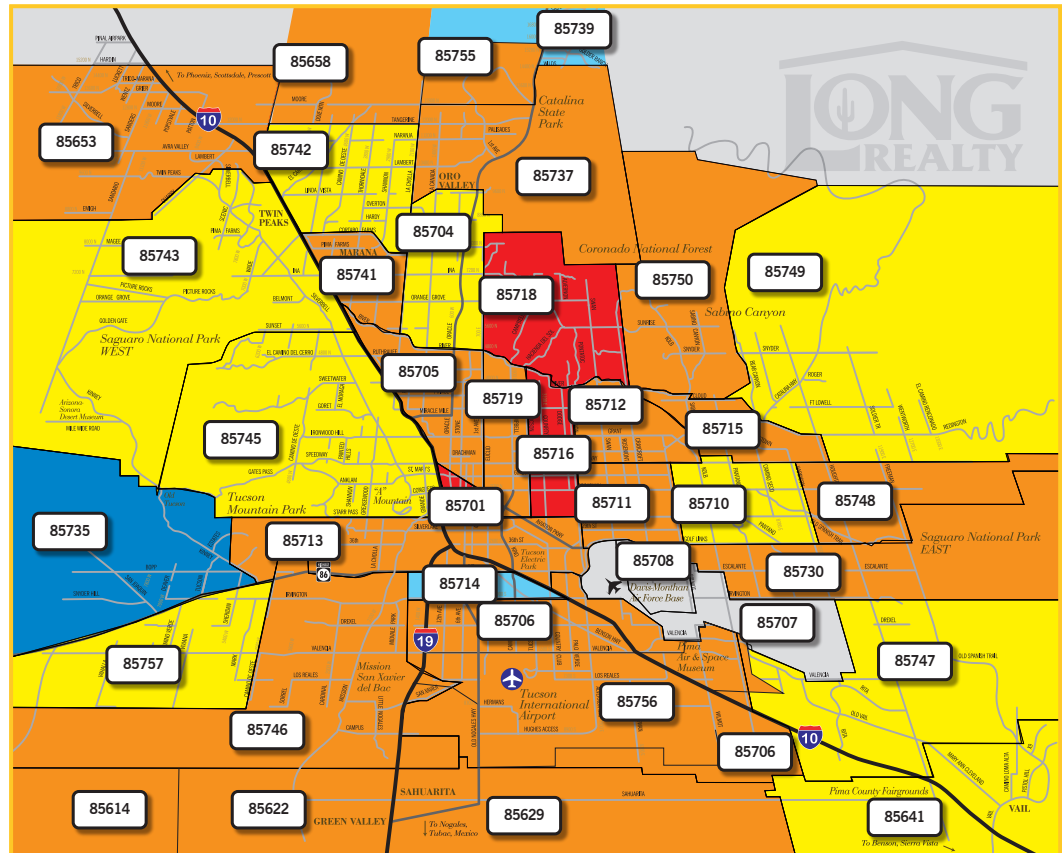
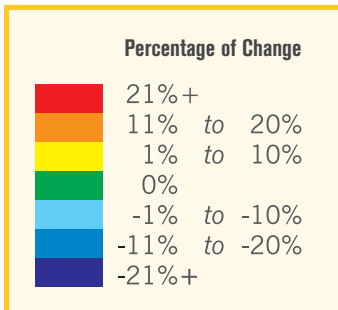
Lennar Sales Corp.

3.0%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(FEB 2019-APR 2019 TO
FEB 2020-APR 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 February 2019-April 2019 to February 2020-April 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/05/2020. Information is believed to be reliable, but not guaranteed.