

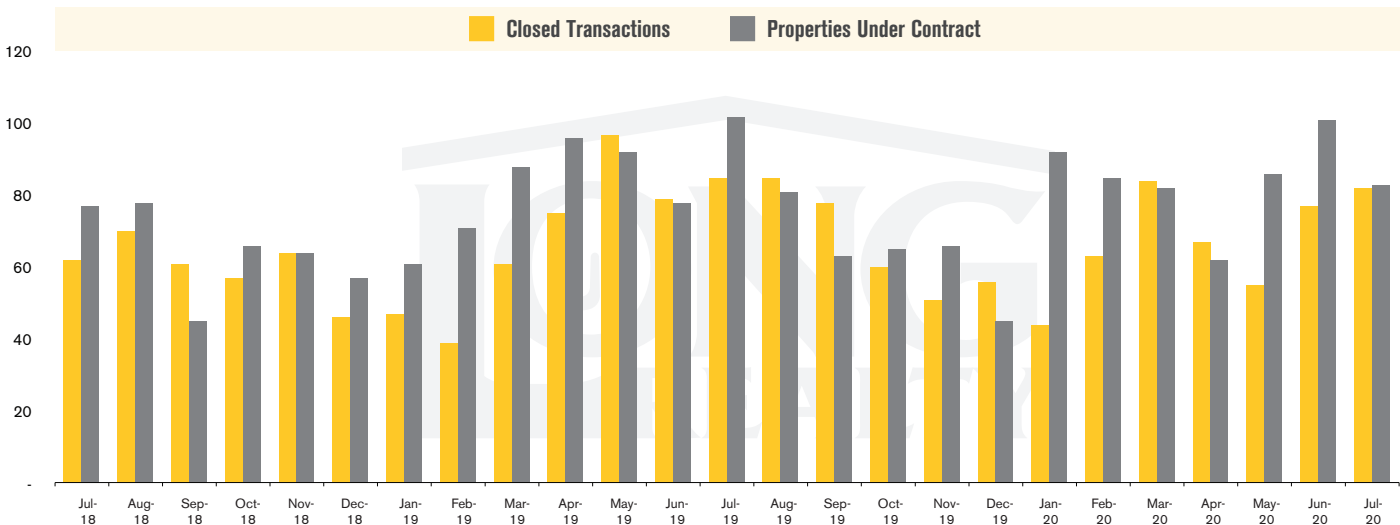
THE HOUSING REPORT

VAIL | AUGUST 2020

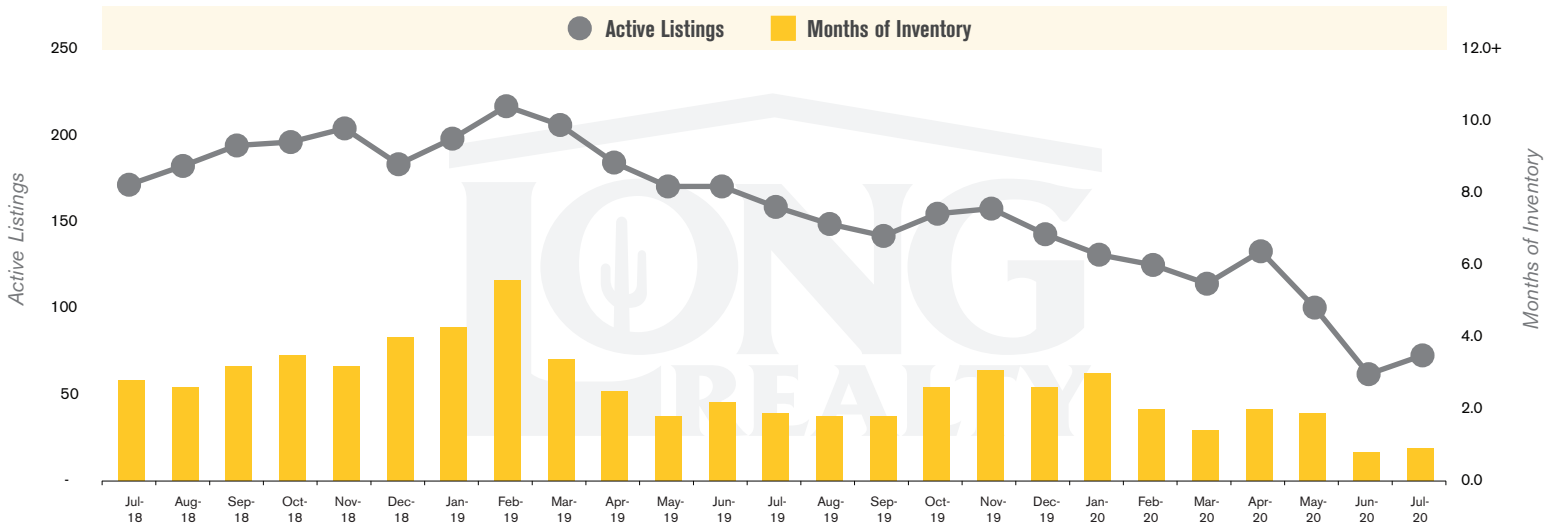


In the Vail area, July 2020 active inventory was 74, a 54% decrease from July 2019. There were 82 closings in July 2020, a 4% decrease from July 2019. Year-to-date 2020 there were 493 closings, a 1% decrease from year-to-date 2019. Months of Inventory was .9, down from 1.9 in July 2019. Median price of sold homes was \$292,450 for the month of July 2020, up 9% from July 2019. The Vail area had 83 new properties under contract in July 2020, down 19% from July 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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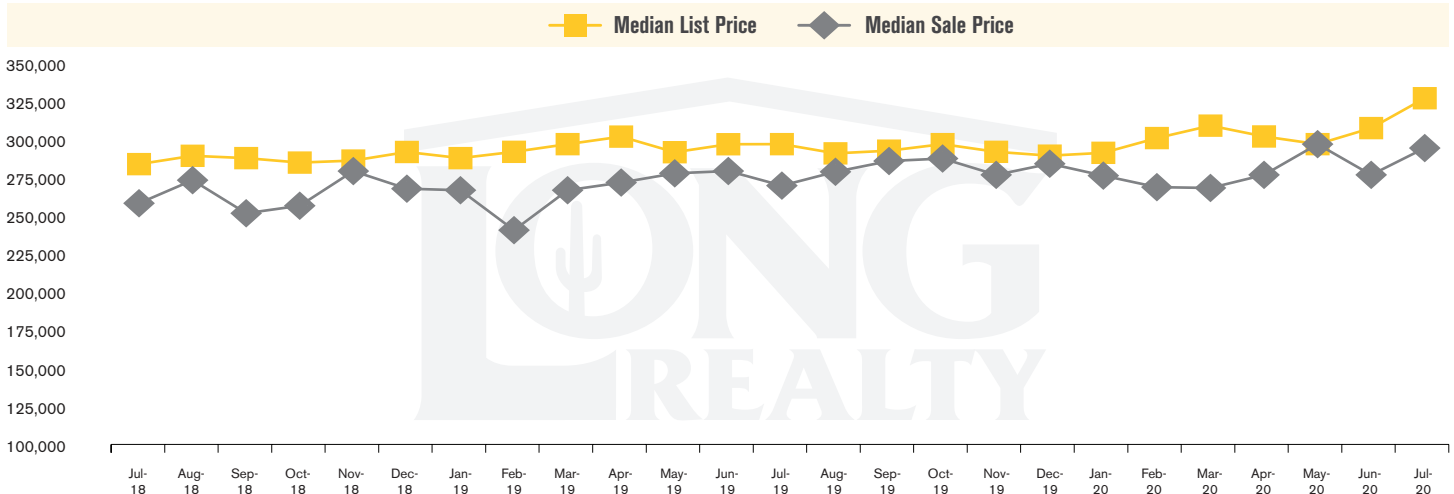
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

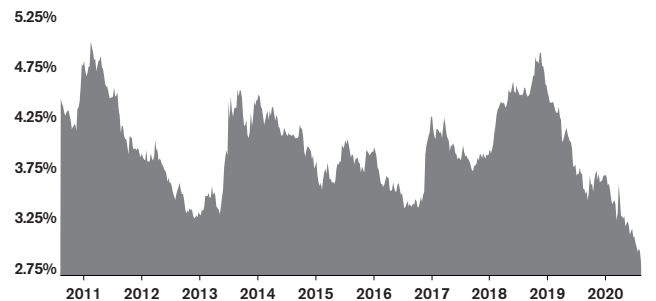


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

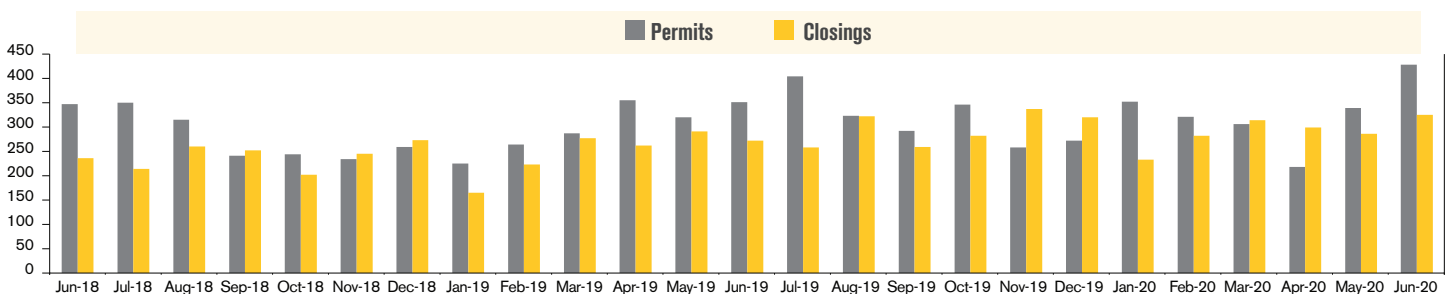
Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2019	\$268,000	3.770%	\$1,181.98
2020	\$292,450	3.020%	\$1,174.33

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For June 2020, new home permits were **up 22%** and new home closings were **up 19%** from June 2019.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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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
		Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	0	0	0	1	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	0	0	1	0	0	1	1	0.0	1.0	Seller
\$125,000 - 149,999	3	3	1	1	0	1	1	3.0	2.0	Seller
\$150,000 - 174,999	3	0	6	2	2	2	3	1.0	1.4	Seller
\$175,000 - 199,999	0	2	9	5	2	0	1	0.0	0.7	Seller
\$200,000 - 224,999	1	6	7	3	5	8	5	0.2	0.4	Seller
\$225,000 - 249,999	3	11	13	7	7	10	14	0.2	0.5	Seller
\$250,000 - 274,999	8	16	12	15	7	14	6	1.3	0.9	Seller
\$275,000 - 299,999	7	11	12	9	5	13	14	0.5	0.8	Seller
\$300,000 - 349,999	7	6	10	13	11	17	13	0.5	0.6	Seller
\$350,000 - 399,999	13	3	4	7	6	4	7	1.9	1.8	Seller
\$400,000 - 499,999	12	4	9	6	8	5	11	1.1	1.5	Seller
\$500,000 - 599,999	8	1	4	2	2	3	2	4.0	3.1	Seller
\$600,000 - 699,999	2	0	0	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	1	0	1	0	1	0	4	0.3	1.0	Seller
\$800,000 - 899,999	2	1	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	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
TOTAL	74	65	89	71	56	79	82	0.9	1.1	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2020-07/31/2020. 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 08/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2019 – 07/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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19.7%

Realty Executives Tucson Elite

12.7%

Tierra Antigua Realty

10.5%

Keller Williams Southern Arizona

7.6%

Coldwell Banker Residential Brokerage

5.7%

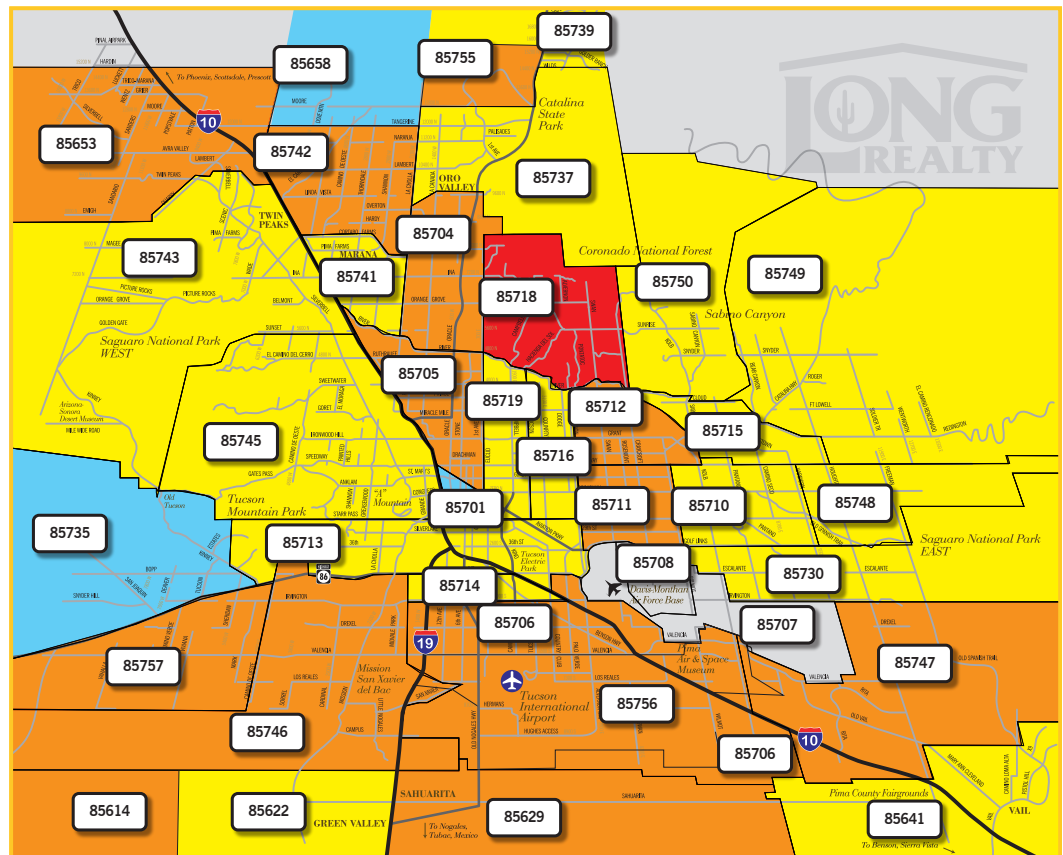
Lennar Sales Corp.

3.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2019-JUL 2019 TO MAY 2020-JUL 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.

Stephen Woodall - Team Woodall
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This heat map represents the percentage of change in Tucson metro median sales prices from May 2019-July 2019 to May 2020-July 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2020. Information is believed to be reliable, but not guaranteed.