

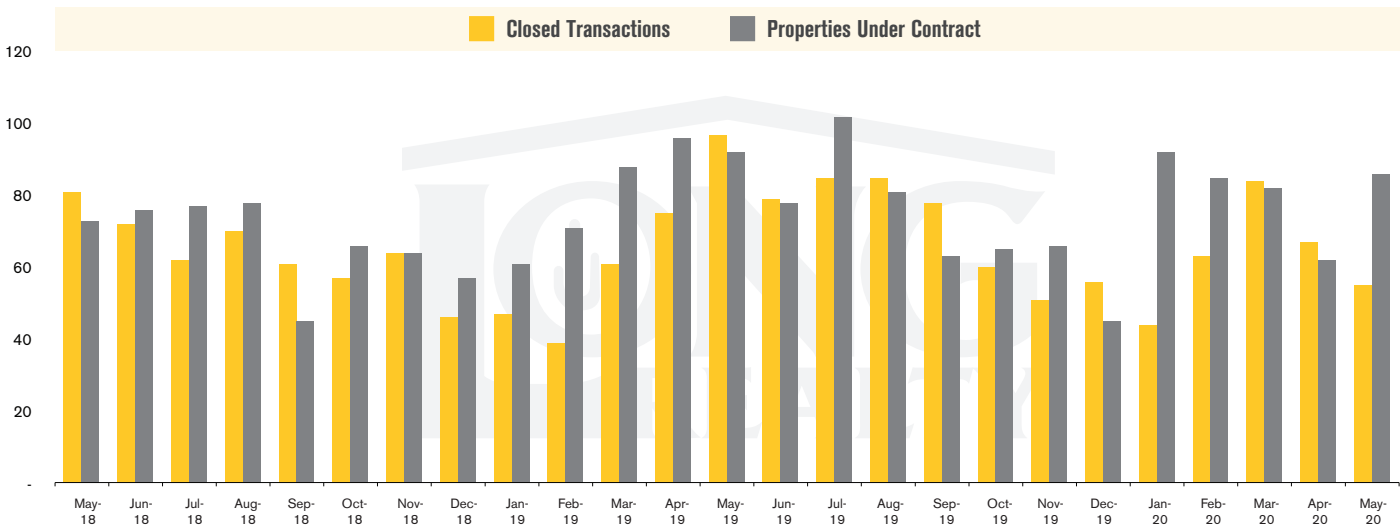
# THE HOUSING REPORT

VAIL | JUNE 2020

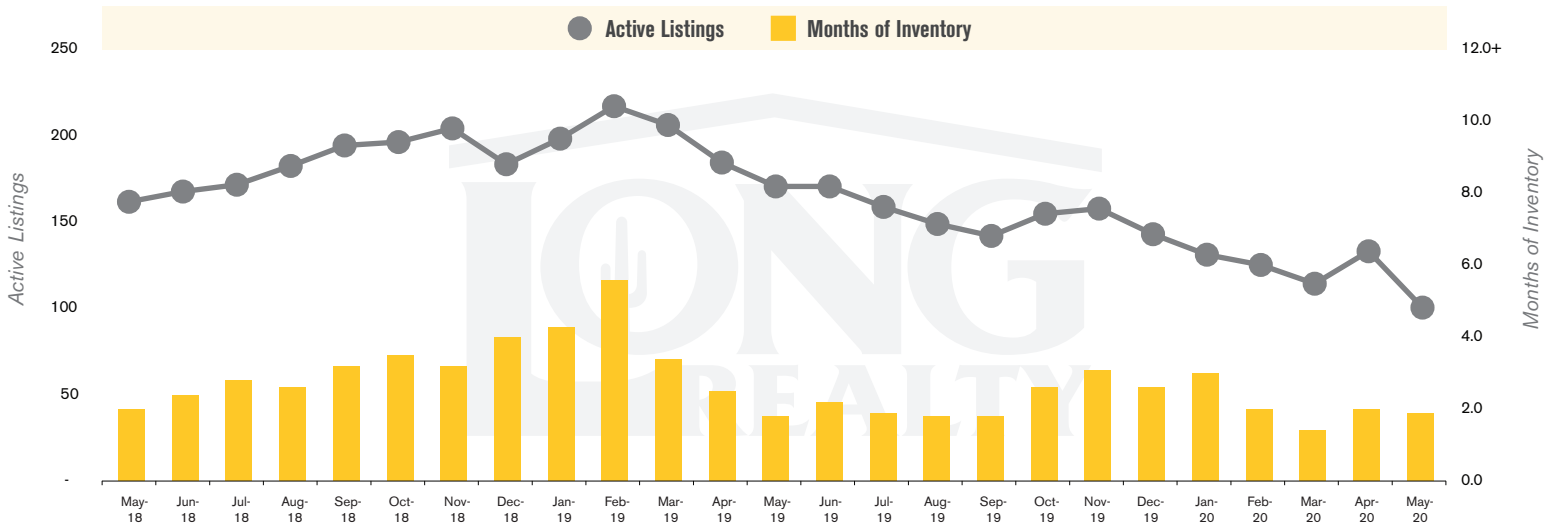


In the Vail area, May 2020 active inventory was 102, a 41% decrease from May 2019. There were 55 closings in May 2020, a 43% decrease from May 2019. Year-to-date 2020 there were 328 closings, a 1% decrease from year-to-date 2019. Months of Inventory was 1.9, up from 1.8 in May 2019. Median price of sold homes was \$295,000 for the month of May 2020, up 7% from May 2019. The Vail area had 86 new properties under contract in May 2020, down 7% from May 2019.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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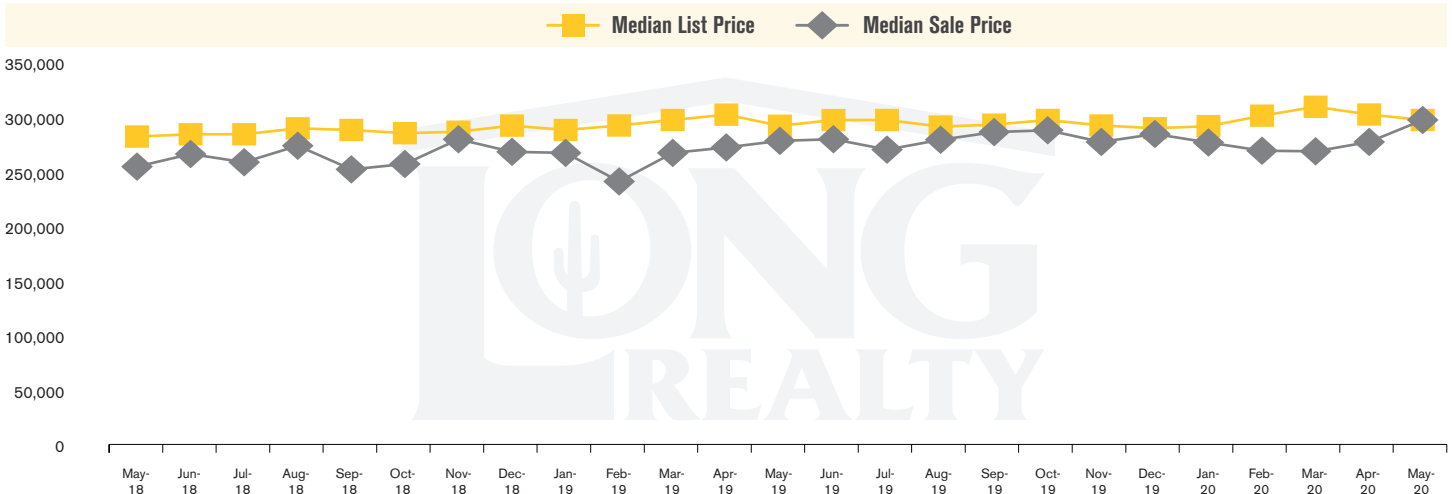
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | JUNE 2020



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

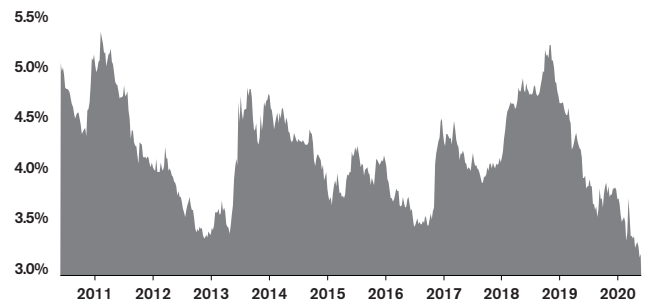


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2019	\$276,000	4.070%	\$1,262.39
2020	\$295,000	3.230%	\$1,216.59

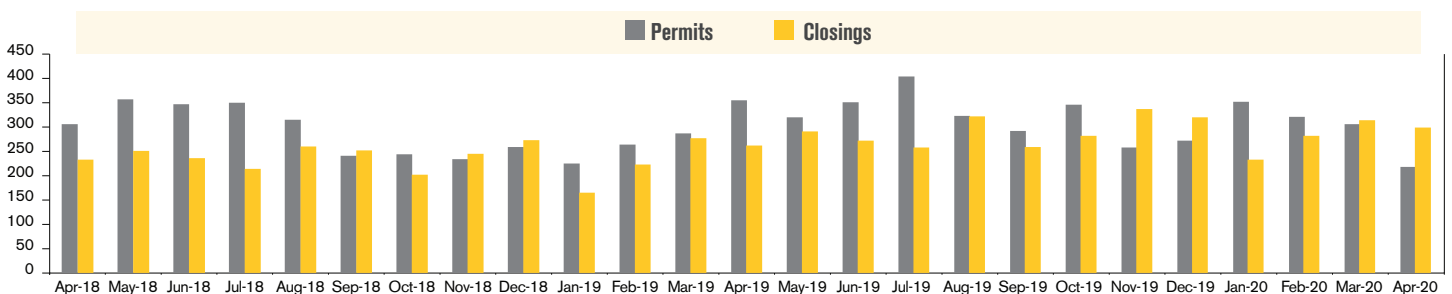
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For April 2020, new home permits were **down 39%** and new home closings were **up 14%** from April 2019.

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# THE HOUSING REPORT

VAIL | JUNE 2020



## 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
		Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	2	0	0	0	1	0	0	n/a	4.0	<b>Seller</b>
\$125,000 - 149,999	1	2	1	3	1	1	0	n/a	1.5	<b>Seller</b>
\$150,000 - 174,999	3	1	0	0	6	2	2	1.5	1.0	<b>Seller</b>
\$175,000 - 199,999	1	1	5	2	9	5	2	0.5	0.3	<b>Seller</b>
\$200,000 - 224,999	5	7	4	6	7	3	5	1.0	1.2	<b>Seller</b>
\$225,000 - 249,999	10	10	8	10	13	7	7	1.4	1.1	<b>Seller</b>
\$250,000 - 274,999	9	7	5	16	12	15	7	1.3	1.2	<b>Seller</b>
\$275,000 - 299,999	13	10	4	11	12	9	5	2.6	1.8	<b>Seller</b>
\$300,000 - 349,999	12	8	10	6	10	11	11	1.1	1.7	<b>Seller</b>
\$350,000 - 399,999	12	5	3	3	4	7	6	2.0	2.3	<b>Seller</b>
\$400,000 - 499,999	14	5	4	4	9	6	7	2.0	2.0	<b>Seller</b>
\$500,000 - 599,999	7	2	4	1	4	2	2	3.5	2.9	<b>Seller</b>
\$600,000 - 699,999	4	0	1	0	0	1	0	n/a	10.0	<b>Buyer</b>
\$700,000 - 799,999	2	1	0	0	1	0	1	2.0	4.0	<b>Seller</b>
\$800,000 - 899,999	2	0	1	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	4	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>102</b>	<b>59</b>	<b>51</b>	<b>64</b>	<b>89</b>	<b>69</b>	<b>55</b>	<b>1.9</b>	<b>1.7</b>	<b>Seller</b>



**Seller's Market**



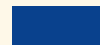
**Slight Seller's Market**



**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 06/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2020-05/31/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | JUNE 2020



## MARKET SHARE (VAIL)

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

*Data Obtained 06/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2019 – 05/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

18.6%

Realty Executives Tucson Elite

12.3%

Tierra Antigua Realty

10.6%

Keller Williams Southern Arizona

8.3%

Coldwell Banker Residential Brokerage

6.1%

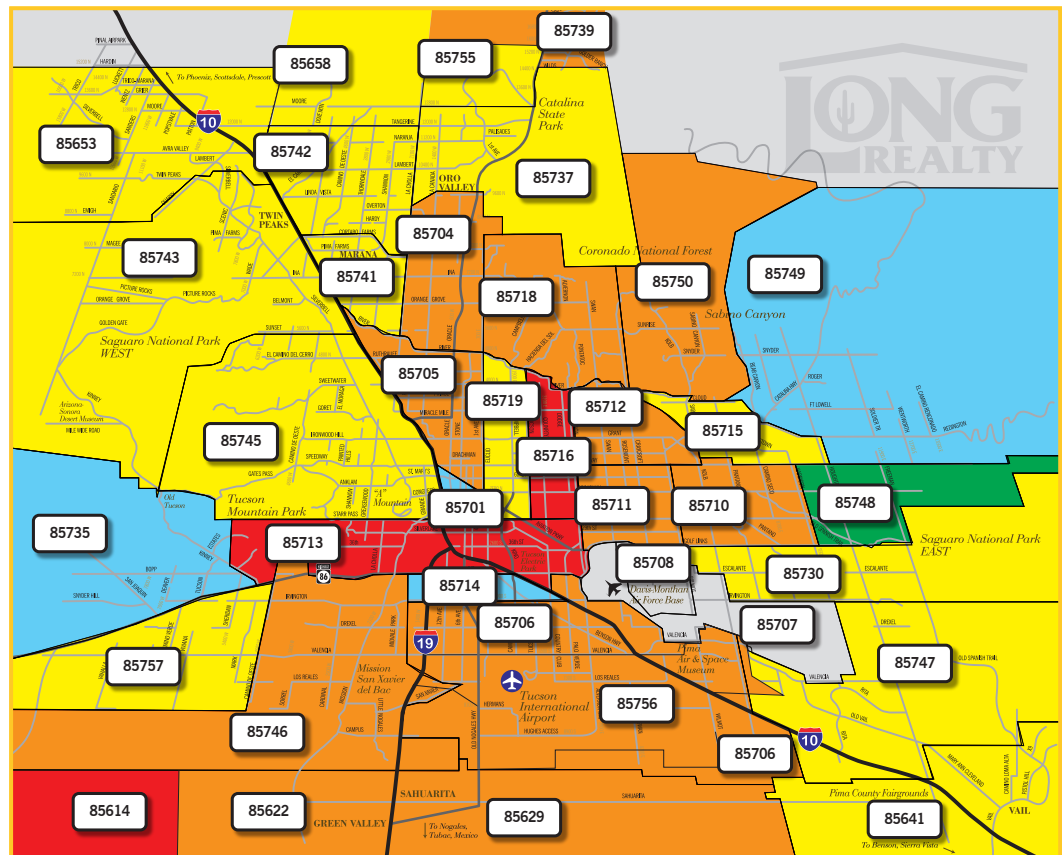
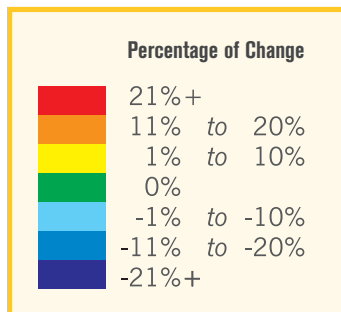
Lennar Sales Corp.

3.2%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2019-MAY 2019 TO  
MAR 2020-MAY 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 March 2019-May 2019 to March 2020-May 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/03/2020. Information is believed to be reliable, but not guaranteed.*