

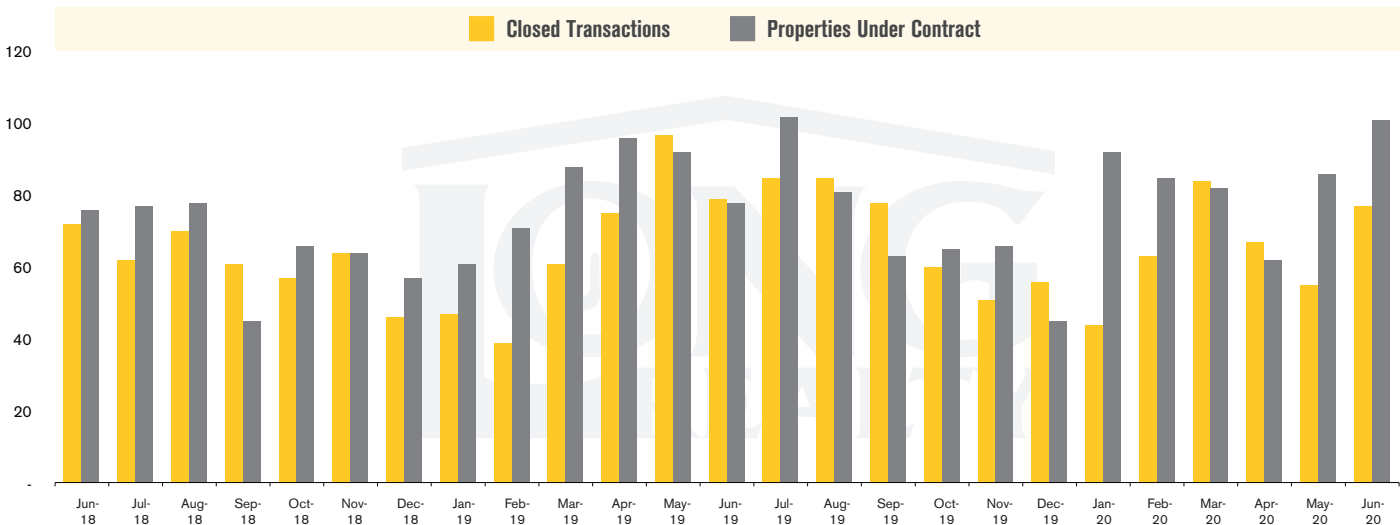
THE HOUSING REPORT

VAIL | JULY 2020

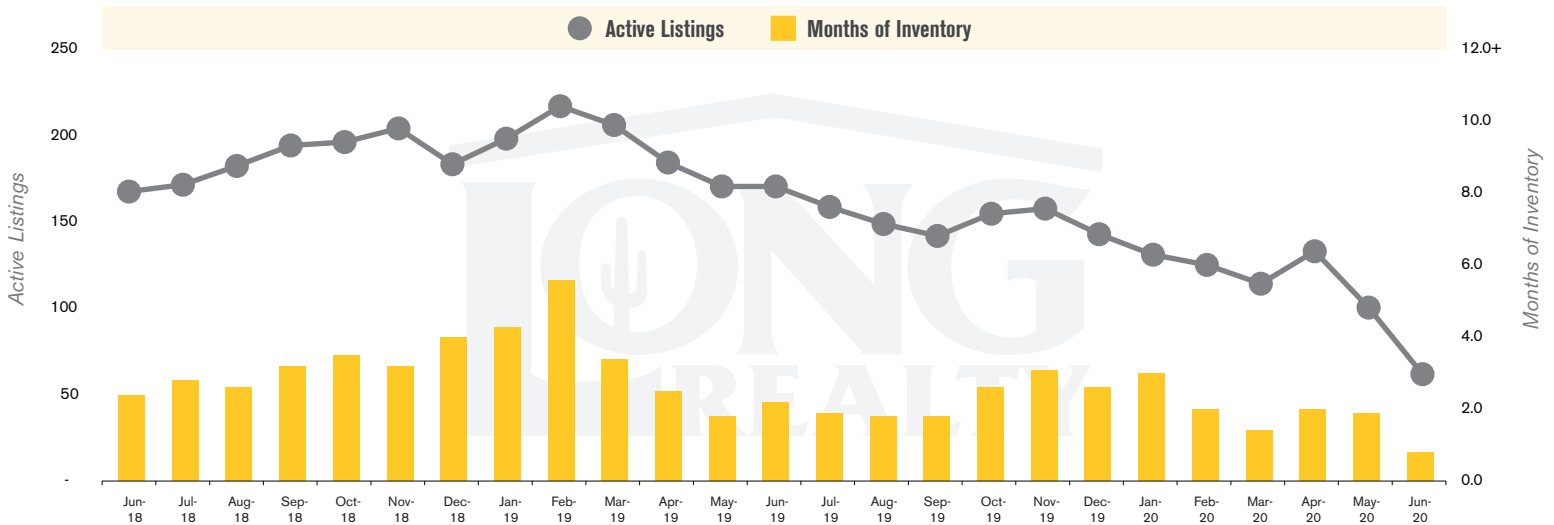


In the Vail area, June 2020 active inventory was 63, a 64% decrease from June 2019. There were 77 closings in June 2020, a 3% decrease from June 2019. Year-to-date 2020 there were 410 closings, virtually unchanged from year-to-date 2019. Months of Inventory was .8, down from 2.2 in June 2019. Median price of sold homes was \$275,000 for the month of June 2020, virtually unchanged 1% from June 2019. The Vail area had 101 new properties under contract in June 2020, up 29% from June 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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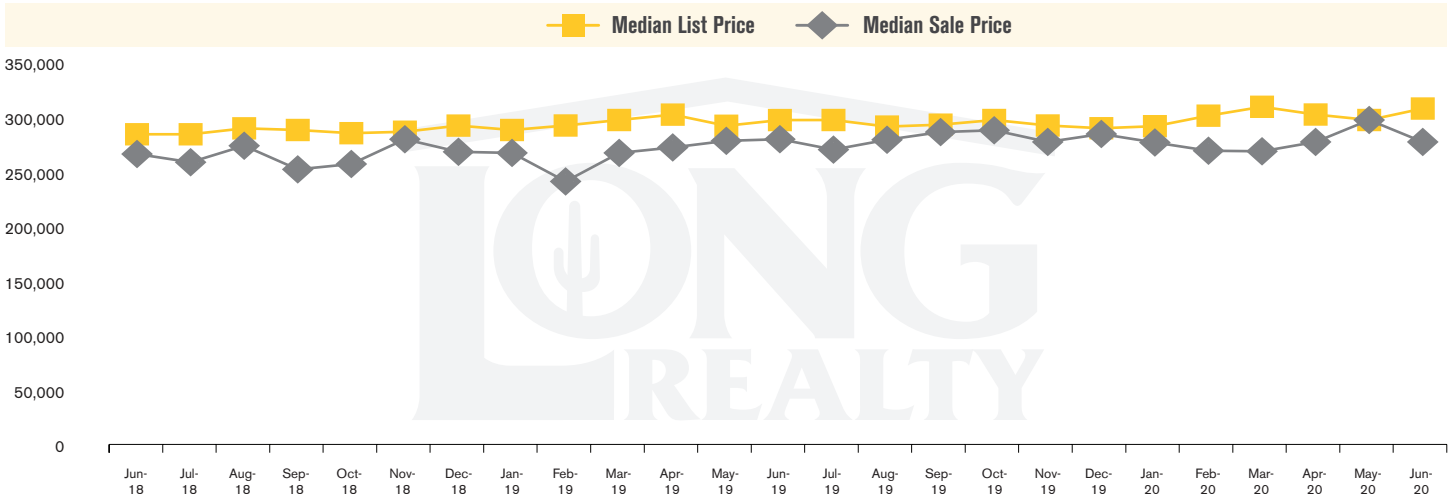
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

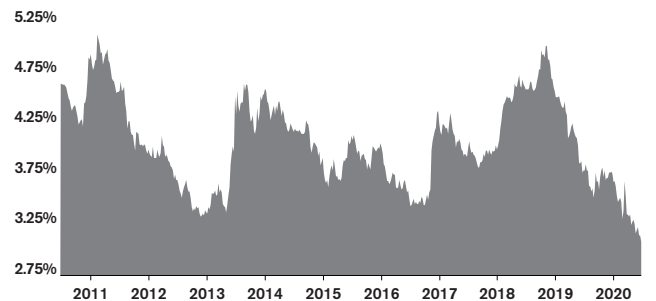


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2019	\$277,500	3.800%	\$1,228.38
2020	\$275,000	3.160%	\$1,124.11

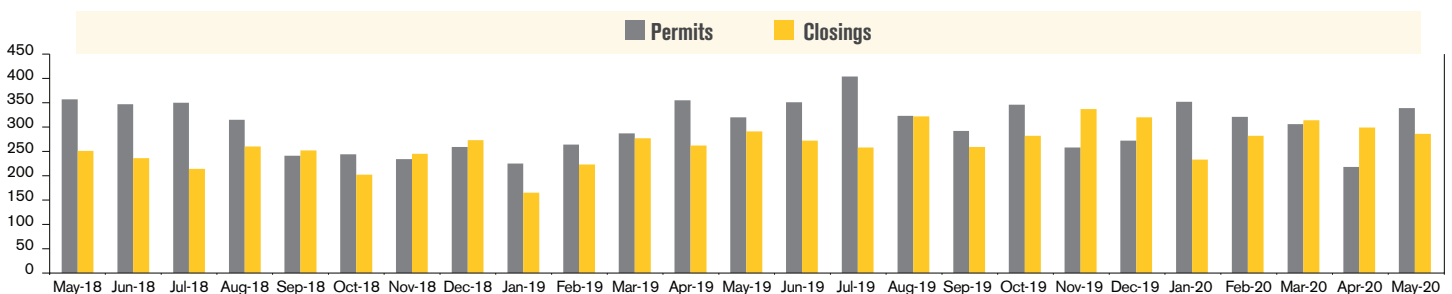
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For May 2020, new home permits were **up 6%** and new home closings were **down 2%** from May 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
		Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	0	0	0	1	0.0	0.0	Seller
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	1	0	0	1	0.0	3.0	Seller
\$125,000 - 149,999	0	1	3	1	1	0	1	0.0	1.0	Seller
\$150,000 - 174,999	4	0	0	6	2	2	2	2.0	1.8	Seller
\$175,000 - 199,999	1	5	2	9	5	2	0	n/a	0.4	Seller
\$200,000 - 224,999	2	4	6	7	3	5	8	0.3	0.9	Seller
\$225,000 - 249,999	4	8	11	13	7	7	10	0.4	1.2	Seller
\$250,000 - 274,999	7	5	16	12	15	7	14	0.5	0.9	Seller
\$275,000 - 299,999	6	4	11	12	9	5	11	0.5	1.5	Seller
\$300,000 - 349,999	7	10	6	10	13	11	17	0.4	1.0	Seller
\$350,000 - 399,999	6	3	3	4	7	6	4	1.5	1.9	Seller
\$400,000 - 499,999	9	4	4	9	6	8	5	1.8	2.1	Seller
\$500,000 - 599,999	7	4	1	4	2	2	3	2.3	3.1	Seller
\$600,000 - 699,999	3	1	0	0	1	0	0	n/a	10.0	Buyer
\$700,000 - 799,999	2	0	0	1	0	1	0	n/a	7.0	Slightly Buyer
\$800,000 - 899,999	1	1	1	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	1	0	0	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	63	51	65	89	71	56	77	0.8	1.5	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 07/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2020-06/30/2020. 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 07/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2019 – 06/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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18.8%

Realty Executives Tucson Elite

12.8%

Tierra Antigua Realty

11.0%

Keller Williams Southern Arizona

8.0%

Coldwell Banker Residential Brokerage

5.8%

Lennar Sales Corp.

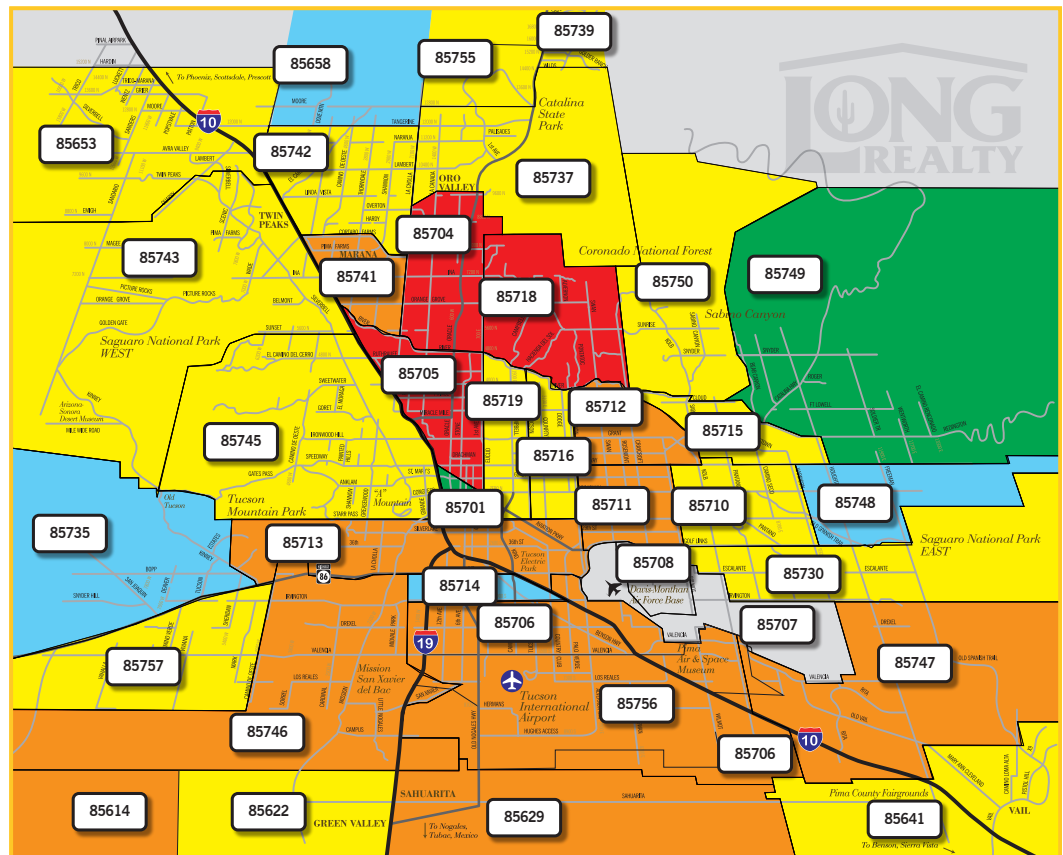
3.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2019-JUN 2019 TO
APR 2020-JUN 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 April 2019-June 2019 to April 2020-June 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/06/2020. Information is believed to be reliable, but not guaranteed.